

Please note that the half-year consolidated financial statements are subject to a limited review by our auditors and not the consolidated financial statement for the first and the second quarter.

**Interim Financial Report** 



### **Interim Report**

2<sup>nd</sup> Quarter and 1<sup>st</sup> Half Year 2014

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Q2-2014
Financial
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# Cegedim "at a glance".

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# Cegedim's Divisions Presentation

Cegedim is a leading provider of technology and information services dedicated to the healthcare industry, serving customers in more than 80 countries on five continents. *Cegedim* is a leading provider of technology and information services to the healthcare industry, serving customers in more than 80 countries on five continents. The Group designs, develop, implement, market, sell and technically support a wide range of information technology services, including specialized software and database management services. It targets various segments of the healthcare industry, including (1) pharmaceutical, biotech and other healthcare companies, (2) healthcare professionals and (3) health insurance companies.

Founded in France in 1969, *Cegedim S.A.* has been publicly listed on NYSE Euronext Paris Exchange since 1995.

*Cegedim* operations are now organized into four divisions based on type of product offering and client: *CRM and Strategic Data*, *Healthcare Professionals*, *Insurance and Services* and *GERS Activities and Reconciliation*.

#### **CRM** and Strategic Data

The *CRM and Strategic Data* division supports the marketing and service operations of pharmaceutical, biotech, other healthcare companies and other businesses by providing them with software, data and analysis. The range of products and services includes (i) databases containing information on medical practitioners and prescribers, including Cegedim *OneKey* database, (ii) sales and marketing management systems, including Cegedim CRM software, (iii) strategic marketing and medical research, (iv) software and analytical systems for assessing the effectiveness of advertising and promotional activity and (v) business intelligence services. Additionally, the Group provides compliance services which allow pharmaceutical, biotech and other healthcare companies to better communicate the correct usage of drugs and help them ensure that their marketing activities comply with applicable laws and regulations.

In particular, the Group believes its *OneKey* database, which contains information on more than 13.7 million healthcare professionals worldwide, is the most comprehensive database of healthcare professionals currently available. It allows Cegedim users to obtain accurate information on healthcare professionals in various sectors and helps them strengthen their relationships with customers.

The clients of the *CRM and Strategic Data* division include all of the top 20 global pharmaceutical companies as measured by revenue in the year ended December 31, 2012. The CRM software, databases and market research are also used by several companies in the food service, automotive and other industries.

#### **Healthcare Professionals**

The *Healthcare Professionals* division provides (i) software for the management of day-to-day practices to pharmacists, physicians, healthcare networks and paramedical professionals located in the EMEA region and the United States and (ii) databases that are useful for such healthcare professionals. Cegedim software and databases include electronic patient records, e-prescriptions software and a medication database, the scope and content of which are tailored to the healthcare regulations and prescription processes of the various countries in which its clients operate. *Cegedim* also provides administrative services, including installation, maintenance and hosting, as well as training and call center services related to its products. Furthermore, through its subsidiary *Cegelease*, the Group arranges financings for pharmacists and healthcare professionals in France for computer equipment (e.g., software, hardware and maintenance) and pharmacy fixtures (e.g., signs, automatic devices and furniture). In such financings, the Group primarily acts as a broker between its customers and established financial institutions. Lastly, *Cegedim* offers marketing and point-of-sale services to pharmacies in France.

#### **Insurance and Services**

The *Insurance and Services* division includes all of the Group's products and services for insurers, mutual and contingency companies and intermediaries predominantly in France. This division groups all competencies along the entire chain of information sharing between healthcare professionals and insurance organizations and mandatory and supplemental insurers. Its offering includes (i) IT for healthcare insurers, (ii) flows and electronic payment, and (iii) management services.

Furthermore, through the *Insurance and Services* division, the Group provides solutions and services to its many customers in all business sectors concerned with issues related to hosting, outsourcing (notably for HR and payroll management with *Cegedim SRH*) and *e-business* services.

#### **GERS** Activities and Reconciliation

Beginning in the fourth quarter of 2013, Cegedim began segregating the activities that the Group performs as the parent company of a listed group, as well as the support it provides to the others divisions into a fourth, newly introduced, division named Reconciliation. This division includes: (i) support activities that are invoiced at market prices to the relevant division (such as bookkeeping, human resources and cash management, legal assistance and marketing services) and (ii) certain parent company activities that cannot be attributed to any single division or business line (such as Group strategy management, producing consolidated information and financial communications). The Reconciliation division's activities are performed chiefly by the parent company, Cegedim SA, which also carries out the certain operational activities, most important of which is CRM and Strategic Data. Previously, Reconciliation division activities had been housed within the division to which the Cegedim SA's principal operational activity belongs: CRM and Strategic Data. By the end of June 2014, the activities of GERS in France and Romania and the company Pharmastock were transferred from the CRM and strategic data division to the Reconciliation division that was accordingly renamed GERS Activities and Reconciliation. This reorganization aims to simplify the reading of the Cegedim income statement in the case that the IMS Health proposal results in a favorable outcome.



# Executive, supervisory bodies and statutory auditors

#### as of June 30, 2014

#### **Board of Directors**

Jean-Claude Labrune Chairman of the Board of Director

Laurent Labrune

Aude Labrune-Marysse

Pierre Marucchi Representative of FCB

Anne-Sophie Hérelle Representative of Bpifrance

Valérie Raoul-Desprez Appointed by Bpifrance

Anthony Roberts Representative of Alliance Healthcare France

Philippe Tcheng Representative of GERS GIE

Jean-Pierre Cassan Independent Board Director

Jean-Louis Mery

#### **Statutory Auditors**

Grant Thornton Represented by Solange Aïache

Mazars Represented by Jérôme de Pastors

#### Audit Committee

Valérie Raoul-Desprez *Chairman* 

Aude Labrune-Marysse

Pierre Marucchi

Jean-Pierre Cassan Independent Board Director

#### Nomination Committee

Jean-Claude Labrune *Chairman* 

Valérie Raoul-Desprez

Jean-Pierre Cassan Independent Board Director

#### **Compensation Committee**

Jean-Pierre Cassan Chairman, Independent Board Director

Aude Labrune-Marysse Jean-Louis Mery

#### Strategy Committee

Jean-Claude Labrune *Chairman* Laurent Labrune Anne-Sophie Hérelle

#### **General Management**

Jean-Claude Labrune Chairman & Chief Executive Officer

Pierre Marucchi Managing Director

Karl Guenault Chief Operational Excellence Officer

#### **Operational Management**

Laurent Labrune Cegedim Relationship Management

Bruno Sarfati Cegedim Strategic Data

Alain Missoffe Cegedim Healthcare Software

Philippe Simon Cegedim Insurance

Arnaud Guyon Cegedim e-business

Jérôme Rousselot Cegedim SRH



### Investor Information

#### Clarity, Simplicity, Transparency.

### ISIN FR0000053506

#### **Overview of Cegedim shares**

During the 2<sup>nd</sup> Quarter 2014, Cegedim shares developed negatively. The closing price at the end of June was down 7.6% at  $\notin$ 25.68. The price reached their high during trading of  $\notin$ 29.00 on June 25, 2014.

	2 <sup>nd</sup> Q	Year	
in euro	2013	2014	2013
Share price at closing	23.50	25.68	22.89
Average for the period	24.19	26.26	22.02
High during trading	26.99	29.00	26.97
Low during trading	21.21	21.97	18.48
Market capitalization (€m)	328.9	359.4	320.4
Outstanding shares (m)	14.0	14.0	14.0
			Source: Blooml

During the first 6 months of 2014, Cegedim shares developed positively. The closing price at the end of June was up 12.2% at  $\notin$  25.68. The price reached their high during trading of  $\notin$  29.00 on June 25, 2014.

	Januar	Year	
in euro	2013	2014	2013
Share price at closing	23.50	25.68	22.89
Average for the period	23.38	25.83	22.02
High during trading	27.50	29.00	26.97
Low during trading	18.70	21.50	18.48
Market capitalization (€m)	328.9	359.4	320.4
Outstanding shares (m)	14.0	14.0	14.0
			Source: Bloom

#### Shareholder Structure

as of June 30, 2014	Number of shares	Number of voting rights <sup>(a)</sup>	% of capital	% voting rights
FCB	7,361,044	14,688,131	52.6%	62.7%
Bpifrance	2,102,061	4,204,121	15.0%	18.0%
Cegedim SA	25,871	0	0.2%	0.0%
Public	4,508,197	4,527,810	32.2%	19.3%
Total	13,997,173	23,420,062	100.0%	100.0%

(a) Total number of voting rights that may be exercised at Shareholders' Meetings

# Reuters CGDM.PA

# Bloomberg **CGM**

### Market NYSE Euronext Paris

#### Cegedim at a glance

Cegedim shares trade up at 12.2% on first six months of 2014

Binding offer received from IMS Health for the new CRM and Strategic Data division

#### **Investor Information**

### Credit Rating B+ Stable Outlook

#### **Credit rating**

Cegedim is committed to maintaining a high credit rating. Meetings are held regularly between the rating agency and Cegedim's senior management.

Credit rating	Assessed on April 26, 2013
	Confirmed on April 7, 2014
S&P's	B+, Stable outlook

#### Market financing

On April 7, 2014, *Cegedim* launched an additional bond offering of €100 million, upsized to €125 million on the issue date, of its 6.75% Senior Notes due 2020. Apart from the date and price of issuance (105.75% plus interest accrued since April 1, 2014), the new bonds are identical to the €300 million of 6.75% Senior Notes due in 2020 that the Group issued on March 20, 2013.

The proceeds from the offering were used, among other things, to finance the redemption of  $\pounds 105,950,000$  of outstanding bonds due 2015 (at a price of 108.102%), pay the premium and any related fees, and repay the bank overdraft facilities.

Bond	2015 @ 7.00%	2020 @ 6.75%
Issuer	Cegedim S.A.	Cegedim S.A.
Amount	EUR 62,600,000	EUR 425,000,000
Issue date	July 27, 2010	March 20, 2013
ТАР	-	€125m on April 14, 2014
Coupon	7.00% ; paid semi-annually	6.75%; paid semi-annually
Format	RegS	RegS / 144A
Listing	Luxembourg	Luxembourg
Isin Reg S	FR0010925172	XS0906984272
Isin Rule 144A		XS0906984355

#### Analysts

Equity	Debt Securities
Kepler Cheuvreux	Exane
Benjamin Terdjman	Benjamin Sabahi
CM-CIC Securities	ODDO
Jean-Pascal Brivady	Carole Braudeau
Gilbert Dupont	Imperial Capital
Mickaël Chane-Du	Diego Affo
Société Générale	Société Générale
Patrick Jousseaume	Priya Viswanathan
Genesta	BofA Merrill Lynch
Guillaume Nédélec	Navann Ty
	J.P. Morgan
	Ela.N. Kurtoglu



# Interim Management Report.

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## Cegedim Group

Cegedim is a leading provider of technology and information services to the healthcare industry, serving customers in more than 80 countries on five continents. Cegedim designs, develops, implements, markets, sells and technically supports a wide range of information technology services, including specialized software and database management services. Cegedim targets various segments of the healthcare industry, including (1) pharmaceutical, biotech and other healthcare companies, (2) healthcare professionals and (3) health insurance companies.

Q2 Revenue **€224.7m** 

### Q2 EBITDA **€35.5m**

Q2 EBIT before special items

Q2 Key Points Revenue increased by €0.3m EBITDA decreased by €0.5m EBITDA margin decreased by 23bps **Revenue** increased by  $\pounds 0.3$  million, or 0.1%, from  $\pounds 224.4$  million for the second quarter 2013 to  $\pounds 224.7$  million for the second quarter 2014. Excluding the positive impact of acquisitions of 0.2% and unfavorable impact of foreign currency translations of 1.0%, revenue increased by 1.0%.

Following acquisitions, the Group's scope of consolidation has changed as follow: in the *Healthcare Professionals* division consolidation of the entities *Webstar* (UK) on November 2013 and *SoCall* (France) on April 2014.

The negative impact of foreign currency translation was of  $\pounds 2.4$  million, or 1.0% and come mainly from the negative impact of the US dollar (9.8% of revenue) and Japanese Yen (2.1% of revenue) for respectively  $\pounds 1.2$  million and  $\pounds 0.4$  million, partially offset by a positive impact from the Sterling Pound (9.0% of revenue) for  $\pounds 0.9$  million.

The 2.8% decline at the *Healthcare Professionals* division was more than offset by an increase of 3.0% at the *CRM and Strategic Data* division, of 0.3% at the *Insurance and Services* division and of 17.0% at the *GERS Activities and Reconciliation* division (in each case, on a like-for-like basis).



The breakdown of revenue by currency has marginally changed since the same period last year: the Euro climbed by 2 points at 68%, the US dollar and the Sterling Pound fell by 1 point to 10% and 9% respectively, whereas others currency remained stable 13%. Note that the breakdown of revenue by currency and by currency to establish accounts is very similar.

By geographic region, the relative contribution of France climbed by 2 points to 59% and Americas and EMEA (excluding France) fell by 1 point at respectively 25% and 12%, whereas APAC remained stable at 4%.

#### Cegedim Group

By division, the breakdown of Group revenue remains relatively stable. The contribution of *CRM and Strategic Data* and *Insurance and Services* division remained stable at respectively 45% and to 18%. The contribution of *Healthcare Professionals* fell by 1 point to 33% and the contribution of the *GERS Activities and Reconciliation* division climbed by 1 point to 4%.

#### **Quarterly Operational Charges**

**Purchases used** decreased by €1.0 million, or 3.3%, from €29.2 million for the quarter ended June 30, 2013 to €28.2 million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, purchases used represented 13.0% for the quarter ended June 30, 2013, compared to 12.6% for the quarter ended June 30, 2014. This decrease in purchases used was primarily due to a reduction in purchase used at INPS (Doctor computerization in the UK) following an exceptional level of activity with the NHS in 2013 and by a decrease of expenses as a result of ongoing cost cutting measure.

External expenses increased by €2.1 million, or 3.7%, from €56.7 million for the quarter ended June 30, 2013 to €58.8 million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, external expenses represented 25.3% for the quarter ended June 30, 2013, compared to 26.2% for the quarter ended June 30, 2014. This increase in external expenses was primarily reflecting the trend in Cegelease activity.

Payroll costs decreased by €0.4 million, or 0.4%, from €109.3 million for the quarter ended June 30, 2013 to €108.9 million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, payroll costs represented 48.7% for the quarter ended June 30, 2013, compared to 48.5% for the quarter ended June 30, 2014. The decrease in payroll costs was primarily due a foreign currency impact. At constant exchange rate, payroll costs increased slightly by 1.1%, reflecting the ongoing cost-containment efforts.

Following the introduction of the CICE ("*Crédit d'impôt pour la compétivité et l'emplot*" -Tax credit for competitiveness and employment) in France in 2013, the payroll cost in the P&L is reduced by this tax credit. For the second quarter of 2014, the impact on payroll cost is a reduction of  $\notin$ 1.1 million, compare to  $\notin$ 0.6 million for the second quarter of 2013, which correspond to the full year estimated amount proratized for the quarter.

**EBITDA** decreased by 0.5 million, or 1.3%, from 35.9 million for the quarter ended June 30, 2013 to 35.5 million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, EBITDA represented 16.0% for the quarter ended June 30, 2013, compared to 15.8% for the quarter ended June 30, 2014. This decrease in EBITDA reflected the trend of revenue, purchases used, external expenses and payroll costs based on the factors set out above.

**EBIT** before special items (Operating income before special items) decreased by  $\notin$ 4.4 million or 18.8% from  $\notin$ 23.2 million for the quarter ended June 30, 2013 to  $\notin$ 18.8 million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, EBIT represented 10.3% for the quarter ended June 30, 2013, compared to 8.4% for the quarter ended June 30, 2014. This decrease was mainly due to the  $\notin$ 3.9 million depreciation expenses negative trend from  $\notin$ 12.7 million in the quarter ended June 30, 2013 to  $\notin$ 16.6 million in the quarter ended June 30, 2014.

#### **Cegedim Group**

Special items amounted in the second quarter of 2014 to a charge of €7.9 million, compared to a charge of €2.9 million one year earlier. The major parts of this cost are related to the €5.7 fine imposed by French Competition Authorities.

	2 <sup>nd</sup> Quarter		January - June		FY
In € million	2013	2014	2013	2014	2013
Capital gains or losses on disposals	-	-	—	-	—
Restructuring costs	(1.8)	(1.1)	(2.8)	(2.3)	(4.8)
Impairment of goodwill	-	-	-	-	(63.3)
Other non-recurring income and	(1.2)	(6.7)	(1.2)	(6.9)	(1.6)
expenses	(1.2)	(0.7)	(1.2)	(0.)	(1.0)
Special items	(2.9)	(7.9)	(4.0)	(9.1)	(66.5)

#### Breakdown by nature of special items

Breakdown by division

	2 <sup>nd</sup> Qu	arter	Januar	FY	
In € million	2013	2014	2013	2014	2013
CRM and Strategic Data	(1.5)	(7.2)	(2.1)	(7.9)	(68.7)
Healthcare Professionals	(1.4)	(0.1)	(1.8)	(0.4)	2.2
Insurance and Services	(0.0)	(0.0)	(0.1)	(0.1)	0.2
GERS Activities and Reconciliation	(0.1)	(0.5)	(0.1)	(0.7)	(0.2)
Special items	(2.9)	(7.9)	(4.0)	(9.1)	(66.5)

**EBIT** amounts to €11.0 million for the quarter ended June 30, 2014, compared to a €20.2 million for the quarter ended June 30, 2013. The €9.3 million decrease was due to the decrease of EBIT before special items of €4.4 million and an increase in special items charges of €4.9 million.

