

Speech by Dr. Dirk Wössner
Chief Executive Officer (CEO)
CompuGroup Medical SE & Co. KGaA
at the virtual Annual General Meeting
on May 19, 2022
The spoken word is valid.



Ladies and Gentlemen,
Esteemed Shareholders,

I would like to warmly welcome you to today's Annual General Meeting of CompuGroup Medical. This is my second AGM as CEO of CompuGroup Medical, and today, once again, we are meeting in a virtual setting. Corona continued to shape large parts of our lives in the course of the previous year – and right up to today.

As a company, we undertook great efforts in the previous two years, especially in order to protect the vulnerable members of society and prevent deaths. So, it seems appropriate to me to think about how unnecessary deaths can be avoided elsewhere as well.



30,000 people die every year in Germany alone because they have taken the wrong medication – "wrong", for example, because it is not compatible with another medication they are already taking. Around half a million people are admitted to hospital every year as a result of such incorrect prescriptions only – that's nearly one in five hospital admissions!

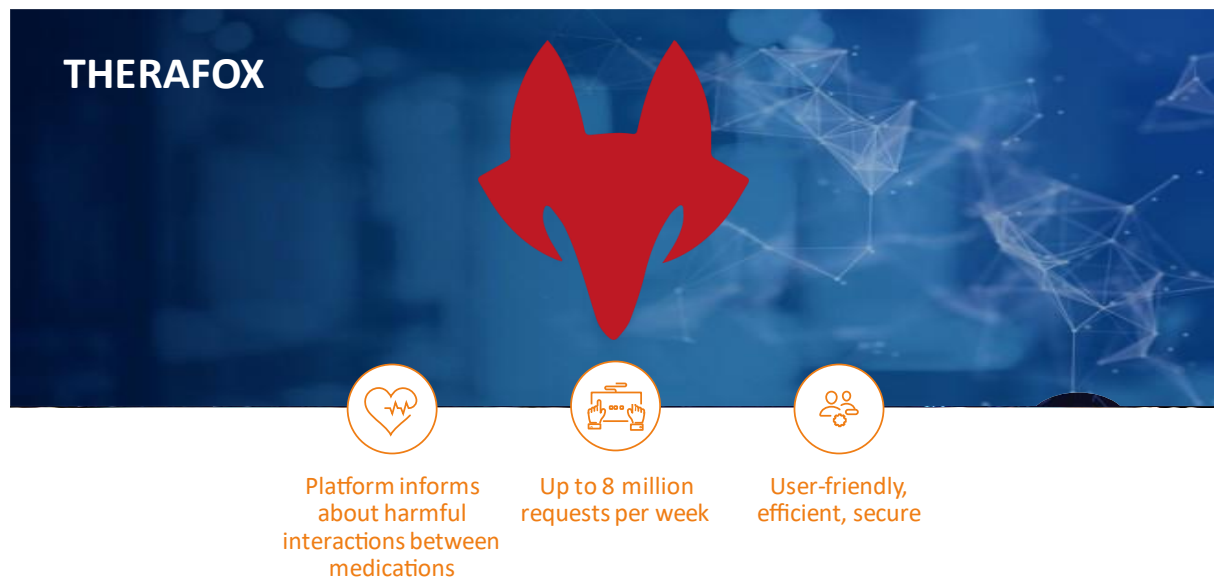
It is not always in the power of a doctor to distinguish right from wrong. After all, they can only match the medications they know about.

That's why a reliable overview of a patient's existing medication would already be of tremendous help to them – for example, via an electronic patient record. But this by itself will not suffice.

After all, there are around 100,000 approved drugs in Germany alone. A random selection of two drugs would already result in several billion possible combinations and thus potential interactions. And many patients take three or more different medications.

I would not be able to keep all of these potential combinations of effects in my head. Could you?

Doctors can't do it, either! They need support.



