

# Credit Presentation

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Fresenius SE & Co. KGaA

# Safe Harbor Statement

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This presentation 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, the availability of financing and unforeseen impacts of international conflicts.

Fresenius does not undertake any responsibility to update the forward-looking statements contained in this presentation.

# 01

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## Company Overview

Company overview **01**

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Strategy and Business Update **02**

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Financials **03**

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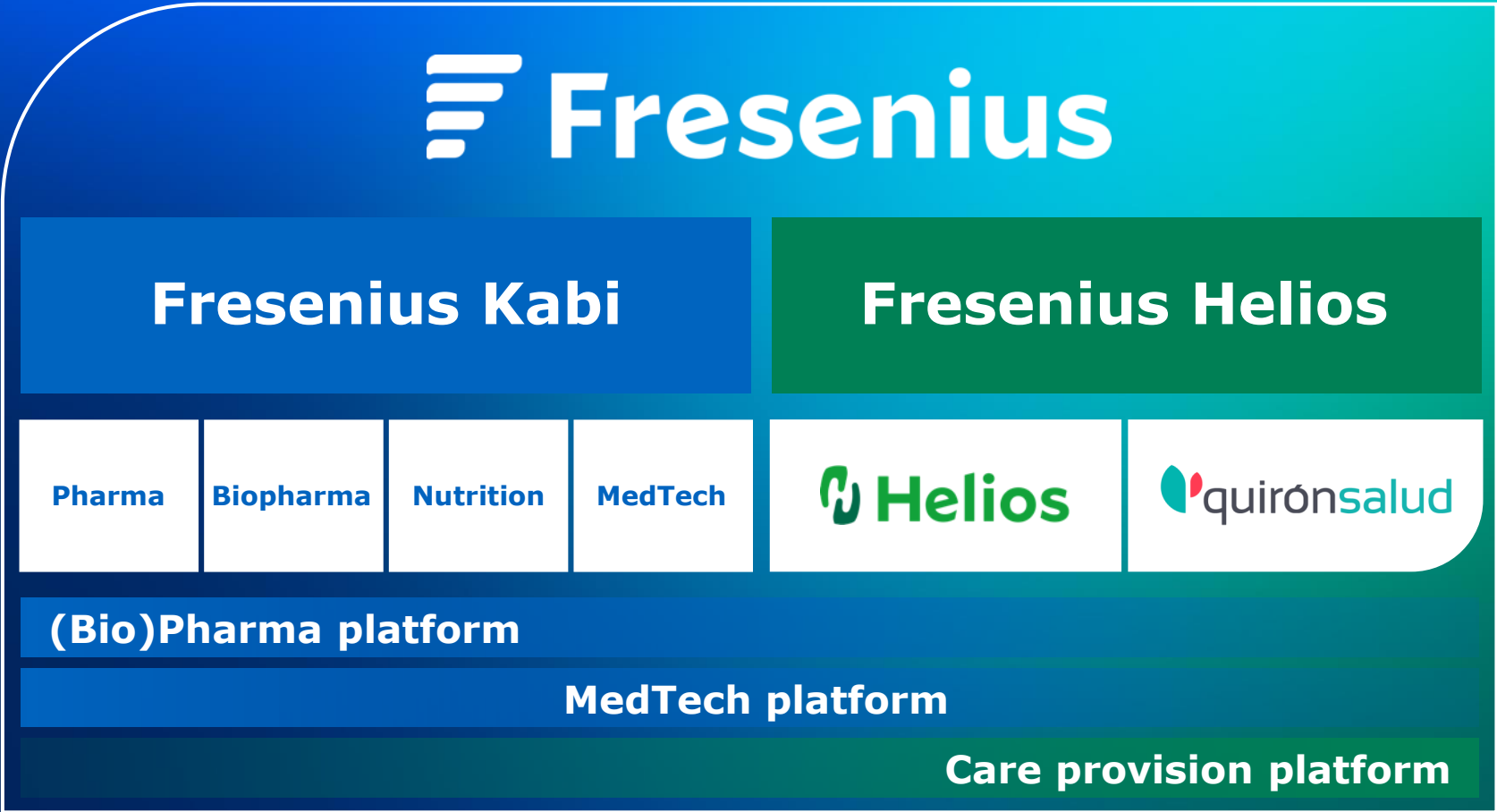
Credit Highlights **04**

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#FutureFresenius **05**





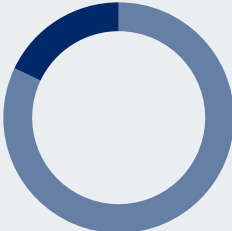

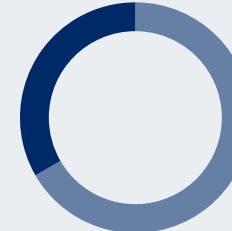
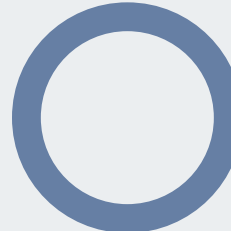
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# Simpler, stronger and more focused



# Fresenius Kabi

## Leveraging growth potential in highly relevant fields

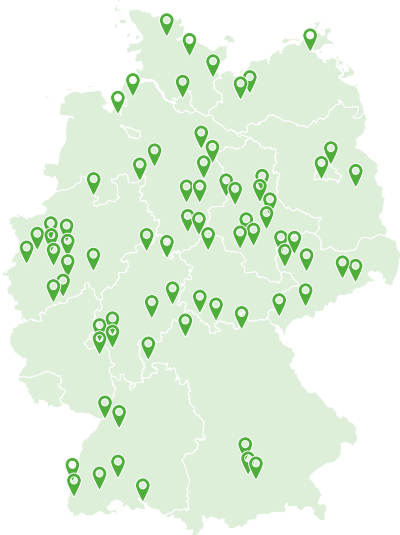
	Pharma 	Nutrition 	MedTech 	Biopharma 
Overview	Hospital-sold generic IV Drugs and Fluids	Enteral and Parenteral Nutrition products	Stationary drug delivery and therapy devices	AIID & oncology biologic drugs (biosimilars)
Key facts	<b>#1</b> global IV Drugs <b>#4</b> global IV Fluids	<b>#1</b> global Parenteral Nutrition <b>#2</b> Enteral Nutrition Europe and China	<b>#2</b> global provider for blood collection <b>#2</b> Infusion Systems Europe and LATAM	<b>10+</b> assets in the pipeline; expanding also through in-licensing
Segment share	 <ul style="list-style-type: none"> <li>IV Drugs</li> <li>IV Fluids</li> </ul>	 <ul style="list-style-type: none"> <li>Parenteral</li> <li>Enteral¹</li> </ul>	 <ul style="list-style-type: none"> <li>TCT</li> <li>INS²</li> </ul>	 <ul style="list-style-type: none"> <li>Biosimilars and CDMO</li> </ul>
Revenue 2024	€3.8B	€2.4B	€1.6B	€0.6B

<sup>1</sup> Including Ketoanalogues <sup>2</sup> Infusion & Nutrition Systems  
Source: IQVIA, Fresenius Kabi internal analysis; market data refers to Fresenius Kabi's addressable markets

