



Headquarters

920 Winter Street
Waltham, MA 02451

781-699-9000 *main*
800-662-1237 *toll free*

Fresenius Medical Care North America (FMCNA) is the continent's leading provider of kidney care products and services. As the largest and most comprehensive integrated renal care network in North America, we deliver high-quality care for people living with chronic kidney disease (CKD) and end stage renal disease (ESRD).

Company Profile

At FMCNA, we strive to be the partner of choice by leading the way with collaborative, entrepreneurial new models of value-based care that take full responsibility for the patients we serve while reducing costs and improving outcomes. This approach allows us to coordinate health care services at pivotal care points for hundreds of thousands of chronically ill people and enhance the lives of those trusted to our care.

Our integrated network includes more than 2,200 dialysis centers nationwide in addition to outpatient vascular labs and urgent care centers; the country's largest practice of hospitalists, intensive and emergency care; a specialty pharmacy and laboratory; and a manufacturing and distribution division offering a comprehensive line of dialysis equipment, disposable products and renal pharmaceuticals. The scope and sophistication of this vertically integrated network provides us with seamless oversight of our patients' entire care continuum.

With an unmatched ability to analyze immense amounts of clinical data from within our own care ecosystem, FMCNA maintains a world-class research network encompassing more than 200 principal investigators across 250 dialysis research sites, with access to more than 190,000 active ESRD patients and 390,000 active CKD patients. The ability to champion data-driven care innovations remains one of the company's key competitive advantages, informing every aspect of patient care and experience, quality improvement programs, coordinated care delivery and care integration.

Together with our 67,000 employees, physicians and trusted business partners, we are driven by our shared commitment to improve the lives of our patients by innovating the next generation of renal care for tomorrow and beyond.

Key Company Facts

Websites

For information about the company, visit www.fmcna.com.

For information about patient services, visit www.freseniuskidneycare.com.

Key Executives

Bill Valle

Chief Executive Officer, Fresenius Medical Care North America

Frank Maddux, MD

Chief Medical Officer and Executive Vice President, Clinical and Scientific Affairs

William McKinney

President, Integrated Care Group

Ron Rodgers

President of Fresenius Kidney Care and Executive Vice President of Fresenius Medical Care North America

Headquarter Offices

Corporate: Bad Homburg, Germany

North America: Waltham, Massachusetts

Asia-Pacific: Hong Kong

Media Contact

Jon Stone

jonathan.d.stone@fmc-na.com

Phone: 781-392-4680

Notes to Media

- Fresenius is pronounced "Freh-SEN-ee-us."
- Please refer to the company as: "Fresenius Medical Care" or "Fresenius Medical Care North America," which can be abbreviated as "FMCNA."
- Please do not use "FMC" as an abbreviation. It may be confused with FMC Corp., which is not related to Fresenius Medical Care.
- Please do not refer to Fresenius Medical Care as "Fresenius," which could also refer to other companies in the multinational corporation.

Strength in Numbers



We offer dialysis services and products in more than 120 countries.



Every 0.7 seconds we provide a dialysis treatment somewhere across the globe.



We employ more than 100,000 people in more than 50 countries around the world, including approximately 67,000 in North America.



We support over 300,000 patients worldwide.

50
PERCENT

In 2016, we produced 50 percent of the dialysis machines sold worldwide.



In 2016, we generated revenues of more than \$17.9 billion (USD).

35
YEARS

We have been developing and producing dialysis products for more than 35 years.

Research and Development: Focusing on Four Major Trends

1

Advances in medicine and technology

All the research in the world is meaningless unless it turns into meaningful results for patients, which is why our research and development efforts are designed to quickly turn new findings into market-ready products. This quick time to market enables us to offer safer and more effective individualized treatment to each and every patient. We focus on technologies to reduce product size and simplify their use, while integrating various treatment elements to create holistic therapy systems.

2

Sustained growth in patient numbers

It is estimated that by 2020, there will be 3.8 million kidney patients worldwide, fueled by an increase in the number of people who suffer from diseases such as high blood pressure and diabetes. As the number of kidney patients rises, health care systems across the globe will be challenged to find the resources to care for them. Meeting the resulting demand for safe, effective and efficient therapies and associated technologies and products is central to our research and development activities.

3

Increase in concomitant diseases

Our society is aging overall and the risk of developing end stage renal disease increases with age. As patients age they also experience a greater likelihood of developing concomitant diseases such as cardiac and vascular conditions. Treating these patients' comorbidities is increasingly a focal point of our research and development efforts.

4

Rising cost pressure in health care

An aging population, growth in chronic illnesses and the desire to offer new and improved technologies in patient care all present major long-term financial challenges to health care systems across the globe. For this reason, we believe successful product innovations must not be not only high quality, but also affordable. Based on our experience operating dialysis clinics, we consider these two priorities to be entirely compatible.





Our Mission, Vision, Strategy and Values

Mission

To deliver superior care that improves the quality of life of every patient, every day, setting the standard by which others in the health care industry are judged.

Vision and Strategy

To be the trusted provider and valued partner by building the premier integrated renal disease network, expanding into a leading integrated chronic care network.

Values

Fresenius Medical Care is a people business. Our success depends on having the best and brightest employees, and helping them attain their personal and professional goals while delivering excellence in patient care and business results. Our employees embody our culture, which is based on six core values supporting our promise to improve the quality of life of every patient, every day.



Patients and Partners First

Consistently deliver exceptional service to our patients and partners.



Honesty and Integrity

Do the right thing.



Quality and Compliance

Never compromise regarding the safety and health of our patients.



Collaboration

Work together in teams to accomplish more than what is possible individually.



Innovation

See opportunities where others don't. Never settle for the status quo.



Results Oriented

Execute urgently and consistently using best practices.