

Fresenius Medical Care AG

COMPLETE OVERVIEW OF THE THIRD QUARTER AND FIRST NINE MONTHS 2024

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Investor Relations

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Disclaimer

This release contains forward-looking statements that are subject to various risks and uncertainties. Actual results could differ materially from those described in these forward-looking statements due to various factors, including, but not limited to, changes in business, economic and competitive conditions, legal changes, regulatory approvals, impacts related to COVID-19, results of clinical studies, foreign exchange rate fluctuations, uncertainties in litigation or investigative proceedings, and the availability of financing. These and other risks and uncertainties are detailed in Fresenius Medical Care AG's reports filed with the U.S. Securities and Exchange Commission. Fresenius Medical Care AG does not undertake any responsibility to update the forward-looking statements in this release.

Rounding adjustments applied to individual numbers and percentages may result in these figures differing immaterially from their absolute values. Furthermore, totals and subtotals in tables may differ slightly from unrounded figures due to rounding in accordance with commercial rounding conventions.



Statement of earnings

in € million, except share data, unaudited

Three months ended September 30,

Nine months ended September 30,

	2024	2023	Change	Change at cc	2024	2023	Change	Change at cc
Total revenue	4,760	4,936	-3.6%	-2.4%	14,251	14,466	-1.5%	-0.6%
Total revenue (outlook base) ¹	4,820	4,855		-0.7%	14,385	14,215		1.2%
Costs of revenue	3,614	3,707	-2.5%	-1.3%	10,765	10,890	-1.2%	-0.2%
Selling, general and administrative expense	756	794	-4.7%	-3.7%	2,303	2,351	-2.0%	-1.4%
Research and development expense	40	53	-24.5%	-24.2%	133	166	-19.6%	-19.5%
Income from equity method investees	(41)	(23)	82.2%	82.2%	(103)	(98)	4.4%	4.4%
Other operating income	(191)	(65)	195.7%	197.5%	(532)	(258)	106.5%	106.8%
Other operating expense	119	146	-17.7%	-13.2%	552	473	16.6%	18.4%
Operating income	463	324	42.7%	42.8%	1,133	942	20.4%	21.3%
Operating income (outlook base) ¹	474	430		10.3%	1,323	1,167		13.3%
Interest income	(17)	(25)	-32.6%	-29.2%	(50)	(61)	-17.9%	-14.9%
Interest expense	99	114	-13.0%	-12.1%	306	313	-2.3%	-1.4%
Interest expense, net	82	89	-7.4%	-7.2%	256	252	1.5%	1.9%
Income before income taxes	381	235	61.6%	61.7%	877	690	27.2%	28.4%
Income tax expense	117	88	31.8%	29.0%	255	214	19.1%	20.4%
Net income	264	147	79.5%	81.3%	622	476	30.9%	32.0%
Net income attributable to noncontrolling interests	51	63	-18.7%	-17.6%	151	165	-7.9%	-7.4%
Net income attributable to shareholders of FME AG	213	84	152.5%	154.9%	471	311	51.4%	52.8%
Net income attributable to shareholders of FME AG (outlook								
base) ¹	242	168		43.8%	646	490		31.8%
Weighted average number of shares	293,413,449	293,413,449			293,413,449	293,413,449		
Basic earnings per share	€0.73	€0.29	152.5%	154.9%	€1.61	€1.06	51.4%	52.8%
Basic earnings per ADS	€0.36	€0.14	152.5%	154.9%	€0.80	€0.53	51.4%	52.8%
Operating income	463	324	42.7%	42.8%	1,133	942	20.4%	21.3%
Depreciation, amortization and impairment loss	365	454	-19.4%	-18.0%	1,266	1,326	-4.6%	-3.6%
EBITDA	828	778	6.5%	7.3%	2,399	2,268	5.8%	6.8%
In percent of revenue								
In percent of revenue Operating income margin	9.7%	6.6%			8.0%	6.5%		
Operating income margin (outlook base) 1	9.8%	8.9%			9.2%	8.2%		
EBITDA margin	17.4%	15.8%			16.8%	15.7%		

¹ Outlook base as referred to the 2024 outlook, presented at constant currency, excluding special items, business impacts from closed divestitures in 2023 and the Tricare settlement in Q4 2023. For a reconciliation, please refer to the table on page 8.



