



CAPITAL MARKETS DAY 2023

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

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BEST-IN-CLASS PERFORMANCE IN EUROPEAN AMBULATORY AND PHARMACY SPACE

Emanuele Mugnani | Managing Director Ambulatory
Information Systems Europe

We delivered since the last Capital Markets Day



+2%

**AIS organic growth
H1 2023 yoy**



+8%

**PCS organic growth
H1 2023 yoy**



74%

**recurring
revenue share**



+15% / +5%

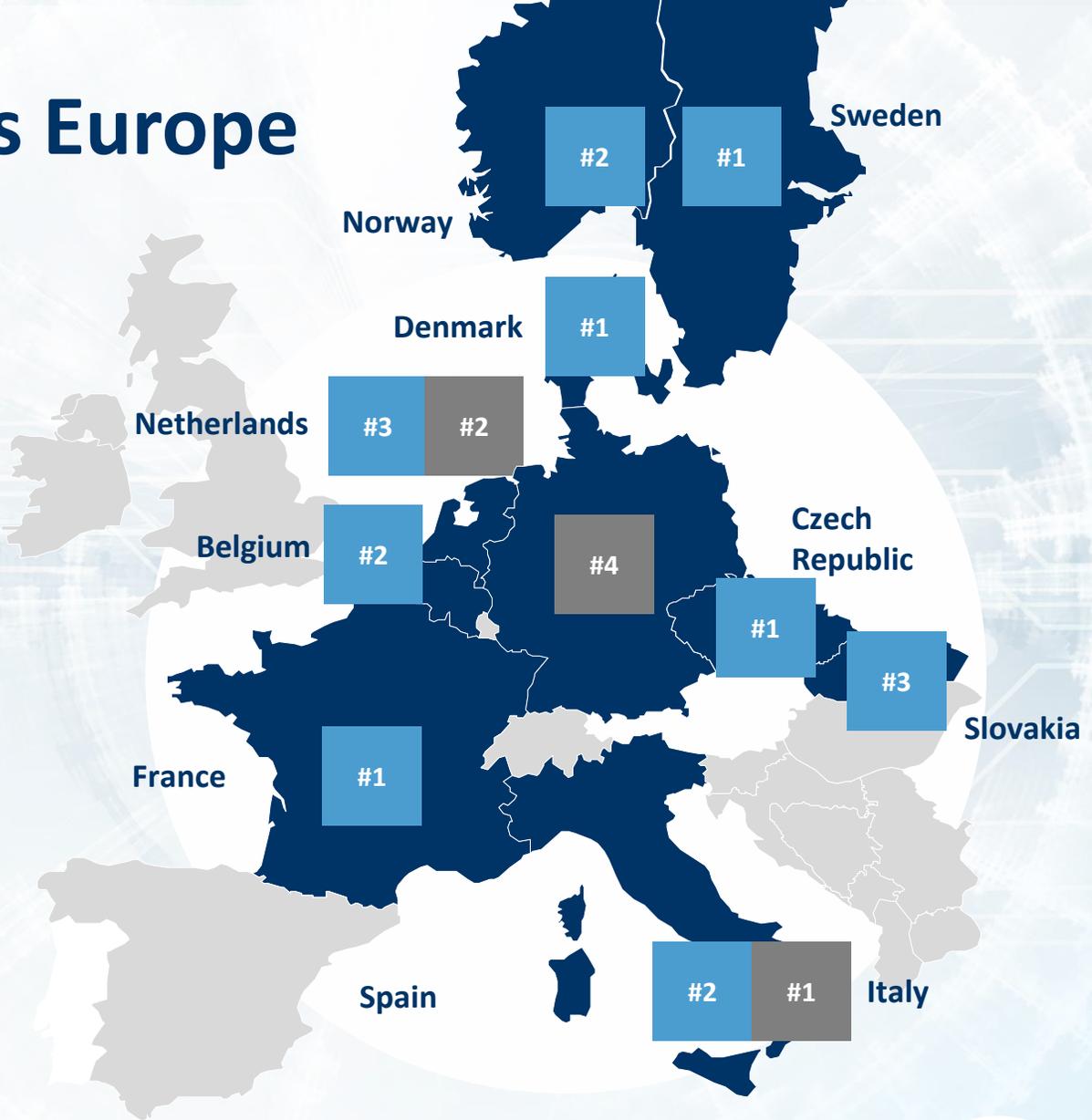
**revenue per employee
AIS Europe / PCS**

