



Q3 2024 Investor & Analyst Call

Daniela Hommel, CFO
November 7, 2024

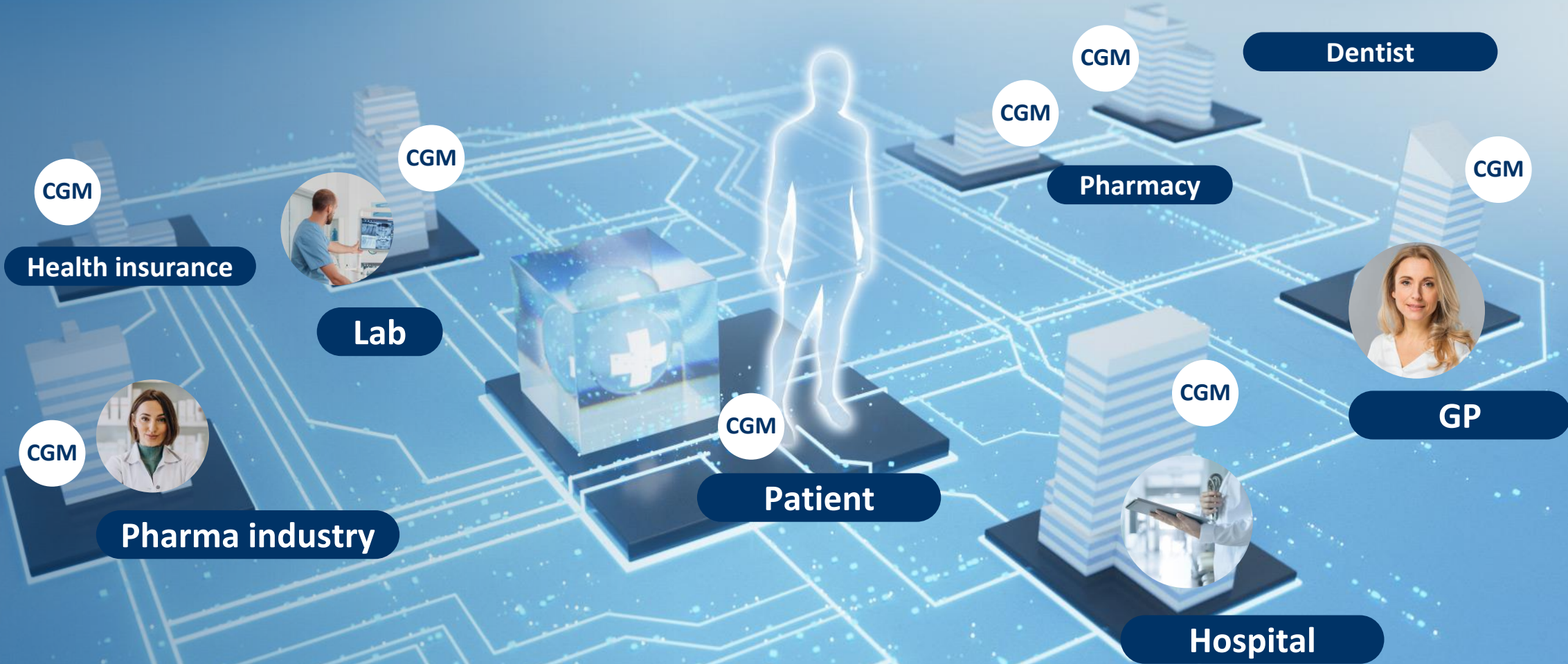
Disclaimer

The information provided in this presentation pertaining to CompuGroup Medical SE & Co. KGaA (the "Company"), comprise the written materials/slides for presentations or discussions on the occasion of an investor conference, meeting or conference call ("Meeting"). Whilst all reasonable care has been taken to ensure that the information and facts stated herein as well as oral statements made in the Meeting are accurate and that the opinions and expectations contained herein and orally received during the Meeting are fair and reasonable, no representation or warranty, express or implied, is given by or on behalf of the Company, any of its board members, or any other person as to the accuracy or completeness of the information and/or opinions and no liability as to the accuracy of such information and/or opinions is accepted. The information provided in this presentation as well as during the Meeting contain forward looking statements which involve risks and uncertainties. These forward-looking statements speak only as of the date of the documents and are based on numerous assumptions which may or may not prove to be correct. The actual performance and results of the business of the Company could differ materially from the performance and results discussed in this document or in any other information received during the Meeting. Except as required by law, the Company undertakes no obligation to update or revise publicly any forward-looking statements or other information contained herein or received during the Meeting whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events. Readers are cautioned not to place undue reliance on forward-looking statements or financial projections. The information contained in this presentation and/or received during the Meeting does not constitute or form any part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any shares in the Company, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision in relation thereto.

