

05 | 2021

IR PRESENTATION

Dr. Dirk Wössner, CEO

Michael Rauch, CFO

Claudia Thomé, CVP IR



Disclaimer

The information provided in this presentation pertaining to CompuGroup Medical SE & Co. KGaA (the "Company"), comprise the written materials/slides for presentations or discussions on the occasion of an investor conference, meeting or conference call ("Meeting"). Whilst all reasonable care has been taken to ensure that the information and facts stated herein as well as oral statements made in the Meeting are accurate and that the opinions and expectations contained herein and orally received during the Meeting are fair and reasonable, no representation or warranty, express or implied, is given by or on behalf of the Company, any of its board members, or any other person as to the accuracy or completeness of the information and/or opinions and no liability as to the accuracy of such information and/or opinions is accepted. The information provided in this presentation as well as during the Meeting contain forward looking statements which involve risks and uncertainties. These forward-looking statements speak only as of the date of the documents and are based on numerous assumptions which may or may not prove to be correct. The actual performance and results of the business of the Company could differ materially from the performance and results discussed in this document or in any other information received during the Meeting. Except as required by law, the Company undertakes no obligation to update or revise publicly any forward-looking statements or other information contained herein or received during the Meeting whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events. Readers are cautioned not to place undue reliance on forward-looking statements or financial projections. The information contained in this presentation and/or received during the Meeting does not constitute or form any part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any shares in the Company, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision in relation thereto.

Digitization & Interoperability

along the patient journey
while **protecting**
medical data and infrastructure

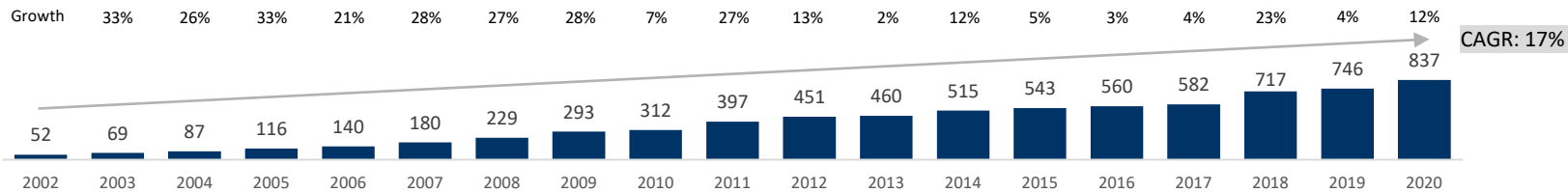
Servicing the entire healthcare ecosystem, we are ideally positioned for growth

	AIS – Ambulatory Information Systems 45%	HIS – Hospital Information Systems 22%	CHS – Consumer & Health Management 19%	PCS – Pharmacy Information Systems 14%
REV SHARE				
CUSTOMERS	Doctors (GPs, specialists), therapists, nurses...	Hospitals (acute, post-acute), laboratories	All healthcare participants, pharma & insurance companies, patients	Pharmacies
MARKET POSITIONS	<ul style="list-style-type: none"> #1 Germany, France, Austria, Czech Republic, Sweden, Denmark #2 Italy, Belgium, Norway #3 Slovakia, Netherlands #4 USA 	<ul style="list-style-type: none"> #2 D-A-CH #2 Spain (public hospitals) #2 Poland #1 Sweden 	<ul style="list-style-type: none"> #1 2 Frontrunner in Telematics Infrastructure (TI) 	<ul style="list-style-type: none"> #1 Italy #4 Germany
GROWTH DRIVERS (mid-term)	DIGITIZATION & REGULATORY INITIATIVES			
	Additional modules & functionalities Patient portals & telemedicine (Clickdoc) US synergies & scale effects	Rollout of G3 platform Hospital Future Act (Germany) P1 project (Poland)	TI: new user groups & modules Data services Patient portals	Additional modules & functionalities G3 rollout

