

An abstract graphic in the top right corner of the slide, featuring several translucent blue spheres of varying sizes connected by thin, light gray lines, resembling a molecular or network structure.

Koblenz | May 18, 2016

**Welcome to CompuGroup Medical SE**  
**Annual General Meeting**



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# Dr. Klaus Esser

Supervisory Board Chairman  
CompuGroup Medical SE

# Agenda

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1. Presentation of the financial statements & management reports
2. Resolution regarding the utilisation of the net income shown in the balance sheet
3. Resolution regarding the discharge of the Executive Board members for the financial year 2015
4. Resolution regarding the discharge of the Supervisory Board members for the financial year 2015
5. Election of the auditor for the audit of financial year 2016 and for audit reviews during the financial year 2016
6. Resolution regarding the establishment of new authorised capital with the authorization for the exclusion of the subscription right as well as the respective amendment of the Articles of Association

# Agenda Item 1

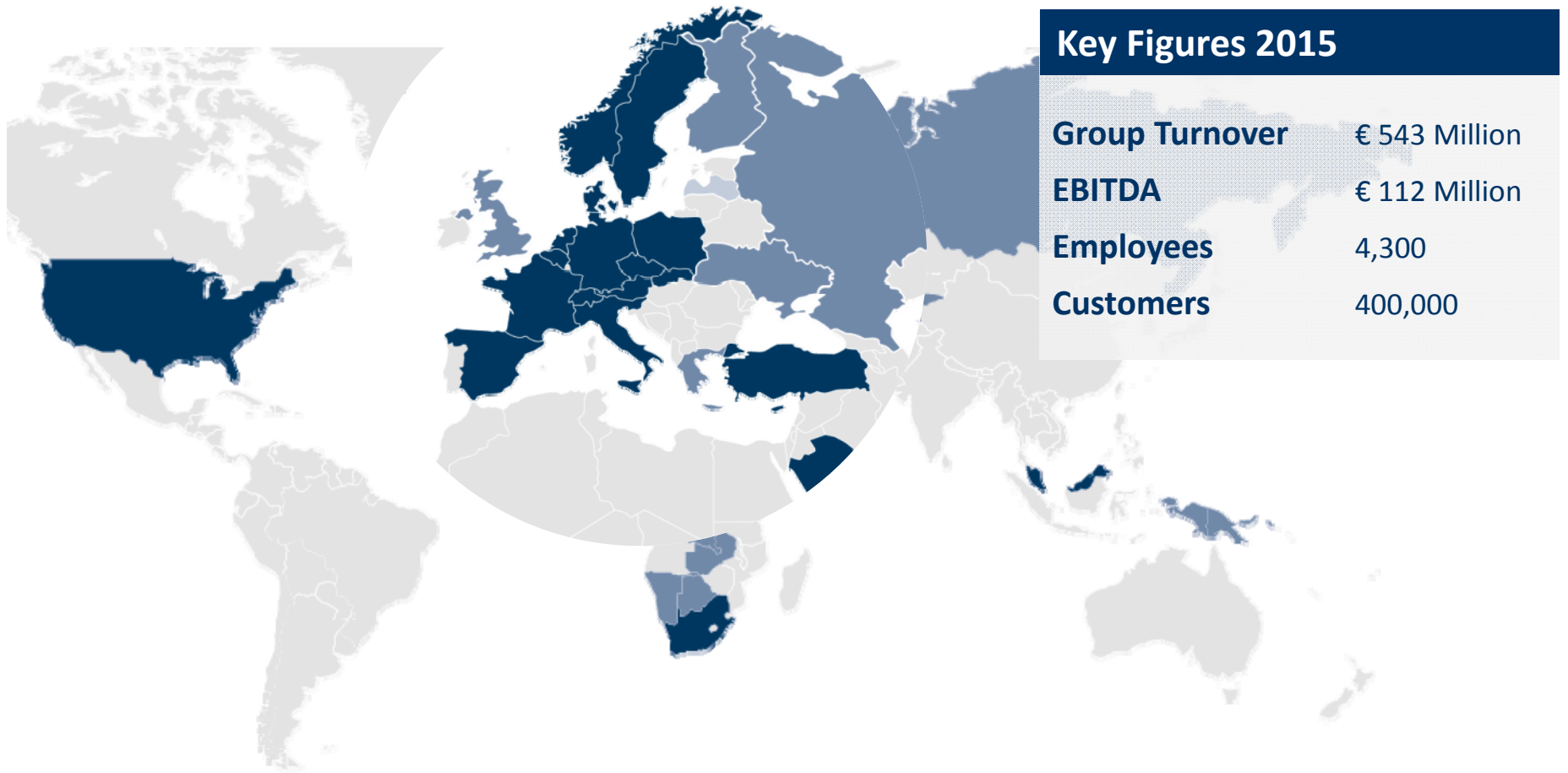
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**Presentation of the determined annual financial statement of CompuGroup Medical AG (since February 2016: CompuGroup Medical SE) and the approved consolidated financial statements as at 31 December 2015, the annual report for CompuGroup Medical SE, the Group management report, the reports contained in the annual reports regarding the information according to § 289 (4) and § 315 (4) HGB (German Commercial Code), the proposal of the Executive Board regarding the utilisation of the net income shown in the balance sheet as well as the report of the Supervisory Board regarding the financial year 2015.**

