



COMPUGROUP MEDICAL

Investor Relations | September 2022

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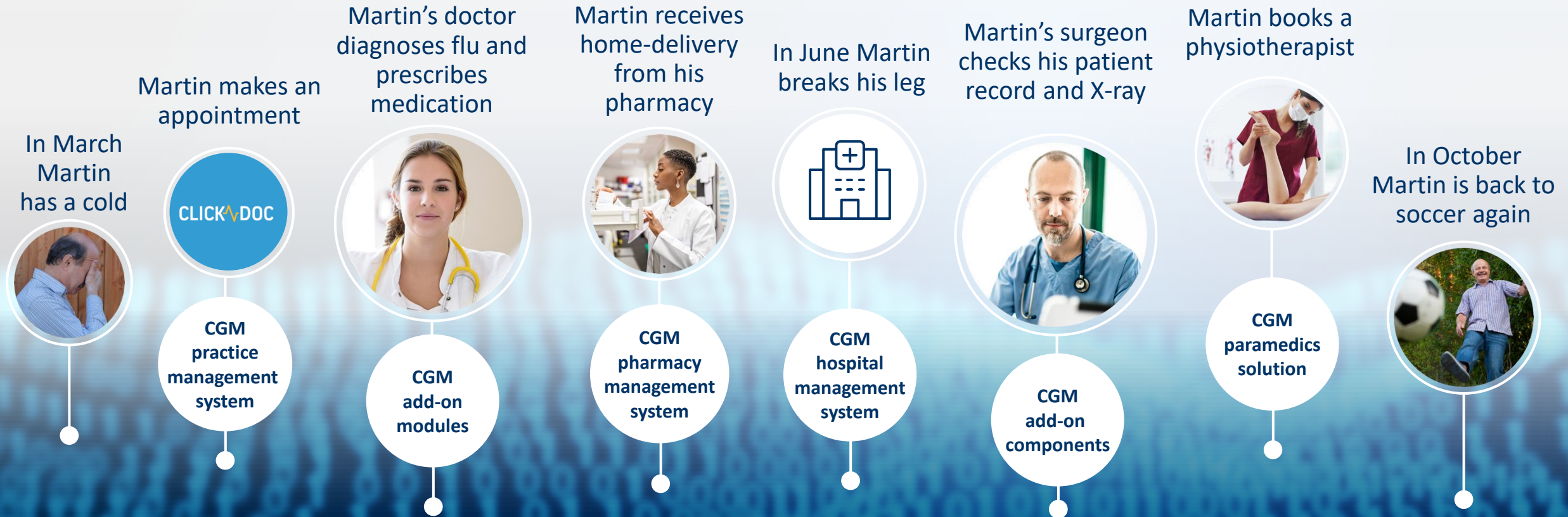
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Vision

