

# Morgan Stanley Virtual 18<sup>th</sup> Annual Global Healthcare Conference









14 September 2020

#### 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, and the availability of financing. Fresenius does not undertake any responsibility to update the forward-looking statements contained in this presentation.

Figures for 2020 and 2019 according to IFRS 16 (except otherwise stated).



#### A Global Leader in Health Care Products and Services



**~€35.4 bn in Sales** (FY/2019)

Global presence in 100+ countries

**Leading market positions** 

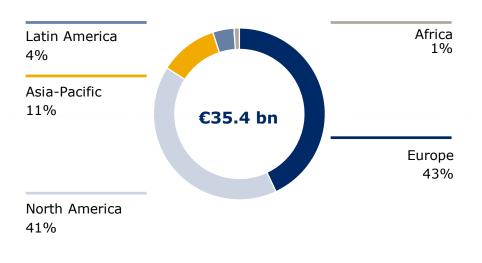
302,000+ employees worldwide (as of June 30, 2020)

Long-term opportunities in growing, non-cyclical markets

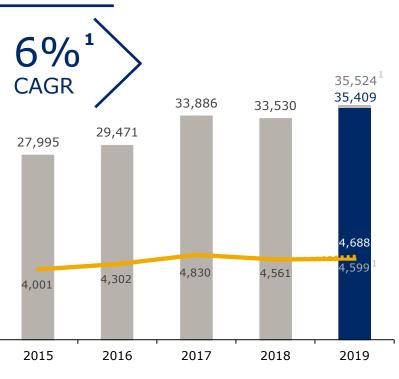
Strong financial performance and cash flow generation

# Fresenius Group: Global Sales Base in Growing, Non-Cyclical Markets

#### 2019 Sales by Region







Before special items 2018 impacted by divestitures of Care Coordination activities at FMC 2015-2018 excluding IFRS 16

<sup>1</sup> Adjusted for IFRS 16

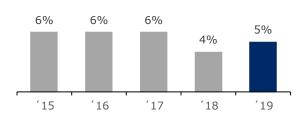


EBIT

# Fresenius Group: Strong Track Record of Organic Sales Growth in All Business Segments



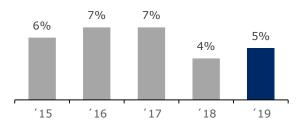


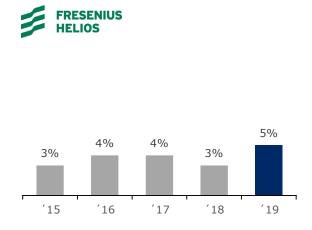


#### **Business Segments**

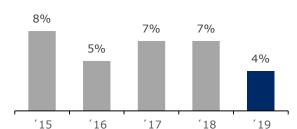


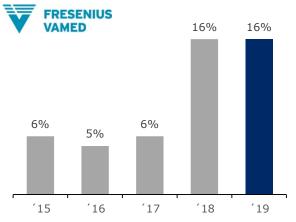












### Strong and Balanced Health Care Portfolio



















Ownership: ~32%

Ownership: 100%

Ownership: 77%

#### **Dialysis Products Health Care Services**

#### Dialysis services

- Hemodialysis products
- Peritoneal dialysis products
- Care coordination

#### **Hospital Supplies**

- IV drugs
- Clinical nutrition
- Infusion therapy
- Medical devices/ Transfusion technology

Sales 2019: €6.9 bn

Biosimilars

#### **Hospital Operation**

Acute care

Ownership: 100%

Outpatient services

#### **Projects and Services for Hospitals**

- Post-acute care
- Project development & Planning
- Turnkey construction
- Maintenance & Technical and total operational management

Sales 2019: €9.2 bn

Sales 2019: €2.2 bn

Sales 2019: €17.5 bn



## Fresenius Medical Care: Global Dialysis Market Leader

- The world's leading provider of dialysis products and services treating ~347,000 patients<sup>1</sup> in ~4,000 clinics<sup>1</sup>
- Provide highest standard of product quality and patient care





Dialysis services



Complete therapy offerings

 Expansion in Care Coordination and global dialysis service opportunities; enter new geographies

#### **Market Dynamics**

#### **Global Dialysis Market 2019:**

- ~€80 bn
- ~6% patient growth p.a.

#### **Growth Drivers:**

 Aging population, increasing incidence of diabetes and high blood pressure, treatment quality improvements



<sup>1</sup> As of June 30, 2020



## Fresenius Kabi: A Leading Global Hospital Supplier

- Comprehensive product portfolio for critically and chronically ill patients
- Strong Emerging Markets presence
- Leading market positions



Generic IV Drugs



**Clinical Nutrition** 



**Infusion Therapy** 



Medical Devices / Transfusion Technology



**Biosimilars** 

- Focus on organic growth through geographic product rollouts and new product launches
- Development of biosimilars with a focus on oncology and autoimmune diseases

#### **Market Dynamics**

#### Global Addressable Market 2019:

~€97 bn

#### **Growth Drivers:**

 Patent expirations, rising demand for health care services, higher health care spending in **Emerging Markets** 



