



DIGITIZING HEALTHCARE

Dr. Dirk Wössner, CEO



CompuGroup
Medical

VISION

**NOBODY SHOULD
SUFFER OR DIE BECAUSE
AT SOME POINT
MEDICAL
INFORMATION WAS
MISSING**

DIGITIZATION CREATES OPPORTUNITIES

- The entire patient journey is changing
- Patients take an active role
- New digital offers without physical interaction
- Emerging ecosystems
- Rise of big data/AI

OUR CUSTOMERS' WORLD IS TRANSFORMING



Europe with significant catch-up potential in digitization



19%

of hospitals digitized in Germany
versus 73% in the US*



44%

of healthcare professionals
exchange clinical data digitally**



60%

of doctors think that Germany is
lagging behind in digitization***

Regulatory tailwind in a number of countries, reinforced by the pandemic

Other

Electronic patient
file ELGA in Austria
P1 project in Poland



Germany

Hospital Future Act (4.3 €bn)
Telematics Infrastructure

France

Ma Santé 2022
Segur de la Santé (2 €bn)

Netherlands

MedMij / PGO
Medication process (1.1 €bn)

Further initiatives under discussion across Europe...

Government programs across Europe pushing the digitization of essential parts of healthcare

It is becoming mandatory for health professionals to ...

- ... handle e-Health records & ePrescriptions
- ... digitize medication & emergency data sets
- ... issue electronic sick notes
- ... administer risk assessment for medication
- ... virtualize and mobilize their patient communication
- ... enhance IT security

Subsidized
by...

TI
Hospital
Future Act
Germany

Ma Santé
Segur de la
Santé
France

MedMij
Medication
process
Netherlands



Vaccination challenge accelerated digitization in healthcare across Europe



COMPUGROUP MEDICAL CONTRIBUTION

Germany

Vaccination modules integrated into AIS

Austria

Vaccination certificate, regional online booking for GPs

France

New admin modules for vaccination

Italy

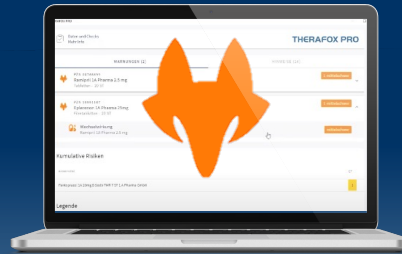
Support for vaccination in pharmacies

We provide intelligent solutions to improve efficiency and quality in doctors' day-to-day work

