

# **ST. WENDEL**

## **JUNE 27, 2019**

Kent Wanzek – CEO Global Manufacturing, Quality & Supply, Member of the FME Management Board

Peter Palmqvist – SVP Production Area EMEA

Gerhard Breith – SVP St. Wendel Plant Operations

# CARE AND LIVE



**Safe harbor statement:** This presentation includes certain forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, and Section 21E of the U.S. Securities Act of 1934, as amended. Forward-looking statements are inherently subject to risks and uncertainties, many of which cannot be predicted with accuracy or might not even be anticipated. The Company has based these forward-looking statements on current estimates and assumptions which we believe are reasonable and which are made to the best of our knowledge. Actual results could differ materially from those included in the forward-looking statements due to various risk factors and uncertainties, including changes in business, economic or competitive conditions, changes in reimbursement, regulatory compliance issues, regulatory reforms, foreign exchange rate fluctuations, uncertainties in litigation or investigative proceedings, cyber security issues and the availability of financing. Given these uncertainties, readers should not put undue reliance on any forward-looking statements. These and other risks and uncertainties are discussed in detail in Fresenius Medical Care AG & Co. KGaA's (FMC AG & Co. KGaA) Annual Report on Form 20-F under the heading "Forward-Looking Statements" and under the headings in that report referred to therein, and in FMC AG & Co. KGaA's other reports filed with the Securities and Exchange Commission (SEC) and the Frankfurt Stock Exchange (Frankfurter Wertpapierbörse).

Forward-looking statements represent estimates and assumptions only as of the date that they were made. The information contained in this presentation is subject to change without notice and the company does not undertake any duty to update the forward-looking statements, and the estimates and assumptions associated with them, except to the extent required by applicable law and regulations.

If not mentioned differently the term net income after minorities refers to the net income attributable to the shareholders of Fresenius Medical Care AG Co. KGaA. The term EMEA refers to the region Europe, Middle East and Africa. Amounts are in Euro if not mentioned otherwise.





