

Synchronizing Healthcare

2nd quarter 2014 – Conference Call

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07 August, 2014



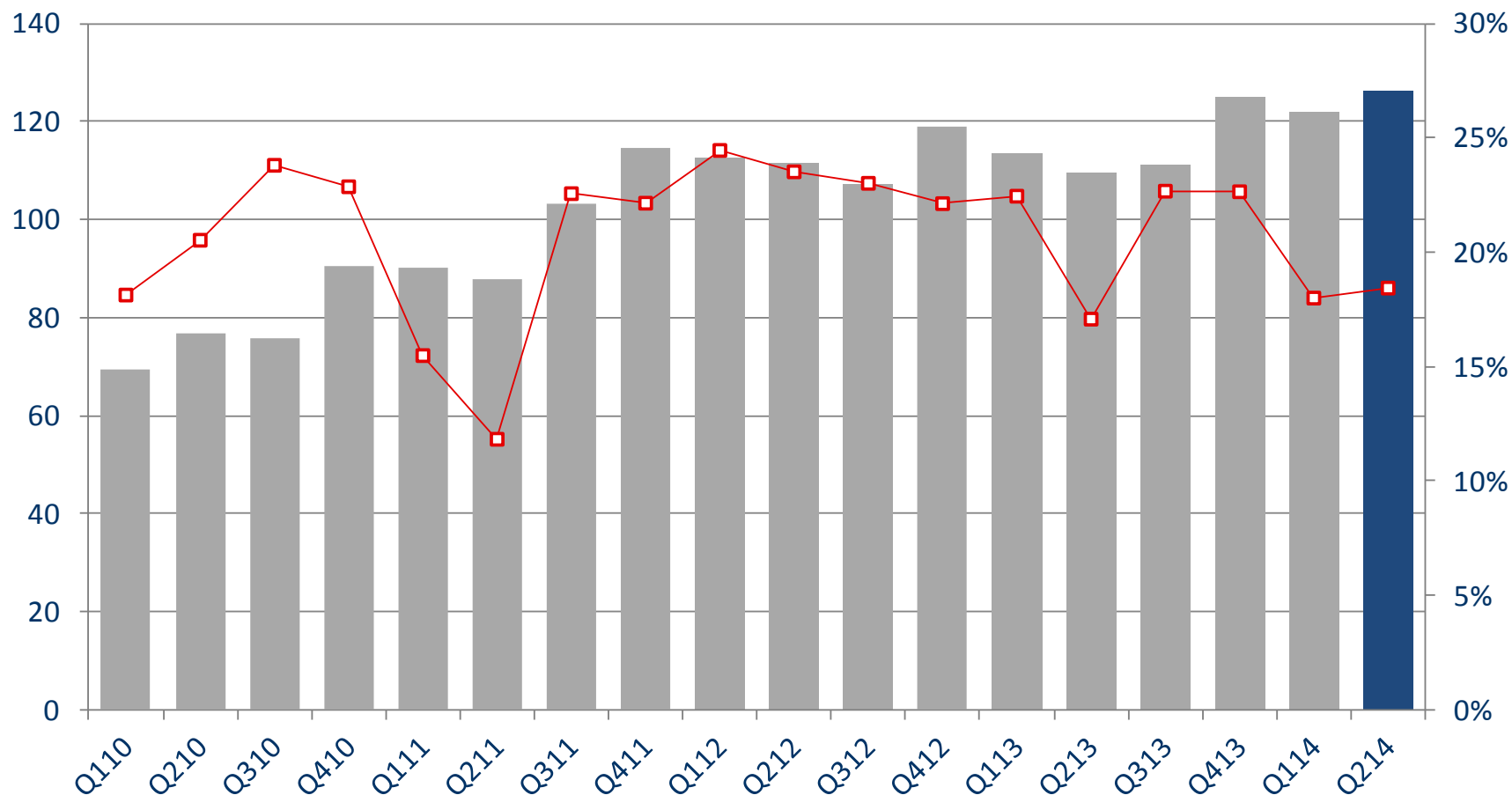
Key figures second quarter 2014

€ M	Q2 14	Q2 13	Change	2013
Revenue	126.3	109.5	15%	459.6
EBITDA	23.3	18.7	25%	97.8
EBIT	13.2	9.3		56.8
EBT	9.5	2.4		35.2
Net income	6.3	1.2		22.2
EPS (€)	0.13	0.02		0.48
Cash net income*	13.6	7.4		51.7
Cash net income per share (€)	0.27	0.15		1.04

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

2010 – 2014 per quarter

Revenue (€ M) / profitability (EBITDA%)

