

## **Credit Presentation**

Fresenius SE & Co. KGaA

### Safe Harbor Statement

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.

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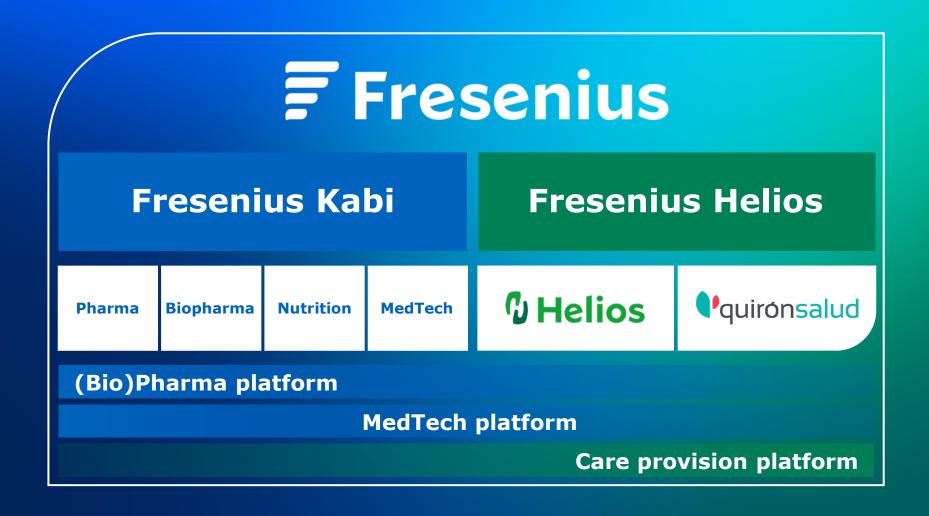
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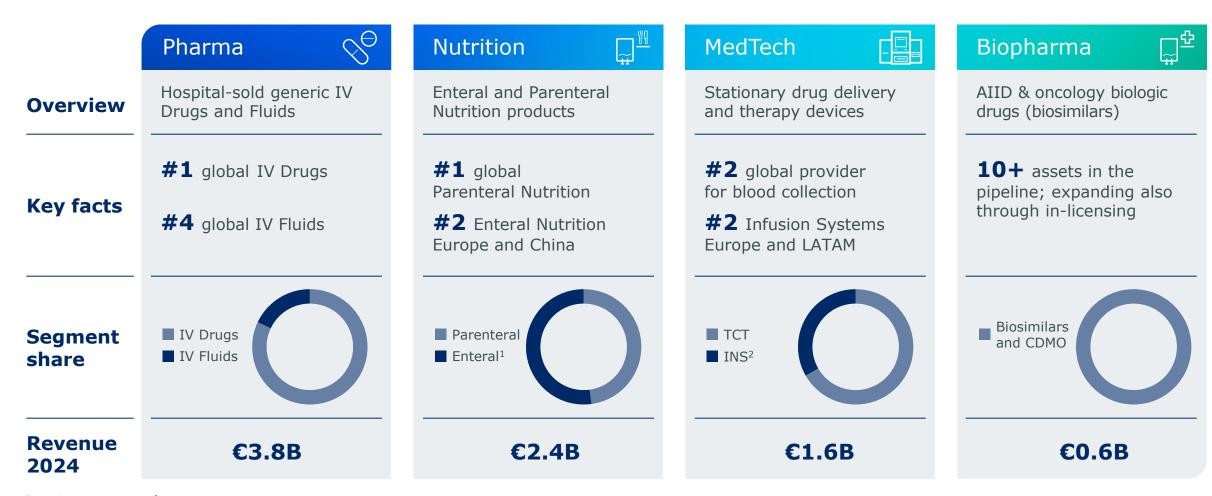
#FutureFresenius

