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CompuGroup Medical SE – Synchronizing Healthcare

## **3<sup>rd</sup> quarter 2016 – Conference Call**

**09 November, 2016 - Christian B. Teig, CFO**

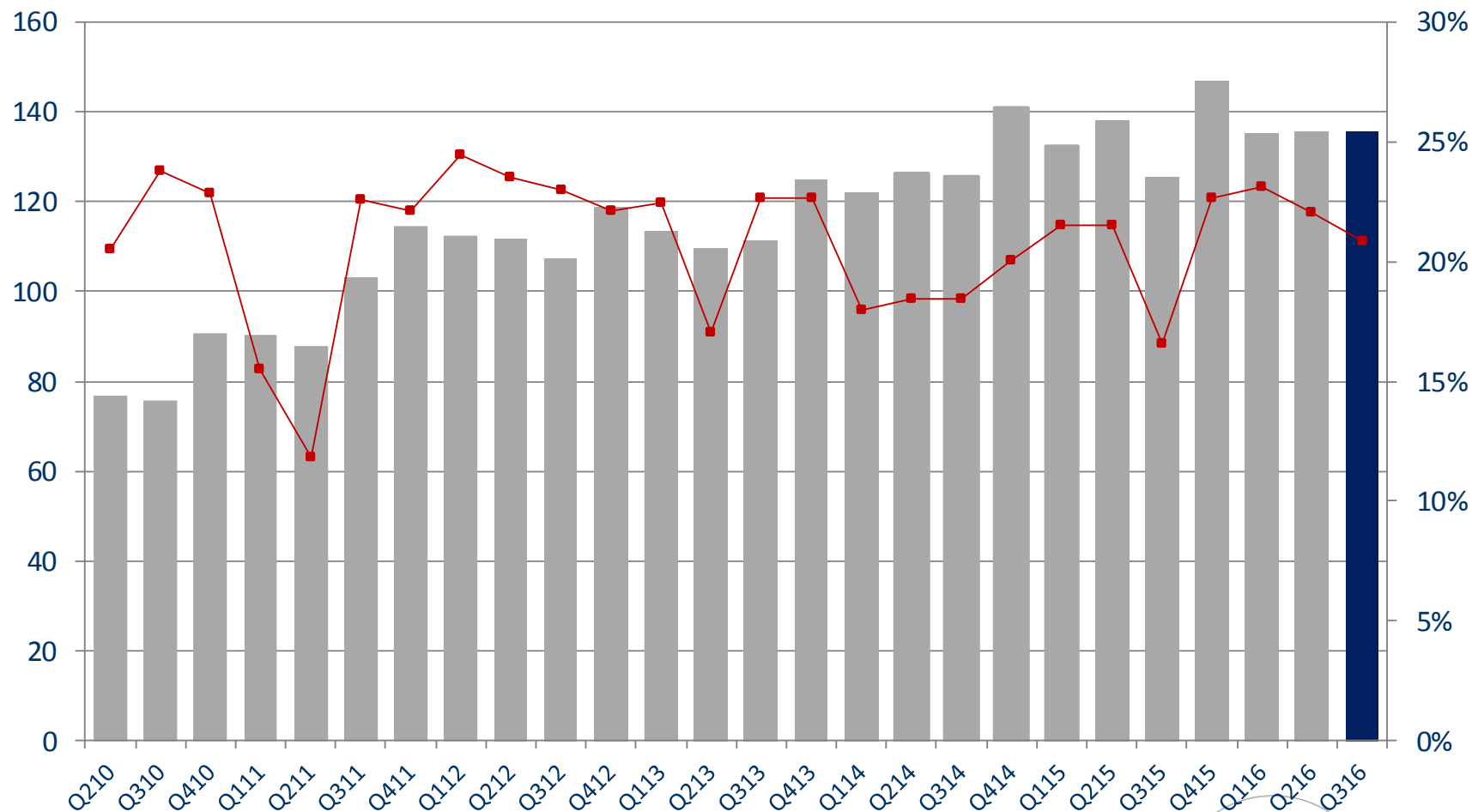
# Key figures third quarter 2016

€ M	Q3 16	Q3 15	Change	2015
Revenue	135.7	125.7	8%	543.1
EBITDA	28.3	20.8	36%	112.3
EBIT	19.4	10.6		67.8
EBT	15.8	6.0		62.2
Net income	9.6	4.9		38.6
EPS (€)	0.19	0.10		0.77
Cash net income*	15.4	13.0		72.9
Cash net income per share (€)	0.31	0.26		1.47

\*Net income before minority interest plus amortization of intangible assets less amortization on in-house capitalized software