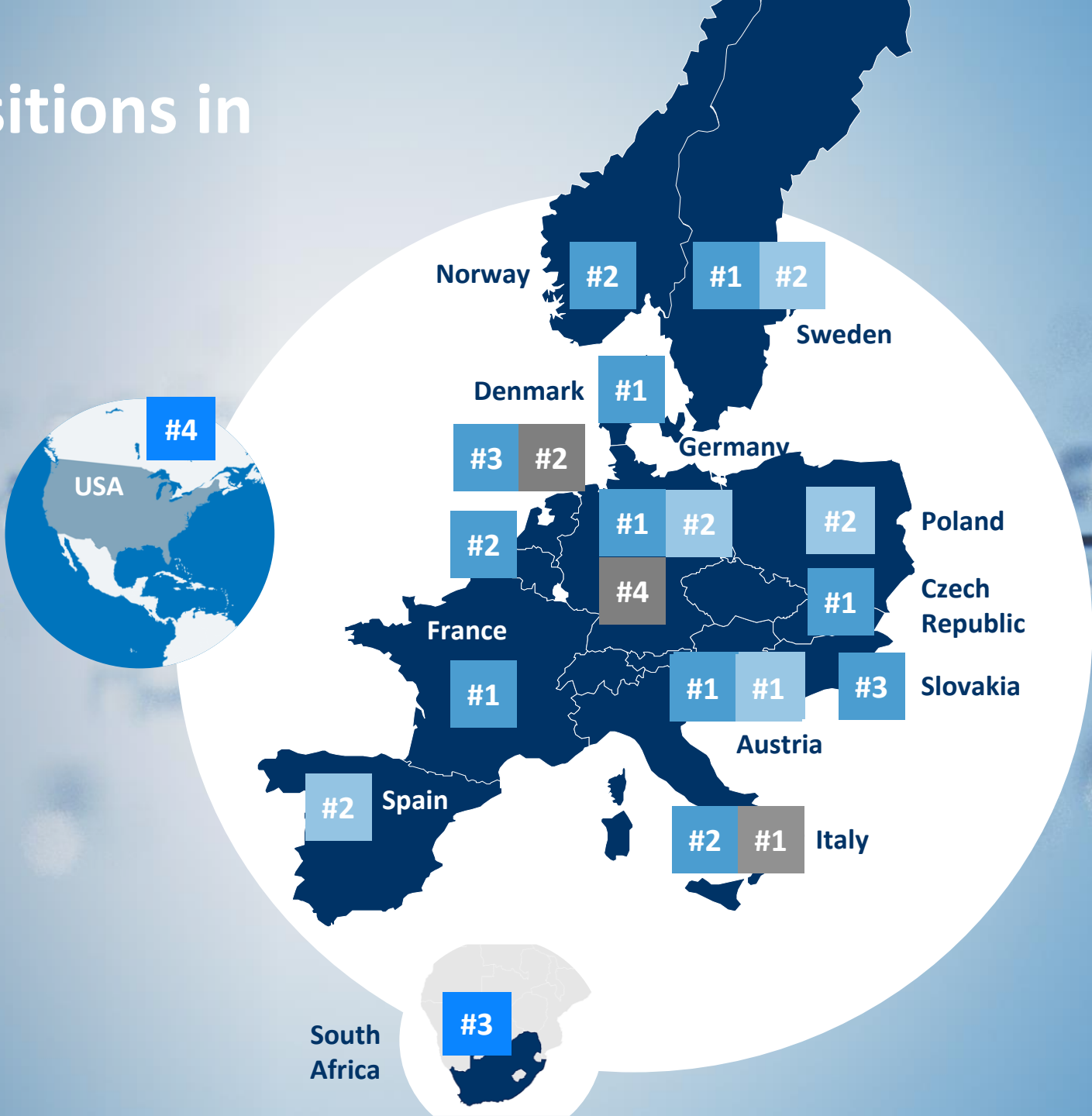
Q3 – setting the scene for a successful future



With our unique customer base in healthcare...



...and strong positions in 19 countries...



AIS HIS PCS

...our purpose remained unchanged

„Nobody should suffer or die because at some point medical information was missing.“

Frank Gotthardt, Founder CompuGroup Medical



CGM's new CEO with unique sector expertise

- Medical doctor with PhD at the Max Planck Institute for medical research and at the Imperial College in London
- Doctor at University Clinic Heidelberg for 13 years, most recently as managing senior physician
- Founder, director and board member of Mediteo, Gotthardt Healthgroup and XLHealth
- Member of supervising bodies of CGM since 2003
- SVP & Chief Medical Officer at CGM 2023 & 2024
- CEO of CGM since September 2024



**Prof. (apl.) Dr. med.
Daniel Gotthardt**

Chief Executive Officer (CEO)

Management team with excellent long-term experience in healthcare



**Prof. (apl.) Dr. med.
Daniel Gotthardt**

Chief Executive Officer (CEO)

27 years



**Daniela
Hommel**

Chief Financial Officer
(CFO)