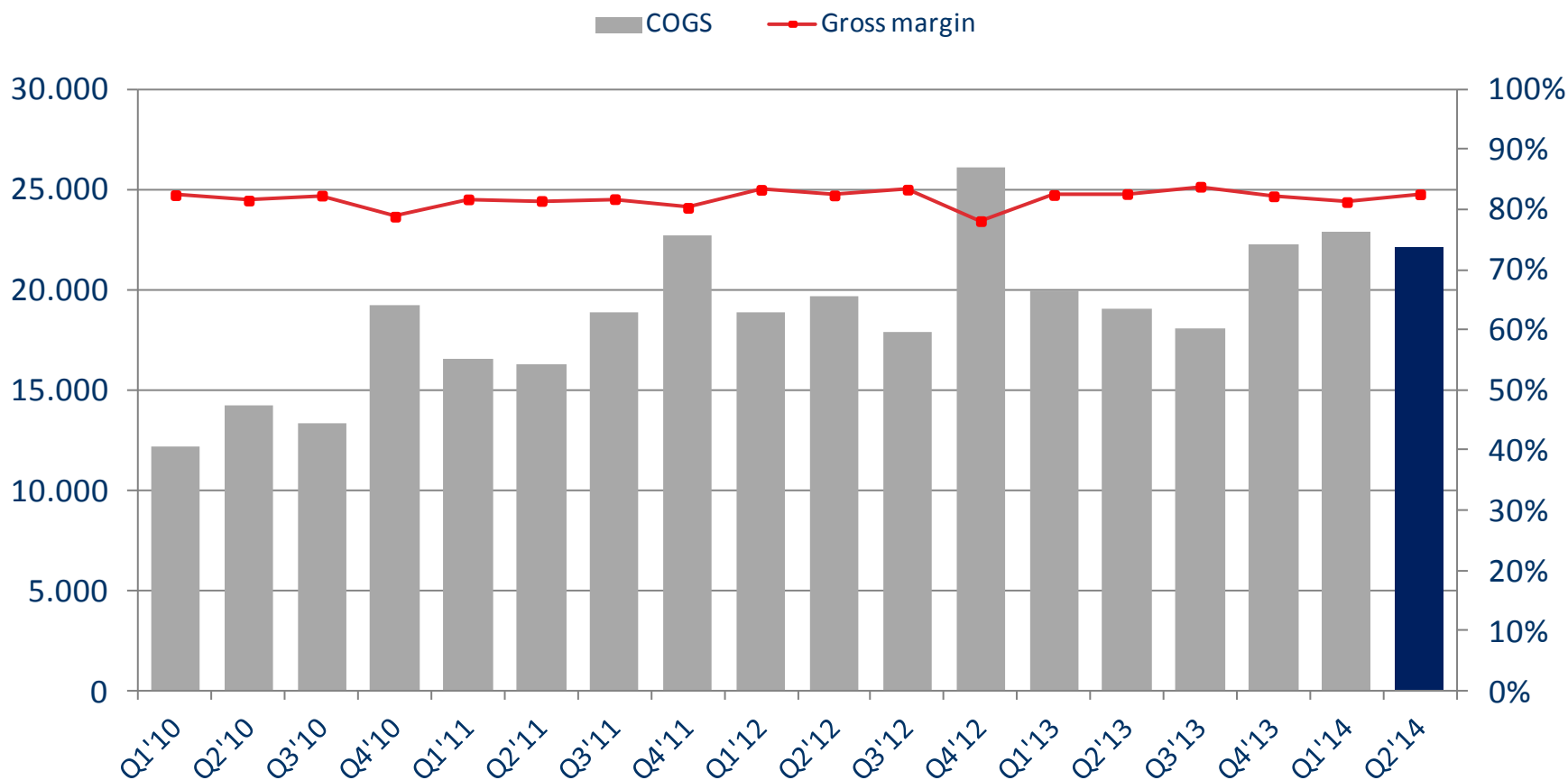


Operating margin Q2 2014

- EUR 1.5 million final earn-out payment for purchase of minority interest in CGM Lab AB, Sweden, booked as other operating expense in the second quarter 2014
- Planned special initiatives in 2014
 - Transaction costs and integration of several newly acquired companies
 - Investments in product and service line expansion related to the Telematik Infrastruktur project in Germany
 - Continued investments in product and service improvements, sales and marketing in the United States
 - Continued high R&D investments in the G3 HIS 'fast-track' and G3 AIS projects
 - Direct expenses related to the roll-out of a single group-wide fully standardized ERP, CRM and CPM system