# Fresenius Helios

## We are the leading hospital care provider in Germany and Spain

**Helios**  
80+ hospitals



Hospital location

GERMANY

**#1** hospital provider  
(~6% market share)



SPAIN

**#1** private hospital provider  
(~12% market share<sup>1</sup>)

**quirónsalud**  
57 hospitals



COLOMBIA

> **7** hospitals<sup>4</sup>

> positioned as medical quality leader



**89%**  
Share of cases with better performance vs. market average



**1<sup>st</sup>**  
Hospital group globally to receive JCI<sup>2</sup> accreditation at corporate level

**~78,000**  
in network



**~66,000**  
in network<sup>3</sup>

**~€7.6B** in 2024  
(~60% of total)



**~€5.1B** in 2024  
(~40% of total)

**~9%**  
EBIT margin in 2024



**~12%**  
EBIT margin in 2024

<sup>1</sup> Excludes public-private partnerships (PPP) and Occupational risk prevention centers (ORP) | <sup>2</sup> Joint Commission International | <sup>3</sup> Including ~50K employees and ~16K mercantile physicians | <sup>4</sup> 7 hospitals in Colombia are included in 57 Quirónsalud hospitals; Clínica Medellín has 2 locations, considered as 2 hospitals | Note: Statements alluding to our leading position refer to our market share based on revenues if not stated otherwise | Source: InEK, German Inpatient Quality Indicators (G-IQI), German Federal Statistical Office, Annual reports, Krankenhaus Rating Report

# Uniquely positioned with broad portfolio across critical areas



# 02

## Strategy and Business Update

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Q2/25

# Consistent revenue and strong EPS growth

## Group highlights

### Guidance for organic revenue growth raised

Organic revenue growth of 5%<sup>1,2</sup> to €5,571m driven by consistent delivery across the core businesses

### Group EBIT broadly stable

Group EBIT in cc at €654m impacted by the headwinds from ceased energy relief payments at Helios Germany and the loss of the VBP tender for the nutrition product Ketosteril in China at Fresenius Kabi

### Strong bottom-line performance

EPS<sup>1,4</sup> rose by strong 8%<sup>3</sup> in cc to €0.73 demonstrating continued bottom-line delivery based on operating strength and significantly decreased interest expenses

### Strong Net income growth

Net income<sup>1,4</sup> with strong 8%<sup>3</sup> growth in cc to €412m outpacing revenue growth

## Credit highlights

### Pro rata sale of Fresenius Medical Care shares

Intended share sale to maintain current stake in response to the announced FME share buyback program

### Operating cash flow improvement

Significant sequential improvement of Operating Cash Flow

### Net debt/EBITDA ratio at 3.1x<sup>1,5</sup>

Leverage ratio slightly above target corridor driven by resumed dividend payment in Q2/25

### Interest expense decreased significantly

Decrease to -€85m (Q2/24: -€108m), driven by yoy deleveraging

<sup>1</sup> Before special items | <sup>2</sup> Organic growth rate adjusted for accounting effects related to Argentina hyperinflation | <sup>3</sup> Growth rate adjusted for Argentina hyperinflation | <sup>4</sup> Excluding Fresenius Medical Care | <sup>5</sup> At average exchange rates for both net debt and EBITDA; pro forma closed acquisitions/divestitures, including lease liabilities, including Fresenius Medical Care dividend, net debt adjusted for the valuation effect of the equity-neutral exchangeable bond

# Fresenius Kabi

## Q2/25 highlights

### PHARMA

**6 new IV generics products** launched in the U.S.

**Ramp-up of IV solutions production in the U.S.** at Wilson/NC site to meet growing demand

**€947m**  
Q2/25  
REVENUE

**+5%**  
ORGANIC  
GROWTH

### NUTRITION

**Research pipeline** in enteral and parenteral nutrition **filled and advanced considerably**

**Investment in new line** for parenteral nutrition started in Europe

**€581m**  
Q2/25  
REVENUE

**+1%**  
ORGANIC  
GROWTH

Keto effect in China

### MEDTECH

**Cell and Gene Therapy with ~40% yoy growth**, driven by LOVO and Cue

**R&D Operations expanded** to Pune, India

**€392m**  
Q2/25  
REVENUE

**+5%**  
ORGANIC  
GROWTH

### BIOPHARMA

**Denosumab: EMA approval**  
**U.S. launch** of Conexence and Bomynta

**Tyenne reaching 24% market share** in EU5  
Exclusive global license to market **vedolizumab biosimilar** (excl. MENA)

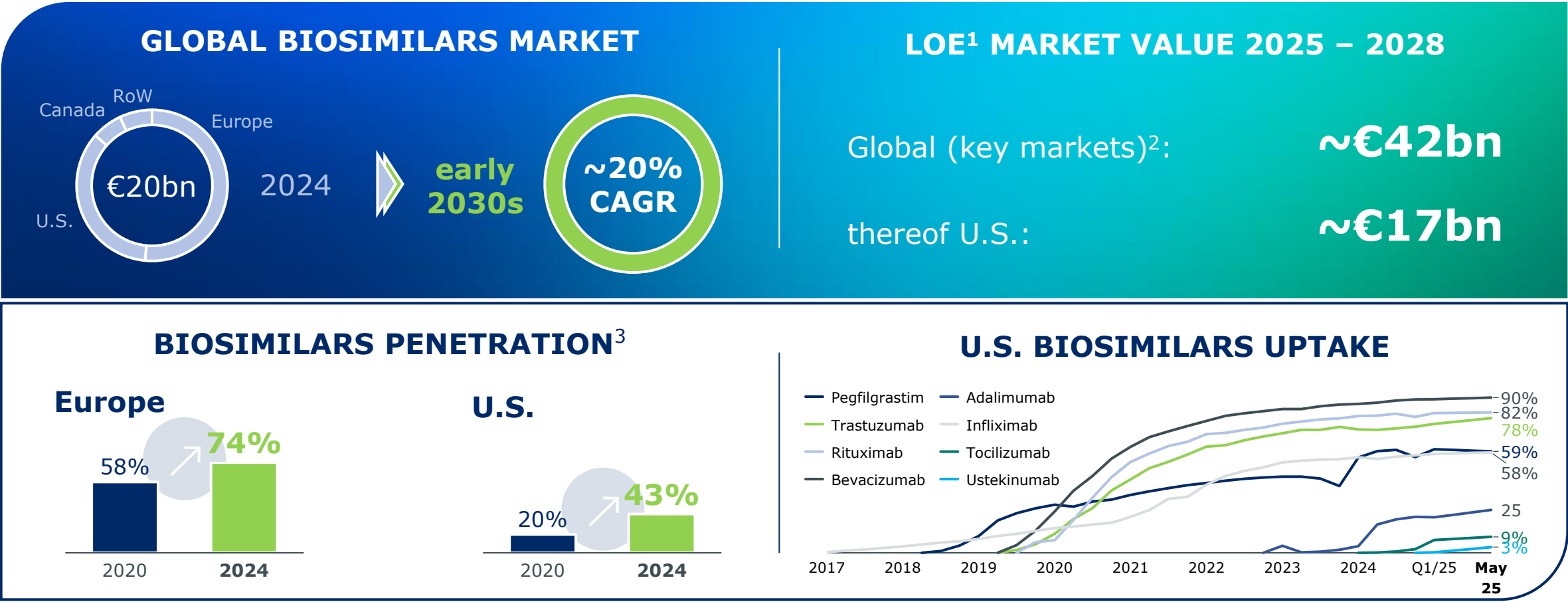
**€190m**  
Q2/25  
REVENUE

**+33%**  
ORGANIC  
GROWTH

Organic growth rates adjusted for accounting effects related to Argentina hyperinflation

# Fresenius Kabi

## Biosimilars market with excellent momentum



Source; IQVIA AL/FL  
<sup>1</sup> LoE = Loss of exclusivity; IQVIA: Understanding the use of medicines in the U.S. 2025 (Apr 2025) & IQVIA: Global use of medicines 2024 outlook 2028 (Jan 2024) |  
<sup>2</sup> Markets considered: U.S., Japan, Germany, France, Italy, Spain, UK, Canada, South Korea, Australia | <sup>3</sup> Penetration in volume excl. Insulin biosimilars | Fx rate 1€ = 1.11\$