## Frank Gotthardt

Founder and Chief Executive Officer  
CompuGroup Medical SE

# Worldwide Success with nearly 400,000 Customers and Products in more than 40 Countries



# No Other eHealthCompany is Better Positioned than CGM!



# Doctor-Centered Approach

## Mission

**“More time for what is important:  
the patient.”**

### Doctor Information Systems

All data is available at any time for a better and quicker overview, resulting in more time for the patients.



### Pharmacy Information Systems

The basis for responsible consultations, optimal processes and economic success.

### Dental Information Systems

To ease the burden of practice management and assistance in QM, marketing and personnel management.



### Information Systems for Clinics, Laboratories etc.

Intelligent management for quality, efficiency and growth.

**Paperless data management and immediate access to important information for smooth workflows resulting in more time for people.**

# Patient-Centered Approach

## Mission

**“Better treatment via accessible knowledge on health and quality of life.”**

### Decision Support

For support in the treatment of chronic illnesses.



### Complete & Secure Patient Files

To save thousands of lives around the world.

### Intelligent Medication

To prevent dangerous and undesirable drug interactions.



### Innovations for Medicine & Industry

To support the industry by means of innovation and quick market access.



**Individual consultation via a holistic view of the patient, the newest medical findings and supporting evidence.**

# gematik: New eHealth Infrastructure in Germany

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# Acquisitions 2015 / Strategic additional purchases

**03/2015**

**Compufit BVBA**

Acquisition of the leading software provider for physiotherapists and rehabilitation in Belgium. With the acquisition CGM will service 50 percent of all physiotherapists and 30 percent of all rehabilitation clinics in the country and be the market leader.

**01/2015**

**Medical EDI Services**

Acquisition of a South African software provider for resident doctors. Significantly expand of the doctor information system business and the online accounting business with health insurances.

**04/2015**

**Stock Informatik**

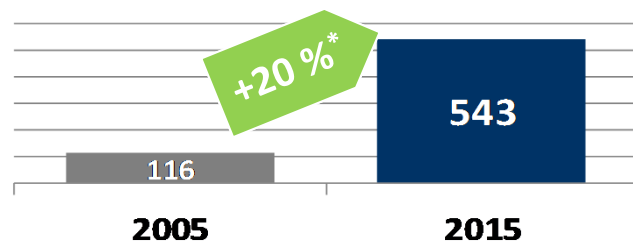
Acquisition of Stock-Group, a German software developer for occupational health management. Market entry for software services in the range of occupational medicine, preventive medicine and occupational safety in Germany, Austria and Switzerland.

