



# Financial Highlights for the 1<sup>st</sup> Quarter 2023 and 2022

	Q1 2023	Q1 2022	Change
Sales and operating result	KEUR	KEUR	(in %)
Sales	55,020	49,498	11.2
Segment revenues NEXUS / DE (unconsolidated)	19,074	16,373	16.5
Segment revenues NEXUS / DIS (unconsolidated)	12,633	11,860	6.5
Segment revenues NEXUS / ROE (unconsolidated)	25,761	23,396	10.1
Domestic sales	28,815	25,713	12.1
Sales in foreign countries	26,205	23,785	10.2
EBITDA	11,602	10,175	14.0
EBITA	8,721	7,161	21.8
EBIT	7,688	5,985	28.5
EBT	8,074	5,669	42.4
Consolidated net income	5,654	4,393	28.7
Cash flow from operating activities	22,447	27,971	-19.7
Earnings per share (undiluted ) in EUR	0.33	0.26	26.9
Earnings per share (diluted ) in EUR	0.33	0.26	26.9
Ongoing development costs and depreciations			
Capitalization of software developments	936	591	58.4
Total depreciation	3,914	4,190	-6.6
Acquisition-related depreciation from purchase price allocation	1,033	1,176	-12.2
Assets and equity capital			
Non-current assets	183,549	184,511 <sup>1)</sup>	-0.5
Current assets	189,477	159,685 <sup>1)</sup>	18.7
Liquid assets including shortterm financial depositions	129,158	110,019 <sup>1)</sup>	17.4
Equity capital	243,434	238,946 <sup>1)</sup>	1.9
Share price (closing price, Xetra, in EUR)	54.80	54.20	1.1
Employees (quarterly average)	1,601	1,504	6.4

<sup>1)</sup> Key date 31/12/2022

*As rounded figures are used in this report, it is possible that the totals and calculated percentage figures may vary slightly.*

# Letter to our Shareholders

Dear Shareholders:

the **first quarter of 2023** was **characterized by an extraordinarily lot of new events and was tense** in our industry. In Germany, the **Ministry of Health** has triggered intensive discussions with a new digitization strategy and reform proposals for hospital financing. On the **vendor side**, SAP and Oracle have discontinued parts of their healthcare offering, which has created a lot of uncertainty on the customer side. In addition, the temporary **funding programs** in Germany and France put customers under strong pressure to implement them. Overall, the current environment is characterized by **uncertainty**, especially since the topics of the war in Ukraine, inflation and shortage of skilled workers put an additional strain on the overall mood.

On the **positive side**, however, our industry, and NEXUS in particular, continues to be seen as a problem-solver and forward-thinking industry.

**In the first quarter, we were also able to confirm this view** in an impressive manner thanks to a substantial amount of incoming orders. In Holland, we were able to **win three large HIS tenders** and significantly strengthen our market position. The hospitals of the Poznan region in **Poland** chose NEXUS, and the hospitals of the UNEOS Group in **France** bought our HIS.

We have won numerous orders under the Hospital Future Act (KHZG) In Germany. In addition, we received major orders from the BG Hospital Group for our Vendor Neutral Archive (VNA), from the University Hospital Bonn and the Ludwigshafen Hospital in the laboratory sector as well as from Warendorf in the special diagnostics sector. In the HIS sector, we were able to win tenders in Altenburg and Coppenbrügge.

In addition to the high level of incoming orders, we also managed to **significantly increase sales and operating result in the first quarter of 2023**, thus successfully continuing our growth history.

Our sales increased by approx. **11.2%** to **KEUR 55,020** in the first drei months compared to the previous year. Our earnings before interest and taxes (EBIT) increased by approx. 28.5% to KEUR 7,688 and the EBT by 42.4% to KEUR 8,074. The result per share increased by 26.9% from EUR 0.26 (3M 2022) to EUR 0.33. We are able to

present an outstanding result for the first quarter with an **EBITDA of approx. KEUR 11,602**.