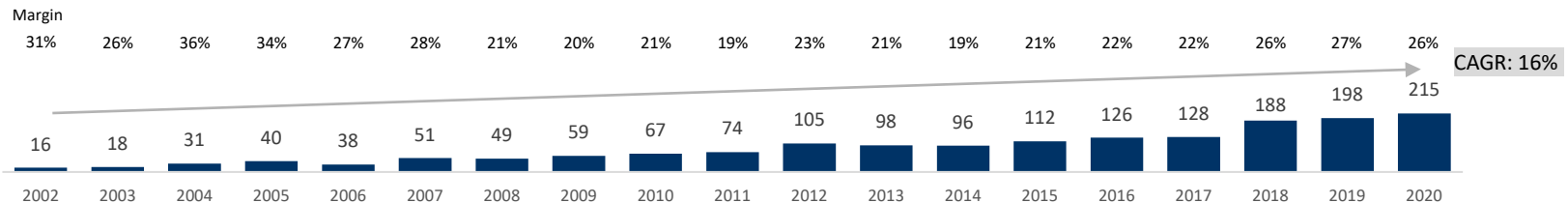
Excellent long-term financial track record



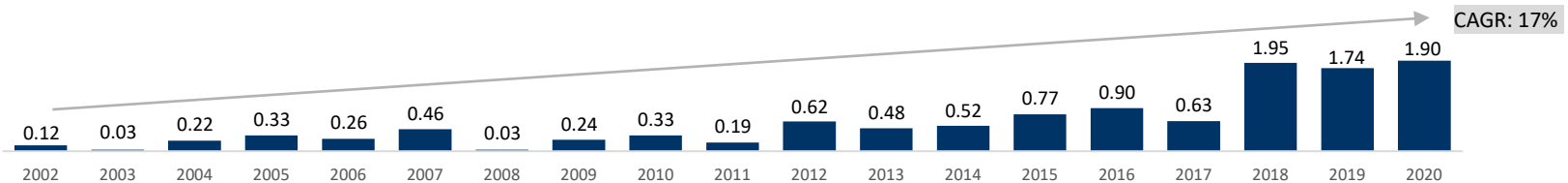
Revenue in €m



EBITDA in €m



EPS in €



EBITDA and eps adjusted for 2011, 2014, 2018, 2019, 2020.

CompuGroup Medical at a glance – Key financials FY 2020

Revenues

€837m

+12% yoy
+4% organic



EBITDA (adj.)

€215m

26% margin



EPS (adj.)

€1.90

+9% yoy



FCF

€95

+41% yoy



TSR

19%

CAGR 2016-20



Segment revenues

AIS
€375m

+2% organic



HIS
€187m

+3% organic



CHS
€158m

+15% organic



PCS
€117m

0% organic



Segment EBITDA (adj.)

AIS
€118m

31% margin

HIS
€32m

17% margin

CHS
€48m

31% margin

PCS
€34m

29% margin

Other €-17m

Key ratios

63% of revs recurring

18% of revs R&D expenses

FY 2021 guidance

Revenues
€1,000m - €1,040m

EBITDA (adj.)
€210m - €230m

Regulatory tailwind in a number of countries



GERMANY

- Hospital Future Act
- Telematics Infrastructure



AUSTRIA

- Electronic patient file ELGA



FRANCE

- Segur de la Santé
- Electronic patient file



EUROPE

- MedMij in the Netherlands
- P1 project in Poland
- ...

INVEST 2021 – Accelerating organic growth to drive digitization momentum



AIS business

Enhancing existing services for physicians with **new modules** and **functionalities**, as well as new revenues from **patient portals** such as CLICKDOC



US business

After the merger with eMDs – **synergistic growth** from our strong position **revenue cycle management (RCM)** and **electronic data interchange (EDI)**



HIS business

Market penetration of our **G3 platform** as well as business from **government digitization programs** for hospitals



Telematic infrastructure

Expansion of **user groups**, extension of **existing licenses** (connector upgrade) and the introduction of **additional application modules**



Innovative data services

ie. "Therafox" and **real-time evaluation** for diagnostics, therapy and medication

