



# CAPITAL MARKETS DAY 2023

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

# Disclaimer

The information provided in this presentation pertaining to CompuGroup Medical SE & Co. KGaA (the "Company"), comprise the written materials/slides for presentations or discussions on the occasion of an investor conference, meeting or conference call ("Meeting"). Whilst all reasonable care has been taken to ensure that the information and facts stated herein as well as oral statements made in the Meeting are accurate and that the opinions and expectations contained herein and orally received during the Meeting are fair and reasonable, no representation or warranty, express or implied, is given by or on behalf of the Company, any of its board members, or any other person as to the accuracy or completeness of the information and/or opinions and no liability as to the accuracy of such information and/or opinions is accepted. The information provided in this presentation as well as during the Meeting contain forward looking statements which involve risks and uncertainties. These forward-looking statements speak only as of the date of the documents and are based on numerous assumptions which may or may not prove to be correct. The actual performance and results of the business of the Company could differ materially from the performance and results discussed in this document or in any other information received during the Meeting. Except as required by law, the Company undertakes no obligation to update or revise publicly any forward-looking statements or other information contained herein or received during the Meeting whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events. Readers are cautioned not to place undue reliance on forward-looking statements or financial projections. The information contained in this presentation and/or received during the Meeting does not constitute or form any part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any shares in the Company, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision in relation thereto.



# DRIVING DIGITIZATION AND CONNECTIVITY FOR DOCTORS IN THE DACH REGION

Dr. Ulrich Thomé | Managing Director Ambulatory  
Information Systems DACH



**„Patient is not  
a third person  
word.**

**Your time  
will come.“**

**Dave deBronkart**



**At CGM, we support  
healthcare professionals...**

**...for that very moment.**

# Physicians caught between limited time with patients and exploding knowledge

## Limited time for a patient

- **6 hours 48 minutes**  
with patients
- **7 – 8 minutes**  
per patient (from anamnesis to prescription)
- **1 hour 18 minutes**  
without patients
- **42 minutes**  
practice management

VS.

## Exploding medical knowledge

- **every 73 days**  
medical knowledge doubles
- **100,000 drugs**  
thereof prescription drugs: 50k
- **>200**  
S3-guidelines in Germany
- **>6,000**  
rare diseases

# Setting the scene for AIS & connectivity in Germany

One of the best  
healthcare systems  
worldwide



Regulatory / governmental  
initiatives on high level and  
increasing



Highest number of  
doctor-patient  
interactions



Technological progress  
as gamechanger for  
doctors and patients

Trend towards  
concentration &  
integrated healthcare



Highly specialized  
customer needs compared  
to classical software



# CGM synchronizes a unique healthcare ecosystem



**We service tens of thousands of practices in the DACH region and provide connectivity to the healthcare ecosystem**

# Our comprehensive product portfolio serves the entire healthcare market



# Our systems are the backbone of every practice...

**CGM**  
Core systems

**CGM MEDISTAR**  
Arztinformationssystem

**CGM ALBIS** **DATA VITAL**   
Arztinformationssystem     Arztinformationssystem

**CGM TURBOMED**  
Arztinformationssystem

---

**CGM M1 PRO**  
Arztinformationssystem



Patient interaction



Telematics Infrastructure



Calendar function



Interface to practice devices



Emergency record  
Health record



Patient management

**~78%  
recurring  
revenue  
share\***

**...while guaranteeing customer centricity, fulfilling the patient's needs and meeting all regulatory requirements**



# ...while CLICKDOC and m.Doc open the window to the patient

## CLICKDOC



Selecting a doctor



Doctor appointment



Pharmacy visit



Reordering prescriptions, if necessary

Appointment as self-check-in or with assistance



Chat with doctor or nurse about symptoms



Treatment and medication plan



Access to lab results, treatment plan, billing, etc.



