

Conference Call – Q2/20 Results



Bad Homburg, 30 July 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).

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

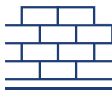
Financial impact



**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

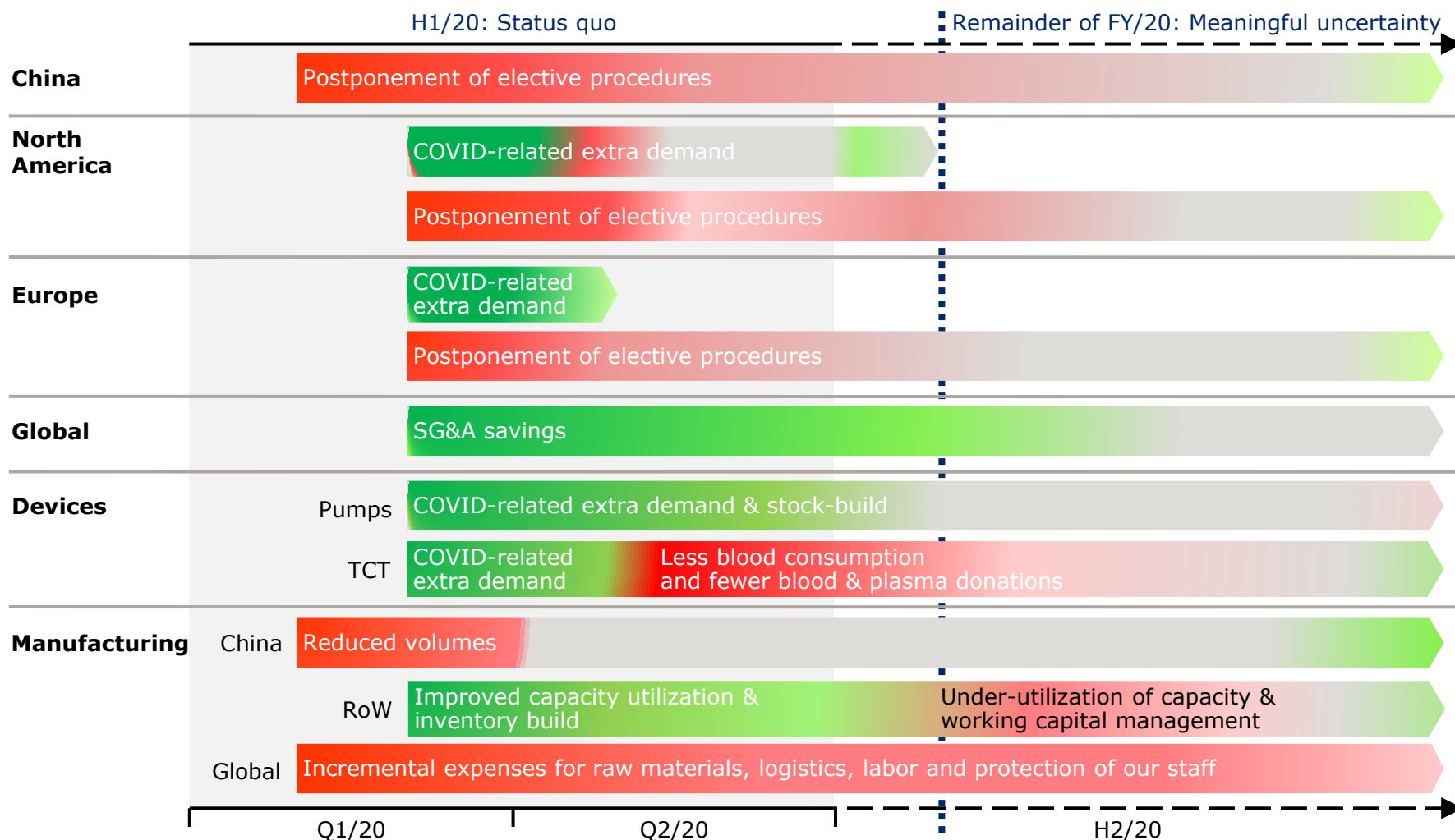
Resilience



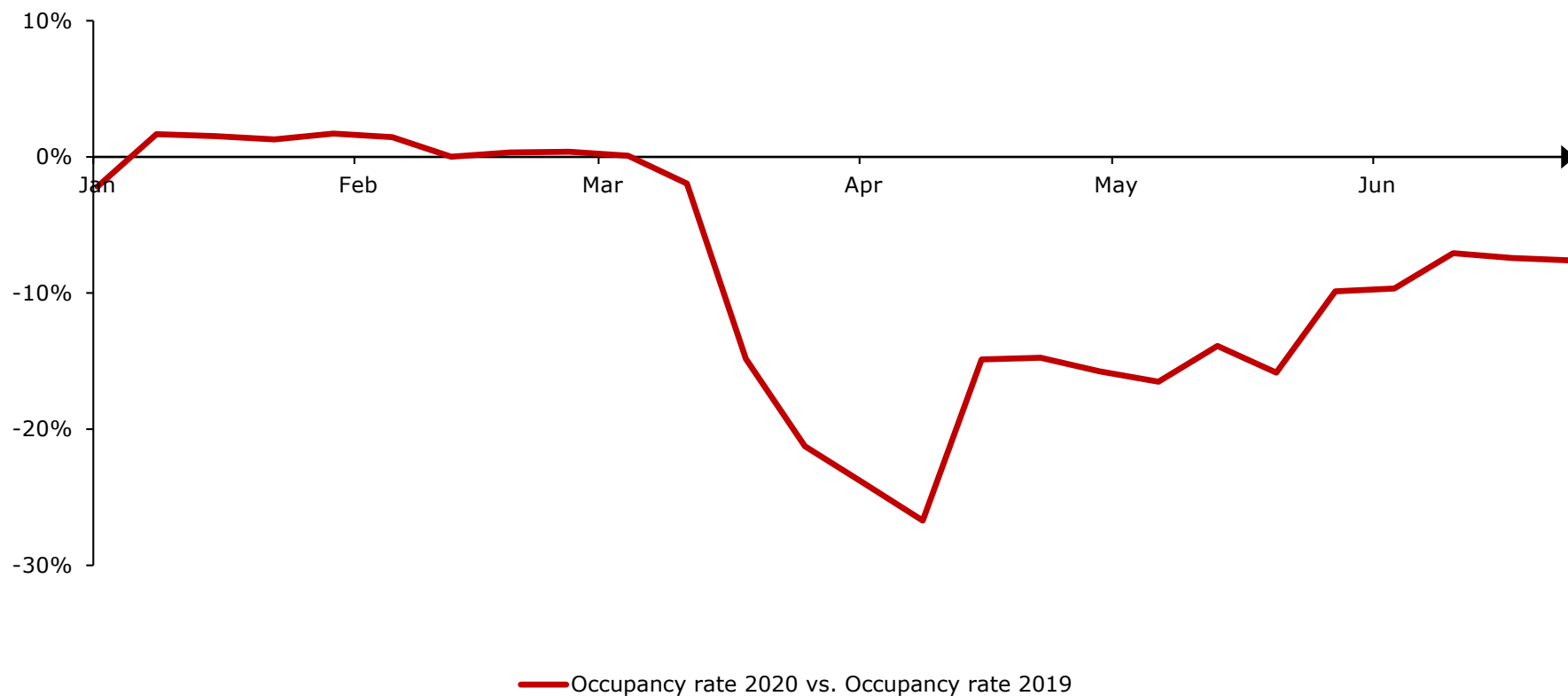
**Even stronger following
this crisis**

- 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