Segment information

unaudited	Three mo	onths ended Se	ptember 30,		Nine mo	onths ended Sep	otember 30,	
	2024	2023	Change	Change at cc	2024	2023	Change	Change at cc
Total								
Revenue in € million	4,760	4,936	-3.6%	-2.4%	14,251	14,466	-1.5%	-0.6%
Revenue in € million (outlook base) 1	4,820	4,855		-0.7%	14,385	14,215		1.2%
Operating income in € million	463	324	42.7%	42.8%	1,133	942	20.4%	21.3%
Operating income in € million								
(outlook base) 1	474	430		10.3%	1,323	1,167		13.3%
Operating income margin	9.7%	6.6%			8.0%	6.5%		
Operating income margin (outlook base) ¹	9.8%	8.9%			9.2%	8.2%		
Days sales outstanding (DSO) ²					65	69		
Employees (headcount)					113,079	123,106		
Limployees (neadcount)					113,079	123,100		
Care Delivery segment								
Revenue in € million	3,770	3,974	-5.1%	-4.2%	11,330	11,602	-2.3%	-1.7%
Revenue in € million (outlook base) ¹	3,806	3,892		-2.2%	11,408	11,347		0.5%
Operating income in € million	419	332	26.3%	26.6%	937	1,001	-6.4%	-5.9%
Operating income in € million								
(outlook base) 1	427	408		4.6%	1,153	1,095		5.3%
Operating income margin	11.1%	8.4%			8.3%	8.6%		
Operating income margin (outlook base) ¹	11.2%	10.5%			10.1%	9.7%		
Days sales outstanding (DSO) ²					57	60		
Care Enablement segment								
Revenue in € million	1,359	1,330	2.2%	4.2%	4,020	3,965	1.4%	2.9%
Revenue in € million (outlook base) 1	1,386	1,330		4.2%	4,081	3,954		3.2%
Operating income in € million	61	(1)	n.a.	n.a.	196	(24)	n.a.	n.a.
Operating income in € million		()				,		
(outlook base) 1	78	20		284.2%	224	103		118.9%
Operating income margin	4.5%	-0.1%			4.9%	-0.6%		
Operating income margin (outlook base) ¹	5.6%	1.5%			5.5%	2.6%		
Days sales outstanding (DSO) ²					94	99		
Inter-segment eliminations ³								
Revenue in € million	(369)	(368)	0.4%	1.3%	(1,099)	(1,101)	-0.3%	0.2%
Revenue in € million (outlook base) 1	(372)	(367)	0.4 70	1.8%	(1,104)	(1,086)	0.5 70	1.7%
Operating income in € million	(372) (4)	(367) 1	n.a.	n.a.	(1,104) (9)	(12)	-26.3%	-36.5%
Operating income in € million	(4)		II.a.	II.a.	(3)	(12)	-20.3-70	-30.3%
(outlook base) 1	(5)	1		n.a.	(16)	(12)		32.9%
Corporate								
Operating income in € million	(13)	(8)	66.6%	84.4%	9	(23)	n.a.	n.a.
Operating income in € million	(13)	(8)	00.0 78	07.7 <i>7</i> 0		(23)	ii.d.	ıı.a.
(outlook base) ¹	(26)	1		n.a.	(38)	(19)		108.6%
()	(20)	-		mai	(30)	(10)		200.070

¹ Outlook base as referred to the 2024 outlook, presented at constant currency, excluding special items, business impacts from closed divestitures in 2023 and the Tricare settlement in Q4 2023. For a reconciliation, please refer to the table on page 8.