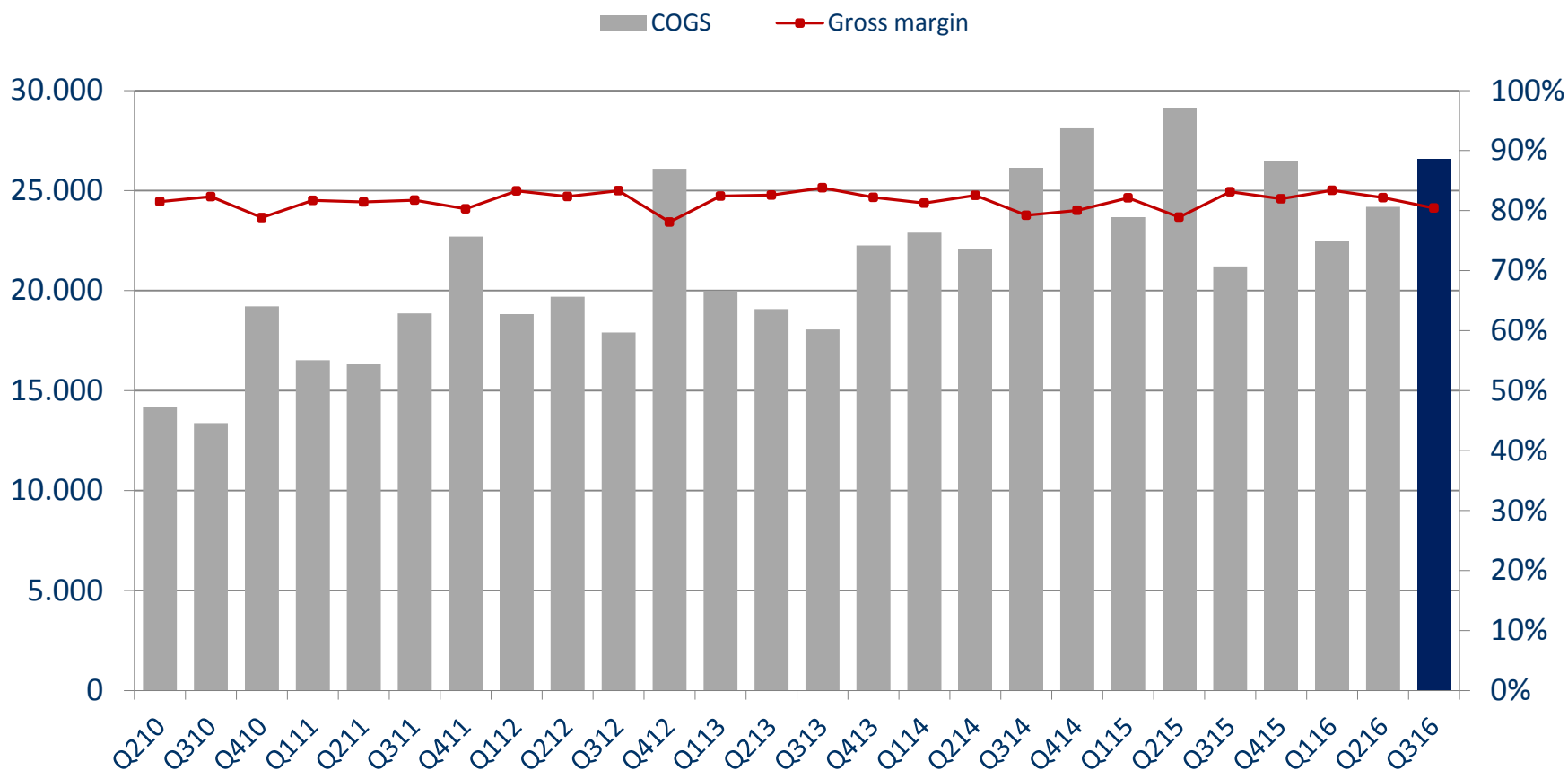
# 2010 – 2016 per quarter

Revenue (€ M) / profitability (EBITDA%)



