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IR PRESENTATION

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Digitization & Interoperability

along the patient journey
while **protecting**
medical data and infrastructure

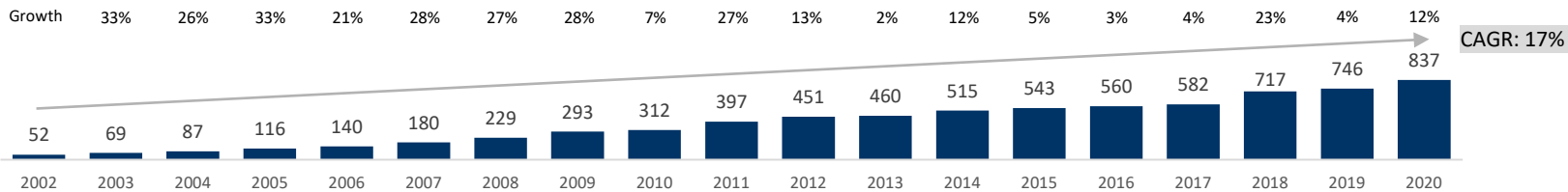
Servicing the entire healthcare ecosystem, we are ideally positioned for growth

	AIS – Ambulatory Information Systems 45%	HIS – Hospital Information Systems 22%	CHS – Consumer & Health Management 19%	PCS – Pharmacy Information Systems 14%
REV SHARE				
CUSTOMERS	Doctors (GPs, specialists), therapists, nurses...	Hospitals (acute, post-acute), laboratories	All healthcare participants, pharma & insurance companies, patients	Pharmacies
MARKET POSITIONS	#1 Germany, France, Austria, Czech Republic, Sweden, Denmark #2 Italy, Belgium, Norway #3 Slovakia, Netherlands #4 USA	#2 D-A-CH #2 Spain (public hospitals) #2 Poland #1 Sweden	#1 2 Frontrunner in Telematics Infrastructure (TI)	#1 Italy #4 Germany
GROWTH DRIVERS (mid-term)	DIGITIZATION & REGULATORY INITIATIVES			
	Additional modules & functionalities Patient portals & telemedicine (Clickdoc) US synergies & scale effects	Rollout of G3 platform Hospital Future Act (Germany) P1 project (Poland)	TI: new user groups & modules Data services Patient portals	Additional modules & functionalities G3 rollout

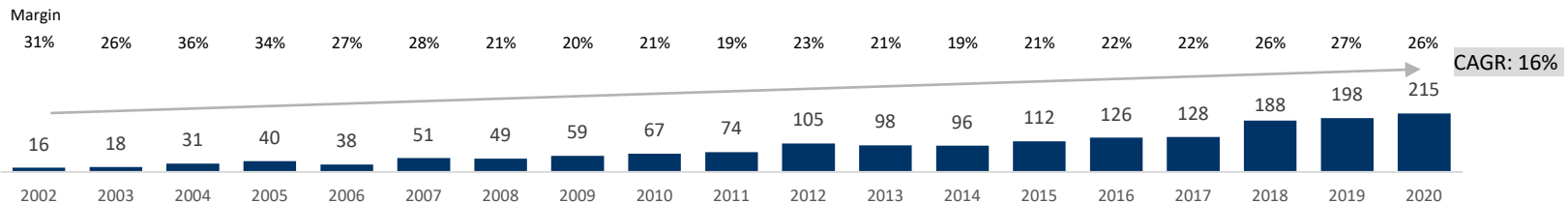
Excellent long-term financial track record



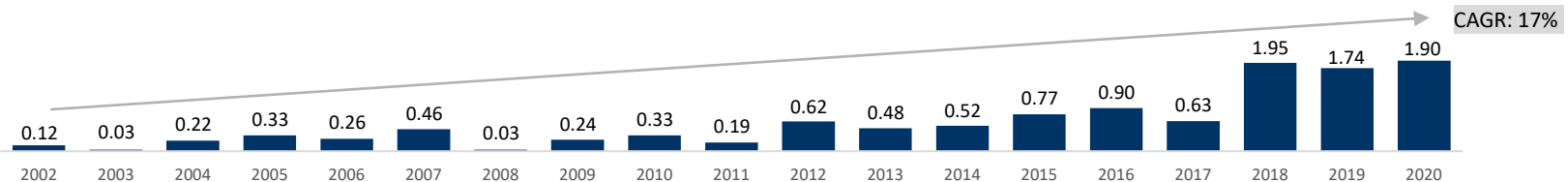
Revenue in €m



EBITDA in €m



EPS in €



EBITDA and eps adjusted for 2011, 2014, 2018, 2019, 2020.

