

Speech by Michael Rauch

Chief Financial Officer (CFO)

CompuGroup Medical SE & Co. KGaA
at the virtual Annual General Meeting
on May 19, 2022

The spoken word is valid.



Esteemed shareholders, ladies, and gentlemen, now that Dirk Wössner has informed you about all relevant developments at the company, I would like to give you a few details regarding CompuGroup Medical's consolidated financial statements for 2021.

Overview Group results 2021

in €m	Reported		Adjusted	
	2021	yoy	2021	yoy
Revenues	1,025	+22%	1,025	+22%
EBITDA	213	+8%	224	+4%
EBIT	103	-16%	142	-6%
Net income*	69	-6%	103	+4%
Earnings per share** (€)	1.30	-7%	1.95	+ 3%

In our most recent financial year group revenues exceeded, for the first time in the company's history, the one-billion-euro mark and we can report revenues amounting to a total of 1.025 billion euros. This result represents an increase of 22 percent year on year.

Excluding acquisitions and currency conversion effects, CompuGroup Medical achieved a very strong organic revenue growth of 5.8 percent compared with 2020.

The operating result (EBITDA) for 2021 amounts to 213 million euros. Adjusted for one-off expenditures, primarily for completed acquisition projects, the Group generated EBITDA of 224 million euros. This corresponds to an adjusted EBITDA margin of 21.9 percent in relation to Group revenues.

These numbers mean that the guidance we issued at the beginning of 2021 for the year as a whole was fully met. Adjusted earnings per share reached the upper end of our forecast profit range and stand at one euro ninety-five cents.

Let us now turn to the performance of the individual group segments.

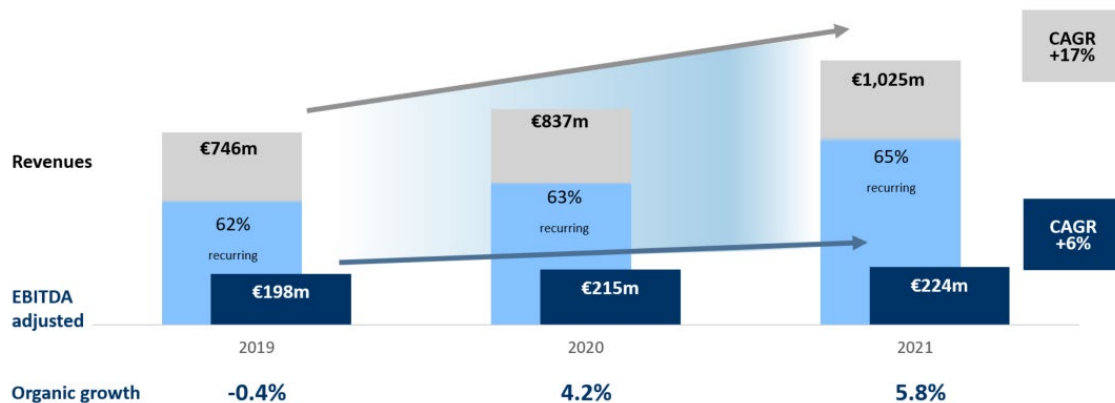
FY/2021 Segments

	Group		Ambulatory Information Systems		Hospital Information Systems		Consumer & Health Management Information Systems		Pharmacy Information Systems	
	FY/21	yoy	FY/21	yoy	FY/21	yoy	FY/21	yoy	FY/21	yoy
Revenues (€m)	1,025	+22%	476	+27% org. +4%	257	+38% org. +8%	174	+10% org. 10%	118	1% org. +1%
EBITDA adjusted (€m)	224	+4%	118	+0%	43	+35%	40	-17%	34	+1%
Margin	22%	-4ppt	25%	-7ppt	17%	+0ppt	23%	-8ppt	29%	+0ppt

2021 was a pivotal year for all of our operating segments. Three of our four segments achieved a substantial increase in revenues and each operating area recorded positive organic growth.

As announced earlier, the investments in growth that we made in the past year are reflected in our margins and the first positive effects of these investments can be seen in our multi-year comparison.

Revenue growth and revenue quality on a new level



4 | May 19, 2022 | Annual general meeting 2022



In the past few years, we have succeeded in elevating both revenue growth and revenue quality to a new level. Supported by strategic acquisitions, revenues have risen by an annual average of 17 percent since 2019. Organic revenue growth has also risen to new heights.

