
Synchronizing Healthcare

Preliminary and unaudited
4th quarter 2013 – Conference Call

Christian B. Teig, CFO
5 February, 2014



Preliminary and unaudited results 2013

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 2013 results on Thursday, 27 March 2014.

Key figures fourth quarter 2013

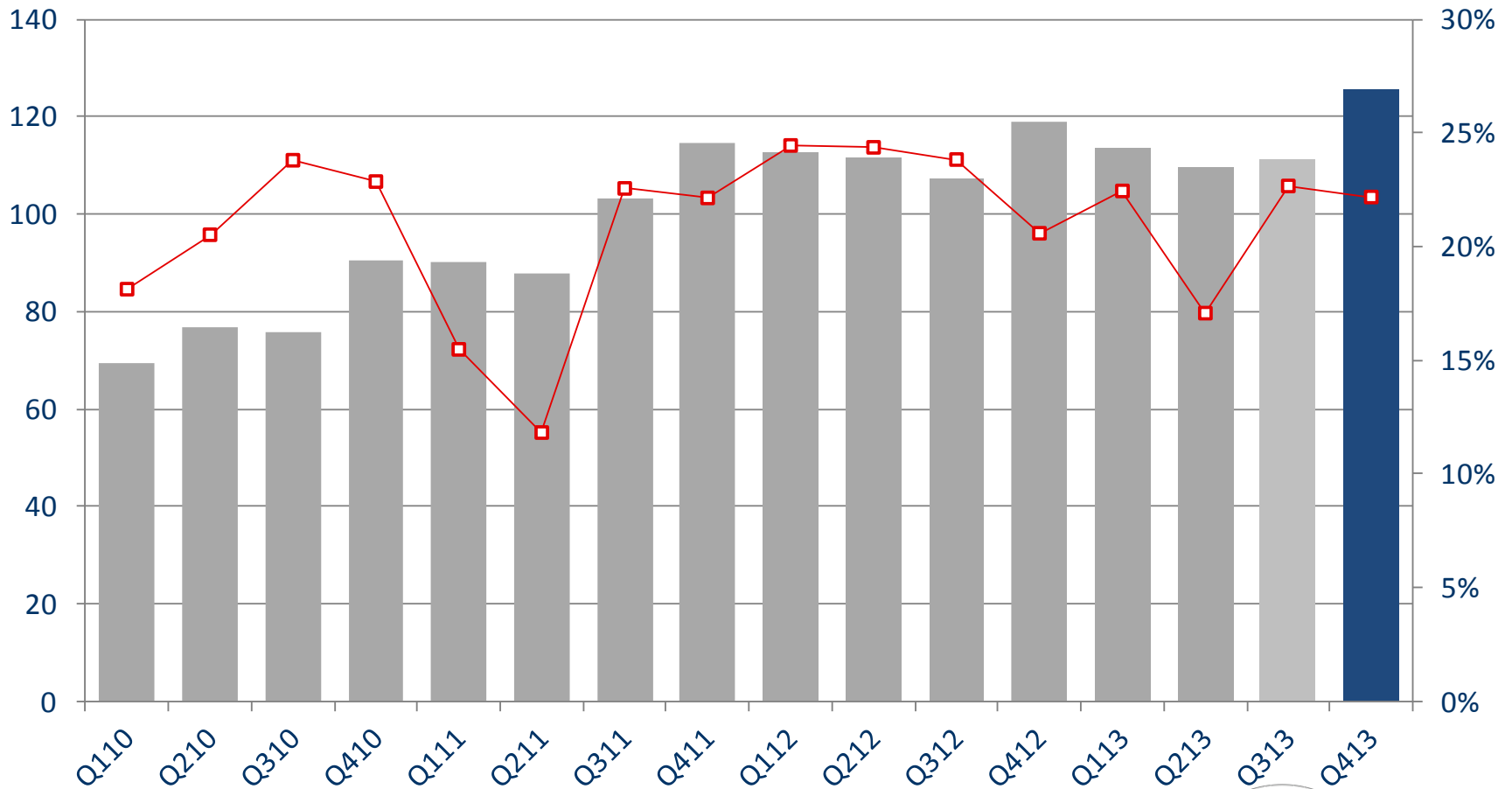
€ M	Q4 13	Q4 12	Change	2013	2012
Revenue	125.6	118.9	6%	460.0	450.6
EBITDA	27.9	24.5	14%	97.3	104.8
EBIT	15.9	12.8		56.3	64.0
EBT	6.3	8.6		32.1	48.2
Net income**	3.9	1.9		20.7	30.3
EPS (€)**	0.08	0.04		0.43	0.61
Cash net income*/**	12.7	10.4		50.6	60.0
Cash net income per share (€)*/**	0.26	0.20		1.02	1.20