26 years



**Emanuele
Mugnani**

Managing Director
Ambulatory Information
Systems Europe

10 years



**Hannes
Reichl**

Managing Director
Inpatient
and Social Care

26 years



**Dr. Ulrich
Thomé**

Managing Director
Ambulatory Information
Systems DACH

17 years

Full focus and all hands on deck for 3 priorities

Operational excellence



Improve organization & core processes

Synchronizing our great products



Enhance patient journey by connected products

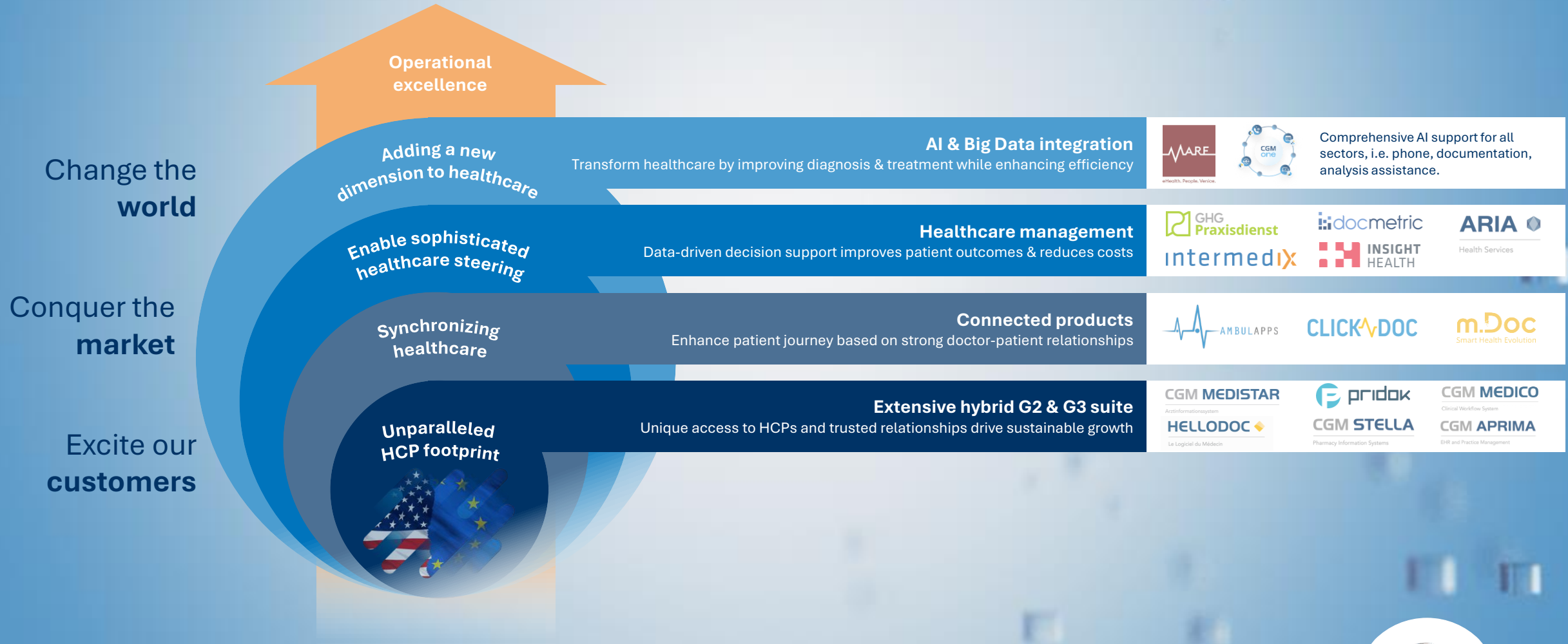
Innovative co-pilot functions



Provide value adding modules for customers

Adding a new dimension to healthcare

Building on CGM's powerful platform strategy



Leaving no stone unturned to achieve progress



Best-in-class R&D to develop cutting-edge technology



Improving sales and key account management



Strengthening service & support functions



Continued investment into internal IT-systems and focus on IT security



Enhancing controlling and accounting for superior strategic decision support and performance management



Focus on recruiting and performance processes

First milestones on the new path



Change is happening quickly
with initial, feasible progress



1

Product innovation

- Fully cloud and web-based solutions
- AI supported co-pilot modules



2

Service & Support

- Improved response time
- Optimization of processes



3

Human Resources

- Funnel of applications already improving
- Higher quality of profiles



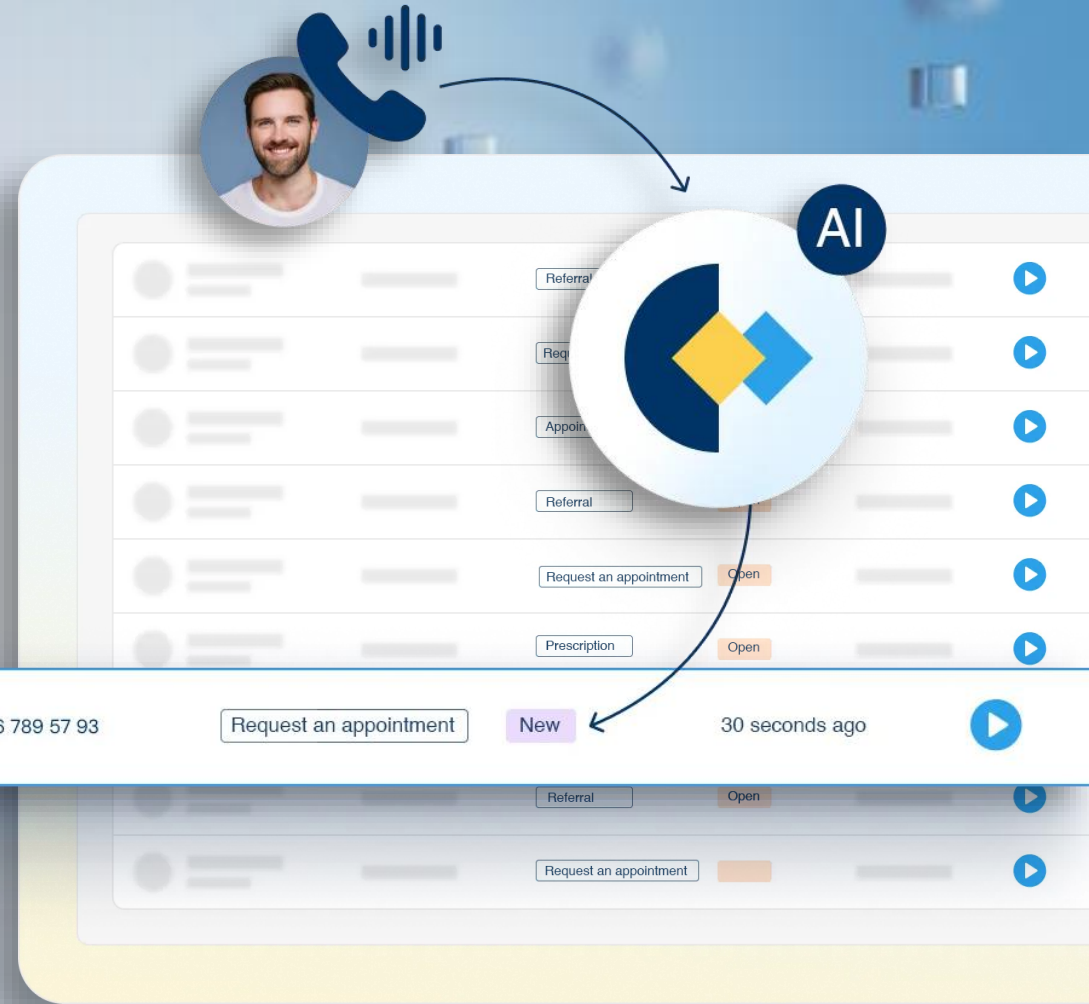
CHANGE

CGM ONE

AI supported phone assistant



- Calls are reliably accepted, forwarded, bundled and sorted
- Saves time for practices
- Available for calls 24/7
- Compatible with all practice management systems (CGM and other)