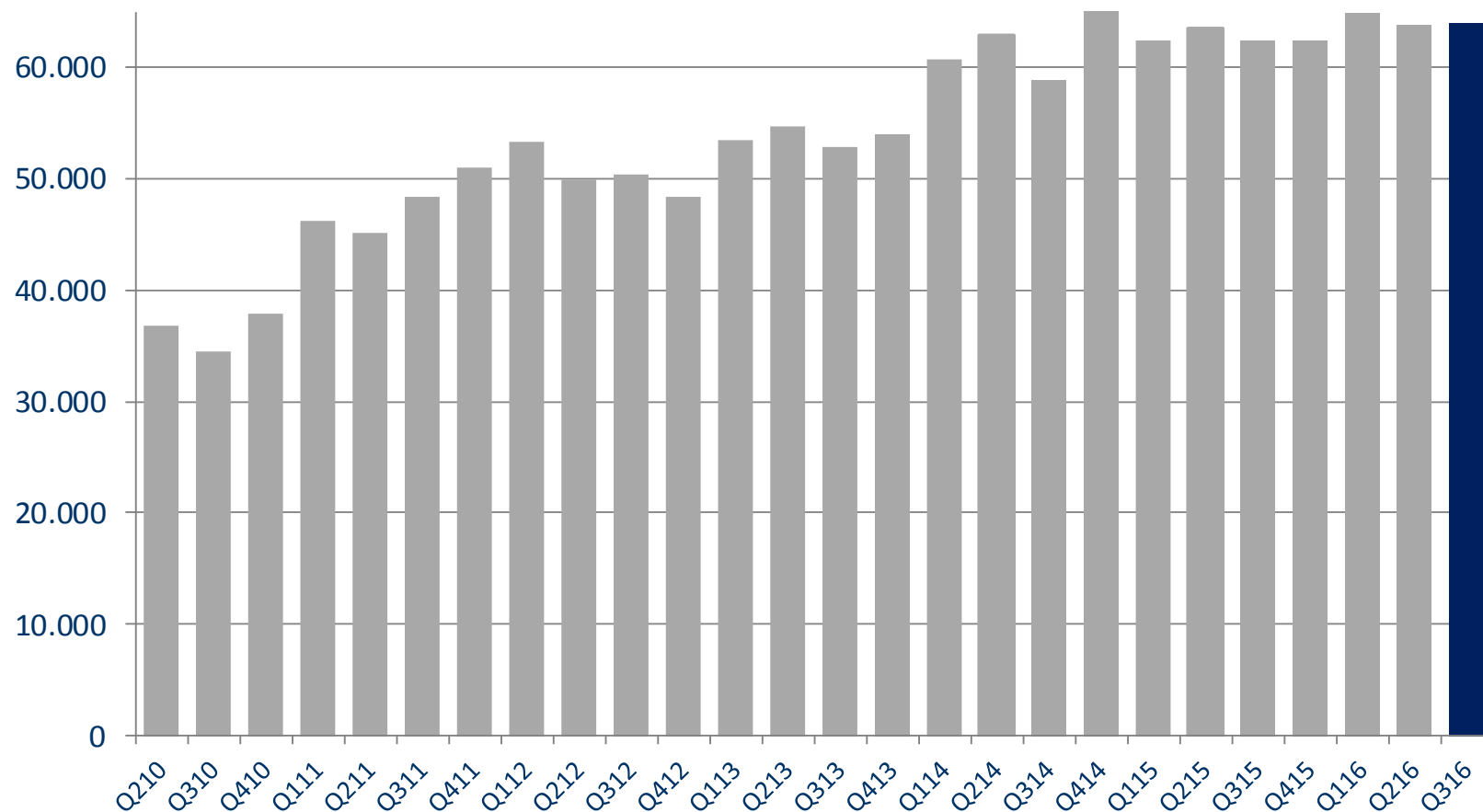
# COGS and gross margin

Cost of goods sold and gross margin (€ '000 / percent)



