

# **Welcome to the annual general meeting of CompuGroup Medical AG.**

Koblenz, May 11, 2011

# Agenda



- 1. Presentation of financial statements and management report**
- 2. Appropriation of net profit for the year**
- 3. Release of the Management Board**
- 4. Release of the Supervisory Board**
- 5. Selection of auditor for the 2011 financial statements**
- 6. Reelection to the Supervisory Board**
- 7. Authorized capital**

# Agenda topic 1

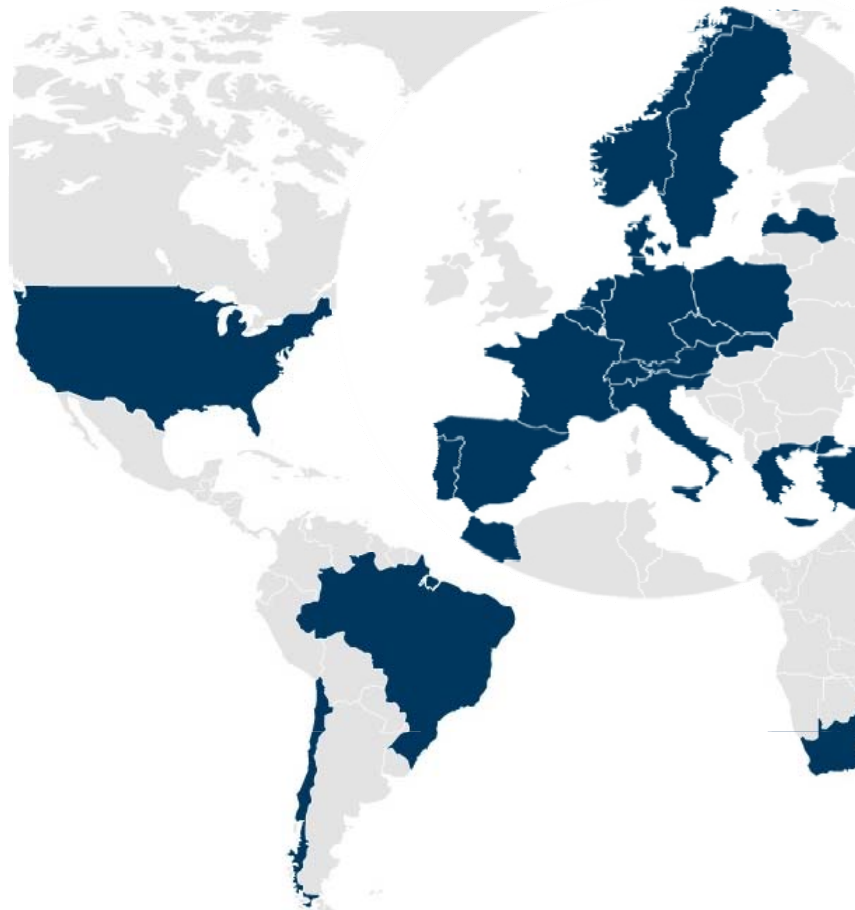


Presentation of the annual financial statements of CompuGroup Medical AG and the approved consolidated financial statements as of December 31, 2010, the management report for CompuGroup Medical AG, the consolidated management report, the explanatory report included in the management reports on the information pursuant to Sec. 289 Par. 4 and Sec. 315 Par. 4 of the German Commercial Code, the Management Board's proposal for the appropriation of the net profit for the year, and the Supervisory Board's report on the 2010 fiscal year.

