

# CompuGroup Medical SE

*Financial Report*  
*1 January – 30 September 2017*



Synchronizing Healthcare



**CompuGroup**  
Medical

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# Key Events and Figures

- + Third quarter revenue of EUR 137.8 million, an increase of 1 percent compared to the same period in 2016
- + Operating profit (EBITDA) of EUR 28.3 million, same as last year
- + Stable operating margin despite high ramp-up costs to prepare for the roll-out of the Telematics Infrastructure
- + 9,000 orders received from doctors and dentists to date for CGM's connection package to the Telematics Infrastructure
- + The roll-out of Telematics Infrastructure connections is expected to begin in November 2017 and CGM has prepared an accelerated deployment process to install a substantial number of practices this year
- + 2017 guidance reaffirmed

EUR '000	01.07. - 30.09. 2017	01.07. - 30.09. 2016	Change	01.01. - 30.09. 2017	01.01. - 30.09. 2016	Change
Revenue	137,774	135,739	1%	418,819	406,506	3%
EBITDA	28,266	28,325	0%	91,593	89,483	2%
<i>margin</i>	21%	21%		22%	22%	
EPS (EUR)	0.08	0.19		0.57	0.64	
Cash net income (EUR)*	9,307	15,391		48,450	54,449	
Cash net income per share (EUR)	0.19	0.31		0.97	1.10	
Cash flow from operating activities	22,468	13,610		72,943	51,241	
Cash flow from investing activities	-15,539	-13,238		-38,700	-34,894	
of which equity acquisitions	-725	-4,866		-3,445	-6,346	
Number of shares outstanding ('000)	49,724	49,724		49,724	49,724	
Net debt	315,648	331,283		315,648	331,283	

\* Cash net income: net income before minority interests plus amortization of intangible assets except amortization on in-house capitalized software.

# Management report

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## THE CGM GROUP

CompuGroup Medical SE (CGM) develops and sells efficiency- and quality-enhancing software as well as information technology services exclusively for the healthcare sector. The company plays a leading role in the development of global e-health solutions and enjoys market leadership in Germany as well as in other key European countries. CGM's software products and related services are designed to support all medical and organizational activities in doctors' offices, medical laboratories, pharmacies, hospitals and other provider organizations. Its information services for health insurance companies and pharmaceutical producers contribute towards safer and more efficient healthcare. The company's services are based on a unique customer base of doctors, dentists, hospitals and pharmacies, as well as other service providers in healthcare.

CGM is currently represented with offices and employees in 20 countries. According to internal figures, CGM has software maintenance contracts in the HPS I segment (AIS and PCS) corresponding to approximately 260,000 healthcare professionals (doctors, dentists and pharmacists). Total reach across all segments is estimated at approximately 400,000 healthcare professionals.

The Group had an average of 4,481 employees during the third quarter of 2017 (previous year: 4,264).

## COURSE OF BUSINESS

The following sections describe the main operational developments during the third quarter of 2017.

### Ambulatory Information Systems

In the doctor and dental software business, the trends from the beginning of the year continue in the third quarter with overall positive developments in Europe and continued underperformance in the United States. Germany is the largest and most important European market and is also where the underlying dynamics currently are the strongest. This comes both from a gradual strategic change in distribution model and from the activities related to the electronic health card and Telematics Infrastructure. The progress related to these growth areas is shown in the step-up in order intake during the third quarter with total bookings exceeding EUR 30 million in Germany alone, which is a factor of 6 times more than the average quarterly bookings over the last few years.

### Broader distribution model in Germany

CGM currently serves approximately 87,000 physicians and dentists as customers and users of its medical and dental information systems in Germany. The distribution of software and hardware products, as well as the associated service and support is today done through a network of sales and service partners. These sales and service partners are predominantly independent IT system houses that specialize in a product line from CGM and support and sell towards medical and dental practices in their regional environment.

CGM wants to integrate closer with these highly specialized partners and at the same time strengthen the distribution power for new products and services in Germany. This goal shall be reached by selectively taking equity participations in efficient sales and service partners and gradually build CGM's own direct nationwide sales and service network. Discussions with various partners regarding an investment or full acquisition are on-going.

### Testing of the Telematics Infrastructure in the Northwest region, Germany

In July, the six-month testing of insurance master data management (VSDM) in the Northwest region (Schleswig-Holstein, North Rhine-Westphalia and Rhineland-Palatinate) was completed. All test requirements were met and the goal of 500,000 eGK online transactions was clearly over-fulfilled with 1.3 million transactions. The overall system was stable and performant and all issues encountered were addressed during testing and have been remedied. Experience and findings have also led to changes to specifications and processes for the coming live operation of the Telematics Infrastructure.

The pilot project will now end and the project customer (gematik) has already released a corresponding press release. All remaining objectives related to the Telematics Infrastructure and electronic health card will be reached in a market model in which companies can develop applications (QES, emergency data, e-medication plan etc.) and enter into a certification and accreditation process.

### The national roll-out of the Telematics Infrastructure

The shareholders of gematik have released the online productive operation (OPB) with effect from 1 July 2017 and thereby manifested the national roll-out of the Telematics Infrastructure in Germany. The eHealth law states the deadline for the connection of all doctor and dental practices to be June 30, 2018 but this deadline has now been extended to 31.12.2018 by the Federal Council (Bundesrat). This means that the TI rollout will have to be done in less than 14 months.

In the meantime, the federal association of dental practitioners (KZBV), the federal association of practicing physicians (KBV), and the top association of the health insurance funds (GKV-Spitzenverband), have agreed on financing agreements for the national roll-out. The agreements reached by the doctor and dental associations are near identical and include specific amounts that will be reimbursed to the providers both for initial expenses and recurring operating costs. A financial incentive mechanism has also

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been built in which gives those who connect early to the Telematics Infrastructure a higher reimbursement compared to those who connect later.

In mid-July, CGM launched the sales campaign for its Telematics Infrastructure connection package to doctors and dentists all over Germany. An early-booker offer valid until the end of September safeguards a running connection to the Telematics Infrastructure before 31.12.2017 at a price point which is fully covered by the reimbursement the providers receive through their respective financing agreements. In total, 7,500 orders were received from the early booker campaign with a total order value of EUR 26 million (excl. VAT and excl. running service costs). The orders received will be installed as soon as the necessary infrastructure components (e.g. connector, card reader, VPN access service, central components) have been certified and approved for productive operation.

CGM has already trained and certified more than 500 technicians from the CGM sales and service partners for the installation work. The certification program covers all steps to efficiently and securely connect a practice to the Telematics Infrastructure and to train the doctors and dentists in the use of the components and services.

### **Pharmacy Information Systems**

In the pharmacy software business, the trends from the beginning of the year continue in the third quarter with overall positive developments both in Germany and Italy. The add-on product „CGM METIS“ continues to be an important growth driver in the German market. CGM METIS is a business intelligence solution that supports pharmacies, branches and branch networks in all key business decisions. Whether purchasing, inventory, sales, marketing or staff - with CGM METIS pharmacists are not only fully informed, they are also provided in-depth analyzes and forecasts which put them in a position to control the pharmacy optimally in all areas.

### **Hospital Information Systems**

The hospital business is currently dominated by the activities in the DACH region with Germany, Austria and Switzerland currently making up almost 90% of the revenue in the segment.

### **CGM Clinical deployment in Austria**

In 2015, CGM was awarded the contract for the implementation and delivery of a comprehensive new hospital information system for the five regional hospitals of the Vorarlberg Hospital Betriebs GmbH (KHBG) in Austria. The project start was in September 2015 and the implementation of the complete solution is planned for a 3-year period until autumn 2018.

As part of the contract, CGM went live in the Federal State Hospital in Feldkirch at the beginning of October 2017. This step has always been viewed as one of the major milestones for this project as Feldkirch has more than 25 wards, 36,000 in-patient stays, 1,600 staff and about 600 nurses. It is the largest and most complex of all the five hospitals in this roll out process. The comprehensive HIS implementation with KHBG represents the first time CGM has mapped essential core clinical processes using the CGM Clinical suite. This solution now supports the central patient work flow from admission to discharge, basic and specialist medical documentation including diagnosis, medication and care planning and documentation complete with a nursing timeline and connection to the electronic health record system („ELGA“) provided by the Federal Government in Austria. With this go-live, CGM has now created the first truly large-scale and productive reference for the CGM Clinical hospital product and with a considerable proportion of this HIS solution now using new G3-based technology.

### **Communication & Data**

The positive organic development in the communication & data business is a result from an increased number of projects in medical value communication for research-based pharmaceutical companies (e.g. vaccination reminders, genetic classification of patients, drug safety alerts, value tracking for stroke risk patients etc.).

### **Workflow & Decision Support**

The workflow & decision support business is currently focused on developing new growth areas related to population-focused healthcare and other applications of CGM Life and software assisted medicine technology.

### **MGS - My Health Services**

In 2015, the private insurer AXA Group and CGM founded a joint venture „MGS My Health Services GmbH“ (MGS). The objective of this strategic partnership is to simplify processes between consumers, private insurance, doctors, hospitals and other medical service providers to make everyday health management more convenient and efficient for all. The shareholder structure of MGS was expanded in the third quarter 2017 when the leading private insurers DeBeKa and VKB joined AXA and CGM as strategic investors in MGS. The shareholders of MGS now represent more than 40% of the privately insured market in Germany and these institutions will now actively promote MGS services to their insured members. The MGS services are based on CGM Life and other products and services from CGM.

## Internet Service Provider

The construction of the VPN access service to connect customers to the Telematics Infrastructure in Germany has continued in the third quarter. This service will be offered from ISO 27001 certified high security data centers at primary internet nodes in Frankfurt and Düsseldorf with more than 99.99% operational availability. It is expected that new customers using the VPN access service will also lead to more growth in basic ISP services (DSL lines).

## RESULTS OF GROUP OPERATIONS

Unless stated otherwise, all figures in the management report refer to the third quarter of 2017 and 2016 respectively, i.e. the three month period 01.07. – 30.09. (Q3).

### Revenue

Revenue in the third quarter of 2017 was EUR 137.8 million compared to EUR 135.7 million in the same period last year. This corresponds to 1 percent growth which is also the organic growth at constant exchange rates.

