

Goldman Sachs

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**FRESENIUS
MEDICAL CARE**

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Financial Results

- Excellent revenue growth of 13% in Q2 2012 in constant currency (North America +14%; International +11%)

In US-\$ million	Q2 2011	Q2 2012	Growth in %
Net revenue	3,138	3,428	9
EBIT	510	589	16
Net income attributable to FMC AG & Co. KGaA	261	289	11
Earnings per ordinary share	0.86	0.95	10
Operating cash flow	311	451	45
Excluding investment gain:			
Net income attributable to FMC AG & Co. KGaA	261	276	6

Q2 | Revenue split by region

► North America

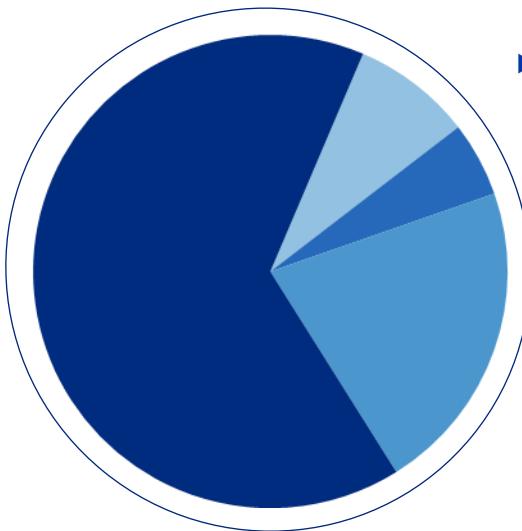
Revenue \$ 2,249 m + 14%
Organic growth + 2%

► International ~ 34% of total revenue

Revenue \$ 1,171 m + 11%cc
Organic growth + 6%

EMEA \$ 725 m + 9%cc
Asia-Pacific \$ 256 m + 8%cc
Latin America \$ 190 m + 20%cc

► 66% North America



► 7% Asia-Pacific

► 6% Latin America

► 21% Europe | Middle East | Africa

cc = constant currency

2012 | Outlook confirmed | excl. investment gain

Revenue growth in constant currency	13 -15%
Revenue	~ \$ 14.0 bn ¹⁾
Operating margin	~ 16.9%
Net income, attributable to shareholders of FMC AG & Co. KGaA	~ \$ 1.14 bn ¹⁾

Acquisitions	~ \$ 1.8 bn
Capex	~ \$ 0.7 bn
Total debt / EBITDA	< 3.0

1) US-GAAP revenue following first time adoption of Accounting Standards Codification 954-605 where patients service revenues is reduced for bad debt. The comparable revenue for the fiscal year 2011 is \$12,571 million. Additionally we are defining the ~ sign as a +/- 0-2% deviation from the respective numbers

Market position by major product groups

Dialyzers
Dialysis machines
Hemodialysis concentrates
Bloodlines
Peritoneal dialysis products

