

nexus / *ag*

”

NEXUS stands for a modern software platform that not only enables a paperless hospital, but also ensures that many processes, such as the writing of reports, can be completed 80% faster.

“

Why to invest in Nexus?

- + Attractive and non-cyclical markets with structural growth of 5-7% p.a.
- + Strong market position in HIS and even stronger in DIS applications
- + Modern and most comprehensive product suite in Europe
- + Extraordinary stable and profitable growth track record delivered by incumbent management team incl. a large number successful M&A transactions over last 20+ years
- + Scalable software business model with historically high recurring revenues (>50%), high EBITDA margins (>20%) and a strong cash conversion (>60%)
- + ESG embedded in daily processes and recognized by strong GAIA rating

E-Health Market Opportunity: Market Size

Healthcare Market

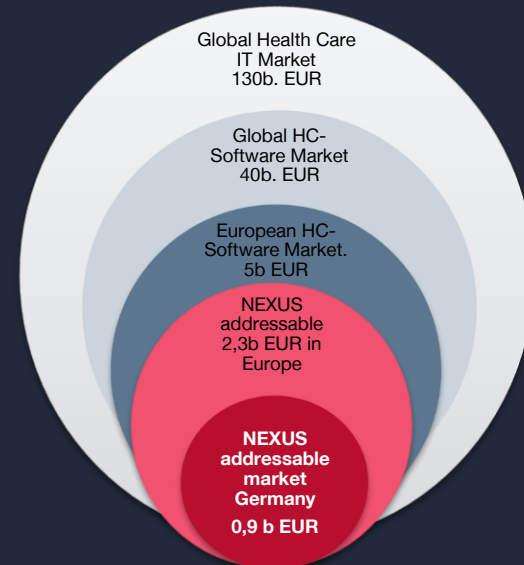
Between 8% and 17% of the labor market in European countries work in health care



Between 10% and 12% of GDP is spent in health care growing by 6-8% annually

Healthcare Software

- + Health Care Software Market is growing by 5-7% p.a.
- + NEXUS total addressable Clinical Software market **2,3 b EUR**
- + NEXUS total addressable Clinical Software market in Germany **0,9 b EUR**



E-Health Market Opportunity: Growth Drivers

General Trends

Aging Population



Digital Transformations



Software as a Service



Integrated Care Systems



Artificial Intelligence



Post COVID Programs and Regulations

KHZG and other regulations

Germany „KrankenhauszukunftsGesetz“:
4,3 b EUR spent between 2022 and 2024/27

Other European Projects



Source: BNP Paribas Exane estimates

E-Health Market Opportunity

HIS-Competition in EU

CGM CompuGroup Medical

nexus|ag

Dedalus

+ Acquired:
 + Cerner-G/SP (0.25 b EUR)
 + Diagnostic Companies

ORACLE

+ Acquired
 CERNER US (28,3 b EUR)

~~SAP~~

~~PHILIPS~~

Epic

EUROPE

+ Acquired
 + Agfa Healthcare (app. 1 b EUR)
 + DXC Healthcare & more (app. 0.7 b EUR)
 + Diagnostic Companies

International Players

EMIS

System C Connected Care

ChipSoft

mesalvo i-Solutions / Meona

indra

MEDASYS a Dedalus Company

SOFTWAY MEDICAL HEALTHCARE SOLUTIONS

maincare

ENGINEERING

HEALTHCARE SOLUTIONS

EUROPE

GSSECO

Local Players

- + Small number of competitors
- + High entrance barriers
- + Oracle is focusing on the US market
- + After acquisitions: Restructuring phase

- + Local players remain strong in many countries
- + Challenge to internationalize
- + Economies of scale are critical

SAP / IS-H and i.s.h. med is discontinued

SAP: IS-H (Billing Modul) end of life by 2027



Realignment of administrative solutions in many facilities



Oracle: i.s.h.med end of life due to technical dependency on SAP: IS-H



Interoperable solutions are becoming more important



NEXUS wins first IS-H, i.s.h. med tender in Landau



+ SAP's and Oracle's product replacements will **change** the competitive landscape until 2027