Mid-term ambitions



**Organic
revenue growth
of $\geq 5\%$ p.a.**



**Increasing
EBITDA margin**



**Increasing share of
recurring revenues
to $> 70\%$**

Successful track record excellent base for next S-curve

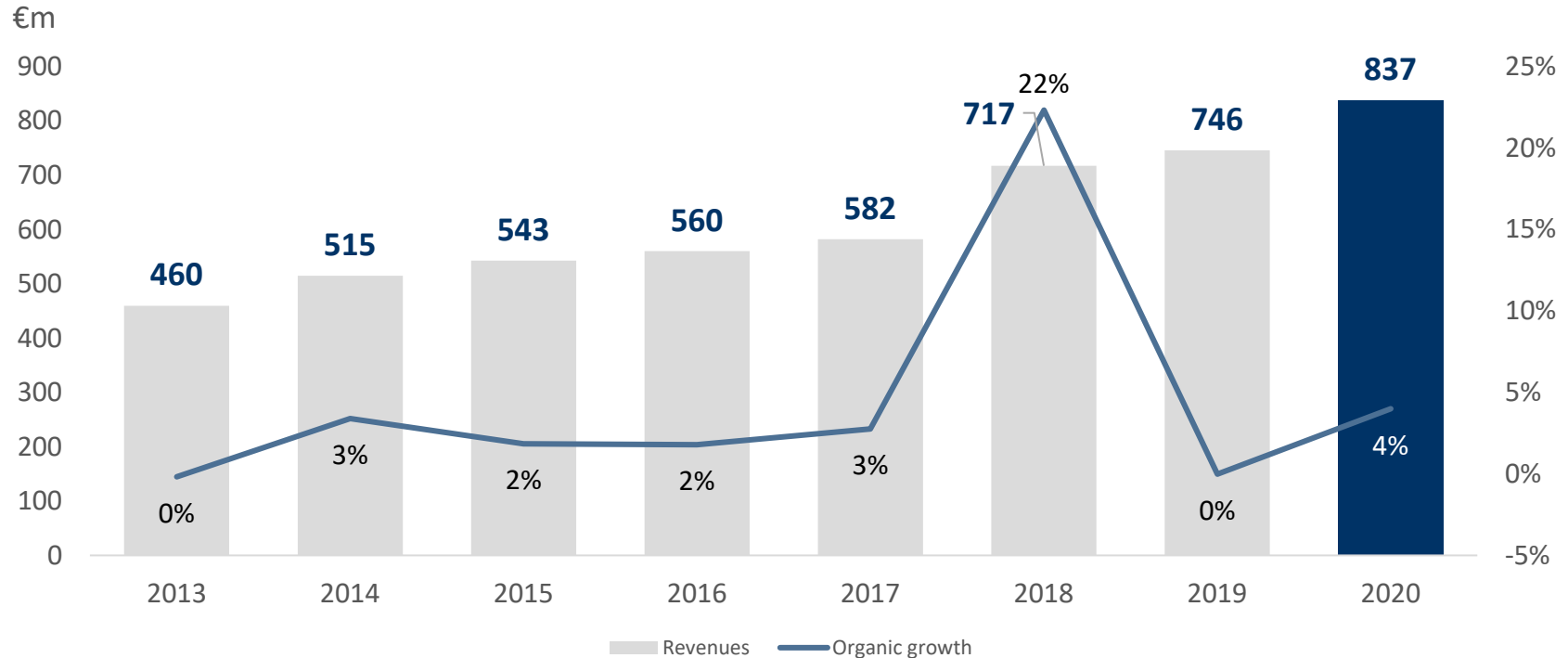
**NOBODY SHOULD
SUFFER OR DIE
BECAUSE
AT SOME POINT
MEDICAL
INFORMATION
WAS MISSING**

- ▶ **Strong market positions**
- ▶ **Technology leadership**
- ▶ **On-top Investments** in user experience and interoperability
- ▶ **Increasing organic growth** momentum with **>60% recurring revs**
- ▶ **Propelling EBITDA growth with high margins**
- ▶ **Strong cashflow** profile driving TSR and payout
- ▶ **Excellent track record in value enhancing M&A**

