

#FutureFresenius – Advancing Patient Care

Company Presentation, March 2023

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, the availability of financing and unforeseen impacts of international conflicts.

Fresenius does not undertake any responsibility to update the forward-looking statements contained in this presentation.

1 Company Overview

- 2 Strategic Update
- 3 Business update FY/22
- 4 Financial priorities & Outlook FY/23
- 5 Attachments

Fresenius is at the heart of healthcare



 **FRESENIUS
KABI**
caring for life

 **FRESENIUS
HELIOS**



 **FRESENIUS
MEDICAL CARE**

 **FRESENIUS
VAMED**

A Global Leader in Healthcare Products and Services



€ 40.8 bn

in revenue
(FY/2022)

Long-term
opportunities
in **growing,
non-cyclical
markets**



Global
presence
in **100+**
countries



100 +



Strong financial
performance
and **cash flow**
generation



**Leading
market
positions**

#1

Employees
worldwide
(as of December 31, 2022)



300,000+

Global Trends offer Growth Opportunities for Fresenius

4x



Increasing national income

GDP per capita quadrupled over last 20 years in emerging markets and developing economies



+6.3%
p.a.

Growing healthcare sector

Growth in emerging markets over the next decade²

Generic drugs

save the US healthcare system⁴



338bn
p.a.

Aging Population

In 2020, 1bn people worldwide were >60 years¹

+40%

to 1.4bn until 2030



+46%
to 784m

Chronically ill patients

Growth of adults with diabetes worldwide until 2045³

while the European healthcare system saves⁵

100bn

p.a.

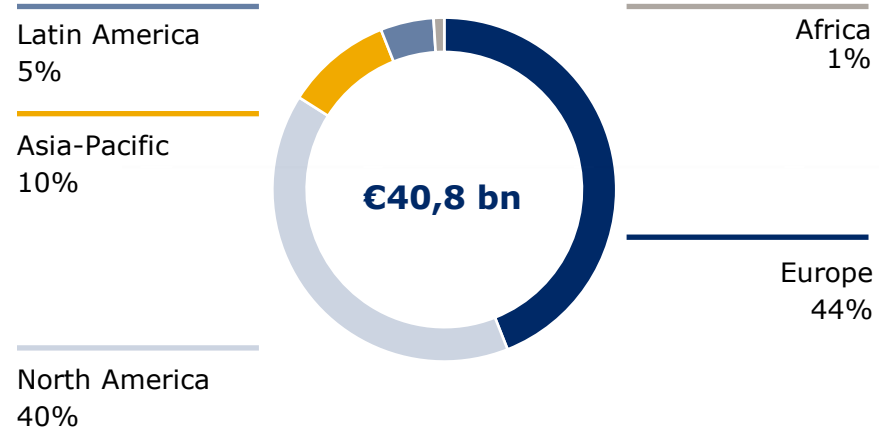


Sources: ¹ UN, Ageing and health (2021) ² UBS, Longer Term Investments: EM healthcare (2018)

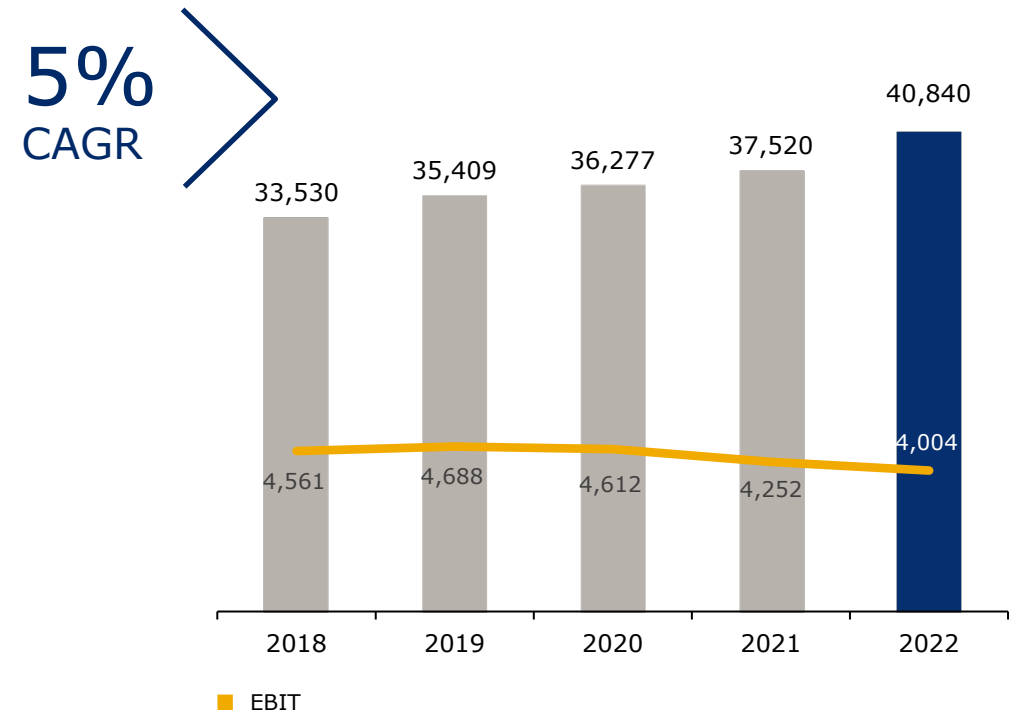
³ IDF Diabetes Atlas (2021) ⁴ AAM report (2021) ⁵ UBS, Longer Term Investments: Generics (2018)

Fresenius Group: Global Revenue Base in Growing, Non-Cyclical Markets

2022 Revenue by Region



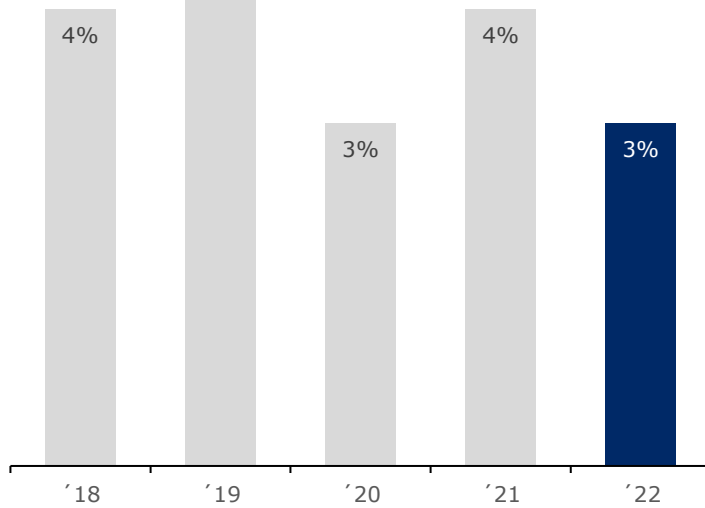
Revenue in € bn



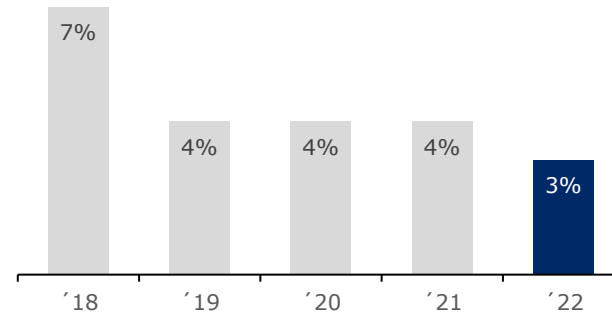
Before special items
2018 excluding IFRS 16

Fresenius Group: Track Record of Healthy Organic Revenue Growth

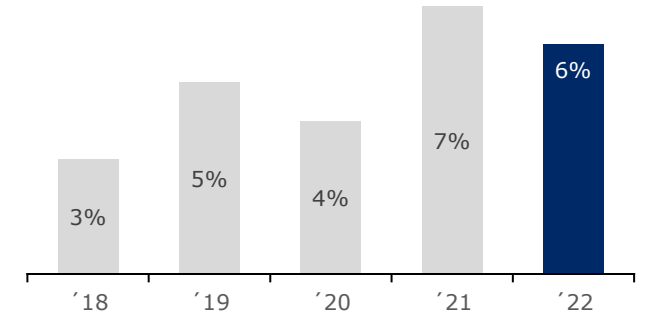
FRESENIUS



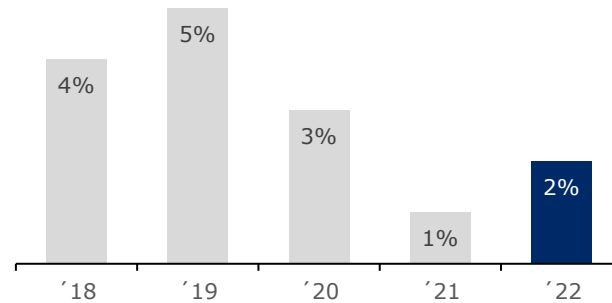
FRESENIUS KABI



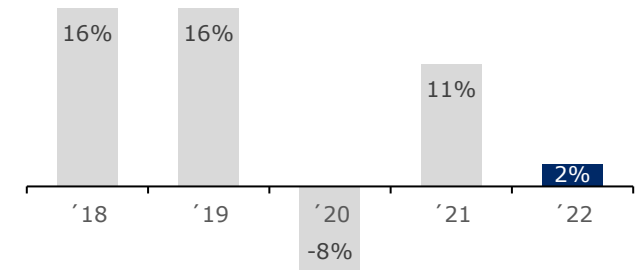
FRESENIUS HELIOS



FRESENIUS MEDICAL CARE



FRESENIUS VAMED



#FutureFresenius

Advancing Patient Care

Operating Companies

Profitability optimization and growth



Healthcare products
for critically and chronically ill patients



Healthcare services
along the care continuum

World-class therapies through system-critical healthcare products and services

(Bio)Pharma Platform

MedTech Platform

Care Provision Platform

Investment Companies

Financial value management



Dialysis
provision
and products



Project
business
and services

*Deconsolidation
during 2023 intended*

Fresenius Group: Our Healthcare Portfolio

Operating Companies



Ownership: 100%

Health products for critically and chronically ill patients

- Biopharmaceuticals
- Clinical Nutrition
- MedTech:
Infusion and Nutrition Systems /
Transfusion and Cell Technologies
- IV Drugs & Solutions

Sales 2022: €7.9 bn



Ownership: 100%

Health services along the care continuum

- Acute care
- Outpatient services
- Occupational risk prevention
- Fertility services

Sales 2022: €11.7 bn



Ownership: ~32%

Dialysis services and products

- Dialysis services
- Products for hemodialysis and peritoneal dialysis
- Critical care solutions
- Complementary assets to establish holistic treatment approach

Sales 2022: €19.4 bn



Ownership: 77%

Project business and services

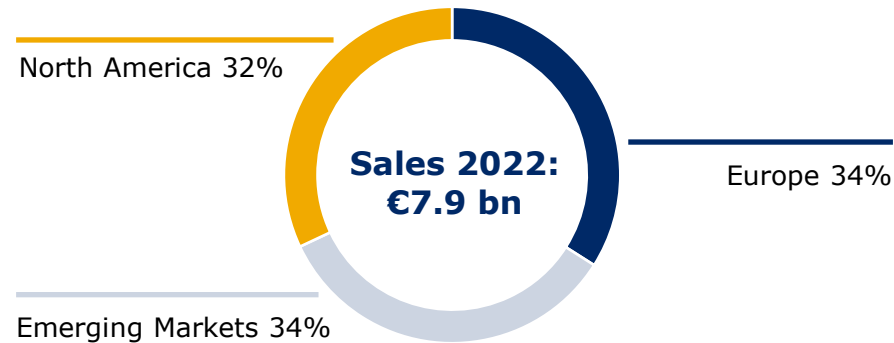
- Post-acute care
- Project development and planning, turnkey construction
- Maintenance, technical and total operational management

