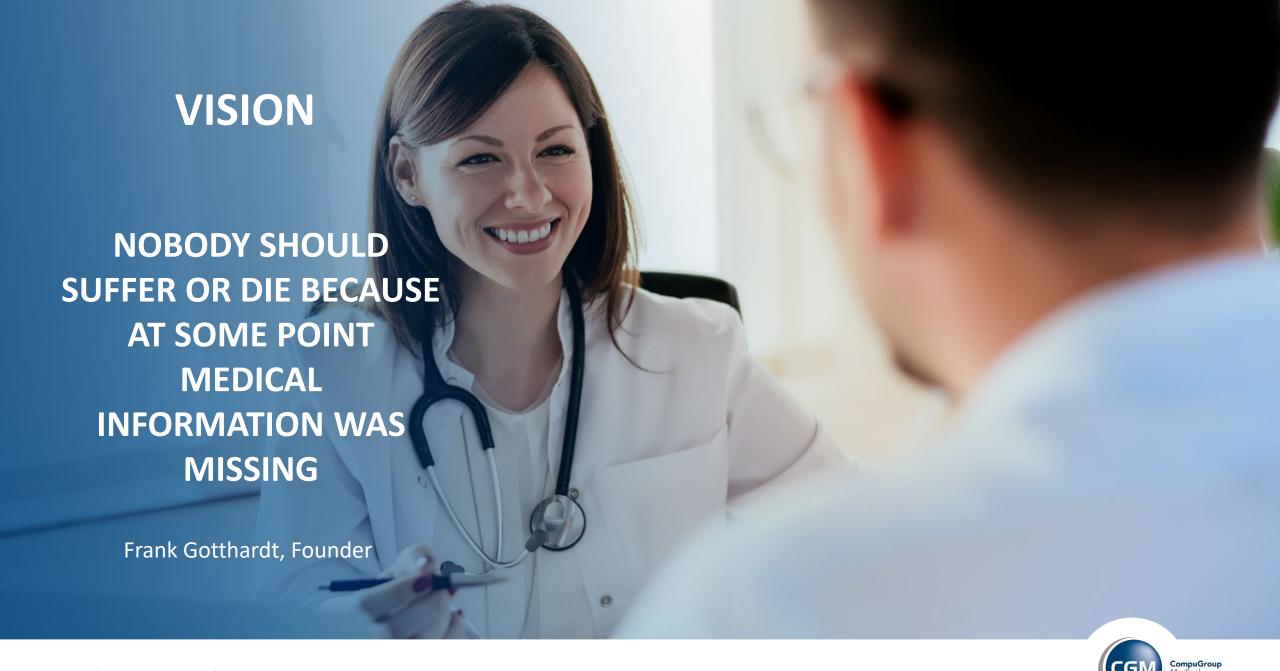


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# 2021 - Strong year with acceleration in strategic areas

# Foundation for further growth

Strong execution on investment program

Successful integration of largest two acquisitions in company history



# Delivered progress towards mid term targest

>5% organic growth in 2021

Massive step change in digitization in many of our markets



### Focus on company culture

Increasing attention on ESG

Strengthened team spirit after successfully overcoming the cyber attack



**CGM** well positioned for the future



# **Excellent financial performance in 2021**



More than € 1 billion revenue



More than
5 percent
organic growth



Strong adjusted EBITDA



Growing share of recurring revenue



# Great progress towards our mid term ambitions



Organic
revenue growth of
≥5% per year until 2025

**Delivered 5.8% in 2021,** targeting 5.5% in 2022



Increasing

EBITDA margin

to ~25% in 2023

and ~27% in 2025

First step planned with 22.5% in 2022

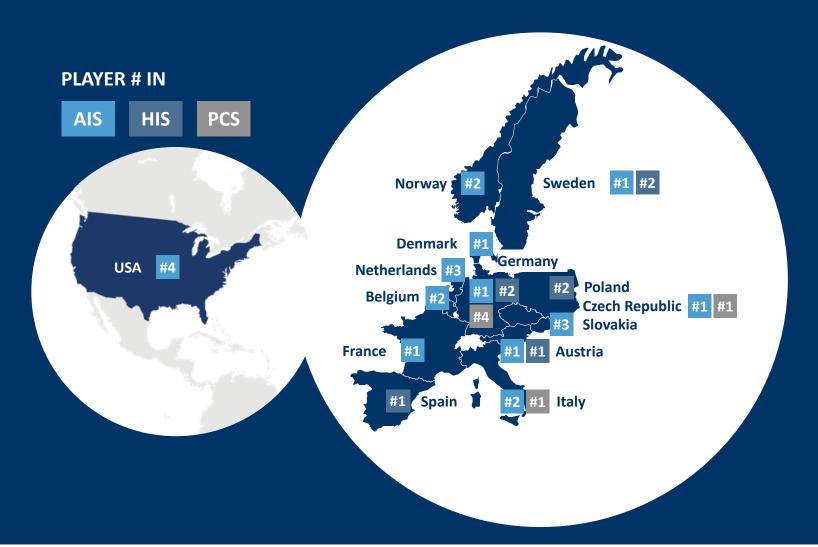


Increasing share of recurring revenues to >70% in 2025

Achieved 65% in 2021 (+2ppt vs last year)



# Strengthening our excellent market position even further



### Adding scope and traffic

- New projects with clinical institutions leading in digitization
- ~880k e-sick notes and 1.25m KIM
   messages processed within CGM network
- MEINE GESUNDHEIT (e-Health record for private insurances) with >1m users
- 80% of US key resellers agree to market CGM's eMEDIX EDI services in the US



# Accelerating organic growth to drive digitization momentum



### AIS (ex US)

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



### TI

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



#### **Data**

i.e., "Therafox" and real-time evaluation for diagnostics, therapy and medication



Government programs across Europe continue to push the digitization of essential parts of healthcare

Strong progress in 2021 to enable healthcare professionals to...