We can offer this support with the help of data analytics and processing – with the potential to save thousands of lives. CGM THERAFOX is an example of such a solution: THERAFOX informs physicians who prescribe a drug immediately and directly about the potential risks that may be associated with the prescription of the drug for a specific patient. And the tool provides alternative recommendations. In 2021, the use of THERAFOX has seen a significant increase. We now have up to 8 million requests a week on this platform alone.

The point I want to get across with this example is that digitization can not only help make healthcare services more user-friendly, efficient and effective, but also safer. And solutions that are more user-friendly, more effective, more efficient AND safer tend to prevail.

This is why healthcare is in a state of transformation worldwide. And the e-health sector is a market with huge growth potential.

We at CompuGroup Medical are one of the most important players in this market. That shows our potential. Our potential for growth.

Record year 2021

8

5/12/2022

CompuGroup Medical



We made full use of this potential in 2021: the year was a real success for us. We significantly accelerated our organic growth and, at the same time, strengthened it decisively through strategic acquisitions.

Year on year, Group revenues increased by a total of 22 percent to over one billion euros, and by 5.8 percent in purely organic terms. This is above both the midpoint of our guidance for 2021 and above the medium-term target we have set ourselves in terms of organic growth.

The quality of revenues remained high at 65 percent recurring while increasing at the same time. Owing to capital expenditure, the adjusted EBITDA margin declined slightly but remains close to 22 percent.

In summary: We set a revenue record once again. And in 2021 we achieved the best operative result in the company's history.

Where does this boost come from?

Examples for digitized healthcare



The circumstances of the past two years have put us to the test, as individuals and as a society. Conversely, the pandemic served as a powerful catalyst for the digitization of healthcare. The pandemic presented the healthcare sector with significant challenges. And we as CompuGroup Medical are among the companies that responded to these challenges with solutions.

I would like to give you two examples of this:

First, video consultations: In normal times, they are efficient and convenient. In Corona times, they were essential in many places. Their use has multiplied. We are one of the relevant providers of these consultations through our CLICKDOC platform, and more than 9,000 healthcare providers now use the platform to connect digitally with patients.

Second, the vaccination drive against COVID-19 has assumed immense significance in recent months. In Germany alone, over 170 million Corona vaccinations were administered in the past 18 months. And for the vaccinated, proof of their vaccinations has become important. Our digital vaccination documentation is therefore a further response to the challenges we face because of Corona. More than 60,000 physicians in Germany alone can conveniently use a software module from CompuGroup Medical for this purpose. Across Europe, more than 100,000 vaccination modules or functions have been delivered to European CGM customers.



Only in recent months have many people become aware of how much better processes work when they run digitally. In healthcare, too.

And not just in the course of a pandemic, but in general.

Digitization in healthcare is therefore not a short-term reaction to new circumstances. It is a long-term, irreversible trend.

We at CompuGroup Medical have been aware of this for a long time. Today, the entire sector is increasingly recognizing that the connectivity of its participants and the use of healthcare data has at least two positive effects:

First, administrative processes run faster and more efficiently. This saves money and reduces healthcare costs. It also leaves more time for the actual task at hand, namely contact with patients.

Second: Core processes run more reliably, more comprehensively and more purposefully. Medical information is more closely linked and bundled. This speeds up and improves the chances of recovery. Or avoids treatment errors.

Physicians benefit from both effects, as do the employees of practices, clinics, pharmacies and especially the patients.

All this shows the development and thus also the market potential in the context of which we as CGM find ourselves as one of the pioneers and most experienced players in the industry. With a portfolio that spans the breadth and depth of healthcare: All stakeholders – and the entire patient journey.

Angela Mazza Teufer



Managing Director Ambulatory Information Systems Germany, Austria Switzerland

Emanuele Mugnani



Managing Director Ambulatory Information Systems Europe

In this dynamic environment, we have also optimally positioned ourselves on the management side to continue to grow sustainably.