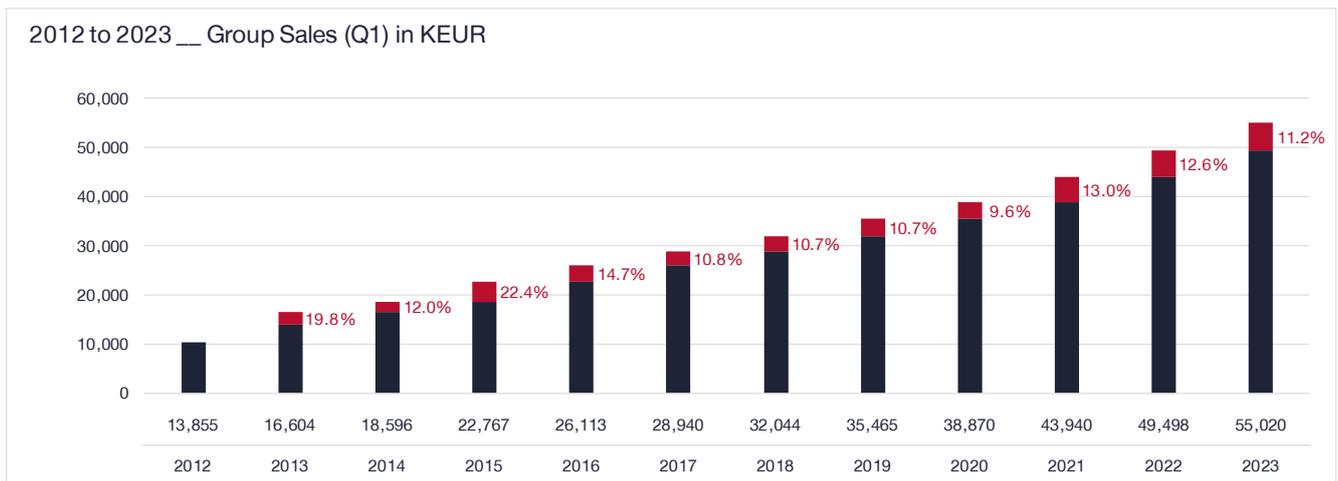
— Dr. Ingo Behrendt Chief Executive Officer (CEO)

The first quarter was mainly dominated by **development and marketing topics**. Due to the changes that SAP and Oracle published **to their product strategy**, there will be completely new sales opportunities in some European markets in the coming years, which we want to take advantage of at an early stage. To prepare for this, we have already initiated special development and marketing programs in Q4-2022, which are intended to give us a competitive advantage here. We expect the programs to complement our development road map in 2023 and 2024.

**In addition to these new opportunities, our product innovations** “NEXUS / ADVANCED REPORTING”, NEXUS / PORTAL and NEXUS / VNA continues to be the focus of our development strategy. We have been working for some time on these new developments, which are now associated with the increased spread and acceptance of **artificial intelligence** (e.g., ChatGPT). The creation of diagnostic statements and diagnoses based on image analysis, predefined terminology and experience knowledge (AI) has been facilitated considerably. The goal of our developments is to produce findings significantly faster and of higher quality as well as to include the rapid expansion of AI.

It shows that we are able to realize strong growth, margin improvement and development projects at the same time in this phase. This is certainly thanks to our **product and technology strength**, which is currently paying off.

In the first months of 2023, we were also able to implement three **company acquisitions** that strengthen NEXUS / Germany, our national



company NEXUS / SWITZERLAND and ifa systems AG. The subsidiary of NEXUS, ifa systems AG, was able to significantly accelerate its cloud solution development in March thanks to a technology acquisition (arkandus Software GmbH, Peissenberg).

Since April 2023, NEXUS has held a 75% stake in **NEXUS / SCHAUFF GmbH, Langenfeld**. The company creates patient management and queuing systems and thus ideally complements the NEXUS / product portfolio. The NEXUS platform strategy will be expanded to include integrated patient logistics in a hospital. The focus is on continuous digital process support, time-savings and increasing patient comfort. The small, highly specialized team of NEXUS / SCHAUFF will support these topics nationally and internationally in the future.