# AGENDA

**1**

**GMQS STRATEGY**

**2**

**PRODUCTION FOOTPRINT**

**3**

**EMEA REGION**

**4**

**ST. WENDEL PLANT**



**1**

## **GMQS STRATEGY**

# ■ STRATEGY – FME CORE COMPETENCIES

**INNOVATING  
PRODUCTS**

**STANDARDIZING  
MEDICAL PROCEDURES**

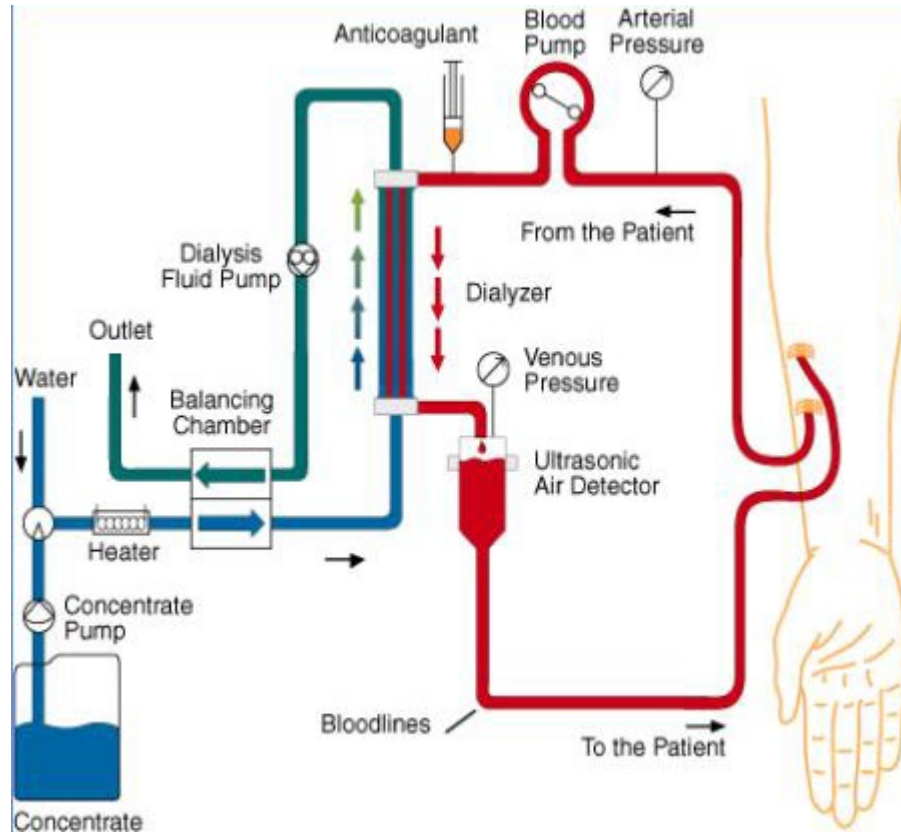
**COORDINATING  
PATIENTS EFFICIENTLY**

**OPERATING  
OUTPATIENT FACILITIES**



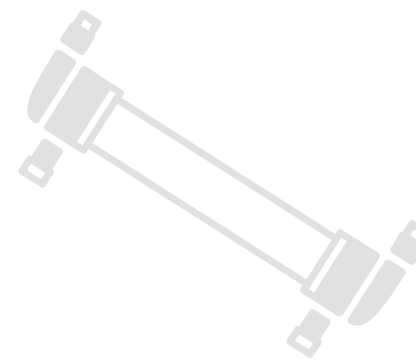
# ■ TREATMENT OPTIONS

## COMPONENTS



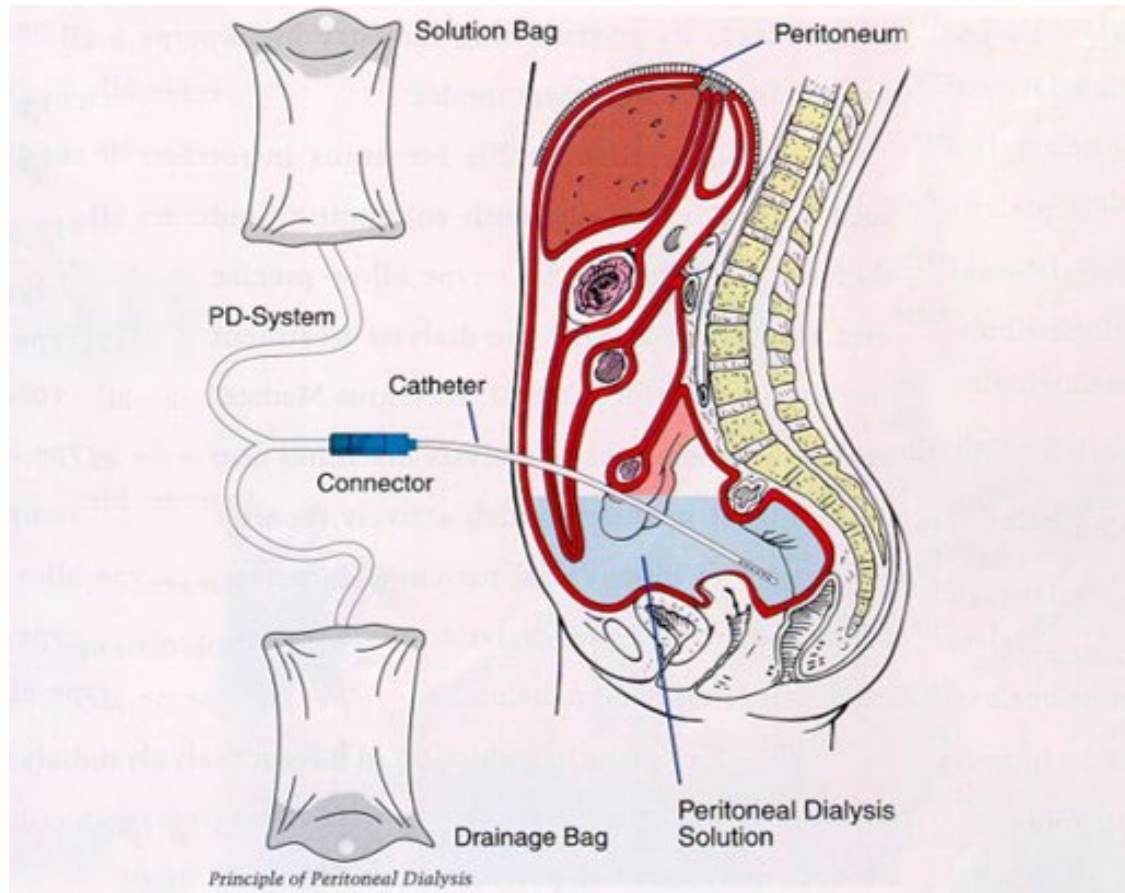
## HEMODIALYSIS

- At a dialysis center or hospital, the medical staff will prepare, perform and monitor the treatment.
- Hemodialysis in a center usually takes place three times a week and lasts approximately four hours for each session plus travel time to and from the center.



