



# **BOOSTING GROWTH THROUGH NEXT GENERATION TECHNOLOGY**

**Hannes Reichl** | Managing Director Inpatient and Social Care

# We delivered since the last Capital Markets Day

Since September 2021...

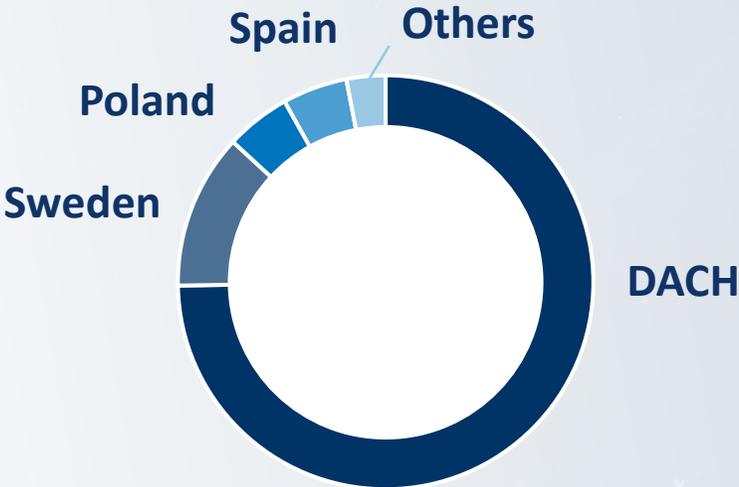
Organic growth of 6%\*

~€55m order intake from projects funded by Hospital Future Act

Successful integration of value adding acquisitions

# Strong #2 player in European and DACH hospital market

### Revenue split H1/2022

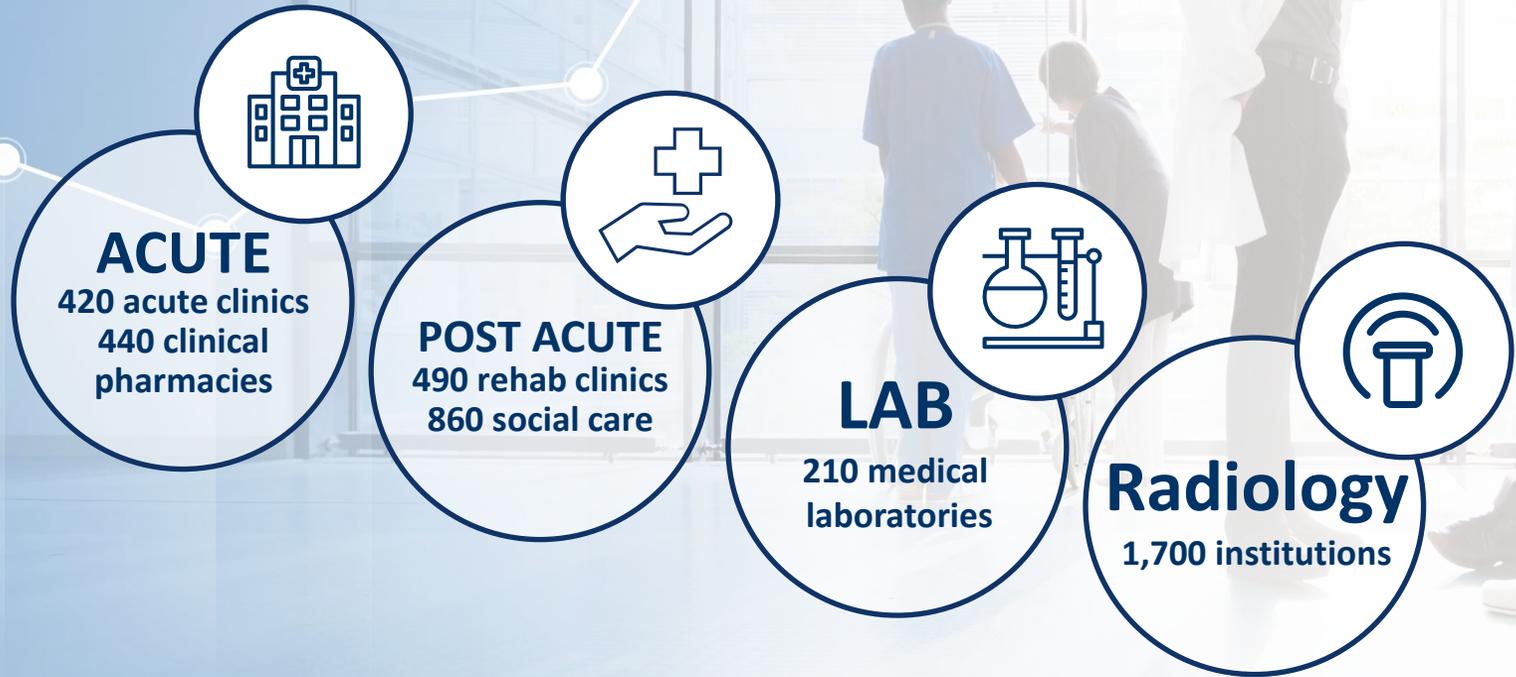


### Market position



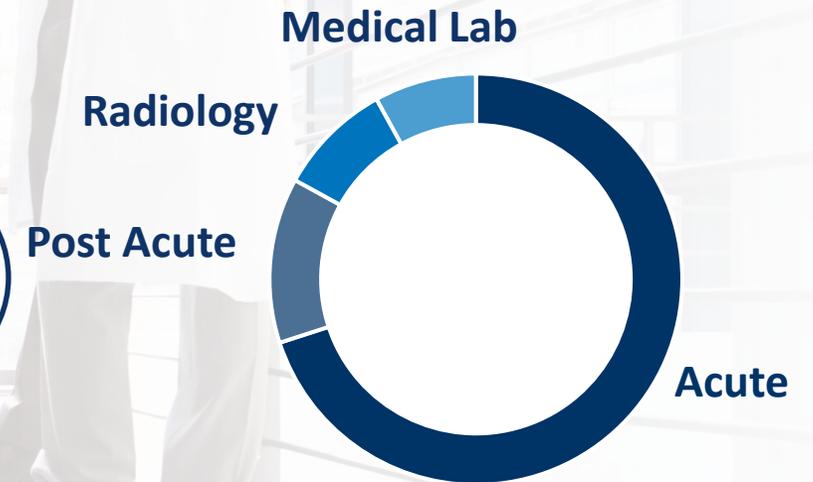
# Broad setup and excellent customer base

## Healthcare providers by division



Thereof **>220** new customer wins yoy

## Revenue split H1/2022



Thereof **~150**  
new customer wins yoy

# Strong order intake reflects best-in-class product portfolio

## Pomorskie, Poland



- 5.8k beds
- 13 healthcare centers
- e-health platform for medical documentation
- Data exchange for chronic diseases

## SERMAS, Spain



Dirección General de Sistemas de Información y Equipamientos Sanitarios  
CONSEJERÍA DE SANIDAD

- 19 hospitals
- €29m 5 year contract
- 5.3k beds

## Region Stockholm, Sweden



Region Stockholm

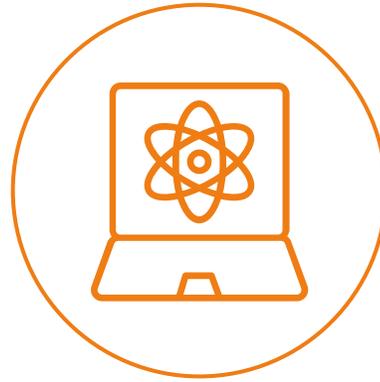
- €36m 4 year contract extension
- Long-term partnership since 2005
- Partnership extended in 2022 instead of new tender