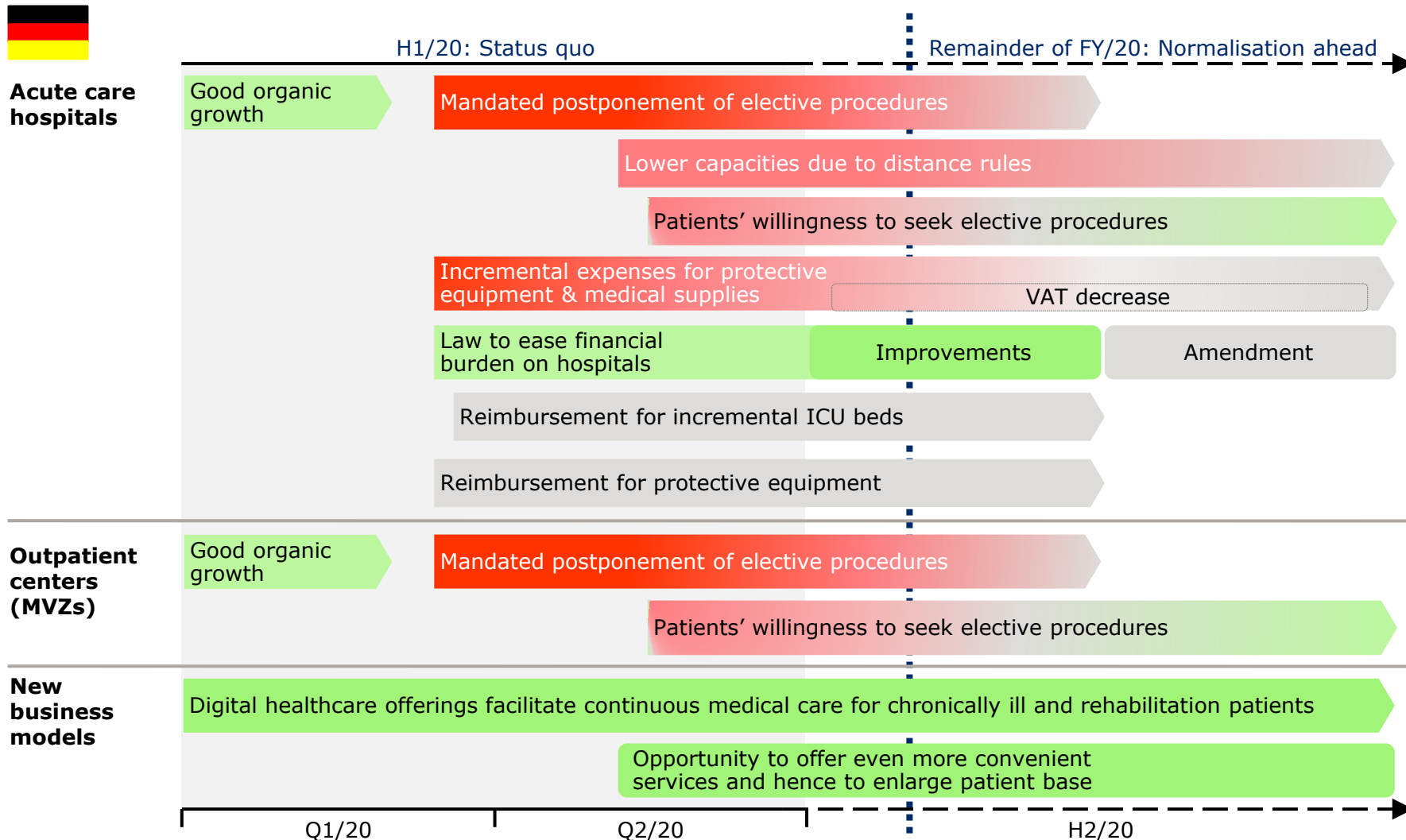
Fresenius Kabi: Gradual recovery in China, COVID-19 headwinds elsewhere due to few elective treatments



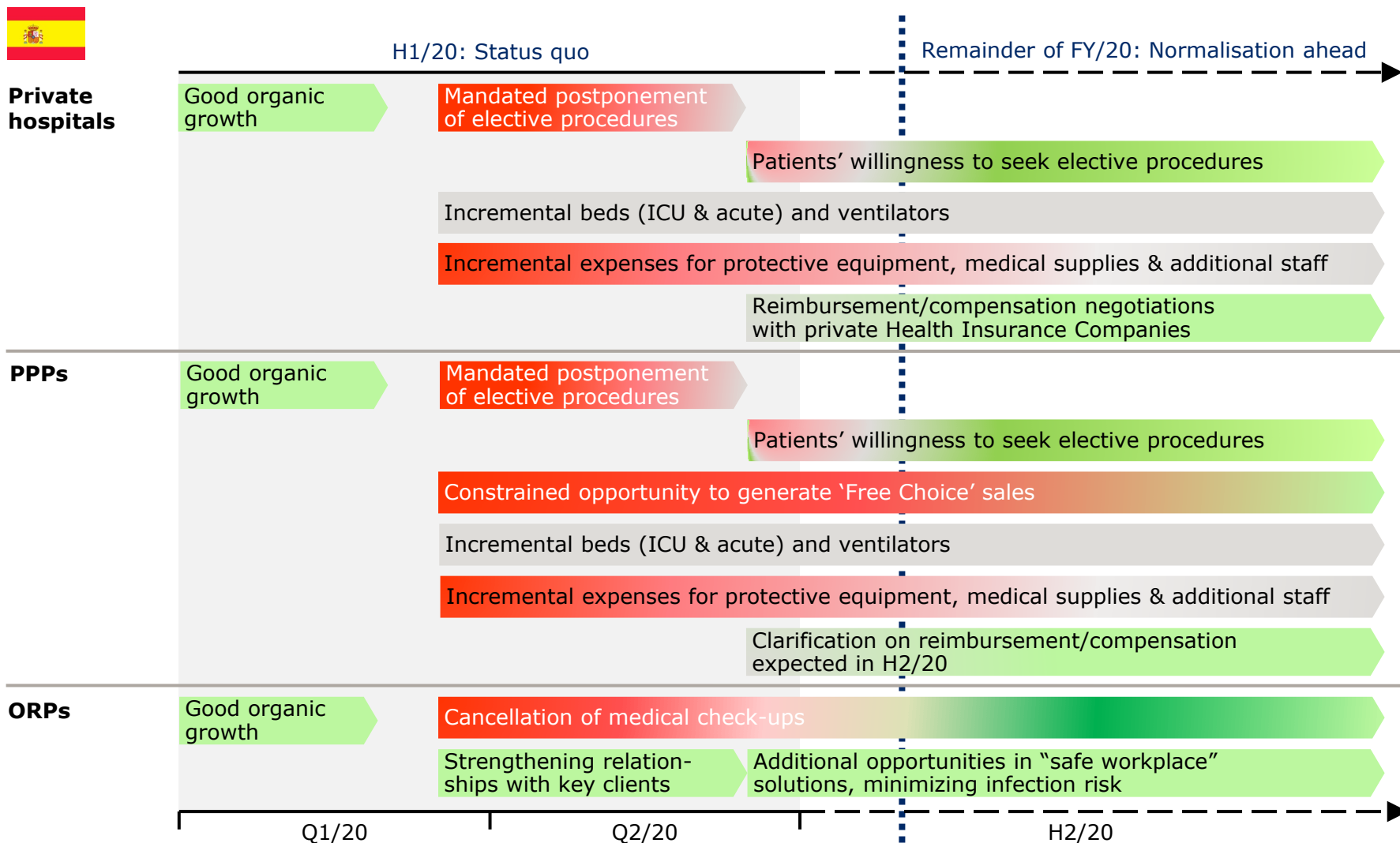
Helios Germany: Occupancy rate deviation 2020 vs. 2019



