

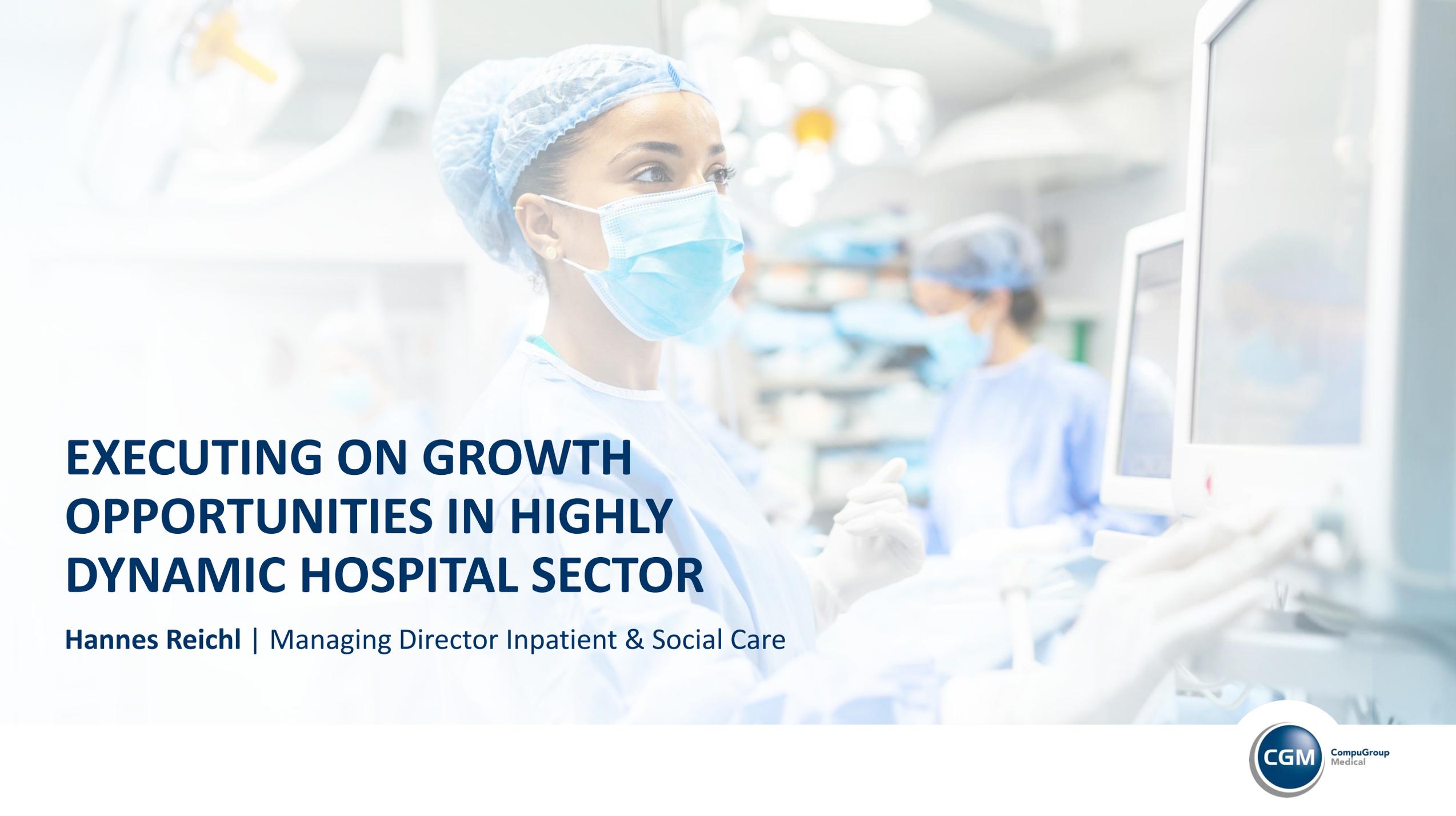


# CAPITAL MARKETS DAY 2023

CompuGroup Medical SE & Co. KGaA | September 7, 2023

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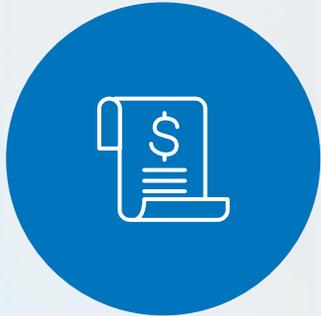
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A woman in a blue surgical cap and mask is looking at a computer monitor in an operating room. She is wearing a blue surgical gown and white gloves. The background shows other medical staff in blue scrubs and masks, and various pieces of medical equipment.