cc = constant currency. Changes in revenue, operating income and net income attributable to shareholders of FME AG include the impact of changes in foreign currency exchange rates. We calculate and present these financial measures using both IFRS Accounting Standards and at constant exchange rates to show changes in these metrics and other items without giving effect to period-to-period currency fluctuations. Under IFRS Accounting Standards, amounts received in local (non-euro) currency are translated into euro at the average exchange rate for the period presented. Once we translate the local currency for the constant currency, we then calculate the change, as a percentage, of the current period using the prior period exchange rates versus the prior period. The single quarter results are calculated as the variance between the current year-to-date results less the preceding quarter's year-to-date which makes the single quarter subject to further foreign exchange fluctuation. This resulting percentage is a non-IFRS measure referring to a change as a percentage at constant currency. These currency-adjusted financial measures are identifiable by the designated term "Constant Currency".

² Includes receivables related to assets held for sale.

³ The Company transfers products between segments at fair market value. The associated internal revenues and expenses and all other consolidation of transactions are included within "Intersegment eliminations".



Balance sheet

in € million, except for net leverage ratio, unaudited	September 30,	December 31
	2024	2023
Assets		
Cash and cash equivalents	1,371	1,403
Trade accounts and other receivables from unrelated parties	3,244	3,471
Inventories	2,100	2,179
Other current assets	1,376	1,648
Goodwill and intangible assets	15,535	16,012
Right-of-use assets	3,462	3,67
Other non-current assets	•	
	5,423	5,546
Total assets	32,511	33,930
Liabilities and equity		
Accounts payable to unrelated parties	772	762
Other current liabilities	5,117	5,350
Non-current liabilities	11,831	12,99
Total equity	14,791	14,82
Total liabilities and equity	32,511	33,930
Funda / a a ska meti-	450/	4.40
Equity/assets ratio	45%	44%
Debt and lease liabilities		
Short-term debt from unrelated parties	104	45
Current portion of long-term debt	943	483
Current portion of lease liabilities from unrelated parties	574	59:
Current portion of lease liabilities from related parties	25	2
Long-term debt, less current portion	6,234	6,96
Lease liabilities from unrelated parties, less current portion	3,230	3,41
Lease liabilities from related parties, less current portion	94	11
Debt and lease liabilities included within liabilities directly associated with		
assets held for sale	14	13
Total debt and lease liabilities	11,218	12,18
Minus: Cash and cash equivalents ¹	(1,387)	(1,427
Total net debt and lease liabilities	9,831	10,76
Reconciliation of annualized adjusted EBITDA and net leverage ratio to the most directly comparable IFRS Accounting Standards financial measure		
Net income	879	73
Income tax expense	342	30
Interest income	(77)	(88
Interest expense	417	424
Depreciation and amortization	1,546	1,61
Adjustments ²	344	409
Annualized adjusted EBITDA	3,451	3,39:
Net leverage ratio	2.8	3.2

 $^{^{\}rm 1}$ Includes cash and cash equivalents included within assets held for sale.

² Acquisitions and divestitures made for the last twelve months with a purchase price above a €50 M threshold as defined in the Syndicated Credit Facility (2024: -€32 M; 2023: -€35 M), non-cash charges, primarily related to pension expense (2024: €58 M; 2023: €56 M), impairment loss (2024: €145 M; 2023: €139 M) and special items, including costs related to the FME25 Program (2024: €127 M; 2023: €106 M), Legal Form Conversion Costs (2024: €22 M; 2023: €30 M), Legacy Portfolio Optimization (2024: €101 M; 2023: €128 M) and Humacyte Remeasurements (2024: -€77 M; 2023: -€15 M).