**05** 

## Simpler, stronger and more focused



## Leveraging growth potential in highly relevant fields

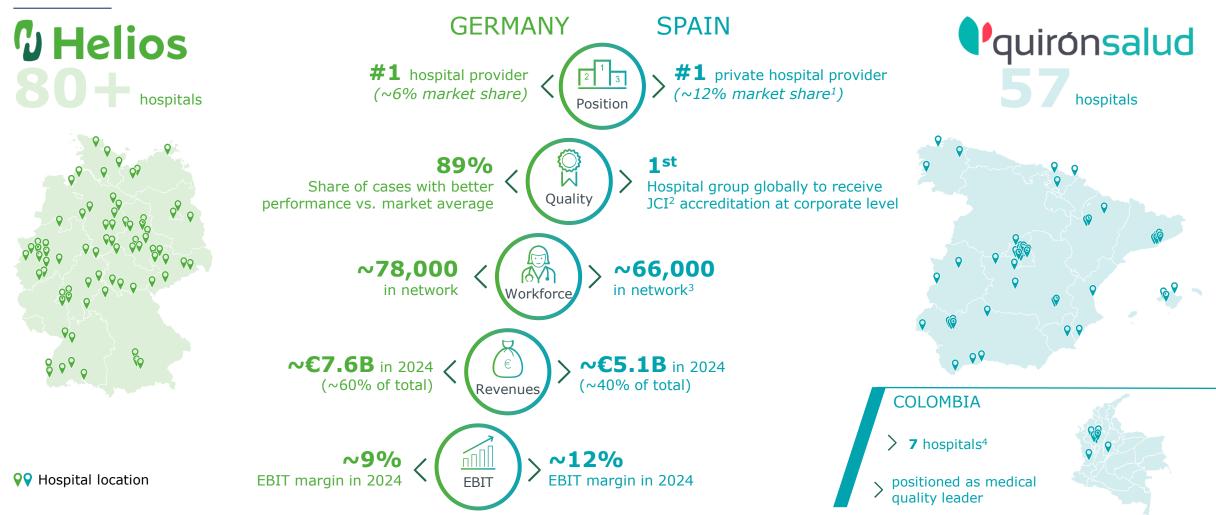


 $<sup>^1</sup>$  Including Ketoanalogues  $^2$  Infusion & Nutrition Systems Source: IQVIA, Fresenius Kabi internal analysis; market data refers to Fresenius Kabi's addressable markets



### Fresenius Helios

## Leading hospital care provider in Germany and Spain



<sup>&</sup>lt;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



# Shaping next-generation therapies across three growth platforms



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## Q3/25

### **Continued strong performance**

#### **Group highlights**

## Excellent EPS growth

Core EPS<sup>1,4</sup> increased by excellent 14%<sup>3</sup> in cc to €0.62 based on strong operating results and significantly decreased interest expense

## Strong organic revenue growth

**Guidance for EBIT** 

growth raised

Group EBIT¹ at €574m with 6%<sup>3</sup>

growth in cc; EBIT growth<sup>4</sup> in cc

for FY25 now expected in the

range of 4%-8% (previous: 3-7%)

Group revenue¹ at €5,477m with organic growth of 6%¹,² driven by consistent delivery across
Fresenius Kabi and Fresenius
Helios

## Net income increase outpacing revenue growth

Group net income<sup>1,4</sup> increased by excellent 14%³ in cc to €351m strongly outpacing revenue growth

#### **Credit highlights**

## Successful bond issuance

€1bn bond issuance to capitalize on constructive market environment and already derisk H1 2026 maturities

## EIB loan agreement signed

New €400m EIB loan agreement signed to support R&D activities and selected Capex investments