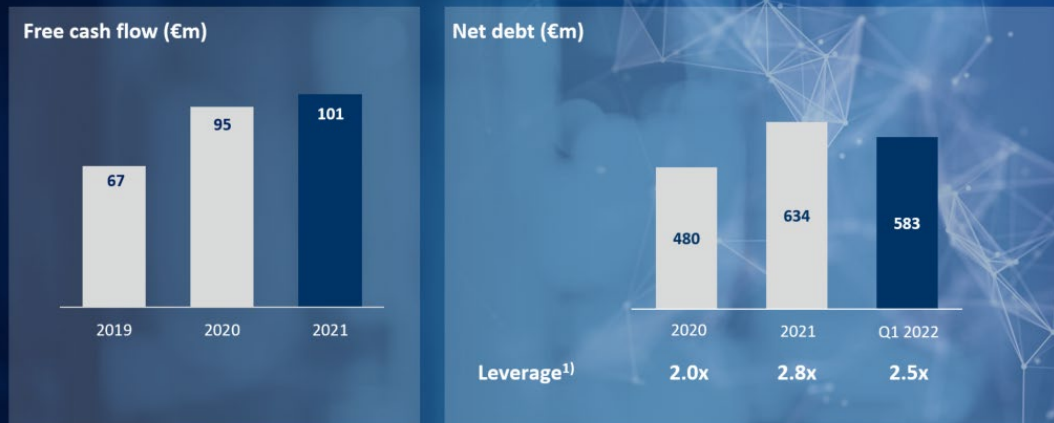
In 2021, we achieved organic growth of 5.8 percent – the second-highest figure in more than a decade. Only 2018, which saw a huge boost from one-off revenues from our telematics infrastructure, produced a better result. This means that in the first year of our new strategy cycle we achieved and therefore on track to achieve our medium-term target up to 2025.

There was a sharp increase not only in revenue growth, but also in revenue quality, which is reflected in the share of recurring revenues. Here, too, we are well on the way to reaching our target of lifting the share of recurring revenues to over 70 percent by 2025.

In the same period, adjusted EBITDA rose by an average of 6 percent a year despite greater investment in future growth.

The positive effect of our encouraging performance in the past year can be seen in our high free cash flow, to which the recurring revenues I just mentioned, with their attractive profitability, made a significant contribution.

Free cash flow and leverage



¹⁾ Leverage = Net debt (liabilities to banks and financial liabilities (incl. leasing liabilities according to IFRS 16) / cash and cash equivalents (with the exception of accounts under third party management)) / EBITDA adjusted (LTM) plus pro rata EBITDA of newly acquired companies

In the past financial year, we further increased our already very healthy free cash flow from the financial year 2020, taking it above the 100-million-euro mark for the first time in the history of CompuGroup Medical. The direct benefits of this were an 8 percent improvement in net debt and reduced leverage.

This was possible despite further acquisitions, share repurchases, and the dividend we paid out.

Share buyback programs 2021

The General Partner has made use of the authorization to carry out two share buyback programs in 2021.

1. Share buyback program: February 25, 2021 – April 29, 2021

1,000,000 repurchased shares
€71,245,800 total amount (= €71.25 per share)

2. Share buyback program: November 25, 2021 – December 31, 2021

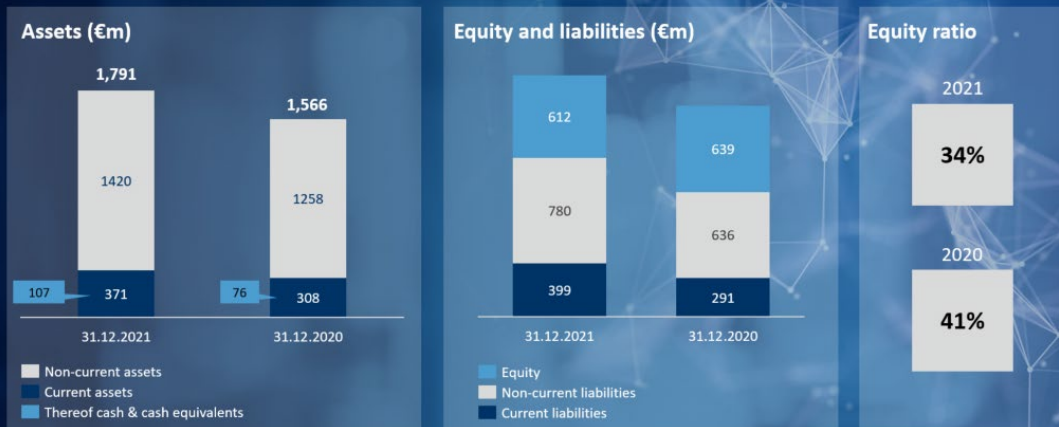
403,878 repurchased shares*
€27,429,387.22 total amount (= €67.92 per share)

We are sharing our success with you, our shareholders, not only by paying a dividend, but also through share buyback programs.