At a Glance

Business Definition

- + Software company focused solely on Healthcare
- + Selling licences/ maintenance, SaaS in NL, France
- + 65% recurring revenue (50,4 % Maintenance, 5% SaaS – parts of Service included)
- + Long-term contracts with over 6.000 customers

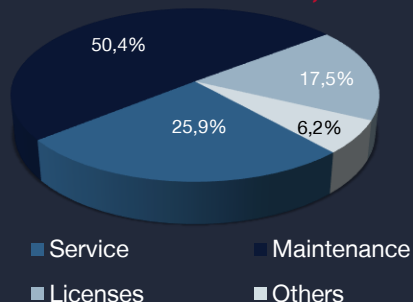
Product Position

- + Most complete solution with a unique user-interface
- + Fully modularized and interoperable
- + New technology to generate diagnostic reports
- + Unique diagnostic platform

Market Position

- + Active in 8 countries through country organizations
- + Selling in 42 countries through partners
- + Positions No. 3: DE, PL, NL, AU, No. 2: CH, F (Pr)
- + Focus: Specialized Hospitals, Psychiatry, REHAB
- + Number of employees 08/2023 ~1,802

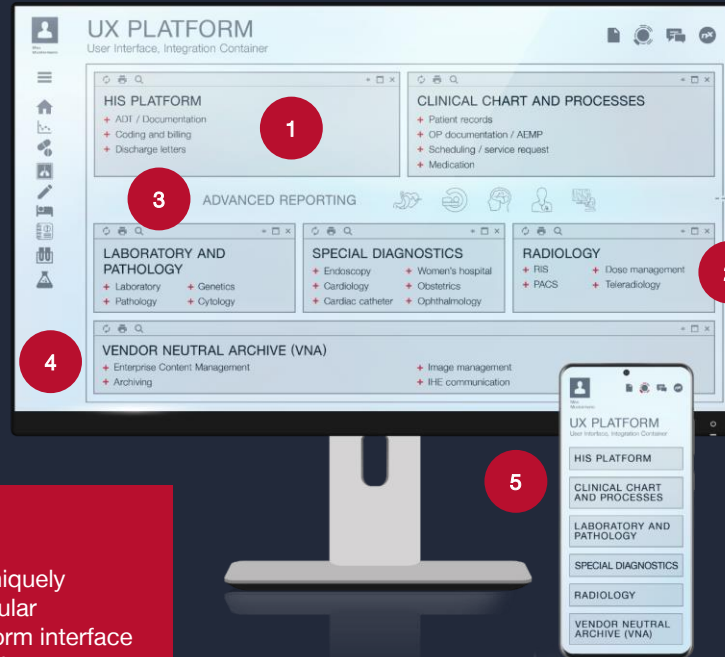
Sales structure Total: 209,1 m EUR



ONE / NEXUS software solutions

The NEXUS product strategy

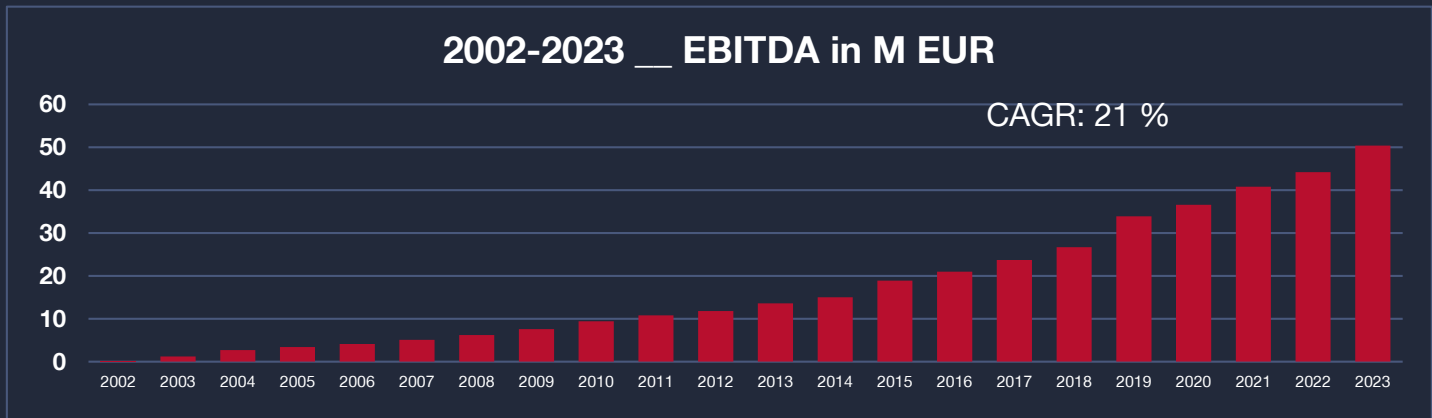
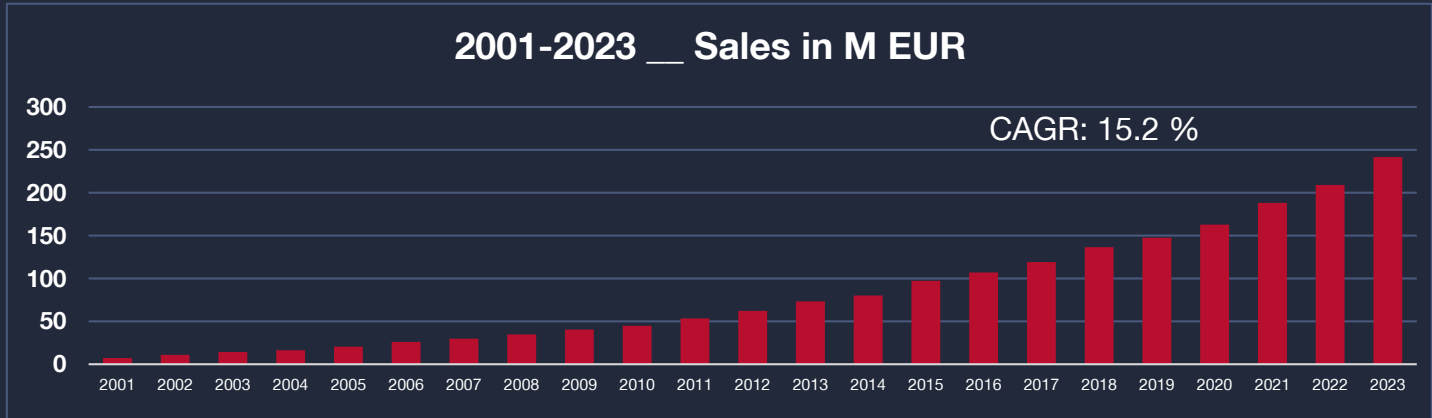
- 1 HIS platform
- 2 DIS platform
- 3 Advanced Reporting
- 4 VNA platform
- 5 Mobile platform
- 6 Communication platform



ONE / NEXUS SOLUTIONS

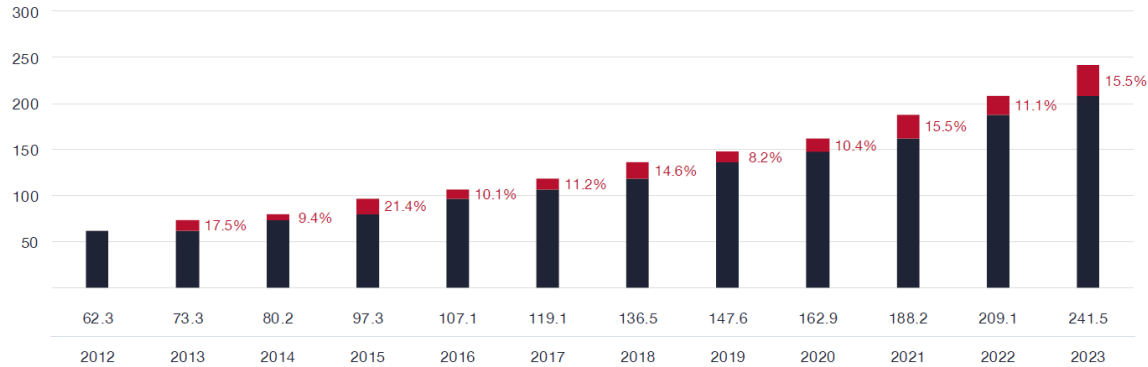
Our interoperable ONE / NEXUS solutions are uniquely positioned on the market: We focused on a modular architecture and special applications with a uniform interface at an early stage. This is a step that anticipated the current market development.