CompuGroup Medical at a glance – Key financials FY 2020

Revenues

€837m

+12% yoy
+4% organic



EBITDA (adj.)

€215m

26% margin



EPS (adj.)

€1.90

+9% yoy



FCF

€95

+41% yoy



TSR

19%

CAGR 2016-20



Segment revenues

AIS
€375m

+2% organic



HIS
€187m

+3% organic



CHS
€158m

+15% organic



PCS
€117m

0% organic



Segment EBITDA (adj.)

AIS
€118m

31% margin

HIS
€32m

17% margin

CHS
€48m

31% margin

PCS
€34m

29% margin

Other €-17m

Key ratios

63% of revs recurring

18% of revs R&D expenses

FY 2021 guidance

Revenues
€1,000m - €1,040m

EBITDA (adj.)
€210m - €230m

Regulatory tailwind in a number of countries



GERMANY

- Hospital Future Act
- Telematics Infrastructure



AUSTRIA

- Electronic patient file ELGA



FRANCE

- Segur de la Santé
- Electronic patient file



EUROPE

- MedMij in the Netherlands
- P1 project in Poland
- ...

INVEST 2021 – Accelerating organic growth to drive digitization momentum



AIS business

Enhancing existing services for physicians with **new modules** and **functionalities**, as well as new revenues from **patient portals** such as CLICKDOC



US business

After the merger with eMDs – **synergistic growth** from our strong position **revenue cycle management (RCM)** and **electronic data interchange (EDI)**



HIS business

Market penetration of our **G3 platform** as well as business from **government digitization programs** for hospitals



Telematic infrastructure

Expansion of **user groups**, extension of **existing licenses** (connector upgrade) and the introduction of **additional application modules**



Innovative data services

ie. "Therafox" and **real-time evaluation** for diagnostics, therapy and medication

