



# CAPITAL MARKETS DAY 2023

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

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# WE CREATE THE FUTURE OF E-HEALTH

Michael Rauch | CEO & CFO

# Pivotal moments in the history of CGM

**1987**

**Taking the lead in practice management systems**

**2006**

**Expansion into Hospital Information systems**

**2011**

**Extending footprint to Pharmacy Information systems**

**2017**

**Pioneering connectivity in German healthcare**

**2023**

**Boosting e-health with Artificial Intelligence**

# Most patients tend to trust AI assisted medicine

**66%**

are **willing to rely on the use of AI** in medicine

**75%**

are **comfortable with AI helping a doctor** make a diagnosis

**73%**

would be **willing to share their health data with a learning system** such as an AI

Source: Market research institute Appinio, n=1,000 German citizens, July 2023, average 41 years old

# Especially doctors have so much to gain ...

**Doctors & their staff spend 3-4 hours on admin work for every hour spent with patients.**

**... mostly more time with their patients**

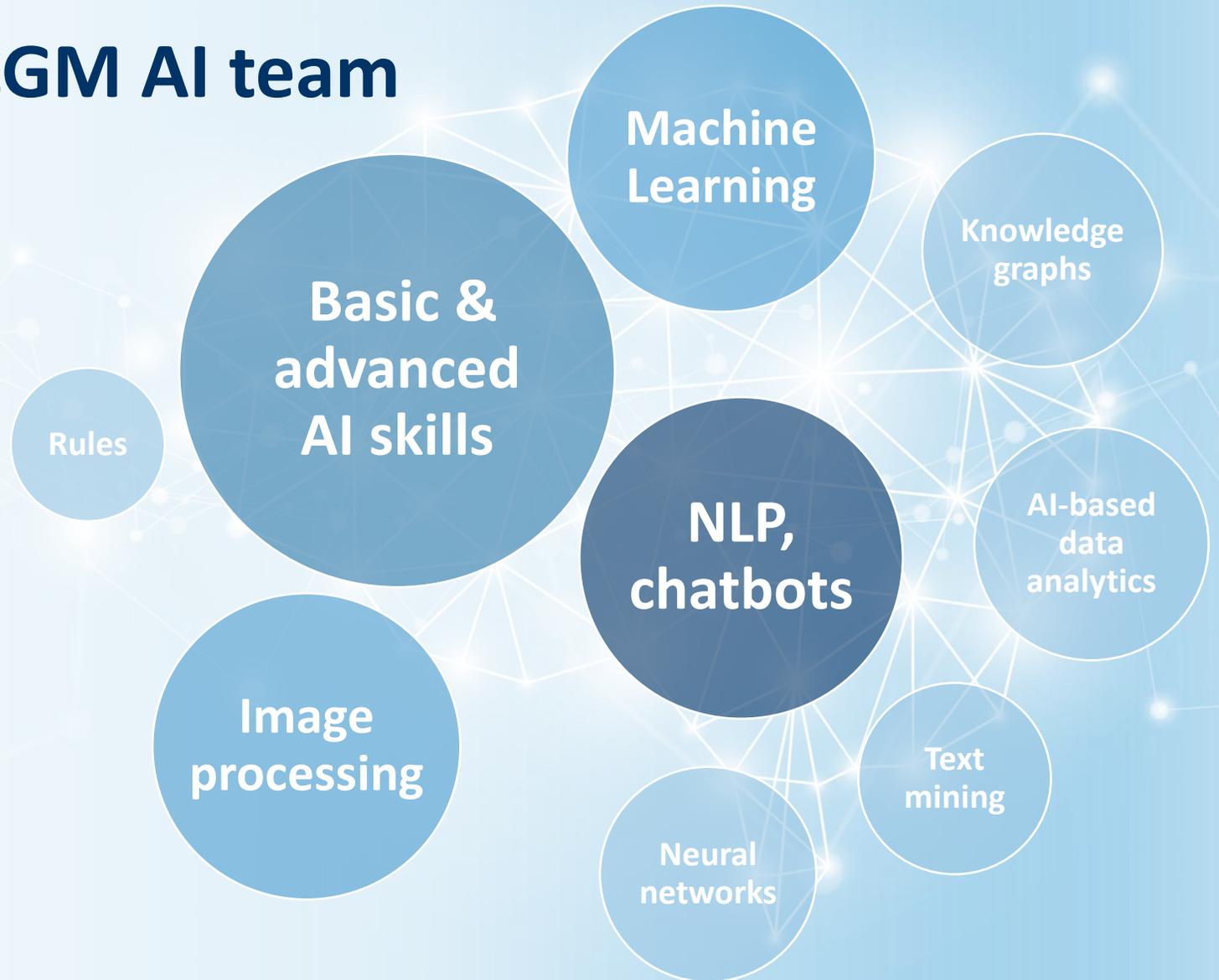
**AI can reduce the inefficiencies in the healthcare ecosystem for the benefit of patients.**

