
Synchronizing Healthcare

1st quarter 2013 – Conference Call

Christian B. Teig, CFO
03 May, 2013



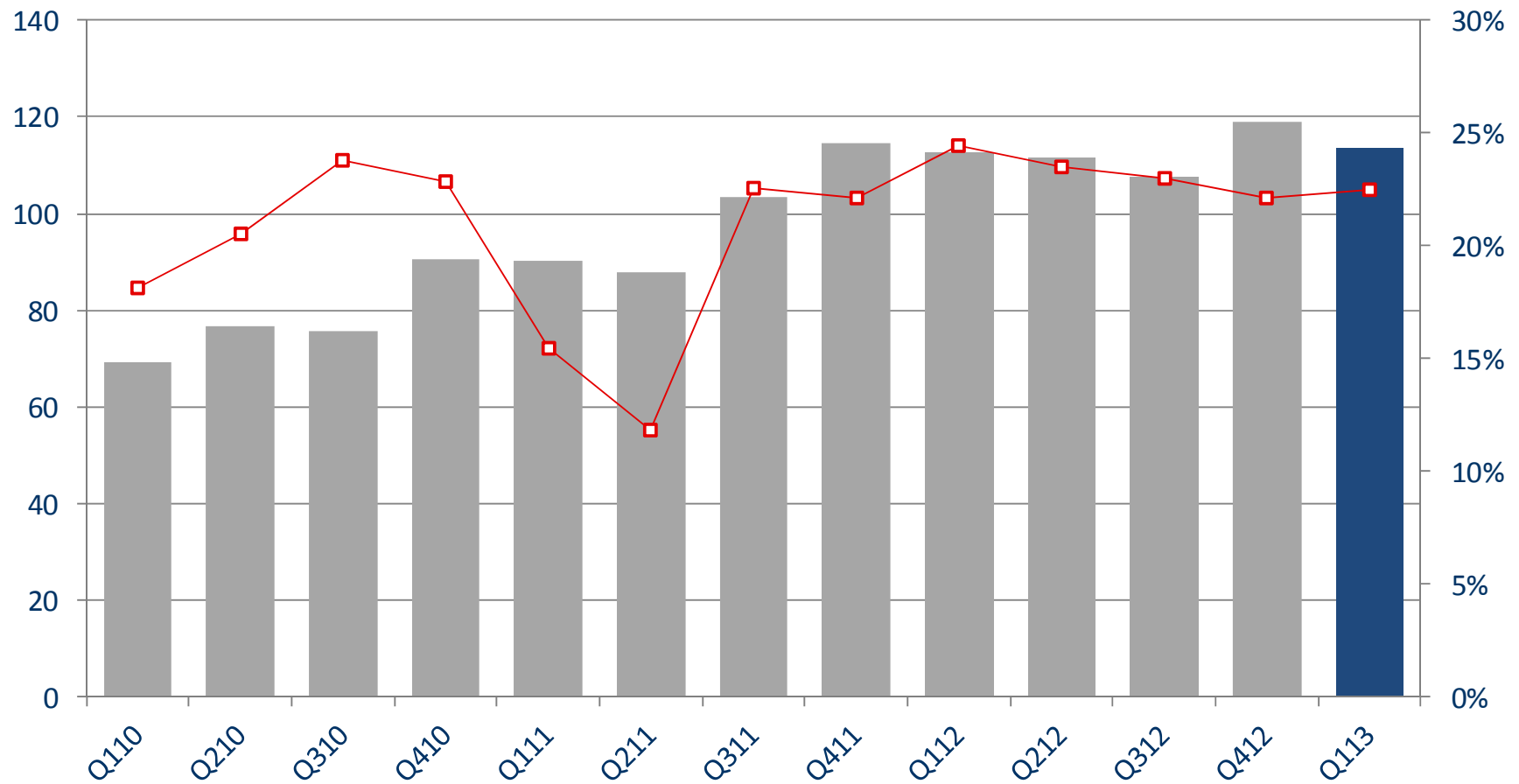
Key figures first quarter 2013

€ M	Q1 13	Q1 12	Change	2012
Revenue	113.5	112.6	1%	450.6
EBITDA	25.5	27.5	-7%	104.8
EBIT	15.7	18.2		64.0
EBT	14.2	11.9		48.2
Net income	10.3	8.7		30.3
EPS (€)	0.21	0.17	20%	0.61
Cash net income*	17.4	15.3		60.0
Cash net income per share (€)	0.35	0.31	15%	1.20

