

# FRESENIUS MEDICAL CARE AG & CO. KGAA

## **FORM 6-K** (Report of Foreign Issuer)

Filed 02/27/18 for the Period Ending 02/27/18

Telephone 011-49-6172-6090

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Symbol FMS

SIC Code 8090 - Services-Miscellaneous Health and Allied Services, Not Elsewhere Classified

Industry Healthcare Facilities & Services

Sector Healthcare

Fiscal Year 12/31

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# SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 6-K

### REPORT OF FOREIGN PRIVATE ISSUER Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934

For the month of February 2018

## FRESENIUS MEDICAL CARE AG & Co. KGaA

(Translation of registrant's name into English)

Else-Kröner Strasse 1  
61346 Bad Homburg  
Germany

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.

Form 20-F

Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes

No

If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82

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On February 26, 2018 Fresenius Medical Care AG & Co. KGaA (the “Company”) issued a Press Release announcing its fourth quarter and fiscal year 2017 results. A copy of the Press Release is furnished as Exhibit 99.1 and the corresponding financial figures as Exhibit 99.2.

The attached Press Release contains non-GAAP financial measures. For purposes of Regulation G, a non-GAAP financial measure is a numerical measure of a company’s performance, financial position, or cash flows that either excludes or includes amounts that are not normally excluded or included in the most directly comparable measure calculated and presented in accordance with generally accepted accounting principles. To supplement our fourth quarter and fiscal year 2017 results consolidated financial results presented in accordance with International Financial Reporting Standards, or IFRS, we have used non-GAAP financial measure of (a) EBITDA, or operating income excluding interest, taxes, depreciation and amortization, (b) delivered operating income (earnings before interest and taxes), (c) free cash flow, and (d) results presented in constant currency. These non-GAAP measures are provided to enhance the user’s overall understanding of our current financial performance and our prospects for the future. In addition, because we have historically reported certain non-GAAP financial measures in our financial results, we believe the inclusion of these non-IFRS financial measures provides consistency and comparability in our financial reporting to prior periods for which these non-GAAP financial measures were previously reported. These non-GAAP financial measures should not be used as a substitute for or be considered superior to GAAP financial measures. Reconciliation of the non-GAAP financial measures to the most comparable IFRS financial measures are included in the attached Press Release in a separate statement setting forth the reconciliation and in the Cash Flow Statement.

The Exhibits attached hereto, shall not be deemed “filed” for purposes of Section 18 of the Securities and Exchange Act of 1934 (the “Exchange Act”) or otherwise subject to the liabilities of that section, nor shall they be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, regardless of any general incorporation language in such filing.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

DATE: February 27, 2018

FRESENIUS MEDICAL CARE AG & Co. KGaA,  
a partnership limited by shares, represented by:

FRESENIUS MEDICAL CARE MANAGEMENT AG, its  
General Partner

By: /s/ RICE POWELL

Name: Rice Powell

Title: Chief Executive Officer and  
Chairman of the Management Board  
of the General Partner

By: /s/ MICHAEL BROSANAN

Name: Michael Brosnan

Title: Chief Financial Officer and  
Member of the Management Board  
of the General Partner



Ad-hoc announcement according to Art. 17 (1) MAR

**Media Contact**

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[www.freseniusmedicalcare.com](http://www.freseniusmedicalcare.com)

February 26, 2018

**Fresenius Medical Care establishes provision of EUR 200 million regarding ongoing FCPA settlement negotiations**

Fresenius Medical Care, the world's largest provider of dialysis products and services, has decided to establish a provision in the total amount of EUR 200m in its 2017 annual financial statements with respect to its ongoing settlement negotiations with the U.S. government regarding conduct that may have violated provisions of the U.S. Foreign Corrupt Practices Act (FCPA).

This provision takes into account recent developments in the ongoing settlement negotiations with the U.S. Department of Justice and the U.S. Securities Exchange Commission. The provision represents an estimate from a range of potential outcomes. The charge encompasses government agencies' claims for profit disgorgement, as well as accruals for fines and/or penalties, certain legal and other consultancy expenses and other related costs or asset impairments. In 2012, Fresenius Medical Care voluntarily advised the U.S. Department of Justice and the U.S. Securities Exchange Commission about its investigations into this conduct.

The settlement negotiations are continuing and have not yet achieved an agreement-in-principle; failure to reach agreement remains possible.

Fresenius Medical Care is the world's largest provider of products and services for individuals with renal diseases of which around 3.2 million patients worldwide regularly undergo dialysis treatment. Through its network of 3,752 dialysis clinics, Fresenius Medical Care provides dialysis treatments for 320,960 patients around the globe. Fresenius Medical Care is also the leading provider of

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dialysis products such as dialysis machines or dialyzers. Along with the core business, the company focuses on expanding the range of related medical services in the field of Care Coordination. Fresenius Medical Care is listed on the Frankfurt Stock Exchange (FME) and on the New York Stock Exchange (FMS).

For more information visit the Company's website at [www.freseniusmedicalcare.com](http://www.freseniusmedicalcare.com).

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Press Release

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February 26, 2018

**Fresenius Medical Care achieves record results in 2017 and targets strong net income growth in 2018**

- Targets 2017 achieved
- Strong revenue growth of 9% at constant currency
- Net income growth of 14% at constant currency
- Record dividend of EUR 1.06 for fiscal year 2017 proposed
- Strong net income growth for 2018 targeted

**Key figures (IFRS) — fourth quarter and full year 2017**

EUR million	Q4 2017	Growth yoy	Growth yoy at cc	FY 2017	Growth yoy	Growth yoy at cc
Revenue	4,429	0%	+8%	17,784	+7%	+9%
Adjusted revenue	4,430	0%	+8%	17,690	+7%	+9%
Operating income (EBIT)	519	(29)%	(22)%	2,362	(2)%	0%
Adjusted operating income	726	0%	+6%	2,493	+4%	+5%
Net income <sup>1</sup>	394	+8%	+16%	1,280	+12%	+14%
Adjusted net income <sup>1</sup>	362	0%	+6%	1,204	+5%	+7%

*For a reconciliation of adjusted figures, please refer to the table at the end of the press release.*

<sup>1</sup> Net income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA  
cc = at constant currency

*“In 2017 we continued the success story of Fresenius Medical Care with another set of record results. We managed an unusual number of severe natural disasters, have delivered on our financial targets, and again we are able to propose the highest dividend in our Company’s history,” said Rice Powell, Chief Executive Officer of Fresenius Medical Care. “With the acquisition of the Cura Group in Australia and our planned acquisition of NxStage we are setting the course for future periods beyond our published 2020 outlook. We will continue improving our cost base with the implementation of the second phase of our Global Efficiency Program, GEP II. In 2018, we intend to continue the profitable growth track and further optimize our portfolio in the core dialysis as well as in the Care Coordination business.”*

### **High net income growth for 2018 targeted**

For 2018, Fresenius Medical Care expects revenue growth of around 8% at constant currency. The 2018 targets are based on 2017 revenue adjusted for the effect of the IFRS 15 implementation. Net income is expected to increase by 13 to 15% at constant currency including recurring benefits from the U.S. tax reform of EUR 140 to 160 million. The targets do not include effects from the NxStage acquisition. Fresenius Medical Care reconfirms the mid-term outlook for 2020, excluding the effect from IFRS 15 implementation and the recurring benefits from the U.S. tax reform in the years 2018 to 2020.

EUR million	Targets 2018 <sup>2</sup>	2017 base
Revenue growth <sup>3</sup>	~8%	17,298
Net income growth <sup>4</sup>	13 to 15%	1,280

### **21st consecutive dividend increase proposed**

Based on the strong results for full year 2017, a dividend of EUR 1.06 per share, representing a dividend increase of 10%, will be proposed to the Annual General Meeting in May.