In the HPS I segment, the third quarter revenue was EUR 105.2 million which corresponds to 3 percent growth of which 2 percent is organic growth at constant currency. The core AIS business in Europe is performing well with 4 percent organic growth whereas the business in the United States continues to underperform in terms of revenue. Furthermore, revenue recognized from the gematik project was zero in the AIS segment in the third quarter and CGM does not expect any further revenue from this project to be realized in 2017. In the PCS segment, organic growth was 2 percent and the pharmacy software business had further 5 percent growth coming from the acquisition of two dealers in Italy in September 2016 (Vega and CSI Calabria).

### HPS I revenue development (including acquisitions and exchange rate effects):

EUR m	01.07.-30.09. 2017	01.07.-30.09. 2016	Change	01.01.-30.09. 2017	01.01.-30.09. 2016	Change
Ambulatory Information Systems	79.2	77.5	2%	243.9	237.3	3%
Pharmacy Information Systems	26.0	24.3	7%	75.2	69.1	9%
<b>SUM</b>	<b>105.2</b>	<b>101.9</b>	<b>3%</b>	<b>319.1</b>	<b>306.4</b>	<b>4%</b>

In the HPS II segment, revenue was flat year-on-year in the third quarter (3 percent organic growth year to date). In terms of overall revenue development in the hospital segment, there is also a smaller effect in 2017 from the strategic exit from the hospital markets in Turkey and the Middle-East which was done during 2016 with the goal to create a more focused hospital business.

### HPS II revenue development (including exchange rate effects):

EUR m	01.07.-30.09. 2017	01.07.-30.09. 2016	Change	01.01.-30.09. 2017	01.01.-30.09. 2016	Change
Hospital Information Systems	18.6	18.7	-1%	54.6	53.0	3%
<b>SUM</b>	<b>18.6</b>	<b>18.7</b>	<b>-1%</b>	<b>54.6</b>	<b>53.0</b>	<b>3%</b>

In the HCS segment, the Communication & Data business contracted 5 percent year-on-year in the third quarter. Adjusted for the de-consolidation of the communication & data business in Italy, the organic growth was 4 percent. The de-consolidation in Italy results from the merger of Intermedix Italia S.r.l. into Fablab S.r.l.. Fablab is recognized as an associated company valued at equity at closing date. The workflow & decision support business contracted 6 percent year-on-year in the third quarter. Adjusted for changes in currency exchange rates (predominantly the Turkish Lira) the organic contraction was 3 percent. This is within normal quarterly fluctuations in this segment. The lower Internet Service Provider revenue is a result from less revenue recognized in the gematik project in Germany. No revenue from this project was recognized in the third quarter and CGM does not expect any further revenue from this project to be realized in 2017. Outside this project, the development of the ISP business is normal.

### HCS revenue development (including divestitures and exchange rate effects):

EUR m	01.07.-30.09. 2017	01.07.-30.09. 2016	Change	01.01.-30.09. 2017	01.01.-30.09. 2016	Change
Communication & Data	4.4	4.7	-5%	15.5	15.2	2%
Workflow & Decision Support	6.7	7.1	-6%	20.1	21.3	-6%
Internet Service Provider	2.9	3.4	-14%	9.4	10.6	-11%
<b>SUM</b>	<b>14.0</b>	<b>15.2</b>	<b>-8%</b>	<b>45.0</b>	<b>47.1</b>	<b>-5%</b>

## Profit

Consolidated EBITDA amounted to EUR 28.3 million which is the same as in the third quarter last year. The corresponding operating margin was 20.5 percent compared to 20.9 percent in 2016. Compared to 2016, there is a significant increase in operating expenses related to the preparations for the rollout of the Telematics Infrastructure in Germany. The main developments in operating expenses in the third quarter were:

- + Expenses for goods and services decreased EUR 1.2 million year-on-year with a gross margin of 82 percent, which is a normal level but somewhat higher than last year (80 percent). This is related to one-off purchases of goods for projects in 2016.
- + Personnel expenses are up 2 percent from last year at EUR 65.5 million (third quarter 2016: EUR 64.0 million). The increase in personnel expenses is driven by employees in newly acquired companies (Vega and CSI Calabria), new employees recruited for the Telematics Infrastructure rollout in Germany, smaller changes in the composition of the workforce as well as general salary inflation.
- + Other expenses are EUR 2.2 million higher than last year at EUR 24.2 million (third quarter 2016: EUR 22.0 million). This increase is due to other expenses in newly acquired companies (Vega and CSI Calabria) as well as significant expenditures related to the preparations for the Telematics Infrastructure rollout in Germany.

Depreciation of tangible fixed assets in the third quarter is 13 percent higher than last year at EUR 2.3 million. Preparing the operating structure for the Telematics Infrastructure, in particular the data center for the VPN access service, has increased tangible assets since last year and thereby also increased depreciation. Amortization of intangible fixed assets decreased from EUR 6.9 million in the third quarter last year to EUR 5.5 million in the same period this year. This is due to a number of acquired intangible assets from past purchase price allocations now being fully amortized.

Financial income decreased from EUR -0.2 million in the third quarter 2016 to EUR -1.7 million this year due to changes in currency exchange rates which lead to the reversal of non-cash translation gains on Group internal debt.

The financial expense increased from EUR 3.2 million in the third quarter 2016 to EUR 8.0 million in the same period this year. The volatility in financial expense is mostly driven by non-cash currency exchange gains and losses on internal debt and is otherwise composed of the following items:

EUR m	01.07. - 30.09. 2017	01.07. - 30.09. 2016	01.01. - 30.09. 2017	01.01. - 30.09. 2016
Interest and expenses on loans and financial services	1.6	2.3	5.8	7.8
Changes in purchase price liabilities	0.8	0.1	1.2	0.5
Translation loss on non-Euro internal debt	5.9	0.9	11.3	3.6
Calculated interest on assets and construction (IAS 23)	-0.2	-0.1	-0.6	-0.9
Loss from financial instrument at fair value through profit and loss	-0.1	0.0	0.0	0.0
<b>SUM</b>	<b>8.0</b>	<b>3.2</b>	<b>17.7</b>	<b>11.0</b>

After tax earnings came in at EUR 4.3 million in the third quarter of 2017, down from EUR 9.6 million in the third quarter of 2016. The tax rate was 50 percent in the third quarter this year compared to 39 percent in the third quarter of 2016. The different tax rates are mostly due to non-cash changes in deferred tax assets and liabilities, losses in tax free areas as well as changes in non-tax relevant currency conversion.

Cash net income decreased from EUR 15.4 million in the third quarter 2016 to EUR 9.3 million in the third quarter 2017, corresponding to a Cash net income per share of 19 Cent (Q3/2016: 31 Cent). The year on year decline is entirely due to the non-cash currency conversion effects on financial expense and taxation as described above and is almost entirely caused by the weakening of the US dollar.

## Cash flow

Cash flow from operating activities during the third quarter of 2017 was EUR 22.5 million compared to EUR 13.6 million in the same period 2016. The changes compared to 2016 mainly come from the following positions:

- + Adjusted for non-cash earnings/expenditures and cash taxes, the gross cash flow from operations before change in working capital increased from EUR 14.0 million in the third quarter last year to EUR 17.9 million this year.
- + Change in working capital gave an increase in operating cash flow of EUR 4.5 million compared to a decrease of EUR -0.4 million in the same period in 2016. The main driver behind this development is a notable improvement in trade accounts receivables.

The operating Cash Flow for the first nine month combined shows a notable improvement from last year, going from EUR 51.2 million in the first nine months of 2016 to EUR 72.9 million in the same period in 2017.

Cash flow from investment activities during the third quarter of 2017 amounted to EUR -15.5 million compared to EUR -13.2 million in the same period last year. During the third quarter of 2017, CGM's capital expenditure consisted of the following:

EUR m	01.07. - 30.09. 2017	01.07. - 30.09. 2016
Company acquisitions	-0.7	-4.9
Purchase of minority interest and past acquisitions	-0.9	0.0
Capitalized in-house services and other intangible assets	-7.1	-3.7
Cash outflow for capital expenditure in joint ventures	-0.4	-1.5
Office building and property	-0.5	0.0
Other property and equipment	-5.9	-3.1
<b>SUM</b>	<b>-15.5</b>	<b>-13.2</b>

Investments in intangible assets include EUR 1.8 million of external costs for the development and re-certification of the Konnektor to be used for the national roll-out of the Telematics Infrastructure. Furthermore, another EUR 1.8 million was invested in the group-wide ERP/CRM system, including preparations for the upcoming change in revenue recognition standard (IFRS 15). Investments in other property and equipment include EUR 1.0 million in furniture and equipment for newly constructed office space and the new warehouse and logistics center at the company headquarters in Koblenz. Furthermore, another EUR 0.6 million has been invested in data centers for the Telematics Infrastructure rollout (VPN access service).

Cash flow from financing was EUR -8.0 million in the third quarter 2017 (previous year: EUR 0.0 million) and relates to the net cash outflow from assumption and repayment of loans.

### Statement of financial position

Since the statement of financial position from 30 June 2017, total assets decreased by EUR 12.6 million to EUR 810.5 million as at 30 September 2017. The largest changes to individual asset classes are a EUR 20.8 million decrease in trade accounts receivables and a EUR 5.4 million increase in tangible and intangible assets related to the investments described in the section above. For all other assets there are only minor changes during the third quarter of 2017.

Group equity was EUR 235.1 million as at 30 September 2017, up from 224.6 million as at 30 June 2017. The increase in equity comes after consolidating EUR 4.3 million in net profit for the period from 01 July 2017 to 30 September 2017 plus EUR 6.3 million from the equity effect from changes in currency exchange rates and change in interest rates (actuarial gains and losses from pensions). The equity ratio is at 29.2 percent as at 30 September 2017.

The biggest changes to liabilities is a EUR 7.9 million decrease in trade payables mostly related to the payment of subcontractors in the ORS-1 project after the VSDM milestone was reached and a EUR 7.6 million decrease in current non-financial liabilities mostly related to seasonal pre-payments of software maintenance contracts balanced under other liabilities. Liabilities to banks show a decrease of EUR 6.8 million which is related to the positive free cash flow in the period.

### Research & Development

Under IAS 38, development work on internally generated software must be capitalized if certain criteria are fulfilled. This generated EUR 3.4 million additional operating profit for the Group during the third quarter of 2017 (previous year EUR 2.5 million), less amortization and write-downs of EUR 1.6 million during the same period (previous year EUR 0.5 million). Most of the capitalized software development expenses are accounted for by two projects, G3.HIS (new HIS system development) and G3.AIS (new AIS software generation) as well as the development and re-certification of the Konnektor to be used for the national roll-out of the Telematics Infrastructure. Upon completion, the software will be amortized based on its useful life.