Sales 2022: €2.4 bn

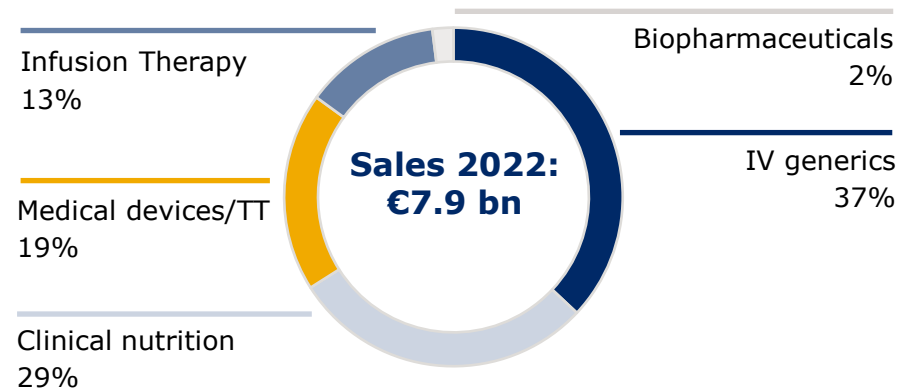
Fresenius Kabi: Comprehensive product portfolio for critically and chronically ill patients

- Balanced market reach with leading positions
- Vision 2026: "3+1" strategy
 - Strong focus on key growth vectors Nutrition, Biopharma and MedTech
 - Strengthening resilience of volume businesses
- Increasing global competitiveness and organizational effectiveness

Sales by Region



Sales by Product Segment



Market Dynamics

Growing healthcare spending in emerging markets

+6.3% p.a. growth over the next decade

Expected market growth of biosimilars 2021 to 2028

+27% average growth p.a. in the U.S.

Rising cost consciousness in healthcare spending/significant savings from generics

~ US\$338 bn savings p.a. in the U.S.

Biopharmaceuticals

Clinical nutrition

Medical devices / transfusion technology

Generic IV drugs
IV Fluids

Fresenius Helios: Health services along the care continuum

- Market leader in size and quality driving for capital efficiency and value accretive growth
- ~6%¹ share in German acute care hospital market and ~12%¹ share in Spanish private hospital market
- Quality is key: defined quality targets, publication of medical treatment results, peer review processes
- Development of new business models to foster digitalization and benefit from trend towards outpatient treatments

 Acute care

 Outpatient

 Occupational risk prevention

 Fertility services

¹ Based on sales

Sales



Market Dynamics

Hospital market in Germany
~ €123 bn

Downloads of e-health apps in Germany increased in 2020 to 2 million.

As a result of the COVID-19 pandemic, they doubles compared to the previous year.

Private hospital market in Spain
~ €18 bn

Average increase of private health insurance policies in Spain of ~2.5% p.a.

Fresenius Medical Care: Dialysis services and products

- The world's leading provider of dialysis products and services treating ~345,000 patients¹ in >4,100 clinics¹
- Provide care and products of highest quality
- Leveraging core competencies to address global healthcare challenges and further expand in the Renal Care Continuum and beyond
- Advancing global transformation program FME25 to enable further sustainable profitable growth and execution on strategy

 Dialysis services

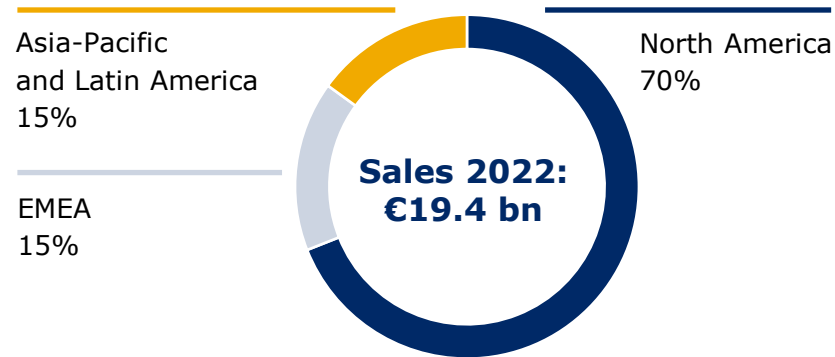
 Dialysis products

 Critical care solutions

 Complementary assets

¹ As of December 31, 2022

Sales by Region



Sales by Products and Services



Market Dynamics

Increase in global demand
>1.6 million p.a.

patients worldwide will need continuous renal replacement therapy to treat acute kidney failure in 2030

Home dialysis

By 2025, the Company aims to perform **25%** of all treatments in the U.S. in a home setting

Digitalization is driving new treatment models

Leverage ever larger data sets from **~53 million** dialysis treatments per year (2021) to further improve and personalize treatments

Fresenius Vamed: Project business and services

- Manages hospital construction/expansion projects and provides services for healthcare facilities worldwide
- Offers project development, planning, turnkey construction, maintenance as well as technical management, and total operational management
- Strong track record: More than 1,000 projects in 98 countries completed
- Leading post-acute care provider in central Europe



Services

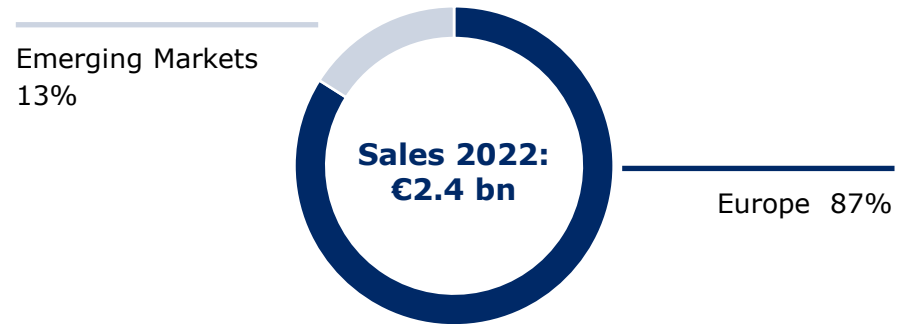


Projects

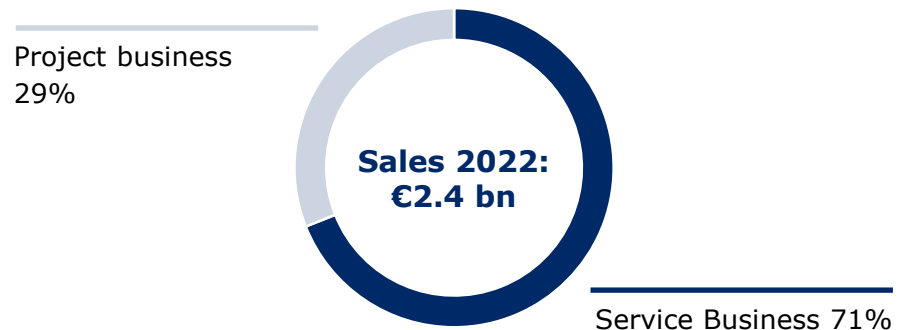


Post-acute care

Sales by Region



Sales by Service and Project Business



Market Dynamics

Telemedicine market in Europe is estimated to grow

19.1% p.a.
from 2020 to 2026.

Global preventive healthcare is estimated to grow

9.5% p.a.
till 2025.

Outsourcing of non-medical services provided by public institutions to private providers grew in Germany by

40%
from 2014 to 2019.

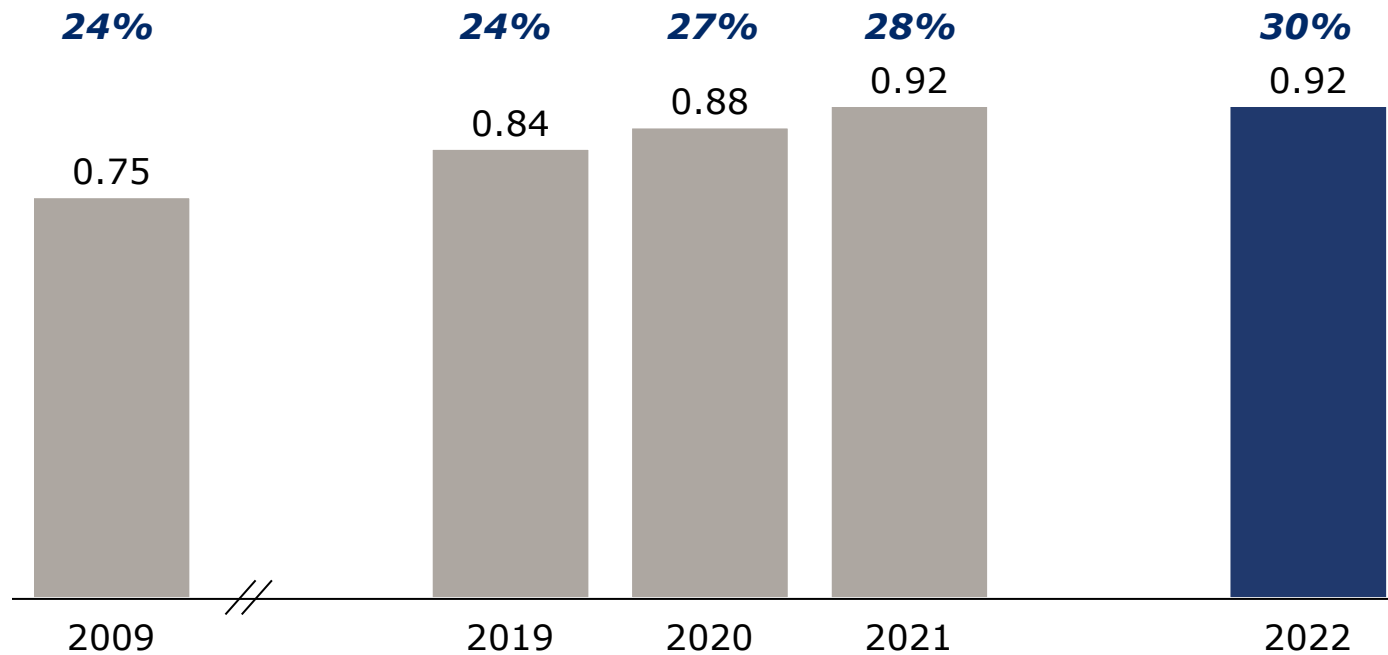
Emerging markets' share of global health expenditure will grow to

33% by 2022.