### **Strong underlying revenue and net income growth in 2017**

**Revenue** in the fourth quarter 2017 — strongly impacted by headwinds from foreign exchange rates — came in at the level of the previous year’s quarter with EUR 4,429

<sup>2</sup> Numbers at constant currency

<sup>3</sup> Reported revenue 2017 of EUR 17,784 million adjusted for effect from IFRS 15 implementation of EUR 486 million

<sup>4</sup> Targets 2018: including recurring benefits from U.S. tax reform of EUR 140 to 160 million



million. At constant currency, revenue increased by 8% (+8% excluding the VA Agreement). Health Care Services revenue reached EUR 3,581 million and Health Care Products revenue came in at EUR 848 million. Both increased by 8% at constant currency.

Revenue for full year 2017 increased by 9% at constant currency to EUR 17,784 million (+9% excluding the VA Agreement). Health Care Services revenue increased by 10% at constant currency to EUR 14,532 million, mainly due to strong underlying organic growth and contributions from acquisitions. Health Care Products revenue increased by 7% at constant currency to EUR 3,252 million. This growth was primarily driven by higher sales of dialyzers, non-dialysis products in the acute business, machines and peritoneal dialysis products.

**Corporate cost** in the fourth quarter 2017 amounted to EUR 289 million. The strong increase compared to the fourth quarter 2016 (EUR 82 million) is mainly driven by the recognition of a charge of EUR 200 million based on ongoing discussions toward a settlement with the U.S. Securities and Exchange Commission and the U.S. Department of Justice that would avoid litigation over government demands under the Foreign Corrupt Practices Act related to certain identified conduct, including certain legal expenses and other related costs or asset impairments (“FCPA related charge”). In 2012, Fresenius Medical Care voluntarily advised the U.S. Department of Justice and the U.S. Securities Exchange Commission about its investigations into this conduct.

**Operating income (EBIT)** in the fourth quarter 2017 reached EUR 519 million. Adjusted EBIT increased by 6% at constant currency and reached EUR 726 million. For full year 2017, EBIT was EUR 2,362 million. On an adjusted basis EBIT increased by 5% at constant currency to EUR 2,493 million, mainly due to the strong business performance in North America and in Asia-Pacific.

**Net interest expense** in the fourth quarter 2017 was EUR 80 million, compared to EUR 90 million in the fourth quarter 2016. For full year 2017 net interest expense was EUR 354 million, a decrease of 3% year over year. The decrease was positively influenced by the replacement of interest bearing bonds, repaid in 2016 and 2017 by debt instruments at lower interest rates.

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**Income tax expense** in the fourth quarter 2017 benefited from a book gain from the U.S. tax reform of EUR 236 million. Mainly for this reason, full year 2017 income tax expense decreased by 27% to EUR 454 million.

This decrease mainly resulted from the U.S. tax reform. Excluding (i) the impact from the VA Agreement, (ii) the effects associated with natural disaster costs, (iii) the FCPA related charge of EUR 200 million which was not tax effected and (iv) the U.S. tax reform, the 2017 effective tax rate increased to 31.0%, an increase of 50 basis points compared to the same period of 2016.

**Net income**<sup>1</sup> for the fourth quarter of 2017 increased by 16% at constant currency to EUR 394 million. Adjusted for the impact from (i) the unfavorable effects of the VA Agreement (EUR 1 million), (ii) natural disaster costs in North America (EUR 3 million), (iii) FCPA related charge (EUR 200 million), as well as (iv) the benefit from the U.S. tax reform (EUR 236 million), net income was EUR 362 million (0%, +6% at constant currency). Based on approximately 306.9 million shares (weighted average number of shares outstanding), **basic earnings per share (EPS)** improved by 8%, to EUR 1.28. Adjusted for the effects described before, EPS was EUR 1.18 (0%, +6% at constant currency).

For 2017 net income<sup>1</sup> increased by 14% at constant currency to EUR 1,280 million. Excluding the four effects described in the previous paragraph (i) EUR +51 million, (ii) EUR -11 million, (iii) EUR -200 million, and (iv) EUR +236 million), net income increased to EUR 1,204 million (+5%, +7% at constant currency). Based on approximately 306.6 million shares, basic EPS increased from EUR 3.74 to EUR 4.17 (+12%). Excluding the effects described above, EPS increased to EUR 3.93 (+5%, +7% at constant currency).

#### **North America with strong growth supported by Care Coordination**

In the fourth quarter 2017, the **North America** segment generated revenue of EUR 3,164 million (+8% at constant currency), strongly influenced by currency headwinds. Health Care Services revenue came in at EUR 2,950 million (+8% at constant currency), of which Care Coordination contributed EUR 715 million (+24% at constant currency) driven by significant organic revenue growth of 19%. Dialysis Care revenue reached EUR 2,235 million (+3% at constant currency). With \$352, revenue per treatment in the United States was slightly down (-1%) due to lower revenue with commercial payors.

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<sup>1</sup> Net income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA

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Cost per treatment increased by 3% to \$276, largely driven by higher bad debt expenses, higher personnel expense and various other costs. The strong growth of the Health Care Products revenue (EUR 214 million, +9% at constant currency) was mainly driven by higher sales of machines, renal drugs and peritoneal dialysis products.

Operating income in North America in the fourth quarter reached EUR 608 million (+11% at constant currency). The operating income margin of 19.2% came in above last year's strong fourth quarter margin of 18.4%. The improvement was triggered by an extraordinarily high contribution from Care Coordination which achieved an EBIT margin of 12.5%. The improvement was mainly driven by higher revenue including an acceleration of earnings from the Bundled Payment for Care Improvements (BPCI) initiative for previous reporting periods combined with increased volumes for hospital-related physician services, lower bad debt expense and the gain from the sale of Shiel Medical Laboratory. The Dialysis EBIT in North America reached EUR 519 million (-6% at constant currency), impacted by higher bad debt and personnel expenses, lower revenue with commercial payors, higher costs such as rent and insurance, the impact from natural disasters and higher costs for health care supplies.

For full year 2017, North America revenue increased by 9% at constant currency to EUR 12,879 million. Health Care Services revenue grew by 10% at constant currency to EUR 12,036 million, driven by higher Dialysis Care revenue (+5% at constant currency to EUR 9,227 million) and increased Care Coordination revenue (+28% at constant currency to EUR 2,809 million). Operating income increased in line with revenue growth to EUR 2,086 million (+10% at constant currency). As of the end of 2017, we had 197,356 patients being treated at the 2,393 clinics in North America. Dialysis treatments increased by 3%.

#### **Solid Health Care Products and Health Care Services growth in EMEA**

Revenue in the **EMEA** segment increased by 6% at constant currency to EUR 660 million in the fourth quarter 2017. Health Care Services revenue increased by 4% at constant currency to EUR 312 million. This was mainly the result of growth in same market treatments and contributions from acquisitions. Health Care Products revenue in EMEA increased by 7% at constant currency and reached EUR 348 million. The growth in Dialysis Products revenue was driven by higher sales of products for acute care, products for peritoneal dialysis and machines, partially offset by lower sales of dialyzers. Non-dialysis products increased due to higher sales of acute cardiopulmonary products. Operating income in the EMEA segment decreased by 7% at constant currency to EUR

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110 million in the fourth quarter 2017. The operating income margin decreased year-over-year to 16.7% (Q4 2016: 19.0%) mainly due to further investments in Xenios and unfavorable foreign currency transaction effects.