# Capabilities in our CGM AI team

We identified significant AI competence within CGM

Areas of expertise:

- Software development
- Product architecture
- Data science
- Medicine



# CGM well prepared for next level digital boost in healthcare IT



ChatCGM

# AI



**Adding value to our products & solutions**

**Improving R&D efficiency**



**Stepping up the game in service & support**

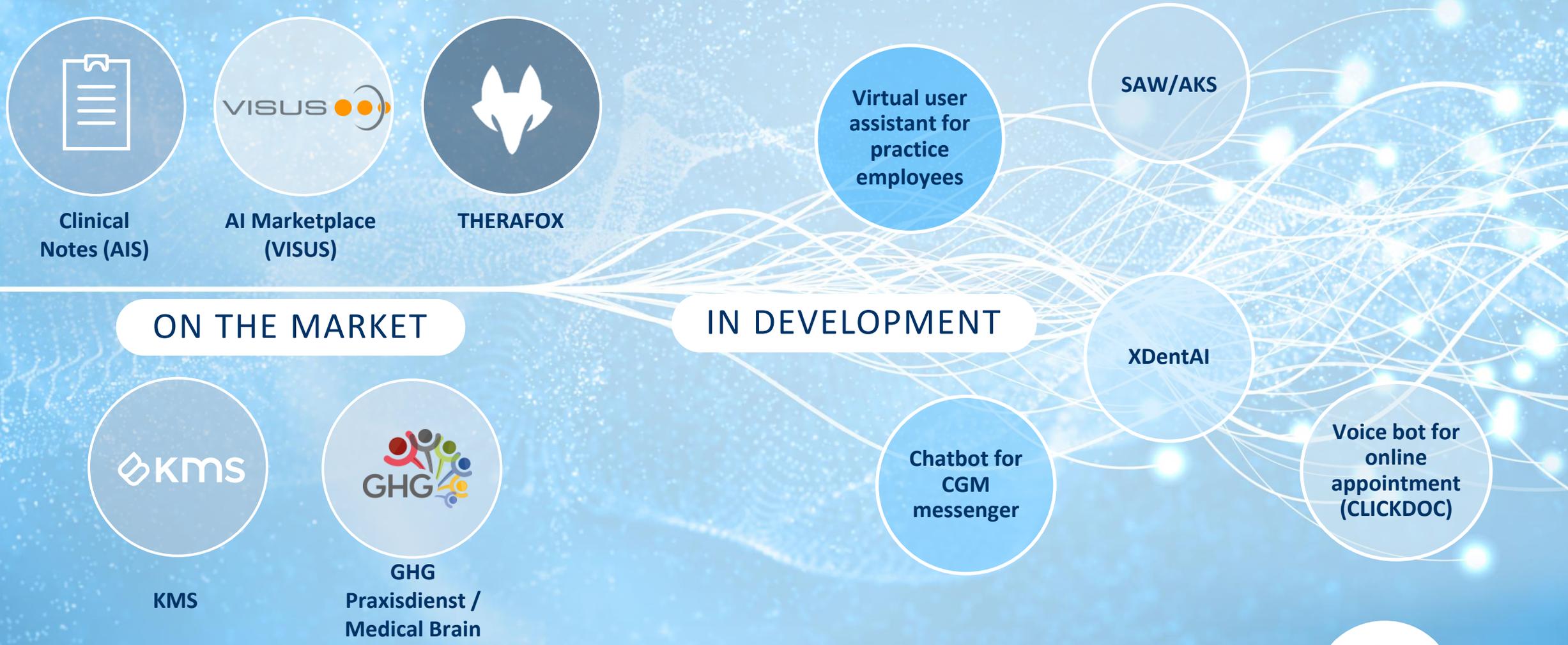
**Strengthening business operations**



**... while safeguarding data protection & intellectual property**



# AI complements our product innovation pipeline



# Revolutionizing software development with:

# ChatCGM



AI

Correcting or rewriting code, as well as accelerating the documentation process.