... handle e-Health records & e-Prescriptions

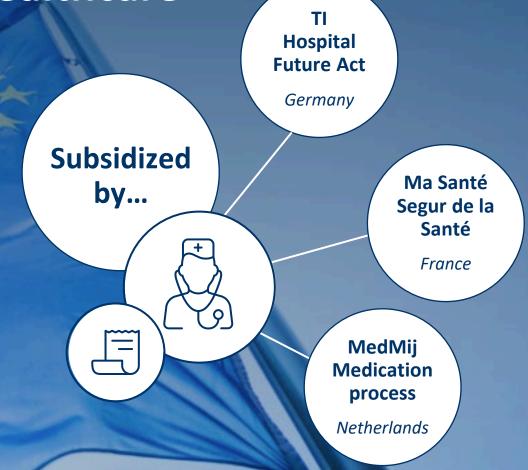
... digitize medication & emergency data sets

... issue electronic sick notes

... administer risk assessment for medication

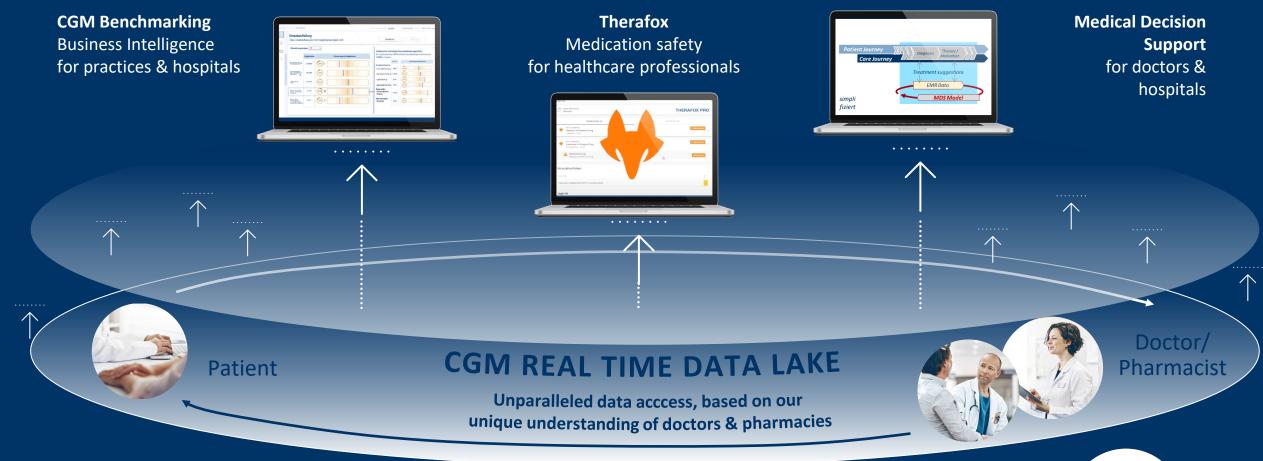
... virtualize and mobilize their patient communication

... enhance IT security





# 2021: Foundation built for new growth driver data business





## **ESG** in our focus



### We go green

- Develop concept in 2022 to carbon neutrality
- Green projects implemented (TURBOMED, M1 PRO, Romania)
- Customer award for green practices
- Project towards paperless office
- Growing infrastructure of e-car charging stations



### We are more diverse

- New Management Board more international and diverse
- >20% women in leadership positions; 30% by 2023
- Employees of 75 nationalities working @CGM
- German classes for non-German speakers in Germany



### We listen and engage

- New tool to regularly measure employee satisfaction and receive feedback
- Comprehensive online training offering for all employees
- HealthCare@CGM, e.g. vaccination
- Anonymous whistleblowing tool implemented



# Strong and experienced leadership team



Dr. Dirk Wössner Chief Executive Officer (CEO)



Frank Brecher
Chief Technology
Officer (CTO)



Teufer

Managing Director
Ambulatory
Information Systems
DACH

**Angela Mazza** 



Emanuele Mugnani
Managing Director
Ambulatory Information
Systems Europe



Dr. Eckart Pech

Managing Director
Consumer and
Health
Management
Information
Systems



Michael Rauch
Chief Financial
Officer (CFO)



Hannes Reichl

Managing Director
Inpatient and Social
Care



# CompuGroup Medical 2022 priorities



Be a top player in the patient journey



Deliver great services every day



Innovate on a scalable platform



Be lean and reduce complexity



Lead in data



Best place to work



# We are ready to capture this fantastic opportunity!

DIGITIZING HEALTHCARE EXCITING MARKET – INNOVATION DRIVEN

DEEP INDUSTRY KNOWHOW & MENTALITY TO WIN

**READY TO TRANSFORM – ECOSYSTEMS EVOLVING** 

CLEAR AMBITION - DRIVING GROWTH & MARGINS

**ENTREPRENEURIAL SPIRIT – FOUNDER BACKED** 

**EXECUTION – FAST, AGILE DECISION MAKING** 





# 2021 group guidance fully achieved













FY

€1,025m (+22%yoy)