For full year 2017, EMEA revenue increased by 6% at constant exchange rates to EUR 2,547 million and operating income decreased to EUR 444 million (-6% at constant currency). As of the end of 2017, we had 62,490 patients being treated at 746 clinics in EMEA. Dialysis treatments increased by 5%.

#### **Growth in Asia-Pacific fuelled by acquisitions**

**Asia-Pacific** revenue grew strongly by 12% at constant currency to EUR 418 million in the fourth quarter 2017. With EUR 191 million in Health Care Services revenue the region recorded growth of 17% at constant currency, mainly driven by the acquisition impact from Cura Group in Australia. The 7% constant currency growth in Health Care Products revenue to EUR 227 million was mainly supported by higher sales of dialyzers, bloodlines and products for peritoneal dialysis. Operating income reached EUR 76 million (-8% at constant currency). The operating income margin was 18.2% (Q4 2016: 21.8%). This was primarily driven by cost related to the build-up of dialysis services and peritoneal dialysis product business in China, the impact from foreign currency transaction effects and unfavorable mix effects related to acquisitions with lower margins.

For full year 2017, Asia-Pacific revenue grew by 13% at constant currency to EUR 1,623 million and operating income increased by 10% at constant currency to EUR 313 million. Operating income margin was stable on a high level of 19.3% (FY 2016: 19.6%). As of the end of 2017, we had 29,739 patients being treated at 381 clinics in Asia-Pacific. Dialysis treatments increased by 6%.

#### **Improved contribution from Latin America**

**Latin America** delivered revenue of EUR 185 million in the fourth quarter 2017, an increase of 16% at constant currency. Health Care Services revenue increased by 16% at constant currency to EUR 128 million and was driven by higher organic revenue per treatment. Health Care Products revenue increased by 15% at constant currency to EUR 57 million, mainly due to higher sales of machines, dialyzers and concentrates. Operating income came in at EUR 14 million (-12% at constant currency). The operating margin was 7.4% (Q4 2016: 9.7%), impacted by unfavorable foreign currency transaction effects, higher manufacturing costs primarily related to inflation, higher overhead costs

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and only partially offset by reimbursement rate increases that mitigate inflationary cost increases.

For full year 2017, Latin America revenue grew by 15% at constant currency to EUR 720 million and operating income increased by 3% at constant currency to EUR 58 million. Operating income margin was at 8.1% (FY 2016: 9.2%). As of the end of 2017, we had 31,375 patients being treated at 232 clinics in Latin America. Dialysis treatments increased by 2%.

#### **Solid operating cash flow**

In the fourth quarter 2017, the company generated **net cash provided by operating activities** of EUR 528 million, representing 11.9% of revenue (Q4 2016: EUR 772 million). The decrease was primarily attributable to a less favorable DSO (days sales outstanding) effect this year and higher income tax payments.

In full year 2017, the company generated **net cash provided by operating activities** of EUR 2,192 million, compared to EUR 1,932 million for full year 2016. This represents 12.3% of revenue, clearly reaching our 2017 target of more than 10%. The increase in net cash provided by operating activities was largely driven by the payment from the U.S. Departments of Veterans Affairs and Justice for reimbursement, the impact of the 2016 discretionary contribution of EUR 90 million to pension plan assets in the U.S. and the impact of other working capital items, partially offset by higher income tax payments. Free cash flow was also very strong at EUR 1,351 million, compared to EUR 1,017 million for full year 2016. DSO as of December 31, 2017 was 67 days, a decrease of 3 days compared to the previous year.

#### **Global Efficiency Program phase II**

Fresenius Medical Care has launched the second phase of its Global Efficiency Program (GEP II) in 2018. The program's objectives are to identify and realize further efficiency potential and enhance the overall competitiveness of Fresenius Medical Care. Starting in 2018, GEP II targets to achieve sustained cost improvements of EUR 100 to 200 million per annum by 2020.

#### **NxStage acquisition to foster home penetration**

In August 2017, Fresenius Medical Care signed a merger agreement to acquire **NxStage Medical**, Inc., a U.S.-based medical technology and services company. The planned acquisition has a total transaction volume of approximately EUR 1.7 billion (USD 2.0

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billion). On October 27, shareholders of NxStage approved the acquisition by Fresenius Medical Care. The completion of the acquisition is subject to regulatory approvals and other customary closing conditions. Closing is expected to occur in 2018.

#### **Press Conference**

Fresenius Medical Care will hold a press conference at its headquarters in Bad Homburg, Germany to discuss the results of the fourth quarter and full year 2017 on Tuesday, February 27, 2018, at 10 am CET. The press conference will be webcasted at the company's website [www.freseniusmedicalcare.com](http://www.freseniusmedicalcare.com) in the Media center. A replay will be available shortly after the conference.

#### **Conference call**

Fresenius Medical Care will hold a conference call to discuss the results of the fourth quarter and full year 2017 on Tuesday, February 27, at 3:30 p.m. CET / 9:30 a.m. EDT. The company invites investors to follow the live webcast of the call on the company's website [www.freseniusmedicalcare.com](http://www.freseniusmedicalcare.com) in the "Investors/Events" section. A replay will be available shortly after the call.

*Please refer to our statement of earnings included at the end of this news and to the attachments as separate excel- and PDF-files for a complete overview of the results for the fourth quarter and full year 2017.*

Fresenius Medical Care is the world's largest provider of products and services for individuals with renal diseases of which around 3.2 million patients worldwide regularly undergo dialysis treatment. Through its network of 3,752 dialysis clinics, Fresenius Medical Care provides dialysis treatments for 320,960 patients around the globe. Fresenius Medical Care is also the leading provider of dialysis products such as dialysis machines or dialyzers. Along with the core business, the company focuses on expanding the range of related medical services in the field of Care Coordination. Fresenius Medical Care is listed on the Frankfurt Stock Exchange (FME) and on the New York Stock Exchange (FMS).

For more information visit the Company's website at [www.freseniusmedicalcare.com](http://www.freseniusmedicalcare.com).

#### **Disclaimers**

This release contains forward-looking statements that are subject to various risks and uncertainties. Actual results could differ materially from those described in these forward-looking statements due to certain factors, including changes in business, economic and competitive conditions, regulatory reforms, foreign exchange rate fluctuations, uncertainties

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in litigation or investigative proceedings, and the availability of financing. These and other risks and uncertainties are detailed in Fresenius Medical Care AG & Co. KGaA's reports filed with the U.S. Securities and Exchange Commission. Fresenius Medical Care AG & Co. KGaA does not undertake any responsibility to update the forward-looking statements in this release.