CGM Benchmarking
Business Intelligence
for practices & hospitals



Therafox
Medication safety
for healthcare professionals



Medical Decision Support
for doctors & hospitals



Patient



CGM REAL TIME DATA LAKE

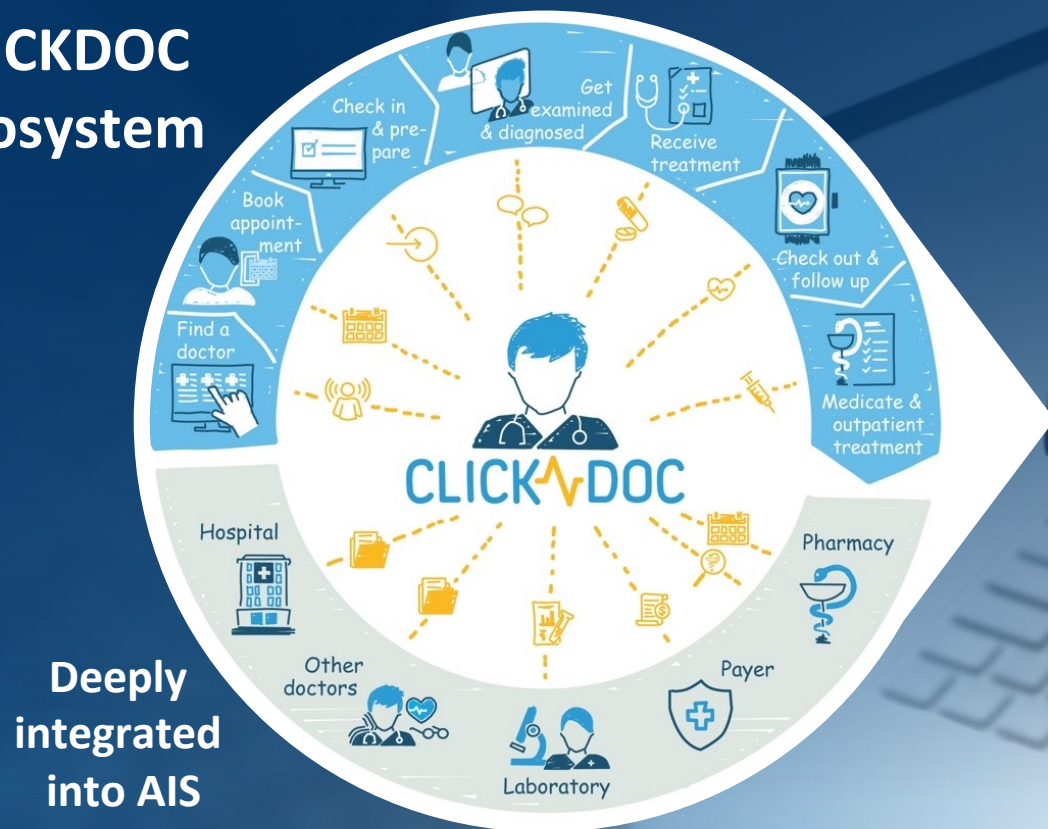
Unparalleled data access, based on our
unique understanding of doctors & pharmacies

Doctor/
Pharmacist



CLICKDOC to become the central communication & information hub along the entire patient journey...

CLICKDOC Ecosystem



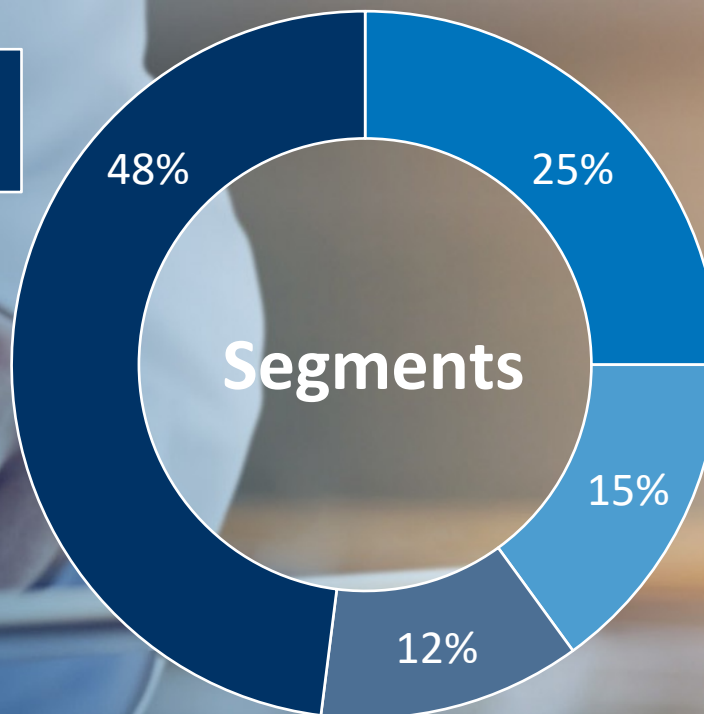
... digitally supporting interactions between healthcare providers and patients for a better care – with strong partners in an open and interoperable ecosystem

Servicing the entire healthcare ecosystem, we are ideally set up for growth ...



AIS – Ambulatory Information Systems

Doctors
(GPs, specialists),
therapists, nurses...