# Significant digitization catch-up potential in German hospitals



**55%**

of hospitals consider their degree of digitization rather low



**66%**

of clinic doctors are not satisfied with their IT equipment

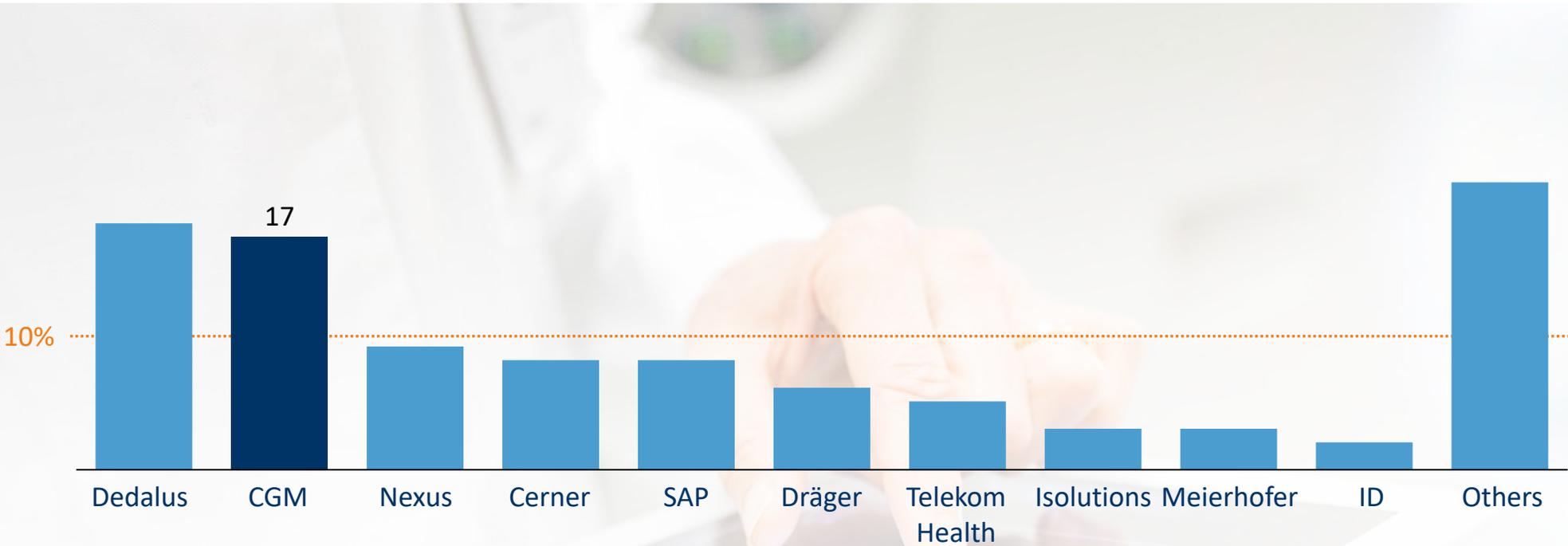


**57%**

of clinic doctors have to deal with more than 3 hours admin tasks a day instead of medical work

