



Fresenius Medical Care AG & Co. KGaA

COMPLETE OVERVIEW OF THE FOURTH QUARTER 2020 AND FULL YEAR 2020

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Investor Relations

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Statement of earnings

in € million, except share data

Three months ended December 31

Twelve months ended December 31

	2020	2019	Change	Change at cc	2020	2019	Change	Change at cc
Health Care Services	3,406	3,607	-5.6%	2.2%	14,114	13,872	1.7%	4.7%
Health Care Products	994	973	2.2%	8.9%	3,745	3,605	3.9%	7.4%
Total revenue	4,400	4,580	-3.9%	3.6%	17,859	17,477	2.2%	5.3%
Costs of revenue	3,026	3,126	-3.2%	5.0%	12,322	12,081	2.0%	5.4%
Gross profit	1,374	1,454	-5.5%	0.5%	5,537	5,396	2.6%	4.9%
Selling, general and administrative	905	815	11.1%	16.9%	3,165	3,061	3.4%	5.7%
(Gain) loss related to divestitures of Care Coordination activities	1	(15)	n.a.	n.a.	(31)	(29)	6.9%	9.0%
Research and development	52	49	7.3%	10.7%	194	168	15.3%	16.3%
Income from equity method investees	(46)	(11)	333.4%	333.9%	(95)	(74)	28.3%	28.4%
Operating income	462	616	-25.1%	-18.2%	2,304	2,270	1.5%	3.7%
Operating income margin	10.5%	13.5%			12.9%	13.0%		
Interest income	(14)	(15)	-3.1%	2.8%	(42)	(62)	-31.9%	-29.1%
Interest expense	98	117	-16.0%	-9.7%	410	491	-16.5%	-14.1%
Interest expense, net	84	102	-17.9%	-11.5%	368	429	-14.3%	-11.9%
Income before taxes	378	514	-26.6%	-19.5%	1,936	1,841	5.2%	7.4%
Income tax expense	139	109	26.8%	39.0%	501	402	24.6%	28.1%
Net income	239	405	-41.0%	-35.3%	1,435	1,439	-0.2%	1.6%
Net income attributable to noncontrolling interests	62	62	-0.7%	7.7%	271	239	13.6%	15.9%
Net income attributable to shareholders of FMC-AG & Co. KGaA	177	343	-48.3%	-43.1%	1,164	1,200	-2.9%	-1.3%
Operating income	462	616	-25.1%	-18.2%	2,304	2,270	1.5%	3.7%
Depreciation, amortization and impairment loss	581	435	33.9%	40.3%	1,786	1,593	12.1%	14.5%
EBITDA	1,043	1,051	-0.7%	6.0%	4,090	3,863	5.9%	8.2%
EBITDA margin	23.7%	22.9%			22.9%	22.1%		
Weighted average number of shares	292,855,969	299,304,206			294,055,525	302,691,397		
Basic earnings per share	€0.61	€1.14	-47.1%	-41.8%	€3.96	€3.96	-0.1%	1.6%
Basic earnings per ADS	€0.30	€0.57	-47.1%	-41.8%	€1.98	€1.98	-0.1%	1.6%