I am very pleased to welcome Angela Mazza Teufer to CGM on this occasion. Three months ago, she assumed responsibility for the Physician Information Systems segment in the DACH countries of Germany, Austria and Switzerland as Managing Director.

Angela has also assumed responsibility for the Telematics Infrastructure. The TI is the most important basis for data exchange between the various providers in the healthcare sector in Germany. Angela is a true digital transformation expert and previously worked at Oracle and SAP in various leadership positions.

Concurrently, Emanuele Mugnani has taken on the role of Managing Director for the Physician Information Systems in the other European countries, as well as for the Pharmacies and Dental Information Systems segment worldwide.

Having worked with us as an executive at CompuGroup, Emanuele is a great asset, whom we have decided to elevate to our top management team now in line with his experience as a manager and his excellent market know-how.

With this management structure, we are now ideally positioned to play a decisive role in shaping the future of the e-health market in Europe and beyond.

Ransomware attack 2021



No threat to critical information



Precaution: All systems were deactivated



Our excellent IT team warded off the attack

Before I take a look at the business drivers of the past year, permit me to briefly digress. This digression is about one of the few lowlights of the past year for me as CEO of CompuGroup: the ransomware attack on CompuGroup Medical in December 2021.

I would like to emphasize and reiterate three things:

1. The attack did not affect our customers' systems. At no time was any patient data and other critical information compromised.
2. We have temporarily shut down our internal systems as a precautionary and protective measure. This has unfortunately delayed the publication of the preliminary results for the last quarter of 2021. I would like to apologize if this has meant that some of you have had to wait longer than planned for information about our company. I am all the more pleased that we can present our excellent fundamentals to you today.
3. I was very impressed by the commitment, know-how and focus with which our IT team largely cushioned the impact of the attack. We in the management team realized that the employees felt their very honor had been compromised. And I am sure that we have grown together as a result of the lessons we learned.



1,000,000,000 Euro

Dear Shareholders,

Let me now review some of our successes of the past year. As I have already mentioned, 2021 was an outstanding year of growth for us. We achieved the targets we had set ourselves, in particular significant revenue growth and very promising organic growth.

We broke the 1,000 million euro mark in revenue for the first time this year.



At 22 percent, revenue growth was almost twice as high as in 2020. And operating profit increased again as well, by more than 4 percent to 224 million euros.

Now let's glance at our organic growth. The main drivers were the Hospital segment (HIS), where growth is picking up as expected, and the Consumer and Health Services segment (CHS), where we implemented an upgrade for the connectors in the third quarter. These connectors are currently the central instrument of the Telematics Infrastructure in Germany. The Pharmacy segment (PCS) has improved slightly and sequentially this year while the Ambulatory segment (AIS) showed strong organic growth.

The hospital business was driven by the CGM CLINICAL Suite, our leading hospital information system. The system works modularly and with an open standard. It communicates with third-party programs, which makes it much more convenient and easier for our customers to integrate the CompuGroup system into their own processes.

New acquisitions and clients 2021



We were once again able to expand our already very broad portfolio through strategic acquisitions. We successfully completed the integration of the portfolio acquired from Cerner. And two further examples on the acquisition side are VISUS Health IT and KMS. VISUS is an IT market leader for the processing of radiological imaging and data. KMS is a leading provider of solutions for optimizing clinical work processes.

There is also a lot of positive news to report on the customer side: We were able to acquire University Hospital Hamburg-Eppendorf as a client. The hospital is one of Europe's leading university hospitals, including in the area of digitization, and is therefore a true lighthouse project.

Another example is the Bodelschwingsche Stiftungen Bethel, one of the largest healthcare-complex providers in Germany. There, we will be providing services for the resource and deployment planning of more than 20,000 employees.