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

Frank Gotthardt, Founder, CompuGroup Medical SE & Co. KGaA

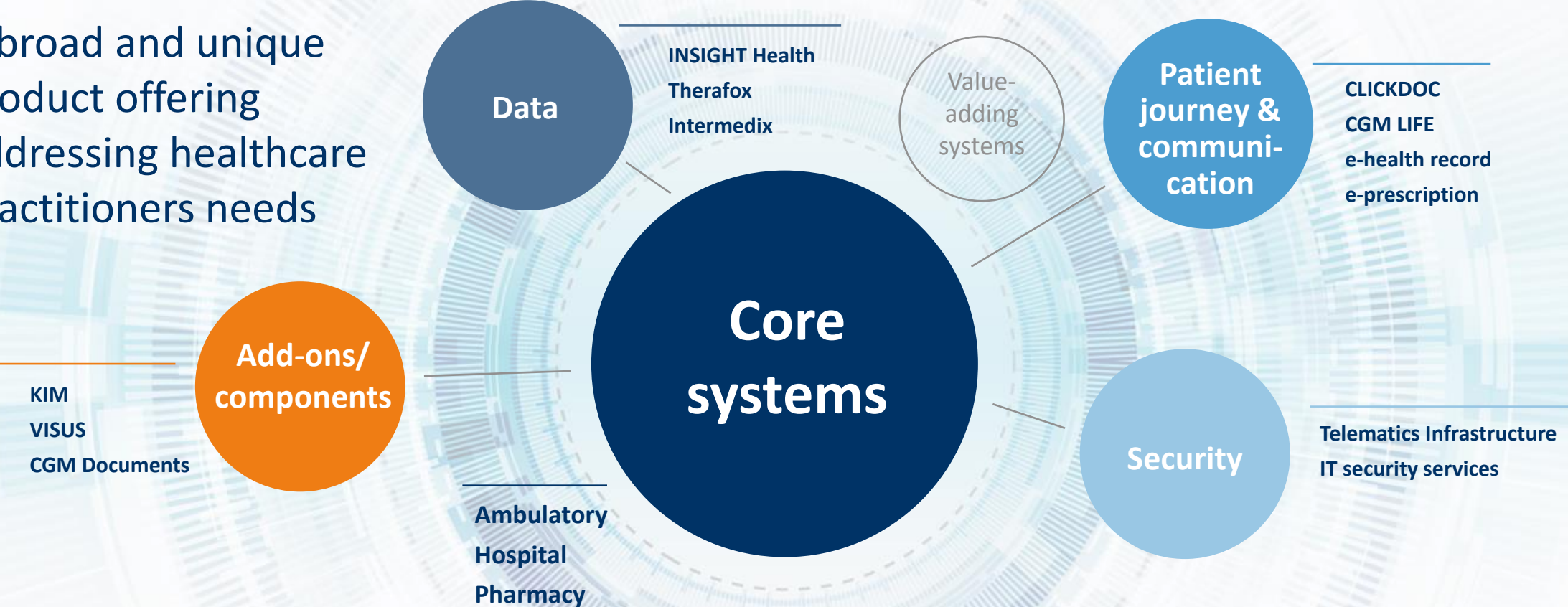
Physicians are the ultimate navigator of the patient



... with CGM's product world enabling the digital patient journey

Our comprehensive product portfolio serves the entire healthcare market

A broad and unique product offering addressing healthcare practitioners needs



CGM with unparalleled depth of domain expertise



 **Focused** *on core needs*

Products allow to view patient profiles, visualize medical data, book appointments and track medical status for various disease areas.

 **Customizable**

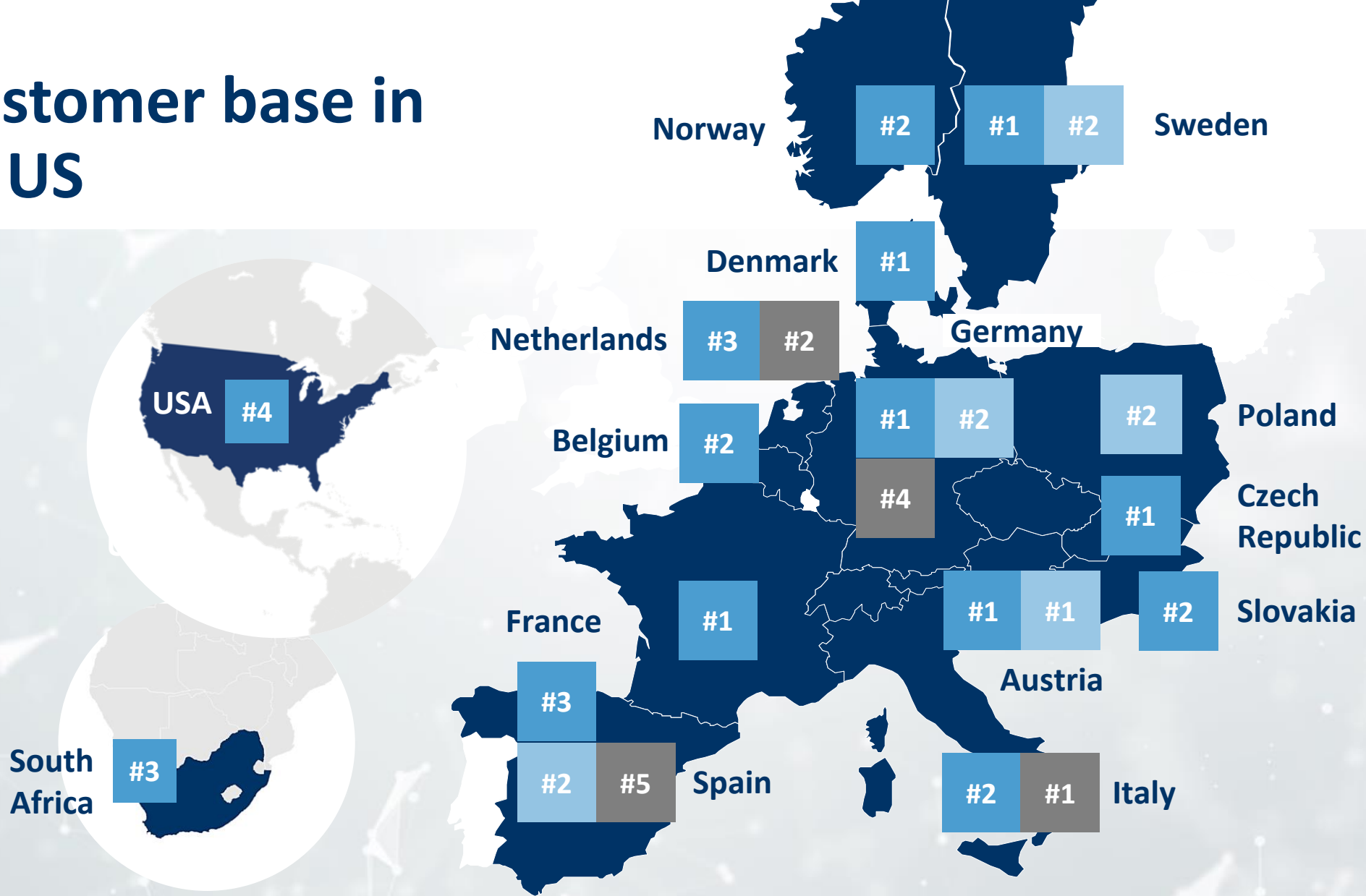
Layout can be customized to comply with individual customer needs.