	Three months ended December 31				Twelve months ended December 31			
	2020	2019	Change	Change at cc	2020	2019	Change	Change at cc
Total								
Revenue in € million	4,400	4,580	-3.9%	3.6%	17,859	17,477	2.2%	5.3%
Operating income in € million	462	616	-25.1%	-18.2%	2,304	2,270	1.5%	3.7%
Operating income margin	10.5%	13.5%			12.9%	13.0%		
Delivered Operating Income in € million	400	554	-27.8%	-21.0%	2,033	2,031	0.1%	2.3%
Days sales outstanding (DSO)					50	73		
Employees (full-time equivalents)					125,364	120,659		
North America								
Revenue in € million	2,983	3,174	-6.0%	1.6%	12,478	12,195	2.3%	4.4%
Operating income in € million	533	515	3.4%	10.7%	2,120	1,794	18.2%	20.4%
Operating income margin	17.9%	16.2%			17.0%	14.7%		
Delivered Operating Income in € million	474	456	3.9%	11.0%	1,859	1,569	18.5%	20.7%
Days sales outstanding (DSO)					26	58		
EMEA								
Revenue in € million	715	709	0.7%	6.5%	2,763	2,693	2.6%	5.4%
Operating income in € million	134	114	17.1%	22.2%	412	448	-8.1%	-6.5%
Operating income margin	18.7%	16.1%			14.9%	16.6%		
Delivered Operating Income in € million	133	113	17.3%	22.4%	409	443	-7.8%	-6.2%
Days sales outstanding (DSO)					90	96		
Asia-Pacific								
Revenue in € million	517	499	3.7%	7.0%	1,894	1,859	1.9%	3.5%
Operating income in € million	107	75	43.0%	45.1%	344	329	4.4%	4.9%
Operating income margin	20.6%	15.0%			18.1%	17.7%		
Delivered Operating Income in € million	106	73	45.1%	47.1%	338	321	5.1%	5.6%
Days sales outstanding (DSO)					110	113		
Latin America								
Revenue in € million	177	193	-8.5%	16.1%	684	709	-3.5%	21.3%
Operating income in € million	(186)	15	n.a.	n.a.	(157)	43	n.a.	n.a.
Operating income margin	-105.0%	7.6%			-22.9%	6.0%		
Delivered Operating Income in € million	(186)	15	n.a.	n.a.	(157)	42	n.a.	n.a.
Days sales outstanding (DSO)					134	127		
Corporate								
Revenue in € million	8	5	77.7%	87.7%	40	21	96.8%	99.3%
Operating income in € million	(126)	(103)	23.0%	24.9%	(415)	(344)	20.3%	21.1%
Delivered Operating Income in € million	(127)	(103)	23.8%	25.8%	(416)	(344)	20.7%	21.5%

Balance sheet

in € million, except for net leverage ratio

December 31 December 31

	2020	2019
Assets		
Current assets	7,275	7,165
Goodwill and intangible assets	14,340	15,444
Right of use assets	4,130	4,325
Other non-current assets	5,944	6,001
Total assets	31,689	32,935
Liabilities and equity		
Current liabilities	6,160	7,059
Non-current liabilities	13,198	12,649
Total equity	12,331	13,227
Total liabilities and equity	31,689	32,935
Equity/assets ratio	39%	40%
Debt and lease liabilities		
Short-term debt from unrelated parties	63	1,150
Short-term debt from related parties	17	22
Current portion of long-term debt	1,008	1,447
Current portion of long-term lease liabilities from unrelated parties	588	622
Current portion of long-term lease liabilities from related parties	21	17
Long-term debt, less current portion	6,800	6,458
Long-term lease liabilities from unrelated parties, less current portion	3,764	3,960
Long-term lease liabilities from related parties, less current portion	119	106
Total debt and lease liabilities	12,380	13,782
Minus: Cash and cash equivalents	(1,082)	(1,008)
Total net debt and lease liabilities	11,298	12,774
Reconciliation of adjusted EBITDA and net leverage ratio to the most directly comparable IFRS financial measures		
Net income	1,435	1,439
Income tax expense	501	402
Interest income	(42)	(62)
Interest expense	410	491
Depreciation and amortization	1,587	1,553
Adjustments ¹	249	110
Adjusted EBITDA	4,140	3,933
Net leverage ratio	2.7	3.2

¹ Acquisitions and divestitures made for the last twelve months with a purchase price above a €50 M threshold as defined in the Amended 2012 Credit Agreement (2019: -€71 M), NxStage related transaction costs (2019: €95 M), non-cash charges, primarily related to pension expense (2020: €50 M; 2019: €46 M) and impairment loss (2020: €199 M; 2019: €40 M).