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

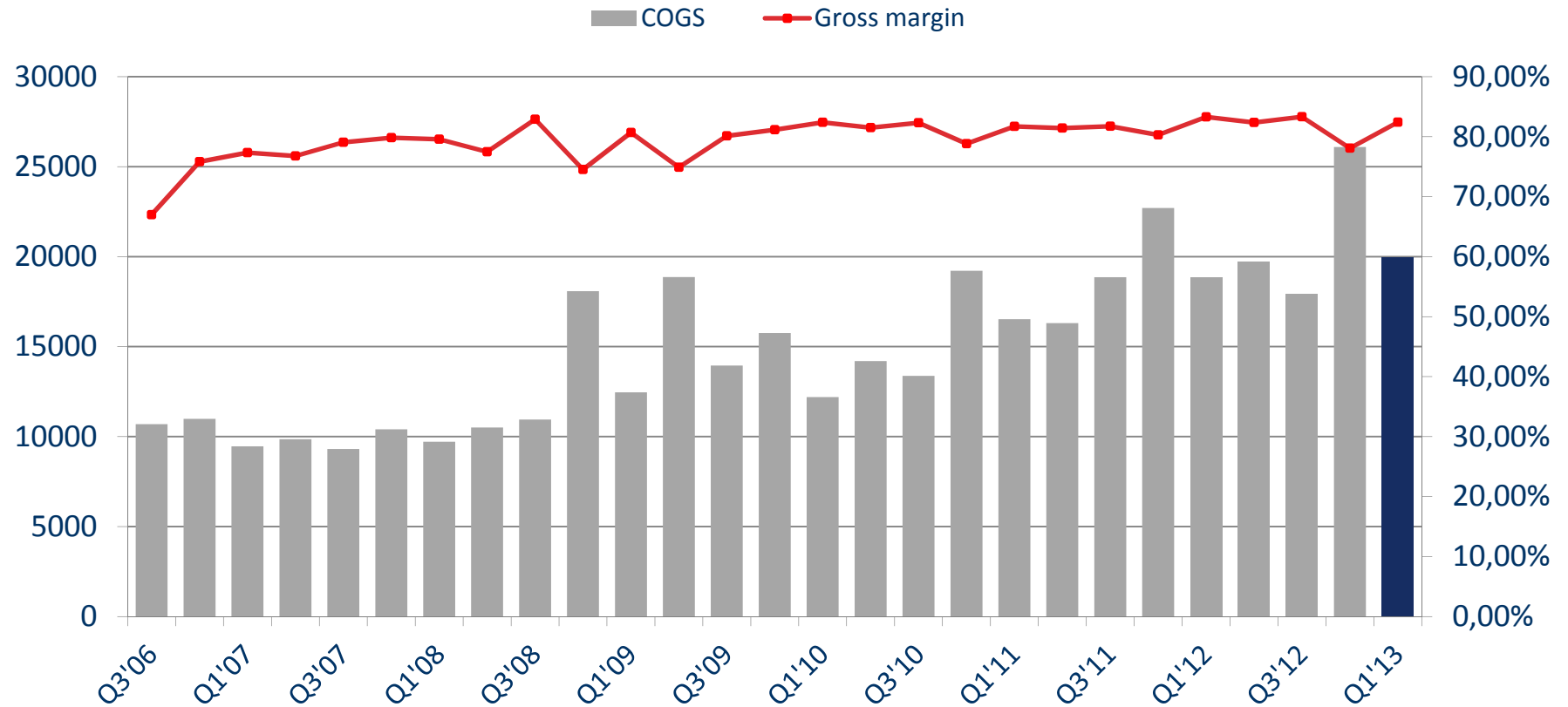
2010 – 2013 per quarter

Revenue (€ M) / profitability (EBITDA%)