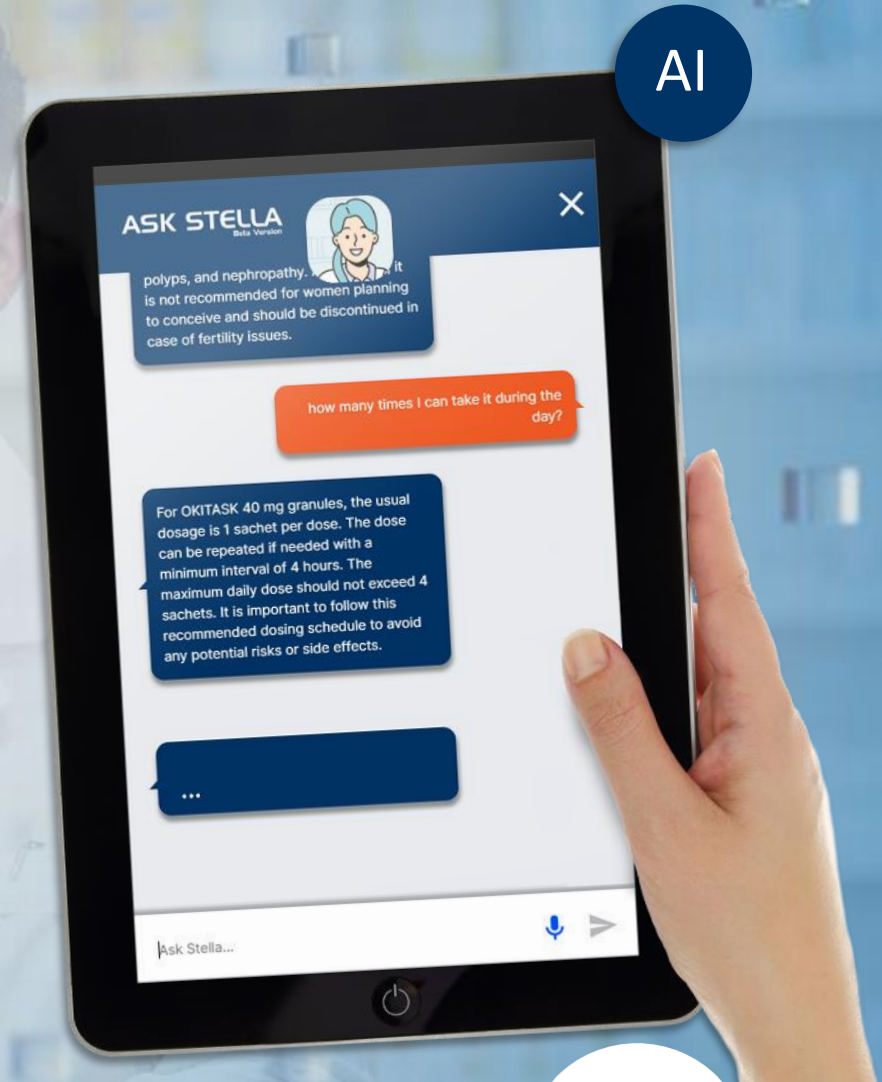


CGM Stella – rethinking pharmacies' workflow

CGM STELLA

Pharmacy Information Systems

- Cloud native architecture
- User centric development
- Enabling reorganization of pharmacies' workflow
- Includes AI based ASK STELLA, assisting pharmacists efficiently and accurately



