

## Factsheet Q1/20



### 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 299,000 employees have dedicated themselves to the service of health in over 100 countries worldwide.

### FRESENIUS GROUP IN FIGURES

€ in millions	Q1/20 <sup>1</sup>	Q1/19	Change	FY/19
<b>Sales and Earnings</b>				
Sales	9,135	8,495	8%	35,409
EBIT <sup>2</sup>	1,125	1,130	0%	4,688
Net income <sup>2,3</sup>	465	457	2%	1,879
Earnings per ord. share in € <sup>2,3</sup>	0.83	0.82	1%	3.37
<b>Balance sheet and cash flow</b>				
Total assets <sup>4</sup>	68,972		8%	67,006
Non-current assets <sup>4</sup>	52,631		2%	51,742
Equity <sup>4</sup>	26,956		1%	26,580
Equity ratio <sup>4</sup>	39.1%		--	39.7%
Net debt/EBITDA <sup>2,5</sup>	3.68		--	3.61
Investments <sup>6</sup>	959	2,364	-59%	5,086
Operating cash flow	878	289	--	4,263
Operating cash flow in % of sales	9.6%	3.4%	--	12.0%
<b>Profitability</b>				
EBIT margin <sup>2</sup>	12.3%	13.3%	--	13.2%
Return on equity after taxes (ROE) <sup>2,3</sup>	11.0%	11.6%	--	11.2%
Return on operating assets (ROOA) <sup>2</sup>	7.4%	8.0%	--	7.6%
Return on invested capital (ROIC) <sup>2</sup>	6.5%	7.0%	--	6.7%
Employees	299,594			294,134

<sup>1</sup> Figures are not comparable to guidance as FY/20 guidance does not include any effects from Covid 19 pandemic

<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

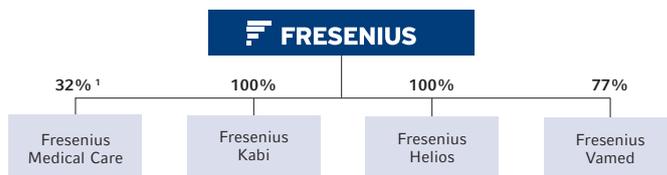
<sup>5</sup> LTM average exchange rates for both net debt and EBITDA;

<sup>6</sup> pro forma closed acquisitions/divestitures

<sup>7</sup> 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.



<sup>1</sup> As of March 31, 2020

### BUSINESS SEGMENTS

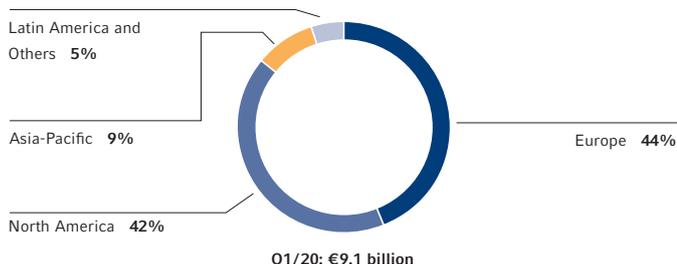
€ in millions		Q1/20	Q1/19	Change	FY/19
<b>FRESENIUS MEDICAL CARE</b>	Sales	4,488	4,133	9%	17,477
	EBIT <sup>1</sup>	555	537	3%	2,270
<b>FRESENIUS KABI</b>	Sales	1,789	1,701	5%	6,919
	EBIT <sup>2</sup>	289	304	-5%	1,205
<b>FRESENIUS HELIOS</b>	Sales	2,466	2,311	7%	9,234
	EBIT	274	268	2%	1,025
<b>FRESENIUS VAMED</b>	Sales	499	440	13%	2,206
	EBIT	14	12	17%	134

<sup>1</sup> Reported

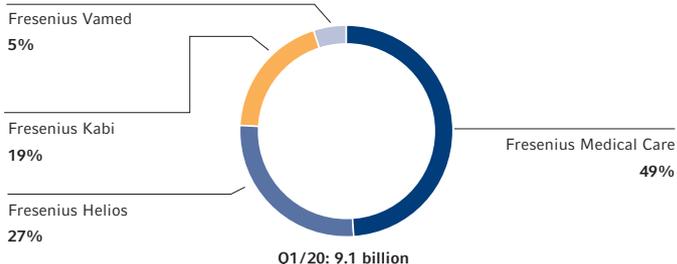
<sup>2</sup> Before special items

- ▶ **Fresenius Medical Care** is the world's largest provider of products and services for individuals with renal diseases. As of March 31, 2020 Fresenius Medical Care was treating 348,703 patients in 4,002 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. The company is also a leading supplier of medical devices and transfusion technology products. In the biosimilars business, Fresenius Kabi develops products with a focus on oncology and autoimmune diseases.
- ▶ **Fresenius Helios** is Europe's leading private hospital operator. Helios Germany operates 86 hospitals, ~125 outpatient centers and 7 prevention centers. Quirónsalud operates 46 hospitals, 72 outpatient centers and around 300 occupational risk prevention centers. In addition, the company is active in Latin America with 6 hospitals.
- ▶ **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. 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



