
AT A
GLANCE 2019





“2019 is a year of investment in growth areas such as home dialysis, biosimilars and new hospital-services and therapies. Our goal is to provide even better treatment for even more patients as the basis for continued, strong growth.”

– Stephan Sturm, CEO



FORWARD THINKING HEALTHCARE



Fresenius is a **global healthcare group** offering high-quality products and services for dialysis, hospitals, and outpatient treatment. With over 270,000 employees in more than 100 countries around the globe, and annual sales exceeding €33 billion, Fresenius is one of the world's leading healthcare companies.

At Fresenius, the **patient always comes first**. For more than 100 years now we have been working to save lives and improve the quality of life of our patients. A clear **focus on innovation and efficiency** has helped us to make high-quality healthcare accessible to a steadily increasing number of people. Yet we never get complacent about our successes, and never stop looking for better solutions. This is how Fresenius is contributing to **medical progress** and better patient care.

“Forward Thinking Healthcare” captures our commitment to the future: **better medicine for more people**.

EXPANDING PRODUCTION CAPACITY

In April, Fresenius Kabi broke ground on a major expansion of its production site for medical devices in Haina, Dominican Republic. The company is investing over €20 million in the 7,400-square-meter plant extension. Fresenius Kabi is also expanding production facilities in China, the United Kingdom, Canada, the Netherlands and the United States.



OUR YEAR 2018

DIALYSIS MACHINE FOR EMERGING MARKETS

In late 2018, Fresenius Medical Care launched a new dialysis machine especially designed to meet the needs of emerging markets. The 4008A should help make life-saving dialysis treatments accessible to a growing number of patients.



POST-ACUTE BUSINESS REORGANIZED

In a reorganization of the Group's inpatient rehabilitation business, 38 healthcare facilities and 13 service companies were transferred from Fresenius Helios to Fresenius Vamed in July.



FIRST HOSPITALS IN COLOMBIA

With the acquisition of Clínica Medellín in November, Quirónsalud entered Colombia's private hospital market. Following its entry into Peru in 2017, this further strengthened Quirónsalud's presence in Latin America.

PARTNERSHIP WITH HUMACYTE

In June, Fresenius Medical Care and the medical R&D company Humacyte entered a strategic partnership to introduce a new vascular access for dialysis patients based on human cells.



DANCING DOCTOR

A video of Mario Berwald, a pediatrician at Helios HSK Hospital in Wiesbaden, Germany, went viral in April. The doctor had promised Gerrit, a seriously ill 4-year-old, to dance for him as soon as the young patient started getting better – and of course, he kept his promise!



30TH ANNIVERSARY OF ELSE KRÖNER'S DEATH

On the 30th anniversary of her death, a special artwork commemorating Else Kröner, the longtime owner of the company and foster-daughter of company founder Eduard Fresenius, was unveiled at company headquarters in June.

Fresenius
invested

€2.2 billion

in hospitals and plants in 2018.



FRESENIUS

Sales and Earnings in € millions	2018	2017	2016
Sales	33,530	33,886	29,471
EBIT	4,561	4,830	4,302
EBIT margin	13.6 %	14.3 %	14.6 %
Net income	1,871	1,816	1,560
Operating cash flow	3,742	3,937	3,585

Balance Sheet in € millions	2018	2017	2016
Total assets	56,703	53,133	46,697
Equity ratio	44 %	41 %	45 %
Debt ratio Net debt/EBITDA	2.71	2.84	2.33
Investments	3,249	8,680	2,559

Employees	2018	2017	2016
Employees (Dec. 31)	276,750	273,249	232,873

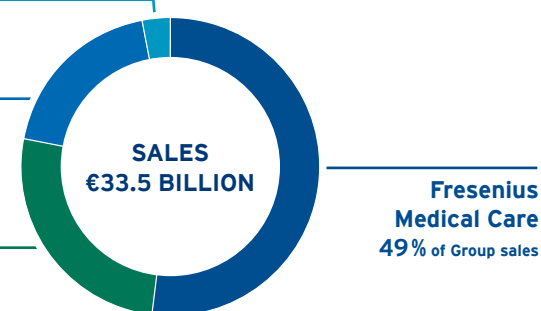
Shares	2018	2017	2016
Number of shares	555,225,154	554,710,473	547,208,371
Market capitalization in € millions	23,573	36,095	40,636
Per share in €			
Dividend	0.80*	0.75	0.62
Earnings	3.37	3.28	2.85