#### **Quarterly Financial charges**

**Total cost of net financial debt** remain virtually stable at €14.5 million at the quarter ended June 30, 2014 compare to the quarter ended June 30, 2014. This stability reflects the positive impact of the April 2014 refinancing.

Tax expense increased by  $\notin 1.0$  million from a charge of  $\notin 3.7$  million for the quarter ended June 30, 2013 to a charge of  $\notin 4.7$  million for the quarter ended June 30, 2014. This increase results from non-capitalization of deferred tax assets in June 2014 unlike in June 2013 and from a decrease in income taxes.

#### Quarterly net profit (loss)

**Consolidated net profit** amounted to a loss of  $\notin$ 7.8 million for the quarter ended June 30, 2014 compared to a profit of  $\notin$ 2.5 million for the same period last year. This decrease in consolidated net loss reflected the trend of revenue, EBIT, special items, cost of net financial debt and tax expense based on the factors set out above. After taking in account minority interests, the **consolidated net profit attributable to the Group** amounted to a loss of  $\notin$ 7.8 million for the second quarter 2014, compared to a profit of  $\notin$ 2.6 million for the quarter ended June 30, 2013.

6M Revenue €428.7m



6M EBIT before special items

# of Employees **7,994** 

#### 6M Key Points

Revenue decreased by €8.5m

EBITDA decreased by €1.9m

EBITDA margin decreased by 20bps

#### **Cegedim Group**

**Revenue** decreased by  $\notin$ 8.5 million, or 1.9%, from  $\notin$ 437.2 million for the first six months of 2013 to  $\notin$ 428.7 million for the first six months of 2014. Excluding the positive impact of acquisitions of 0.2% and unfavorable impact of foreign currency translations of 1.2%, revenue decreased by 0.9%.

Following acquisitions, the Group's scope of consolidation has changed as follow: in the *Healthcare Professionals* division consolidation of the entities *Webstar* (UK) on November 2013 and *SoCall* (France) on April 2014.

The negative impact of foreign currency translation was of  $\pounds$ 5.4 million, or 1.2% and come mainly from the US dollar (10.1% of revenue) with a negative impact of  $\pounds$ 2.1 million, from the Sterling Pound (9.4% of revenue) for a positive  $\pounds$ 1.5 million impact and from the Yen (2.2% of revenue) for a negative impact of  $\pounds$ 1.1 million.

The decline of 5.0% at the *Healthcare Professionals* division was partially offset by an increase of 1.2% at the *CRM and Strategic Data* division, of 1.2% at the *Insurance and Services* division and of 2.3% at the *GERS Activities and Reconciliation* division (in each case, on a like-for-like basis).



The breakdown of revenue by currency has marginally changed since the same period last year: the Euro climbed by 2 points to 68%, and the US dollar and the sterling fell by 1 point respectively at 10% and at 9%, whereas the others currency remained stable at 13%. Note that the breakdown of revenue by currency and by currency to establish accounts is very similar.

By geographic region, the relative contribution of France climbed by 2 points to 58% and Americas and EMEA (excluding France) fell by 1 point at respectively 12% and 26%, whereas APAC remained stable to 4%.

By division, the breakdown of Group revenue remains relatively stable. The contribution of *CRM and Strategic Data* and *GERS Activities and Reconciliation* divisions remained stable at respectively 45% and 3%. The contribution of *Healthcare Professionals* division fell by 1 point to 33%, whereas the contribution of *Insurance and Services* increased by 1 point to 18%.

#### Cegedim Group

#### 6 Months Operational Charges

**Purchases used** decreased by  $\notin$ 4.3 million, or 7.5%, from  $\notin$ 57.2 million for the first six months of 2013 to  $\notin$ 52.9 million for the first six months of 2014. Expressed as a percentage of revenue, purchases used represented 13.1% for the first six months of 2013, compared to 12.3% for the first six months of 2014. This decrease in purchases used was primarily due to a reduction in purchase used at *INPS* (Doctor computerization in the UK) following an exceptional level of activity with the NHS in 2013 and by a decrease of expenses as a result of ongoing cost cutting measure.

**External expenses** increased by  $\notin 2.8$  million, or 2.5%, from  $\notin 113.5$  million for the first six months of 2013 to  $\notin 116.4$  million for the first six months of 2014. Expressed as a percentage of revenue, external expenses represented 26.0% for the first six months of 2013, compared to 27.1% for the first six months of 2014. This increase in external expenses was primarily due to higher usage of temporary workers in the first quarter and from the activity trend at *Cegelease*.

**Payroll costs** decreased by  $\notin 2.6$  million, or 1.2%, from  $\notin 222.3$  million for the first six months of 2013 to  $\notin 219.7$  million for the first six months of 2014. Expressed as a percentage of revenue, payroll costs represented 50.9% for the first six months of 2013, compared to 51.3% for the first six months of 2014. The decrease in payroll costs was primarily due a foreign currency impact. At constant exchange rate, payroll costs are stable. This stability results from ongoing cost-containment efforts.

Following the introduction of the CICE ("*Crédit d'impôt pour la compétivité et l'emplot*" -Tax credit for competitiveness and employment) in France in 2013, the payroll cost in the P&L is reduced by this tax credit. For the first six months of 2014, the impact on payroll cost is a reduction of &1.7 million, compare to &1.3 million for the first six months of 2013, which correspond to the full year estimated amount proratized for the first six months.

**EBITDA** decreased by  $\notin 1.9$  million, or 3.5%, from  $\notin 55.4$  million for the first six months of 2013 to  $\notin 53.5$  million for the first six months of 2014. Expressed as a percentage of revenue, EBITDA represented 12.7% for the first six months of 2013, compared to 12.5% for the first six months of 2014. This decrease in EBITDA reflected the trend of revenue, purchases used, external expenses and payroll costs based on the factors set out above.

**EBIT** before special items (Operating income before special items) decreased by  $\notin$ 4.8 million or 18.7% from  $\notin$ 25.9 million for the first six months of 2013 to  $\notin$ 21.1 million for the first six months of 2014. Expressed as a percentage of revenue, EBIT represented 5.9% for the first six months of 2013, compared to 4.9% for the first six months of 2014. This decrease was due to the decrease in EBITDA of  $\notin$ 1.9 million, as set above, and a  $\notin$ 2.9 million depreciation expenses negative trend from  $\notin$ 29.4 million for the first six months 2013 to  $\notin$ 32.3 million for the first six months of 2014.

**Special items** amounted for the first six months of 2014 to a charge of  $\notin$ 9.1 million, compared to a charge of  $\notin$ 4.0 million one year earlier. The major parts of this cost are related to the  $\notin$ 5.7 fine imposed by French Competition Authorities. (*Please also refer to "Subsequent events" of this document*).

#### **Cegedim Group**

**EBIT** amounts to a profit of  $\notin$ 12.0 million for the first six months of 2014, compared to a profit of  $\notin$ 21.9 million for the first six months of 2013. The  $\notin$ 9.9 million decrease, or 45.3%, was due to the decrease of EBIT before special items of  $\notin$ 4.8 million and an increase in special items of  $\notin$ 5.1 million.

#### 6 Months Financial Charges

Total cost of net financial debt decreased by  $\notin 11.6$  million from  $\notin 36.1$  million for the first six months of 2013 to  $\notin 24.4$  million for the first six months of 2014. This decrease reflects the demanding comparison caused by accounting charges stemming from the 2013 refinancing.

**Tax expense** increased by  $\notin 5.7$  million from a credit of  $\notin 0.4$  million for the first six months of 2013 to a charge of  $\notin 5.3$  million for the first six months of 2014. This increase results from non-capitalization of deferred tax assets in 2014 unlike in 2013 and partially offset by a decrease in income taxes.

#### 6 Months net profit (loss)

**Consolidated net profit** amounted to a loss of  $\leq 16.8$  million for the first six months of 2014 compared to a loss of  $\leq 12.8$  million for the same period last year. This decrease in consolidated net loss reflected the trend of revenue, EBIT, special items, cost of net financial debt and tax expense based on the factors set out above. After taking in account minority interests, the **consolidated net profit attributable to the Group** amounted to a loss of  $\leq 16.8$  million for the first six months of 2014, compared to a loss of  $\leq 12.8$  million on first six months of 2013.

#### Key Data

#### Group

#### Cegedim

		2 <sup>nd</sup> Quarter			Ja	nuary – Ju	ne	Full Year
In € million		2013	2014	Change	2013	2014	Change	2013
Revenue	€m	224.4	224.7	0.1%	437.2	428.7	(1.9)%	902.3
Purchases used	€m	(29.2)	(28.2)	(3.3)%	(57.2)	(52.9)	(7.5)%	(108.3)
External expenses	€m	(56.7)	(58.8)	3.7%	(113.5)	(116.4)	2.5%	(232.0)
Payroll costs	€m	(109.3)	(108.9)	(0.4)%	(222.3)	(219.7)	(1.2)%	(433.5)
EBITDA	€m	35.9	35.5	(1.3)%	55.4	53.5	(3.5)%	155.7
EBITDA margin	%	16.0	15.8	(23)bps	12.7	12.5	(20)bps	17.3
Depreciation	€m	(12.7)	(16.6)	30.7%	(29.4)	(32.3)	9.8%	(63.5)
EBIT before special items	€m	23.2	18.8	(18.8)%	25.9	21.1	(18.7)%	92.1
EBIT b. special items margin	%	10.3	8.4	(196)bps	5.9	4.9	(101)bps	10.2
Special items	€m	(2.9)	(7.9)	166.9%	(4.0)	(9.1)	125.3%	(66.5)
EBIT	€m	20.2	11.0	(45.9)%	21.9	12.0	(45.3)%	25.6
EBIT margin	%	9.0	4.9	(415)bps	5.0	2.8	(221)bps	2.8
Cost of net financial debt	€m	(14.5)	(14.5)	0.5%	(36.1)	(24.4)	(32.2)%	(60.1)
Total taxes	€m	(3.7)	(4.7)	28.0%	0.4	(5.3)	n.m.	(25.5)
Profit (loss) for the period	€m	2.6	(7.8)	n.m.	(12.8)	(16.8)	30.6%	(58.6)

#### 45% of Group Revenue

#### **CRM** and Strategic Data

In € million		2 <sup>nd</sup> Quarter			Ja	Full Year		
		2013	2014	Change	2013	2014	Change	2013
Revenue	€m	101.8	102.0	0.1%	198.5	194.5	(2.0)%	452.8
EBIT before special items	€m	7.2	6.2	(13.4)%	2.4	2.7	11.1%	38.3
EBIT margin	%	7.0	6.1	(95)bps	1.2	1.4	16bps	8.5
Special items	€m	(1.5)	(7.2)	n.m.	(2.1)	(7.9)	279.1%	(68.7)
EBIT	€m	5.7	(1.0)	n.m.	0.3	(5.2)	n.m.	(30.4)
EBITDA	€m	10.7	12.8	19.1%	13.0	16.0	23.0%	62.7
EBITDA margin	%	10.6	12.5	200bps	6.6	8.2	168bps	13.8
Depreciation	€m	(3.6)	(6.6)	84.1%	(10.6)	(13.3)	25.7%	(24.4)

#### 33% of Group Revenue

#### Healthcare Professionals

		2 <sup>nd</sup> Quarter			Ia	Full Year		
In € million		2013	2014	Change	2013	nuary - Ju 2014	Change	2013
Revenue	€m	75.7	74.6	(1.8)%	147.6	141.9	(3.9)%	288.8
EBIT before special items	€m	9.8	8.2	(16.7)%	17.1	13.0	(23.9)%	35.5
EBIT margin	%	13.0	11.0	(196)bps	11.6	9.1	(241)bps	12.3
Special items	€m	(1.4)	(0.1)	n.m.	(1.8)	(0.4)	(76.4)%	2.2
EBIT	€m	8.4	8.1	(3.6)%	15.2	12.6	(17.6)%	37.7
EBITDA	€m	15.2	14.3	(6.2)%	28.3	24.3	(14.2)%	59.7
EBITDA margin	%	20.0	19.1	(89)bps	19.2	17.1	(206)bps	20.7
Depreciation	€m	(5.3)	(6.0)	13.2%	(11.3)	(11.3)	0.4%	(24.2)

#### 18% of Group Revenue

#### Insurance & Services

		2 <sup>nd</sup> Quarter			January – June				Full Year
In € million		2013	2014	Change	201		2014	Change	2013
Revenue	€m	39.9	40.0	0.3%	7	77.0	78.0	1.2%	160.0
EBIT before special items	€m	7.7	5.9	(23.9)%	1	1.6	8.9	(23.4)%	24.7
EBIT margin	%	19.4	14.7	(468)bps	1	5.0	11.4	(366)bps	15.5
Special items	€m	(0.0)	(0.0)	(0.0)%	(	0.1)	(0.1)	33.3%	0.2
EBIT	€m	7.7	5.9	(24.4)%	1	1.5	8.7	(23.9)%	24.9
EBITDA	€m	11.2	9.5	(14.9)%	1	8.3	15.8	(14.0)%	38.6
EBITDA margin	%	28.0	23.8	(423)bps	2	23.8	20.2	(358)bps	24.1
Depreciation	€m	(3.4)	(3.6)	5.7%	(	6.8)	(6.9)	2.1%	(13.8)

#### 3% of Group Revenue

#### **GERS** Activities and Reconciliation

		2 <sup>nd</sup> Quarter			Ja	Full Year		
In € million		2013	2014	Change	2013	2014	Change	2013
Revenue	€m	7.0	8.2	16.6%	14.0	14.3	2.1%	29.8
EBIT before special items	€m	(1.6)	(1.5)	(5.4)%	(5.1)	(3.4)	(32.9)%	(7.8)
EBIT margin	%	(22.3)	(18.1)	421bps	(36.4)	(23.9)	1247bps	(26.1)
Special items	€m	(0.1)	(0.5)	n.m.	(0.1)	(0.7)	n.m.	(0.3)
EBIT	€m	(1.6)	(2.0)	24.9%	(5.2)	(4.1)	(20.6)%	(8.1)
EBITDA	€m	(1.2)	(1.1)	(7.1)%	(4.3)	(2.6)	(38.9)%	(6.2)
EBITDA margin	%	(16.4)	(13.1)	335bps	(30.5)	(18.3)	1223bps	(20.7)
Depreciation	€m	(0.4)	(0.4)	(0.7)%	(0.8)	(0.8)	(2.2)%	(1.6)



Q2 Revenue €102.0m

### Q2 EBITDA **€12.8m**

Q2 EBIT before special items

Q2 Key Points Revenue increased by €0.1m EBITDA increased by €2.1m EBITDA margin improved by 200bps

# CRM and Strategic Data

This division assists companies in the pharmaceutical, biotechnology and other healthcare industries in their activities, specifically those related to marketing, by providing software solutions, database, compliance solutions and research reports.

**Revenue** increased by  $\notin 0.1$  million, or 0.1%, from  $\notin 101.8$  million for the second quarter of 2013 to  $\notin 102.0$  million for the second quarter of 2014. Excluding unfavorable foreign currency translations of 2.9%, revenue increased by 3.0%. There were no acquisitions or divestment.

The increase in revenues, excluding negative currency effects, was chiefly the result of emerging country growth; Compliance activities, with Europe taking up the slack from the US; and *OneKey* database products and services. We note that the market research activity was stable over the period.

In 2013, division revenues were mainly affected by a change in seasonal order intake trends in the market research activity, which caused a substantial postponement of orders until the second half of the year, a phenomenon that will probably not be repeated this year.

**EBITDA** increased by  $\notin 2.1$  million, or 19.1%, from  $\notin 10.7$  million for the quarter ended June 30, 2013, to  $\notin 12.8$  million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, EBITDA represented 10.6% for the quarter ended June 30, 2013, compared to 12.5% for the quarter ended June 30, 2014. This increase results mainly from growth in Compliance products and products and services linked to the *OneKey* database, together with stabilization in the market research activity and ongoing restructuring measures.

**EBIT before special items** (Operating income before special items) decreased by  $\notin 1.0$  million from  $\notin 7.2$  million for the quarter ended June 30, 2013 to a  $\notin 6.2$  million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, EBIT represented 7.0% for the quarter ended June 30, 2013, compared to 6.1% for the quarter ended June 30, 2014. This decrease in EBIT was mainly due to the  $\notin 3.0$  million depreciation negative trend in partly offset by an increase of  $\notin 2.1$  million in EBITDA.