# Average Double-Digit Annual Growth of Relevant Key Figures

## Review

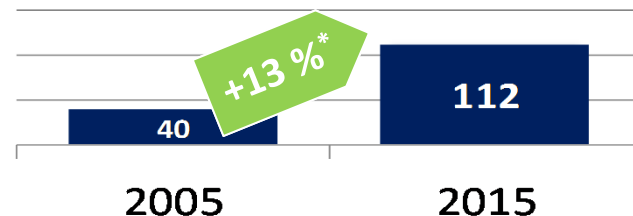
### Turnover

Million €



### EBITDA

Million €

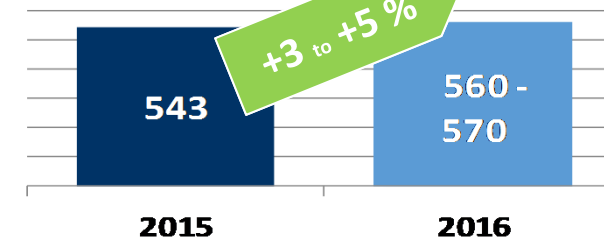


\* CAGR = Average Yearly Growth Rate 2005 to 2015

## Guidance 2016

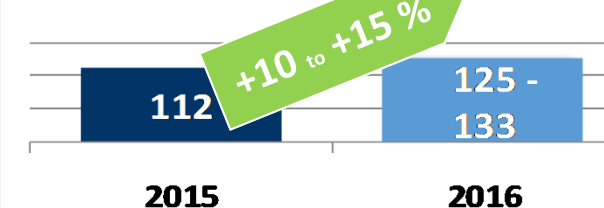
### Turnover

Million €



### EBITDA

Million €



# Ongoing Development of Trend-Setting Technologies

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## Growth / Guidance

- Turnover: € 560 – 570 Million / 3 – 5%
- EBITDA: € 125 – 133 Million / 10 – 15%

## Strong organic growth

- Expansion of customer base in all countries with CGM locations
- Expansion of international technology platforms and services in the field of patient communication

## Internal Efficiency Increase

- Convocation of Frank Brecher as Chief Process Officer
- Improvement of margins and increase of profitability
- Fast und sustainable global growth

