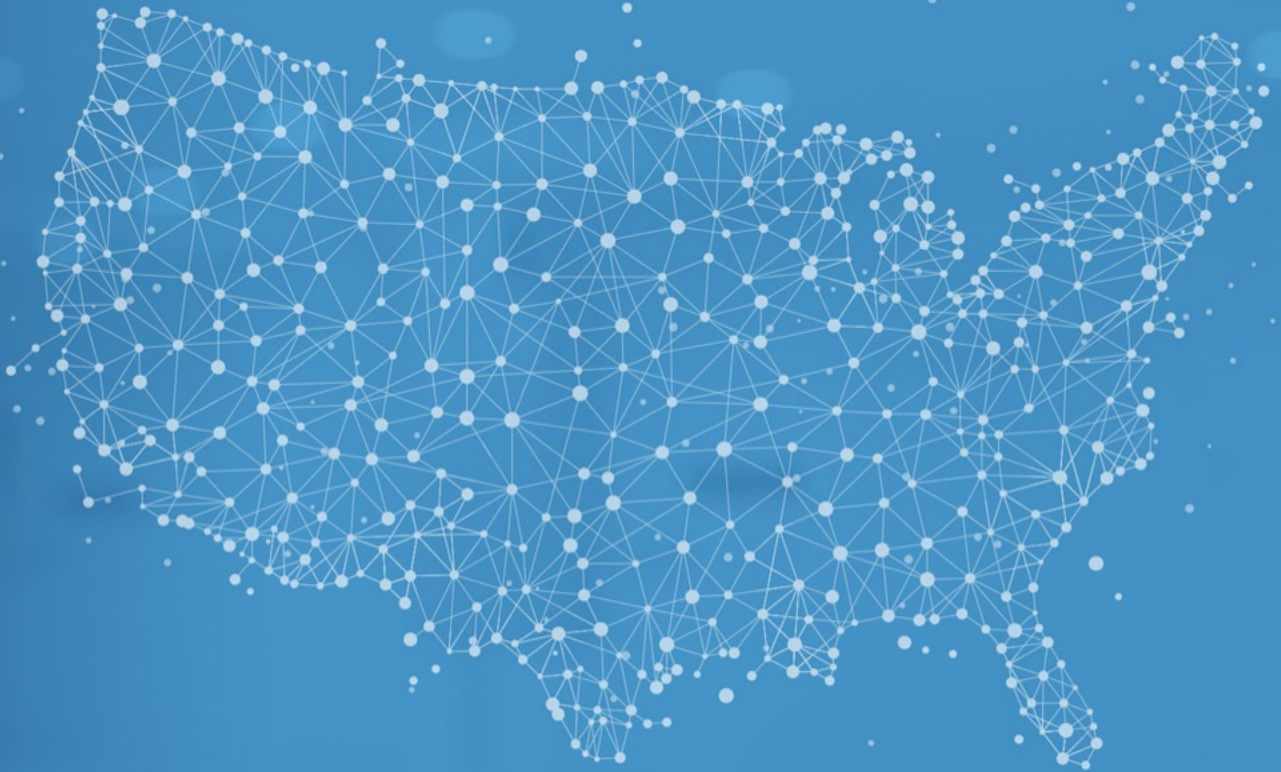


BUSINESS OVERVIEW

CGM US

Derek A. Pickell, CEO CGM US



CompuGroup
Medical

Agenda

1

CGM US business overview

- Business highlights
- Experienced leaders / organization

2

Strategic focus/goals

- eMDs / CGM synergies

3

2021 and beyond

- Growth drivers



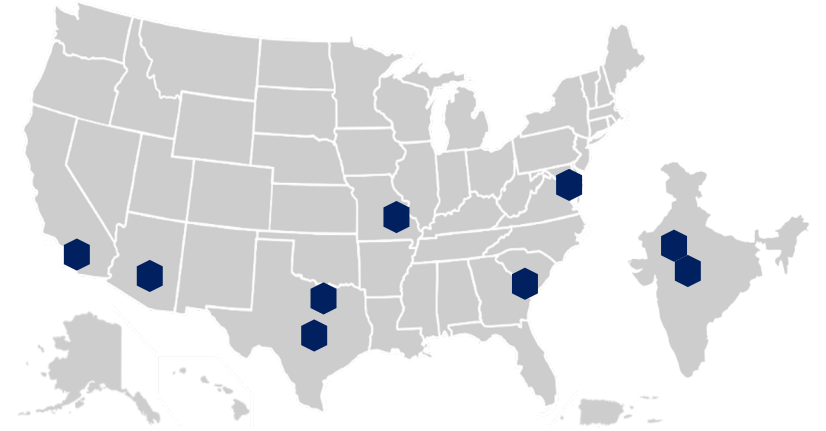


1 CGM US BUSINESS OVERVIEW

Business highlights
Experienced leaders / organization

CGM US – Business overview

- **1,700** employees in US and India
- **#4** player in US ambulatory HIT
- **One** of the leading US players in laboratory LIS
- **25+** years in the market across all units: AIS, LAB, EDI, RCM
- **Recognized Brands** eMDs, MEDISOFT, LYTEC, APRIMA, LABDAQ
- **Eat Our Own Cooking** office of the CMO and ARIA RCM