Simplifies
appointment-making
and office
processes



More than 9,000
healthcare providers
use CLICKDOC

We were able to push our CLICKDOC platform further – as the interface to better connect care providers and patients, in hospitals as well as medical practices and pharmacies. CLICKDOC not only enables video consultations. It also simplifies appointment scheduling and optimizes practice workflows. And in the future, for example, it will make e-prescriptions in Germany even more digital and thus more convenient and efficient for everyone.

When we talk about the digitization of the healthcare system, we must not forget one thing: The patient is at the center of the healthcare system. In the end, everything revolves around him or her. And CLICKDOC is our way of additionally putting the patient at the center of the dialogue with doctors in a digital setting.

THERAFOX

Ca. 100,000 different
approved drugs on the
German market



THERAFOX warns doctors
and helps prevent harmful
drug interactions

When it comes to patients and their health, however, it is not only digital processes that play an important role. But also more intensive linkages of aggregated data are extremely important. In this area, among numerous other examples, we are expanding processes for medical diagnosis and decision support.

I already mentioned the example of THERAFOX. The linkage of data plays a decisive role in avoiding the wrong medication being prescribed.

Rare diseases

4 million Germans live with rare diseases

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Intermedix and CGM work on finding an AI-driven diagnostic tool



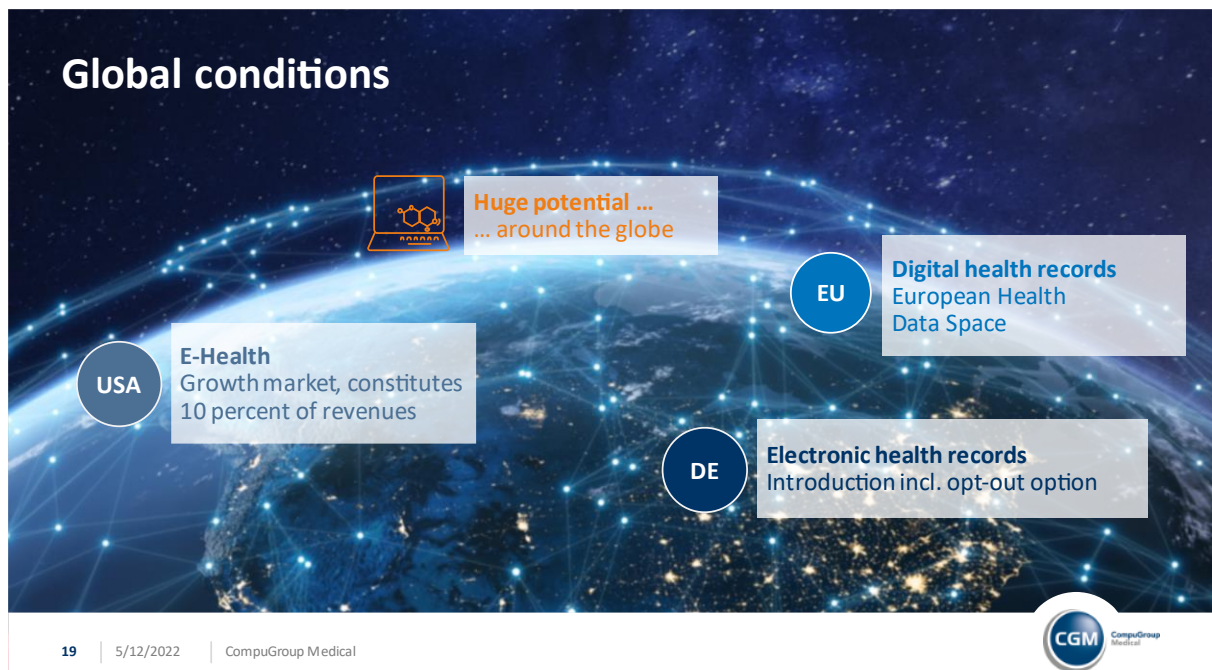
18 | 5/12/2022 | CompuGroup Medical



Another example is the diagnosis of rare diseases, such as Asperger's syndrome. Usually, only a few thousand people are affected by such diseases. However, there are around 6,000 different types of rare disease, so the total number of people affected is very high. In Germany alone, an estimated four million people are affected by rare diseases. Across Europe, it is estimated that there are around 30 million. And these diseases are often only diagnosed correctly after years have gone by, if at all.