# Dividends for the 2015 Financial Year

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## Suggestion for Dividends

**€ 0.35 per share –**  
Dividend payment for  
the 2015 Financial Year.

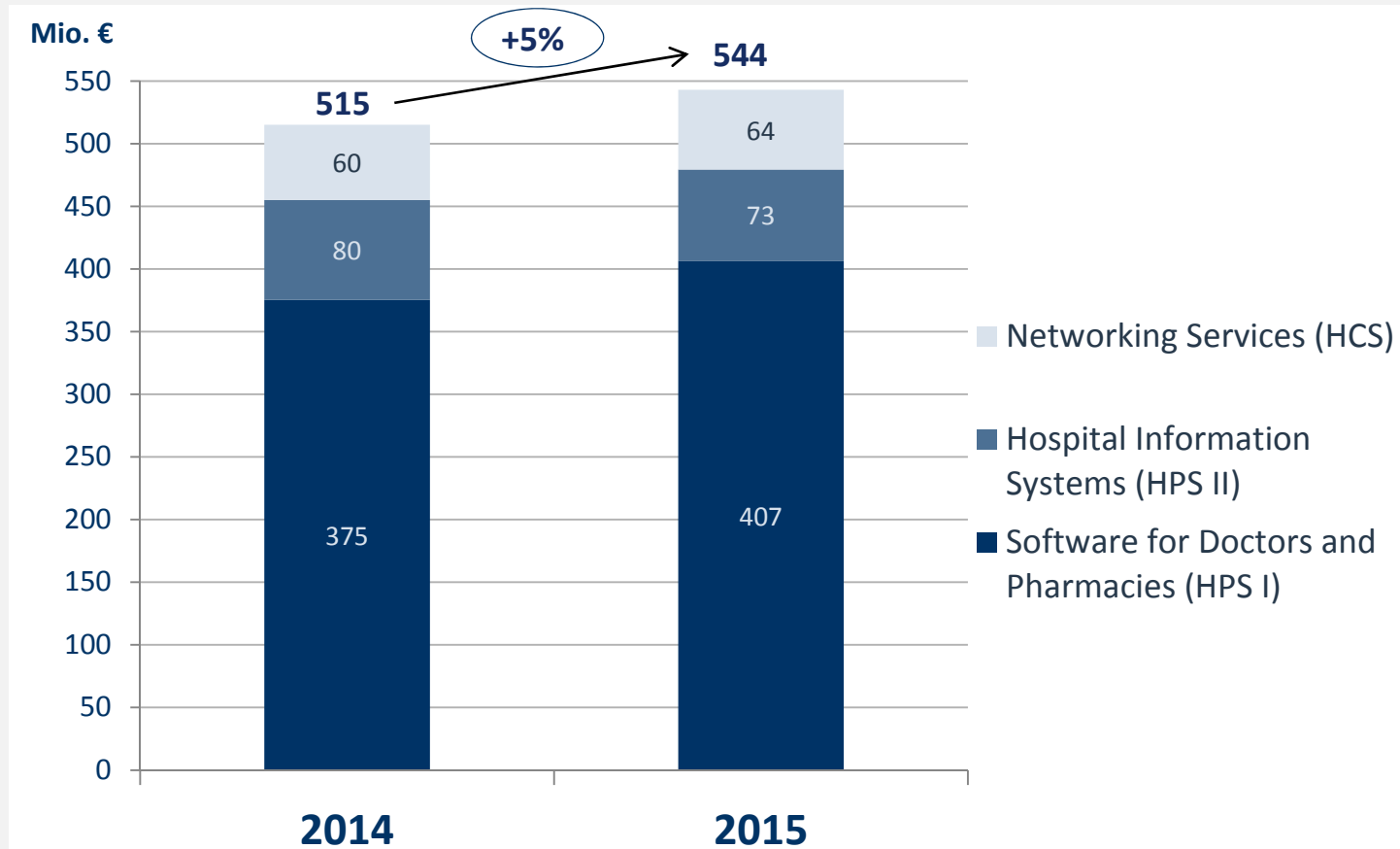
# Synchronizing Healthcare

## Christian B. Teig

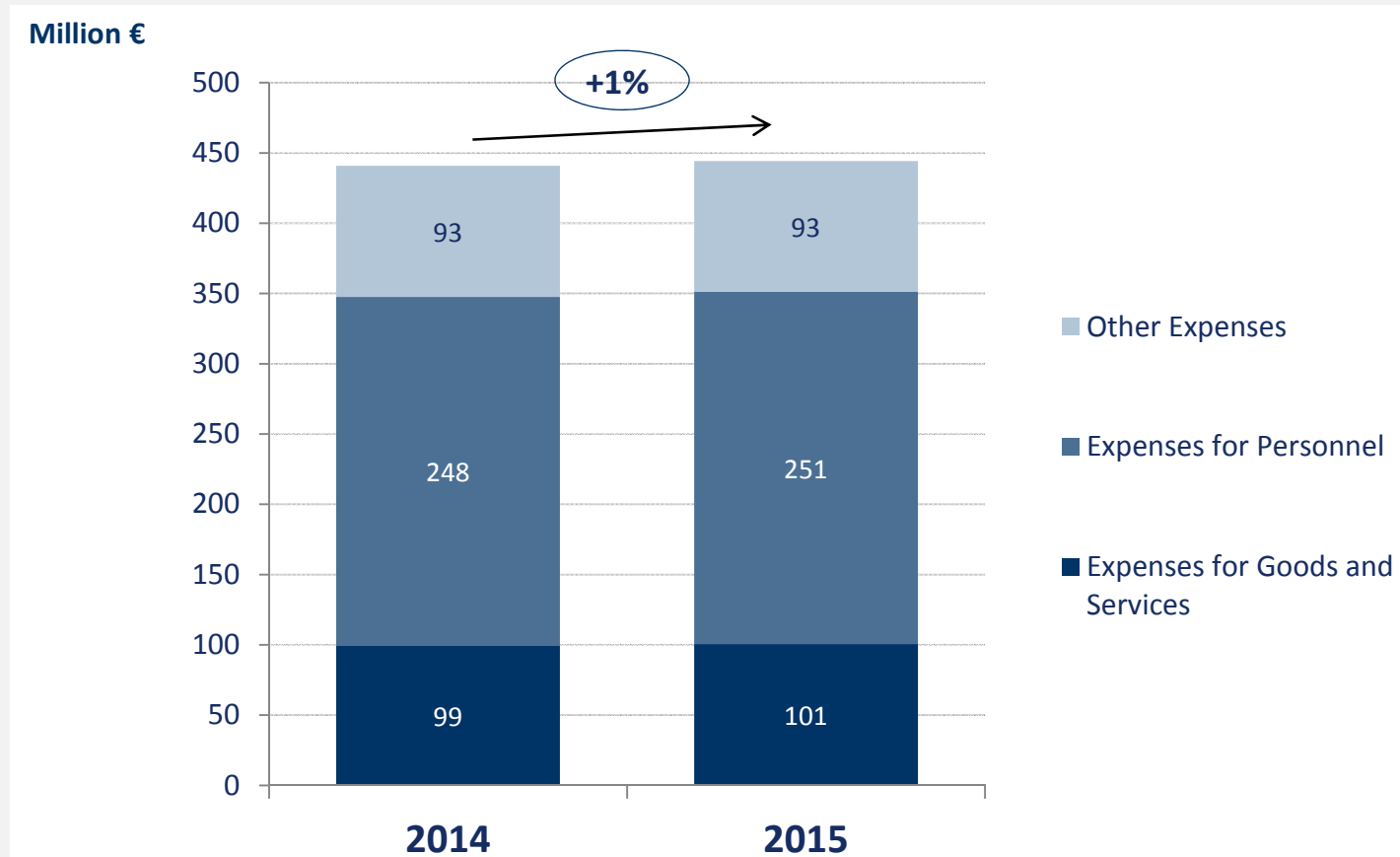
Chief Financial Officer

CompuGroup Medical SE