### REPORT ON EXPECTED DEVELOPMENTS

CGM reaffirms the outlook presented in the 2016 Annual Report published 31 March 2017.

Total Group revenue is in 2017 expected to be in the range of EUR 600 million to EUR 630 million, corresponding to a growth rate of 7-12 percent. Acquisitions completed to date are expected to give a growth contribution of EUR 8 million and organic growth is expected to be 6-11 percent. This outlook is based on the revised assumption that the roll-out of the Telematics Infrastructure in Germany will begin in November 2017 and a substantial number of practices will be installed during the fourth quarter. The original assumption was for the roll-out to gradually begin in the middle of 2017 and the original revenue targets have now been maintained through a significantly more efficient installation and deployment process over a much shorter time period compared to the original plan.



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Revenue in the HPS I segment is expected to be in the range of EUR 460 million to EUR 480 million, corresponding to a growth rate of 9-14 percent. AIS revenue is expected to be in the range of EUR 357 million to EUR 375 million including a growth contribution of approximately EUR 3 million from acquisitions. PCS revenue is expected to be in the range of EUR 103 million to EUR 105 million including a growth contribution of approximately EUR 5 million from acquisitions.

Revenue in the HPS II segment is expected to be in the range of EUR 73 million to EUR 75 million with no material organic growth expected in 2017.

Revenue in the HCS segment is expected to be in the range of EUR 67 million to EUR 75 million in 2017, corresponding to an organic growth rate of 7-19 percent.

In terms of profitability, 2017 is again expected to be a year of margin expansion relative to 2016, despite the significant increase in personnel resources currently undertaken to execute and support the nationwide roll-out of the Telematics Infrastructure in Germany. Operating margin (EBITDA margin) is expected to be in the range of 23-24 percent and the corresponding EBITDA is expected to be in the range of EUR 138 million to EUR 150 million.

Depreciation of fixed assets is on Group level expected to be approximately EUR 8 million in 2017 and amortization of intangible assets is expected to be approximately EUR 34 million, of which EUR 30 million will come from amortization of purchase price allocations related to past acquisitions. The corresponding Group earnings before interest and tax (EBIT) is in 2017 expected to be in the range of EUR 96 million to EUR 108 million.

In summary, CompuGroup Medical offers the following guidance for 2017:

- + Group revenue is expected to be in the range of EUR 600 million to EUR 630 million.
- + Group operating income (EBITDA) is expected to be in the range of EUR 138 million to EUR 150 million.

The foregoing outlook is given as at November 2017 and does not include revenue and costs associated with potential and currently undetermined further acquisitions during 2017. The outlook for 2017 represents management's best estimate of the market conditions that will exist in 2017 and how the business segments of CompuGroup Medical will perform in this environment.

## **REPORT ON OPPORTUNITIES AND RISKS**

As an internationally operating company, CompuGroup Medical is subject to variety of different risks. These risks mainly include strategic and macroeconomic risks as well as operating, legal and political risks. Furthermore, the group is faced with risks resulting from its project-business, risks related to key personnel and financial risks.

The group's technological expertise and market knowledge makes it possible to assess risk and apply appropriate measures to actively manage the risk exposure. To guarantee a responsible risk handling, CompuGroup works with standardized, group-wide integrated risk management system so that risks can be identified and analyzed at an early stage. A detailed description of the main risks and the specific structure of the risk management system can be found in the CompuGroup Medical SE annual report of 2016. It can be downloaded free of charge from the company's homepage at [www.cgm.com](http://www.cgm.com).

With the exception of the factors described under "Financial and Operational Review", we see no changes compared to the risk and opportunities described in the group management report for the financial year 2016. Risks that may impact the company as a going concern were not evident during the third quarter of 2017, neither in form of individual risks nor from the total risk position for CompuGroup Medical as a whole.

# Interim Statement of Financial Position

as at 30 September 2017

## ASSETS

EUR '000	30.09.2017	30.09.2016	31.12.2016
<b>Non-current assets</b>			
Intangible assets	530,327	536,820	538,191
Tangible assets	79,837	69,497	73,851
<b>Financial assets</b>			
Investments in Associates and Joint Ventures	11,626	5,323	4,580
Other participations	89	165	168
Trade account receivables	10,578	10,378	12,162
Other financial assets	1,593	2,554	845
Derivative financial instruments	0	0	0
Deferred taxes	13,512	8,588	7,668
	<b>647,562</b>	<b>633,326</b>	<b>637,465</b>
<b>Current assets</b>			
Inventories	5,610	8,182	5,271
Trade account receivables	112,511	116,539	116,750
Other financial assets	1,467	3,889	1,837
Other non-financial assets	11,987	17,671	13,700
Income tax claims	3,954	6,077	3,904
Securities (recognized at fair value through profit or loss)	0	91	0
Cash and cash equivalents	27,436	26,234	27,756
	<b>162,964</b>	<b>178,685</b>	<b>169,218</b>
Assets of disposals group classified as held for sale	0	1,222	1,222
	<b>810,526</b>	<b>813,232</b>	<b>807,905</b>

## EQUITY AND LIABILITIES

EUR '000	30.09.2017	30.09.2016	31.12.2016
<b>Shareholder Equity</b>			
Subscribed capital	53,219	53,219	53,219
Treasury shares	-20,292	-20,292	-20,292
Reserves	200,446	172,160	184,903
Capital and reserves allocated to the shareholder of the parent company	233,373	205,087	217,830
Minority interests	1,760	674	823
	<b>235,132</b>	<b>205,760</b>	<b>218,653</b>
<b>Long-term liabilities</b>			
Provision for post-employment benefits and other non-current provisions	23,560	24,687	23,936
Liabilities to banks	304,473	307,096	316,122
Purchase price liabilities	5,855	4,044	3,512
Other financial liabilities	9,931	13,429	12,468
Other non-financial liabilities	174	3,100	2,839
Derivative financial instruments	0	0	0
Deferred taxes	45,158	46,329	49,548
	<b>389,152</b>	<b>398,685</b>	<b>408,425</b>
<b>Current liabilities</b>			
Liabilities to banks	38,611	50,421	42,073
Trade payables	19,439	26,227	31,381
Income tax liabilities	11,801	27,215	16,067
Provisions	33,296	30,179	29,795
Purchase price liabilities	8,261	8,247	10,535
Derivative financial instruments	0	0	0
Other financial liabilities*	10,100	13,873	11,429
Other non-financial liabilities	64,735	52,624	39,547
	<b>186,242</b>	<b>208,786</b>	<b>180,827</b>
Liabilities associated directly with non-current assets qualified as held for sale	0	0	0
	<b>810,526</b>	<b>813,232</b>	<b>807,905</b>

\* Compared to the financial report 01.01.-30.09.2016 several positions have been reclassified from other financial liabilities to other non-financial liabilities.

# Interim Income Statement

for the reporting period of 1 January - 30 September 2017

	01.07.-30.09. 2017	01.07.-30.09. 2016	01.01.-30.09. 2017	01.01.-30.09. 2016	01.01.-31.12. 2016
EUR '000					
<b>Continuing operations</b>					
Sales revenue	137,774	135,739	418,819	406,506	560,195
Capitalized in-house services	3,441	2,532	9,740	6,819	10,318
Other income	2,132	2,645	7,255	6,422	7,930
Expenses for goods and services purchased	-25,334	-26,581	-72,742	-73,252	-104,361
Personnel costs	-65,541	-63,987	-200,714	-192,628	-260,083
Other expenses	-24,206	-22,023	-70,765	-64,384	-88,332
Earnings before interest, taxes, depr. and amortization (EBITDA)	28,266	28,325	91,593	89,483	125,667
Depreciation of property, plants and tangible assets	-2,290	-2,025	-6,612	-5,785	-8,423
Earnings before interest, taxes and amortization (EBITA)	25,976	26,300	84,980	83,698	117,244
Amortization of intangible assets	-5,484	-6,885	-21,394	-25,587	-35,400
Earnings before interest and taxes (EBIT)	20,492	19,415	63,586	58,111	81,844
Results from associates recognized at equity	-33	-204	-708	-668	-1,409
Financial income	-1,727	-194	2,152	2,893	8,086
Financial expenses	-8,044	-3,250	-17,706	-11,012	-14,308
Earnings before taxes (EBT)	10,688	15,767	47,324	49,325	74,213
Taxes on income of the period	-6,343	-6,212	-18,615	-17,347	-29,743
Consolidated net income of the period from continuing operations	4,345	9,555	28,709	31,977	44,470
<b>Discontinued operations</b>					
Result from discontinued operations	0	-	-62	-	0
Consolidated net income of the period	4,345	9,555	28,647	31,977	44,470
of which: allocated to parent company	4,141	9,623	28,262	32,047	44,530
of which: allocated to minority interests	204	-68	385	-70	-60
<b>Earnings per share</b>					
undiluted (EUR)	0.08	0.19	0.57	0.64	0.90
diluted (EUR)	0.08	0.19	0.57	0.64	0.90
<b>Additional information:</b>					
Cash net income (EUR)	9,307	15,391	48,450	54,449	76,698
Cash net income per share (EUR)	0.19	0.31	0.97	1.10	1.54

\*Definition Cash Net Income: net income before minority interests plus amortization on intangible assets except amortization on in-house capitalized software

# Interim Statement of Comprehensive Income

for the reporting period of 1 January - 30 September 2017

	01.07.-30.09. 2017	01.07.-30.09. 2016	01.01.-30.09. 2017	01.01.-30.09. 2016	01.01.-31.12. 2016
EUR '000					
Consolidated net income of the period	4,345	9,555	28,647	31,977	44,470
Other results					
Items that will not be reclassified to profit or loss at a future point in time					
Actuarial gains and losses on defined benefit plans	651	-642	545	-1,889	-269
Deferred taxes on actuarial gains and losses on defined benefit plans	-131	130	-139	442	154
Items that will be reclassified to profit or loss at a future point in time when specific conditions are met					
Cashflow hedges					
of which in equity	0	-	0	-	0
of which income	0	-	0	-	0
Deferred taxes on cash flow hedges	0	-	0	-	0
Currency conversion differences	5,754	159	5,216	-401	-1,473
Total comprehensive income for the period	10,619	9,202	34,269	30,129	42,882
of which: allocated to parent company	10,415	9,270	33,884	30,199	42,942
of which: allocated to minority interests	204	-68	385	-70	-60

