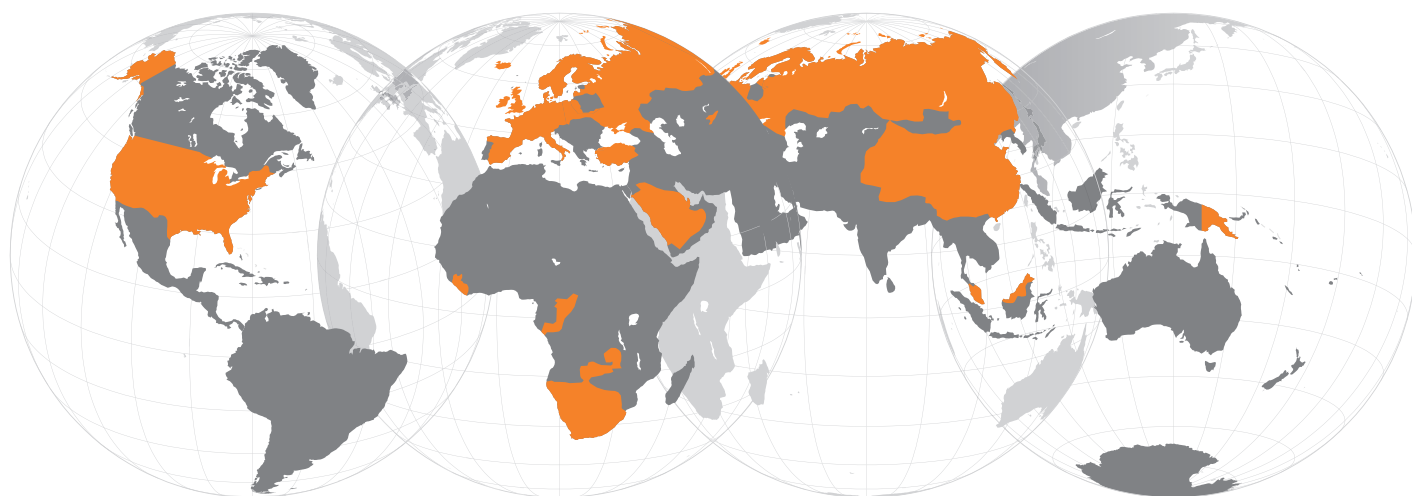


CompuGroup Medical AG

Financial Report

1 January - 31 December 2012

- preliminary and unaudited -



Synchronizing Healthcare



**CompuGroup
Medical**

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The preliminary results are based on unaudited financial information and on preliminary information reviewed by the management to date. These results remain subject to the completion of the CompuGroup Medical accounting closing process, and approval by the Supervisory Board. The company will provide its audited fourth quarter and full year 2012 results on Thursday, 28 March 2013.

KEY EVENTS

- + Goals reached for 2012
- + Full year revenue of EUR 451 million and EBITDA of EUR 105 million, corresponding to 13 percent growth (4 percent organic growth) and 23 percent operating margin (18 percent in 2011)
- + Fourth quarter revenue of EUR 120.1 million, an increase of 4 percent compared to the same period in 2011
- + Operating profit (EBITDA) of EUR 28.6 million, an increase of 13 percent compared to the same period in 2011
- + Fourth quarter operating margin of 24 percent, up from 22 percent last year
- + CompuGroup Medical offers the following guidance for 2013:
 - 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

FINANCIAL REVIEW

Revenue

Revenue in the fourth quarter of 2012 was EUR 120.1 million compared to EUR 115.2 million in the same period in 2011. This represents an increase of 4 percent, of which 1 percent is organic growth and 3 percent is growth from acquisitions.

In the HPS segments, revenue was EUR 104.0 million compared to EUR 96.9 million in the fourth quarter of 2011. For Ambulatory Information Systems (AIS), revenue grew 7 percent year-on-year, of which 2 percent is organic growth and 5 percent is growth from acquisitions. The relatively low fourth quarter organic growth rate in AIS is due to special market opportunities last year in the German dental business which did not repeat in 2012, as well as some larger deliveries in the US being pushed into 2013.

For Hospital Information Systems (HIS) it has been a strong finish to the year with 12 percent year-on-year organic growth in the fourth quarter. The positive seasonal uplift was particularly pronounced in the markets in Poland, Austria and Switzerland.

For Pharmacy Information Systems (PCS), the organic revenue growth was 2 percent year-on-year in the fourth quarter.