## Fresenius Helios: Europe's Largest Private Hospital Operator

- Market leader in size and quality with excellent growth prospects
- ~5%¹ share in German acute care hospital
   ~12%¹ share in Spanish private hospital market
- Quality is key: defined quality targets, publication of medical treatment results, peer review processes
- Broad revenue base with public and privately insured patients, PPPs, self-pay and Occupational Risk Prevention



**Acute Care** 



Outpatient



Occupational Risk Prevention

 Development of new business models to foster digitalization and profit from trend towards outpatient treatments

#### **Market Dynamics**

#### **Hospital Market Size:**

- ~€102 bn² German Acute Care Hospital Market
- ~€15 bn³ Spanish Private Hospital Market

#### **Growth Drivers:**

 Aging population, greenfield projects in Spain, potential market consolidation in Germany and Spain



1 Based on sales



<sup>&</sup>lt;sup>2</sup> German Federal Statistical Office 2018; total costs, gross of the German hospitals less academic research and teaching

<sup>&</sup>lt;sup>3</sup> Market data based on company research. Market definition does neither include Public Private Partnerships (PPP) nor Occupational Risk Prevention centers (ORP)

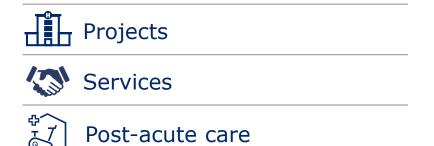
# Fresenius Vamed: Leading Global Hospital Projects and Services Specialist

- Manages hospital construction/expansion projects and provides services for health care facilities worldwide
- Offers project development, planning, turnkey construction, maintenance as well as technical management, and total operational management
- Strong track record: More than 900 projects in over 90 countries completed
- Leading European post-acute care provider operating in five European countries

#### **Market Dynamics**

#### **Growth Drivers:**

- Emerging Market demand for building and developing hospital infrastructure
- Outsourcing of non-medical services from public to private operators







## **Global Trends offer Growth Opportunities for Fresenius**

#### **Aging Population**

In 2019: 9% of the world population is > age 65<sup>1</sup>

by 2050 **16** %

#### **Growing healthcare sector**

Growth in **emerging markets** over the next decade<sup>2</sup>

+**6.3** % p.a.

#### Increasing national income

**GDP per capita** quadrupled over last **20 years** in emerging markets and developing economies<sup>3</sup>

**4**<sub>x</sub>

#### **Chronically ill patients**

Growth of adults with diabetes worldwide 2017–20454

+48 %

#### Significant savings for healthcare systems

**Generic drugs** save the US healthcare system<sup>5</sup>

293 bn

while the European healthcare system saves<sup>6</sup>

100 bn p.a.

Sources: 1 UN, 2019 Revision of World Population Prospects (2019) 2 UBS, Longer Term Investments: EM healthcare (2018) 3 IMF (2019)

<sup>4</sup> IDF Diabetes Atlas (2017) <sup>5</sup> AAM report (2019) <sup>6</sup> UBS, Longer Term Investments: Generics (2018)



## **Fresenius Group: Growth Areas**



FRESENIUS MEDICAL CARE



FRESENIUS KABI



FRESENIUS HELIOS



FRESENIUS VAMED



Worldwide growing dialysis market



Growing Markets with High Entry Barriers



**Attractive markets** 



Marketing of existing value chain



Standardizing medical procedures



**Attractive Product Pipeline** 



Market consolidation



台 Strengthening and extension of value chain



Home dialysis strategy



Entry into attractive biosimilars business



**Synergies** 



Development of post-acute care business



Innovating products



**Strong Emerging Markets Presence** 



Greenfield investments in Spain



Expansion of geographic presence



Further Internationalization

# Fresenius Group: Medium-term Growth Targets 2020 – 2023 (CAGRs)



#### **Organic sales growth**

4 - 7%

(plus ~1% small to mid-size acquisitions)



#### Organic net income¹ growth

5 - 9%

(plus ~1% small to mid-size acquisitions)

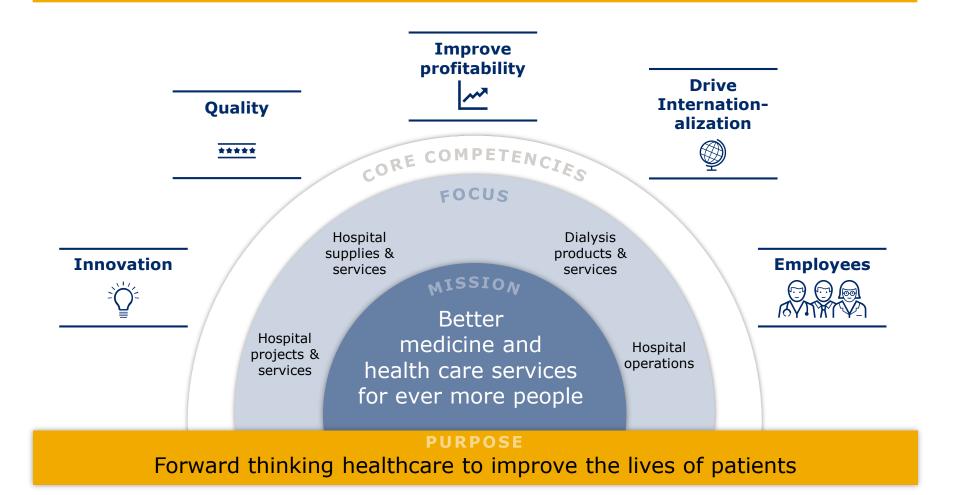


<sup>1</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

Before special items



# **The Fresenius Strategy**



# **Our ESG Priorities: Patients, Employees and Compliance**

# Serving the well-being of the patient

- ► Quality of medical outcomes and patient satisfaction
- Quality and safety of products
- ▶ Data protection