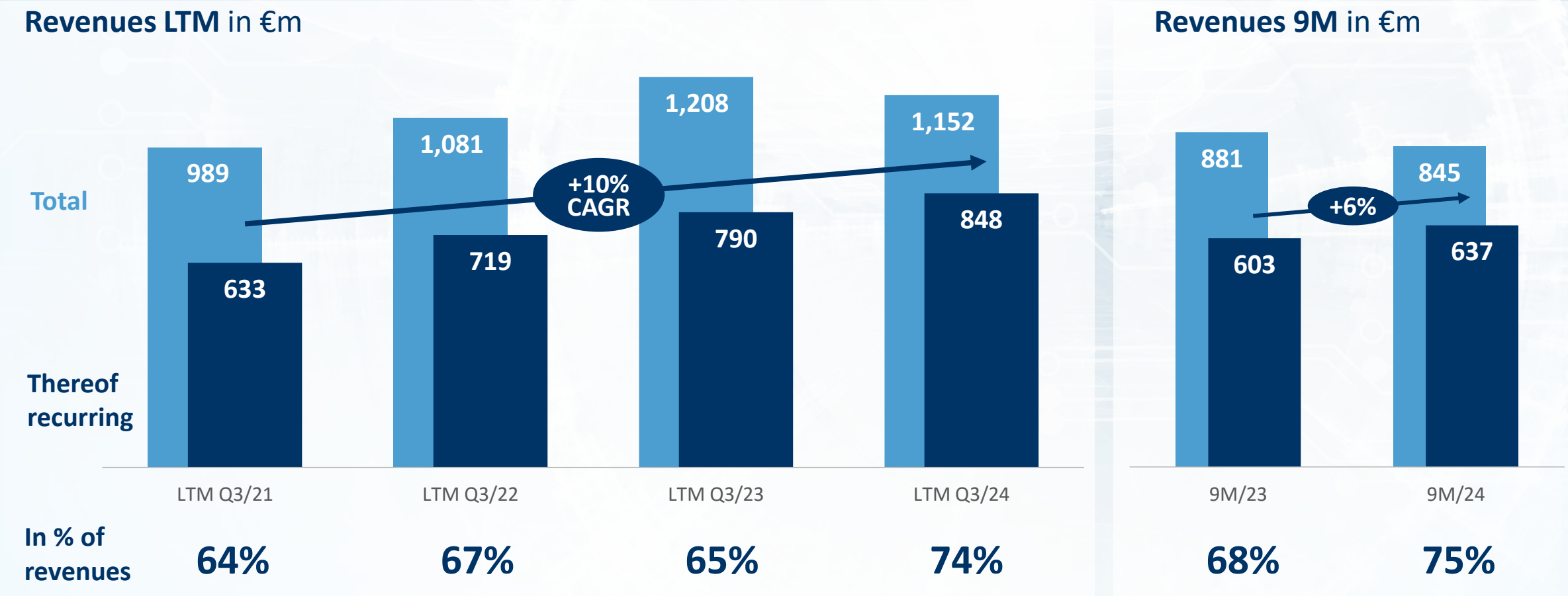
AI

Financial performance in Q3 2024



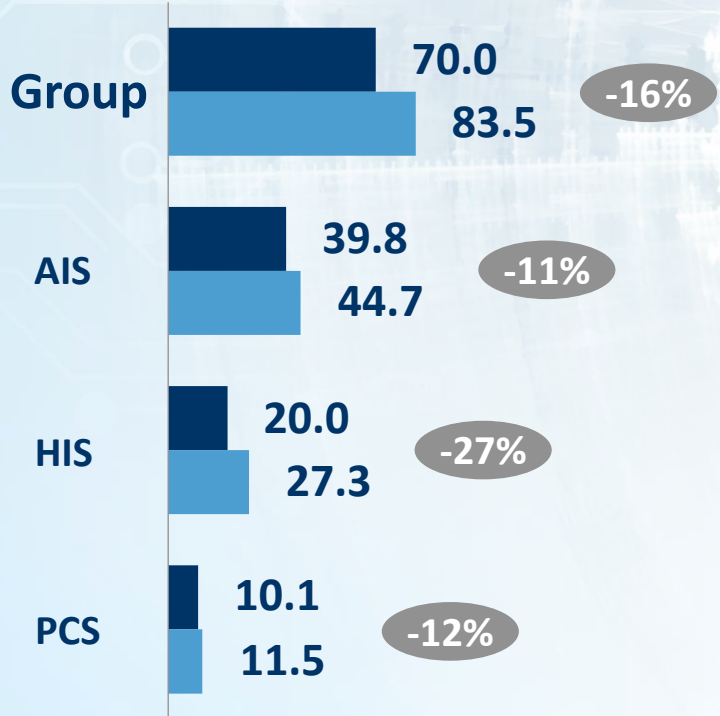
Q3	€283m (-0.8% yoy)	€213m (+6%)	€55m (-12% yoy)	19% (-3ppt)	€17m (PY: €8m)	€0.35 (PY: €0.43)
	Revenues	Recurring revenues	EBITDA adjusted	Margin	FCF	EPS adjusted

Continued growth in recurring revenues

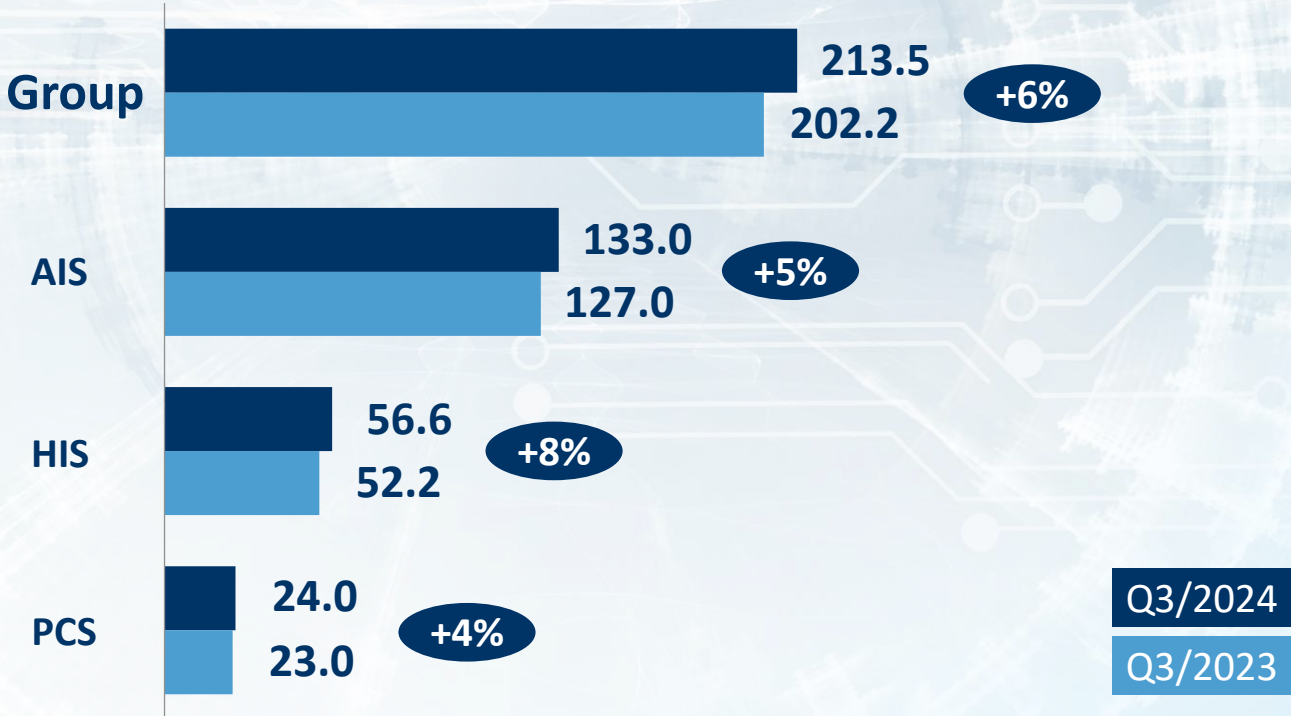


Revenue decline attributable to one-offs, continued growth in recurring revenues

One-time revenues Q3 in €m



Recurring revenues Q3 in €m



Q3/2024
Q3/2023



Ambulatory segment with slight revenue growth

	Q3/24	yoy
Revenues (€m)	173	+1%
Recurring revenues (€m)	133	+5%
EBITDA adjusted (€m)	40	-3%
Margin	23%	-1ppt

Q3/24 yoy

- **Slight revenue growth** in Q3/24 against strong prior-year one-off revenues especially in dental and US business
- **Recurring revenue share at 77%**, up by 3ppt
- **Adjusted EBITDA** slightly below last year's level

Hospital segment with strong prior year one-offs

	Q3/24	yoy
Revenues (€m)	77	-4%
Recurring revenues (€m)	57	+8%
EBITDA adjusted (€m)	10	-17%
Margin	13%	-2ppt

Q3/24 yoy

- **Revenues -4%** due to strong one-offs in Q3/23 from project rollouts in Germany, Switzerland and Poland as well as regulatory initiatives in rehab clinics last year
- **Recurring revenue share at 74%**, up by 8ppt
- **Adjusted EBITDA margin** below prior year's level due to large projects