# Interim Cash Flow Statement

as at 30 September 2017

EUR '000	01.07.-30.09. 2017	01.07.-30.09. 2016	01.01.-30.09. 2017	01.01.-30.09. 2016	01.01.-31.12. 2016
Group net income	4,345	9,555	28,647	31,977	44,470
Amortization of intangible assets, plant and equipment	7,775	8,909	28,007	31,372	43,823
Earnings on sale of fixed assets	87	-22	122	-733	-680
Change in provisions (including income tax liabilities)	-362	-4,803	-1,513	-6,303	-16,702
Change in deferred taxes	4,768	808	206	-3,880	-568
Other non-cash earnings/ expenditure	1,347	-404	6,886	404	-1,525
	17,960	14,042	62,355	52,837	68,818
Change in inventories	93	-585	160	-1,507	1,423
Change in trade receivables	20,498	6,770	6,682	-4,338	-6,340
Change in income tax receivables	202	-415	49	-1,517	656
Change in other receivables	-1,257	-3,047	-1,689	-4,767	3,054
Change in trade payables	-2,242	87	-12,622	-1,797	3,355
Change in other liabilities	-12,786	-3,242	18,008	12,329	-3,353
<b>Operative cash flow - continuing activities</b>	<b>22,468</b>	<b>13,610</b>	<b>72,943</b>	<b>51,241</b>	<b>67,613</b>
<b>Operative cash flow - non continuing activities</b>	<b>0</b>	<b>0</b>	<b>-62</b>	<b>0</b>	<b>0</b>
<b>Operative cash flow</b>	<b>22,468</b>	<b>13,610</b>	<b>72,881</b>	<b>51,241</b>	<b>67,613</b>
Cash flow from disposals of intangible assets	236	119	236	119	102
Cash outflow for capital expenditure in intangible assets	-7,316	-3,834	-15,269	-10,853	-16,501
Cash inflow from disposals of sales of property, plant and equipment	290	253	580	2,348	1,466
Cash outflow for capital expenditure in property, plant and equipment	-6,775	-3,407	-13,751	-16,480	-23,112
Net cash outflow for acquisitions (less acquired cash and cash equivalents)	-725	-4,866	-3,445	-6,346	-6,732
Cash outflow for acquisition in prior periods	-913	0	-2,075	-925	-1,855
Cash inflow from disposal of subsidiaries and business units	0	0	500	0	0
Cash outflow for capital expenditure in joint ventures and associated companies	-337	-1,502	-5,477	-2,756	-2,755
<b>Cash flow from investing activities - continuing activities</b>	<b>-15,539</b>	<b>-13,238</b>	<b>-38,700</b>	<b>-34,894</b>	<b>-49,387</b>
<b>Cash flow from investing activities - non continuing activities</b>	<b>0</b>	<b>0</b>	<b>1,160</b>	<b>0</b>	<b>0</b>
<b>Cash flow from investing activities</b>	<b>-15,539</b>	<b>-13,238</b>	<b>-37,540</b>	<b>-34,894</b>	<b>-49,387</b>
Purchase of own shares	0	0	0	0	0
Dividends paid	0	0	-17,403	-17,403	-17,403
Dividends paid to non-controlling interests	-61	0	-110	0	-39
Acquisition of additional shares from non-controlling interests	0	0	-367	0	0
Cash outflow for the amortization of liabilities from finance leases*	-907	0	-2,709	0	-3,565
Cash inflow from assumption of loans	20,000	27,038	45,000	58,803	70,140
Cash outflow from the repayment of loans	-27,081	-27,013	-59,592	-56,649	-64,833
<b>Cash flow from financing activities - continuing activities</b>	<b>-8,050</b>	<b>26</b>	<b>-35,182</b>	<b>-15,289</b>	<b>-15,700</b>
<b>Cash flow from financing activities - non continuing activities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Cash flow from financing activities</b>	<b>-8,050</b>	<b>26</b>	<b>-35,182</b>	<b>-15,289</b>	<b>-15,700</b>
Cash and cash equivalents at the beginning of the period	0	0	27,756	25,057	25,057
Change in cash and cash equivalents	-1,121	397	159	1,058	2,526
Changes in cash and cash equivalents due to exchange rate fluctuations	-517	81	-478	120	173
<b>Cash and cash equivalents at the end of the period</b>	<b>-1,638</b>	<b>478</b>	<b>27,436</b>	<b>26,234</b>	<b>27,756</b>
Interest paid	4,836	2,065	4,961	8,830	11,068
Interest received	283	263	332	703	1,210
Income tax paid	11,865	640	24,887	16,399	31,365

\*Beginning from the financial report 31.12.2016 cash outflow for the amortization of liabilities from finance leases are disclosed separately, instead of being disclosed in the position cash outflow from the repayment of loans or rather in the change in other liabilities.

# Interim Changes in Consolidated Equity

as at 30 September 2017

	Share capital	Treasury shares	Reserves	Accumulated other operating income		Equity attributable to shareholders of CGM SE	Non-controlling interest	Consolidated equity
				Cashflow hedges	Currency conversion			
<b>Balance as at 01.01.2016</b>	<b>53,219</b>	<b>-20,292</b>	<b>181,628</b>	<b>0</b>	<b>-22,264</b>	<b>192,291</b>	<b>319</b>	<b>192,610</b>
<b>Group net income</b>	<b>0</b>	<b>0</b>	<b>44,530</b>	<b>0</b>	<b>0</b>	<b>44,530</b>	<b>-60</b>	<b>44,470</b>
<b>Other results</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Changes in the fair value of cashflow hedges	0	0	0	0	0	0	0	0
Reversals of cashflow hedges	0	0	0	0	0	0	0	0
Actuarial gains and losses	0	0	-115	0	0	-115	0	-115
Currency conversion differences	0	0	0	0	-1,473	-1,473	0	-1,473
<b>Total result of the period</b>	<b>0</b>	<b>0</b>	<b>44,415</b>	<b>0</b>	<b>-1,473</b>	<b>42,942</b>	<b>-60</b>	<b>42,882</b>
<b>Transactions with shareholders</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Capital contribution	0	0	0	0	0	0	0	0
Dividend distribution	0	0	-17,403	0	0	-17,403	-39	-17,442
Stock options programm	0	0	0	0	0	0	0	0
Repurchase of treasury shares	0	0	0	0	0	0	0	0
Non-controlling interests from acquisitions	0	0	0	0	0	0	603	603
Additional purchase of shares from non-controlling interests after control	0	0	0	0	0	0	0	0
<b>SUM</b>	<b>0</b>	<b>0</b>	<b>-17,403</b>	<b>0</b>	<b>0</b>	<b>-17,403</b>	<b>564</b>	<b>-16,839</b>
<b>Other changes (Previous year: Changes in scope of consolidation)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Balance as at 31.12.2016</b>	<b>53,219</b>	<b>-20,292</b>	<b>208,641</b>	<b>0</b>	<b>-23,737</b>	<b>217,830</b>	<b>823</b>	<b>218,653</b>
<b>Group net income</b>	<b>0</b>	<b>0</b>	<b>28,262</b>	<b>0</b>	<b>0</b>	<b>28,262</b>	<b>385</b>	<b>28,647</b>
<b>Other results</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Changes in the fair value of cashflow hedges	0	0	0	0	0	0	0	0
Actuarial gains and losses	0	0	406	0	0	406	0	406
Currency conversion differences	0	0	0	0	5,216	5,216	0	5,216
<b>Total result of the period</b>	<b>0</b>	<b>0</b>	<b>28,667</b>	<b>0</b>	<b>5,216</b>	<b>33,883</b>	<b>385</b>	<b>34,269</b>
<b>Transactions with shareholders</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Capital contribution	0	0	0	0	0	0	0	0
Dividend distribution	0	0	-17,403	0	0	-17,403	-110	-17,513
Stock options programm	0	0	0	0	0	0	0	0
Non-controlling interests from acquisitions	0	0	0	0	0	0	91	91
Additional purchase of shares from non-controlling interests after control	0	0	-938	0	0	-938	571	-367
Repurchase of treasury shares	0	0	0	0	0	0	0	0
Issue of treasury shares	0	0	0	0	0	0	0	0
	0	0	-18,341	0	0	-18,341	552	-17,789
<b>Changes in the scope of consolidation</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Balance as at 30.09.2017</b>	<b>53,219</b>	<b>-20,292</b>	<b>218,967</b>	<b>0</b>	<b>-18,521</b>	<b>233,372</b>	<b>1,760</b>	<b>235,132</b>

# Explanatory notes

## GENERAL ACCOUNTING PRINCIPLES FOR THE INTERIM FINANCIAL REPORT

### General Accounting Principles

The accompanying condensed IFRS-Interim Financial Statement for the period ended 30 September 2017 is a Consolidated Financial Statement. Unless otherwise specified, all amounts are provided in thousands of euros (EUR thousands) or millions of euros (EUR millions). Rounding differences of +/- one unit (EUR thousands, percent, etc.) may arise due to calculations.

The third quarter consolidated financial statements as of 30 September 2017 have been prepared, like the Consolidated Annual Financial Statements for the year 2016, in accordance with the International Financial Reporting Standards (IFRS) as adopted by the EU. This Consolidated Interim Financial Statement prepared in accordance to IAS 34 is condensed compared to the scope applied for the Consolidated Financial Statement for the full year.

The accounting policies in the interim Financial Statements are consistent with those used in the Consolidated Financial Statements in 31 December 2016, with the exception of the subsequently illustrated and firstly applied revised standards. Relevant information is shown in the Consolidated Financial Statements as of 31 December 2016. This Consolidated Interim Financial Statements and the Interim Management Report were not reviewed by any auditor.

The overview below gives information about the relevant foreign exchange rates for the condensed consolidated interim IFRS-financial statements:

1€ corresponds to	Fixed rates		Average rates	
	30.09.2017	31.12.2016	January - September	2017
Denmark (DKK)	7.44	7.43	7.44	7.45
Canada (CAD)	1.47	1.42	1.45	1.47
Malaysia (MYR)	4.98	4.73	4.84	4.58
Norway (NOK)	9.41	9.09	9.24	9.29
Poland (PLN)	4.30	4.41	4.27	4.36
Romania (RON)	4.60	4.54	4.55	4.49
Sweden (SEK)	9.65	9.55	9.58	9.47
Switzerland (CHF)	1.15	1.07	1.10	1.09
Singapur (SGD)	1.60	1.52	1.55	1.53
South Africa (ZAR)	15.94	14.46	14.71	16.26
Czech Republic (CZK)	25.98	27.02	26.55	27.03
Turkey (TRY)	4.20	3.71	4.00	3.34
USA (USD)	1.18	1.05	1.11	1.11

Unless otherwise stated, all figures refer to the first nine months of 2017 and 2016 respectively. The business development showed no signs of significant cyclical fluctuations. The business volume of CompuGroup Medical SE normally tends to be higher in the second half of the year and particularly in the fourth quarter of the financial year (1 October – 31 December).