Mid-term ambitions



**Organic
revenue growth
of $\geq 5\%$ p.a.**



**Increasing
EBITDA margin**



**Increasing share of
recurring revenues
to $> 70\%$**

Successful track record excellent base for next S-curve

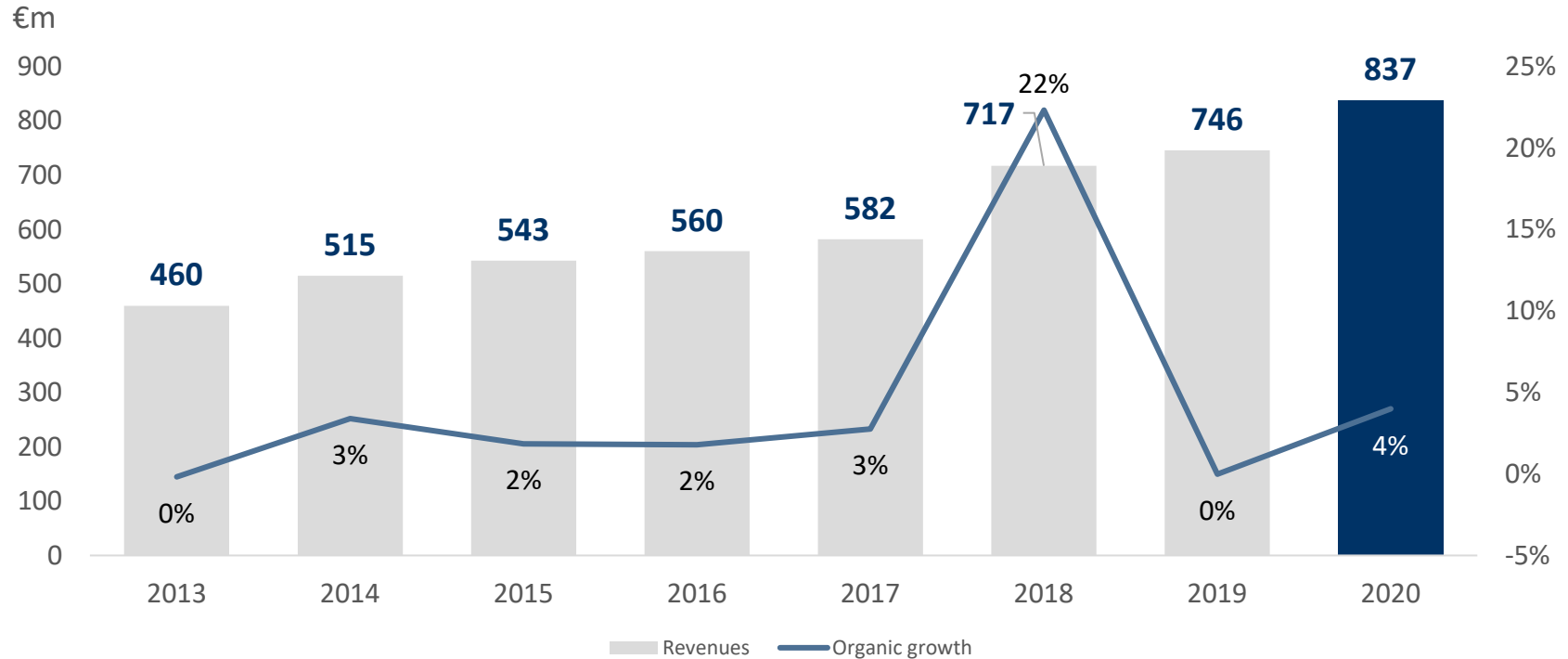
**NOBODY SHOULD
SUFFER OR DIE
BECAUSE
AT SOME POINT
MEDICAL
INFORMATION
WAS MISSING**

- ▶ **Strong market positions**
- ▶ **Technology leadership**
- ▶ **On-top Investments** in user experience and interoperability
- ▶ **Increasing organic growth** momentum with **>60% recurring revs**
- ▶ **Propelling EBITDA growth with high margins**
- ▶ **Strong cashflow** profile driving TSR and payout
- ▶ Excellent track record in **value enhancing M&A**