20+ years profitable growth

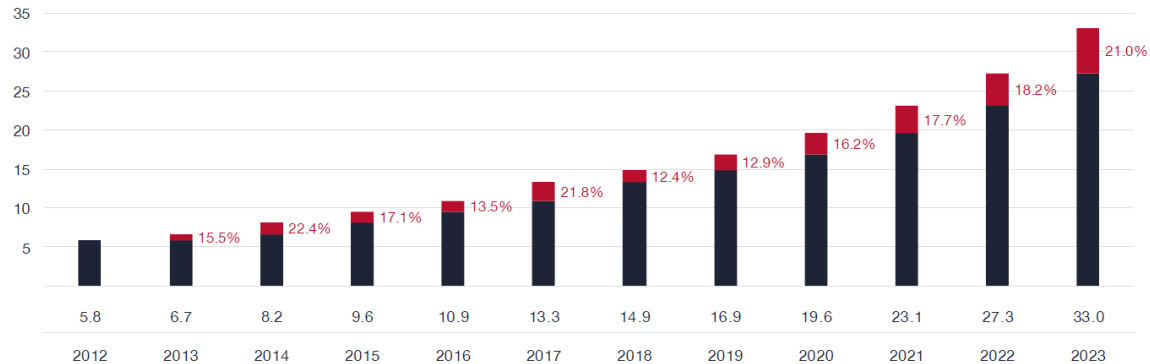


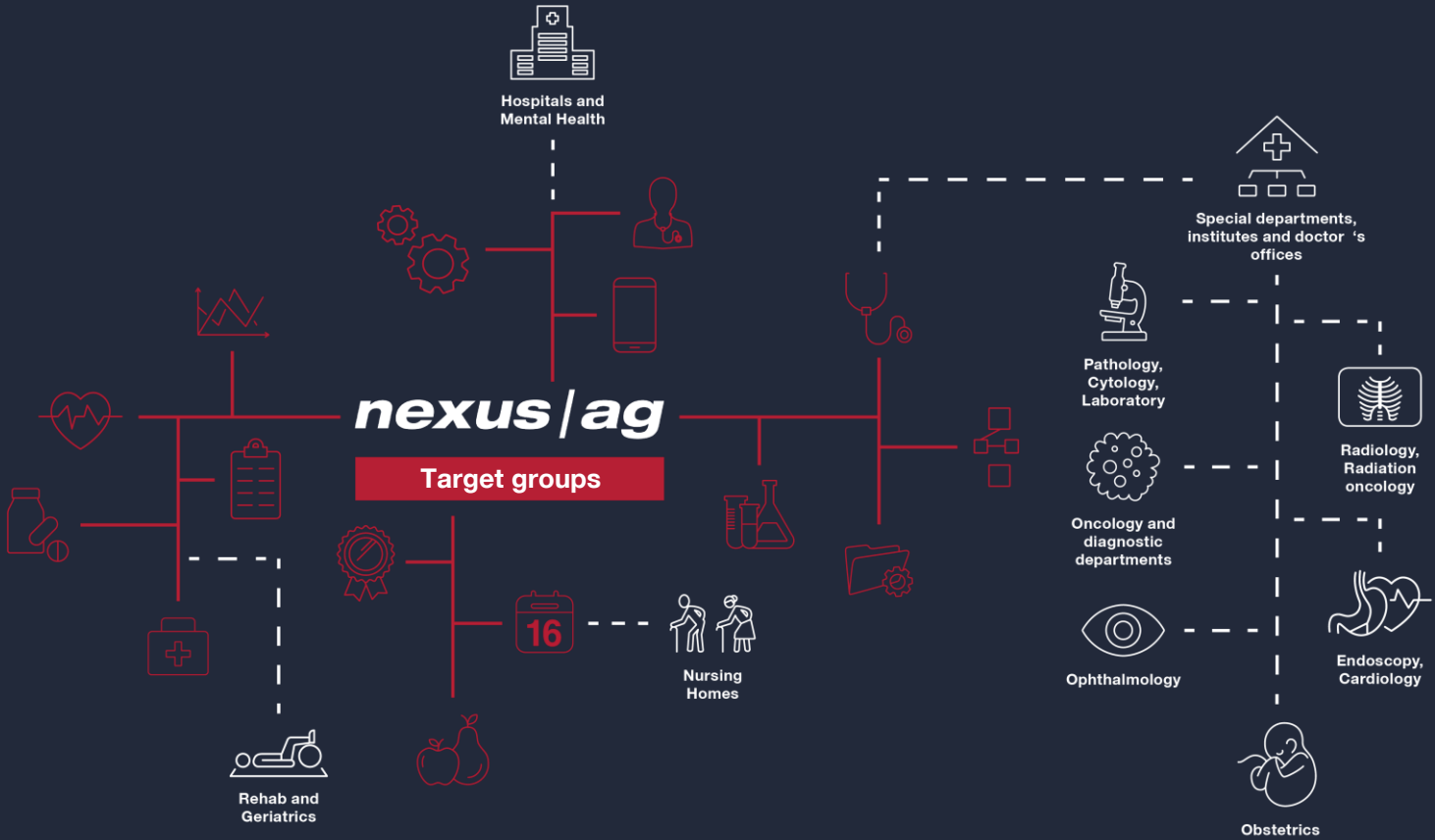
