



CAPITAL MARKETS DAY 2023

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

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OUR PATH TO A LEADING PLAYER IN THE HEALTHCARE DATA SPACE

Dr. Eckart Pech | Managing Director Consumer and
Health Management Information Systems

Data business has proven to be the innovative powerhouse



~25%

Data business
revenue CAGR
H1 2019 – H1 2023



3% / 5%

Data business
organic growth
H1 / Q2 2023 yoy



>80%

INSIGHT Health
recurring revenue
share



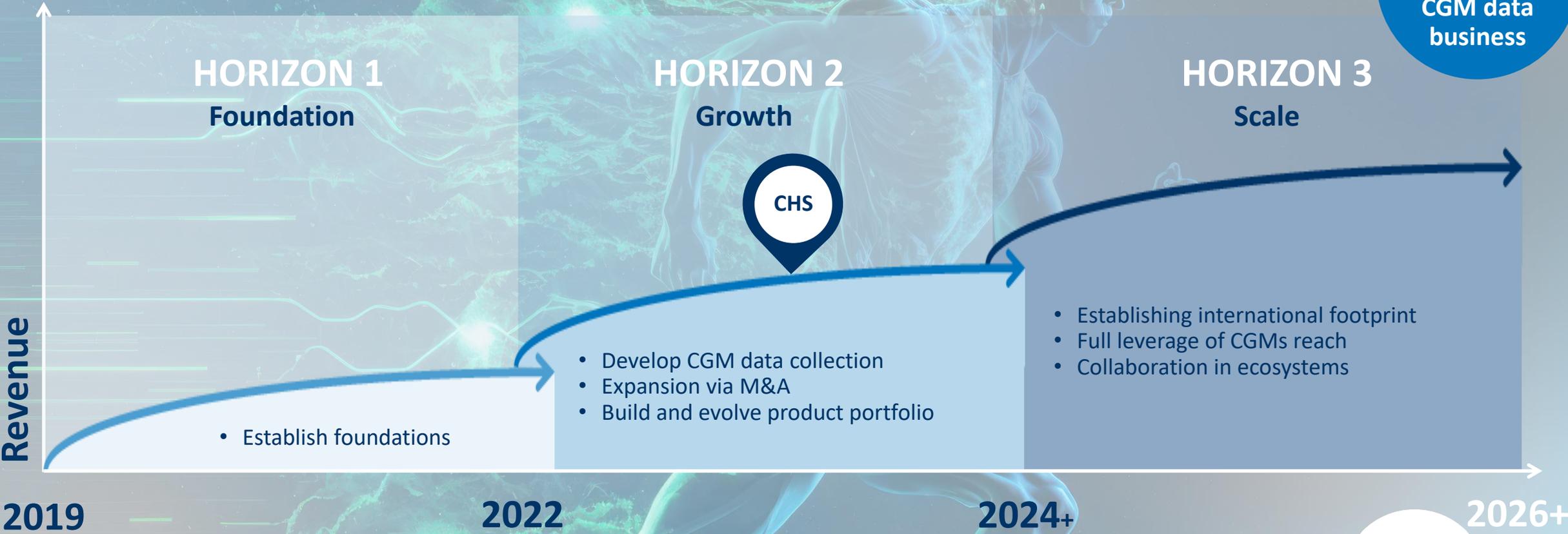
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Data business
net promoter
score

Executing on growth opportunities

We are on the way to evolve our business with data analytics, communication and medical knowledge

AI
catalyst for
CGM data
business



Every patient is a big data challenge for a doctor that must be solved individually

**DNA
sequencies**

**Individual
medicine**

**Rare
diseases**

AI in medicine

Individualized medicine focuses on the patient and saves thereby lives

PROM (= Patient Reported Outcome Measures):

PROMs are used to assess a patient's health status at a particular point in time. PROMs are increasingly recognized as providing valuable and essential information for achieving health system goals.

Practical example: Web-based monitoring for advanced-stage lung cancer patients

**Web-based
follow-up via patient
reports**

Web-mediated follow-up algorithm,
based on weekly self-scored patient
symptoms

72.4%

Optimal treatment was
initiated in

**Classical scheduled
follow-up and imaging**

Routine follow-up with CT scans
scheduled every 3-6 months

32.5%

Conclusion:

A web-based follow-up algorithm using self-reported symptoms improved overall survival due to early relapse detection and better performance status at relapse.