APPENDIX

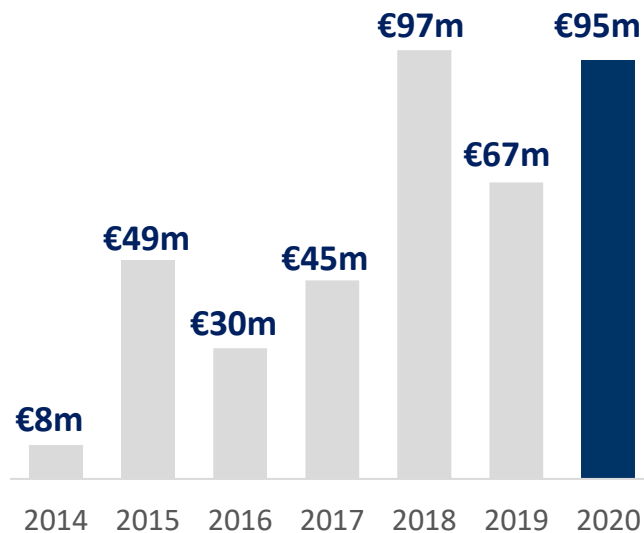


CGM on the verge of accelerating organic growth from low to mid single digit

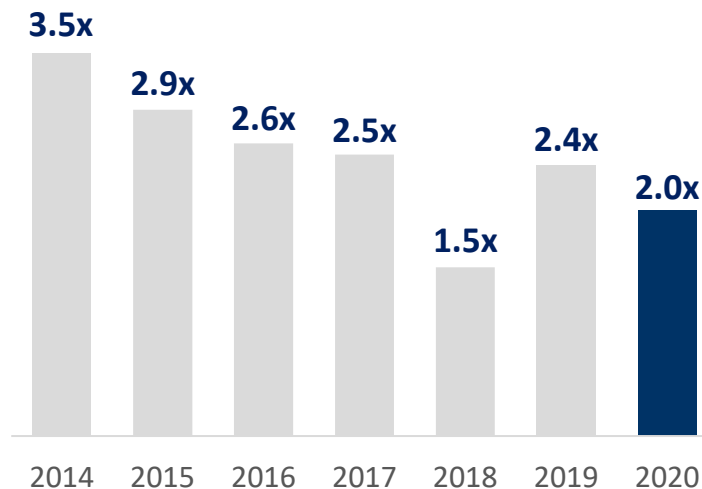


Strong free cashflow and fast deleveraging post major acquisitions

Free cashflow



Leverage¹⁾



¹⁾ Leverage = Net debt (liabilities to banks and financial liabilities (incl. leasing liabilities according to IFRS 16) ./ cash and cash equivalents (with the exception of accounts under third-party management)) / EBITDA adjusted/pro forma (LTM) plus pro rata EBITDA of newly acquired companies



* 1,000 – 1,040 €m

Guidance 2021 – Other KPIs

Organic growth	4 – 8	group revenues, in %
Recurring revenue	> 60	in % of total revenues
Adj. EPS	1.70 – 1.95	diluted, in €
CAPEX	70 – 80	in €m
FCF	> 80	in €m

Guidance reflects management's best estimate based on the currently available information, particularly with regard to COVID-19 and the further rollout of Telematics Infrastructure.

2021 Revenue guidance – Segments

Revenues, €m

AIS	485 – 500	excluding TI, including 12 months eMDs
PCS	115 – 120	excluding TI
HIS	240 – 250	including full year impact of large FY20 acquisition
CHS	160 – 170	including TI

Quarterly phasing (FY 2021 guidance unchanged)

- Gradual build-up of revenue expansion throughout the year
 - Growth initiatives accelerating quarter by quarter
 - Hospital Future Act benefits expected to start after summer
 - Ramp-up of patient journey and IT security initiatives step by step
 - TI upgrade (PTV4) expected in HY2
- Front-loaded cost impact of investments with growth benefits well beyond 2021



EBITDA ramp-up throughout the year (HY1 margin < HY2 margin)

Q2 with hiring catch-up margin impact & free cash flow dip

Share buyback program 2021

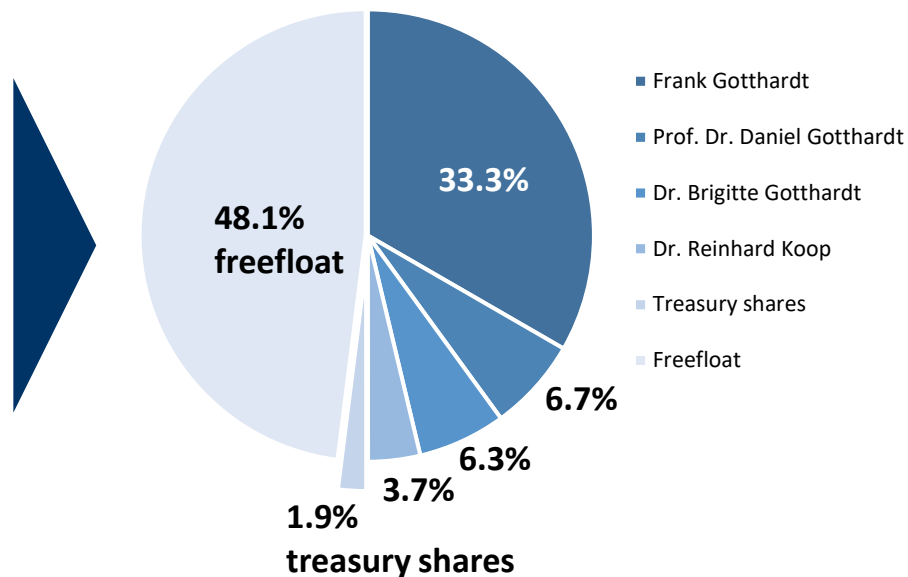
Share buyback February 25 – April 29, 2021

- 1,000,000 treasury shares
- 1.9% of outstanding shares
- €71.25 volume weighted average share price
- €71.3m total volume