 **Efficient**

Productivity gain for health care professional as data flow and processes are automated.

Excellent customer base in Europe and US

AIS HIS PCS

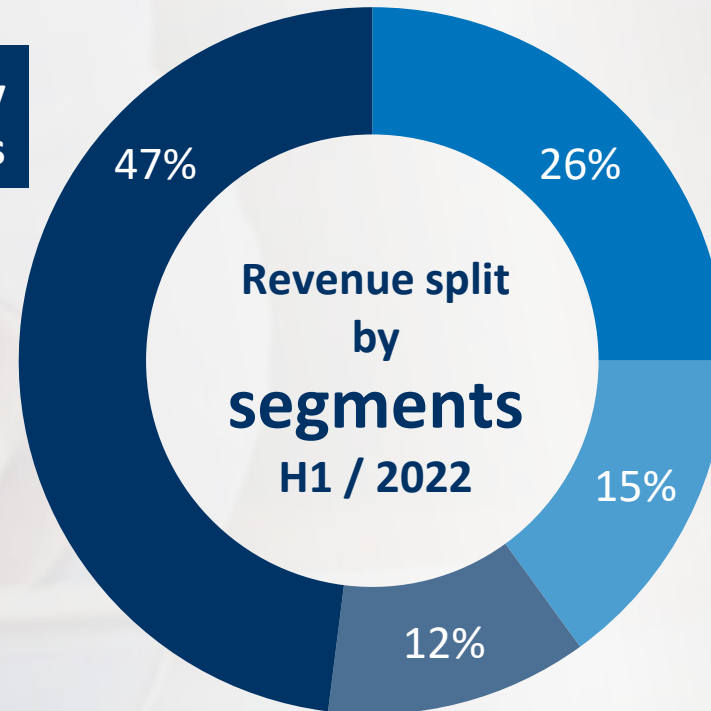


Servicing the entire healthcare ecosystem, we are ideally set up for growth



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



Our customers' world is transforming

Larger practices

Data access

Digital patient interaction

AI enhanced

Mobile work

IT security

Efficiency increase

Digital workflow

Decision support

**Connected to
larger network**



Significant catch-up potential in digitization in healthcare



60%

of doctors think that Germany is lagging behind in digitization



55%

of German hospitals consider their degree of digitization rather low

We support our customers on their path into a digital world



Regulation driven demand

Governments across Europe have initiated programs to accelerate healthcare digitization leading to tailwind for further growth



Expansion to value-adding modules

As a response to changing customer needs, we offer new modules as add-ons



Enable doctor-patient journey

CGM leverages its unique position across the patient journey to deeply integrate its own products as well as enable other players

Strategy and growth drivers

Strategic priorities

01 

Innovate on a scalable platform

02 

Transform organization to deliver great customer experience and scale

03 

Enable distinctive patient journeys and seamless data flows

Growth drivers

 **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** and **electronic data interchange**

 **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**

Fast-tracking our **data growth** ambition with the Insight Health acquisition. Further evolution of medical decision support portfolio