#### Doing the right thing

- ► Code of Conduct
- ► Compliance Organization
- ► Compliance Management Systems (Prevent, Detect, Respond)

# Being an attractive employer

- ► Personnel structure and diversity
- ► Attract talent, retain and develop employees
- ► Employee engagement and participation
- Occupational health and safety

# Protecting nature as the basis of life

- ▶ Water
- **▶** Energy
- ► GHG emissions
- ▶ Waste
- ▶ Wastewater

# Caring for human rights

- No exploitative nor illegal child or forced labor
- ▶ Working conditions
- ▶ Non-discrimination
- ▶ Data protection







# ESG Rating Overview: Continuous Improvement through Reporting and Engagement

	DISCLOSURE INSIGHT ACTION	Corporate Responsibility Prime rated by ISS - oekom >	MSCI 💮	Dow Jones Sustainability Indexes	SUSTAINALYTICS	
<b>Current Score</b>	CDP Climate: C CDP Water: C	Prime C	BBB	39/100 DJSI Europe	55/100	
Sector Average	CDP Climate: B-	C-	BBB - A	28 / 100	47 - 63/ 100	
Previous Score	CDP Climate: D-CDP Water: D-	Prime C	ВВ	33/100	48 /100	
Next steps:	<ul> <li>Improve management-level responsibility over ESG-related issues, i.e. implement further emissions reduction and efficiency projects and related targets</li> <li>Intensify dialogue with rating agencies</li> </ul>					



### **Sustainability/ESG: Decisive Steps for 2020**

#### **Our Priorities**

- "Better medicine for more people"
- Patients: Quality of products and services
- · People: Being an attractive employer
- · Compliance: Doing the right thing



#### **Sustainability Governance**

- CEO sponsors Group sustainability efforts
- New Group Sustainability Board in 2020
- Strategy and KPI alignment program started in 2019, will continue in 2020

#### Remuneration

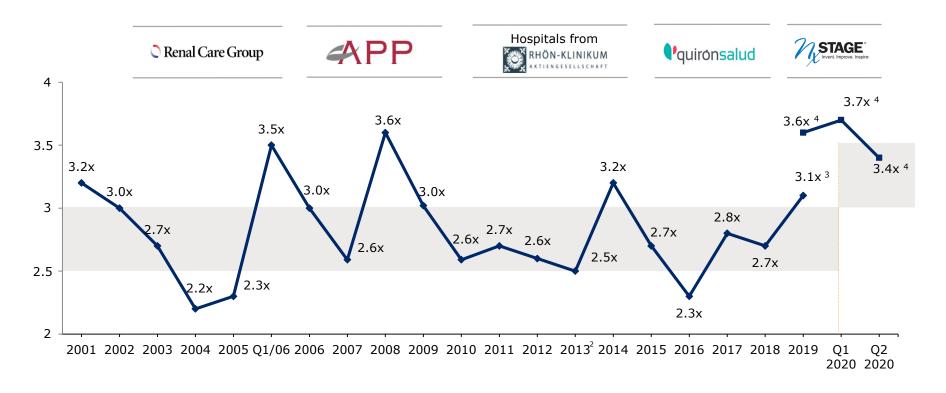
- Remuneration proposal planned for AGM 2021
- Based on new German legal framework and German Corporate Governance Code
- Will include ESG performance indicators

# Fresenius Group: Capital Deployment Focuses on Sustainable Value Creation



# Fresenius Group: Proven Track Record of Deleveraging

### Net Debt/EBITDA<sup>1</sup>



<sup>1</sup> At actual FX rates from 2001 to 2010 and at average FX rates from 2011 onwards, for both Net Debt and EBITDA; before special items; pro forma closed acquisitions/divestitures



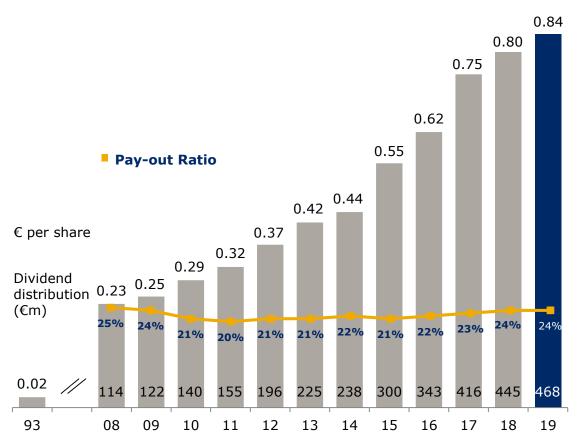
<sup>&</sup>lt;sup>2</sup> Pro forma excluding advances made for the acquisition of hospitals from Rhön-Klinikum AG