In May 2023, we strengthened our position in the digitization of long-term care with the acquisition of 90% of the Swiss solution provider SmartLiberty SA, Le Landeron (Switzerland). SmartLiberty SA is a leading provider of digital alerting and communication solutions and is a leading company in this field with approximately TCHF 8,000 in sales and more than 40 employees. The collaboration between NEXUS and SmartLiberty aims to accelerate the digitization of nursing homes in Europe thanks to innovative, comprehensive solutions.

**Highlights Q1 2023– Business Development**

- + Strong sales increase in the first quarter +11.2%
- + Major tenders won in Germany, the Netherlands, France and Poland
- + Preparation (development / marketing) for tenders to replace discontinued systems

Our **share price** has developed less satisfactorily. Despite excellent results and good prospects, the price is hardly changing.. After a significant rise in the share price in April, it has fallen significantly again. Investors were in part irritated by statements made by the German Ministry of Health. It seems that a preference or even recommendation for a foreign e-health provider has been expressed,

which has burdened the share prices of the German e-health providers.

**OUTLOOK: Take advantage of our momentum!**

The first three months of 2023 have been extremely successful for us. Growth amounting to **11% and approx. a 28% increase in EBIT are strong results!**

In addition, there are interesting **new orders**; we have succeeded in receiving surprising orders, especially in Holland and Poland. The three company acquisitions that we were able to realize in the first few months round out this successful period.

We want to start into the further quarters of the year with this momentum. The opportunities created by the state programs and, more recently, by the discontinuation of competitive systems are the best prerequisites. One **prerequisite** is undoubtedly whether our customers have sufficient capacity to implement their projects. There are obviously challenges in this respect related to the high project load and the shortage of skilled workers. We know how tense the situation is with our customers and work together with them on solutions.

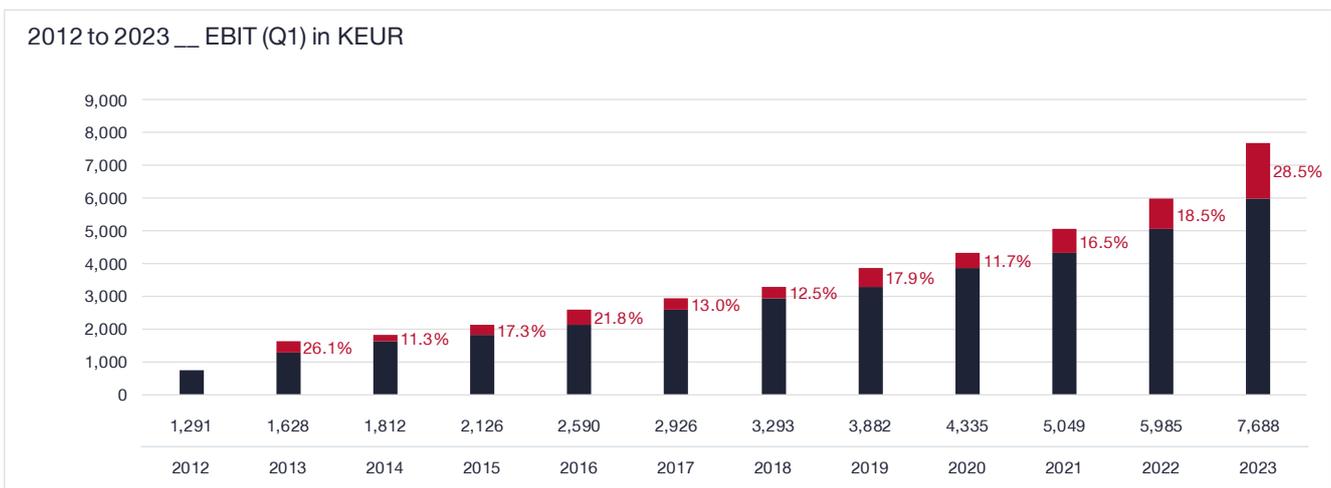
We are **still very optimistic** about the remaining year in 2023 and want to use the momentum of the first quarter to achieve the goals of the entire year. The Nexus team is firmly committed to this and is looking forward to the task.

Warm regards,



Dr. Ingo Behrendt

Chief Executive Officer



# Interim Annual Report

## REPORT ABOUT THE PROFIT, FINANCIAL AND ASSET SITUATION

NEXUS Group sales increased from KEUR 49,498 to KEUR 55,020 (+11.2%) in the first three months of the year 2023. The stable, positive sales development of NEXUS Group of recent years could be continued with that.