ChatCGM aims to increase output efficiency and support the development team.

**Innovating solutions with predictive features**

Supporting medical professionals in the fields of diagnostics, treatment, drug discovery, telemedicine, and medical research.

# ChatCGM already available for all CGM employees

## Research & Development

Augmented Reality

Voice recognition

Text mining

## Service & Support

 Automated chatbots

 Pattern recognition

 Request prediction

## Business Operations

Focus on process optimization and automation by AI 

Accounting & reporting

Data storage

Human Resources

**Our ambition**

**We are the leading  
Medical Software Company**

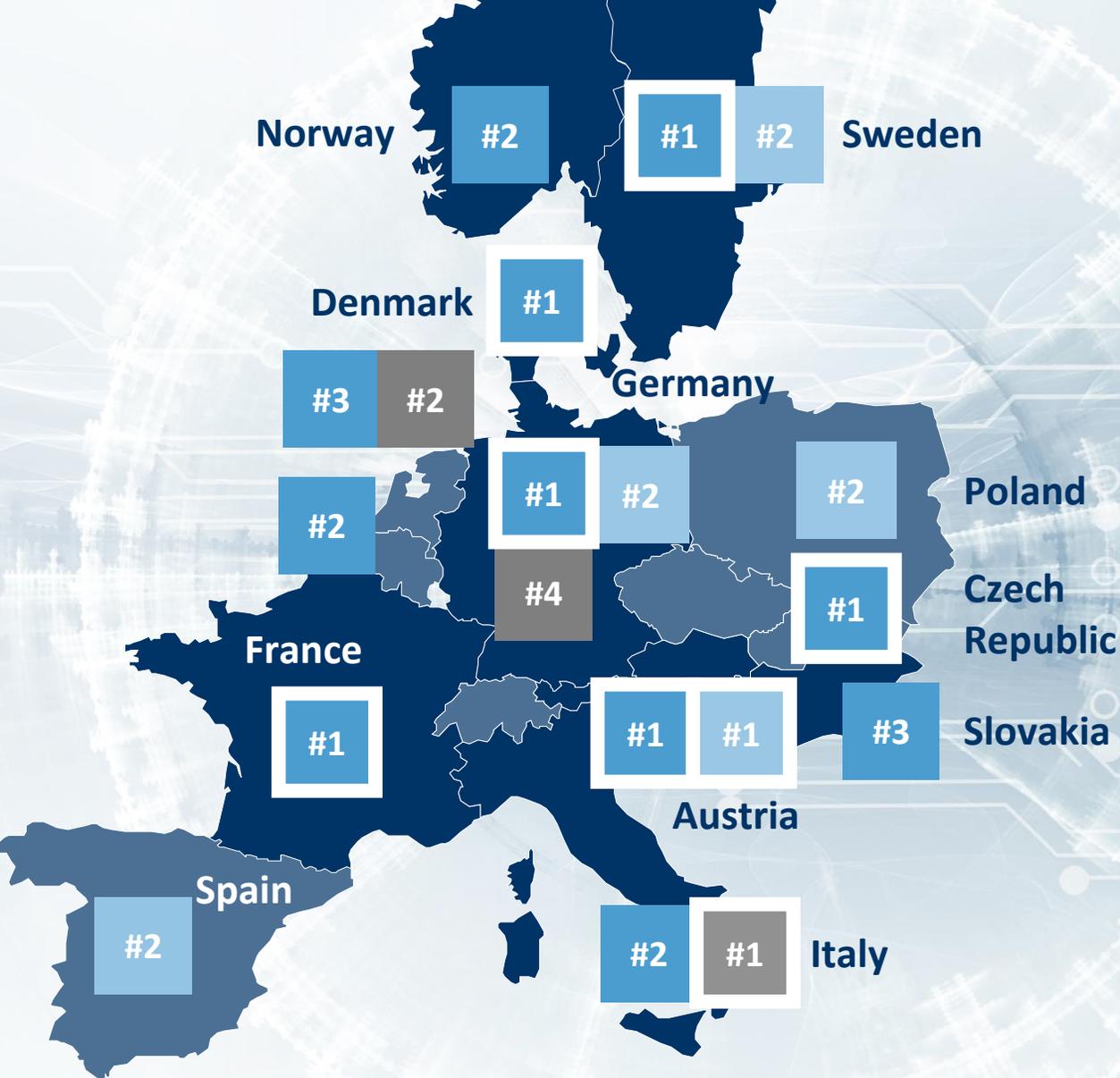
# We support our customers along the entire patient journey...



