

Factsheet FY/18



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 275,000 employees have dedicated themselves to the service of health in over 100 countries worldwide.

FRESENIUS GROUP IN FIGURES (IFRS)

€ in millions	FY/18	FY/17	Change
Sales and Earnings			
Sales	33,530	33,886	-1%
EBIT ¹	4,561	4,830	-6%
Net income ^{1,2}	1,871	1,816	3%
Earnings per ord. share in € ^{1,2}	3.37	3.28	3%
Balance sheet and cash flow			
Total assets	56,703	53,133	7%
Non-current assets	41,913	40,529	3%
Equity ³	25,008	21,720	15%
Equity ratio ³	44%	41%	--
Net debt/EBITDA ^{4,5}	2.71	2.84	--
Investments ⁶	3,249	8,680	-63%
Operating cash flow	3,742	3,937	-5%
Operating cash flow in % of sales	11.2%	11.6%	--
Profitability			
EBIT margin ¹	13.6%	14.3%	--
Return on equity after taxes (ROE) ^{1,2}	12.1%	13.3%	--
Return on operating assets (ROOA) ⁴	9.0%	9.4%	--
Return on invested capital (ROIC) ⁴	8.3%	8.0%	--
Employees	276,750	273,249	1%

¹ Before special items

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

³ Including noncontrolling interest

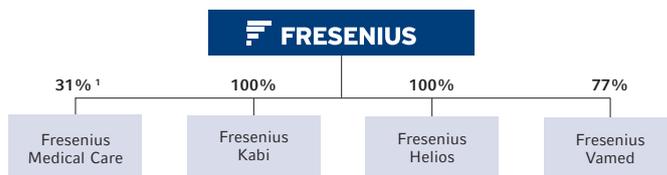
⁴ Before special items; 2014, 2016, 2017 and 2018 pro forma acquisitions

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, 2018

BUSINESS SEGMENTS (IFRS)

€ in millions		FY/18	FY/17	Change
FRESENIUS MEDICAL CARE	Sales ¹	16,547	16,739	4% ⁴
	EBIT	2,346	2,278	6% ⁴
FRESENIUS KABI	Sales	6,544	6,358	7% ³
	EBIT ²	1,139	1,177	2% ³
FRESENIUS HELIOS	Sales	8,993	8,668	4%
	EBIT	1,052	1,052	0%
FRESENIUS VAMED	Sales	1,688	1,228	37%
	EBIT	110	76	45%

¹ Growth rates adjusted for IFRS 15 adoption and divestitures of Care Coordination activities

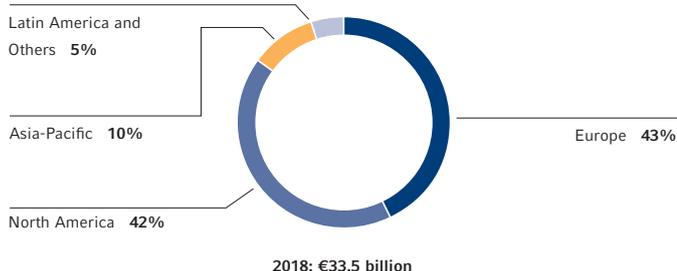
² Before special items

³ In constant currency

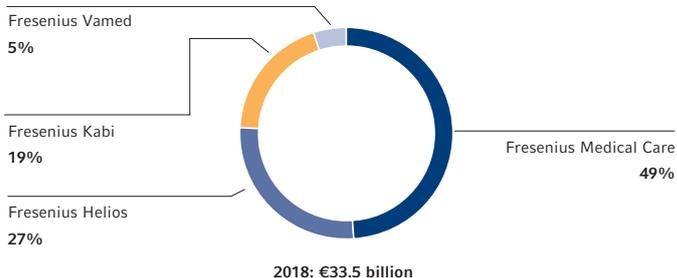
⁴ On a comparable base

- ▶ **Fresenius Medical Care** offers services and products for patients with chronic kidney failure. As of December 31, 2018, Fresenius Medical Care operates 3,928 dialysis clinics. Dialyzers and dialysis machines are among the most important product lines. The company offers dialysis-related services, among others in the field of Care Coordination.
- ▶ **Fresenius Kabi** specializes in intravenously administered generic drugs, clinical nutrition, and infusion therapies. The company is also a supplier of medical devices and products of transfusion technology. Fresenius Kabi is developing products with a focus on oncology and autoimmune diseases within the biosimilars segment of Fresenius Kabi.
- ▶ **Fresenius Helios** is Europe's leading private hospital operator. The company comprises Helios Germany and Helios Spain (Quirónsalud). Helios Germany operates 86 hospitals, around 125 outpatient clinics, and 10 prevention centers. Quirónsalud operates 47 hospitals, 57 outpatient centers, and around 300 occupational risk prevention centers.
- ▶ **Fresenius Vamed** manages projects and provides services for hospitals as well as other health care facilities worldwide and is a leading post-acute care provider in Central Europe. The portfolio ranges along the entire value chain – from project development, planning, and turn-key construction, via maintenance and technical management, to total operational management.

