



Synchronizing Healthcare

Preliminary and unaudited 4th quarter 2010 – Conference Call

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4 February, 2011

Preliminary and unaudited results 2010



The preliminary results are based on unaudited financial information and on preliminary information reviewed by the management to date. These results remain subject to the completion of the CompuGroup Medical accounting closing process and approval by the Supervisory Board.

The company will provide its audited fourth quarter and full year 2010 results on Thursday, 24 March 2011.

Key figures fourth quarter 2010



€ M	Q4 10	Q4 09	Change	2010	2009
Revenue	91.2	83.6	9%	312.8	293.4
EBITDA	20.7	18.0	15%	67.0	59.2
EBIT	10.6	7.3		32.0	24.8
EBT	9.0	5.8		25.1	18.3
Net income**	5.8	2.5		16.9	11.7
Cash net income*/**	13.7	8.1		43.7	35.0
EPS (€)**	0.12	0.06		0.34	0.24
Cash net income per share (€)*/**	0.27	0.16		0.87	0.69

*Net income before minority interest plus amortization of intangible assets less amortization on in-house capitalized software

**All values for 2010 based on provisional tax calculation.

Products and services in three segments



Health Provider Services (HPS)

- Ambulatory Information Systems
- Hospital Information Systems

~80% of revenue



Health Connectivity Services (HCS)

- Communication & Data
- Workflow & Decision Support
- ISP

~20% of revenue



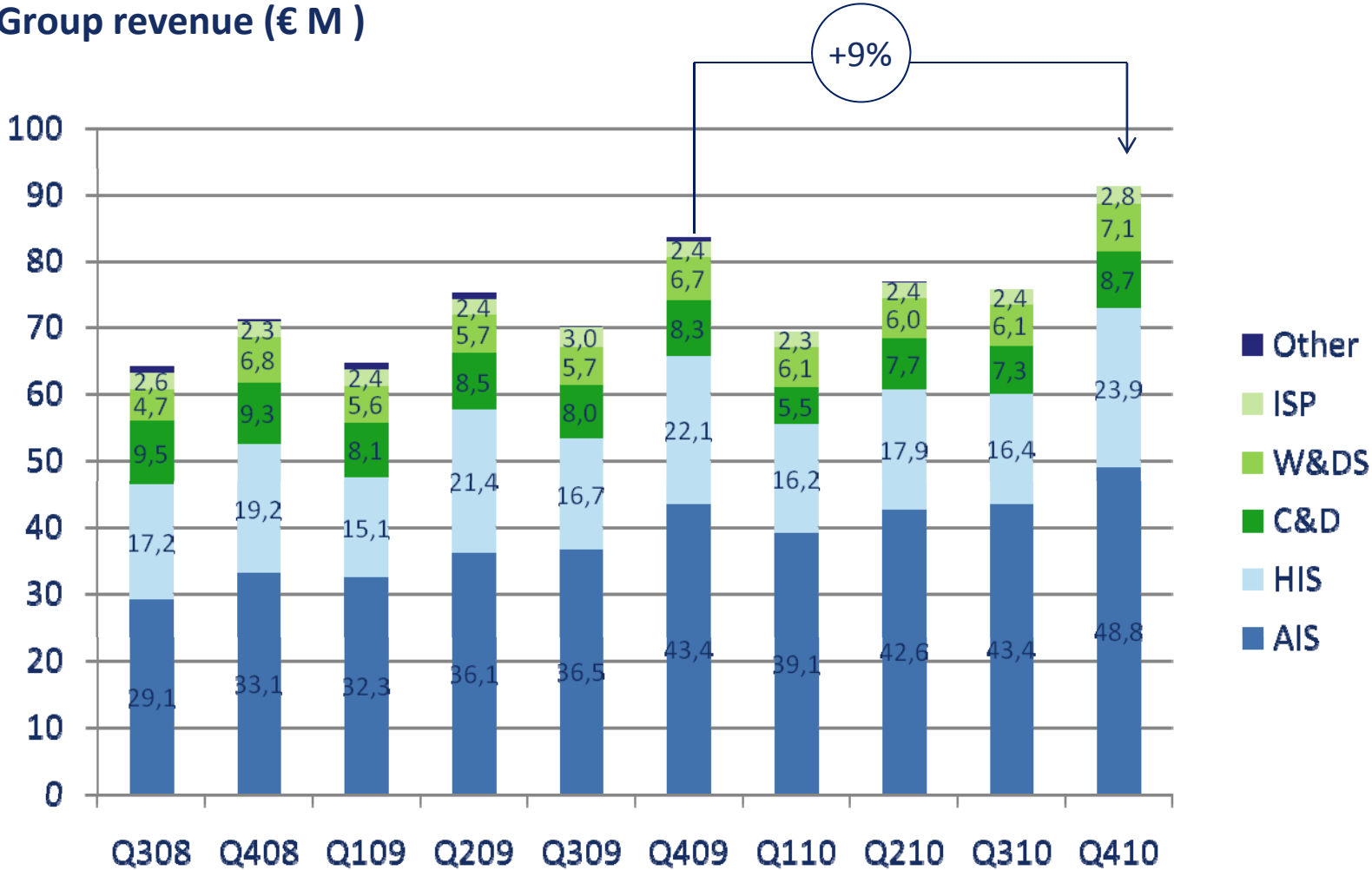
Consumer Health Services (CHS)

