

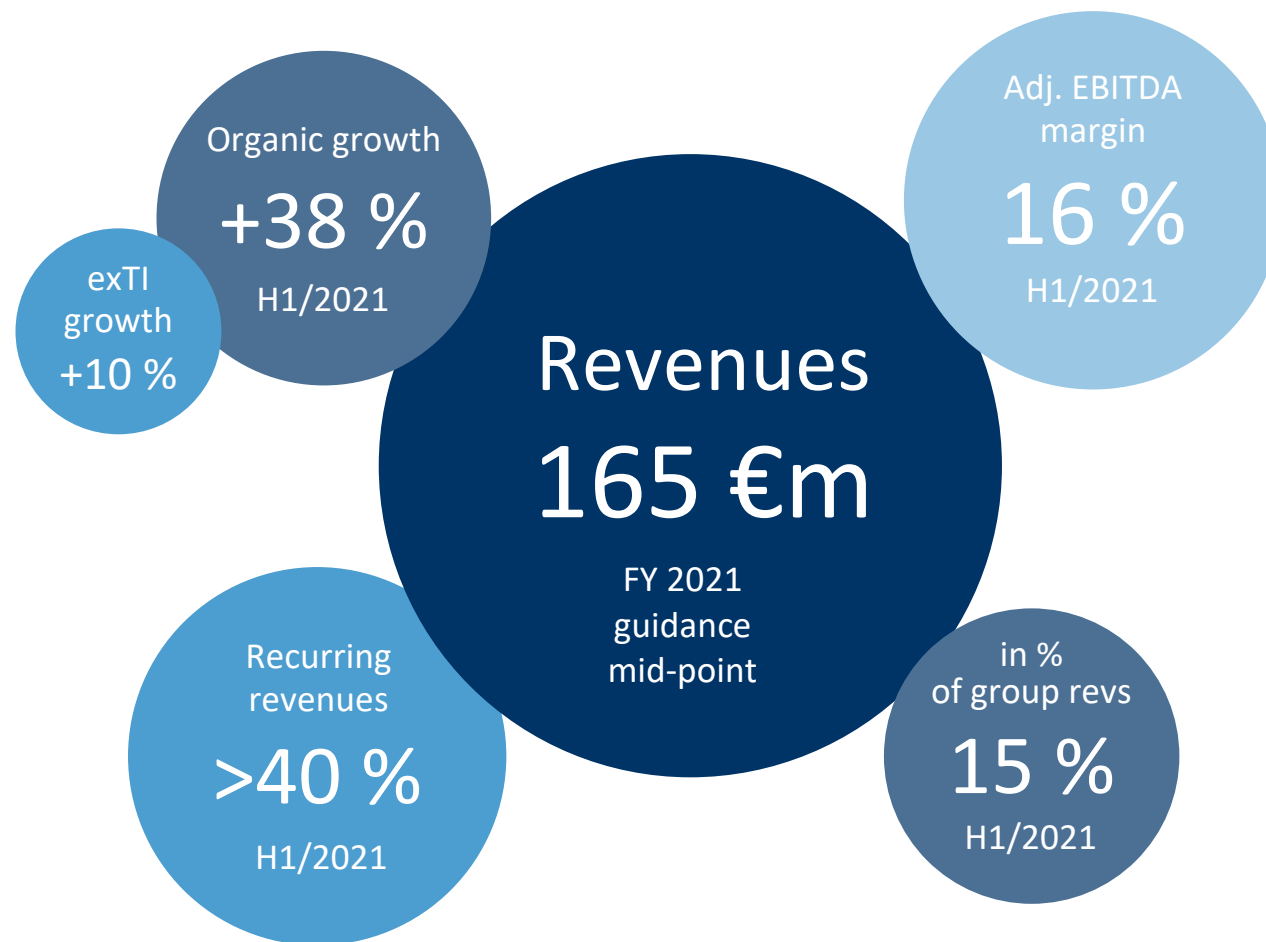


UNLOCKING GROWTH IN TI AND DATA

Dr. Eckart Pech



CHS segment – Strong financials, set for growth



01 TI

Securing long-term recurring revenues and
harvesting one-off opportunities

CGM – One-stop shop for all TI segments

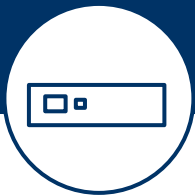
Over 60k connectors installed

Telematics Infrastructure

● Existing footprint ○ Prospective extensions



Our connector – Master in resilience and interoperability



**PTV4+ update
rolled out**

**PTV4+ enabling
e-Health records**



**Outstanding resilience
and performance**

**Stable & resilient
connector**



**Ruthless testing of
interoperability**

**Extensive security
audits & field testing**



**Secure high-tech
platform**

**Continuous
development**

KIM – The new era in communication in healthcare

CGM KIM

Kommunikation im Medizinwesen

**Secure communication
in healthcare**

**End-to-end encryption
based on TI infrastructure**



First to market with
introduction of KIM 2021

- Early mover with more than **75% share**
- ~15k installations
- ~25k orders

e-health record enables new features in insurance biz

**Approved e-health
record (eHR) by gematik**

**eHR features are powerful
catalyst for B2B2C Business**