We made use of the authorization to implement share buyback programs on two occasions in the past year. First, we repurchased a total of one million shares with an overall value of 71,245,800 euros in the period from February 25 to April 29, 2021.

A second share buyback program was launched on November 25. By the end of the financial year 2021, the company had acquired 403,878 shares at an average price of 67.92 euros. The second program concluded on January 10, 2022.

Consolidated balance sheet 2021

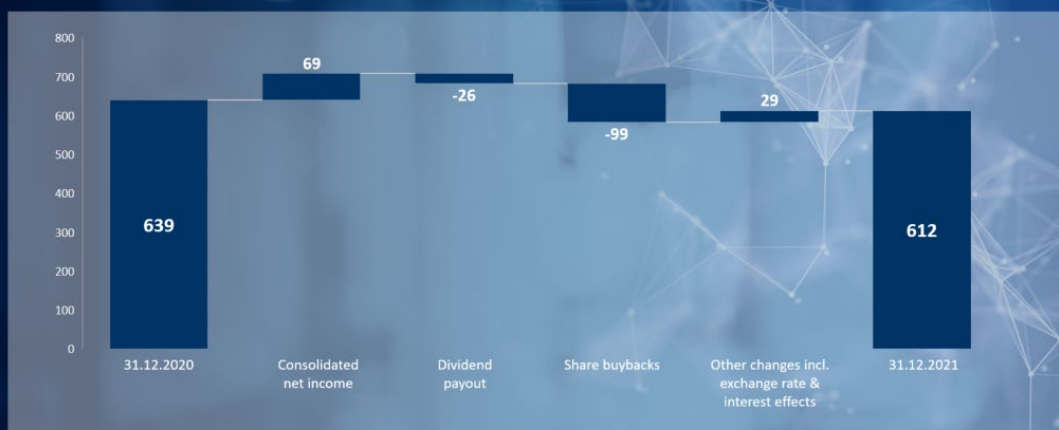


Once again, we are able to present to you, our shareholders, the balance sheet of a company with rock-solid fundamentals.

In comparison to the previous year's balance sheet, our total assets rose by around 230 million euros to 1.791 billion euros. The Group's assets have increased considerably against the end of the financial year 2020, with intangible assets accounting for the largest item on the asset side of the balance sheet. This relates primarily to the hidden reserves from company acquisitions disclosed as part of purchase price allocations – in other words, the balance sheet value of customer relationships, order backlogs, software, trademark rights and goodwill.

At year-end, the equity ratio was a very solid 34 percent. The slight year-on-year decrease is due to factors that include the sale of treasury shares as part of the share placement and the capital increase undertaken in 2020.

Development of equity structure 2021



Figures in €m

Overall, there was a moderate reduction of consolidated equity from 639 million euros as of December 31, 2020, to 612 million as of December 31, 2021.

The consolidated net income for the year, reported at 69 million euros, compensated for a large share of the funds returned to our shareholders in the form of dividend payments and share buybacks.

At 29 million euros in total, exchange and interest rate changes, meaning actuarial gains, as well as other changes had a minor positive effect on equity in the past year.

I would now like to address the appropriation of the net profit for the financial year 2021:

TOP 2: Appropriation of the net profits for financial year 2021

The General Partner and the Supervisory Board propose to appropriate the net profits from the financial year 2021 in the amount of EUR 99,210,997.56 as follows:

Distribution of a dividend of EUR 0.50 per dividend-bearing no-par value share:	EUR 26,117,288.00
Credited to retained earnings:	EUR 0.00
Carryforward to new account:	EUR 73,093,109.56
Net profits:	EUR 99,210,997.56

In view of positive business developments and the continued positive outlook, the general partner and the Supervisory Board today propose to this Annual General Meeting that a dividend payment of 50 euro cents per share be approved for the financial year 2021.

Esteemed shareholders, ladies, and gentlemen, please continue to accompany us on our journey of achieving our ambitious medium-term targets.

Thank you for your attention and for your support of our company. Please stay healthy!

I will now hand the floor back to the Chairman of the Supervisory Board.

The document is a convenience translation of the German original document. In the event of any conflict or inconsistency between the English and the German version and for purposes of interpretation, the German version shall prevail.