

free flex<sup>®</sup>

**Voluven<sup>®</sup>**

5% HES 130/0,4

500

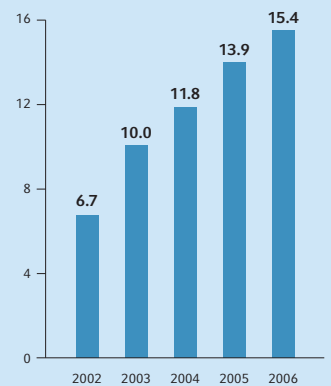
Hersteller: B. Braun Medical AG, Melsungen, Deutschland  
Produktions-Nr.: 130/0,4  
HES 130/0,4  
HES 130/0,4  
HES 130/0,4

## COMPETENCE IN EFFICIENCY

OUR COMPETENCE IN EMPLOYING NEW TECHNOLOGIES TO UPGRADE OUR MANUFACTURING PROCESSES HAS CONTRIBUTED TO FRESENIUS KABI'S EBIT MARGIN IMPROVEMENT FROM 6.7% IN 2002 TO

**15.4%** IN 2006.

FRESENIUS KABI: EBIT MARGIN (%)



FRESENIUS KABI COVERS ALL THE PROCESSES ALONG THE VALUE CHAIN: FROM DEVELOPING THE PRODUCTS AND MANUFACTURING TECHNOLOGIES THROUGH TO PRODUCTION AND MARKETING. COVERING ALL THESE MAKES US EFFICIENT.

We are one of the few companies in our industry that develops its own manufacturing technologies in-house. This is the key to our efficiency and allows us to develop platform technologies and to use them at our various production locations around the world.

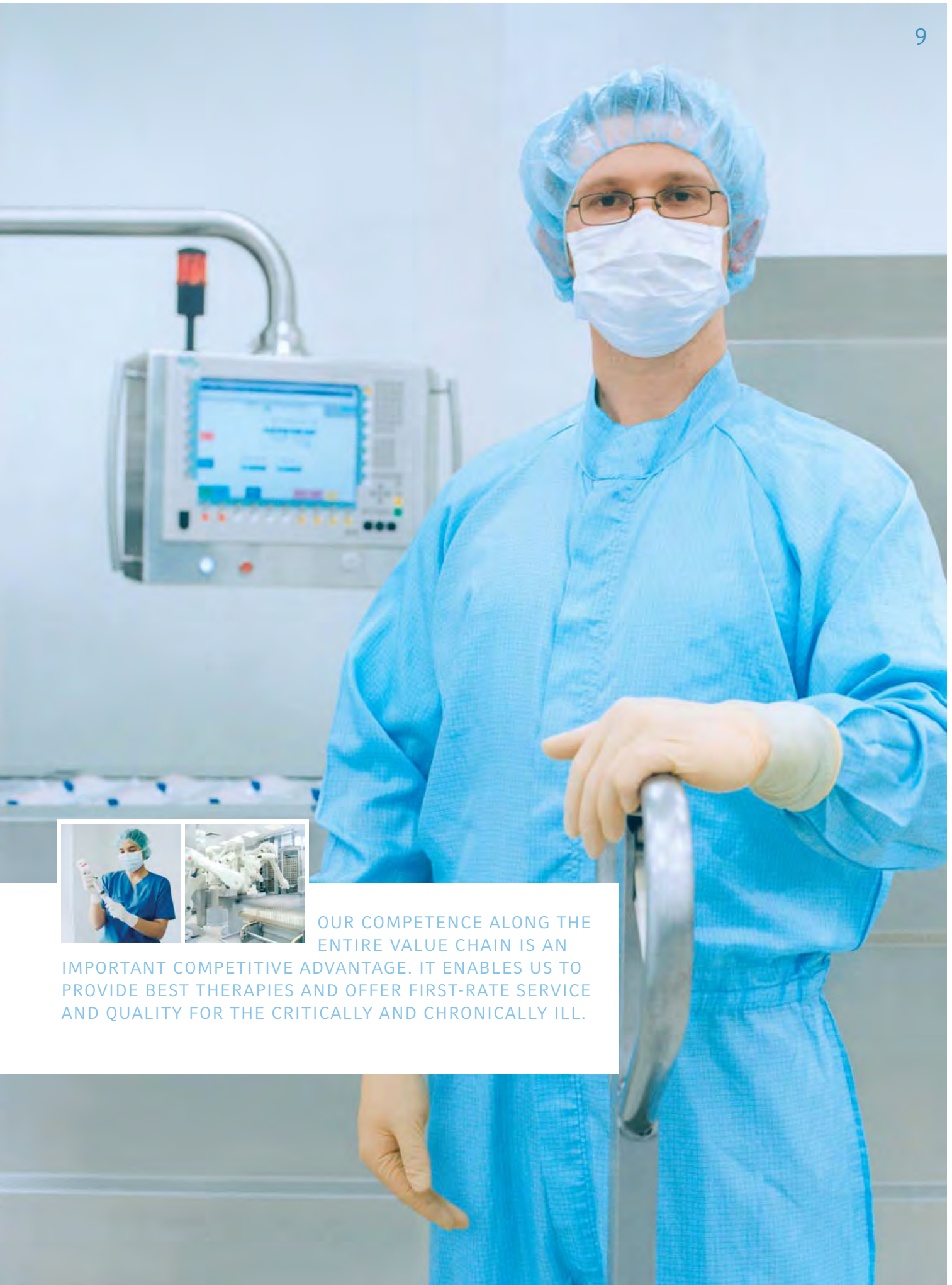
These technologies cover every manufacturing step: e.g. from the bag production through to its filling, sealing, and packing. The result is a uniformly high quality standard at our plants along with a simultaneous increase in efficiency. This is very important given our high production volumes: We produced more than 850 million units of infusion solutions in 2006 alone.

Here are two examples: For the manufacture of pharmaceuticals in our PVC-free freeflex® infusion bag we developed a production line which enables us to produce larger volumes at higher speed and at lower cost. We installed this line first in Germany and subsequently in other plants in Europe and Latin America. At the same time, we were able to use a number of innovative components from the freeflex® technology in the newly developed production line for our three-chamber bags for clinical nutrition. This innovation enabled us to substantially improve the efficiency of this production line.

We also rely on platform technologies in our product development. We use innovations in pharmaceutical primary containers – e.g. for port and connector systems – as platform technologies for products in infusion therapy as well as in clinical nutrition. This also creates savings – both in production and in materials.

In 2006, we increased the efficiency of various production lines in our European plants by up to

**30%**. For example, with a new filling and sealing technology for our infusion bags we significantly improved the production speed.



OUR COMPETENCE ALONG THE ENTIRE VALUE CHAIN IS AN IMPORTANT COMPETITIVE ADVANTAGE. IT ENABLES US TO PROVIDE BEST THERAPIES AND OFFER FIRST-RATE SERVICE AND QUALITY FOR THE CRITICALLY AND CHRONICALLY ILL.