In the NEXUS / ROE Division, sales of KEUR 25,761 were achieved after KEUR 23,396 (3M-2022), i.e., approx. 10.1% higher than in the previous year. Additionally, sales increased from KEUR 16,373 (3M-2022) to KEUR 19,074 (+16.5%) in the NEXUS / DE Division. In the NEXUS / DIS Division, sales of KEUR 12,633 were achieved after KEUR 11,860 (3M-2022) (+ 6.5%).

Based on the regional development of sales, we were able to increase sales in Germany by 12.1 % to KEUR 28,815 (3M-2022: KEUR 25,713). In international business, we achieved sales of KEUR 26,205 in the first quarter 2023 compared to KEUR 23,785 in the previous year (+10.2%). Sales in Poland (+51.9%) are increasing substantially, the Netherlands (+10.2%), France (8.7 %), Austria (+7.6%) and Switzerland (+6.1%) are increasing substantially. No significant sales were generated and consolidated by the companies acquired in the first quarter of 2023.

Consolidated earnings before income interest and taxes (EBIT) developed very positively. They improved by 28.5% to KEUR 7,688 (3M-2022: KEUR 5,985). Earnings before taxes rose even more sharply, rising from KEUR 5,669 to KEUR 8,074 (+42.4%). This included the significantly improved financial result due to rising interest rates. A value of KEUR 8,721 was achieved in EBITA and consequently was 21.8% over the value of previous year (3M-2022: KEUR 7,161). EBITDA reached KEUR 11,602 in the first quarter of 2023 (3M-2022: KEUR 10,175) and consequently was 14.0% higher than in the previous year. The non-recurring costs for the integration of the new companies amounted to KEUR 832 in the first quarter of 2023. The companies acquired in the first quarter of 2023 did not generate and consolidate a significant contribution to EBIT.

The cash flow from operating activities in the ersten quarter was KEUR 22,447 (3M-2022: KEUR 27,971 and consequently less than in the previous year. However, it still represents a high value. We had to pay significantly lower tax payments in the first months in the previous year. In addition, we have agreed on later payments for large-scale Hospital Future Act (KHZG) projects due to the funding regulations.

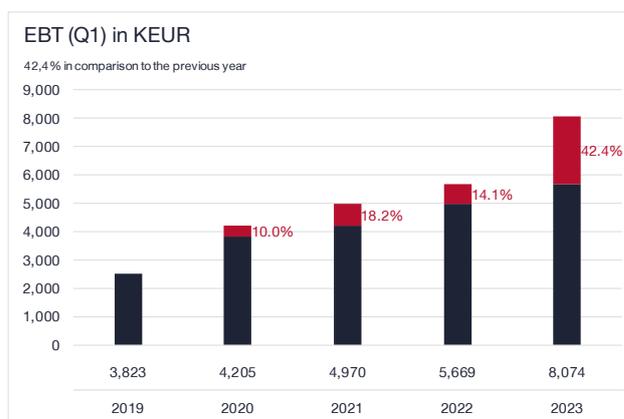
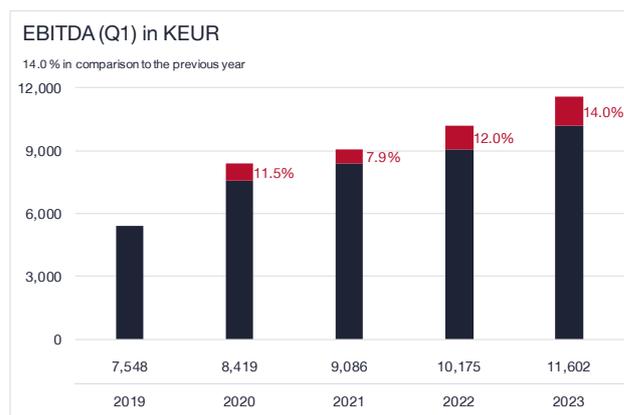
The consolidated surplus increased by 28.7% and amounted to KEUR 5,654 for the first quarter 2023 following KEUR 4,393 (3M-2022). The undiluted result per share amounted to EUR 0.33 (previous year: EUR 0.26) (diluted: EUR 0.33; previous year: EUR 0.26). Cash resources including short-term financial assets amounted to KEUR 129,158 on 31/03/2023 (31/12/2022: KEUR 110,019).