When preparing the consolidated interim financial statements, CGM's management made estimates and assumptions in the process of applying the accounting policies that may influence the amounts of assets, liabilities as well as expense and income. Although these assumptions and estimates were made to the best knowledge of the Management Board, actual results may differ from these estimates.

The main assumptions being used for preparing the Consolidated Interim Financial Statements are identical to those used for the preparation of the Consolidated Financial Statements as at year-end 31 December 2016. Furthermore, assumptions have been made for the previous fiscal year in the determination of the personnel expenses, the provisions for post-employment benefits and anniversaries and for the tax accruals for the fiscal year.



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### New and revised Standards to be applied for the fiscal year 2017

There are no new or revised standards, which have to be applied by the EU from 1 January 2017.

In all other respects, the same accounting policies and consolidation principles are generally applied for the preparation of consolidated interim financial statements and the presentation of the prior-year comparative figures as to the consolidated financial statements for 2016. A detailed description of these accounting policies is given in the notes of the 2016 consolidated financial statements.

### Standards, Interpretations and amendments which have already been endorsed by the EU but are applied at a later date

Standard (Issue date)	Subject matter	Effective for financial years beginning on or after (EU)
IFRS 15 (28 May 2014) including amendments to IFRS 15: Effective date of IFRS 15 (11 September 2015)	The new standard establishes uniform requirements regarding the amount, time and time period of revenue recognition. The standard will in future replace the existing requirements governing revenue recognition under IAS 18 Revenue and IAS Construction Contracts.	1 January 2018
IFRS 9 (24 July 2014)	IFRS 9 contains requirements governing the recognition and measurement of financial instruments, derecognition and hedge accounting.	1 January 2018

It is assumed that the first application of IFRS 15 will lead to significant impacts for the consolidated (interim) financial statements of CompuGroup Medical SE, while the application of IFRS 9 will lead to insignificant impacts. The expectations have been illustrated in detail in the annual report of 31 December 2016, on which is referred at this point.

## Explanatory Notes Continued

### Amendments, standards and interpretations published by the IASB but not yet transported into European legislation

The IASB and IFRIC have adopted several additional standards and interpretations which are not yet mandatory applicable in the fiscal year 2017 starting from 1 January 2017. The application of these IFRS and IFRIC is depending from the EU-endorsement.

Standard (Issue date)	Subject matter	Effective for financial years beginning on or after (EU)
IFRS 14 (30 January 2014)	Regulatory Deferral Accounts	The European Commission has decided not to launch the endorsement process of this interim standard and to wait for the final standard.
IFRS 16 (13 January 2016)	The new standard principally requires lessees to recognize assets and liabilities for all leases and to present the rights and obligations associated with these leases in the statement of financial position. Going forward, lessees will therefore no longer required to make the distinction between finance and operating leases that was required in the past in accordance with IAS 17.	1 January 2019
IFRS 17 (18 May 2017)	IFRS 7 requires disclosure of information about the significance of financial instruments to an entity, and the nature and extent of risks arising from those financial instruments, both in qualitative and quantitative terms. Specific disclosures are required in relation to transferred financial assets and a number of other matters.	1 January 2021
Amendments to IFRS 10 and IAS 28 (11 September 2014)	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture	Postponed indefinitely
Amendments to IAS 12 (19 January 2016)	Clarification of the accounting for deferred tax assets for unrealized losses on debt instruments that are classified as available-for-sale financial assets	1 January 2017
Amendments to IAS 7 (29 January 2016)	The pronouncement requires that entities provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities	1 January 2017
Clarifications to IFRS 15 (12 April 2016)	Clarifying some requirements and providing additional transitional relief for companies that are implementing the new Standard	1 January 2018
Amendments to IFRS 2 (20 June 2016)	The amendments, which were developed through the IFRS Interpretations Committee, provide requirements on the accounting for the effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments, share-based payment transactions with a net settlement feature for withholding tax obligations and a modification to the terms and conditions of a share-based payment that changes the classification of the transaction from cash-settled to equity-settled.	1 January 2018
Amendments to IFRS 4 (12 September 2016)	The amendments in Applying IFRS 9 with IFRS 4 provide two options for entities that issue insurance contracts within the scope of IFRS 4: an option that permits entities to reclassify, from profit or loss to other comprehensive income, some of the income or expenses arising from designated financial assets (overlay approach); an optional temporary exemption from applying IFRS 9 for entities whose predominant activity is issuing contracts within the scope of IFRS 4 (deferral approach).	1 January 2018
Annual Improvements to IFRS (2014-2016 Cycle) (8 December 2016)	The annual improvement process refers to the following standards: IFRS 1, IFRS 12, IAS 28.	1 January 2018/ 1 January 2017
IFRIC 22 (8 December 2016)	The Interpretation covers foreign currency transactions when an entity recognises a non-monetary asset or non-monetary liability arising from the payment or receipt of advance consideration before the entity recognises the related asset, expense or income.	1 January 2018
Amendments to IAS 40 (8 December 2016)	Clarification of the application of paragraph 57 of IAS 40. The Interpretations Committee referred the matter to the IASB, and at its April 2015 meeting, the IASB agreed to amend the paragraph to reinforce the principle for transfers into, or out of, investment property in IAS 40 to specify that such a transfer should only be made when there has been a change in use of the property.	1 January 2018
IFRIC 23 (7 June 2017)	IFRIC 23 clarifies the accounting for uncertainties in income taxes. The interpretation is to be applied to the determination of taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates, when there is uncertainty over income tax treatments under IAS 12.	1 January 2019

The possibility of an early application for particular standards is given. CompuGroup Medical SE does not make use of the possibility of an early application of these standards. Currently CompuGroup Medical SE evaluates the consequences, which will arise from the first time adoption of these standards.

However, it is expected that IFRS 16 will lead to significant changes for the (interim-) consolidated financial statements due to the first time application, particularly with regard to important financial figures. The application of the remaining standards, amendments and interpretations no significant changes for the (interim-) consolidated financial statements of CompuGroup Medical SE are expected. More detailed expectations were described in the Annual Report from 31 December 2016, on which is referred at this point.

## SELECTED EXPLANATORY NOTES

### Changes in the business and the economic circumstances

In comparison to the financial year 2016, the third quarter of 2017 show no significant changes to the business and the economic circumstances of CompuGroup Medical SE, with the exception of the factors described in the Interim Management Report.

### Consolidation companies

The Consolidated Interim Financial Statements as of 30 September 2017 include the Financial Statements of CompuGroup Medical SE and all companies controlled by CompuGroup Medical SE (subsidiaries) as of 30 September 2017. The consolidation begins from the date control is obtained and ends when control ceases to exist. Compared to the 31 December 2016 the scope of consolidation has changed as follows:

Changes in Scope of Consolidation	Germany	Foreign countries	Total
CompuGroup Medical SE and consolidated subsidiaries			
As at 1 January 2017	28	58	86
Additions	3	2	5
Disposals / Merger	2	2	4
As at 30 September 2017	29	58	87

Detailed information is described in the following section "Company acquisitions, disposals and foundations".

### Company acquisitions, disposals and company foundations

The additions result from CGM's acquisition of K-Line Praxislösungen GmbH, APV Ärztliche Privatverrechnungsstelle GmbH, HABA Computer Aktiengesellschaft, Barista Software BVBA, in Belgium as well as from the foundation of Intermedix SA (PTY) LTD, South Africa in the financial year 2017. The additions from acquisitions - along with other business combinations without effecting the scope of consolidation are shown below and are based on the date of acquisition with their impact on the consolidated financial statements are shown.

Three disposals result from the internal merger of Micromedic GmbH into Turbomed Vertriebs und Service GmbH, of Stock Informatik Verwaltungs GmbH into CompuGroup Medical Deutschland AG as well as the merger of Medical EDI Services (Pty) Ltd., South Africa, into CompuGroup Medical South Africa (Pty) Ltd., South Africa.

A further disposal results from the merger of Intermedix Italia S.r.l. into Fablab S.r.l., both Italy. Due to missing control at closing date, Fablab is recognized as an associated company valued at equit.

## Explanatory Notes Continued

EUR '000	Total 2017	K-Line Praxislösungen GmbH	Zöchling Computersysteme GmbH	Janson & Even Innovations- gesellschaft mbH	Barista Software BVBA	APV Ärztliche Privat- verrechnungs- stelle GmbH/ HABA Computer AG	Other Acquisitions
Purchase date		01.01.2017	01.04.2017	01.04.2017	15.08.2017	30.09.2017	-
Voting rights acquired in %		95%	Asset Deal	Asset Deal	100%	100% / 98%	-
Acquired assets and liabilities assumed recognized at acquisition date							
Non-current assets	4,309	1,604	218	86	1,980	421	0
Software	151	1	0	0	56	94	0
Customer relationships	3,841	1,418	183	86	1,895	259	0
Brands	167	87	0	0	20	61	0
Order backlog	0	0	0	0	0	0	0
Property and buildings	2	0	0	0	2	0	0
Other fixed assets and office equipment	133	84	34	0	8	7	0
Other non-current financial assets	15	14	1	0	0	0	0
Other non-current non-financial assets	0	0	0	0	0	0	0
Deferred tax assets	0	0	0	0	0	0	0
<b>Current assets</b>	<b>2,841</b>	<b>820</b>	<b>18</b>	<b>0</b>	<b>54</b>	<b>1,949</b>	<b>0</b>
Inventories	179	160	18	0	0	0	0
Trade receivables	858	318	0	0	22	518	0
Other current financial assets	15	0	0	0	0	15	0
Other current non-financial assets	88	34	0	0	4	50	0
Other assets	67	0	0	0	0	67	0
Cash and cash equivalents	1,633	307	0	0	27	1,299	0
<b>Non-current liabilities</b>	<b>1,248</b>	<b>454</b>	<b>0</b>	<b>0</b>	<b>670</b>	<b>124</b>	<b>0</b>
Pensions	0	0	0	0	0	0	0
Liabilities to banks	0	0	0	0	0	0	0
Other provisions	0	0	0	0	0	0	0
Other financial liabilities	0	0	0	0	0	0	0
Other non-financial liabilities	0	0	0	0	0	0	0
Other liabilities	0	0	0	0	0	0	0
Deferred tax	1,248	454	0	0	670	124	0
<b>Current liabilities</b>	<b>1,700</b>	<b>697</b>	<b>0</b>	<b>0</b>	<b>124</b>	<b>878</b>	<b>0</b>
Trade payables	680	184	0	0	6	490	0
Contingent liabilities	0	0	0	0	0	0	0
Liabilities to banks	0	0	0	0	0	0	0
Other provisions	371	144	0	0	4	223	0
Other liabilities	119	97	0	0	4	18	0
Other financial liabilities	152	140	0	0	0	12	0
Other non-financial liabilities	378	133	0	0	110	135	0
<b>Net assets acquired</b>	<b>4,202</b>	<b>1,272</b>	<b>236</b>	<b>86</b>	<b>1,240</b>	<b>1,368</b>	<b>0</b>
	0	0	0	0	0	0	0
Purchase price paid in cash	5,077	2,442	285	300	600	1,450	0
Liabilities assumed	2,332	0	56	0	2,276	0	0
of which contingent consideration	2,276	0	0	0	2,276	0	0