- CGM Life

No significant revenue

Sequential revenue development

Group revenue (€ M)



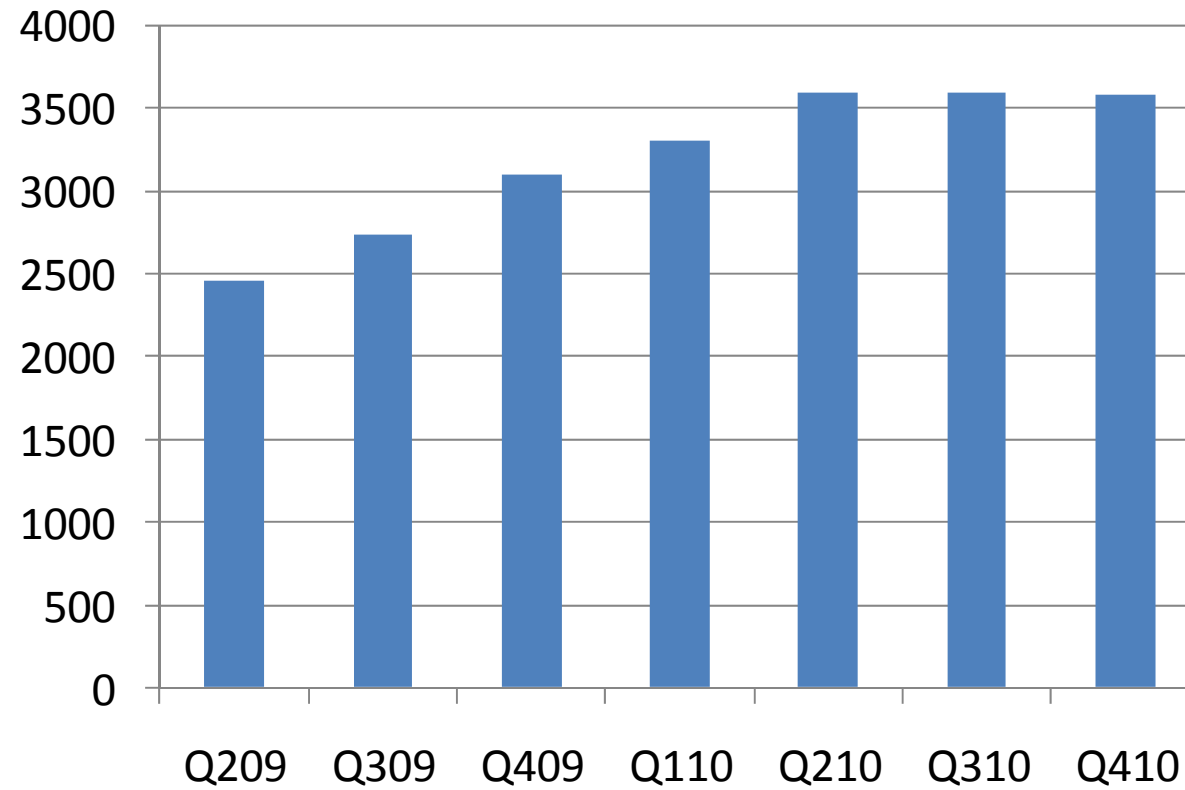


HPS development

- **Solid finish to the year in HIS**
- **4th quarter AIS revenue lower than expected due to low business volume in USA**
- **It has taken longer than planned to focus the US business on the new market growth opportunities and this causes a delay in revenue effects from the HITECH stimulus**

