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P R O F I L E

Fresenius Medical Care



FRESENIUS
MEDICAL CARE

VISION

Creating a future worth living. For dialysis patients. Worldwide. Every day.

More than three decades of experience in dialysis, 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. We use the increasing demand for modern dialysis methods to our advantage and work consistently to enhance the Company's growth. Together with our employees, we focus on pursuing strategies that will enable us to uphold 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 healthcare system and our investors, who trust in the reliable performance and the future of Fresenius Medical Care.

	2012	2011	Change
Selected key figures			
Net revenue <i>in \$M</i>	13,800	12,571	10%
Earnings before interest and taxes, depreciation and amortization (EBITDA) <i>in \$M</i>	2,821	2,632	7%
Earnings before interest and taxes (EBIT) <i>in \$M</i>	2,219	2,075	7%
Net income ¹ <i>in \$M</i>	1,187	1,071	11%
Cash flow from operating activities <i>in \$M</i>	2,039	1,446	41%
Free cash flow ² <i>in \$M</i>	1,373	876	57%
Capital expenditures, net <i>in \$M</i>	666	570	17%
Acquisitions, net of divestitures <i>in \$M</i>	1,615	1,775	-9%
Earnings per ordinary share <i>in \$</i>	3.89	3.54	10%
Dividend per ordinary share ³ <i>in €</i>	0.75	0.69	9%
EBIT margin <i>in %</i>	16.1	16.5	-
Return on invested capital (ROIC) ⁴ <i>in %</i>	8.1	8.7	-
Equity to assets <i>in %</i>	41.2	41.3	-

¹ Net income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA.

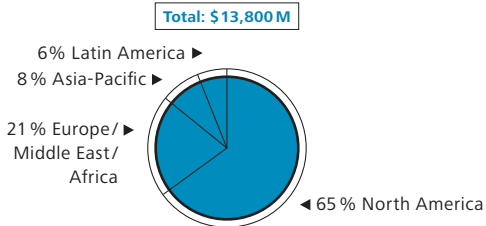
² Before acquisitions and dividends.

³ 2012: Proposal to be approved by the Annual General Meeting on May 16, 2013.

⁴ Pro forma numbers including the acquisition of Liberty Dialysis Holdings, Inc. and excluding a special charge of \$110M.

c. 2

Revenue by region

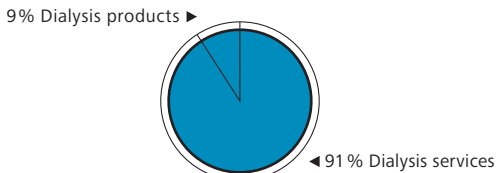


c. 3

Revenue by segments

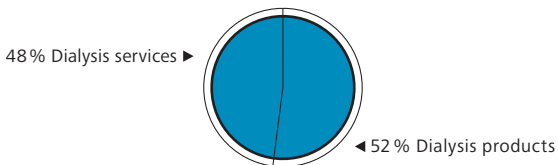
North America

Total: \$9,031 M



International

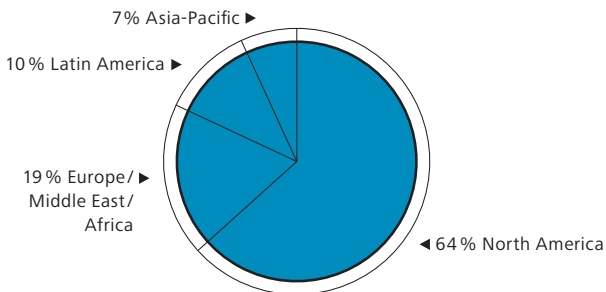
Total: \$4,740 M



C. 4

Fresenius Medical Care patients worldwide

Total: 257,916



T. 5

Fresenius Medical Care clinics worldwide

	2012	2011	Change
North America	2,082	1,838	13%
Europe/Middle East/Africa	608	600	1%
Latin America	225	218	3%
Asia-Pacific	245	242	1%
► Total	3,160	2,898	9%

*Dialysis services worldwide**Number of patients treated*

Total: 2.306M

North America	Fresenius Medical Care	164,554
	DaVita	151,000
	Dialysis Clinics Inc.	13,700
Europe	Fresenius Medical Care	48,902
	Kuratorium für Dialyse	18,400
	Diaverum	16,500
Asia-Pacific	Fresenius Medical Care	17,504
	Showai-Kai	5,000
	Tokushu-Kai	4,800
Latin America	Fresenius Medical Care	26,956
	Baxter	8,800
	Diaverum	3,700

