
Synchronizing Healthcare

Preliminary and unaudited 4th quarter 2012 – Conference Call

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1 February, 2013



Preliminary and unaudited results 2012

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 figures 2012

€ M	2012	2011	Change	Q4 12	Q4 11
Revenue	450.7	396.6	13%	120.1	115.2
EBITDA	105.3	73.1	44%	28.6	25.4
EBIT	66.8	36.7		19.2	15.7
EBT	54.8	25.2		17.8	15.0
Net income**	38.6	9.3		12.1	4.6
EPS (€)**	0.77	0.18		0.24	0.09
Cash net income*/**	66.5	35.8		18.8	12.8
Cash net income per share (€)*/**	1.33	0.72		0.38	0.25

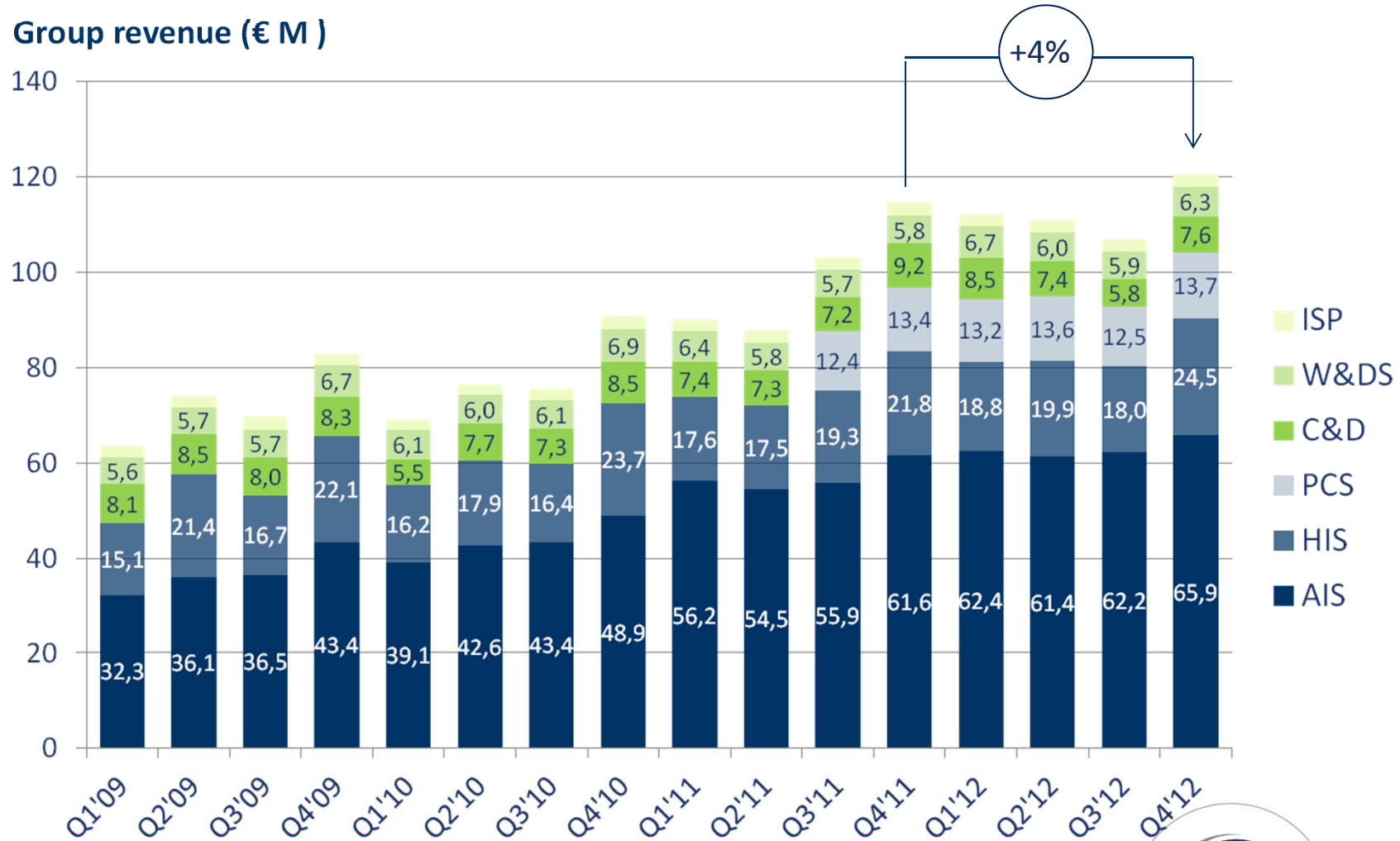
* Net income before minority interest plus amortization of intangible assets less amortization on in-house capitalized software

** All values for 2012 based on provisional tax calculation

Special 4th quarter 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 of a non-pharmacy cooperation contract within Pharmacy Information Systems (recognized under other revenue)

