

FRESENIUS MEDICAL CARE
Profile 2011



CREATING A FUTURE WORTH LIVING. FOR PEOPLE. 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.

OPERATING DATA

Table 1

in \$ M

	2011	2010	Change
Selected key figures			
Net revenue	12,795	12,053	6 %
Earnings before interest and taxes, depreciation and amortization (EBITDA)	2,632	2,427	8 %
Earnings before interest and taxes (EBIT)	2,075	1,924	8 %
Net income ¹	1,071	979	9 %
Net cash flow from operating activities	1,446	1,368	6 %
Free cash flow ²	876	861	2 %
Capital expenditure, net	570	507	12 %
Acquisitions, investments and purchases of intangible assets, net	1,775	618	188 %
Earnings per ordinary share in \$	3.54	3.25	9 %
Dividend per ordinary share ³ in €	0.69	0.65	6 %
EBIT margin in %	16.2	16.0	–
Return on invested capital (ROIC) in %	8.7	8.8	–
Equity to assets in %	41.0	44.0	–

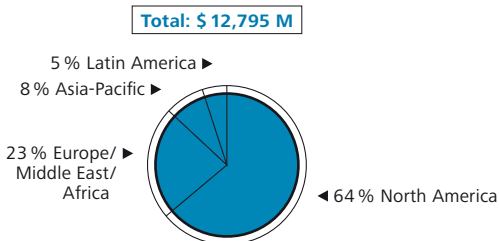
¹ Net income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA.

² Before acquisitions and dividends.

³ 2011: Proposal to be approved by the Annual General Meeting on May 10, 2012.

REVENUE BY REGION

Chart 2

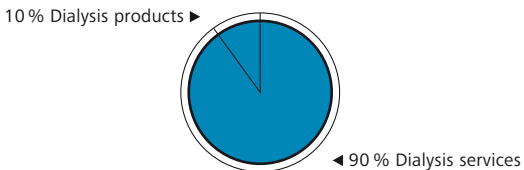


REVENUE BY SEGMENT

Chart 3

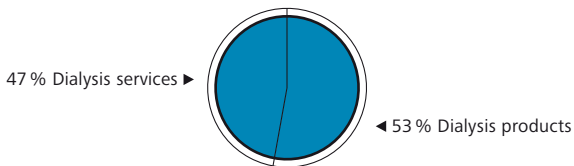
North America

Total: \$ 8,150 M



International

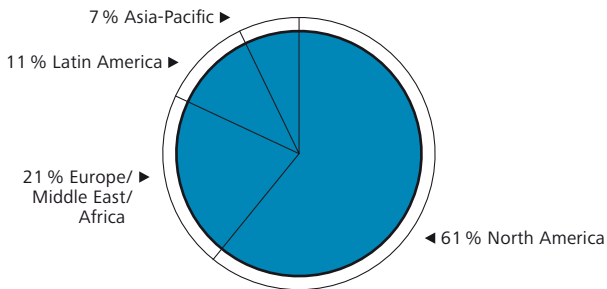
Total: \$ 4,628 M



**FRESENIUS MEDICAL CARE
PATIENTS WORLDWIDE**

Chart 4

Total: 233,156



**FRESENIUS MEDICAL CARE
CLINICS WORLDWIDE**

Table 5

	2011	2010	Change
North America	1,838	1,810	2 %
Europe/Middle East/Africa	600	499	20 %
Latin America	218	193	13 %
Asia-Pacific	242	242	-
► TOTAL	2,898	2,744	6 %

DIALYSIS SERVICES WORLDWIDE NUMBER OF PATIENTS TREATED

Chart 6

Total: 2.158 M

North America	Fresenius Medical Care	142,319
	DaVita	138,000
	Liberty Dialysis Holdings Inc.	19,500
Europe	Fresenius Medical Care	48,346
	Kuratorium für Dialyse	18,500
	Diaverum	16,000
Asia-Pacific	Fresenius Medical Care	17,110
	Showai-Kai	5,000
	Zenjin-Kai	4,600
Latin America	Fresenius Medical Care	25,381
	Baxter	8,800
	Diaverum	3,800