Contributing to profitable growth

Our strong footprint across Europe

AIS PCS

We service physicians and pharmacies in 10 European countries



Our unique product offering addresses healthcare practitioners needs

Next generation cloud products in our European core markets

CGM STELLA

Pharmacy Information Systems

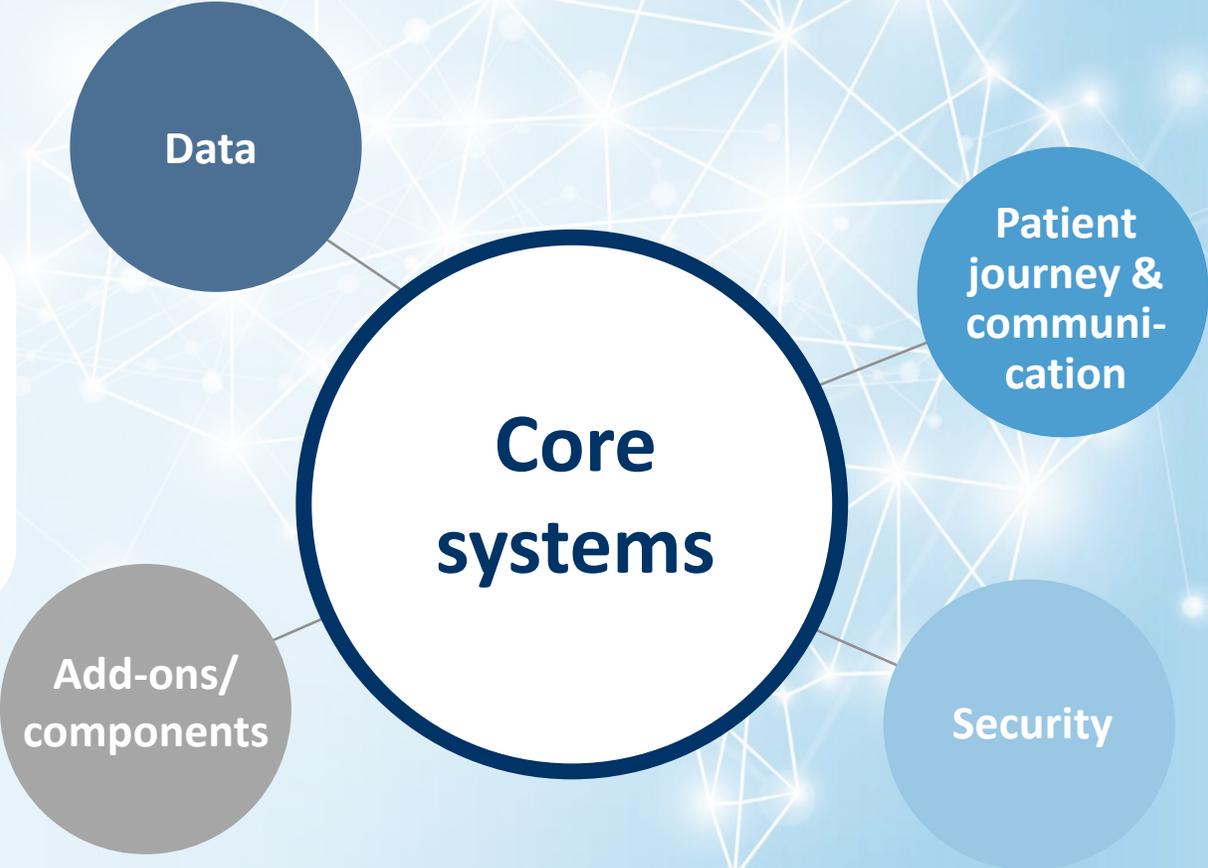
CGM STUDIO

Sistemi Informativi Ambulatoriali

CGM XDENT

Zahnarztinformationssystem

74%
of revenues
recurring *



Key market dynamics

Increasing healthcare spent (% of GDP)