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

** All values for 2013 based on provisional tax calculation

2010 – 2013 per quarter

Revenue (€ M) / profitability (EBITDA%)



4th quarter review

- Good quarter in the European AIS business with 7 percent organic growth at constant exchange rates
- Similar to the first nine months of 2013, it was a relatively weak quarter in the US
- Excellent quarter in PCS with 15 percent organic growth
- Even if the last quarter was relatively slow compared to last year, it has been a decent year for the hospital business
- Communication & Data finished 2013 consistent with the first 9 months - 24 percent year-on-year organic contraction in the fourth quarter
- Workflow & Decision Support is showing some positive development with 4 percent organic growth
- Stable ISP revenues
- Note: The strong EURO in the fourth quarter reduced Group revenue with EUR 1.6 million compared to last year (EUR 2.9 million for the full year)

Telematik Infrastruktur contract award in November

Consortium

- Booz is responsible for overall project management
- CGM is responsible for end-to-end provider-side implementations
- KoCo Connector will deliver key technology components



Key elements

- CGM contract value of EUR ~20 million
- All material deliveries in 2014 and 2015

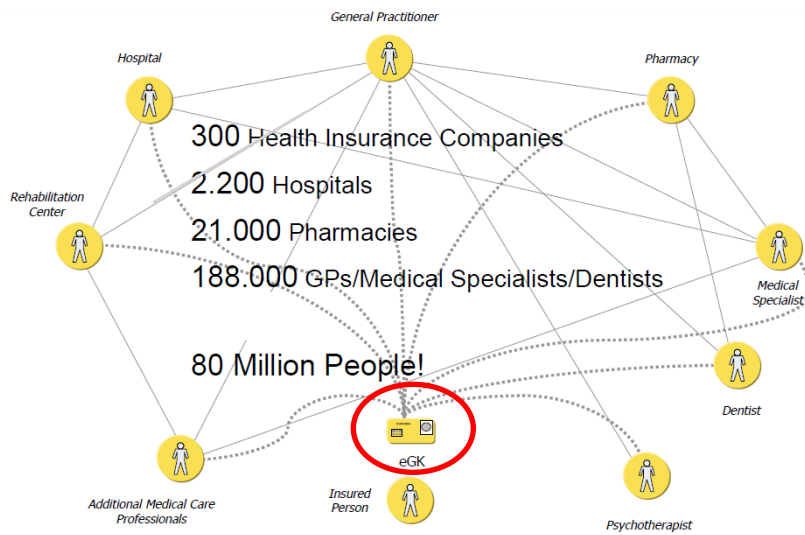
The real upside comes with the full rollout (est. 2016)

Opportunity for CGM to sell new eGK-compliant online access products to existing customers:

- ~ 44.200 doctors offices / 69.400 doctors
- ~ 15.000 dentists offices / 19.800 dentists
- ~ 4 .000 pharmacies / 8.000 pharmacists
- ~ 100 hospitals
- ~ 300 rehabilitation centers
- ~ 550 social care institutions

All CGM service partners will benefit from additional and specialized hardware and service business