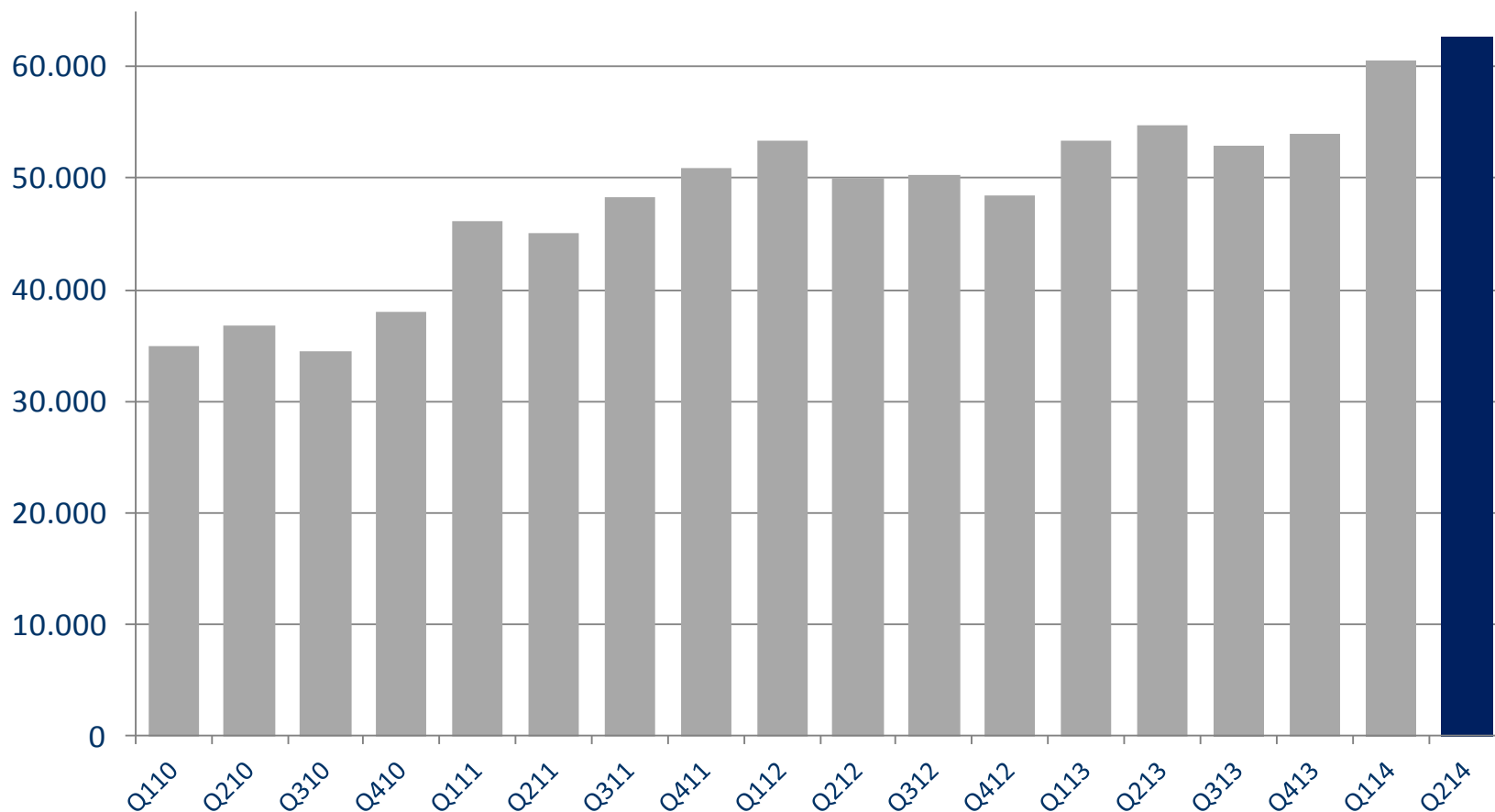
COGS and gross margin

Cost of goods sold and gross margin (€ '000 / percent)