# Group Turnover

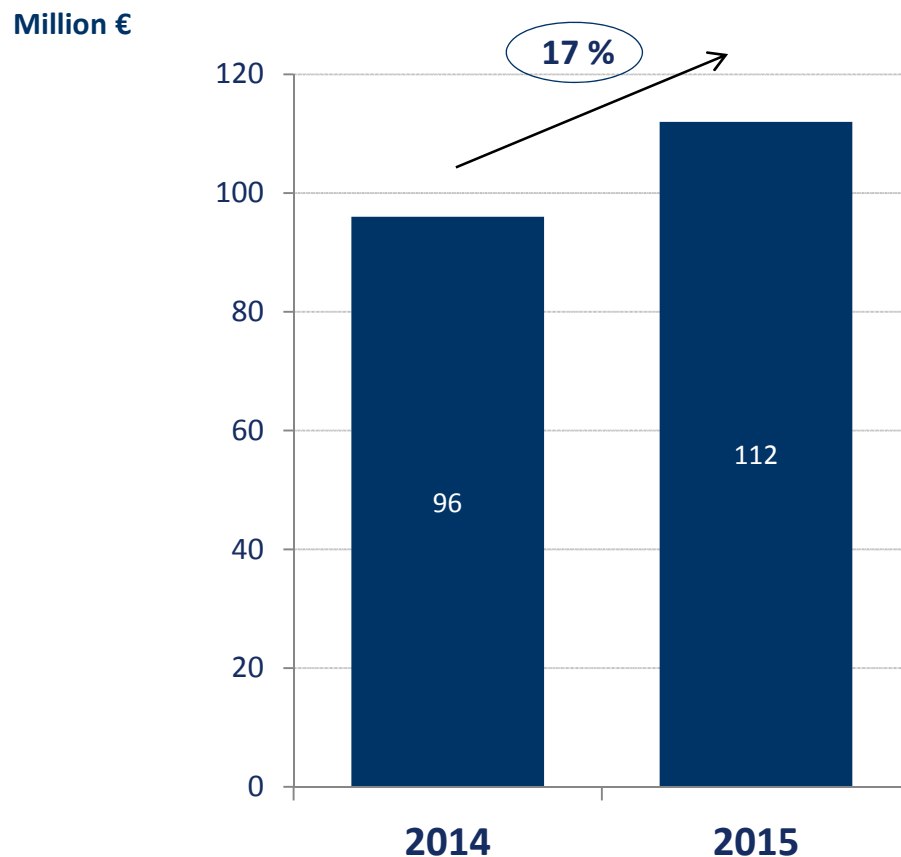


# Expenses



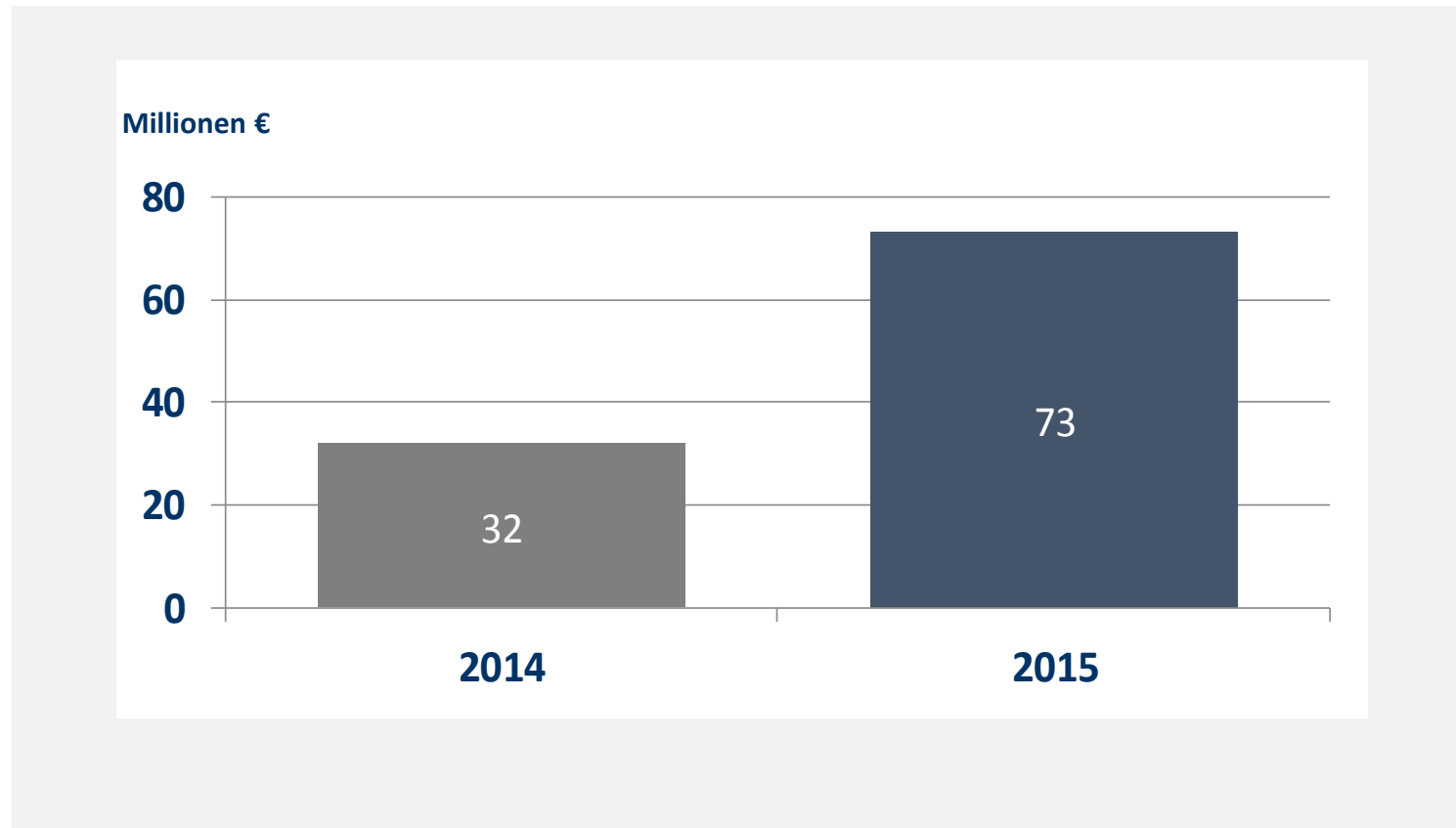
# Consolidated Earnings

## Consolidated Earnings Before Taxes, Interests & Depreciation (EBITDA)



# Cash Flow from Operative Activities

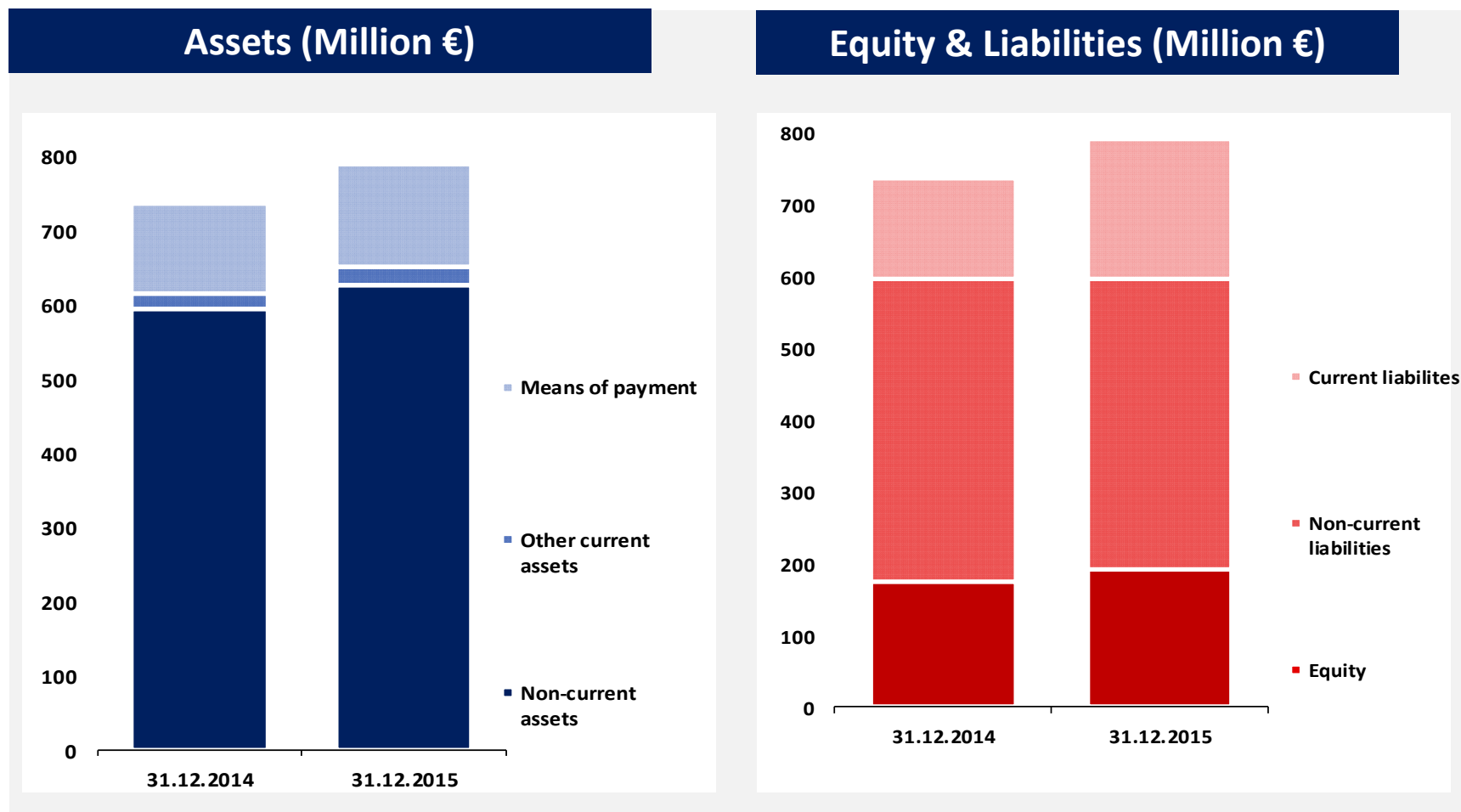
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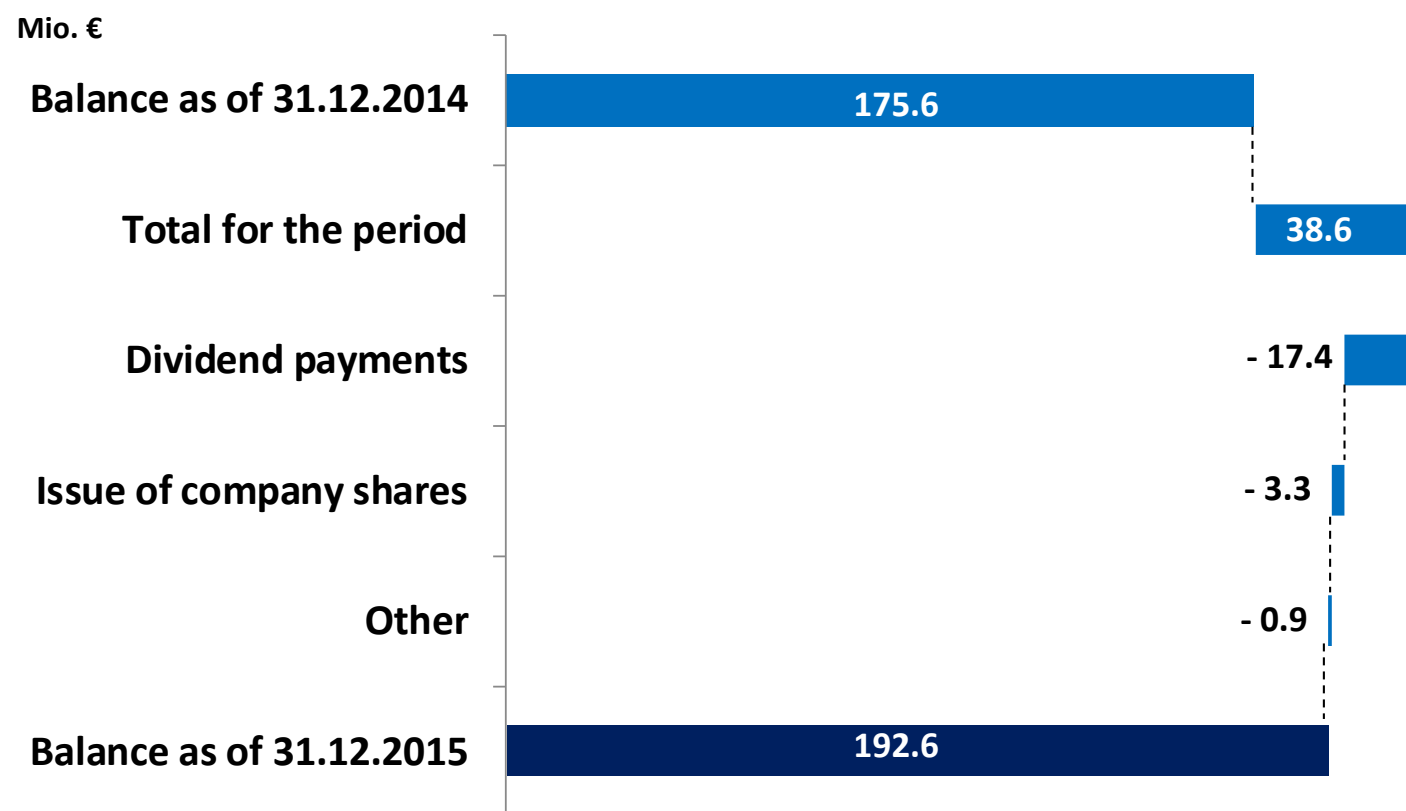
# Investments