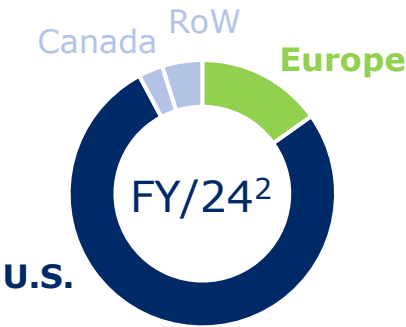
# Fresenius Kabi

## Advancing Otulfi roll-out in an attractive environment

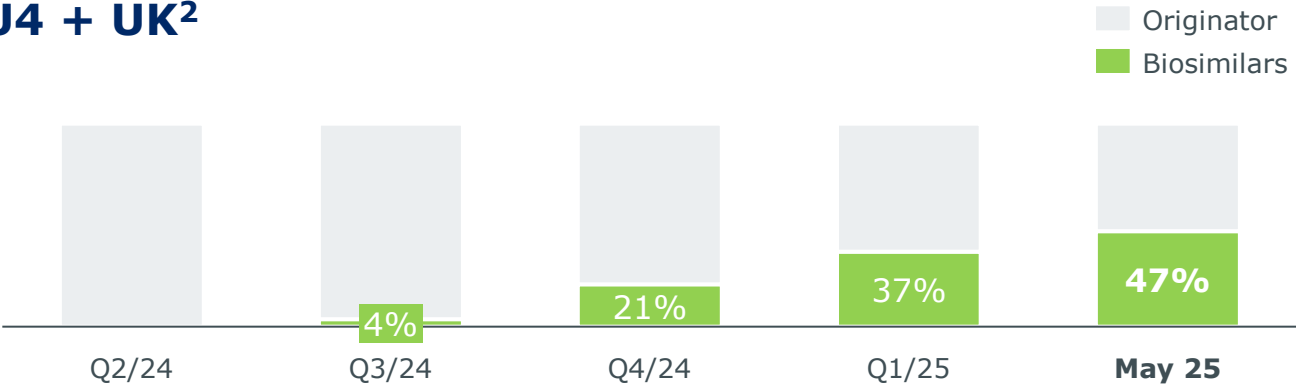
### USTEKINUMAB MARKET

Global peak branded originator sales<sup>1</sup>:

**€11bn**



### EU4 + UK<sup>2</sup>



<sup>1</sup> Source: Evaluate Pharma | <sup>2</sup> Source: IQVIA (accessed Jul 2025)

### OTULFI – since Q1/25 launch:

**10 markets launched** – leveraging Autoimmune commercial infrastructure

**Subcutaneous and IV formulation**

**U.S. interchangeability designation**

Various **U.S. contracts** signed

**Ramp-up** to accelerate in Q4/25

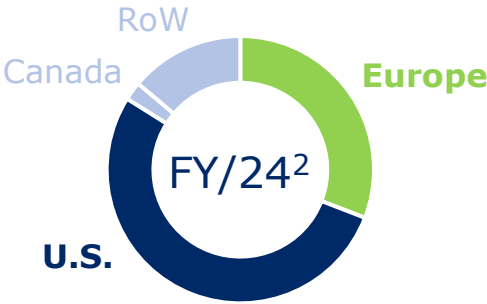
# Fresenius Kabi

## Tyenne progress continues

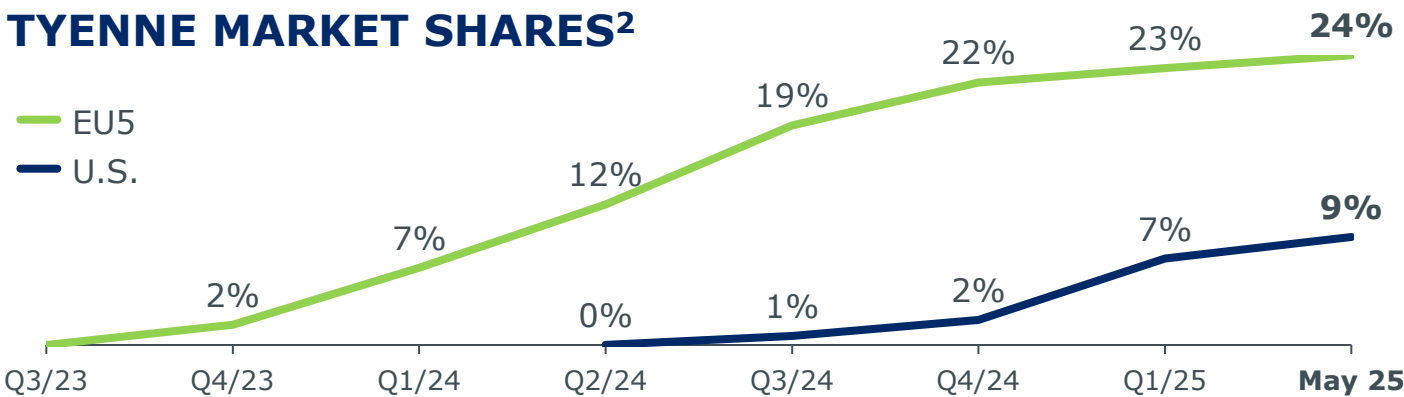
### TOCILIZUMAB MARKET

Global peak branded  
originator sales<sup>1</sup>:

€3bn



### TYENNE MARKET SHARES<sup>2</sup>



<sup>1</sup> Source: Evaluate Pharma | <sup>2</sup> Source: IQVIA (accessed Jul 2025)

### TYENNE

**22 markets launched** –  
leveraging Autoimmune  
commercial infrastructure

First Tocilizumab **biosimilar**  
in the **market**

**Subcutaneous and IV**  
formulation



**Uptake** to continue through 2025

**Advancing with tech transfer**  
to mAbxience; Garín site received  
EMA approval for Tocilizumab

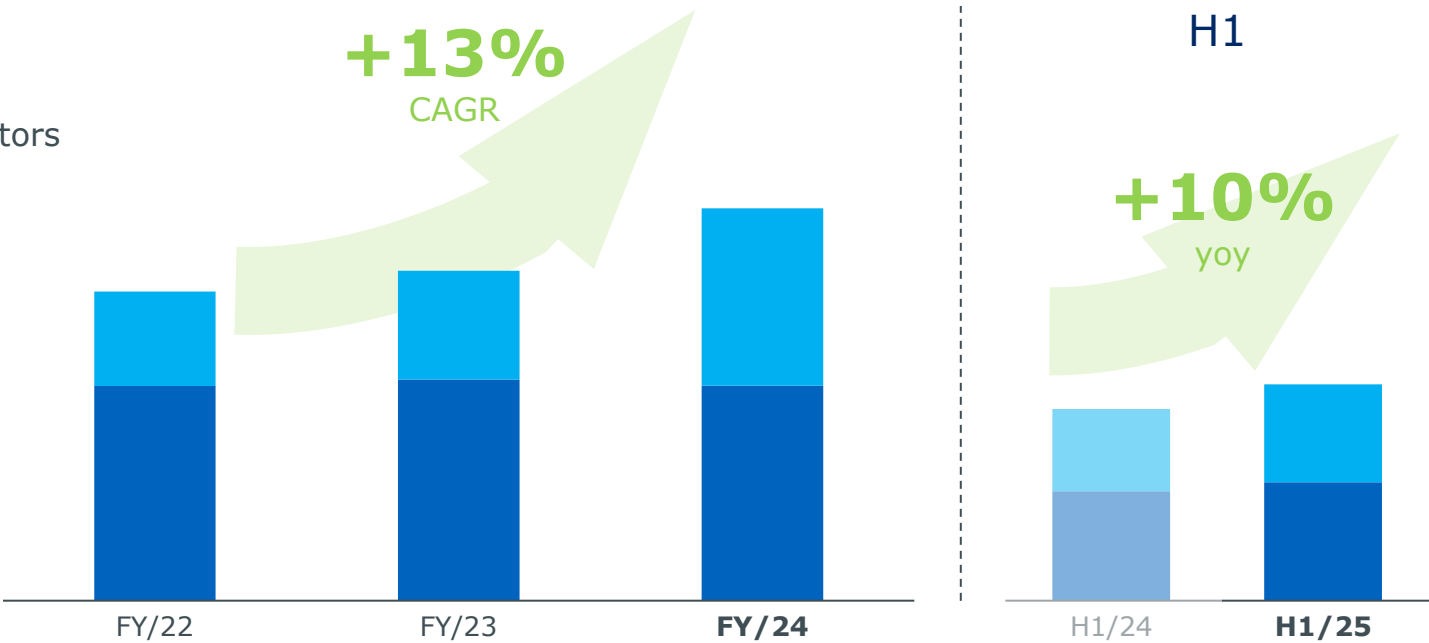
# Fresenius Kabi

## Growth Vectors gaining weight, elevating profitability

### KABI EBIT

 Growth Vectors  
 Pharma

3  
+  
1



### MARGINS



Before special items; chart does not show Corporate for reasons of simplicity  
<sup>1</sup> At constant currency