## Net debt/EBITDA ratio at 3.0x<sup>1,5</sup>

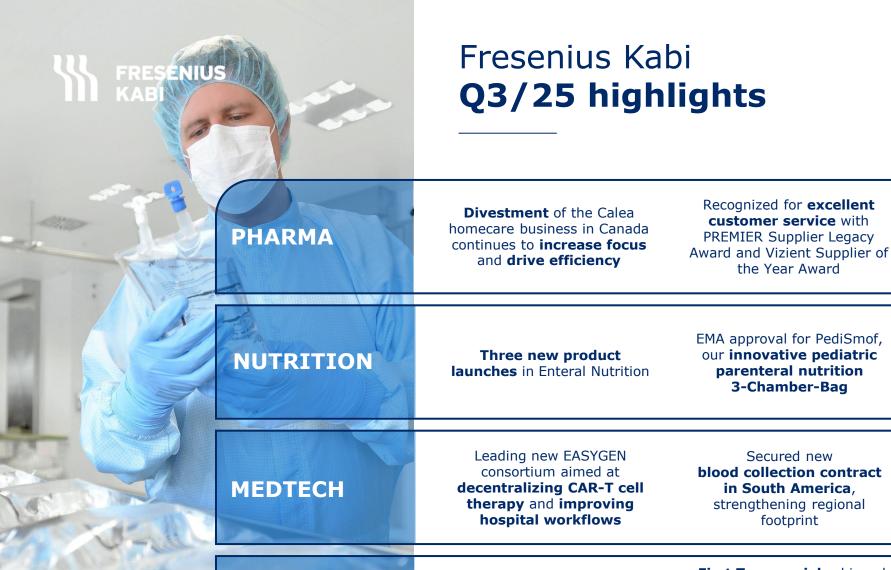
Net debt/EBITDA ratio at 3.0x<sup>1,5</sup> within the self-imposed target corridor driven by strong cash flow delivery

#### Pro rata sale of Fresenius Medical Care shares

Ongoing share sale in response to the FME share buyback program to approx. maintain the current stake

<sup>&</sup>lt;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





# Q3/25 highlights

€920m

+2%

Q3/25 **REVENUE**  ORGANIC **GROWTH** 

EMA approval for PediSmof, our innovative pediatric parenteral nutrition **3-Chamber-Bag** 

Recognized for excellent

customer service with

PREMIER Supplier Legacy

the Year Award

€601m

+7%

Q3/25 REVENUE ORGANIC **GROWTH** 

Secured new blood collection contract in South America. strengthening regional footprint

€394m

+7%

Q3/25 **REVENUE**  **ORGANIC GROWTH** 

**BIOPHARMA** 

Fres

**Permanent product-specific** billing code for Conexxence and Bomyntra (both denosumab) issued by CMS

First Tyenne vials shipped to Europe from fully integrated supply chain developed and commercialized by Fresenius and produced by mAbxience

€226m

+37%

Q3/25 **REVENUE**  ORGANIC **GROWTH** 

### Pharma with resilient performance

#### **REJUVENATE AGENDA**

#### **UPGRADE CORE**

**COGS program** to strengthen resilience

Fluids capacity investments

Continuous **SKU rationalization** and **network streamlining** 

#### **SCALE PLATFORMS**

>150 projects in pipeline, incl. fill to finish opportunities

launches

**New value pools** in differentiated/enhanced Gx

Seeking **U.S. CMO** opportunities

## Globally LEADING, regionally BALANCED, HIGH-MARGIN business

#1 globally in IV Drugs

#4 globally in IV Fluids

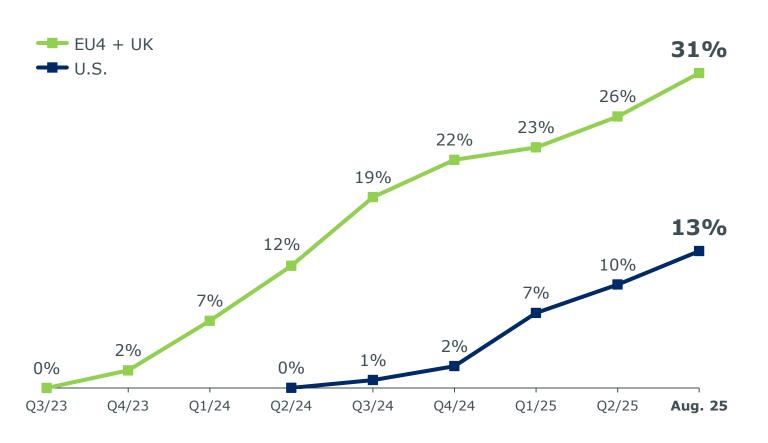


EBIT MARGIN **22.2%** Q1-3/25



## **Biosimilars growth momentum continues**

#### TYENNE MARKET SHARES<sup>1</sup>



#### **TYENNE** (tocilizumab)

 Uptake to continue in Q4/25 and FY/26

#### **OTULFI** (ustekinumab)

 Exclusive distribution contract with CivicaScript in U.S. with first sales expected in Q4/25