# **The 2010 fiscal year**

**Frank Gotthardt, CEO**

# Worldwide success, with nearly 380,000 customers in 34 countries



■ = 21 countries with own locations  
■ = 13 countries with customers

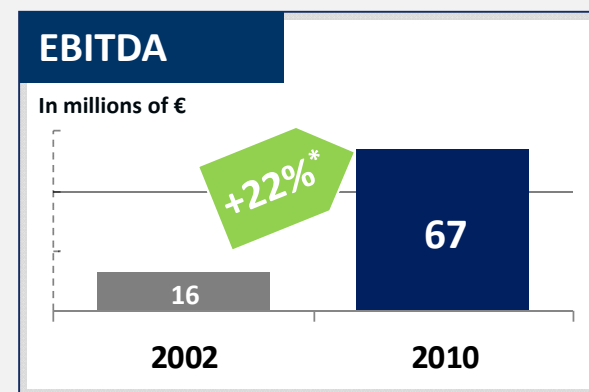
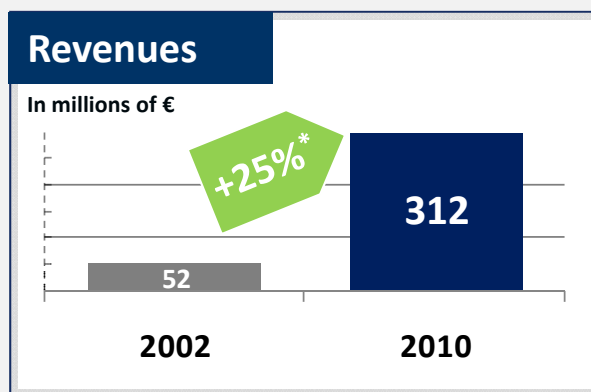
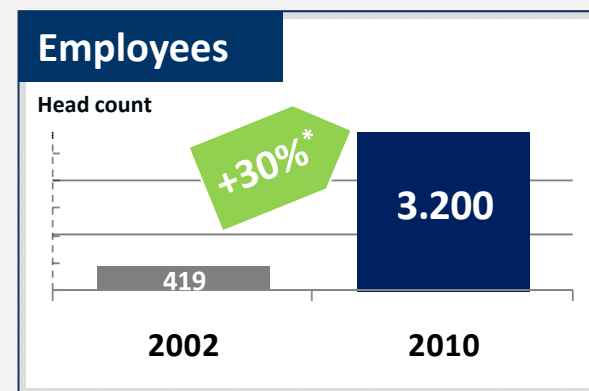
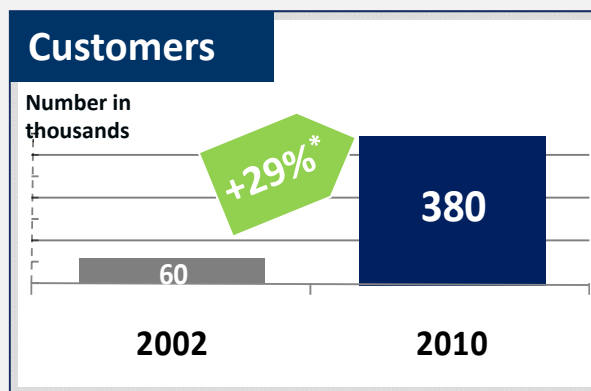
## Key figures

|                   | 2010        | Guidance 2011     |
|-------------------|-------------|-------------------|
| Medical customers | ca. 380.000 |                   |
| Revenue           | € 312 M     | € 385 M - € 410 M |
| EBITDA            | € 67 M      | € 81 M - € 88 M   |
| Employees         | ca. 3.200   |                   |

## Goals

- Best provider of IT solutions for higher quality and efficiency in the healthcare system
- Worldwide market leader in MIT (**M**edical **I**nformation **T**echnology)
- High profitability and 30% annual growth

# Sustained double-digit annual growth of relevant key figures.



\* Average annual growth from 2002 through 2010

# Dividends for the 2010 fiscal year



## Dividends

**€ 0.25 per share –**

Dividend payment for the 2010 fiscal  
year.