Our mid term ambitions including latest acquisition



Group	CAGR 2021-2025
AIS	>5%
thereof US	6 – 9%
thereof Europe	2 – 5%
HIS	6 – 8%
CHS	6 – 9%
thereof TI	1 – 3%
thereof data	8 – 12%
PCS	0 – 2%

Including INSIGHT Health acquisition

CGM now on a new level of sustainable organic growth



Organic growth in % yoy	FY2020	Mid-term ambitions (CAGR)	FY2021	Last 12 months (as of June 30)
Group	4.2%	>5%	5.8%	4.4% ex TI 5.9%
AIS	2%	3 – 6%	4%	5%
HIS	3%	6 – 8%	8%	6%
CHS	15%	6 – 9%	10%	0% ex TI 11%
PCS	0%	0 – 2%	1%	6%

Guidance 2022 recently raised – well on track towards 2025



Guidance FY 2022
as of March 10

Group revenues
€1,075m – €1,125m

Organic growth yoy
+3% to +8%

Adj. EBITDA
€235m – €260m

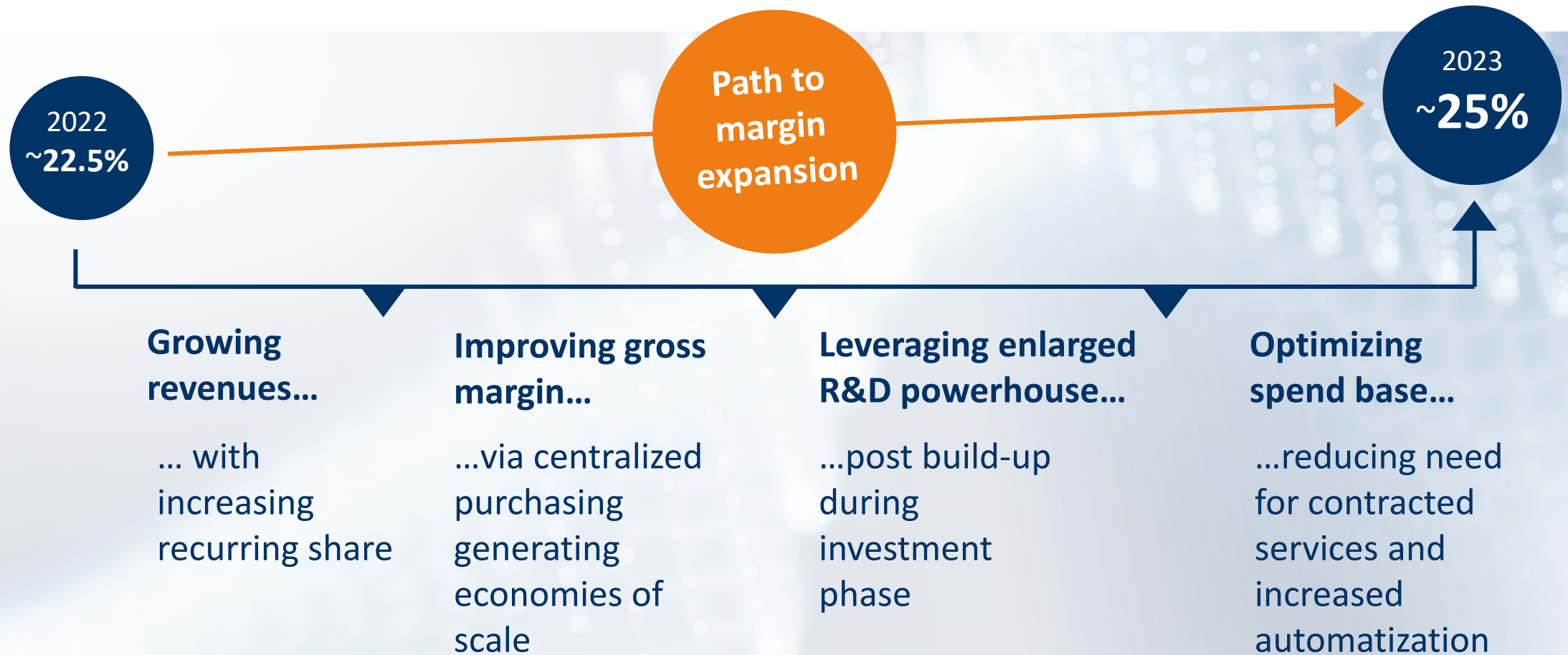
Guidance FY 2022
as of August 04 *new*

Group revenues
