



# CAPITAL MARKETS DAY 2023

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

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# BOOSTING GROWTH IN THE US THROUGH INTEGRATED PRODUCTS & BRAND RECOGNITION

Derek Pickell | CEO CGM US

# CGM US executing on growth prospects



**Tripled**  
revenues  
2019 – 2022



**+6%**  
organic growth  
(H1 2023 yoy)



**80%**  
recurring  
revenue share



**+49%**  
volume increase  
of eMEDIX

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

# Electronic health record and practice management

## CGM APRIMA

EHR and Practice Management



# Proven revenue cycle management

## ARIA

Health Services



# Clearinghouse portfolio

## eMEDIX<sup>®</sup>

Reimbursement Solutions



# Large laboratory information system base

## CGM LABDAQ

Laboratory Information System

## CGM SCHUYLAB

Laboratory Information System

## CGM MEDICUS

Laboratory Information System

# Industry-recognized successes



## Setting standards

Ongoing boosting from Surescripts White Coat awards and other certifications

Overall Score ?

Average for Ambulatory RCM Services **76.8**



## Top-rated

CGM's ARIA RCM Services rated ahead of historic market leaders in noted and very visible industry KLAS® rankings

# Primary organic growth drivers



**Winning  
new customers**

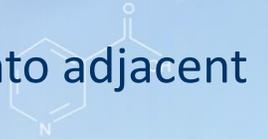
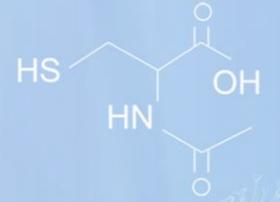


**Retain & monetize  
the large client base**



**Expand eMEDIX  
electronic data  
interchange business**

# Driving organic growth by winning new customers



**Winning  
new customers**



## **e-health records**

Benefitting from 21<sup>st</sup> Century Cures Act and expanding into adjacent markets with primary homecare clients



## **Laboratory**

Distributor expansion with Medicus & APEASY acquisition integration, new clients in Caribbean / Spanish speaking countries



## **Revenue cycle management**

Expanding / adding new ARIA Enterprise customers



## **Clearinghouse**

Adding new eMEDIX enterprise opportunities since infrastructure developed in H1 2023

# Retain & monetize – The basis for organic growth



## Retain & monetize the large client base



### e-health records

Improving client retention

New core module integration and introduction of the “All Star Sales Campaign” in August



### Laboratory

New module releases and migration of LAB APEASY client server to the new cloud version / increasing migration to recurring revenue model