## CONEXXENCE & BOMYNTRA (denosumab)

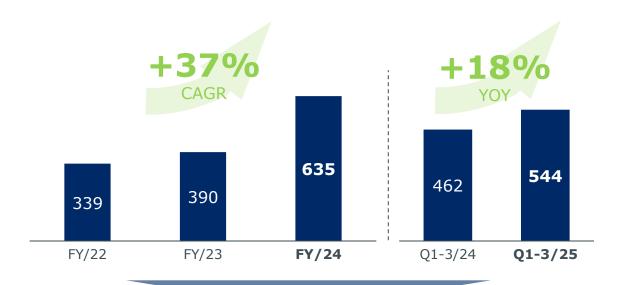
- First sales in Q3/25
- Bomyntra: first and only denosumab biosimilar to launch as a PFS in oncology indication
- FDA granted interchangeability designation

<sup>&</sup>lt;sup>1</sup> Source: IQVIA (accessed Oct. 2025)



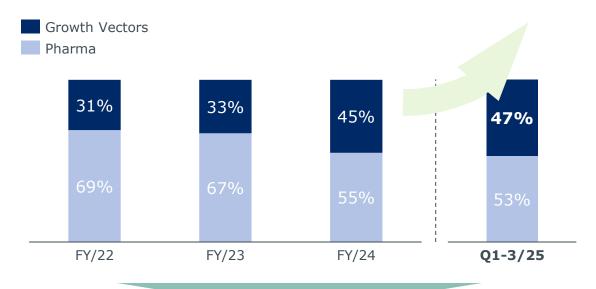
## Performance fueled by growth vectors

#### **EBIT DEVELOPMENT: GROWTH VECTORS**





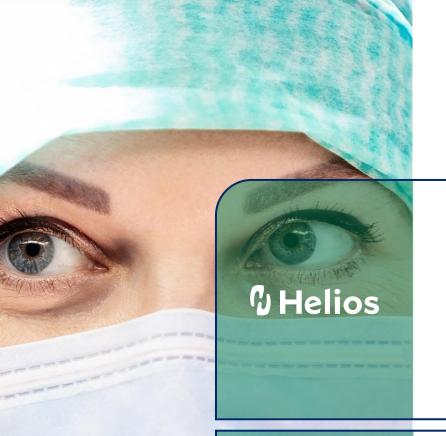
#### **EBIT CONTRIBUTION<sup>1</sup>**



...gaining relative share

<sup>&</sup>lt;sup>1</sup> Excl. Corporate





# Fresenius Helios Q3/25 highlights

Invoice surcharge for patients with public insurance, treated from Nov 2025 to Oct 2026 set at 3.25%

DRG inflator
currently expected to
be ~3% following
change in DRG
methodology for
FY/26

Paradigm shift in pulmonology:

Introduction of innovative robot-assisted bronchoscopy system marks a breakthrough in the early detection of lung cancer

€2,019m

Q3/25 REVENUE +4%

ORGANIC GROWTH

**1**'quironsalud

Quirónsalud Zaragoza
with cutting-edge facilities,
digital tools, and AI
integration becomes a
University hospital –
first private University
hospital in the region

Strong commitment to research and innovation with 285 new clinical trials, 159 of which in phase I and II (Q1-3/25)