The Telematics Infrastructure fits perfectly with CGMs strategy



- eServices
- ePrescriptions, eLabOrder, etc.
- Physician Networks
- Clinical Pathways
- Hosting
- Web-based personal health records (CGM Life)
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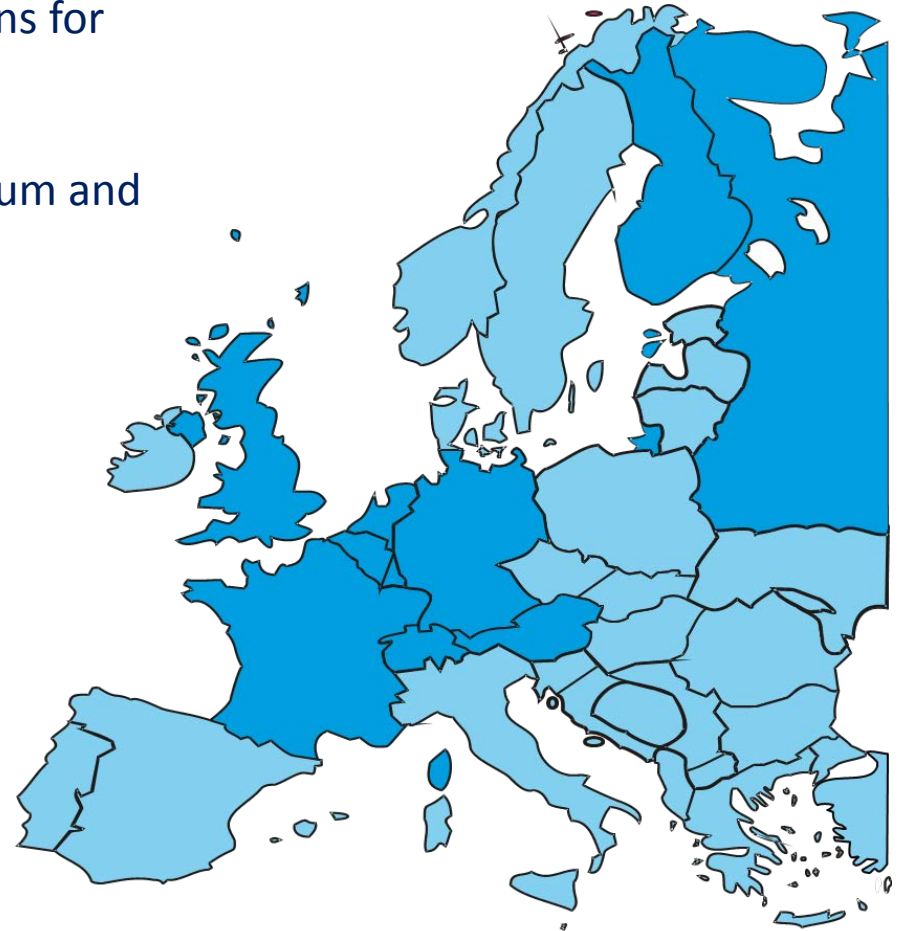
Acquisition of Imagine Group

- “HelloDoc” is one of the best recognized software solutions for general practitioners, pediatricians and dentists in France
- The software is currently used by approximately 20,000 healthcare professionals.
- CGM doubles the market share among ambulatory doctors in France to approximately 40%



Acquisition of vision4health Group

- A leading innovator in software solutions for laboratory and diagnostics in Europe
- Located in Germany, Switzerland, Belgium and France.
- More than 200 customer sites in:
 - Germany
 - Benelux
 - France
 - Switzerland
 - Austria
 - UK
 - Russia
 - Finland



vision4health German key customers.



Laboratories in CGM before transaction

- **CGM was already a leading supplier of laboratory information systems in Scandinavia**
 - Serving more than 100 private and public laboratories in Sweden, Norway, Finland, Russia, Ukraine, Malaysia and the UK.
- **Deep knowledge of European LIS market through legacy systems in Austria, France, the Czech Republic and Slovakia**
 - FDKlinika; Analytics; Amadeus; S4M
 - Established sales and support organization.