6M Revenue €194.5m



6M EBIT before special items

€2.7m

# of Employees **4,744** 

#### **6M Key Points**

Revenue decreased by €4.0m

EBITDA increased by €3.0m

EBITDA margin improved by 168bps

#### **CRM** and Strategic Data

**Revenue** decreased by  $\notin$ 4.0 million, or 2.0%, from  $\notin$ 198.5 million for the first six months of 2013 to  $\notin$ 194.5 million for the first six months of 2014. Excluding unfavorable foreign currency translations of 3.2%, revenue increased by 1.2%. There were no acquisitions or divestment.

Expressed as a percentage of total revenue, revenue for the *CRM and Strategic Data* division represented 45.4% both for the first six months of 2013 and 2014.

The increase in revenues, excluding negative currency effects, was chiefly the result of emerging country growth; Compliance activities, with Europe taking up the slack from the US; and *OneKey* database products and services. We note that the market research activity was stable over the period.

In 2013, division revenues were mainly affected by a change in seasonal order intake trends in the market research activity, which caused a substantial postponement of orders until the second half of the year, a phenomenon that will probably not be repeated this year.



The breakdown of revenue by currency has marginally changed since the same period last year: the Euro climbed by 2 points at 49%, the US dollar fell by 1 point to 20%, whereas the Sterling Pound and others currency remain relatively stable at respectively 5% and 26%.

By geographic region, the relative contribution of France and EMEA (excluding France) climbed by 1 point at respectively 29% and 39%, Americas fell by 2 points to 24%, whereas APAC remain stable at 9%.

**EBITDA** increased by €3.0 million, or 23.0%, from €13.0 million for the first six months of 2013, to €16.0 million for the first six months of 2014. Expressed as a percentage of revenue, EBITDA represented 6.6% for the first six months of 2013, compared to 8.2% for the first six months of 2014. This increase results mainly from growth in Compliance products and products and services linked to the *OneKey* database, together with stabilization in the market research activity and ongoing restructuring measures. As a result, EBITDA increased even though revenue decreased.

**EBIT** before special items (Operating income before special items) increased by  $\notin 0.3$  million, or 11.1%, from  $\notin 2.4$  million for the first six months of 2013 to  $\notin 2.7$  million for the first six months of 2014. Expressed as a percentage of revenue, EBIT represented 1.2% for the first six months of 2013, compared to 1.4% for the first six months of 2014. This increase in EBIT results from an increase of  $\notin 3.0$  million in EBITDA partly offset by an increase in depreciation by  $\notin 2.7$  million, from  $\notin 10.6$  million for the first six months 2013.



Q2 Revenue **€74.6m** 

### Q2 EBITDA **€14.3m**

Q2 EBIT before special items

#### Q2 Key Points

Revenue decreased by €1.1m EBITDA decreased by €0.9m EBITDA margin decreased by 96bps.

### Healthcare Professionals

This division provides (i) software that meets the daily needs of pharmacists, physicians, healthcare and paramedical networks in the EMEA and U.S. and (ii) medical databases. Its offering specifically covers solutions for the electronic management of patient records and prescriptions, as well as drug databases adapted to the local regulations and practices in the various countries in which Cegedim operates.

**Revenue** for the *Healthcare Professionals* division decreased by  $\notin 1.1$  million, or 1.4%, from  $\notin 75.7$  million for the second quarter of 2013 to  $\notin 74.6$  million for the second quarter of 2014. Excluding the positive impact of 0.5% of acquisitions of the entities *Webstar (UK)* on November 2013 and *SoCall* (France) on April 2014, and the favorable foreign currency translations of 0.8%, revenue decreased by 2.8%.

The drop in revenues, excluding the impact of acquisition and currency translation, was chiefly attributable to doctor computerization in the UK as a result of a demanding comparison caused by the exceptional level of 2013 revenues stemming from the NHS. This performance was partially offset by sustained growth in France in products for doctors – with an enhanced services offering – and for nurses with the Simply Vitale solution and by the successful launch of an offering for multidisciplinary healthcare facilities and clusters.

The software for pharmacists activity in France was also softer as a result of pharmacists' changing business model. That said the activity's momentum turned around in June, pointing to a more positive second half of the year, especially with the launch of a new generation of software.

**EBITDA** decreased by €0.9 million, or 6.2% from €15.2 million for the quarter ended June 30, 2013, to €14.3 million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, EBITDA represented 20.0% for the quarter ended June 30, 2013, compared to 19.1% for the quarter ended June 30, 2014. The decrease in EBITDA reflects mainly the demanding comparison in the computerization of UK doctors caused by an exceptional level of activity with the NHS in 2013 and the temporary decrease in French pharmacists' investments.

**EBIT before special items** (Operating income before special items) decreased by  $\notin 1.6$  million, or 16.7%, from  $\notin 9.8$  million for the quarter ended June 30, 2013 to  $\notin 8.2$  million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, EBIT represented 13.0% for the quarter ended June 30, 2013, compared to 11.0% for the quarter ended June 30, 2014. This decrease in EBIT was primarily due to a decrease in EBITDA by  $\notin 0.9$  million and an increase in depreciation by  $\notin 0.7$  million.

#### First 6 months of 2014

6M Revenue €141.9m



6M EBIT before special items



# # of Employees **1,777**

6M Key Points

Revenue decreased by €5.7m EBITDA decreased by €4.0m EBITDA margin decreased by 206bps

#### Healthcare Professionals

**Revenue** for the *Healthcare Professionals* division decreased by  $\notin$ 5.7 million, or 3.9%, from  $\notin$ 147.6 million for the first six months of 2013 to  $\notin$ 141.9 million for the first six months of 2014. Excluding the positive impact of 0.5% from the acquisitions of the entities *Webstar* (UK) on November 2013 and *SoCall* (France) in April 2014, and the favorable foreign currency translations of 0.6%, revenue decreased by 5.0%.

Expressed as a percentage of total revenue, revenue for the *Healthcare Professionals* division represented 33.8% for the first six months of 2013, compared to 33.1% for the first six months of 2014.

The drop in revenues, excluding the impact of acquisition and currency translation, was chiefly attributable to doctor computerization in the UK as a result of a demanding comparison caused by the exceptional level of 2013 revenues stemming from the NHS. This performance was partially offset by sustained growth in France in products for doctors – with an enhanced services offering – and for nurses with the *Simply Vitale* solution and by the successful launch of an offering for multidisciplinary healthcare facilities and clusters.

The software for pharmacists activity in France was also softer as a result of pharmacists' changing business model. That said the activity's momentum turned around in June, pointing to a more positive second half of the year, especially with the launch of a new generation of software.



The breakdown of revenue by currency has marginally changed since the same period last year: the sterling fell by 2 points at 21% and the Euro climbed by 2 points to 75%, whereas the US dollar and others currency remain relatively stable at 4% and 1%, respectively.

By geographic region, the relative contribution of France climbed by 2 points at 73%, EMEA (excluding France) fell by 2 points to 23%, whereas Americas remain stable at 4%.

**EBITDA** decreased by  $\notin$ 4.0 million, or 14.2% from  $\notin$ 28.3 million for the first six months of 2013, to  $\notin$ 24.3 million for the first six months of 2014. Expressed as a percentage of revenue, EBITDA represented 19.2% for the first six months of 2013, compared to 17.1% for the first six months of 2014. The decrease in EBITDA reflects mainly the demanding comparison in the computerization of UK doctors caused by an exceptional level of activity with the NHS in 2013 and the temporary decrease in French pharmacists' investments. Despite uncertainty related to government announcements regarding regulated professions, pharmacists in particular, the order book is developing favorably.

**EBIT before special items** (Operating income before special items) decreased by  $\notin$ 4.1 million, or 23.9%, from  $\notin$ 17.1 million for the first six months of 2013 to  $\notin$ 13.0 million for the first six months of 2014. Expressed as a percentage of revenue, EBIT represented 11.6% for the first six months of 2013, compared to 9.1% for the first six months of 2014. This decrease in EBIT reflects the  $\notin$ 4.0 million EBITDA decrease.



Q2 Revenue **€40.0m** 

### Q2 EBITDA **€9.5m**



Q2 Key Points Revenue increased by €0.1m EBITDA decreased by €1.7m

EBITDA margin decreased by 423bps

### Insurance & Services

This division includes all of the Group's products and services for insurers, mutual and contingency companies and intermediaries predominantly in France. Furthermore, through the Insurance and Services division the Group provides solutions and services to its many customers in all business sectors concerned with issues related to hosting, outsourcing (notably for HR and payroll management with Cegedim SRH) and e-business services.

**Revenue** for the *Insurance and Services* division increased by  $\notin 0.1$  million, or 0.3%, from  $\notin 39.9$  million for the second quarter of 2013 to  $\notin 40.0$  million for the second quarter of 2014. There were no disposals or acquisitions and there was minimal impact from foreign currency translations.

This increase in revenue was chiefly attributable to the continued development in managing third-party payment flows and numerous commercial successes at *Cegedim SRH* (HR solutions).

**EBITDA** decreased by €1.7 million, or 14.9%, from €11.2 million for the quarter ended June 30, 2013 to €9.5 million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, EBITDA represented 28.0% for the quarter ended June 30, 2013, compared to 23.8% for the quarter ended June 30, 2014. This decrease in EBITDA is chiefly attributable to the transition from a perpetual license model to an SaaS model at *Cegedim Global Payments*, part of the e-business activity, and to the significant investment made at *Kadrige*. It was partially offset by an increase at the Health Insurance companies activity and *Cegedim SRH*, the provider of human resources management solutions.

**EBIT before special items** (Operating income from recurring operations) decreased by  $\notin 1.8$  million, or 23.9%, from  $\notin 7.7$  million for the quarter ended June 30, 2013 to  $\notin 5.9$  million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, EBIT represented 19.4% for the quarter ended June 30, 2013, compared to 14.7% for the quarter ended June 30, 2014. This decrease in EBIT was primarily due to the decrease by  $\notin 1.7$  million in EBITDA.

6M Revenue



6M EBIT before special items



# of Employees **1,227** 

#### 6M Key Points

Revenue increased by €0.9m

EBITDA decreased by €2.6m EBITDA margin decreased by 358bps

#### **Insurance & Services**

**Revenue** for the *Insurance and Services* division increased by  $\notin 0.9$  million, or 1.2%, from  $\notin 77.0$  million for the first six months of 2013 to  $\notin 78.0$  million for the first six months of 2014. There were no disposals or acquisitions and there was minimal impact from foreign currency translations.

Expressed as a percentage of total revenue, revenue for the *Insurance and Services* division represented 17.6% for the first six months of 2013, compared to 18.2% for the first six months of 2014.

This increase in revenue was chiefly attributable to the continued development in managing third-party payment flows and numerous commercial successes at *Cegedim SRH* (HR solutions).

*Cegedim Insurance*, a leading supplier to large corporates and a market leader, continues to bring in new contracts. For example, it recently signed deals with Génération and the Henner Group to manage their hospital invoices using Cegedim's e-invoicing solution.



**EBITDA** decreased by €2.6 million, or 14.0%, from €18.3 million for the first six months of 2013 to €15.8 million for the first six months of 2014. Expressed as a percentage of revenue, EBITDA represented 23.8% for the first six months of 2013, compared to 20.2% for the first six months of 2014. This decrease in EBITDA is chiefly attributable to the transition from a perpetual license model to an SaaS model at *Cegedim Global Payments*, part of the e-business activity, and to the significant investment made at *Kadrige*. It was partially offset by an increase at the Health Insurance companies activity and *Cegedim SRH*, the provider of human resources management solutions.

**EBIT before special items** (Operating income from recurring operations) decreased by  $\notin 2.7$  million, or 23.4%, from  $\notin 11.6$  million for the first six months of 2013 to  $\notin 8.9$  million for the first six months of 2014. Expressed as a percentage of revenue, EBIT represented 15.0% for the first six months of 2013, compared to 11.4% for the first six months of 2014. This decrease in EBIT was primarily due to the decrease by  $\notin 2.6$  million in EBITDA.



Q2 Revenue **€8.2m** 

### Q2 EBITDA **€(1.1)m**

Q2 EBIT before special items

Q2 Key Points Revenue increased by €1.2m EBITDA increased by €0.1m EBITDA margin increased by 335bps.

# GERS Activities and Reconciliation

The GERS Activities and Reconciliation division encompasses the activities the Group performs as the parent company of a listed entity, as well as the support it provides to the three operating divisions. This division also includes the activities of GERS in France and Romania and the company Pharmastock.

**Revenue** for the *GERS Activities and Reconciliation* division increased by  $\notin 1.2$  million, or 16.8%, from  $\notin 7.0$  million for the second quarter of 2013 to  $\notin 8.2$  million for the second quarter of 2014. There were no disposals or acquisitions and excluding the minimal unfavorable foreign currency translations, revenue increased by 17.0%.

This increase in revenue results mainly from the continuing growth from the sales statistics business activity. The strong growth in the second quarter is the reflects of a billing problem in the first quarter.

**EBITDA** developed positively by 0.1 million, or 7.1%, from a loss of 1.2 million for the quarter ended June 30, 2013 to a loss of 1.1 million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, EBITDA represented (16.4)% for the quarter ended June 30, 2013, compared to (13.1)% for the quarter ended June 30, 2014. This favorable trend in EBITDA reflects the virtual stability of corporate costs and the gradual return to breakeven at *GERS activities*.

**EBIT before special items** (Operating income from recurring operations) developed positively by  $\notin 0.1$  million, or 5.4%, from a loss of  $\notin 1.6$  million for the quarter ended June 30, 2013 to a loss of  $\notin 1.5$  million for the quarter ended June 30, 2014. Expressed as a percentage of revenue, EBIT represented (22.3)% for the quarter ended June 30, 2013, compared to (18.1)% for the quarter ended June 30, 2014. This positive trend in EBIT was primarily due to the favorable trend of  $\notin 0.1$  million in EBITDA.

6M Revenue €14.3m



6M EBIT before special items



# of Employees 246

6M Key Points Revenue increased by €0.3m EBITDA evolved positively by €1.7m

EBITDA margin increased by 1,223bps

#### **GERS** Activities and Reconciliation

**Revenue** for the *GERS Activities and Reconciliation* division increased by  $\notin 0.3$  million, or 2.1%, from  $\notin 14.0$  million for the first six months of 2013 to  $\notin 14.3$  million for the first six months of 2014. There were no disposals or acquisitions and excluding the minimal unfavorable foreign currency translations, revenue increased by 2.3%.

Expressed as a percentage of total revenue, revenue for the *GERS Activities and Reconciliation* division represented 3.2% for the first six months of 2013, compared to 3.3% for the first six months of 2014.

This increase in revenue results mainly from the continuing growth from the sales statistics business activity. The strong growth in the second quarter is the reflects of a billing problem in the first quarter.



**EBITDA** developed positively by  $\notin 1.7$  million, or 38.9%, from a loss of  $\notin 4.3$  million for the first six months of 2013 to a loss of  $\notin 2.6$  million for the first six months of 2014. Expressed as a percentage of revenue, EBITDA represented (30.5)% for the first six months of 2013, compared to (18.3)% for the first six months of 2014. This favorable trend in EBITDA reflects the virtual stability of corporate costs and the gradual return to breakeven at *GERS activities*.

**EBIT before special items** (Operating income from recurring operations) developed positively by  $\notin 1.7$  million, or 32.9%, from a loss of  $\notin 5.1$  million for the first six months of 2013 to a loss of  $\notin 3.4$  million for the first six months of 2014. Expressed as a percentage of revenue, EBIT represented (36.4)% for the first six months of 2013, compared to (23.9)% for the first six months of 2014. This favorable trend in EBIT reflects the favorable trend of  $\notin 1.7$  million in EBITDA.



Goodwill €534.8m

Cash & Cash Equivalent

**€79.8m** 

# Comments on the Consolidated Balance Sheet

**Consolidated total balance sheet** amounted to €1,237.8 million at June 30, 2014, a 1.4% increase over December 31, 2013.

**Goodwill on acquisition** was  $\notin$ 534.8 million at June 30, 2014, compared with  $\notin$ 528.5 million at the end of 2013. This  $\notin$ 6.3 million increase is chiefly attributable to a reinforcement of some foreign currency compare to euro mainly from the US dollar and Sterling Pound for respectively  $\notin$ 4.8 million and  $\notin$ 1.5 million. Goodwill on acquisition represents 43.2% of the total balance sheet on June 30, 2014, compare to 43.3% six months prior.

**Tangible and intangible assets** amount to €262.1 million at the end of June 2014, compared to €256.2 million at the end of 2013, an increase of €5.9 million, or 2.3%. Tangible assets decreased by €0.6 million, or 1.8%, from €31.7 million at end of June 2013 to €32.3 million at end of December 2013. On the other hand, intangible assets increased by €6.5 million, or 2.9% compared to December 31, 2013, reflecting the increase of capitalized development costs partly offset by the amortization of development costs. Tangible and intangible assets represent to 21.2% of total assets at end of June 2014 compared to 21.0% at December 31, 2013.