# ■ TREATMENT OPTIONS

## COMPONENTS



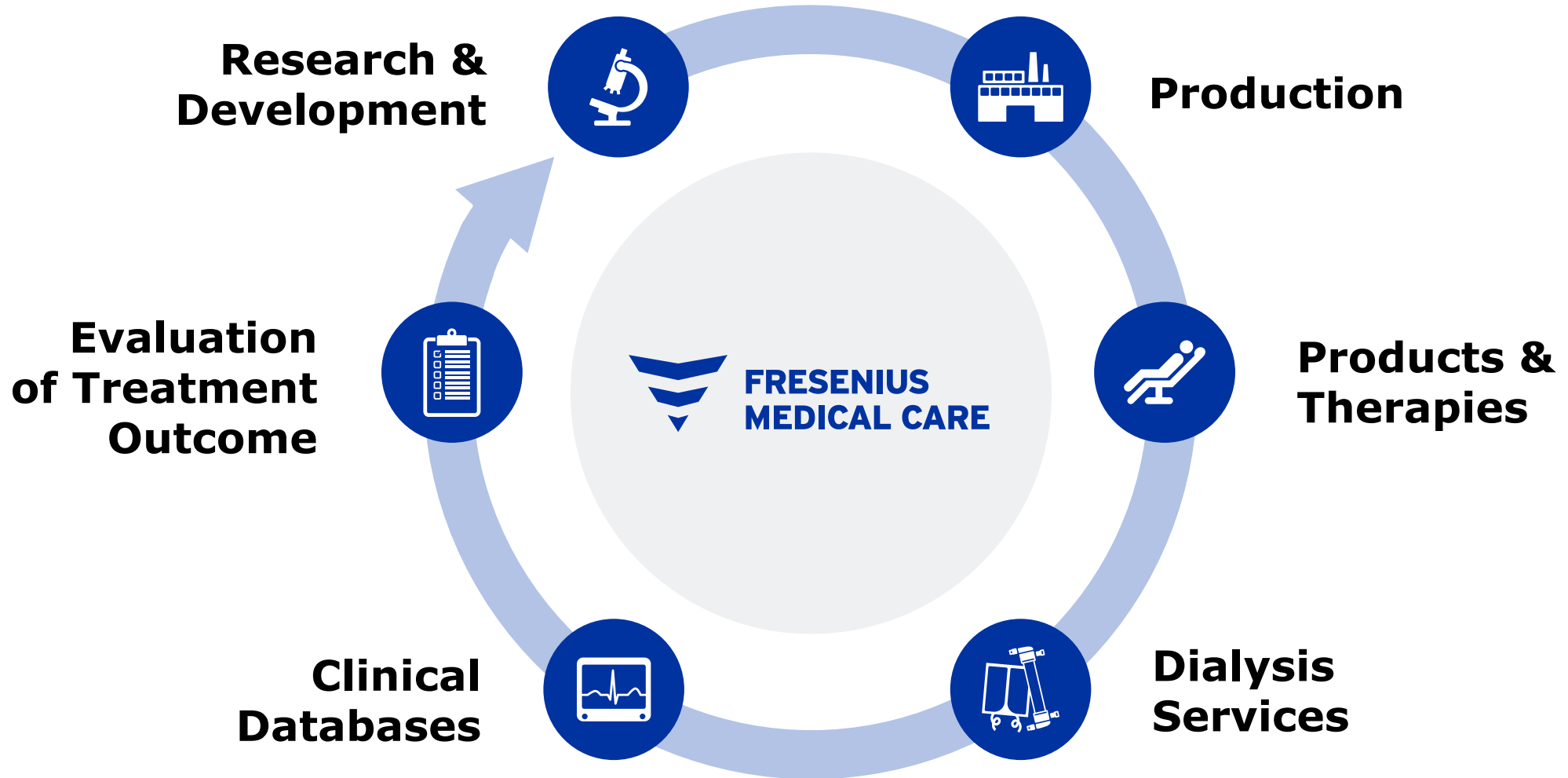
## PERITONEAL DIALYSIS

- A permanent tube, or catheter, is inserted into the peritoneal cavity. Through which, dialysis fluid is fed into the cavity and left to absorb the impurities from the blood.

