



# STRATEGY & WAY FORWARD

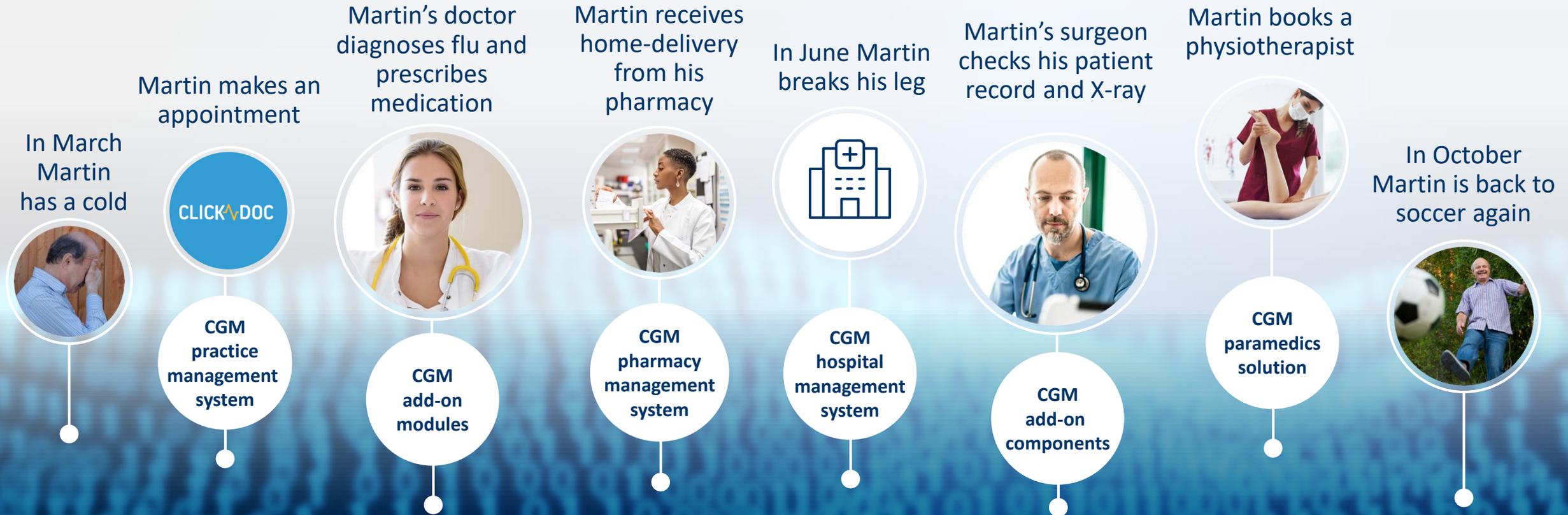
Michael Rauch | Spokesman for the Managing Directors & CFO