Cash flow statement

in € million, unaudited	Three months ended S	eptember 30,	Nine months ended September 30,		
	2024	2023	2024	2023	
Operating activities					
Net income	264	147	622	476	
Depreciation, amortization and impairment loss	365	454	1,266	1,326	
Change in trade accounts and other receivables from unrelated parties	464	(85)	(229)	(165)	
Change in inventories	68	55	12	(56)	
Change in other working capital and non-cash items	(176)	189	(117)	329	
Net cash provided by (used in) operating activities	985	760	1,554	1,910	
In percent of revenue	20.7%	15.4%	10.9%	13.2%	
Investing activities					
Purchases of property, plant and equipment and capitalized development					
costs	(165)	(137)	(459)	(434)	
Proceeds from sale of property, plant and equipment	(5)	3	7	4	
Capital expenditures, net	(170)	(134)	(452)	(430)	
Free cash flow	815	626	1,102	1,480	
In percent of revenue	17.1%	12.7%	7.7%	10.2%	
Acquisitions and investments, net of cash acquired, and purchases of					
intangible assets	(12)	(6)	(18)	(21)	
Investments in debt securities	(64)	(36)	(65)	(98)	
Proceeds from divestitures, net of cash disposed	1	0	502	25	
Proceeds from sale of debt securities	25	25	67	76	
Free cash flow after investing activities	765	609	1,588	1,462	



Revenue development by segment

				Change	Organic	Same market treatment
in € million, unaudited	2024	2023	Change	at cc	growth	growth ¹
Three months ended September 30,						
Total revenue	4,760	4,936	-3.6%	-2.4%	1.9%	
Care Delivery segment	3,770	3,974	-5.1%	-4.2%	1.0%	1.0%
Thereof: U.S.	3,180	3,221	-1.3%	-0.3%	0.4%	0.0%
Thereof: International	590	753	-21.6%	-20.9%	4.4%	2.9%
Care Enablement segment	1.359	1,330	2.2%	4.2%	4.2%	
Care Enablement Segment	1,359	1,330	2.2%	4.2%	4.2%	
Inter-segment eliminations	(369)	(368)	0.4%	1.3%		
Nine months ended September 30,						
Total revenue	14,251	14,466	-1.5%	-0.6%	2.9%	
Care Delivery segment	11,330	11,602	-2.3%	-1.7%	2.7%	0.4%
Thereof: U.S.	9,439	9,344	1.0%	1.4%	2.6%	-0.3%
Thereof: International	1,891	2,258	-16.3%	-14.3%	3.4%	2.0%
Care Enablement segment	4,020	3,965	1.4%	2.9%	3.0%	
Inter-segment eliminations	(1,099)	(1,101)	-0.3%	0.2%		

¹ Same market treatment growth = organic growth less price effects

Health care services and health care products revenue by segment

2024 2023

in € million, unaudited	Care Delivery segment	Care Enablement segment	Inter- segment eliminations	Total	Care Delivery segment	Care Enablement segment	Inter- segment eliminations	Total
Three months ended September 30,								
Health care services revenue	3,723	_	_	3,723	3,927	_	_	3,927
Health care products revenue	47	990	_	1,037	47	962	_	1,009
Inter-segment revenue	_	369	(369)	_	_	368	(368)	_
Revenue	3,770	1,359	(369)	4,760	3,974	1,330	(368)	4,936
Nine months ended September 30,								
Health care services revenue	11,193	_	_	11,193	11,469	_	_	11,469
Health care products revenue	137	2,921	_	3,058	133	2,864	_	2,997
Inter-segment revenue	_	1,099	(1,099)	_	_	1,101	(1,101)	_
Revenue	11,330	4,020	(1,099)	14,251	11,602	3,965	(1,101)	14,466



Key metrics Care Delivery segment

unaudited

Nine months ended September 30, 2024

	Clinics	Growth in % yoy	Net change in clinics ¹	Patients	Growth in % yoy	Treatments	Growth in % yoy
Total	3,732	-7%	(193)	308,216	-10%	35,950,704	-7%
Thereof: U.S.	2,629	0%	14	205,942	0%	23,299,461	0%
Thereof: International	1,103	-21%	(207)	102,274	-25%	12,651,243	-18%