Accounts receivable-short-term portion decrease by €13.5 million, or 5.9%, from €230.0 million at end of December 2013 to €216.4 million at the end of June 2014.

**Cash and cash equivalent** came to €79.8 million at June 30, 2014, an increase of €12.9 million compared with December 31, 2013. This increase reflects primarily last April's refinancing. It should be noted that the premium of €7.9 million received from the additional 2020 bond offering made it possible to finance the €8.6 million premium paid for the partial 2015 bond buyback. Cash and cash equivalent came to 6.4% of total assets at end of June 2014 compared to 5.5% six months earlier. Please note that net cash amounted to €79.1 million, an increase of €24.9 million, or 45.9%, compare to six months earlier.

#### First 6 months of 2014

Total Debt €539.8m



#### **Comments on the Consolidated Balance Sheet**

**Long-term financial liabilities** came to  $\notin$ 528.4 million at June 30, 2014 an increase of  $\notin$ 14.7 million, or 2.9%, compared to December 31, 2013. This increase reflects primarily the issuance of the additional 2020 bond offering of  $\notin$ 125 million partially offset by the buyback for  $\notin$ 106 million of the 2015 bond and from the positive impact of capitalization of issuance cost for  $\notin$ 4.2 million. Long-term liabilities include liabilities under Cegedim employee profit sharing plans in the total amount of  $\notin$ 7.2 million at end of June 2014, a virtually stable level compared to December, 2013.

Short term debts decreased by  $\notin$ 13.1 million, or 53.4%, to  $\notin$ 11.5 million at June 30, 2014. This decrease reflects primarily the decrease by  $\notin$ 12.0 million in overdraft facilities.

Cash and cash equivalents exceed short-term financial debt (less than 1 year). Short-term liabilities include liabilities under Cegedim employee profit sharing plans in the total amount of €1.9 million at end of June 2014.

**Total financial liabilities** amounted to  $\notin$ 539.9 million, an increase of  $\notin$ 1.6 million. Total net financial debt amounts to  $\notin$ 460.0 million, a decrease of  $\notin$ 11.2 million compared six months earlier. This represents 137.1% of equity as of June 30, 2014 compared to 136.3% as of December 31, 2013. Long-term and short-term liabilities include liabilities under Cegedim employee profit sharing plans in the total amount of  $\notin$ 9.1 million and  $\notin$ 0.3 million of others liabilities at end of June 2014. Thus the net financial liabilities amount to  $\notin$ 450.6 million compare to  $\notin$ 462.0 million six month earlier.

Shareholders' equity decrease by €10.2 million or 3.0% to €335.6 million at June 30, 2014, compared to €345.8 million at the end of 2013. This decrease reflects the Group reserves decline by €56.8 million and the issue premium for €2.6 million partially offset by a positive change of €41.9 million in Group earnings reflecting the impairment of goodwill of €63.3 million at end of 2013. Finally, the Group exchange losses came down by €7.4 million. Total shareholders' equity came to 27.1% of total assets at end of June 2014 compared to 28.3% six months earlier.

#### **Off-Balance sheet commitments**

Cegedim S.A. provides guarantees and security with respect to the operational or financing obligations of its subsidiaries in the ordinary course of business. See *note* 13 of the Financial Statement included in section "Interim Consolidated Financial Statement".

In € million	71	Less	Than	More than
	Total	1 year	1-5 years	5 years
Bond 2020	425.0	_	_	425.0
Bond 2015	62.6	_	62.6	-
Revolving credit facility	0.0	_	0.0	-
FCB Loan	45.1	_	45.1	_
Overdraft Facilities	0.7	0.7		
Total	533.4	0.7	107.7	425.0

The table below sets out Cegedim's principal financing arrangements as of June 30, 2014.

As of June 30, 2014, the Group's confirmed credit lines amounted to  $\notin$ 80 million, of which  $\notin$ 80 million are undrawn.

In € million		December 2013	June 2014	Change
Assets				
Goodwill		528.5	534.8	1.2%
Tangible, Intangible assets		256.2	262.1	2.3%
Long-term investments	а	14.0	14.8	5.8%
Other non-current assets	b	66.0	65.2	(1.2)%
Accounts receivable current portion		230.0	216.4	(5.9)%
Cash & Cash equivalents		67.0	79.8	19.2%
Other Current assets		59.6	64.7	8.5%
Total Assets		1,221.2	1,237.8	1.4%
Liabilities				
Long-term financial liabilities	с	513.6	528.4	2.9%
Other non-current liabilities		48.3	50.2	3.9%
Short-term liabilities	с	24.6	11.5	(53.4)%
Other current liabilities	d	288.8	312.1	8.1%
<b>Total Liabilities</b> (excluding Shareholders" equity)		875.4	902.2	3.1%
Shareholders' equity	e	345.8	335.6	(3.0)%
Total Liabilities & Shareholders' equity	e	1,221.2	1,237.8	1.4%

a) Excluding equity shares in equity method companies

(b) Including deferred tax for  $\epsilon$ 41.5 million for June 30, 2014 and  $\epsilon$ 42.1 million for December 31, 2013

(c) Long-term and short-term liabilities include liabilities under our employee profit sharing plans in the total amount of  $\epsilon$ 9.1 million for June 30, 2014 and  $\epsilon$ 8.9 million for December 31, 2013

(d) Including "tax and social liabilities" for  $\epsilon$ 114.9 million for June 30, 2014 and  $\epsilon$ 124.8 million for December 31, 2013. This include VTA, French and US profit-sharing scheme, provision for leave day, social security contribution in France, French health coverage and wage bonus

(e) Including minority interests of  $\epsilon 0.2$ million for June 30, 2014 and  $\epsilon 0.4$ million for end of December 2013

<b>Net Financial Debt</b> In € million		December 2013	March 2014	June 2014
Long-term debt	_	506.2	506.4	521.0
Short-term debt		22.9	15.7	9.4
Gross financial debt		529.0	522.1	530.4
Cash & Cash equivalent		67.0	58.7	79.8
Net financial debt	f	462.0	463.4	450.6
Equity		345.8	337.2	335.6
Gearing	g	1.3	1.4	1.3

(f) Gross financial debt equal total debt minus the profit sharing for  $\epsilon 9.1$  million and others for  $\epsilon 0.3$  million as of June 30, 2014

(g) Net financial debt on Total equity ratio



Net Cash Flow from Operating Activities €66.4m

Net Cash Flow used in Investing Activities €(37.1)m

Net Cash Flow used in Financing Activities



### Comments on the Cash Flow Statement

Net cash flow from operating activities increased by €13.9 million from €52.5 million in the first six months of 2013 to €66.4 million in the first six months of 2014. This increase reflects the €20.7 million surplus in working capital requirement s at June 30, 2014 compare to June 30, 2013 partially offset by a decrease of €1.2 million in tax paid. It should be noted that the French Competition Authorities decision is enforceable, therefore, at the end of June 2014, Cegedim accounted a €5.7 million accrued expenses payable for the amount of the fine

Net cash flow used in investing activities increased by  $\notin 1.9$  million from an outflow of  $\notin 35.2$  million in the first six months of 2013 to an outflow of  $\notin 37.1$  million in the first six months of 2014. This increase was mainly due to an increase in acquisition of intangible assets for  $\notin 0.9$  million following the increase in capitalization of R&D, to a shift to the second half of the year of dividends received from equity method companies for  $\notin 0.8$  million and from a decrease in financial assets for  $\notin 0.7$  million.

Net cash flow used in financing activities amounted to an outflow of  $\notin$ 4.7 million in the first six months of 2014, a decrease of  $\notin$ 8.0 million compare to the first six months of 2013; This decrease is mainly due to the  $\notin$ 7.5 million premium received following the additional 2020 bond issuance in April 2014.

**Working capital** levels vary as a result of several factors, including seasonality and the efficiency of receivables collection process. Historically, Cegedim has financed the working capital requirements through the cash on hand and amounts available under the Revolving Credit Facility and overdraft facilities. Since 2011, Cegedim has also been relying on cash from the sale of receivables in the ordinary course of business on a non-resource basis.

Working capital decreased by &27.7 million at end of June 2014 compared to end of December 2013. This lower requirement is mainly due to a decrease of &8.2 million in inventories, accounts receivables and other receivables and to an increase of &19.6 million in accounts payable and other liabilities, including the &5.7 million fine imposed by the French Competition Authorities, not paid in June 30, 2014. Total working capital requirement at end of June 2014 was (2.0)% of the last twelve months revenues.
**Capital expenditures** remain relatively stable from year to year. Historically, they have primarily related to R&D, maintenance costs and purchases made in respect of Cegelease's leasing business (Assets used by *Cegelease* for lease agreements and not transferred to banks). There are no material capital expenditure commitments. Flexibility and discretion are maintained in order to adjust, from time to time, the level of capital expenditures to the needs of Cegedim's business.

For the first six months of 2014, capital expenditures were  $\notin$ 36.7 million, consisting of  $\notin$ 24.2 million of capitalized R&D,  $\notin$ 6.7 million in maintenance capex,  $\notin$ 5.8 million of assets used for lease agreements by *Cegelease* not transferred to banks. As a percentage of revenue, capital expenditures amounted to 8.6 % for the first six months of 2014.

The payroll expenses for the R&D workforce represent the majority of the total R&D costs and amounts approximately for the first six months of 2014 to around 7% of revenue. Although this percentage is not a targeted figure, it has remained relatively stable for the past several years. Of this R&D expenditure, approximately half is capitalize annually in accordance with IAS 38, which requires that (i) the project be clearly identified and the related costs are separable and tracked reliably; (ii) the technical feasibility of the project has been demonstrated, and the Group has the intention and the financial capacity to complete the project and use or sell the products resulting from this project; and (iii) it is probable that the developed project will generate future economic benefits that will flow to the Group. In the quarter ended June 30, 2014,  $\in$ 12.1 million of R&D costs were capitalized and  $\notin$ 24.2 million for the first six months of 2014. The remaining parts of R&D costs are recorded as expenses for the period in which they were incurred.

Capital expenditures	2 <sup>nd</sup> Quarter		January	January - June		
In € million	2013	2014	2013	2014	2013	
Capitalized R&D	12.0	12.1	22.6	24.2	46.9	
Maintenance capex	2.1	2.7	5.4	6.7	14.6	
Assets used by Cegelease	3.9	3.3	7.9	5.8	10.1	
Total capital expenditures	17.9	18.0	35.9	36.7	71.6	

**Balance of net cash** from operations, net cash from investments operations and net cash from financing operations leaded to a positive  $\notin$ 24.9 million change of cash at end of the second quarter of 2014 including  $\notin$ 0.3 million from currency exchange rate movements.

		January - June		FY	
In $\epsilon$ million		2013	2014	2013	
Gross cash flow	а	52.0	43.9	152.6	
Tax paid		(6.4)	(5.2)	(12.5)	
Changes in working capital		7.0	27.7	9.4	
Net cash provided by (used in) operating activities		52.5	66.4	149.6	
Net cash provided by (used in) investing activities		(35.2)	(37.1)	(72.4)	
Net cash provided by (used in) financing activities		(12.7)	(4.7)	(42.7)	
Total cash flows excl. currency		4.7	24.6	34.4	
impact		4./	24.0	54.4	
Change due to currency exchange rate movements		(0.6)	0.3	(1.7)	
Total cash flows		4.1	24.9	32.8	
Net cash at the beginning of the period		21.5	54.2	21.5	
Net cash at the end of the period		25.5	79.1	54.2	

(a) Gross cash flow equal consolidated profit (loss) for the period plus share of earnings from equity method companies plus depreciation plus provision plus capital gains or losses on disposals plus cost of net financial debt plus tax expenses.



Please refer to 2013 Reference Document

## Main Risks

Activities remain subject to the usual risks inherent in engaging in its trades as well as political and geopolitical risks arising from its international presence for most of its activities and unexpected instances of force majeure.

A description of main risks is available in the *Chapter 4* "Risk factors" from p. 25 of the *Cegedim 2013 Registration Document* filed with the Autorité des Marchés Financiers (French Financial Markets Authority - AMF) on March 12, 2014. During first six months of 2014, Cegedim identified no other significant changes.



## **Related Parties**

Please refer to 2013 Reference Document on page 202 A description of transactions with related parties is available in the note 25 page 202, of the Cegedim 2013 Reference Document, filled with the Autorité des Marchés Financiers (French Financial Markets Authority - AMF) on March 12, 2014. During the first six months of 2014, Cegedim identified no other significant related parties.



## Employees

On June 30, 2014, the Cegedim Group employed 7,994 people worldwide thus the total number of employees remain relatively stable compare to end of December 2013 (7,992 employees) and decreases by 1.6% compare to end of June 2013 (8,121 employees).

## # of Employees **7,994**

#### Employees by region

	June 30, 2013	June 30, 2014
France	3,408	3,400
EMEA excl. France	2,596	2,562
Americas	1,222	1,191
APAC	895	841
Total	8,121	7,994

#### Employees by division

	June 30, 2013	June 30, 2014
CRM and Strategic Data	4,919	4,744
Healthcare Professionals	1,743	1,777
Insurance and Services	1,206	1,227
GERS Activities and Reconciliation	253	246
Cegedim Group	8,121	7,994



## First Six Months Highlights

#### **Refinancing operation**

Refinancing upsized to €125 mi Apart from the dat

Acquisition

Binding offer received from IMS Health for the new CRM and Strategic Data division On April 7, 2014, Cegedim launched an additional bond offering of  $\pounds$ 100 million, upsized to  $\pounds$ 125 million on the issue date, of its 6.75% Senior Notes due 2020. Apart from the date and price of issuance (105.75% plus interest accrued since April 1, 2014), the new bonds are identical to the  $\pounds$ 300 million of 6.75% Senior Notes due in 2020 that the Group issued on March 20, 2013. It should be noted that Cegedim was able to issue at 5.60% compared to 6.75% one year earlier.

The proceeds from the offering were used, among other things, to finance the redemption of  $\notin 105,950,000$  of outstanding bonds due 2015 (at a price of 108.102%), pay the premium and any related fees, and repay bank overdraft facilities.

As a result, the Group's debt structure is as follows:

- €62.6 million of 7.00% bonds due July 27, 2015;
- €425 million of 6.75% bonds due April 1, 2020;
- €45.1 million FCB loan maturing June 2016;
- €80 million of revolving credit due June 10, 2016, undrawn as of June 30, 2014;
- Overdraft facilities.

When the operation was announced on April 7, 2014, rating agency Standard and Poor's confirmed its B+ rating with a stable outlook for Cegedim and its two bonds.

#### Acquisition

On April 15, 2014, Cegedim acquired the French company *SoCall*, which is based in France. Its core activity is providing secretarial and scheduling services for practices of healthcare professionals. The company manages incoming patient calls, messages, scheduling and records of past consultations for around 50 practices. Financed by internal financing, these activities represent annual revenues of less than  $\notin 0.3$  million and are part of the consolidation scope of Cegedim Group from Q2 2014. Binding offer received from IMS Health for the new CRM and Strategic Data division

#### First Six Months Highlights

### Binding offer received from IMS Health for the new CRM and Strategic Data division

On June 24, 2014, *Cegedim* announced that it had received a binding offer from IMS Health Inc. to acquire its new *CRM and strategic data* division in exchange for €385 million in cash. On a cash free debt free basis, subject to certain adjustments based on the Group's net debt at the date of completion, changes in net working capital and 2014 *CRM and strategic data* division revenue.

In compliance with regulatory requirements in some jurisdictions, employee representatives are currently being consulted regarding the deal, which will then be submitted to the Board of Directors for a decision before end-November 2014.

If this proposal is accepted, most of the proceeds from the transaction would be used to repay debt and thus strengthen *Cegedim*'s balance sheet and income statement with a debt ratio close to 1 and an improving margin. In addition, the Group would be led to recognize, at the effective time of the sale, an accounting loss with no impact on the Group's cash, of approximately  $\in$ 180 million.

The business activities targeted by this proposal represent 47% of non-group revenue, 43% of current EBIT and 41% of EBITDA on the basis of figures at December 31, 2013.

It should be noted that the financial statements closed at June 30, 2014 continue to include all the data relating to the business activities targeted by the IMS proposal. IFRS 5, whose objective is to separately classify activities considered as held for sale, does not apply for the time being. In fact, the sale cannot be considered as "highly probable" as long as the Board of Directors of *Cegedim* has not made a statement on the transaction, and the business activities cannot be considered as being "immediately available for sale in their current condition", considering that it is first essential to physically separate the data processing centers that support all the Group's operational activities, as well as divide the assets held in legal entities sheltering mixed activities.

Apart from the items cited above, to the best of the company's knowledge, there were no events or changes during the period that would materially alter the Group's financial situation.