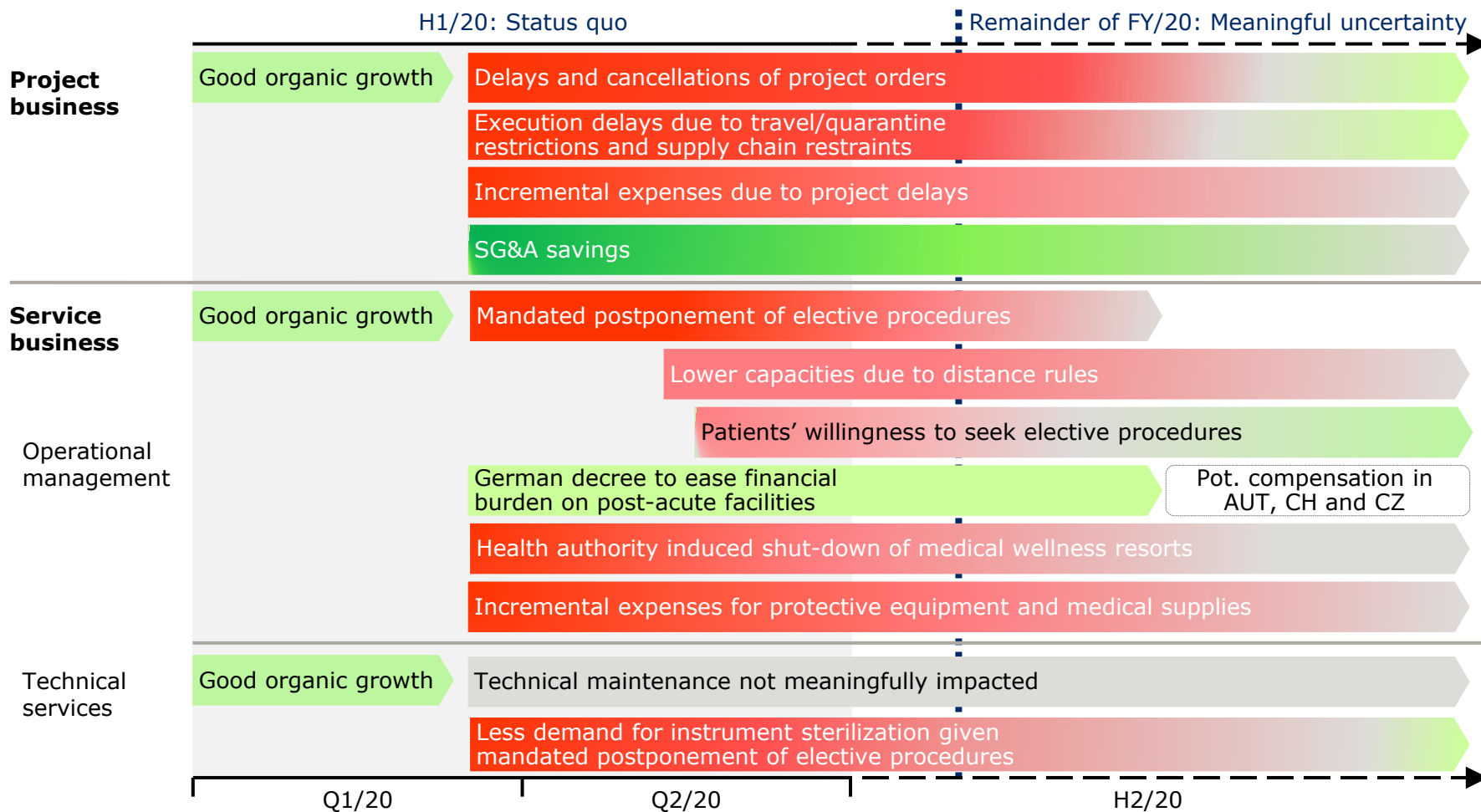
Helios Germany: Gradual recovery of elective procedures in Q2