Progressive dividend policy - dividend proposal of €0.92 per share

Dividend Policy (€ / share)

Payout ratio¹



¹ Based on total dividend paid and group net income before special items

Stable →

Progressive dividend policy

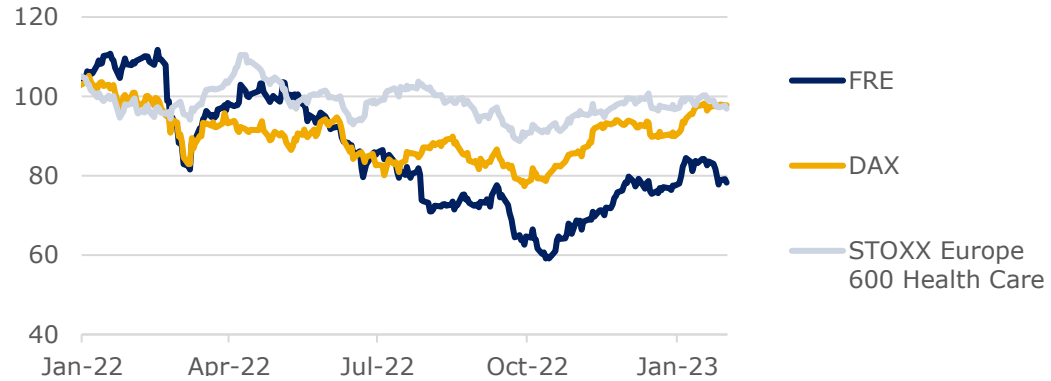
- ✓ Commitment to delivering attractive and predictable shareholder return
- ✓ Dividend for FY/22 to remain on prior-year level despite challenging environment
- ✓ Dividend to grow in line with EPS cc growth, but at least stay on prior year level

Fresenius SE: Fresenius Share & Shareholder Structure

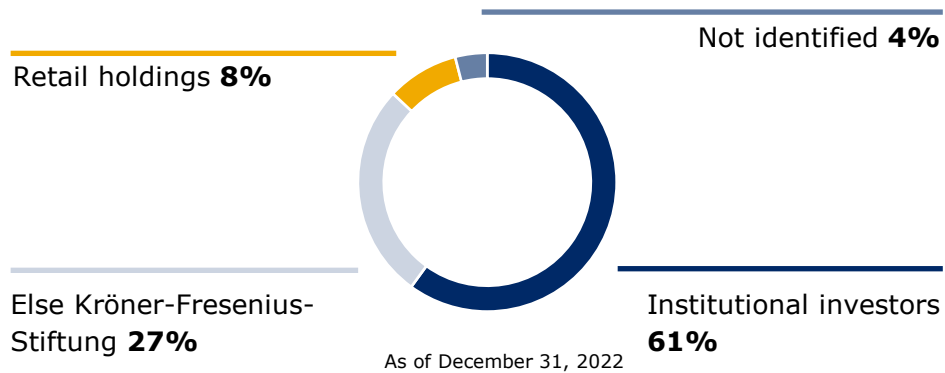
Share price development LTM



Click to view our interactive share price tool



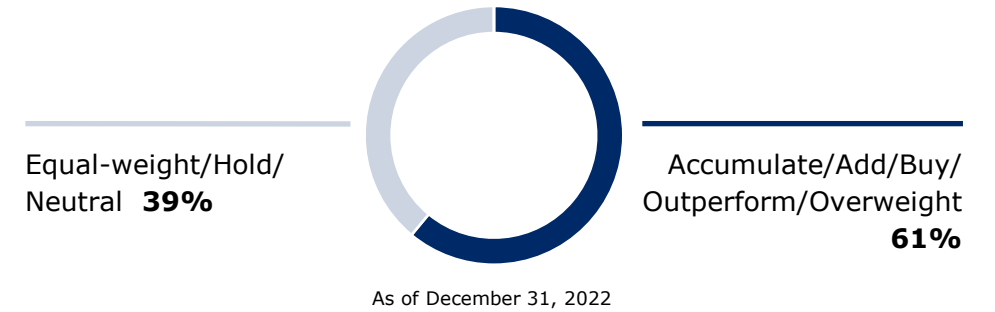
Shareholder structure by investors



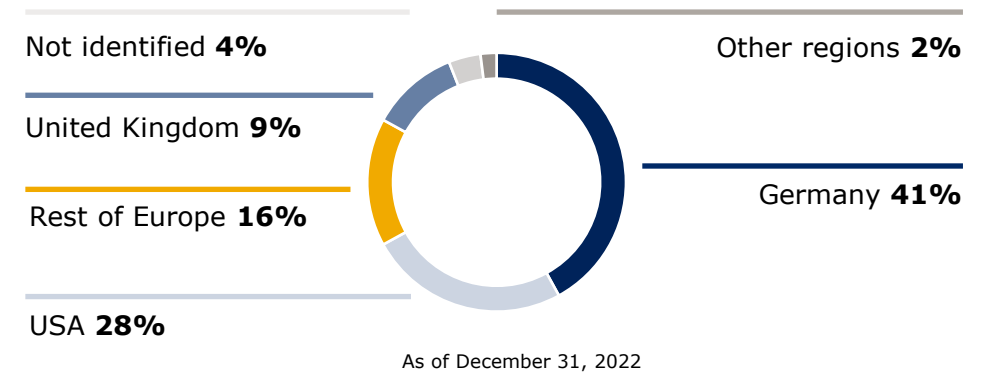
Analyst recommendations



Click to view downloadable set of the consensus data



Shareholder structure by region



1 Company Overview

2 **Strategic Update**

3 Business update FY/22

4 Financial priorities & Outlook FY/23

5 Attachments

RESET under way – strategic review completed

-  **2022 numbers delivered, 2023 outlook tough but realistic**
-  **Action on simpler, value-oriented structure**
-  **New management team built**
-  **More rigorous financial framework**
-  **Picking up the pace on costs out and portfolio changes**

Momentum towards #FutureFresenius

Creating #FutureFresenius

*Structural
simplification*

Fresenius Medical Care to be deconsolidated

Focus on Fresenius Kabi and Fresenius Helios

*Sharpen
focus*

Active portfolio management for assets

Ambitious EBIT margin bands

*Accelerate
performance*

~1bn annual structural productivity improvement by 2025

Becoming an industry-leading, therapy-focused healthcare company – **Advancing patient care**

FSE / FMC to focus on performance

New Governance Structure

All shareholders incl. FSE



Supervisory Board
Fresenius Medical Care AG



Management Board
Fresenius Medical Care AG



Supportive and active long-term shareholder
to benefit from FMC value creation plan

Change from full consolidation to **at-equity consolidation of FMC** after conversion

No relevant impact on material financing arrangements at both FSE and FMC

FSE one-time costs in low double-digit €m range;
negligible dissynergies from deconsolidation

Value upside retained, strategic optionality created

Implementation expected Q3-4 2023

Clear benefits for FSE and FMC

FRESENIUS

-  **Reduced complexity, increased transparency**
-  **Sharpened management focus** on operating companies
-  Enhanced **strategic flexibility** and **optionality**
-  **Focused capital allocation** towards growth platforms



FRESENIUS MEDICAL CARE

- Simplified, entrepreneurial governance structure** 
- Freed up management capacity** to execute on turnaround 
- Focused and faster decision-making** 
- Additional **flexibility on FMC's capital allocation** 

#FutureFresenius

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Profitability optimization and growth



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for critically and chronically ill patients



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along the care continuum

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Investment Companies

Financial value management



Dialysis
provision
and products



Project
business
and services

Deconsolidation
during 2023 intended

Sharpen focus – Drive transformative growth with “3+1 strategy” at Kabi

Selective market positions



- Strong focus on **key growth vectors**
- Strengthening **resilience of volume businesses**
- **Increased transparency** and **targeted segmentation**
- **Further details** during May 2023 **CMD**

Highly specialized healthcare products, with balanced market reach

Nutrition

€2.3B 

- #1** Global Parenteral Nutrition
- #2** Enteral Nutrition Europe & LATAM

Margin-accretive business

Drive global roll-out via product innovation and geographic expansion

Biopharma

€0.2B 

End-to-end Biopharma business with state-of-the-art biologic manufacturing

Strong organic growth with **expansion of product portfolio** and **entry into US market in 2023**

MedTech

€1.5B 

- #1** Global Blood Collection
- #2** Stationary Infusion System Europe & LATAM

Innovative Ivenix platform to penetrate US infusion market and to enhance interoperability and clinical functions


IV Drugs & Solutions


€3.9B 

#1 global hospital-sold Injectable Gx

Highly **cash-accretive business**

Strengthening **resilience** with **quality** and strong **cost focus**

 FY 22 Net Sales

 Market growth outlook

Sharpen focus – Drive capital efficiency and value accretive growth at Helios

Selective market positions



- Continuing **stable margin delivery**
- Increased **focus on return on capital** and **cash flow generation**
- Clear **strategy** for **value creation** across portfolio
- CMD envisaged for 1Q2024

FY 22 Net Sales Market growth outlook

Leading healthcare services delivering value for >24 million patients yearly



1 private hospital provider in Germany and Spain

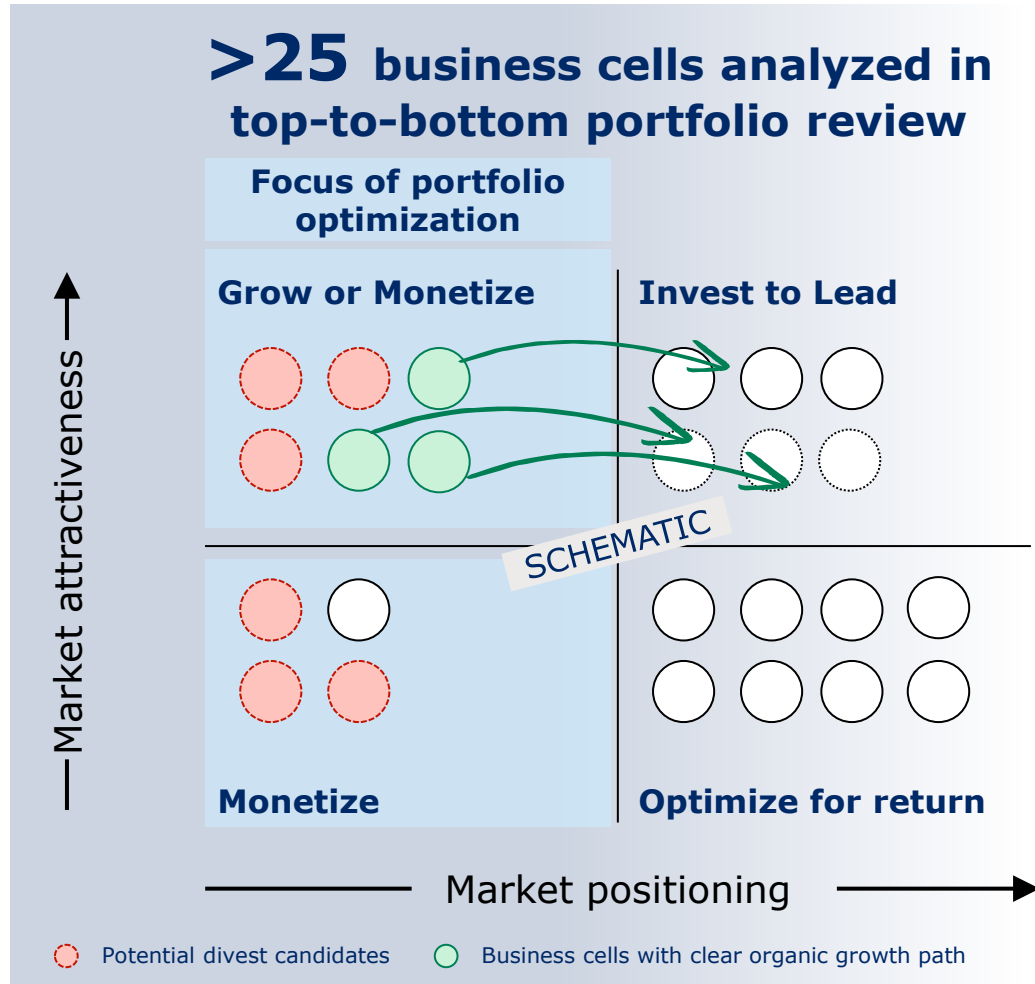
State-of-the-art **medical quality** and **patient satisfaction**

Strong track record of **cutting-edge technology** and **innovation**

Shaping industry trends in **digitalization** and **outpatient care**

Leading fertility platform with strong brands and expansion potential

Sharpen focus – Exit businesses in less attractive markets or where FSE not best owner



Develop business cells with **strong organic growth paths**



Strengthen portfolio focus and **capital allocation**



Exit **~5+ cells with triple-digit-million € sales** each, where **FSE is not the best owner**



