



CATALYZING GROWTH THROUGH VALUE-ADDING DATA SOLUTIONS

Dr. Eckart Pech | Managing Director Consumer & Health Management Information Systems

We delivered since the last capital markets day

Since September 2021...

Organic growth of 11%*

Launch of new generations of data products

Acquisition of INSIGHT Health

Acquisition of INSIGHT Health sets stage for a European best-in-class end-2-end healthcare data provider



Platform



Scale



Technology



Customers



Data



Team

~20%
customer
share

Strong

#2

in German
pharmaceutical
intelligence
market

CGM – Unique positioning in the data market

Access to data
sources

Competence in
data analytics

Communication
solutions

CGM

Rapid enrichment in CGM data lake through INSIGHT Health

Data sources

AIS (#1 in Germany)

6.4k

doctors in panel
(+30% yoy)²

900k

longitudinal patient records for research (new)²

15.5m

new health records per month (+ 180% yoy)²

4.1m

medication prescriptions per month (x6 yoy)²

Secure CGM data lake

Secure data storage
GDPR- compliant
Anonymized
Near real-time data processing & availability
Reference data

PCS (#4 in Germany)

2.5k

pharmacies in panel

>20m

product sales per month

Extension through INSIGHT Health¹

>100m

wholesale packages (sell-in) per month

>50m

prescriptions of social health insurances per month

85 m longitudinal e-prescription patients

>5.8k

pharmacies in panel

10m customers per month

Access to full treatment cycle data



Anamnesis



Diagnosis



Therapy



Prescription



Distribution

Translating data into solutions for doctors, patients & industry

Healthcare professionals

Patients

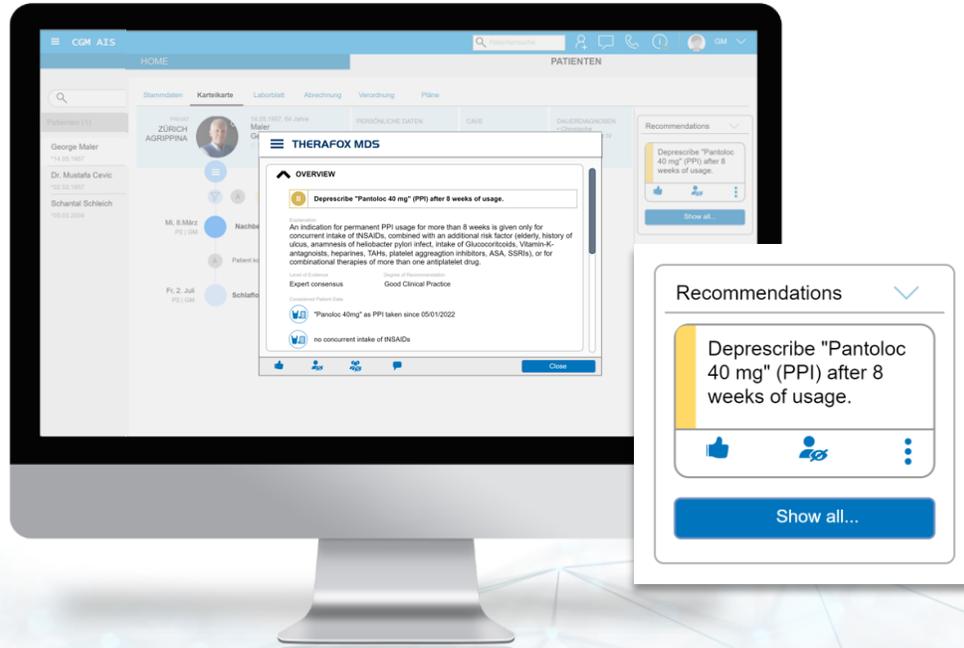
Public

Industry



CGM real-time data lake

THERAFOX – A hero product in data



THERAPY. SIMPLE. SECURE.

Shows medication risks and therapy alternatives within seconds



Customers:

Healthcare professionals, insurance companies, patients



USP: Smart and concise therapy recommendations, seamlessly integrated into doctors' workflows



Monetization:

- Monthly recurring fee or pay per use
- 40% growth in medical practices yoy

THERAFOX – Progression to medical decision support



Arznei Aktuell – Mobile pharmaceutical data



EVERYWHERE. SIMPLE. SECURE.