*Subject to approval by the Annual General Meeting on May 17, 2019

Fresenius Vamed
5 % of Group sales

Fresenius Kabi
19 % of Group sales

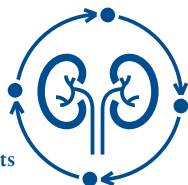
Fresenius Helios
27 % of Group sales



Fresenius Medical Care conducts
approximately

50 million

dialysis treatments annually.



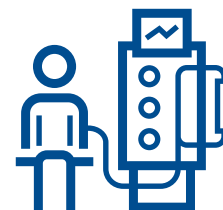
**FRESENIUS
MEDICAL CARE**

Key Figures <small>in € millions</small>	2018	2017	Change
Sales	16,547	16,739	-1 %
EBIT	2,346	2,278	3 %
Net income	1,377	1,242	11 %
Operating cash flow	2,062	2,192	-6 %
Capital expenditure/ acquisitions	2,014	1,627	24 %
R & D expenses	134	131	2 %
Employees <small>(Dec. 31)</small>	120,328	121,245	-1 %

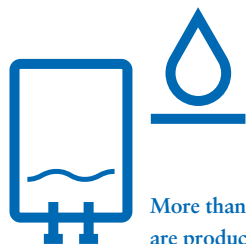
Fresenius Medical Care is the world's largest provider of **products and services** for individuals with **renal diseases** of which more than 3 million patients worldwide regularly undergo dialysis treatment.

Through its network of more than 3,900 dialysis clinics, Fresenius Medical Care provides dialysis treatments for over 330,000 patients around the globe. Fresenius Medical Care is also the leading provider of dialysis products such as dialysis machines or dialyzers.

Along with the core business, the company focuses on expanding the range of additional medical services in the field of Care Coordination.



Every **second** dialysis
machine used around the world is
from Fresenius Medical Care.



More than **1 billion** infusion solutions
are produced annually by Fresenius Kabi.

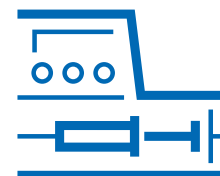


Key Figures in € millions	2018	2017	Change
Sales	6,544	6,358	3%
EBIT	1,139	1,177	-3%
Net income	742	702	6%
Operating cash flow	1,040	1,010	3%
Capital expenditure/ acquisitions	615	585	5%
R & D expenses	534	427	25%
Employees (Dec. 31)	37,843	36,380	4%



Fresenius Kabi is a global healthcare company that specializes in medicines and technologies for **infusion, transfusion and clinical nutrition**. The company's products and services are used to help care for critically and chronically ill patients.

Fresenius Kabi's product portfolio comprises a comprehensive range of I.V. generic drugs, infusion therapies and clinical nutrition products as well as the medical devices for administering these products. Within transfusion technologies, Fresenius Kabi offers products for collection and processing of blood components and for therapeutic treatment of patient blood by apheresis systems. In the field of biosimilars, Fresenius Kabi develops products with a focus on oncology and autoimmune diseases.



More than **1 million**
infusion and clinical nutrition pumps
from Fresenius Kabi are in use worldwide.

More than **70,000** babies are
born in Fresenius Helios hospitals every year.




Key Figures in € millions	2018	2017	Change
Sales	8,993	8,668	4%
EBIT	1,052	1,052	0%
Net income	686	728	-6%
Operating cash flow	554	733	-24%
Capital expenditure/ acquisitions	501	6,394	-92%
Employees (Dec. 31)	100,144	105,927	-5%

Fresenius Helios is **Europe's leading private hospital operator**, with more than 100,000 employees. Fresenius Helios owns and operates Helios hospitals in Germany and Quirónsalud hospitals in Spain.