Rank 1

FME

FME

FME

FME

Baxter

Rank 2

Gambro

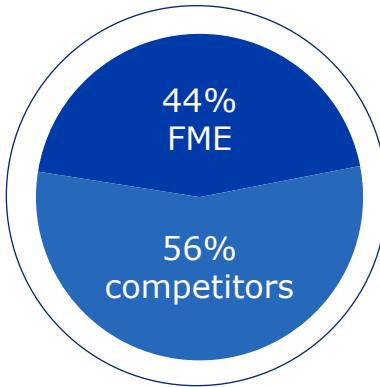
Nikkiso

Fuso

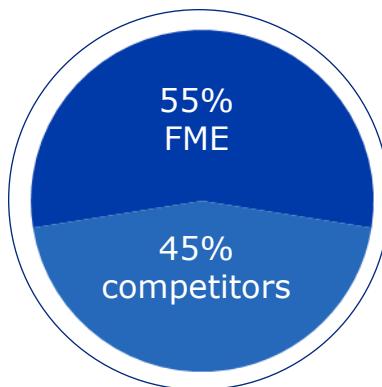
Gambro

FME

Dialyzers



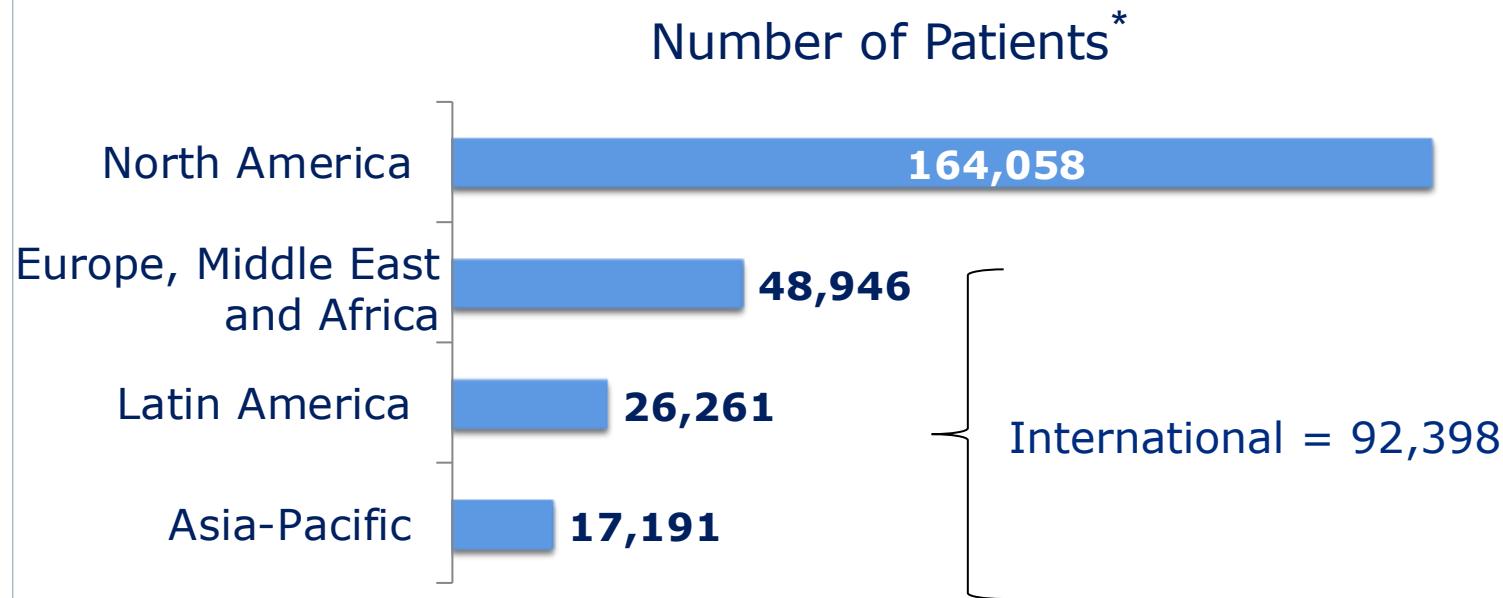
