

The EBIT development by business segment was as follows:

- ▶ Fresenius Medical Care EBIT was €1,699 million (2012: €1,813 million), a decrease of 3% in constant currency. The EBIT margin was 15.4% (2012: 16.9%), primarily due to the lower reimbursement rates for Medicare dialysis patients based on budget cuts in the United States (sequestration).
- ▶ Fresenius Kabi EBIT was €926 million (2012: €934 million), an increase of 1% in constant currency. EBIT includes €31 million remediation costs (net of Calea book gain) to meet FDA requirements at the Grand Island, USA, and Kalyani, India, plants. The EBIT margin was 19.8% (2012: 20.6%) excluding Fenwal, and 18.5% including Fenwal.
- ▶ Fresenius Helios achieved excellent EBIT growth of 21% to €390 million (2012: €322 million). The EBIT margin was 11.5% and clearly exceeded the previous year's level (2012: 10.1%).
- ▶ Fresenius Vamed increased EBIT by 8% to €55 million (2012: €51 million). The EBIT margin was 5.4% (2012: 6.0%).

Reconciliation to Group net income

The Group's U.S. GAAP financial results as of December 31, 2013 include a special item. Net income attributable to shareholders of Fresenius SE & Co. KGaA in 2013 was adjusted for the integration costs for Fenwal. Group net income in 2012 was adjusted for a non-taxable investment gain and other one-time costs at Fresenius Medical Care, as well as one-time costs related to the public takeover offer (offer) to the shareholders of Rhön-Klinikum AG. The table below shows the special items and the reconciliation from net income (before special items) to earnings according to U.S. GAAP.

Development of other major items in the statement of income

Group gross profit rose to €6,383 million, exceeding the previous year's gross profit of €6,288 million by 2% (4% in constant currency). The gross margin was 31.4% (2012: 32.6%). The **cost of sales** rose by 7% to €13,948 million (2012: €13,002 million). Cost of sales as a percentage of Group sales increased to 68.6% in 2013, compared to 67.4% in 2012. **Selling, general, and administrative expenses**

RECONCILIATION

€ in millions	Q1-4/2013 before special items	Fenwal integration costs	Q1-4/2013 according to U.S. GAAP (incl. special items)	Q1-4/2012 before special items	Non-taxable investment gain at Fresenius Medical Care	One-time costs related to the takeover offer to the shareholders of Rhön- Klinikum AG	Other one-time costs at Fresenius Medical Care	Q1-4/2012 according to U.S. GAAP (incl. special items)
Sales	20,331		20,331	19,290				19,290
EBIT	3,045	-54	2,991	3,075	0	-6	-86	2,983
Investment gain	0		0	0	109			109
Interest result	-584		-584	-666				-666
Other financial result	0		0	0		-35		-35
Net income before taxes	2,461	-54	2,407	2,409	109	-41	-86	2,391
Income taxes	-683	14	-669	-702		12	31	-659
Net income	1,778	-40	1,738	1,707	109	-29	-55	1,732
Less noncontrolling interest	-727		-727	-769	-75		38	-806
Net income¹	1,051	-40	1,011	938	34	-29	-17	926

¹ Net income attributable to shareholders of Fresenius SE & Co. KGaA