

Factsheet Q3/2017



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	Q1-3/ 2017	Q1-3/ 2016	Change	FY/ 2016
Sales and Earnings				
Sales	25,191	21,651	16%	29,471
EBIT	3,536	3,058	16%	4,302
Net income ^{1,2}	1,339	1,118	20%	1,560
Earnings per ord. share in € ^{1,2}	2.42	2.04	19%	2.85
Balance sheet and cash flow				
Total assets	53,097		14%	46,697
Non-current assets	40,227		15%	34,953
Equity ³	21,167		2%	20,849
Equity ratio ³	39.9%		--	44.6%
Net debt/EBITDA ^{4,5}	2.97		--	3.09 ⁷
Investments ⁶	7,799	1,651	--	2,559
Operating cash flow	2,821	2,273	24%	3,585
Operating cash flow in % of sales	11.2%	10.5%	--	12.2%
Profitability				
EBIT margin	14.0%	14.1%	--	14.6%
Return on equity after taxes (ROE) ^{1,2}	13.4%		--	12.3%
Return on operating assets (ROOA) ⁴	9.6%		--	10.0%
Return on invested capital (ROIC) ⁴	8.1%		--	8.5%
Employees	271,676		17%	232,873

¹ Consistent with scope of original guidance: before acquisition-related expenses; before expenditures for further development of biosimilars business

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

³ Including noncontrolling interest

⁴ Pro forma acquisitions; before acquisition-related expenses

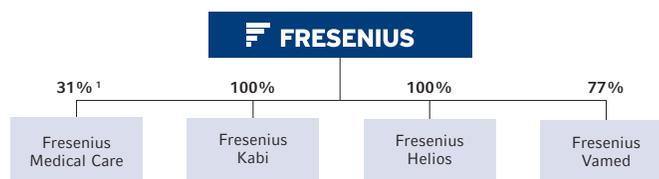
⁵ At LTM average exchange rates for both net debt and EBITDA

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

⁷ Pro forma Quirónsalud

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 September 30, 2017

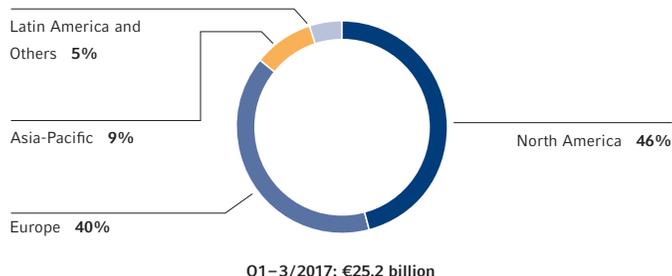
BUSINESS SEGMENTS (IFRS)

€ in millions		Q1-3/ 2017	Q1-3/ 2016	Change	FY/ 2016
FRESENIUS MEDICAL CARE	Sales	13,355	12,153	10%	16,570
	EBIT	1,843	1,679	10%	2,409
FRESENIUS KABI	Sales	4,764	4,457	7%	6,007
	EBIT ¹	919	863	6%	1,171
FRESENIUS HELIOS	Sales	6,422	4,382	47%	5,843
	EBIT	769	507	52%	683
FRESENIUS VAMED	Sales	748	740	1%	1,160
	EBIT	32	31	3%	69

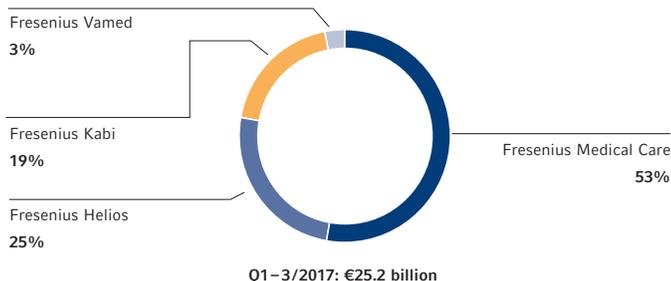
¹ Consistent with scope of original guidance: before acquisition-related expenses; before expenditures for further development of biosimilars business

