

# APPLYING

*We count on our employees and their abilities.  
To improve our patients' quality of life.  
Our extensive expertise is the prerequisite for  
our long-term business success.*

# KNOWLEDGE

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

**Decades of experience, innovative research, the global leader in dialysis services and products – that is Fresenius Medical Care.**

**Patients with kidney disease can now look ahead with much more confidence thanks to our innovative technologies and treatment concepts. We give them a future, one that offers them the best possible quality of life. The increasing demand for modern dialysis methods forms the basis for us, as a leading provider in this area, to grow sustainably. Together with our employees, we focus on pursuing strategies that will enable us to continue our technological leadership. As a vertically integrated company, we offer products and services for the entire dialysis value chain.**

**The highest medical standards are our benchmark. This is our commitment to our patients, our partners in the health care system and our investors, who trust in the reliable performance and the future of Fresenius Medical Care.**



*“We keep on applying  
our knowledge and  
experience to help patients  
all over the world.”*

**RICE POWELL**

CEO and Chairman of the Management Board





**37**

production sites  
worldwide

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**109,319**

employees as of  
December 31, 2016

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**17,911**

\$M revenue  
in 2016



**Dialysis is a vital blood cleansing procedure that substitutes the function of the kidney in case of kidney failure.**

**As a vertically integrated company, Fresenius Medical Care offers products and services along the entire dialysis value chain from a single source.**

**Along with our core business, we will focus on expanding our range of additional medical services.**

# 0.7

Every 0.7 seconds,  
we treat a patient with dialysis.  
We performed 46.53 M  
dialysis treatments in 2016.

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# 3,624

We treat 308,471 patients  
in 3,624 dialysis centers  
in more than 45 countries.

# ~ 3.0 M

patients worldwide  
regularly receive  
a dialysis treatment.

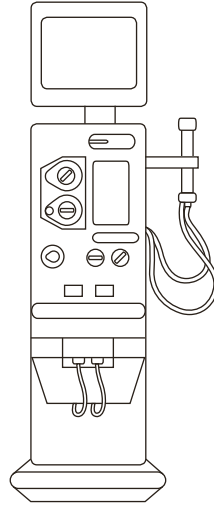
# ~ 140 M

dialyzers were  
produced in 2016.



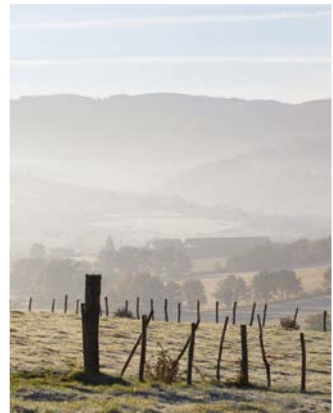
# 2.

One in two dialysis machines  
worldwide is made by  
Fresenius Medical Care.



**Fresenius Medical Care provides more people than ever with access to life-saving dialysis therapies. We will keep on working to expand our core business with dialysis products and the treatment of dialysis patients. Along with strong growth in our core business, we aim to expand our range of additional medical services, the so-called Care Coordination business.**

**The quality of our products and services makes us a reliable partner for patients, health care systems and investors.**

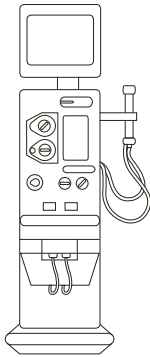




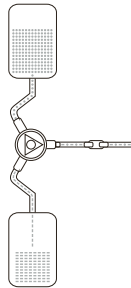
# OUR PORTFOLIO

## Dialysis Products

HEMODIALYSIS (HD)



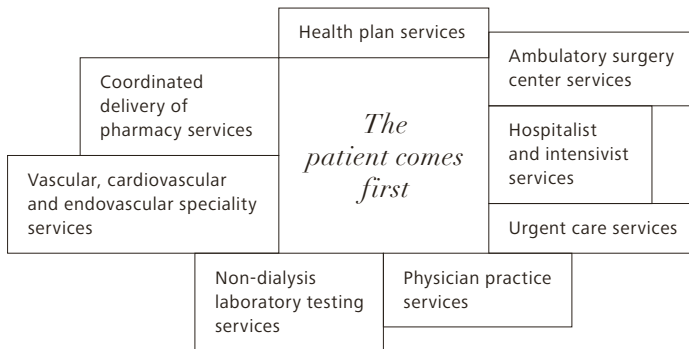
PERITONEAL DIALYSIS (PD)



## Dialysis Services

*Fresenius Medical Care is the leading provider of dialysis services treating 308,471 patients in 2016.*