APPENDIX

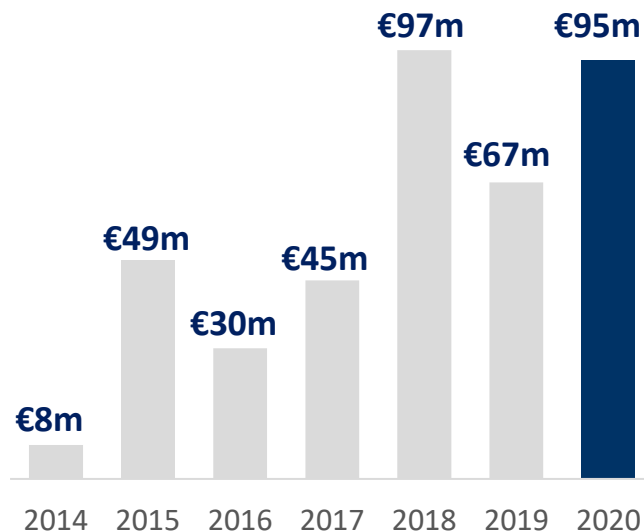


CGM on the verge of accelerating organic growth from low to mid single digit

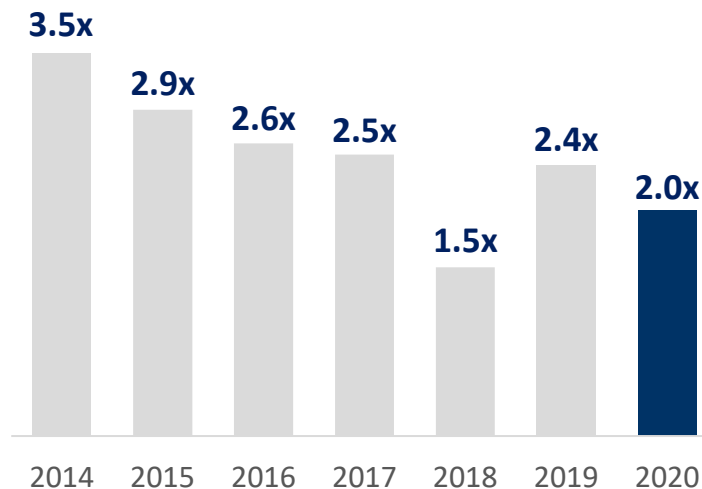


Strong free cashflow and fast deleveraging post major acquisitions

Free cashflow



Leverage¹⁾



¹⁾ 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/pro forma (LTM) plus pro rata EBITDA of newly acquired companies



* 1,000 – 1,040 €m

Guidance 2021 – Other KPIs

Organic growth	4 – 8	group revenues, in %
Recurring revenue	> 60	in % of total revenues
Adj. EPS	1.70 – 1.95	diluted, in €
CAPEX	70 – 80	in €m
FCF	> 80	in €m

Guidance reflects management's best estimate based on the currently available information, particularly with regard to COVID-19 and the further rollout of Telematics Infrastructure.

2021 Revenue guidance – Segments

Revenues, €m

AIS	485 – 500	excluding TI, including 12 months eMDs
PCS	115 – 120	excluding TI
HIS	240 – 250	including full year impact of large FY20 acquisition
CHS	160 – 170	including TI

Quarterly phasing (FY 2021 guidance unchanged)

- Gradual build-up of revenue expansion throughout the year
 - Growth initiatives accelerating quarter by quarter
 - Hospital Future Act benefits expected to start after summer
 - Ramp-up of patient journey and IT security initiatives step by step
 - TI upgrade (PTV4) expected in HY2
- Front-loaded cost impact of investments with growth benefits well beyond 2021



EBITDA ramp-up throughout the year (HY1 margin < HY2 margin)