**eHR with maximum
security standard
and interoperability
with CGM primary systems
for optimal user experience**



**White label patient portal
for private insurance sector now
with eHR integration**

Strong TI partnership ecosystem



Perpetuating TI while increasing recurring revenue share

Revenue development



02 LEAD IN DATA

Leveraging our unique platform to unlock
additional value for healthcare

Translating data into value for doctors, patients & industry

AIS

#1 in Germany

5k doctors
in panel

46m

data records*
per month

23%

monthly panel
growth rate
over the last
8 months

**Secure
CGM
data lake**

- ✓ Secure data storage
- ✓ DSGVO compliant
- ✓ Anonymized

PCS

#4 in Germany

2.5k pharmacies
in panel

20m

pharmacy
product sales**
per month

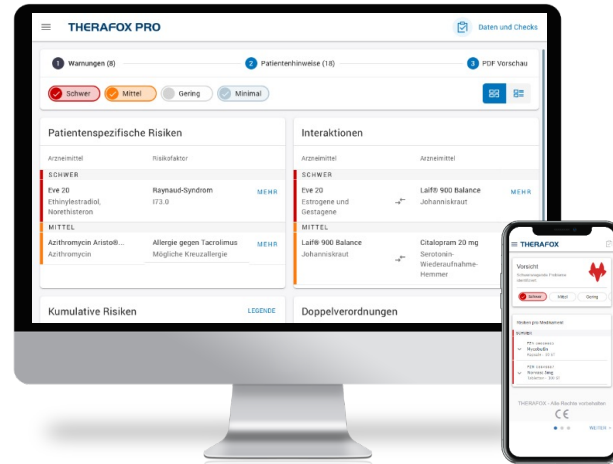
13m

patients
per month

Therafox – Adverse drug reaction checker



THERAFOX



MEDICATION. SIMPLE. SECURE.

Giving an assessment of overall risk within seconds

Every
5th

hospital admission*
and...

30k

deaths per year** due to adverse
drug reactions in Germany



Customers:

Healthcare professionals, insurance companies, patients



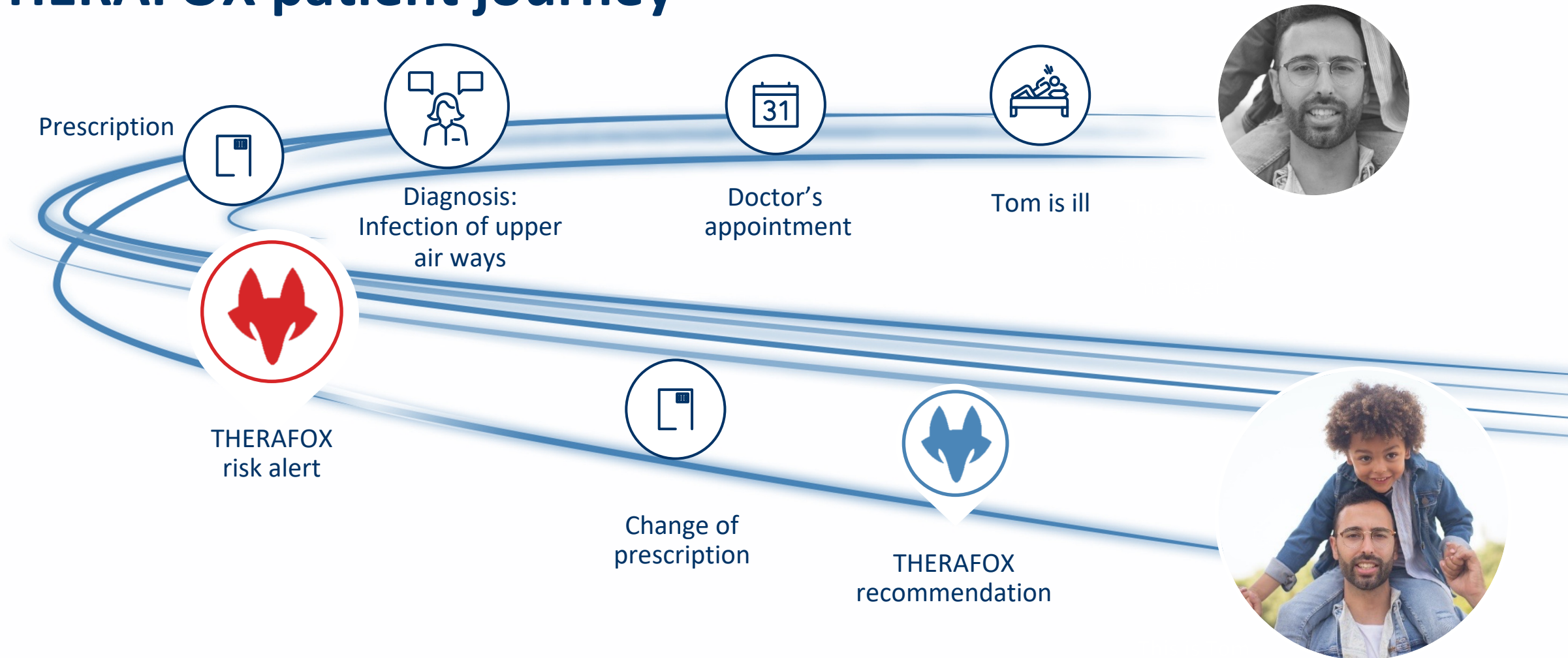
USP: Identifying medication risks for patients –
always up to date through our medical cloud