**65%** (+2ppt) +5.8% (+1.6ppt)

€224m (+4%yoy)

21.9% (-4ppt)

€1.95 (PY: €1.90) €101m (PY: €95m)

Revenue

Recurring rev share

Organic growth

Adj. **EBITDA**  Margin

Adj. EPS

FCF

**Guidance** (Feb 4, 2021)

16





>60%



4-8%



€210m-€230m



20-23%



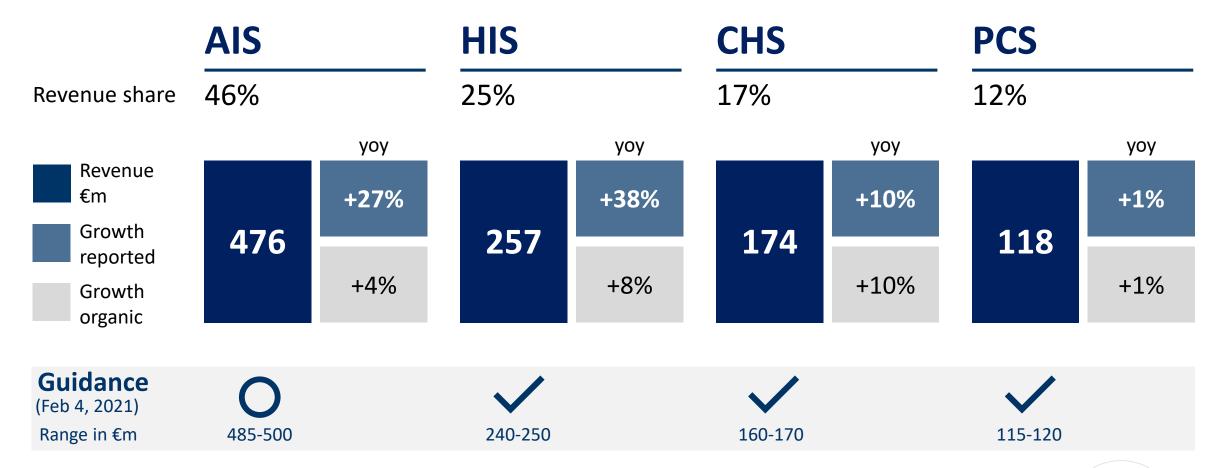
€1.70-€1.95



>€80m

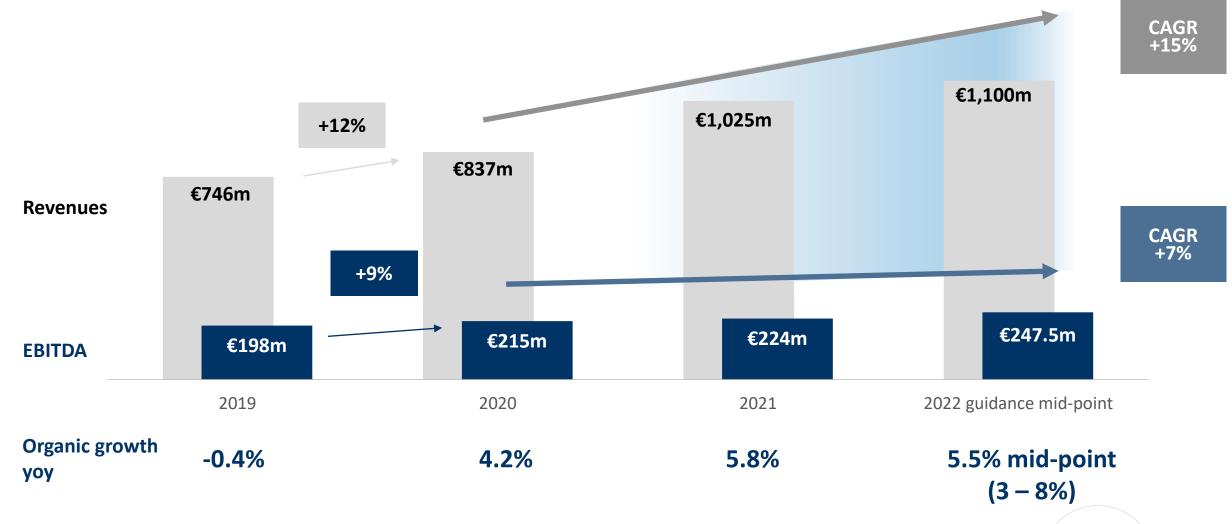


# Segment guidance overachieved in HIS and CHS





# We are boosting revenue growth to a new level



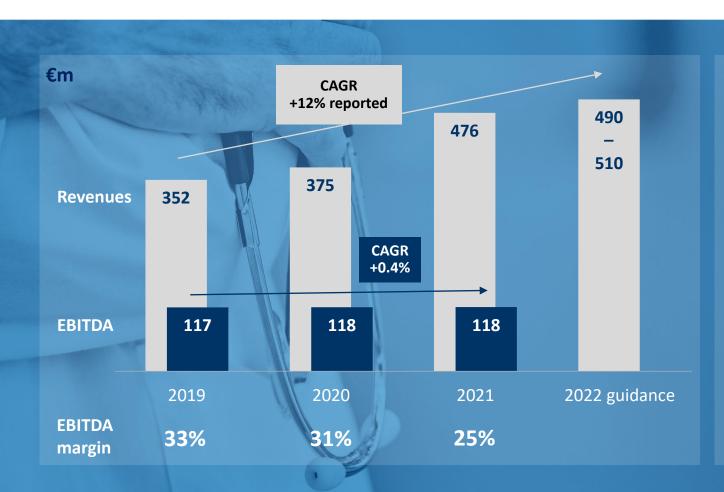


# CGM now on a new level of sustainable organic growth

Organic growth in % yoy	FY2020	Mid-term ambitions	FY2021	
Group	4.2%	>5%	5.8%	
AIS	2%	3 – 6%	4%	
HIS	3%	6 – 8%	8% 🗸	
CHS	15%	6 – 9%	10% 🗸	
PCS	0%	0 – 2%	1%	



# AIS drives digitization in doctors' practices



### **Organic growth picking up in 2021**

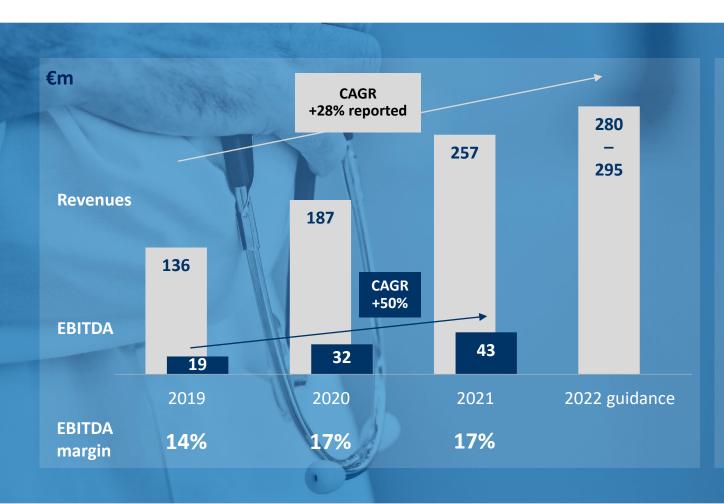
- Strong organic growth of 4%
- Main drivers: excellent DACH business and progress in France

# Digitization in the European healthcare sector successfully advanced

- More than 100,000 vaccination modules rolled out in Europe
- Communication in medicine (KIM) with ~1,250k
