

Factsheet FY/2017



COMPANY PROFILE

Fresenius is a global health care group providing products and services for dialysis, hospitals and outpatient medical care. In addition, Fresenius focuses on hospital operations. We also manage projects and provide services for hospitals and other health care facilities. More than 270,000 employees have dedicated themselves to the service of health in over 100 countries worldwide.

FRESENIUS GROUP IN FIGURES (IFRS)

€ in millions	FY/2017	FY/2016	Change
Sales and Earnings			
Sales	33,886	29,471	15%
EBIT ¹	4,830	4,302	12%
Net income ^{1,2}	1,816	1,560	16%
Earnings per ord. share in € ^{1,2}	3.28	2.85	15%
Balance sheet and cash flow			
Total assets	53,133	46,697	14%
Non-current assets	40,529	34,953	16%
Equity ³	21,720	20,849	4%
Equity ratio ³	41%	45%	--
Net debt/EBITDA ^{4,5}	2.84	2.33	--
Investments ⁶	8,680	2,559	--
Operating cash flow	3,937	3,585	10%
Operating cash flow in % of sales	11.6%	12.2%	--
Profitability			
EBIT margin ¹	14.3%	14.6%	--
Return on equity after taxes (ROE) ^{1,2}	13.3%	12.3%	--
Return on operating assets (ROOA) ⁴	9.4%	10.0%	--
Return on invested capital (ROIC) ⁴	8.0%	8.5%	--
Employees	273,249	232,873	17%

¹ 2017 before special items

² Net income attributable to shareholders of Fresenius SE & Co. KGaA

³ Including noncontrolling interest

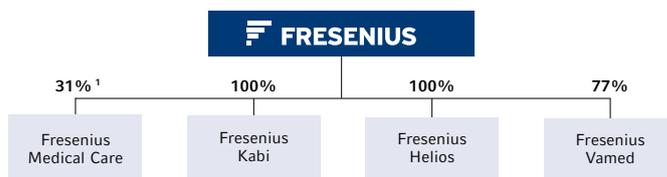
⁴ 2016 and 2017 pro forma acquisitions; 2017 before special items

⁵ At LTM average exchange rates for both net debt and EBITDA

⁶ Investments in property, plant and equipment, and intangible assets, acquisitions

GROUP STRUCTURE

The operating business comprises the four business segments Fresenius Medical Care, Fresenius Kabi, Fresenius Helios and Fresenius Vamed, all of which are legally independent entities managed by the operating parent company Fresenius SE & Co. KGaA.



¹ As of December 31, 2017

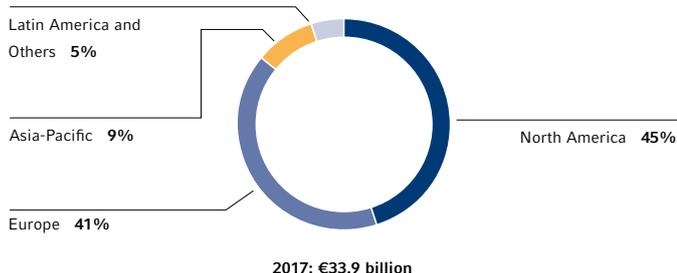
BUSINESS SEGMENTS (IFRS)

€ in millions		FY/2017	FY/2016	Change
	Sales	17,784	16,570	7%
	EBIT ¹	2,562	2,409	6%
	Sales	6,358	6,007	6%
	EBIT ¹	1,177	1,171	1%
	Sales	8,668	5,843	48%
	EBIT	1,052	683	54%
	Sales	1,228	1,160	6%
	EBIT	76	69	10%

