



Our more than 67,000 employees, physicians, and caregivers across North America are connected through one unifying purpose: the patients who entrust us with their care. Whether leading the evolution of home dialysis or value based care, we are driven by our shared commitment to improve the lives of people living with kidney disease by creating the next generation of renal care for tomorrow and beyond.

We embrace innovation across our network of dialysis centers, outpatient cardiac and vascular labs, and specialty pharmacy and laboratory services. We manufacture and distribute a comprehensive line of dialysis equipment, disposable products, and renal pharmaceuticals. The scope and sophistication of our vertically integrated network provide us with seamless oversight of our patients' needs.

We have an unmatched capacity to analyze immense amounts of clinical data from within our own care ecosystem, maintaining a world-class research network. 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.

## MISSION

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

## VISION

To be the leader and partner of choice in managing care in a value based system, we must continuously create clinical value for our patients and payors that translates to economic value for all of us.

## VALUES



### Collaborative

*We team up.*

We work together to accomplish more than what is possible individually.



### Proactive

*We get things done.*

We see opportunities where others don't and challenge the status quo with a no-limits mindset.



### Reliable

*We do what we say.*

We put **patients and partners first** and consistently deliver exceptional service. We act with **honesty and integrity** and never compromise safety, **quality**, and the health of our patients.



### Excellent

*We exceed expectations.*

We are **results oriented** and use best practices. We suggest ideas on how to improve and innovate.



## PATIENT EXPERIENCE PROMISE

We promise to deliver safe, high-quality, reliable, personalized care with empathy, compassion, and respect.

## FRESENIUS MEDICAL CARE NORTH AMERICA FAST FACTS



**2,600+**  
dialysis  
centers



**350+**  
research sites



**70K+**  
employees



**205K+**  
dialysis  
patients



**169K**  
hemodialysis  
machines in  
operation



**26M+**  
hemodialysis  
treatments  
per year



**68**  
vascular  
centers



**24**  
catheterization  
lab partnerships



**60K+**  
patients in  
value based  
care programs

## KIDNEY DISEASE FAST FACTS (U.S.)

- 1 in 7 U.S. adults, about 37 million people, are estimated to have CKD.<sup>1</sup>
- More than 95,000 people are waiting for a kidney transplant.<sup>2</sup>
- As of 2018, 229,000 Americans are living with a kidney transplant.<sup>3</sup>
- Diabetes and high blood pressure are the leading causes of kidney failure.<sup>1</sup>
- As of 2018, 550,000 people are receiving life-sustaining dialysis treatment.<sup>3</sup>
- Cardiovascular disease is prevalent in 76.5% of Medicare patients receiving hemodialysis.<sup>4</sup>
- There were over 22,300 kidney transplants in 2018, an increase of 6.5% since 2017.<sup>3</sup>
- 12.5% of individuals receiving dialysis perform dialysis at home.<sup>3</sup>
- 85% of home patients perform peritoneal dialysis.<sup>3</sup>
- 14.2% of new patients with kidney failure received a preemptive transplant or selected home dialysis in 2018.<sup>3</sup>

1. [cdc.gov/kidneydisease/publications-resources/2019-national-facts.html](https://www.cdc.gov/kidneydisease/publications-resources/2019-national-facts.html)

2. [optn.transplant.hrsa.gov/data/view-data-reports/national-data/#](https://optn.transplant.hrsa.gov/data/view-data-reports/national-data/#)

3. [adr.usrds.org/2020](https://adr.usrds.org/2020)

4. [usrds.org/media/1732/v2\\_c08\\_esrd\\_cvd\\_18\\_usrds.pdf](https://usrds.org/media/1732/v2_c08_esrd_cvd_18_usrds.pdf)

## FRESENIUS MEDICAL CARE NORTH AMERICA BUSINESS UNITS

### Fresenius Health Partners

A leader in care management centered around assuming responsibility for the cost, quality, and outcomes for our patients' care.

### Fresenius Kidney Care

A team of nurses, dietitians, patient care technicians, social workers, and financial coordinators working at more than 2,600 dialysis centers to help people with chronic kidney disease lead fuller, more active lives.

### Fresenius Kidney Care Pharmacy

A pharmacy focused on renal medications that helps patients impacted by kidney disease by playing an integral role in their coordinated care team.

### Fresenius Medical Care Renal Therapies Group

The Renal Technologies and Renal Pharmaceuticals divisions deliver hemodialysis and peritoneal dialysis equipment, ancillary products, and renal pharmaceuticals.

### Fresenius Physician Solutions

A team providing nephrology practice growth and management services that includes technology solutions and physician recruitment.

### Azura Vascular Care | National Cardiovascular Partners

One of the largest networks of outpatient vascular and ambulatory surgical centers specializing in minimally invasive techniques. With over 90 centers in 25 states we treat a wide range of cardiac and vascular conditions.

### Frenova Renal Research

The world's only contract clinical research services provider dedicated exclusively to improving the lives of people living with kidney disease.

### Renal Research Institute

A highly developed and specialized team with expertise in computational biomedicine, exploratory clinical and biomedical research, and data analytics.

### Spectra Laboratories

The leading provider of renal-specific laboratory services, using state-of-the-art equipment, automated specimen processing, and reporting applications.

### Acumen Physician Solutions

A group dedicated to developing and providing intuitive software tools that assist nephrologists in the practice of medicine.

"We are the only company in our industry bringing together our expertise in patient care with the development of industry-leading technologies, products, and services. We take great pride in the superior care we give to our patients and the best-in-class service we provide to our customers."



**BILL VALLE**  
CEO

Fresenius Medical Care  
North America