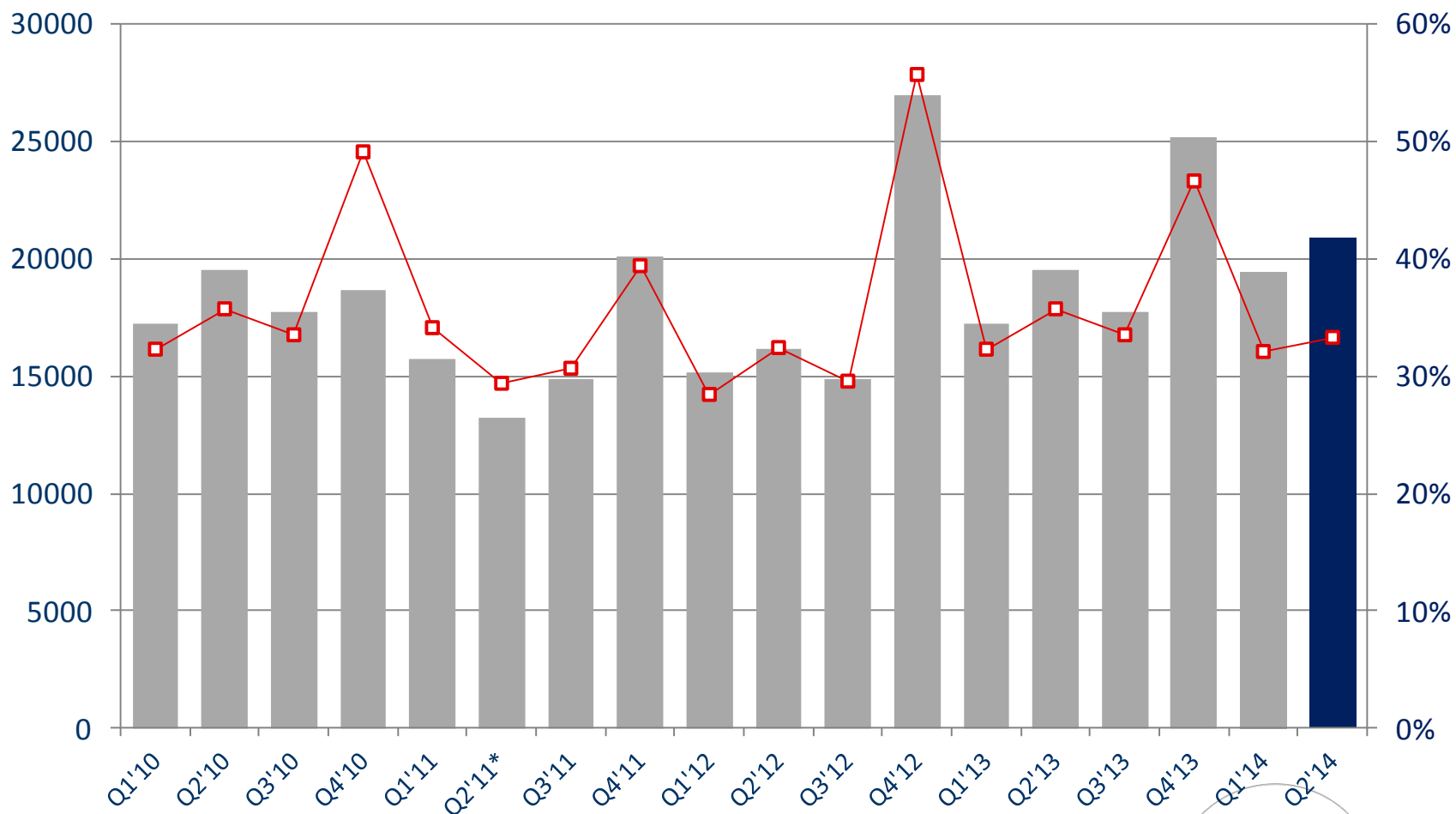
Personnel expenses

€ '000



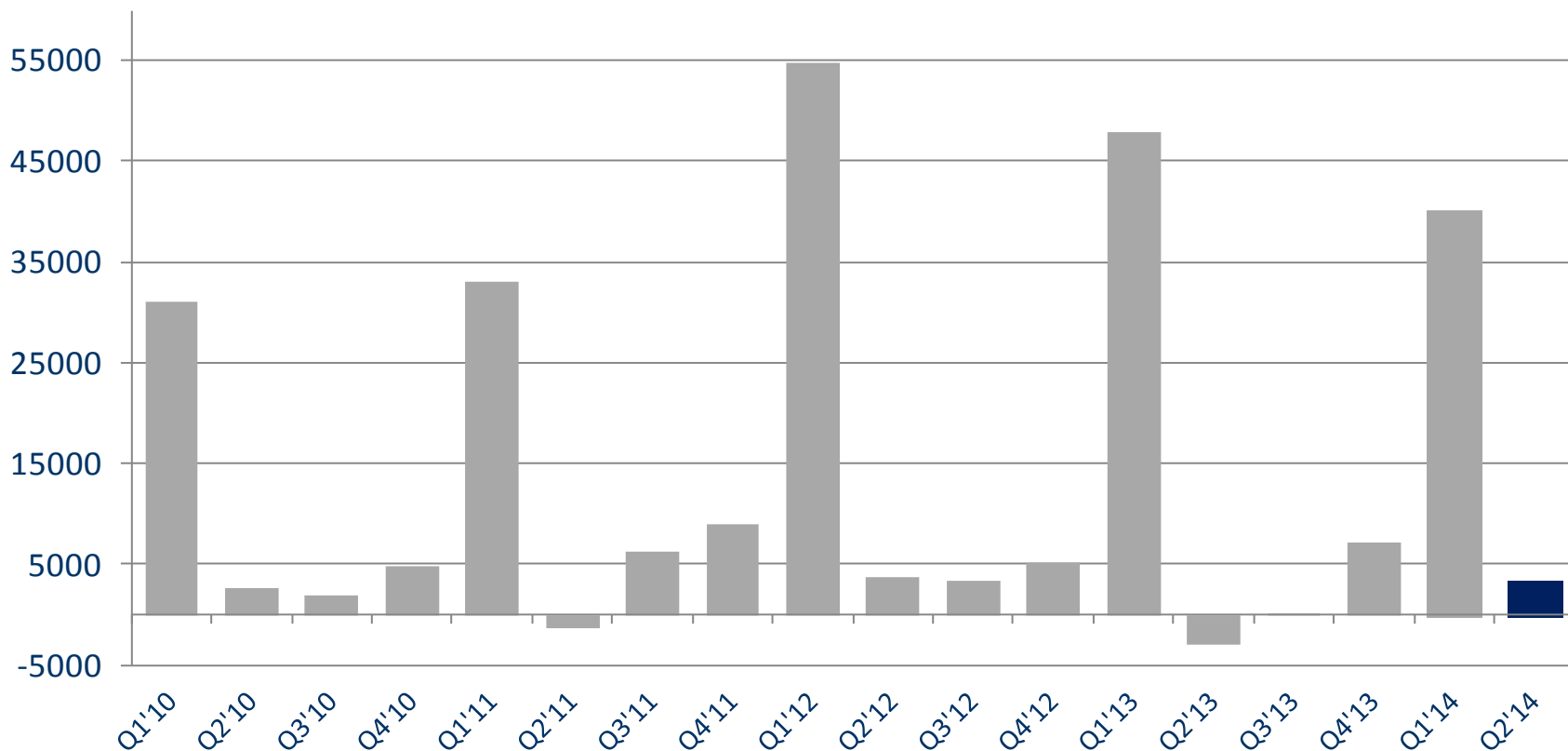
Other expenses

Other expenses (€ '000) / percent of personnel expenses



Operating cash flow

€ '000



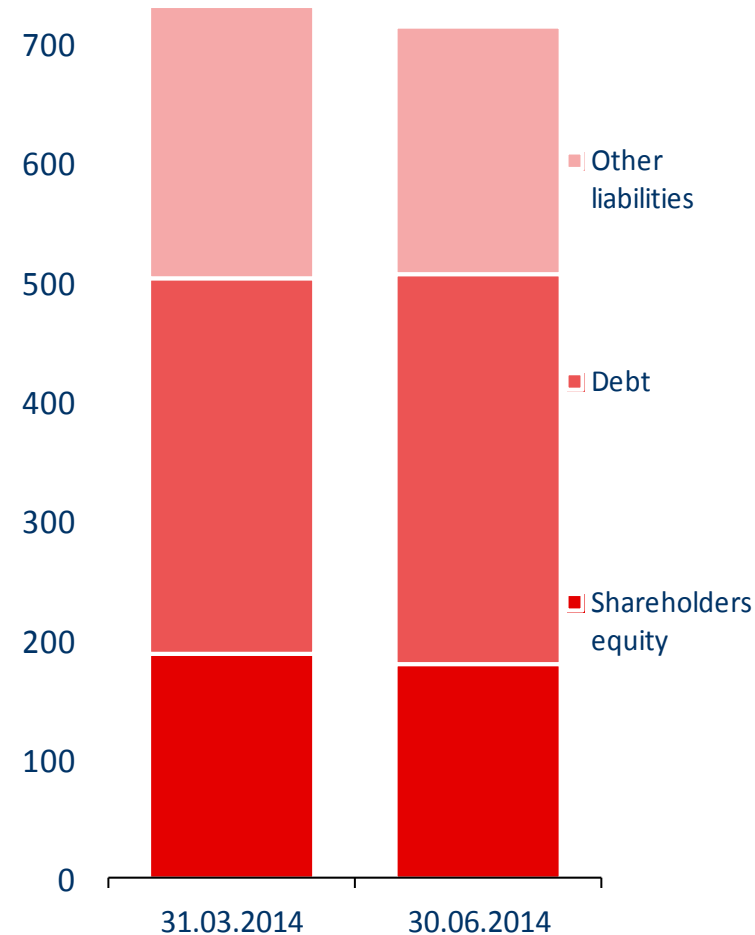
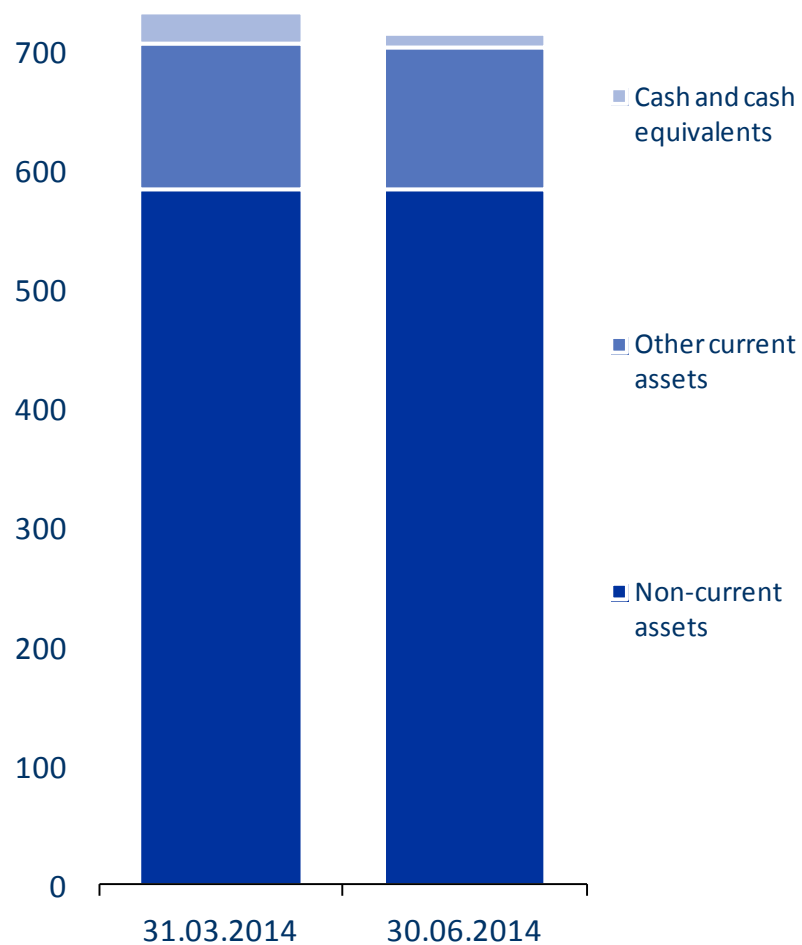
Capital expenditure

€ M	Q2 2014
Company acquisitions	3.0
Purchase of minority interest and past acquisitions	2.1
Disposal of subsidiaries	-0.4
Capitalized in-house services and other intangible assets	4.8
Office buildings and property	0.5
Other property and equipment	1.7
Sum	11.7

- Company acquisitions relate to the acquisition of AIS sales and service partners in Germany
- Disposal of subsidiaries relate to the divestiture of Ärztenachrichtendienst Verlags-AG