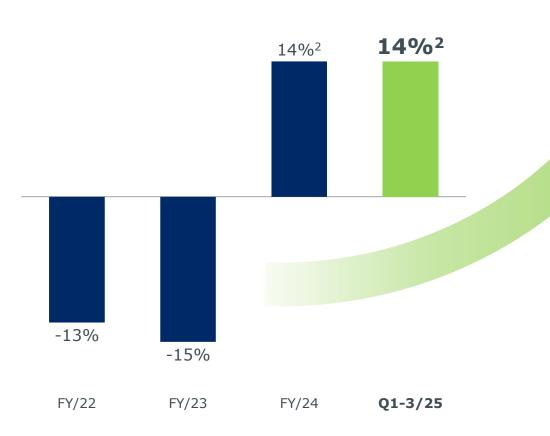
€1,221m

+7%

Q3/25 REVENUE ORGANIC GROWTH

# **#FutureFresenius sustainably accelerating EPS growth**

#### **EPS GROWTH**<sup>1</sup>



Strong EPS momentum

– outpacing topline
growth



ROIC excl. Goodwill: 12.6% Q1-3/25

Before special items  $\mid$  ¹ At constant currency; Net income attributable to shareholders of Fresenius SE & Co. KGaA  $\mid$  ² Growth rate adjusted for Argentina hyperinflation



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## Q3/25: Strong organic revenue and excellent EPS growth

**€0.62** +14%

EPS<sup>2</sup>

€759m

3.0×

Operating Cash Flow<sup>3</sup>

Net Debt / EBITDA<sup>4</sup>

Special items Q3/25 (EAT): €117m<sup>5</sup>

**Consistent organic revenue growth** driven by both Kabi and Helios

**Strong EBIT growth** driven by a continued powerful operating performance at Kabi and robust development at Helios – despite usual seasonality in Spain and ceasing of energy relief payments in Germany

**Excellent EPS growth** of 14% demonstrating continued bottom-line delivery based on strong operating results and meaningfully improved interest expenses

**Interest expense** at -€81m decreased significantly (Q3/24: -€116m), driven by a strong cash flow development and YOY deleveraging

**Tax rate** of 24.7% in line with expectations for FY/25 (Q3/24: 24.5%)

**Strong Operating Cash Flow** 

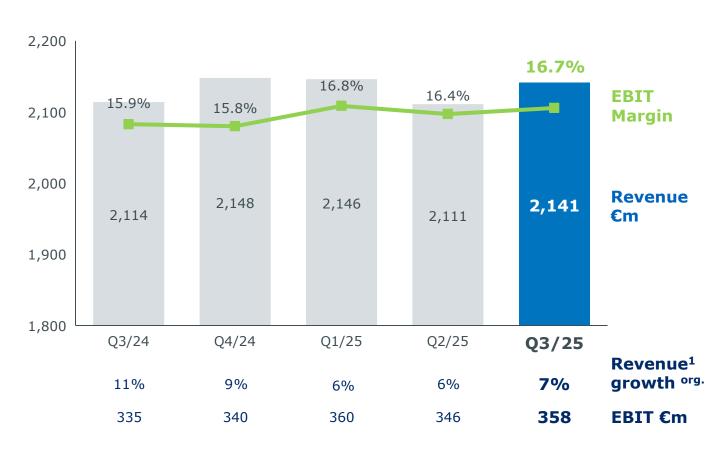
**Leverage ratio** improved to  $3.0 \times$  – within self-imposed target corridor (2.5 – 3.0×)

Before special items; P&L growth rates at constant currency (cc) and adjusted for ARG hyperinflation | ¹ Organic growth rate adjusted for accounting effects related to ARG hyperinflation | ² Excl. FMC | ³ Cash Flow from continuing operations | ⁴ 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 | ⁵ Excl. FMC (€73m)