Pharmacy segment with excellent margin

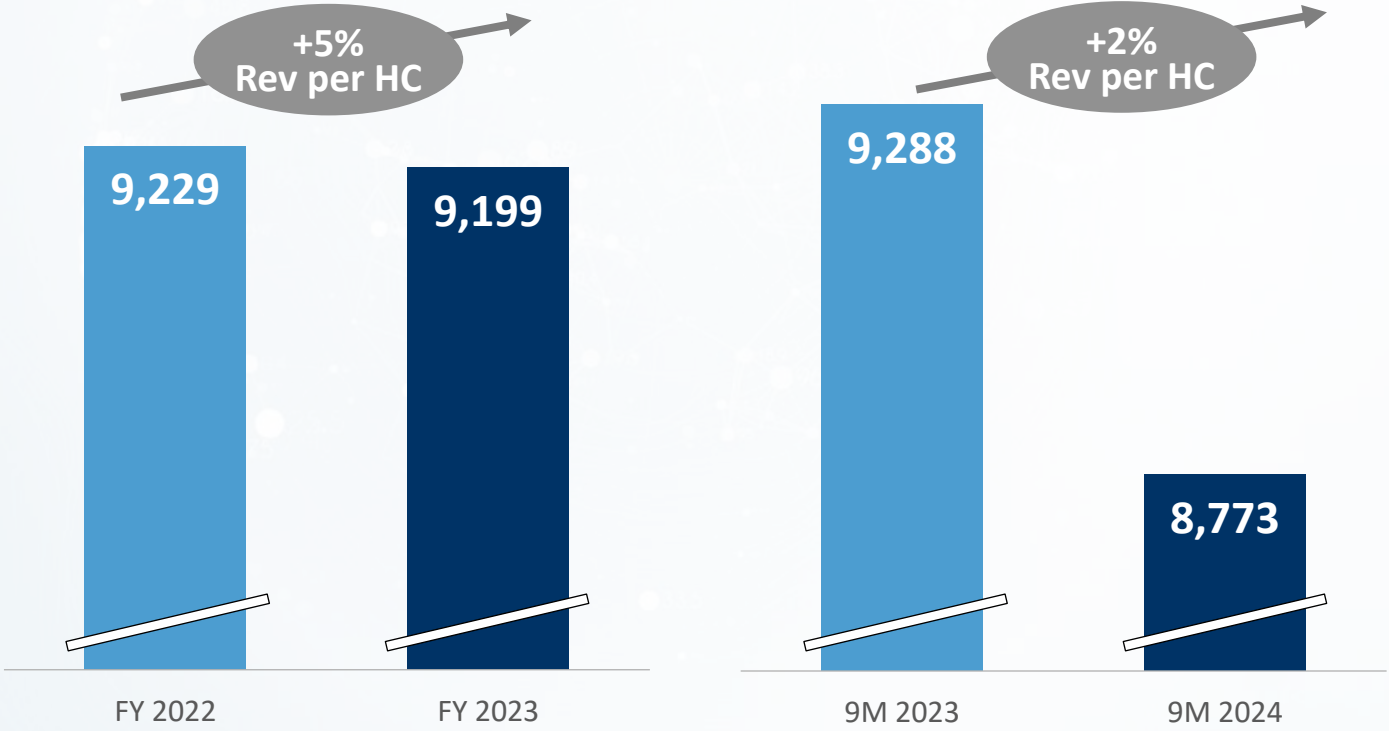
	Q3/24	yoy
Revenues (€m)	34	-1%
Recurring revenues (€m)	24	+4%
EBITDA adjusted (€m)	12	+12%
Margin	36%	+4ppt

Q3/24 yoy

- **Revenue** decline of 1% due to strong prior year one-off revenues in Italy
- **Recurring revenue share at 70%**, up by 3ppt
- **Excellent adjusted EBITDA margin** due to efficient cost management in Germany