Growth Vectors  
driving  
EBIT growth and  
margin expansion

Pharma  
providing a strong  
foundation



# Fresenius Helios

## Q2/25 highlights

 **Helios**

**€4bn federal funding  
for German hospitals:**

**Surcharge on invoices**  
for patients with public  
insurance, treated between  
Nov 1, 2025, and  
Oct 31, 2026

**Further expanding  
cluster structures  
across Germany:**

**Intensifying high-quality  
medical care** in regional  
networks with almost all  
hospitals to be organized  
in clusters

**€2,001m<sup>1</sup>**

Q2/25  
REVENUE

**+6%**

ORGANIC  
GROWTH

 **quirónsalud**

**Leveraging AI:**

For more than one million  
medical consultations, the  
generative AI tool Scribe  
(launched in late 2024)  
has been used to enhance  
consultation quality and  
optimize patient care.

**Casiopeia driving  
transformation further:**

Virtually all performed  
medical activity  
registered in the  
**digital platform**  
Casiopeia

**€1,369m**

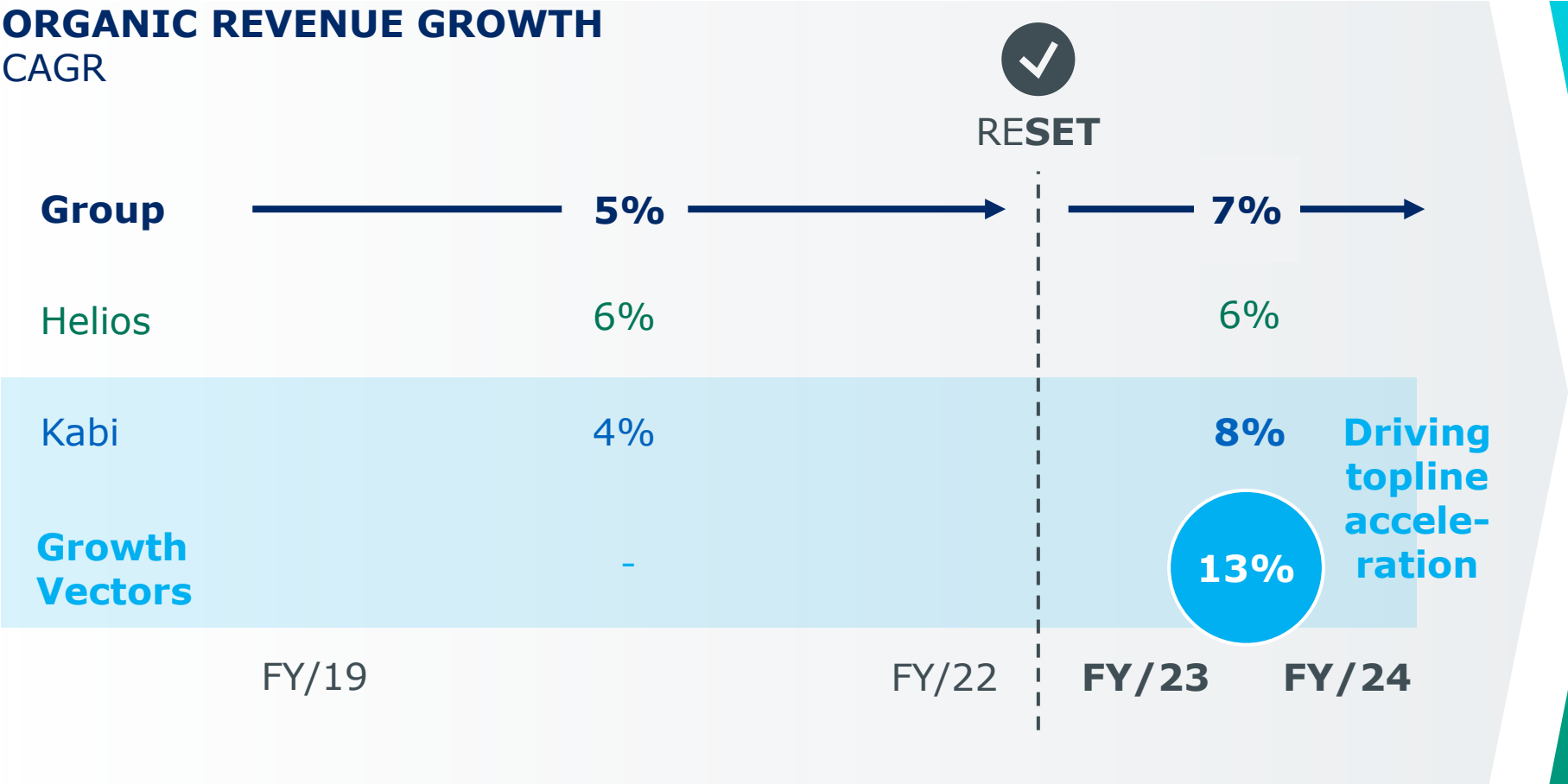
Q2/25  
REVENUE

**+3%**

ORGANIC  
GROWTH

# Revenue growth increased structurally as strategy unfolds

## ORGANIC REVENUE GROWTH CAGR



New FY/25 outlook:

**5 – 7%**

**REVENUE GROWTH ORGANIC**

Growth rates adjusted for Argentina hyperinflation; excl. FMC



# 03

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## Financials

Company overview **01**

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# Q2/25: Consistent organic and strong EPS growth

<b>€5.6bn</b> +5% org. <sup>1</sup> <b>Revenue</b>	<b>€654m</b> 0% <b>EBIT</b>	<b>11.7%</b>  <b>EBIT margin</b>	<b>€412m</b> +8% <b>Net income<sup>2</sup></b>
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<b>€0.73</b> +8% <b>EPS<sup>2</sup></b>	<b>€433m</b>  <b>Operating Cash Flow</b>	<b>3.1x</b>  <b>Net Debt / EBITDA<sup>3</sup></b>
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Special items Q2/25 (EAT): €162m<sup>4</sup>; thereof €2m exit of Vamed Project business

**Continued strong revenue growth** based on good operating performance of Kabi and Helios

**EBIT growth** broadly flat; continued strong operating development at Kabi offset by Helios, in particular due to ceasing of energy relief payments, as expected