## Vision

**NOBODY SHOULD SUFFER OR  
DIE BECAUSE AT SOME POINT  
MEDICAL INFORMATION WAS  
MISSING**

Frank Gotthardt, Founder, CompuGroup Medical SE & Co. KGaA

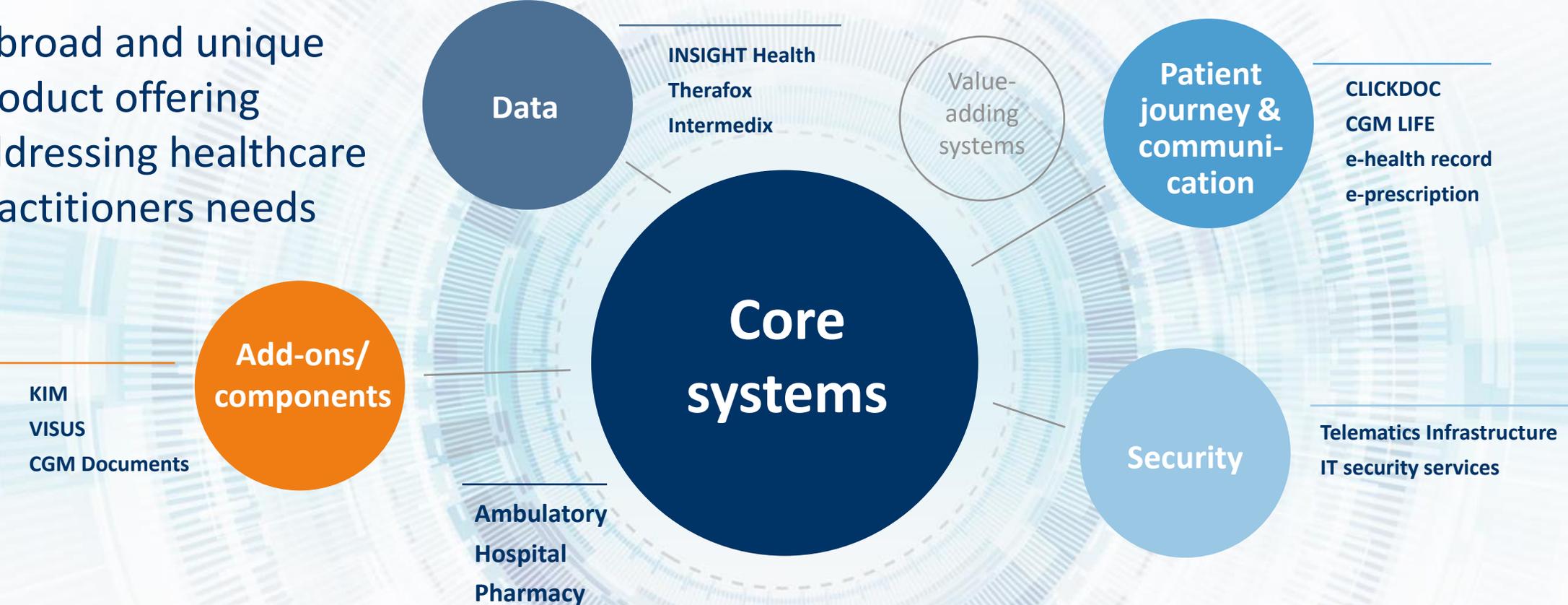
# Physicians are the ultimate navigator of the patient



... with CGM's product world enabling the digital patient journey

# Our comprehensive product portfolio serves the entire healthcare market

A broad and unique product offering addressing healthcare practitioners needs



# CGM with unparalleled depth of domain expertise



 **Focused** *on core needs*

Products allow to view patient profiles, visualize medical data, book appointments and track medical status for various disease areas.