Source: Company data and estimates

MARKET POSITION IN MAJOR PRODUCT GROUPS

Table 7

	Rank 1	Rank 2	Rank 3
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

MAJOR LOCATIONS

Chart 8



America

Waltham, US
Regional headquarters North America

01 Ogden, US Dialyzers

02 Walnut Creek, US Dialysis machines

03 Toledo, US Hemodialysis concentrate

04 Livingston, US Hemodialysis concentrate

05 Montreal, CA Hemodialysis concentrate

06 Irving, US Hemodialysis concentrate

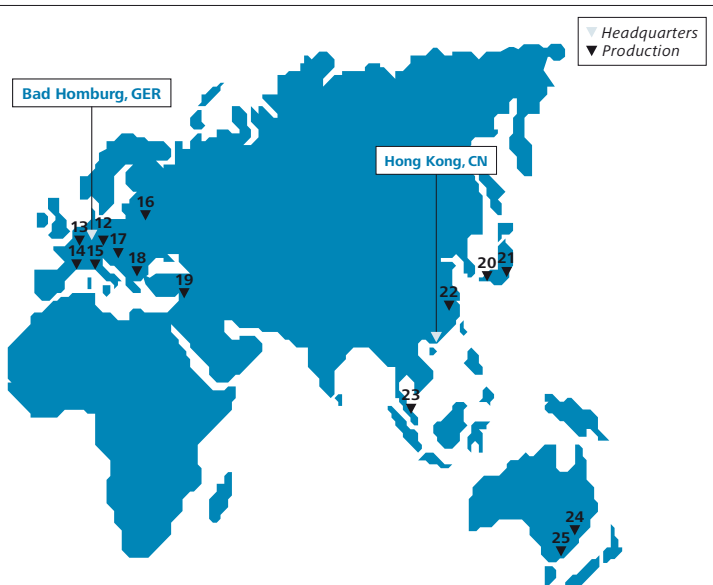
07 Reynosa, MX Tubing systems

08 Guadalajara, MX Dialysis solutions

09 Santafé de Bogotá, CO Dialysis solutions

10 Jaguariúna, BR Dialysis machines

11 Pilar, AR Hemodialysis concentrate



Europe

Bad Homburg, GER Company headquarters

- 12 Schweinfurt, GER Dialysis machines
- 13 St. Wendel, GER Dialyzers
- 14 L'Arbresle, FR Dialyzers & dialysis solutions
- 15 Cremona, IT Tubing systems
- 16 Borisov, BY Dialyzers & tubing systems
- 17 Krems, AT Adsorber
- 18 Vrsac, SRB Dialyzers & dialysis solutions
- 19 Antalya, TR Adsorber

Asia-Pacific

Hong Kong, CN Regional headquarters Asia-Pacific

- 20 Inukai, JP Dialyzers
- 21 Buzen, JP Dialyzers
- 22 Jiangsu, CN Tubing systems
- 23 Ipoh, MY Water treatment systems
- 24 Smithfield, AU Hemodialysis concentrate
- 25 Victoria, AU Dialysis chairs

*Our company profile
in brief*



79,159
employees worldwide

OVER 40
production sites worldwide

233,156
patients worldwide

2,898
clinics worldwide

~ 34.4 MILLION
dialysis treatments worldwide

Fresenius Medical Care is the world's largest integrated provider of products and services for individuals undergoing dialysis because of chronic kidney failure, a condition that affects more than two million individuals worldwide.

Fresenius Medical Care is also the world's leading provider of dialysis products such as hemodialysis machines, dialyzers and related disposable products. Fresenius Medical Care is listed on the Frankfurt Stock Exchange (FME, FME3) and the New York Stock Exchange (FMS, FMS/P).

Financial Calendar
2012



MAY 3

Report on the first quarter 2012

MAY 10

Annual General Meeting
Frankfurt/Main

MAY 11

Payment of dividend
*subject to the approval
of the Annual General Meeting*

AUGUST 1

Report on the second quarter 2012

OCTOBER 31

Report on the third quarter 2012

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: Dr. Ben J. Lipps (Chairman), Rice Powell,
Michael Brosnan, Roberto Fusté, Dr. Emanuele Gatti,
Dr. Rainer Runte, Kent Wanzek
Chairman of the Supervisory Board: Dr. Ulf M. Schneider*