Thereof in Q1/2021

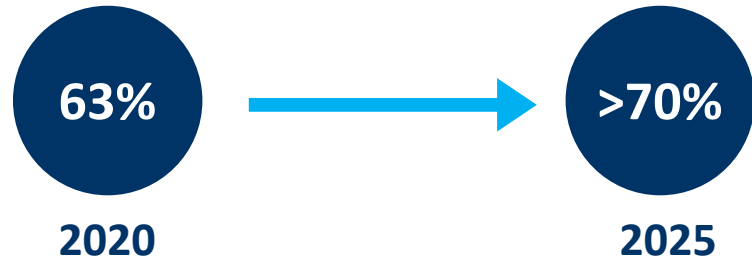
- 620,667 treasury shares
- 1.2% of outstanding shares
- €69.80 volume weighted average share price
- €43.3m total volume

Shareholder structure (April 30)



Transition to SaaS / subscription improving future revenues and margins

Recurring revs share



Revenue impact



- Discounted **value of SaaS/subscription** higher than corresponding one-off license
- Improved **customer retention** and lower upfront entry barrier
- **Transition impact limited:**
 - Large long-term recurring customer base
 - HIS biz not affected
 - Transition planned over next 3-5 years
- From 2025 onwards **revenue acceleration** with **higher recurring revenue share** and **better margins**

FINANCIALS

Q1/21



Q1 – An excellent start into 2021



€229m
(+25%yoy)

Revenue



69%
(+2ppt)

Recurring
rev share



+5%
(+3ppt)

Organic
growth



€47m
(+7%yoy)

Adj.
EBITDA



20%
(-4ppt)

Margin



€0.33
(PY: €0.34)