# Fresenius Kabi Q3/25 highlights

#### **QUARTERLY FINANCIALS**



#### MAIN DEVELOPMENTS

**Strong organic revenue growth** of 7%<sup>1</sup> at the top end of the structural growth band

**Growth Vectors** with excellent 11%¹ organic revenue growth (MedTech: 7%¹; Nutrition: 7%¹; Biopharma: 37%¹)

**Pharma** with solid organic revenue growth of 2%<sup>1</sup>; Europe with excellent volumes and pricing

**Excellent EBIT margin** of 16.7% despite expected impact from Keto VBP (China), supported by productivity gains:

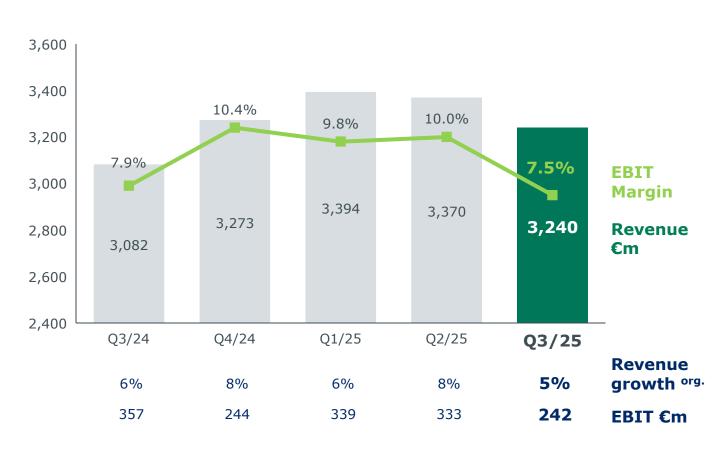
- YOY margin expansion (~80bps) driven by Pharma,
   MedTech & Biopharma
- Growth Vectors margin at 15.9%, improved by 140 bps YOY and moving close to the Kabi structural margin band

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



# Fresenius Helios Q3/25 highlights

#### **QUARTERLY FINANCIALS**



#### MAIN DEVELOPMENTS

**Strong 5% organic revenue growth** (Q1-3/25: 6%)

**Solid EBIT margin of 7.5%** despite ceasing of energy relief payments at Helios Germany and usual seasonality at Helios Spain

#### **Helios Germany:**

**4% organic revenue growth** (Q1-3/25: 6%) driven by good admission growth and price effects

**EBIT margin** and growth affected by absence of energy relief payments; Performance Programme advancing, with further strong ramp-up expected for Q4/25

#### **Helios Spain:**

**7% organic revenue growth** (Q1-3/25: 6%) driven by good activity levels, particularly in the ORP business, and price effects