### Fresenius Medical Care - Statement of earnings

in Euro million, except share data, audited

	Three months ended December 31,		Change	Change at constant currency
	2017	2016		
Health Care Services	3,581	3,596	-0.4%	8.0%
Health Care Products	848	821	3.2%	8.1%
<b>Revenue</b>	<b>4,429</b>	<b>4,417</b>	<b>0.3%</b>	<b>8.1%</b>
<b>Adjusted revenue</b>	<b>4,430</b>	<b>4,417</b>	<b>0.3%</b>	<b>8.0%</b>
Cost of revenue	2,936	2,864	2.5%	10.7%
Gross profit	1,493	1,553	-3.9%	3.1%
Selling, general and administrative	954	788	21.0%	28.5%
Research and development	36	39	-8.1%	-5.3%
Income from equity method investees	(16)	(4)	310.1%	315.6%
<b>Operating income (EBIT)</b>	<b>519</b>	<b>730</b>	<b>-28.9%</b>	<b>-22.2%</b>
<b>Adjusted operating income (adjusted EBIT)</b>	<b>726</b>	<b>730</b>	<b>-0.5%</b>	<b>5.9%</b>
Interest expense, net	80	90	-11.6%	-5.1%
<b>Income before taxes</b>	<b>439</b>	<b>640</b>	<b>-31.3%</b>	<b>-24.7%</b>
Income tax expense	(30)	196	n.a.	n.a.
<b>Net income</b>	<b>469</b>	<b>444</b>	<b>5.6%</b>	<b>13.2%</b>
Less: Net income attributable to noncontrolling interests	75	81	-7.5%	-0.2%
<b>Net income <sup>1</sup></b>	<b>394</b>	<b>363</b>	<b>8.5%</b>	<b>16.3%</b>
<b>Adjusted net income <sup>1</sup></b>	<b>362</b>	<b>363</b>	<b>-0.1%</b>	<b>6.1%</b>
<b>Operating income (EBIT)</b>	<b>519</b>	<b>730</b>	<b>-28.9%</b>	<b>-22.2%</b>
Depreciation and amortization	182	188	-3.4%	2.9%
<b>EBITDA</b>	<b>701</b>	<b>918</b>	<b>-23.6%</b>	<b>-17.1%</b>
EBITDA margin	15.8%	20.8%		
<b>Weighted average number of shares</b>	<b>306,908,491</b>	<b>306,181,415</b>		
<b>Basic earnings per share</b>	€ <b>1.28</b>	€ <b>1.19</b>	<b>8.2%</b>	<b>15.9%</b>
<b>Basic earnings per ADS</b>	€ <b>0.64</b>	€ <b>0.60</b>	<b>8.2%</b>	<b>15.9%</b>
<b>In percent of revenue</b>				
Costs of revenue	66.3%	64.8%		
Gross profit	33.7%	35.2%		
Operating income (EBIT)	11.7%	16.5%		
<b>Net income <sup>1</sup></b>	<b>8.9%</b>	<b>8.2%</b>		

<sup>1</sup> Attributable to shareholders of FMC AG & Co. KGaA

For a reconciliation of adjusted figures, please refer to the table at the end of the press release.

**Fresenius Medical Care - Statement of earnings**  
in Euro million, except share data, audited

	Twelve months ended December 31,		Change	Change at constant currency
	2017	2016		
Health Care Services	14,532	13,506	7.6%	9.8%
Health Care Products	3,252	3,064	6.1%	7.4%
<b>Revenue</b>	<b>17,784</b>	<b>16,570</b>	<b>7.3%</b>	<b>9.3%</b>
<b>Adjusted revenue</b>	<b>17,690</b>	<b>16,570</b>	<b>6.8%</b>	<b>8.7%</b>
Cost of revenue	11,780	10,954	7.5%	9.6%
Gross profit	6,004	5,616	6.9%	8.8%
Selling, general and administrative	3,578	3,119	14.7%	16.5%
Research and development	131	147	-10.8%	-10.1%
Income from equity method investees	(67)	(59)	14.6%	14.9%
<b>Operating income (EBIT)</b>	<b>2,362</b>	<b>2,409</b>	<b>-1.9%</b>	<b>0.1%</b>
<b>Adjusted operating income (adjusted EBIT)</b>	<b>2,493</b>	<b>2,409</b>	<b>3.5%</b>	<b>5.5%</b>
Interest expense, net	354	366	-3.4%	-1.9%
<b>Income before taxes</b>	<b>2,008</b>	<b>2,043</b>	<b>-1.7%</b>	<b>0.5%</b>
Income tax expense	454	623	-27.1%	-25.7%
<b>Net income</b>	<b>1,554</b>	<b>1,420</b>	<b>9.5%</b>	<b>11.9%</b>
Less: Net income attributable to noncontrolling interests	274	276	-0.5%	1.5%
<b>Net income <sup>1</sup></b>	<b>1,280</b>	<b>1,144</b>	<b>11.9%</b>	<b>14.4%</b>
<b>Adjusted net income <sup>1</sup></b>	<b>1,204</b>	<b>1,144</b>	<b>5.3%</b>	<b>7.3%</b>
<b>Operating income (EBIT)</b>	<b>2,362</b>	<b>2,409</b>	<b>-1.9%</b>	<b>0.1%</b>
Depreciation and amortization	736	701	4.8%	6.3%
<b>EBITDA</b>	<b>3,098</b>	<b>3,110</b>	<b>-0.4%</b>	<b>1.5%</b>
EBITDA margin	17.4%	18.8%		
<b>Weighted average number of shares</b>	<b>306,563,400</b>	<b>305,748,381</b>		
<b>Basic earnings per share</b>	<b>€ 4.17</b>	<b>€ 3.74</b>	<b>11.6%</b>	<b>14.1%</b>
<b>Basic earnings per ADS</b>	<b>€ 2.09</b>	<b>€ 1.87</b>	<b>11.6%</b>	<b>14.1%</b>
<b>In percent of revenue</b>				
Costs of revenue	66.2%	66.1%		
Gross profit	33.8%	33.9%		
Operating income (EBIT)	13.3%	14.5%		
<b>Net income <sup>1</sup></b>	<b>7.2%</b>	<b>6.9%</b>		

<sup>1</sup> Attributable to shareholders of FMC AG & Co. KGaA

For a reconciliation of adjusted figures, please refer to the table at the end of the press release.



## Reconciliation of non IFRS financial measures to the most directly comparable IFRS financial measures — adjustments for special items

The table below shows the reconciliation of: revenue excluding VA Agreement, operating performance excluding VA Agreement and adjusted for the cost effects, net of anticipated recoveries from Natural Disasters in North America and FCPA related charge and for net income also excluding 2017 book gain from the U.S. tax reform.

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

in € million, audited	Three months ended December 31		Twelve months ended December 31	
	2017	2016	2017	2016
<b>Revenue</b>	<b>4,429</b>	<b>4,417</b>	<b>17,784</b>	<b>16,570</b>
VA Agreement <sup>1</sup>	1		(94)	
<b>Adjusted revenue (Revenue excluding special items)</b>	<b>4,430</b>	<b>4,417</b>	<b>17,690</b>	<b>16,570</b>
<b>Operating income (EBIT)</b>	<b>519</b>	<b>730</b>	<b>2,362</b>	<b>2,409</b>
VA Agreement <sup>1</sup>	1		(87)	
Natural Disaster Costs <sup>2</sup>	6		18	
FCPA related charge <sup>3</sup>	200		200	
<b>Adjusted operating income (adjusted EBIT) (Operating income (EBIT) excluding special items)</b>	<b>726</b>	<b>730</b>	<b>2,493</b>	<b>2,409</b>
<b>Net income <sup>4</sup></b>	<b>394</b>	<b>363</b>	<b>1,280</b>	<b>1,144</b>
VA Agreement <sup>1</sup>	1		(51)	
Natural Disaster Costs <sup>2</sup>	3		11	
FCPA related charge <sup>3</sup>	200		200	
U.S. Tax Reform <sup>5</sup>	(236)		(236)	
<b>Adjusted net income <sup>4</sup></b>				
<b>(Net income <sup>4</sup> excluding special items)</b>	<b>362</b>	<b>363</b>	<b>1,204</b>	<b>1,144</b>

<sup>1</sup> VA Agreement = Agreement with the United States Departments of Veterans Affairs and Justice

<sup>2</sup> Natural Disaster Costs = three hurricanes and an earthquake

<sup>3</sup> FCPA related charge = charges related to ongoing FCPA investigations

<sup>4</sup> Attributable to shareholders of FMC AG & Co. KGaA

<sup>5</sup> U.S. Tax Reform: re-measurement of deferred tax balances as a result of U.S. tax reform



Fresenius Medical Care AG & Co. KGaA

**COMPLETE OVERVIEW OF THE RESULTS FOR THE FOURTH QUARTER  
AND FULL YEAR 2017**

February 26, 2018

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***Disclaimer***

This release contains forward-looking statements that are subject to various risks and uncertainties. Actual results could differ materially from those described in these forward-looking statements due to certain factors, including changes in business, economic and competitive conditions, regulatory reforms, foreign exchange rate fluctuations, uncertainties in litigation or investigative proceedings, and the availability of financing. These and other risks and uncertainties are detailed in Fresenius Medical Care AG & Co. KGaA's reports filed with the U.S. Securities and Exchange Commission. Fresenius Medical Care AG & Co. KGaA does not undertake any responsibility to update the forward-looking statements in this release.