<sup>&</sup>lt;sup>3</sup> 2001-2019 excluding IFRS 16

<sup>&</sup>lt;sup>4</sup> Including IFRS 16

# Fresenius SE: Earnings-Linked Dividend Policy

#### **2019 Pay-out Ratio: 24%**



#### **Dividend Policy**

- Dividend growth aligned to EPS<sup>1</sup> growth
- Pay-out Ratio: 20% to 25%

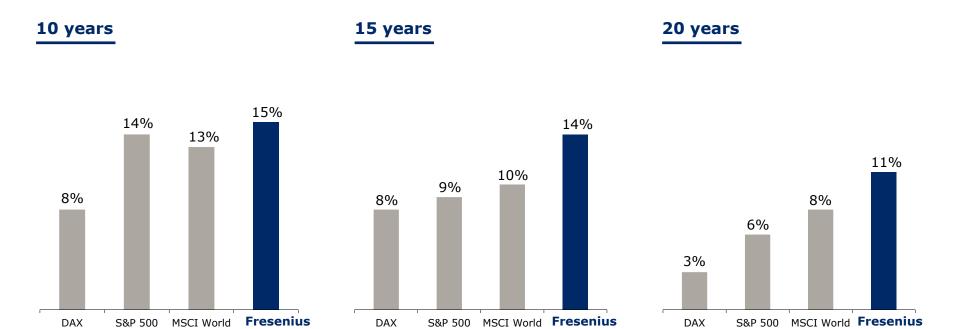
#### **Track record**

- 27<sup>th</sup> consecutive dividend increase
- CAGR dividend increase +15%



<sup>&</sup>lt;sup>1</sup> Before special items 2019 proposal

# **Total Shareholder Return – CAGR, Rounded**



Source: Bloomberg; dividends reinvested, as of Dec 31, 2019

Health Care



Health Care

Health Care

# Review Q2/20

















# Fresenius Group Q2/20: Successful crisis management amid the COVID-19 pandemic

# Responsibility



Fight COVID-19 whilst safeguarding people's health



- Fresenius at the forefront to fight COVID-19
- · Business continuity in plants, hospitals and sites ensured
- Safety measures to protect patients and staff enhanced
- Supplying COVID-19 patients with essential drugs & devices at stable prices

### **Financial impact**



Robust performance in exceptional times



- COVID-19 weighs on H1/20 results, however, we see a strong underlying business development
- Q2/20 should mark the trough
- Acceleration of earnings growth expected in H2/20
- New 2020 guidance including COVID-19 effects is testament to the Group's resilience

#### Resilience



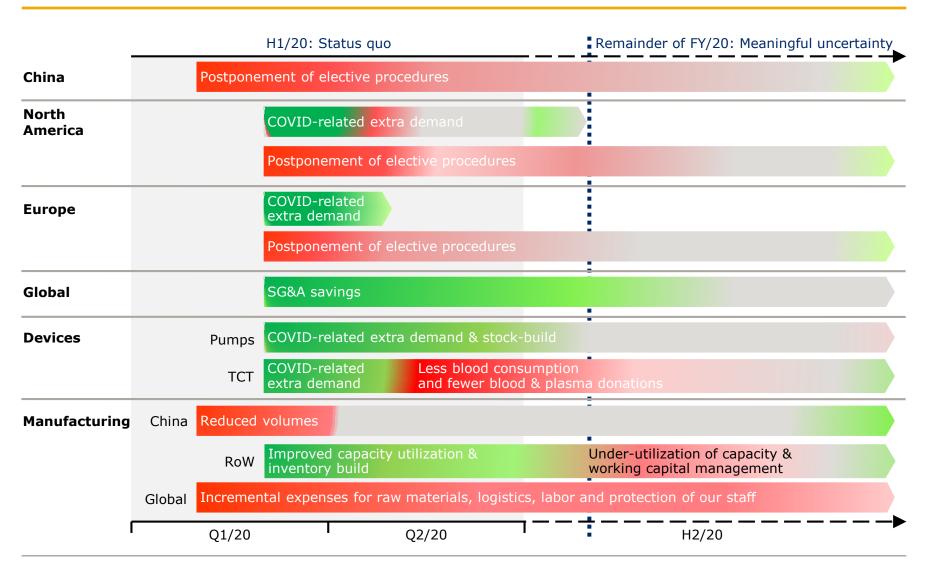
Even stronger following this crisis



- Resilience of business model also recognized by rating agencies
- Part of critical infrastructure with high degree of vertical integration
- Our core competencies affordable and high quality healthcare products and services - will play an even more important role in the future



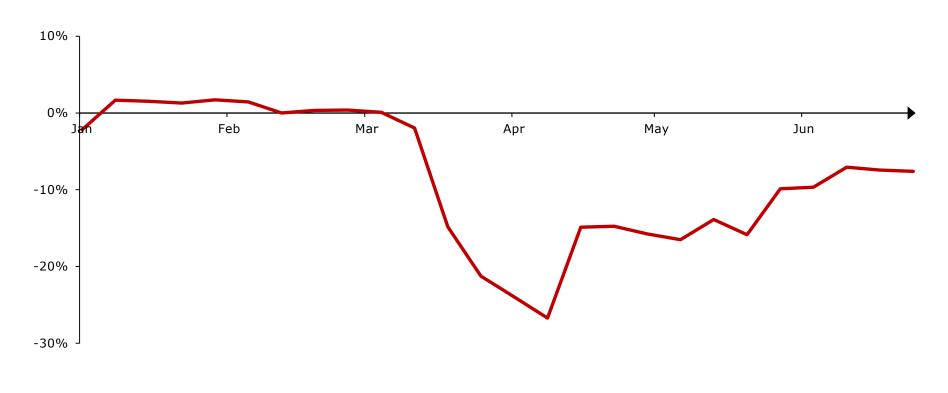
# Fresenius Kabi: Gradual recovery in China, COVID-19 headwinds elsewhere due to few elective treatments





