



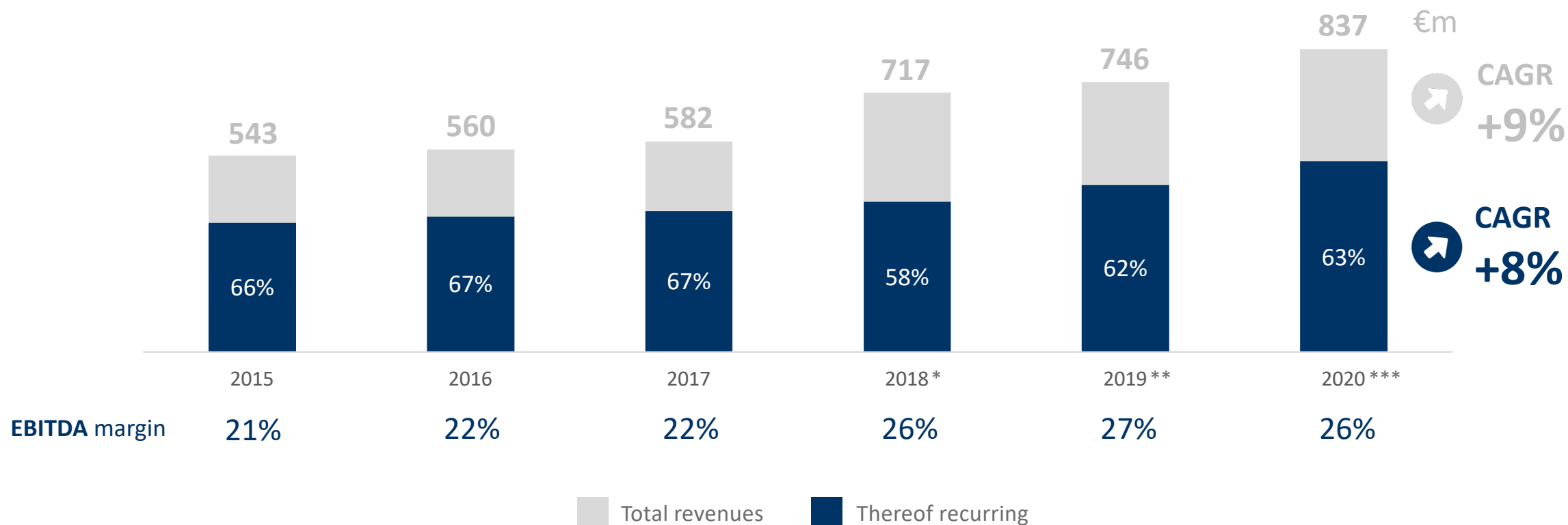
CREATING VALUE

Michael Rauch | CFO

We are confirming our FY 2021 guidance

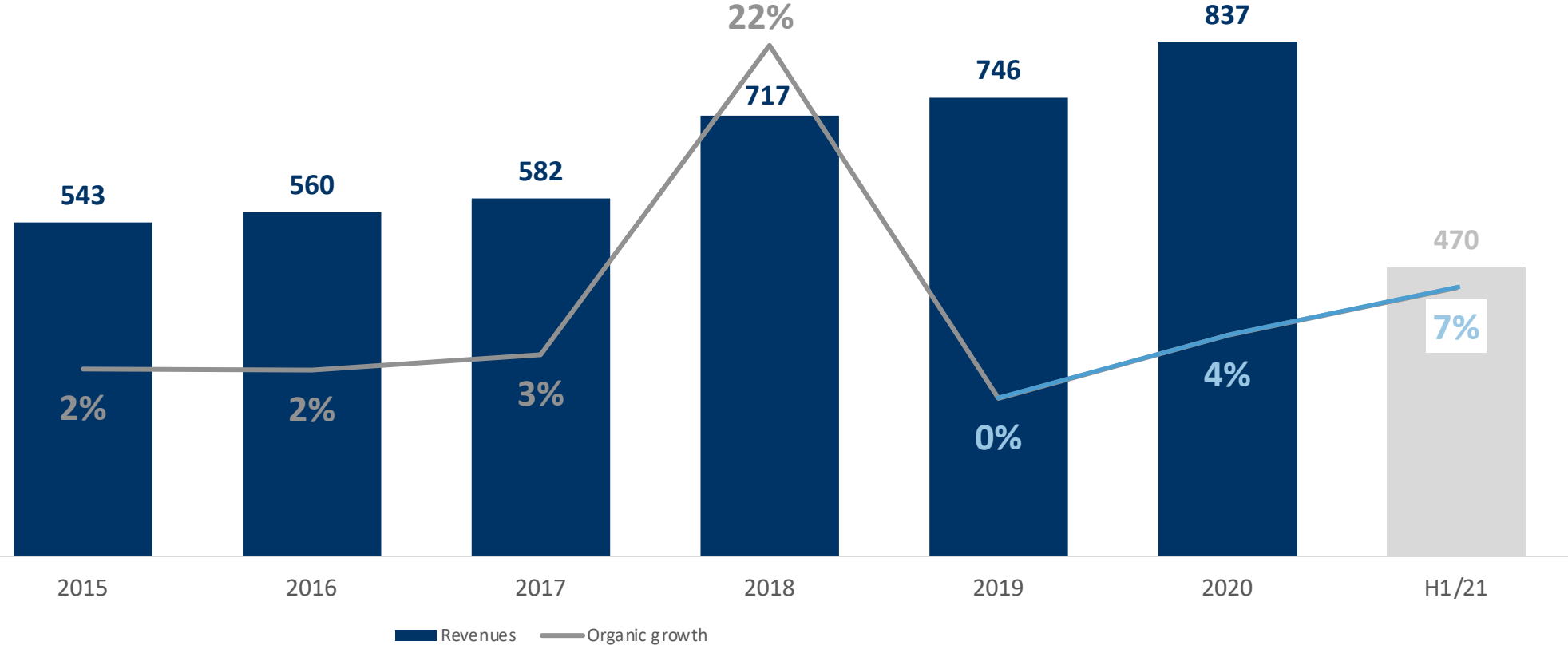


Attractive revenue growth with strong margin development



CGM on the verge of accelerating organic growth

€m