€1,100m – €1,150m

Organic growth yoy
+4% to +8%

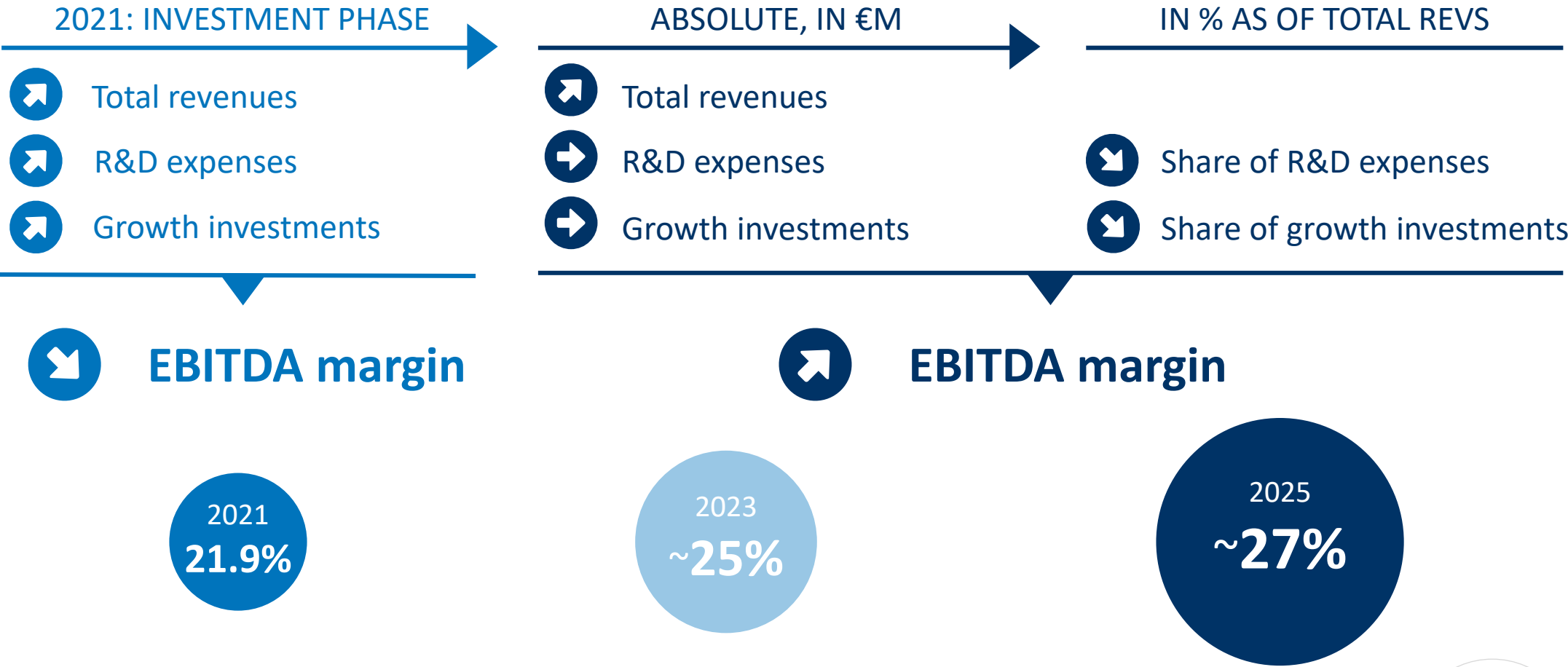
Adj. EBITDA
€240m – €260m

Shifting gear – from investment mode to margin expansion



We are confirming our mid-term margin targets

until 2025



Value creation based on higher growth and profits



Delivering best-in-class solutions along the patient journey



Enabling next level digitization & connectivity for doctors



Introducing a new level of customer centricity



High resilience due to strong recurring revenue base



Organic growth accelerated to new level of 5% and more



Overproportionate EBITDA increase post R&D investment phase leveraging operational efficiencies

Strong and experienced leadership team



Michael Rauch

Spokesman for the
Managing Directors

Chief Financial Officer
(CFO)