NEXUS – Annual Report Figures 2023

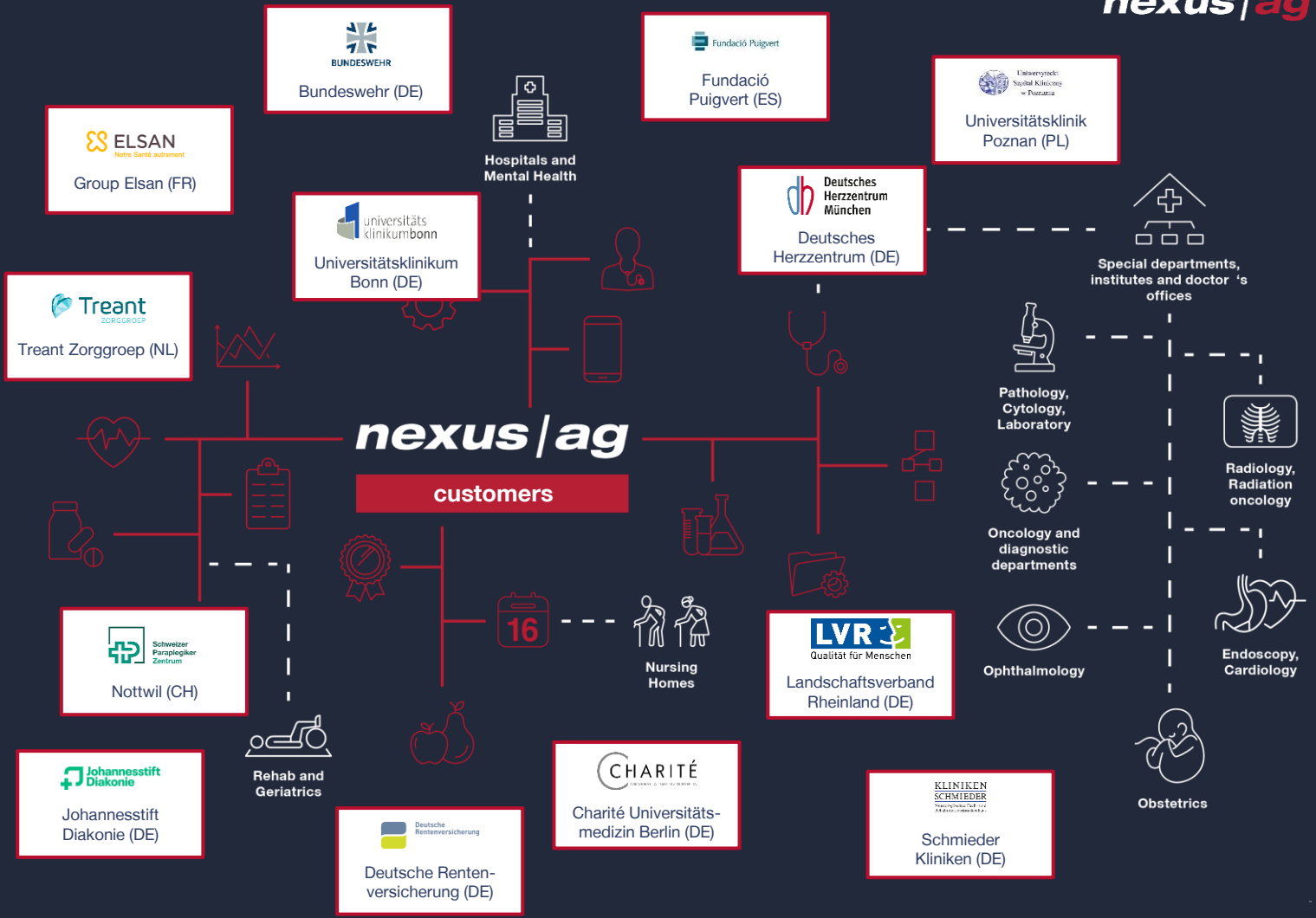
2012 to 2023 __ Group Sales in EUR million



