

## Factsheet Q1/2018



### 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	Q1/2018	Q1/2017	Change	FY/2017
<b>Sales and Earnings</b>				
Sales	8,121	8,362	7% <sup>1,8</sup>	33,886
EBIT <sup>2</sup>	1,054	1,216	-5% <sup>8</sup>	4,830
Net income <sup>2,3</sup>	450	457	7% <sup>8</sup>	1,816
Earnings per ord. share in € <sup>2,3</sup>	0.81	0.83	6% <sup>8</sup>	3.28
<b>Balance sheet and cash flow</b>				
Total assets	53,502		1%	53,133
Non-current assets	40,093		-1%	40,529
Equity <sup>4</sup>	22,020		1%	21,720
Equity ratio <sup>4</sup>	41%		--	41%
Net debt/EBITDA <sup>5,6</sup>	2.98		--	2.84
Investments <sup>7</sup>	572	6,411	-91%	8,680
Operating cash flow	236	476	-50%	3,937
Operating cash flow in % of sales	2.9%	5.7%	--	11.6%
<b>Profitability</b>				
EBIT margin <sup>2</sup>	13.0%	14.5%	--	14.3%
Return on equity after taxes (ROE) <sup>2,3</sup>	13.0%	12.3%	--	13.3%
Return on operating assets (ROOA) <sup>5</sup>	9.0%	9.7%	--	9.4%
Return on invested capital (ROIC) <sup>5</sup>	8.1%	8.0%	--	8.0%
<b>Employees</b>	<b>275,674</b>		1%	273,249

<sup>1</sup> Growth rate adjusted for IFRS 15 adoption (Q1/2017 basis: €8,223 million)

<sup>2</sup> Before special items

<sup>3</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>4</sup> Including noncontrolling interest

<sup>5</sup> Pro forma acquisitions; before special items

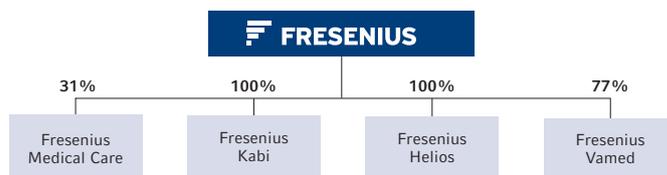
<sup>6</sup> At LTM average exchange rates for both net debt and EBITDA

<sup>7</sup> Investments in property, plant and equipment, and intangible assets, acquisitions

<sup>8</sup> In constant currency

### 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.



### BUSINESS SEGMENTS (IFRS)

€ in millions		Q1/2018	Q1/2017	Change	FY/2017
<b>FRESENIUS MEDICAL CARE</b>	Sales <sup>1</sup>	3,976	4,548	2% <sup>3</sup>	17,784
	EBIT	497	651	5% <sup>2,3</sup>	2,562
<b>FRESENIUS KABI</b>	Sales	1,603	1,604	9% <sup>3</sup>	6,358
	EBIT <sup>2</sup>	268	313	-2% <sup>3</sup>	1,177
<b>FRESENIUS HELIOS</b>	Sales	2,331	2,018	16%	8,668
	EBIT	278	255	9%	1,052
<b>FRESENIUS VAMED</b>	Sales	249	223	12%	1,228
	EBIT	6	6	0%	76

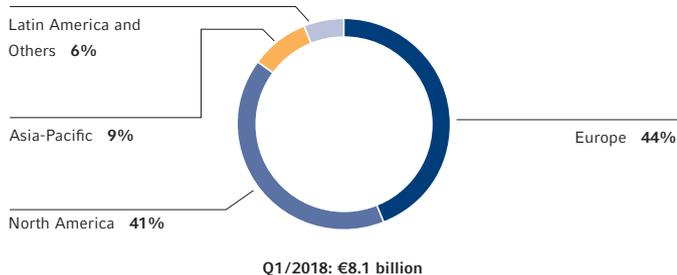
<sup>1</sup> Growth rates adjusted for IFRS 15 adoption

<sup>2</sup> Before special items

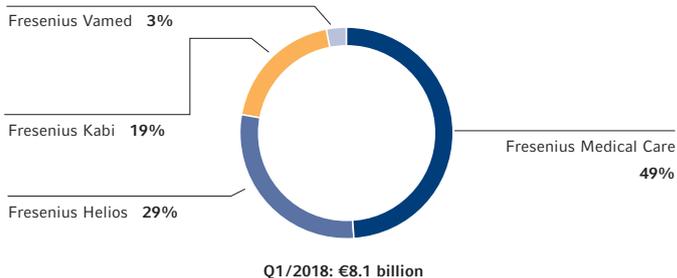
<sup>3</sup> In constant currency

- ▶ **Fresenius Medical Care** is the world's largest provider of products and services for individuals with renal diseases. As of March 31, 2018, Fresenius Medical Care was treating 322,253 patients in 3,790 dialysis clinics. Along with its core business, the company provides related 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. In the biosimilars business, we are developing products with a focus on oncology and autoimmune diseases.
- ▶ **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.