### Revenue cycle management

Increased ARIA RCM sales by double digits

New partnerships to expand ARIA Health Services offerings

# Expand eMEDIX as a major driver for growth



**Expand eMEDIX  
electronic data  
interchange business**

Phase

**1**

**APRIMA integration  
and client migration –  
75% complete**

Phase

**2**

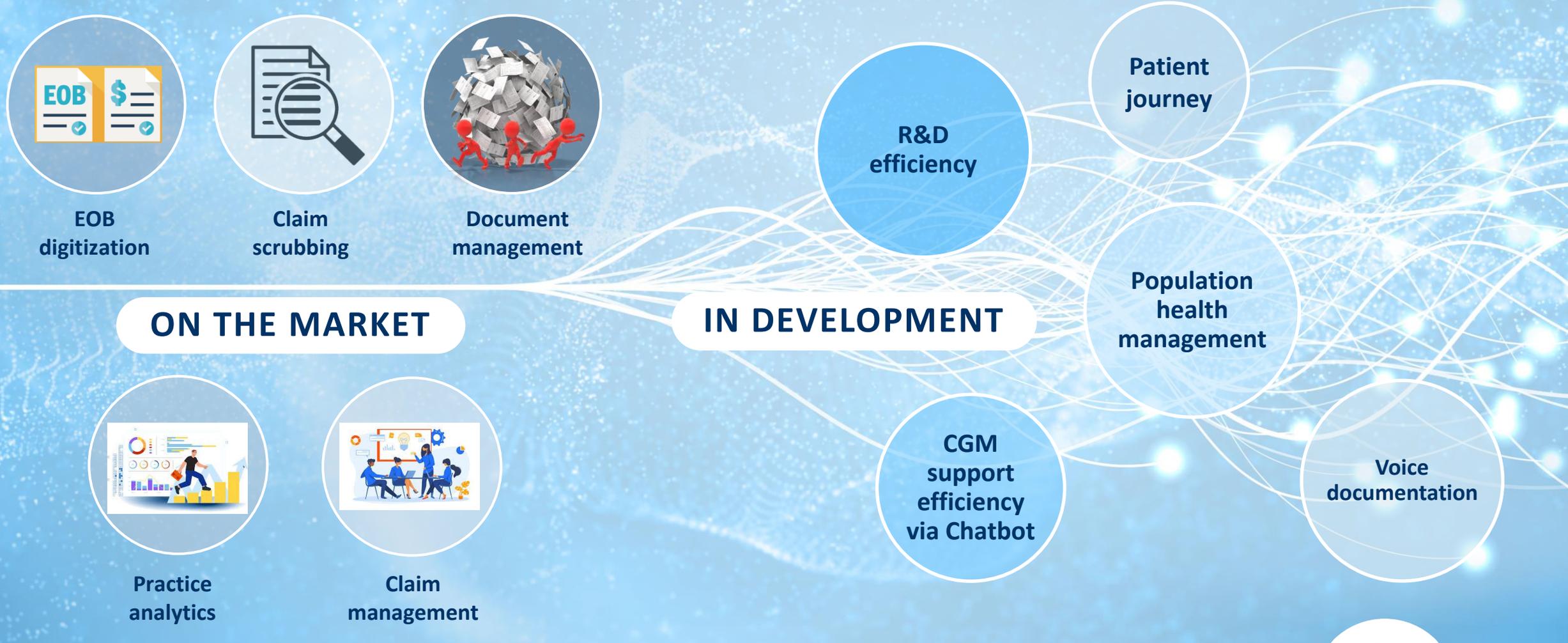
**eMDs / solution  
series integration –  
released in Q3  
followed by  
targeted sales  
campaign**

Phase

**3**

**eMDs / Medisoft  
Lytec integration –  
release in Q4 with  
targeted sales  
campaign into  
2024 and beyond**

# AI complements our products innovation pipeline



# CGM US AI use case – Reimbursement automation



## Clever

- Optimized denial management through AI-based suggestions
- Smart rule generation, workflow automation, and data-driven improvement cycles



## Proven gain to date

- Payment automation gain and labor savings reduction
- Reduced denials
- Time-to-revenue
- Customer satisfaction