Statement of financial position

€ M



Software for doctors

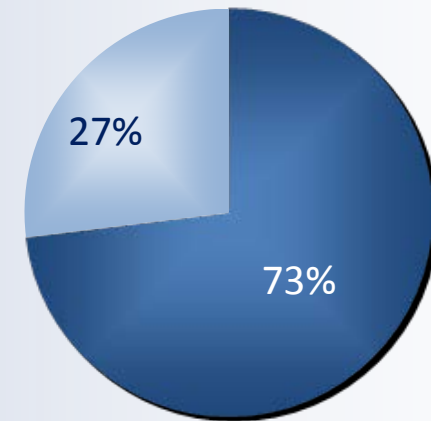


Doctor software (AIS) development

AIS revenue Q2 2014

100% = 73.9 € M

	€ M	%
Revenue Q2 2013	63,9	
Acquisitions	5.2	8%
Organic growth	4,8	8%
Revenue Q2 2014	73,9	16%

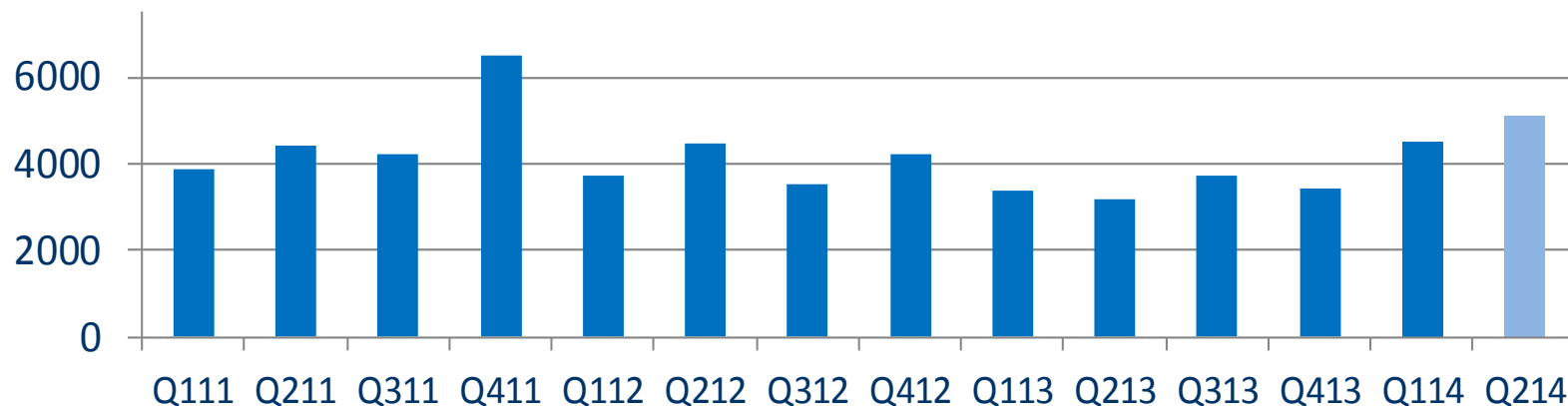


■ Recurring service fees ■ Non-recurring sales

- 8 percent organic growth, 10 percent at constant exchange rates
- 12 percent organic growth in Europe (constant exchange rates)
- Temporary decline in US revenue was expected due to a transition to a more subscription based business model and the ending of some legacy product lines

US development – 2nd quarter 2014

Bookings (sales) per quarter in USA (USD t)



- In terms of sales and order bookings, the outcome in the second quarter 2014 showed a sequential improvement and was over 60 percent higher than the same period last year
- CGM will continue to expand the direct sales force in the US throughout 2014
- After 5 years in CGM US leadership group, Werner Rodorff takes over as new head of US business

Key elements of pilot project

- CGM contract value of EUR ~25 million (incl. KoCo Connector)
- All material deliveries in 2014 and 2015



Second quarter 2014

- The specialist services of the health insurance companies to support the insured master data management (VSDM) were connected to the network in June
- The full development of the central network is scheduled to be completed by the end of 2014
- The decentralized components (card, card terminals, connectors) are now expected to be tested with VSDM in Q2 2015
- According to current planning, the testing of the qualified electronic signature (QES) will be tested alongside the testing of VSDM

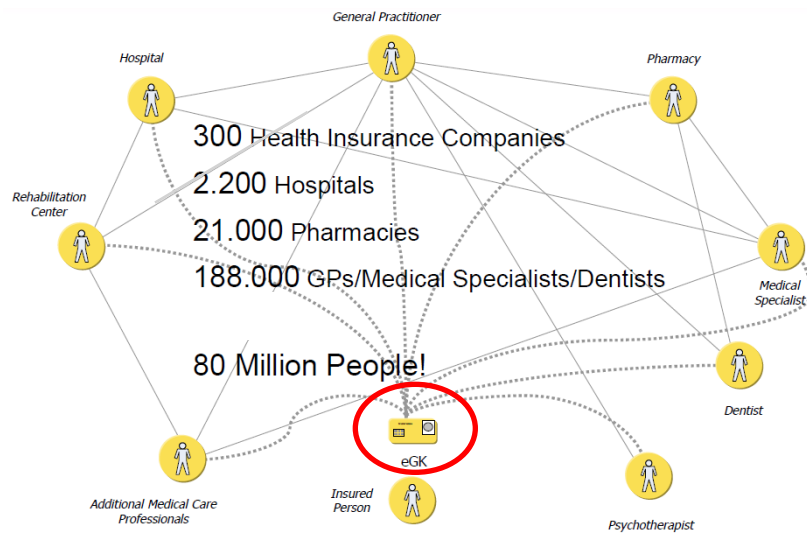
The real upside comes with the full rollout (est. 2016)

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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-