Issued equity instruments	0	0	0	0	0	0	0
<b>Total consideration transferred</b>	<b>7,409</b>	<b>2,442</b>	<b>341</b>	<b>300</b>	<b>2,876</b>	<b>1,450</b>	<b>0</b>
Non-controlling interests	91	64	0	0	0	27	0
<b>Goodwill</b>	<b>3,299</b>	<b>1,234</b>	<b>105</b>	<b>214</b>	<b>1,636</b>	<b>109</b>	<b>0</b>
Acquired cash and cash equivalents	1,633	307	0	0	27	1,299	0
Purchase price paid in cash	5,077	2,442	285	300	600	1,450	0
Prepayments on acquisitions	0	0	0	0	0	0	0
Fair value of equity interest in the acquiree held by acquirer immediately before the acquisition date	0	0	0	0	0	0	0
Payments for acquisitions after date of acquisition	2,075	0	0	0	0	0	2,075
<b>Cash outflow for acquisitions (net)</b>	<b>-5,519</b>	<b>-2,135</b>	<b>-285</b>	<b>-300</b>	<b>-573</b>	<b>-151</b>	<b>-2,075</b>
<b>Effects of the acquisition on Group result</b>							
Sales revenue following date of acquisition	1,984	1,959	0	0	25	0	0
Result following date of acquisition	127	165	0	0	-39	0	0
Sales revenue for the fiscal year (hypothetical date of acquisition 1 January 2017)	3,694	1,959	0	0	226	1,510	0
Result for the fiscal year (hypothetical date of acquisition 1 January 2017)	-21	165	0	0	-348	161	0
<b>Costs attributable to the acquisition</b>	<b>192</b>	<b>192</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

#### Acquisition of K-Line Praxislösungen GmbH, Germany

On January 2017 CompuGroup Medical Deutschland AG, a 100 percent subsidiary of CompuGroup Medical SE, acquired 95 percent of the shares of K-Line Praxislösungen GmbH with registered office in Kiel.

K-Line supervises IT-Solutions for physicians and medical care centers with the focus on distribution and service for the Ambulatory Information System (AIS), hardware and IT-infrastructure. K-Line is a distribution and service partner of CGM Deutschland AG for the segment CGM MEDISTAR.

K-Line was initially consolidated on 1 January 2017. The turnover of K-Line for the short financial year from 1 April until 31 December 2016 amounted to about EUR 3,000 thousand with an EBITDA of EUR 206 thousand. The purchase price for 95 percent of the shares amounted to EUR 2,442 thousand and has been paid out by the full amount at closing date.

The goodwill value of EUR 1,234 thousand results especially from synergies within the Group as a result of the inclusion of K-Line into the Group. The recognized goodwill will not be deducted for tax purposes.

The fair value of the acquired intangible assets, excluding the goodwill, amounts to EUR 1,505 thousand and is related to customer relationships and trademark rights. The receivables associated with the acquisition, which essentially consist of trade receivables, are balanced at fair value, which equals due to the expected lifespan of receivables and best estimated access to contractual fixed cash flows, the adopted book values at acquisition date. Uncollectable receivables were not identified at the time of initial recognition. Deferred tax liabilities of EUR 454 thousand were applied to the fair value of the acquired intangible assets excluding goodwill. There were no contingent liabilities or contingent claims identified with the initial accounting.

The initial consolidation of K-Line was carried out in preliminary format as at 1 January 2017, due to partly incomplete or not yet fully evaluated information of the acquired customer relationships and trademark rights.

In May 2017 the share transfer of the remaining 5 percent of the shares of the K-Line Praxislösungen GmbH to CompuGroup Medical Deutschland AG was passed by the Extraordinary Shareholders' Meeting. The purchase price amounted to TEUR 280 thousand and has also been paid out by the full amount at closing date. CompuGroup Medical Deutschland AG now holds 100 percent of the shares of K-Line.

### **Acquisition of the assets of Zöchling Computersysteme GmbH, Germany**

As a part of a business combination through the transfer of net assets (asset deal) in April 2017, K-Line Praxislösungen GmbH acquired customer contracts of Zöchling Computersysteme GmbH, Germany.

Zöchling Computersysteme GmbH supervises, as a certified CGM MEDISTAR distribution partner, physicians, medical care centers and ambulances with trainings as well as hardware and software in the Hamburg area.

The acquired net assets amounted to EUR 236 thousand. The preliminary goodwill value of EUR 105 thousand results particularly from the synergies within the Group as a result of the inclusion of Zöchling in the Group. The recognized goodwill will not be deducted for tax purposes.

The fair value of the acquired intangible assets, excluding the goodwill, amounts to EUR 183 thousand and is related exclusively to customer relationships. There were no contingent liabilities or contingent claims identified with the initial accounting.

The initial consolidation of Zöchling was carried out in preliminary format as at 1 April 2017, due to partly incomplete or not yet fully evaluated information of the acquired customer relationships.

### **Acquisition of the assets of Janson & Even Innovationsgesellschaft mbH, Germany**

As a part of a business combination through the transfer of net assets (asset deal) in April 2017, TURBOMED Vertriebs- und Service GmbH acquired the „E-Health“ business unit of Janson & Even Innovationsgesellschaft mbH, Germany.

The „E-Health“ business unit included the service (hardware and software services plus training and seminars) and the distribution of TurboMed products, as well as the distribution of IT-hardware and other IT-systems and programs to TurboMed customers, trade partners and to other physicians/medical practices.

The preliminary goodwill value of EUR 214 thousand results particularly from the synergies within the Group as a result of the inclusion of Janson & Even in the Group. The recognized goodwill will not be deducted for tax purposes.

The fair value of the acquired intangible assets, excluding the goodwill, amounts to EUR 86 thousand and is related exclusively to customer relationships. There were no contingent liabilities or contingent claims identified with the initial accounting.

The initial consolidation of Janson & Even was carried out in preliminary format as at 1 April 2017, due to partly incomplete or not yet fully evaluated information of the acquired customer relationships.

### **Acquisition of Barista Software BVBA, Belgium**

On August 2017 CompuGroup Medical Belgium BVBA, a 99 percent subsidiary of CompuGroup Medical SE and 1 percent subsidiary of CompuGroup Medical Deutschland AG, acquired 100 percent of the shares of Barista Software BVBA with registered office in Hasselt, Belgium.

Barista Software BVBA disposes the own developed Ambulatory Information System „Daktari“ in Belgium und shows a significant growth in customer numbers. The reason for this is, that the software meets the newest technology and also holds the in Belgium required „government label“.

Barista was initially consolidated on 1 September 2017. The turnover of Barista amounted to about EUR 145 thousand with an EBITDA of EUR 12 thousand for the fiscal year 2016. The fix initial purchase price for 100 percent of shares amounted to EUR 600 thousand and has been paid out by the full amount at closing date. Furthermore, some contingent consideration in form of Earn-Out-Agreements have been made. This includes an additional expected yearly purchase price payment, which results on basis of fixed defined sales volume of the following years. The expected payable amount of these Earn-Out-Agreements amounts to EUR 2,276 thousand and has a retention of five years.

The goodwill value of EUR 1,636 thousand results especially from synergies within the Group as a result of the inclusion of Barista into the Group. The recognized goodwill will not be deducted for tax purposes.

The fair value of the acquired intangible assets, excluding the goodwill, amounts to EUR 1,971 thousand and is related to customer relationships, software and trademark rights. The receivables associated with the acquisition, which essentially consist of trade receivables, are balanced at fair value, which equals due to the expected lifespan of receivables and best estimated access to contractual fixed cash flows, the adopted book values at acquisition date. Uncollectable receivables were not identified at the time of initial recognition.

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Deferred tax liabilities of EUR 670 thousand were applied to the fair value of the acquired intangible assets excluding goodwill. There were no contingent liabilities or contingent claims identified with the initial accounting.

The initial consolidation of Barista was carried out in preliminary format as at 1 September 2017, due to partly incomplete or not yet fully evaluated information of the acquired customer relationships, software and trademark rights.

#### **Acquisition of APV Ärztliche Privatverrechnungsstelle GmbH/ HABA Computer AG**

On September 2017 CompuGroup Medical Deutschland AG, a 100 percent subsidiary of CompuGroup Medical SE, acquired 100 percent of the shares of APV Ärztliche Privatverrechnungsstelle GmbH with registered office in Bensheim, which holds 98 percent of the shares of HABA Computer AG with registered office in Hamburg.

HABA develops and disposes industry solutions especially for health insurances, to illustrate a holistically and highly integrative process management. HABA leads in the sectors workflow management systems, dental prosthesis and orthodontia.

APV as well as HABA were initially consolidated on 30 September 2017. The consolidated turnover amounted to about EUR 2,000 thousand with an EBITDA of EUR 427 thousand for the fiscal year 2016. The purchase price for 100 percent of shares amounted to EUR 1,450 thousand and has been paid out by the full amount at closing date.