The AI-supported evaluation and networking of the disease and treatment data of those affected can help establish such diagnoses more quickly. This also means that possible treatments can be started at a younger age. To reduce unnecessary suffering and at the same time save costs for the healthcare system. This is an area in which we are intensively working with, for example, our Austrian subsidiary intermedix.

As you can see, CompuGroup Medical is setting the tone for the key, decisive growth drivers in both process optimization and the data business.



Ladies and Gentlemen,

the momentum of digitization in the healthcare sector in Europe will not only continue – it will intensify.

It is not for nothing that the new German government has dedicated an entire paragraph to this topic in its coalition agreement, which stipulates the introduction of electronic health records for all insured persons and the connection of all participants to the Telematics Infrastructure.

The topic has also made its entry in Brussels and many European capitals. There is the "Segur de la Santé" in France and the "MedMij Medication Process" in the Netherlands. Those will also support market growth in both countries from the regulatory side.

And looking beyond the EU, the e-health market is on a strong growth trajectory overall. One example is the USA, which is already a huge market thanks to its size. We were able to achieve significant successes there last year not only in the outpatient sector but also because we helped our customers in the USA to get through the COVID pandemic as effectively as possible with our digital tools.

In addition, we managed to integrate the various acquisitions of the previous year into the company with great success and consolidate the different business units that emerged as a result. eMDs and Schuyler House are now integral parts of CompuGroup Medical in the USA. All this has translated into a strong U.S. business, which already makes up around 10 percent of CompuGroup's revenues. Thus we have significantly improved our leading position in the important U.S. market.

Let's return to Europe: The topic of healthcare digitization is present even in proposals for high-level legislation in Brussels. The European Union is looking into the possibility of

establishing a "European Health Data Space" to further advance the digitization of healthcare in all EU countries.

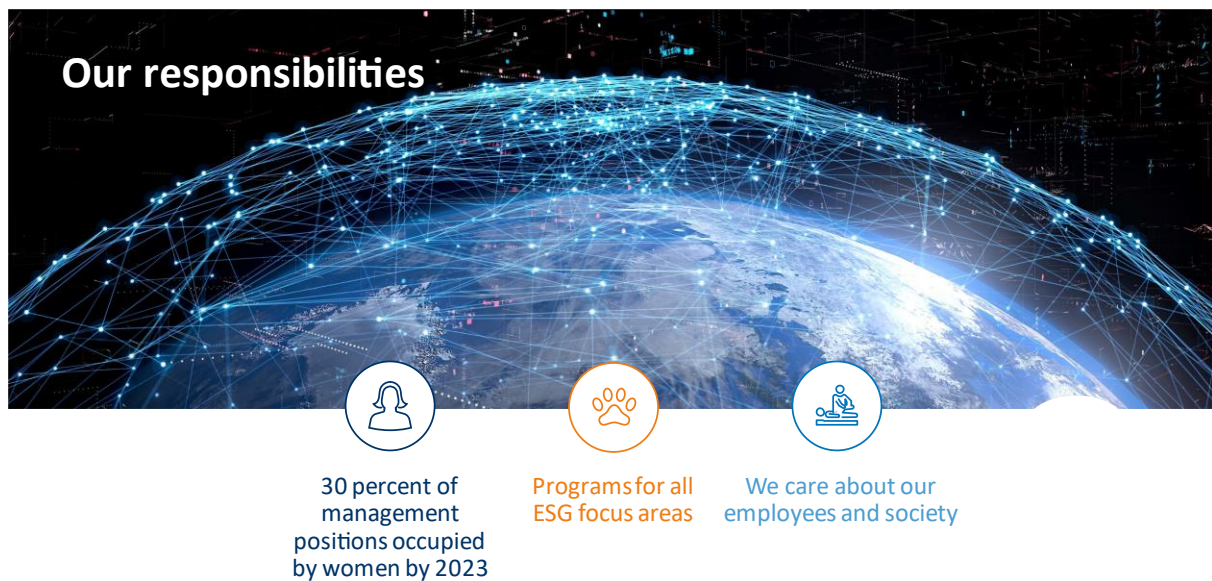
This provides us with thousands of new nodes in the digital healthcare network. And with each node, the utility value of data processing and intelligent software services, such as those offered by CompuGroup Medical, increases.