Noteworthy revenue development

(USD 000')





HCS development

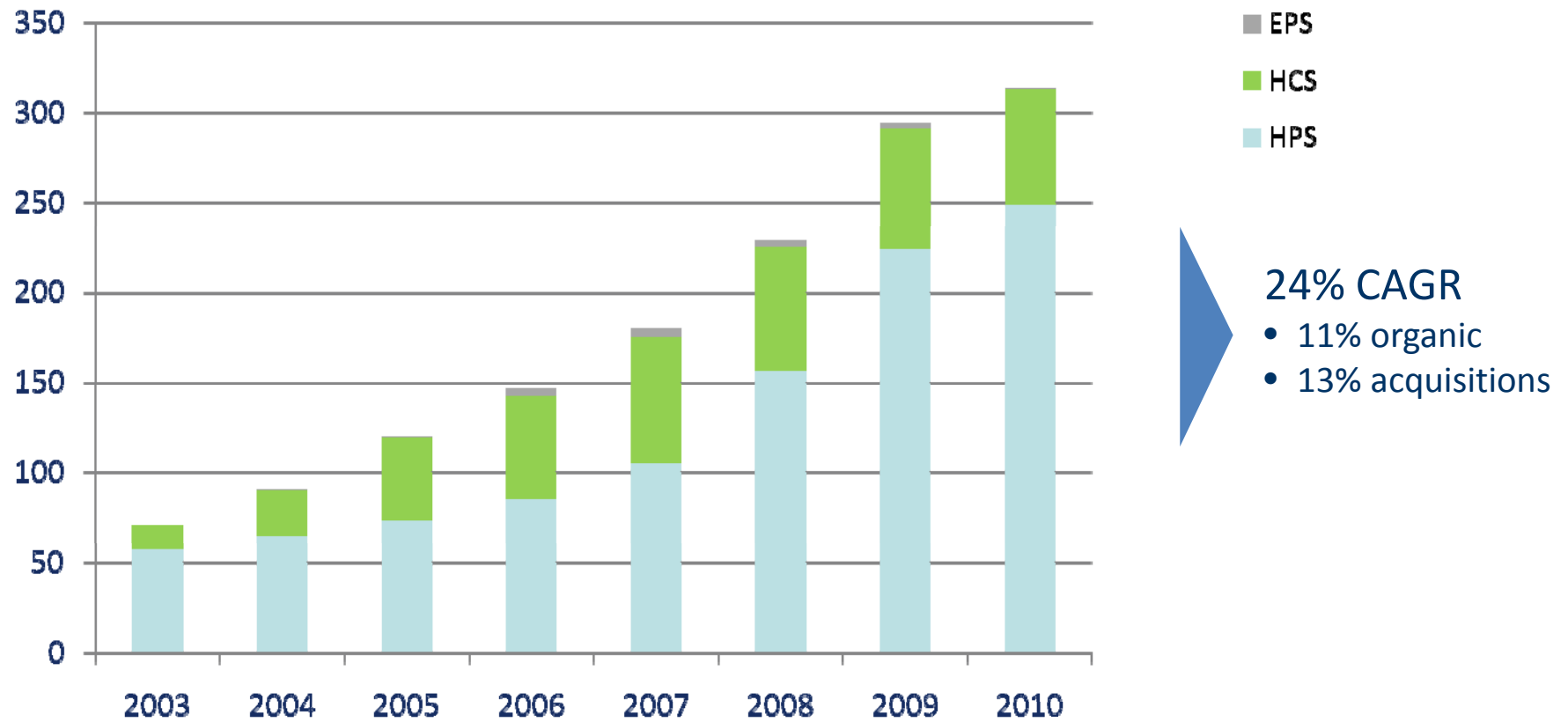
- **Solid finish to the year in Communication & Data**
- **Solid finish to the year in ISP**
- **In Workflow & Decision Support, no revenue has been recognized to date from the variable component of the running SmartExchange contracts as the outcomes-based data is still under evaluation.**

