

Speech of Dr. Dirk Wössner,

Managing Director (CEO)

CompuGroup Medical SE & Co. KGaA (partnership limited by shares)

on the occasion of the Annual General Meeting

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Non-binding translation.

Dear shareholders, I sincerely welcome you to this year's Annual General Meeting. It is my great pleasure to do this for the first time as the new CEO!

It has been a good four months that I have been on board and during this time, I have spoken with many of our staff, managers, customers and partners – visited countries virtually, have looked at our products and technologies and compared them to those of our competitors.

My expectations have been more than confirmed: CompuGroup Medical is a fantastic company with

- wonderful, highly talented and motivated employees,
- an incomparable market position and technological breadth and depth,
- and the will and ability to take advantage of growth opportunities, which we have repeatedly put to the test.

We make a difference in the lives of people with our vision that nobody should suffer or die because at some point medical information is missing. This vision was coined by our founder – Frank Gotthardt – and it is my great pleasure and particularly motivating to be allowed to succeed him.

That Frank Gotthardt has passed the baton on to me is a privilege, a challenge, and an opportunity at the same time. In the past months, we have already worked very well together and will continue to do so – particularly also for your benefit, dear shareholders!

Worldwide, the COVID-19 pandemic has made us aware of how crucial well-functioning, efficient healthcare is, and which opportunities arise from digitization of the processes, data processing and information exchange. This results in innovative services, such as telemedicine and patient apps, and also allows existing services to work faster, simpler and more effective. An aging population, medical innovation and an increased health awareness will lead to continuous growth in the healthcare market. With our software and IT services, we find ourselves at the sweetspot of this area and thus currently operate as part of one of the most attractive and exciting markets and industries.

Many growth opportunities result from digitization, which is only just beginning in many dimensions, as well as the related necessities for interoperability – the ability to interact – with improved protection of medical data and infrastructure at the same time. This interoperability of various systems along the so-called "patient journey" – i.e., the course of treatment for a patient, for example from the family doctor's office to the hospital, the rehabilitation etc. – plays a critical role for our success. The secure exchange of data, e.g., through the electronic patient file in Germany, with the ELGA in Austria, with MedMij in the Netherlands, but also in the e-prescription projects across Europe, is an indispensable building block.

Many governments have recognized the urgent need for action and have set up large investment programs in the billions, in some cases - for example, in Germany with the „Krankenhauszukunftsgesetz" (Hospital Future Act) and in France with the „Segur de la Santé" package of measures.

Let us look back on the year 2020, which, as mentioned, was a very unusual and challenging year. A year in which COVID-19 changed the world – and also our industry.

We are proud to support our customers – physicians, carers, and all other health professionals – in medical practices, in hospitals, in laboratories, in pharmacies and in many other areas, in the daily, heroic battle against COVID-19. THEY are the "COVID-19 heroes" in this time, and it is THEY who

have been maintaining healthcare for more than a year now; they test, they vaccinate, and they fight for their patients' lives in intensive care units!

I would like to thank everyone working in healthcare – also on behalf of the entire CompuGroup Medical teams – for their tireless dedication, their will and for their stamina. Thank you very much!

It was and is the highest priority for us to support our customers in mastering just such difficult challenges.

That means that as a worldwide team, we had to continue ensuring high availability and productivity, while offering a safe environment for our employees at the same time. As an IT company, we are accustomed to fast decisions and efficient processes, so we were able to relocate the overwhelming majority of our employees to home offices within 48 hours during the first lockdown.

Never before has it been so obvious, how much digitization can help – or even how much is missing, if the digital transformation has only started. One impressive example of technology that has always been able to provide meaningful support for care is video consultation. Long known prior to the pandemic but rarely used. In the first months of 2020 alone, we pragmatically supported around 90,000 health professionals in all care sectors with the CLICKDOC video consultation internationally, initially as a free immediate service.

We also put our full energy into the rollout of the telematics infrastructure in 2020 and were a forerunner with the next stage. CompuGroup Medical was the first to receive approval for the connector upgrade in practices and hospitals and was the first to supply pharmacies with access to the telematics infrastructure. CompuGroup Medical was also the first provider on the market for the secure closed communication service, "Communication in medicine" – KIM.

While the telematics infrastructure mainly involved access services and administrative processes in the past, the support of real medical care is coming. Now it involves a medication plan, emergency data set, physicians' letters – supporting secure, coordinated healthcare. With our commitment, we are also creating an important basis in this project for a digitally supported patient journey. Hundreds of thousands of healthcare professionals and millions of patients will benefit from our achievements.

