



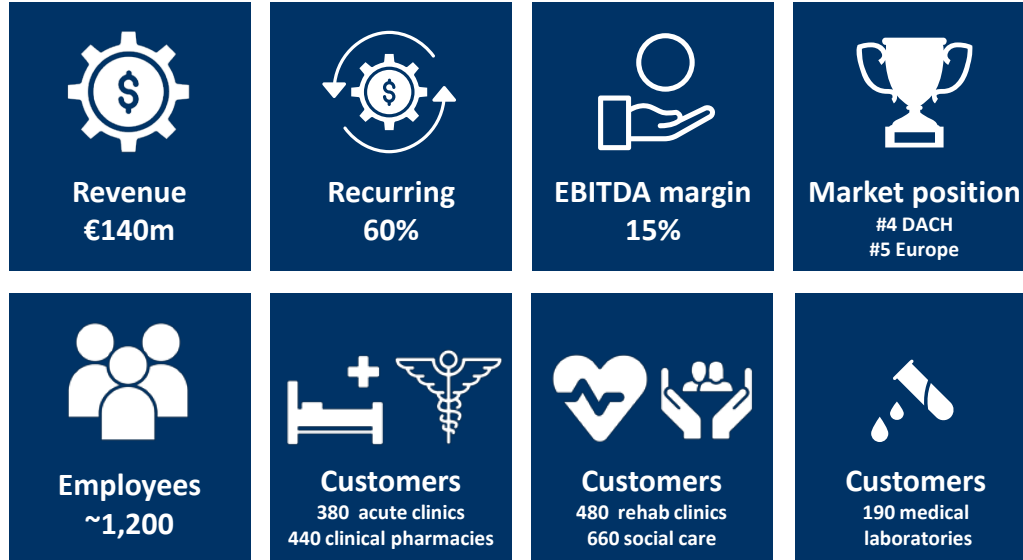
HIS – BUILDING ON NEW SCALE

Hannes Reichl

CMD Sep 16, 2020

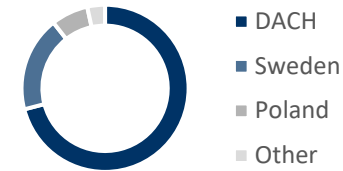
Our HIS business before the transformational acquisition

At a glance (LTM 06/2020)

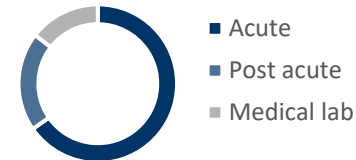


Revenue split 2019

By geography



By division



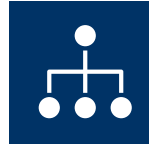
Attractive market to operate in

Trends in our core markets

Growing base market



Demographic change, aging population



Ongoing provider consolidation



Integration between in- and outpatient process

Digitization



Lack of automation in clinical processes in Europe, low level of software integration compared to USA



Process efficiency through workflow and resource management



Managing data and enable decision support

Support the patient journey



Patient empowerment and experience



Care management



Population health

COVID-19 with diverse impact on our different HIS customers



ACUTE

- Acute clinics
- University hospitals
- Ambulances
- Clinical logistics centers
- Clinical pharmacies



POST ACUTE

- Rehab clinics
- Social care facilities
- Community & school doctors
- Mobile care providers
- Smart home providers
- Patients & relatives



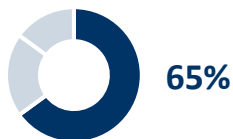
MEDICAL LABS

- Private labs
- Laboratory chains
- Clinical labs

COVID
IMPACT



in % of
revenues



Rebound has started sooner than anticipated

COVID-19 induced slowdown in Q2/20

	Q1	Q2
Reported revenue growth yoy		
2019	10%	10%
2020	8%	4%
Organic revenue growth yoy		
2019	8%	9%
2020	6%	1%

Pandemic will accelerate digitization

- New projects partly delayed due to COVID-19
- Underlying FY guidance confirmed despite weaker Q2
- Post-COVID-19 catch-up has started sooner than anticipated with strong July
- Additional regulatory push for increasing digitization due to COVID-19 (Hospital Future Act for digitization in clinics on accelerated path)