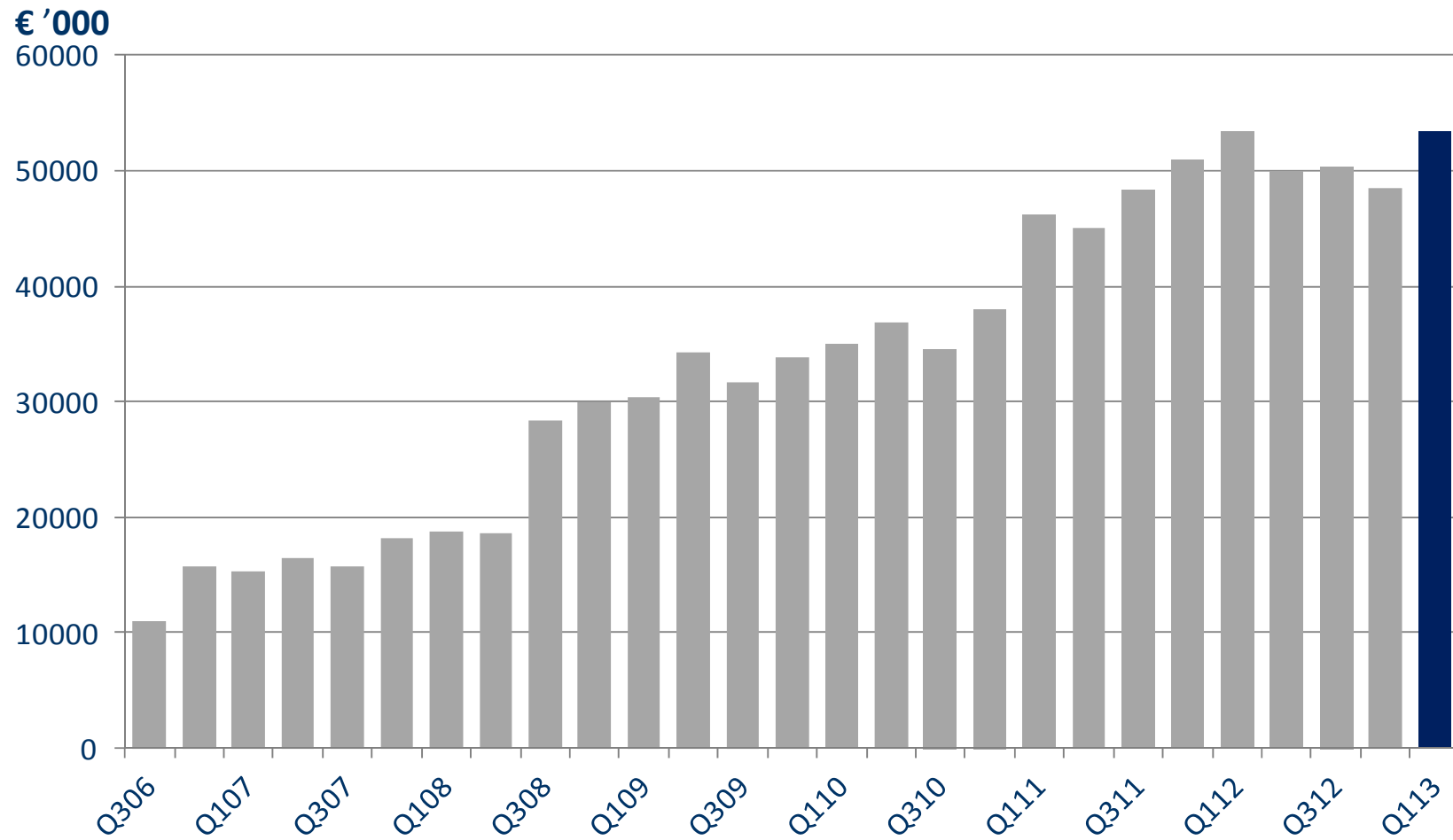


COGS and gross margin

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

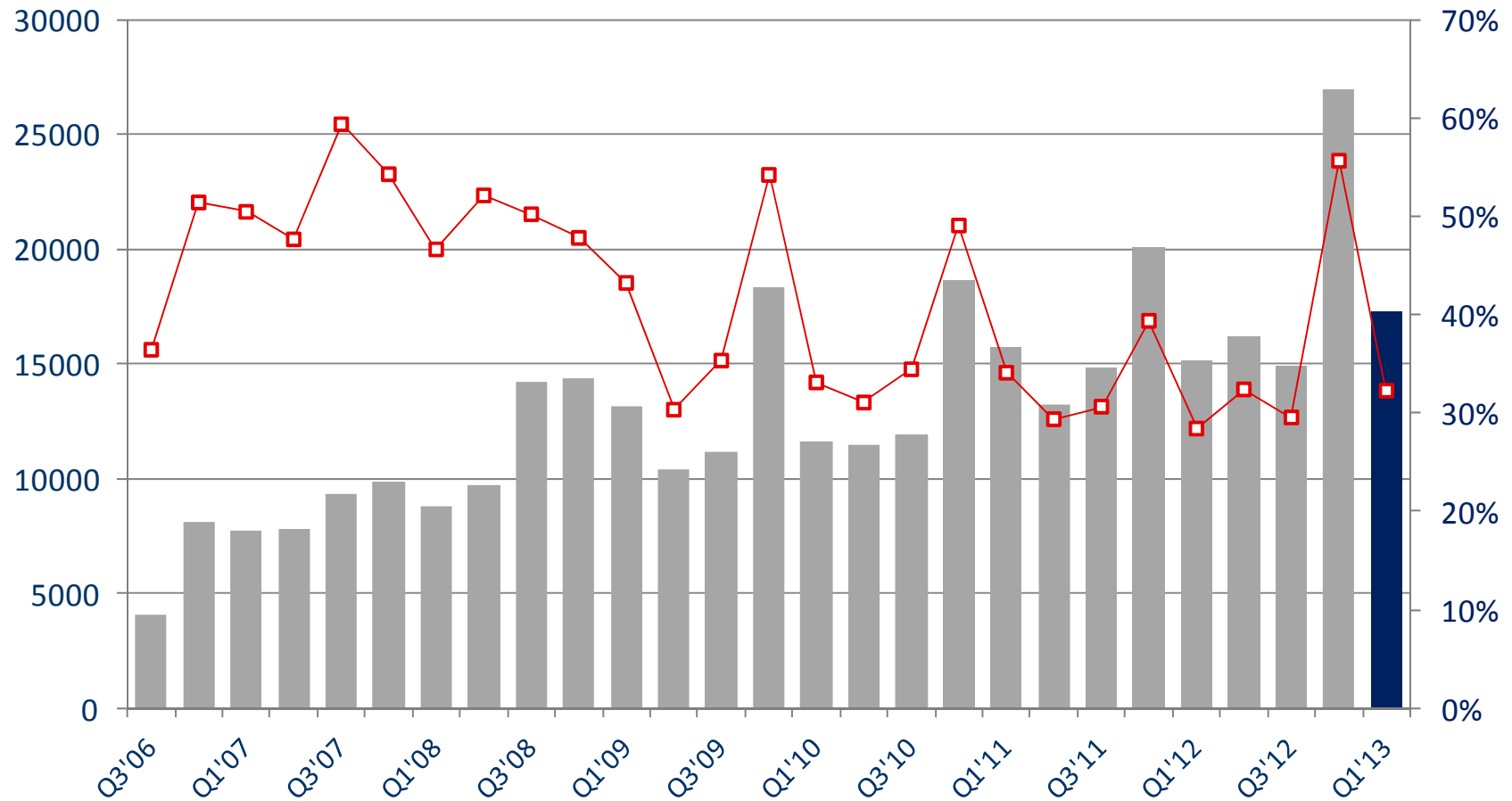