**Angela Mazza
Teufer**

Managing Director
Ambulatory
Information Systems
DACH



Dr. Eckart Pech

Managing Director
Consumer and Health
Management
Information Systems



Emanuele Mugnani

Managing Director
Ambulatory Information
Systems Europe










Hannes Reichl

Managing Director
Inpatient and Social
Care



FINANCIALS

2022 – CGM fully on track and in line with expectations

							
H1	€517m (+10%yoy)	69% (+1ppt)	+4.2% (-3ppt)	€105m (+8%yoy)	20% (-0.5ppt)	€0.82 (PY: €0.76)	€28m (PY: €65m)
Q2	€265m (+10%yoy)	68% (+1ppt)	+3% (-7ppt)	€54m (+5%yoy)	20% (-1ppt)	€0.40 (PY: €0.43)	-€36.5m (PY: -€6m)
	Revenue	Recurring rev share	Organic growth	Adj. EBITDA	Margin	Adj. EPS	FCF

All segments contributing to strong growth

Group	Group		AIS		HIS		CHS		PCS		
	H1/22	yoy	Revenue share	H1/22	yoy	H1/22	yoy	H1/22	yoy	H1/22	yoy
Revenue (€m)	517	+10%	47 %	242	+7%	137	+17%	76	+10%	62	+9%
EBITDA adjusted (€m)	105	+8%		61	+5%	17	-19%	11	-1%	18	9%
Margin	20%	-1ppt		25%	-0ppt	12%	-6ppt	14%	-2ppt	29%	+0ppt

Ambulatory segment driven by digitization

Segment financials		H1/22	yoy
Revenue (€m)		242	+7%
EBITDA adjusted (€m)		61	+5%
Margin		25%	-0ppt

78% (+1ppt)

Recurring revenue share



Recurring
revenue

H1/22 yoy

- **Revenue growth** of +7% supported by FX (US) and acquisitions
- **Organic growth** of +2%, mostly due to additional modules in Germany & Austria and successful US business
- **Recurring revenues** up +8%, representing 78% of total revenues
- **Adjusted EBITDA** up +5% with margin on prior year level

Hospital segment with continued strong growth

Segment financials		H1/22	yoy
Revenue (€m)		137	+17%
EBITDA adjusted (€m)		17	-19%
Margin		12%	-6ppt

68% (+3ppt)

Recurring revenue share



Recurring
revenue

H1/22 yoy

- Strong **revenue increase** of +17%, supported by VISUS and KMS acquisitions
- **Organic revenue growth** of +7% against tough prior year comps, driven by strong business in Germany
- **Recurring rev share** with strong growth to 68%
- **Adjusted EBITDA and margin** impacted by ramp up investments towards Hospital Future Act projects and further rollout of G3 technology

Consumer Health segment with strong data business

Segment financials		H1/22	yoy
	Revenue (€m)	76	+10%
	EBITDA adjusted (€m)	11	-1%
	Margin	14%	-2ppt

46% (+4ppt)

Recurring revenue share



Recurring
revenue

H1/22 yoy

- **TI revenues** below prior year against strong card reader sales in Q2/2021
- **Organic growth ex TI** of +13% due to an excellent performance in the data business, especially with insurance solutions
- **Recurring revenue** up significantly due to acquisition of INSIGHT Health
- **Adjusted EBITDA** impacted by increased investments in data solutions

Pharmacy segment delivering growth and strong margin

Segment financials		H1/22	yoy
Revenue (€m)		62	+9%
EBITDA adjusted (€m)		18	+9%
Margin		29%	+0ppt

H1/22 yoy

- **Organic revenue** growth of 8% due to new customer wins and higher hardware sales
- **Recurring revenues** up +5% at 67% of total revenues
- **Adjusted EBITDA** with strong growth due to efficient cost management

67% (-3ppt)