HIS – Hospital Information Systems

Hospitals
(acute, post-acute),
laboratories



CHS – Consumer & Health Management

All healthcare professionals,
pharma & insurance companies, patients



PCS – Pharmacy Information Systems

Pharmacies



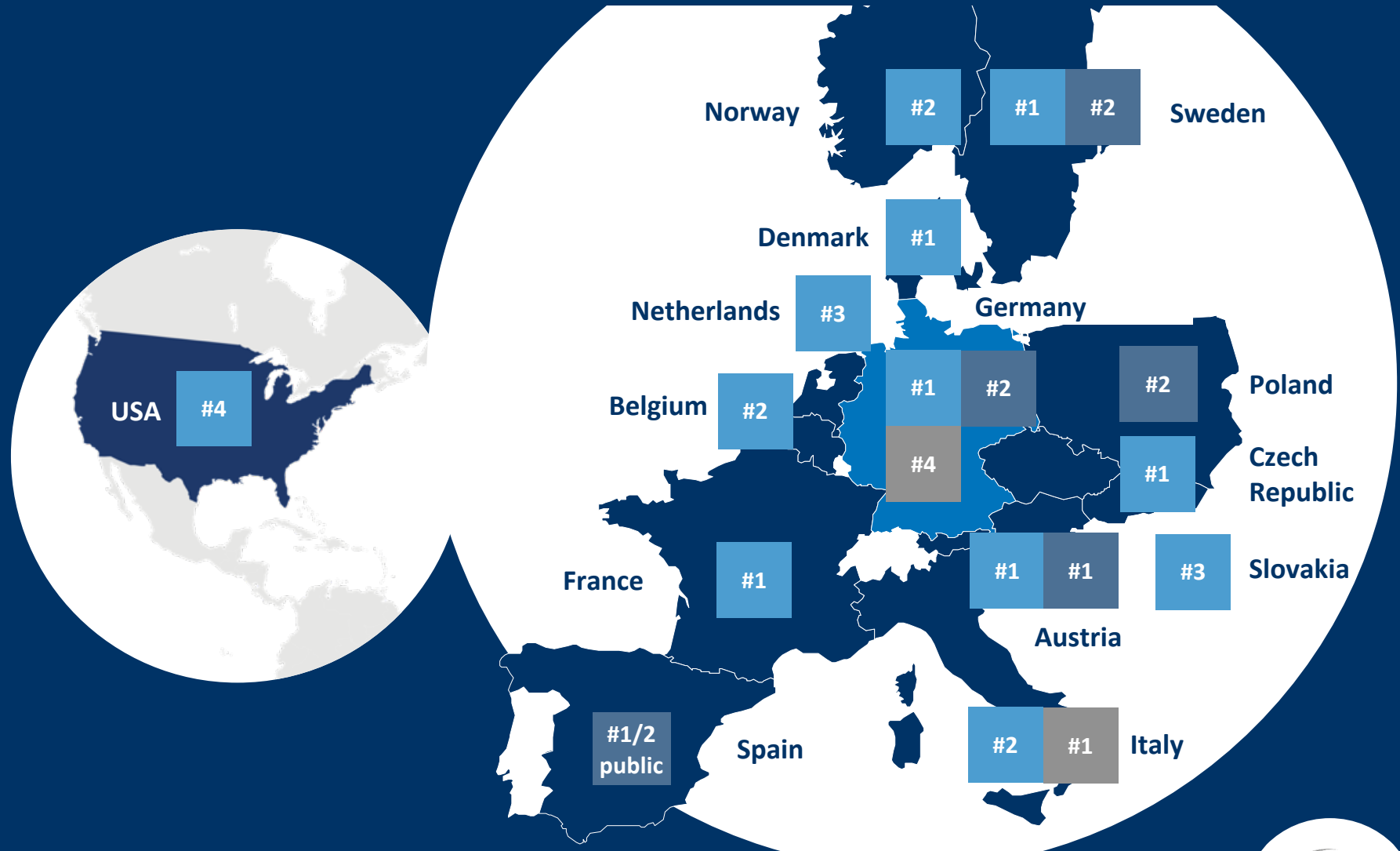
... with excellent positioning in European and US markets