Sharing experiences with others



Reminders for follow-up treatments



Chat or visit to the doctor to check progress

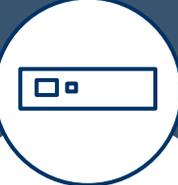


## m.Doc

Smart Health Evolution

# CGM connector secures data exchange among all healthcare practitioners

**First mover**  
with **>50k connectors**  
thereof **>40k direct**  
client relationships



**Experience**

**Strong partner network**  
to guarantee a  
specialized & timely  
customer support



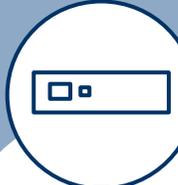
**Service**

**As the only provider of AIS & TI services**  
CGM has unique  
insight into  
customer needs



**Customer centric**

**Resilient high quality connector**  
with extensive security  
audits, field testing &  
ISO certification



**High quality**

**Unique portfolio including**  
complete offering of  
TI applications and  
modules



**One stop shop**

**Secure high-tech platform**  
complemented by  
IT security  
services



**Security**

# TI modules enable significant traffic in German healthcare

We have equipped our customers with TI modules

**kim**

>30k\*

**eRX**

>40k\*

**eHR**

>40k\*

Increasing traffic within German TI network with significant headroom

**11m**

electronic doctor's letters

+200% ytd

**135m**

electronic sick notes

+200% ytd

**184m**

KIM messages

+250% ytd

**>3m**

redeemed electronic prescriptions

+240% ytd

**>6k**

medical facilities that issue e-prescriptions

+200% ytd

**11k**

pharmacies that issue e-prescriptions

+110% ytd

**755k**

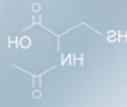
electronic patient records

+30% ytd

\*CGM modules provided to healthcare practitioners and pharmacies

Source: <https://www.gematik.de/telematikinfrastruktur/ti-dashboard>, Aug 31, 2023

# Introduction of flat rate boosts recurring revenues in TI



## TI flat rate enables:

- cost predictability for our customers
- higher visibility of revenue stream

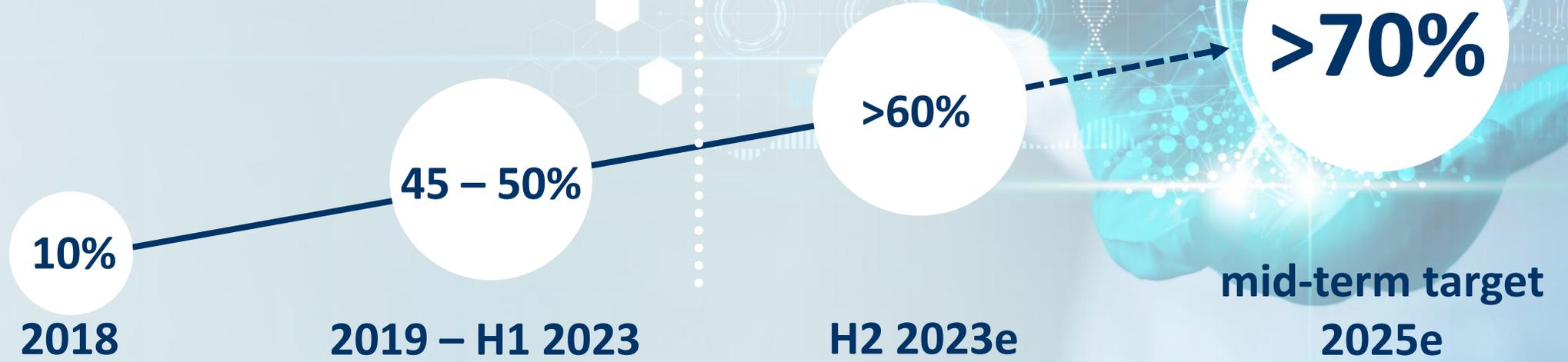
## Now includes former one-offs:

- software upgrades
- hardware exchanges

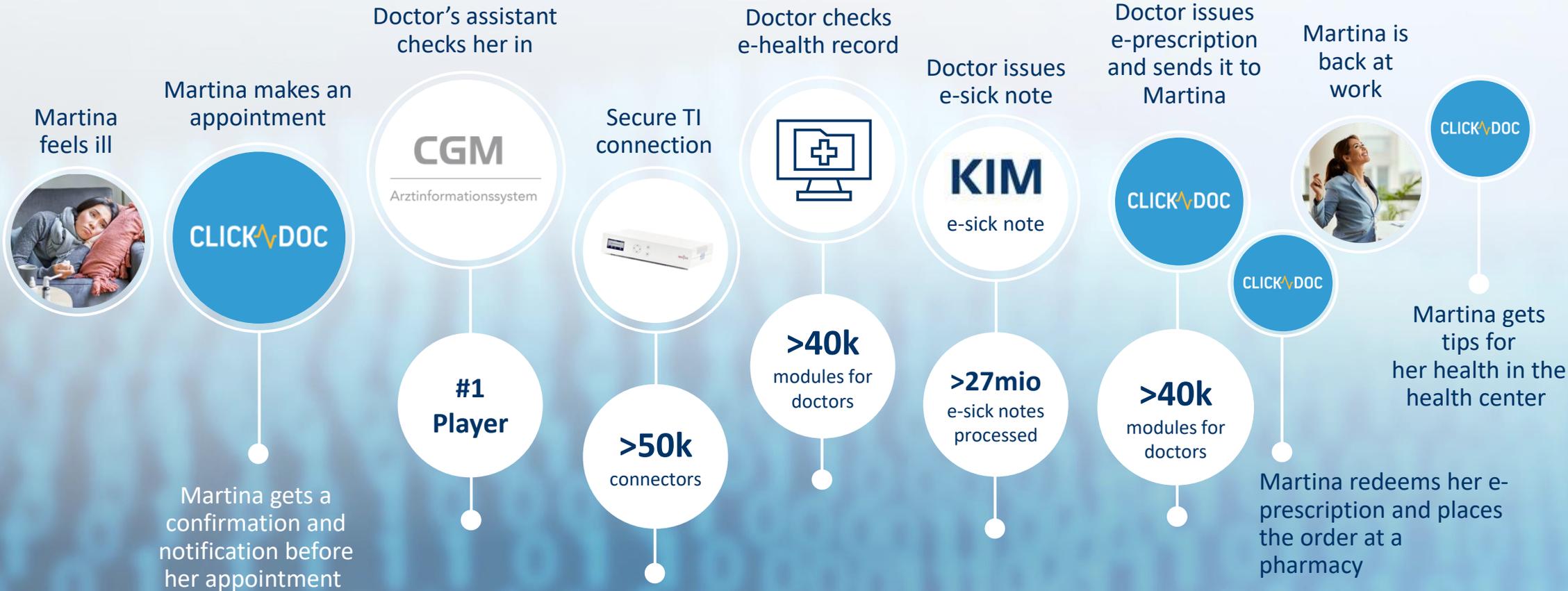
## TI flat rate



Share of recurring revenues in TI



# We are the only vendor supporting an end-to-end patient journey



# There are numerous opportunities for optimization using AI in healthcare

## Artificial Intelligence in healthcare

### Medical Decision Support

Alerts for critical conditions

Detection of rare diseases

Suggestion for differential diagnosis

Documentation of patient visit

Automated retrieval of billing codes from EHR

Benchmarking & notification on billing codes

### Optimizing documentation & re-imburement

### Improving image analysis

Computer-aided detection & diagnosis

Localization of anatomies

Segmentation, e.g. of tumors

### Advancing software usability

Speech navigation

Chatbot for support

Triaging & scheduling

# Driving digitization & connectivity for physicians



**CGM synchronizes a unique healthcare system**



**Enabling next level digitization & connectivity for doctors**



**Unique and demanding customer base**



**Regulatory initiatives as tailwinds**



**High resilience due to strong recurring revenue base**



**Numerous opportunities from optimization from AI based technology**

## For further information please contact

### **Claudia Thomé**

Corporate Vice President Investor Relations

T: +49 (0) 160 3630362

[claudia.thome@cgm.com](mailto:claudia.thome@cgm.com)

### **Frederic Freichel**

Senior Manager Investor Relations

T: +49 (0) 170 3759834

[frederic.freichel@cgm.com](mailto: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