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## Statement of earnings

in € million, except share data, audited	Three months ended December 31				Twelve months ended December 31			
	2017	2016	Change	Change at cc	2017	2016	Change	Change at cc
Health Care Services	3,581	3,596	-0.4%	8.0%	14,532	13,506	7.6%	9.8%
Health Care Products	848	821	3.2%	8.1%	3,252	3,064	6.1%	7.4%
<b>Total revenue</b>	<b>4,429</b>	<b>4,417</b>	<b>0.3%</b>	<b>8.1%</b>	<b>17,784</b>	<b>16,570</b>	<b>7.3%</b>	<b>9.3%</b>
Costs of revenue	2,936	2,864	2.5%	10.7%	11,780	10,954	7.5%	9.6%
Gross profit	1,493	1,553	-3.9%	3.1%	6,004	5,616	6.9%	8.8%
Selling, general and administrative	954	788	21.0%	28.5%	3,578	3,119	14.7%	16.5%
Research and development	36	39	-8.1%	-5.3%	131	147	-10.8%	-10.1%
Income from equity method investees	(16)	(4)	310.1%	315.6%	(67)	(59)	14.6%	14.9%
<b>Operating income (EBIT)</b>	<b>519</b>	<b>730</b>	<b>-28.9%</b>	<b>-22.2%</b>	<b>2,362</b>	<b>2,409</b>	<b>-1.9%</b>	<b>0.1%</b>
Interest income	(8)	(8)	4.0%	5.0%	(43)	(42)	2.7%	2.0%
Interest expense	88	98	-10.4%	-4.3%	397	408	-2.8%	-1.5%
Interest expense, net	80	90	-11.6%	-5.1%	354	366	-3.4%	-1.9%
<b>Income before taxes</b>	<b>439</b>	<b>640</b>	<b>-31.3%</b>	<b>-24.7%</b>	<b>2,008</b>	<b>2,043</b>	<b>-1.7%</b>	<b>0.5%</b>
Income tax expense	(30)	196	n.a.	n.a.	454	623	-27.1%	-25.7%
<b>Net income</b>	<b>469</b>	<b>444</b>	<b>5.6%</b>	<b>13.2%</b>	<b>1,554</b>	<b>1,420</b>	<b>9.5%</b>	<b>11.9%</b>
Less: Net income attributable to noncontrolling interests	75	81	-7.5%	-0.2%	274	276	-0.5%	1.5%
<b>Net income attributable to shareholders of FMC AG &amp; Co. KGaA</b>	<b>394</b>	<b>363</b>	<b>8.5%</b>	<b>16.3%</b>	<b>1,280</b>	<b>1,144</b>	<b>11.9%</b>	<b>14.4%</b>
<b>Operating income (EBIT)</b>	<b>519</b>	<b>730</b>	<b>-28.9%</b>	<b>-22.2%</b>	<b>2,362</b>	<b>2,409</b>	<b>-1.9%</b>	<b>0.1%</b>
Depreciation and amortization	182	188	-3.4%	2.9%	736	701	4.8%	6.3%
<b>EBITDA</b>	<b>701</b>	<b>918</b>	<b>-23.6%</b>	<b>-17.1%</b>	<b>3,098</b>	<b>3,110</b>	<b>-0.4%</b>	<b>1.5%</b>
EBITDA margin	15.8%	20.8%			17.4%	18.8%		
<b>Weighted average number of shares</b>	<b>306,908,491</b>	<b>306,181,415</b>			<b>306,563,400</b>	<b>305,748,381</b>		
<b>Basic earnings per share</b>	<b>€ 1.28</b>	<b>€ 1.19</b>	<b>8.2%</b>	<b>15.9%</b>	<b>€ 4.17</b>	<b>€ 3.74</b>	<b>11.6%</b>	<b>14.1%</b>
<b>Basic earnings per ADS</b>	<b>€ 0.64</b>	<b>€ 0.60</b>	<b>8.2%</b>	<b>15.9%</b>	<b>€ 2.09</b>	<b>€ 1.87</b>	<b>11.6%</b>	<b>14.1%</b>
<b>In percent of revenue</b>								
Costs of revenue	66.3%	64.8%			66.2%	66.1%		
Gross profit	33.7%	35.2%			33.8%	33.9%		
<b>Operating income (EBIT)</b>	<b>11.7%</b>	<b>16.5%</b>			<b>13.3%</b>	<b>14.5%</b>		
<b>Net income attributable to shareholders of FMC AG &amp; Co. KGaA</b>	<b>8.9%</b>	<b>8.2%</b>			<b>7.2%</b>	<b>6.9%</b>		

## Segment information

audited	Three months ended December 31				Twelve months ended December 31			
	2017	2016	Change	Change at cc	2017	2016	Change	Change at cc
<b>Total</b>								
Revenue in € million	4,429	4,417	0.3%	8.1%	17,784	16,570	7.3%	9.3%
Operating income (EBIT) in € million	519	730	-28.9%	-22.2%	2,362	2,409	-1.9%	0.1%
Operating income margin in %	11.7%	16.5%			13.3%	14.5%		
Delivered EBIT in € million	444	649	-31.5%	-25.0%	2,088	2,133	-2.1%	-0.1%
Days sales outstanding (DSO)					67	70		
Employees (full-time equivalents)					114,000	109,319		
<b>North America</b>								
Revenue in € million	3,164	3,202	-1.2%	7.7%	12,879	12,030	7.1%	9.3%
Operating income (EBIT) in € million	608	588	3.4%	10.8%	2,086	1,936	7.8%	9.9%
Operating income margin in %	19.2%	18.4%			16.2%	16.1%		
Delivered EBIT in € million	536	510	5.1%	12.5%	1,823	1,669	9.2%	11.3%
Days sales outstanding (DSO)					52	54		
<b>U.S.</b>								
Revenue per dialysis treatment in US\$ <sup>1</sup>	352	356	-1.1%	n.a.	353	351	0.4%	n.a.
Cost per dialysis treatment in US\$	276	269	2.8%	n.a.	283	278	2.0%	n.a.
<b>EMEA</b>								
Revenue in € million	660	633	4.2%	5.6%	2,547	2,409	5.7%	6.1%
Operating income (EBIT) in € million	110	120	-8.3%	-7.5%	444	474	-6.5%	-6.1%
Operating income margin in %	16.7%	19.0%			17.4%	19.7%		
Delivered EBIT in € million	109	119	-8.4%	-7.6%	440	471	-6.6%	-6.3%
Days sales outstanding (DSO)					103	101		
<b>Asia-Pacific</b>								
Revenue in € million	418	400	4.3%	11.7%	1,623	1,474	10.1%	12.6%
Operating income (EBIT) in € million	76	87	-12.9%	-7.9%	313	289	8.2%	10.2%
Operating income margin in %	18.2%	21.8%			19.3%	19.6%		
Delivered EBIT in € million	74	85	-13.2%	-8.2%	306	283	7.9%	10.0%
Days sales outstanding (DSO)					97	105		
<b>Latin America</b>								
Revenue in € million	185	177	4.1%	15.6%	720	643	11.9%	14.8%
Operating income (EBIT) in € million	14	17	-20.4%	-11.9%	58	59	-1.4%	3.4%
Operating income margin in %	7.4%	9.7%			8.1%	9.2%		
Delivered EBIT in € million	14	17	-20.4%	-11.9%	58	59	-1.4%	3.4%
Days sales outstanding (DSO)					128	143		
<b>Corporate</b>								
Revenue in € million	2	5	4.2%	4.7%	15	14	13.4%	13.5%
Operating income (EBIT) in € million	(289)	(82)	248.1%	250.2%	(539)	(349)	53.9%	54.5%
Delivered EBIT in € million	(289)	(82)	247.6%	249.7%	(539)	(349)	53.8%	54.3%

<sup>1</sup> Excl. the effects from the VA Agreement, incl. VA agreement revenue per dialysis treatment was \$352 for the three months and \$356 for the twelve months ended December 31, 2017.