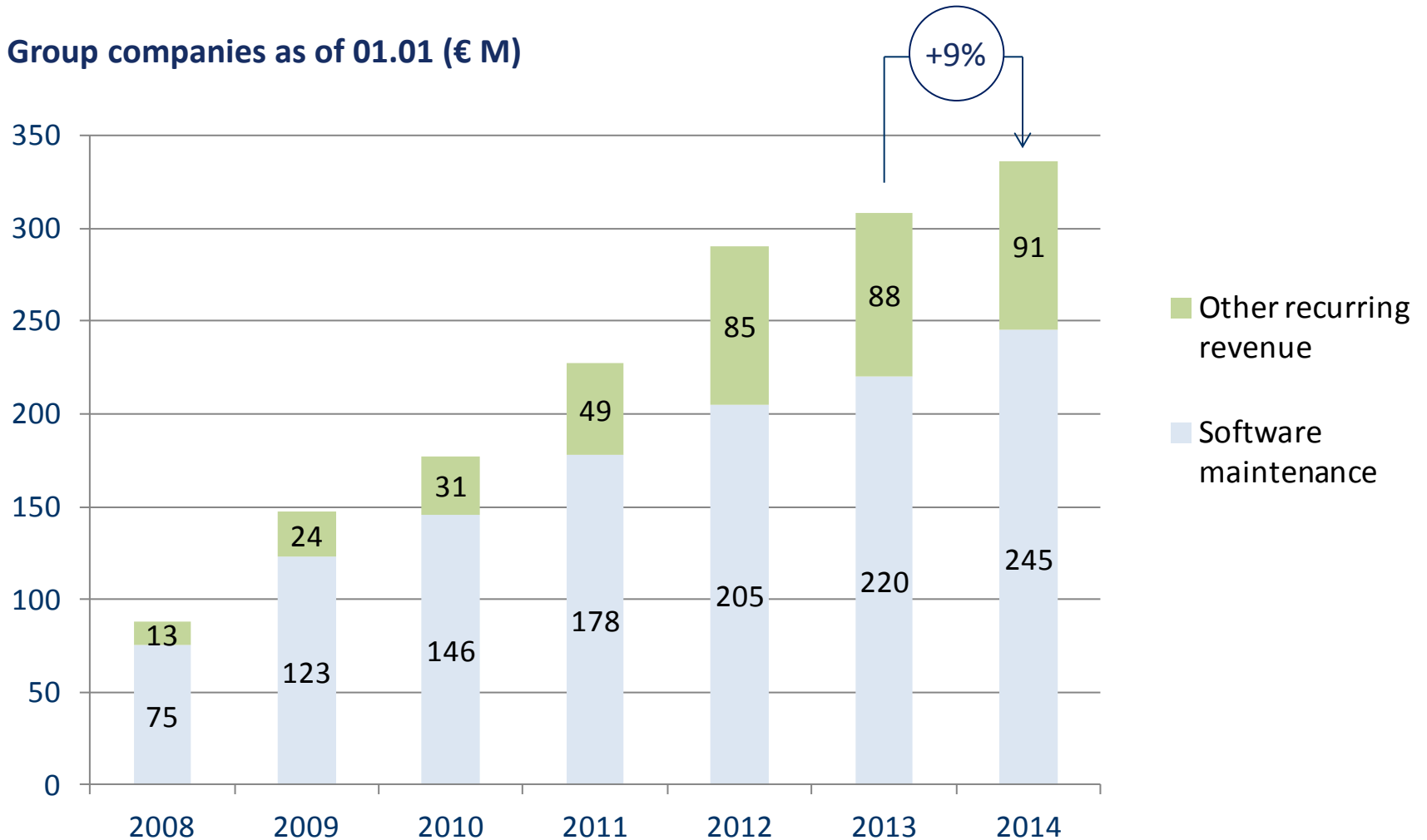
OUTLOOK

Organic growth

	2009	2010	2011	2012	2013	Average last 5 years
Ambulatory Information Systems	14%	11%	7%	5%	3%	8%
Pharmacy Information Systems				-2%	1%	0%
Hospital Information Systems	16%	-2%	-7%	7%	0%	3%
Communication & Data	-11%	-12%	7%	-6%	-27%	-10%
Workflow & Decision Support	-3%	6%	-6%	5%	-1%	0%
Internet Service Provider	13%	-4%	11%	-6%	3%	3%
GROUP	8%	4%	3%	4%	0%	4%

Recurring revenue

Group companies as of 01.01 (€ M)



Revenue outlook 2014

● Ambulatory Information Systems: EUR 294 - 300 million

- 6-9 percent organic growth in Europe
- Flat year-on-year development in the United States
- Including EUR ~21 million from Neurone, Tekne, Imagine Group and vision4health acquisitions

● Pharmacy Information Systems: EUR 73 - 74 million

- 2-4 percent organic growth
- Including EUR ~10 million from Studiofarma / QiF acquisitions

● Hospital Information Systems: EUR 80 – 82 million

- Flat year-on-year development

● Communication & Data: EUR ~ 21 million

- ~10 percent organic contraction

● Workflow & Decision Support: EUR 26 – 27 million

- 8-10 percent organic growth

● Internet Service Provider: EUR ~ 11 million

- 4-6 percent organic growth

Profitability outlook 2014

- 2014 is expected to be a year of investment with no margin expansion relative to 2013
- Operating margin (EBITDA margin) is expected to be in the range of 20-21 percent and will be influenced by:
 - Integration of several newly acquired companies which also may incur certain one-off restructuring expenses
 - Investments in product and service line expansion related to the Telematik Infrastruktur project in Germany
 - Continued high R&D investments in the G3 HIS 'fast-track' and G3 AIS projects
 - Continued investments in product and service improvements, sales and marketing in the United States
 - Direct expenses related to the roll-out of a single group-wide fully standardized ERP, CRM and CPM system

Guidance 2013

- CompuGroup Medical offers the following guidance for 2014:
 - Revenue is expected to be in the range of EUR 505 million to EUR 515 million
 - Operating income (EBITDA) is expected to be in the range of EUR 100 million to EUR 110 million
- The guidance for 2014 represents management's best estimate of the market conditions that will exist in 2014 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 2014

Financial calendar 2014

Date	Event
February 5, 2014	Preliminary Q4 / Full year report 2013
March 27, 2014	Annual report 2013
May 8, 2014	Interim report Q1 2014
May 14, 2014	Annual general meeting 2014, Koblenz
August 7, 2014	Interim report Q2 2014
November 12, 2014	Interim report Q3 2014 Analyst conference

Q&A session

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

CompuGroup Medical AG

Investor Relations

Maria Trost 21

56070 Koblenz

www.cgm.com

Phone: +49 (261) 8000-6200

Email: investor@cgm.com