Trend towards larger practices



Healthcare sector with huge digitization potential



More holistic and integrated healthcare required

Emergence of new digital, verticalized players



Data & IT security of utmost importance

Attractive growth opportunities – Big rocks 2023



**Regulatory
initiatives**

Ségur



**Transforming the
organization**

**Product &
system house**



**Evolving portfolio
& product
innovation**

**XDENT
AI**



**Digital
patient journey**

**France
Denmark**



**Enabler for
national
ecosystems**

**VEGA, France
Pharmacies, Italy**

We create the future of European e-health

Digitization of healthcare in France – First wave of Ségur successfully rolled out

Project scope

- 1 year**
alignment with French government
- 16 certifications**
obtained for product features
- 18 months**
project duration
- 660 requirements**
validated

Benefits for healthcare practitioners

- 100%**
medical data digitized
- 100%**
medical data structured
- >500 million documents**
now exchanged in French healthcare / year
- 100%**
patient history immediately available

Second wave of Ségur to follow 2024 / 2025

Transforming and streamlining the organisation

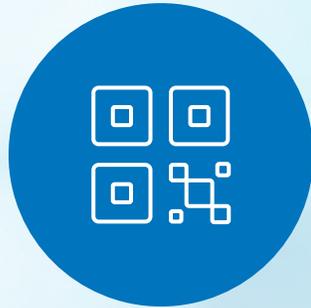
From 10 local silos to 1 European product house & 4 local market organizations

- **Higher focus** on end-to-end healthcare processes in every single country
 - Increase **speed** and **effectiveness** in bringing innovation to the market
- New organization to face new requirements & create synergies**
- **System Houses:** Focus on market – One voice to the customer
 - **Product House:** Focus on product – Synergies & speed up innovation



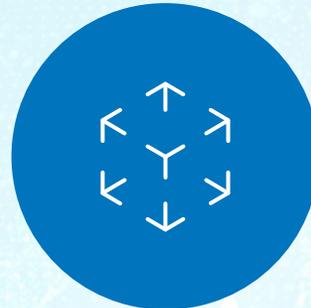
Revenue per employee +15% for AIS Europe & +5% for PCS Europe (H1/23 yoy)

Sustainable execution in building Poly-Ambulatory Information System



Streamline portfolio

Decommission of 5 products in 2023 with users migrated to more modern solutions



Innovation in G2 and G3

Launch unified payment solution across G2 & G3 products in France
Integration of AI supported functions and modules in France



Launch of new G3 products

Launch of CGM Xdent (Germany) and CGM Studio (Italy)
G3 pilot in France

Combined innovation, modernization and portfolio rationalization

AI use case I – Clinical decision support for drug prescription in France



AI partnership
started in September 2022



AI based insights using patient profile
embedded in CGM AIS



Suggesting prescriptions



Optimizing prescriptions



Therapeutic follow-up



Scientific watch



Tracking documents

AI use case II: Predicting frailty and risk of falling for elderly people in France



AI partnership
started in 2022



SmartPredict – Frailty, mobility and fall risk assessment software

Data to be transferred on patient demand to patient file within CGM AIS

SmartPredict application enables predictive analysis by collecting data on body-worn inertial sensors, to predict the risk and so prevent the fall of elderly people

Prix de l'innovation numérique dans le secteur médico-social 2022

CGM brand VEGA now #1 for paramedics in France



VEGA Nr. 1

in paramedics market in France since April 2023

Over **50k** users serving



nurses



physiotherapists



speech therapists

CLICKDOC with significant progress in France

CLICKDOC

CLICKDOC product news

- Automatic patient invoicing for physiotherapist
- Launch CLICKDOC pro mobile app
- Technical integration in HELLODOC & AXI SANTE customer base fast progressing

Patients

>330k

Paramedics calendar users

>2.5k (+200% yoy)

Online bookings

>70k / month (+75% yoy)