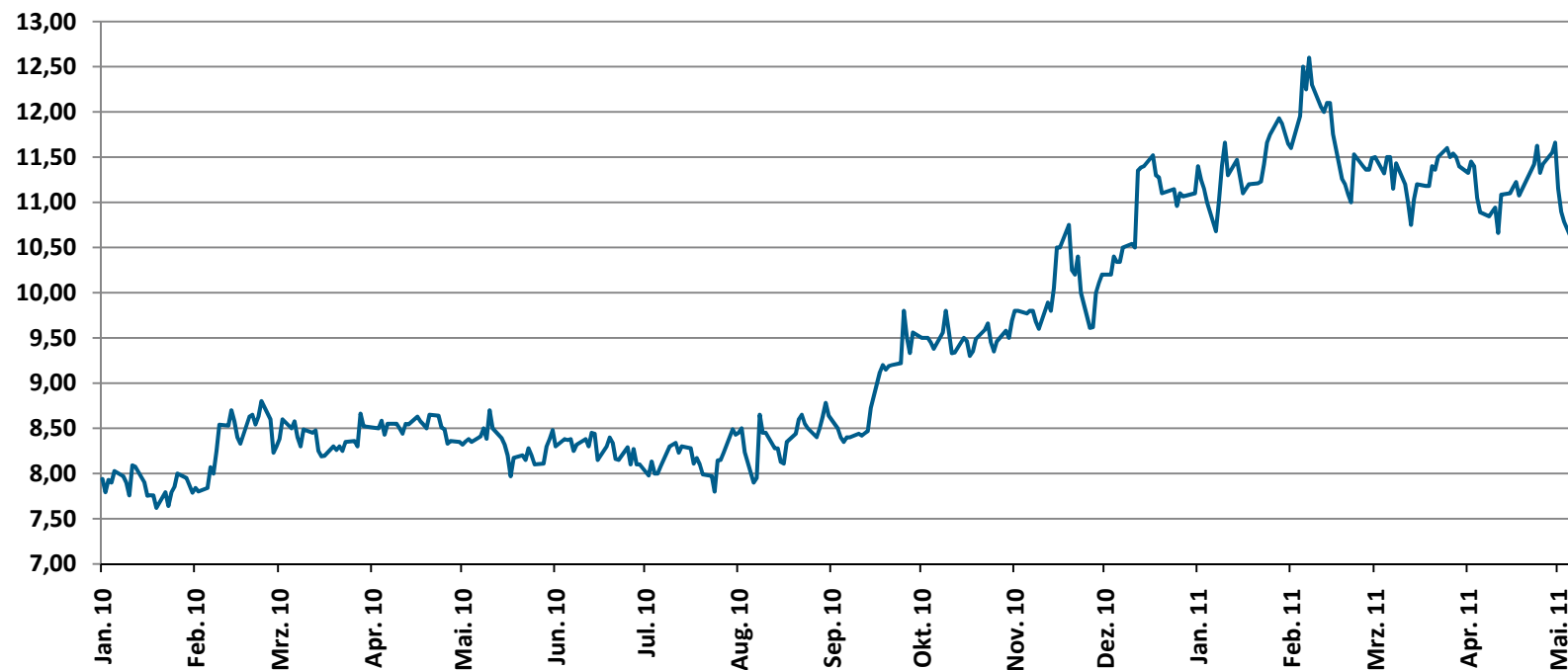
# Price trend 2010 to present



**XETRA – closing prices**

5/10/2011 – 5:30 PM

**€ 10.49**





## Important events, 2010 to present

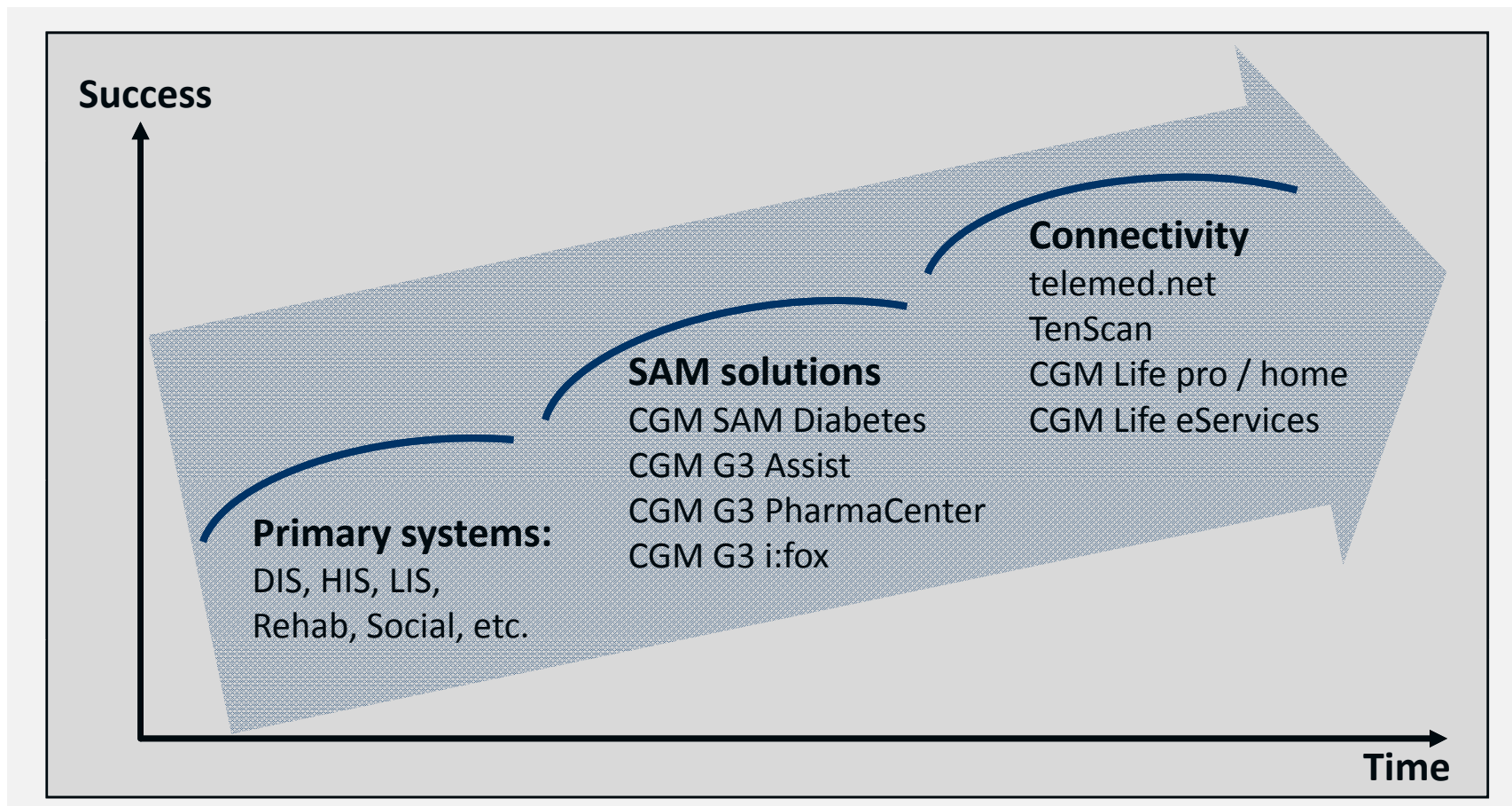
|                |   |   |
|----------------|---|---|
| <b>01/2011</b> | <b>Parametrix</b>                             | Acquisition and entry into the Swiss market                 |
|                | <b>Belgiedata</b>                             | Acquisition and entry into Belgian market                   |
|                | <b>Lorensbergs</b>                            | Acquisition and strengthening of position in Swedish market |
| <b>12/2010</b> | <b>Euroned</b>                                | Acquisition and entry into Dutch market                     |
| <b>11/2010</b> | <b>HealthPort</b>                             | Acquisition of the health division (USA)                    |
|                | <b>Profdoc Care</b>                           | Acquisition of the remaining shares                         |
| <b>08/2010</b> | <b>Visionary Healthcare Acquisition (USA)</b> |   |
| <b>06/2010</b> | Name change to <b>CompuGroup Medical AG</b>   |   |