 **Customizable**

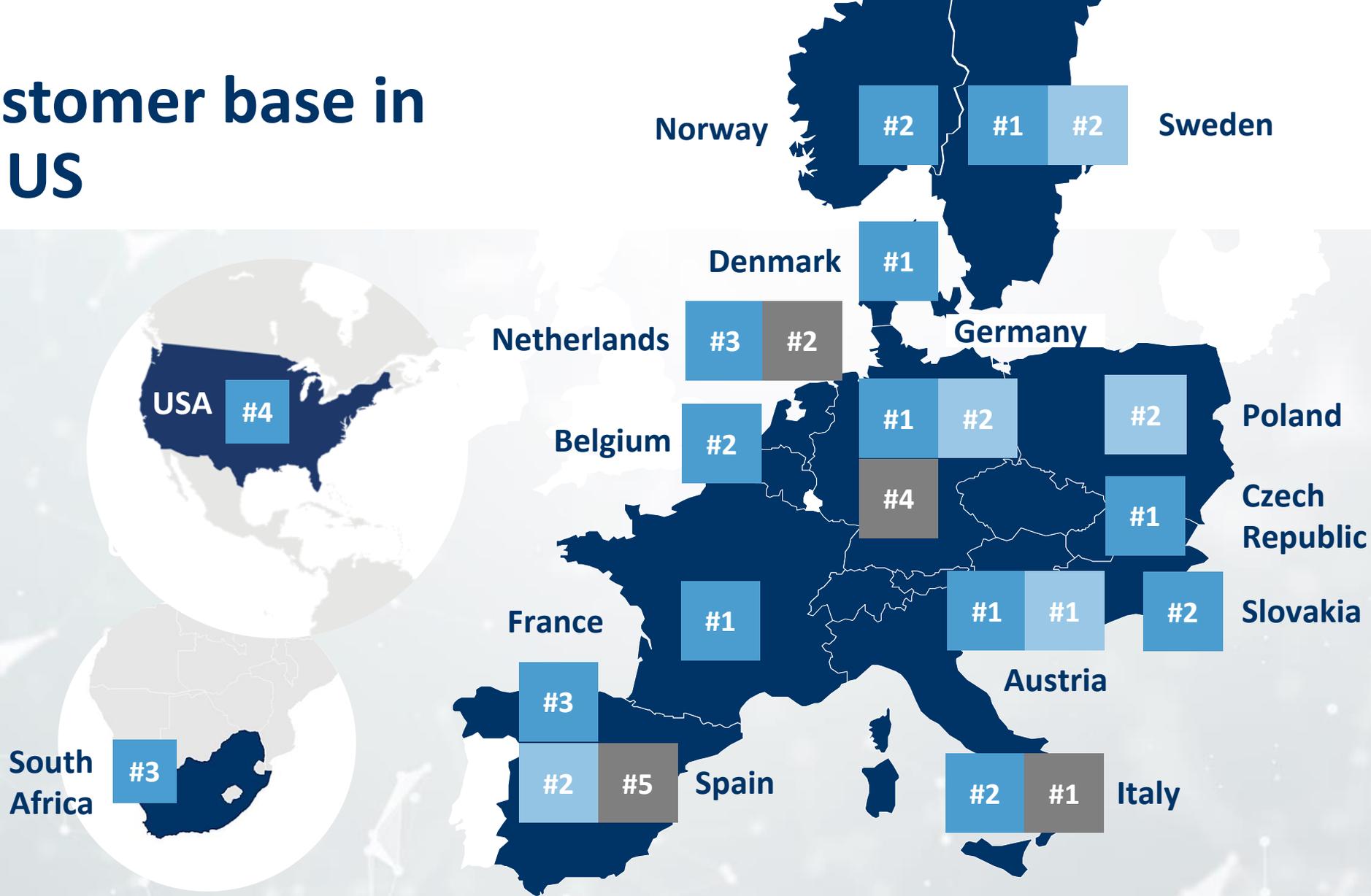
Layout can be customized to comply with individual customer needs.

 **Efficient**

Productivity gain for health care professional as data flow and processes are automated.

# Excellent customer base in Europe and US

AIS HIS PCS

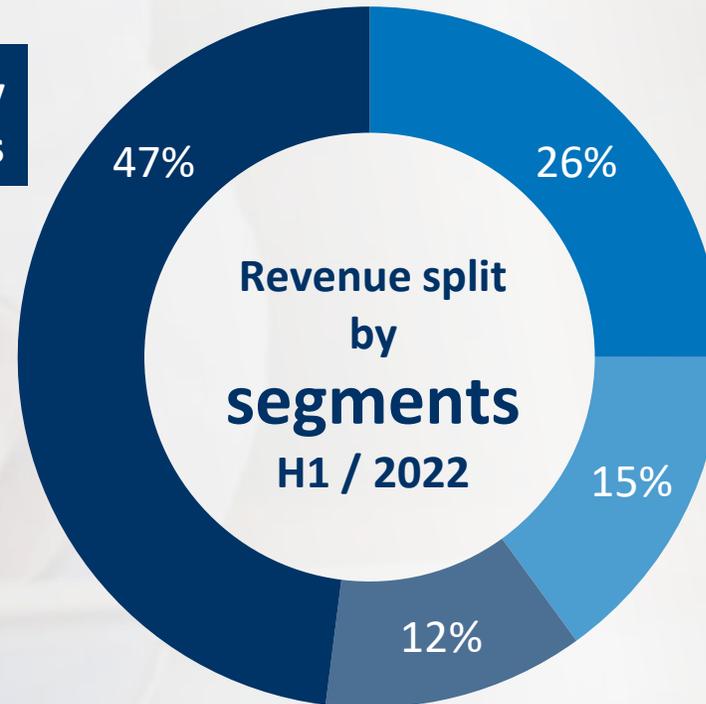


# Servicing the entire healthcare ecosystem, we are ideally set up for growth



## AIS – Ambulatory Information Systems

Doctors  
(GPs, specialists),  
therapists, nurses...