Increased revenue per employee

Total headcount

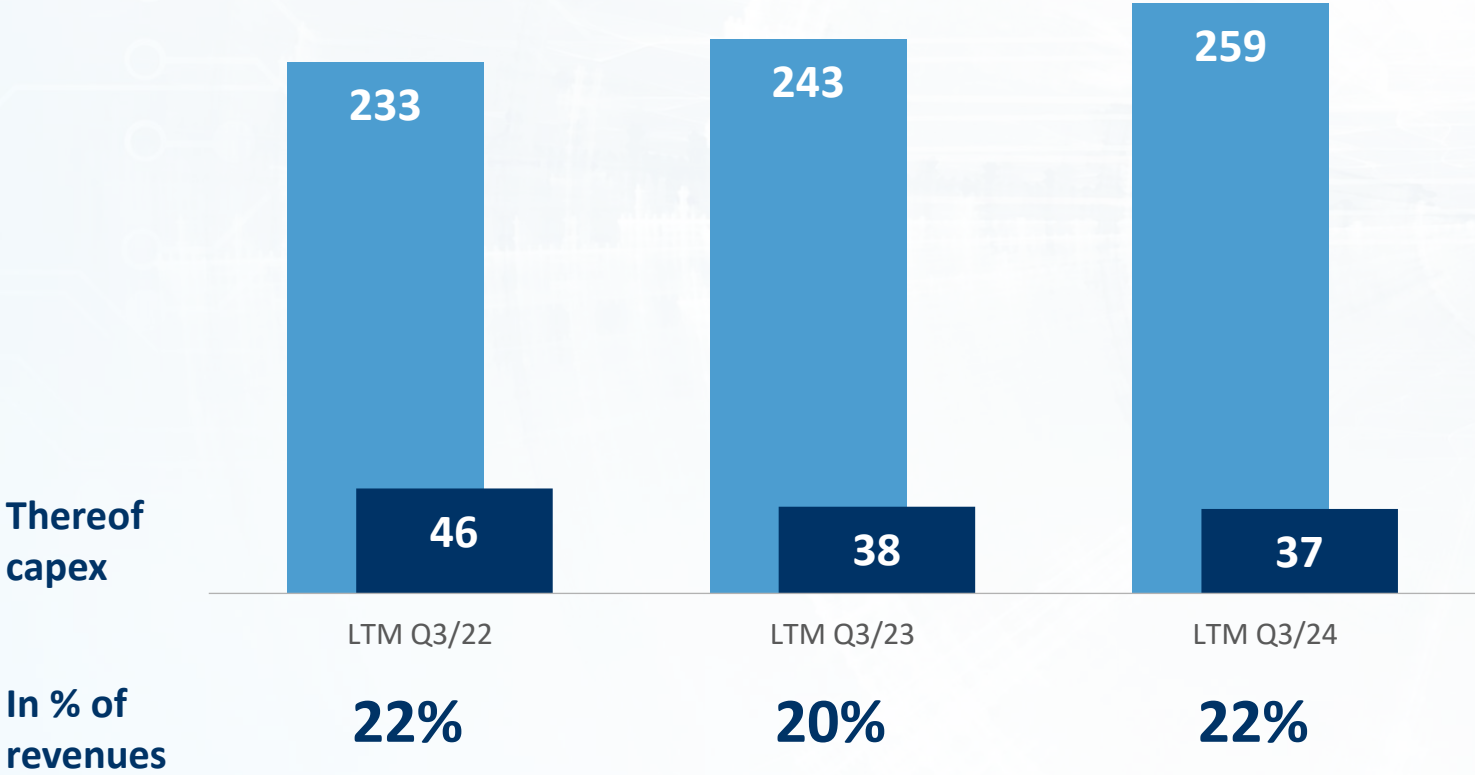


	Head-count	Personnel expenses
2023 vs PY	-0.3%	+7%
9M/24 vs PY	-5.5%	-1%

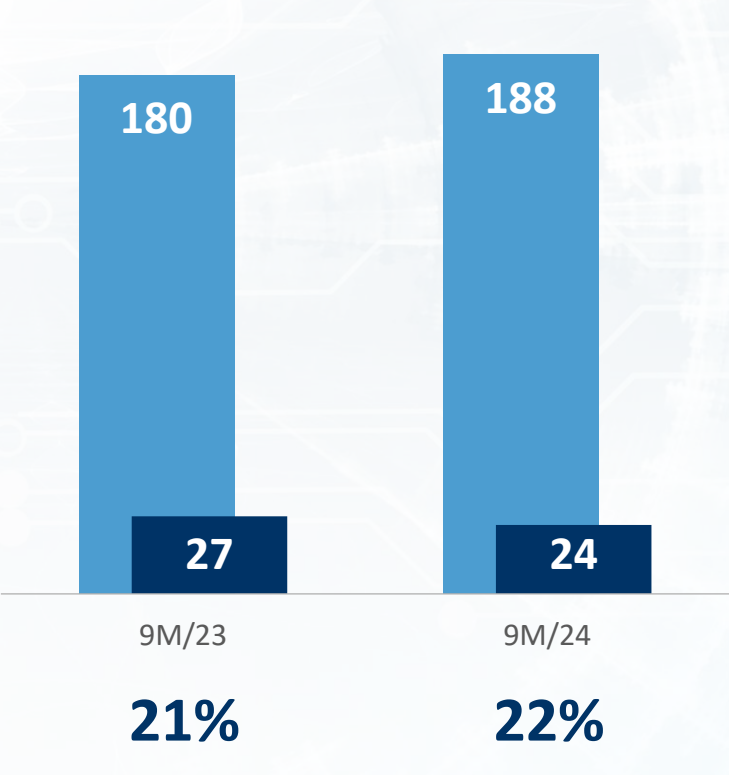


Continued high R&D intensity

Total R&D expenses LTM in €m



Total R&D expenses 9M in €m

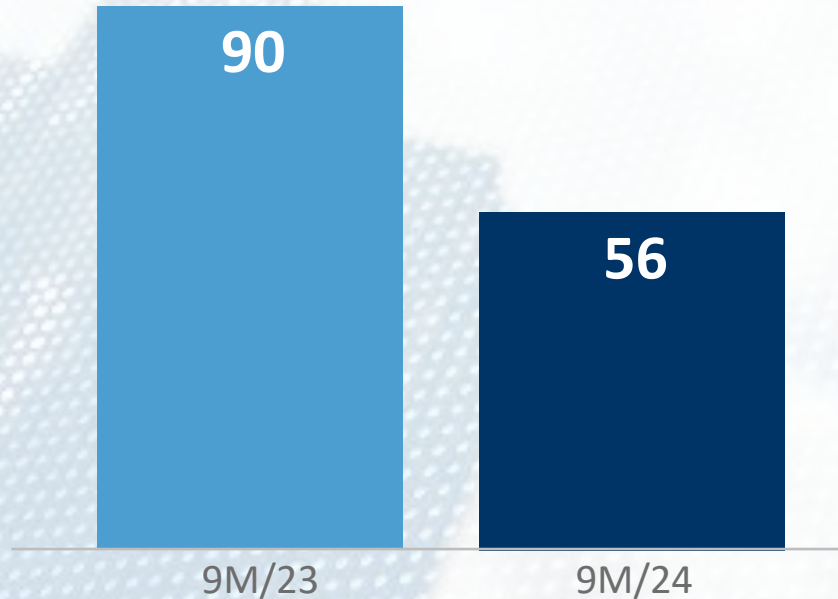


R&D amortization: €30.4m in LTM Q3/24 €15.2m in LTM Q3/23 and €10.6m in LTM Q3/22
 €14.9m in 9M/24 and €11.1m in 9M/23



€56m free cash flow after nine months in 2024

Free cash flow in €m



9M/24 free cash flow impacted by

- Revenue development, restructuring payout and tax payments

Improvement of working capital management

Focus on cash conversion ratio

Optimization of DPO and DSO

-> Enhancing FCF profile regardless of M&A activities

Leverage remains above 3x

Financing funds secured long-term at attractive conditions

- Financing secured until 2030
- >80% of net debt protected against interest hike with derivatives (cap & swap)
- Focus on **deleveraging** while balancing **shareholder return** (buyback & dividend)

Leverage¹⁾

Net debt in €m

698

777

Sep 2023

Sep 2024

2.7x

3.3x

Financing funds in €bn

~1.2

~1.4

Sep 2023

Sep 2024

¹⁾ Leverage = 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

Guidance 2024

in €m

	February 2024	Revised July 2024
Organic growth yoy	4% - 6%	-2% - 0%
Adj. EBITDA*	270 - 310	220 - 250
Recurring revenue share	65% - 70%	65% - 70%
Adj. EPS*	~+10% yoy	€1.55 - €1.95
FCF*	70 - 100	40 - 60

*2024 planning assumption of USD/EUR of 1.11

Next events 2025



Q&A

PLEASE PRESS *1 TO ASK QUESTIONS



Segment guidance 2024 - Organic growth

	January 2024	Revised July 2024
AIS	low to mid-single digit %	minus low to mid-single digit %
HIS	mid to high-single digit %	low to mid-single digit %
PCS	low to mid-single digit %	low to mid-single digit %