**Strong EPS growth** of 8% demonstrating continued bottom-line delivery based on improved interest expenses

**Interest expense** at -€85m decreased significantly (Q2/24: -€108m), driven by yoy deleveraging

**Tax rate** of 25.1% in line with expectations (Q2/24: 26.1%)

**Operating Cash Flow** significant sequential improvement

**Leverage ratio** slightly above target corridor at 3.1x due to dividend payment

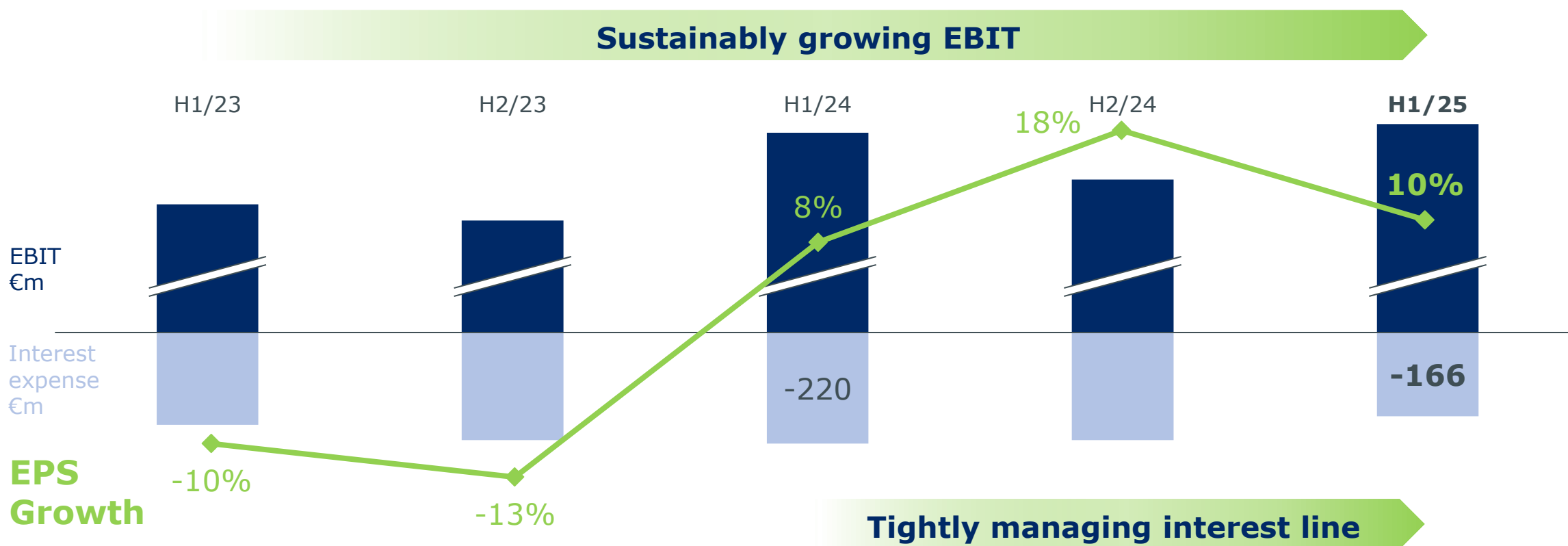
<sup>1</sup> Organic growth rate adjusted for accounting effects related to ARG hyperinflation | <sup>2</sup> Excl. FMC | <sup>3</sup> Excl. FMC; at average exchange rates for both net debt and EBITDA; before special items; pro forma closed acquisitions/divestitures, including lease liabilities, including Fresenius Medical Care dividend; Net debt adjusted for valuation effect of equity-neutral exchangeable bond | <sup>4</sup> Excluding FMC (€120m)

Before special items; P&L growth rates at constant currency (cc) and adjusted for ARG hyperinflation  
Net income attributable to shareholders of Fresenius SE & Co. KGaA  
Cash Flow from continuing operations

# #FutureFresenius creating sustainable bottom-line momentum

## CORE EPS<sup>1</sup>

Growth in %

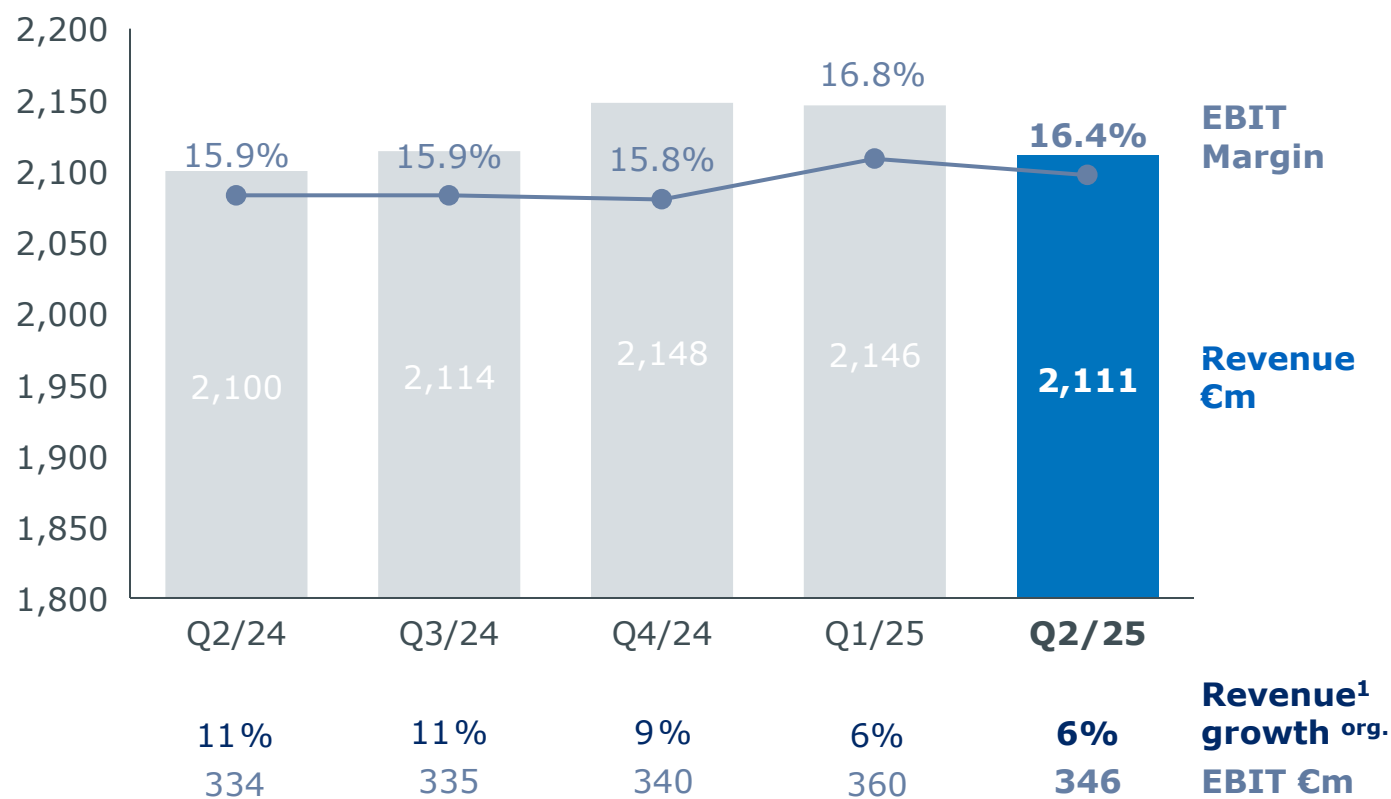


Before special items; at constant currency | <sup>1</sup> Excl. FMC

# Fresenius Kabi

## Q2/25 highlights

### QUARTERLY FINANCIALS



Before special items | <sup>1</sup> Organic growth rate adjusted for accounting effects related to Argentina hyperinflation

### Main developments

**Strong organic revenue growth** of 6%<sup>1</sup> in the upper half of the structural growth band; less pronounced Argentina pricing effects

**Growth Vectors** with 7%<sup>1</sup> organic revenue growth (MedTech: 5%<sup>1</sup>; Nutrition: 1%<sup>1</sup>; Biopharma: 33%<sup>1</sup>)