## Balance sheet

in € million, except net leverage ratio	December 31	December 31
	2017	2016
	(audited)	(audited)
<b>Assets</b>		
Current assets	6,374	6,884
Goodwill and intangible assets	12,787	13,759
Other non-current assets	4,864	4,861
<b>Total assets</b>	<b>24,025</b>	<b>25,504</b>
<b>Liabilities and equity</b>		
Current liabilities	5,300	5,299
Non-current liabilities	7,897	9,154
Total equity	10,828	11,051
<b>Total liabilities and equity</b>	<b>24,025</b>	<b>25,504</b>
<b>Equity/assets ratio</b>	<b>45%</b>	<b>43%</b>
<b>Debt</b>		
Short-term debt	760	572
Short-term debt from related parties	9	3
Current portion of long-term debt and capital lease obligations	884	724
Long-term debt and capital lease obligations, less current portion	5,795	6,833
<b>Total debt</b>	<b>7,448</b>	<b>8,132</b>
Cash and cash equivalents	978	709
<b>Total net debt</b>	<b>6,470</b>	<b>7,423</b>
<b>Annualized EBITDA <sup>1</sup></b>		
<b>Operating income (EBIT)</b>	<b>2,372</b>	<b>2,398</b>
Depreciation and amortization	731	710
Non-cash charges	51	65
<b>Annualized EBITDA</b>	<b>3,154</b>	<b>3,173</b>
<b>Net leverage ratio</b>	<b>2.1</b>	<b>2.3</b>

<sup>1</sup> EBITDA: including largest acquisitions and divestitures.

## Cash flow statement

in € million, audited	Three months ended December 31		Twelve months ended December 31	
	2017	2016	2017	2016
<b>Operating activities</b>				
Net income	469	444	1,554	1,420
Depreciation / amortization	182	188	736	701
Change in working capital and other non-cash items	(123)	140	(98)	(189)
<b>Net cash provided by operating activities</b>	<b>528</b>	<b>772</b>	<b>2,192</b>	<b>1,932</b>
In percent of revenue	11.9%	17.5%	12.3%	11.7%
<b>Investing activities</b>				
Purchases of property, plant and equipment	(312)	(261)	(944)	(931)
Proceeds from sale of property, plant and equipment	85	4	103	16
Capital expenditures, net	(227)	(257)	(841)	(915)
<b>Free cash flow</b>	<b>301</b>	<b>515</b>	<b>1,351</b>	<b>1,017</b>
In percent of revenue	6.8%	11.7%	7.6%	6.1%
Acquisitions and investments, net of cash acquired, and purchases of intangible assets	(138)	(175)	(566)	(522)
Proceeds from divestitures	385	17	415	191
Acquisitions and investments, net of divestitures	247	(158)	(151)	(331)
<b>Free cash flow after investing activities</b>	<b>548</b>	<b>357</b>	<b>1,200</b>	<b>686</b>

## Revenue development

in € million, audited	2017	2016	Change	Change at cc	Organic growth	Same market treatment growth <sup>1</sup>
<b>Three months ended December 31</b>						
<b>Total revenue</b>	<b>4,429</b>	<b>4,417</b>	<b>0.3%</b>	<b>8.1%</b>	<b>5.6%</b>	
Health Care Services	3,581	3,596	-0.4%	8.0%	5.2%	2.7%
Thereof Dialysis Care revenue	2,809	2,972	-5.5%	2.5%	1.2%	2.7%
Thereof Care Coordination revenue	772	624	23.6%	34.2%	24.9%	
Health Care Products	848	821	3.2%	8.1%	7.3%	
<b>North America</b>	<b>3,164</b>	<b>3,202</b>	<b>-1.2%</b>	<b>7.7%</b>	<b>5.3%</b>	
Health Care Services	2,950	2,990	-1.3%	7.5%	5.0%	2.5% <sup>2</sup>
Thereof Dialysis Care revenue	2,235	2,366	-5.5%	3.1%	1.4%	2.5% <sup>2</sup>
Thereof Care Coordination revenue	715	624	14.5%	24.4%	19.1%	
Health Care Products	214	212	0.7%	9.4%	9.7%	
<b>EMEA</b>	<b>660</b>	<b>633</b>	<b>4.2%</b>	<b>5.6%</b>	<b>3.8%</b>	
Health Care Services	312	303	3.1%	4.3%	2.6%	4.3
Health Care Products	348	330	5.2%	6.7%	4.9%	
Thereof Dialysis Products	328	317	3.4%	5.0%	5.5%	
Thereof Non-Dialysis Products	20	13	47.8%	47.9%	-9.7%	
<b>Asia-Pacific</b>	<b>418</b>	<b>400</b>	<b>4.3%</b>	<b>11.7%</b>	<b>6.3%</b>	
Health Care Services	191	177	7.9%	17.5%	5.3%	2.3%
Thereof Dialysis Care revenue	134	177	-24.5%	-17.1%	-15.4%	2.3%
Thereof Care Coordination revenue	57	—	n.a.	n.a.		
Health Care Products	227	223	1.4%	7.2%	7.0%	
<b>Latin America</b>	<b>185</b>	<b>177</b>	<b>4.1%</b>	<b>15.6%</b>	<b>17.5%</b>	
Health Care Services	128	126	2.1%	15.8%	18.6%	3.3%
Health Care Products	57	51	9.2%	15.1%	14.9%	
<b>Corporate</b>	<b>2</b>	<b>5</b>	<b>4.2%</b>	<b>4.7%</b>		
<b>Twelve months ended December 31</b>						
<b>Total revenue</b>	<b>17,784</b>	<b>16,570</b>	<b>7.3%</b>	<b>9.3%</b>	<b>6.6%</b>	
Health Care Services	14,532	13,506	7.6%	9.8%	6.6%	2.7%
Thereof Dialysis Care revenue	11,555	11,267	2.6%	4.6%	2.8%	2.7%
Thereof Care Coordination revenue	2,977	2,239	32.9%	35.7%	25.9%	
Health Care Products	3,252	3,064	6.1%	7.4%	6.5%	
<b>North America</b>	<b>12,879</b>	<b>12,030</b>	<b>7.1%</b>	<b>9.3%</b>	<b>6.6%</b>	
Health Care Services	12,036	11,214	7.3%	9.5%	6.7%	2.8% <sup>2</sup>
Thereof Dialysis Care revenue	9,227	8,975	2.8%	4.9%	3.2%	2.8% <sup>2</sup>
Thereof Care Coordination revenue	2,809	2,239	25.4%	28.0%	21.2%	
Health Care Products	843	816	3.2%	5.4%	5.5%	
<b>EMEA</b>	<b>2,547</b>	<b>2,409</b>	<b>5.7%</b>	<b>6.1%</b>	<b>3.4%</b>	
Health Care Services	1,237	1,169	5.8%	5.6%	2.4%	3.5%
Health Care Products	1,310	1,240	5.6%	6.5%	4.4%	
Thereof Dialysis Products	1,231	1,191	3.4%	4.3%	4.7%	
Thereof Non-Dialysis Products	79	49	59.4%	59.4%	-3.5%	
<b>Asia-Pacific</b>	<b>1,623</b>	<b>1,474</b>	<b>10.1%</b>	<b>12.6%</b>	<b>7.7%</b>	
Health Care Services	744	659	12.9%	16.1%	5.2%	3.3%
Thereof Dialysis Care revenue	576	659	-12.6%	-10.2%	-11.4%	3.3%
Thereof Care Coordination revenue	168	—	n.a.	n.a.		
Health Care Products	879	815	7.9%	9.7%	9.6%	
<b>Latin America</b>	<b>720</b>	<b>643</b>	<b>11.9%</b>	<b>14.8%</b>	<b>15.0%</b>	
Health Care Services	515	464	11.0%	16.2%	16.3%	1.5%
Health Care Products	205	179	14.1%	11.3%	11.7%	
<b>Corporate</b>	<b>15</b>	<b>14</b>	<b>13.4%</b>	<b>13.5%</b>		