## HIS – Hospital Information Systems

Hospitals  
(acute, post-acute),  
laboratories



## CHS – Consumer & Health Management

All healthcare professionals,  
pharma & insurance companies, patients



## PCS – Pharmacy Information Systems

Pharmacies



# Our customers' world is transforming

**Larger practices**

**Data access**

**Digital patient interaction**

**AI enhanced**

**Mobile work**

**IT security**

**Efficiency increase**

**Digital workflow**

**Decision support**

**Connected to  
larger network**



# Significant catch-up potential in digitization in healthcare



**60%**

of doctors think that Germany is lagging behind in digitization



**55%**

of German hospitals consider their degree of digitization rather low

# We support our customers on their path into a digital world



## Regulation driven demand

Governments across Europe have initiated programs to accelerate healthcare digitization leading to tailwind for further growth



## Expansion to value-adding modules

As a response to changing customer needs, we offer new modules as add-ons



## Enable doctor-patient journey

CGM leverages its unique position across the patient journey to deeply integrate its own products as well as enable other players

# Strategy and growth drivers

## Strategic priorities

**01** 

Innovate on a scalable platform

**02** 

Transform organization to deliver great customer experience and scale

**03** 

Enable distinctive patient journeys and seamless data flows

## Growth drivers

 **AIS (ex US)**

Enhancing existing services for physicians with **new modules and functionalities**, as well as new revenues from **patient portals** such as CLICKDOC

 **US business**

After the merger with eMDs – **synergistic growth** from our strong position **revenue cycle management** and **electronic data interchange**

 **HIS business**

Market penetration of our **G3 platform** as well as business from **government digitization programs** for hospitals

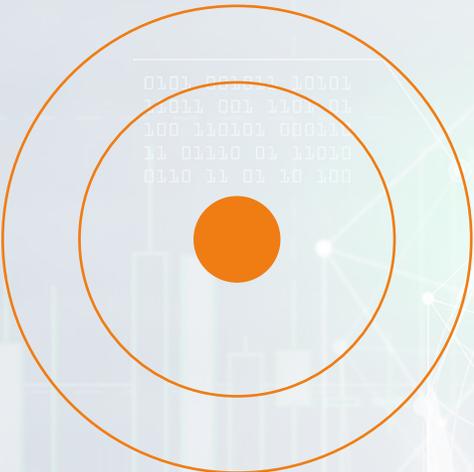
 **Telematics infrastructure**

Expansion of **user groups**, extension of **existing licenses** (connector upgrade) and the introduction of **additional application modules**

 **Innovative data services**

Fast-tracking our **data growth** ambition with the Insight Health acquisition. Further evolution of medical decision support portfolio

# Our mid term ambitions including latest acquisition



Group	CAGR 2021-2025
<b>AIS</b>	<b>&gt;5%</b>
thereof US	3 – 6%
thereof Europe	6 – 9%
<b>HIS</b>	2 – 5%
<b>CHS</b>	6 – 8%
thereof TI	6 – 9%
thereof data	1 – 3%
<b>PCS</b>	8 – 12%
	0 – 2%

Including INSIGHT Health acquisition



# CGM now on a new level of sustainable organic growth



Organic growth in % yoy	FY2020	Mid-term ambitions (CAGR)	FY2021	Last 12 months (as of June 30)
<b>Group</b>	<b>4.2%</b>	<b>&gt;5%</b>	<b>5.8%</b>	<b>4.4%</b> ex TI 5.9%
<b>AIS</b>	<b>2%</b>	<b>3 – 6%</b>	<b>4%</b>	<b>5%</b>
<b>HIS</b>	<b>3%</b>	<b>6 – 8%</b>	<b>8%</b>	<b>6%</b>
<b>CHS</b>	<b>15%</b>	<b>6 – 9%</b>	<b>10%</b>	<b>0%</b> ex TI 11%
<b>PCS</b>	<b>0%</b>	<b>0 – 2%</b>	<b>1%</b>	<b>6%</b>