Personnel expenses



Other expenses

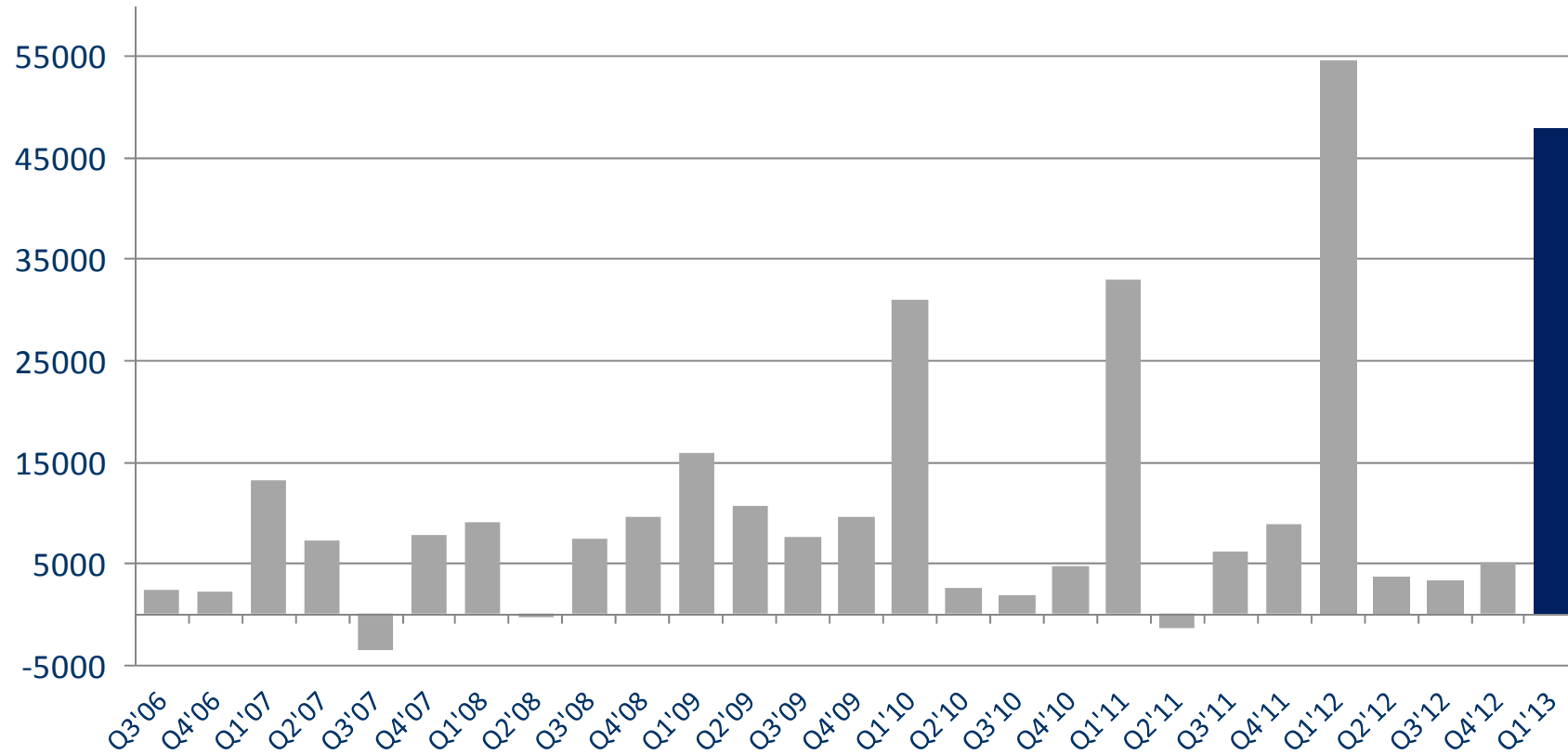
Other expenses (€ '000) / percent of personnel expenses