Dialysis machines



Sold around 93,000,000 dialyzers in 2011

World Leader in Dialysis Services

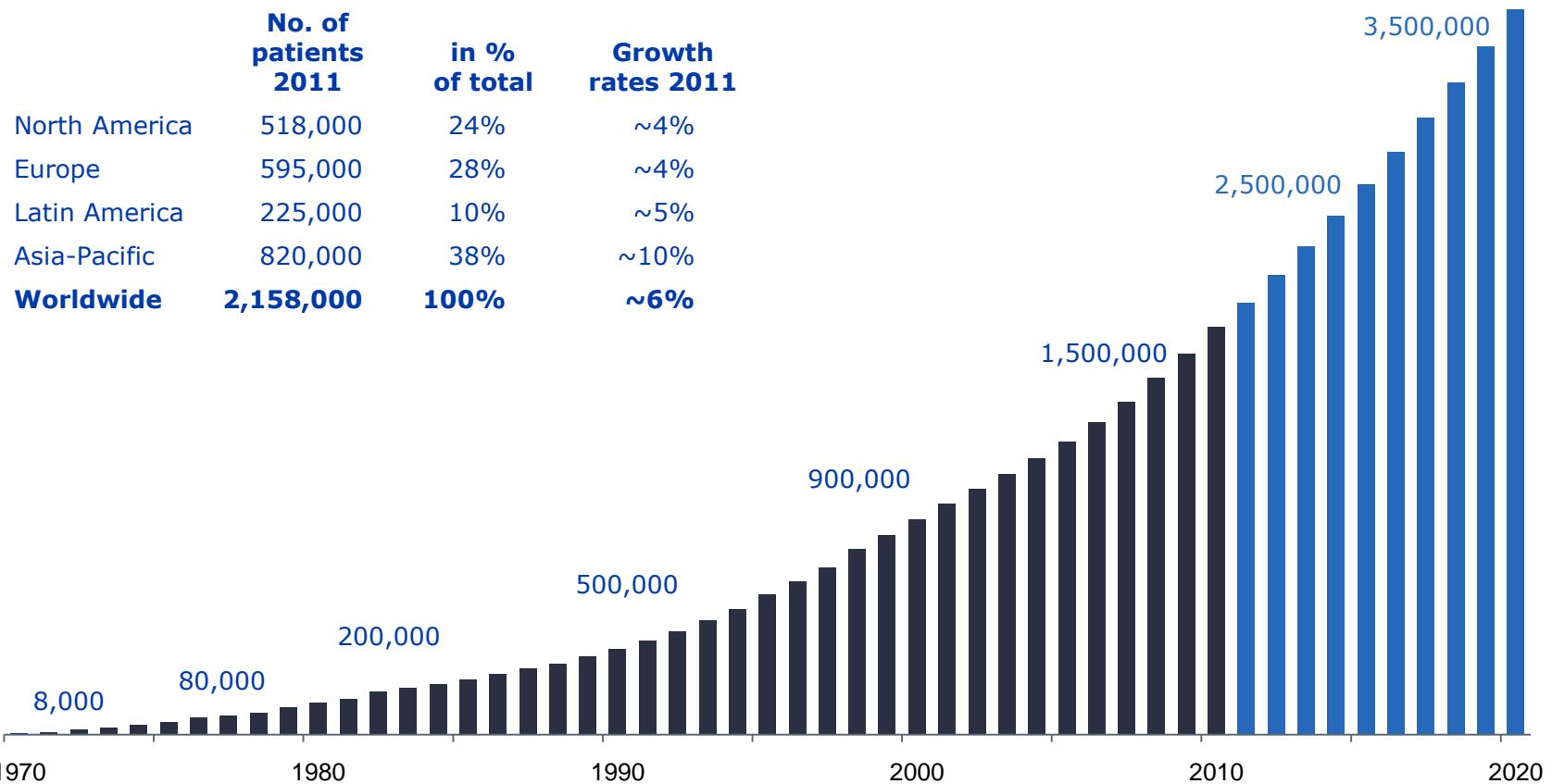
We lead in every major market, treating more than 256,000 patients worldwide



