

## Corporate Profile

### Fresenius Medical Care

Fresenius Medical Care is the world's largest integrated provider of products and services for dialysis, a blood-filtering therapy replacing vital kidney functions for patients suffering from chronic kidney failure. Through its network of approximately 3,200 dialysis clinics in more than 40 countries, Fresenius Medical Care provides around 38.6 million dialysis treatments to about 258,000 patients. With more than 40 production sites around the globe, the company is also the world's leading provider of dialysis products such as hemodialysis machines, dialyzers and related disposable products.

## Strategy

Our long-term strategy aims at sustainably increasing shareholder value. We focus our business activities on our patients' health and hence on the quality of treatment with the objective of improving their quality of life and raising their life expectancy.

As our previous growth strategy GOAL 13 comes to a close in 2013, we intend to set new goals in the current financial year that will allow us to maintain our outstanding market position and to be successful in the dialysis market. Basically we will continue along our growth paths in the future:

- Organic growth through expansion of our clinic network, initiation of innovative dialysis products and comprehensive treatment concepts,
- acquisitions, with focus on particularly attractive regions,
- horizontal expansion in the sector of renal drugs as well as
- a boosted activity in home therapies

## Key Figures - Summary full year 2012

Net revenue	\$ 13,800 million	+10%
Operating income (EBIT)	\$ 2,219 million	+7%
Net income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA	\$ 1,187 million	+11%
Earnings per share	\$ 3.89	+10%
Total assets <sup>1</sup>	\$ 22,326 million	
Operating cash flow <sup>2</sup>	\$ 2,039 million	

<sup>1</sup> as of December 31, 2012

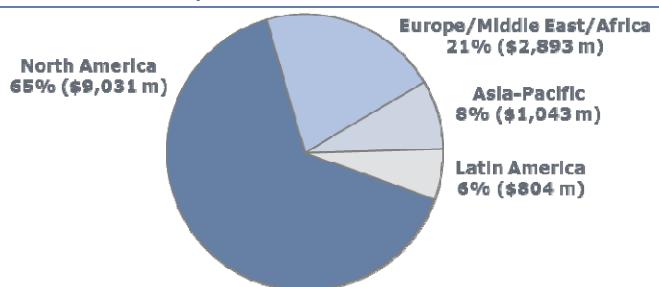
<sup>2</sup> in the full year 2012

## Goals for 2013

Net revenue	> \$14.6 billion
Net income <sup>1</sup>	\$1.1 billion – \$1.2 billion
Leverage ratio (Debt/EBITDA)	≤ 3.0
Capital expenditures	~ \$700 million
Acquisitions	~ \$300 million

<sup>1</sup>attributable to shareholders of Fresenius Medical Care AG & Co. KGaA

## Revenue full year 2012 per region (US\$ 13,800 m)



## Management Board

- Rice Powell (Chairman)
- Michael Brosnan
- Roberto Fusté
- Dr. Emanuele Gatti
- Ron Kuerbitz
- Dr. Rainer Runte
- Dr. Olaf Schermeier
- Kent Wanzek

## Supervisory Board

- Dr. Gerd Krick (Chairman)
- Dr. Dieter Schenk (Vice Chairman)
- Dr. Walter L. Weisman
- Rolf A. Classon
- William P. Johnston
- Prof. Dr. Bernd Fahrholz

**Share Profile – Key Data**

<b>Ticker Symbols</b>	<b>Ordinary shares</b>	<b>Preference shares</b>
Frankfurt Stock Exchange	FME	FME3
New York Stock Exchange (NYSE)	FMS	FMS/P
Reuters: XETRA / Frankfurt Stock Exchange	FMEG.DE / FMEG.F	FMEG_p.DE / FMEG_p.F
Bloomberg	FME GY	FME3 GY
	578 580	578 583
WKN	DE 0005785802	DE 0005785836
ISIN		
CUSIP No. (NYSE)	358029106	358029205

**Financing Instruments and Maturity Profile**

	<b>Amount in million</b>	<b>Coupon %</b>	<b>Maturity</b>
Credit Agreement Revolver	~\$ 1,250		October 30, 2017
Credit Agreement Term Loan A	\$ 2,600 <sup>1</sup>		October 30, 2017
Senior Notes 2010 - 2016	€ 250	5.50%	July 15, 2016
Senior Notes 2011 - 2016	€ 100	3-month-Euribor +3.50%	Oct. 15, 2016
Senior Notes 2007 - 2017	\$ 500	6.875%	July 15, 2017
Senior Notes 2011 - 2018	\$ 400	6.50%	September 15, 2018
Senior Notes 2011 - 2018	€ 400	6.50%	September 15, 2018
Senior Notes 2012 - 2019	\$ 800	5.625%	July 31, 2019
Senior Notes 2012 - 2019	€ 250	5.25%	July 31, 2019
Senior Notes 2011 - 2021	\$ 650	5.75%	February 15, 2021
Senior Notes 2011 - 2021	€ 300	5.25%	February 15, 2021
Senior Notes 2012 - 2022	\$ 700	5.875%	January 31, 2022
Notes (Schuldscheindarlehen) 2009 - 2014	€ 45 <sup>1</sup>		October 27, 2014
Accounts Receivable Facility	\$ 800		July 31, 2014

<sup>1</sup> at the beginning before amortisation

**Share Price Development last 12 months**

in €


**Financial Calendar**

<b>Event</b>	<b>Date</b>
<b>Report on full year 2012:</b>	
Annual Financial Report:	March 28, 2013
<b>Report on First Quarter 2013:</b>	April 30, 2013
<b>Annual General Meeting 2013:</b>	May 16, 2013
<b>Payment of dividend<sup>1</sup>:</b>	May 17, 2013
<b>Report on Second Quarter 2013:</b>	July 30, 2013
<b>Report on Third Quarter 2013:</b>	November 5, 2013

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

**Capital Structure**

<b>Overview</b>		
Ordinary Shares	~ 31%	~ 69%
Preference Shares	100%	3.97 m shares
	 Fresenius SE & Co. KGaA	 Free Float

Data as per February 28, 2013

**Contacts**

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