* Excluding one-off Lauer-Fischer acquisition costs

Operating cash flow

€ '000

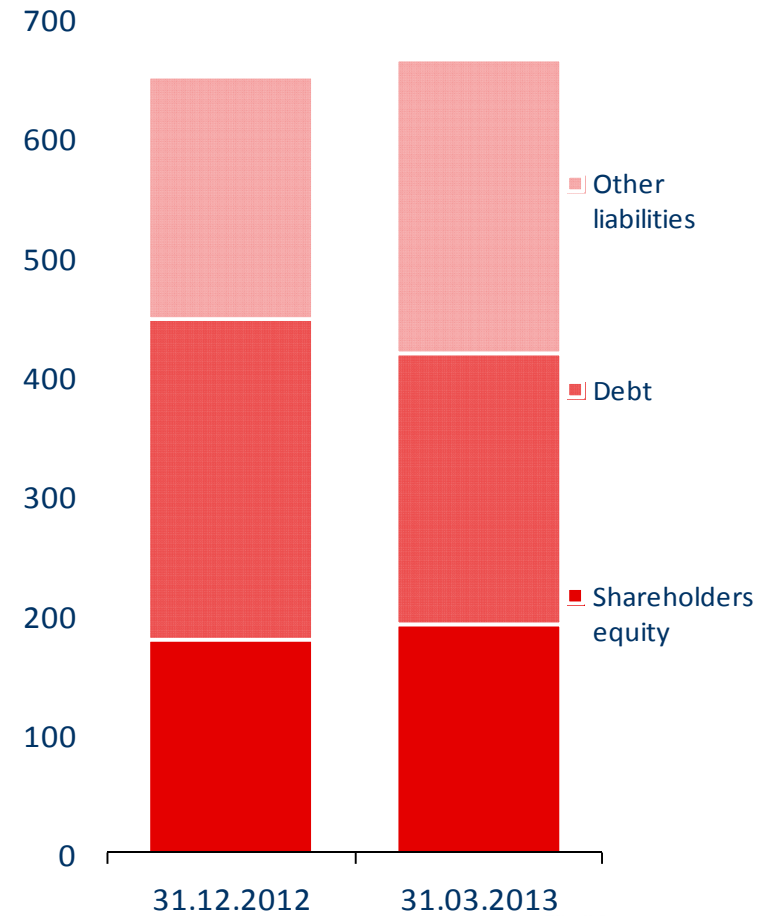
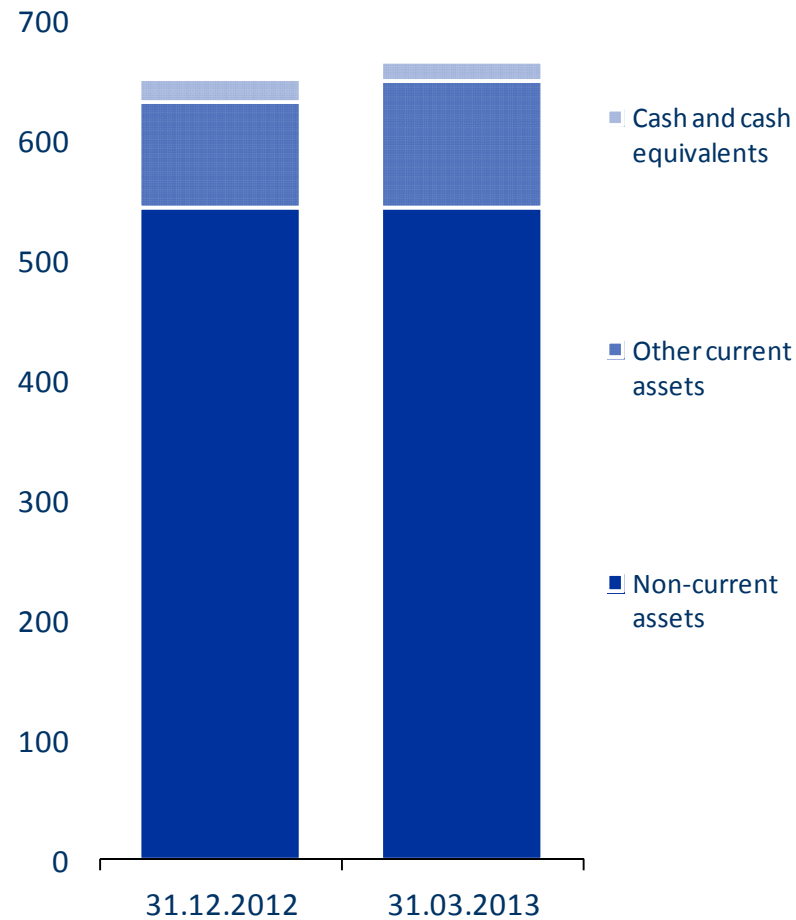


Capital expenditure

€ M	Q1 2013
Company acquisitions	3.2
Purchase of minority interest and past acquisitions	3.0
Capitalized in-house services and other intangible assets	2.7
Office buildings and property	0.1
Other property and equipment	0.6
Sum	9.5

Statement of financial position

€ M



Segments



Health Provider Services I (HPS I)

- Ambulatory Information Systems
- Pharmacy Information Systems

~70% of revenue



Health Provider Services II (HPS II)