Special effects

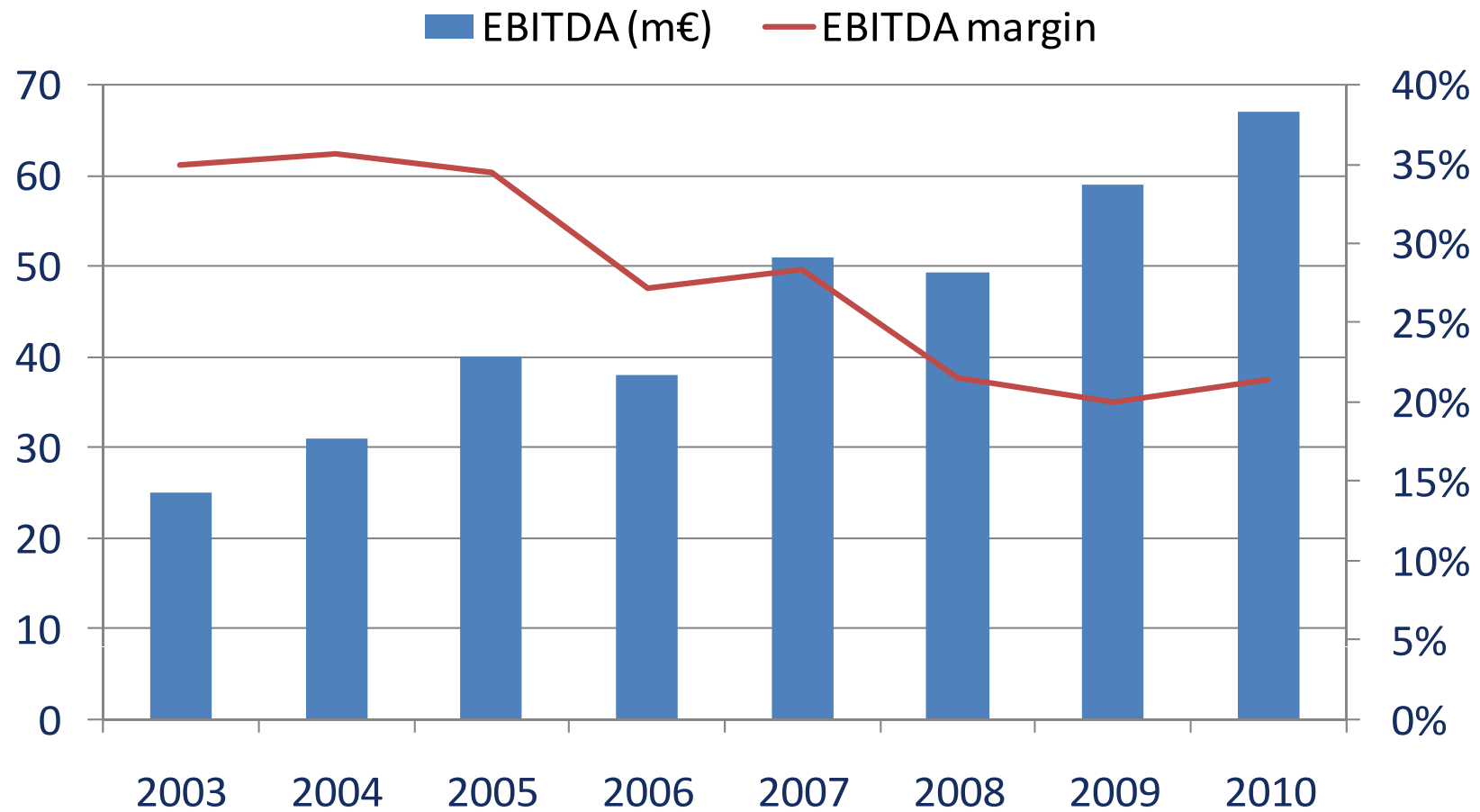
- **Direct transaction expenses related to acquisitions of EUR 1.5 million**
- **Special EUR 1.5 million other income from the increase in ownership from 50% to 100% in the company HCS in Austria (IFRS 3 : gain on fair value of previously held equity interest in associate)**

Revenue growth – last 7 years

Group revenue (€ M)