Q2 with hiring catch-up margin impact & free cash flow dip

Share buyback program 2021

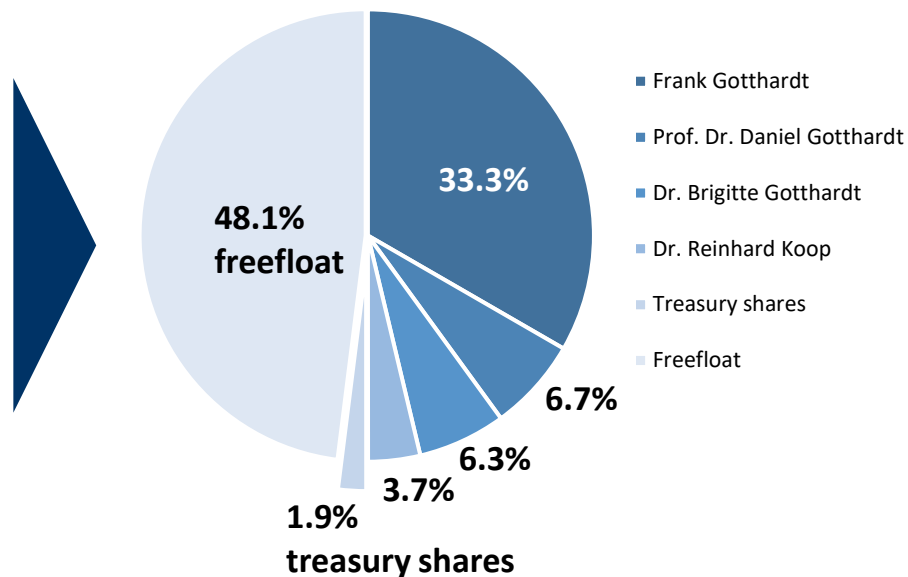
Share buyback February 25 – April 29, 2021

- 1,000,000 treasury shares
- 1.9% of outstanding shares
- €71.25 volume weighted average share price
- €71.3m total volume

Thereof in Q1/2021

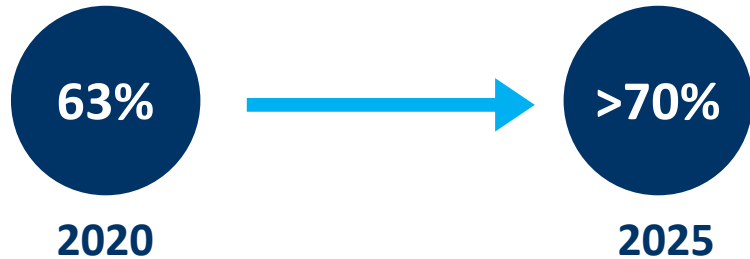
- 620,667 treasury shares
- 1.2% of outstanding shares
- €69.80 volume weighted average share price
- €43.3m total volume

Shareholder structure (April 30)



Transition to SaaS / subscription improving future revenues and margins

Recurring revs share



Revenue impact



- Discounted **value of SaaS/subscription** higher than corresponding one-off license
- Improved **customer retention** and lower upfront entry barrier
- **Transition impact limited:**
 - Large long-term recurring customer base
 - HIS biz not affected
 - Transition planned over next 3-5 years
- From 2025 onwards **revenue acceleration** with **higher recurring revenue share** and **better margins**

FINANCIALS

Q1/21



Q1 – An excellent start into 2021



€229m
(+25%yoy)

Revenue



69%
(+2ppt)

Recurring
rev share



+5%
(+3ppt)

Organic
growth



€47m
(+7%yoy)

Adj.
EBITDA



20%
(-4ppt)

Margin



€0.33
(PY: €0.34)