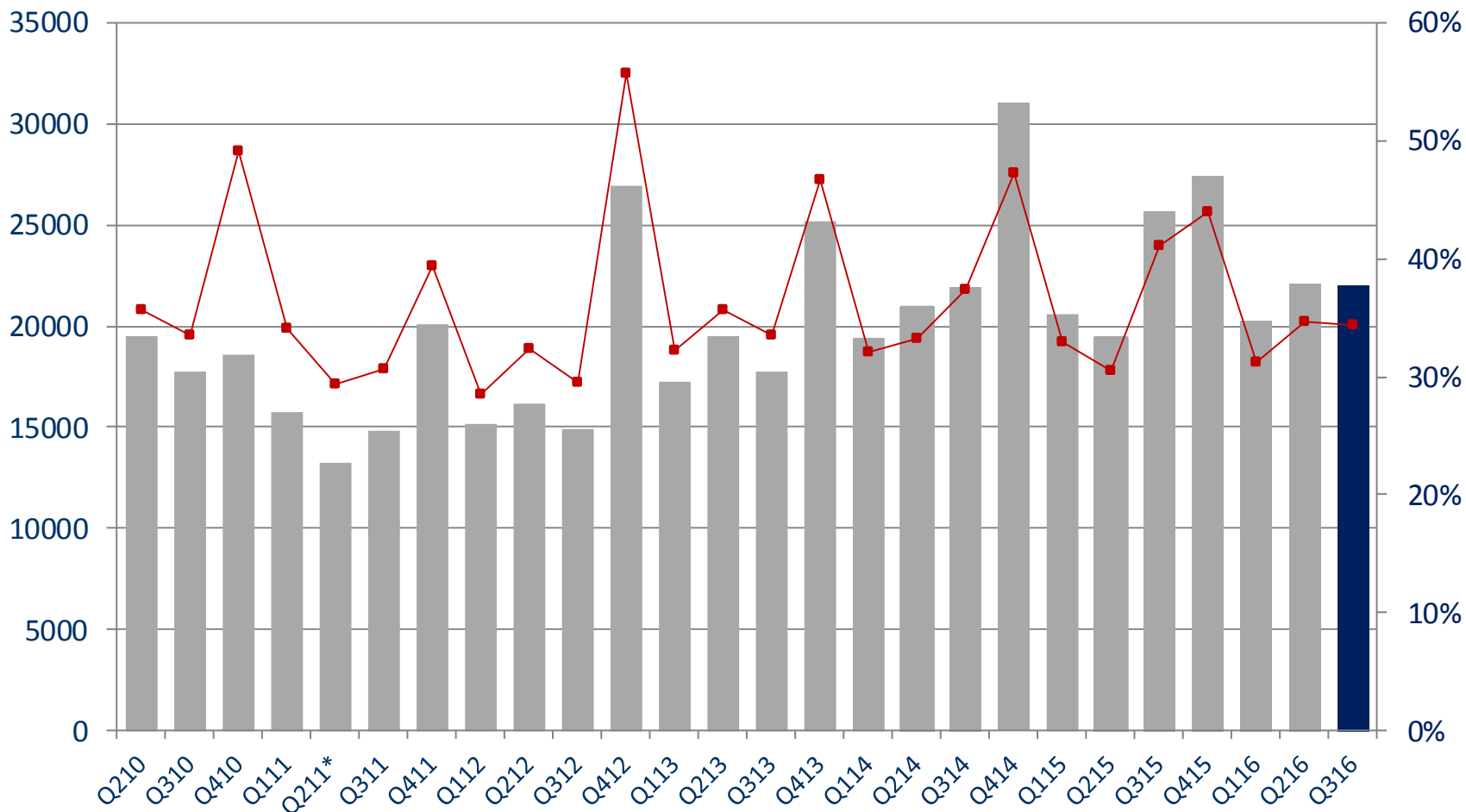
# Personnel expenses

€ '000



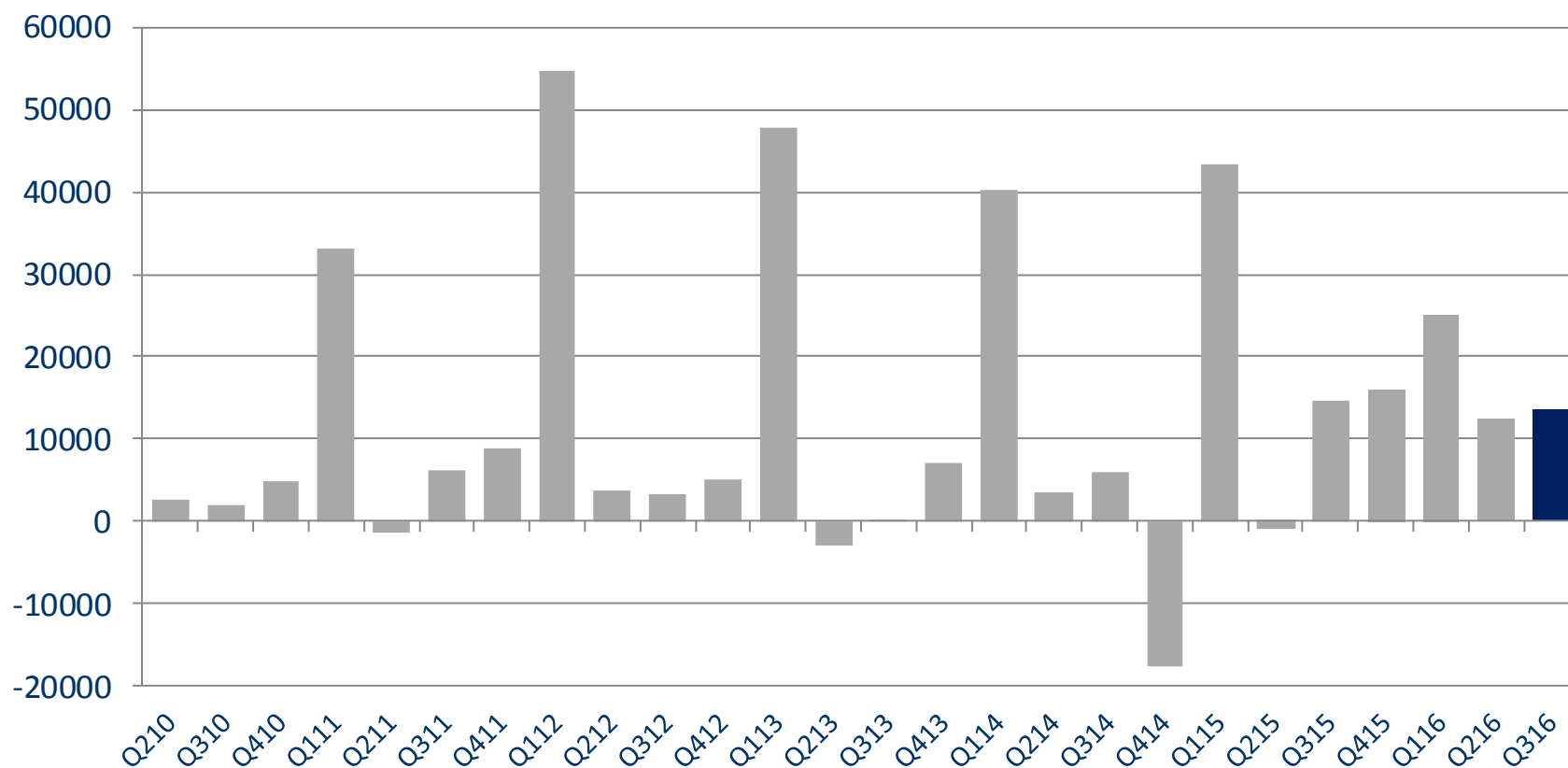
# Other expenses

Other expenses (€ '000) / percent of personnel expenses



# Operating cash flow

€ '000



# Capital expenditure

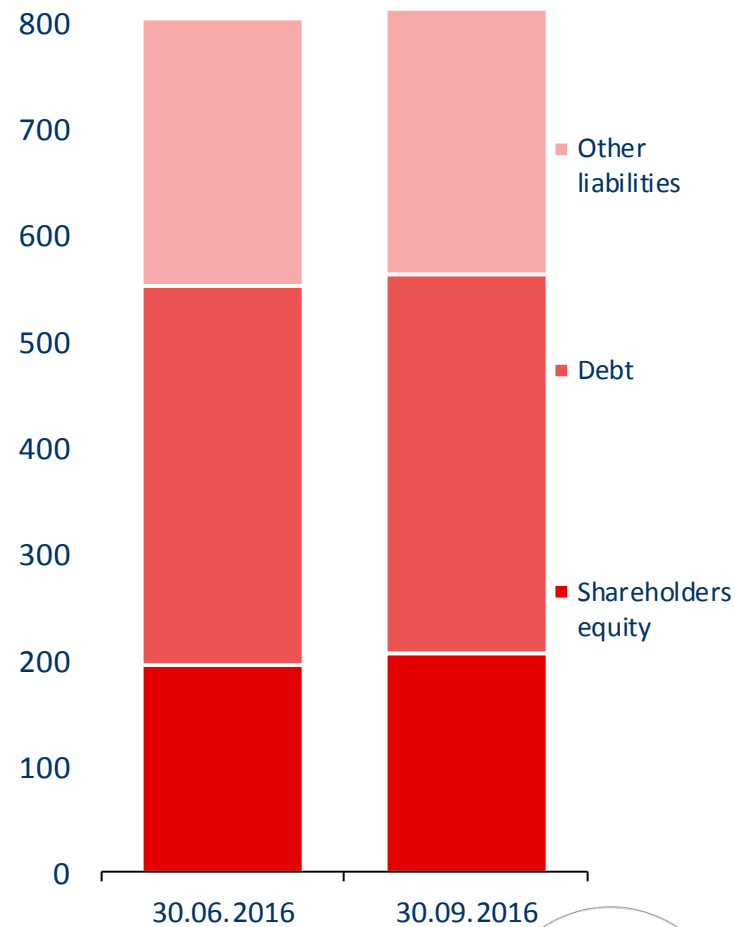
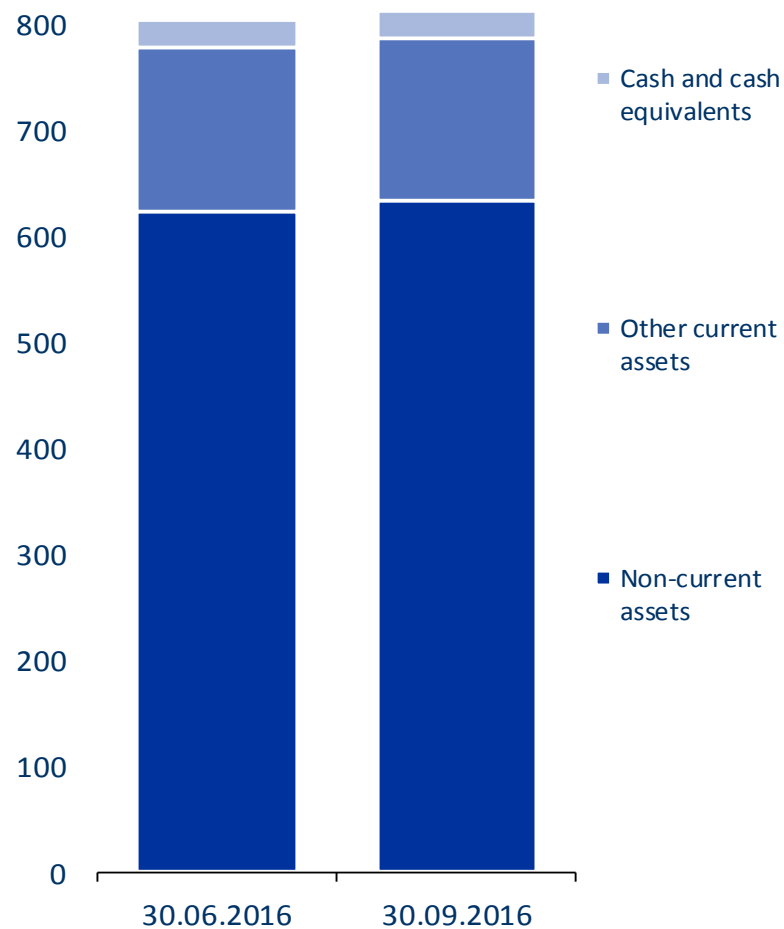
€ M	Q3 2016
Company acquisitions	4.9
Purchase of minority interest and past acquisitions	0.0
Capitalized in-house services and other intangible assets	3.7
Cash outflow for capital expenditure in joint ventures	1.5
Office buildings and property	0.0
Other property and equipment	3.1
<b>Sum</b>	<b>13.2</b>