# EXECUTING ON GROWTH OPPORTUNITIES IN HIGHLY DYNAMIC HOSPITAL SECTOR

Hannes Reichl | Managing Director Inpatient & Social Care

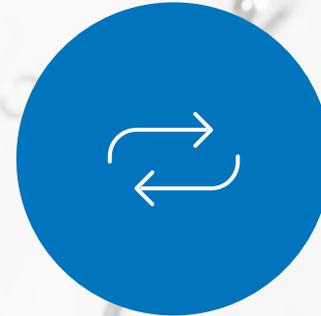
# The HIS segment has proven to be a growth engine for CGM



**+22%**  
revenue growth  
(2017-22 CAGR)



**+10%**  
organic growth  
(H1 2023 yoy)



**69%**  
recurring  
revenue share

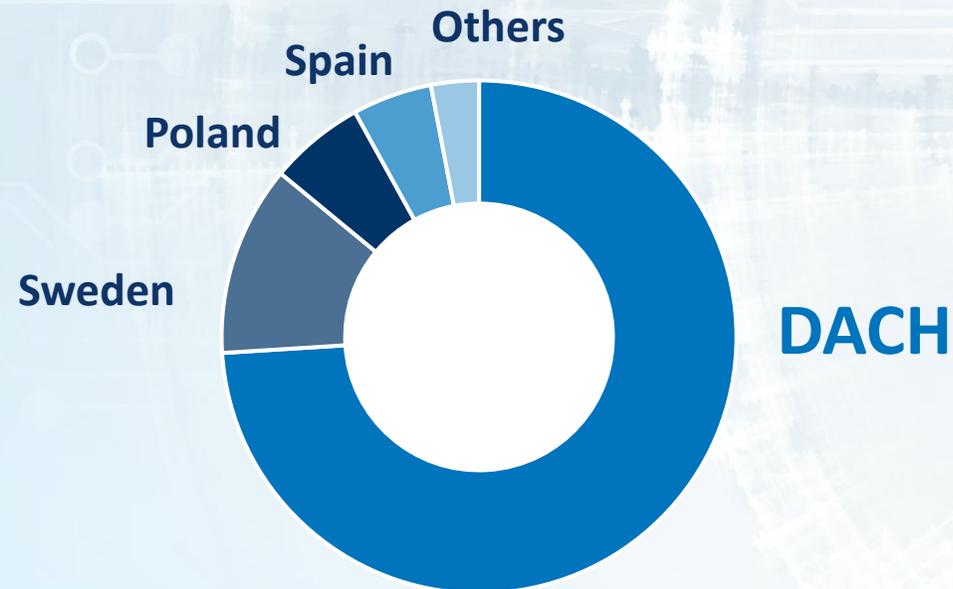


**>€140m**  
order intake from  
Hospital Future Act

**We delivered since the last Capital Markets Day**

# Strong #2 player in European and DACH hospital market

## Revenue split H1 2023

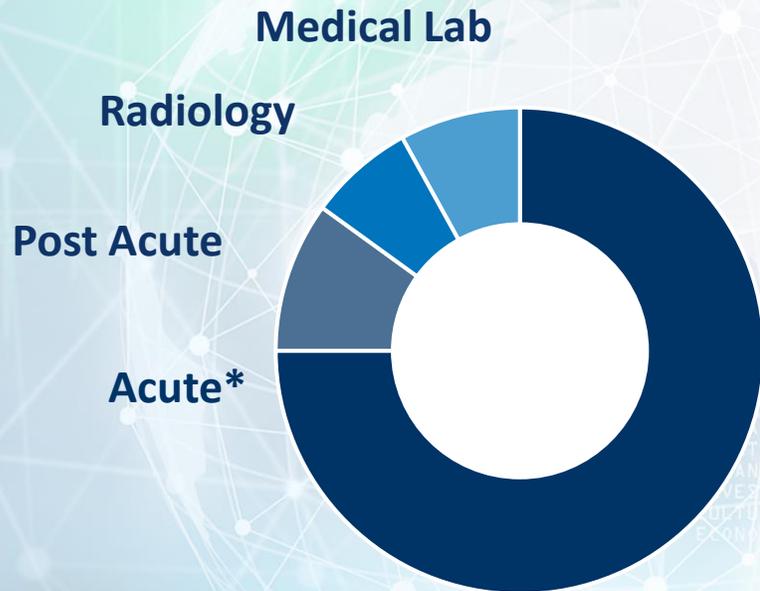


## Market position



# Excellent footprint across wide range of hospital providers

## Revenue split H1 2023



## Healthcare providers by division



Thereof **>170** new customer wins yoy

\* incl. BI & Analytics

# Attractive growth opportunities also beyond 2025

## HIS growth areas, illustrative

Mid-term target  
2021-2025 CAGR  
**6-8%**

### Hospital Future Act

Business opportunities based on  
state-of-the-art product portfolio

2025

2027

2030

Market consolidation  
in DACH region

Mobile care solution CGM VIYU

AI initiative for  
revenue cycle management

# Long-term customer base and lighthouse projects

## Digitization of workflows

VISUS