¹ Net change in clinics (acquired, de novo, combined, closed and sold) in comparison to December 31, 2023.

yoy = year-on-year



Reconciliation of non-IFRS financial measures to the most directly comparable IFRS Accounting Standards financial measures for comparability with the Company's outlook (outlook base)

	_		Special i	tems								Special	items					
in C million, except share data, unaudited	Results 2024	FME25 Program	Legal Form Conversion Costs	Legacy Portfolio Optimiza- tion ¹	Humacyte Remeasure-	Sum of special items	Results 2024 excl. special items	Currency translation effects	Results 2024 (outlook base)	Results 2023	FME25 Program	Legal Form Conversion Costs	Legacy Portfolio Optimiza- tion ¹	Humacyte Remeasure- ments	Divestitures ²	Sum of special items and divestitures	Results 2023 (outlook base)	Change at cc (outlook base)
Three months ended September 30,																		
Total revenue	4,760	_	_	_	_	_	4,760	60	4,820	4,936	_	-	_	-	(81)		4,855	-0.7%
Care Delivery segment	3,770	_		_			3,770	36	3,806	3,974	_	_	_	_	(82)		3,892	-2.2%
Thereof: U.S.	3,180	_	_	_	_	_	3,180	31	3,211	3,221	_	_	_	_	(35)		3,186	0.8%
Thereof: International	590		_	_	_	_	590	5	595	753	_				(47)		706	-15.6%
Care Enablement segment	1,359 (369)	_	_		_	_	1,359 (369)	(3)	1,386 (372)	1,330 (368)	_	_	_	_	1		1,330 (367)	4.2% 1.8%
Inter-segment eliminations	(369)		_	_		_	(309)	(3)	(372)	(308)					1		(367)	1.8%
EBITDA	828	37	2	(6)	(18)	15	843	9	852	778	38	6	0	(1)	(1)	42	820	3.8%
Total operating income	463	39	2	(17)	(18)	6	469	5	474	324	49	6	53	(1)	(1)	106	430	10.3%
Care Delivery segment	419	18		(15)	-	3	422	5	427	332	25	-	53	`-	(2)		408	4.6%
Care Enablement segment	61	21	0	(1)	(6)	14	75	3	78	(1)	23	_	0	_	(2)		20	
Inter-segment eliminations	(4)	_	_	(1)	- (42)	(1)	(5)	0	(5)	1	-	_	_	-	_	_	1	
Corporate	(13)	0	2	_	(12)	(10)	(23)	(3)	(26)	(8)	1	6	_	(1)	3	9	1	n.a.
Interest expense, net	82	_	_	_	_	_	82	0	82	89	_	_	_	_	2	. 2	91	-9.5%
Income tax expense	117	11	1	(25)	(5)	(18)	99	0	99	88	18	2	4	0	(1)	23	111	-11.1%
Net income attributable to noncontrolling																		
interests	51	_	_	_	_	_	51	0	51	63	_	_	(1)	_	(2)	(3)	60	-13.8%
Net income ³	213	28	1	8	(13)	24	237	5	242	84	31	4	50	(1)	0	84	168	43.8%
Basic earnings per share	€0.73	€0.10	€0.00	€0.03	€(0.05)	€0.08	€0.81	€0.01	€0.82	€0.29	€0.10	€0.01	€0.17	€0.00	€0.00	€0.28	€0.57	43.8%
Nine months ended September 30,																		
Total revenue	14,251	_	_	_	_	_	14,251	134	14,385	14,466	_	_	_	_	(251)	(251)	14,215	1.2%
Care Delivery segment	11,330	_	_	_	_	_	11,330	78	11,408	11,602	_	_	_	_	(255)	(255)	11,347	0.5%
Thereof: U.S.	9,439	_	_	_	_	_	9,439	35	9,474	9,344	_	_	_	_	(115)	(115)	9,229	2.6%
Thereof: International	1,891	_	_	_	_	_	1,891	43	1,934	2,258	_	_	_	_	(140)	(140)	2,118	-8.7%
Care Enablement segment	4,020	_	_	_	_	_	4,020	61	4,081	3,965	-	_	_	_	(11)	(11)	3,954	3.2%
Inter-segment eliminations	(1,099)	_	_	_	_	_	(1,099)	(5)	(1,104)	(1,101)	_	_	_	_	15	15	(1,086)	1.7%
EBITDA	2,399	96	5	44	(79)	66	2,465	24	2,489	2,268	74	13	71	(16)	(19)	123	2,391	4.1%
Total operating income	1,133	107	5	141	(79)	174	1,307	16	1,323	942	100	13	147	(16)	(19)	225	1,167	13.3%
Care Delivery segment	937	45		160	(79)	205	1,142	11	1,153	1,001	50	- 13	64	(10)	(20)		1,167	5.3%
Care Enablement segment	196	62	0	(12)	(28)	22	218	6	224	(24)	51	_	83	_	(7)		103	118.9%
Inter-segment eliminations	(9)	_	_	(7)	` _	(7)	(16)	0	(16)	(12)	-	-	-	-	<u> </u>		(12)	32.9%
Corporate	9	0	5	0	(51)	(46)	(37)	(1)	(38)	(23)	(1)	13	_	(16)	8	4	(19)	108.6%
Interest expense, net	256	_	_	_	_	_	256	1	257	252	_	_	_	_	3	3	255	0.5%
Income tax expense	255	30	1	(3)	(20)	8	263	4	267	214	29	4	29	(4)	(6)	52	266	0.6%
Net income attributable to noncontrolling interests	151	_	_	-	-	-	151	2	153	165	-	-	0	-	(9)	(9)	156	-2.2%
Net income ³	471	77	4	144	(59)	166	637	9	646	311	71	9	118	(12)	(7)	179	490	31.8%
Basic earnings per share	€1.61	€0.26	€0.01	€0.49	€(0.20)	€0.56	€2.17	€0.03	€2.20	€1.06	€0.24	€0.03	€0.40	€(0.04)	€(0.02)	€0.61	€1.67	31.8%