Company acquisitions are payments for the acquisition of 75 percent of the shares in VEGA Informatica e Farmacia S.r.l. in Italy and for 100 percent of the shares in Micromedic GmbH in Germany (AIS dealer)



# Statement of financial position

€ M



# Software for doctors

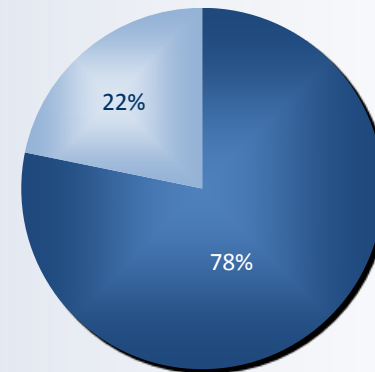


# Doctor software development

## AIS revenue Q3 2016

100% = 77.5 € M

	€ M	%
Revenue Q3 2015	75.1	
Acquisitions	0.3	
Organic growth	2.1	3%
Revenue Q3 2016	77.5	3%



■ Recurring service fees ■ Non-recurring sales

- Outside Gematik project, revenue development corresponds to 1 percent organic growth.
- For software maintenance and other recurring service fees, year-on-year organic growth at constant currency is 4 percent
- Effects from initiatives to accelerate growth are expected to come in the fourth quarter.

# Telematik Infrastructure pilot project

- Significant progress during the third quarter, official testing phase expected to start in November.
- The Konnektor was approved from Federal Office for Information Security (BSI) for pre-piloting up to 30 providers. Formal security certification for the test phase is expected in November.
- It is confirmed that the testing in the project can be done with existing card readers with a software update.
- All other components are ready to begin trials, including 506 contracted pilot users in region North-West.



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# Software for pharmacies

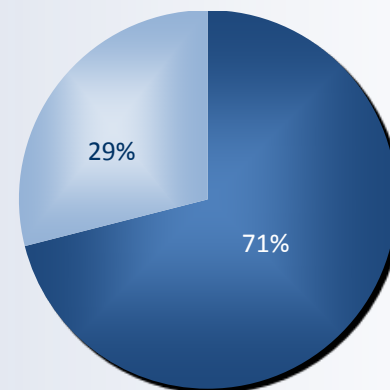


# Pharmacy software development

## PCS revenue Q3 2016

100% = 24.3 € M

	€ M	%
Revenue Q3 2015	21.7	
Acquisitions	0.5	2%
Organic growth	2.1	10%
Revenue Q3 2016	24.3	12%



■ Recurring service fees ■ Non-recurring sales

- The pharmacy software business had a strong third quarter and already recovered from the relatively slow start to the year.
- Growth initiatives had a significant positive impact over the summer period and revenue from hardware, software and services rebounded strongly.