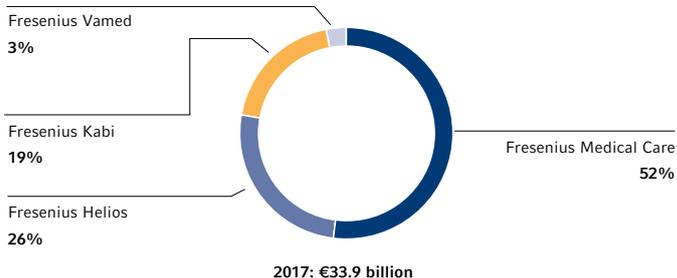
¹ 2017 before special items

- ▶ **Fresenius Medical Care** is the world's largest provider of products and services for individuals with renal diseases. As of December 31, 2017, Fresenius Medical Care was treating 320,960 patients in 3,752 dialysis clinics. Along with its core business, the company focuses on expanding the range of medical services in the field of Care Coordination.
- ▶ **Fresenius Kabi** offers intravenously administered generic drugs, clinical nutrition and infusion therapies for seriously and chronically ill patients in the hospital and outpatient environments. The company is also a leading supplier of medical devices and transfusion technology products.
- ▶ **Fresenius Helios** is Europe's leading private hospital operator. The company comprises Helios Germany and Helios Spain (Quirónsalud). Helios Germany operates 111 hospitals, thereof 88 acute care clinics and 23 post-acute care clinics, and treats more than 5.3 million patients annually. Quirónsalud operates 45 hospitals, 55 outpatient centers and around 300 occupational risk prevention centers, and treats approximately 11.6 million patients per year.
- ▶ **Fresenius Vamed** manages projects and provides services for hospitals and other health care facilities worldwide. The portfolio ranges along the entire value chain: from project development, planning, and turnkey construction, via maintenance and technical management, to total operational management.

SALES BY REGION



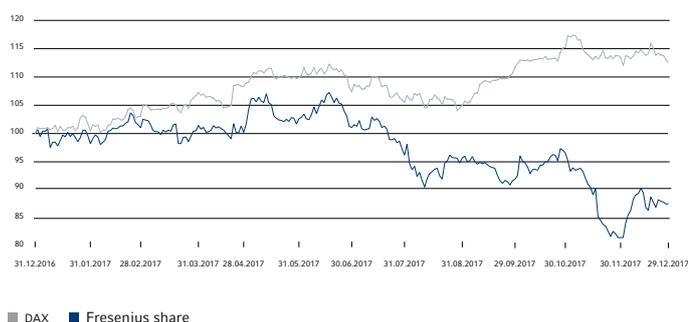
SALES BY BUSINESS SEGMENT



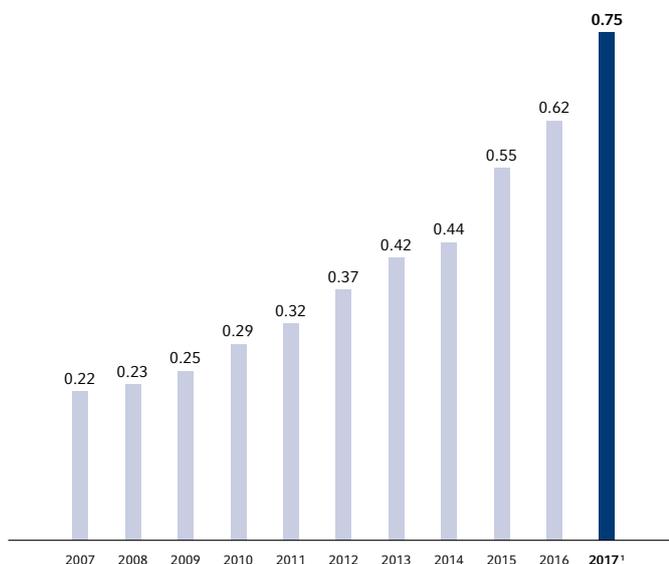
FRESENIUS SHARE/ADR

	Share
Securities code no.	578 560
ISIN	DE0005785604
Ticker symbol	FRE
ADR CUSIP	35804M105
ADR Ticker symbol	FSNUY
Number of shares (December 31, 2017)	554,710,473
Market capitalization (December 31, 2017)	€36.1 billion