Adjustment principles for EBITDA and EPS (since January 2020)

- **M&A/Transactions** (for M&A since Jan 2020 and >€50m transaction volume)
 - Financial impact from major acquisitions & divestitures of legal entities and/or essential PPE/material assets
 - Amortization/depreciation as well as write-up of investments
 - M&A transaction costs
 - Effects from purchase price allocations
- **Share-based option programs**
 - Accounting impacts of share-based option programs for managing directors
- **Restructuring expenses**
- **Tax impacts on above mentioned adjustment effects**
- **Other non-operative, extraordinary or prior period one-time effects**

Q3/2024 Net income adjustments

€m	Q3/24	Q3/23
EBITDA adjusted	54.9	62.1
Depreciation & amortization (incl. PPA)	-27.3	-26.8
PPA effects on depreciation & amortization (for M&A since Jan 1, 2020 & >50m transaction volume)	6.4	6.3
Other non-operative, extraordinary or prior period one-time effects	0.0	0.0
EBIT adjusted	34.0	41.6
Financial result	-8.6	-8.1
Income taxes	-7.0	-10.1
Net income adjusted	18.4	23.4
EPS adjusted, diluted (€)	0.35	0.43
Depreciation & amortization of PPA (for M&A since Jan 1, 2020 & >50m transaction volume)	-6.4	-6.3
M&A related adjustments	0.1	-0.5
Share-based option programs	0.7	1.0
Restructuring expenses	0.6	0.0
Other non-operative, extraordinary or prior period one-time effects*	-8.1	-2.8
Taxes attributable to these effects	3.3	2.0
Net income	8.6	16.8

*including interest cap effect



Q3/2024 EBITDA bridges to adjusted EBITDA (non-IFRS) and EBIT

€m	Q3/24	Q3/23
EBITDA reported	54.1	58.4
M&A transactions	-0.1	0.5
Share-based option programs	-0.7	-1.0
Restructuring expenses	-0.6	0.0
Other non-operative, extraordinary or prior period one-time effects	2.3	4.2
EBITDA adjusted	54.9	62.1

€m	Q3/24	Q3/23
EBITDA reported	54.1	58.4
Depreciation & amortization (ex PPA)	-16.2	-16.1
PPA effects on depreciation & amortization	-11.1	-10.7
<i>Thereof PPA adjustments (for M&A since Jan 1, 2020 & >50m transaction volume)</i>	-6.4	-6.3
EBIT reported	26.8	31.6

Q3/2024 P&L Group

€m	Q3/24	Q3/23
Revenues	283.4	285.7
Capitalized own services / other operating income	15.0	12.7
Expenses for goods & services purchased	-52.6	-53.0
Personnel expenses	-139.9	-139.4
Other operating expenses	-51.8	-47.6
EBITDA reported	54.1	58.4
Depreciation & amortization	-27.3	-26.8
EBIT	26.8	31.6
Financial result	-14.5	-6.8
EBT	12.3	24.8
Income taxes	-3.7	-8.0
Net income	8.6	16.8
Non-controlling interest	-0.0	0.8
EPS reported, diluted (€)	0.16	0.31

9M/2024 Net income adjustments

€m	9M/24	9M/23
EBITDA adjusted	169.2	195.2
Depreciation & amortization (incl. PPA)	-82.3	-79.2
PPA effects on depreciation & amortization (for M&A since Jan 1, 2020 & >50m transaction volume)	19.2	18.7
Other non-operative, extraordinary or prior period one-time effects	0.0	0.0
EBIT adjusted	106.1	134.7
Financial result	-23.7	-21.8
Income taxes	-22.2	-33.9
Net income adjusted	60.2	79.0
EPS adjusted, diluted (€)	1.16	1.50
Depreciation & amortization of PPA (for M&A since Jan 1, 2020 & >50m transaction volume)	-19.2	-18.7
M&A related adjustments	0.0	-2.9
Share-based option programs	0.0	7.4
Restructuring expenses	1.1	0.0
Other non-operative, extraordinary or prior period one-time effects*	-6.0	-7.3
Taxes attributable to these effects	4.7	4.9
Net income	40.8	62.4

*including interest cap effect



9M/2024 EBITDA bridges to adjusted EBITDA (non-IFRS) and EBIT

€m	9M/24	9M/23
EBITDA reported	170.0	194.7
M&A transactions	0.0	2.9
Share-based option programs	0.0	-7.4
Restructuring expenses	-1.1	0.0
Other non-operative, extraordinary or prior period one-time effects	0.3	5.0
EBITDA adjusted	169.2	195.2

€m	9M/24	9M/23
EBITDA reported	170.0	194.7
Depreciation & amortization (ex PPA)	-49.3	-46.8
PPA effects on depreciation & amortization	-33.0	-32.4
<i>Thereof PPA adjustments (for M&A since Jan 1, 2020 & >50m transaction volume)</i>	-19.2	-18.7
EBIT reported	87.7	115.5

9M/2024 P&L Group

€m	9M/24	9M/23
Revenues	845.3	880.7
Capitalized own services / other operating income	45.7	46.9
Expenses for goods & services purchased	-158.8	-159.1
Personnel expenses	-417.0	-421.1
Other operating expenses	-145.2	-152.7
EBITDA reported	170.0	194.7
Depreciation & amortization	-82.3	-79.2
EBIT	87.7	115.5
Financial result	-29.4	-24.1
EBT	58.3	91.4
Income taxes	-17.5	-29.0
Net income	40.8	62.4
Non-controlling interest	-0.3	0.5
EPS reported, diluted (€)	0.79	1.18

Investor Relations contact

For further information please contact

Claudia Thomé

Senior Vice President Investor Relations

T: +49 (0) 160 3630362

claudia.thome@cgm.com

Frederic Freichel

Senior Manager Investor Relations

T: +49 (0) 170 3759834

frederic.freichel@cgm.com

CompuGroup Medical SE & Co. KGaA

Maria Trost 21

56070 Koblenz

Germany

E-Mail: investor@cgm.com

ISIN DE000A288904

WKN A28890

Frankfurt Stock

Exchange

SDAX / TecDAX