



C•H•REYNOLDS•CORPORATE FINANCE

Transaction Announcement

Fresenius Medical Care, world's largest provider of products and services for renal diseases acquires Sparsh Nephrocare

7i Capital Advisors and C-H-Reynolds-Corporate Finance AG jointly acted as the exclusive sell-side advisor on this transaction.

Delhi, India September 2016: Fresenius Medical Care (FMC), world's largest provider of products and services for renal diseases has marked its prominent presence in the Indian market through the acquisition of a majority shareholding in the leading Indian dialysis services company Sandor Nephro Services Pvt Ltd ("Sparsh").

"India is one of the largest dialysis markets in the world with most of the patients in Tier II and Tier III towns. FMC's strategy is to also address the underserved segments with quality affordable healthcare. Sparsh, with its differentiated business model, is the right platform for us to establish ourselves in the under-penetrated Indian market. Sparsh management team will form an integral part of FMC's India dialysis services strategy," said Mr Punit Kohli, Managing Director, Fresenius Medical Care India Pvt Ltd.

"FMC is a world leader in renal care services and a global brand known for its high quality standards, state-of-the-art technology and superior customer care. Our hub and spoke business model would immensely gain from the association with FMC", said Mr Saurav Panda, Director, Sandor Nephro Services Pvt Ltd.

"This association will be a game changer for the Indian dialysis market. This is in line with our honourable Prime Minister's vision to provide affordable and holistic healthcare to all Indians" said Mr. Manoj Patkar, Executive Director and Partner, 7i Capital Advisors. His German colleague Stefan Constantin, Partner of C-H-Reynolds added "We are proud to have jointly advised Sandor Nephro Service together with our 7i colleagues and having negotiated the transaction with Fresenius Medical Care as the ideal buyer for this growing business".

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About Fresenius Medical Care

Fresenius Medical Care is the world's largest provider of products and services for individuals with renal diseases of which about 2.8 million patients worldwide regularly undergo dialysis treatment. Through its network of 3,504 dialysis clinics, Fresenius Medical Care provides dialysis treatments for 301,548 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).

Fresenius Medical Care's corporate headquarters are in Bad Homburg v.d.H., Germany. The headquarters of North America are in Waltham, Massachusetts and the headquarters of Asia-Pacific are located in Hong Kong. www.freseniusmedicalcare.com

About Sparsh Nephrocare

Sparsh Nephrocare operates India's second largest chain of dialysis centres under the legal entity of Sandor Nephro Services Pvt. Ltd. The company is a pioneer of in-hospital dialysis centres in India and has a pan India network of 50+ centres across 12 states.

Sandor's focus is on improving accessibility and affordability for dialysis patients through partnerships with nephrologists, government/private hospitals and medical institutes in Tier II/ Tier III locations. www.sparshnephrocare.com

About 7i Capital Advisors

7i is a leading Indian investment bank focused on cross border M&A transaction advisory space. In a short time, 7i has been able to become the advisor of choice for many PE exit situations. 7i has presence in diverse verticals including healthcare, manufacturing, consumer and technology. 7i has developed a strong international network of investment advisory firms with presence across the globe including Japan, USA, Europe, South Korea and Latin America. 7i Capital has an esteemed advisory board including Mr. Ramesh Modi, a luminary in the Indian healthcare space. www.7icapital.com.

About C•H•Reynolds•Corporate Finance AG

C•H•Reynolds•Corporate Finance AG is one of the leading German independent M&A Advisory firms based in Frankfurt a. M. With its professional team, drawing on extensive finance and industry specific experience, C•H•Reynolds advises medium sized companies, financial investors and family offices on the conception and implementation of M&A transaction processes as well as larger groups on spin-off deals or acquisition programs. Its sector focus lies in Consumer Goods & Retail, Healthcare, Automotive, Chemicals, IT, Industrial Products and Machinery & Equipment. The international co-operation network of C•H•Reynolds gives its clients access to all the core markets in the world. www.chrcf.com