## Subsequent Events

French Competition Authorities decision Decision no. 14-D-06 of July 8, 2014, by French Competition Authorities imposed a €5.7 million fine on Cegedim based on a complaint brought by Euris. Euris claimed that Cegedim refused to sell its OneKey database to clients using Euris software products. As a reminder, Cegedim's refusal to do so was related to a lawsuit alleging that Euris has counterfeited its OneKey database.

Cegedim appealed this decision to the Paris Court of Appeals. The French Competition Authorities decision is enforceable, therefore, at the end of June 2014, Cegedim accounted an accrued expenses payable for the amount of the fine.

We note that this risk was cited in paragraph 4.3.24 of the 2013 Annual Report and in the prospectus that accompanied our bond issue in April.

The fine does not in any way affect the terms of the offer made by IMS Health on June 24.

Apart from the items cited above, to the best of the company's knowledge, there were no events or changes during the period that would materially alter the Group's financial situation.



## Outlook

Cegedim is reconfirming its target for 2014, of at least stable revenue and operating margin from recurring operations.

For the second half of 2014, the group expects a slight slowdown at the *CRM and Strategic Data* division, and a slight increase in activity at the other divisions. A less demanding comparison level for UK doctors software in the second half of 2014 and a restored order book at software from French pharmacists point to more positive revenue developments in the second half of the year.

Furthermore, if the IMS Health offer, as previously disclosed, is accepted, **at the time of the sale**, the Group would be led to recognize an accounting loss with no impact on the Group's cash of approximately €180 million.



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# **1H -2014** Consolidated Financial Statements

#### **CONSOLIDATED BALANCE SHEET ASSETS**

(in thousands of Euros)	06.30.2014 - Net	12.31.2013 - Net	Change
GOODWILL ON ACQUISITION (NOTE 6)	534,765	528,465	1.2%
Development costs	32,347	16,791	92.6%
Other intangible fixed assets	198,026	207,097	(4.4%)
INTANGIBLE FIXED ASSETS	230,373	223,888	2.9%
Property	389	389	0.0%
Buildings	4,373	4,764	(8.2%)
Other tangible fixed assets	26,723	27,110	(1.4%)
Construction work in progress	226	45	398.1%
TANGIBLE FIXED ASSETS	31,711	32,307	(1.8%)
Equity investments	704	704	0.0%
Loans	2,466	2,464	0.1%
Other long-term investments	11,602	10,793	7.5%
LONG-TERM INVESTMENTS - EXCLUDING EQUITY			
SHARES IN EQUITY METHOD COMPANIES	14,772	13,960	5.8%
Equity shares in equity method companies (Note 7)	8,639	8,599	0.5%
Government - Deferred tax (Note 12)	41,495	42,121	(1.5%)
Accounts receivable : Long-term portion (Note 8)	14,183	14,379	(1.4%)
Other receivables : Long-term portion	911	894	1.9%
NON-CURRENT ASSETS	876,848	864,615	1.4%
Services in progress	173	186	(7.0%)
Goods	10,277	10,428	(1.5%)
Advances and deposits received on orders	817	428	90.7%
Accounts receivable : Short-term portion (Note 8)	216,409	229,958	(5.9%)
Other receivables : Short-term portion	32,816	31,972	2.6%
Cash equivalents	3,287	3,515	(6.5%)
Cash	76,548	63,458	20.6%
Prepaid expenses	20,632	16,618	24.2%
CURRENT ASSETS	360,958	356,564	1.2%
TOTAL ASSETS	1,237,806	1,221,179	1.4%

CONSOLIDATED	BALANCE SHEET	LIABILITIES
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(in thousands of Euros)	06.30.2014	12.31.2013	Change
Share capital	13,337	13,337	0.0%
Issue premium	182,955	185,562	(1.4%)
Group reserves	157,657	214,419	(26.5%)
Group exchange reserves	(238)	(238)	0.0%
Group exchange gains/losses	(1,556)	(8,996)	(82.7%)
Group earnings	(16,753)	(58,634)	(71.4%)
SHAREHOLDERS' EQUITY, GROUP SHARE	335,401	345,449	(2.9%)
Minority interests (reserves)	208	419	(50.4%)
Minority interests (earnings)	(2)	(43)	(94.5%)
MINORITY INTERESTS	206	376	(45.4%)
SHAREHOLDERS' EQUITY	335,607	345,825	(3.0%)
Long-term financial liabilities (Note 9)	528,393	513,650	2.9%
Long-term financial instruments	9,046	8,905	1.6%
Deferred tax liabilities (Note 12)	9,705	9,513	2.0%
Non-current provisions	29,271	27,501	6.4%
Other non-current liabilities	2,210	2,421	(8.7%)
NON-CURRENT LIABILITIES	578,626	561,988	3.0%
Short-term financial liabilities (Note 9)	11,456	24,564	(53.4%)
Short-term financial instruments	7	7	3.0%
Accounts payable and related accounts	115,039	108,269	6.3%
Tax and social liabilities	114,888	124,764	(7.9%)
Provisions	3,809	5,840	(34.8%)
Other current liabilities	78,375	49,922	57.0%
CURRENT LIABILITIES	323,574	313,365	3.3%
TOTAL LIABILITIES	1,237,806	1,221,179	1.4%

#### CONSOLIDATED INCOME STATEMENT

(in thousands of Euros)	06.30.2014	06.30.2013	Change
Revenue	428,729	437,229	(1.9%)
Other operating activities revenue	-	-	-
Capitalized production	24,177	22,601	7.0%
Purchases used	(52,916)	(57,184)	(7.5%)
External expenses	(116,361)	(113,539)	2.5%
Taxes	(7,504)	(7,326)	2.4%
Payroll costs (Note 18)	(219,725)	(222,344)	(1.2%)
Allocations to and reversals of provisions	(2,396)	(3,797)	(36.9%)
Change in inventories of products in progress and finished products	(14)	8	(277.9%)
Other operating income and expenses	(536)	(248)	116.2%
EBITDA	53,454	55,397	(3.5%)
Depreciation expenses	(32,348)	(29,448)	9.8%
<b>OPERATING INCOME FROM RECURRING OPERATIONS</b>	21,106	25,949	(18.7%)
Non-recurrent income and expenses	(9,121)	(4,048)	125.3%
OTHER NON-RECURRENT INCOME AND EXPENSES (NOTE			
11)	(9,121)	(4,048)	125.3%
<b>O</b> PERATING INCOME	11,985	21,901	(45.3%)
Income from cash and cash equivalents	399	201	98.5%
Gross cost of financial debt	(28,241)	(29,061)	(2.8%)
Other financial income and expenses	3,401	(7,208)	(147.2%)
Cost of net financial debt (Note 10)	(24,441)	(36,068)	(32.2%)
Income taxes	(5,091)	(6,879)	(26.0%)
Deferred taxes	(163)	7,302	(102.2%)
TOTAL TAXES (NOTE 12)	(5,254)	423	(1,341.4%)
Share of profit (loss) for the period of equity method	05.6	010	1.00/
companies	956	919	4.0%
Profit (loss) for the period before earnings from activities that have been discontinued or are being sold	(16,755)	(12,825)	30.6%
Profit (loss) for the period net of income tax from activities			
that have been discontinued or are being sold	-	-	-
Consolidated profit (loss) for the period	(16,755)	(12,825)	30.6%
ATTRIBUTABLE TO OWNERS OF THE PARENT A	(16,753)	(12,826)	30.6%
Minority interests	(2)	1	(335.0%)
Average number of shares excluding treasury stock B	13,948,889	13,957,919	(0.1%)
CURRENT EARNINGS PER SHARE (IN EUROS)	(1.8)	(0.6)	188.9%
EARNINGS PER SHARE (IN EUROS) A/B		(0.9)	30.7%
Diluting instruments	none	none	-
DILUTED EARNINGS PER SHARE (IN EUROS)	(1.2)	(0.9)	30.7%

#### STATEMENT OF TOTAL EARNINGS

(in thousands of Euros)	06.30.2014	06.30.2013	Change
Consolidated profit (loss) for the period	(16,755)	(12,825)	30.6%
Other items included in total earnings:			
Unrealized exchange gains/losses	7,390	915	707.3%
Free shares award plan	(517)	111	(563.8%)
Hedging financial instruments (net of income tax)	(558)	2,926	(119.1%)
TOTAL OTHER RECYCLABLE ITEMS OF THE OF THE STATEMENT	6,315	3,953	59.7%
OF TOTAL EARNINGS	0,515	3,755	57.170
Actuariel differences relating to provisions for pensions	1	24	-
TOTAL OTHER NON RECYCLABLE ITEMS OF THE OF THE STATEMENT	1	24	(95.7%)
OF TOTAL EARNINGS	*	21	()3.170)
TOTAL EARNINGS	(10,439)	(8,847)	18.0%
Minority interests' share	(1)	4	(125.8%)
ATTRIBUTABLE TO OWNERS OF THE PARENT	(10,438)	(8,851)	17.9%

#### Statement of changes in shareholders' equity

		D	Conso.	Unrealized	T 1		
	Capital	Reserves tied to	reserves and	exchange gains/	Total Group	Minority	Total
(in thousands of Euros)		capital	earnings	losses	share	interests	
Balance at 01.01.2012	13,337	185,561	296,019	20,820	515,737	497	516,234
Earnings for the fiscal year			(85,351)	,	(85,351)	89	(85,262)
Earnings recorded directly as shareholders' equity:							-
Transactions on shares			362		362		362
<ul> <li>Hedging of financial instruments</li> </ul>			3,740		3,740		3,740
Hedging of net investments				0	0		0
Actuarial differences relating to pension provisions			(= (	(7,322)	(7,322)	1	(7,321)
Unrealized exchange gains/losses			(3,683)		(3,683)	00	(3,683)
Total earnings for the fiscal year			(84,932)	(7,322)	(92,254)	89	(92,164)
Transactions with shareholders: • Capital transactions							
<ul> <li>Capital transactions</li> <li>Distribution of dividends <sup>(1)</sup></li> </ul>						(62)	(62)
<ul> <li>Treasury shares</li> </ul>			402		402	(02)	402
Total transactions with shareholders			402		402	(62)	340
Other changes			871		871	(1)	870
Change in consolidation scope						(17)	(17)
BALANCE AT 12.31.2012	13,337	185,561	212,360	13,498	424,757	507	425,264
Earnings for the fiscal year			(58,634)		(58,634)	(43)	(58,677)
Earnings recorded directly as shareholders' equity:							
Transactions on shares			(76)		(76)		(76)
Hedging of financial instruments			2,841		2,841		2,841
Hedging of net investments				0	0		0
Unrealized exchange gains/losses			(21.0)	(22,756)	(22,756)	4	(22,752)
• Actuarial differences relating to pension provisions) Total earnings for the fiscal year			(218) (56,088)	(22,756)	(218) (78,844)	(39)	(218) (78,883)
Transactions with shareholders:			(30,088)	(22,750)	(70,044)	(39)	(70,005)
Capital transactions							_
<ul> <li>Distribution of dividends <sup>(1)</sup></li> </ul>						(94)	(94)
Treasury shares			(234)		(234)	( )	(234)
Total transactions with shareholders			(234)		(234)	(94)	(328)
Other changes			(255)		(255)	2	(252)
Change in consolidation scope				25	25		25
BALANCE AT 12.31.2013	13,337	185,561	155,784	(9,234)	345,448	376	345,825
Earnings for the fiscal year			(16,753)		(16,753)	(2)	(16,755)
Earnings recorded directly as shareholders' equity:			(517)		(517)		(517)
<ul><li>Transactions on shares</li><li>Hedging of financial instruments</li></ul>			(517) (558)		(517) (558)		(517) (558)
<ul> <li>Hedging of net investments</li> </ul>			(556)		(556)		(556)
<ul> <li>Unrealized exchange gains/losses</li> </ul>				7,389	7,389	1	7,390
<ul> <li>Actuarial differences relating to pension provisions</li> </ul>			1	1,000	1		1
Total earnings for the fiscal year			(17,827)	7,389	(10,438)	(1)	(10,439)
Transactions with shareholders:				,			
Capital transactions					-	(53)	(53)
Distribution of dividends <sup>(1)</sup>					-	(74)	(74)
Treasury shares			524		524		524
Total transactions with shareholders		1 <b>-</b>	524	-	524	(127)	397
Other changes		(2,606)	2,422	- 4	(184)	(10)	(184)
Change in consolidation scope				51	51	(43)	8
BALANCE AT 06.30.2014	13,337	182,955	140,903	(1,794)	335,401	206	335,607

(1): The total amount of dividends is distributed to common shares. There are no other classes of shares. There were no issues, repurchases or redemptions of equity securities during 2012, 2013 and 2014 except for the shares acquired under the free share award plan.

#### CASH FLOW STATEMENT FROM EARNINGS OF CONSOLIDATED COMPANIES

(in thousands of Euros)	06.30.2014	12.31.2013	06.30.2013
Consolidated profit (loss) for the period	(16,755)	(58,677)	(12,825)
Share of earnings from equity method companies	(956)	(1,275)	(919)
Depreciation and provisions <sup>(1)</sup>	31,516	127,421	30,010
Capital gains or losses on disposals	400	(397)	42
CASH FLOW AFTER COST OF NET FINANCIAL DEBT AND TAXES	14,205	67,072	16,308
Cost of net financial debt.	24,441	60,060	36,068
Tax expenses	5,254	25,483	(423)
<b>O</b> PERATING CASH FLOW BEFORE COST OF NET FINANCIAL			
DEBT AND TAXES	43,900	152,615	51,953
Tax paid	(5,236)	(12,451)	(6,402)
Change in working capital requirements for operations: requirement	0	0	0
Change in working capital requirements for operations: surplus	27,733	9,424	6,991
CASH FLOW GENERATED FROM OPERATING ACTIVITIES			
AFTER TAX PAID AND CHANGE IN WORKING CAPITAL REQUIREMENTS (A)	66,397	149,588	52,542
Acquisitions of intangible assets	(25,747)	(51,051)	(24,801)
Acquisitions of tangible assets	(12,107)	(22,340)	(11,657)
Acquisitions of financial assets	(1-,107)	(2,914)	(11,007)
Disposals of tangible and intangible assets	478	4,674	583
Disposals of long-term investments	722	0	0
Impact of changes in consolidation scope	(467)	(1,697)	(147)
Dividends received from equity method companies	17	884	852
NET CASH FLOWS GENERATED BY INVESTMENT			
OPERATIONS (B)	(37,104)	(72,444)	(35,186)
Dividends paid to parent company shareholders	0	0	0
Dividends paid to the minority interests of consolidated companies	(3)	(94)	(75)
Capital increase through cash contribution	(53)	0	0
Loans issued	125,000	300,000	300,000
Loans repaid	(106,907)	(290,857)	(284,647)
Interest paid on loans	(20,833)	(43,413)	(24,765)
Other financial income and expenses paid or received	(1,890)	(8,339)	(3,194)
NET CASH FLOWS GENERATED BY FINANCING OPERATIONS (C)	(4,686)	(42,703)	(12,681)
CHANGE IN CASH EXCLUDING IMPACT OF CHANGES IN			
FOREIGN CURRENCY EXCHANGE RATE (A + B + C)	24,606	34,441	4,675
Impact of changes in foreign currency exchange rates	285	(1,668)	(623)
CHANGE IN CASH	24,891	32,773	4,052
Opening cash	54,227	21,454	21,454
Closing cash (Note 9)	79,118	54,227	25,506

(1) Including Impairment of goodwill for 63,300 thousand euros as at December 31, 2013.

# Notes to theH1 -2014 Consolidated FinancialStatements

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#### Note 1 – IFRS Accounting Standards

The Group's first six months consolidated financial statements as of June 30, 2014, have been prepared in accordance with standard *LAS 34 - Interim Financial Reporting.* They correspond to condensed interim financial statements and do not include all of the information required for annual financial statements. The consolidated financial statements as of June 30, 2014, should therefore be read in conjunction with the Group's consolidated financial statements reported on December 31, 2013.

The accounting principles applied by the Group for the preparation of the interim consolidated financial statements at June 30, 2014, are the same as those applied by the Group at December 31, 2013, excepting the following norms applicable since January 1, 2014, and comply with international accounting standards IFRS (International Financial Reporting Standards) as endorsed by the European Union. These accounting principles are described in the section entitled "*Accounting Principles*" applicable to the consolidated financial statements in the 2013 reference document.