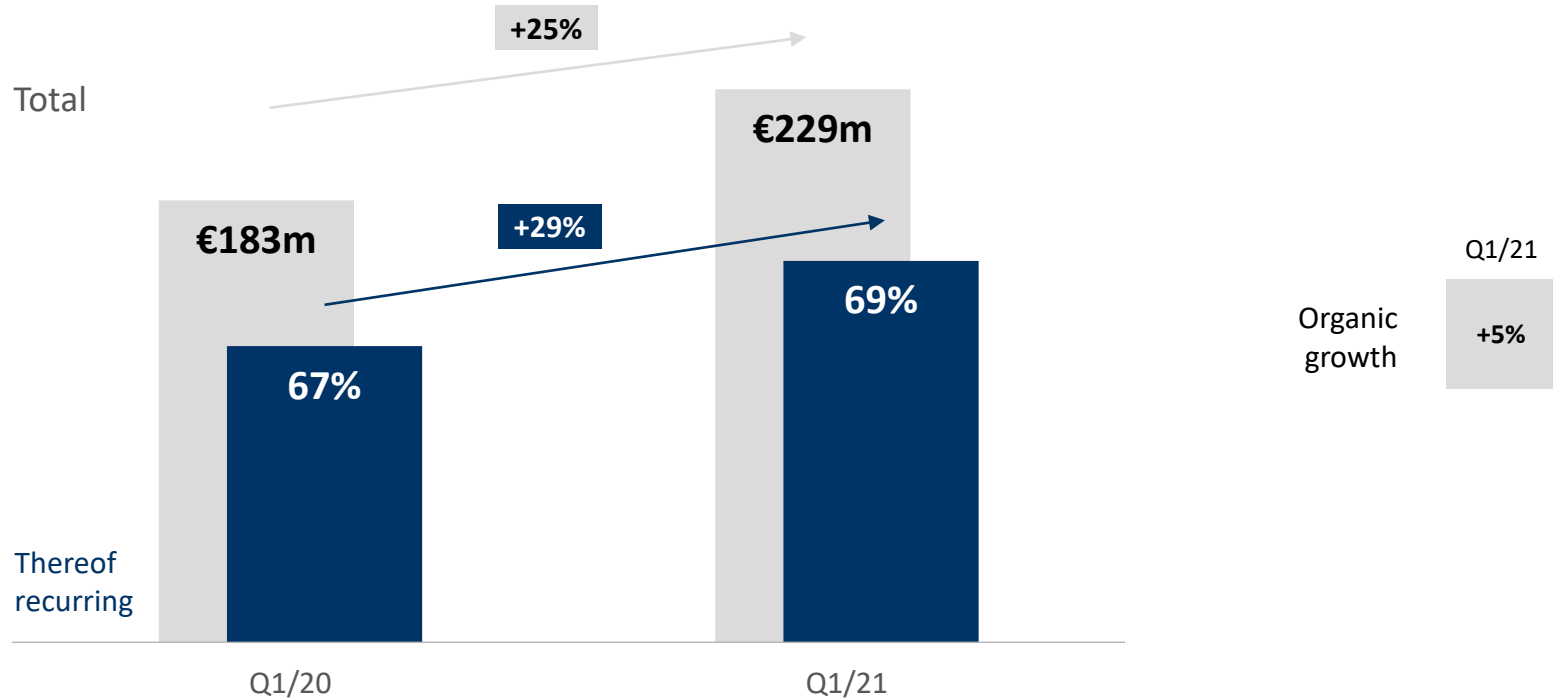
Adj. EPS



€70m
(PY: €51m)

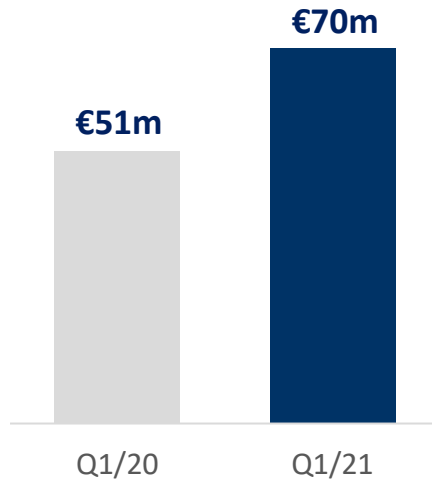
FCF

Q1/2021 – Double-digit revenue growth driven by acquisitions

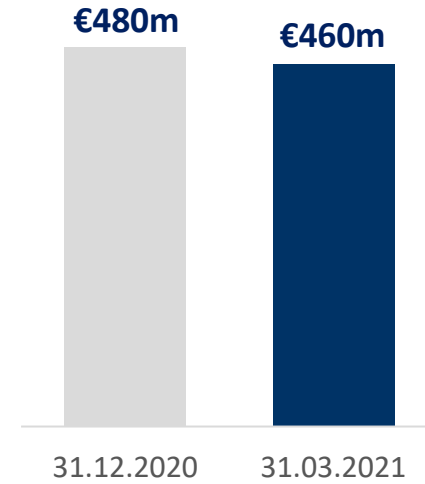


Excellent free cash flow headstart improving net debt despite share-buy back

Free cash flow



Net debt



Leverage¹⁾ 2.0x 2.0x

¹⁾ Leverage = Net debt (liabilities to banks and financial liabilities (incl. leasing liabilities according to IFRS 16) ./ cash and cash equivalents (with the exception of accounts under third-party management)) / EBITDA adjusted/pro forma (LTM) plus pro rata EBITDA of newly acquired companies

Invest to grow 2021 – Successful kick-off

MILESTONES Q1/2021

- User experience & platform modernization
- ✓ **CLICKDOC calendar tool ready for rollout**
- Modularization & interoperability
- ✓ **TI connector upgrade on track for HY2/2021**
- Next generation G3 / SaaS based products
- ✓ **First cloud-based system launched in Italy**
- IT security offerings
- ✓ **Doctors communication tool (KIM) rollout gaining traction**
- Marketing, sales & distribution
- ✓ **Expanding sales & service force**