RELATIVE SHARE PRICE PERFORMANCE FRESENIUS SHARE VS. DAX



DEVELOPMENT SHARE DIVIDENDS IN €



¹ Proposal

This release contains forward-looking statements that are subject to various risks and uncertainties. Future results could differ materially from those described in these forward-looking statements due to certain factors, e.g. changes in business, economic and competitive conditions, regulatory reforms, results of clinical trials, foreign exchange rate fluctuations, uncertainties in litigation or investigative proceedings, and the availability of financing. Fresenius does not undertake any responsibility to update the forward-looking statements in this release.

Fresenius SE & Co. KGaA
Registered Office: Bad Homburg, Germany
Commercial Register: Amtsgericht Bad Homburg, HRB 11852
Chairman of the Supervisory Board: Dr. Gerd Krick

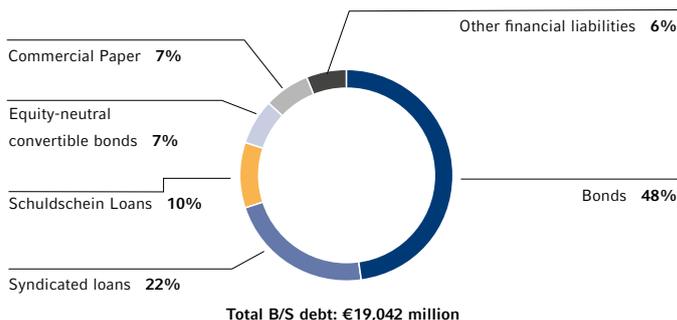
General Partner: Fresenius Management SE
Registered Office: Bad Homburg, Germany
Commercial Register: Amtsgericht Bad Homburg, HRB 11673
Management Board: Stephan Sturm (Chairman), Dr. Francesco De Meo, Rachel Empey, Dr. Jürgen Götz, Mats Henriksson, Rice Powell, Dr. Ernst Wastler
Chairman of the Supervisory Board: Dr. Gerd Krick

SHARE PERFORMANCE¹

4th quarter	-5%
1 year	-12%
3 years	+51%
5 years	+124%
10 years	+249%

¹ Effective date/closing price: December 31, 2017

FRESENIUS GROUP: FINANCING MIX



GROUP OUTLOOK 2018

€m (except otherwise stated)	FY/17 Base	Targets 2018 ¹
Sales, growth (cc)	33,400 ²	5% – 8%
Net income ³ , growth (cc)	1,816 ⁴	6% – 9% ⁵
Net income ³ growth (cc) excl. biosimilars	1,859 ⁶	~10% – 13% ⁷

¹ Excluding pending acquisitions of Akorn and NxStage

² Adjusted for IFRS15 (€486 m at Fresenius Medical Care)

³ Net income attributable to shareholders of Fresenius SE & Co. KGaA

⁴ Before special items (before acquisition-related expenses, book gain from the U.S. tax reform and FCPA provision)

⁵ Before special items (before acquisition-related expenses); including expenditures for further development of biosimilars business (€43 m after tax in FY/17 and expected expenditures of ~€120 m after tax in FY/18)

⁶ Adjusted net income: before acquisition-related expenses, expenditures for further development of biosimilars business, book gain from the U.S. tax reform and FCPA provision

⁷ Before special items (before acquisition-related expenses); excluding expenditures for further development of biosimilars business (€43 m after tax in FY/17 and expected expenditures of ~€120 m after tax in FY/18)

For the outlook of the business segments please see the Investor News of February 26, 2018.

FINANCIAL CALENDAR

	Dates
Report on 1 st quarter 2018	May 3, 2018
Annual General Meeting, Frankfurt am Main	May 18, 2018
Report on 1 st half 2018	July 31, 2018
Report on 1 st – 3 rd quarter 2018	October 30, 2018

Please note that these dates could be subject to modifications.

CONTACT

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