### SALES BY REGION



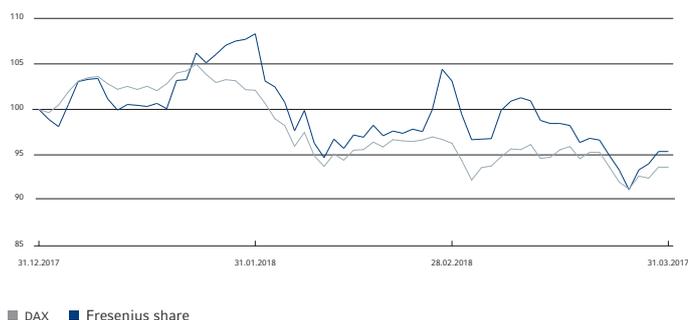
### SALES BY BUSINESS SEGMENT



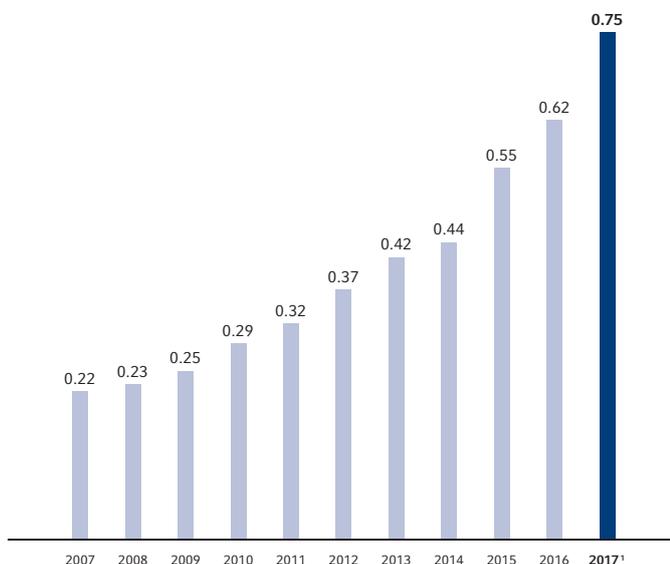
## FRESENIUS SHARE / ADR

	Share
Securities code no.	578 560
ISIN	DE0005785604
Ticker symbol	FRE
ADR CUSIP	35804M105
ADR Ticker symbol	FSNUY
Number of shares (March 31, 2018)	554,875,179
Market capitalization (March 31, 2018)	€34.4 billion

## RELATIVE SHARE PRICE PERFORMANCE FRESENIUS SHARE VS. DAX



## DEVELOPMENT SHARE DIVIDENDS IN €



<sup>1</sup> 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

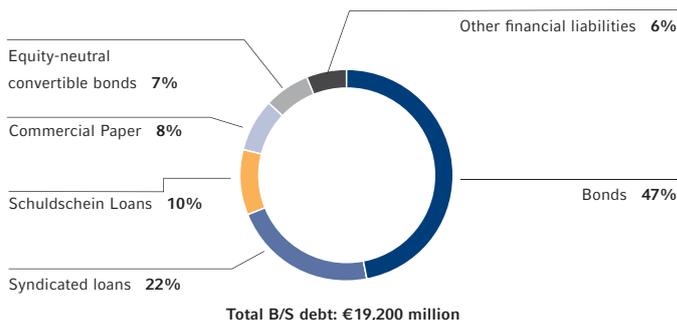
General Partner: Fresenius Management SE  
Registered Office: Bad Homburg, Germany  
Commercial Register: Amtsgericht Bad Homburg, HRB 11673  
Management Board: Stephan Sturm (Chairman), Dr. Francesco De Meo, Rachel Empey, Dr. Jürgen Götze, Mats Henriksson, Rice Powell, Dr. Ernst Wastler  
Chairman of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

## SHARE PERFORMANCE<sup>1</sup>

1 month	-8%
1st quarter	-5%
1 year	-18%
3 years	+12%
5 years	+93%
10 years	+239%

<sup>1</sup> Effective date/closing price: March 31, 2018

## FRESENIUS GROUP: FINANCING MIX



## GROUP OUTLOOK 2018

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

<sup>1</sup> Excluding effects of the Akorn, NxStage and Sound Physicians transactions

<sup>2</sup> Adjusted for IFRS15 (deduction of €486 m at Fresenius Medical Care)

<sup>3</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>4</sup> Before special items (before transaction-related effects, book gain from the U.S. tax reform and FCPA provision)

<sup>5</sup> Before special items (before transaction-related effects); 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)

<sup>6</sup> Adjusted net income: before transaction-related effects, expenditures for further development of biosimilars business, book gain from the U.S. tax reform and FCPA provision

<sup>7</sup> Before special items (before transaction-related effects); 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 May 3, 2018.

## FINANCIAL CALENDAR

	Dates
Annual General Meeting, Frankfurt am Main	May 18, 2018
Payment of dividend <sup>1</sup>	May 24, 2018
Report on 1 <sup>st</sup> half 2018	July 31, 2018
Report on 1 <sup>st</sup> –3 <sup>rd</sup> quarter 2018	October 30, 2018

Please note that these dates could be subject to modifications.

<sup>1</sup> Subject to prior approval by the Annual General Meeting

## CONTACT

**Fresenius SE & Co. KGaA**  
Else-Kröner-Straße 1, 61352 Bad Homburg v. d. H.  
e-mail: ir-fre@fresenius.com  
Internet: www.fresenius.com

### Markus Georgi

Senior Vice President Telephone: +49 61 72 6 08-24 85  
Investor Relations Telefax: +49 61 72 6 08-24 88

Follow us on twitter and linkedin