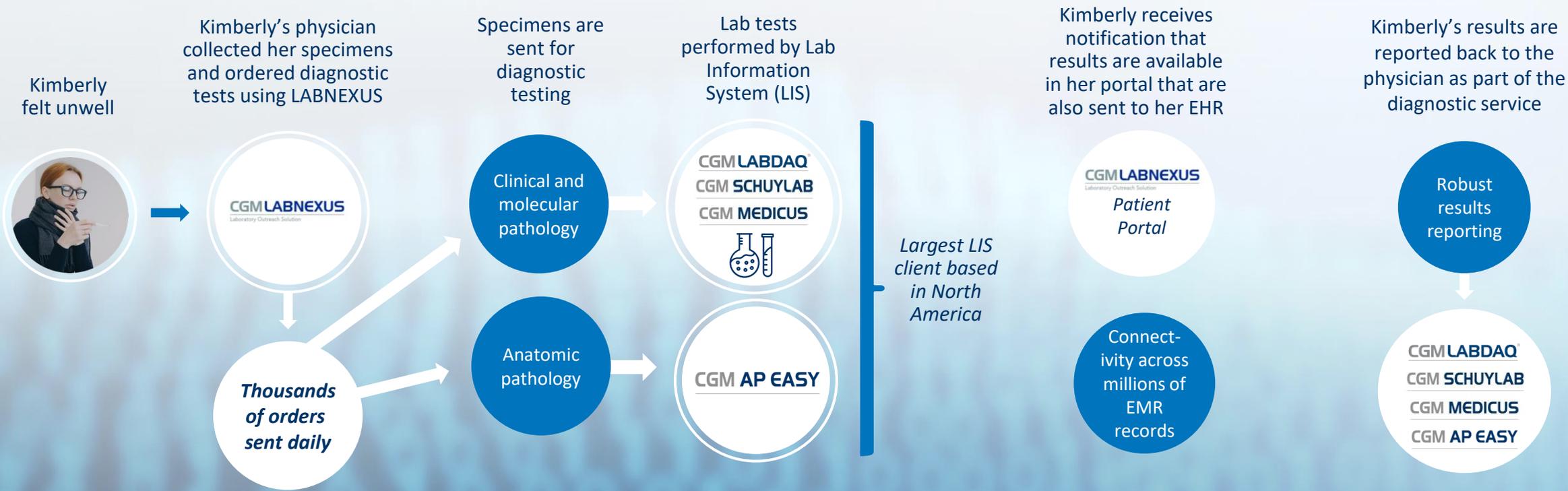


Intelligent Revenue  
Cycle Management

- ✓ EDI
- ✓ Payment automation
- ✓ Denial management

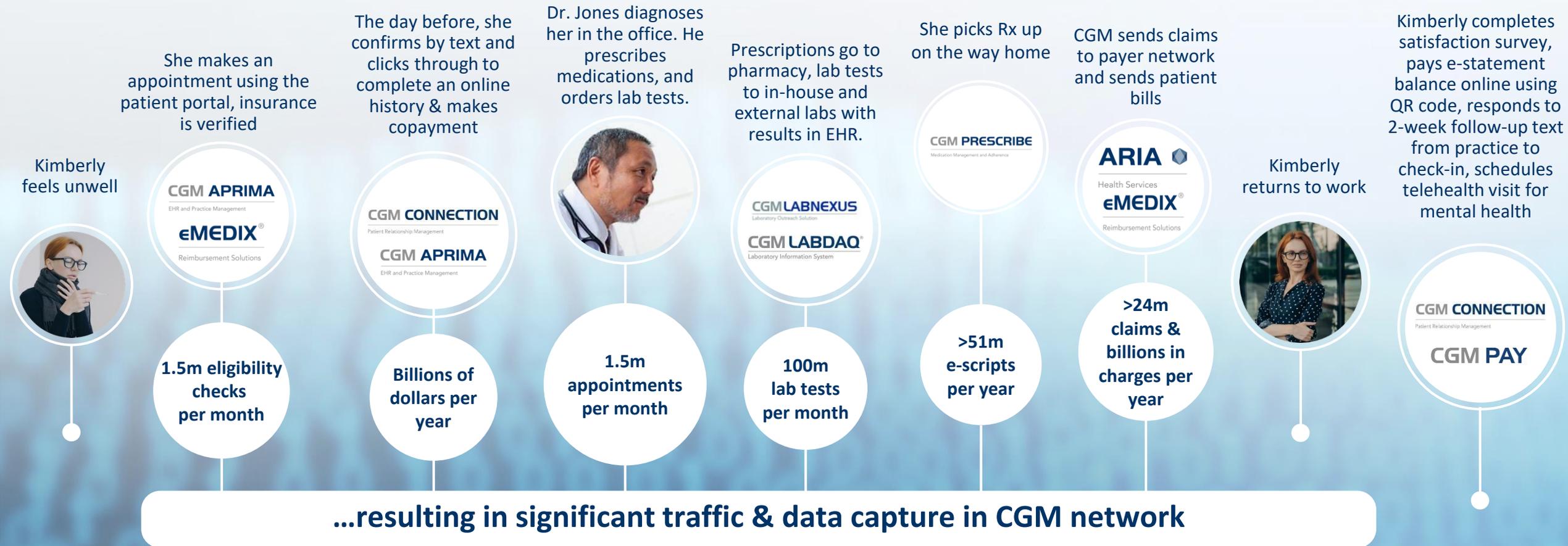


# We enable the full patient journey for diagnostics – LAB



...resulting in significant traffic & data capture in CGM network

# We enable the full end-to-end patient journey – AIS



# CGM US set for growth and margin expansion



**US healthcare market  
poised for disruption and  
growth**



**Excellent physician and  
lab client bases**



**Brand expansion /  
recognition**



**Proven leadership team**



**Organic growth of 6 – 9%  
(CAGR) expected from  
2021 – 2025**



**Significant upsell potential  
leading to margin  
expansion**

## For further information please contact

### **Claudia Thomé**

Corporate Vice President Investor Relations  
T: +49 (0) 160 3630362  
claudia.thome@cgm.com

### **Frederic Freichel**

Senior Manager Investor Relations  
T: +49 (0) 170 3759834  
frederic.freichel@cgm.com

### **CompuGroup Medical SE & Co. KGaA**

Maria Trost 21  
56070 Koblenz  
Germany  
E-Mail: [investor@cgm.com](mailto:investor@cgm.com)

ISIN DE000A288904  
WKN A28890  
Frankfurt Stock  
Exchange  
SDAX / TecDAX