Rare diseases are representative of the paradigm shift needed in medicine

Fact box

+6,000

different rare diseases¹

4m

patients with rare diseases in GER¹

40%

wrong diagnosis²

25%

wait more than 30 years for the right diagnosis³

Support for diagnostics

Images

based on

Improvement of diagnostics and imaging e.g., by labeling radiological images

Symptoms

based on

Neural nets for predictive diagnosis and corresponding software features

Lab data

based on

Better diagnostics by better use and comparison of dedicated laboratory data

Optics

based on

Early recognition of patterns and diagnosis of rare diseases e.g., through portrait photos

Artificial Intelligence is ready to revolutionize the global healthcare sector

Innovative technologies

Artificial Intelligence

Machine Learning

Large Language Models

Natural Language Processing



Expected impact

\$15tr

Potential contribution to the global economy by 2030 from AI¹

40%

Boost of employee productivity with using AI²



Business potential

Rare disease detection

Drug + therapy safety

(Clinical) Decision support

Synthetic data

CGM started several AI initiatives fostering the use of AI for new product features and internal processes

THERAFOX
evolution



AI
powered

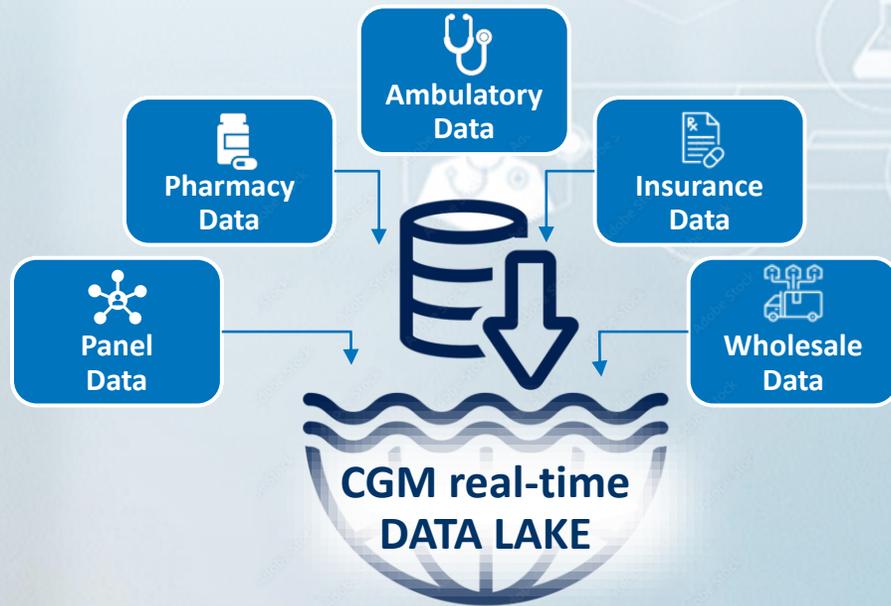
GHG
Praxisdienst

docmetric

GHG medical brain®

A catalyst
to hyper charge
our medical
intelligence
suite

CGM's USP is data access and translating data into valuable solutions for doctors, patients & industry



Powerful new use cases result if we combine CGM data access, analytical strength and targeted communication

Preventing and delaying dialysis



Real world evidence:
Chronical kidney disease study



Risk scoring



Awareness communication

Project with
AstraZeneca 

Seamless integration of Praxisdienst – A highly mature platform for data injection & extraction