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





“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

EBIT

0%

Q2/20: €1,123 m

Net Income

-13%

Q2/20: €410 m

Income Tax Rate

23.5%

Q2/19: 22.8%

Net Interest

-€167 m

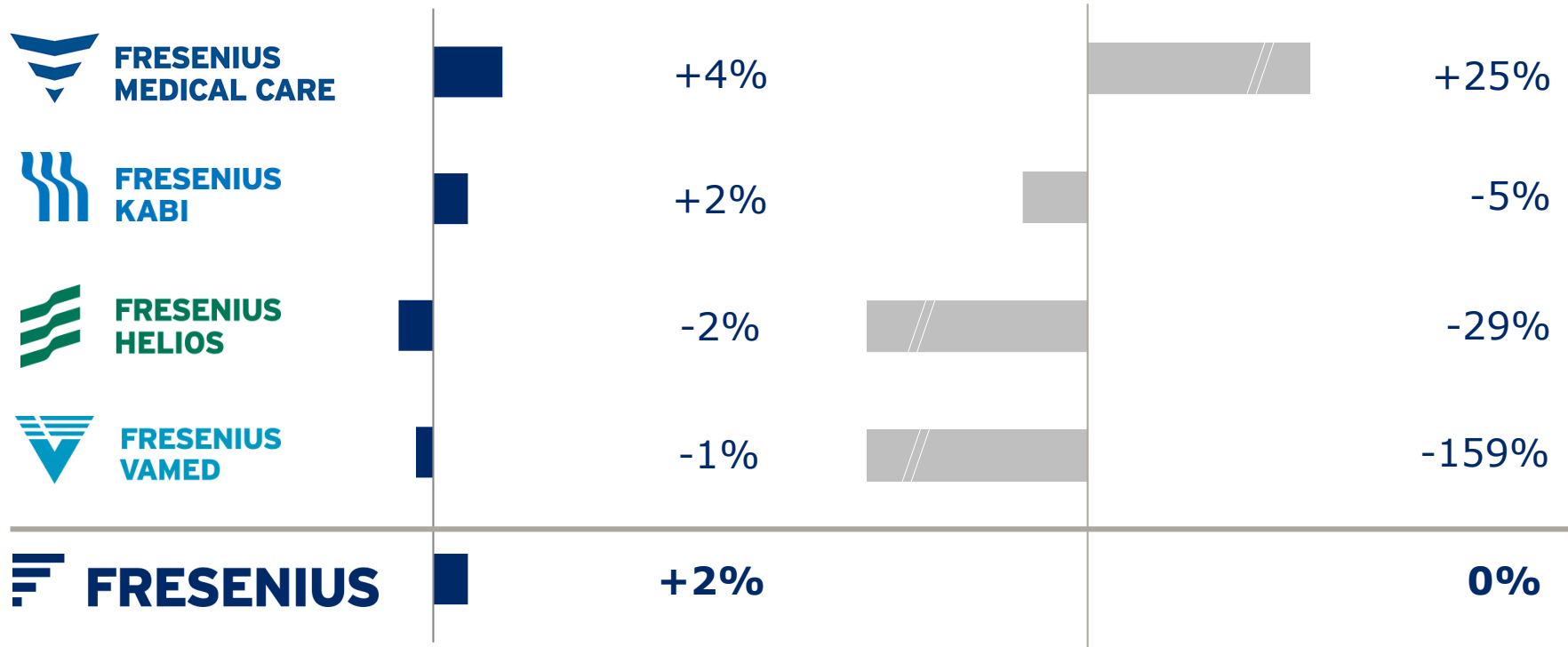
Q2/19: -€180 m

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

Organic sales growth

EBIT growth (cc)



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

€m	Operating CF		Capex (net)		Free Cash Flow ¹	
	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.
 FRESENIUS Excl. FMC	763	12.0%	-260	-7.4%	503	4.6%
 FRESENIUS	3,082	18.6%	-476	-6.8%	2,606	11.8%