CGM REHA

Rehab Workflow System



## Elderly care



Bethel



## High-end medicine



## Integrated care in regions



## Mobile home care



CGM VIYU ambulant

## Connectivity



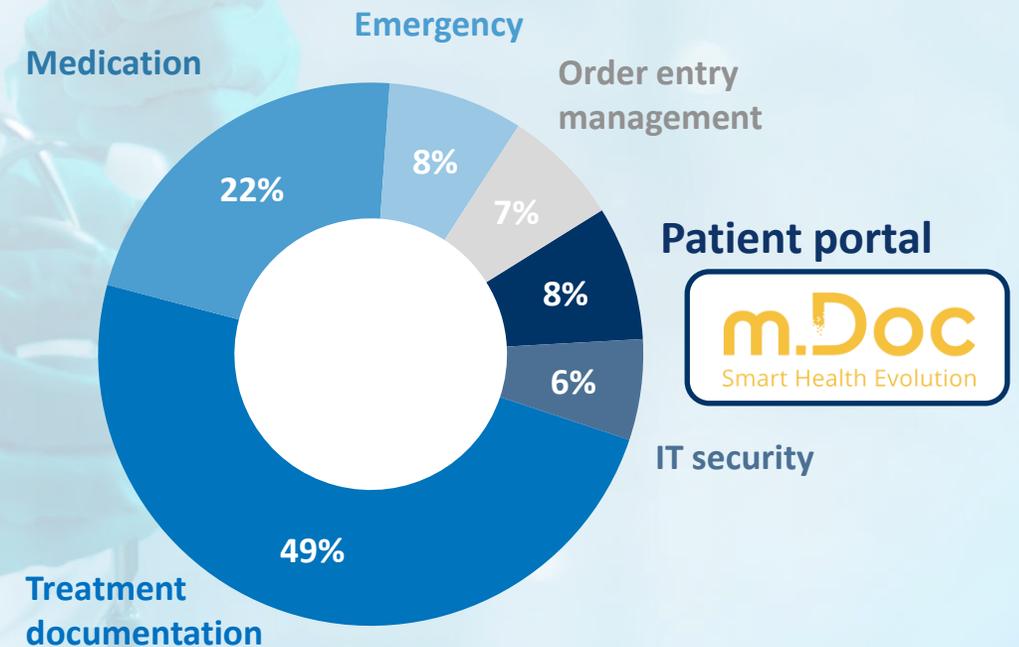
TI for rehab

# Continued strong momentum in hospital order intake

## Excellent order intake



## Project funding areas

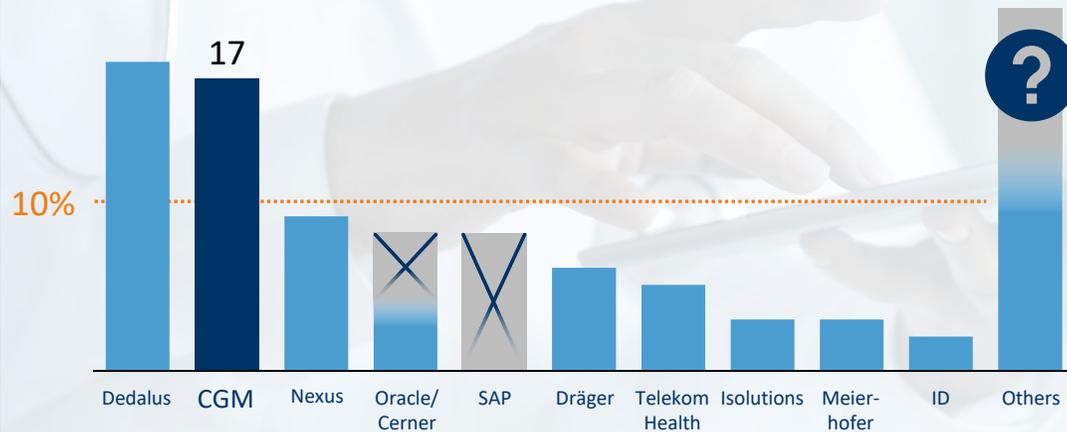


**Raising our revenue target again to €140m – €160m over the next years (old: €130m – €140m)**

# HIS market consolidation – further growth potential for CGM

## Headroom from consolidation of smaller players

Acute customer share DACH, in %



Systems will be phased out by 2030 and an unknown part from others will not be able to cope with the regulatory requirements and the associated investments

## Further growth areas

1

SAP ECC 6.0  
ISH end of lifetime announced for 2027  
Extended maintenance until 2030

2

CERNER i.s.h med integration

3

SAP cooperation  
Development of Revenue Cycle  
Management integration

# AI offers tremendous opportunities in the hospital space

Domain	Potential impact	Position on technology adoption curve*	Description
Clinical analytics	✓ ✓ ✓ ✓ ✓ ✓	D P S M	Improving patient care journey with data at all points of care delivery