*as of Q2 2012

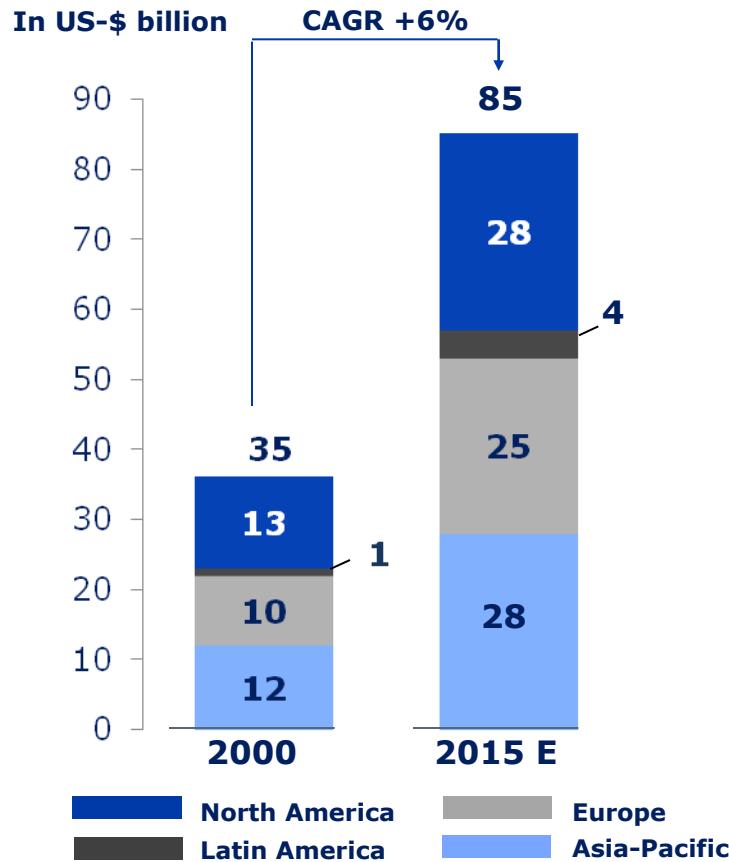
Development of Dialysis Patient Population Worldwide