Support deleveraging

Details on portfolio exits over next 12-18 months

New, more rigorous F³ – Fresenius Financial Framework

Fresenius Group

Operating Companies



EBIT margin

14 – 17%

9 – 11%

Organic revenue growth

4 – 7%

3 – 5%

Investment Companies

FSE expectation as major shareholder



10 – 14%

4 – 6%

CAPITAL EFFICIENCY

ROIC

6 – 8%

CAPITAL STRUCTURE

Leverage ratio

3.0x – 3.5x

CASH

Cash Conversion Rate¹

Around 1

DIVIDEND

Progressive dividend

In line with EPS cc growth but at least on prior year level

¹ Cash Conversion Rate – defined as adjusted FCFBIT / EBIT before special items
All figures before special items

A clearer picture for 2024 and beyond

2022

2023

2024+

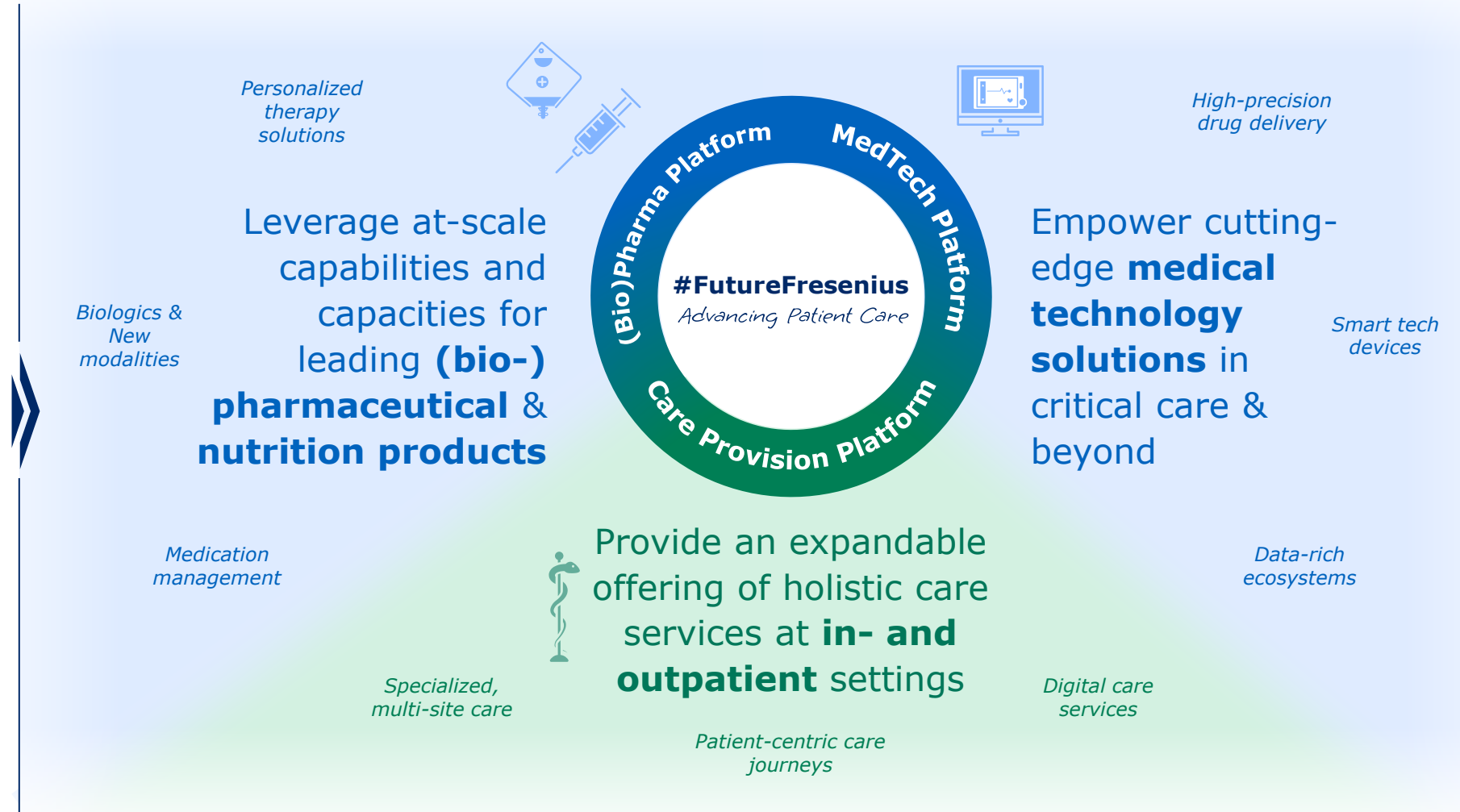
- **Portfolio structure cleared**
- **FMC turnaround performance enhanced**
- **Helios well on track, Kabi moving into EBIT margin band**
- **Cost savings ramping up**
- **Debt refinancing impacts taken**

#FutureFresenius – Maximum patient impact across platforms for leading therapies

Refocus on patient impact as a **trusted partner in world-class therapies**

Drive **high-quality, value-generating innovation**

Advance leadership in **system-critical products and services**

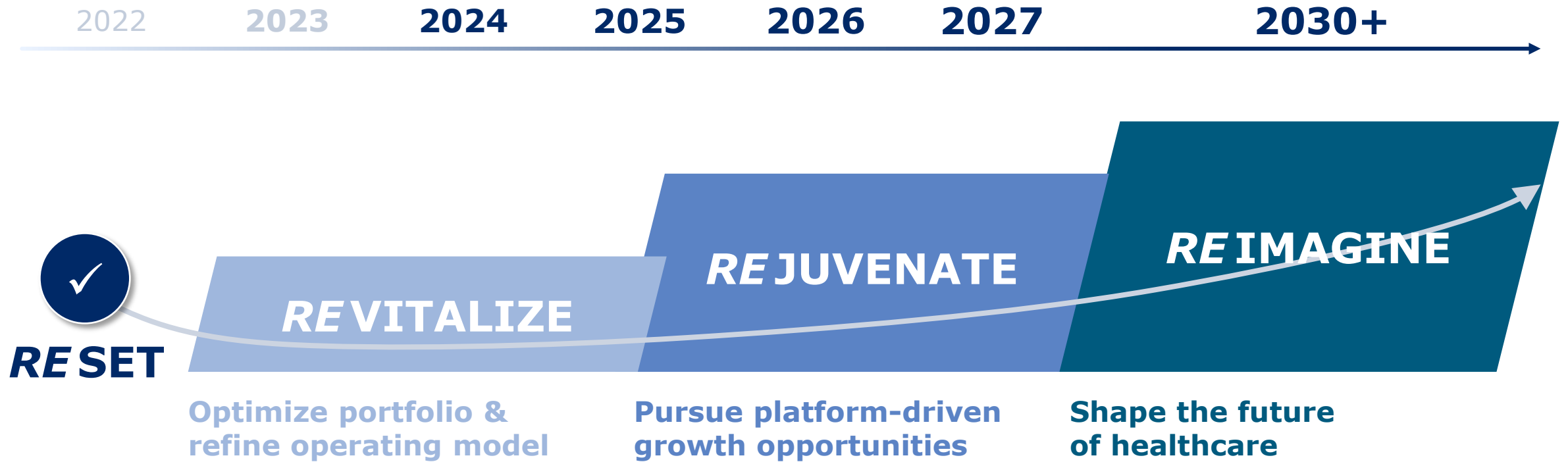


#FutureFresenius – Our near-term agenda



#FutureFresenius

#FutureFresenius – Moving to *REVITALIZE*



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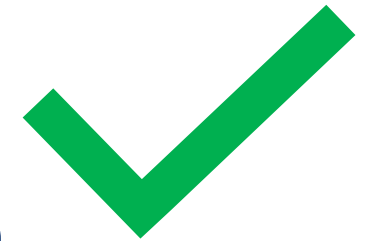
FY/22 – Delivered revised guidance

Revenue



Guidance FY/22:
low-to-mid-single-digit
percentage growth

Net income



Guidance FY/22:
decline of around 10%

All growth rates in constant currency (cc)
Before special items
Net income attributable to shareholders of Fresenius SE & Co. KGaA
¹ excluding acquisitions of Ivenix and mAbxience

Q4/22 – Solid quarter against the backdrop of challenging macro environment



- Healthy revenue growth of 4% in constant currency
- FX tailwind of 3% on revenue growth
- EBIT decline driven by ongoing inflationary pressure leading to cost increases for personnel, material, logistics, and energy
- Higher interest expense at -€157 m (Q4/21: -€120 m) due to financing activities, rising interest rates and currency translation effects



- Tax rate elevated at 24.4%
- Operating cash flow increase driven by better cash collections and improved working capital
- Leverage ratio at 3.65x (3.58x¹) above our target range of 3.0x to 3.5x

All P&L growth rates in constant currency (cc)
Before special items; Net income growth excluding Ivenix and mAbxience acquisitions
Net income attributable to shareholders of Fresenius SE & Co. KGaA
¹ excluding acquisitions of Ivenix and mAbxience

Strong operating cash flow in Q4/22

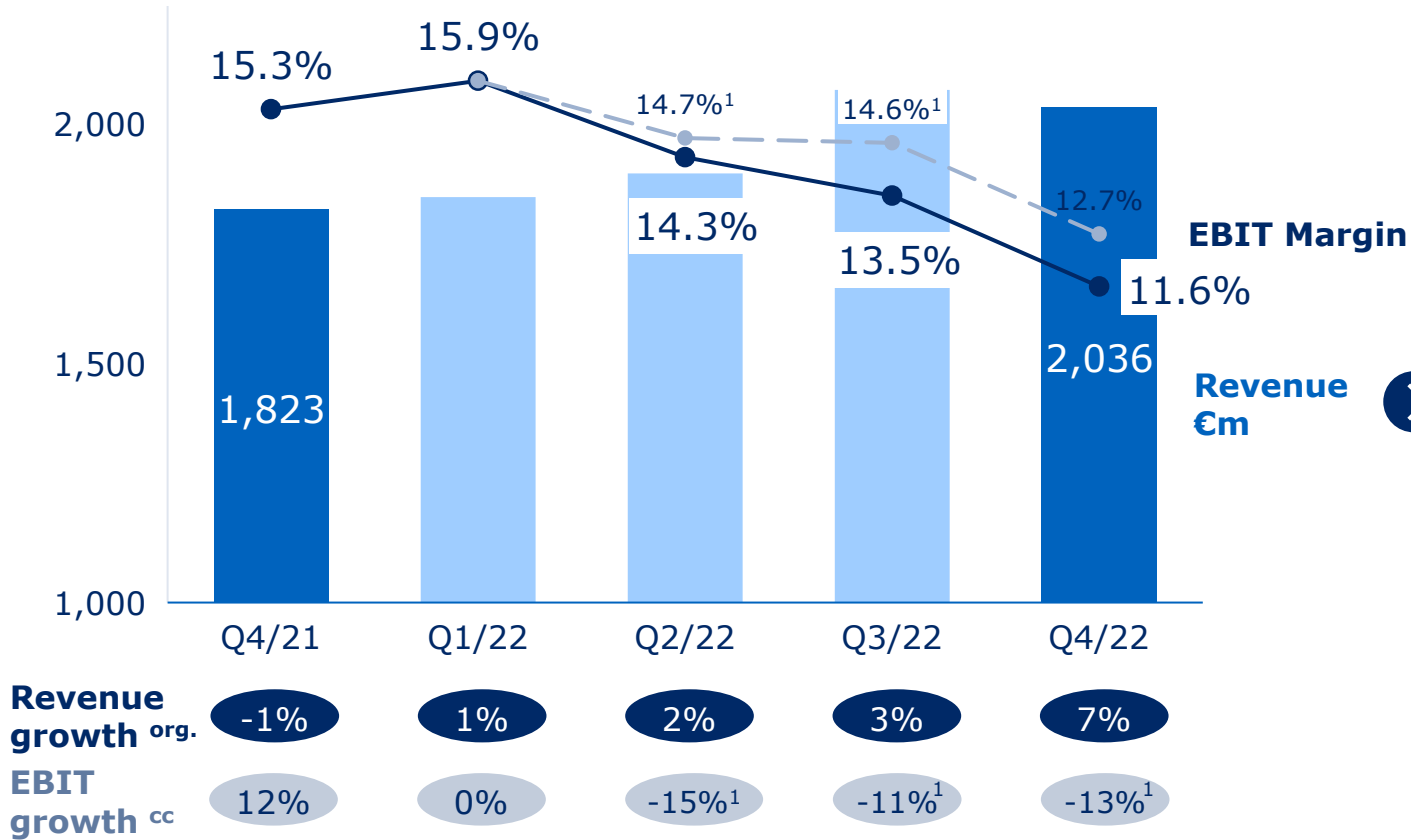
€m	Q4/22	Q4/21	FY/22	FY/21
OCF	1,824	1,749	4,198	5,078
% OCF Margin	17.1%	17.5%	10.3%	13.5%
Capex	-605	-674	-1,777	-2,017
Capex in % of revenue	5.6%	6.7%	4.4%	5.3%
Acquisitions	-39	-157	-830	-800
Dividends	-73	-77	-890	-1,068
FCF	1,107	841	701	1,193