Software for pharmacies

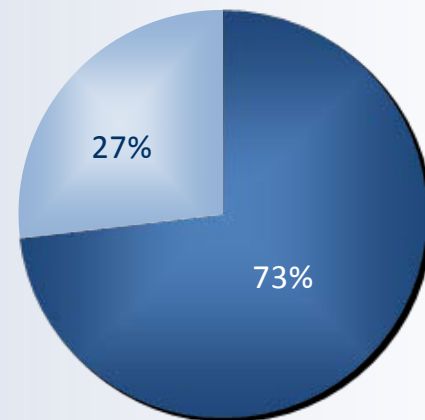


Pharmacy software (PCS) development

PCS revenue Q2 2014

100% = 18.6 € M

	€ M	%
Revenue Q2 2013	13.1	
Acquisitions	4.3	33%
Organic growth	1.2	10%
Revenue Q2 2014	18.6	43%



■ Recurring service fees ■ Non-recurring sales

- Solid second quarter with 10 percent organic growth in the established German market
- Further 33 percent growth contribution from the new companies in Italy which were acquired in July 2013
- Robust demand for system upgrades from the announcement from Microsoft to cease support for Windows XP and Office / Word 2003

Software for hospitals

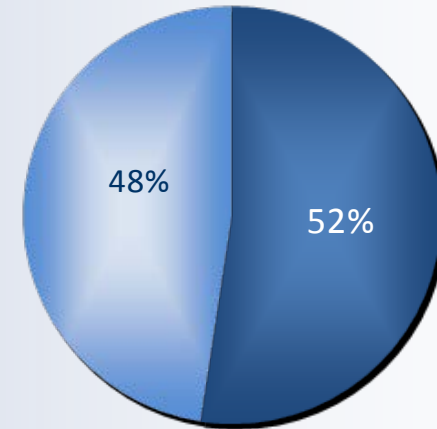


Hospital software (HIS) development

HIS revenue Q2 2014

100% = 18.7 € M

	€ M	%
Revenue Q2 2013	19.3	
Acquisitions		
Organic growth	-0.6	-3%
Revenue Q2 2014	18.7	-3%



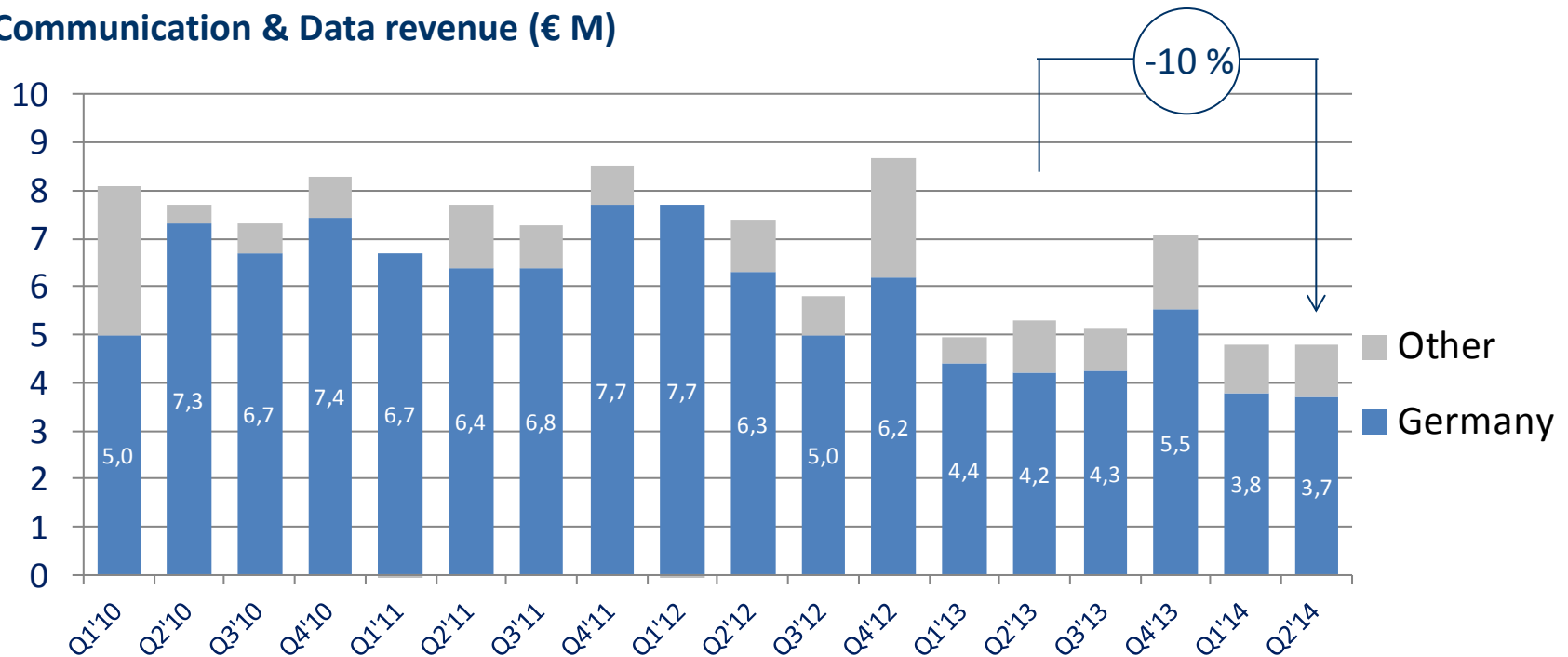
■ Recurring service fees

■ Non-recurring sales

- Good growth in Poland and Switzerland
- Austria and Germany are currently in a stagnant phase