Pandemic impact on digitization*

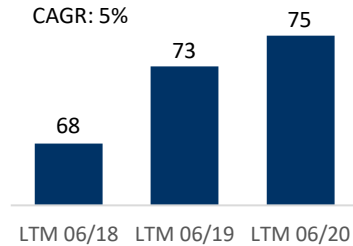


*Roland Berger Krankenhausstudie 2020

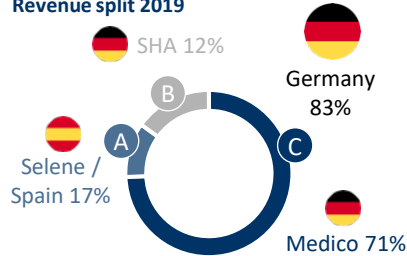
Acquiring Medico, SHA & Selene – Largest acquisition in company history

Product Portfolio

Revenues (€m)



Revenue split 2019



A

Medico – Fully featured HIS with an installed base in both public and private hospitals in Germany

B

SHA – Document archiving solution for healthcare providers

C

Selene – Integrated HIS developed for Spanish customers covering public hospitals

Profile



Facilities served

415 facilities across Germany and Spain



Headcount

310 employees (280 in Germany)



Locations

5 offices in Germany
2 in Spain



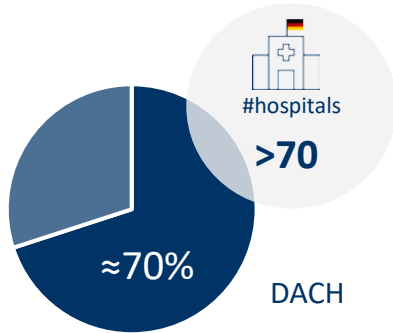
Recurring revenue

~60%

Increasing scale in Hospital Information Systems



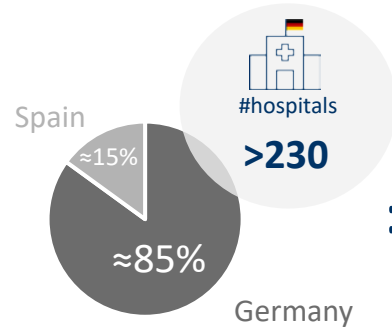
CGM HIS 2019



Revenues (€m) **136**

EBITDA margin **14%**

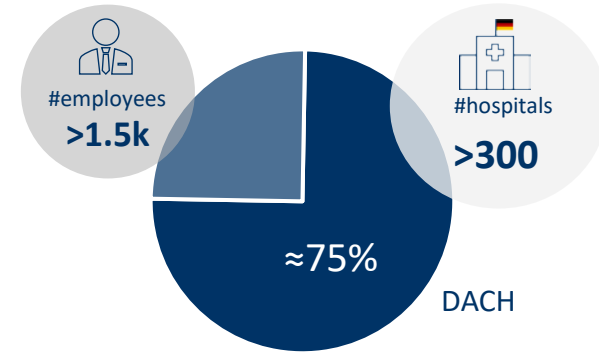
🇩🇪 Medico / SHA 🇪🇸 Selene



Revenues (€m) **74**

EBITDA margin **18%**

2019 pro-forma combined



Revenues (€m) **210**

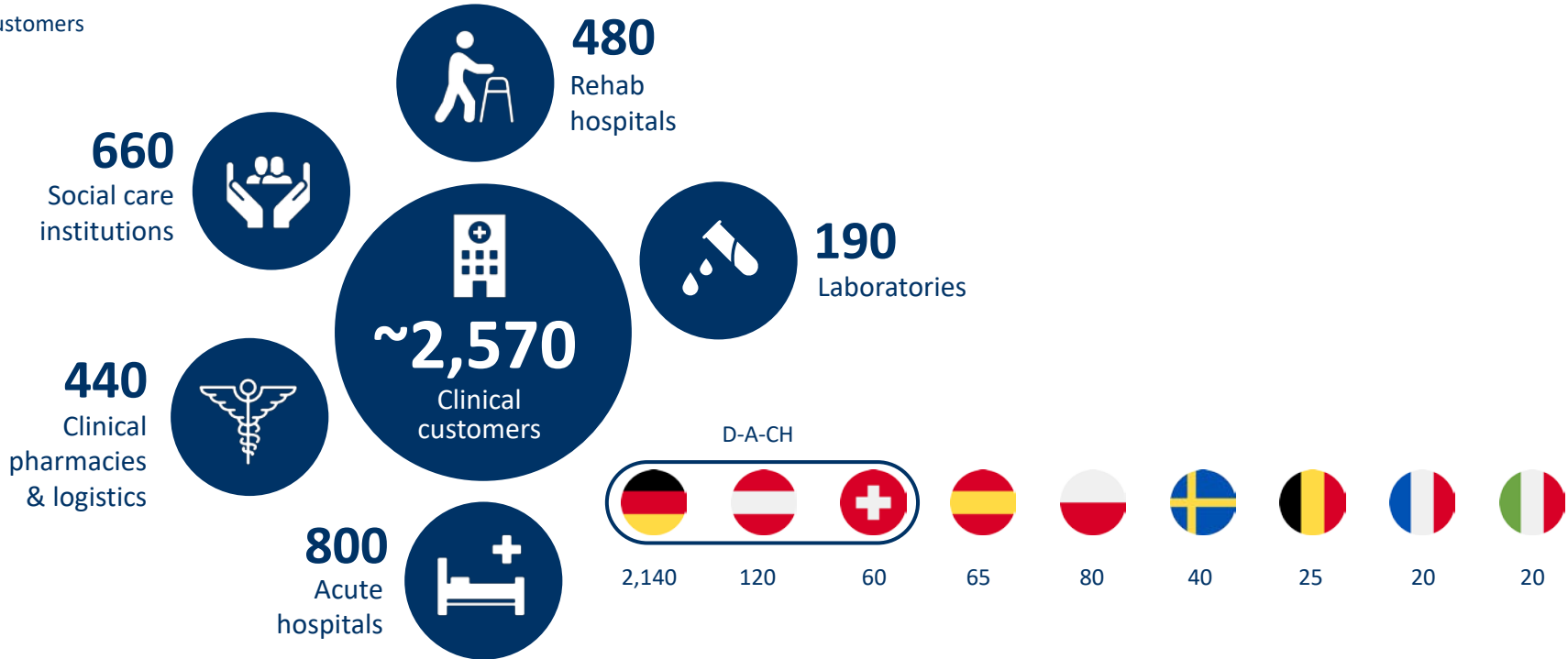
EBITDA margin **17%**

Acquisition closed July 1, 2020

*German HIS portfolio includes >70 acute clinics & >480 rehab clinics.