   messages processed, enabling e-Sick note
- 880,000 e-sick notes processed within the CGM network



# HIS in excellent shape in 2021



### Strong growth and order intake

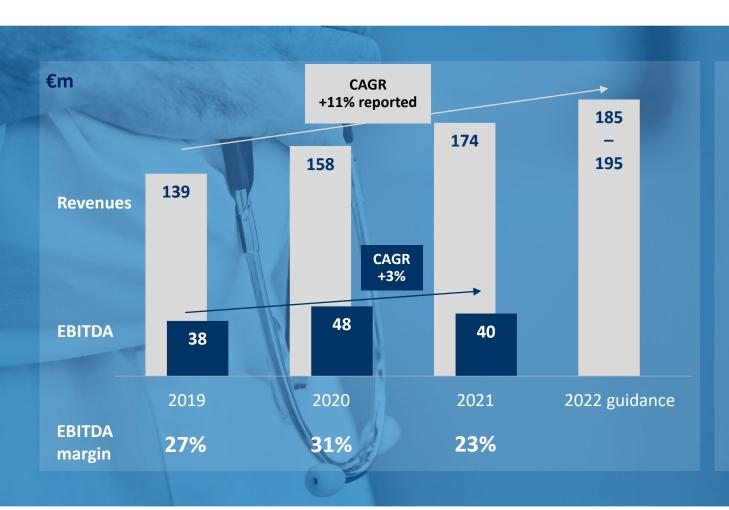
- 38% revenue growth including acquisitions (Visus, KMS)
- 8% organic growth in 2021
- High profile orders (University clinic Hamburg & Bethel clinic)

### **Hospital Future Act**

- Project funnel continues to evolve with main areas of care management, patient portal & medication
- Orders of more than € 25 million confirmed
- Revenue impact of € 50 80 million expected until 2025



# CHS with great progress in TI and data



### **Strong performance in TI in 2021**

- TI rollout to pharmacies, strong card reader sales and next generation connector (PTV4+) rollout
- Security products under the new brand CGM Protect launched

### Data business growing 9% in 2021

- CGM BENCHMARKS BI tool subscribed by >3k doctors from 11 specialty groups
- Arznei aktuell app for drug & medication checks;
   since re-launch >250k registered users
- 8m weekly adverse drug reaction checks in Therafox