- ▶ **Fresenius Medical Care** is the world's largest integrated provider of products and services for individuals undergoing dialysis because of chronic kidney failure. As of September 30, 2017, Fresenius Medical Care was treating 317,792 patients in 3,714 dialysis clinics.
- ▶ **Fresenius Kabi** 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 Kliniken in Germany and Quirónsalud in Spain. HELIOS Kliniken operates 111 hospitals, thereof 88 acute care clinics and 23 post-acute care clinics, and treats more than 5.2 million patients annually. Quirónsalud operates 44 hospitals, 44 outpatient centers and around 300 occupational risk prevention centers, and treats approximately 9.7 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



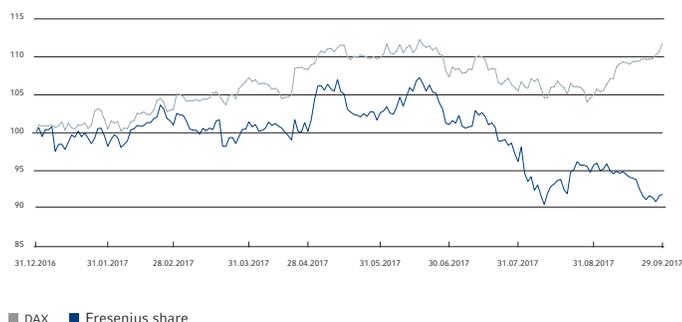
SALES BY BUSINESS SEGMENT



FRESENIUS SHARE / ADR

	Share
Securities code no.	578 560
ISIN	DE0005785604
Ticker symbol	FRE
ADR CUSIP	35804M105
ADR Ticker symbol	FSNUY
Number of shares (September 30, 2017)	554,536,698
Market capitalization (September 30, 2017)	€37.8 billion

RELATIVE SHARE PRICE PERFORMANCE FRESENIUS SHARE VS. DAX



DEVELOPMENT SHARE DIVIDENDS IN €



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

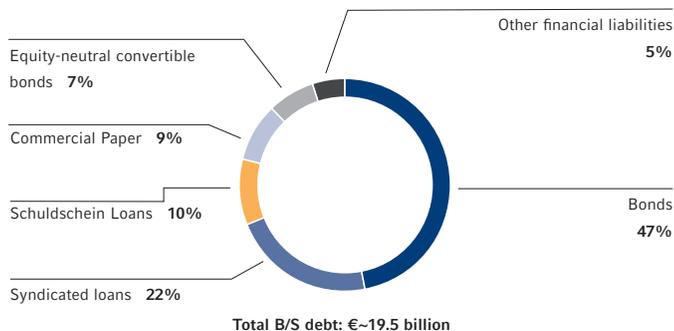
General Partner: Fresenius Management SE
Registered Office: Bad Homburg, Germany
Commercial Register: Amtsgericht Bad Homburg, HRB 11673
Management Board: Stephan Sturm (Chairman), Dr. Francesco De Meo, Rachel Empey, Dr. Jürgen Götz, Mats Henriksson, Rice Powell, Dr. Ernst Wastler
Chairman of the Supervisory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

SHARE PERFORMANCE ¹

1 month	-4%
1st quarter	-9%
1 year	-4%
3 years	+74%
5 years	+122%
10 years	+274%

¹ Effective date/closing price: September 30, 2017

FRESENIUS GROUP: FINANCING MIX



GROUP OUTLOOK 2017 (IFRS)

	Targets 2017
Sales, growth (in constant currency)	15% – 17%
Net income ¹ , growth (in constant currency)	19% – 21% ²

¹ Net income attributable to shareholders of Fresenius SE & Co. KGaA
² Before acquisition-related expenses of ~€50 million; before expected expenditures for further development of biosimilars business of ~€60 million

For the outlook of the business segments please see the Investor News of November 2, 2017.

FINANCIAL CALENDAR

	Dates
Report on Fiscal Year 2017	February 27, 2018
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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