- Strong Q4/22 operating cash flow
- Good cash collections and improved working capital management in particular at Fresenius Helios
- Prudent CAPEX spend in FY/22 resulting in strong Free Cash Flow
- FY/22 FCF impacted by strategic M&A

Fresenius Kabi with strong organic revenue growth Q4/22 results



QUARTERLY FINANCIALS



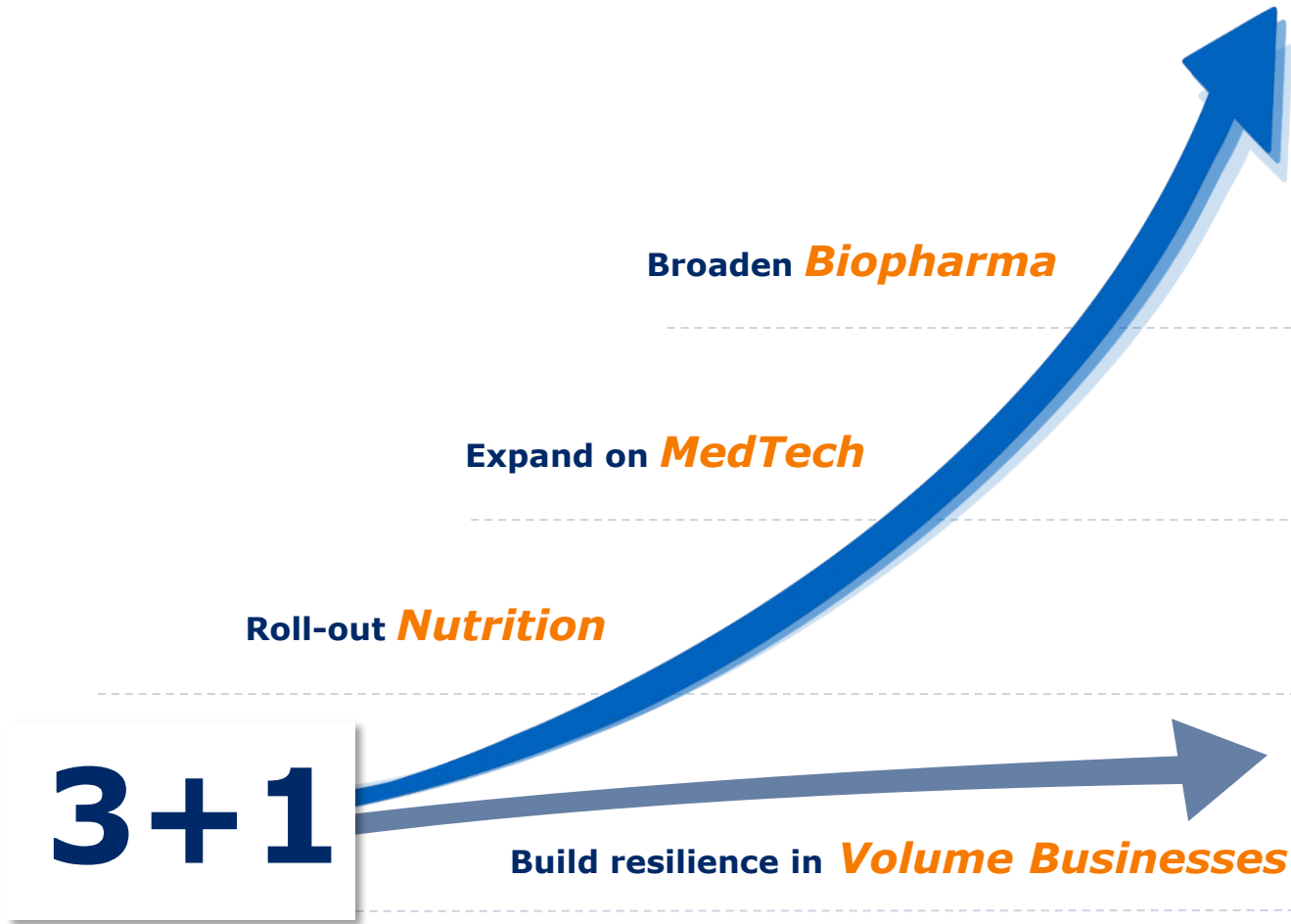
MAIN DEVELOPMENTS

- **Strong organic** revenue growth in **all three growth vectors** supplemented by **healthy growth** in the **volume business**
- **Biopharmaceuticals** with continued **strong growth trajectory**
- **EBIT margin¹ was impacted** by non-cash one-time write offs, primarily related to a capitalized in-process R&D project in North America

Before special items,

¹ Q2/22, Q3/22, Q4/22 margin and EBIT cc growth excluding Ivenix and mAbxience acquisitions

3+1 strategy: Adding to our growth opportunities



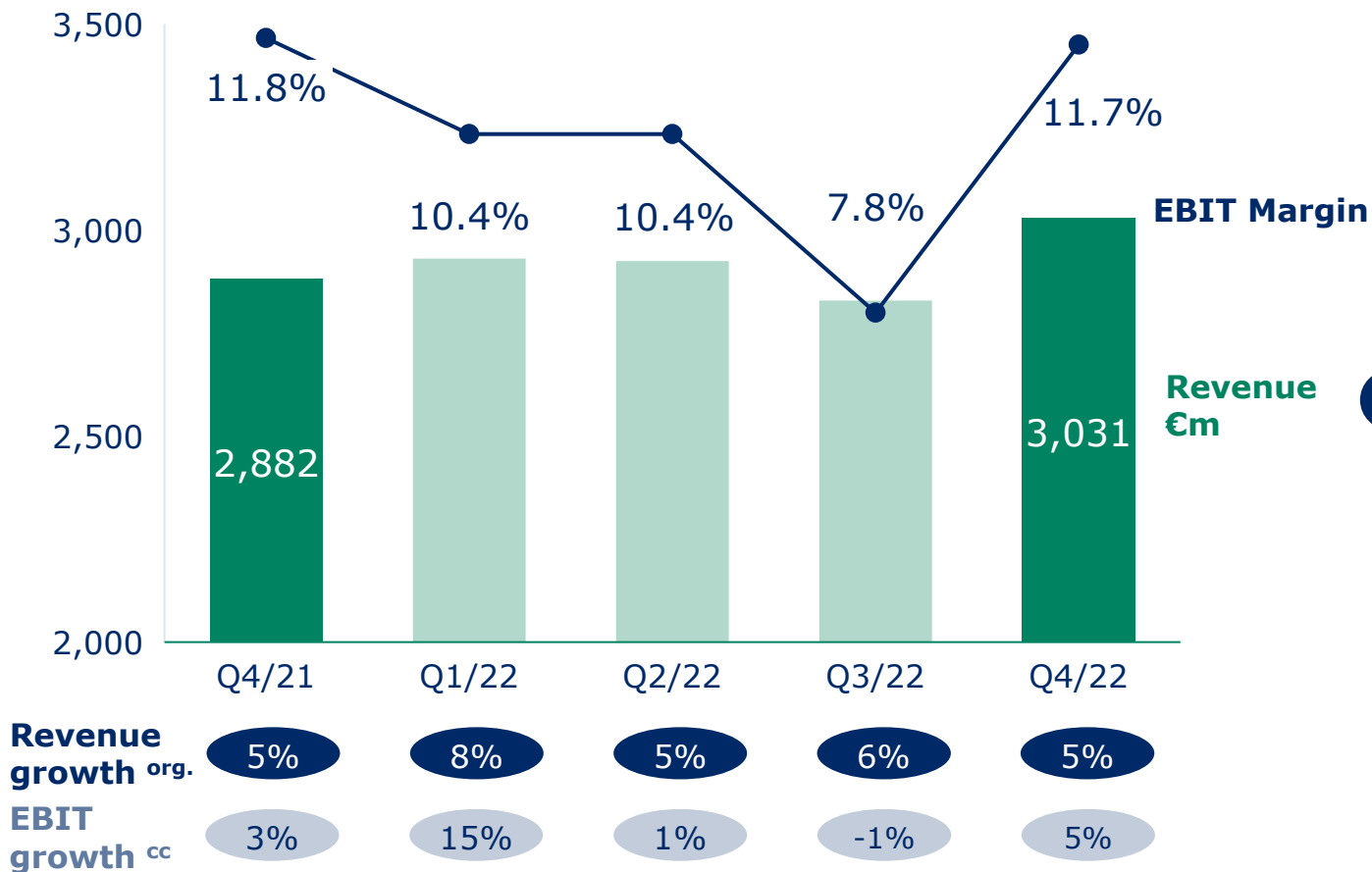
CURRENT HIGHLIGHTS

- Pegfilgrastim US FDA approval received
- mAbxience partnership execution on track
- Ivenix gaining first traction, e.g. go-live at Fort Healthcare
- Presented at Vizient Innovative Technology Exchange
- Leading supplier of IV lipid nutrition in North America
- Smoflipid received positively by U.S. clinicians
- Continued launches, e. g. US Oncology, Contrast Agents
- 2022 Vizient Pharmaceutical Partner of the year

Fresenius Helios delivers good close to the year Q4/22 results



QUARTERLY FINANCIALS



MAIN DEVELOPMENTS

- Healthy organic **revenue** growth, **strong EBIT development**
- **Helios Germany:** Gradually moving to pre-COVID patient structure
- **Helios Spain:** Very strong and consistent patient demand in Spain and Latin America
- **Helios Fertility:** Macroeconomic uncertainty and associated changed customer behavior resulting in a delay of treatment starts