# PCS with solid performance and high profitability



### Slight growth and stable margin in 2021

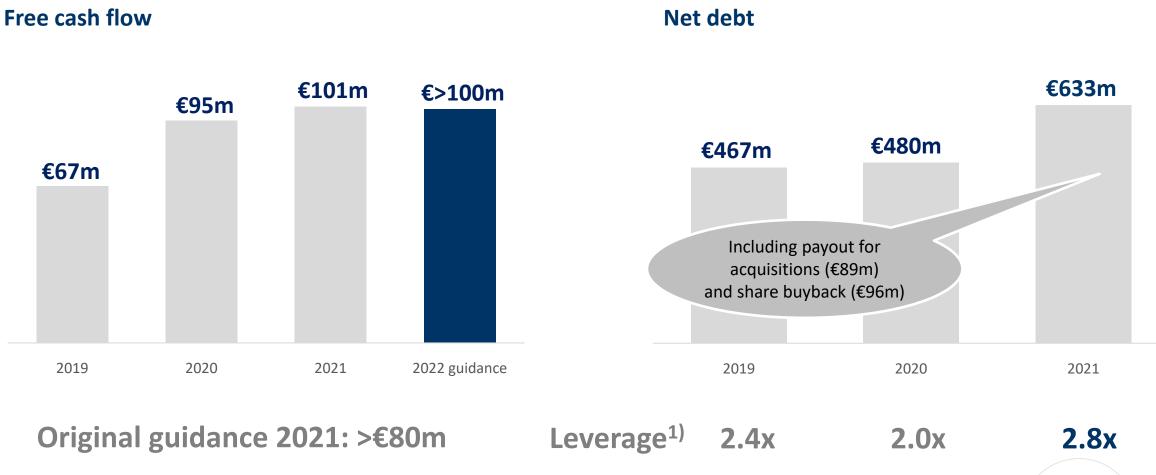
- Revenues slightly up against strong prior year
- Continued strong margin at 29%

# Solid performance in a challenging market environment

- Strong revenue growth in Italian pharmacy business
- German revenue development with tough prior year comps due to Windows 10



### FCF exceeds €100 million in 2021



<sup>1)</sup> 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



# GUIDANCE



# Guidance 2022 delivering on mid-term ambitions

Our promises for the mid-term published at the CMD 2021

>5% organic revenue CAGR 2021-25

>70% recurring revenue share in 2025

Increasing adj. EBITDA margin from **21.5**% (2021) to **27**% (2025)

**Guidance 2022** 

**5.5%** (mid-point) organic revenue growth

>65% recurring revenue share

**22.5**% adjusted EBITDA margin



## **Next events 2022**





# Q&A

PLEASE PRESS \*1 TO ASK QUESTIONS



# CompuGroup Medical Q4/21













Q4

29

€279m (+15%yoy) **61%** (-1ppt)

+2% (-3ppt) €54m (-10%yoy) 19% (-6ppt) €0.49 (PY: €0.48) €28m (PY: €15m)

Revenue

Recurring rev share

Organic growth

Adj. **EBITDA**  Margin

Adj. EPS

**FCF** 



# Successful investments into further growth

### **MILESTONES 2021**

- User experience & platform features **CLICKDOC** functionalities continuously improving
- Modularization & interoperability TI connector rolled out
- IT offerings eHealth record module implemented

Q4/FY21 Investor & Analyst Call

Next generation G3 Successful rollout in AIS Italy 2021

R&D expenses\* up yoy

from €153m

to **€203**m

from **18%** to **20%** of revs

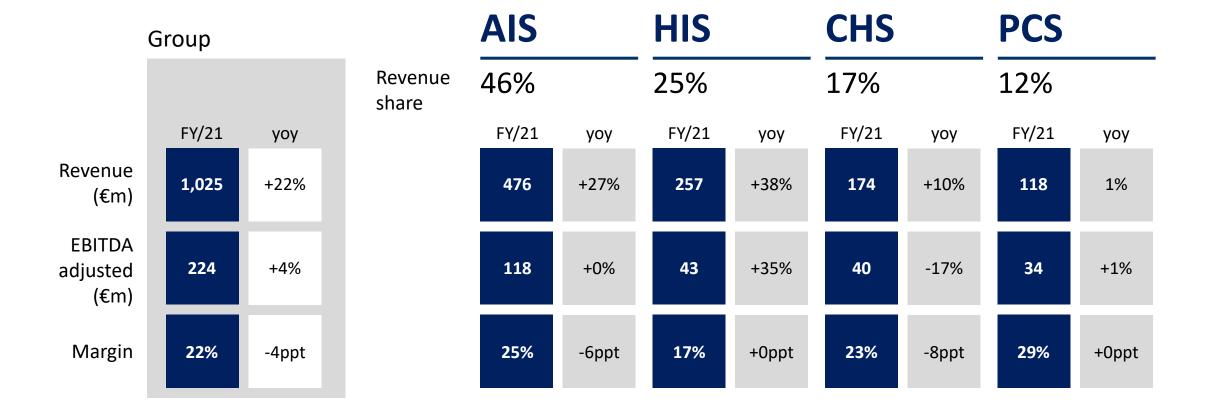


# In 2021 we delivered on our mid term growth promise

Organic growth in % yoy	Q1	Q2	Q3	Q4	FY
Group	5%	10%	7%	2%	6%
AIS	-1%	3%	10%	<b>7</b> %	4%
HIS	8%	15%	5%	6%	8%
CHS	34%	42%	7%	-13%	10%
PCS	-3%	-1%	3%	5%	1%