# Helios Germany: Occupancy rate deviation 2020 vs. 2019

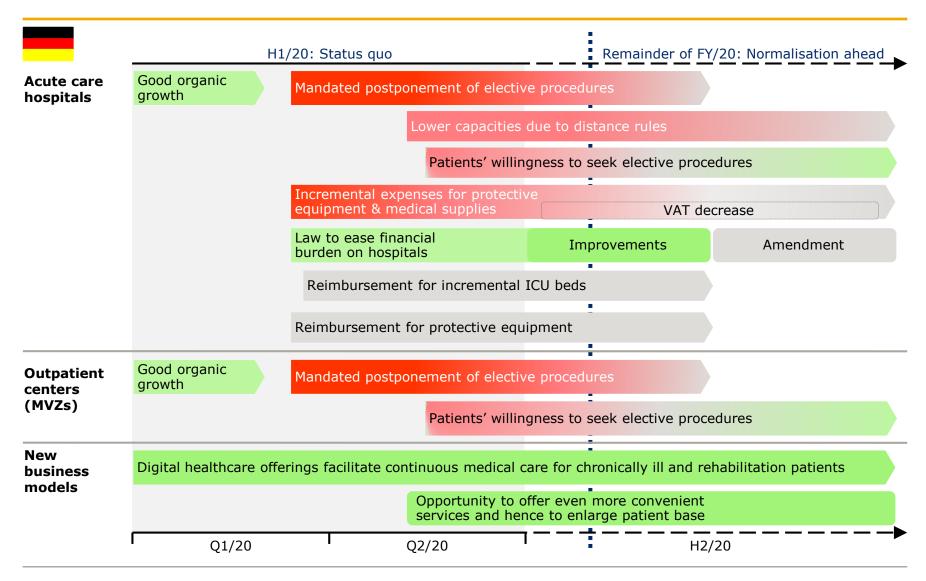




Occupancy rate 2020 vs. Occupancy rate 2019

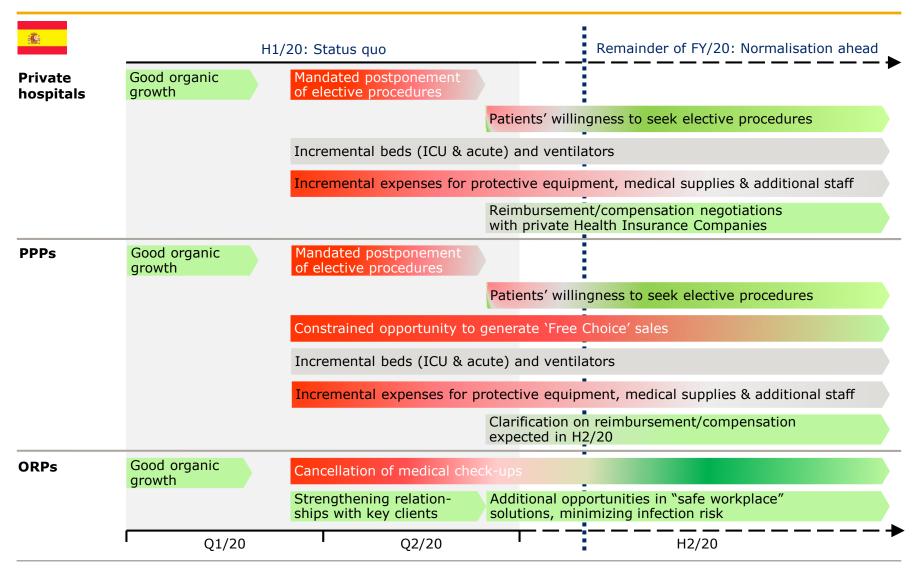


# Helios Germany: Gradual recovery of elective procedures in Q2



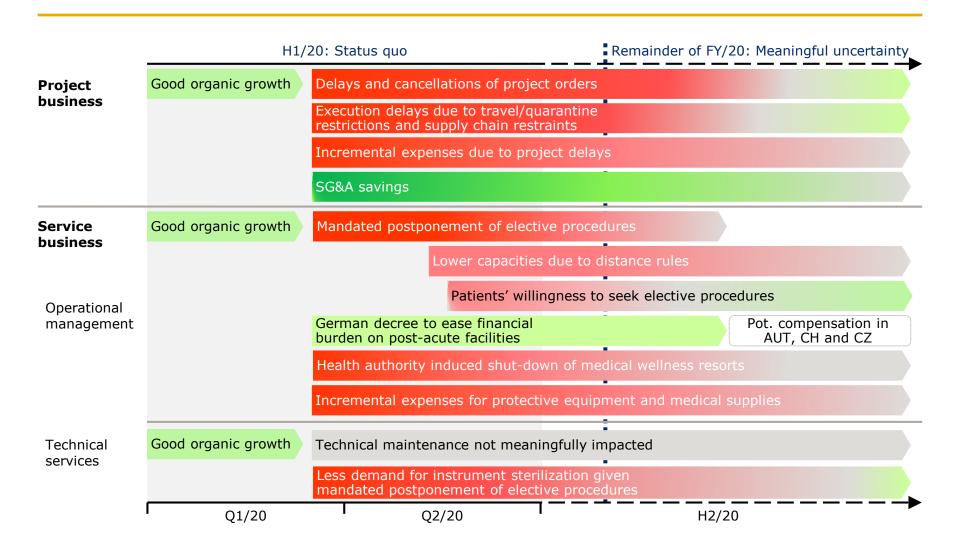


# Helios Spain: Q2 marked by significant COVID-19 headwinds, gradual recovery of elective treatments started only end of Q2





# Fresenius Vamed: Ongoing headwinds in project and service business due to COVID-19





### **Fresenius Group**



"During the COVID-19 pandemic, Fresenius continues to make many important contributions to the provision of high-quality, affordable healthcare. We are standing with our patients around the world – fulfilling our social responsibility."

**Stephan Sturm** 

Chairman of the Management Board



# Financial Review Q2/20



















## Fresenius Group: Q2/20 Profit and Loss Statement

**Sales** 

+2%

Q2/20: €8,920 m

**Income Tax Rate** 

23.5%

Q2/19: 22.8%

**EBIT** 

0%

Q2/20: €1,123 m

**Net Interest** 

-€167 m

Q2/19: -€180 m

**Net Income** 

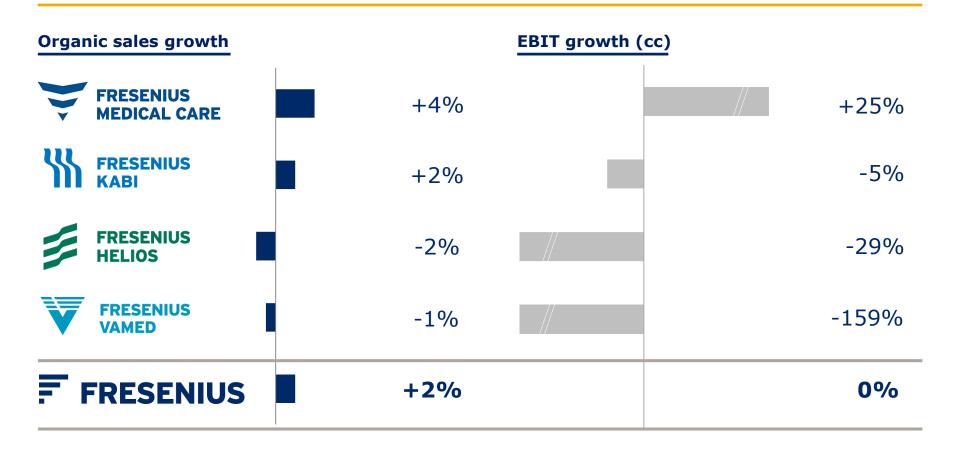
-13%

Q2/20: €410 m

All growth rates in constant currency (cc)
Before special items
Net income attributable to shareholders of Fresenius SE & Co. KGaA



# Fresenius Group: Q2/20 Business Segment Growth



All figures before special items

For a detailed overview of special items please see the reconciliation tables provided on our website https://www.fresenius.com/results-center.



# **Fresenius Group: Cash Flow**

	Operat	ing CF	Capex (net)		Free Cash Flow <sup>1</sup>	
€m	Q2/2020	LTM Margin	Q2/2020	LTM Margin	Q2/2020	LTM Margin
FRESENIUS MEDICAL CARE	2,319	25.2%	-216	-6.2%	2,103	19.0%