<sup>1</sup> same market treatment growth = organic growth less price effects.

<sup>2</sup> U.S. (excl. Mexico), same market treatment growth North America: 2.3% for the three months and 2.5% for the twelve months ended December 31, 2017, respectively.



## Key metrics North America segment

audited	Three months ended December 31				Twelve months ended December 31			
	2017	2016	Change	Change at cc	2017	2016	Change	Change at cc
<b>Dialysis</b>								
Revenue in € million	2,449	2,578	-5.0%	3.6%	10,070	9,791	2.9%	5.0%
Operating income (EBIT) in € million	519	593	-12.5%	-5.7%	1,942	1,882	3.2%	5.2%
Operating income margin in %	21.2%	23.0%			19.3%	19.2%		
Delivered EBIT in € million	457	518	-11.9%	-5.1%	1,713	1,639	4.5%	6.5%
<b>Care Coordination</b>								
Revenue in € million	715	624	14.5%	24.4%	2,809	2,239	25.4%	28.0%
Operating income (EBIT) in € million	89	(5)	-1,919.9%	-1,982.2%	144	54	167.5%	173.0%
Operating income margin in %	12.5%	-0.8%			5.1%	2.4%		
Delivered EBIT in € million	79	(8)	-1,046.4%	-1,074.2%	110	30	263.8%	271.3%

## Key metrics Care Coordination

audited	Twelve months ended December 31			
	2017	2016	Change	Change at cc
<b>North America</b>				
Member months under medical cost management <sup>1</sup>	604,244	387,244	56.0%	
Medical cost under management (in € million) <sup>1</sup>	3,994	2,542	57.1%	60.3%
Care Coordination patient encounters <sup>1</sup>	6,934,300	5,539,703	25.2%	

<sup>1</sup> The metrics may be understated due to a physician mapping issue related to the BPCI program within a CMS system which has not yet been resolved. Additionally, data presented for the BPCI and ESCO metrics are subject to finalization by CMS, which may result in changes from previously reported metrics.

## Key metrics Dialysis Care Services

audited	Twelve months ended December 31, 2017							
	Clinics	Growth in %	De novos	Patients	Growth in %	Treatments	Growth in %	
<b>Total</b>	<b>3,752</b>	<b>4%</b>	<b>109</b>	<b>320,960</b>	<b>4%</b>	<b>48,269,144</b>	<b>4%</b>	
North America	2,393	4%	60	197,356	4%	29,804,196	3%	
EMEA	746	5%	22	62,490	5%	9,350,024	5%	
Asia-Pacific	381	2%	26	29,739	1%	4,249,878	6%	
Latin America	232	0%	1	31,375	3%	4,865,046	2%	

**Quality data <sup>1</sup>**

% of patients	North America		EMEA		Latin America		Asia-Pacific	
	Q4 2017	Q4 2016	Q4 2017	Q4 2016	Q4 2017	Q4 2016	Q4 2017	Q4 2016
Kt/v > 1.2	98	98	95	96	93	91	96	97
Hemoglobin = 10-12 g/dl	73	73	79	78	52	52	58	60
Calcium = 8.4-10.2 mg/dl	85	84	76	76	77	79	75	75
Albumin $\geq$ 3.5 g/dl	79	78	87	91	90	91	88	89
Phosphate $\leq$ 5.5 mg/dl	63	64	79	77	76	77	70	72
Patients without catheter (after 90 days)	83	84	80	81	81	82	88	91
in days:								
Days in hospital per patient year	10.1	10.0	7.5	9.4	4.1	3.8	3.8	4.4

<sup>1</sup> cf. Annual Report 2017, Section “Non-Financial Group Report”.

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

in € million, audited	Three months ended December 31		Twelve months ended December 31	
	2017	2016	2017	2016
<b>Delivered EBIT reconciliation</b>				
<b>Total</b>				
Operating income (EBIT)	519	730	2,362	2,409
less noncontrolling interests	(75)	(81)	(274)	(276)
Delivered EBIT	444	649	2,088	2,133
<b>North America</b>				
Operating income (EBIT)	608	588	2,086	1,936
less noncontrolling interests	(72)	(78)	(263)	(267)
Delivered EBIT	536	510	1,823	1,669
<b>Dialysis</b>				
Operating income (EBIT)	519	593	1,942	1,882
less noncontrolling interests	(62)	(75)	(229)	(243)
Delivered EBIT	457	518	1,713	1,639
<b>Care Coordination</b>				
Operating income (EBIT)	89	(5)	144	54
less noncontrolling interests	(10)	(3)	(34)	(24)
Delivered EBIT	79	(8)	110	30
<b>EMEA</b>				
Operating income (EBIT)	110	120	444	474
less noncontrolling interests	(1)	(1)	(4)	(3)
Delivered EBIT	109	119	440	471
<b>Asia-Pacific</b>				
Operating income (EBIT)	76	87	313	289
less noncontrolling interests	(2)	(2)	(7)	(6)
Delivered EBIT	74	85	306	283
<b>Dialysis</b>				
Operating income (EBIT)	65	87	286	289
less noncontrolling interests	(2)	(2)	(6)	(6)
Delivered EBIT	63	85	280	283
<b>Care Coordination</b>				
Operating income (EBIT)	11	—	27	—
less noncontrolling interests	0	—	(1)	—
Delivered EBIT	11	—	26	—
<b>Latin America</b>				
Operating income (EBIT)	14	17	58	59
less noncontrolling interests	0	0	0	0
Delivered EBIT	14	17	58	59
<b>Corporate</b>				
Operating income (EBIT)	(289)	(82)	(539)	(349)
less noncontrolling interests	0	0	0	0
Delivered EBIT	(289)	(82)	(539)	(349)
<b>Reconciliation of net cash provided by operating activities to EBITDA <sup>1</sup></b>				
<b>Total EBITDA</b>			<b>3,098</b>	<b>3,110</b>
Interest expense, net			(354)	(366)
Income tax expense			(454)	(623)
Change in working capital and other non-cash items			(98)	(189)
<b>Net cash provided by operating activities</b>			<b>2,192</b>	<b>1,932</b>

<sup>1</sup> EBITDA is the basis for determining compliance with certain covenants in Fresenius Medical Care's long-term debt instruments.