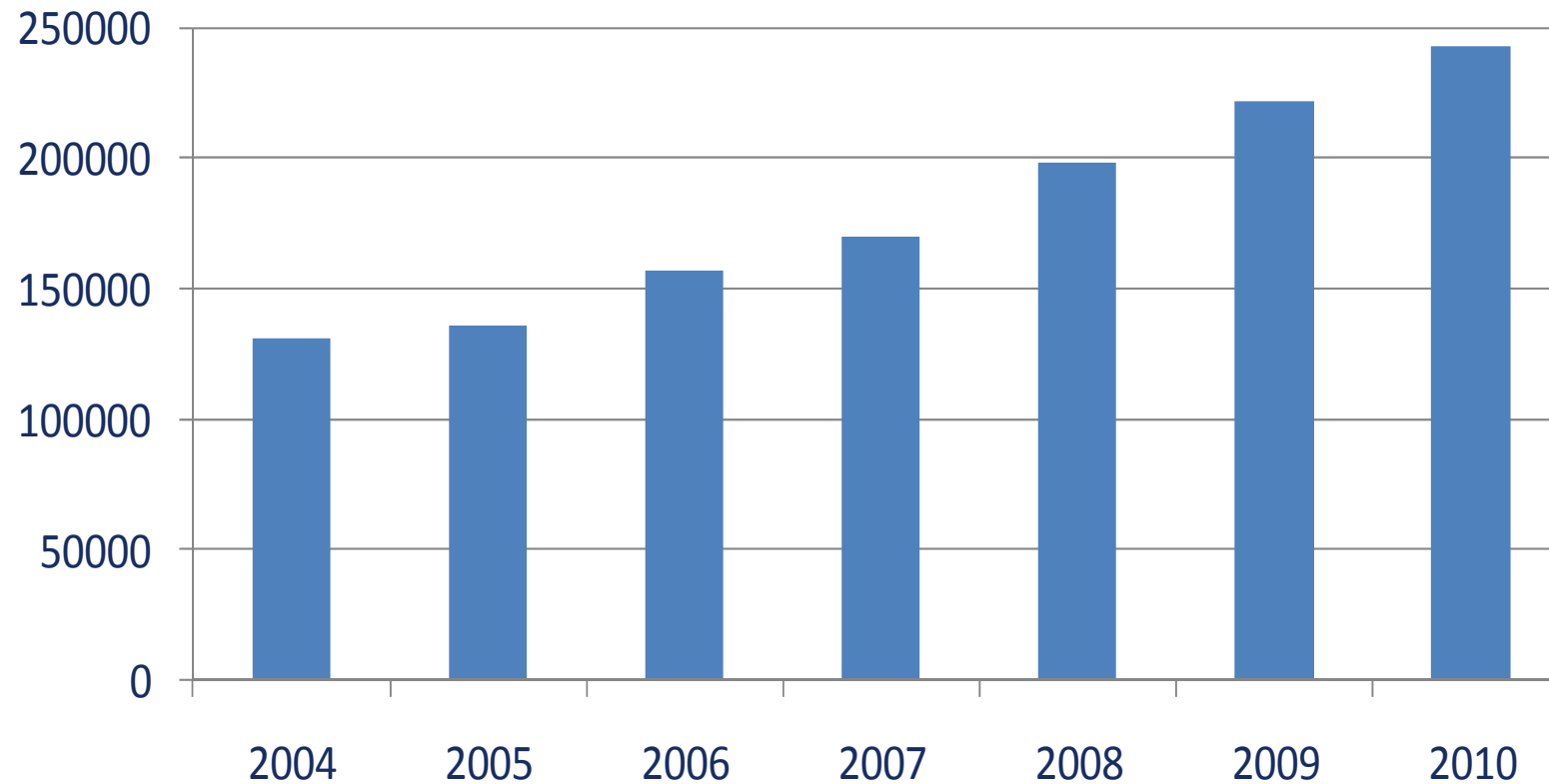


Operating margin during growth

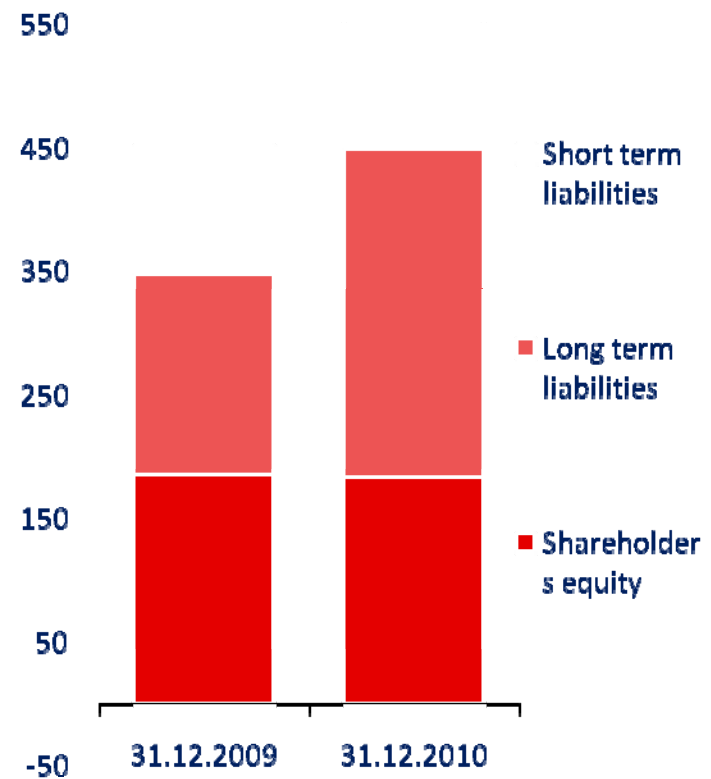
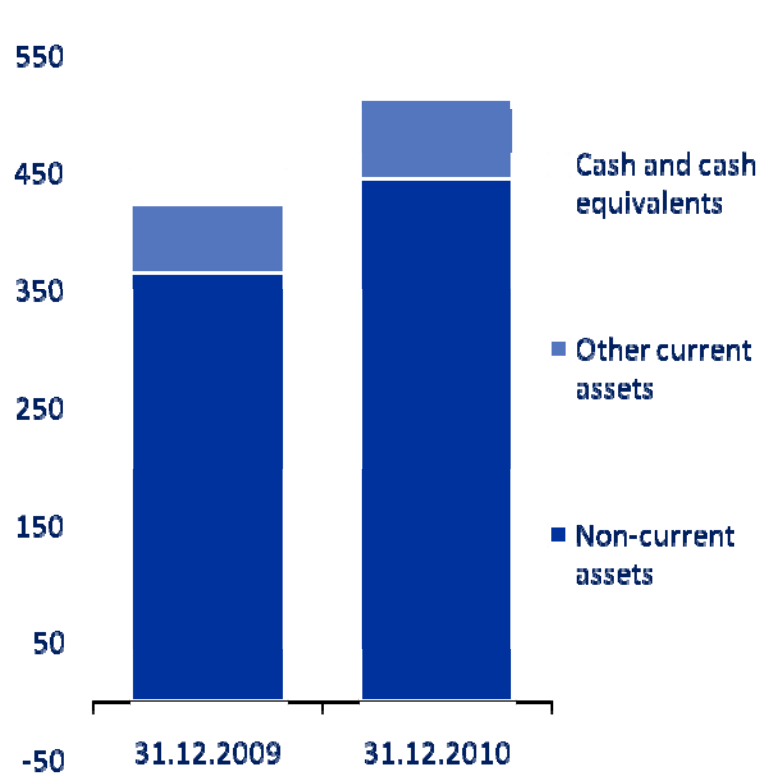


Unique position in HPS

Number of doctors / dentists with software maintenance contract (end period)



Statement of financial position



New acquisitions



	Revenue 2010E (m€)
Healthport	20.5
Euroned	10.8
Parametrix	6.0
Lorensberg	3.4
Sivsa	3.4
HCS	2.2
Belgiedata	0.7
	47.0



Third US transaction: Healthport

- **Acquisition of HealthPort's Solutions Division based in Columbia, South Carolina**
- **Healthport is a provider of practice management software, electronic health records and revenue cycle management services (EDI/RCM) to approximately 3.600 doctors in physician practices, community health centers and hospitals in the USA.**
- **Total sales in 2009 were about \$28.0 million and EBITDA was about \$ 1.9 million. For 2010 the company expects revenues of about \$ 28.0 million with an EBITDA of about \$ 2.9 million.**
- **CompuGroup is now an IT supplier to approximately 18,000 doctors in USA through Noteworthy Medical Systems, Visionary Healthware and Healthport**

Market entries in Benelux

● Netherlands: Ascon Software B.V. (brand name: Euroned)