Continuity of care	✓ ✓ ✓ ✓ ○ ○	D P S M	Optimizing point-of-service and referrals to improve patient care
Clinical operations	✓ ✓ ✓ ✓ ○ ○	D P S M	Optimizing clinical workflow and capacity throughout care journey
Reimbursement	✓ ✓ ✓ ✓ ○ ○	D P S M	Automating and optimizing payment flows between providers and payers
Network and market insights	✓ ✓ ✓ ○ ○ ○	D P S M	Tracking relationship strength among providers
Quality and safety	✓ ✓ ✓ ○ ○ ○	D P S M	Reducing major adverse events with special attention to patient experience and legal compliance
Value-based care	✓ ✓ ✓ ○ ○ ○	D P S M	Improving patient outcomes with value-based care models
Corporate functions	✓ ✓ ○ ○ ○ ○	D P S M	Managing back-office, administrative functions
Consumer	—		Understanding how best to engage consumers using tools

\* D = Development of solutions    S = Scaling and adapting  
 P = Piloting                                M = Mature

# CGM AI use case reimbursement



## Intelligent case control and case-based DRG coding in real-time

- Optimal coding through AI-based coding suggestions
- Use of the collective intelligence of all customers



## Access to all relevant medical data

- Online and bidirectional connection to the hospital information systems
- Complete secured documentation