Cash flow statement

in € million	Three months ended		Twelve months ended	
	December 31		December 31	
	2020	2019	2020	2019
Operating activities				
Net income	239	405	1,435	1,439
Depreciation / amortization / impairment loss	581	435	1,786	1,593
Change in working capital and other non-cash items	(236)	(69)	1,012	(465)
Net cash provided by (used in) operating activities	584	771	4,233	2,567
In percent of revenue	13.3%	16.8%	23.7%	14.7%
Investing activities				
Purchases of property, plant and equipment and capitalized development costs	(306)	(337)	(1,052)	(1,125)
Proceeds from sale of property, plant and equipment	5	-	16	12
Capital expenditures, net	(301)	(337)	(1,036)	(1,113)
Free cash flow	283	434	3,197	1,454
In percent of revenue	6.4%	9.5%	17.9%	8.3%
Acquisitions and investments, net of cash acquired, and purchases of intangible assets	(104)	(207)	(259)	(2,222)
Investments in debt securities	(66)	(1)	(96)	(11)
Proceeds from divestitures	2	-	14	43
Proceeds from sale of debt securities	15	4	42	17
Free cash flow after investing activities	130	230	2,898	(719)

Revenue development

in € million	2020	2019	Change	Change at cc	Organic growth	Same market treatment growth ¹
Three months ended December 31						
Total revenue	4,400	4,580	-3.9%	3.6%	1.4%	
Health Care Services	3,406	3,607	-5.6%	2.2%	-0.2%	0.5%
Thereof Dialysis Care revenue	3,037	3,214	-5.5%	2.4%	-0.5%	0.5%
Thereof Care Coordination revenue	369	393	-5.9%	0.9%	2.5%	
Health Care Products	994	973	2.2%	8.9%	7.9%	
Thereof Dialysis Products	968	953	1.6%	8.5%	7.4%	
Thereof Non-Dialysis Products	26	20	28.4%	30.0%	30.0%	
North America	2,983	3,174	-6.0%	1.6%	-0.9%	
Health Care Services	2,704	2,893	-6.5%	1.1%	-1.4%	0.0% ²
Thereof Dialysis Care revenue	2,412	2,568	-6.1%	1.5%	-1.6%	0.0% ²
Thereof Care Coordination revenue	292	325	-10.0%	-2.2%	0.8%	
Health Care Products	279	281	-0.7%	6.9%	5.9%	
Thereof Dialysis Products	278	281	-0.9%	6.8%	5.7%	
Thereof Non-Dialysis Products	1	-	n.a.	n.a.	n.a.	
EMEA	715	709	0.7%	6.5%	4.9%	
Health Care Services	337	352	-4.3%	1.5%	0.5%	-1.0%
Health Care Products	378	357	5.7%	11.5%	9.1%	
Thereof Dialysis Products	353	337	4.5%	10.6%	8.1%	
Thereof Non-Dialysis Products	25	20	24.6%	26.0%	26.0%	
Asia-Pacific	517	499	3.7%	7.0%	7.7%	