SALES BY REGION



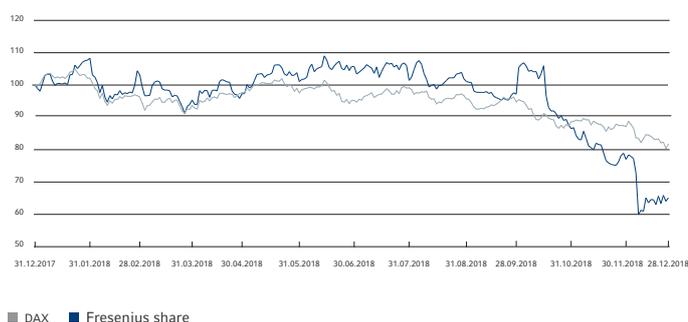
SALES BY BUSINESS SEGMENT



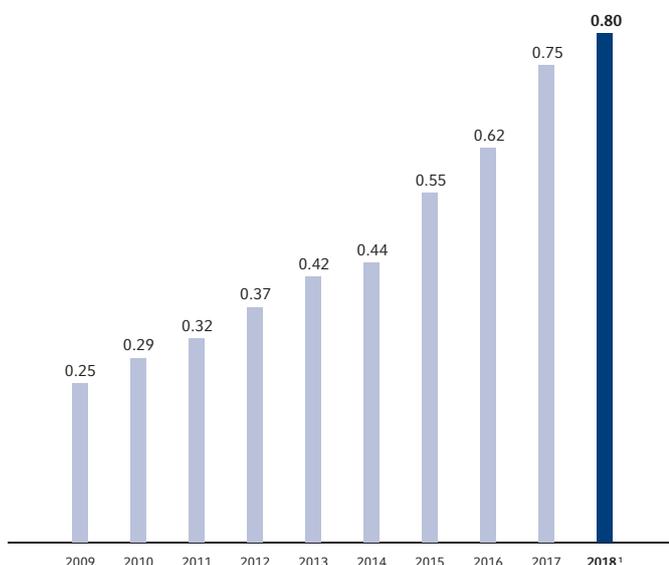
FRESENIUS SHARE / ADR

	Share
Securities code no.	578 560
ISIN	DE0005785604
Ticker symbol	FRE
ADR CUSIP	35804M105
ADR Ticker symbol	FSNUY
Number of shares (December 31, 2018)	556,225,154
Market capitalization (December 31, 2018)	€23.6 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

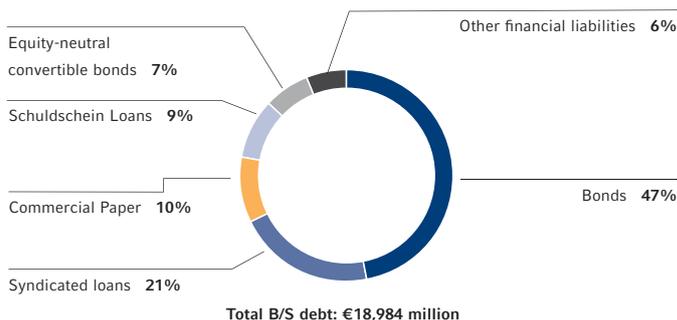
General Partner: Fresenius Management SE
Registered Office: Bad Homburg, Germany
Commercial Register: Amtsgericht Bad Homburg, HRB 11673
Management Board: Stephan Sturm (Chairman), Dr. Francesco De Meo, Rachel Empey, Dr. Jürgen Götz, Mats Henriksson, Rice Powell, Dr. Ernst Wastler
Chairman of the Supervisory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

SHARE PERFORMANCE¹

4th quarter	-38%
1 year	-35%
3 years	-36%
5 years	+14%
10 years	+251%

¹ Effective date/closing price: December 31, 2018

FRESENIUS GROUP: FINANCING MIX



GROUP OUTLOOK 2019

€m (except otherwise stated)	FY/18 Base ¹	Targets 2019
Sales, growth (cc)	33,009	3% – 6% ³
Net income ² , growth (cc)	1,872	~0% ³

¹ Before special items and after adjustments

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

³ Before special items (before transaction-related expenses, expenses associated with the cost optimization program at FMC, revaluations of biosimilars contingent liabilities), adjusted for IFRS 16 effects, excluding effects from acquisition of NxStage by FMC

For the outlook of the business segments please see the Investor News of February 20, 2019.

FINANCIAL CALENDAR

	Dates
Report on 1 st quarter 2019	May 2, 2019
Annual General Meeting, Frankfurt am Main	May 17, 2019
Report on 1 st half 2019	July 30, 2019
Report on 1 st – 3 rd quarter 2019	October 29, 2019

Please note that these dates could be subject to modifications.

CONTACT

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