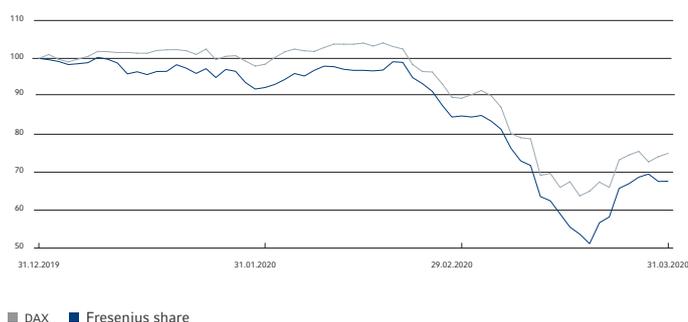
### SALES BY BUSINESS SEGMENT



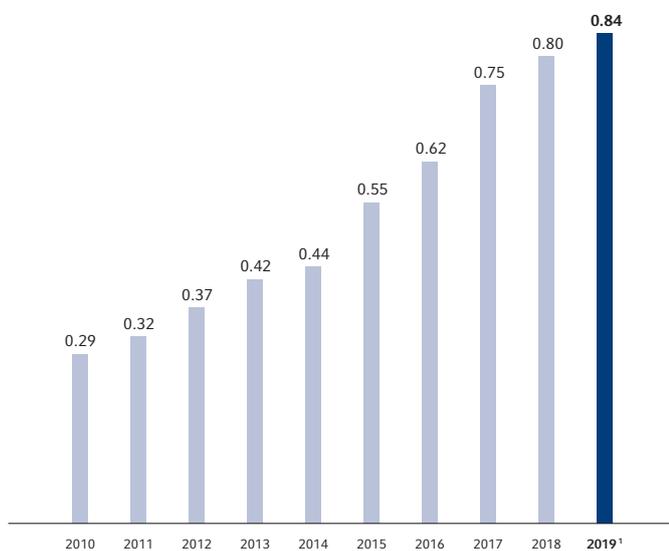
## FRESENIUS SHARE / ADR

	Share
Securities code no.	578 560
ISIN	DE0005785604
Ticker symbol	FRE
ADR CUSIP	35804M105
ADR Ticker symbol	FSNUY
Number of shares (March 31, 2020)	557,409,904
Market capitalization (March 31, 2020)	€18.9 billion

## RELATIVE SHARE PRICE PERFORMANCE FRESENIUS SHARE VS. DAX



## DEVELOPMENT OF 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

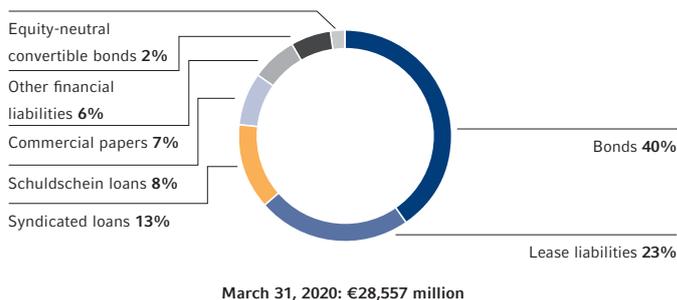
General Partner: Fresenius Management SE  
Registered Office: Bad Homburg, Germany  
Commercial Register: Amtsgericht Bad Homburg, HRB 11673  
Management Board: Stephan Sturm (Chairman), Dr. Francesco De Meo, Rachel Empey, Dr. Jürgen Götz, Mats Henriksson, Rice Powell, Dr. Ernst Wastler  
Chairman of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

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

1st quarter	-32%
1 year	-32%
3 years	-55%
5 years	-39%
10 years	+85%

<sup>1</sup> Effective date/closing price: March 31, 2020

## FINANCING MIX OF THE FRESENIUS GROUP



According to IFRS 16  
Excluding new €750m 2020–2027 Bond issued on 8 April 2020, which increases Bond share to 42%

## GROUP OUTLOOK 2020 (excluding COVID-19 effects)

€m (except otherwise stated)	FY/19 Base <sup>1</sup>	Targets 2020 <sup>2</sup>
Sales, growth (cc)	35,409	4% – 7%
Net income <sup>3</sup> , growth (cc)	1,879	1% – 5%

<sup>1</sup> Before special items, including IFRS 16 effect, including NxStage operations

<sup>2</sup> Before special items

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

For the outlook of the business segments please see the Investor News of May 6, 2020.

## FINANCIAL CALENDAR

	Dates
Report on 1 <sup>st</sup> half 2020	July 30, 2020
Report on 1 <sup>st</sup> –3 <sup>rd</sup> quarter 2020	October 29, 2020

Please note that these dates could be subject to modifications.

Due to the coronavirus pandemic, Fresenius SE & Co. KGaA postpones its Annual General Meeting scheduled for 20 May 2020 to a later date within the current financial year. The Company will set and communicate a new date as soon as the conditions for reliable planning and safe execution of the Annual General Meeting are once again in place.

## 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 & Sustainability Telefax: +49 61 72 6 08-24 88

Follow us on twitter and linkedin