FRESENIUS KABI	437	18.3%	-161	-10.7%	276	7.6%
FRESENIUS HELIOS	295	9.2%	-69	-5.0%	226	4.2%
FRESENIUS VAMED	28	1.8%	-23	-3.8%	5	-2.0%
Corporate/Other	3	n.a.	-7	n.a.	-4	n.a.
F FRESENIUS Excl. FMC	763	12.0%	-260	-7.4%	503	4.6%
F FRESENIUS	3,082	18.6%	-476	-6.8%	2,606	11.8%

<sup>&</sup>lt;sup>1</sup> Before acquisitions and dividends



## Fresenius Group: Strong financial position

Well-diversified sales and earnings base

Well-balanced maturity profile

Solid IG Rating

Excellent reputation in financial markets



Commitment to long-standing net debt/EBITDA target of 3.0-3.5x

(incl. IFRS 16)

Consistent Cash Generation

High financial flexibility ensured by broad mix of financing instruments

Proven track record of deleveraging

- Resilience of business model also recognized by rating agencies -IG ratings unchanged, stable outlook
- Funding costs near pre-Covid-19 levels
- Comfortable liquidity cushion of >€5.7 bn
- No further long-term refinancing needs in 2020

# Fresenius Group: FY/20 Financial Outlook by Business Segment (including COVID-19 effects)

€m (except otherwise stated)		FY/19 Base <sup>1</sup>	H1/20 Actual	FY/20e <sup>2</sup>	FY/20 <sup>3</sup> New	
FRESI KABI	FRESENIUS	Sales growth (org)	6,919	3,467	+3% to +6%	+2% to +5%
	RADI	EBIT growth (cc)	1,205	581	-4% to 0%	-6% to -3%
FRESENIUS HELIOS	FRESENIUS	Sales growth (org)	9,234	4,781	+3% to +6%	+1% to +4%
	HELIOS	EBIT growth (cc)	1,025	472	+3% to +7%	broadly stable
	FRESENIUS VAMED	Sales growth (org)	2,206	974	+4% to +7%	~ 10% decline
		EBIT growth (cc)	134	1	+5% to +9%	~ 50% decline

For a detailed overview of special items please see the reconciliation tables provided on our website https://www.fresenius.com/results-center.