# Software for hospitals

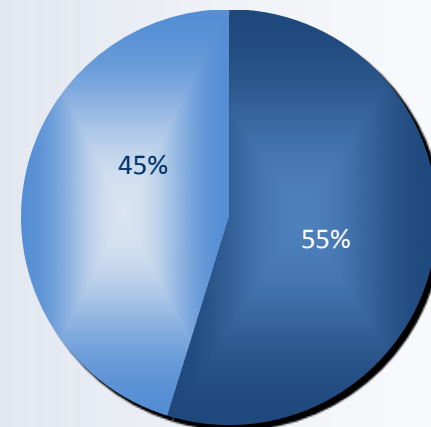


# Hospital software development

## HIS revenue Q3 2016

100% = 18.7 € M

	€ M	%
Revenue Q3 2015	14.4	
Acquisitions	0.5	4%
Organic growth	3.8	26%
Revenue Q3 2016	18.7	30%



■ Recurring service fees

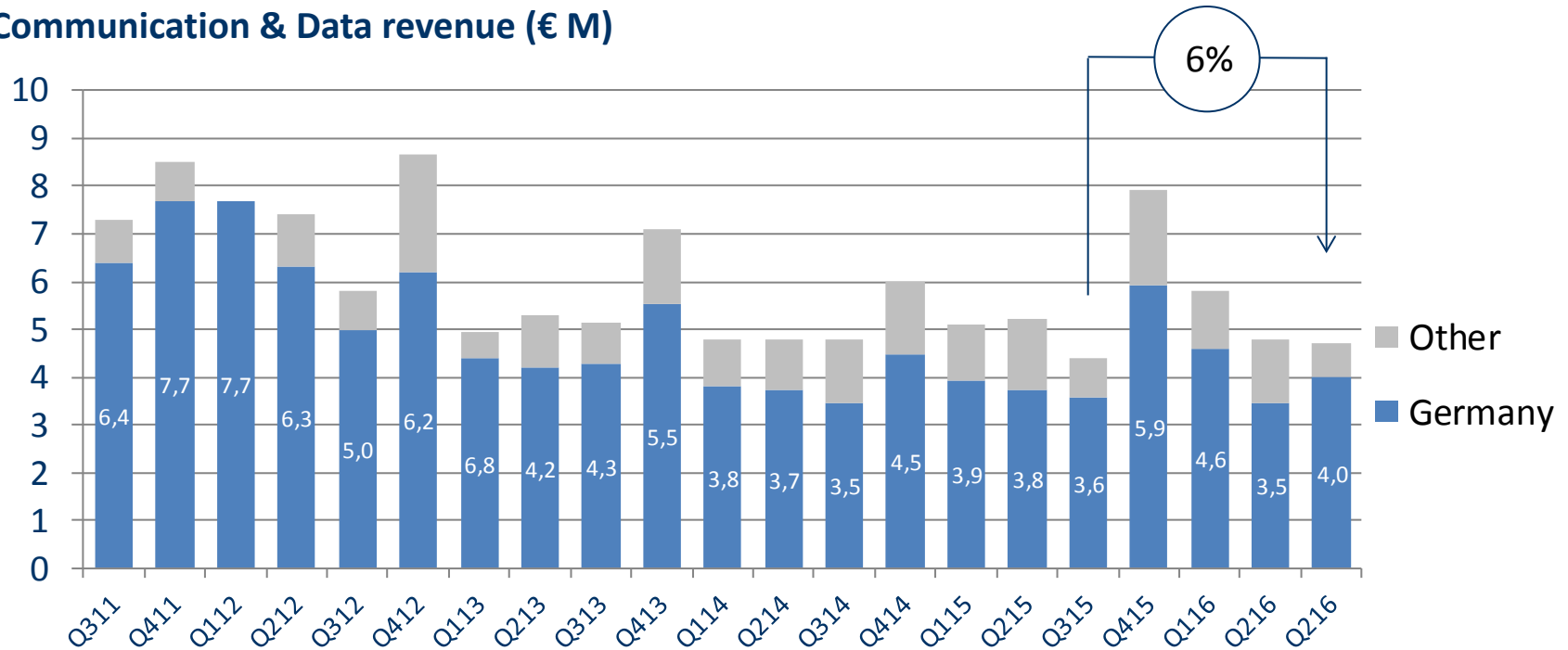
■ Non-recurring sales

- Austria, Switzerland and Germany are performing well based on a good backlog of already contracted project revenue.
- Special effects last year related to specific projects and markets in Eastern Europe, Turkey and the Middle-East lead to the exceptional year-on-year growth this quarter