# Goals



- **Synchronizing healthcare.**  
Integrated **software** for best healthcare.
- **Best provider** of IT solutions.  
For better quality and more efficiency in healthcare.
- **International market leadership.**  
**No. 1 in MIT** (Medical Information Technology) worldwide.
- **Profitability and customer growth.**  
Good rate of return and annual growth of **30%**  
for innovation and stability.

# Strategic growth horizons by business segments / fields



# Software Assisted Medicine (SAM) solutions realize productivity potential



## **SAM Diabetes**

Ongoing projects show fewer hospitalization days and lower costs for drug therapy (cost advantage > € 500/patient/year).

## **i:fox**

Drug interactions and incompatibility are recognized when the prescription is written.

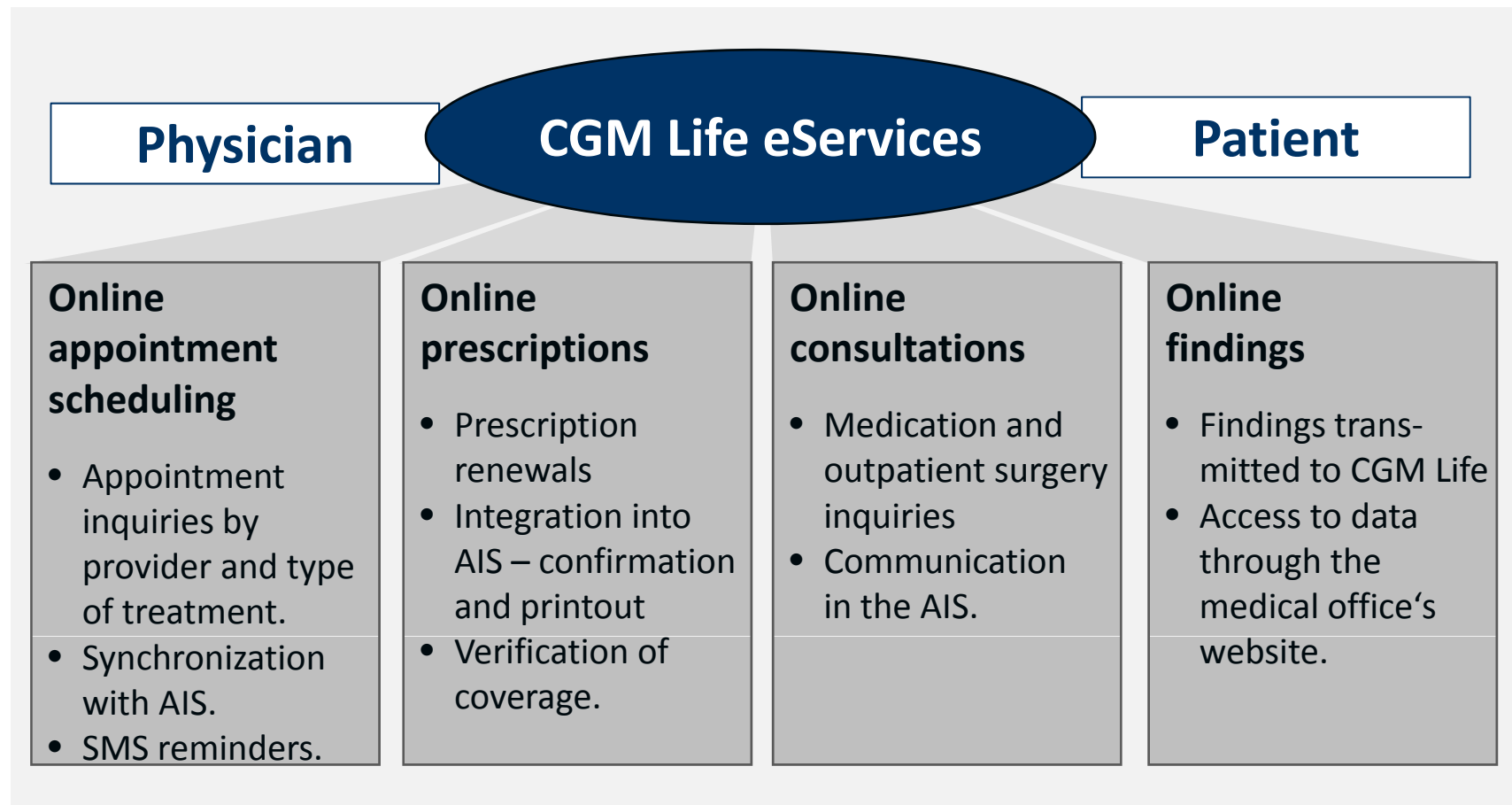
## **CGM Assist**

Medical information (e.g. preventive screenings) and suggestions for increasing revenue (e.g. patient suitability for individualized policies).

## **Orphan Disease Finder**

Rare diseases can be recognized, allowing for targeted therapies.

## Innovative online services to optimize communication and workflow



# CGM Life eServices – fully integrated and need-based



## CGM Life eServices

- **Fully integrated online services for medical offices**  
Seamless data transmission into the AIS. Cuts down on sources of errors (e.g. double-booking) and extra effort (in resolving conflicting appointments).
- **Building blocks for creating an individual medical office website**  
Plenty of potential: 50% of German doctors still have no online connection.
- **Patients received useful, up-to-date services**  
Medical office personnel are relieved of administrative chores.



**Goal: At least 10,000 customers in 3 years.**

# CGM Life – Physician-managed and patient-specific



## CGM Life

### Physician

Makes medical information available:

- Clinical data
- Diagnosis
- Treatment
- Medication
- Findings

**Gets comprehensive, complementary information.**

### Patient

**Has access to own medical documentation!**

Records health data.  
Receives medical information.

Emergency information, immunization calendar, appointments, course of treatment, medications, nutrition, sports, fitness.

# CGM Life – web-based personal patient files



## CGM Life

- **Makes the patient master of his own data.**
- **Certified data security. Technical protection against seizure.**
- **Target-group-specific and/or treatment-specific modules (e.g. diabetes) can be integrated.**
- **Relevant modules are ready to use**  
(e.g. Emergency- and treatment information , allergy- and pain journals, back care, immunization, prenatal records, and much more.)