Monetization:

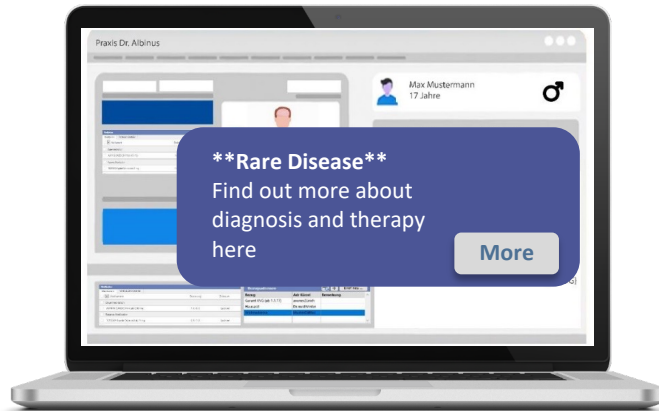
Monthly recurring fee or pay per use

THERAFOX patient journey



WICOM – Rare disease finder

WICOMRareDisease>>



CONNECTING ALL THE DOTS
to detect rare diseases in real time.

25%

wait up to
30 years for diagnosis*

40%

receive a
wrong diagnosis*



Customers:
Healthcare professionals, pharma companies



USP:
Detecting rare diseases; seamless workflow integration

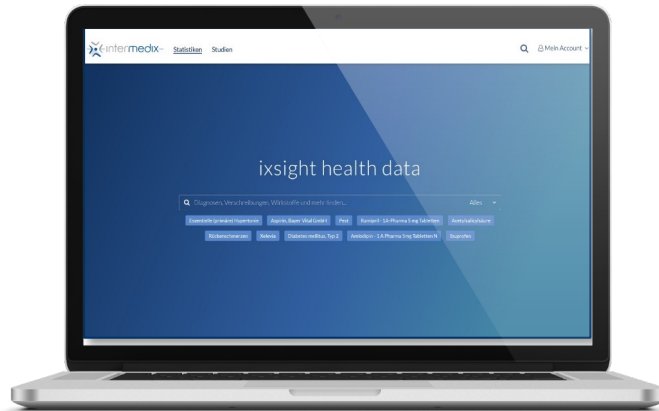


Monetization:
Initial set up fee and recurring charges

*% of rare disease patients in Europe, source: EURORDIS,
non-governmental rare disease patient organization, 2018

ixsight health data

Business intelligence tool for pharma
and insurance companies



PRESCRIPTION DATA
“as easy .. as Google”

Customized statistics from **300m** data sets at one glance.



Customers:
Pharma and insurance companies



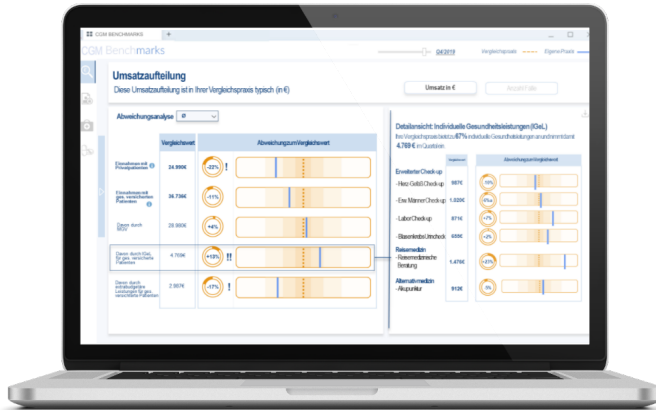
USP: 1st medical data platform for real time information
on diagnoses, treatment and sales*



Monetization:
Subscription-based model

CGM BENCHMARKS

Competitive benchmarks for
practice management



REAL-TIME PRACTICAL STATISTICS
compared to the specialist group



Customers:
Doctor's practices



USP:
Operational & business optimization levers for practices



Monetization:
Freemium approach, free in exchange for data

Translating data into value for doctors, patients & industry



- Very specific market approach with **tailored data & communication products**
- **Differentiation** in giving customers a **360° solution**
- **Data + Communication** = great products for pharma, healthcare professionals & patients

**Growth catalyst going forward –
15-18% revenue CAGR 2021-2025**

Excellent position to grow in TI and data

- **Strong track record of organic growth!**
- **Leveraging on and expanding CGM's unparalleled sector reach**
- **TI: Driving further sector connectivity and security based on strong footprint, partnerships and extension into new target groups**
- **Data: Translating unparalleled data access into game changing, innovative solutions and value for doctors, patients and industry**
- **Catalyst for organic growth to deliver 6-9% CAGR in CHS 2021-2025**