Health Care Services	235	230	2.1%	5.2%	6.8%	9.0%
Thereof Dialysis Care revenue	158	162	-2.7%	0.9%	5.3%	9.0%
Thereof Care Coordination revenue	77	68	13.5%	15.5%	10.2%	
Health Care Products	282	269	5.1%	8.5%	8.4%	
Thereof Dialysis Products	282	269	5.0%	8.4%	8.2%	
Thereof Non-Dialysis Products	0	-	n.a.	n.a.	n.a.	
Latin America	177	193	-8.5%	16.1%	8.8%	
Health Care Services	125	132	-5.6%	19.6%	9.3%	-1.6%
Health Care Products	52	61	-14.8%	8.5%	7.6%	
Corporate	8	5	77.7%	87.7%		
Health Care Services	5	-	n.a.	n.a.		
Health Care Products	3	5	-36.4%	-36.2%		
Twelve months ended December 31						
Total revenue	17,859	17,477	2.2%	5.3%	3.1%	
Health Care Services	14,114	13,872	1.7%	4.7%	2.6%	2.2%
Thereof Dialysis Care revenue	12,558	12,447	0.9%	4.0%	1.5%	2.2%
Thereof Care Coordination revenue	1,556	1,425	9.2%	11.3%	13.6%	
Health Care Products	3,745	3,605	3.9%	7.4%	5.1%	
Thereof Dialysis Products	3,644	3,529	3.3%	6.8%	4.4%	
Thereof Non-Dialysis Products	101	76	33.7%	34.4%	34.4%	
North America	12,478	12,195	2.3%	4.4%	2.0%	
Health Care Services	11,364	11,157	1.9%	3.9%	1.8%	1.3% ²
Thereof Dialysis Care revenue	10,057	9,973	0.8%	2.9%	0.2%	1.3% ²
Thereof Care Coordination revenue	1,307	1,184	10.4%	12.6%	17.0%	
Health Care Products	1,114	1,038	7.3%	9.5%	4.2%	
Thereof Dialysis Products	1,113	1,038	7.2%	9.3%	3.9%	
Thereof Non-Dialysis Products	1	-	n.a.	n.a.	n.a.	
EMEA	2,763	2,693	2.6%	5.4%	3.9%	
Health Care Services	1,365	1,354	0.8%	4.1%	3.0%	1.4%
Health Care Products	1,398	1,339	4.4%	6.8%	4.9%	
Thereof Dialysis Products	1,303	1,263	3.2%	5.7%	3.7%	
Thereof Non-Dialysis Products	95	76	24.4%	24.9%	24.9%	
Asia-Pacific	1,894	1,859	1.9%	3.5%	3.8%	
Health Care Services	876	862	1.6%	2.3%	3.1%	8.5%
Thereof Dialysis Care revenue	627	621	1.1%	1.4%	5.3%	8.5%
Thereof Care Coordination revenue	249	241	3.1%	4.5%	-2.1%	
Health Care Products	1,018	997	2.1%	4.5%	4.4%	
Thereof Dialysis Products	1,013	997	1.6%	3.9%	3.8%	
Thereof Non-Dialysis Products	5	-	n.a.	n.a.	n.a.	
Latin America	684	709	-3.5%	21.3%	15.1%	
Health Care Services	485	499	-2.9%	23.1%	14.7%	2.1%
Health Care Products	199	210	-5.0%	16.9%	16.0%	
Corporate	40	21	96.8%	99.3%		
Health Care Services	24	-	n.a.	n.a.		
Health Care Products	16	21	-24.4%	-24.4%		