New norms, interpretations and modifications applicable since January 1, 2014:

#### Norms and new interpretations applicable on or after January 1, 2014:

- Amendment to IAS 28 "Investments in associates and joint ventures". IAS 28 was modified to be conformed to amendments made after publication of IFRS 10 " Consolidated financial statements", IFRS 11 "Partnerships" and IFRS 12 "Disclosure of interests in other entities";
- Amendment to IAS 32 "Offsetting of financial assets and liabilities" which clarifies the meaning of "has a legally enforceable right to set off the amounts" and certain global compensation systems should be considered comparable as a payment on the basis of a net amount. This amendment was adopted by the European Union on December 29, 2012 and should be applied retrospectively for fiscal years since January 1, 2014;
- Amendments to IAS 36 "Information must be provided regarding the recoverable value of non-financial assets". These amendments were adopted by the European Union on December 19, 2013 and should be applied for fiscal years since January 1, 2014;
- Amendments to IAS 39 and IFRS 9 "Novation of derivatives and continuation of hedge accounting" These amendments were adopted by the European Union on December 19, 2013 and should be applied for fiscal years since January 1, 2014;
- IFRS 10 "Consolidated financial statements";
- IFRS 11 "Partnerships" cancel and replace IAS 31 "Interests In Joint Ventures" and SIC 13 "Jointly Controlled Entities Non-Monetary Contributions by Venturers";
- IFRS 12 "Disclosure of interests in other entities". Objective of IFRS 12 is to have an information which could allow financial statements users to evaluate the basis of the control, each restriction on consolidated assets and liabilities, risks exposures resulting to participations in not consolidated structured entities and the participation of minority interest in consolidated entities activities;

The Group led analysis on participations, on every presented period. Results showed that the new definition of control given by IFRS 10 is not modifying the Group consolidation scope. Others norms have no significate effects on the Group consolidated financial statements.

#### Norms, interpretations and amendments not adopted by the European Union

- New norms, norms amendments and interpretations not adopted by the European Union are the following:
  - IFRS 9 "financial instruments" applicable from January 1, 2015 and not adopted yet by the European Union;
  - IFRIC 21 "Duties and taxes", not adopted yet by the European Union, could be applicable to fiscal years from July 1, 2014.

#### Note 2 – Highlights

#### **Refinancing operation**

On April 7, 2014, Cegedim launched an additional bond offering of €100 million, upsized to €125 million on the issue date, of its 6.75% Senior Notes due 2020. Apart from the date and price of issuance (105.75% plus interest accrued since April 1, 2014), the new bonds are identical to the €300 million of 6.75% Senior Notes due in 2020 that the Group issued on March 20, 2013. It should be noted that Cegedim was able to issue at 5.60% compared to 6.75% one year earlier.

The proceeds from the offering were used, among other things, to finance the redemption of €105,950,000 of outstanding bonds due 2015 (at a price of 108.102%), pay the premium and any related fees, and repay the bank overdraft facilities.

As a result, the Group's current debt structure is as follows:

- €62.6 million of 7.00% bonds due July 27, 2015;
- €425 million of 6.75% bonds due April 1, 2020;
- €80 million of revolving credit due June 10, 2016, undrawn as of June 30, 2014;
- Overdraft facilities.

When the operation was announced on April 7, 2014, rating agency Standard and Poor's confirmed its B+ rating with a stable outlook for Cegedim and its two bonds.

#### Acquisition

On April 15, 2014, Cegedim acquired the French company *SoCall*, which is based in France. Its core activity is providing secretarial and scheduling services for practices of healthcare professionals. The company manages incoming patient calls, messages, scheduling and records of past consultations for around 50 practices. Financed by internal financing, these activities represent annual revenues of less than 0.3 million and are part of the consolidation scope of Cegedim Group from Q2 2014.

#### Binding offer received from IMS Health for the new CRM and Strategic Data division

On June 24, 2014, Cegedim announced that it had received a binding offer from IMS Health Inc. to acquire its new CRM and strategic data division in exchange for €385 million in cash, on a "no cash, no debt" basis, and under condition of certain adjustments according to the Group net debt level at closing date, the working capital trend and 2014 revenue of the CRM and strategic data division.

In compliance with regulatory requirements in some jurisdictions, employee representatives are currently being consulted regarding the deal, which will then be submitted to the Board of Directors for a decision before end-November 2014.

If this proposal is accepted, most of the proceeds from the transaction would be used to repay debt and thus strengthen Cegedim's balance sheet and income statement with a debt ratio close to 1 and an improving margin. In addition, the Group would be led to recognize, at the effective time of the sale, an accounting loss with no impact on the Group's cash, approximately 180 million euros.

The business activities targeted by this proposal represent 47% of non-group revenue, 43% of current EBIT and 41% of EBITDA on the basis of figures at December 31, 2013.

It should be noted that the financial statements closed at June 30, 2014 continue to include all the data relating to the business activities targeted by the IMS proposal. IFRS 5, whose objective is to separately classify activities considered as held for sale, does not apply for the time being. In fact, the sale cannot be considered as "highly probable" as long as the Board of Directors of Cegedim has not made a statement on the transaction, and the business activities cannot be considered as being "immediately available for sale in their current condition", knowing that it is first essential to physically

separate the data processing centers that support all the Group's operational activities, as well as divide the assets held in legal entities sheltering mixed activities.

Apart from the items cited above, to the best of the company's knowledge, there were no events or changes during the period that would materially alter the Group's financial situation.

#### Note 3 – Changes in the consolidation scope

Companies involved	% held for the fiscal year	% held for the previous fiscal year	Conso. method for the fiscal year	Conso. method for previous year	Comments
Companies entering the consolidation	on scope				
Galaxysanté	49.00%	-	E.M.	-	Creation
SoCall	100.00%	-	F.C.	-	Acquisition
Companies leaving the consolidatio	n scope				
Cegedim Malaysia SDN	100.00%	100.00%	F.C.	F.C.	Liquidation
Cegedim Centroamerica y el					
Caraibe	100.00%	100.00%	F.C.	F.C.	Liquidation

#### Note 4 – Segment information as at June 30, 2014

(in tho	isands of Euros)	CRM and strategic data	Healthcare professionals	Insurance and services	GERS activities and reconci- liation	06.30.2014	Total France	Total rest of world
Sector	income							
А	Outside Group revenue	194,542	141,894	77,981	14,312	428,729	249,855	178,875
В	Revenue to other Group							
D	sectors	8,956	3,211	2,222	10,270	24,659	23,584	1,076
A+B	Total sector revenue	203,498	145,105	80,203	24,582	453,388	273,438	179,950
Sector	earnings							
D	Operating income from							
	recurring operations	2,681	12,981	8,869	(3,426)	21,106		
Е	EBITDA from recurring							
	operations	16,019	24,288	15,760	(2,612)	53,454		
Ope	rating margin from recurring oper	rations (in %)						
D/A	Operating margin from							
	recurring operations outside							
	Group	1.4%	9.1%	11.4%	(23.9%)	4.9%		
E/A	EBITDA margin from							
	recurring operations Outside							
	Group	8.2%	17.1%	20.2%	(18.3%)	12.5%		
Depre	ciation expenses by sector							
	Depreciation expenses	13,337	11,306	6,891	813	32,348		

#### Income statement items as at June 30, 2014

#### Geographical breakdown consolidated revenue as at June 30, 2014

(in thousands of Euros)	France	Euro Zone outside France	Pound Sterling Zone	US dollar Zone	Rest of world	06.30.2014
Geographic breakdown	249,855	41,407	40,027	43,430	54,011	428,729
%	58%	10%	9%	10%	13%	100%

#### Balance sheet items as at June 30, 2014

	CRM and			GERS activities and	06.30.2014	Total	Total rest of the
	strategic	Healthcare	Insurance	reconci-	000012011	France	world
(in thousands of Euros)	data	professionals	and services	liation			
Sector assets (net values)							
Goodwill on acquisition (note							
6)	365,380	121,059	48,325	-	534,764	121,247	413,517
Intangible assets	132,192	49,810	43,065	5,307	230,373	198,560	31,813
Tangible assets	13,933	9,422	4,082	4,275	31,711	18,926	12,784
Shares accounted for under the							
equity method (Note 7)	167	8,409	63	-	8,639	170	8,468
Total net	511,671	188,700	95,534	9,581	805,487	338,904	466,583
Investments for the year (gross value	ies)						
Goodwill on acquisition (note							
6)	-	153	267	-	420	420	-
Intangible assets	13,759	6,013	5,548	428	25,747	22,302	3,446
Tangible assets	2,790	8,238	990	65	12,084	9,270	2,814
Shares accounted for under the							
equity method (Note 7)	-	-	-	-	-	-	-
Total gross	16,549	14,404	6,805	493	38,251	31,992	6,259
Sector liabilities (1)							
Non-current liabilities							
Provisions	13,232	8,543	6,901	594	29,271	26,895	2,376
Other liabilities	2,210	-	-	-	2,210	-	2,210
Current liabilities							
Accounts payable and related							
accounts	76,105	25,494	9,682	3,758	115,039	42,112	72,926
Tax and social liabilities	59,981	25,193	26,584	3,131	114,888	75,090	39,798
Provisions	1,766	1,267	776	-	3,809	2,344	1,465
Other liabilities	26,937	26,134	24,595	709	78,375	59,096	19,279

(1) Contribution of Cegedim SA in liabilities remains allocated per default in the CRM and strategic data sector, with no breakdown per sector.

#### Note 5 – Segment information in 2013

#### Income statement items as at June 30, 2013

(in thou	isands of Euros)	CRM and strategic data	Healthcare professional s		GERS activities and reconci- liation	06.30.2013	Total France	Total rest of the world
Sector	income							
А	Outside Group revenue	198,535	147,634	77,042	14,017	437,229	248,499	188,729
В	Revenue to other Group							
D	sectors	9,755	4,033	2,703	10,882	27,373	26,460	913
A+B	Total sector revenue	208,291	151,667	79,745	24,899	464,602	274,959	189,642
Sector	earnings							
D	Operating income from							
	recurring operations	2,414	17,058	11,580	(5,103)	25,949		
Е	EBITDA from recurring							
	operations	13,022	28,316	18,331	(4,272)	55,397		
-	rating margin from recurring ope	rations (in %)						
D/A	Operating margin from							
	recurring operations outside							
	Group	1.2%	11.6%	15.0%	(36.4%)	5.9%		
E/A	EBITDA margin from							
	recurring operations Outside							
	Group	6.6%	19.2%	23.8%	(30.5%)	12.7%		
Depree	ciation expenses by sector							
	Depreciation expenses	10,608	11,258	6,751	831	29,448		

#### Geographical breakdown consolidated revenue as at June 30, 2013

(in thousands of Euros)	France	Euro Zone outside France	Pound Sterling Zone	US dollar Zone	Rest of world	06.30.2013
Geographic breakdown	248,499	41,286	44,087	47,713	55,643	437,229
0/0	57%	9%	10%	11%	13%	100%

(in thousands of Euros)	CRM and strategic data	Healthcare professionals	Insurance and services	GERS activities and reconci- liation	12.31.2013	Total France	Total rest of the world
Sector assets (net values)							
Goodwill on acquisition (note	2						
6)	360,868	119,539	48,058	-	528,465	120,827	407,638
Intangible assets	128,389	46,775	45,149	3,575	223,888	194,033	29,855
Tangible assets	14,456	9,101	4,157	4,594	32,307	18,985	13,323
Shares accounted for under th	ne						
equity method (Note 7)	96	8,419	85	-	8,599	112	8,487
Total net	503,808	183,834	97,449	8,169	793,260	333,956	459,303
Investments for the year (gross v	alues)						
Goodwill on acquisition (note	•						
6)	-	1,987	200	-	2,187	200	1,987
Intangible assets	27,623	12,035	10,648	745	51,051	43,971	7,080
Tangible assets	3,878	16,785	1,365	270	22,298	17,629	4,669
Shares accounted for under th	ne						
equity method (Note 7)	-	-	53	-	53	-	53
Total gross	31,501	30,807	12,265	1,014	75,588	61,800	13,788
Sector liabilities (1)							
Non-current liabilities							
Provisions	12,053	8,033	6,856	558	27,501	25,932	1,568
Other liabilities	2,421	-	-	-	2,421	-	2,421
Current liabilities							
Accounts payable and related							
accounts	68,772	23,116	11,156	5,226	108,269	44,810	63,459
Tax and social liabilities	64,888	25,652	30,475	3,749	124,764	80,022	44,742
Provisions	3,595	1,278	917	50	5,840	2,679	3,161
Other liabilities	13,307	22,400	13,846	369	49,922	34,267	15,655

#### Balance sheet items as at December 31, 2013

(1) Contribution of Cegedim SA in liabilities remains allocated per default in the CRM and strategic data sector, with no breakdown per sector.

Modifications were made to the presentation of the IFRS financial statements closed on June 30, 2013, which were initially published on September 19, 2013. These changes reflect a change in the allocation of companies in relation to their activity. These changes affect three sectors. Companies in the sector "CRM and strategic data" have been reallocated to "Healthcare professionals" and "GERS activities and Reconciliation". These modifications were integrated with each item of each sector as of June 30, 2013, presented above, for the following amounts:

(in thousands of Euros)	CRM and strategic data	Healthcare professional s	Insurance and services	GERS activities and reconci- liation	06.30.2013	Total France	Total rest of the world
Sector income							
Outside Group revenue published	214,626	145,561	77,042	0	437,229	248,499	188,729
Reallocation	(16,091)	2,073	0	14,017	0	0	0
Outside Group revenue at June 30, 2013	198,535	147,634	77,042	14,017	437,229	248,499	188,729
Revenue to other Group sectors published	11,914	4,029	2,703	0	18,646	17,918	728
Reallocation	(2,159)	4	0	10,882	8,727	8,542	185
Revenue to other Group sectors at June 30, 2013	9,755	4,033	2,703	10,882	27,373	26,460	913
Total revenue published	226,540	149,590	79,745	0	455,875	266,417	189,457
Reallocation	(18,249)	2,077	0	24,899	8,728	8,542	185
Total revenue at June 30, 2013	208,291	151,667	79,745	24,899	464,603	274,959	189,642

(in thousands of Euros)	CRM and strategic data	Healthcare professionals	Insurance and services	GERS activities and reconciliation	06.30.2013
Sector earnings					
Operating income from recurring					
operations published	(1,962)	16,463	11,449	0	25,949
Reallocation	4,376	595	131	(5,103)	0
Operating income from					
recurring operations at June 30,	2,414	17,058	11,580	(5,103)	25,949
2013				· · ·	

(in thousands of Euros)	CRM and strategic data	Healthcare professionals	Insurance and services	GERS activities and reconciliation	06.30.2013
Depreciation expenses by sector					
Depreciation expenses published	11,440	11,257	6,751	0	29,448
Reallocation	(832)	1	0	831	0
Depreciation expenses at June 30, 2013	10,608	11,258	6,751	831	29,448

Modifications were made to the presentation of the IFRS financial statements closed on December 31, 2013, which were initially published on April 7, 2014. These changes aim to simplify the reading of the segment information in the "CRM and strategic data" sector, reallocating GERS activities into the "GERS activities and Reconciliation". These modifications were integrated with each item of each sector as of June 30, 2013, presented above, for the following amounts:

(in thousands of Euros)	CRM and strategic data	Healthcare professionals	Insurance and services	GERS activities and reconci- liation	12.31.2013	Total France	Total rest of the world
Sector assets							
Intangible assets published	129,505	46,775	45,149	2,458	223,888	194,033	29,855
Reallocation	(1,116)	0	0	1,117	0	0	0
Intangible assets at December 31, 2013	128,389	46,775	45,149	3,575	223,888	194,033	29,855
Tangible assets published	15,958	9,101	4,157	3,091	32,307	18,985	13,323
Reallocation	(1,503)	0	0	1,503	0	0	0
Tangible assets at December 31, 2013	14,456	9,101	4,157	4,594	32,307	18,985	13,323

(in thousands of Euros)	CRM and strategic data	Healthcare professionals	Insurance and services	GERS activities and reconci- liation	12.31.2013	Total France	Total rest of the world
Investments for the year							
Intangible assets published	28,132	12,035	10,648	236	51,051	43,971	7,080
Reallocation	(509)	0	0	509	0	0	0
Intangible assets at December 31, 2013	27,623	12,035	10,648	745	51,051	43,971	7,080
Tangible assets published	3,918	16,785	1,365	230	22,298	17,629	4,669
Reallocation	(40)	0	0	40	0	0	0
Tangible assets at December 31, 2013	3,878	16,785	1,365	270	22,298	17,629	4,669

(in thousands of Euros)	CRM and strategic data	Healthcare professionals	Insurance and services	GERS activities and reconci- liation	12.31.2013	Total France	Total rest of the world
Sector liabilities							
Non-current liabilities							
Provisions published	12,611	8,033	6,856	0	27,501	25,932	1,568
Reallocation	(558)	0	0	558	0	0	0
Provisions at December 31, 2013	12,053	8,033	6,856	558	27,501	25,932	1,568

(in thousands of Euros)	CRM and strategic data	Healthcare professionals	Insurance and services	GERS activities and reconci- liation	12.31.2013	Total France	Total rest of the world
Sector liabilities							
Current liabilities							
Accounts payable and related accounts published	73,754	23,116	11,156	243	108,269	44,810	63,459
Reallocation	(4,982)	0	0	4,983	1	0	0
Accounts payable and related accounts at December 31, 2013	68,772	23,116	11,156	5,226	108,270	44,810	63,459
Tax and social liabilities published	67,172	25,652	30,475	1,465	124,764	80,022	44,742
Reallocation	(2,284)	0	0	2,284	0	0	0
Tax and social liabilities at December 31, 2013	64,888	25,652	30,475	3,749	124,764	80,022	44,742
Provisions published	3,645	1,278	917	0	5,840	2,679	3,161
Reallocation	(50)	0	0	50	0	0	0
Provisions at December 31, 2013	3,595	1,278	917	50	5,840	2,679	3,161
Other liabilities published	13,355	22,400	13,846	321	49,922	34,267	15,655
Reallocation	(48)	0	0	48	0	0	0
Other liabilities at December 31, 2013	13,307	22,400	13,846	369	49,922	34,267	15,655

#### Note 6 – Goodwill on acquisition

In net value, at June 30, 2014, goodwill on acquisition represents 535 million euros compared to 528 million euros at December 31, 2013. This increase of 7 million euro corresponds primarily to the impact of the revaluation of goodwill on acquisition denominated in foreign currencies, including 4.8 million euros due to the euro/dollar change.