- Hospital Information Systems

~17% of revenue

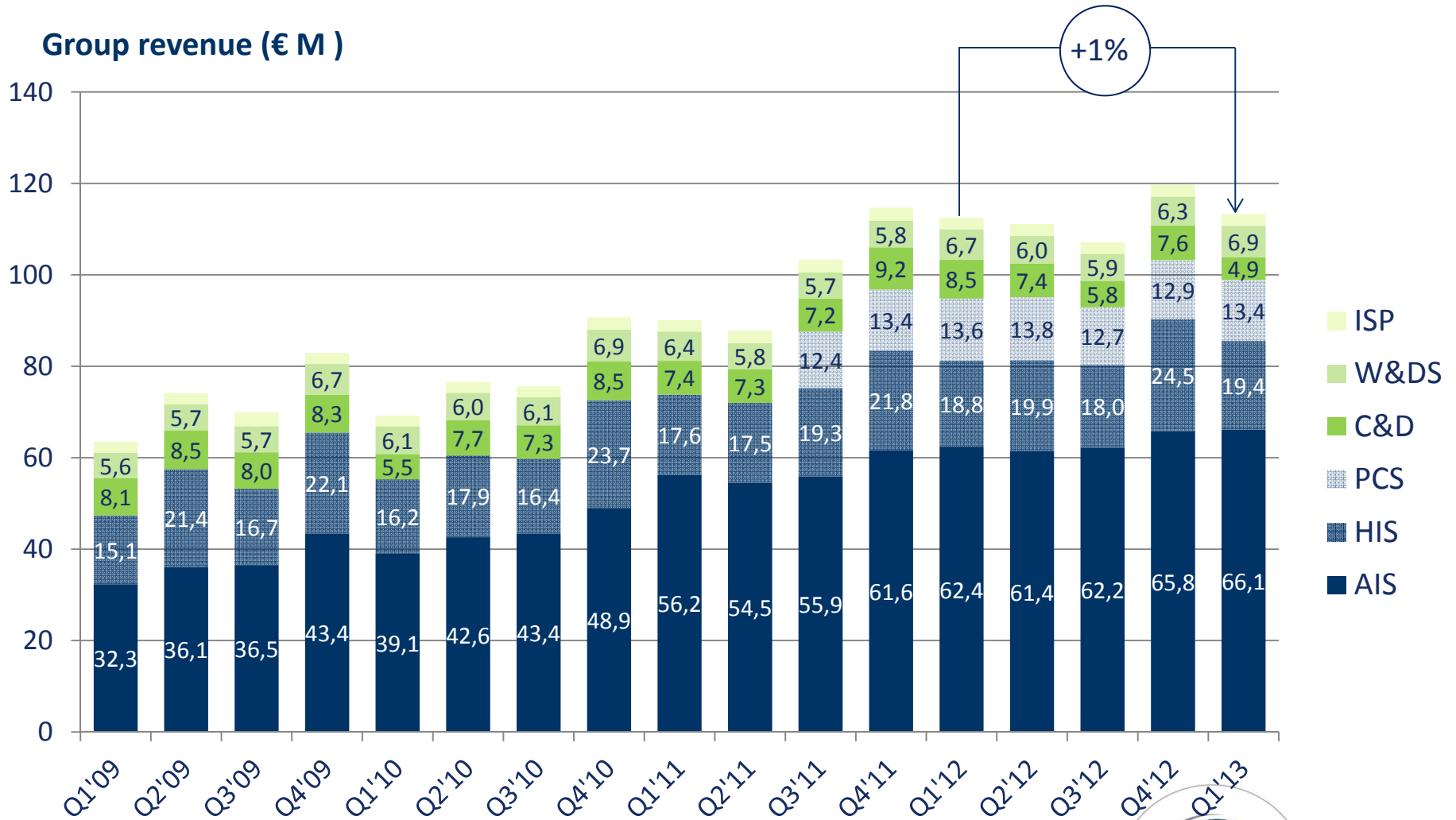


Health Connectivity Services (HCS)

- Communication & Data
- Workflow & Decision Support
- ISP

~13% of revenue

Sequential revenue development



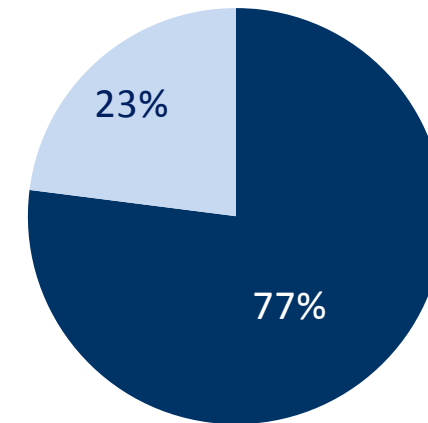
AIS development

	€ M	%
Revenue Q1 2012	62.4	
Acquisitions	0.1	0%
Organic growth	3.6	6%
Revenue Q1 2013	66.1	6%