¹ Before acquisitions and dividends

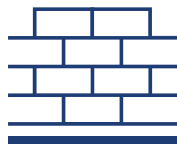
Fresenius Group: Strong financial position

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 ¹	H1/20 Actual	FY/20e ²	FY/20 ³ New
	Sales growth (org)	6,919	3,467	+3% to +6%	+2% to +5%
	EBIT growth (cc)	1,205	581	-4% to 0%	-6% to -3%
	Sales growth (org)	9,234	4,781	+3% to +6%	+1% to +4%
	EBIT growth (cc)	1,025	472	+3% to +7%	broadly stable
	Sales growth (org)	2,206	974	+4% to +7%	~ 10% decline
	EBIT growth (cc)	134	1	+5% to +9%	~ 50% decline

¹ Before special items and including IFRS 16 effects

² Before special items

³ Before special items and including estimated COVID-19 effects

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

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

€m (except otherwise stated)		FY/19 Base ¹	H1/20 Actual ²	FY/20e ²	FY/20e ^{2,3} New
 FRESENIUS	Sales growth (cc)	35,409	+5%	+4% to +7%	+3% to +6%
	Net income⁴ growth (cc)	1,879	-6%	+1% to +5%	-4% to +1%

¹ Before special items, including IFRS 16 effects, including NxStage operations

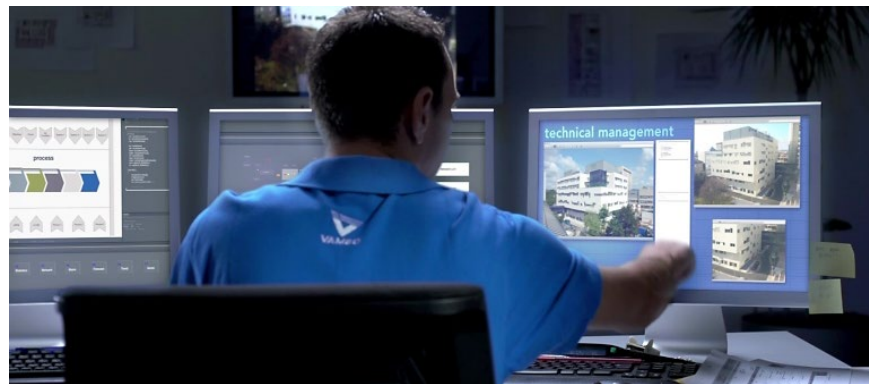
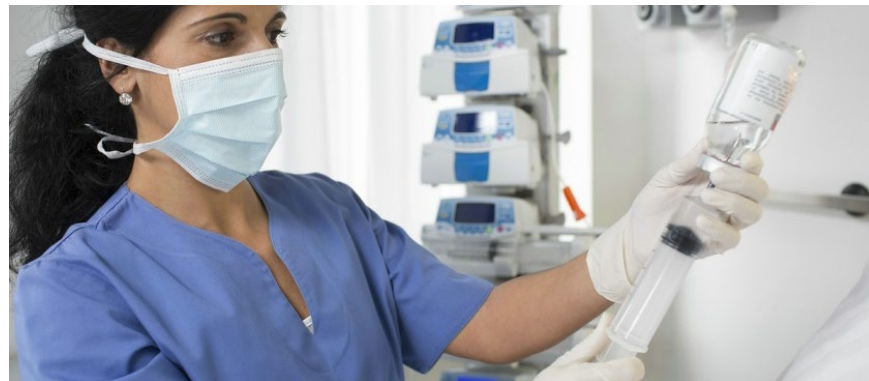
² Before special items

³ Including estimated COVID-19 effects

⁴ Net income attributable to shareholders of Fresenius SE & Co. KGaA

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

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 Margin	236 39.3%	0% -140 bps	493 38.8%	1% -120 bps
Europe Margin	80 14.1%	4% +30 bps	184 15.4%	13% +90 bps
Emerging Markets Margin	107 20.9%	2% +20 bps	178 17.8%	-14% -280 bps
Corporate and Corporate R&D	-131	-18%	-274	-12%
Total EBIT Margin	292 17.4%	-5% -90 bps	581 16.8%	-5% -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 <https://www.fresenius.com/results-center>.