**EBIT margin** (6.6%) reflecting usual seasonality; EBIT growth (at constant currency) of +10% driven by strong topline

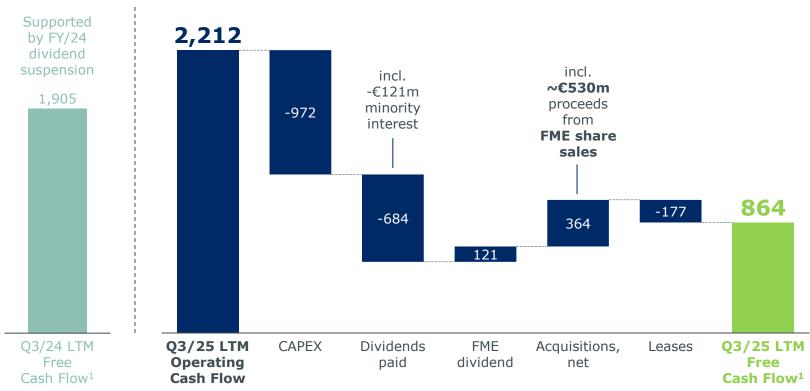
Before special items



### Robust underlying cash generation continues

#### **CASH FLOW**

€m



Strong focus on cash conversion reflected in good Operating Cash Flow

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

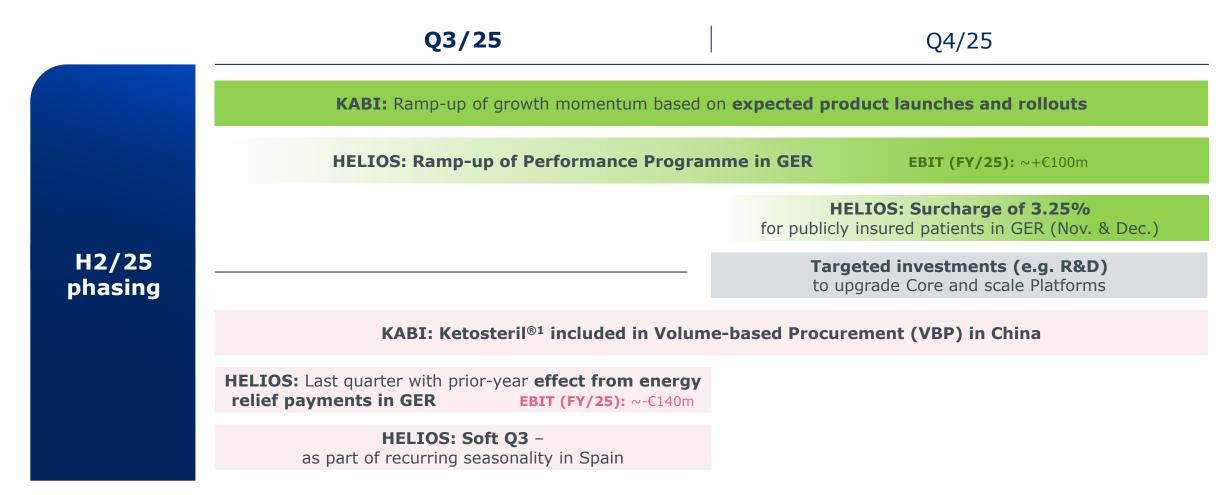
- ~€500m share sale
- ~€600m exchangeable bond (in Cash Flow from Financing Activities)

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

From continuing operations; Q3/25 LTM Free Cash Flow from discontinued operations amounted to -€262m, mainly due to disposals from the Vamed exit ¹ After acquisitions, dividends and lease liabilities



## Q4/25 earnings growth: sequential acceleration expected



<sup>&</sup>lt;sup>1</sup> Alpha Ketoanalogues of essential amino acids for treatment of patients with Chronic Kidney Disease



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## Focused capital allocation: Geared towards value creation

**F** Fresenius

#### 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



# Refinancing of FY/25 & H1/26 maturities mainly concluded

#### **CREDIT HIGHLIGHTS**

#### **EUR Bond**

#### €500m

Sep. 2025

4-year

2.75%

#### **EUR Bond**

€500m

Sep. 2025

8.5-year

3.50%

#### **EIB Loan**

€400m

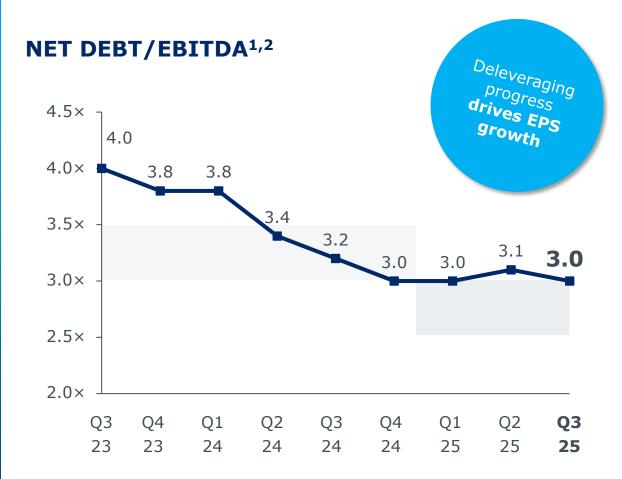
Sep. 2025

Support R&D activities and selected CAPEX investments





Rating affirmation by Fitch in August 2025 reinforces clear commitment to Investment Grade rating



<sup>&</sup>lt;sup>1</sup> Prior-year figures have been adjusted due to the deconsolidation of Fresenius Medical Care operations | <sup>2</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 exchangeable bond