Our ambition is an organic growth CAGR of ~5% until 2025

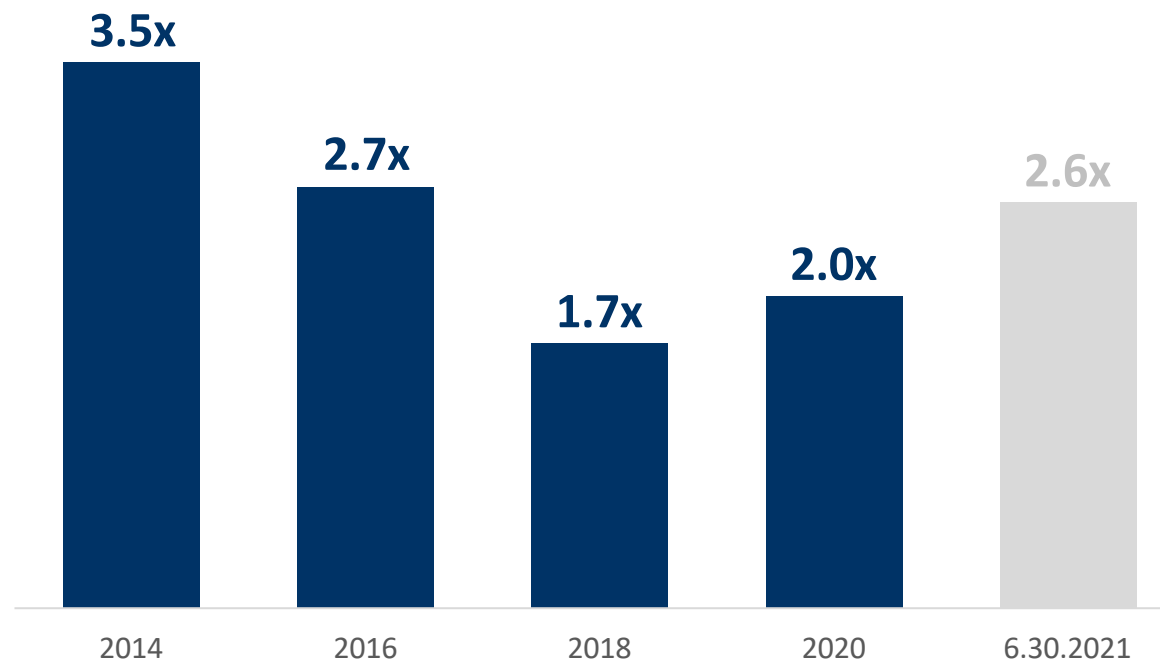
	Mid-point guidance 2021 (€m)	CAGR 2021-2025
Group	1,020	~5%
AIS	493	3-6%
thereof US		6-9%
thereof Europe		2-5%
HIS	245	6-8%
CHS	165	6-9%
thereof TI		1-3%
thereof data		15-18%
PCS	117	0-2%