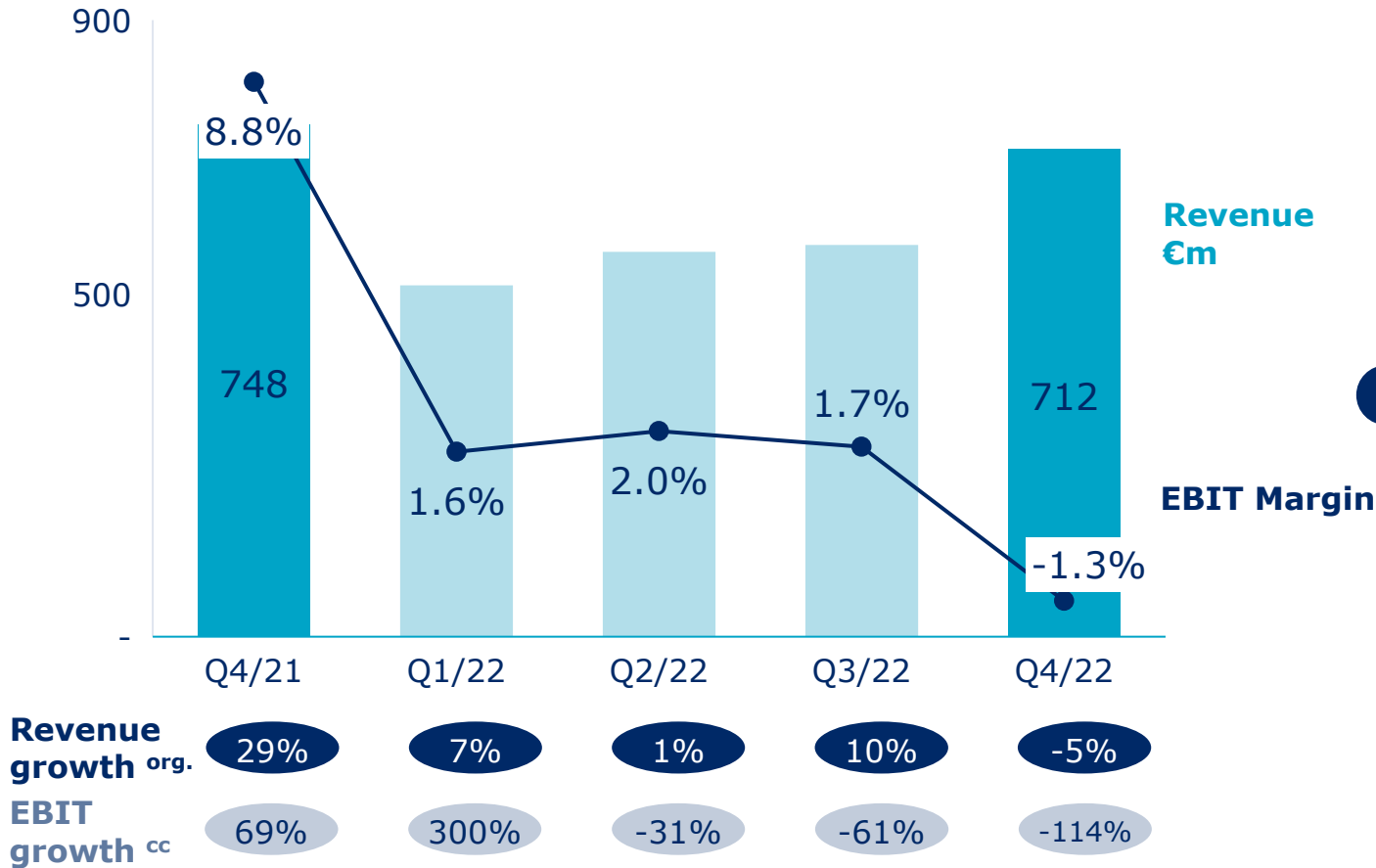
Before special items

Fresenius Vamed with weak quarter marked by one-time effects

Q4/22 results



QUARTERLY FINANCIALS



Before special items

MAIN DEVELOPMENTS

- **Service business** showing solid top-line performance, but one-time items and macro headwinds impact profitability
- Weak top-line performance driven by difficult economic environment and negative one-time items adversely impact earnings in **project business**
- **Adverse macro environment leading to negative one-time effects** due to reassessment and revaluation of claims and legal proceedings as well as certain business initiations that did not materialize as planned

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Clear financial priorities to accelerate performance and deliver value to shareholders

Financial
priorities to
deliver
#FutureFresenius



Focus and Transparency

Increase **focus** and **transparency**
with clear set of KPIs and
upcoming CMDs



Structural productivity

Improve **structural productivity**
to reach around €1 bn cost savings
by 2025E



Capital allocation

Conduct business-cell specific
capital allocation and active
portfolio management



Cash and ROIC focus

Reinvigorate focus on **ROIC** and
Cash Conversion



Shareholder return

Deliver shareholder return via
progressive dividend policy



Deleveraging

Delever to 3.0x – 3.5x target
corridor and deliver on IG
commitment

Defining our financial ambition levels

F³ – Fresenius Financial Framework

2022A

(Ambition)

Operating Companies



Investment Companies

FSE expectation as major shareholder



EBIT margin

13.8%
(14-17%)

10.1%
(9-11%)



9.4%
(10-14%)

0.8%
(4-6%)

Organic rev. growth

3%
(4-7%)

6%
(3-5%)



1 Increase focus and transparency

2 Drive structural productivity

3 Improve capital efficiency and returns

CAPITAL EFFICIENCY

ROIC

5.1%
(6 – 8%)

CAPITAL STRUCTURE

Leverage ratio

3.7x
(3.0 – 3.5x)

CASH

CCR¹

1.1
(Around 1)

DIVIDEND

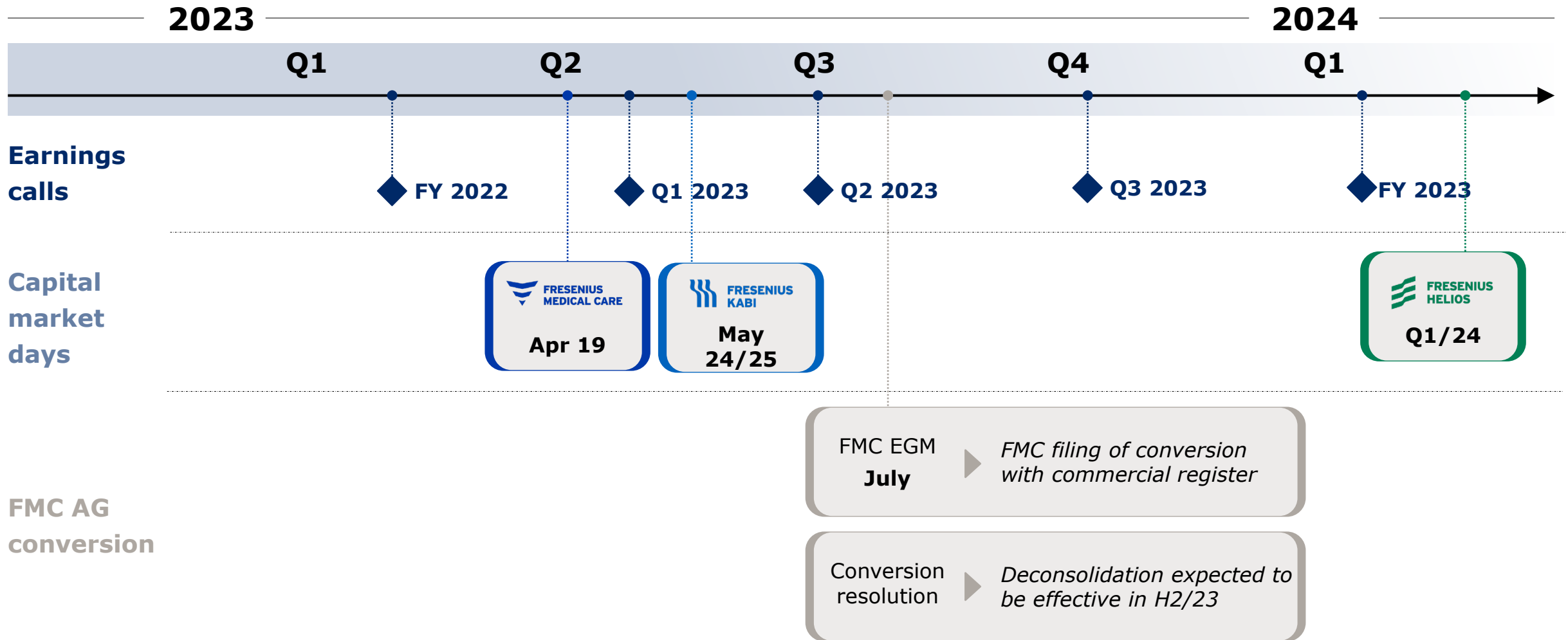
Progressive Dividend

0.92 EUR / share²
(In line with EPS cc growth but at least on PY level)

¹ Cash conversion rate - defined as adjusted FCFbIT / EBIT (before special items)
² Proposal to AGM
All figures before special items

= Meeting ambition level

1 Increase focus and transparency on our path to #FutureFresenius



2 Driving structural productivity with more ambitious cost savings program

Targeted programs across the FSE Group...

Cost reduction, e.g.

- Procurement
- Processes
- SG&A

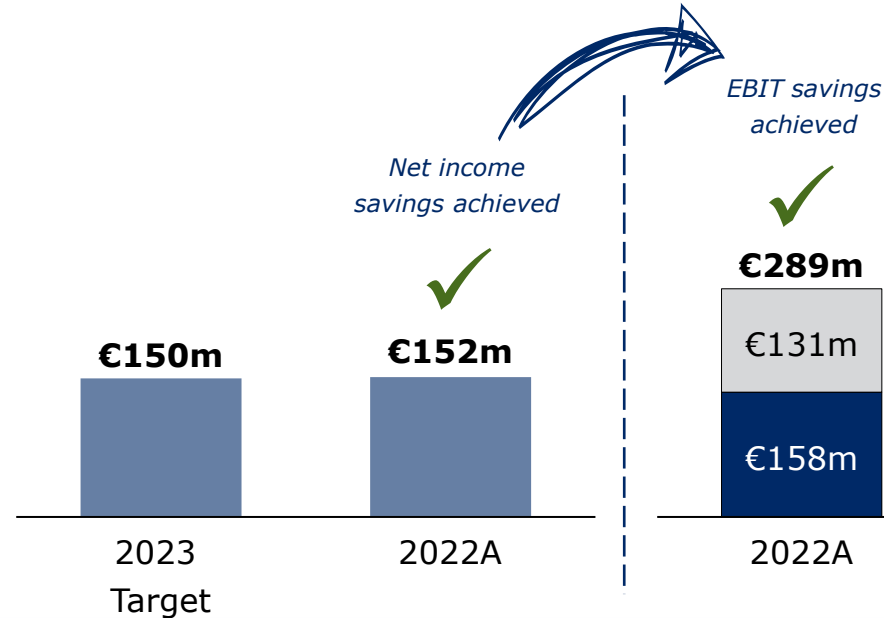
Divest non-core assets, e.g.

- Targeted divestments
- Selective country operation exits

... exceeding 2022 goals...