Sequential revenue development



4th quarter operating review

HPS Development

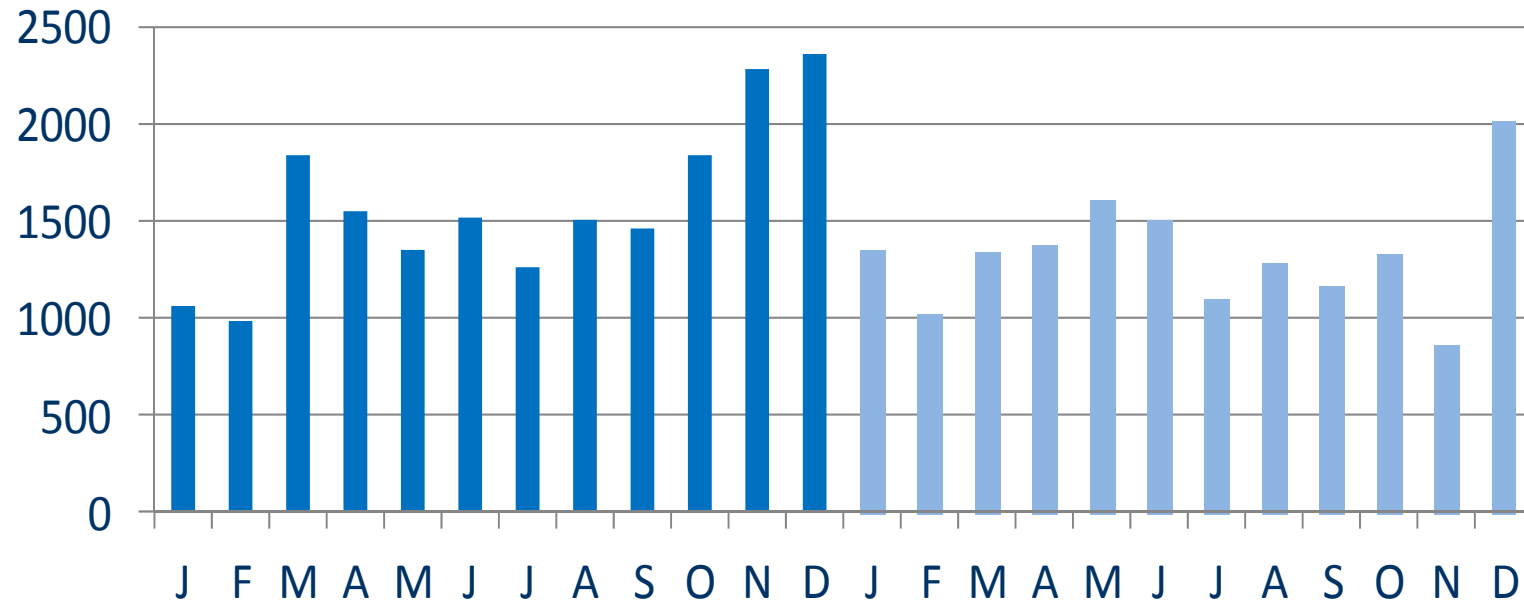
- Good finish to the year in AIS despite only 2 percent organic growth in the 4th quarter
 - Special market opportunities last year in the German dental business which did not repeat in 2012, as well as some larger deliveries in the US being pushed into 2013
- Strong finish to the year in HIS with 12 percent organic growth in the 4th quarter
 - Particularly pronounced in Poland, Austria and Switzerland
- PCS developing according to plan

HCS Development

- 4th quarter as expected in Communication & Data. Revenue down from changed regulation
- Workflow & Decision Support with some new contracts coming on stream
- Difficult year-on-year comparison for ISP business due to one-off revenue in 2011

US development – 4th quarter 2012

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



- Some larger deliveries pushed into 2013 – revenue flat year-on-year in the 4th quarter
- In terms of sales and order bookings, there were some encouraging signs in December

Market position in Italy strengthened



- Acquisition of 'Cartella Clinica Basic' in November
 - Provider of Ambulatory Information Systems in Italy
 - Customers: about 2,300 GPs (5% market share) will begin to pay software maintenance for the first time 01.01.2013
 - In addition, about 4,000 doctors use a free version of the product
 - The business was in the past based on a sponsor model with the pharmaceutical industry with sales and customer support done by pharmaceutical representatives
 - Consolidation began 01.12.2012
- With this acquisition CompuGroup Medical increases its market share in the Italian doctor software market to around 45% (38% for GPs)

