



# Cegedim

## FY 2018

## Revenues

**Conference Call**  
January 29<sup>th</sup>, 2019

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on expectations and assumptions that we believe to be reasonable when made, but that may not prove to be accurate. By their nature, forward-looking statements involve risk and uncertainty. Consequently the company cannot guarantee their accuracy and their completeness, and actual results may differ materially from those the company anticipated due to a number of uncertainties, many of which the company is not aware of.

Additional information concerning important factors that may cause the company's actual results to differ materially from expectations and underlying assumptions, please refer to the reports filed by the company with the 'Autorité des Marchés Financiers'.

Any forward-looking statement speaks only as of the date on which it is made, and we assume no obligation to update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise, except as required by law.

**IFRS 5:** Owing to the disposal of the Group's Cegelease and Eurofarmat businesses, announced in 2017 and completed on February 28, 2018, the consolidated 2017 and 2018 financial statements are presented according to IFRS 5, "Non-current assets held for sale and discontinued". See the annexes for more details.

**IFRS 15:** The application of the new IFRS 15 accounting standard "Revenue from contracts with customers" has no material impact on Group revenue.



## Q4 and FY18 Revenue

Like-for-like growth picked up speed in Q4-18



# Q4 2018 Revenue Growth

## Q4 2018 REVENUE

**€131.2m**

+3.8% reported  
+2.9% L-f-l

## GROWTH BY DIVISION

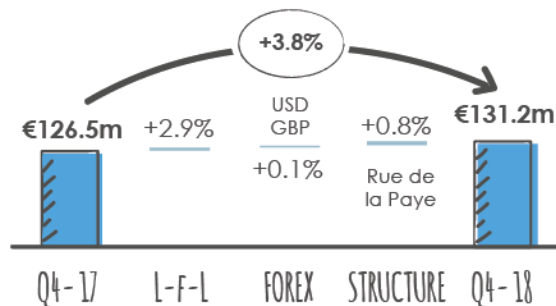
Health Insurance, HR & e-services

+3.1% L-f-l

Healthcare professionals

+2.3% L-f-l

## Q4 REVENUE GROWTH



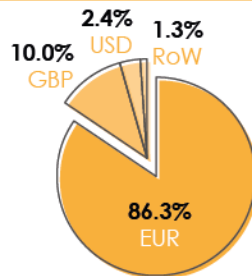
## FY 2018 REVENUE

€467.7m

+2.2% reported

+1.9% L-f-l

## REVENUE BREAKDOWN BY CURRENCY



## GROWTH BY DIVISION

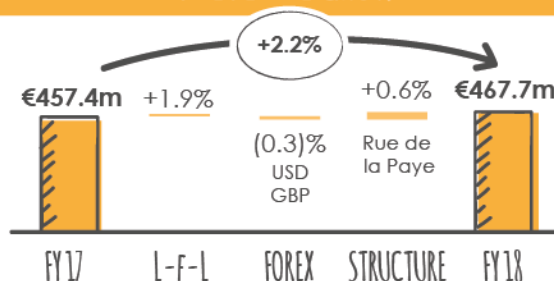
Health Insurance, HR & e-services

+4.7% L-f-l

Healthcare professionals

(3.1)% L-f-l

## FY REVENUE GROWTH



# BPO Revenue

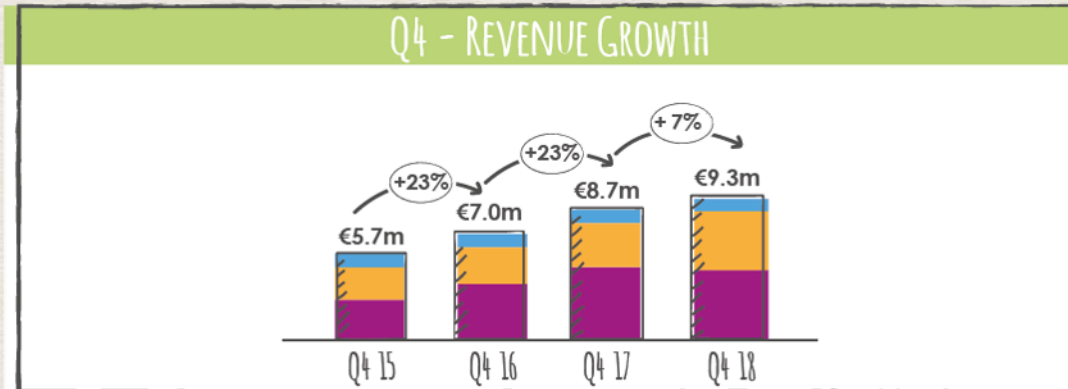
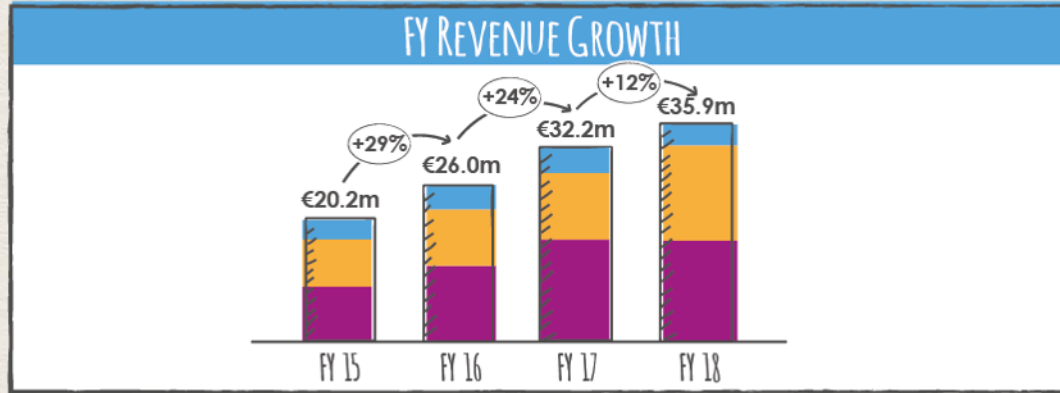