Communication & Data development

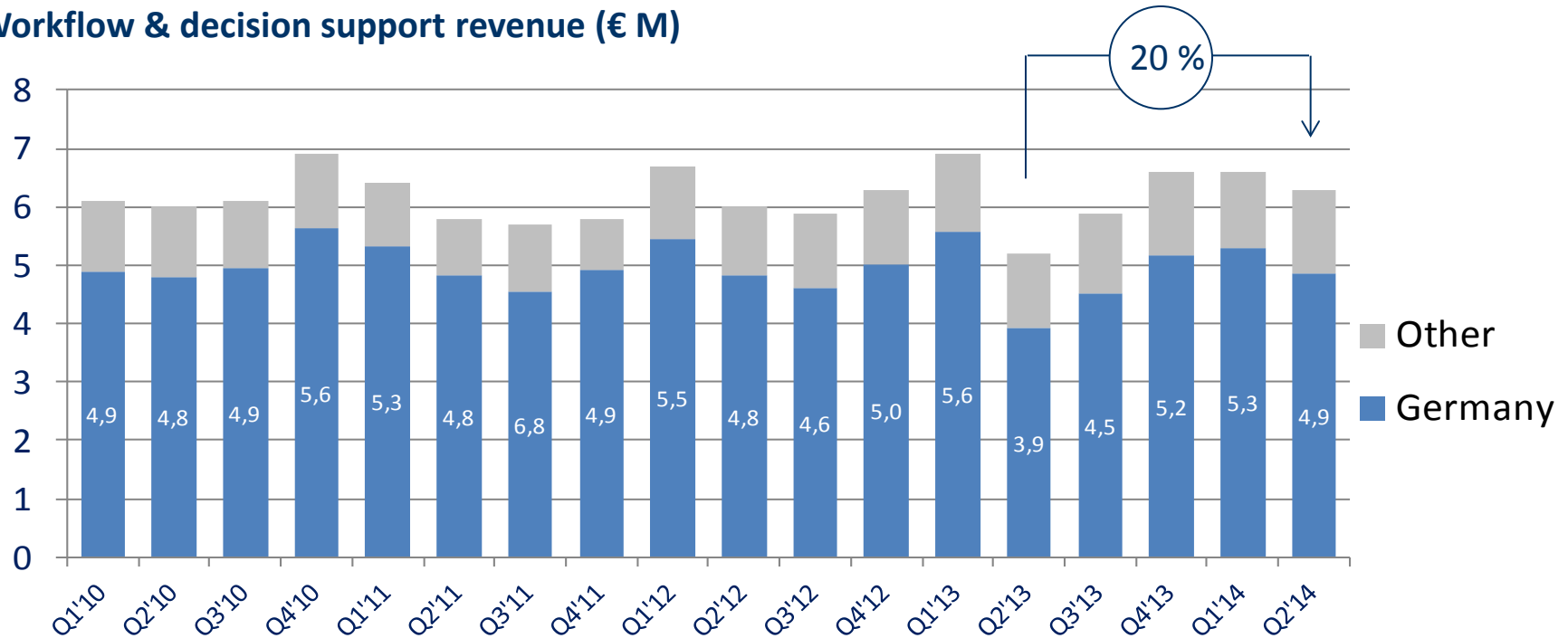
Communication & Data revenue (€ M)



- As expected, the revenue level in Communication & Data continues to decline also in 2014
- Net of revenue in eHealth Business Media (full year 2013 revenue consolidated in Q4), organic contraction was 16 percent

Workflow & decision support development

Workflow & decision support revenue (€ M)



- Significant FX effect from claims processing in Turkey (-30% FX change y-o-y)
- Sales of ipC3 continues at a steady pace
- Other business continues as planned

Expected developments

- Expected full year AIS revenue remains unchanged at EUR 294 million to EUR 300 million. Directionally, revenue may also exceed the high end of the range
- Expected full year PCS revenue remains unchanged at EUR 73 million to EUR 74 million. Directionally, revenue may also exceed the high end of the range
- Expected full-year HIS revenue remains unchanged at EUR 80 million to EUR 82 million. Directionally, revenue may also fall short of the low end of the range
- Expected full year C&D revenue remains unchanged at approximately EUR 21 million
- Expected full year W&DS revenue remains unchanged at EUR 26 million to EUR 27 million
- Expected full year ISP revenue remains unchanged at approximately EUR 16 million

Guidance 2014 reaffirmed

- Approximately EUR 4 million of revenue from AIS sales and service partners acquired during the second quarter with no significant EBITDA net of transaction and integration costs
- CompuGroup Medical reaffirms the outlook for 2014 presented in the 2013 Annual Report
 - Revenue is expected to be in the range of EUR 514 million to EUR 524 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
May 8, 2014	Interim report Q1 2014
May 14, 2014	Annual general meeting 2014, Koblenz
August 7, 2014	Interim report Q2 2014
October 10, 2014	Analyst conference („CGM eHealth summit“) 09:30 – 13:00
November 12, 2014	Interim report Q3 2014

Q&A session

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

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