**... with CGM's products providing added value at multiple touchpoints**

# Strong presence in Europe and the US

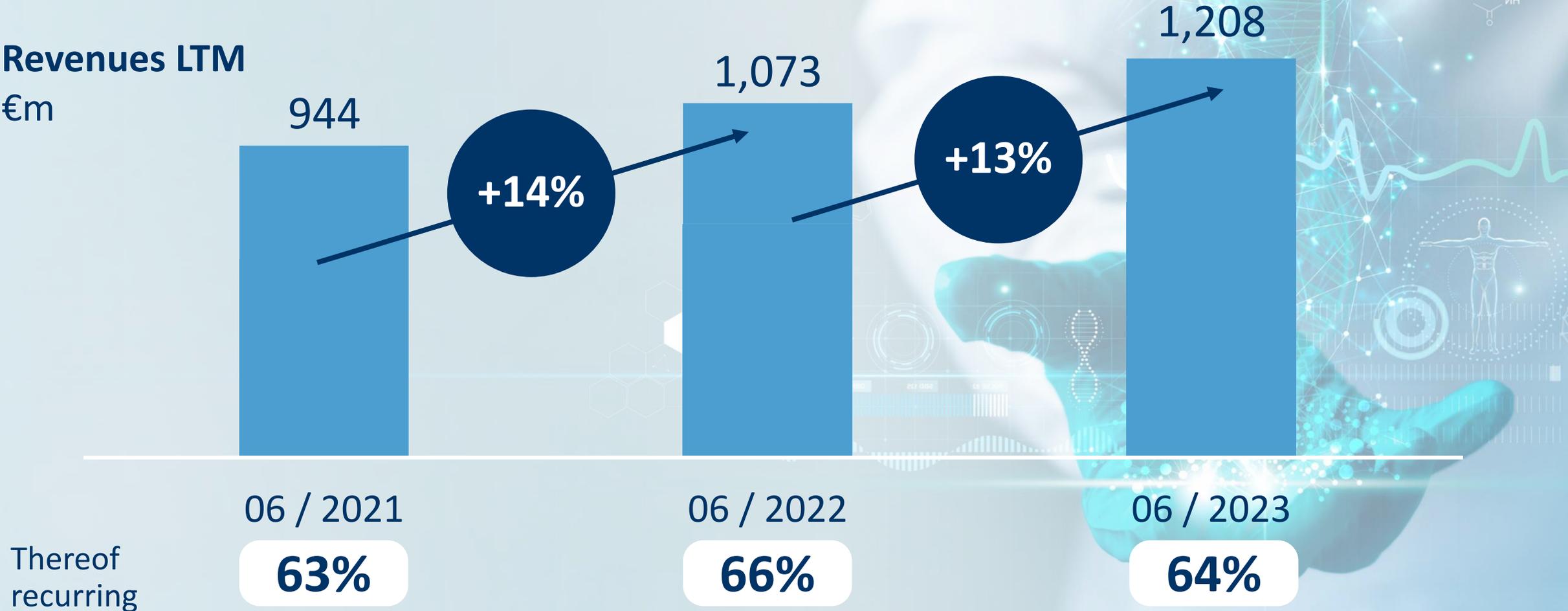
AIS HIS PCS



# Excellent top line growth and high recurring revenue share

Revenues LTM

€m



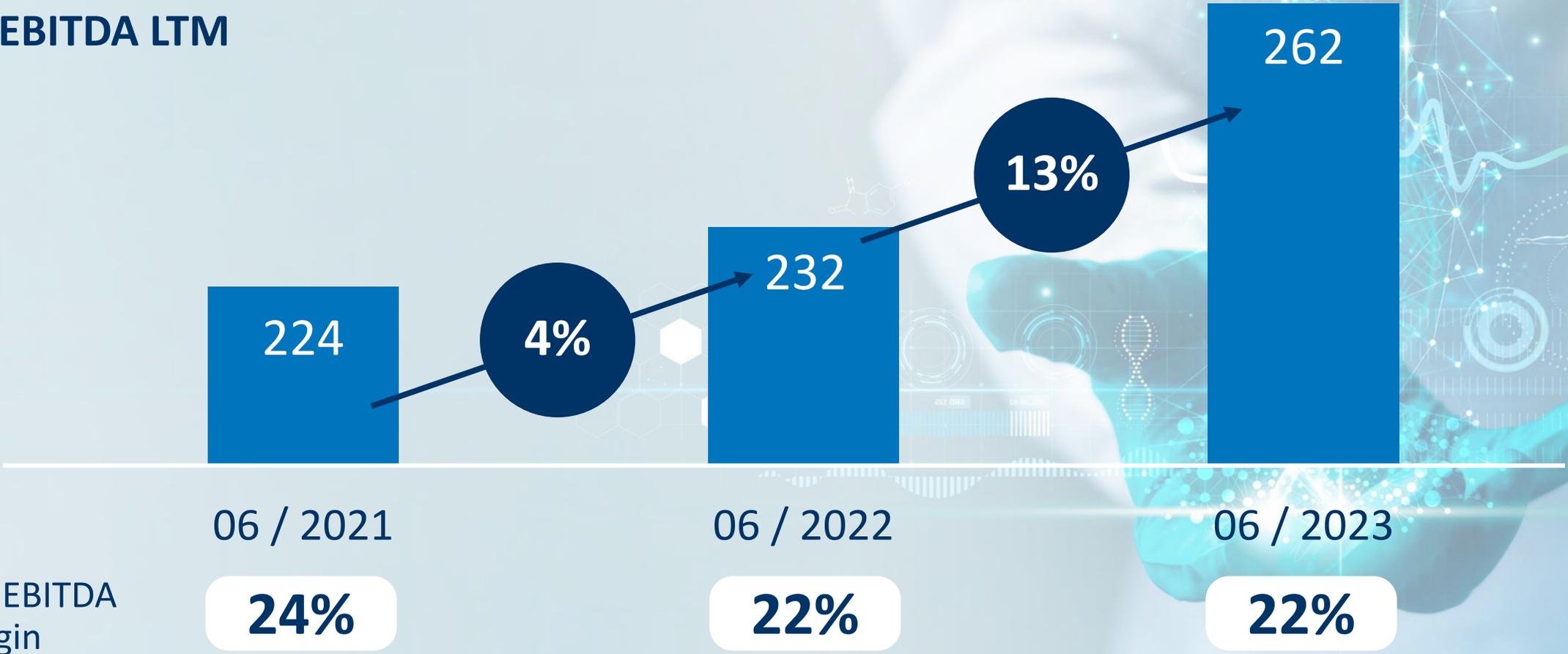
# Organic growth sustainably on a new level