Chart legend

BPO INSURANCE

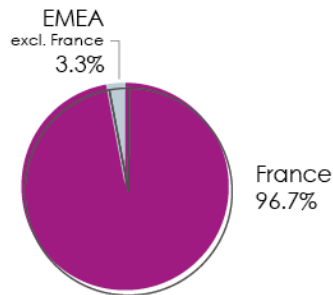
SRII BPO

RCM PULSE

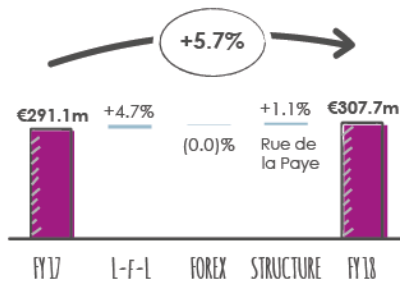




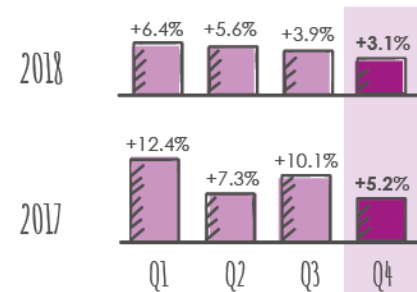
## REVENUE BREAKDOWN BY GEOGRAPHY



## FY 2018 REVENUE GROWTH

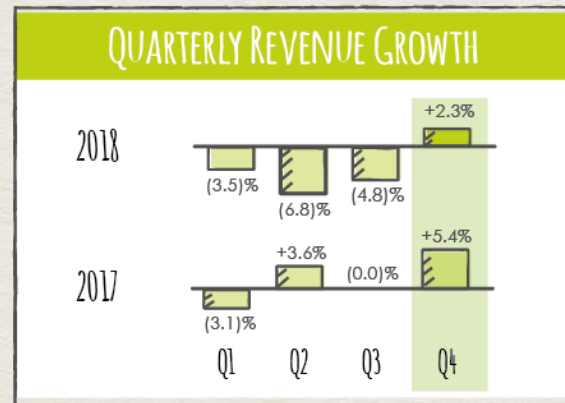
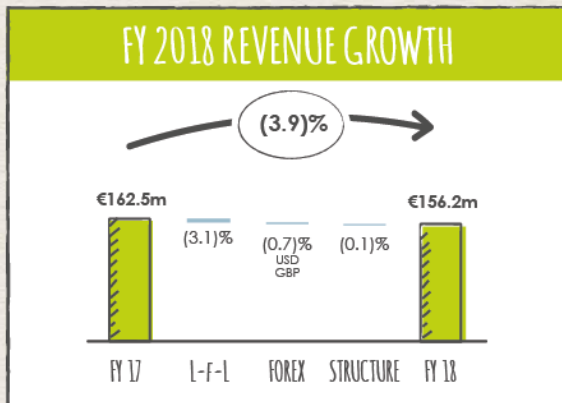
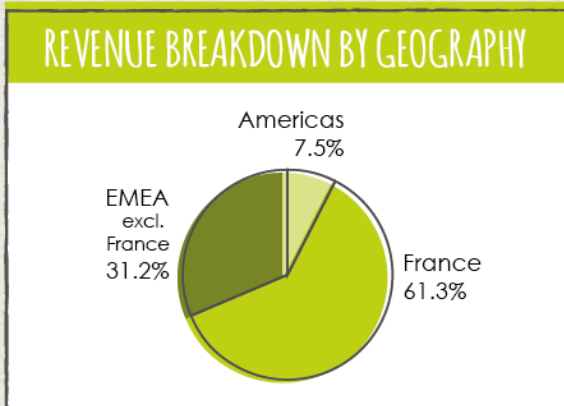
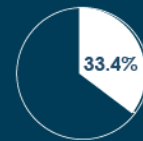


## QUARTERLY REVENUE GROWTH



## COMMENTS

The businesses that made the strongest contributions to growth over 2018 were [Cegedim SRH](#) (HR management solutions), [Cegedim Health Data](#) (sales statistics for pharmaceutical products), [Cegedim e-business](#) (digitalization and data exchange), and third-party payment flow management and BPO in France.