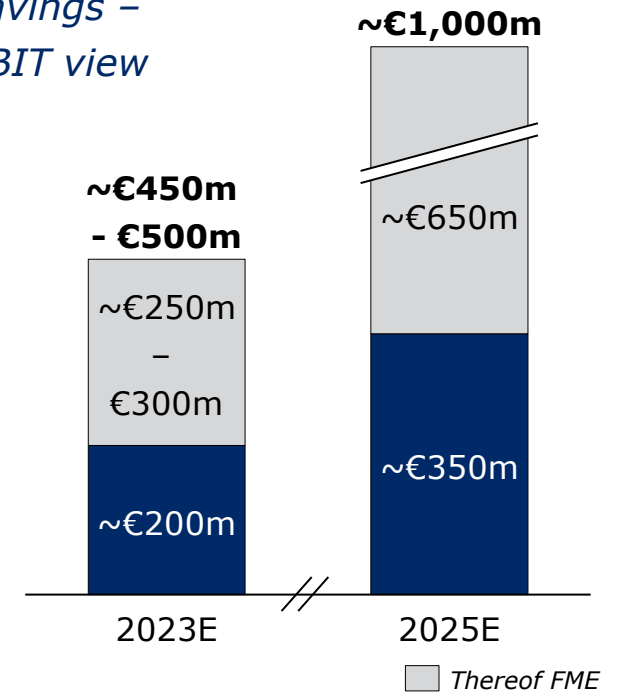
Cost savings –
Net income

Net income to
EBIT view



... updating 2025 targets

Cost savings –
New EBIT view

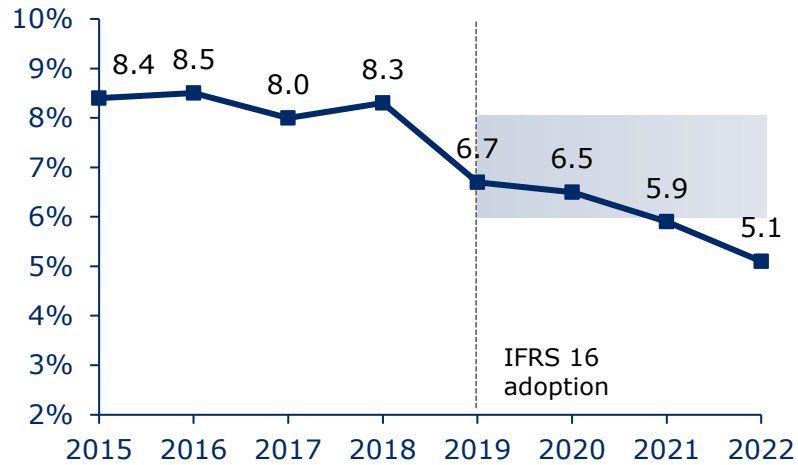


New target setting based on EBIT to reflect profitability focus

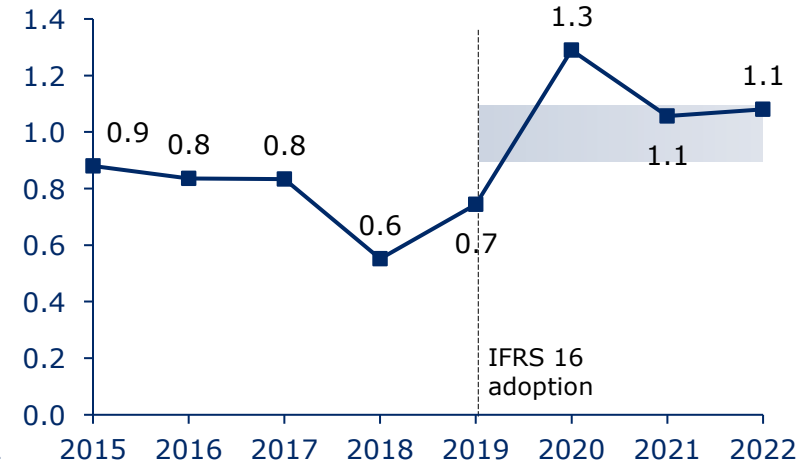
One-off costs at around ~€700-€750m (thereof €250-300m excl. FMC) between 2023 and 2025, of which ~2/3 expected to occur in 2023

3 Focus on improving capital efficiency and returns

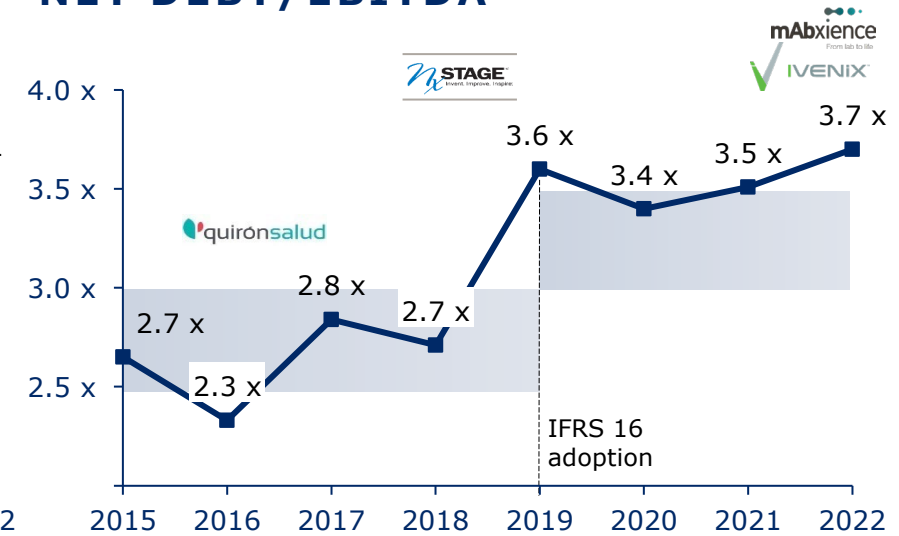
ROIC



CCR



NET DEBT/EBITDA¹



➤ Continued focus to increase **ROIC** to regain **6-8% corridor**

➤ **Targeted capital allocation**
- Along **strategic pillars**
- **Clear focus on return KPIs**

➤ Increased focus on **cash** and **cash return in the Group**

➤ **New KPI** to more **actively track** and **report progress on cash**

➤ **Strong commitment to 3.0 to 3.5x leverage corridor** and **investment grade rating**

➤ **Elevated leverage** in 2022 also due to **strategic acquisitions of mAbxience and Ivenix**

➤ **Selected disposals** reducing leverage

¹ At LTM average exchange rates for both net debt and EBITDA; pro forma closed acquisitions/divestitures; before special items

FY/23 – A year of structural progression

Persistent headwinds...

Cost inflation and annualization

(despite stabilizing macro environment)

Personnel



Material



Freight



Energy



Reduced government support

(excl. energy)

Increased interest rates



... but structural progression

Ramp-up of cost savings

FMC deconsolidation

Further portfolio measures

Uptake of growth vectors

→ Increase to PY

Outlook for FY/23

Fresenius Group

Revenue growth (organic)
Low-to-mid-single-digit growth

EBIT (cc growth)¹ including FMC:
Broadly flat-to-high-single digit decline

EBIT (cc growth) excluding FMC:
Broadly flat-to-mid-single digit decline

Operating Companies



- **Low-to-mid-single-digit** organic revenue growth
- **Around 1pp below** structural EBIT margin band of **14 – 17%**



- **Mid-single-digit** organic revenue growth
- **Within** structural EBIT margin band of **9 – 11%**

Investment Companies



- **Low-to-mid-single-digit** revenue growth in cc
- **Flat-to-high-single-digit** operating income decline excl 2022 PRF¹



- **Low-to-mid-single-digit** organic revenue growth
- **Clearly below** structural EBIT margin band of **4 – 6%**

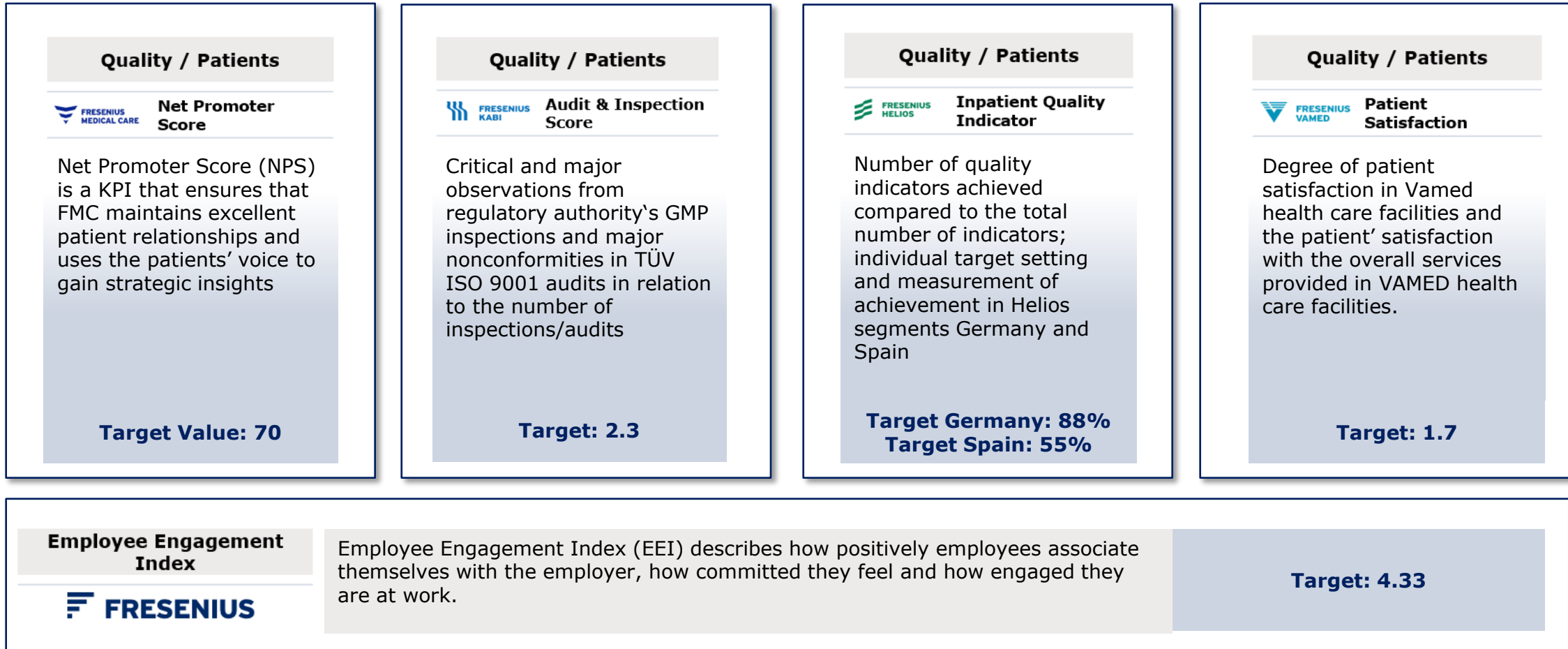
¹ Adjusted EBIT excluding Provider Relief Funding (PRF); In 2022 Fresenius Medical Care received €277m (at current currency) Provider Relief Funding; No Provider Relief Funding support expected for 2023

FY/23 – Other financial KPIs

Foreign exchange		One cent change in EUR/USD implies an annual effect of ~€140 m on revenue, ~€15 m on EBIT and ~€4 m on net income
Profitability	Interest expense	Higher interest rates leading to increased interest expenses of €700 to €750 m for the group depending on refinancing activities
	Tax rate	Tax rate between 24 to 25% expected
Capital Allocation	CAPEX	Around 5% of sales
	CCR	CCR of around 1
	ROIC	Around 1pp below prior year level (FY/22: 5.1%)
	Leverage ratio	Expected to be slightly above FY/22 levels (FY/22: 3.65 x), depending on divestment activities

2023 Targets for Environment, Social, Governance (ESG) KPIs

Targets aligned with Management Board Compensation Short-term Incentive (STI) 2023



Attachments

Structural simplification – New structure expected to become effective in Q3 or Q4 2023