Later, the fluid is drained-off into a bag and replaced with fresh fluid.



# ■ ADVANTAGE OF BEING A VERTICAL INTEGRATED COMPANY





# OUR VALUES



## OUR VALUES WHEEL

At Fresenius Medical Care, it is our purpose to „Create a future worth living. For patients. Worldwide. Every day“. Our Core Values Collaborative, Proactive, Reliable and Excellent are the basis for and guide us in our daily work to achieve this purpose together.



### COLLABORATIVE

**WE TEAM UP.** We care about sharing information and experiences as this helps us learn from our mistakes and each other. We tackle challenges together by reaching out to colleagues both near and far. We communicate openly.



### PROACTIVE

**WE GET THINGS DONE.** We challenge the status quo and show interest in what happens around us. We ask questions to clearly understand what needs to be done and take ownership of the results.



### RELIABLE

**WE DO WHAT WE SAY.** We live up to our own expectations, show respect and lead by example. We act with integrity and in line with our standards every day.



### EXCELLENT

**WE EXCEED EXPECTATIONS.** We make things better today than they were yesterday. We pitch ideas on how to improve and innovate.

# ■ GMQS STRATEGIC PILLARS



RELIABLE  
**PRODUCT QUALITY**



LEVERAGED  
**DELIVERED COST**



EFFECTIVE  
**PRODUCT SUPPLY**



CAPITAL  
**EFFICIENCY**

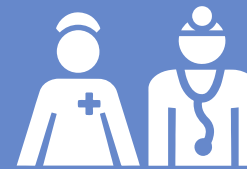
**GMQS  
Strategic  
Pillars**

## ■ 2018: GMQS FACTS



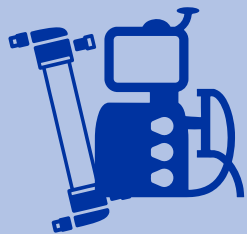
### Quality

Products (produced & delivered) consistently between 5 & 6 sigma quality/service levels