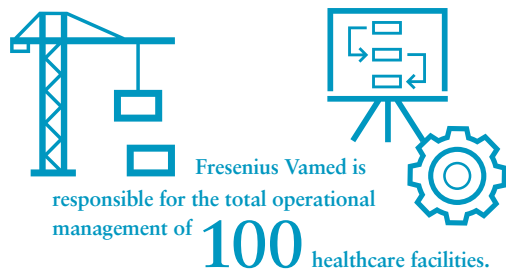
Both Helios and Quirónsalud are the largest private hospital operators in their respective national markets. Helios owns more than 80 hospitals across Germany - including maximum care facilities in Berlin, Duisburg, Erfurt, Krefeld, Schwerin, Wiesbaden and Wuppertal.

Quirónsalud operates over 40 hospitals, more than 40 outpatient centers and some 300 occupational risk prevention centers.



Fresenius Helios
treats around **19** million
patients annually.





Key Figures in € millions	2018	2017	Change
Sales	1,688	1,228	37%
EBIT	110	76	45%
Net income	72	50	44%
Operating cash flow	106	42	152%
Capital expenditure/ acquisitions	540	49	-
Order intake	1,227	1,096	12%
Employees (Dec. 31)	17,299	8,667	100%

Fresenius Vamed manages projects and provides **services for hospitals and other health care facilities** worldwide, and is a leading **post-acute care provider** in Central Europe. With its “everything from one source” approach, Fresenius Vamed offers a complete value chain to achieve and maintain efficiency at every stage: from project development, planning and turnkey construction, through maintenance and technical management to the total operational management of health care facilities.

Headquartered in Vienna, Austria, Fresenius Vamed has successfully completed more than 900 health care projects in around 90 countries since the company's founding in 1982.



Fresenius Vamed provides services to more than **840** healthcare facilities worldwide.