Customers:
Healthcare professionals



USP: Easy access to reliable, always up-to-date pharmaceutical data



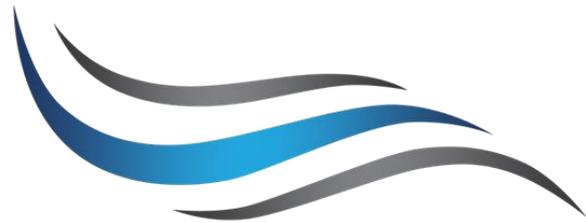
Monetization:

- Monthly recurring fee for ad-free version
- In-app advertising

Already >60k registered healthcare professionals

AIOLOS public-private-partnership – Predictions based on real-world data for early detection of epidemics

Partnership and data provisioning to



AIOLOS

Artificial Intelligence ToOLS
for Outbreak Detection and responSe

Franco-German consortium

- ✓ Early detection and monitoring for respiratory pathogen epidemics
- ✓ Multiple data sources
- ✓ AI-based



quinten
health



AH IMPACT
Healthcare

Fraunhofer

sanofi

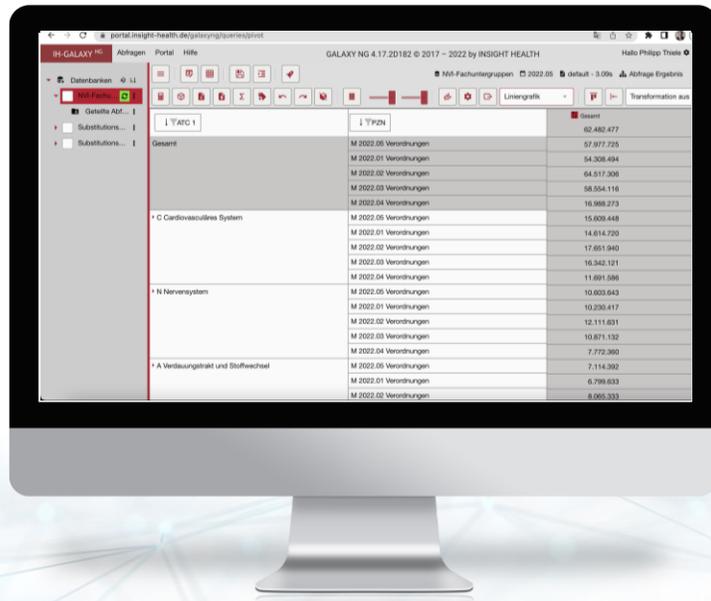


360° approach significantly strengthened by acquisition



Darwin^{NG} – Joint innovation from CGM and INSIGHT Health

Diagnosis data for pharmaceutical companies



The screenshot displays a software interface with a table of diagnosis data. The table has columns for 'Gesamt', 'M 2022.05 Verordnungen', 'M 2022.01 Verordnungen', 'M 2022.02 Verordnungen', 'M 2022.03 Verordnungen', 'M 2022.04 Verordnungen', and 'Gesamt'. The data is categorized by system types such as 'C Cardiovasculäres System', 'N Nervensystem', and 'A Verdauungstrakt und Stoffwechsel'.

	M 2022.05 Verordnungen	M 2022.01 Verordnungen	M 2022.02 Verordnungen	M 2022.03 Verordnungen	M 2022.04 Verordnungen	Gesamt
Gesamt	62.482.477	57.977.725	54.308.494	64.517.306	56.554.116	16.988.273
C Cardiovasculäres System	15.609.448	14.614.720	17.651.940	16.342.121	11.691.586	10.603.643
N Nervensystem	10.235.417	12.111.631	10.671.132	7.772.360	7.114.392	6.799.633
A Verdauungstrakt und Stoffwechsel	8.065.333					