GMQS Employees

**>17,000** in **34**  
production sites worldwide



Production Output

**140,000,000**

Dialyzers

**1 in 2**

HD machines produced by FME

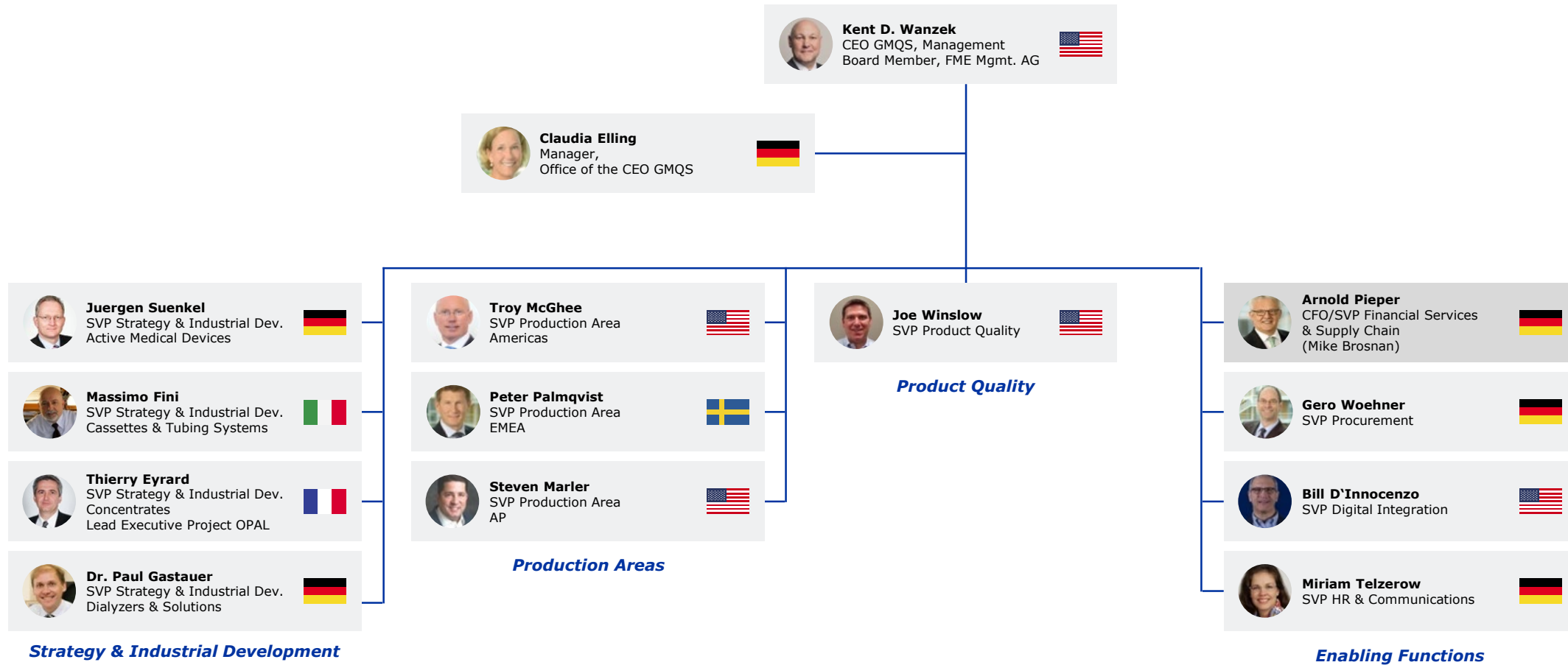


Product offerings

**~160 Countries**

# GLOBAL MANUFACTURING, QUALITY & SUPPLY

## CEO GMQS AND MEMBER OF THE MANAGEMENT BOARD



Shared Resource

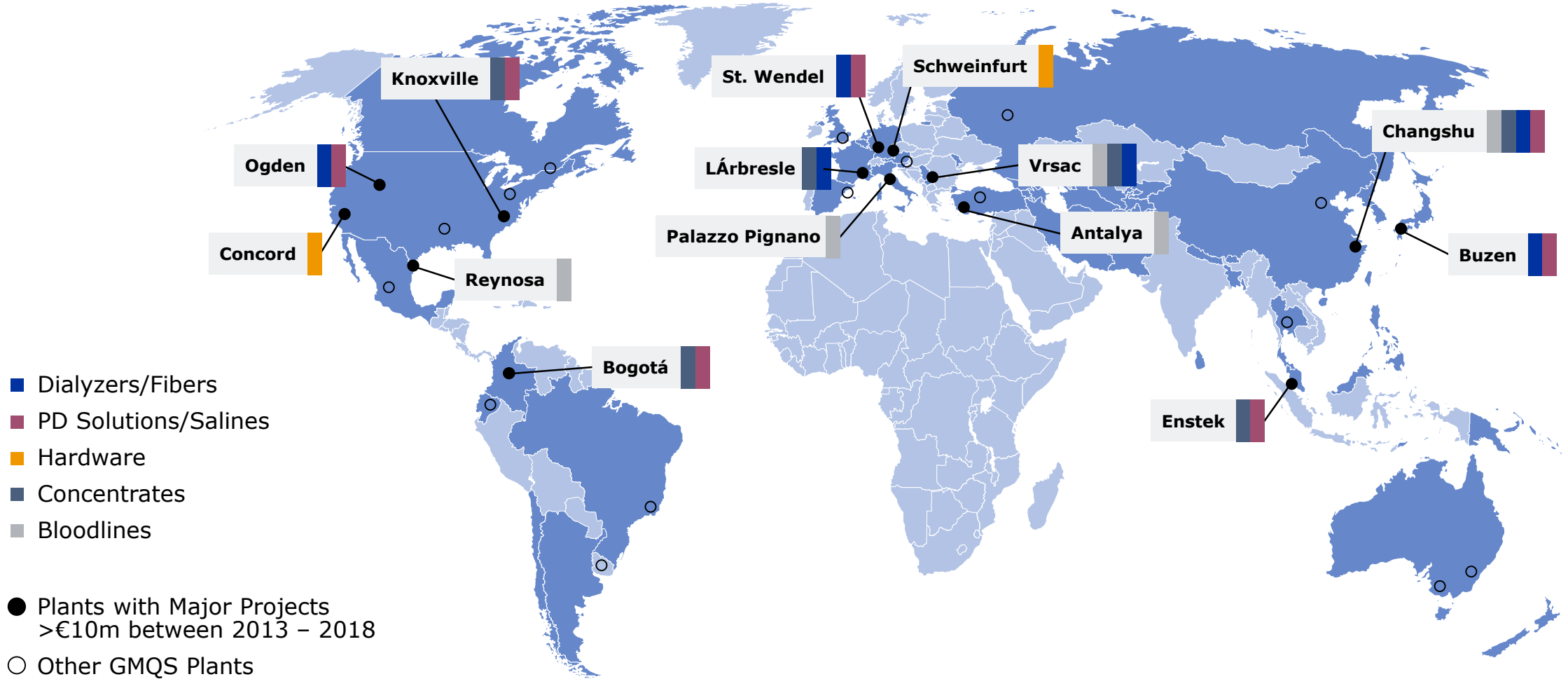


**2**

**PRODUCTION FOOTPRINT**

# GLOBAL PRODUCTION NETWORK

## MAJOR PLANTS



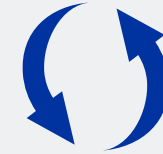
# ■ PRODUCT RANGE



**Hemodialysis Machines**  
(inc. NxStage)



**Peritoneal Dialysis**  
(Solutions & Cyclers)



**Disposables**  
Dialyzers,  
Concentrates/Solutions,  
Bloodlines/Cassette Systems



**Water Treatment**  
(VIVONIC)



**Extrapulmonary  
Heart & Lung Support**  
(XENIOS)



**Vascular Access**  
(Catheter, Humacyte)



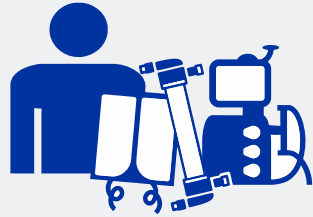
**3**

**EMEA REGION**



# ■ GMQS EMEA

## EXECUTION OF STRATEGY



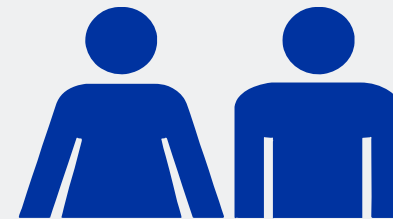
**SUPPLY**



**QUALITY**



**COST**



**PEOPLE**

## ■ EMEA

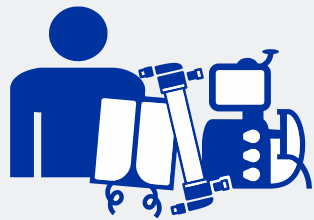
# EXECUTION OF STRATEGY – FOCUS AND CONTINUOUS IMPROVEMENT



- Deliver product quality to patients is our passion and first priority
- Operational excellence through Daily shop floor management and LEAN/Six Sigma
- Operational reviews with “next practice” implementation and shared knowledge across sites