2020: Estimates suggest an increase to 3.8 million dialysis patients

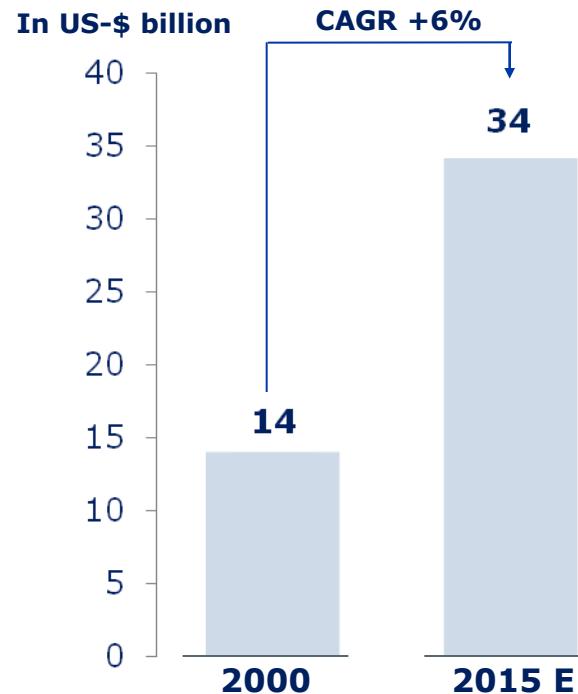


Global Market Opportunity

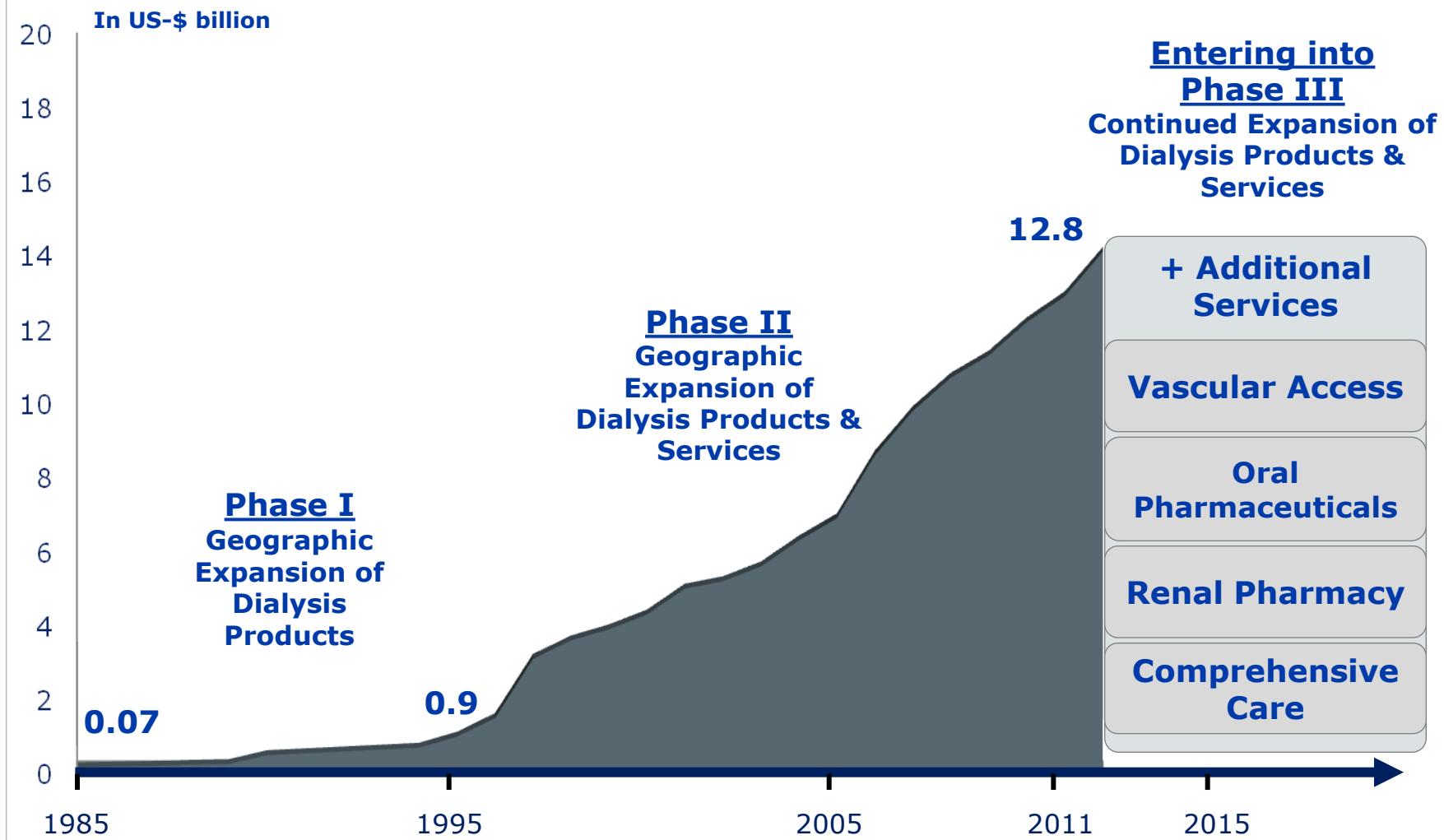
Dialysis Market by Region



Global Reimbursement for Dialysis Services



Market Opportunities for Fresenius Medical Care



FME's Products & Services by Region

North America

Products
9%

Services
91%

Europe

Products
54%

Services
46%

Latin America

Products
28%

Services
72%

Asia-Pacific

Products
64%

Services
36%

Product Launches

USA