Increased platform to benefit from scale effects

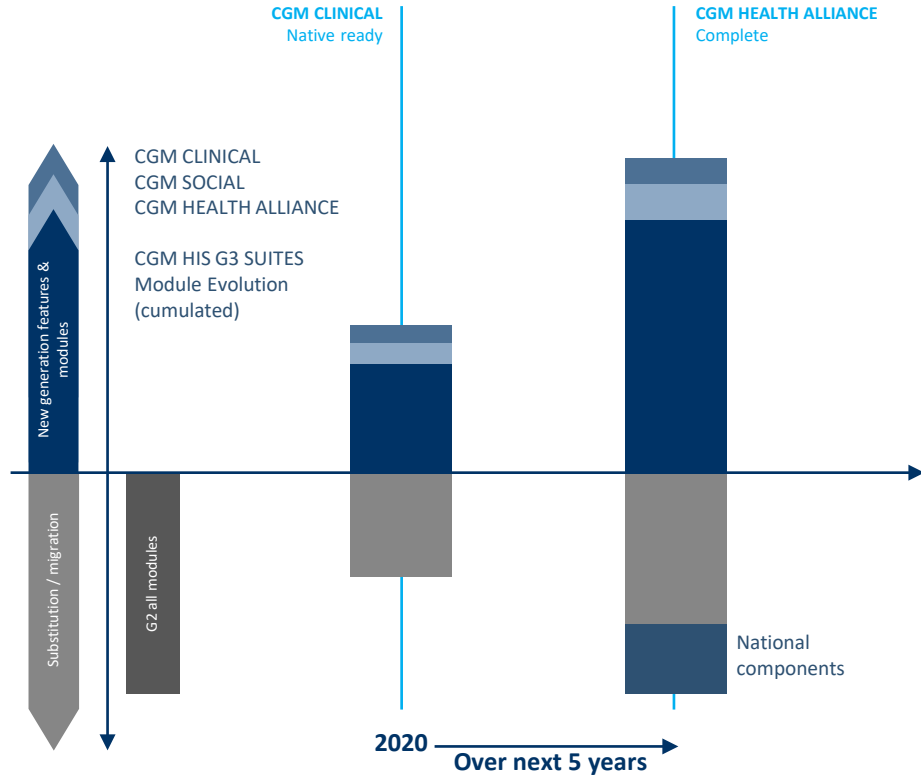
customers



Scaling CGM solutions into the future

Module clusters

 Patient administration	 Inpatient management
 Nursing management	 Multi resource management
 Medication management	 Staff management
 Surgery management	 Ward logistics
 Ambulatory management	 Mobile solutions
 Patient billing	 Rehabilitation
 Connectivity & security (TI)	 CLICKDOC video consultation



Digitization in hospitals – Huge potential for Europe compared to the US

Degree of digitization

EMRAM score

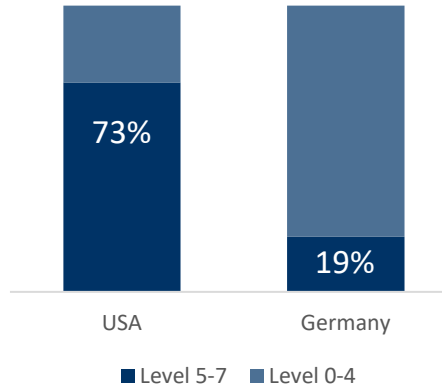
- Level 0: no digitization
- Level 7: paperless hospital

Germany in 2017

- Score 2.3 (Ø EU 3.6)
- Only 1.2% at level 6 or 7
- US: 40% at level 6 or 7
- Higher rating (3.4) in larger hospitals (+500 beds)
- Share of hospitals with nearly zero digital usage in clinical area: 39%

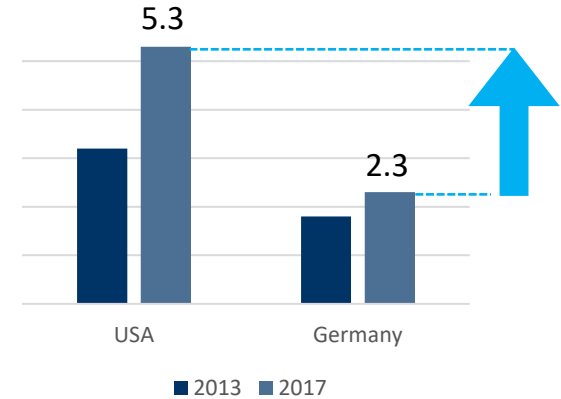
Share of highly digitized hospitals

Year 2017



Digital development

EMRAM score 2013-2017



 **Catch-up potential boosted by regulatory push: Hospital Future Act to accelerate digitization in clinics is currently being passed**

The new HIS – Set for future outperformance

- Well positioned with **increased scale post major transaction**
- **Revenue synergies** due to product roadmap and upselling opportunities
- Ongoing **outperformance of lab business** during COVID-19 pandemic
- **Innovative product pipeline** with upcoming launch of CGM Clinical Native in Germany
- **Continued R&D** to drive **innovative strength** and **convergence** to next generation
- **Beneficiary** from **increasing and accelerating digitization** in our core markets