**CGM ambulatory information systems data
+ INSIGHT Health prescription data**



Customers:
Pharmaceutical companies



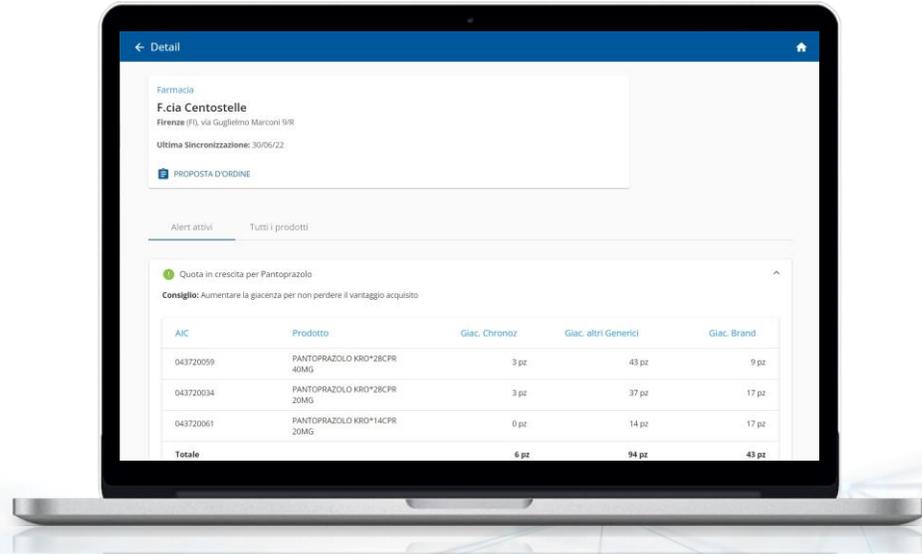
USP: Insights about distribution of diagnoses for pharmaceutical drugs and prescribing doctor specialist groups



Monetization:

- Subscription with recurring fees
- Special analyses with one-off fees

Sales booster – Increasing pharmaceutical supply efficiency



**Data-driven decision-making
platform for pharma sales force**



Customers:
Pharmaceutical companies



USP: Increase sales representatives' efficiency through sales cycle transparency in participating pharmacies and remote monitoring capabilities



Monetization:

- Fixed setup cost & monthly fee
- Recurring fees for additional services

**1,400 pharmacies in Italy
already connected**

Data privacy and security at the core of digitizing healthcare

CGM: secure & certified data centers based in Europe

State of the art, local anonymization techniques

GDPR is our global standard

Our path for adjusted EBITDA margin expansion

Product consolidation and marketing approach

DRIVER	Product consolidation	Scale THERAFOX penetration of CGM reach	Bundling (intermedix + INSIGHT Health)	Organizational efficiency
FROM	<ul style="list-style-type: none"> Segregated CGM and INSIGHT Health product portfolios 	<ul style="list-style-type: none"> Strong market penetration at MEDISTAR Turbomed, ALBIS and M1 high potential 	<ul style="list-style-type: none"> Separate sales & marketing approach to Industry Two product development streams 	<ul style="list-style-type: none"> Product and brand-driven organization formed by historic growth
TO	<ul style="list-style-type: none"> Combined product roadmap leveraging synergy effects First examples: DarwinNG, joint pharmacy panel, insurance solutions 	<ul style="list-style-type: none"> Scaling Therafox across all AIS customers Growth through additional functionality medical decision support 	<ul style="list-style-type: none"> Combined approach to leverage synergies in sales, marketing & product 360° approach 	<ul style="list-style-type: none"> Increased organizational efficiency and effectiveness

➔ Revenue and adjusted EBITDA synergies going forward



Excellent position to grow in data



Strong track record of organic growth



Leveraging on and expanding CGM's unique sector reach



Translating unparalleled data access into game changing, innovative solutions and value for doctors, patients and industry



Patient data, real world evidence, regulatory tailwind, pan-european and 360° approach as growth catalysts



Organic growth of 8 – 12% (CAGR) expected from 2021 – 2025



Significant margin potential by leveraging synergy effects and capitalizing on new product opportunities



Q&A

Session I



CompuGroup
Medical



BREAK

Presentations to resume around 14:15 CEST / 1:15pm UK / 8:15am ET