\*adjusted for connector software upgrade in 2021

# First proof points for adjusted EBITDA turnaround

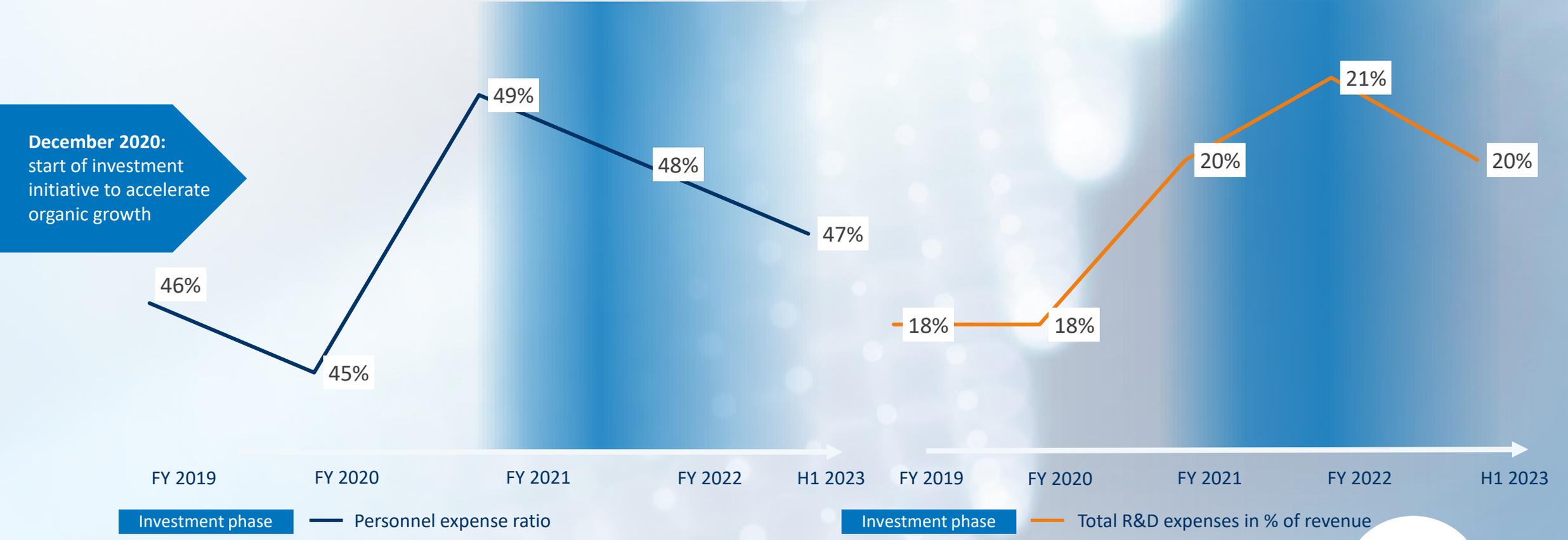
Adj. EBITDA LTM  