The goodwill value of EUR 109 thousand results especially from synergies within the Group as a result of the inclusion of APV and HABA into the Group. The recognized goodwill will not be deducted for tax purposes.

The fair value of the acquired intangible assets, excluding the goodwill, amounts to EUR 413 thousand and is related to customer relationships, software and trademark rights. The receivables associated with the acquisition, which essentially consist of trade receivables, are balanced at fair value, which equals due to the expected lifespan of receivables and best estimated access to contractual fixed cash flows, the adopted book values at acquisition date. Uncollectable receivables were not identified at the time of initial recognition.

Deferred tax liabilities of EUR 124 thousand were applied to the fair value of the acquired intangible assets excluding goodwill. There were no contingent liabilities or contingent claims identified with the initial accounting.

The initial consolidation of APV and HABA was carried out in preliminary format as at 30 September 2017, due to partly incomplete or not yet fully evaluated information of the acquired customer relationships, software and trademark rights.

#### **Remaining Additions**

The remaining additions include the following mergers:

##### **Acquisition of Micromedic GmbH, Germany**

In 2016 Turbomed Vertriebs- und Service GmbH, a 100 percent subsidiary of CompuGroup Medical SE, acquired 100 percent of the shares of Micromedic GmbH with registered office in Neuss, Germany.

The purchase price amounted to EUR 1,900 thousand and has been paid out by an amount of EUR 1,650 thousand on 31 December 2016. The still contractually outstanding purchase price payments of EUR 250 thousand has been paid out in the first half-year 2017.

##### **Acquisition of KoCo Konnektor AG, Germany**

In January 2017, CompuGroup Medical SE and the shareholder of the remaining shares of KoCo Konnektor AG, agreed in an out-of-court settlement, on the transfer against payment of the remaining shares of KoCo Konnektor AG. The total purchase price, resulting from both, the out-of-court settlement and the recognition of purchase price liabilities under the position current purchase price liabilities as of 31 December 2016, amounted to EUR 1,098 thousand. The total purchase price includes two components, the reseller contract and a fixed purchase price component. The fixed purchase price component has been paid out in the first quarter 2017 with an amount of EUR 783 thousand. The remaining amount of EUR 315 thousand is further recognized under the position current purchase price liabilities on 30 June 2017.

##### **Acquisition of the assets of Puntofarma, Italy**

The still contractually outstanding purchase price of the received assets of Puntofarma, which have been recognized under the position current purchase price liabilities on 31 December 2016 with an amount of EUR 129 thousand, have been completely paid in the first half-year 2017.

#### Acquisition of Vega Informatica e Farmacia S.r.l., Italy

In 2016, CompuGroup Medical Italia Holding S.r.l., a 100 percent subsidiary of CompuGroup Medical SE, acquired 75 percent of the shares of Vega Informatica e Farmacia S.r.l. with registered office in Pavia, Italy.

The purchase price amounted to EUR 4,125 thousand and has been paid out by an amount of EUR 3,300 thousand on 31 December 2016. The still contractually outstanding purchase price payments of EUR 413 thousand has been paid out in the third quarter 2017. The remaining amount - discounted with 2.5 percent - of EUR 403 thousand is further recognized under the position current purchase price liabilities (at acquisition date valued at EUR 393 thousand) on 30 September 2017.

#### Acquisition of CGM XDENT Software S.r.l., Italy (formerly Tekne)

In 2013, CompuGroup Medical Italia SpA, a 100 percent subsidiary of CompuGroup Medical SE, acquired 80 percent of the shares of CGM XDENT Software S.r.l. with registered office in Ragusa, Italy. For the acquisition of the remaining 20 percent of the shares, and Put- and Call- Option has been arranged. The expected amount paid from the Put-Option for the transfer of the first 10 percent of the remaining shares amounted to EUR 500 thousand and has been recognized as and discounted purchase price liability on 31 December 2016. In July 2017, the option has been exercised and the strike price has been paid completely with the amount of EUR 500 thousand. CompuGroup Medical Italia SpA now holds 90 percent of the shares of CGM XDENT Software S.r.l.

#### Disposal of the business operation Privadis GmbH

In June 2017, the business operation of Privadis GmbH has been disposed. The result from the disposal of EUR 500 thousand has been disclosed under the position other earnings.

#### Acquisitions and disposals of items of Tangible assets

In the first nine months of the financial year 2017, CompuGroup Medical SE acquired tangible assets with a total amount of EUR 13.2 million. Those comprise especially investments of EUR 3.8 million for the configuration of data Centres for the Gematik rollout.

#### Disposal of the office building at the former location Molfsee

At the end of April 2017 the office building at the former location Molfsee has been sold with an amount of EUR 1,160 thousand. From 2016 this building has been disclosed in the position „Assets held for sale and discontinued operations“. The office building generated a result from revaluation of EUR -62 thousand for the period until it was sold in 2017.

#### Related party transactions

The related party transactions are as follows:

EUR '000	Sale of goods		Purchase of goods		Receivables		Liabilities	
	30.09.2017	30.09.2016	30.09.2017	30.09.2016	30.09.2017	30.09.2016	30.09.2017	30.09.2016
Related Persons	39	28	278	259	0	1	330	195
Related companies	464	1,453	3,653	7,428	44	57	56	82
Associated companies and Joint Ventures	4,643	2,824	5,952	7	3,782	2,652	1,695	10
<b>SUM</b>	<b>5,145</b>	<b>4,305</b>	<b>9,882</b>	<b>7,694</b>	<b>3,825</b>	<b>2,709</b>	<b>2,081</b>	<b>287</b>

#### Related Persons:

The rise of received accounts payable as well as the thereof resulting liabilities to related Persons arise due the inclusion of the provision for the supervisory board with an amount of EUR 278 thousand.

#### Related companies:

As already explained in the second quarter, the rise of received accounts payable is based especially on the maintenance contract of MPS Public Solutions GmbH, which has been invoiced as an annual account with an amount of EUR 3,034 thousand in the second quarter 2017. As these values have been paid already, there are no liabilities with comparable amounts. Like assumed in the previous quarter, the slow rise to EUR 3,385 thousand in the third quarter confirms the expected moderate rise.

Furthermore, the rise is based on the supported business relationship to Gotthardt Informationssysteme GmbH, which operates especially as distribution and service partner. Accounts payable with the amount of EUR 1,332 thousand have been delivered as well as accounts payable of EUR 4,236 thousand have been received.



#### Associated Companies:

The difference between the reporting period and the comparable period results primarily from rendered services of the MGS Meine Gesundheits Services GmbH by an amount of EUR 1,675 thousand.

#### Compliance with payment obligations and financial covenants

On the 23 September 2014 CGM entered into a new syndicated loan facility for a total sum of EUR 400.0 million. The syndicated loan facility consists of a "term loan facility" (also referred to in the following as "TLF") with the amount of EUR 225.0 million and a "revolving loan facility" (also referred to in the following as "RLF") with the amount of EUR 175.0 million.

The syndicated loan facility has a duration of five years. The TLF must be repaid pro rata in equal instalments of EUR 15.0 million on 31 January and 31 July in each year, commencing on 31 July 2015, with a final payment of the balance of any outstanding term facility loans to be repaid on the termination date. The RLF must be repaid at the end of each interest period and can be taken out again immediately thereafter.

The interest period can be chosen by CGM SE at its discretion. The interest rate is based upon the 3 month-EURIBOR rate for the interest period chosen plus a margin derived from the relationship between the consolidated net borrowings and the adjusted consolidated EBITDA (Leverage). The margin was 1.667 percent for the first nine months of 2017.

As of 30 September 2017 EUR 150.0 million of the TLF and EUR 150.0 million of the RLF were utilized. Loan origination fees totaling EUR 3.5 million were incurred related to these facilities. These fees will be charged as a financial expense over the term of the loan agreement. For this syndicated loan facility no hedge has been concluded. The grant of the loan is linked to the compliance of certain financial covenants.

The loan agreement includes joint and several guarantees for payment by a number of CGM's subsidiaries (contingent liability in case of non-payment of CompuGroup Medical SE).

In the first nine months of the financial year 2017 CGM is compliant with all financial covenants entered in all of its loan agreements.

#### Other financial obligations and finance commitments

At 30 September 2017 CGM had open obligations from uncancellable operating leases, maturing as follows:

EUR '000	30.09.2017	30.09.2016
Within 1 year	12,194	13,762
Between 2 and 5 years	23,596	25,492
Longer than 5 years	4,415	7,092
<b>SUM</b>	<b>40,205</b>	<b>46,346</b>

Payments from operating lease agreements include the rent for office equipment and particularly for office buildings (without purchase option). Lease agreements are concluded for an average term of three years. The rents are fixed for three to seven years. Operating leasing relationships are recognized on a pro rata basis in the income statement.

During the financial year 2017, contingent liabilities, guarantees and other commitments did not change significantly compared to 31 December 2016.

#### Financial instruments

The Group has various financial assets such as trade receivables, cash and cash equivalents, which result directly from operations. The same accounting policies and valuation methods that were applied in the Financial Statements as of year-end 2016, have been applied to the company's financial instruments.

The following table presents carrying amounts and valuation of the Group's financial instruments grouped by categories according to IAS 39.