AIS revenue Q1 2013

100% = 66.1 € M

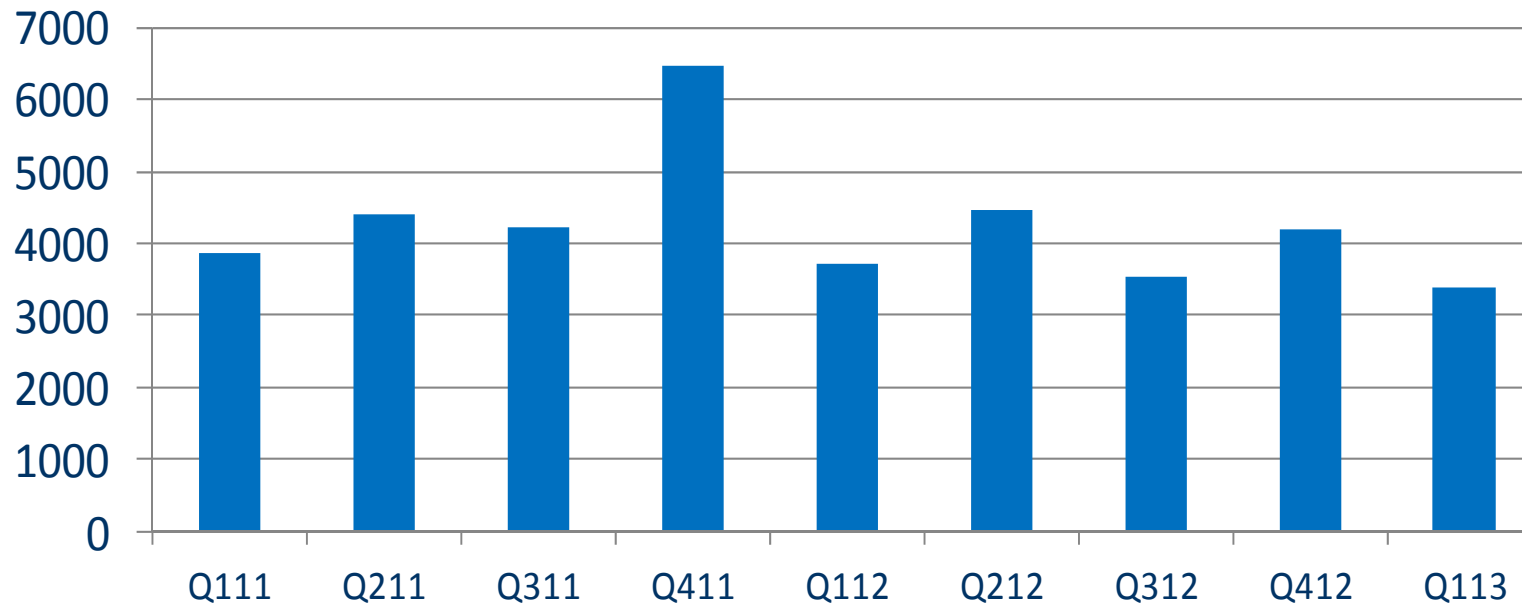


■ Recurring service fees ■ Non-recurring sales

- 10 percent organic growth in European AIS business
- Revenue in the US was EUR 10.0 million (USD 12.2 million), down from EUR 11.4 million (USD 14.7 million) in Q1 2012

US development – 1st quarter 2013

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



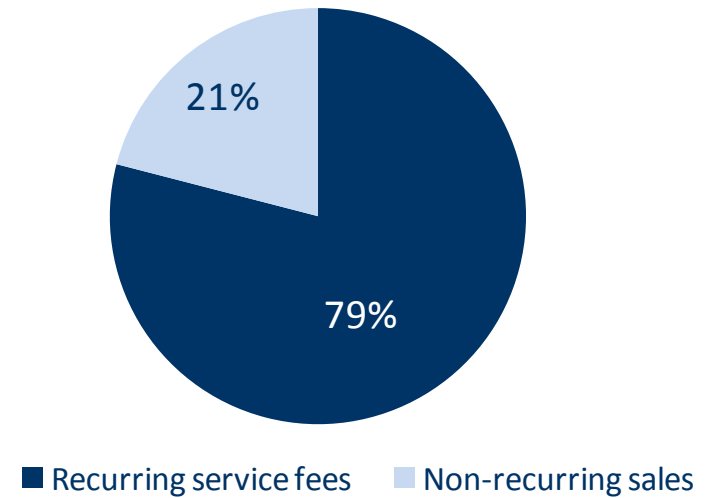
- Focus on restructuring, quality and efficiency improvements last 2 years
- To emphasize growth: Management change in April with Dr. Norbert Fischl as new Senior Vice President for North America.

PCS development

	€ M	%
Revenue Q1 2012	13.6	
Acquisitions	0	
Organic growth	-0.2	-1%
Revenue Q1 2013	13.4	



PCS revenue Q1 2013
100% = 13.4 € M



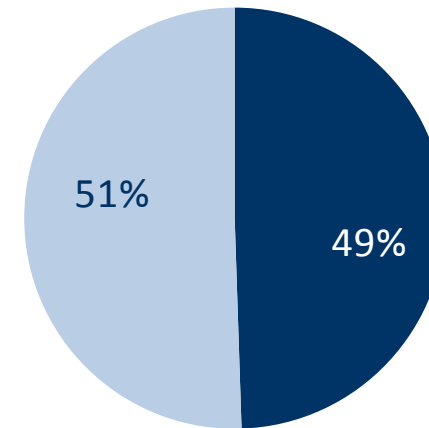
- The underlying growth in PCS is as expected
- The lower revenue is mostly due to the termination of a non-pharmacy cooperation contract in September 2012

HIS development

	€ M	%
Revenue Q1 2012	18.8	
Acquisitions	0	
Organic growth	0.6	3 %
Revenue Q1 2013	19.4	3 %