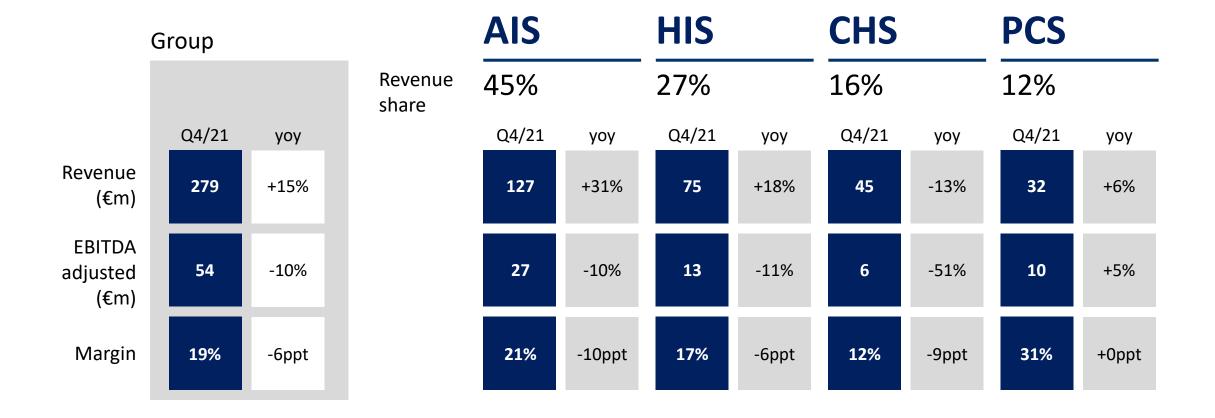


# FY/2021 Segments





# Q4/2021 Segment overview

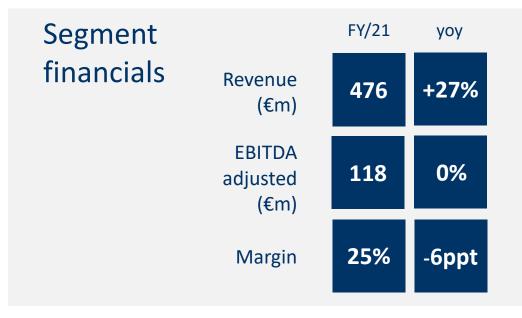




AMBULATORY INFORMATION SYSTEMS



# **AIS P&L FY/2021**



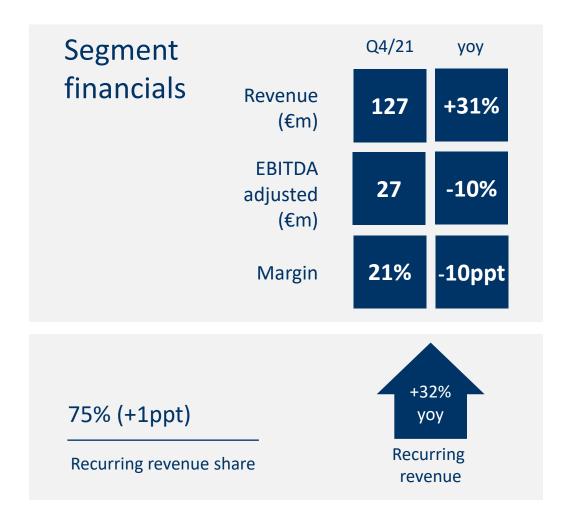


### FY/21 yoy

- Revenues up +27% due to US acquisition
- Organic growth of +4% driven by additional modules and functionalities
- Recurring revenue profile now at 76% of total revenues and up +28% yoy
- Adjusted EBITDA impacted by growth investments
- EBITDA margin additionally impacted by lower margin of newly consolidated US business



# AIS P&L Q4/2021



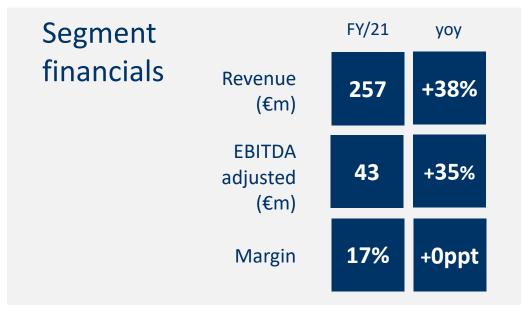
### Q4/21 yoy

- Strong revenue growth of 31% due to US acquisition
- Organic growth of +7%, mostly due to additional modules (eHR, KIM) in DACH region and excellent performance in several European countries (France, Italy and the Nordics)
- Recurring revenues up +32%, representing 75% of total revs
- Adjusted EBITDA impacted by growth investments
- EBITDA margin additionally impacted by lower margin of acquired US business





## HIS P&L FY/2021



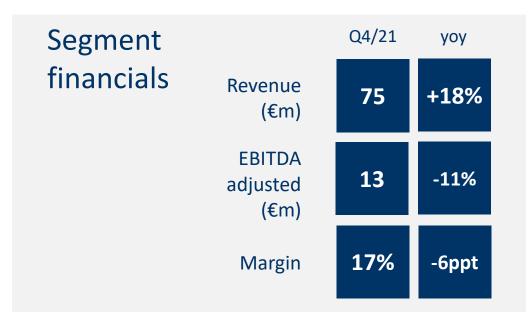


## FY/21 yoy

- Strong revenue increase of +38% due to acquisitions (Cerner, Visus, KMS)
- Organic revenues +8% mainly driven by strong business development in Spain, Germany, Poland and the lab business
- Recurring revenues up +47% due to acquisition, representing 64% of total revenue
- EBITDA margin stable at 17% despite increasing growth investments