2008T with Critline®



2008T with Venofer pump



2008@Home™

International



4008S
classic



5008S

New Dialyzers



FX
CorDiax



Optiflux
Ultra

Peritoneal Dialysis



Neutral pH
solution - pd

Future Technology



Portable
Artificial Kidney

Clinic Centric – Renal Dialysis Center

HD

Home Hemo

- Dialysis 3X / Week



Dialysis Clinic

3X / Week + Nocturnal



PD

PD

- CAPD
- APD
- Wearable Kidney



Assisted Self Care Dialysis

3 – 5 X / Week

Just like Home

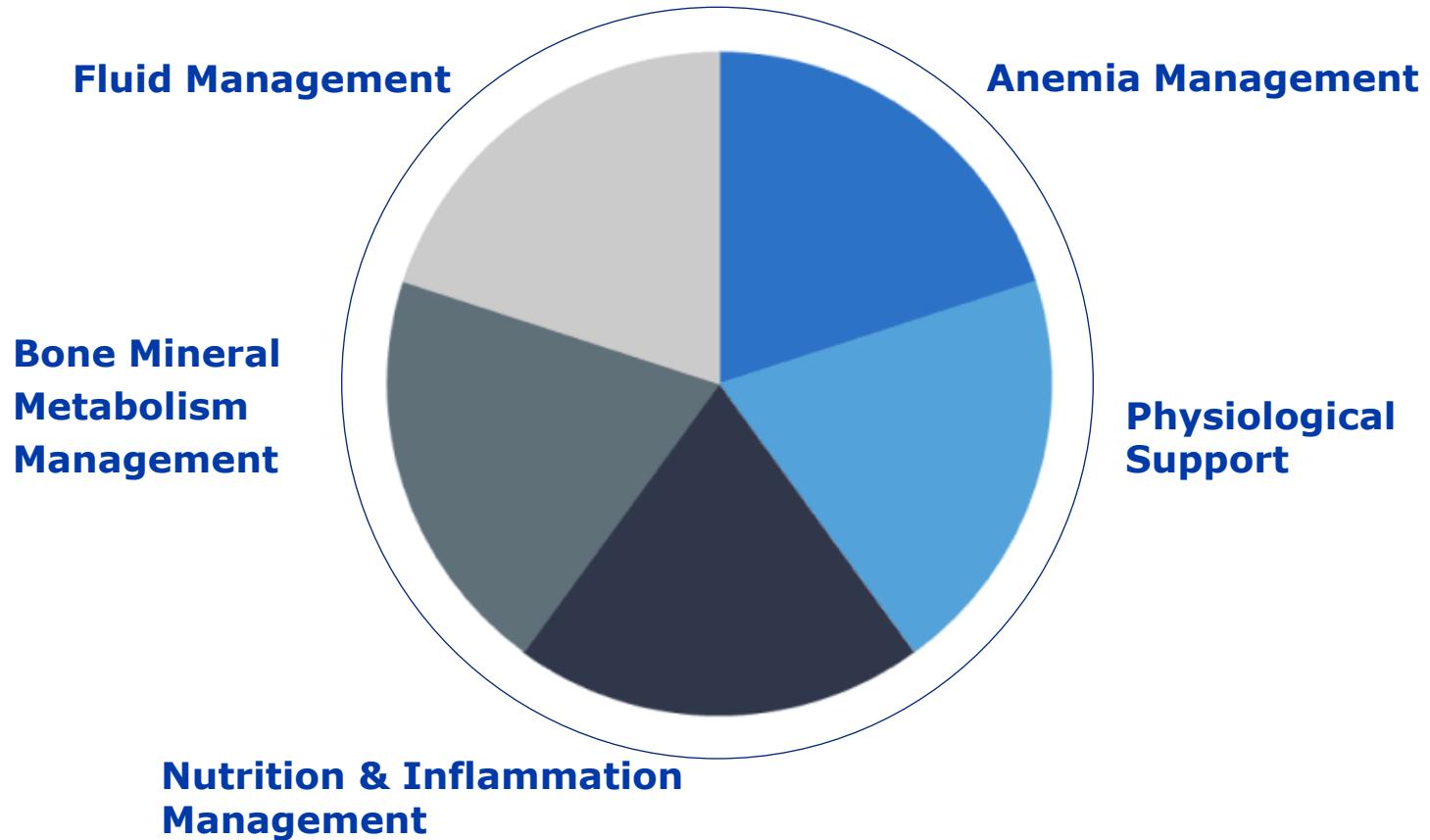


Portable Artificial Kidney (PAK)