**Pharma** with strong organic revenue growth of 5%<sup>1</sup> driven by positive development in Europe and the U.S.

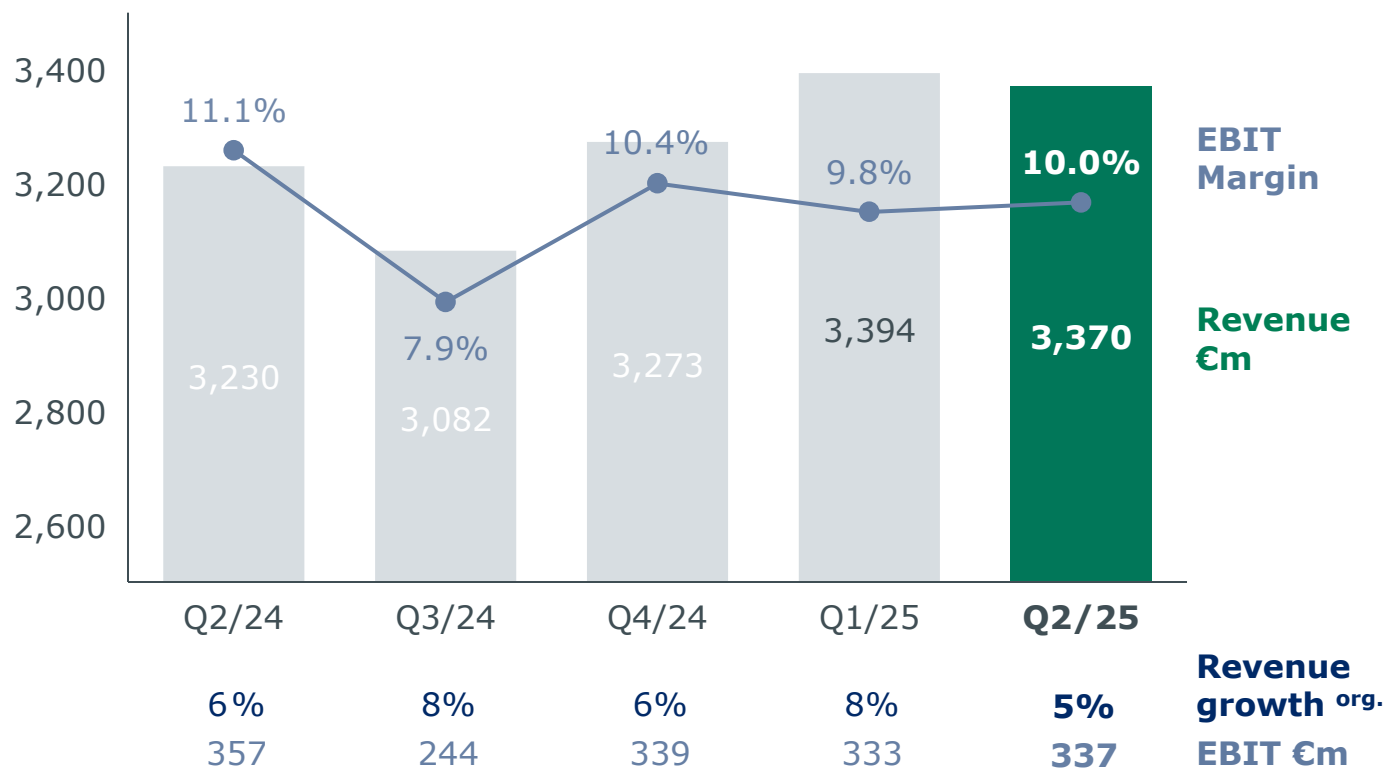
**Strong EBIT margin** at 16.4%, despite FX transaction effects and the expected impact from Keto VBP in China:

- Yoy margin expansion (~50bps) driven by Pharma, MedTech & Biopharma
- Growth Vectors margin at 14.3% with Nutrition affected by Keto VBP

# Fresenius Helios

## Q2/25 highlights

### QUARTERLY FINANCIALS



Before special items

### Main developments

Solid 5% **organic revenue growth**

**EBIT margin** of 10.0%; expected softness at Helios Germany partially offset by strong profitability at Helios Spain

#### Helios Germany

**Strong 6% organic revenue growth** driven by price effects, good activity levels and case mix

EBIT margin and growth affected by absence of energy relief payments; Performance Programme advancing, with ramp-up expected in H2/25

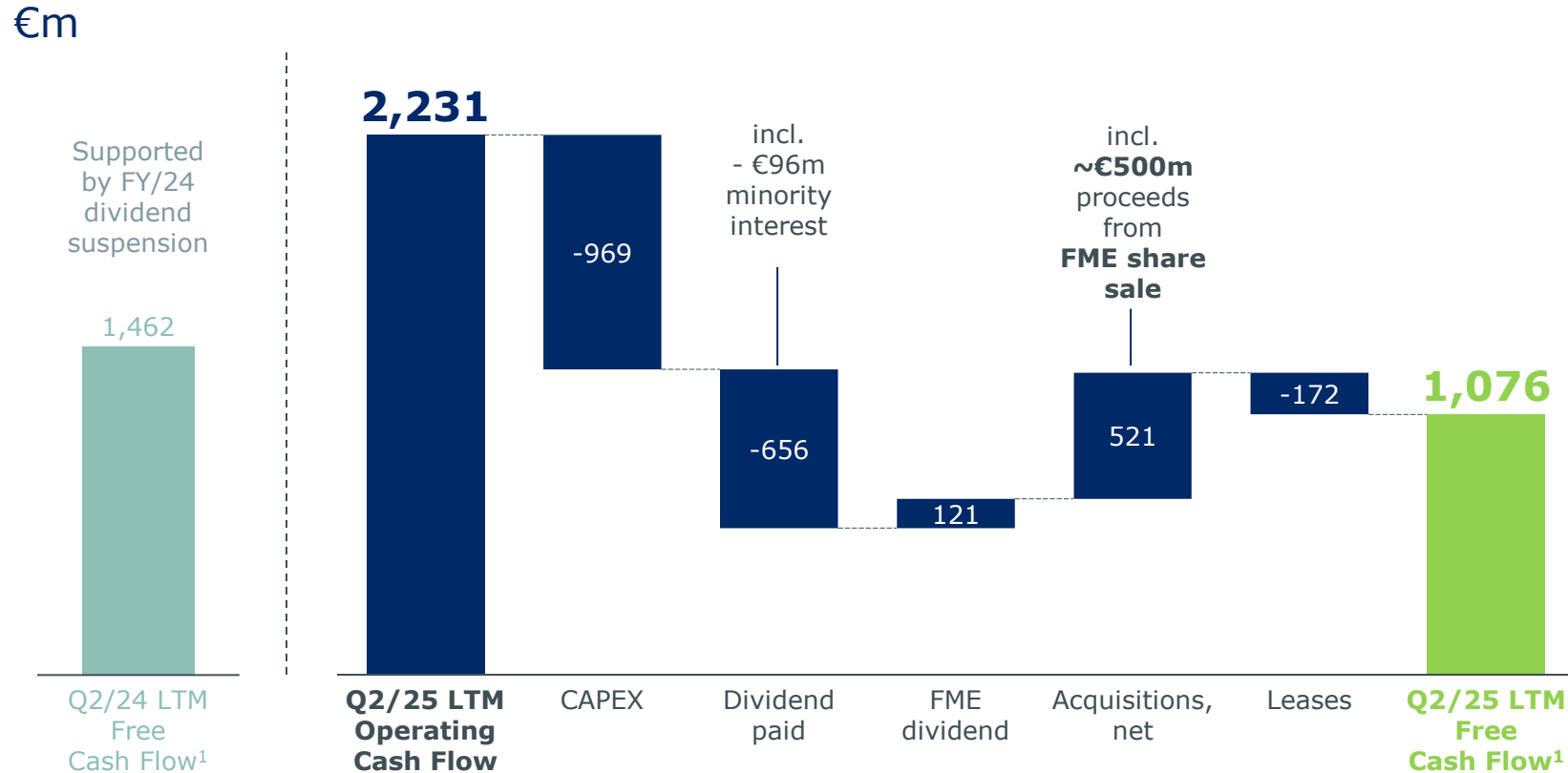
#### Helios Spain

**3% organic revenue growth**, incl. anticipated Easter effect; 5% organic growth in H1/25

Excellent EBIT margin (13.8%); EBIT growth (at constant currency) reflecting strong prior-year base; strong 7% EBIT growth in H1/25