Sector	12.31.2013	Scope	Impairment	Translation gains or losses and other variations	06.30.2014
CRM and strategic data	360,867	(381)	-	4 894	365 380
Healthcare professionals	119,540	153	-	1 365	121 059
Insurances and services	48,058	267	-	-	48 325
GERS activities and reconciliation	-	-	-	-	-
Total	528,465	40	0	6 259	534 764

Paragraph 90 of IAS 36 indicates that CGUs where goodwill has been allocated should be tested at least on an annual basis and every time an impairment charge could occur. This impairment charge is defined as the difference between the CGU recoverable value and its book value. The recoverable value is defined by IAS 36.18 as the higher of the asset fair value - less costs of sells - and its value in use (sum of capitalized flows expected by the company for this asset).

For the CRM and strategic data division: on June 24, 2014, Cegedim has received a binding offer from IMS Health Inc. for the acquisition of the major part of the businesses of its CRM and strategic data division for a cash price of €385 million. Considering that IMS Health Inc. binding offer is the fair value, the recoverable value should be the higher sum between the offer price (€385 million) minus costs associated to this sale, and the actual value of operating flows expected in the business plans for the CRM and strategic data division. 2014 first semester achievements, which show a distinct operating margin progress compared to 2013 first semester, enable the confirmation of the established business plans for this division during the closing of 2013. Impairment tests carried out at this period concluded to a €516 million value in use. The discount rate, before tax, used for these tests amounted to 9.92% at the end of December 2013. At the end of June 2014, the discount rate amounts to 9.50%, with the calculation methodology unchanged <sup>(1)</sup>.

As a result, neither 2014 first semester discount rate trend nor the operational activity change lead to a downwards adjustment of the  $\notin$ 516 million value in use. No depreciation of goodwill is therefore needed as of June 30, 2014. However, one should note that, if IMS Health Inc. offer had to be accepted by Cegedim, the Group would be led to recognize an accounting loss of approximately  $\notin$ 180 million, with no impact on the Group's cash, mainly attributable to the CRM and strategic division goodwill.

As for the Healthcare Professionals and the Insurance and Services divisions, the Group does not consider that 2014 first semester achievements, although below expectations, should be considered as indications of a loss in value which could question business plans established during the closing of 2013. Values in use decided at this time, for respectively €420 million and €424 million, largely cover goodwill value allocated to these divisions and confirm the absence of depreciation.

#### (1) Discount rate

The Group uses a single rate for all CGUs. The skills center and databases used to support all of these Group services are centralized and only the distribution is local. In addition, Cegedim's customers in its core business are worldwide groups who more and more often have multinational contracts. To answer paragraphs 55 and 56 of IAS 36 constraints, the discount rate is calculated on the basis of a sector weighted average cost of capital before tax. This pre-tax discount rate is applied to operating flows before tax. The Group has mandated an independent firm of experts to calculate this discount rate. The calculations mainly refer to comparable stock samples and benchmark indexes to determine Cegedim's own risk premium and coefficient and a target debt-equity ratio applicable to Cegedim's activity. The calculation is updated as required according to market conditions and at least once a year.

#### Note 7 – Equity shares accounted for using the equity method

Entity	% owned 06.30.14			Shareholders ' equity as of 12.31.13	Group-share of total net shareholders' equity 2013	Goodwill on acquisition	Provisio n for risks	Net value of shares in companies accounted for by the EM as of 12.31.13
Edipharm	20.00%			160	32	-	-	32
Infodisk	34.00%			(46)	(16)	-	-	(16)
Millennium	49.22%			11,328	5,576	2,859	-	8,434
Primeum Cegedim	50.00%			192	96	-	-	96
Tech Care Solutions	50.00%			105	53	-	-	53
TOTAL				11,739	5,741	2,859	-	8,599
Entity	% owned 06.30.1 4	Profit (loss) 06.30.14	Group share of profit (loss) 06.30.14	as of 06.30.14	Group share of total net shareholders' equity as of 06.30.14	Goodwill on acquisi- tion	Risk Provi- sion	Net value of shares in companies accounted for by EM as of 06.30.14
Edipharm	20.00%	(82)	(16)	78	16	-	-	16
Infodisk	34.00%	(10)	(4)	(57)	(19)	-	-	(19)
Millennium	49.22%	1,772	872	11,301	5,562	2,859	-	8,421
Primeum Cegedim	50.00%	217	109	333	167	-	-	167
Tech Care Solutions Galaxy Santé	50.00% 49.00%	(10)	(5)	95 15	48 7	-	-	48 7
TOTAL		1,887	956	11,765	5,780	2,859	0	8,639

Value of shares in companies accounted for by the equity method

#### Change in value of shares in companies accounted for by the equity method

The change in shares of equity-accounted affiliates can be analyzed as follows:

Shares of equity-accounted affiliates at January 1, 2014	8,599
Distribution of dividends	(923)
Capital increase	-
Share of earnings at June 30, 2014	956
Perimeter entrance	7
SHARES OF EQUITY-ACCOUNTED AFFILIATES AT JUNE 30, 2014	8,639

#### Note 8 – Accounts receivable

	Custo	mers		
(in thousands of Euros)	Current	Non-current	06.30.2014	12.31.2013
French companies	123,766	14,183 <sup>(1)</sup>	137,949	149,090
Foreign companies	100,254	-	100,254	102,883
TOTAL GROSS VALUES	224,020	14,183	238,203	251,973
Provisions	7,611	-	7,611	7,636
TOTAL NET VALUES	216,409	14,183	230,592	244,337

(1): Receivables corresponding to financial leases granted by Cegelease and due for payment in more than one year.

Receivables are valued at their face value.

A provision for impairment is recognized if the inventory value, based on the probability of collection, is less than the recorded value. Thus, doubtful clients are routinely impaired at 100%, and receivables outstanding for more than six months are monitored on a case-by-case basis and, if necessary, impaired in the amount of the estimated risk of non-collection.

The share of past-due receivables, gross amount, is 48 million euros at June 30, 2014.

#### Aged balance

As at June 30, 2014	Total past- due receivables	Receivables < 1 month	Receivables 1 to 2 months	Receivables 2 to 3 months	Receivables 3 to 4 months	Receivables > 4 months
French companies	21,375	5,105	3,867	3,467	942	7,993
Foreign companies	26,310	10,070	5,672	2,878	1,816	5,874
TOTAL	47,685	15,175	9,539	6,345	2,758	13,867

#### Receivables transferred with transfer of credit risk

The contractual conditions of factoring contracts (concluded in 2011) enable the transfer of the main risks and advantages related to transferred receivables and therefore their removal from the balance sheet.

According to IAS 39, receivables transferred to third parties (factoring contract) are derecognized from the Group assets when the risks and advantages associated with them are substantially transferred to the said third parties and if the factoring company accepts, in particular, the credit risk, the interest risk and the recovery deadline (see "Accounting Policies - accounts receivable" in the 2013 Registration Document).

Total receivables transferred with transfer of credit risk thus deconsolidated under IAS 39 in the context of factoring contracts at June 30, 2014 amounts to 19.8 million euros, a decrease compared to December 31, 2013.

There is no available cash at June 30, 2014 within the context of these contracts.

#### Note 9 – Net financial debt

(in thousands of Euros)	Financial	Other <sup>(1)</sup>	06.30.2014	12.31.2013
Medium- and long-term financial borrowing and liabilities (> 5 y)	423,636	-	423,636	298,349
Medium- and long-term financial borrowing and liabilities (> 1 y, < 5 y)	97,350	7,408	104,758	215,300
Short-term financial borrowing and liabilities (> 6 months < 1 year)	-	2,012	2,012	1,704
Short-term financial borrowing and liabilities (> 1 month, < 6 months)	6,873	-	6,873	5,122
Short-term financial borrowing and liabilities (< 1 month)	1,854	-	1,854	4,992
Current bank loans	717	-	717	12,746
TOTAL FINANCIAL DEBT	530,429	9,420	539,849	538,214
Positive cash	79,834	-	79,834	66,973
NET FINANCIAL DEBT	450,594	9,420	460,015	471,241

(1) The account mainly includes profit sharing for an amount of 9,109 thousand euros.

#### Net cash

(in thousands of Euros)	06.30.2014	12.31.2013
Current bank loans	717	12,746
Positive cash	79,834	66,973
NET CASH	79,118	54,227

#### Statement of changes in net debt

(in thousands of Euros)	06.30.2014	12.31.2013
Net debt at the beginning of the fiscal year (A)	471,241	486,250
Operating cash flow before cost of net debt and taxes	43,900	152,615
Tax paid	(5,236)	(12,451)
Change in working capital requirement (1)	27,733	9,424
NET CASH FLOW GENERATED FROM OPERATING ACTIVITIES	66,397	149,588
Change resulting from investment operations	(36,637)	(70,747)
Impact of changes in consolidation scope (2)	(467)	(1,697)
Dividends	-	-
Increase in cash capital	(53)	-
Impact of changes in foreign currency exchange rates	284	(1,668)
Interest paid on loans	(20,833)	(43,413)
Other financial income and expenses paid or received	(1,890)	(8,339)
Other changes	4,425	(8,715)
TOTAL NET CHANGE FOR THE YEAR (B)	11,226	15,009
NET DEBT AT THE END OF THE FISCAL YEAR (A-B)	460,015	471,241

(1) Change in working capital requirement amounts to 27,733 thousand euros and is due to an inventories, an accounts receivable and other receivables change of 8,175 thousand euros and an accounts payable and other liabilities change of 19,558 thousand euros.

	<1	>1 month,	> 6 months,	> 1 year,	> E waar
	month	< 6 months	< 1 year	< 5 years	> 5 year
Fixed rate	1,854	6,873	0	52,256	423,636
1-month Euribor rate	717	0	0	45,094	0
	2,571	6,873	0	97,350	423,636

#### Bank loans have the following terms:

The main loans taken out are accompanied by terms involving the consolidated financial statements and related more particularly to net debt compared to the Group's consolidated gross operating margin (or the EBITDA). These ratios, fully satisfied at closing date, are annually certified by the auditors.

#### Financing

In May 2007, Cegedim received the FCB Loan, a shareholder loan from its largest shareholder, FCB, for an amount of €50.0 million. The shareholder loan agreement between Cegedim S.A. and FCB was signed on May 7, 2007. The FCB Loan Agreement was amended on September 5, 2008 and September 21, 2011 to extend the maturity date and modify the applicable interest rate. In December 2009, FCB subscribed for €4.9 million equivalent in shares as a redemption of a portion of debt that decreased the balance of the FCB Loan to €45.1 million.

On June 10, 2011, Cegedim entered into a €280.0 million term loan and multi-currency revolving credit facilities agreement. The Term loan amounts to a notional of €200 million with semi-annual principal repayment of €20 million. The Revolving Credit Facility amounts to a notional of €80 million. The Term Loan and Revolving Credit Facility Agreement terminates on June 10, 2016.

On July 27, 2010, the Group issued a €300.0 million 7.0% senior bonds due July 27, 2015, in an offering that was not subject to the registration requirements of the U.S. Securities Act. The bond is listed on the Luxembourg stock exchange and its ISIN code is FR0010925172. In November 2011, on the open market, Cegedim proceed to a €20 million bond buy back and cancelled it. As a result, the aggregate principal amount of bonds outstanding was €280.0 million.

On March 20, 2013, Cegedim issued a €300 million senior Reg S/144A bond with a coupon of 6.75% maturing April 1, 2020. The bond is listed on the Luxembourg stock exchange and its ISIN code is XS0906984272 and XS0906984355. The issue price was 100% of the nominal value. Cegedim used the proceeds to:

- Redeem 7% bonds maturing in 2015 as part of a redemption offer at a price of 108% on a principal amount of €111.5 million. There are €168.6 million in bonds still outstanding;
- Repay a term loan of €140 million;
- Repay amounts drawn on a revolving credit facility;
- Pay fees and charges related to these transactions.

On April 7, 2014, Cegedim launched an additional bond offering of €100 million, upsized to €125 million on the issue date, of its 6.75% Senior Notes due 2020. Apart from the date and price of issuance (105.75% plus interest accrued since April 1, 2014), the new bonds are identical to the €300 million of 6.75% Senior Notes due in 2020 that the Group issued on March 20, 2013.

The proceeds from the offering were used, among other things, to finance the redemption of €106 million of outstanding bonds due 2015 (at a price of 108.102%), pay the premium and any related fees, and repay bank overdraft facilities.

The structure of debt at June 30, 2014 is as follows:

- $\pounds$ 62.6 million euros bond debt at 7.00% maturing July 27, 2015;
- €425 million euros bond debt at 6.75% maturing April 1, 2020;
- €80 million revolving credit expiring June 10, 2016, undrawn at June 30, 2014;
- FCB loan of €45.1 million maturing June 2016;
- Overdraft facility.

The euro debt's exposure to variations in the euro rate is partially covered with a Euro rate hedge. At June 30, 2014, hedging debt to variations in Euro rates is composed of a three swap no premium one month pre-set Euribor receiver, payer fixed rate defined as follows:

- 4.565% rate on a notional value hedged 20,000 thousand euros;
- 4.57% rate on a notional value hedged 20,000 thousand euros;
- 4.58% rate on a notional value hedged 20,000 thousand euros.

Interest charges on bank loans, bond, bank commission and bank charges totaled 18,338 thousands of euros at June 30, 2014. The interest resulting from the shareholder loan for the first six months of 2014 amounts to 1,189 thousand euros. The change in fair value of these derivatives was recognized under equity for the effective part of those qualified as cash

flow hedges ((900) thousand euros) and in the income statement for their ineffective part and for those not qualified as hedges under IFRS standards (758 thousand euros).

The fair value at the closing date of hedging instruments amounts to 9,046 thousand euros.

#### Note 10 – Cost of net debt

(in thousands of Euros)	06.30.2014	06.30.2013
INCOME OR CASH EQUIVALENT	399	201
Interest paid on loans	(20,833)	(24,765)
Interest accrued on loans	(5,485)	(2,181)
Interests paid on financial debt	(26,318)	(26,946)
Other financial interest and expenses (1)	(1,923)	(2,115)
COST OF GROSS FINANCIAL DEBT	(28,241)	(29,061)
Net exchange differences	(367)	(1,280)
Valuation of financial instruments (2)	758	(756)
Other financial income and expenses non cash (2)	3,010	(5,172)
OTHER FINANCIAL INCOME AND EXPENSES	3,401	(7,208)
COST OF NET FINANCIAL DEBT	(24,441)	(36,068)

(in thousands of Euros)	06.30.2014	06.30.2013
(1) including interests and financial charges Cegedim (FCB)	1,189	1,216
Interest debt Ixis	-	4
Interest over participations	507	574
TOTAL	1,696	1,794

(6,209)
281

#### Note 11 - Other non-recurring income and expenses from operations

Other exceptional operating revenues/expenses can be broken down into the following items:

(in thousands of Euros)	06.30.2014	06.30.2013
Operating income from recurring operations	21,106	25,949
Impairment loss on goodwill on acquisition.	-	-
Restructuration	(2,258)	(2,826)
Capital gains or losses on disposals	-	-
Other <sup>(1)</sup>	(6,863)	(1,222)
OPERATING INCOME	11,985	21,901

(1) of which 5,617 thousands of euros related to the "Autorité de la concurrence" fine.