OUTLOOK

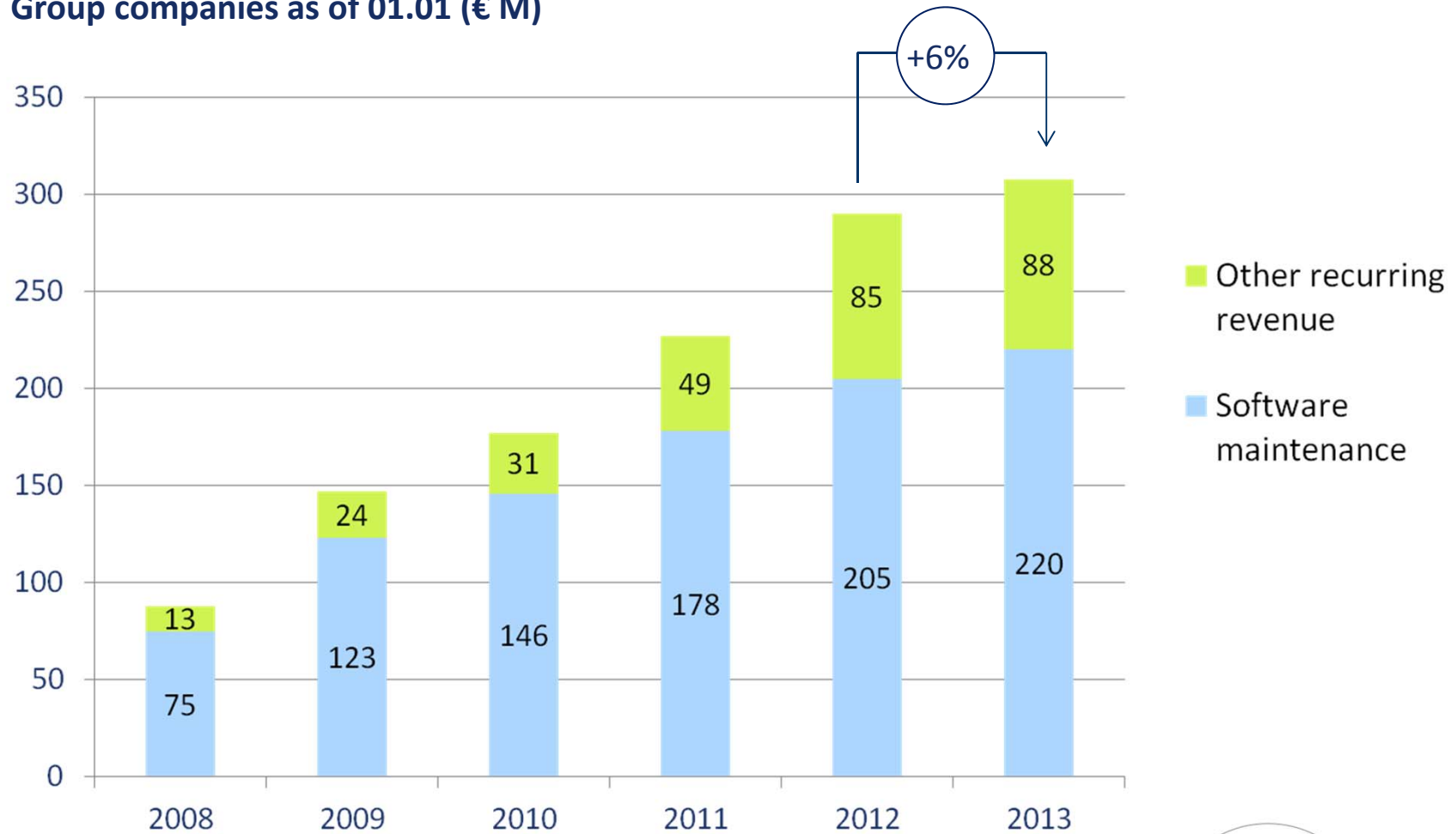
Organic growth

	2008	2009	2010	2011	2012
Ambulatory Information Systems	9%	14%	11%	7%	5%
Hospital Information Systems	-3%	16%	-2%	-7%	7%
Pharmacy Information Systems					1%
Communication & Data	-1%	-11%	-12%	7%	-6%
Workflow & Decision Support	-12%	-3%	6%	-6%	5%
Internet Service Provider	-6%	13%	-4%	11%	-6%
GROUP	0%	8%	4%	3%	4%

Average organic growth last 5 years = 4 percent

Recurring revenue

Group companies as of 01.01 (€ M)



Outlook 2013

- 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
- Even growth expected across all 3 segments (HPS1, HPS2 and HCS)
- Above average growth in Ambulatory Information Systems expected. A significant amount of groundwork was completed in 2012 to create new growth opportunities in this area for 2013
- Below average growth in Pharmacy Information Systems expected
- Hospital Information Systems: 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
- The new regulatory guidelines in Germany are expected to lead to Communication & Data revenue decline in 2013 compared to 2012
- Workflow & Decision Support and ISP expected to grow above the Group average. Activities related to the 'Telematik Infrastructure' may commence towards the end of the year.

Guidance 2013

- 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 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

February 1, 2013	Preliminary fourth quarter / full year report 2012
March 28, 2013	Audited fourth quarter / full year report 2012
May 3, 2013	First quarter 2013 report
May 15, 2013	Annual General Meeting, Koblenz
August 8, 2013	Second quarter 2013 report
November 20, 2013	Third quarter 2013 report (Medica, Düsseldorf)

Q&A session

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

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