¹ same market treatment growth = organic growth less price effects

² U.S. (excl. Mexico), same market treatment growth North America: 0.3% for the three months and 1.6% for the twelve months ended December 31, 2020.

Key metrics North America segment

	Three months ended December 31				Twelve months ended December 31			
	2020	2019	Change	Change at cc	2020	2019	Change	Change at cc
Dialysis								
Revenue in € million	2,691	2,849	-5.6%	2.0%	11,171	11,011	1.5%	3.5%
Operating income in € million	528	476	10.8%	18.3%	2,002	1,737	15.3%	17.4%
Operating income margin	19.6%	16.7%			17.9%	15.8%		
Delivered Operating Income in € million	476	424	12.1%	19.4%	1,775	1,532	15.9%	18.0%
Care Coordination								
Revenue in € million	292	325	-10.0%	-2.2%	1,307	1,184	10.4%	12.6%
Operating income in € million	5	39	-87.5%	-81.8%	118	57	106.2%	110.3%
Operating income margin	1.7%	12.1%			9.0%	4.8%		
Delivered Operating Income in € million	(2)	32	n.a.	n.a.	84	37	129.7%	134.3%

Key metrics Dialysis Care Services

Twelve months ended December 31, 2020

	Clinics	Growth in %	De novos	Patients	Growth in %	Treatments	Growth in %
Total	4,092	2%	106	346,553	0%	53,575,255	3%
North America	2,639	2%	51	210,260	0%	32,843,592	2%
EMEA	804	3%	22	66,008	0%	10,189,373	1%
Asia-Pacific	400	0%	28	33,106	0%	4,660,875	2%
Latin America	249	6%	5	37,179	7%	5,881,415	9%

Quality data¹

in % of patients

	North America		EMEA		Latin America		Asia-Pacific	
	Q4 2020	Q4 2019	Q4 2020	Q4 2019	Q4 2020	Q4 2019	Q4 2020	Q4 2019
Kt/V \geq 1.2	97	97	93	94	91	91	94	95
Hemoglobin = 10-12 g/dl	71	71	82	82	48	50	52	56
Calcium = 8.4-10.2 mg/dl	81	81	78	79	73	76	72	74
Albumin \geq 3.5 g/dl ¹⁾	80	81	90	89	89	91	91	87
Phosphate \leq 5.5 mg/dl	59	60	80	80	76	76	64	63
Patients without catheter (after 90 days)	79	81	77	78	78	79	81	83
in days								
Days in hospital per patient year	9.7	10.3	7.7	7.5	4.0	4.3	3.5	2.6

¹ Definitions cf. Annual Report 2019, Section "Non-Financial Group Report"

Reconciliation of non-IFRS financial measures to the most directly comparable IFRS financial measures

in € million	Three months ended December 31		Twelve months ended December 31	
	2020	2019	2020	2019
Delivered Operating Income reconciliation				
Total				
Operating income	462	616	2,304	2,270
less noncontrolling interests	(62)	(62)	(271)	(239)
Delivered Operating Income	400	554	2,033	2,031
North America				
Operating income	533	515	2,120	1,794
less noncontrolling interests	(59)	(59)	(261)	(225)
Delivered Operating Income	474	456	1,859	1,569
Dialysis				
Operating income	528	476	2,002	1,737
less noncontrolling interests	(52)	(52)	(227)	(205)
Delivered Operating Income	476	424	1,775	1,532
Care Coordination				
Operating income	5	39	118	57
less noncontrolling interests	(7)	(7)	(34)	(20)
Delivered Operating Income	(2)	32	84	37
EMEA				
Operating income	134	114	412	448
less noncontrolling interests	(1)	(1)	(3)	(5)
Delivered Operating Income	133	113	409	443
Asia-Pacific				
Operating income	107	75	344	329
less noncontrolling interests	(1)	(2)	(6)	(8)
Delivered Operating Income	106	73	338	321
Dialysis				
Operating income	94	65	321	300
less noncontrolling interests	(1)	(2)	(7)	(7)
Delivered Operating Income	93	63	314	293
Care Coordination				
Operating income	13	10	23	29
less noncontrolling interests	0	0	1	(1)
Delivered Operating Income	13	10	24	28
Latin America				
Operating income	(186)	15	(157)	43
less noncontrolling interests	0	0	0	(1)
Delivered Operating Income	(186)	15	(157)	42
Corporate				
Operating income	(126)	(103)	(415)	(344)
less noncontrolling interests	(1)	0	(1)	0
Delivered Operating Income	(127)	(103)	(416)	(344)

Reconciliation of non-IFRS financial measures to the most directly comparable IFRS financial measures