## HIS P&L Q4/2021





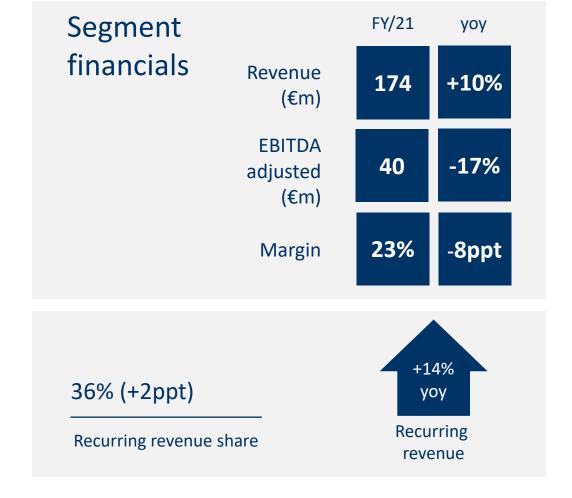
## Q4/21 yoy

- Strong revenue increase of +18%, including acquisition effects (VISUS & KMS)
- Organic revenue growth of +6%, driven by excellent hospital business development in DACH, Poland & Spain and strong performance of lab division
- Recurring rev share now at 60%
- Adjusted EBITDA impacted by investment program as planned





## CHS P&L FY/2021

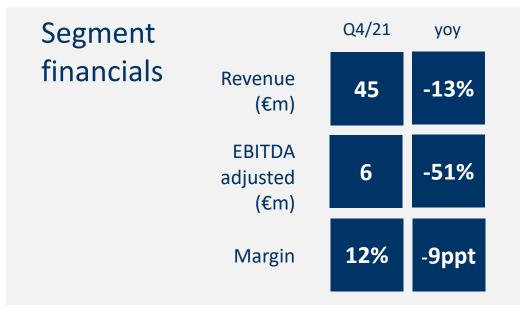


### FY/21 yoy

- Outperforming segment guidance
- Organic revenue growth of +10% driven by TI rollout and data solutions
- TI revenues driven by connector upgrade, pharmacy rollout and card reader sales
- Organic growth ex TI of +9% due to excellent data business
- Recurring revenues +14% yoy due to increased TI base and KIM rollout
- Adj. EBITDA margin impacted by continued growth investments into next generation TI, data solutions and increasing investments in consumer



## CHS P&L Q4/2021





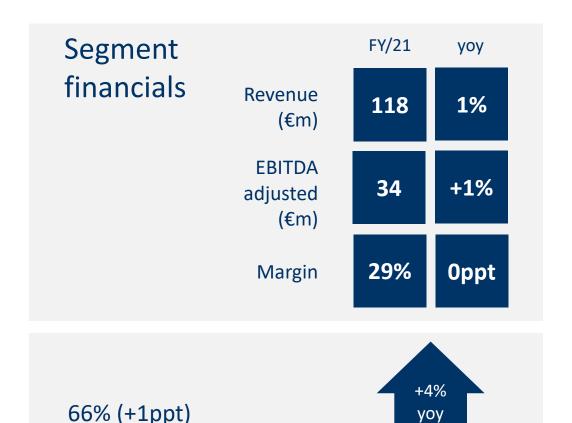
## Q4/21 yoy

- Organic revenue decrease of -13% yoy as expected due to strong prior year comps in TI (pharmacy rollout in Q4 20)
- Organic growth ex TI of +8% due to continued growth in data business
- Recurring revenue profile improving mainly due to increasing TI installed base yoy
- Adjusted EBITDA margin impacted by growth investments into TI, data and consumer





## PCS P&L FY/2021



## FY/21 yoy

- Revenues slightly up against strong prior year
- Strong performance in Italy while Germany faced tough prior year comps
- Recurring revenues up +4% and now 66% of total revs
- Adjusted EBITDA and margin in line with revenue development

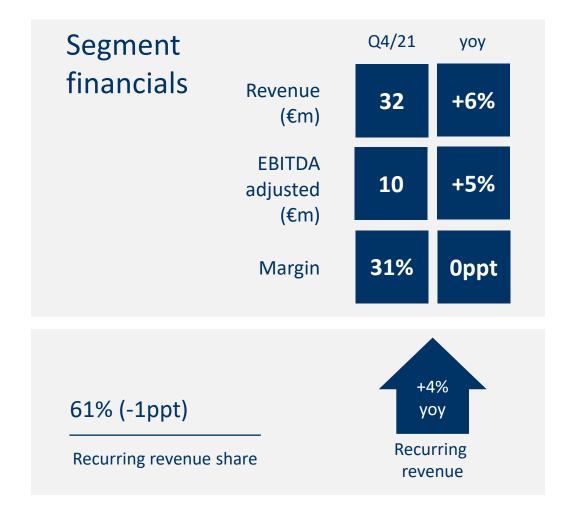


Recurring revenue share

Recurring

revenue

## PCS P&L Q4/2021



## Q4/21 yoy

- Organic revenues up by 5% mainly due to positive development in Germany and Italy
- Recurring revenues up +4% at 61% of total revs
- Adjusted EBITDA up in line with revenue development