€m



# CGM is visibly moving out of the investment phase

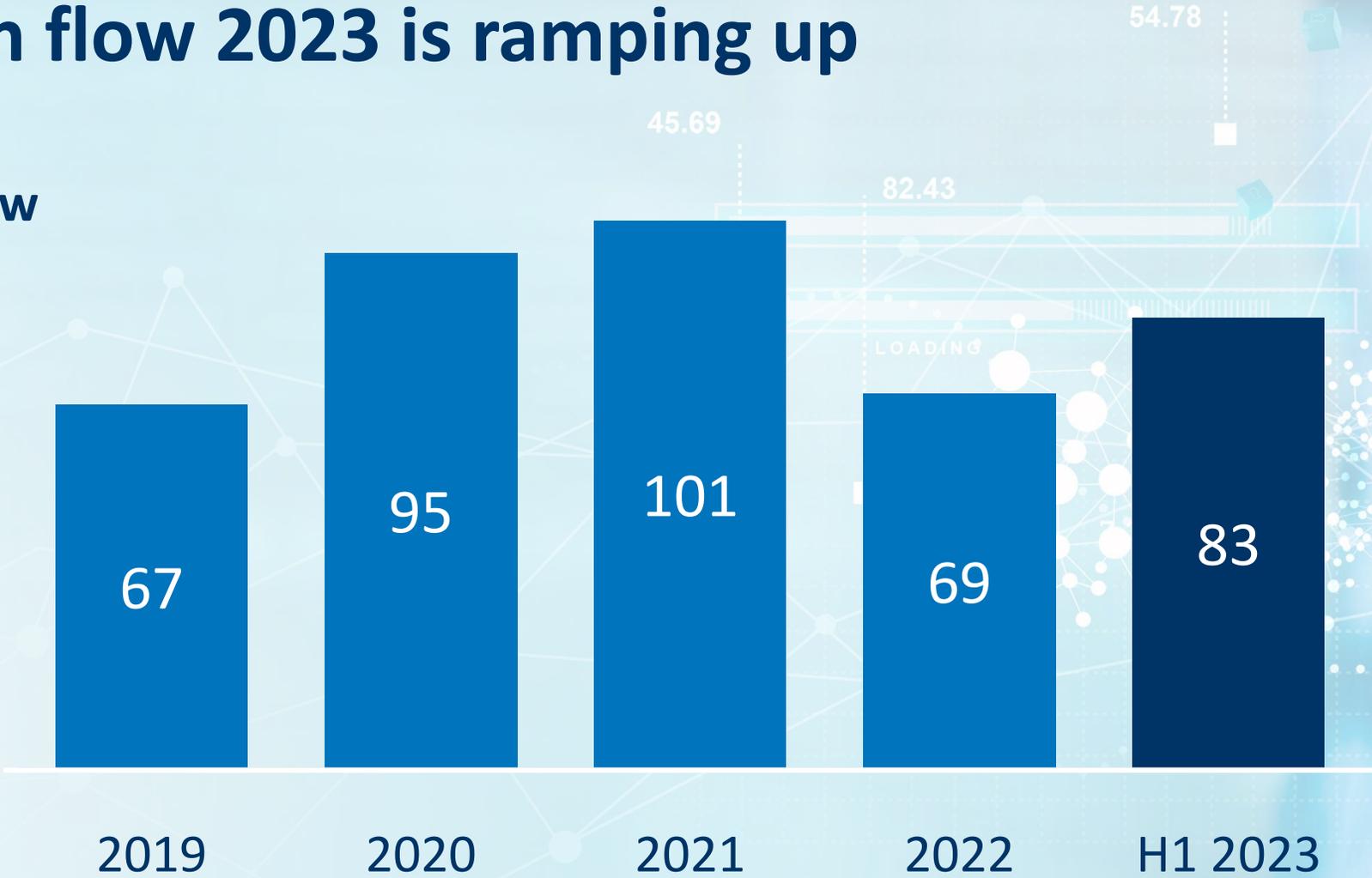
2021 and 2022 peak years in personnel build-up for growth