PLAYER # IN

AIS

HIS

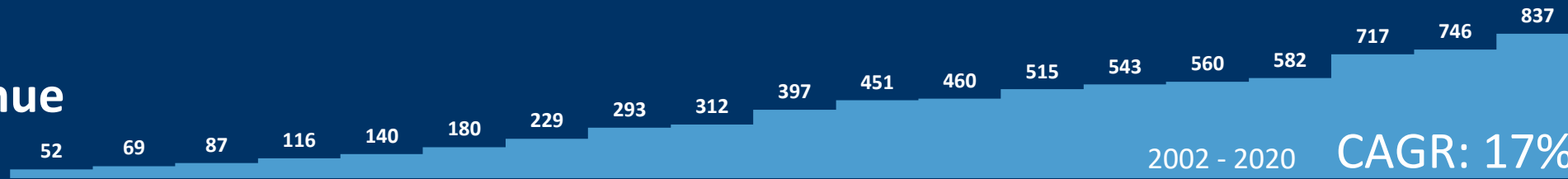
PCS



Building on an excellent long-term financial track record...

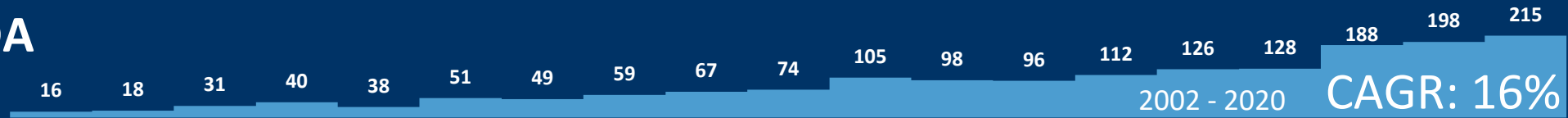
Revenue

in €m



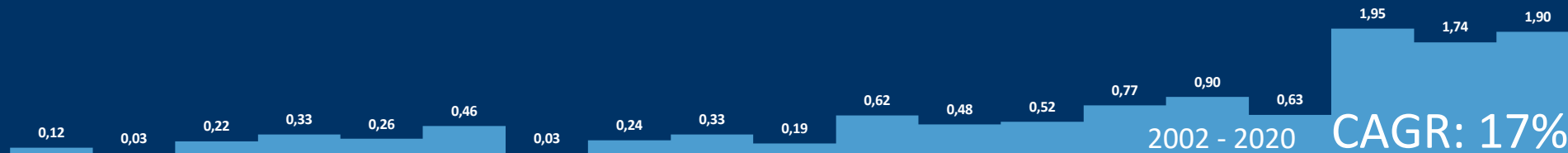
EBITDA

in €m



EPS

in €



... we are entering the next growth phase

Our ambition to grow



Organic
revenue growth
of $\geq 5\%$ p.a. until 2025



Increasing
adj. EBITDA margin
to $\sim 25\%$ in 2023
and $\sim 27\%$ in 2025



Increasing **share of
recurring revenues**
to $> 70\%$

5 major growth drivers to reach organic growth of $\geq 5\%$



AIS (ex US)

Enhancing existing services for physicians with **new modules** and **functionalities**, as well as new revenues from **patient portals** such as CLICKDOC



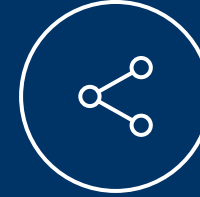
US business

After the merger with eMDs – **synergistic growth** from our strong position **revenue cycle management (RCM)** and **electronic data interchange (EDI)**



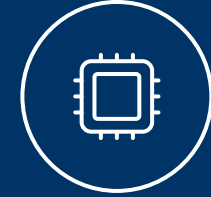
HIS business

Market penetration of our **G3 platform** as well as business from **government digitization programs** for hospitals



Telematics infrastructure

Expansion of **user groups**, extension of **existing licenses** (connector upgrade) and the introduction of **additional application modules**



Innovative data services

ie. "Therafox" and **real-time evaluation** for diagnostics, therapy and medication

We are ready to capture this fantastic opportunity!

DIGITIZING HEALTHCARE

EXCITING MARKET – INNOVATION DRIVEN

DEEP INDUSTRY KNOWHOW & MENTALITY TO WIN

READY TO TRANSFORM – ECOSYSTEMS EVOLVING

CLEAR AMBITION – DRIVING GROWTH & MARGINS

ENTREPRENEURIAL SPIRIT – FOUNDER BACKED

EXECUTION – FAST, AGILE DECISION MAKING