Q1/2021

R&D expenses up yoy

from **€36m**

to **€45m**

at **~20%** of revs

Q1/2021 Segments

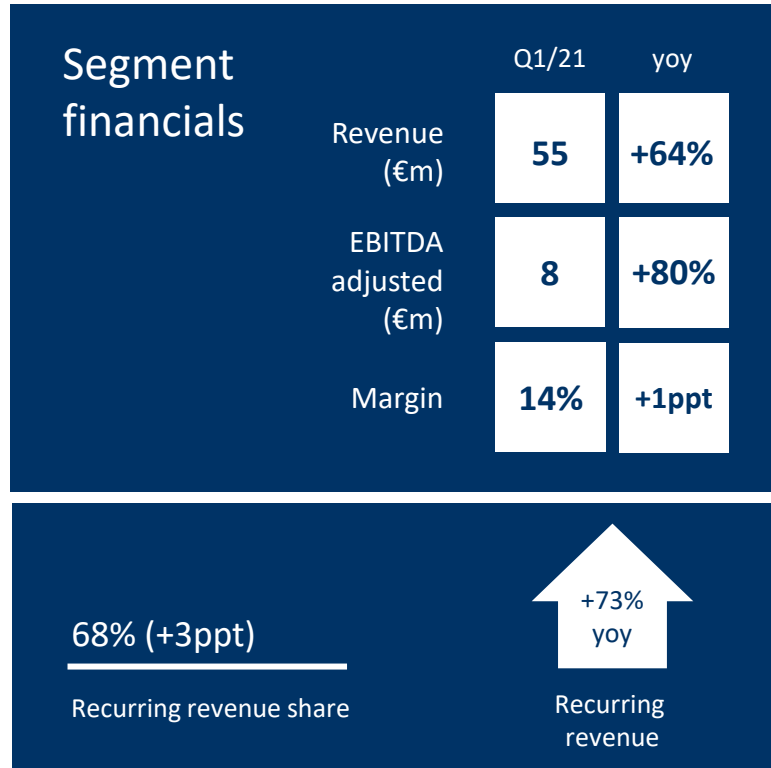
Group	Group		AIS		HIS		CHS		PCS	
	Q1/21	yoy	Q1/21	yoy	Q1/21	yoy	Q1/21	yoy	Q1/21	yoy
Revenue (€m)	229	+25%	112	+18%	55	+64%	34	+33%	28	-3%
EBITDA adjusted (€m)	47	+7%	30	+9%	8	+80%	5	+6%	8	-10%
Margin	20%	-4ppt	26%	-3ppt	14%	+1ppt	15%	-4ppt	29%	-2ppt
Revenue share			49 %		24 %		15 %		12 %	

Segment financials	Q1/21	yoy
Revenue (€m)	112	+18%
EBITDA adjusted (€m)	30	+9%
Margin	26%	-3ppt

77% (+4ppt)	+25% yoy
Recurring revenue share	Recurring revenue

Q1/21 yoy

- **Revenues** up +18% due to US acquisition
- **Organic** development -1%, against strong +10% in PY (Win 10 boost) and COVID-19 impact in 2021
- Acquisition strengthens **recurring revenue** profile, now 77% of total revs and up +25% yoy
- **Adjusted EBITDA** impacted by increased investments into R&D, sales & service
- **EBITDA margin** additionally impacted by lower margin of newly consolidated US business



Q1/21 yoy

- Strong **revenue** increase of +64% due to assets acquired from Cerner
- **Organic** revenues +8% mainly driven by positive business development in Germany
- **Recurring revenues** up +73% due to acquisition, representing 68% of total revs
- **EBITDA margin** at 14% slightly above PY margin despite increasing R&D investments

Segment financials		Q1/21	yoy
Revenue (€m)		34	+33%
EBITDA adjusted (€m)		5	+6%
Margin		15%	-4ppt


43% (-7ppt)	
Recurring revenue share	

	+14% yoy
Recurring revenue	

Q1/21 yoy

- **Organic** revenue growth of +34% driven by TI rollout and data solutions
- +9% **organic growth ex TI growth**, driven by excellent data business (intermedix)
- **Recurring revenue profile** impacted by TI rollout with high one-off revs in Q1/21
- **Adj. EBITDA margin** impacted by higher hardware revs (TI) & growth investments

Segment financials		Q1/21	yoy
Revenue (€m)		28	-3%
EBITDA adjusted (€m)		8	-10%
Margin		29%	-2ppt

71% (+4ppt)	 +3% yoy
Recurring revenue share	
	Recurring revenue

Q1/21 yoy

- **Organic** revenues down by -3% against strong +5% in PY (Win 10 & 2019 backlog)
- Recurring revenues up +3% and now 71% of total revs (+4ppt due to less hardware sales)
- **Adjusted EBITDA** down by -10% due to increased investments (mostly G3)

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