<sup>&</sup>lt;sup>1</sup> Before special items and including IFRS 16 effects

<sup>&</sup>lt;sup>2</sup> Before special items

<sup>&</sup>lt;sup>3</sup> Before special items and including estimated COVID-19 effects

# Fresenius Group: FY/20 Financial Guidance (including COVID-19 effects)

€m (except otherwise stated)		FY/19 Base <sup>1</sup>	H1/20 Actual <sup>2</sup>	FY/20e <sup>2</sup>	FY/20e <sup>2,3</sup> New
F FRESENIUS	Sales growth (cc)	35,409	+5%	+4% to +7%	+3% to +6%
	Net income <sup>4</sup> growth (cc)	1,879	-6%	+1% to +5%	-4% to +1%

For a detailed overview of special items please see the reconciliation tables provided on our website <a href="https://www.fresenius.com/results-center">https://www.fresenius.com/results-center</a>.



<sup>&</sup>lt;sup>1</sup> Before special items, including IFRS 16 effects, including NxStage operations

<sup>&</sup>lt;sup>2</sup> Before special items

<sup>&</sup>lt;sup>3</sup> Including estimated COVID-19 effects

<sup>&</sup>lt;sup>4</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

### **Attachments**



















# Fresenius Kabi: Q2 & H1/20 Organic Sales Growth by Regions

€m	Q2/20	Δ YoY organic	H1/20	Δ YoY organic
North America	600	3%	1,269	4%
Europe	566	1%	1,197	5%
Emerging Markets	512	2%	1,001	2%
Total sales	1,678	2%	3,467	4%



# Fresenius Kabi: Q2 & H1/20 Organic Sales Growth by Product Segment

€m	Q2/20	Δ YoY organic	H1/20	Δ YoY organic
IV Drugs	741	5%	1,537	6%
Infusion Therapy	178	-9%	377	-5%
Clinical Nutrition	456	1%	917	2%
Medical Devices/ Transfusion Technology	303	2%	636	7%
Total sales	1,678	2%	3,467	4%



## Fresenius Kabi: Q2 & H1/20 EBIT Growth

€m	Q2/20	Δ YoY cc	H1/20	Δ YoY cc
North America	236	0%	493	1%
Margin	39.3%	-140 bps	38.8%	-120 bps
Europe	80	4%	184	13%
Margin	14.1%	+30 bps	15.4%	+90 bps
Emerging Markets	107	2%	178	-14%
Margin	20.9%	+20 bps	17.8%	-280 bps
Corporate and Corporate R&D	-131	-18%	-274	-12%
<b>Total EBIT</b> Margin	<b>292</b> 17.4%	<b>-5%</b> -90 bps	<b>581</b> 16.8%	<b>-5%</b> -130 bps

All figures before special items

Margin growth at actual rates

For a detailed overview of special items and adjustments please see the reconciliation tables provided on our website <a href="https://www.fresenius.com/results-center">https://www.fresenius.com/results-center</a>.



# Fresenius Helios: Q2 & H1/20 Key Financials

€m	Q2/20	Δ YoY cc	H1/20	Δ YoY cc
Total sales	2,315	<b>-2%</b> <sup>1</sup>	4,781	<b>1%</b> <sup>1</sup>
Thereof Helios Germany	1,571	4%1	3,174	6%1
Thereof Helios Spain	743	-14% <sup>1</sup>	1,606	-7%1
Total EBIT Margin	<b>198</b> 8.6%	<b>-29%</b> -320 bps	<b>472</b> 9.9%	<b>-14%</b> -190 bps
Thereof Helios Germany  Margin	147 9.4%	-5% -80 bps	312 9.8%	3% -30 bps
Thereof Helios Spain Margin	54 7.3%	-58% -800 bps	166 10.3%	-34% -480 bps
Thereof Corporate	-3		-6	

For a detailed overview of special items and adjustments please see the reconciliation tables provided on our website <a href="https://www.fresenius.com/results-center">https://www.fresenius.com/results-center</a>.