CGM US has the scale, investment, and expertise to deliver the most impactful solutions ever. We remove operational burden and allow providers and healthcare organizations to focus on care.

Overall CGM US strategic focus/goals

Be THE

- Premier healthcare ambulatory software, lab, and revenue cycle management company that propels a physician practice, enterprise, or lab to the next level of clinical excellence, financial success, and optimal patient engagement leading to healthy outcomes.

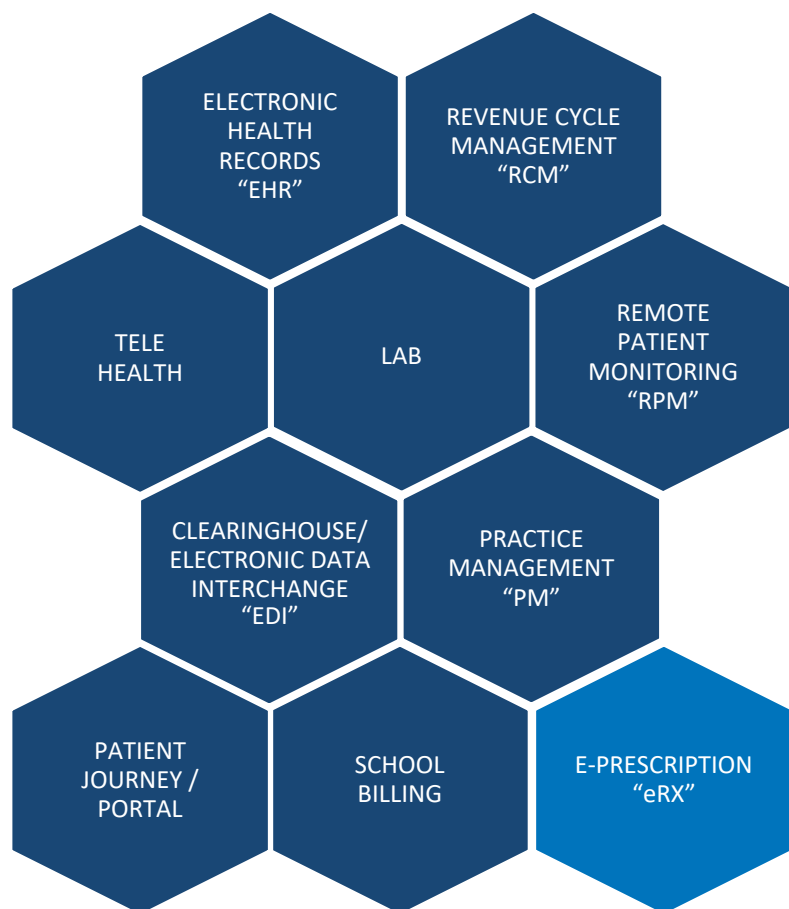
Deliver

- **Double digit organic revenue growth** in the key growth drivers of EDI (electronic data interchange), adjacent EHR (Electronic Health Records) markets, ARIA RCM (Revenue Cycle Management) / Credentialing & School-based RCM
- **Single digit organic revenue growth** in the ambulatory information systems and lab businesses
- An overall 5-year revenue **CAGR in the mid to high single digits**

**“Believe you can
and you’re
halfway there.”**

Theodore Roosevelt

CGM US business scale – By the numbers



- **60,000+** providers served
- **200,000+** users in our systems every day
- **>50,000,000** electronic prescriptions per year
- **Millions** of patients impacted every day
- **Tens of millions** of EDI transactions
- **Hundreds of millions** of lab tests per month
- **Billions** of dollars in financial transaction flow