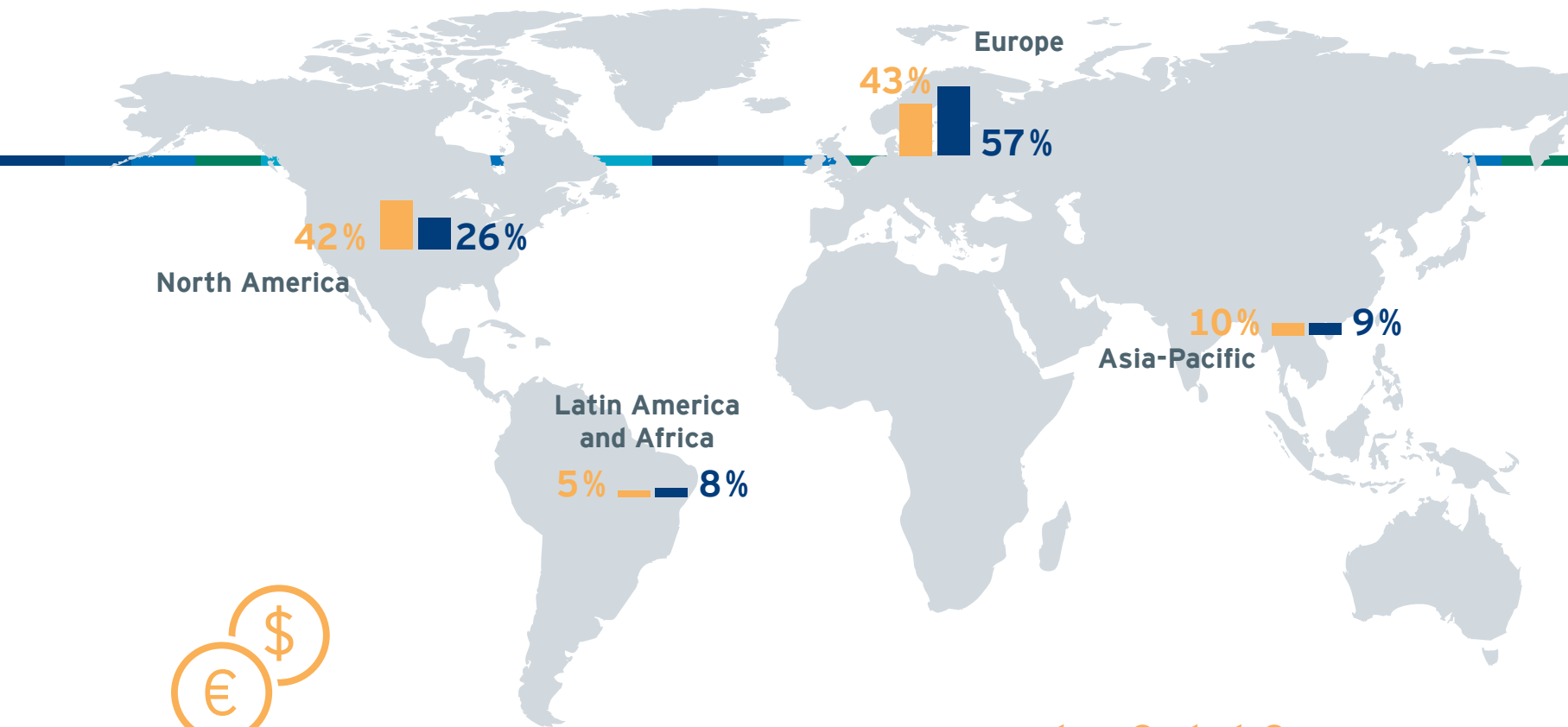


16



276,750

EMPLOYEES BY REGION
at end of 2018



SALES BY REGION
in 2018

€33.5 billion

FROM A LOCAL PHARMACY TO A GLOBAL CORPORATION

1462

OPENING OF THE HIRSCH PHARMACY IN FRANKFURT

In the 19th century, ownership of the pharmacy passes to the Fresenius family.



1966

DISTRIBUTOR OF DIALYSIS MACHINES

Fresenius starts to sell dialysis machines and dialyzers manufactured by various non-German companies.



1994

ENTRY INTO PROJECT BUSINESS

With the acquisition of Hospitalia International, Fresenius enters the project business for developing hospitals and other healthcare facilities.



2005

EXPANSION OF HOSPITAL BUSINESS

Fresenius acquires Helios, one of Germany's leading private hospital operators.

2012

FRESENIUS CELEBRATES COMPANY'S CENTENNIAL

On its 100th anniversary, Fresenius is active in some 100 countries and has more than 160,000 employees.



1912

FOUNDING OF THE COMPANY

The pharmacist Dr. Eduard Fresenius, proprietor of the Hirsch Pharmacy, establishes the pharmaceutical company Dr. E. Fresenius.



1952

ELSE KRÖNER ASSUMES MANAGEMENT OF FRESENIUS

The foster daughter of Eduard Fresenius, she will, along with her future husband Hans Kröner, over the next decades build the company into global healthcare group.



1946

DEATH OF THE COMPANY'S FOUNDER, EDUARD FRESENIUS

1986

FRESENIUS LISTED ON STOCK MARKET

1979

DEVELOPMENT AND SALE OF COMPANY'S OWN DIALYSIS MACHINES

Production of the A2008 dialysis machine begins in a newly acquired factory in Schweinfurt, Germany.



1996

ENTRY INTO DIALYSIS SERVICES

Fresenius Medical Care is created when the U.S. dialysis provider National Medical Care, acquired by Fresenius, is merged with Fresenius' own dialysis business.

The project business is expanded with the acquisition of VAMED AG.



2008

EXPANSION IN I.V. GENERICS

Fresenius Kabi enters the North American pharmaceuticals market through the acquisition of APP Pharmaceuticals.

1999

EXPANSION OF INFUSIONS BUSINESS

The nutrition business of Pharmacia & Upjohn is acquired and then merged with Fresenius Pharma to form Fresenius Kabi.



2017

HOSPITAL NETWORK EXPANDED OUTSIDE OF GERMANY

Fresenius Helios acquires Quirónsalud, Spain's largest private hospital operator.



EARLY PRODUCTS FROM FRESENIUS



Fresenius SE & Co. KGaA

Else-Kröner-Str. 1
61352 Bad Homburg
Germany

T +49 6172 608-0
www.fresenius.com


Contact for Journalists

Corporate Communications
T +49 6172 608-2302
pr-fre@fresenius.com

Contact for Shareholders

Investor Relations
T +49 6172 608-2487
ir-fre@fresenius.com

Contact for Job Applicants

HR Marketing
 +49 172 7407809
careers@fresenius.com



www.fresenius.com/socialmedia

Some figures adjusted for special items and on a comparable basis. Net income = Net income attributable to the parent company of the respective business segment.

