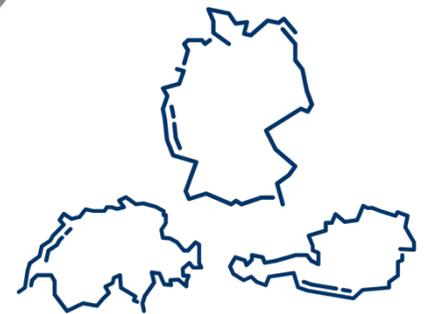


DOCTORS FIRST!

Angela Mazza Teufer | Managing Director Ambulatory Information Systems DACH



Excellent customer base in Germany and Austria

#1 player
~30% customer share



>60k
doctors

in
>30k
practices

#1 player
>30% customer share



>7k
doctors

in
>5k
practices

We delivered since the last capital markets day

Since September 2021...

Organic growth of 7%* in AIS excluding US

Roll-out of modules to enable our customers to further digitize the patient journey



Our unique product offering addresses healthcare practitioners needs

High resilience...

>70%
of revenues
recurring*

...based on excellent core products

CGM MEDISTAR

Arztinformationssystem

CGM TURBOMED

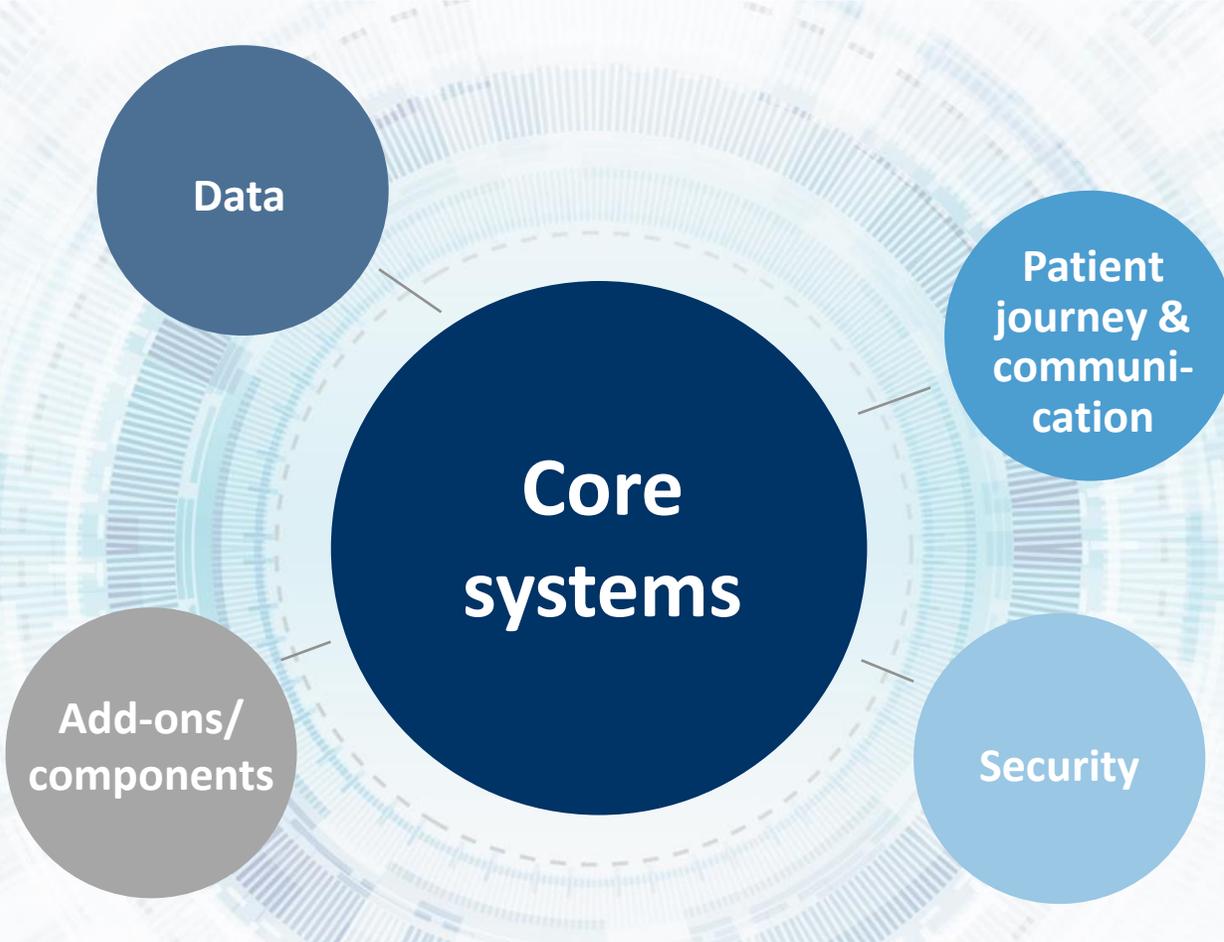
Arztinformationssystem

CGM ALBIS

Arztinformationssystem

CGM M1 PRO

Arztinformationssystem



Market trends in medical care centers

CGM M1 PRO as a fully-fledged product

Tailored to meet larger practices needs

Secure access to patient data at anytime



>8k doctors

>3k practices

>320 device connections

>20 specialist areas covered

Click – and time-optimized workflow

-  Individual dashboard
-  Global search
-  Important patient data at one glance
-  Parallel views of patient and waiting list
-  Efficient online scheduling & video consultation
-  Centralization of all historical data
-  Simplified change in laboratory sheet