# Robust underlying cash generation continues

## CASH FLOW



Rigorous focus on cash conversion reflected in **reliable Operating Cash Flow**

**~€1.1bn total proceeds from FME transactions in Q1/25:**

- ~€500m share sale
- ~€600m exchangeable bond (in Cash Flow from Financing Activities)

**Pro rata sale of FME shares** alongside FME share buyback planned

From continuing operations; Q2/25 LTM Free Cash Flow from discontinued operations amounted to -€292m, mainly due to the disposals from the Vamed exit

<sup>1</sup> After acquisitions, dividends and lease liabilities

# FY/25 guidance: Raising guidance for organic revenue growth

	FY/24 base	FY/25 guidance <sup>1</sup>	Fresenius
 <b>FRESENIUS KABI</b>	€8,414m  €1,319m	 <b>Mid- to high-single-digit</b> organic revenue growth   EBIT margin of <b>16–16.5%</b>	 <b>REVENUE GROWTH ORGANIC</b>  <b>5 – 7%</b> (previously: 4-6%) FY/24 base: €21,526m H1/25: +6%
 <b>FRESENIUS HELIOS</b>	€12,739m  €1,288m	 <b>Mid-single-digit</b> organic revenue growth   EBIT margin of <b>~10%</b>	 <b>EBIT GROWTH AT CONSTANT CURRENCY</b>  <b>3 – 7%</b> FY/24 base: €2,489m H1/25: +2%

<sup>1</sup> Guidance given in February reflected the fast-moving macro-economic and geopolitical environment, resulting in a higher level of operational uncertainty. Guidance continues to reflect current factors and known uncertainties, such as impacts from tariffs, to the extent they can currently be assessed. It does not take into account potential extreme scenarios.

# 04

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# Focused capital allocation: Geared towards value creation

## Growth

**Disciplined CAPEX** –  
focus on investments  
in **organic growth**

**Business  
development** to  
further strengthen  
portfolio

## Attractive shareholder returns

Distribution of  
**30–40% of core net  
income<sup>1</sup>** in line with  
dividend policy

**Excess cash returns**  
if appropriate and  
aligned with strategy

## Strong balance sheet

**Deleveraging** –  
self-imposed  
target corridor of  
**2.5–3.0x Leverage**

**Strong commitment  
to investment  
grade ratings**

<sup>1</sup> Before special items, excl. FMC

# Prudent financing strategy and financial policy

## Diversified financing mix<sup>1</sup>

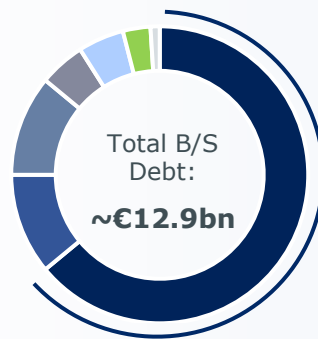
EIB Loan 3%

Exchangeable Bond 5%

Other financial liabilities 5%

Schuldschein Loans 11%

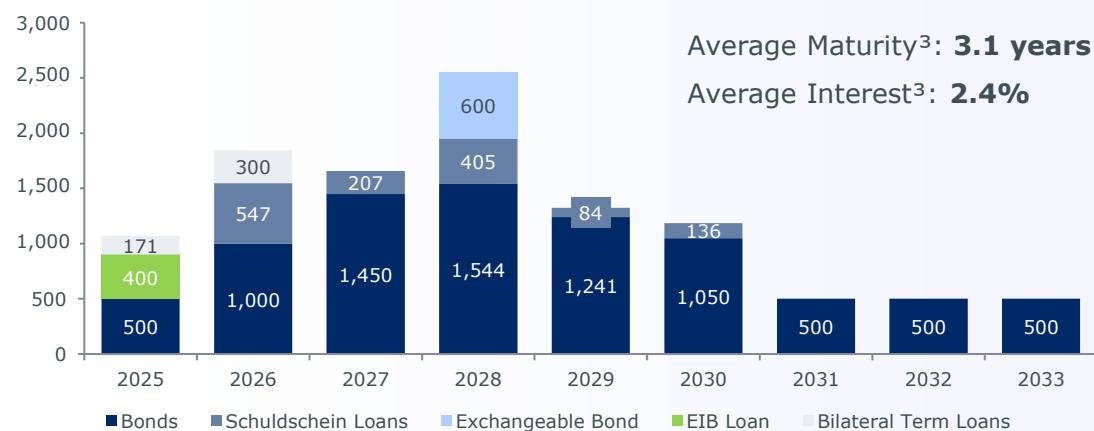
Lease liabilities 11%



Commercial Paper 1%

Bonds 64%

## Well-balanced maturity profile<sup>1,2</sup> (€m)



## Financial policy highlights<sup>1</sup>

- **Sufficient liquidity reserve:**

- Undrawn ESG-linked revolving credit facility of €2bn
- Committed available bilateral credit facilities of ~€500m, complemented by available uncommitted facilities and €1.5bn Commercial Paper program

- **Conservative fix-floating rate debt mix of ~88%/12%<sup>3</sup>**

- **Strong access to capital markets:**

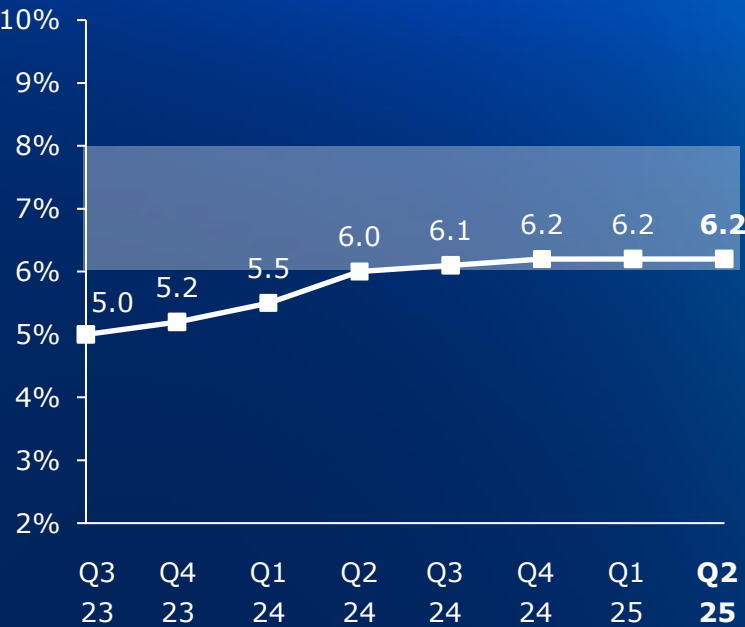
- Three different debt markets tapped in 2023 despite volatile market environment followed by a return to the Swiss market in 2024 with the second CHF bond issuance
- Successful sale of shares in FME AG completed in Q1 2025 via a combined transaction of an Exchangeable Bond and ABB

- **Large and strong relationship banking group**

<sup>1</sup> As of June 30, 2025, if not stated otherwise | <sup>2</sup> Based on utilization of major financing instruments, excl. Commercial Paper and other cash management lines | <sup>3</sup> Calculations based on total financial debt, excluding Lease & Purchase Money Obligations