Our goal is to ensure that all necessary data is available at all times in the right place. Without losses, without delays and easily utilized. But also well secured. Nobody should suffer or die because at some point medical information was missing.



To live up to this claim, we have already invested heavily in sustainable growth. I am convinced that this investment will clearly pay off in the coming years as well.

We again expect significant organic growth in the range of 3 to 8 percent in 2022. We are on course to bring our Group revenues to a total of more than EUR 1.1 billion. We expect adjusted EBITDA to be between EUR 235 million and EUR 260 million. And the adjusted EBITDA margin in the range of 21 to 24 percent. Our business strategy is thus clearly focused on success and growth.



But even in a commercial company like CompuGroup Medical, it is not only economic growth that counts. Or rather, growth is not only expressed in key figures. Entrepreneurship also entails responsibility for society as a whole.

In the form of a contribution to environmental protection, or to balanced, fair relationships in the world of work and private life. And through high standards of compliance and honest management.

We also stand by these responsibilities and accept them.

Our goal is to see 30 percent of our management positions occupied by women by 2023. This is already the case today with the extended Management Board. We are working on a concept to make our company climate-neutral. And we regularly evaluate the commitment and satisfaction of our employees, deriving projects and initiatives from these surveys in order to strengthen employee loyalty in the long term.

There will be a clear target program for all three ESG focus areas in 2022, which will subsequently be followed by concrete measures.

We are already working closely together as an international company, as a CGM team. In the context of the war in Ukraine, a wave of support is sweeping our company, too. We ourselves do not have a site in Ukraine, but one of our partner companies for software development is based there. Our ability to perform is not affected by this. But we all hope that the war will end as soon as possible.

Our thoughts, and this is very important to me personally, are with the people affected by the war. And we are continuously considering how we can provide further support both here in Germany and directly in Ukraine.

And the flooding disaster in Germany, here in our neighborhood, last summer also made this cohesion clear. The willingness of our employees to collect and make donations as well as the efforts of volunteers directly in the affected areas were immense.

I am proud of our employees. Their reactions show that we have a culture of ample feeling, care and social understanding. And that's exactly what we need as a company to consider people's health to be a corporate responsibility.



Dear shareholders, before I hand over to the chairman of the meeting and then to my colleague Michael Rauch, who will provide you with more detailed information on the fundamentals and key financial figures, I would like to summarize:

- We have set ourselves on a trajectory of clear growth with strategic investments, a new management line-up and an instinct for the right solutions at the right time.
- The long-term environment is extremely positive. The digitization of healthcare in Europe and beyond cannot be halted. And we will help shape this development in its full breadth and depth with all of our experience and our leading market position.
- In 2021, we demonstrated across the segments what we mean by growth. And we are determined to maintain this successful course and accelerate our growth even further.

I would like to thank all of you for the trust you place in our company, in our employees and in our management team.

I would like to thank our Supervisory Board for the excellent, constructive cooperation in the interests of the company and its shareholders.

And I would also like to thank our more than 8,500 employees. It is they who make figures like those we are about to present to you possible in the first place.

Ladies and gentlemen, thank you very much, take care and stay healthy!

The document is a convenience translation of the German original document. In the event of any conflict or inconsistency between the English and the German version and for purposes of interpretation, the German version shall prevail.