# FY/2021 P&L Group

€m	FY/21	FY/20
Revenues	1,025.3	837.3
Capitalized own services /other operating income	62.0	42.4
Expenses for goods & services purchased	-191.4	-156.2
Personnel expenses	-497.7	-377.0
Other operating expenses	-184.8	-149.0
EBITDA reported	213.4	197.5
Depreciation & amortization	-110.7	-75.7
EBIT	102.7	121.8
Financial result	-4.8	-11.4
EBT	97.9	110.4
Income taxes	-28.9	-37.0
Net income	69.0	73.4
Non-controlling interest	0.1	0.2
EPS reported, diluted (€)	1.30	1.40



# Q4/2021 P&L Group

€m	Q4/21	Q4/20
Revenues	279.2	242.9
Capitalized own services /other operating income	27.6	10.1
Expenses for goods & services purchased	-59.3	-54.0
Personnel expenses	-134.6	-100.7
Other operating expenses	-64.1	-50.1
EBITDA reported	48.8	48.2
Depreciation & amortization	-31.9	-23.5
EBIT	16.9	24.7
Financial result	0.2	-5.7
EBT	17.1	19.1
Income taxes	-4.6	-9.6
Net income	12.5	9.5
Non-controlling interest	0.1	0.1
EPS reported, diluted (€)	0.28	0.16



# Adjustment principles for EBITDA and EPS (since January 2020)

### M&A/Transactions

- Financial impact from acquisitions & divestitures of legal entities and/or essential PPE/material assets
- Amortization/depreciation as well as write-up of investments
- M&A transaction costs
- Effects from purchase price allocations (for M&A since Jan 2020 and >€50m transaction volume)
- Share-based option programs
  - Accounting impacts of share-based option programs for executive management
- Restructuring program expenses
- Tax impacts on above mentioned adjustment effects
- Other non-operative, extraordinary or prior period one-time effects



# FY/2021 Net income adjustments

€m	FY/21	FY/20
EBITDA adjusted	224.3	214.8
Depreciation & amortization (incl. PPA)	-110.7	-75.7
PPA effects on depreciation & amortization (for M&A since Jan 1, 2020 & >50m transaction volume)	28.6	11.9
EBIT adjusted	142.2	151.1
Financial result	-4.8	-10.2
Income taxes	-34.0	-41.1
Net income adjusted	103.4	99.7
Depreciation & amortization of PPA (for M&A since Jan 1, 2020 & >50m transaction volume)	-28.6	-11.9
M&A related adjustments	-1.8	-10.9
Share-based option programs	-5.7	-5.9
Restructuring expenses	0.0	0.0
Other non-operative, extraordinary or prior period one-time effects	-3.4	-1.8
Taxes attributable to these effects	5.1	4.1
Net income	69.0	73.4



# FY/21 EBITDA bridges to adjusted EBITDA (non-IFRS) and EBIT

€m	FY/21	FY/20
EBITDA reported	213.4	197.5
M&A transactions	1.8	10.9
Share-based option programs	5.7	5.9
Restructuring program expenses	-	-
Other non-operative, extraordinary or prior period one-time effects	3.4	0.6
EBITDA adjusted	224.3	214.9

€m	FY/21	FY/20
EBITDA reported	213.4	197.5
Depreciation & amortization (ex PPA)	-61.8	-44.6
PPA effects on depreciation & amortization	-48.9	-31.1
Thereof PPA adjustments (for M&A since Jan 1, 2020 & >50m transaction volume)	28.6	11.9
EBIT reported	102.7	121.8



# Q4/2021 Net income adjustments

€m	Q4/21	Q4/20
EBITDA adjusted	53.9	59.6
Depreciation & amortization (incl. PPA)	-31.9	-23.4
PPA effects on depreciation & amortization (for M&A since Jan 1, 2020 & >50m transaction volume)	6.4	5.8
EBIT adjusted	28.4	42.0
Financial result	0.2	-5.7
Income taxes	-6.5	-9.9
Net income adjusted	22.1	26.4
Depreciation & amortization of PPA (for M&A since Jan 1, 2020 & >50m transaction volume)	-6.4	-5.8
M&A related adjustments	-0.5	-7.1
Share-based option programs	-1.2	-4.4
Restructuring expenses	-	-
Other non-operative, extraordinary or prior period one-time effects	-3.3	0.1
Taxes attributable to these effects	1.8	0.3
Net income	12.5	9.5



# Q4/21 EBITDA bridges to adjusted EBITDA (non-IFRS) and EBIT

€m	Q4/21	Q4/20
EBITDA reported	48.8	48.2
M&A transactions	0.5	7.1
Share-based option programs	1.2	4.4
Restructuring program expenses	-	-
Other non-operative, extraordinary or prior period one-time effects	3.4	-0.1
EBITDA adjusted	53.9	59.6

€m	Q4/21	Q4/20
EBITDA reported	48.8	48.2
Depreciation & amortization (ex PPA)	-21.1	-12.9
PPA effects on depreciation & amortization	-10.8	-10.6
Thereof PPA adjustments (for M&A since Jan 1, 2020 & >50m transaction volume)	-6.4	-5.8
EBIT reported	16.9	24.7



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