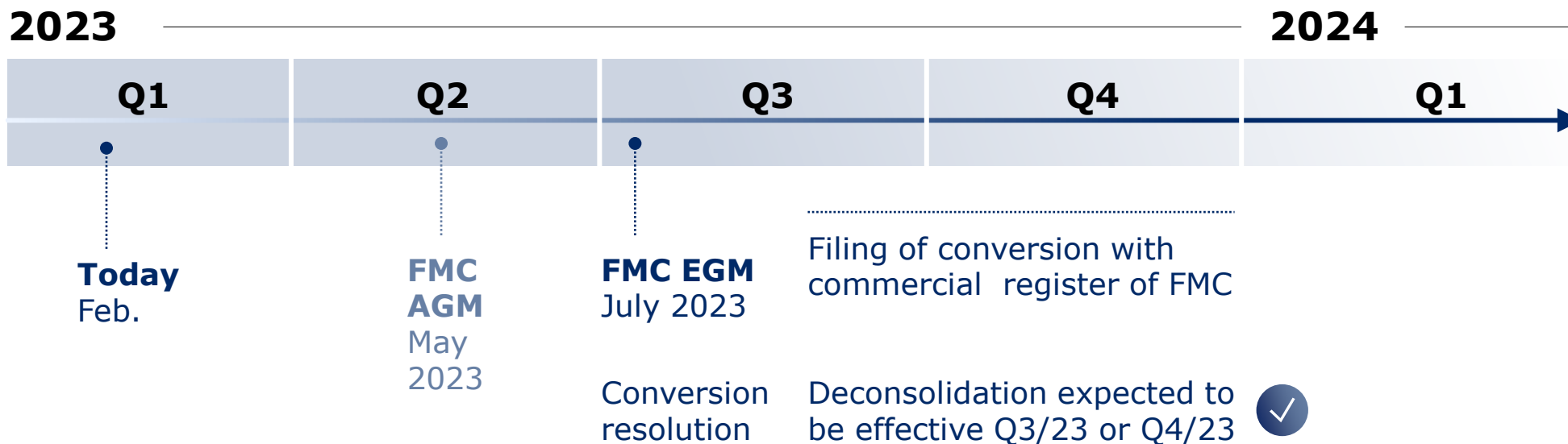


Key aspects & next steps

- **Conversion into AG based on resolution of FMC** extraordinary shareholder meeting
- **75% of FMC share capital present at EGM** required to approve resolution
- Deconsolidation **effective with registration of conversion** into commercial register
- Implementation likely to take **~4 – 6 months post EGM**



Timeline for execution



AGM = Annual general meeting EGM = Extraordinary general meeting

Fresenius Kabi: Q4 & FY/22 Organic Revenue Growth by Regions

€m	Q4/22	Δ YoY organic	FY/22	Δ YoY organic
North America	669	3%	2,522	0%
Europe	724	6%	2,691	5%
Emerging Markets	643	11%	2,637	4%
Total revenue	2,036	7%	7,850	3%

Fresenius Kabi: Q4 & FY/22 Organic Revenue Growth by Product Segment

€m	Q4/22	Δ YoY organic	FY/22	Δ YoY organic
IV Drugs	752	2%	2,879	-3%
Infusion Therapy	267	12%	1,002	13%
Clinical Nutrition	544	6%	2,280	4%
Medical Devices/ Transfusion Technology	401	8%	1,501	3%
Biopharmaceuticals	72	71%	188	108%
Total revenue	2,036	7%	7,850	3%

Fresenius Kabi: Q4 & FY/22 EBIT Growth

€m	Q4/22	Δ YoY cc	FY/22	Δ YoY cc
North America	145	-4%	661	-7%
Margin	21.7%	-140 bps	26.2%	-200 bps
Europe	114	77%	340	-10%
Margin	15.7%	+610 bps	12.6%	-210 bps
Emerging Markets	104	-49%	597	-14%
Margin	16.2%	-1870 bps	22.6%	-440 bps
Corporate and Corporate R&D	-127	1%	-518	4%
Total EBIT	236	-13%¹	1,080	-10%¹
Margin	11.6%	-370 bps	13.8%	-220 bps

All figures before special items

Margin growth at actual rates

¹ Excluding Ivenix and mAbxience acquisitions

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: Q4 & FY/22 Key Financials

€m	Q4/22	Δ YoY cc	FY/22	Δ YoY cc
Total revenue	3,031	5%¹	11,716	6%¹
Thereof Helios Germany	1,749	0% ¹	7,021	4% ¹
Thereof Helios Spain	1,214	12% ¹	4,441	9% ¹
Thereof Helios Fertility	66	1% ¹	250	1% ¹
Total EBIT	354	5%	1,185	5%
Margin	11.7%	-10 bps	10.1%	-20 bps
Thereof Helios Germany	174	2%	623	2%
Margin	9.9%	+10 bps	8.9%	-20 bps
Thereof Helios Spain	172	7%	556	8%
Margin	14.2%	-70 bps	12.5%	-30 bps
Thereof Helios Fertility	6	0%	21	0%
Margin	9.1%	-70 bps	8.4%	-590 bps
Thereof Corporate	2	--	-15	--

¹ Organic growth

All figures 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 Helios: Key Metrics

	FY/22	FY/21	Δ
Helios Germany			
Hospitals	87	90	-3%
- Acute care hospitals	84	87	-3%
Beds	30,352	30,487	0%
- Acute care hospitals	29,786	29,955	-1%
Admissions	5,508,158	5,444,546	
- patients treated in hospital	1,079,776	1,048,946	
- patients treated as outpatient	4,423,482	4,390,553	
Helios Spain (incl. Latin America)			
Hospitals	58	56	4%
Beds	8,259	8,174	1%
Admissions (including outpatients)	18,853,264	17,122,592	
- patients treated in hospital	1,067,410	982,204	
- patients treated as outpatient	17,785,854	16,140,388	

Fresenius Vamed: Q4 & FY/22 Key Financials

€m	Q4/22	Δ YoY cc	FY/22	Δ YoY cc
Total revenue	712	-5%	2,359	2%
Thereof organic revenue		-5%		2%
Project business	267	-20%	674	-6%
Service business	445	7%	1,685	6%
Total EBIT	-9	-114%	20	-81%
Order intake ¹	572	--	1,241	--
Order backlog ¹			3,689	6% ²

¹ Project business only

² Versus December 31, 2021

Fresenius Group: Calculation of Noncontrolling Interests

€m	FY/22	FY/21
Earnings before tax and noncontrolling interests	3,471	3,748
Taxes	-824	-848
Noncontrolling interests, thereof	-918	-1,033
Fresenius Medical Care net income not attributable to Fresenius (FY/22: ~68%)	-621	-690
Noncontrolling interest holders in Fresenius Medical Care	-222	-250
Noncontrolling interest holders in Fresenius Kabi (-€ 56 m), Fresenius Helios (-€17 m), Fresenius Vamed (-€ 6 m) and due to Fresenius Vamed's 23% external ownership (+€4 m)	-75	-93
Net income attributable to Fresenius SE & Co. KGaA	1,729	1,867

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	Q4/22	LTM Margin	Δ YoY
Operating Cash Flow	1,824	10.3%	4%
Capex (net)	-605	-4.4%	10%
Free Cash Flow (before acquisitions and dividends)	1,219	5.9%	13%
Acquisitions (net)	-39		
Dividends	-73		
Free Cash Flow (after acquisitions and dividends)	1,107	1.7%	32%

Fresenius Group: Reconciliation adjusted Free Cash Flow for CCR

€m	Q4/22	FY/22
Operating Cash Flow	1,824	4,198
Capex (net)	-605	-1,777
Free Cash Flow	1,219	2,421
(before acquisitions and dividends)		
Special items (net income before minorities)	+274	+530
Interests (before special items)	+157	+533
Taxes (before special items)	+218	+824
Adjusted Free Cash Flow for CCR	1,868	4,308







Cash Flow development Q4/22

€m	Operating Cash Flow		Capex (net)		Free Cash Flow ¹	
	Q4/22	Margin	Q4/22	Margin	Q4/22	Margin
 FRESENIUS MEDICAL CARE	599	12.0%	-201	-3.6%	398	7.6%
 FRESENIUS KABI	298	14.6%	-196	-9.6%	102	5.0%
 FRESENIUS HELIOS	956	31.5%	-227	-7.4%	729	24.1%
 FRESENIUS VAMED	12	1.7%	47	+6.6%	59	8.3%
Corporate/Other	-41	n.a.	-28	n.a.	-69	n.a.
 FRESENIUS Excl. FMC ²	1,225	21.6%	-404	-7.1%	821	14.5%
 FRESENIUS	1,824	17.1%	-605	-5.6%	1,219	11.5%

¹ Before acquisitions and dividends

² Including FMC dividends

Cash Flow development FY/22

€m	Operating Cash Flow		Capex (net)		Free Cash Flow ¹	
	FY/22	Margin	FY/22	Margin	FY/22	Margin
 FRESENIUS MEDICAL CARE	2,167	11.2%	-687	-3.6%	1,480	7.6%
 FRESENIUS KABI	841	10.7%	-518	-6.6%	323	4.1%
 FRESENIUS HELIOS	1,367	11.7%	-554	-4.8%	813	6.9%
 FRESENIUS VAMED	-44	-1.9%	19	+0.8%	-25	-1.1%
Corporate/Other	-133	n.a.	-37	n.a.	-170	n.a.
 FRESENIUS Excl. FMC ²	2,158	10.0%	-1,090	-5.0%	1,068	5.0%
 FRESENIUS	4,198	10.3%	-1,777	-4.4%	2,421	5.9%

¹ Before acquisitions and dividends

² Including FMC dividends

Estimated COVID-19 Effects Q4 & FY/22

	Growth cc as reported incl. COVID-19		Estimated COVID-19 impact cc		Estimated growth cc excl. COVID-19	
	Q4/22	Q4/21	Q4/22	Q4/21	Q4/22	Q4/21
Revenue	4%	5%	0% to -1%	0% to -1%	4% to 5%	5% to 6%
Net income ¹	-19%	3%	0% to -4%	0% to -4%	-19% to -15%	3% to 7%

	Growth cc as reported incl. COVID-19		Estimated COVID-19 impact cc		Estimated growth cc excl. COVID-19	
	FY/22	FY/21	FY/22	FY/21	FY/22	FY/21
Revenue	4%	5%	0% to -1%	0% to -1%	4% to 5%	5% to 6%
Net income ¹	-12%	5%	4% to 0%	-1% to -5%	-16% to -12%	6% to 10%

¹ Net income attributable to shareholders of Fresenius SE & Co. KGaA; before special items

Revenue by Business Segment – FX, Acquisitions/Divestitures Effects Q4/22

€m	Q4/22	Q4/21	Growth at actual rates	Currency translation effects	Growth at constant rates	Organic growth	Acquisitions	Divestitures/Others
Fresenius Medical Care	4,997	4,647	8%	6%	2%	2%	0%	0%
Fresenius Kabi	2,036	1,823	12%	4%	8%	7%	2%	-1%
Fresenius Helios	3,031	2,882	5%	0%	5%	5%	1%	-1%
Fresenius Vamed	712	748	-5%	0%	-5%	-5%	1%	-1%
Total	10,643	9,966	7%	3%	4%	3%	1%	0%

Revenue by Business Segment – FX, Acquisitions/Divestitures Effects FY/22

€m	FY/22	FY/21	Growth at actual rates	Currency translation effects	Growth at constant rates	Organic growth	Acquisitions	Divestitures/Others
Fresenius Medical Care	19,398	17,619	10%	8%	2%	2%	1%	-1%
Fresenius Kabi	7,850	7,193	9%	5%	4%	3%	1%	0%
Fresenius Helios	11,716	10,891	8%	1%	7%	6%	2%	-1%
Fresenius Vamed	2,359	2,297	3%	1%	2%	2%	1%	-1%
Total	40,840	37,520	9%	5%	4%	3%	1%	0%

Financial Calendar / Contact

Financial Calendar

09 May 2023	Results Q1/23
17 May 2023	Annual General Meeting
02 August 2023	Results Q2/23
02 November 2023	Results Q3/23

Please note that these dates could be subject to change.

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