*Source: Company data and estimates**Market position
in major product groups*

	1st	2nd	3rd
Dialyzers	Fresenius Medical Care	Gambro	Nipro
Dialysis machines	Fresenius Medical Care	Nikkiso	Gambro
Concentrates for hemodialysis	Fresenius Medical Care	Fuso	Gambro
Bloodline systems	Fresenius Medical Care	Gambro	Kawasumi
Products for peritoneal dialysis	Baxter	Fresenius Medical Care	Terumo

Source: Company data and estimates

*America*

Waltham, U.S. Regional headquarters

 North America

 01 Ogden, U.S. Dialyzers

 02 Walnut Creek, U.S. Dialysis machines

 03 Toledo, U.S. Hemodialysis concentrates

 04 Livingston, U.S. Hemodialysis concentrates

 05 Montreal, CA Hemodialysis concentrates

 06 Irving, U.S. Hemodialysis concentrates

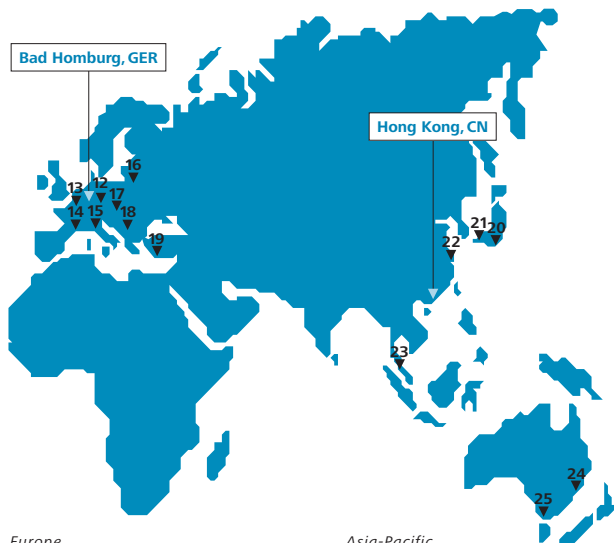
 07 Reynosa, MX Tubing systems

 08 Guadalajara, MX Dialysis solutions

 09 Santafé de Bogotá, CO Dialysis solutions

 10 Jaguariúna, BR Dialysis solutions

 11 Pilar, AR Hemodialysis concentrate
& dialysis solutions



Europe

Bad Homburg, GER Company headquarters and regional headquarters for Europe, Middle East, Africa and Latin America

12 Schweinfurt, GER Dialysis machines

13 St. Wendel, GER Dialyzers & bags for peritoneal dialysis

14 L'Arbresle, FR Dialyzers & hemodialysis concentrates

15 Cremona, IT Tubing systems

16 Borisov, BY Dialyzers & tubing systems

17 Krems, AT Adsorbers

18 Vršac, SRB Dialyzers, dialysis solutions & tubing systems

19 Antalya, TR Tubing systems

Asia-Pacific

Hong Kong, CN Regional headquarters Asia-Pacific

20 Inukai, JP Fiber bundles

21 Buzen, JP Dialyzers & dialysis solutions

22 Changshu, CN Tubing systems

23 Ipoh, MY Water treatment systems

24 Smithfield, AU Hemodialysis concentrates

25 Scoresby, AU Equipment

▼ Headquarters ▼ Production

OUR COMPANY PROFILE

86,153

EMPLOYEES

MORE THAN 40

PRODUCTION SITES

257,916

PATIENTS

3,160

CLINICS

~ 38.6 MILLION

DIALYSIS TREATMENTS

Fresenius Medical Care is the world's leading provider of dialysis products and services. Worldwide more than 2.3 million patients with chronic kidney failure undergo this vital blood cleansing procedure regularly.

Fresenius Medical Care is listed on the Frankfurt Stock Exchange (FME, FME3) and the New York Stock Exchange (FMS, FMS/P).

FINANCIAL CALENDAR

April 30, 2013

REPORT ON THE FIRST QUARTER 2013

May 16, 2013

ANNUAL GENERAL MEETING *Frankfurt am Main, Germany*

May 17, 2013

PAYMENT OF DIVIDEND *subject to the approval of the Annual General Meeting*

July 30, 2013

REPORT ON THE SECOND QUARTER 2013

November 5, 2013

REPORT ON THE THIRD QUARTER 2013

IMPRINT

Subject to change

*Fresenius Medical Care AG & Co. KGaA
Registered seat and commercial register:
Hof an der Saale (Germany), HRB 4019*

*Chairman of the Supervisory Board: Dr. Gerd Krick
General partner: Fresenius Medical Care Management AG
Registered seat and commercial register:
Hof an der Saale (Germany), HRB 3894*

*Management Board: Rice Powell (Chairman), Michael Brosnan,
Roberto Fusté, Dr. Emanuele Gatti, Ronald Kuerbitz, Dr. Rainer Runte,
Dr. Olaf Schermeier, Kent Wanzek
Chairman of the Supervisory Board: Dr. Ulf M. Schneider*

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