## COMMENTS

The businesses that made the strongest contributions to this growth were software for doctors and allied health professionals in France and Belgium, and the *BCB* medication database. The strong year-on-year growth in computerization services for doctors in the UK in the fourth quarter was particularly noteworthy.



FY 2018 Cegedim Outlook  
as of January 29, 2019

- The Group expects for 2018:

L-F-L REVENUE

**As expected**

Released on Jan. 29, 2019

FY 2018 EBITDA

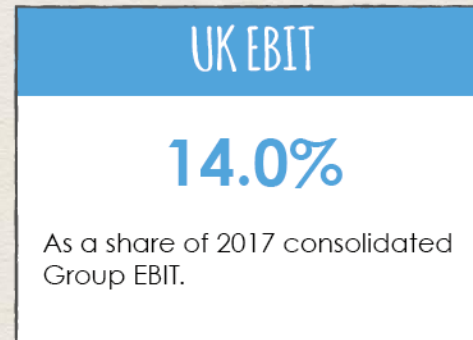
**Stable compared  
with 2017**

These projections are publicly disclosed on Jan. 29, 2019. The fact that Cegedim includes these projections in this presentation should not be taken to mean that these projections continue to be our projections as of any subsequent date.



- Cegedim operates in the UK in local currency, as it does in all the countries where it operates
- No major European health program is at work in the UK

The impact on the consolidated Group EBIT margin should be marginal.



**MARCH**

**27**

FY 2018  
results

**MARCH**

**28**

SFAF meeting

**MAY**

**15**

Q1 2019  
revenues

**JUNE**

**19**

GM

**SEPTEMBER**

**19**

HY 2019  
results

**OCTOBER**

**24**

Q3 2019  
revenues

3

**Annexes**

FY 2018 Revenue  
as of January 29, 2019

On December 14, 2017, [Cegedim](#) announced that it had signed a contract for the definitive sale of its *Cegelease* and *Eurofarmat* businesses. The deal was finalized on February 28, 2018. As a result, the consolidated 2017 and 2018 financial statements are presented according to IFRS 5, “Non-current assets held for sale and discontinued”. IFRS 5 governs the accounting treatment for non-current assets held for sale. In practice, their contribution to each line of [Cegedim’s](#) consolidated income statement (before minority interests) is combined into the “Net profit from activities sold or held for sale” line, and the group share of their net profit is excluded from [Cegedim’s](#) adjusted net profit. Earlier periods have also been restated so that the information presented is comparable.

The table below shows the impact of the restatement:

## For 2018

<i>In € thousands</i>	Q1	Q2	Q3	Q4	Total
<b>Revenue from continuing activities</b>	<b>111,941</b>	<b>115,693</b>	<b>108,811</b>	<b>131,242</b>	<b>467,688</b>
Revenue from assets held for sale	2,066	0	0	0	2,066
IFRS 5 restatement	(36)	0	0	0	(36)
<b>Group Revenue</b>	<b>113,970</b>	<b>115,693</b>	<b>108,811</b>	<b>131,242</b>	<b>469,717</b>

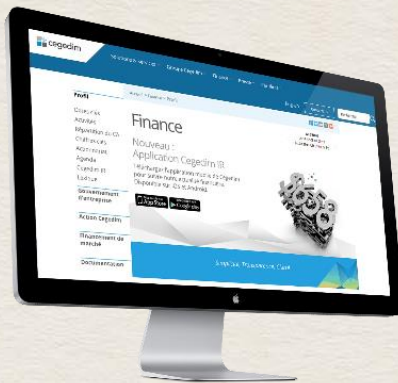
## For 2017

<i>In € thousands</i>	Q1	Q2	Q3	Q4	Total
<b>Revenue from continuing activities</b>	<b>109,989</b>	<b>114,081</b>	<b>106,918</b>	<b>126,454</b>	<b>457,441</b>
Revenue from assets held for sale	3,926	2,935	2,476	3,664	13,001
IFRS 5 restatement	(209)	(103)	(100)	(78)	(490)
<b>Group Revenue</b>	<b>113,705</b>	<b>116,913</b>	<b>109,294</b>	<b>130,040</b>	<b>469,952</b>





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CEGEDIM IR



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WEBCAST



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