## Explanatory Notes Continued

Categories of financial instruments in accordance with IAS 39 EUR'000	Category according to IAS 39	Book value as at 30.09.2017	IAS 39 valuation		IAS 17 valuation		Fair value as at 30.09.2017
			Acquisition costs (continued)	Fair value through profit and loss	Fair value through equity	Acquisition costs (continued)	
<b>Financial assets</b>							
Cash and cash equivalents	LaR	27,436	27,436	0	0	0	27,436
Trade receivables	LaR	83,953	83,953	0	0	0	83,953
Receivables from construction contracts (PoC)	LaR	20,925	20,925	0	0	0	20,925
Other receivables	LaR	3,060	3,060	0	0	0	3,060
Finance lease receivables	-	18,210	0	0	0	18,210	19,321
Other financial assets	AfS	89	-	-	-	-	-
<b>Total financial assets</b>		<b>153,673</b>	<b>135,374</b>	<b>0</b>	<b>0</b>	<b>18,210</b>	<b>154,695</b>
<b>Financial liabilities</b>							
Liabilities to banks	oL	343,084	343,084	0	0	0	343,996
Purchase price liabilities	oL	14,116	14,116	0	0	0	14,116
Trade payables	oL	19,439	19,439	0	0	0	19,439
Other financial liabilities	oL	6,624	6,624	0	0	0	6,624
Financial lease obligations	-	13,408	0	0	0	13,408	13,308
Derivative financial instrument	FVtPL	0	0	0	0	0	0
<b>Total financial liabilities</b>		<b>396,671</b>	<b>383,263</b>	<b>0</b>	<b>0</b>	<b>13,408</b>	<b>397,483</b>
<b>Total per category</b>							
Assets held for sale	AfS	89	0	0	0	0	0
Liabilities to banks and receivables	LaR	135,374	135,374	0	0	0	135,374
Financial assets at fair value assets	FVtPL	0	0	0	0	0	0
Other financial liabilities	oL	383,263	383,263	0	0	0	384,175
Liabilities at fair value through profit and loss	FVtPL	0	0	0	0	0	0

### Fair value management

The fair value is not always available as a market value, which often necessitates a determination based on various measurement parameters. Depending on the availability of observable parameters and the relevance of these parameters for determining the fair value as a whole, the fair value is assigned to Level 1, 2 or 3. Assignment to these levels is effected under consideration of the following factors:

- + Level 1 parameters: Here, according to the current existing IFRS, the market value of assets and liabilities is calculated based on quoted, unadjusted prices like those that arise for similar or identical assets and liabilities in active markets
- + Level 2 parameters: Here, the market value of assets and liabilities is calculated on the basis of parameters for which either directly or indirectly quoted prices are also made available to an active market.
- + Level 3 parameters are non-observable parameters which have to be developed to simulate the assumptions of market participants, which they would use to evaluate the market value of assets and liabilities.

**Fair value of financial assets and liabilities that are regularly measured at fair value according to the valuation hierarchies:**

Assessed valuation hierarchies at fair value - financial instruments EUR'000	30.09.2017	Level 1	Level 2	Level 3
<b>Financial assets at fair value through profit and loss</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
thereof securities	0	0	0	0
thereof stock options held for trading	0	0	0	0
<b>Financial assets at fair value through equity</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Liabilities at fair value through profit and loss</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
thereof interest rate swaps	0	0	0	0
<b>Liabilities at fair value through equity</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

**Fair value of financial assets and liabilities that are not regularly measured at fair value according to the valuation hierarchies:**

EUR'000	30.09.2017	Level 1	Level 2	Level 3
<b>Fair value of financial assets valued at (continued) acquisition costs</b>				
Trade receivables	83,953	0	83,953	0
Receivables from construction contracts (PoC)	20,925	0	20,925	0
Other receivables	3,060	0	1,677	1,383
Finance lease receivables	19,321	0	19,321	0
<b>Total</b>	<b>127,259</b>	<b>0</b>	<b>125,876</b>	<b>1,383</b>
<b>Fair value of financial liabilities valued at (continued) acquisition costs</b>				
Liabilities to banks	343,996	0	0	343,996
Purchase price liabilities	14,116	0	0	14,116
Trade payables	19,439	0	19,439	0
Other financial liabilities	6,624	0	4,285	2,339
Financial lease obligations	13,308	0	13,308	0
<b>Total</b>	<b>397,483</b>	<b>0</b>	<b>37,032</b>	<b>360,451</b>

**POST BALANCE SHEET EVENTS**

Essential events were not noted after the closing date.

**SEGMENT REPORTING**

In accordance with IFRS 8 „Operating Segments“ the activities of CompuGroup Medical SE are divided into operating segments for segment reporting purposes.

A classification based on the individual products or services is applied for controlling purposes and for the allocation of resources. Six operating segments result from this classification. These six operating segments are aggregated into the three reporting segments HPS I (Health Provider Services I), HPS II (Health Provider Services II) and HCS (Health Connectivity Services).

The board of directors as Chief Operating Decision Maker evaluates the performance of the three reporting segments based on the reporting system and takes decisions on the allocation of resources. For the evaluation of the performance of the operating segments, the board of directors use „Earnings before interest, tax, depreciation and amortization“ (EBITDA) as key performance indicator, which represents the result of the individual segment.

## Explanatory Notes Continued

### Segment Reporting

as at 30 September 2017

EUR'000	Health Provider Services I (HPS I)			Health Provider Services II (HPS II)			Health Connectivity Services (HCS)		
	2017	2016	2016	2017	2016	2016	2017	2016	2016
	Jan - Sep	Jan - Sep	Jan - Dec	Jan - Sep	Jan - Sep	Jan - Dec	Jan - Sep	Jan - Sep	Jan - Dec
Sales to third parties	319,113	306,370	422,801	54,562	52,982	74,512	44,969	47,120	62,764
Sales between segments	5,732	4,811	7,202	8,049	8,347	11,624	5,241	4,427	6,717
<b>Segment Sales</b>	<b>324,845</b>	<b>311,181</b>	<b>430,003</b>	<b>62,611</b>	<b>61,328</b>	<b>86,136</b>	<b>50,210</b>	<b>51,547</b>	<b>69,480</b>
thereof recurring sales	243,562	234,871	314,271	33,032	30,871	41,538	14,921	14,751	18,842
Capitalized inhouse services	4,214	1,975	3,648	0	200	200	123	200	559
Other income	3,010	2,389	3,702	2,016	1,566	2,885	3,073	610	2,443
Expenses for goods and services purchased	-59,839	-55,193	-78,009	-11,922	-13,115	-19,662	-14,361	-16,001	-24,401
Personnel costs	-126,199	-118,653	-161,409	-35,514	-34,793	-48,829	-15,487	-17,325	-21,292
Other expense	-56,299	-50,164	-74,691	-9,898	-8,717	-13,738	-9,127	-9,544	-11,184
<b>EBITDA</b>	<b>89,732</b>	<b>91,535</b>	<b>123,245</b>	<b>7,294</b>	<b>6,470</b>	<b>6,991</b>	<b>14,431</b>	<b>9,486</b>	<b>15,605</b>
in % of sales	27.6%	29.4%	28.7%	11.6%	10.5%	8.1%	28.7%	18.4%	22.5%
Depreciation of property, plants and tangible assets									
Amortization of intangible assets									
Impairment for financial assets									
<b>EBIT</b>									
Results from associates recognised at equity									
Financial income									
Financial expense									
<b>EBT</b>									
Taxes on income for the period									
Profit for the period from discontinued operations									
<b>Consolidated net income for the period</b>									
in % of sales									
<b>CASH NET INCOME*</b>									

\*Cash net income: net income before minority interests plus amortization on intangible assets except amortization on in-house capitalized software.

All other Segments			Sum Segments			Consolidation			CGM Group		
2017	2016	2016	2017	2016	2016	2017	2016	2016	2017	2016	2016
Jan - Sep	Jan - Sep	Jan - Dec	Jan - Sep	Jan - Sep	Jan - Dec	Jan - Sep	Jan - Sep	Jan - Dec	Jan - Sep	Jan - Sep	Jan - Dec
175	34	118	418,819	406,506	560,195	0	0	0	418,819	406,506	560,195
2,903	2,228	3,130	21,924	19,812	28,673	-21,924	-19,812	-28,673	0	0	0
3,078	2,262	3,248	440,743	426,318	588,868	-21,924	-19,812	-28,673	418,819	406,506	560,195
9	9	12	291,524	280,501	374,662	0	0	0	291,524	280,501	374,662
5,049	4,154	5,514	9,386	6,528	9,922	354	291	397	9,740	6,819	10,318
2,965	4,117	4,826	11,064	8,682	13,855	-3,809	-2,260	-5,925	7,255	6,422	7,930
-274	-33	-73	-86,396	-84,343	-122,145	13,654	11,091	17,784	-72,742	-73,252	-104,361
-8,499	-8,091	-9,853	-185,699	-178,862	-241,384	-15,015	-13,766	-18,699	-200,714	-192,628	-260,083
-9,985	-9,681	-14,600	-85,309	-78,105	-114,213	14,544	13,721	25,881	-70,765	-64,384	-88,332
-7,666	-7,272	-10,938	103,790	100,218	134,903	-12,197	-10,735	-9,236	91,593	89,483	125,667
			23.5%	23.5%	22.9%				21.9%	22.0%	22.4%
									-6,612	-5,785	-8,424
									-21,394	-25,587	-35,399
									0	0	0
									63,586	58,111	81,844
									-708	-668	-1,409
									2,152	2,893	8,086
									-17,706	-11,012	-14,308
									47,324	49,325	74,213
									-18,615	-17,347	-29,743
									0	0	0
									28,709	31,977	44,470
									7.1%	7.9%	7.9%
									48,450	54,449	76,698

# Additional Information

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## FINANCIAL CALENDAR 2017

Date	Event
09 November 2017	Interim Report Q3 2017
05 February 2018	Preliminary Q4/Full Year Report 2017
29 March 2018	Annual Report 2018
03 May 2018	Interim Report Q1 2018
15 May 2018	Annual General Meeting
09 August 2018	Interim Report Q2 2018
18 Oktober 2018	Investor and Analyst Conference
08 November 2018	Interim Report Q3 2018

## SHARE INFORMATION

The CompuGroup share finished the third quarter with a closing price of EUR 47.92. The average closing share price increased by 4 percent from EUR 47.26 (Q2/2017) to EUR 49.24 (Q3/2017).

The highest quoted price during the quarter was EUR 51.80 on 3 August 2017 and the lowest price EUR 45.53 on 7 August 2017.

The trading volume of CompuGroup shares was 3.1 million shares during the third quarter, up 6 percent compared to the previous quarter. On average, the daily trading volume was approximately 48,000 shares (daily average in 2016: approximately 42,000).

By the end of September 2017, a total of five analyst companies were covering the CompuGroup Medical share on a regular basis. The forecast price targets ranged from EUR 51.50 to EUR 60.00. Two analysts rated the shares a "buy" and three analysts as "hold" or "neutral".

## CONTACT

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# Management Responsibility Statement

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To the best of our knowledge, and in accordance with applicable accounting principles for interim financial reporting, the consolidated interim financial statements give a true and fair view of the net assets, financial position and results of operations of the Group, and the Group interim management report includes a fair review of the development and performance of the business and the position of the Group, together with a description of the principal opportunities and risks associated with the expected development of the Group over the remainder of the financial year.

Koblenz, 9 November 2017

**CompuGroup Medical Societas Europaea**  
**The Management Board**



Frank Gotthardt



Frank Brecher



Uwe Eibich



Christian B. Teig

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**Synchronizing Healthcare**



**CompuGroup  
Medical**