Investments in tangible and intangible assets were made in the amount of KEUR 1,499 in the first quarter 2023 (3M-2022: KEUR 1,152). This includes KEUR 936 (3M-2022: KEUR 591) for capitalizing software developments.

The balance sheet total increased from KEUR 344,196 to KEUR 373,026 compared to 31/12/2022 (+8.4%). Intangible assets, goodwill and balanced-out deferred taxes add up to a total of KEUR 151,434 following previously KEUR 153,072 (31/12/2022). Receivables from customers amount to KEUR 37,900 following KEUR 38,154 on 31/12/2022.

## EMPLOYEES

NEXUS Group employed an average of 1,601 people in the first three months (3M-2022: 1,504 employees).



## CHANGES IN OWNERSHIP INTEREST

The following changes were implemented in the ownership interest structure:

- + Ifa systems AG acquired 100% of the shares in arkandus Software GmbH, Peißenberg on 08/03/2023.

## EVENTS AFTER THE BALANCE SHEET DATE

- + Zwicky Electronic AG, Bottighofen (Switzerland), merged with NEXUS Schweiz AG, Altshofen (Switzerland) as of 01/01/2023.
- + Nexus AG acquired 75% of the shares Schauf QX GmbH, Langenfeld, on 20/04/2023. A put/call option contract exists for a further 25% of the shares.
- + As effective of 20/04/2023 Schauf QX GmbH was renamed NEXUS / SCHAUF GmbH.

- + NEXUS Schweiz AG, Altshofen (Switzerland) acquired 90% of the shares SmartLiberty SA, Le Landeron (Switzerland), on 02/05/2023. A put/call option contract exists for a further 10% of the shares.

### Finance Highlights Q1 2023

- + 42.4% increase in the EBT from KEUR 5,669 (3M 2022) to KEUR 8,074
- + 28.5 % increase in Group result for earnings before interest and taxes (EBIT) from KEUR 5,985 (3M-2022) to KEUR 7,688
- + Continuously very strong operational cash flow in the first quarter of KEUR 22,447

## SALES BY REGION

	01/01- 31/03/2023	01/01- 31/03/2022	Change
	KEUR	KEUR	%
Germany	28,815	25,713	12.1
Switzerland /Lichtenstein	12,471	11,749	6.1
Netherlands	6,382	5,793	10.2
Poland	2,044	1,346	51.9
France	1,840	1,692	8.7
Austria	1,300	1,208	7.6
Other countries	2,168	1,997	8.6
<b>Total</b>	<b>55,020</b>	<b>49,498</b>	<b>11.2</b>

## SALES BY OPERATING SEGMENTS

	NEXUS / DE		NEXUS / DIS		NEXUS / ROE		Consolidation		Group	
	Q1 2023	Q1 2022								
	KEUR									
Sales to third parties	18,465	15,976	11,336	10,525	25,219	22,997	—	—	55,020	49,498
Sales between segments	609	397	1,297	1,335	542	399	-2,448	-2,131	—	—
<b>Segment revenues</b>	<b>19,074</b>	<b>16,373</b>	<b>12,633</b>	<b>11,860</b>	<b>25,761</b>	<b>23,396</b>	<b>-2,448</b>	<b>-2,131</b>	<b>55,020</b>	<b>49,498</b>

# Group Information

## CHANCES AND RISKS REPORT

Please refer to the explanations in the Annual Report of 31/12/2022 for information about the essential chances and risks in the development of NEXUS Group. There have been no essential changes in the meantime.

## ACCOUNTING AND VALUATION

### METHODS

This interim report of the NEXUS Group of 31/03/2023 has been prepared in keeping with the International Financial Reporting Standards (IFRS) as they are applied in the EU. The interpretations of the International Financial Reporting Interpretation Committee (IFRIC) have been taken into account. The regulations of IAS 34 were observed in the interim report of 31/03/2023. This refers to a summarized report, which does not contain all information of an IFRS Group Financial Statement, and consequently this report should be read in connection with the Notes to the Group Financial Report 2022. The same accounting and valuation methods were used in the Group Financial Report for the business year 2022. The report has not been audited.