- Provider of AIS and pharmacy systems
- 80 employees located in Echt
- Customers: 700 GPs (10% market share) , 430 pharmacies (20% market share)
- Revenue 2010 ~€10.8 million (65% recurring) and EBITDA €2.8 million



● Belgium: Belgiedata BVBA

- Belgian market leader in AIS (WINDOC) with 25% market share
- 6 employees located in Gent
- 2,300 customers
- Revenue 2010 ~€0.7 million and EBITDA €145,000

Belgiedata bvba

CGM enters Suisse market

- **Acquisition of MCS Parametrix AG Schweiz including MCS Parametrix Deutschland GmbH**
- **Hospital Information Systems market leader in Switzerland**
- **Market share: ~30% acute hospitals, ~20% reha clinics**
- **Located in Niederwangen, CH**
- **Product: „Phoenix“ (HIS)**
- **Maintenance contracts with 39 customers**
- **Revenue 2010E of acquired assets: ~ €6.0 million**

CGM expands presence in Spain

- **Acuiqisation of HIS provider SIVSA**
- **Market leader in north-west Spain, additional operations in Portugal, Brazil, Chile and Morocco**
- **56 employees, headquarter in Vigo (Galicia)**
- **37 customers: 21 hospitals in Spain, 2 in Portugal, 10 in Brazil, 1 in Chile and 3 in Morocco**
- **Estimated 2010 revenue €3.4 million and EBITDA €350,000**
- **ISO 9001:2000 certified company**



Acquisition in Scandinavia

- Acquisition of Swedish Lorensbergs Holding AB
- Lorensbergs offers software solutions for occupational healthcare, general practitioners and school healthcare in Sweden
- Occupational healthcare customers also in Norway
- 41 employees located in Gothenburg
- Revenue 2010: ~€3.7 million

lorensbergs
solutions made simple

Acquisition of remaining 50% in HCS

- **Since 1995, HCS has become the leading company in Austria for transfer of all kinds of medical data in electronic format**
- **Customers are:**
 - 2326 doctor offices (GPs, specialists)
 - 120 hospitals
 - 119 radiologists
 - 77 laboratories
 - 24 insurance companies
- **12 Million messages transferred in 2010, driven with own IT-services in a rented datacenter**
- **13 employees located in Alt lengbach (lower Austria, Austria)**
- **2010E revenue of € 2.2 million**



OUTLOOK

Outlook 2011

- **The annual software maintenance and other recurring revenue from existing customers is EUR 235 million at the beginning of 2011 compared to EUR 180 million at the beginning of 2010**
- **The HIS order backlog and pipeline is stronger than last year and a number of new add-on products are ready for the AIS market in Germany**
- **New regional contracts have been signed in Scandinavia and a special ASP/hosting adoption drive will be a focus area in this region throughout 2011**
- **For the US, we expect a significant market impact from the HITECH stimulus in 2011 and CompuGroup is now reorganizing the US business to drive stronger growth and performance**



Outlook 2011 (cont.)

- **In HCS we expect Communication and Data to grow for the first time in 3 years**
- **We also see a gradual uptake of new customers in Workflow & Decision Support and ISP**
- **The organic growth rate is expected to be approximately 10 percent in 2011 in both the HPS and HCS segments**
- **Acquisitions completed to date are expected to give a further growth contribution of around 20 percent, all in the HPS segment**
- **2011 will also be the first year with external revenue in CHS, however still at modest levels.**



Guidance 2011

- **CompuGroup Medical offers the following guidance for 2011:**
 - Revenue is expected to be in the range of €395 million to €420 million
 - Operating income (EBITDA) is expected to be in the range of €86 million to €93 million
- **The guidance for 2011 represents management's best estimate of the market conditions that will exist in 2011 and how the business segments of CompuGroup Medical will perform in this environment**
- **The guidance does not include revenue and costs associated with potential and currently undetermined further acquisitions during 2011**

Financial calendar 2011



March 24, 2011	Audited fourth quarter / full year report 2010
May 4, 2011	First quarter 2011 report
May 11, 2011	Annual General Meeting, Koblenz
August 11, 2011	Second quarter 2011 report
November 16, 2011	Third quarter 2011 report (Medica, Düsseldorf)

Q&A session



- If you would like to raise questions, please press ***1** on your telephone



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