# Capital efficiency and returns

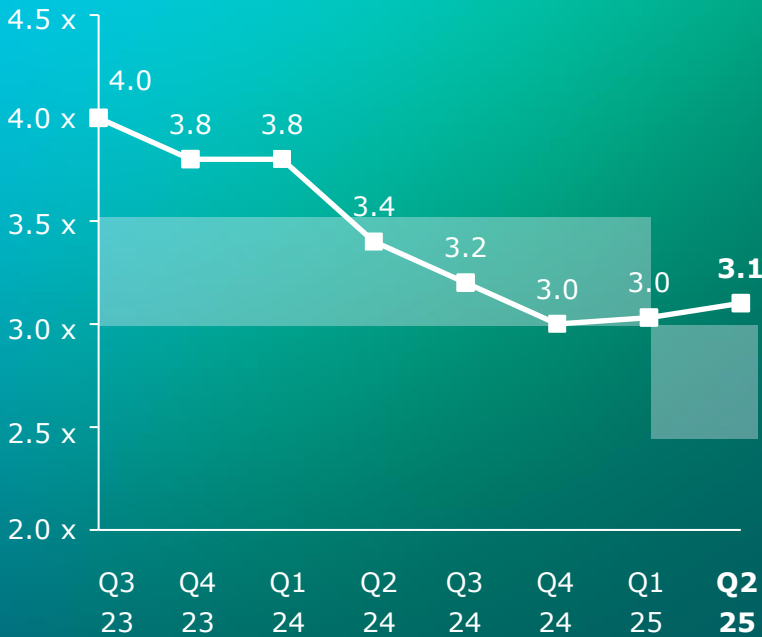
## ROIC<sup>1</sup>



## CCR<sup>1,2,3</sup>



## NET DEBT/EBITDA<sup>1,4</sup>

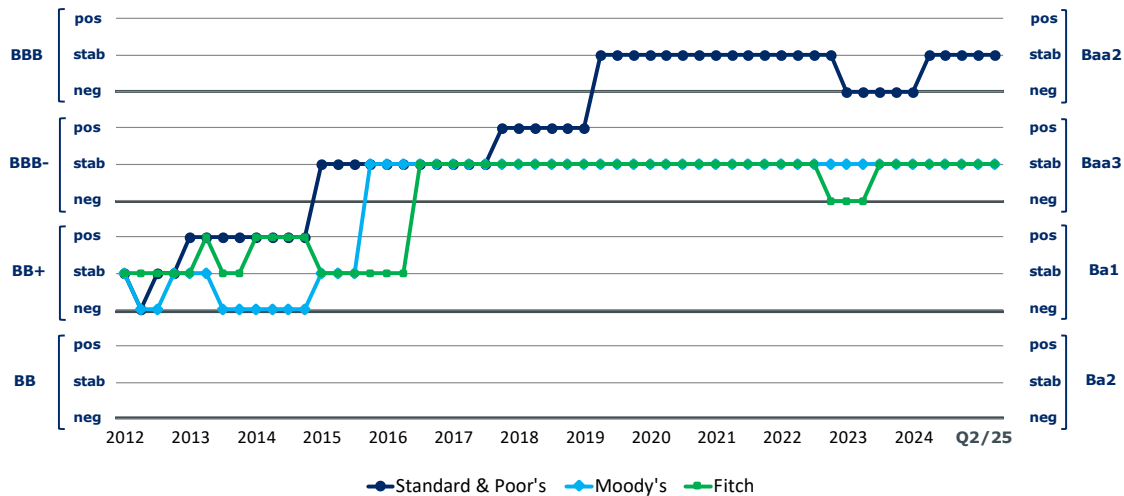


<sup>1</sup> Prior-year figures have been adjusted due to the deconsolidation of Fresenius Medical Care operations | <sup>2</sup> LTM | <sup>3</sup> Q2/23-Q3/23 CCR figures not restated (FME deconsolidation)

<sup>4</sup> At average exchange rates for both net debt and EBITDA; pro forma closed acquisitions/divestitures, including lease liabilities, including Fresenius Medical Care dividend; Net debt adjusted for valuation effect of equity-neutral exchangeable bond

# Fresenius SE: Credit rating overview

## Rating history



## Current credit ratings

**Standard & Poor's**  
BBB  
Outlook: stable

**Moody's**  
Baa3  
Outlook: stable

**Fitch**  
BBB-  
Outlook: stable

## Rating agencies' key statements

**S&P Global**  
Ratings  
(Jun-25)

"The stable outlook reflects our expectation that Fresenius' **diversified and resilient business model** will support solid operational performance. [...] [Our forecast] reflects the **company's leading position, solid cost savings program,** and overall earnings stability through a **leaner structure.**"

**MOODY'S**  
(Jun-25)

"Fresenius SE & Co. KGaA's (FSE) rating is supported by (1) its **strong business profile**, underpinned by its **large absolute scale and strong positions in its operating companies Helios and Kabi**; (2) its **balanced regional footprint and segmental diversification** within the healthcare market; (3) exposure to defensive **non-cyclical demand drivers with good fundamental growth prospects** as well as the recurring nature of its revenue streams; (4) track record of **positive free cash flow generation**; and (5) a **stake in its dialysis subsidiary FME**, which provides additional financial flexibility."

**FitchRatings**  
(Aug-25)

"The Stable Outlook reflects our expectation that FSE will build additional headroom under its 'BBB-' rating, supported by **tightened financial and capital allocation policies** and a **greater focus on developing its two core businesses.**"

# Key Credit KPIs Q2 2025



## Leverage

Net debt/EBITDA<sup>1,2</sup> **3.1 x**

Gross debt/EBITDA<sup>1,2</sup> **3.4 x**

Equity ratio **45.8%**



## Cash flow

Operating Cash flow<sup>3</sup> in % of revenue **7.8%**

Free Cash flow<sup>3,4</sup> in % of revenue **6.1%**

Cash Conversion Rate **1.0**



## Interest coverage

EBITDA/Interest<sup>1</sup> **10.8 x**

EBIT/Interest<sup>1</sup> **7.7 x**



## Investments

Capex in % of revenue **3.8%**

ROIC **6.2%**

<sup>1</sup> Before special items | <sup>2</sup> At LTM average exchange rates for both debt and EBITDA; pro forma acquisitions /divestitures; including lease liabilities, including FME dividend | <sup>3</sup> Continuing operations |

<sup>4</sup> Before acquisitions, dividends and lease liabilities

05

**#FutureFresenius**

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## REJUVENATE: Rigorous execution...

- **Consistent strong topline:**  
6% organic growth<sup>1</sup> in H1/25; guidance raised to 5 – 7% growth
- **Excellent EPS<sup>2</sup> performance continues,**  
based on operating strength and deleveraging
- **Margin expansion at Kabi:** +110bps yoy  
in H1/25 with structurally increased contribution from Growth Vectors
- **Helios providing a strong basis**  
with resilient margin development in H1/25

Before special items; at constant currency

<sup>1</sup> Organic growth rates adjusted for accounting effects related to Argentina hyperinflation

<sup>2</sup> Excl. FMC

Core EPS<sup>2</sup>:

**+10% yoy**  
in H1/25

**...drives consistent  
bottom-line growth**

# Financial Calendar & Contact

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## Financial Calendar

Please note that these dates could be subject to change.

06 Aug 2025 Results Q2/25

05 Nov 2025 Results Q3/25

## Events

Please note that these dates could be subject to change.

03 Sep 2025	Goldman Sachs 22nd Annual Medtech and Healthcare Services Conference, London/UK
03 Sep 2025	Wells Fargo Healthcare Conference, Boston/USA
03 Sep 2025	Commerzbank & ODDO BHF Corporate Conference 2025, Frankfurt/GER
10 Sep 2025	Morgan Stanley 23rd Annual Global Healthcare Conference, New York/USA
23 Sep 2025	Bank of America Global Healthcare Conference 2025, London/UK
24 Sep 2025	Berenberg and Goldman Sachs 14th German Corporate Conference, Munich/GER
25 Sep 2025	Baader Investment Conference, Munich/GER

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## Contact

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