Fresenius Helios: Q2 & H1/20 Key Financials

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

¹ Organic growth

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

Fresenius Helios: Key Metrics

	H1/20	FY/19	Δ
No. of hospitals Germany	86	86	0%
- Acute care hospitals	83	83	0%
No. of hospitals Spain (Hospitals)	52	51	2%
No. of beds Germany	28,811	28,907	0%
- Acute care hospitals	28,284	28,380	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
Total sales	475	1%	974	7%
Thereof organic sales		-1%		5%
Project business	146	18%	288	24%
Service business	329	-4%	686	1%
Total EBIT	-13	-159%	1	-97%
Order intake ¹	50	-57%	174	-65%
Order backlog ¹			2,745	-4% ²

¹ Project business only

² Versus December 31, 2019

Fresenius Group: Q2/20 Key Financials

€m	Q2/20 ¹	special items	Q2/20 reported	Δ YoY cc ¹
Sales	8,920	-	8,920	2%
EBIT	1,123	-	1,123	0%
Net interest	-167	-	-167	7%
Income taxes	-225	1	-224	-4%
Net income²	410	1	411	-13%

¹ Before special items

² Net income attributable to shareholders of Fresenius SE & Co. KGaA

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

Fresenius Group: Calculation of Noncontrolling Interests

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

Before special items

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

Fresenius Group: Cash Flow

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

Estimated COVID-19 effects Q2/H1 2020

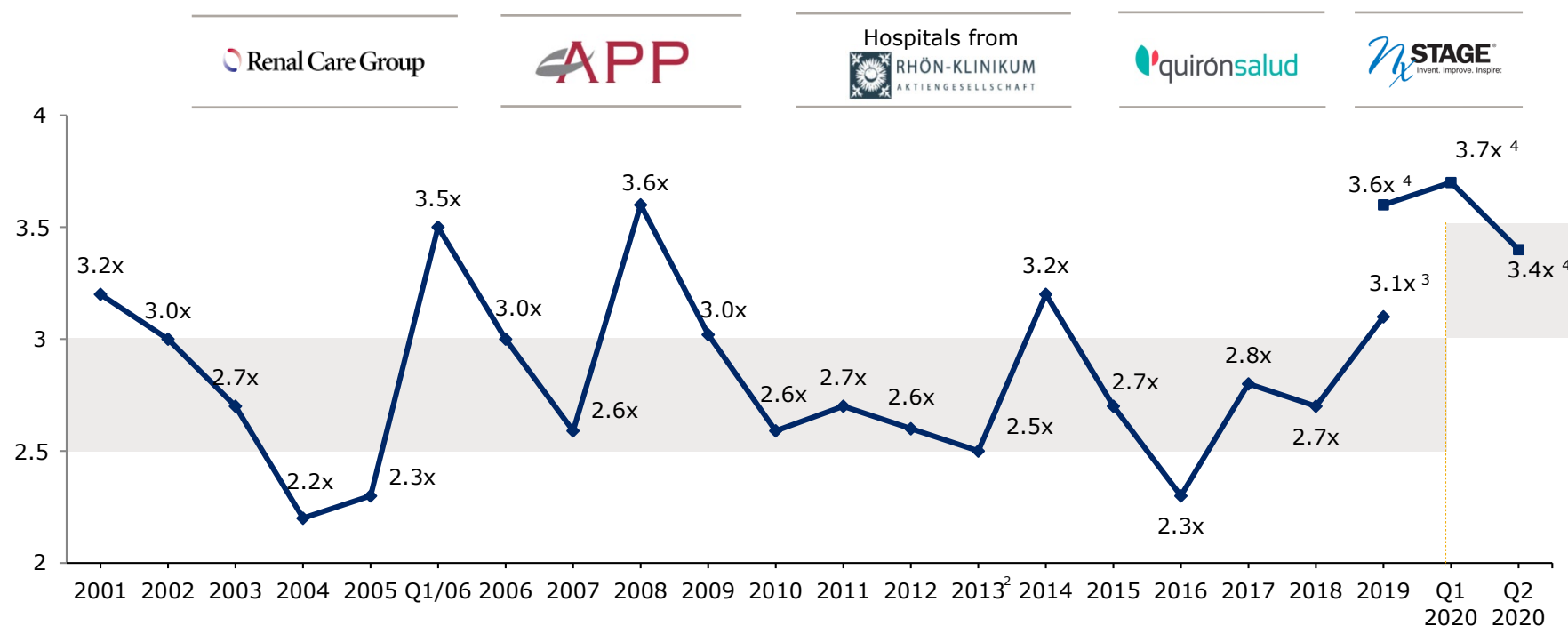
€m	Growth cc as reported incl. COVID-19		Estimated COVID-19 impact cc	
	Q2/20 ¹	H1/20 ¹	Q2/20 ¹	H1/20 ¹
Sales	+2%	+5%	-4% to -5%	-2% to -3%
Net income ²	-13%	-6%	-13% to -17%	-9% to -13%