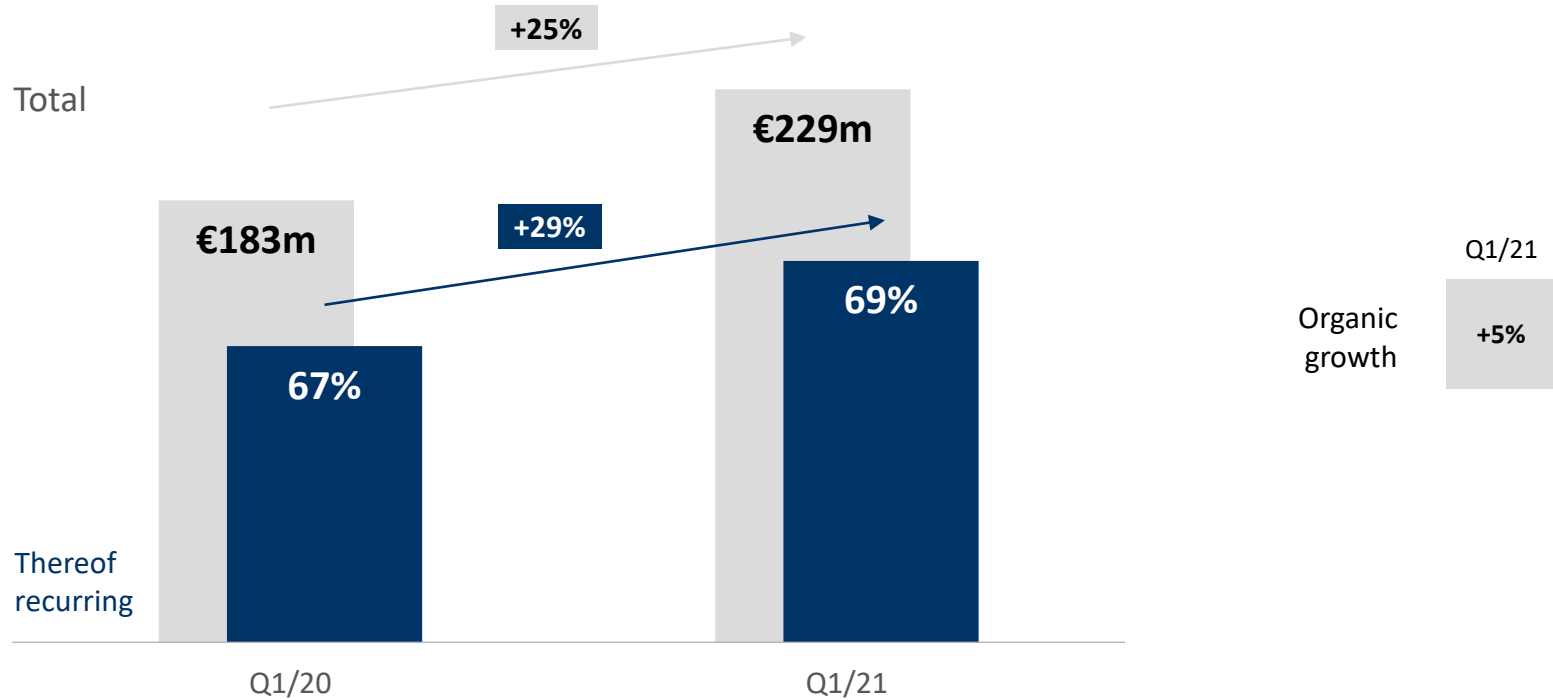
Adj. EPS



€70m
(PY: €51m)