2012 to 2023 __ EBT in EUR million







Interesting Projects 2023

Germany

- + NEXUS wins first tender of IS-H / i.s.h.med-System replacement in **Landau** – 3 Hospitals

France

- + NEXUS wins HIS tender of UENOS Group, Important decision in the private hospital market

Netherlands

- + NEXUS wins tender Sint Maartens Klinik in Woerden – First replacement of CHIPSOFT
- + REHAB-Clinic De Hoogstraat Revalidatie, Utrecht decides for NEXUS as HIS

Poland

- + Nexus wins first tender of IS-H / i.s.h.med-System replacement in **Landau** – 3 Hospitals

Innovations 2023



Leading Performance NEXUS / ADVANCED REPORTING

The speed of diagnosis
NEXUS / ADVANCED REPORTING is the best at its class. It's faster, simpler, and more powerful than any other reporting tool. It's the only one that can handle the most complex reports and still be easy to use. It's the only one that can handle the most complex reports and still be easy to use.



- NEXUS / ADVANCED REPORTING improves documentation time by up to 80%
- Strong USP for **IS-H** and **i.s.h.med** replacement



Leading Performance Make Better Decisions Every Day.

Make better decisions every day. NEXUS is the only reporting tool that can handle the most complex reports and still be easy to use. It's the only one that can handle the most complex reports and still be easy to use.



- Strong investments in AI integration in radiology, endoscopy and urology
- Integrated chatGPT in report writing
- Structured language as a base of NAR

Major Claim: Increased efficiency in report generation by 80%



Leading Performance A Look into the Genes.

A Look into the Genes
NEXUS is the only reporting tool that can handle the most complex reports and still be easy to use. It's the only one that can handle the most complex reports and still be easy to use.



- Leading diagnostic platform
- investment in genetics and LAB-order management
- increased market share in endoscopy & urology
- Challenges in ophthalmology



Leading Performance All Data Are Always Available Reliably.