**Reaching new markets though Internet activities  
health insurers and CGM Life eServices.**



# **Fiscal year 2010**

**Christian B. Teig, CFO**

## Consolidated revenue and profits.

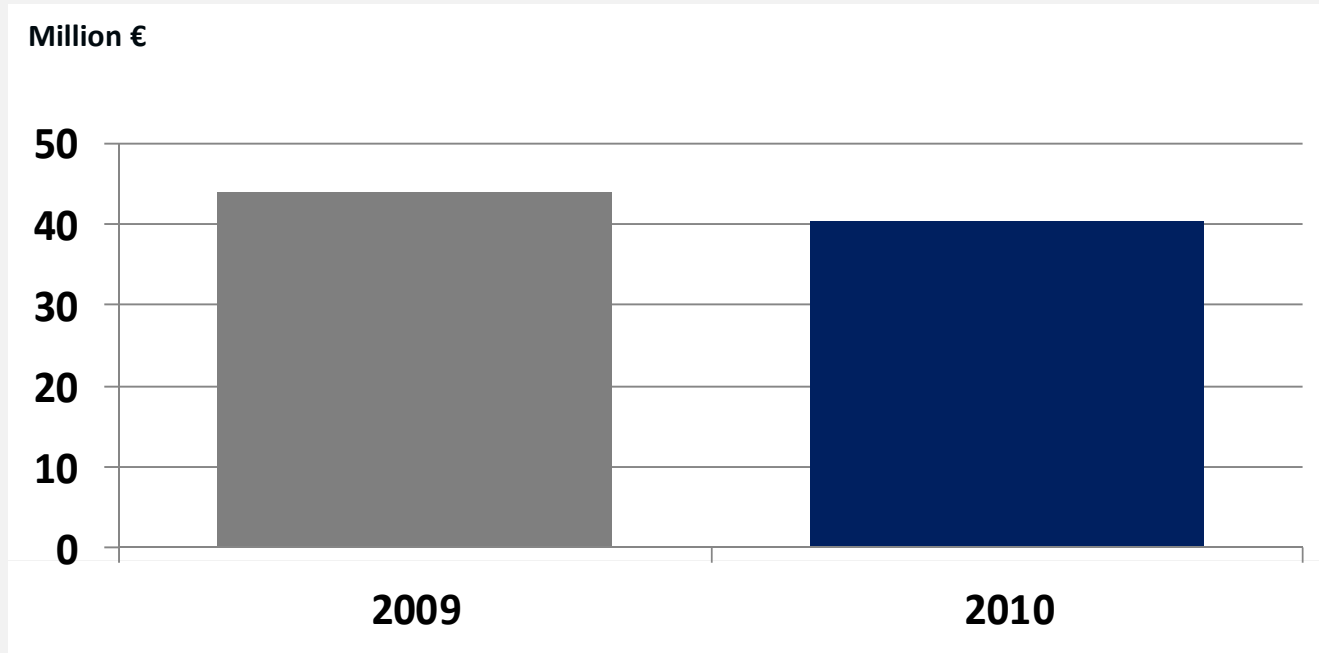


| <i>Million €</i>               | <b>2010</b>  | <b>2009</b>  | <b>Δ %</b> |
|--------------------------------|--------------|--------------|------------|
| <b>Revenue</b>                 | <b>312.4</b> | <b>293.4</b> | <b>6</b>   |
| - <i>HPS</i>                   | 248.2        | 223.6        | 11         |
| - <i>HCS</i>                   | 63.9         | 66.8         | (4)        |
| - <i>CHS</i>                   | 0            | 2.4          |            |
| - <i>Other</i>                 | 0.3          | 0.6          | (42)       |
| <b>EBITDA</b>                  | <b>67.0</b>  | <b>59.2</b>  | <b>13</b>  |
| - <i>HPS</i>                   | 58.1         | 44.8         | 30         |
| - <i>HCS</i>                   | 21.1         | 26.0         | (19)       |
| - <i>CHS</i>                   | 2.7          | 0.2          | 1.495      |
| - <i>Other</i>                 | (15.0)       | (11.8)       | 27         |
| <b>EBIT</b>                    | <b>33.1</b>  | <b>24.8</b>  | <b>33</b>  |
| <b>Consolidated net income</b> | <b>16.6</b>  | <b>11.7</b>  | <b>42</b>  |

## Expenses

| <i>Million €</i>                                     | 2010  | 2009  | Δ %  |
|--|-------|-------|------|
| Revenue  | 312.4 | 293.4 | 6    |
| Expenses for goods and services purchased            | 59.0  | 61.0  | (3)  |
| Personnel expenses                                   | 144.3 | 130.2 | 11   |
| Other expenses                                       | 53.6  | 53.1  | 1    |
| Depreciation of property, plants and tangible assets | 5.1   | 5.5   | (6)  |
| Amortization of intangible assets                    | 28.9  | 28.9  | 0    |
| Amortization on in-house capitalized software        | 3.6   | 5.6   | (36) |