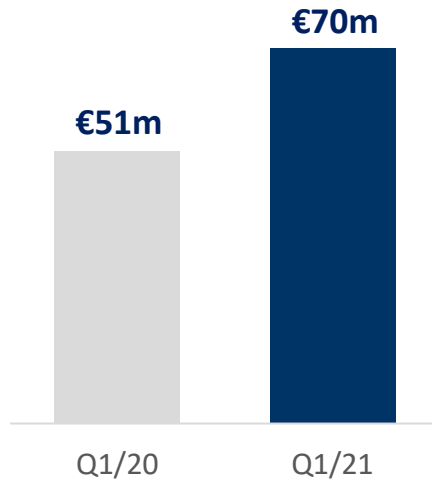
FCF

Q1/2021 – Double-digit revenue growth driven by acquisitions

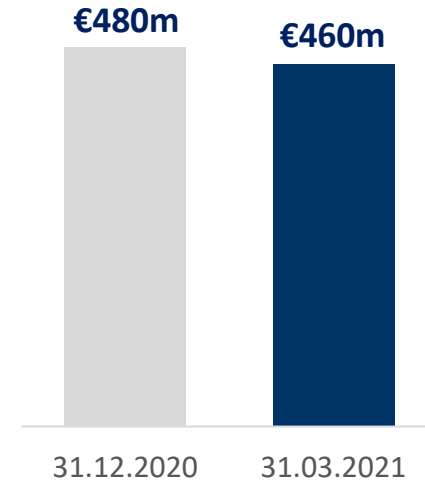


Excellent free cash flow headstart improving net debt despite share-buy back

Free cash flow



Net debt



Leverage¹⁾ 2.0x 2.0x

¹⁾ 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/pro forma (LTM) plus pro rata EBITDA of newly acquired companies

Invest to grow 2021 – Successful kick-off

MILESTONES Q1/2021

- User experience & platform modernization
- ✓ **CLICKDOC calendar tool ready for rollout**
- Modularization & interoperability
- ✓ **TI connector upgrade on track for HY2/2021**
- Next generation G3 / SaaS based products
- ✓ **First cloud-based system launched in Italy**
- IT security offerings
- ✓ **Doctors communication tool (KIM) rollout gaining traction**
- Marketing, sales & distribution
- ✓ **Expanding sales & service force**

Q1/2021

R&D expenses up yoy

from **€36m**

to **€45m**

at **~20%** of revs

Q1/2021 Segments

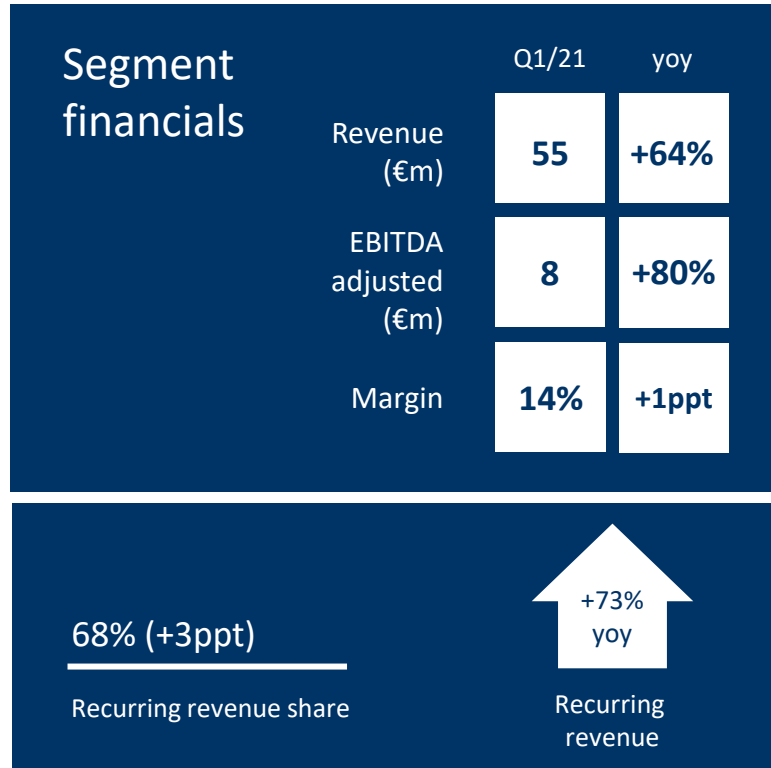
Group	Group		AIS		HIS		CHS		PCS	
	Q1/21	yoy	Q1/21	yoy	Q1/21	yoy	Q1/21	yoy	Q1/21	yoy
Revenue (€m)	229	+25%	112	+18%	55	+64%	34	+33%	28	-3%
EBITDA adjusted (€m)	47	+7%	30	+9%	8	+80%	5	+6%	8	-10%
Margin	20%	-4ppt	26%	-3ppt	14%	+1ppt	15%	-4ppt	29%	-2ppt
Revenue share			49 %		24 %		15 %		12 %	

Segment financials	Q1/21	yoy
Revenue (€m)	112	+18%
EBITDA adjusted (€m)	30	+9%
Margin	26%	-3ppt