# Communication & Data development

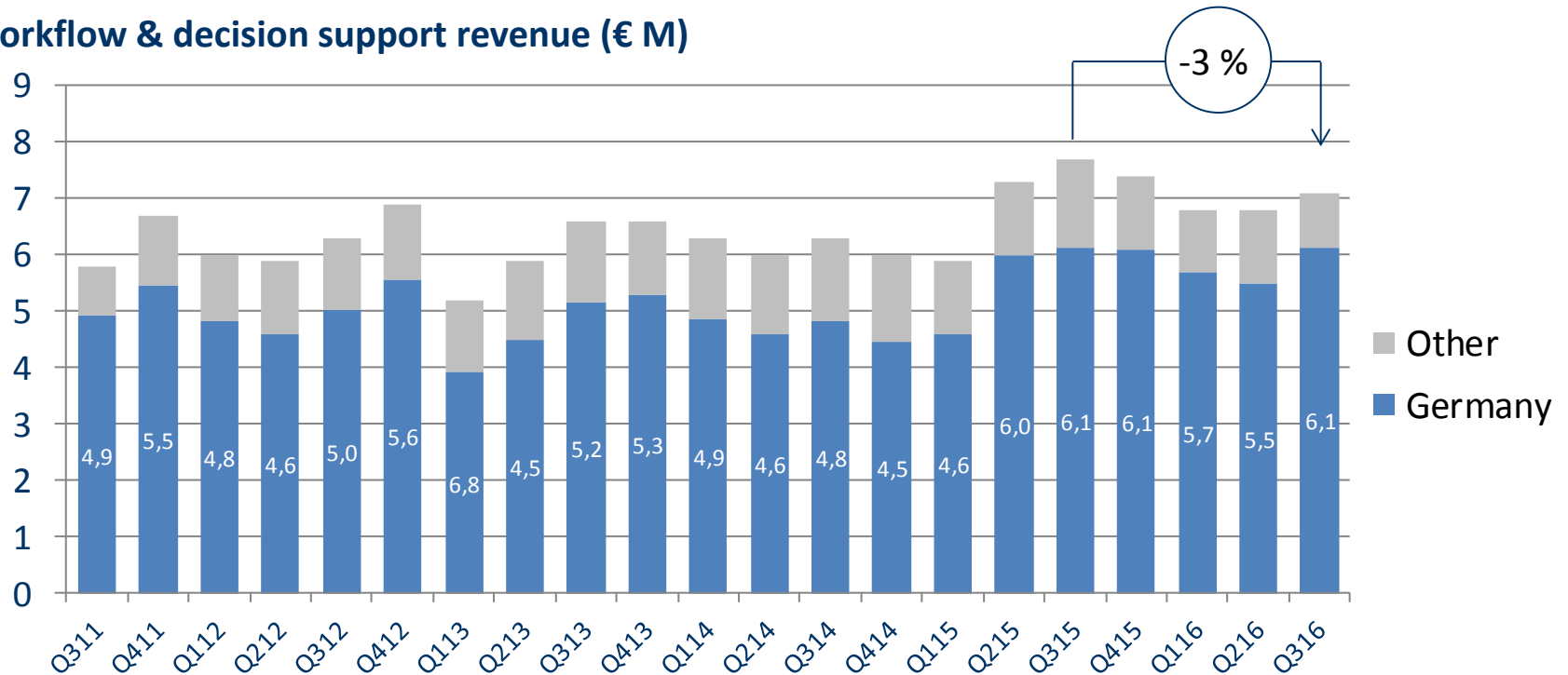
Communication & Data revenue (€ M)



- The positive development in the Communication & Data business continues in the third quarter with positive organic growth
- The different growth rates in each quarter are normal fluctuations for this business segment as the business model is not based on any recurring revenue

# Workflow & decision support development

Workflow & decision support revenue (€ M)



- After a strong first half with 20 percent organic growth, the third quarter in the Workflow & Decision Support business reversed some of these gains
- These are normal quarterly fluctuations for this business segment.

# Guidance 2016 reaffirmed

- CGM reaffirms guidance for 2016:
  - Revenue is expected to be in the range of EUR 560 million to EUR 570 million
  - Operating income (EBITDA) is expected to be in the range of EUR 125 million to EUR 133 million
- The guidance includes all expected additional expenses during 2016 to prepare CGM for the beginning of the nation-wide roll-out of the Telematics Infrastructure in Germany
- The guidance does not take into account potential revenue related to the Telematics Infrastructure roll-out
- The guidance does not include revenue and costs associated with potential and currently undetermined further acquisitions during 2016

# Financial calendar 2016 / 2017

Date	Event
November 9, 2016	Interim report Q3 2016
February 3, 2017	Preliminary Q4/Full Year Report 2016
March 31, 2017	Annual Report 2016
May 4, 2017	Interim Report Q1 2017
May 10, 2017	Annual General Shareholder Meeting
August 3, 2017	Interim Report Q2 2017
October 12, 2017	Investor- and Analyst Conference
November 9, 2017	Interim Report Q3 2017

## Q&A session

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If you would like to raise questions, please press **\*1** on your telephone

## **CompuGroup Medical SE**

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