HPS revenue development (including acquisitions and currency effects):

EUR m	01.10-31.12 2012	01.10-31.12 2011	Change	01.01-31.12 2012	01.01-31.12 2011	Change
Ambulatory Information Systems	65.9	61.7	7%	251.9	228.2	10%
Hospital Information Systems	24.5	21.8	12%	81.2	76.2	7%
Pharmacy Information Systems	13.7	13.4	2%	53.0	25.8	105%
SUM	104.0	96.9	7%	386.0	330.2	17%

In the HCS segment, revenue was EUR 16.6 million compared to EUR 17.9 million in the fourth quarter of 2011. This represents a decrease of 7 percent. Revenue in Communication & Data contracted -17 percent, from EUR 9.2 million in the fourth quarter of 2011 to EUR 7.6 million in the fourth quarter of 2012. As previously announced, Germany's Federal Association of Statutory Health Insurance Physicians (Kassenärztliche Bundesvereinigung - KBV) changed the regulatory guidelines for certification of physicians' software in Germany beginning 1 July 2012. The new guidelines have put new limitations on advertising which explains the reduction in Communication & Data revenue.

The business volume in Workflow & Decision Support grew 9 percent, from EUR 5.8 million in the fourth quarter 2011 to EUR 6.3 million this year. Business development in the Workflow & Decision Support area continues with new contracts coming on stream in the fourth quarter. Internet Service Provider revenue declined 9 percent from EUR 2.9 million in the fourth quarter of 2011 to EUR 2.6 million in the same period of 2012. The reduction in ISP revenue is due to special revenue generated last year from a roll-out of card-readers for a new data security system delivered to customers in Germany.

HCS revenue development (including acquisitions and currency effects):

EUR m	01.10-31.12 2012	01.10-31.12 2011	Change	01.01-31.12 2012	01.01-31.12 2011	Change
Communication & Data	7.6	9.2	-17%	29.3	31.1	-6%
Workflow & Decision Support	6.3	5.8	9%	24.9	23.7	5%
Internet Service Provider	2.6	2.9	-9%	10.2	10.9	-6%
SUM	16.6	17.9	-7%	64.4	65.7	-2%

Profit

Consolidated EBITDA amounted to EUR 28.6 million compared to EUR 25.4 million in the fourth quarter of 2011. This represents an increase of 13 percent. The corresponding fourth quarter operating margin went from 22 percent in 2011 to 24 percent in 2012.

The fourth quarter 2012 includes the following one-time effects:

- EUR 2.0 million additional non-cash pension provision related to changes in the economic assumptions for defined benefit pension plans (charged to personnel expenses). In the future, such adjustments will be stated directly in equity following mandatory application of IAS 19R beginning in 2013.
- EUR 1.9 million gain from the termination a non-pharmacy cooperation contract within Pharmacy Information Systems (recognized under other revenue).

With a provisional tax calculation, the estimated fourth quarter net income was EUR 12.1 million, up from EUR 4.6 million in 2011. The estimated fourth quarter 2012 cash net income amounts to EUR 18.8 million and cash net income per share of EUR 0.38.

Other events in the quarter

In November, CompuGroup Medical bought the primary care medical records software business 'Cartella Clinica Basic' of DS Medica in Italy for a cash consideration of EUR 1.9 million. With this transaction, about 2,300 additional doctors are added to the customer base in Italy.

In December, a further 12.5 percent of the shares in Lauer-Fischer GmbH were acquired for a cash consideration of EUR 10 million. This transaction leads to a commensurate reduction in purchase price liabilities. After the transaction, CompuGroup Medical owns 87.5 percent of the shares in Lauer-Fischer.

Full year 2012

Consolidated revenue in 2012 was EUR 450.7 million compared to EUR 396.6 million in 2011. This represents an increase of EUR 54.1 million and 13 percent respectively. Acquisitions contribute 9 percent to growth and organic growth was 4 percent, which is also the average organic growth rate over the last 5 years.

Consolidated EBITDA in 2012 amounted to EUR 105.3 million compared to EUR 73.1 million in 2011. This represents an increase of EUR 32.2 million and 44 percent respectively. The corresponding operating margin was 23 percent compared to 18 percent in 2011.

The revenue and EBITDA figures for 2012 are according to the original outlook presented in February 2012.

OUTLOOK

The organic growth rate is expected to be 4-8 percent in 2013. This corresponds to an equal or higher organic growth rate relative to 2012.

The annual software maintenance and other recurring revenue from existing customers is EUR 308 million at the beginning of 2013, compared to EUR 290 million at the beginning of 2012. This corresponds to a 6 percent increase.