- Continuously develop the Quality Management System to improved effectiveness and efficiency
- Internal and external audits to identify potential improvement areas

## ■ EMEA

# EXECUTION OF STRATEGY – FOCUS AND CONTINUOUS IMPROVEMENT



**SUPPLY**

- On time installation and ramp up of plants and manufacturing equipment and never constrain sales
- On time delivery of products with the right quality in all steps of the supply chain
- Agile capacity utilization to optimize working capital and logistic costs

## ■ EMEA

# EXECUTION OF STRATEGY – FOCUS AND CONTINUOUS IMPROVEMENT

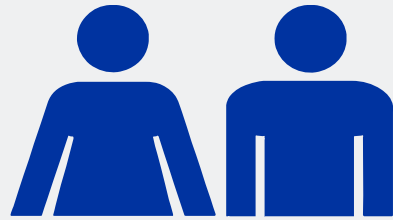


**COST**

- Optimization of productivity in existing production equipment and organizations
- Automation of manual operations in high cost environment (Dialyzers & PD-solutions)
- Transfer of manual work to attractive cost environment (Blood lines)
- Vertical integration to minimize value chain and logistic costs (Injection molding & extrusion)
- Optimization of manufacturing foot print (Haas, Dialifluids, GFI)
- Integration of acquisitions (VIVONIC, XENIOS, NxStage)
- Efficiency through standardization of processes and procedures

## ■ EMEA

# EXECUTION OF STRATEGY – FOCUS AND CONTINUOUS IMPROVEMENT



**PEOPLE**

- The right person in the right place at the right time
- Competence development & Succession planning
- Develop resources and competence in-house to enable us to grow globally
- Live our Core values and enhance a performance culture