R&D intensity remains high but is decreasing in % of revenues



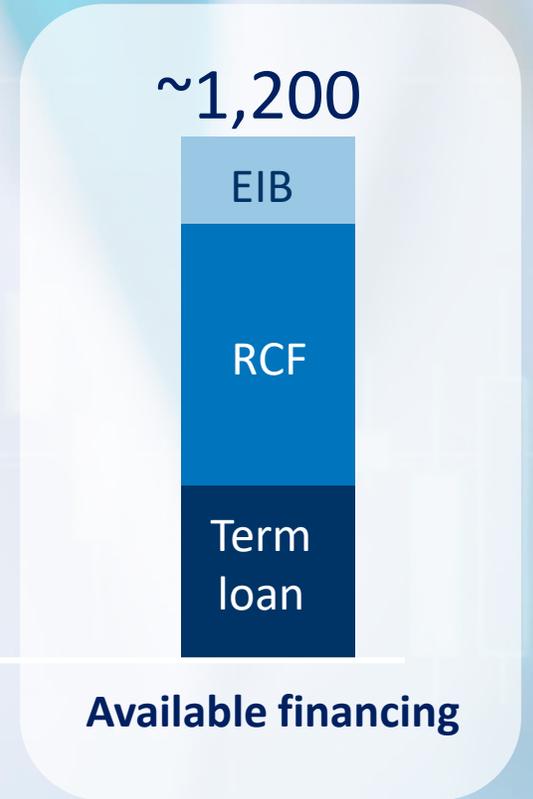
# Free cash flow 2023 is ramping up

Free cash flow  
€m



# Financing at favourable conditions in place

Net debt  
€m



<sup>1)</sup> Leverage 2022 onwards = Net debt (liabilities to banks and financial liabilities (incl. leasing liabilities according to IFRS 16) ./ cash and cash equivalents (with the exception of accounts under third-party management)) / EBITDA (LTM) adjusted for restructuring expenses plus pro rata EBITDA of newly acquired companies (Leverage until 2021: EBITDA adjusted (LTM) plus pro rata EBITDA of newly acquired companies)

# CGM well on track towards FY 2023 guidance and mid-term ambitions

**>5%**

Organic revenue growth CAGR  
**2020 – 2025**

**>70%**

Recurring revenue share  
**2025**

**~27%**

Adjusted EBITDA margin  
**2025**



# CGM well positioned for profitable growth



**CGM well prepared for next level digital boost in healthcare IT**



**Revolutionizing software development with ChatCGM**



**Supporting our customers along the entire patient journey**



**Strong footprint across Europe and the US**



**Organic growth sustainably on a new level & value-adding M&A**



**Adjusted EBITDA margin turnaround post investment phase**

**Our mission**

**We create the future  
of e-health**

CGM

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