2024
available to
all CGM
doctors

 **Medical scores**

 **Patient information**

 **Rare Disease Finder**

 **Clinical studies**



CGM MEDISTAR

Arztinformationssystem

CGM M1 PRO

Arztinformationssystem

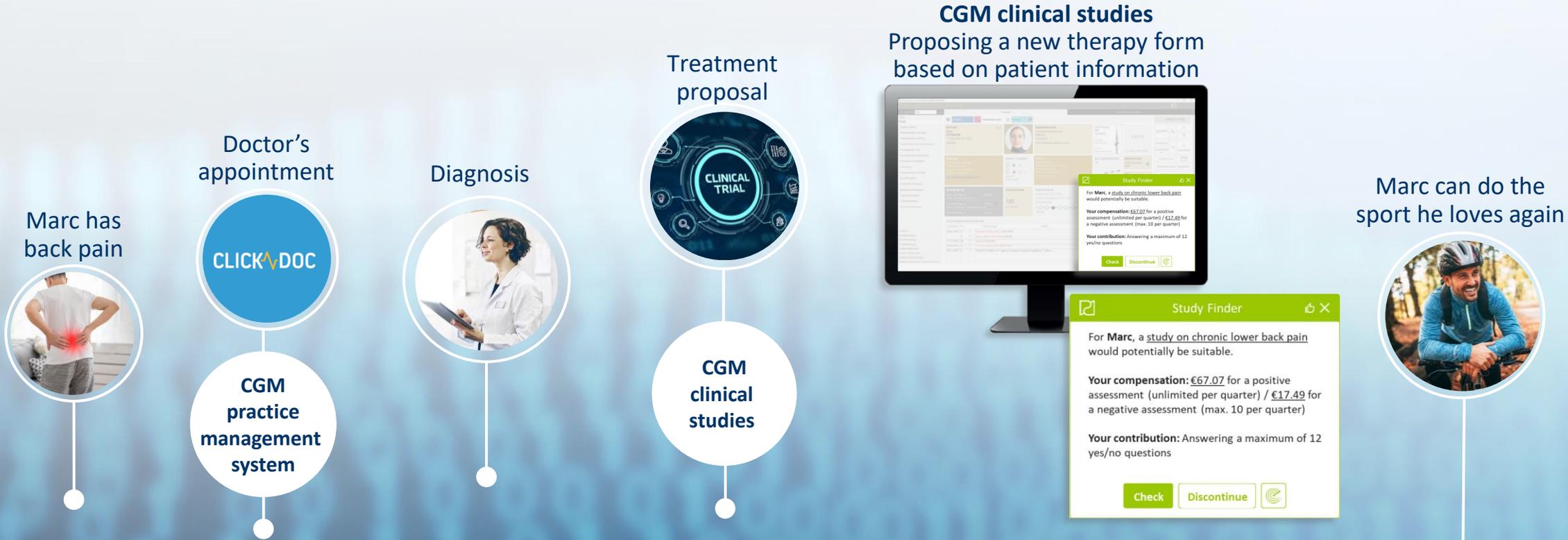
CGM ALBIS

Arztinformationssystem

CGM TURBOMED

Arztinformationssystem

Empowering physicians to leverage state of the art medical knowledge and real-time information

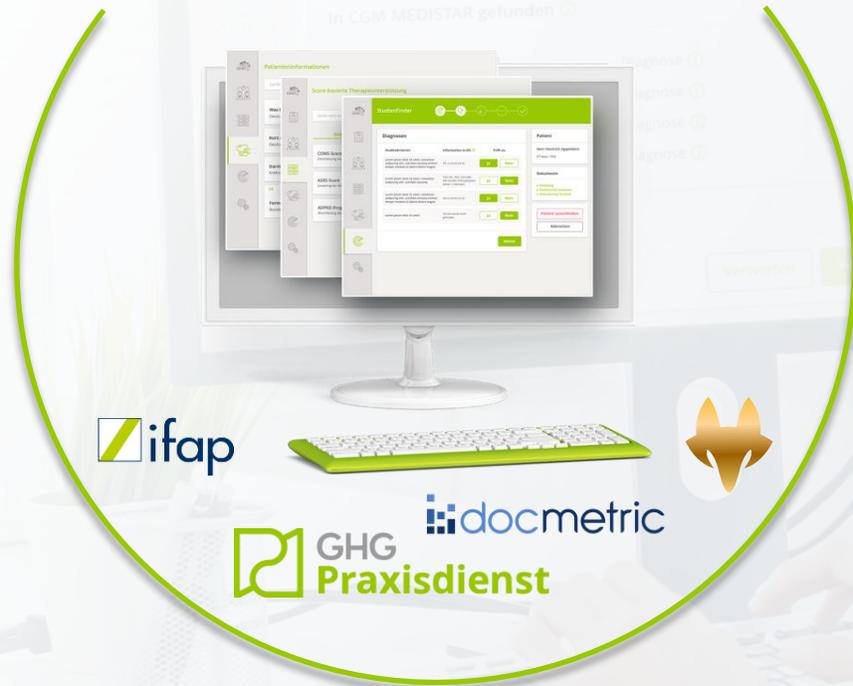


Empowering physicians to leverage state of the art medical knowledge and real-time information



Praxisdienst vision will unify value-added services to doctors with unparalleled reach and high user experience

Health intelligence suite



- ✓ Medical content & services
- ✓ Value-adding services
- ✓ Communication & advertisement
- ✓ AI services

Proof points show that we are on the right track in our evolution towards the third horizon

Data product portfolio extension



Successful expansion

Continued internationalization



Unlock new markets

Medical knowledge & platform solutions



Evolve data product portfolio



Catalysts for profitable growth



Leveraging on and expanding CGM's unique sector reach



Refining data, turning it into valuable, innovative solutions for doctors, patients and industry



Unifying our product world in a health intelligence suite with high user experience at the core



Increasing pan-European footprint with clear focus on key markets



Leveraging the power of AI in new product features & internal processes



Strong turnaround of organic growth with outperformance of M&A portfolio additions

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