Million €		2015
Acquisition of Medical EDI Services, South Africa		11.9
Acquisition of Stock Group, Germany		4.8
Acquisition of Compufit, Belgium	33.0	4.5
Acquisition of LMZ, Germany		4.0
Acquisition of Medicialia, Italy		3.1
Other acquisitions		4.7
Investment in joint ventures		3.8
Self-developed software and other intangible assets		14.2
Group-wide ERP-/CRM System (partial project)		3.3
Other fixed assets (less disposals)		6.3
<b>Sum</b>		<b>60.6</b>

# Statement of Financial Position



# Development of Group Equity



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**Many thanks.**

### **Resolution regarding the utilisation of the net income shown in the balance sheet**

### **Resolution regarding the discharge of the Executive Board members for the financial year 2015**

### **Resolution regarding the discharge of the Supervisory Board members for the financial year 2015**

### **Election of the auditor for the audit of financial year 2016 and for audit reviews during the financial year 2016**

**Resolution regarding the establishment of new authorised capital with the authorization for the exclusion of the subscription right as well as the respective amendment of the Articles of Association**

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# Thank you for your participation in the 2016 Annual General Meeting!

## CompuGroup Medical SE

Maria Trost 21  
56070 Koblenz  
Germany  
Telephone: +49 (0) 261 8000-0  
E-Mail: hv@cgm.com

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ISIN DE 0005437305  
WKN 543730  
Frankfurt Stock Exchange  
Prime Standard  
TecDAX