## Cash flow from operating activities.



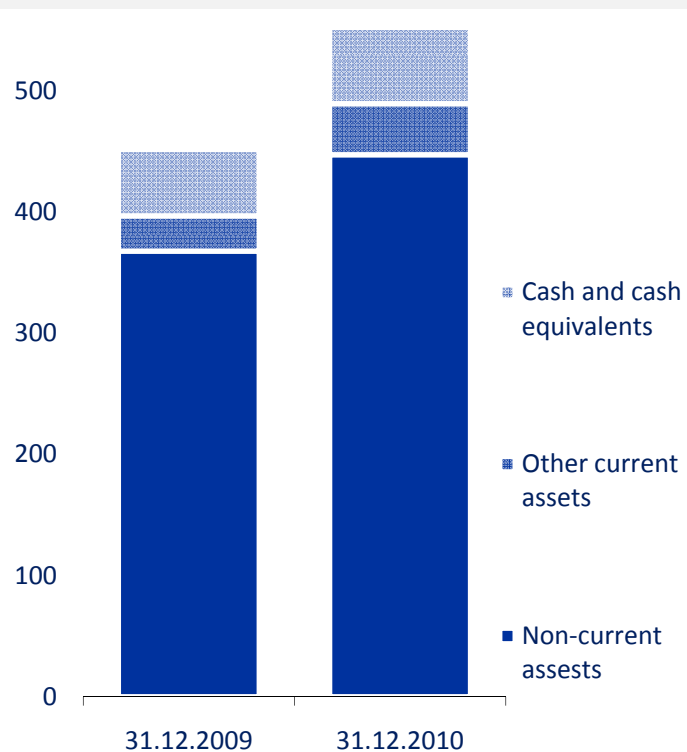
## Investments

| Million €   | 2010        |
|---|-------------|
| Acquisition Innomed (Austria)*  | 7.9         |
| Acquisition Visionary Healthware Group (USA)*   | 34.7        |
| Acquisition Ascon Software / Euroned (Netherlands)*                                   | 15.0        |
| Acquisition HCS (Austria)*  | 1.9         |
| Acquisition Belgiedata (Belgium)*   | 2.2         |
| Other acquisitions<br>(Fimesan, Erudis, Noteworthy, Profdoc Sdn Bhd, Profdoc Care AB) | 8.6         |
| Capitalized in-house software and other intangibles                                   | 11.1        |
| Property, plant and equipment (less disposals)  | 6.2         |
| <b>SUM</b>  | <b>87.5</b> |

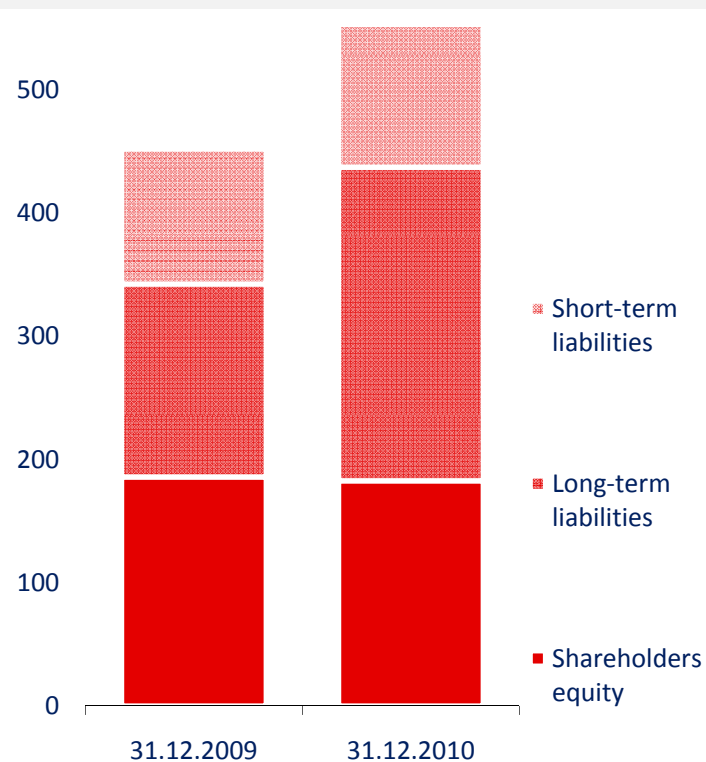
# Statement of financial condition.