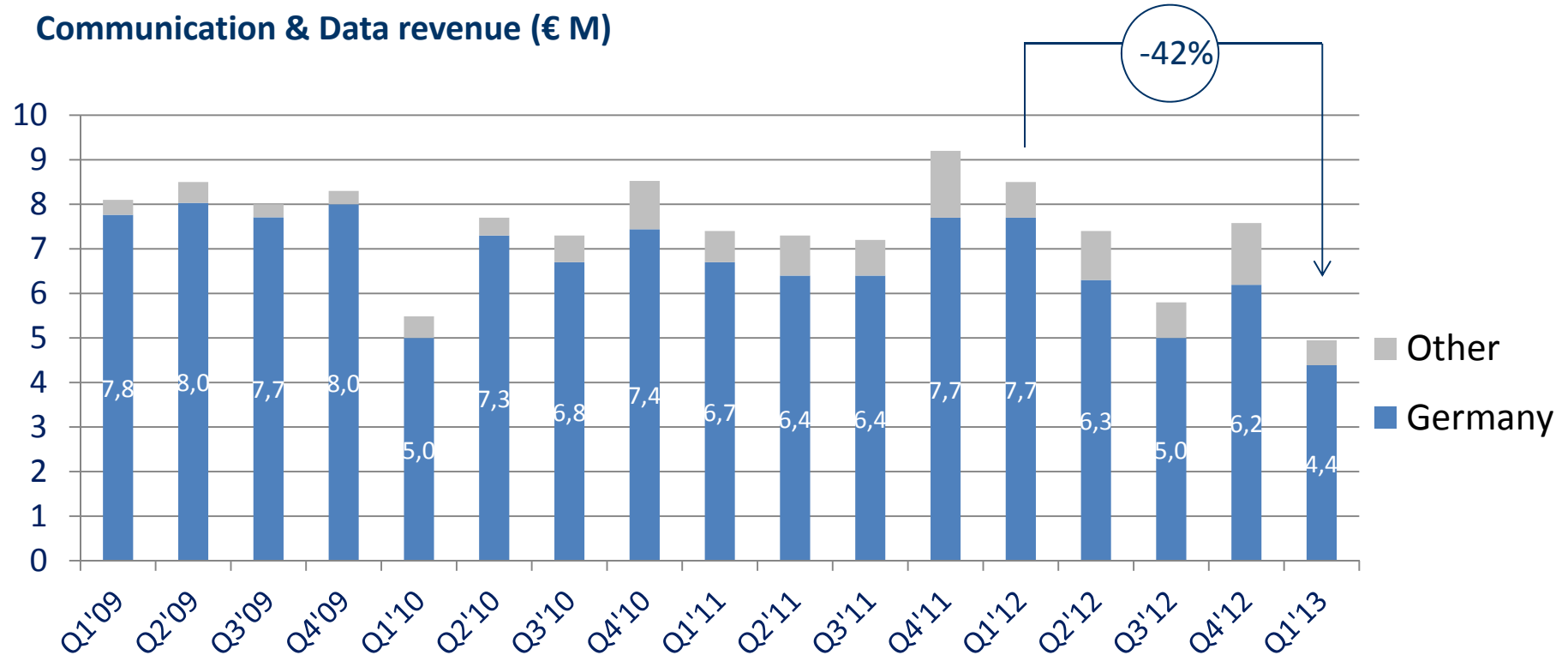
HIS revenue Q1 2013
100% = 19.4 € M



■ Recurring service fees ■ Non-recurring sales

- Overall, it has been a good start to the year in the hospital business
- Slightly lower short-term revenue than expected due to a scheduled product launch in German social care being pushed into Q2 and some projects in Switzerland with a later start-up date than originally planned.

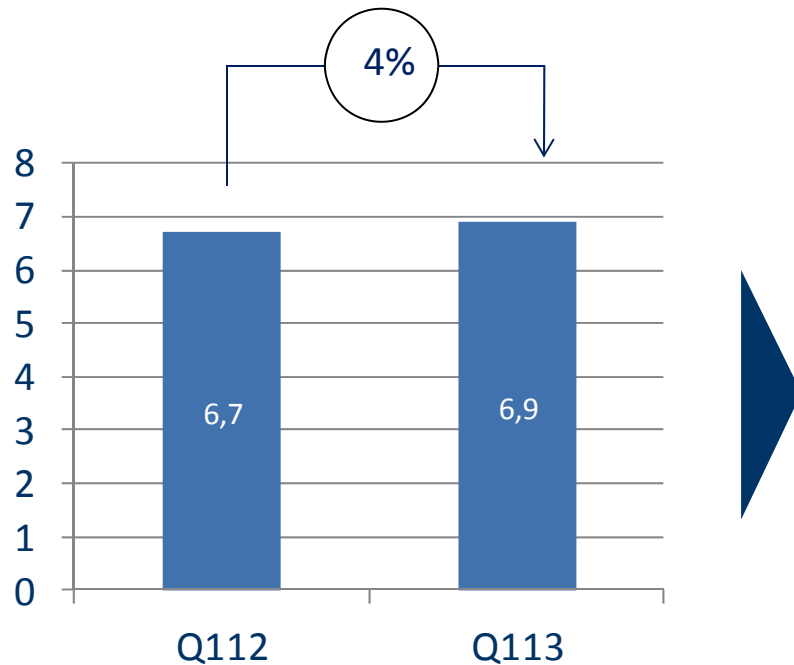
Communication & Data development



- Weak demand from generics companies (few drugs coming off patent, especially compared to Q1 last year)
- New KBV software certification rules

Workflow & Decision Support development

Workflow & Decision Support revenue (€ M)



- Business development in the Workflow & Decision Support area continues with new contracts gradually coming on stream during 2013.
- Revenue from drug database (IPC3) expected to grow sequentially.

Outlook

- CompuGroup Medical delivered lower than anticipated revenue and profitability for the first quarter 2013.
- Despite this start, the on-going growth initiatives have produced an improved order backlog compared to last year and a significant pipeline of opportunities.
- Gradual improvement expected over the remaining three quarters of 2013.

Guidance 2013 reaffirmed

- CompuGroup Medical reaffirms the outlook for 2013 presented in the 2012 Annual Report:
 - Revenue is expected to be in the range of EUR 470 million to EUR 490 million
 - Operating income (EBITDA) is expected to be in the range of EUR 115 million to EUR 125 million
- The guidance for 2013 represents management's best estimate of the market conditions that will exist in 2013 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 2013

Financial calendar 2013

May 3, 2013	Interim report Q1 2013
May 15, 2013	Annual General Meeting, Koblenz
August 8, 2013	Interim report Q2 2013
November 20, 2013	Interim report Q3 2013 Analyst conference

Q&A session

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

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