¹ 2024: mainly comprise the impairment of goodwill and intangible assets and tangible assets resulting from the measurement of intangible assets held for sale as well as gains and losses from divestitures; 2023: mainly comprise the derecognition of capitalized development costs and the impairment of intangible assets (licenses and distribution rights) as well as termination costs (including certain contractual obligation expenses) related to a dialysis cycler development program which was discontinued in the first quarter of 2023 and other impacts related to agreed-upon divestitures in 2023.

² Business impacts from closed divestitures in 2023.

³ Attributable to shareholders of FME AG.



Outlook 2024

		Outlook 2024
Resu	lts 2023	(at Constant Currency)

		, ,,
Revenue ¹	€19,049 M	Low to mid-single digit percentage rate growth
Operating income ¹	€1,540 M	16 - 18% growth Before: Mid to high-teens percentage rate growth

¹ Outlook 2024 is based on the assumptions outlined in the earnings release for the fourth quarter and full year of 2023 and excludes special items. Special items include the costs related to the FME25 Program, the Legal Form Conversion Costs, the impacts from Legacy Portfolio Optimization, the Humacyte Remeasurements and other effects that are unusual in nature and have not been foreseeable or not foreseeable in size or impact at the time of providing the outlook. The growth rates are based on the results 2023 excluding the costs related to the FME25 Program (€153 M for operating income), the Legal Form Conversion Costs (€30 M for operating income), the impacts from Legacy Portfolio Optimization (€204 M for operating income) and the Humacyte Remeasurements (-€15 M for operating income). Additionally, the results 2023 were adjusted for the Tricare settlement (-€191 M for revenue and -€181 M for operating income) and for the business impacts from closed divestitures in 2023 (-€214 M for revenue and -€20 M for operating income).