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

in € million, audited	Three months ended December 31		Twelve months ended December 31	
	2017	2016	2017	2016
<b>Operating performance excluding special items</b>				
<i>Revenue</i>				
<b>Total</b>				
Revenue	4,429	4,417	17,784	16,570
VA Agreement <sup>1</sup>	1		(94)	
<b>Revenue excluding special items</b>	<b>4,430</b>	<b>4,417</b>	<b>17,690</b>	<b>16,570</b>
<b>Health Care Services revenue</b>				
Health Care Services revenue	3,581	3,596	14,532	13,506
VA Agreement	1		(94)	
<b>Health Care Services revenue excluding special items</b>	<b>3,582</b>	<b>3,596</b>	<b>14,438</b>	<b>13,506</b>
<b>North America</b>				
Revenue	3,164	3,202	12,879	12,030
VA Agreement	1		(94)	
<b>Revenue excluding special items</b>	<b>3,165</b>	<b>3,202</b>	<b>12,785</b>	<b>12,030</b>
<b>Health Care Services revenue</b>				
Health Care Services revenue	2,950	2,990	12,036	11,214
VA Agreement	1		(94)	
<b>Health Care Services revenue excluding special items</b>	<b>2,951</b>	<b>2,990</b>	<b>11,942</b>	<b>11,214</b>
<b>Dialysis Care Services revenue</b>				
Dialysis Care Services revenue	2,235	2,366	9,227	8,975
VA Agreement	1		(94)	
<b>Dialysis Care Services revenue excluding special items</b>	<b>2,236</b>	<b>2,366</b>	<b>9,133</b>	<b>8,975</b>
<i>Operating income (EBIT)</i>				
<b>Total</b>				
Operating income (EBIT)	519	730	2,362	2,409
VA Agreement	1		(87)	
Natural Disaster Costs <sup>2</sup>	6		18	
FCPA related charge <sup>3</sup>	200		200	
<b>Operating income (EBIT) excluding special items</b>	<b>726</b>	<b>730</b>	<b>2,493</b>	<b>2,409</b>
<b>North America</b>				
Operating income (EBIT)	608	588	2,086	1,936
VA Agreement	1		(94)	
Natural Disaster Costs	6		18	
<b>Operating income (EBIT) excluding special items</b>	<b>615</b>	<b>588</b>	<b>2,010</b>	<b>1,936</b>
<b>Dialysis operating income (EBIT)</b>				
Dialysis operating income (EBIT)	519	593	1,942	1,882
VA Agreement	1		(94)	
Natural Disaster Costs	6		17	
<b>Dialysis operating income (EBIT) excluding special items</b>	<b>526</b>	<b>593</b>	<b>1,865</b>	<b>1,882</b>
<b>Care Coordination operating income (EBIT)</b>				
Care Coordination operating income (EBIT)	89	(5)	144	54
Natural Disaster Costs	0		1	
<b>Care Coordination operating income (EBIT) excluding special items</b>	<b>89</b>	<b>(5)</b>	<b>145</b>	<b>54</b>
<b>Corporate</b>				
Operating income (EBIT)	(289)	(82)	(539)	(349)
VA Agreement			7	
FCPA related charge	200		200	
<b>Operating income (EBIT) excluding special items</b>	<b>(89)</b>	<b>(82)</b>	<b>(332)</b>	<b>(349)</b>
<b>Net income <sup>4</sup></b>				
Net income	394	363	1,280	1,144
VA Agreement	1		(51)	
Natural Disaster Costs	3		11	
FCPA related charge	200		200	
U.S. Tax Reform <sup>5</sup>	(236)		(236)	
<b>Net income excluding special items</b>	<b>362</b>	<b>363</b>	<b>1,204</b>	<b>1,144</b>

<sup>1</sup> VA Agreement = Agreement with the United States Departments of Veterans Affairs and Justice

<sup>2</sup> Natural Disaster Costs = three hurricanes and an earthquake

<sup>3</sup> FCPA related charge = charges related to ongoing FCPA investigations

<sup>4</sup> Attributable to shareholders of FMC AG & Co. KGaA

<sup>5</sup> U.S. Tax Reform: remeasurement of deferred tax balances as a result of U.S. tax reform

## Basis for Targets 2018

in € million, audited Operating performance adjusted for the effect of IFRS 15 implementation	Twelve months ended December 31 2017
<b>Revenue</b>	<b>17,784</b>
Effects from IFRS 15 implementation	(486)
<b>Revenue adjusted for the effect of IFRS 15 implementation (basis for target 2018)</b>	<b>17,298</b>
<b>Net income <sup>1</sup> (basis for target 2018)</b>	<b>1,280</b>
<b>including special items:</b>	<b>76</b>
VA Agreement <sup>2</sup>	51
Natural Disaster Costs <sup>3</sup>	(11)
FCPA related charge <sup>4</sup>	(200)
U.S. Tax Reform <sup>5</sup>	236

<sup>1</sup> Attributable to shareholders of FMC AG & Co. KGaA

<sup>2</sup> VA Agreement: Agreement with the United States Departments of Veterans Affairs and Justice

<sup>3</sup> Natural Disaster Costs: three hurricanes and an earthquake

<sup>4</sup> FCPA related charge = charges related to ongoing FCPA investigations

<sup>5</sup> U.S. Tax Reform: remeasurement of deferred tax balances as a result of U.S. tax reform

## Remarks

cc = Constant Currency. Changes in revenue, operating income, net income attributable to shareholders of FMC-AG & Co. KGaA and other items include the impact of changes in foreign currency exchange rates. We use the non-IFRS financial measure at Constant Exchange Rates or Constant Currency to show changes in our revenue, operating income, net income attributable to shareholders of FMC-AG & Co. KGaA and other items without giving effect to period-to-period currency fluctuations. Under IFRS, amounts received in local (non-euro) currency are translated into euro at the average exchange rate for the period presented. Once we translate the local currency for the Constant Currency, we then calculate the change, as a percentage, of the current period using the prior period exchange rates versus the prior period. This resulting percentage is a non-IFRS measure referring to a change as a percentage at Constant Currency.

We believe that the non-IFRS financial measure Constant Currency is useful to investors, lenders, and other creditors because such information enables them to gauge the impact of currency fluctuations on a company's revenue, operating income, net income attributable to shareholders of FMC-AG & Co. KGaA and other items from period to period. However, we also believe that the usefulness of data on Constant Currency period-over-period changes is subject to limitations, particularly if the currency effects that are eliminated constitute a significant element of our revenue, operating income, net income attributable to shareholders of FMC-AG & Co. KGaA or other items and significantly impact our performance. We therefore limit our use of Constant Currency period-over-period changes to a measure for the impact of currency fluctuations on the translation of local currency into euro. We do not evaluate our results and performance without considering both Constant Currency period-over-period changes in non-IFRS revenue, operating income, net income attributable to shareholders of FMC-AG & Co. KGaA and other items and changes in revenue, operating income, net income attributable to shareholders of FMC-AG & Co. KGaA and other items prepared in accordance with IFRS. We caution the readers of this report to follow a similar approach by considering data on Constant Currency period-over-period changes only in addition to, and not as a substitute for or superior to, changes in revenue, operating income, net income attributable to shareholders of FMC-AG & Co. KGaA and other items prepared in accordance with IFRS. We present the growth rate derived from IFRS measures next to the growth rate derived from non-IFRS measures such as revenue, operating income, net income attributable to shareholders of FMC-AG & Co. KGaA and other items. As the reconciliation is inherent in the disclosure, we believe that a separate reconciliation would not provide any additional benefit.