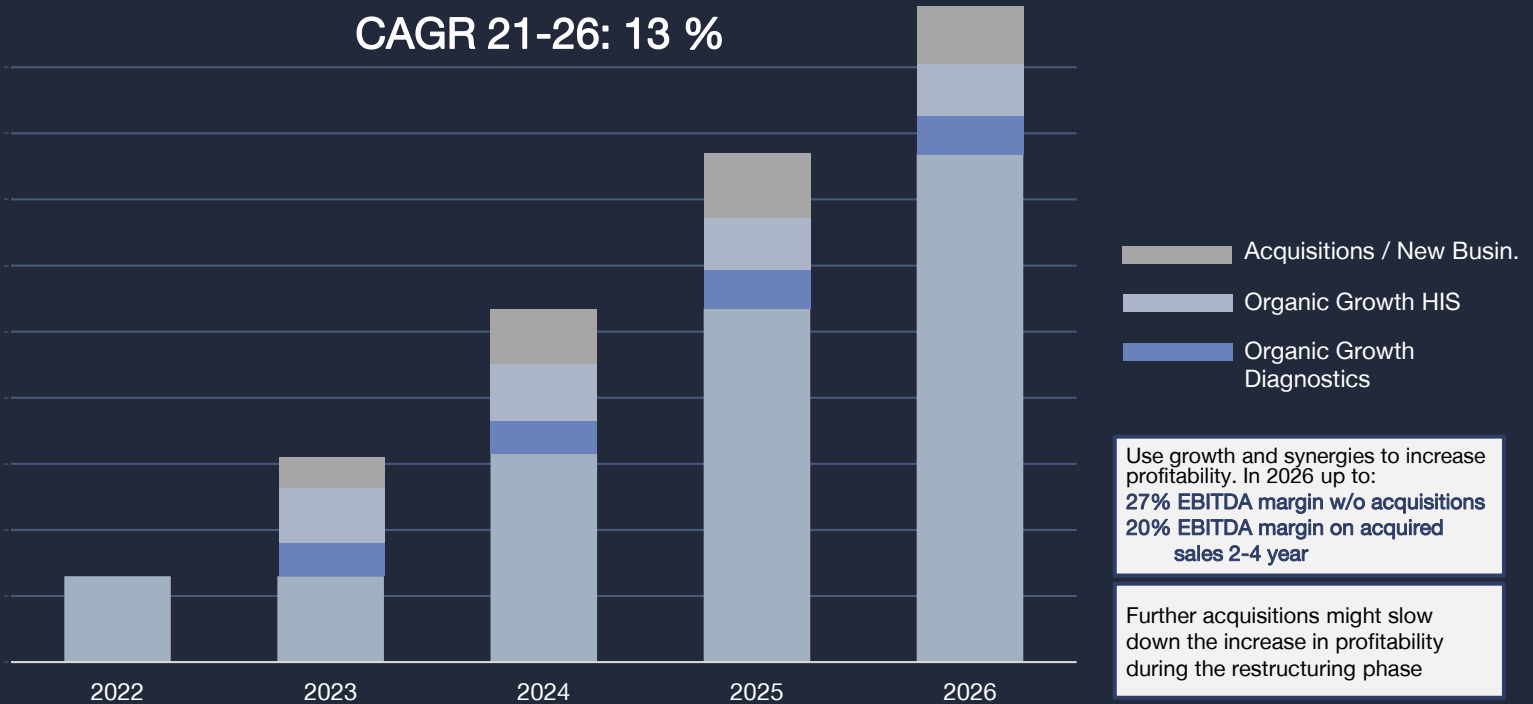
All Data Are Always Available Reliably
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- Strong focus on VNA
- Interoperability vs monolithic systems as NEXUS USP

NEXUS OUTLOOK 2022-2026

CAGR 21-26: 13 %



Use growth and synergies to increase profitability. In 2026 up to:
27% EBITDA margin w/o acquisitions
20% EBITDA margin on acquired sales 2-4 year

Further acquisitions might slow down the increase in profitability during the restructuring phase

ESG Reporting

Ratings

Top 5 companies in the sub-sector

The companies listed below are the best performing ESG companies under our coverage and are in the same sub-sector as Nexus, i.e. the Health Care Equipment & Services sub-sector.

- Top 1
GVS SpA
- Top 2
Agfa-Gevaert
- Top 3
Ypsomed Holding AG
- Top 4
Nexus
- Top 5
Amplifon

+ NEXUS ESG-Rating is always above benchmark and has improved annually

ESG Scorecard



Overall score over 3 years



The table below shows the ESG rating under the Gaia 2021 benchmark for the three years of assessment. The scores range from 0 to 100, 100 being the highest score.