## Prudent financing strategy and financial policy

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

EIB Loan 3%

**Exchangeable Bond 4%** 

Other financial liabilities 4%

Schuldschein Loans 9%

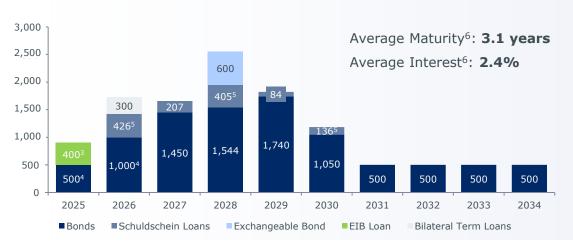
Lease liabilities 11%



**Commercial Paper 1%** 

Bonds 68%

#### Balanced maturity profile<sup>1,2</sup> (€m)



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

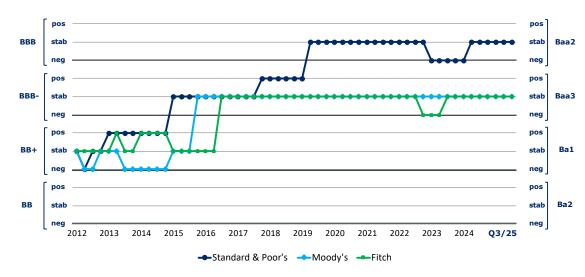
- Sufficient liquidity reserve:
  - > Undrawn ESG-linked revolving credit facility of €2bn
  - Committed available bilateral credit facilities of ~€300m, complemented by available uncommitted facilities and €1.5bn Commercial Paper program
- Conservative fix-floating rate debt mix of ~92%/8%<sup>6</sup>
- Strong access to capital markets:
  - Successful sale of shares in FME AG completed in Q1 2025 via a combined transaction of an Exchangeable Bond and ABB
  - ➤ 1bn bond issuance in Q3 2025 to capitalize on the constructive market environment and already derisk H1 2026 maturities
  - New €400m EIB loan agreement signed in Q3 2025 to support R&D activities and selected CAPEX investments
- Large and strong relationship banking group

<sup>&</sup>lt;sup>1</sup> As of September 30, 2025, if not stated otherwise I <sup>2</sup> Based on utilization of major financing instruments, excl. Commercial Paper and other cash management lines I <sup>3</sup> New EIB loan agreement signed in September 2025 I <sup>4</sup> EUR 500m bond due in October 2025 I <sup>5</sup> The variable tranches of the Schuldschein loans due in May 2026 (EUR 152m), May 2028 (EUR 305m) and May 2030 (EUR 71m) will be repaid early in November 2025 I <sup>6</sup> Calculations based on total financial debt, excluding Lease & Purchase Money Obligations



## 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 Q3 2025**



#### Leverage

Net debt/EBITDA<sup>1,2</sup> **3.0 x** 

Gross debt/EBITDA<sup>1,2</sup> **3.6 x** 

Equity ratio 45.4%



#### **Cash flow**

Operating Cash flow<sup>3</sup> in % of revenue **13.9%** 

Free Cash flow<sup>3,4</sup> in % of revenue **9.6%** 

Cash Conversion Rate 1.0



#### **Interest coverage**

EBITDA/Interest<sup>1</sup> **10.5 x** 

EBIT/Interest<sup>1</sup> **7.1 x** 



#### **Investments**

Capex in % of revenue 4.3%

ROIC **6.3%** 

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



<sup>&</sup>lt;sup>1</sup> Before special items I <sup>2</sup> At LTM average exchange rates for both debt and EBITDA; pro forma acquisitions /divestitures; including lease liabilities, including FME dividend I <sup>3</sup> Continuing operations I <sup>4</sup> Professional dividend and these liabilities and because liabilities.

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Driving promising portfolio rollouts and advancing pipeline for the benefit of patients



#### **Fresenius Helios:**

Further performance enhancements on the back of highest medical quality



#### **Strong setup:**

Continuing to deliver financial progression with improved organizational maturity

### Financial Calendar & Contact

#### **Financial Calendar**

Please note that these dates could be subject to change.

05 Nov 2025 Results Q3/25

#### **Events** Please note that these dates could be subject to change. 10 Nov 2025 UBS Global Healthcare Conference, Palm Beach Gardens/USA 18 Nov 2025 Wolfe Research Healthcare Conference, New York/USA 20 Nov 2025 BofA EU MedTech CEO Fireside Chat, virtual 25 Nov 2025 Deutsches Eigenkapitalforum, Frankfurt/Germany Kepler Cheuvreux One-Stop-Shop, Amsterdam/Netherlands

Citi Global Healthcare Conference, Miami/USA

For further information and current news: www.fresenius.com

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www.linkedin.com/company/fresenius-investor-relations

#### Contact

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27 Nov 2025

02 Dec 2025

# Fresenius