in € million, except share data

	Results 2020	Impairment Charge ¹	Results 2020 excl. special items	Results 2019	NxStage Costs	Optimization Costs	Cost to Care Coordination activities	(Gain) loss related to divestitures of Care Coordination activities	Results 2019 adjusted	Change (2020 excl. special items vs. 2019 adjusted)	Change at cc
Three months ended December 31											
Total revenue	4,400		4,400	4,580					4,580	-3.9%	3.6%
EBITDA	1,043		1,043	1,051	2	41	(15)		1,079	-3.3%	3.2%
Total operating income	462	195	657	616	2	60	(15)		663	-1.1%	5.3%
North America	533		533	515	2	54	(15)		556	-4.3%	2.4%
Dialysis	528		528	476	2	54			532	-0.9%	5.7%
Care Coordination	5		5	39			(15)		24	-79.7%	-70.6%
EMEA	134		134	114		2			116	15.5%	20.5%
Asia-Pacific	107		107	75		4			79	35.7%	37.7%
Dialysis	94		94	65		4			69	37.9%	40.2%
Care Coordination	13		13	10					10	20.8%	20.7%
Latin America	(186)	195	9	15					15	-38.9%	-39.6%
Corporate	(126)		(126)	(103)		0			(103)	23.0%	24.9%
Interest expense, net	84		84	102					102	-17.9%	-11.5%
Income tax expense	139		139	109	1	16	5		131	5.7%	15.9%
Net income attributable to noncontrolling interests	62		62	62					62	-0.7%	7.7%
Net income²	177	195	372	343	1	44	(20)		368	1.1%	5.9%
Basic earnings per share	€ 0.61	€ 0.66	€ 1.27	€ 1.14	€ 0.01	€ 0.15	(€ 0.07)		€ 1.23	3.3%	8.2%
Twelve months ended December 31											
Total revenue	17,859		17,859	17,477					17,477	2.2%	5.3%
EBITDA	4,090		4,090	3,863	24	55	(29)		3,913	4.5%	6.8%
Total operating income	2,304	195	2,499	2,270	24	91	(29)		2,356	6.1%	8.1%
North America	2,120		2,120	1,794	24	83	(29)		1,872	13.2%	15.3%
Dialysis	2,002		2,002	1,737	24	83			1,844	8.6%	10.6%
Care Coordination	118		118	57			(29)		28	315.9%	324.2%
EMEA	412		412	448		4			452	-9.0%	-7.4%
Asia-Pacific	344		344	329		4			333	3.2%	3.7%
Dialysis	321		321	300		4			304	5.7%	6.1%
Care Coordination	23		23	29					29	-23.0%	-21.2%
Latin America	(157)	195	38	43					43	-10.8%	-2.1%
Corporate	(415)		(415)	(344)		0			(344)	20.4%	21.2%
Interest expense, net	368		368	429					429	-14.3%	-11.9%
Income tax expense	501		501	402	6	24	20		452	10.6%	13.7%
Net income attributable to noncontrolling interests	271		271	239					239	13.6%	15.9%
Net income²	1,164	195	1,359	1,200	18	67	(49)		1,236	10.0%	11.6%
Basic earnings per share	€ 3.96	€ 0.66	€ 4.62	€ 3.96	€ 0.06	€ 0.22	(€ 0.16)		€ 4.08	13.2%	14.9%

¹ Impairment of goodwill and trade names in the Latin America Segment

² Attributable to shareholders of FMC-AG & Co. KGaA

Outlook 2021

	Results 2020	Outlook 2021 (at Constant Currency, except for ROIC)
Revenue ¹	€17,859 M	growth: low to mid single digit percentage rate
Revenue growth at Constant Currency ¹		growth: low to mid single digit percentage rate
Operating income ¹	€2,499 M	decline: mid teens to low twenties percentage rate
Net income ^{1, 2}	€1,359 M	decline: high teens to mid twenties percentage rate
Net income ² growth at Constant Currency ¹		decline: high teens to mid twenties percentage rate
ROIC ^{1,3}	6.6%	≥ 5.0%

¹ Outlook 2021 is inclusive of anticipated COVID-19 effects and excl. special items. Special items include costs related to the FME₂₅ program and effects that are unusual in nature and have not been foreseeable or not foreseeable in size or impact at the time of giving guidance. The growth rates are based on the results 2020 excl. the Impairment Charge of goodwill and trade names in the Latin America Segment of €195 M. For a reconciliation of figures excl. special items, please refer to the table at the end of the press release.

² Net income attributable to shareholders of FMC-AG & Co. KGaA.

³ Results 2020: excl. impairment charge.