# Stock Market and Financial Data

Frankfurt stock exchange  
stock prices (5-year period)



## Investor Relations – Successful Together!

We rely on transparent, regular and timely communication in dialog with the capital market. Our goal is to build trust and work together with our investors on the success of NEXUS. We provide our investors a wide range of opportunities to exchange ideas at conferences, road shows and one-on-one meetings.

## Unternehmensprofil

Nexus AG develops and sells software solutions for the international healthcare market. With our core Hospital Information System (NEXUS / HIS) and integrated diagnostic modules, we have a unique product range, which can cover almost all functional requirements of hospitals, psychiatric institutions, rehabilitation facilities and diagnostic centers within our own product families.

NEXUS employs approx. 1,700 people, is present in seven European countries with its own sites and serves customers in an additional 71 countries via certified dealers. Thanks to continuously growing demand for NEXUS products, we have been able to build up a large customer base in recent years and regularly show increases in sales and results.

## Stock Market Prices

- + Initial listing on 02/01/2023: 55.40 EUR
- + Highest price on 18/01/2023: 57.80 EUR
- + Stock market capitalization on 31/03/2023: 948.13 M EUR
- + Closing price on 31/03/2023: 54.80 EUR

### Melanie Ilic

#### Investor Relations

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Living Interoperability

# NEXUS / ADVANCED REPORTING

The future of diagnostics:

NEXUS / ADVANCED REPORTING is the fast and intelligent way to create diagnostic findings. By integrating digital data from medical devices paired with results of artificial recognition algorithms (AI), the appropriate text structures are automatically inserted into the findings report. The generated findings-text proposals support diagnostic decision-making and consequently speed up documentation by 80 %.

NEXUS



- + Device data directly in the findings text
- + Structured entry
- + Contextual wiki (e.g., Thieme) – directly at the input
- + In all departments

# Consolidated Profit and Loss Account

	01/01/2023- 31/03/2023	01/01/2022- 31/03/2022
	TEUR	TEUR
Revenue	55,020	49,498
Capitalized development costs	936	591
Other operating income	990	1,488
Cost of goods sold	8,270	7,691
Staff costs	32,211	29,801
Impairment costs financial assets	92	12
Other operating expenses	4,771	3,898
<b>EBITDA</b>	<b>11,602</b>	<b>10,175</b>
Depreciation	3,914	4,190
<b>EBIT</b>	<b>7,688</b>	<b>5,985</b>
Financial income	546	1
Financial expenses	160	317
<b>EBT</b>	<b>8,074</b>	<b>5,669</b>
Taxes	2,420	1,276
<b>Consolidated net income</b>	<b>5,654</b>	<b>4,393</b>
Consolidated net income apportioned to:		
– Shareholders of the Parent Company	5,665	4,172
– Non-controlling interests	-11	221
Consolidated earnings per share		
Weighted average (undiluted) of issued shares in circulation (in thousands)	17,231	15,773
Weighted average (diluted) of issued shares in circulation (in thousands)	17,273	15,827
Undiluted in EUR	0.33	0.26
Diluted in EUR	0.33	0.26

# Consolidated Balance Sheet

ASSETS	31/03/2023	31/12/2022
<b>Non-current assets</b>	<b>KEUR</b>	<b>KEUR</b>
Goodwill	108,771	109,132
Other intangible assets	41,537	42,825
Fixed assets	12,716	12,681
Right-of-use assets	18,973	18,375
Contract assets	71	-
Deferred tax assets	1,126	1,115
Other financial assets	355	383
<b>Total non-current assets</b>	<b>183,549</b>	<b>184,511</b>
<b>Current assets</b>		
Inventories	1,928	994
Trade and other receivables	37,900	38,154
Contract assets	11,239	5,362
Other non-financial assets	6,443	2,170
Income tax receivables	1,113	1,465
Other financial assets	104,696	91,521
Cash and cash equivalents	26,158	20,019
<b>Total current assets</b>	<b>189,477</b>	<b>159,685</b>
<b>Total assets</b>	<b>373,026</b>	<b>344,196</b>