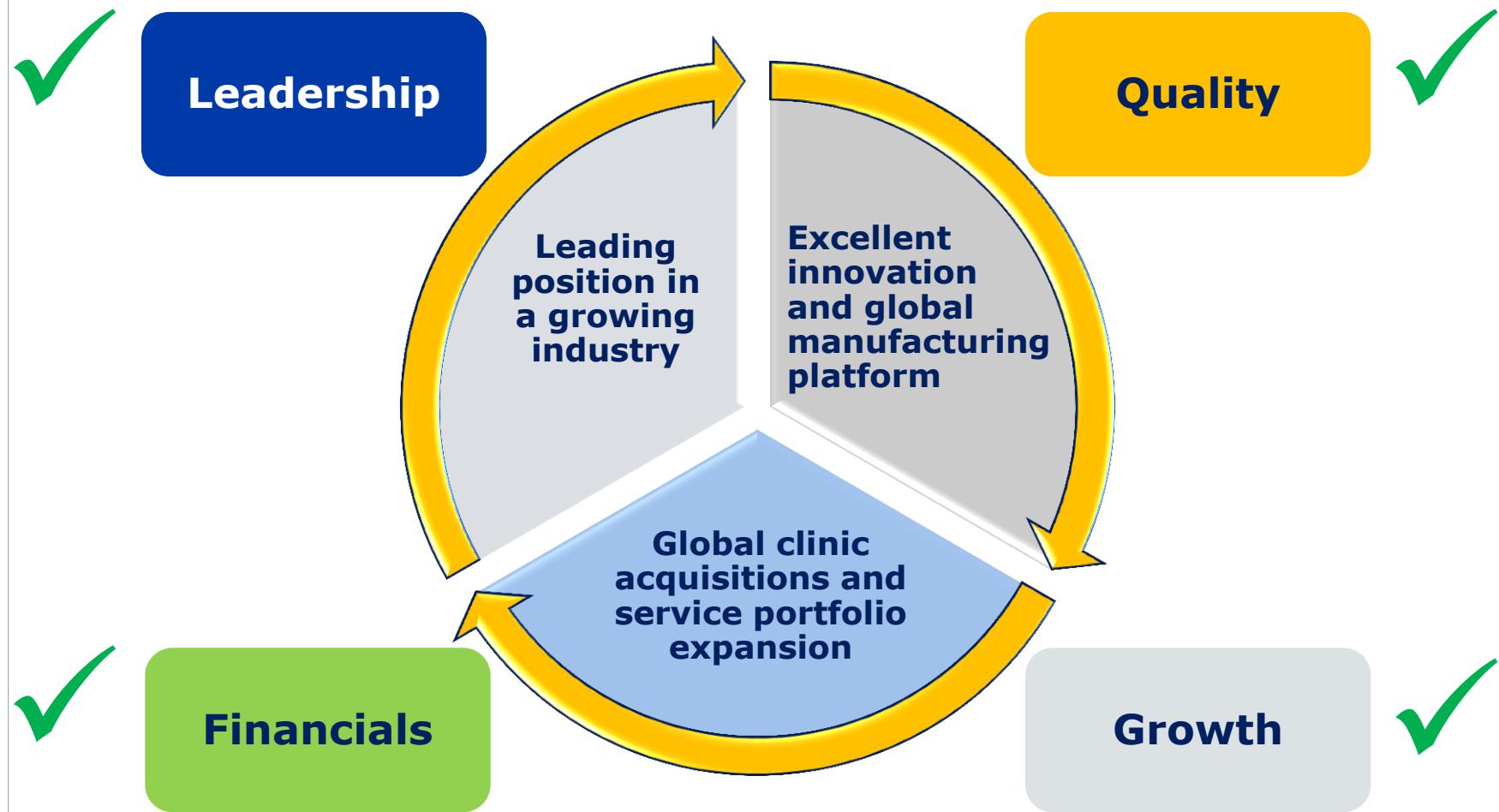


Global Strategy

Services – Areas to improve dialysis outcomes



Summary – Well Positioned for the Future



CREATING A FUTURE WORTH LIVING.
FOR PEOPLE. WORLDWIDE.
EVERY DAY.

Thank you very much for your attention!