Ecosystem development has begun with eRX-related only royalties

Experienced leadership team

85%

15+ years
industry experience

70%

Tenure > 5 years

>25

Average years
experience

Sample prior company experience

Epic

McKESSON

Lilly



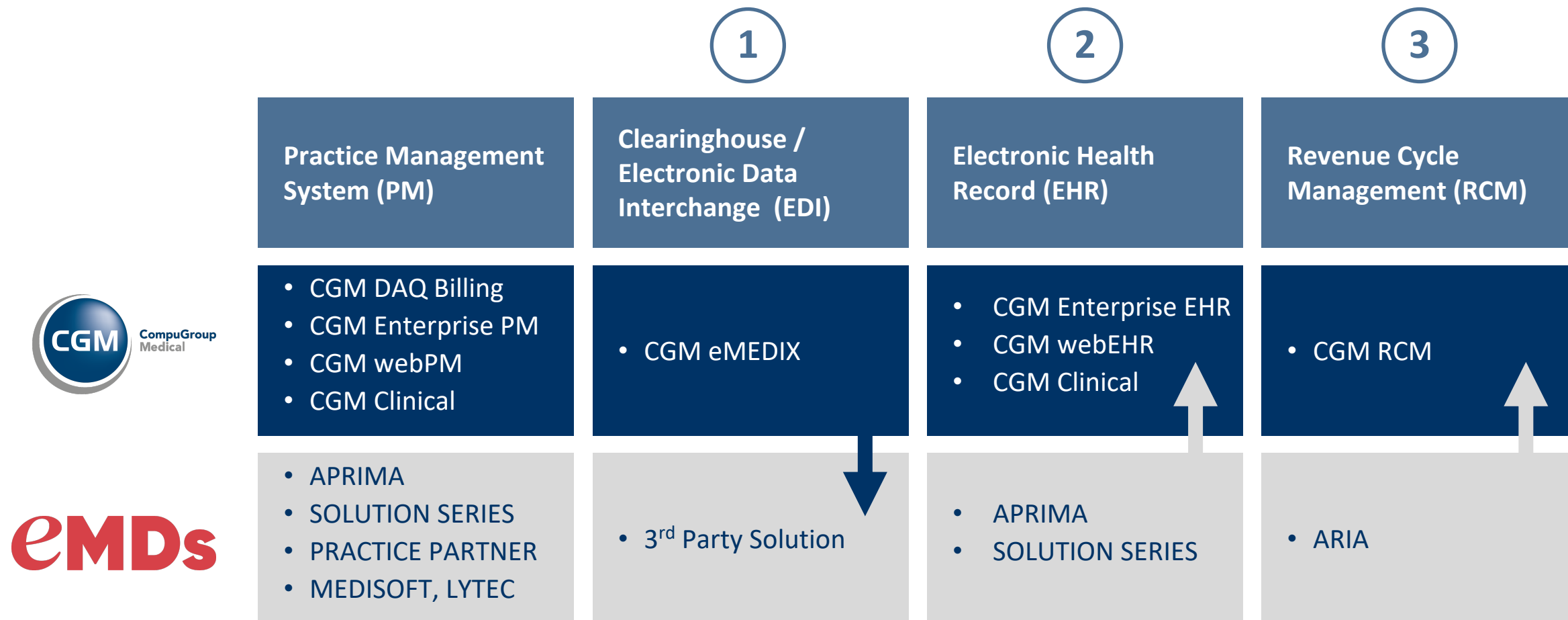
WebMD

sunquest.

2 STRATEGIC FOCUS/GOALS

eMDs / CGM synergies

Synergies from the investment case: Started to realize



ARIA revenue cycle management / efficiency case / roll up model



3 2021 AND BEYOND

Growth drivers

2021 and beyond primary growth & brand focus



Winning new customers

- **Aprima** focus on primary care, specialty, and adjacent target markets
- Expand **ARIA** B2B large client potential
- Continue to grow **Lab** with focus on adjacent markets



Retain & monetize the large client base

- Upsell **ARIA RCM** to EHR & PM software clients
- Expand **CGM add-on** upsell opportunities
 - Tele-health, remote patient monitoring, patient reminders, etc.
- Work on expanding our eco-system opportunities