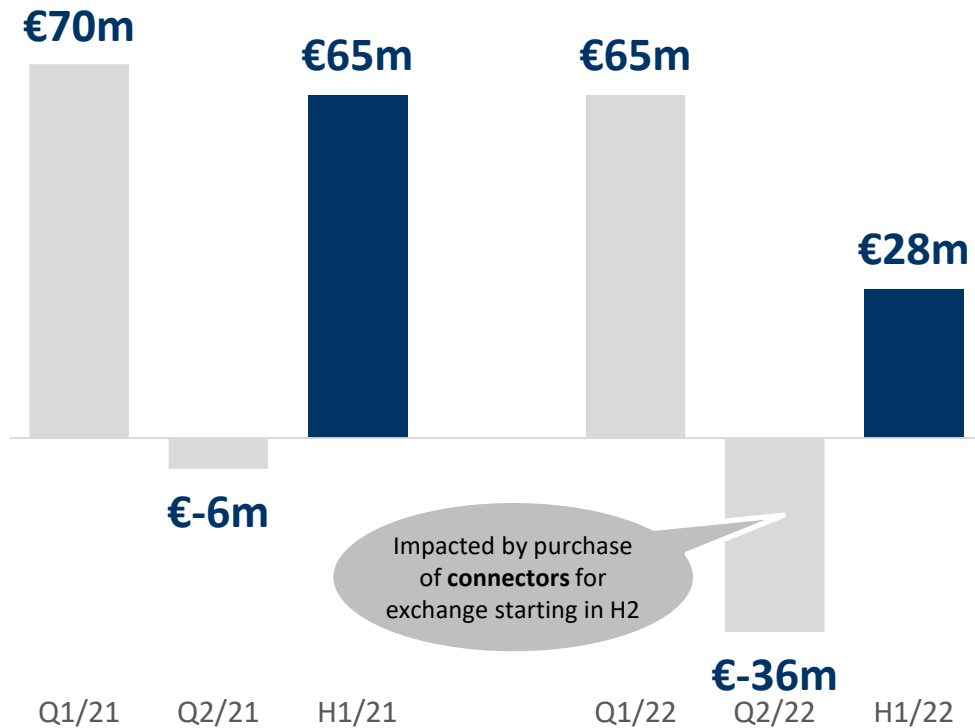
Recurring revenue share



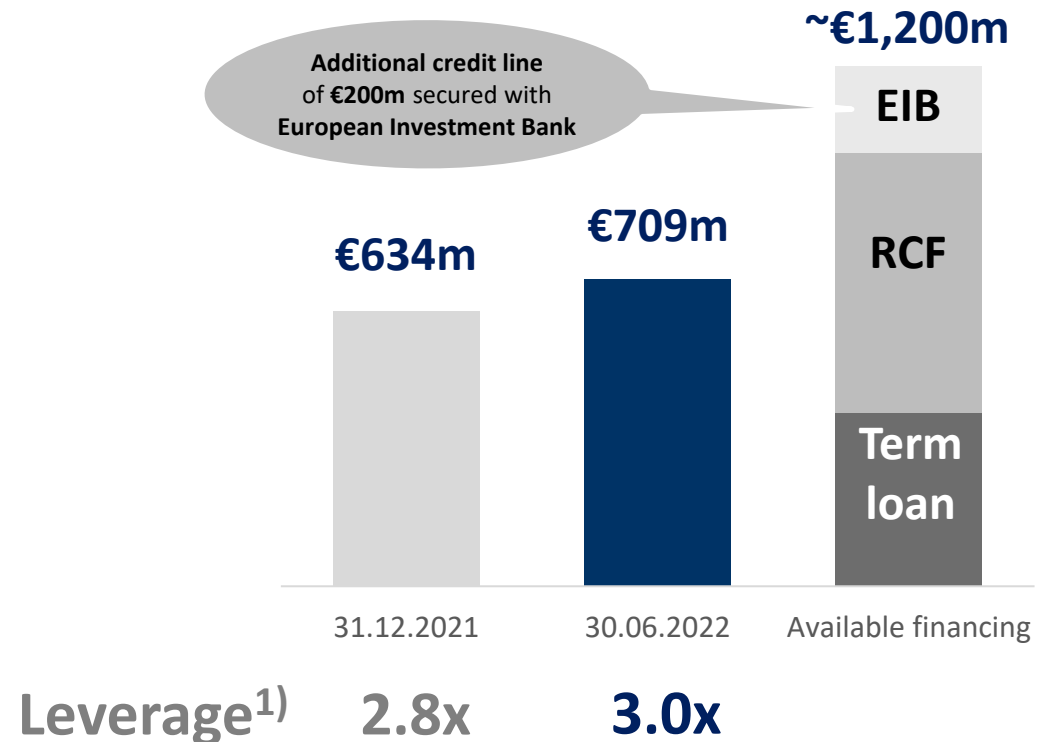
Recurring
revenue

Innovative R&D financing with European Investment Bank

Free cash flow



Net debt



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

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