Organic growth

# **Fresenius Helios: Key Metrics**

	H1/20	FY/19	Δ
No. of hospitals Germany - Acute care hospitals	86 83	86 83	0% 0%
No. of hospitals Spain (Hospitals)	52	51	2%
No. of beds Germany - Acute care hospitals	28,811 28,284	28,907 28,380	0% 0%
No. of beds Spain (Hospitals)	7,832	7,288	7%
Admissions Germany (acute care)	519,184	1,206,654	
Admissions Spain (including outpatients)	7,009,642	15,396,051	



# Fresenius Vamed: Q2 & H1/20 Key Financials

€m	Q2/20	Δ YoY cc	H1/20	Δ YoY cc
<b>Total sales</b> Thereof organic sales	475	<b>1%</b> -1%	974	<b>7%</b> 5%
Project business	146	18%	288	24%
Service business	329	-4%	686	1%
Total EBIT	-13	-159%	1	-97%
Order intake <sup>1</sup>	50	-57%	174	-65%
Order backlog <sup>1</sup>			2,745	-4%2



Project business only
 Versus December 31, 2019

## Fresenius Group: Q2/20 Key Financials

€m	Q2/20 <sup>1</sup>	special items	Q2/20 reported	Δ YoY cc <sup>1</sup>
Sales	8,920	-	8,920	2%
EBIT	1,123	-	1,123	0%
Net interest	-167	-	-167	7%
Income taxes	-225	1	-224	-4%
Net income <sup>2</sup>	410	1	411	-13%

For a detailed overview of special items and adjustments please see the reconciliation tables provided on our website <a href="https://www.fresenius.com/results-center">https://www.fresenius.com/results-center</a>.



<sup>&</sup>lt;sup>1</sup> Before special items

<sup>&</sup>lt;sup>2</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

### Fresenius Group: Calculation of Noncontrolling Interests

Net income attributable to Fresenius SE & Co. KGaA	875	928
Fresenius Vamed's 23% external ownership (+€2 m)		
Noncontrolling interest holders in Fresenius Kabi (-€17 m), Fresenius Helios (-€2 m), Fresenius Vamed (€0 m) and due to	-17	-35
Noncontrolling interest holders in Fresenius Medical Care	-144	-118
Fresenius Medical Care net income not attributable to Fresenius (H1/20: $\sim$ 68%)	-431	-371
Noncontrolling interests, thereof	-592	-524
Taxes	-440	-435
Earnings before tax and noncontrolling interests	1,907	1,887
€m	H1/20	H1/19

Before special items

For a detailed overview of special items and adjustments please see the reconciliation tables provided on our website <a href="https://www.fresenius.com/results-center">https://www.fresenius.com/results-center</a>.



# **Fresenius Group: Cash Flow**

€m	Q2/20	LTM Margin	Δ ΥοΥ
Operating Cash Flow	3,082	18.6%	156%
Capex (net)	-476	-6.8%	14%
Free Cash Flow	2,606	11.8%	
(before acquisitions and dividends)			
Acquisitions (net)	-79		
Dividends	-153		
Free Cash Flow (after acquisitions and dividends)	2,374	8.7%	



# Estimated COVID-19 effects Q2/H1 2020

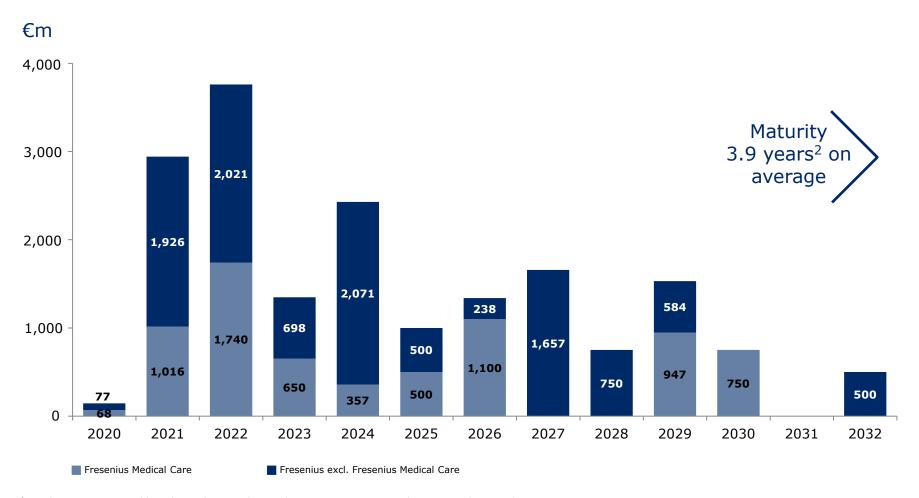
	<b>Growth cc</b> as reported incl. COVID-19		Estim COVID-19	
€m	Q2/20 <sup>1</sup>	H1/20 <sup>1</sup>	Q2/20 <sup>1</sup>	H1/20 <sup>1</sup>
Sales	+2%	+5%	-4% to -5%	-2% to -3%
Net income <sup>2</sup>	-13%	-6%	-13% to -17%	-9% to -13%



<sup>&</sup>lt;sup>1</sup> Before special items

<sup>&</sup>lt;sup>2</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

# Fresenius Group: Major Long Term Debt Maturities<sup>1,2</sup> All major remaining 2020 maturities already refinanced



<sup>&</sup>lt;sup>1</sup> As of June 30, 2020 and based on utilization of major financing instruments, excl. Commercial Paper of €1,267m



<sup>&</sup>lt;sup>2</sup> Pro Forma repayment of FSE €500m bonds on July 15, 2020 and early repayment of FMC \$500m bonds on July 17, 2020, originally maturing on Oct. 15, 2020

#### **Financial Calendar / Contact**

#### **Financial Calendar**

29 October 2020 Results Q3/20

Please note that these dates could be subject to change.

#### **Contact**

Investor Relations & Sustainability

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