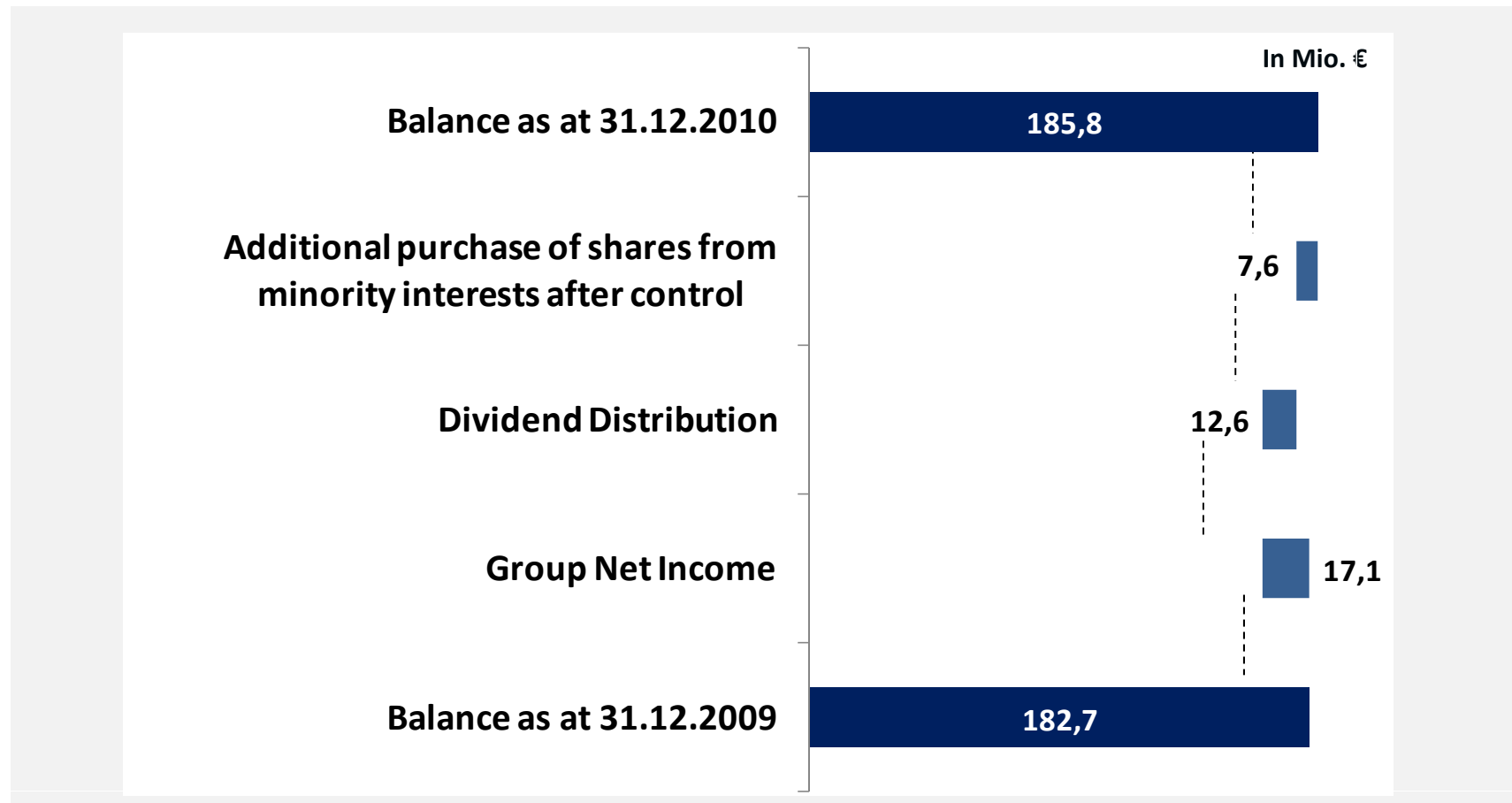
**Assets (million €)**



**Equity and liabilities (million €)**



## Group equity.



## **Topic 2**

**Resolution concerning  
the appropriation of net retained profits.**



## **Topic 3**

**Resolution concerning  
granting the members of the Management Board  
discharge from liability for fiscal year 2010.**

## **Topic 4**

**Resolution concerning  
granting the members of the Supervisory Board discharge  
from liability for fiscal year 2010.**

## **Topic 5**

**Election of the auditor for financial statement audits  
in fiscal year 2011 and for reviews in fiscal year 2011.**

## **Topic 6**

**Resolution concerning  
election of members of the Supervisory Board.**

## **Topic 7**

**Resolution concerning  
the creation of new Authorized Capital.**

**Thank you for taking part in the  
2011 annual general meeting.**

**CompuGroup Medical AG**

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