## Care Coordination



**REVENUE  
IN \$ M**

2016

**17,911**

2015

**16,738**

CHANGE OF +7%

**OPERATING INCOME (EBIT)  
IN \$ M**

2016

**2,638**

2015

**2,327**

CHANGE OF +13%

**NET INCOME<sup>1</sup>  
IN \$ M**

2016

**1,243**

2015

**1,029**

CHANGE OF +21%

**BASIC EARNINGS PER SHARE  
IN \$**

2016

**4.07**

2015

**3.38**

CHANGE OF +20%

**SELECTED KEY FIGURES  
IN \$ M**

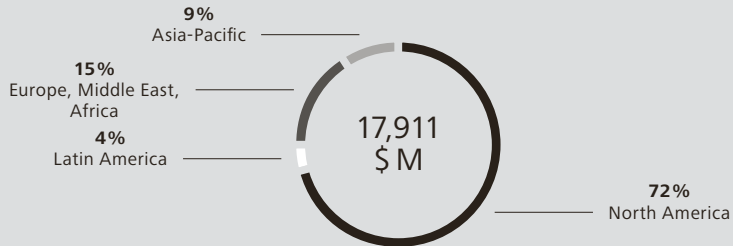
	2016	2015
Earnings before interest, taxes, depreciation and amortization (EBITDA)	3,413	3,044
Net cash provided by (used in) operating activities	2,140	1,960
Free cash flow <sup>2</sup>	1,128	1,025
Capital expenditures, net	1,012	935
Acquisitions and investments, net	367	66
Operating income margin <i>in %</i>	14.7	13.9
Return on invested capital (ROIC) <i>in %</i>	7.8	7.0
Equity ratio (equity/total assets) <sup>3</sup> <i>in %</i>	42.5	41.4

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

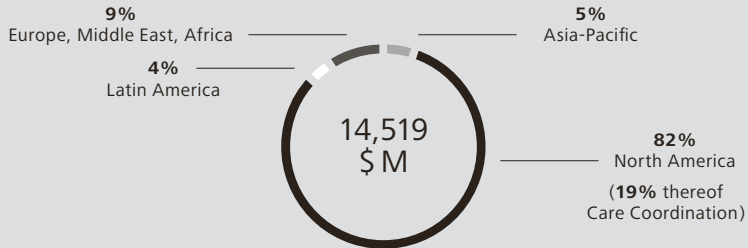
<sup>2</sup> Net cash provided by (used in) operating activities after capital expenditures, before acquisitions and investments.

<sup>3</sup> As of December 31 of the respective year. 2015: In accordance with ASU 2015-17 (Income Taxes (Topic 740): Balance Sheet Classification of Deferred Taxes) as of December 31, 2015 deferred taxes previously recorded in current assets and liabilities have been reclassified to noncurrent assets and liabilities in the amount of \$216 M and \$36 M, respectively. As a result of deferred tax netting, noncurrent assets and liabilities were then adjusted in the amount of \$168 M.