**4**

**ST. WENDEL PLANT**

# ■ GENERAL INFORMATION ST. WENDEL PLANT



**Golden quality standard** of medical and pharmaceutical products



**High-end automation** with technology leadership



**Manufacturing 4.0 and AI in practice**

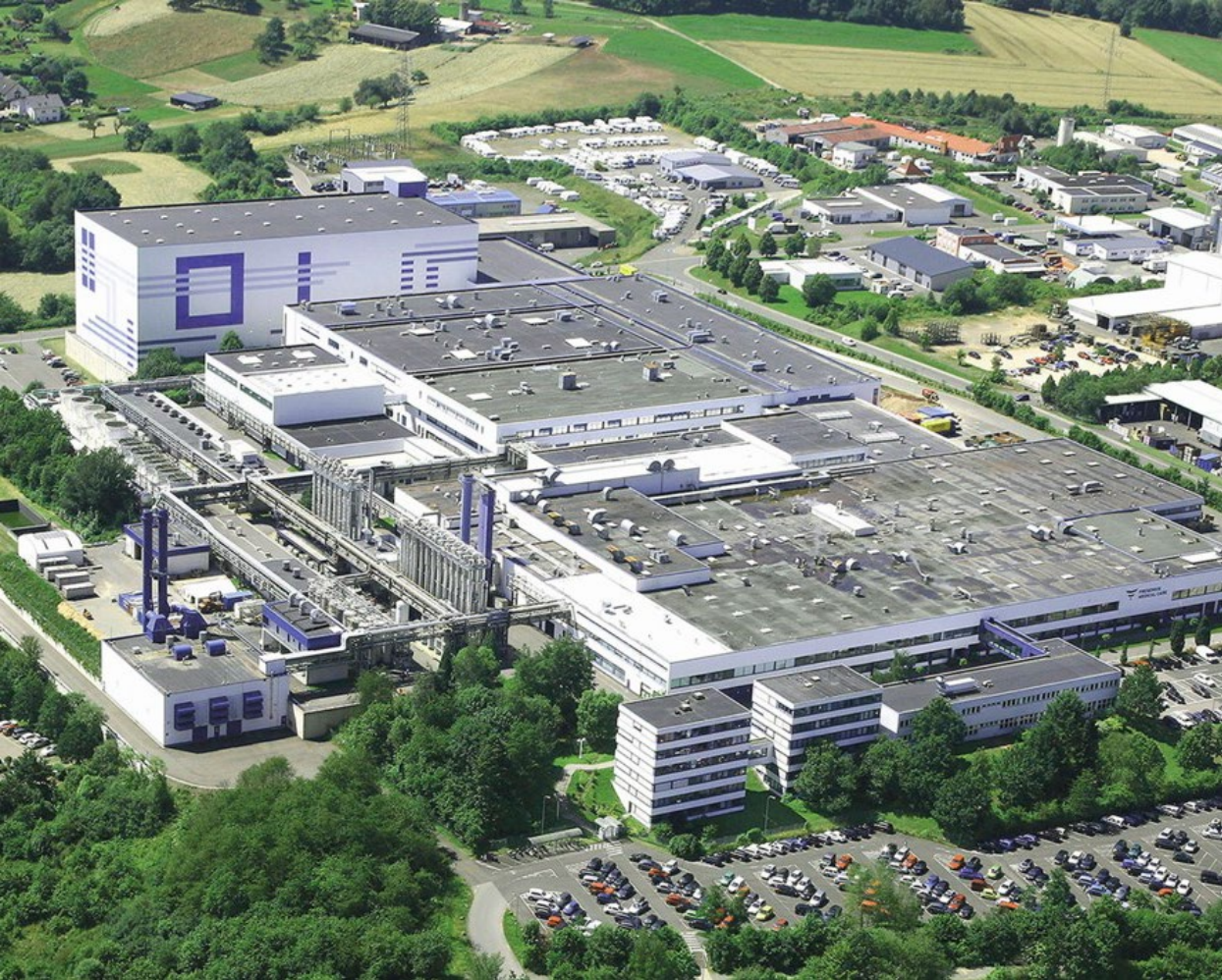


Execution of **highest efficiencies**



**Continuous expansion** approach since 1974

# ■ KEY NUMBERS OF ST. WENDEL PLANT FOR 2019



**Employees (May 2019):** 2,060  
**Areas:** Production, GRD, Technology