Doctor search
Online scheduling
Video consultation

Diagnosis
Prescription

Rehab
Physiotherapy

CLICKDOC



AXISANTE

Le Logiciel du Cabinet Médical

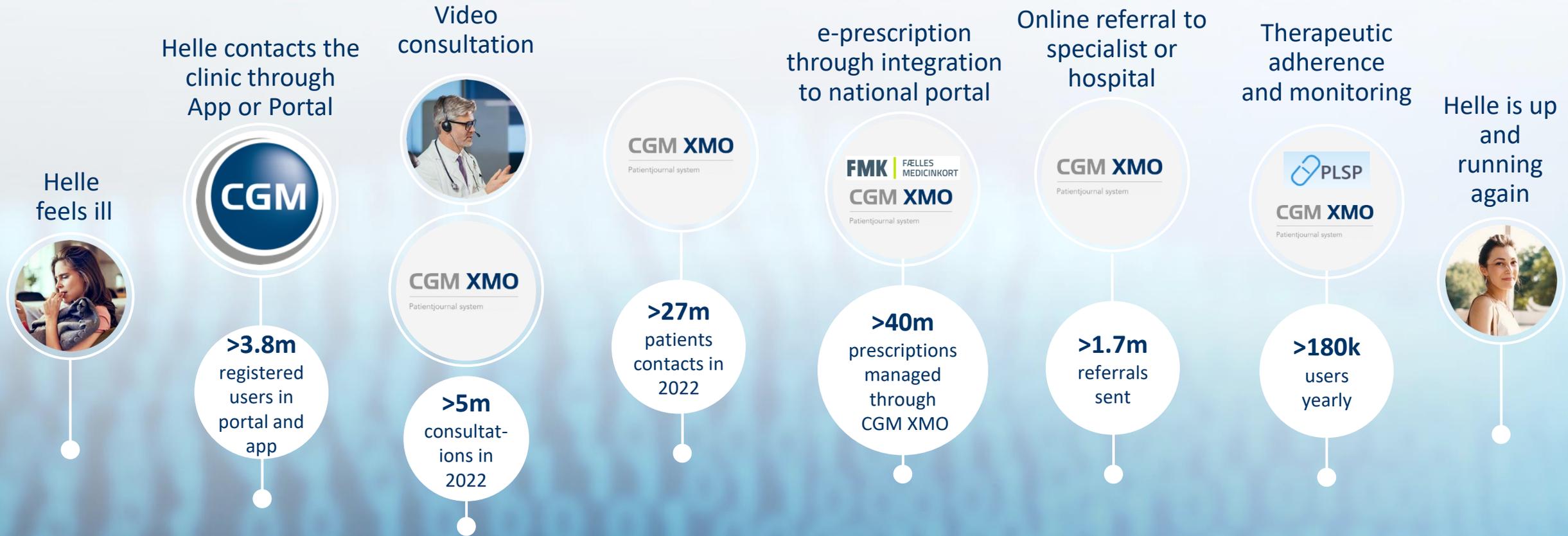
HELLODOC

Le Logiciel du Médecin



Deeply
integrated into
AIS

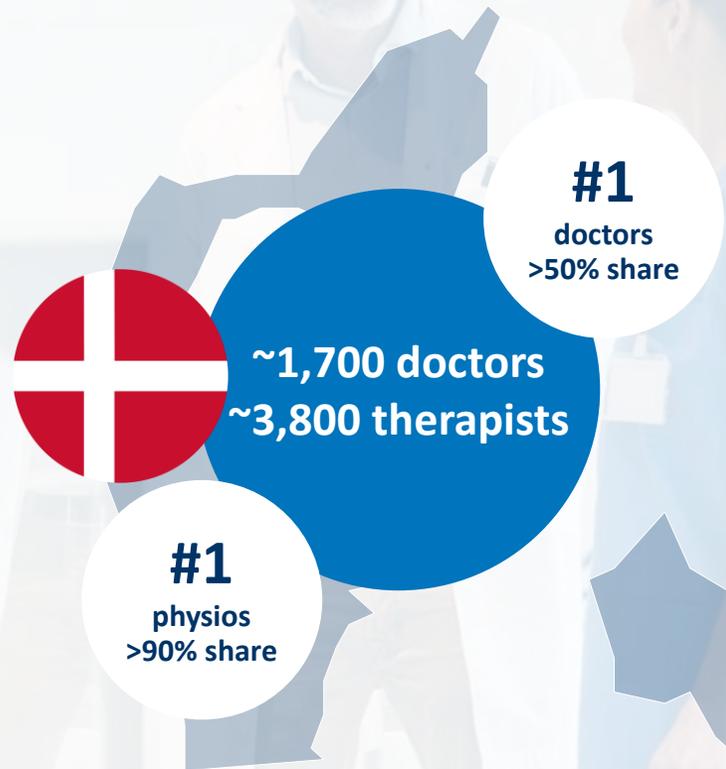
Fully digitized patient journey in Denmark...