#### Note 12 – Deferred taxes

#### Tax breakdown

(in thousands of Euros)	06.30.2014	06.30.2013
France	(418)	(355)
Abroad	(4,674)	(6,524)
TOTAL TAX PAID	(5,092)	(6,879)
France	(574)	6,846
Abroad	411	456
TOTAL DEFERRED TAXES	(163)	7,302
TOTAL TAX EXPENSE RECOGNIZED IN THE INCOME STATEMENT	(5,254)	423
Of which discontinued activities	-	-
TOTAL TAX EXPENSE RECOGNIZED IN THE INCOME STATEMENT	(5,254)	423

#### Theoretical tax expense and recognized tax expense

The reconciliation between the theoretical tax expense for the Group and the tax expense actually recognized is presented in the following table:

(in thousands of Euros)	06.30.2014	06.30.2013
Profit (loss) for the period	(16,755)	(12,825)
Group share of EM companies	(956)	(919)
Income taxes	5,254	(423)
Earnings before tax for consolidated companies (A)	(12,456)	(14,167)
of which French consolidated companies	(20,868)	(24,404)
of which foreign consolidated companies	8,412	10,237
Normal tax rate in France (B)	38.00%	36.10%
THEORETICAL TAX EXPENSE (C) = (A) $X$ (B)	4,733	5,114
Impact of constant differences	(5,601)	(3,355)
Impact of differences in tax rates on profits	2,588	2,417
Impact of differences in tax rates on capitalized losses	(7,442)	(2,922)
Uncapitalized taxes on losses	(1,139)	-
Impact of tax credit	1,607	(831)
Impact depreciation goodwill on acquisition	-	-
TAX EXPENSE RECOGNIZED IN THE INCOME STATEMENT	(5,254)	423
Effective tax rate	0.00%	0.00%

Calculation for normal tax rate in France (B):

Base	33.33%
Contribution of 3.3% (IS > €763.000)	1.10%
	34.43%
Temporary contribution 10.7%	3.57%
Normal tax rate in France	38.00%

In order to be prudent, the Group did not activate the deferred tax for the year on the loss-making companies.

Main countries which contribute to impacts on tax rate difference on the result:

(in thousands of Euros)	06.30.2014
UK	1,765
Luxembourg	339
Ireland	391
Poland	151
Mexico	126
India	(572)
France	45
Other	342
Total	2,588
### Recognized deferred tax assets and liabilities

Analysis by category of the temporary difference for the net deferred tax position recognized in the balance sheet (before compensation by fiscal entities for deferred tax assets and liabilities):

	12.31.2013	Reclassi- fication	Earnings	Change in consolidat	Other changes	Change in exchange	06.30.2014
(in thousands of Euros)		neation		ion scope	in equity	rate	
Tax loss carry forwards and tax credits							
(1)	14,584	-	1,081	-	-	148	15,813
Pension plan commitments	7,960	-	478	-	-	-	8,438
Non-deductible provisions	3,978	-	(1,041)	-	-	17	2,954
Updating to fair value of financial							
instruments	3,338	-	(1,743)	-	342	-	1,937
Cancellation of internal capital gain	6,619	-	-	-	-	-	6,619
Restatement of R&D margin	3,564	-	311	-	-	-	3,875
Restatement of allowance for the							
assignment of intangible assets	1,827	-	-	-	-	-	1,827
Other	11,086	-	(489)	-	23	89	10,708
TOTAL DEFERRED TAX ASSETS	52,956	0	(1,404)	0	365	254	52,171
Translation adjustments	0	-	1,244	-	(1,075)	(170)	-
Cancellation of accelerated							
depreciation	(1,236)	-	279	-	-	-	(957)
Cegelease unrealized capital gain	(1,454)	-	196	-	-	-	(1,258)
Cancellation of depreciation on							
goodwill	(3,094)	-	(167)	-	-	-	(3,261)
Cancellation of depreciation internal							
capital gains	(3,258)	-	(315)	-	-	-	(3,572)
Leasing	(124)	-	7	-	-	-	(117)
R&D capitalization	(5,320)	-	85	-	-	-	(5,235)
Restatement of the allowance for the							
R&D margin	(861)	-	(158)	-	-	-	(1,019)
Assets from business combinations	(3,533)	-	0	-	-	(34)	(3,567)
Other	(1,469)	-	69	-	-	4	(1,397)
TOTAL DEFERRED TAX							
LIABILITIES	(20,349)	0	1,240	0	(1,075)	(200)	(20,383)
NET DEFERRED TAX	32,608	0	(164)	0	(710)	54	31,788

(1) The amount of tax corresponding to tax loss carry forwards and tax credits concerns only the US and amounts to 15,813 thousands of euros.

The change in deferred taxes recognized in the consolidated balance sheet after compensation by fiscal entities for the deferred tax assets and liabilities can be verified as follows:

(in thousands of Euros)	Assets	Liabilities	Net
At December 31, 2013	42,121	(9,513)	32,608
Impact on earnings for the period	(1,404)	1,240	(164)
Impact on shareholders' equity	619	(1,275)	(656)
Impact of net presentation by fiscal entity	159	(158)	1
AT JUNE 30, 2014	41,495	(9,705)	31,789

Tax corresponding to deferred taxes not activated as at June 30, 2014 amounts to 32,760 thousands of euros for French companies and 21,456 thousands of euros for international companies.

### Note 13 – Off-balance sheet commitments

Existing cautions at December 31, 2013, did not change significantly during the first six months of 2014.

### Note 14 – Share capital

At June 30, 2014, the capital is made up of 13,997,173 shares (including 25,871 treasury shares) with a face value of 0.9528 euro, or total capital of 13,336,506 euros.

### Note 15 – Treasury shares

21,180 treasury shares were definitively allocated in June 2014, as part of the plan dated June 8, 2010, for an amount of 524 thousands of euros.

### Free share awards

Following a resolution of the Extraordinary Shareholders' Meeting of June 08, 2011, the Board of Directors, in their meetings of June 29, 2011, September 19, 2012 and June 04, 2013, were authorized to award a total number of free shares, which were not to exceed 10% of the total number of shares making up the capital, to the Directors and employees of the Cegedim Group.

Following a resolution of the Extraordinary Shareholders' Meeting of February 22, 2008, the Board of Directors, in their meetings of June 8, 2010, was authorized to award a total number of free shares, which were not to exceed 10% of the total number of shares making up the capital, to the Directors and employees of the Cegedim Group.

The main features are as follows:

- The free shares awarded will grant the right to dividends. Their distribution will be determined as of the award date. The plan dated June 8, 2010 authorized a maximum allocation of 32,540 free shares. The plan dated June 29, 2011 authorized a maximum allocation of 41,640 free shares. The plan dated September 19, 2012 authorized a maximum allocation of 31,670 free shares. The plan dated June 04, 2013 authorized a maximum allocation of 48,870 free shares;
- The allocation of these shares to the beneficiaries will become final at the end of a lock-in period of two years for beneficiaries whose residence for tax purposes is in France as of the award date, and four years for beneficiaries whose residence for tax purposes is not in France as of the award date;
- The shares will be permanently awarded to their beneficiaries on a single condition: no resignation, dismissal, or layoff;
- Starting from the final award date, beneficiaries whose residence for tax purposes is in France as of the award date must keep their shares for a term of two years starting from the final award date.

In application of standard IFRS 2, the expense measuring "the benefit" offered to employees is spread out linearly over the period of acquisition of the rights by the beneficiaries. The amount recorded for the first six months of 2014 is income of 517 thousand euros.

The main characteristics of the plan are the following:

	Plan dated 06.08.10	Plan dated 06.29.11	Plan dated 09.19.12	Plan dated 06.04.13
Date of the General Meeting	02.22.08	06.08.11	06.08.11	06.08.11
Date of the Board of Directors meeting	06.08.10	06.29.11	09.19.12	06.04.13
Date of plan opening	06.08.10	06.29.11	09.19.12	06.04.13
Total number of shares than can be allocated	32,540	41,640	31,670	48,870
Initial subscription price	55.00€	39.12€	15.70€	24.46€
Date of free disposal of free shares				
France	06.08.12	06.28.13	09.18.14	06.03.15
Abroad	06.08.14	06.28.15	09.18.16	06.03.17

Plans situation as of June 30, 2014:

	Plan dated 06.08.10	Plan dated 06.29.11	Plan dated 09.19.12	Plan dated 06.04.13
		24,470	26,950	43,130
Total number of shares allocated	-	shares	shares	shares
Total number of shares left to be acquired				
after recorded exercising of options and		24,470	13,980	36,115
cancelled options	-	shares	shares	shares
Adjusted acquisition price of free share				
allotments				
France	51.45€	36.04€	15.24€	23.74€
Abroad	43.40 €	29.95€	13.35€	20.79€

### Note 16 – Dividends

No dividend has been paid for 2013, in accordance with the Ordinary General Meeting decision held on June 10, 2014.

### Note 17 – Employees

	06.30.2014	06.30.2013
France	3,400	3,408
Abroad	4,594	4,713
TOTAL EMPLOYEES	7,994	8,121

### Note 18 – Payroll costs

(in thousands of Euros)	06.30.2014	06.30.2013
Wages	(218,631)	(220,955)
Profit-sharing	(1,611)	(1,277)
Free share awards	517	(111)
PAYROLL COSTS	(219,725)	(222,344)

### Note 19 – Events occurring after the closing date

Decision no. 14-D-06 of July 8, 2014, by French Competition Authorities imposed a €5.7 million fine on Cegedim based on a complaint brought by Euris. Euris claimed that Cegedim refused to sell its OneKey database to clients using Euris software products. As a reminder, Cegedim's refusal to do so was related to a lawsuit alleging that Euris has counterfeited its OneKey database.

Cegedim appealed this decision in front of the Paris Court of Appeals. The French Competition Authorities decision is enforceable, therefore, at the end of June 2014, Cegedim accounted an accrued expenses payable for the amount of the fine. We note that this risk was cited in paragraph 4.3.24 of the 2013 Annual Report and in the prospectus that accompanied our bond issue in April. The fine does not in any way affect the terms of the offer made by IMS Health on June 24.

Apart from the items cited above, to the best of the company's knowledge, there were no events or changes during the period that would materially alter the Group's financial situation

#### Note 20 – Seasonality

Group activities are marked by some seasonality effects, because, among others, of its software editor activity and its database provider activity.

The operating results of the second and fourth quarters of the year are typically better than the operating results of the two other quarters and, overall, the operating results for the second half of the year are better than those for the first half. This is largely due to the seasonal nature of the business decisions of Cegedim's clients. In particular, with respect to the *CRM and Strategic Data* division, the clients make greater use of Cegedim's services at the end of the calendar year as they consider the results of their marketing and sales efforts over the course of that year and formulate strategies and budgets for the next year. Medical representatives also tend to make greater use of our services at the end of the year as they aim to reach their annual targets. Similarly, the *Healthcare Professionals* and *Insurance and Services* divisions also show some seasonality as some of their clients investing in our offerings at the end of the year in order to make full use of their annual budget.

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# Glossary

**Revenue at constant exchange rate:** when changes in revenue at constant exchange rate are referred to, it means that the impact of exchange rate fluctuations has been excluded. The term, "at constant exchange rate" covers the fluctuation resulting from applying the exchange rates for the preceding period to the current fiscal year, all other factors remaining equal.

**Revenue on a like-for-like basis:** the effect of changes in scope is corrected by restating the sales for the previous period as follows:

- by removing the portion of sales originating in the entity or the rights acquired for a period identical to the period during which they were held to the current period;
- similarly, when an entity is transferred, the sales for the portion in question in the previous period are eliminated.

Life-for-like data: at constant scope and exchange rates.

**Internal growth:** internal growth covers growth resulting from the development of an existing contract, particularly due to an increase in rates and/or the volumes distributed or processed, new contracts, acquisitions of assets allocated to a contract or a specific project.

**External growth:** external growth covers acquisitions during the current fiscal year, as well as those which have had a partial impact on the previous fiscal year, net of sales of entities and/or assets.

**EBIT:** Earnings Before Interest and Taxes. EBIT corresponds to the net revenue minus operating expenses (such as salaries, social charges, materials, energy, research, services, external services, advertising, etc.). It is the operating income for the Cegedim Group.

**EBIT before special items:** this is EBIT restated to take account of noncurrent items, such as losses on tangible and intangible assets, restructuring, etc. It corresponds to the operating income from recurring operations for the Cegedim Group.

#### Glossary

**EBITDA:** Earnings before interest, taxes, depreciation and amortization. EBITDA is the term used when amortization or depreciation and revaluations are not taken into account. "D" stands for depreciation of tangible assets (such as buildings, machines or vehicles), while "A" stands for amortization of intangible assets (such as patents, licenses and goodwill). The EBITDA is restated to take account of non-current items, such as losses on tangible and intangible assets, restructuring, etc. It corresponds to the gross operating earnings from recurring operations for the Cegedim Group.

**EPS:** Earnings Per Share is a specific financial indicator defined by the Group as the net profit (loss) for the period divided by the weighted average of the number of shares in circulation.

**Net Financial Debt:** this represents the Company's net debt (non-current and current financial debt, bank loans, debt restated at amortized cost and interest on loans) net of cash and cash equivalents and excluding revaluation of debt derivatives.

**Free cash flow:** free cash flow is cash generated, net of the cash part of the following items: (i) changes in working capital requirements, (ii) transactions on equity (changes in capital, dividends paid and received), (iii) capital expenditure net of transfers, (iv) net financial interest paid and (v) taxes paid.

**Operating expenses:** Operating expenses are defined as purchases used, external costs and payroll costs.

Operating margin: Defined as the ratio of EBIT on evenue.

**Operating margin before special items:** defined as the ratio of EBIT before special items on revenue.

Net cash: defined as cash and cash equivalent minus overdraft.

**Reconciliation:** division encompasses the activities the Group performs as the parent company of a listed entity, as well as the support it provides to the three operating divisions. The support activities are invoiced to the client subsidiaries at market prices and notably include bookkeeping, human resources and cash management, legal assistance and marketing. The parent company activities are not billable and notably include managing Group strategy, producing consolidated information and financial communications. The Reconciliation division's activities are performed chiefly by the parent company, Cegedim SA, which also carries out certain operational activities, the most important of which is CRM. Previously, Reconciliation division activities had been housed within the division to which Cegedim SA's principal operational activity belongs: CRM and strategic data. The new distinction will help to clarify the impact that this unit has on the Group's accounts.

**Special items:** are related to capital gains or losses on disposals, restructuring costs, impairment of goodwill and other non recurring income and expenses.



## Financial Calendar

Q1 2014 Results May 27, 2014

Q2 2014 Revenue **July 29, 2014** 

Q2 2014 Results **September 18, 2014** 

Q3 2014 Revenue October 28, 2014

Q3 2014 Results **November 27, 2014** 

All publications are released after the stock market closes and are followed by a teleconference in English at 6.15 pm (Paris time)

# Financial Calendar Contacts

### Contacts

### Investors

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On iOS and Android





# Review Report.

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Statement by the company officer responsible for the 2014 half year financial report

I hereby certify that, to the best of my knowledge, the condensed interim consolidated statements have been prepared in accordance with applicable accounting standards and provide a true and fair view of the assets, financial position and profit or loss of the parent company and of all consolidated companies and that the Interim Management Report gives a true and fair picture of the significant events during the first six month of the fiscal year and their impact on the financial statements, of the main related party transactions as well as a description of the main risks and uncertainties for the remaining six months of the fiscal year.

The condensed half-year consolidated statements presented in this document have been reviewed by statutory auditors. Without qualifying their conclusion expressed, they draw your attention on the condensed consolidated financial statements note 2 "Significant events" and note 6 "Goodwill on acquisition" which expose the context and the accounting treatment for the acquisition binding offer of the CRM and strategic data division at June 30, 2014.

Done in Boulogne-Billancourt, September 18, 2014

Jean-Claude Labrune Chairman & CEO Cegedim S.A.



Statuary Auditors' Review Report on half-year financial statements for the period ended 30 June 2014 For the period ended 30 June 2014

To the Shareholders,

In compliance with the assignment entrusted to us by your general shareholders' meetings and in accordance with the requirements of article L.451-1-2 III of the French monetary and financial code, we hereby report to you on:

• the limited review of the accompanying condensed halfyearly consolidated financial statements of CEGEDIM, for the period from January 1 to June 30, 2014, and

• the verification of the information contained in the interim management report.

These condensed half-yearly consolidated financial statements were drawn up under the responsibility of the Board of Directors. Our role is to express a conclusion on these financial statements based on our limited review.

### 1. Conclusion on the financial statements

We conducted our limited review in accordance with professional standards applicable in France. A limited review mainly consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A limited review is substantially less in scope than an audit conducted in accordance with professional standards applicable in France and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Based on our limited review, nothing has come to our attention that causes us to believe that the condensed half-yearly consolidated financial statements are not prepared in all material respects in accordance with IAS 34 – standard of the IFRSs as adopted by the European Union applicable to interim financial information.

Without qualifying the above conclusion expressed, we draw your attention on the condensed consolidated financial statements note 2 "Significant events" and note 6 "Goodwill on acquisition" which expose the context and the accounting treatment for the acquisition binding offer of the CRM and strategic data division at June 30, 2014.

### 2. Specific verification

We have also verified the information presented in the interim management report in respect of the condensed half-yearly financial statements subject to our limited review.

We have no matters to report as to its fair presentation and its consistency with the condensed half-yearly financial statements.

French original signed at Paris and Courbevoie on September 18, 2014

The statutory auditors

Grant Thorton French member of Grant Thornton International Mazars

Solange Aïche Partner Jérôme de Pastors Partner

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# Published on May 27, 2014



### Published on September 18, 2014



### November 27, 2014

Designed & Published: Cegedim's Financial Communications Department



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Legal documents relating to Cegedim may be consulted at the company's head office