LIABILITIES	31/03/2023	31/12/2022
Equity	KEUR	KEUR
Subscribed capital	17,275	17,275
Capital reserves	106,255	106,227
Retained earnings	117,793	112,058
Other comprehensive income	724	1,999
Capital redemption reserve	-2,523	-2,533
<b>Shareholders' equity attributable to parent</b>	<b>239,524</b>	<b>235,025</b>
Non-controlling interests	3,910	3,921
<b>Total equity capital</b>	<b>243,434</b>	<b>238,946</b>
Non-current liabilities		
Pension obligations	7,869	7,885
Deferred tax liabilities	9,467	8,643
Other financial liabilities	8,505	8,716
Lease liabilities	15,085	14,313
Accrued liabilities	100	-
<b>Total non-current liabilities</b>	<b>41,026</b>	<b>39,557</b>
Current liabilities		
Accrued liabilities	4,236	4,492
Deferred financial liabilities	13,852	15,793
Other non-financial liabilities	1,818	3,843
Trade payables	7,252	9,989
Contract liabilities	44,267	16,610
Other financial liabilities	1,752	1,548
Income tax liabilities	11,061	9,060
Lease liabilities	4,329	4,358
<b>Total current liabilities</b>	<b>88,566</b>	<b>65,693</b>
<b>Balance sheet total</b>	<b>373,026</b>	<b>344,196</b>

# Consolidated Cash Flow Statement

	01/01/2023- 31/03/2023	01/01/2022- 31/03/2022
<b>1. Cash flow from operating activities</b>	<b>KEUR</b>	<b>KEUR</b>
EBIT	7,688	5,985
Depreciation (+)/amortization (-) on intangible assets and fixed assets	2,672	2,888
Depreciation (+) on rights of use leased assets	1,242	1,302
Other non-operating expenses (+)/income (-)	-646	-7
Increase (-)/decrease (+) in inventory	-937	-500
Gains (-)/losses (+) on the disposal of assets and investments	-18	-
Increase (-)/decrease (+) in receivables and other assets	-10,235	-4,395
Increase (+) / decrease (-) in provisions	-61	16
Increase (+)/decrease (-) in liabilities	24,927	23,589
Interest paid (-) / interest received (+)	325	-603
Income taxes paid (-) / income tax refunds (+)	-2,510	-303
	<b>22,447</b>	<b>27,971</b>
<b>2. Cash flow from investment activities</b>		
Payments (-) for investments in intangible assets and property, plant and equipment	-1,499	-1,152
Payments (-) for the acquisition of consolidated companies less the funds acquired	-500	-400
Payments (-)/proceeds (+) from the acquisition / divestment of shortterm financial depositions	-13,000	-
	<b>-14,999</b>	<b>-1,552</b>
<b>3. Cash flow from financing activities</b>		
Payments (-) for purchase of non-controlling interests for already consolidated companies	-	-2,981
Payments (-) for redemption of lease liabilities	-1,204	-1,193
Dividends paid to non-controlling interests (-)	-	-44
Payments (-) for the purchase of treasury stock	-	-2,161
Proceeds (+) from the sale of treasury stock	10	-
	<b>-1,194</b>	<b>-6,379</b>
Change in cash and cash equivalents	6,254	20,040
Effect of exchange rate changes on cash and cash equivalents	-116	68
<b>Cash and cash equivalents at the start of the period</b>	<b>20,019</b>	<b>26,171</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>26,158</b>	<b>46,279</b>
<b>Composition of cash and cash equivalents</b>		
Cash and bank balances	26,158	46,279
Shortterm financial depositions	103,000	-
	<b>129,158</b>	<b>46,279</b>

# \_\_ Statement from the Legal Representatives

To the best of our knowledge, and in accordance with the applicable reporting principles for interim financial reporting, the interim consolidated financial statements give a true and fair view of the assets, liabilities, financial position and profit or loss of the group, and the interim management report of the group 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 for the remaining months of the financial year.

Donaueschingen, 16/05/2023

Nexus AG

The Executive Board

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