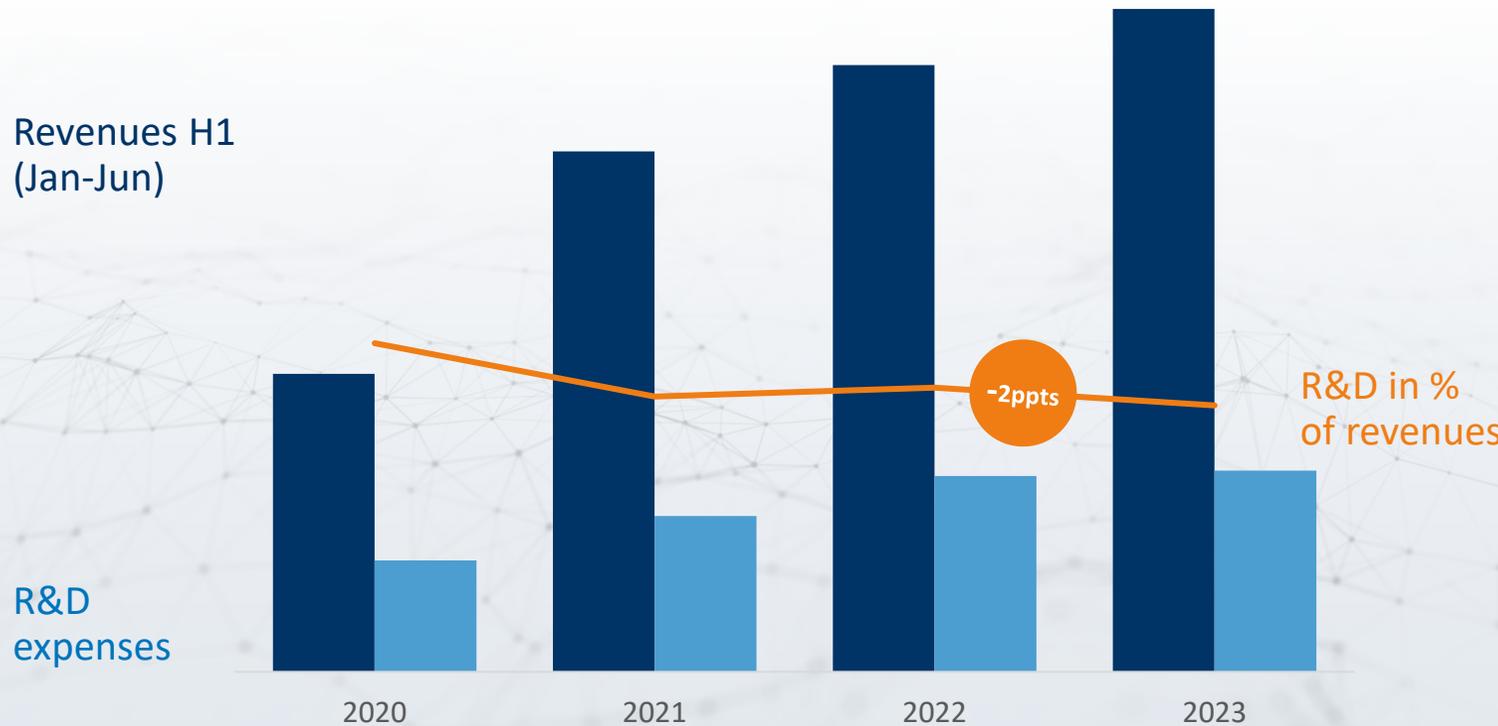


**All-in-one  
solution for**

- ✓ DRG coding
- ✓ Medicine controlling
- ✓ Revenue management

# Scaling of R&D across a strongly expanding revenue footprint

## Revenue and R&D intensity, illustrative



## Ongoing R&D drivers

- Information technology systems in hospitals
- Hospital Future Act
- Revenue Cycle Management
- i.s.h.med replacement
- Investments into Artificial Intelligence and Data Analytics
- IT security
- VIYU – social / ambulatory

# Executing on growth opportunities in hospital sector



**Attractive growth potential  
driven by digitization**



**Additional tailwind from  
Hospital Future Act**



**Market consolidation will  
drive growth beyond 2025**



**Best-in-class product portfolio  
fueled by AI potential**



**Organic growth of 6 – 8%  
(CAGR) expected from  
2021 – 2025**



**Significant potential to  
increase margin post  
investment initiative**

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