# Excellent market position in attractive DACH market

Acute customer share DACH, in %

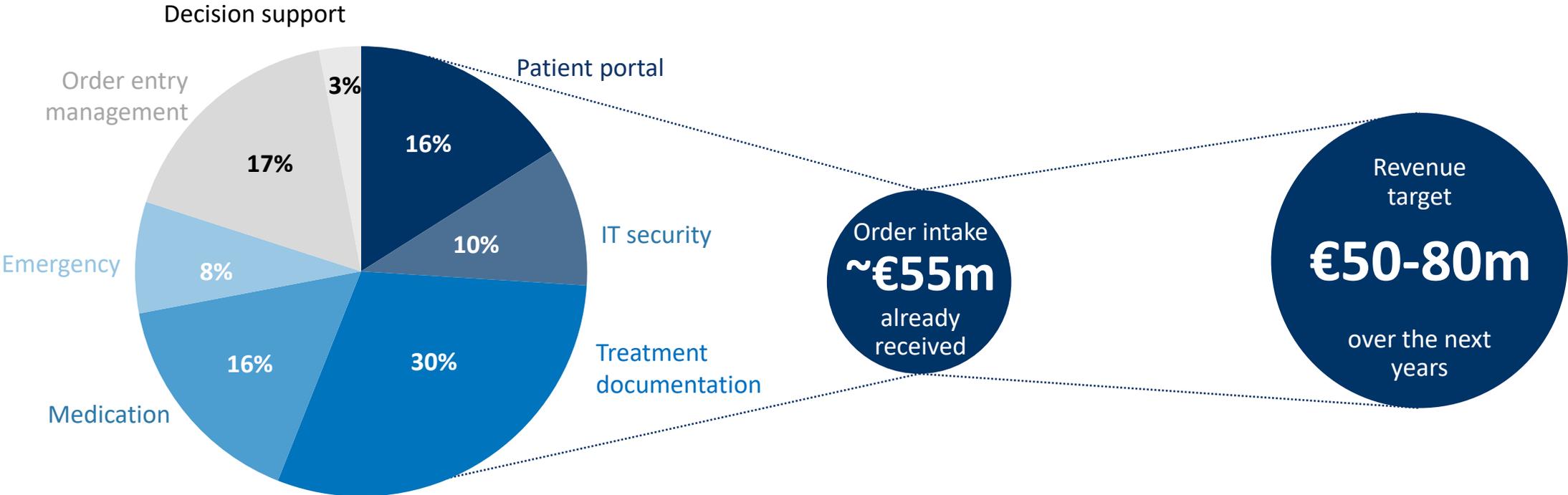


**Additional headroom from consolidation of smaller players**

# Hospital Future Act: supporting our customers in digitization

## Projects by funding areas

## Path to revenue recognition



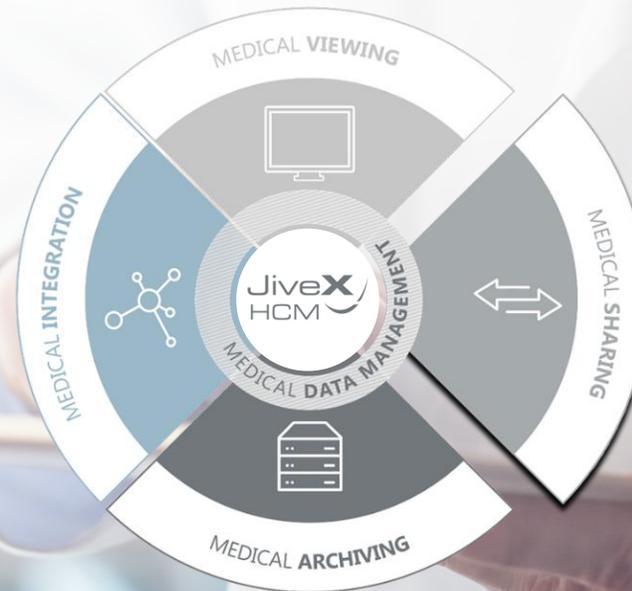
First orders in implementation and roll-out phase; increasing revenue expected going forward

# VISUS acquisition perfectly complements our best-in-class product portfolio

## VISUS JiveX

- ✓ Systematic organization of medical data with customers in 36 countries
- ✓ Serving ~950 hospitals and ~650 outpatient providers
- ✓ #1 in Germany in medical picture archiving (>20% share) and mammography screening
- ✓ Europe's largest teleradiology network with >500k examinations p.a, 280m emails and 120TB data volume
- ✓ Platform for digital imaging in the Netherlands with 1.2m examinations p.a.
- ✓ New customer wins >150 since acquisition