ISS ESG Ratings

NEXUS AG's last governance data profile update, Aug 23, 2022

Category	Score
Governance	2
Board Structure	7
Compensation	1
Shareholder Rights	1
Audit/Risk	1

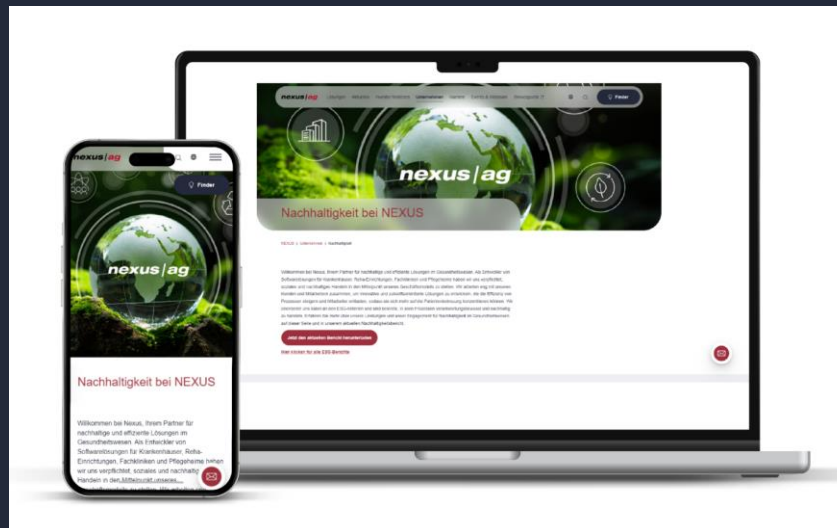
Lower Governance Risk = 1
Higher Governance Risk = 10

[View QualityScore](#)

Sustainability

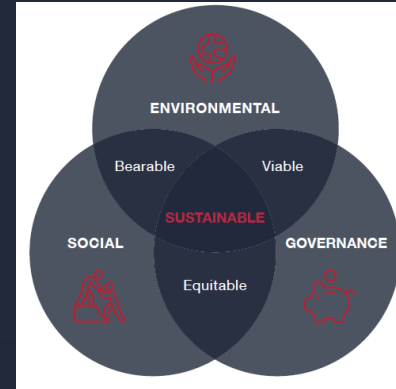
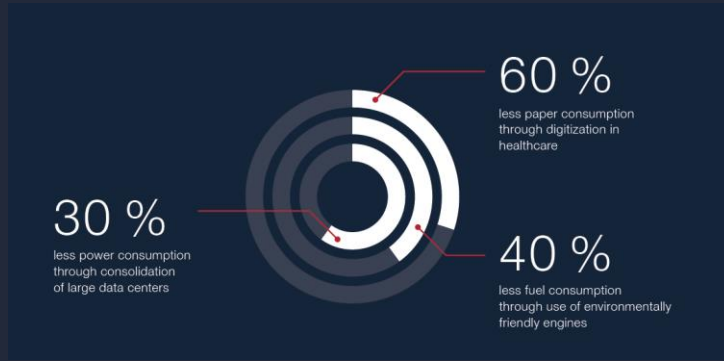
Sustainability Reporting 2023

- + 30% less power consumption by merging the data centers
- + 60% less paper consumption through digitization in the healthcare sector
- + 40% less fuel consumption through the use of environmentally friendly engines



NEXUS Sustainability Reporting 2023

the most important key figures at a glance



0 Data protection violations

0 Security Breaches

1.5 Corporate Carbon Footprint; CO₂ Footprint 2023



Minimizing our own ecological footprint is very important to us. As a software provider, our impact is focused on energy consumption in offices and employees, who commute to work, as well as on servers and infrastructure.

In fiscal year 2023, we calculated Scope 1+2, according to GHG protocol. The NEXUS Group emitted a total of 2,415 tons of CO₂ equivalents (**2,415 tons of CO₂eq**). Based on our performance in millions of sales, this means an output of **11.01 t of CO₂eq per million sales in 2023 (2022: 11.61 t of CO₂eq per million sales)**. Compared to the previous year, this represents a reduction of 5.17%.

Contact



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