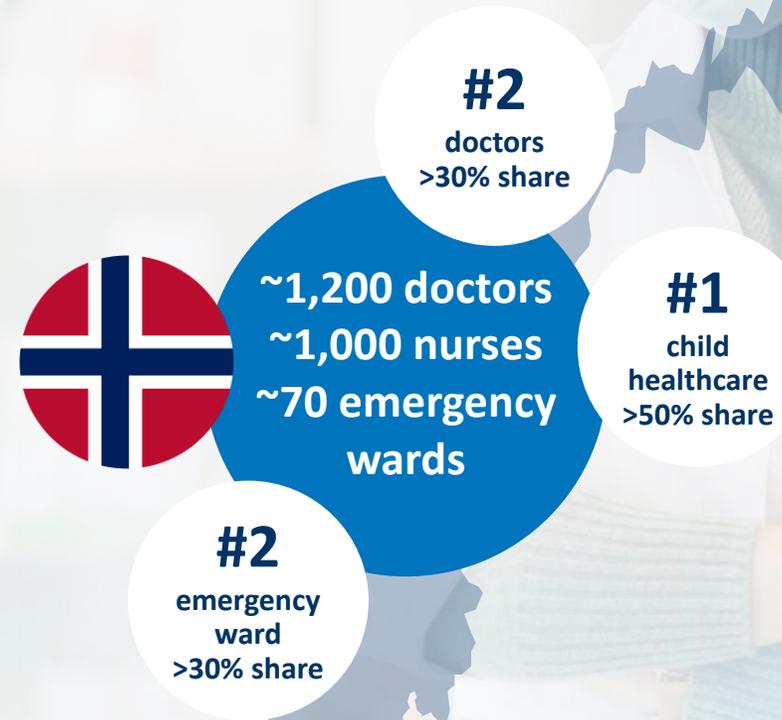
...serving as a role model for other countries less digitized

Excellent customer base in AIS Scandinavia

Denmark



Norway



Example Italy – Gatekeeper for national ecosystems

Ambulatory Italy



Excellent positioning

- **CGM #1 supplier of solutions to pharmacies and pharmacy chains** (~280m e-prescriptions handled by CGM systems each year)
- **Patient journey covered by Italian version of CLICKDOC service**
- **Telemedicine H&S**
- **PHARMAP** fast growing **drugs home delivery service** incl. services like e-signature for clinical documents

Product innovation

- **CGM Pharma Suite: complete Cloud platform / ecosystem** for the management of all pharmacy activities, including:
 - **CGM Stella launch** planned for April 2024
 - **CGM Studio: cloud-based AIS** with >375 customers end 2022
 - **CGM Data Power: cloud-based Business Intelligence** rollout in late 2023

Set for growth and margin expansion



Excellent positioning across European healthcare market with additional growth potential from regulatory tailwinds



Strong customer base among healthcare practitioners and pharmacies



Innovative add-on solutions tailored to customer needs and market trends



Strong knowledge and local presence in all the markets ensure fast update on local and regulatory requirements



Increase eNPS since June 2022

Engagement: +8
Accomplishment: +11
Management support: +8
Freedom of opinion: +9



Significant margin increase due to operational efficiencies and less R&D intensity post investment phase

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