Digitization is real and happening at doctor's practice

**Connected to
larger network**

Mobile work

Data access

Decision support

Digital patient interaction



Opportunities for growth to further support the digital journey



Regulation driven

- e-health record
- e-prescription
- Secure communication
- Compliant cash register



Patient driven

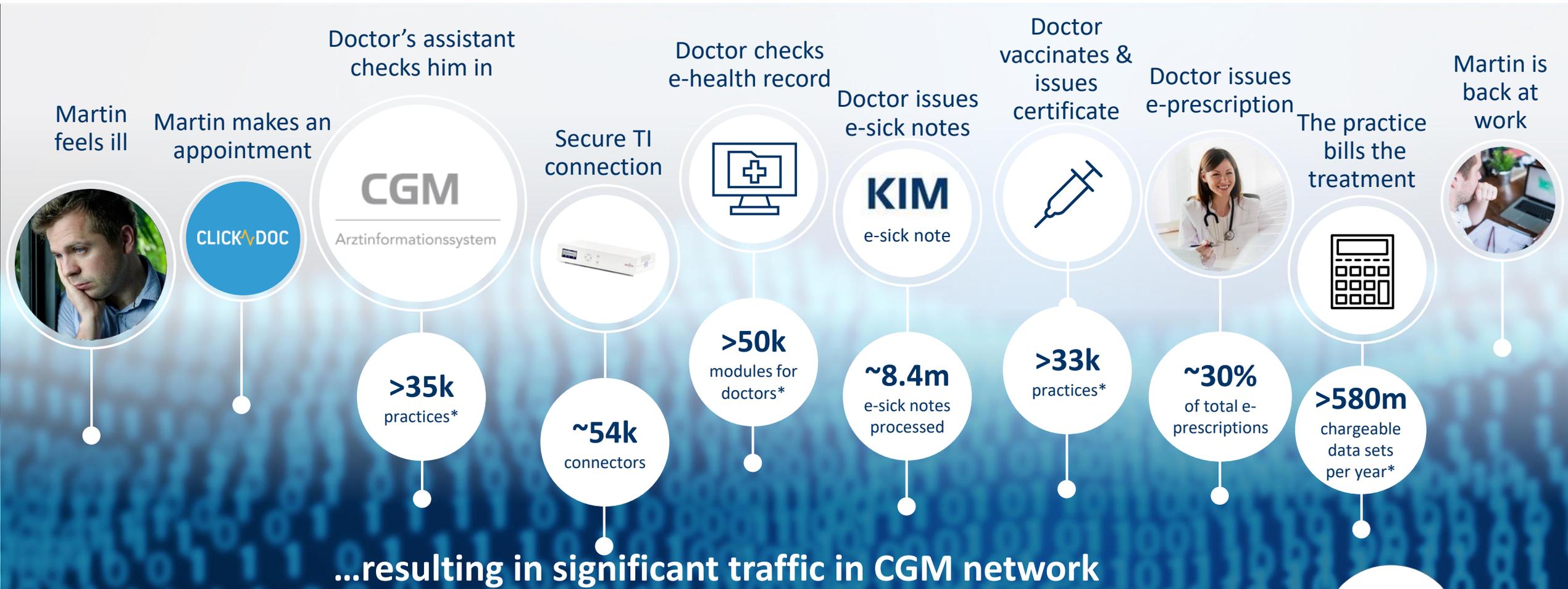
- Clickdoc
- Secure messenger



Doctors driven

- Digital process optimization (e.g. medical referral)
- Optimized doctor-to-doctor communication
- Mobile app usage
- Decision support
- Voice control

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



Strengthening profitability on an already excellent level

Adjusted EBITDA margin drivers

Drivers

Revenue mix

Customer centricity & organizational efficiency

Current

- Revenue increase partly driven by one-time effects

- High number of business units

Future

- Growth driven by better revenue mix with higher recurring share
- ARPU increase over time

- Focus on long-term customer loyalty
- Functional organization yields efficiency gains

AIS DACH set for success, growth and profitability



**Doctors first –
Introducing a new level
of customer centricity**



**Attractive customer base and
excellent market position in
Germany and Austria**



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



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



**Organic growth of 2 – 5%
(CAGR) expected in AIS
from 2021 – 2025**



**Strengthening profitability
on an already excellent level**