¹ Before special items

² Net income attributable to shareholders of Fresenius SE & Co. KGaA

Fresenius Group: Proven Track Record of Deleveraging

Net Debt/EBITDA¹



¹ 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

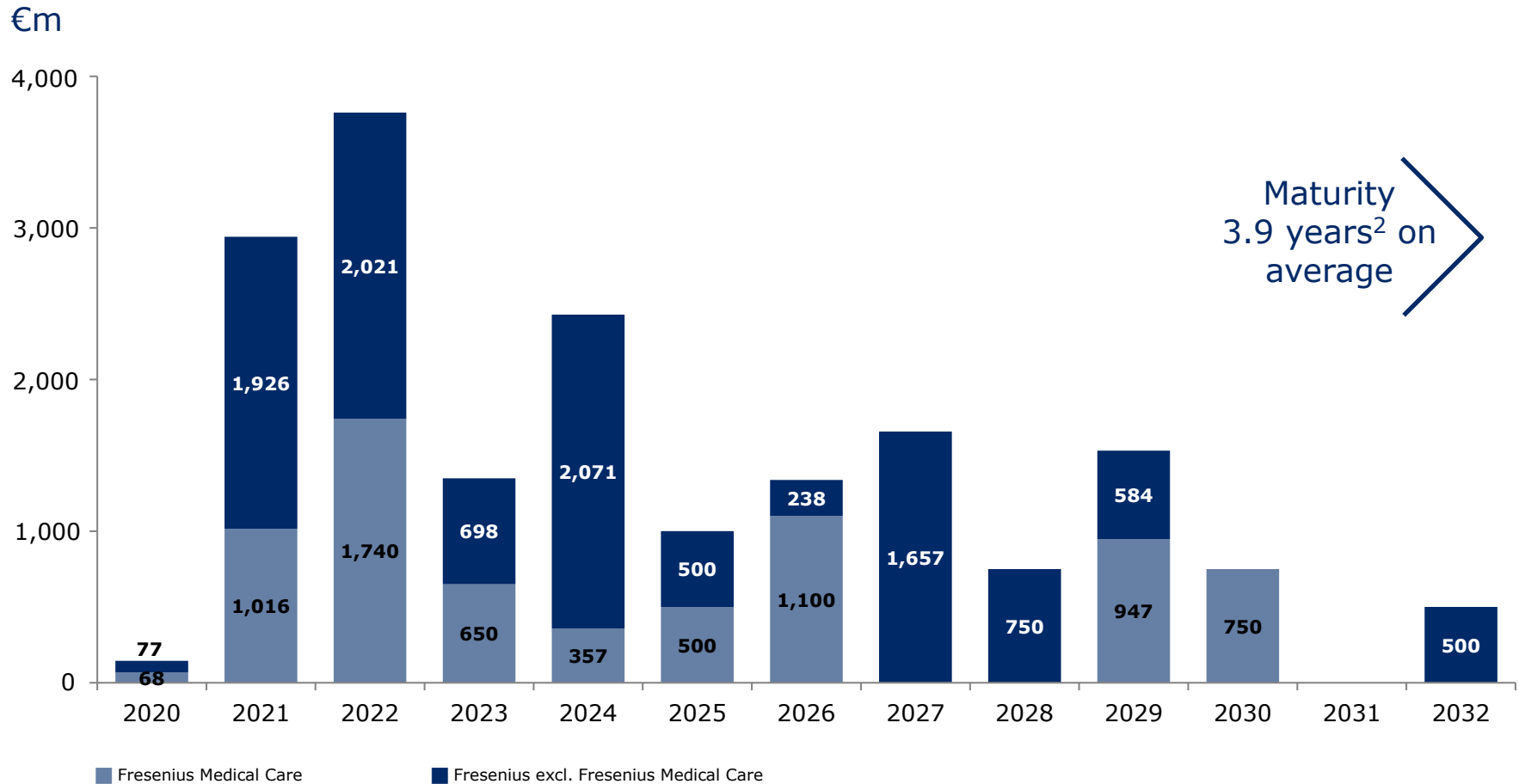
² Pro forma excluding advances made for the acquisition of hospitals from Rhön-Klinikum AG

³ 2001-2019 excluding IFRS 16

⁴ Including IFRS 16

Fresenius Group: Major Long Term Debt Maturities^{1,2}

All major remaining 2020 maturities already refinanced



¹ As of June 30, 2020 and based on utilization of major financing instruments, excl. Commercial Paper of €1,267m

² 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

28 August 2020	Annual General Meeting (virtual event)
29 October 2020	Results Q3/20

Please note that these dates could be subject to change.

Contact

Investor Relations & Sustainability

Fresenius SE & Co. KGaA

phone: +49 6172 608-2485

e-mail: ir-fre@fresenius.com

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

Follow us on Twitter www.twitter.com/fresenius_ir

and LinkedIn: www.linkedin.com/company/fresenius-investor-relations