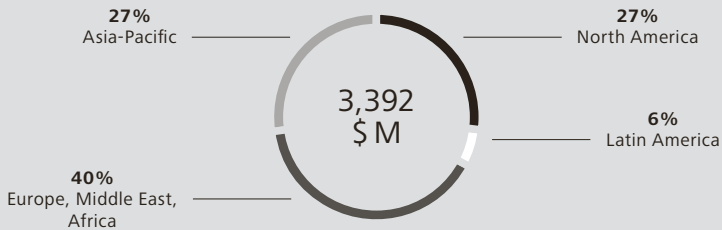
REVENUE 2016



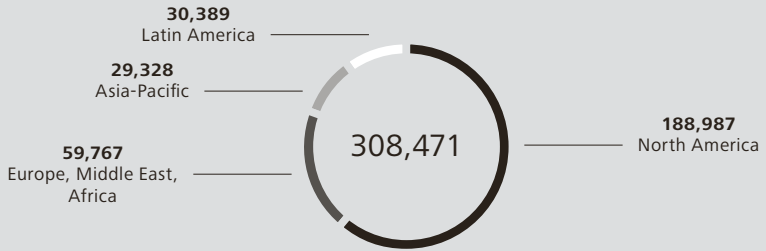
THEREOF HEALTH CARE SERVICES



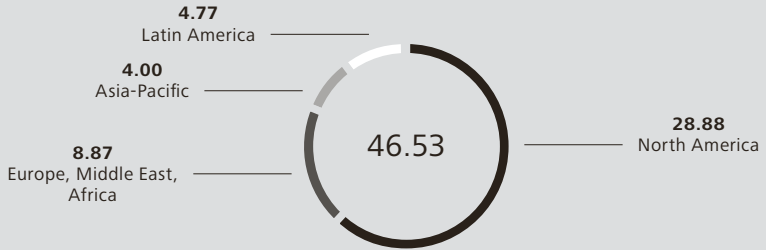
THEREOF DIALYSIS PRODUCTS



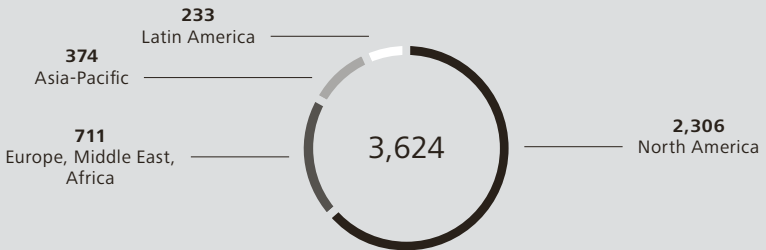
**PATIENTS**



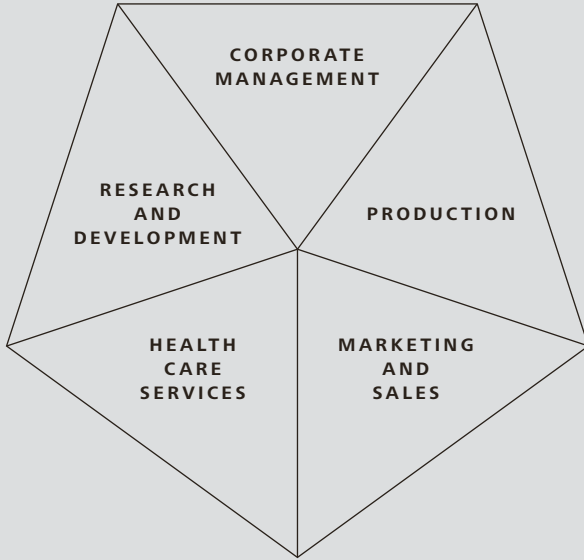
**TREATMENTS  
IN M**



**DIALYSIS CLINICS**



**CREATING A FUTURE WORTH LIVING.  
BE A PART OF IT.**

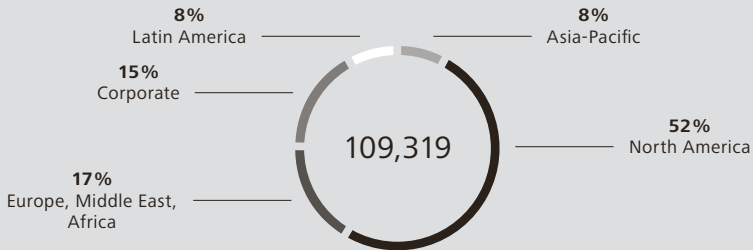


**WE AIM:  
TO OFFER OUR PATIENTS THE BEST AND SAFEST DIALYSIS  
PRODUCTS AND HEALTH CARE SERVICES**

*<http://career.freseniusmedicalcare.com>*

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## **EMPLOYEES BY REGION**



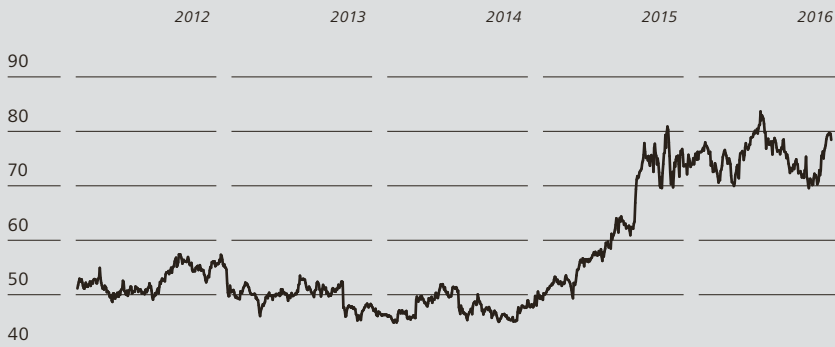
## DIVIDEND PER SHARE IN €

2016	0.96 <sup>1</sup>
2015	0.80
2014	0,78
2013	0.77
2012	0.75

↗ +20%

<sup>1</sup> Proposal to be approved by the Annual General Meeting on May 11, 2017.

## SHARE PRICE PERFORMANCE – 5 YEARS IN €



## BASIC SHARE DATA

### Ticker symbols

Frankfurt Stock Exchange/Prime Standard	FME
New York Stock Exchange (NYSE)	FMS
Reuters: XETRA/ADR NYSE	FMEG.DE/FMS.N
Bloomberg: XETRA/ADR NYSE	FME GY/FMS US

### Security identification codes

WKN	578580
ISIN	DE0005785802
CUSIP No. (NYSE)	358029106

## FINANCIAL CALENDAR

# May 3, 17

Report on the  
first quarter 2017

# May 11, 17

Annual General Meeting  
Frankfurt am Main, Germany

# May 16, 17

Payment of dividend  
subject to the approval  
of the Annual General Meeting

# Aug 1, 17

Report on the  
second quarter 2017

# Nov 2, 17

Report on the  
third quarter 2017

Subject to change.

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