This commitment resulted in an impressive financial performance in 2020. All of the relevant key figures within the guidance, which had even been increased in August 2020, were achieved at the group level. We generated record revenue of 837 million euros – which is an impressive 12% increase. At the same time, the operating result grew by 8 % to 215 million euros.

Dear shareholders, we have been able to create a total shareholder return of 19% per year on average for you in the past 5 years from 2016 to 2020!

Acquisitions have also always been an important element of CompuGroup Medical's growth history. It was the same this past year. We completed both of the largest acquisitions in the company's history: The acquisition of parts of the Cerner portfolio in Germany and Spain, as well as the acquisition of eMDs in the USA. Both were strategic milestones – the Cerner part in the "hospital information systems" segment, as well as the "eMDs" in the physician information system segment. And both provide significant scaling effects. One in the German hospital market and one with the ambulatory information systems in the United States.

Acquisitions will also make their contribution to the growth history of CompuGroup Medical in the future. But there is significant potential for organic growth. On the one hand, this results from our excellent customer base with the healthcare professionals and on the other hand, from the already described high dynamics, which our industry is currently dealing with.

Dear shareholders,

if we look to the future – to the current year 2021 and thereafter – then, we see a CompuGroup Medical that is facing the next stage of growth.

What differentiates us today? On the one hand, it is our direct access to the healthcare professionals, the healthcare service providers in the industry. And on the other hand, it is in-depth process and IT knowledge, combined with fast entrepreneurial decision-making. We will continue to leverage this differentiation.

At the same time, we will adapt several procedures and overcome barriers to growth. We will compete in new growth arenas and adapt newly created business models.

Last December, we announced a significant increase in investments for this year. We are investing in research and development, we are increasing our marketing and sales capacities, and we are further strengthening ourselves with experts.

We are doing this by introducing new services at many points in healthcare systems around the world. We are connecting healthcare professionals with each other and with their patients. We are modernizing IT structures in hospitals and much more. Specifically, these investments will lead to organic growth in the following areas:

- a) In the ambulatory information systems business, by enhancing existing services for physicians with new modules and functionalities, as well as new revenues from patient portals such as CLICKDOC.
- b) In the U.S. business - after the merger with eMDs - through synergistic growth from our strong position in billing and data transfer business, so-called "revenue cycle management" in short "RCM" and "electronic data interchange" in short "EDI".
- c) In the hospital business, from the market penetration of our now launched G3 platform as well as business from government digitization programs for hospitals such as the "Krankenhauszukunftsgesetz" (Hospital Future Act) in Germany or the "P1 project" in Poland.

- d) In the telematics infrastructure, the expansion of user groups, the extension of existing licenses (connector upgrade) and the introduction of additional application modules (e.g. electronic health record, electronic certificates of incapacity for work, e-prescriptions) will predominate.
- e) In innovative data services for patients and physicians - such as "Therafox", our online check for drug therapy safety - and real-time evaluations for diagnostics, therapy, and medication.

At the same time, continuing our "OneGroup" approach, we will scale our technology and further move to cloud-technology. And, of course, we will continue to leverage our excellent M&A capabilities to facilitate meaningful acquisitions.

For healthcare professionals, that means even better products. Products that will help them provide better care to people every day, minimizing administrative overhead so they can spend more time on their true calling and on themselves and their families. And it will mean for our customers that they can actively shape the change in healthcare systems - especially the digital transformation!

In numbers, our expectations are as follows: We have set ourselves the goal of exceeding the 1 billion revenue mark in the current year (revenue between one billion euros and 1.04 billion euros) and achieving organic growth - meaning excluding effects from acquisitions - of 4 - 8%. The share of recurring revenues will be over 60%. We see adjusted EBITDA at between 210 and 230 million euros.

The guidance reflects our current knowledge - in particular regarding the further development of the telematics infrastructure in Germany. It does not contain any influences from possible future acquisitions.

Beyond 2021, we expect annual organic revenue growth of 5% and more with in the EBITDA margin increasing again at the same time. The share of recurring revenues is expected to increase to over 70%.

For you, dear shareholders, this means that we will continue to be a reliable, sustainably high-growth and resilient company.

In the past year, many people have again contributed to making the company significantly better for us, for you and for the many healthcare professionals who place their trust in us. And I would like to thank them for that. Many thanks to you, our employees, for your once again tremendous achievements in the past year!

On behalf of all the managing directors, I would like to thank our Supervisory Board for our excellent cooperation for the benefit of our company, also in the successful past year 2020!

Dear shareholders, thank you for entrusting us with a portion of your assets through your investment in CompuGroup Medical. We will continue to put all our efforts into more than justifying this trust in the future.

Ladies and gentlemen, thank you very much, take care and please stay healthy!