# Guidance 2022 recently raised – well on track towards 2025



**Guidance FY 2022**  
as of March 10

**Group revenues**  
€1,075m – €1,125m

**Organic growth yoy**  
+3% to +8%

**Adj. EBITDA**  
€235m – €260m

**Guidance FY 2022**  
as of August 04 *new*

**Group revenues**  
€1,100m – €1,150m

**Organic growth yoy**  
+4% to +8%

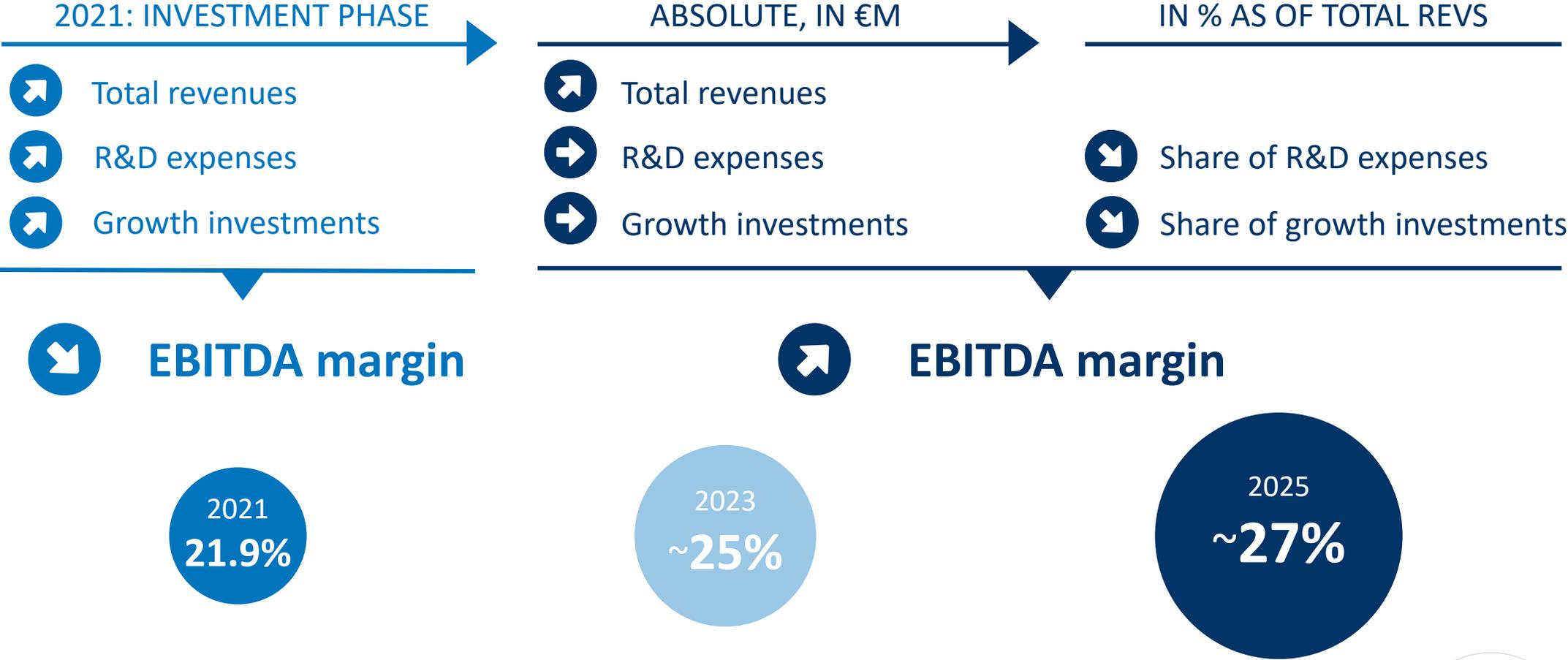
**Adj. EBITDA**  
€240m – €260m

# Shifting gear – from investment mode to margin expansion



# We are confirming our mid-term margin targets

until 2025



# Value creation based on higher growth and profits



**Delivering best-in-class solutions along the patient journey**



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



**Introducing a new level of customer centricity**



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



**Organic growth accelerated to new level of 5% and more**



**Overproportionate EBITDA increase post R&D investment phase leveraging operational efficiencies**

# Strong and experienced leadership team



**Michael Rauch**

Spokesman for the Managing Directors & Chief Financial Officer (CFO)



**Angela Mazza Teufer**

Managing Director Ambulatory Information Systems DACH



**Hannes Reichl**

Managing Director Inpatient and Social Care



**Emanuele Mugnani**

Managing Director Ambulatory Information Systems Europe



**Dr. Eckart Pech**

Managing Director Consumer and Health Management Information Systems



**Derek Pickell**

CEO  
CGM US