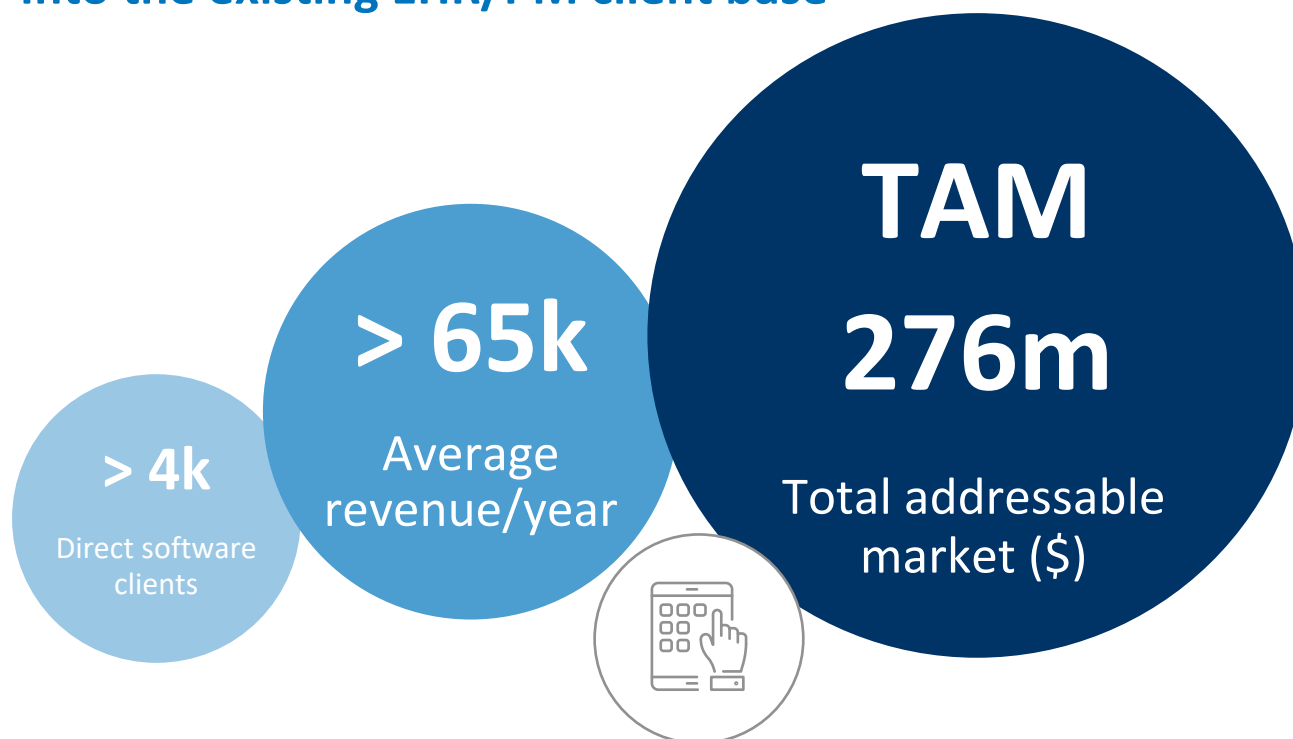


Expand eMEDIX EDI business

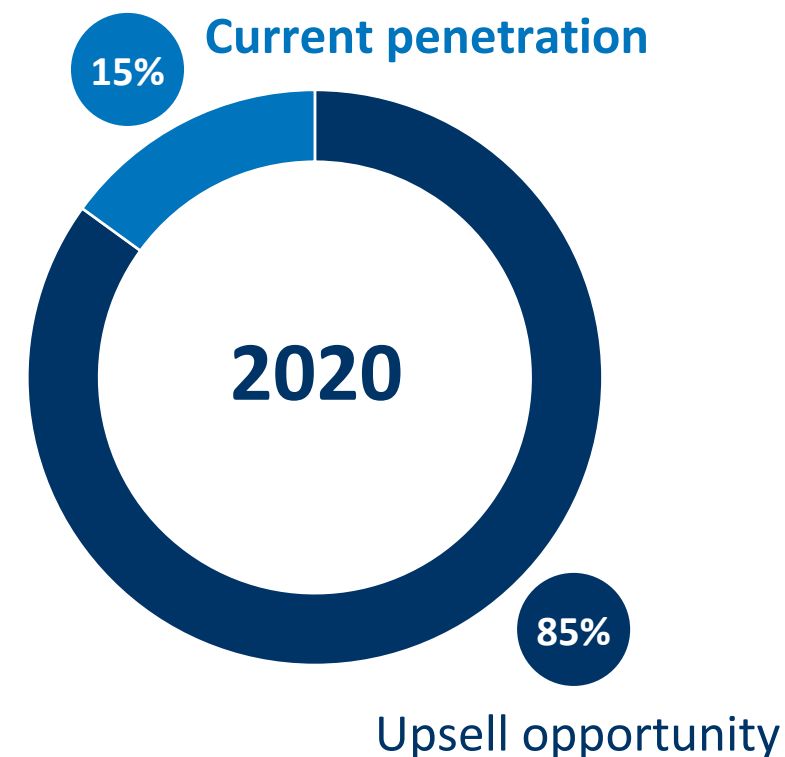
- **Convert** existing **ARIA** and **eMDs** software clients
- **Migrate** large base of **MEDISOFT** and **LYTEC** PM customers
- New customer business into direct and VAR channel software bases

ARIA Revenue Cycle Management / Growth case

Tremendous opportunity to **upsell ARIA RCM services**
Into the existing EHR/PM client base



Direct software customers



Why CGM US leadership team is excited about the future