77% (+4ppt)	+25% yoy
Recurring revenue share	Recurring revenue

Q1/21 yoy

- **Revenues** up +18% due to US acquisition
- **Organic** development -1%, against strong +10% in PY (Win 10 boost) and COVID-19 impact in 2021
- Acquisition strengthens **recurring revenue** profile, now 77% of total revs and up +25% yoy
- **Adjusted EBITDA** impacted by increased investments into R&D, sales & service
- **EBITDA margin** additionally impacted by lower margin of newly consolidated US business



Q1/21 yoy

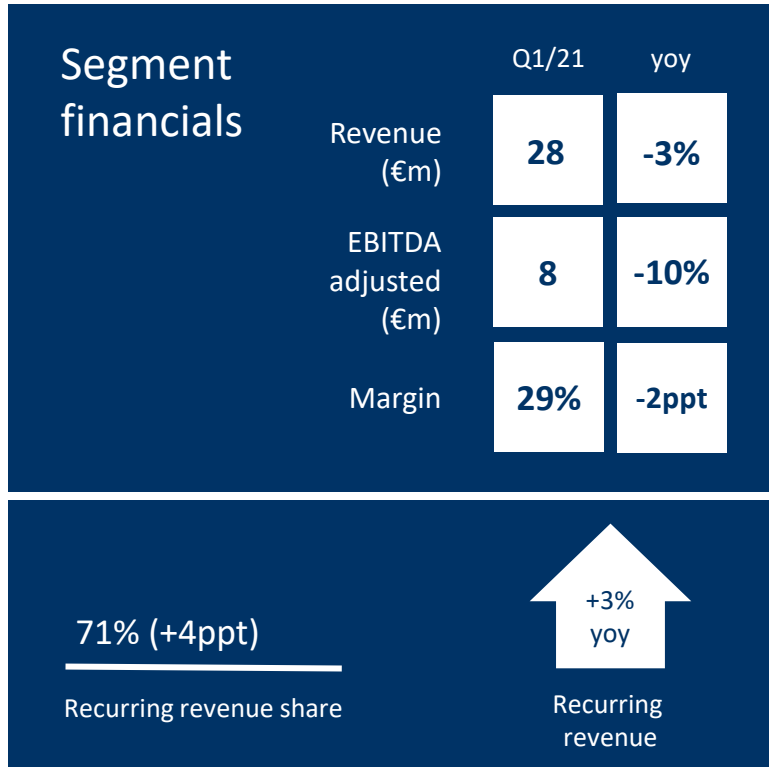
- Strong **revenue** increase of +64% due to assets acquired from Cerner
- **Organic** revenues +8% mainly driven by positive business development in Germany
- **Recurring revenues** up +73% due to acquisition, representing 68% of total revs
- **EBITDA margin** at 14% slightly above PY margin despite increasing R&D investments

Segment financials	Q1/21	yoy
Revenue (€m)	34	+33%
EBITDA adjusted (€m)	5	+6%
Margin	15%	-4ppt

43% (-7ppt)	+14% yoy
Recurring revenue share	Recurring revenue

Q1/21 yoy

- **Organic** revenue growth of +34% driven by TI rollout and data solutions
- +9% **organic growth ex TI growth**, driven by excellent data business (intermedix)
- **Recurring revenue profile** impacted by TI rollout with high one-off revs in Q1/21
- **Adj. EBITDA margin** impacted by higher hardware revs (TI) & growth investments



Q1/21 yoy

- **Organic** revenues down by -3% against strong +5% in PY (Win 10 & 2019 backlog)
- Recurring revenues up +3% and now 71% of total revs (+4ppt due to less hardware sales)
- **Adjusted EBITDA** down by -10% due to increased investments (mostly G3)

Investor Relations contact

Claudia Thomé

Corporate Vice President Investor Relations

T: +49 (0) 261 8000-7030

claudia.thome@cgm.com

CompuGroup Medical SE & Co. KGaA

Maria Trost 21

56070 Koblenz

Germany

E-Mail: investor@cgm.com

ISIN DE000A288904

WKN A28890

Frankfurt Stock Exchange

MDAX / TecDAX