Targeted M&A to complement organic growth

Recent acquisitions

EPSILOG, H&S	2019 ~€80m
CERNER ASSETS	2020 ~€200m
US ASSETS	2020 ~€200m
HIS ADD-ONS	2021 ~€80m

Leverage*)



* 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 (LTM) plus pro rata EBITDA of newly acquired companies

Introducing **mid-term margin targets** for the first time

Our ambition is to increase the **adjusted EBITDA margin** ...

... post growth investments to ...

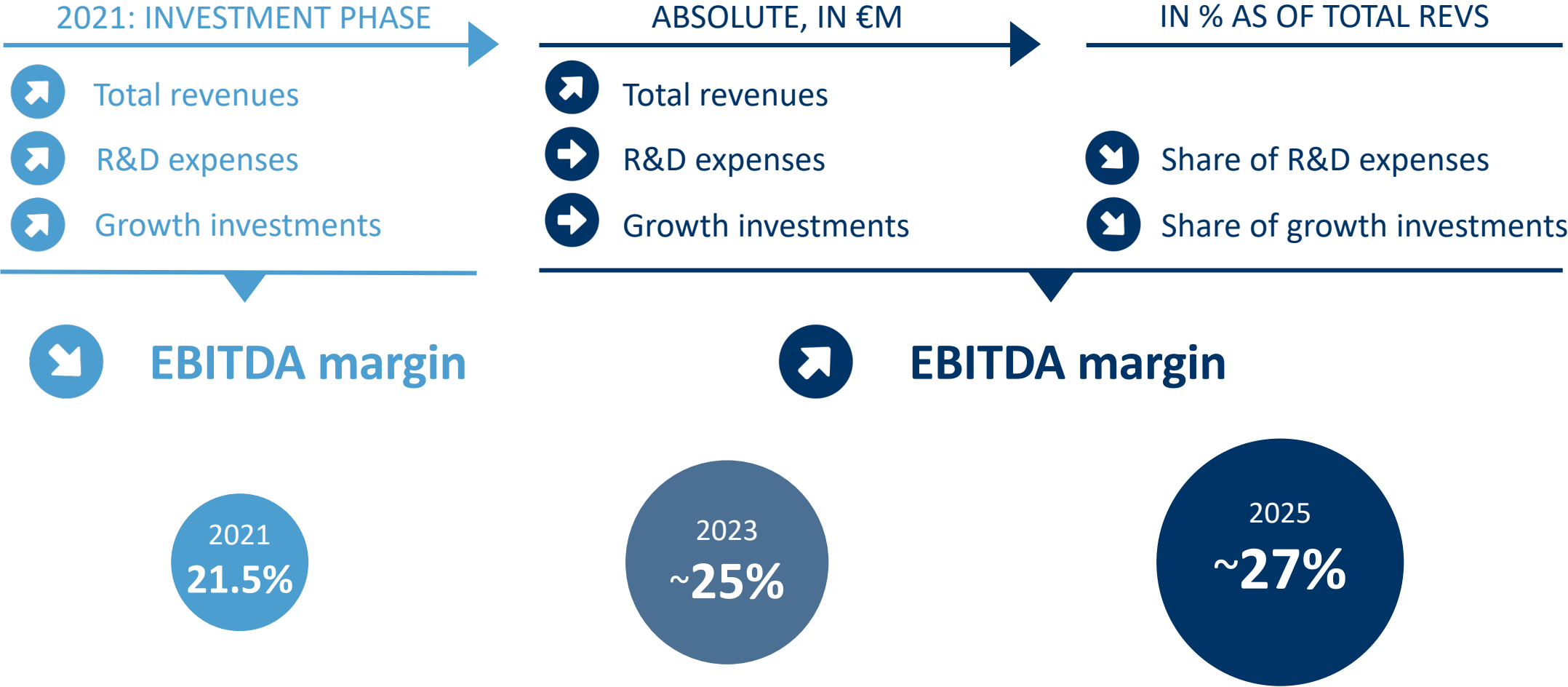
~25%

in 2023

~27%

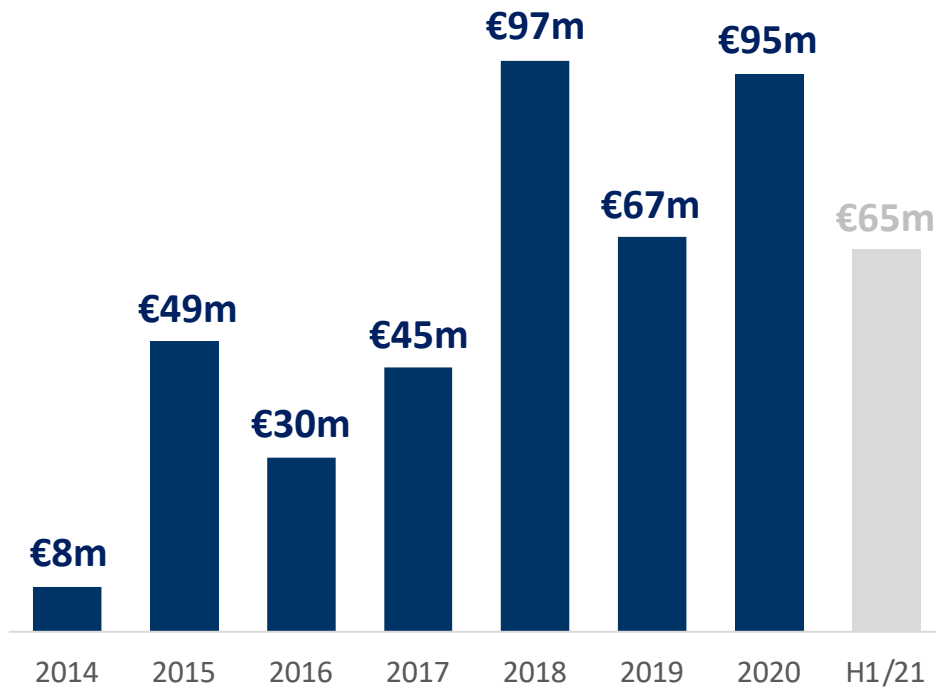
in 2025

Our path to a margin increase by at least 5ppts over time



Strong free cashflow with further potential

Free cashflow (€m)



Drivers going forward

- Sales growth with increased **recurring revenue share** (ambition >70%)
- Improved **contribution margins**
- Focus on **working capital efficiency**



Total Shareholder Return

CAGR
2007-2020
~11%

CAGR
2016-2020
~19%

Value creation based on higher growth and profits

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

*Frank Gotthardt
Founder*

- Investing into **accelerating organic growth momentum**
- **Strong revenue profile** aiming at **>70% recurring revs**
- Clear path towards **strong EBITDA expansion**
- **Strong cashflow** profile driving TSR and payout
- Excellent track record in **value enhancing M&A**