## Effortless & secure health information exchange



### Patient

- Patient storage area
- Patient file



### Experts

- Science
- AI & big data providers



### Healthcare professionals

- Hospitals
- AI & big data providers
- Community health centers / practices
- Referrers; AI / science

# VIYU is CGM's solution for the growing mobile care market

## Attractive business opportunity

- ✓ Demographic change and aging population lead to a significant increase in demand for mobile care
- ✓ Market is growing with ~50 new providers per month
- ✓ CGM serves market niche and plans to extend the scope with a fully-fledged cloud solution
- ✓ First customers won in 2022

## Strategic approach

### VIYU Strategy



Intuitive operation



Invoicing and factoring



Rapid access



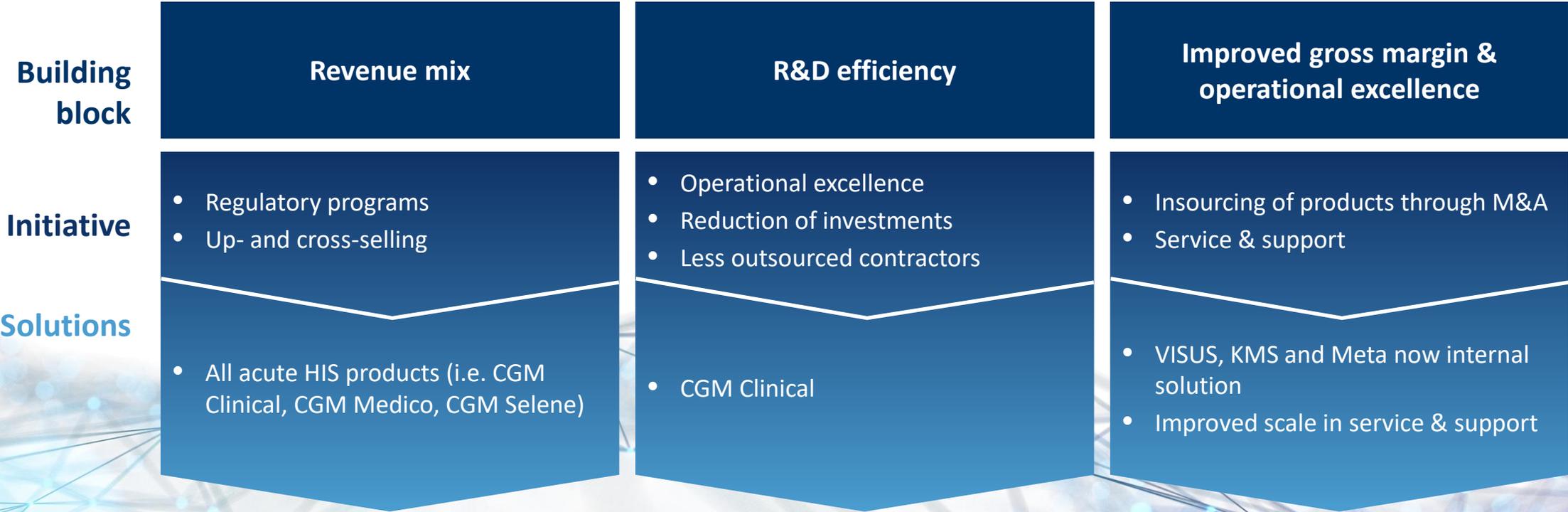
Partner of the starters

# CGM VIYU – Cloud business solution for nursing services



# Our path for adjusted EBITDA margin expansion

## Product integration and migration process



➔ Revenue and adjusted EBITDA synergies going forward



# Pole positioned for growth in hospital sector



**Attractive market potential driven by digitization in hospitals**



**Additional tailwind from Hospital Future Act**



**Excellent customer base enabling scale effects**



**Best-in-class product portfolio on G3 technology, confirmed by great customer wins**



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



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