Dev., IP, Apprentices



**Revenue:** >400 Mio EUR Value on COP base  
**Products produced (examples):**  
>61 Mio filters  >30.6 Mio PD systems 



**CAPEX:** >74 Mio EUR (2019)



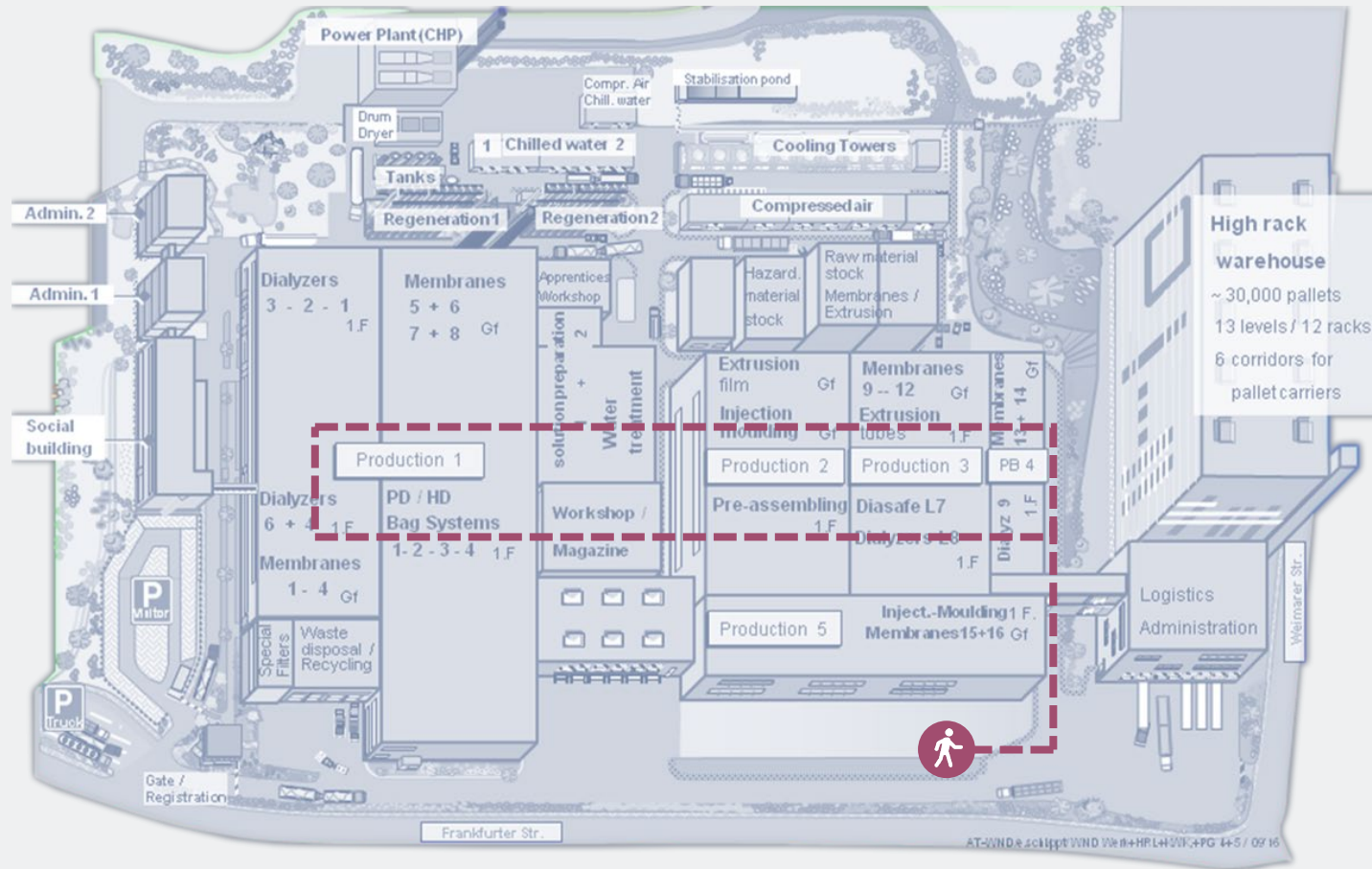
**Land Area:** >140,000 m<sup>2</sup>



**Certificates:** FDA/TÜV and ISO certified for Quality, Energy & Environment



# ST. WENDEL PLANT LAYOUT



**THANK YOU FOR YOUR ATTENTION!**

**LET'S START OUR TOUR**

**CARE  
AND  
LIVE**