Organic growth in the HPS1 segment is expected to be similar to the Group average (4-8 percent), with above average growth in Ambulatory Information Systems and a lower growth rate in Pharmacy Information Systems. The organic growth in AIS primarily stems from new value-added products and services sold to existing customers. A significant amount of groundwork was completed in 2012 to create new growth opportunities in this area for 2013.

Organic growth in the HPS2 segment is also expected to be similar to the Group average (4-8 percent). The order backlog for 2013 is better than one year ago and the relatively positive market for add-on Hospital projects and new clients experienced during 2012 is expected to continue also in 2013.

Organic growth in the HCS segment is also expected to be similar to the Group average (4-8 percent). Within Communication & Data, the new regulatory guidelines in Germany are expected to lead to a revenue decline in 2013 compared to 2012. The positive developments experienced in Workflow & Decision Support towards the end of 2012 are expected to continue in 2013 and this business area is expected to grow above the Group average in 2013. Internet Service Provider revenue is also expected to grow above the Group average, especially in Germany where activities related to the Telematik Infrastructure may commence towards the end of the year.

Acquisitions completed to date are not expected to have a material effect on revenue in 2013.

Because of the scalable nature of the CompuGroup's business, the revenue coming from organic growth in 2013 is expected to give a high incremental operating profit contribution of about 50 percent. Therefore, the 2013 operating margin is expected to improve compared to the previous five years and end up in the 24-25 percent range.

In summary, CompuGroup Medical offers the following guidance for 2013:

- 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 foregoing guidance does not include revenue and costs associated with potential and currently undetermined further acquisitions during 2013.

The outlook 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.

INCOME STATEMENT

for the reporting period of 1 January - 31 December 2012

	01.10-31.12 2012 EUR '000	01.10-31.12 2011 EUR '000	01.01-31.12 2012 EUR '000	01.01-31.12. 2011 EUR '000
Sales revenue	120,078	115,192	450,659	396,564
Other operating expenses	-91,457	-89,783	-345,375	-323,499
Earnings before interest, taxes, depr. and amortization (EBITDA)	28,621	25,409	105,284	73,065
Amortization of intangible assets, depreciation on property, plant and equipment	-9,438	-9,706	-38,496	-36,410
Earnings before interest and taxes (EBIT)	19,183	15,703	66,788	36,655
Net financial result	-1,423	-721	-11,942	-11,457
Earnings before taxes (EBT)	17,760	14,982	54,846	25,198
Taxes on income for the period **	-5,688	-10,338	-16,295	-15,927
Consolidated net income for the period **	12,072	4,644	38,551	9,271
Earnings per share **				
undiluted (EUR) **	0.24	0.09	0.77	0.18
diluted (EUR) **	0.24	0.09	0.77	0.18
Cash net income (EUR)* / **	18,833	12,813	66,509	35,759
Cash net income per share (EUR)* / **	0.38	0.25	1.33	0.72

* Cash net income: net income before minority interests plus amortization on intangible assets except amortization on in-house capitalized software.

** All values for 2012 are based on a provisional tax calculation. Actual tax rates are subject to change.

STATEMENT OF FINANCIAL POSITION

as at 31 December 2012

ASSETS

	31.12.2012 EUR '000	31.12.2011 EUR '000
Non-current assets		
Intangible assets	458,382	458,776
Tangible assets	60,534	50,200
Financial assets	738	1,076
Deferred taxes and other non-current assets	22,275	23,981
	541,929	534,033
Current assets		
Inventories	2,932	3,666
Other current assets	92,238	78,558
Securities (recognized as profit of loss at fair value)	245	178
Cash and cash equivalents	20,016	23,979
	115,431	106,381
Non-current assets qualified as held for sale	0	300
	657,360	640,714

SHAREHOLDER EQUITY AND LIABILITIES

	31.12.2012 EUR '000	31.12.2011 EUR '000
Shareholder equity		
Subscribed capital	53,219	53,219
Treasury shares	-20,903	-16,257
Other Equity	153,344	131,240
	185,660	168,202
Long-term liabilities		
Pension provision	8,329	5,765
Liabilities to banks	221,409	233,996
Purchase price liabilities	7,253	16,150
Deferred taxes and other long-term liabilities	71,659	64,315
	308,650	320,226
Current liabilities		
Liabilities to banks	47,904	35,746
Purchase price liabilities	19,488	22,512
Other current liabilities	95,658	94,028
	163,050	152,286
Liabilities associated directly with non-current assets qualified as held for sale	0	0
	657,360	640,714



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