



cegedim

Corporate Overview  
For investors

innovation

expertise

strategic  
marketing

April  
2012

SaaS

networks

quality

CRM

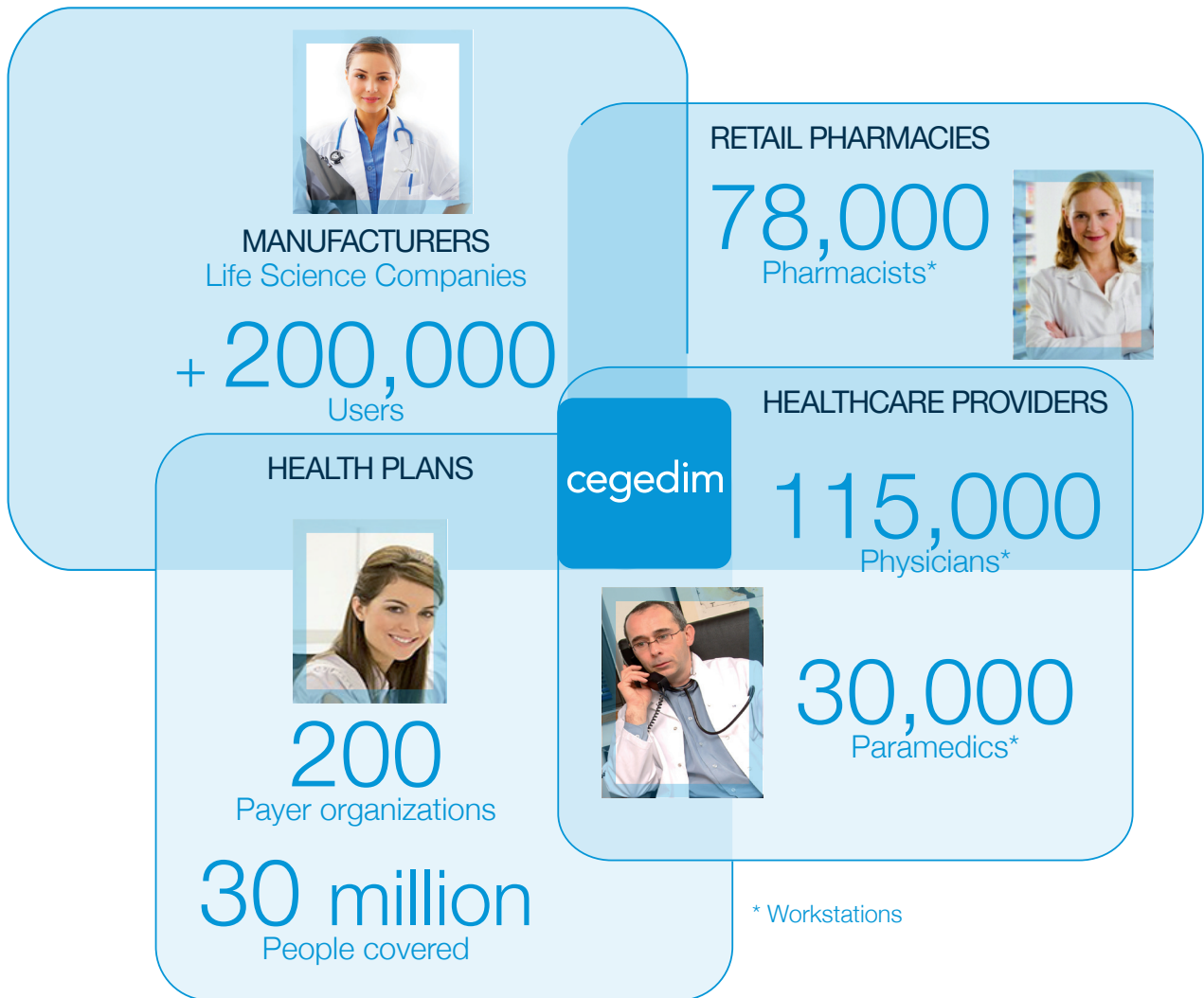
performance

cloud  
computing

healthcare

## Our Mission

Creating value at every point in the healthcare system



## Our Activities

CRM & Strategic Data		Healthcare Professionals		Insurance & Services	
Presence	Position	Presence	Position	Presence	Position
80 countries 	<p><b>#1</b> Cegedim 37%</p>	<p>Europe USA</p>	Physicians	<p><b>#1</b></p>	IT for Healthcare Insurers (in terms of people covered)
% Group Revenue		% Group Revenue	France	% Group Revenue	
<b>€511m 56%</b>		<b>€260m 29%</b>	Pharmacists	<b>€141m 15%</b>	
% Group EBIT		% Group EBIT	France United Kingdom Tunisia Romania	% Group EBIT	
<b>€34m 40%</b>	<p><b>Leader</b> Cegedim 44%</p>	<b>€29m 35%</b>	Cegelease & RNP	<b>€21m 25%</b>	<p><b>#1</b></p> Electronic Reimbursement (in terms of people covered)
EBIT Margin		EBIT Margin	France	EBIT Margin	
<b>7%</b>		<b>11%</b>		<b>15%</b>	

## Our Key Drivers

### CRM & Strategic Data

- Global market growth
- Increasing complexity of therapies
- Emerging countries
- Outsourcing
- New markets  
Compliance, safety, real life study
- New products  
Market Access

### Healthcare Professionals

- Healthcare system cost
- Dematerialization
- Need for communication
- Medical practice improvement

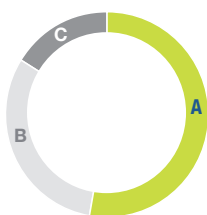
### Insurance & Services

- Market increasingly attractive and growing competition
- Need for productivity gains
  - Need for differentiation
- Heavy regulatory burden
- Need for concentration
  - Outsourcing
  - Dematerialization

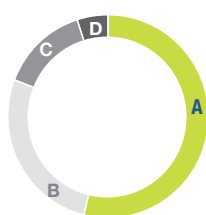
## Our Performances as of December 31<sup>st</sup>, 2011



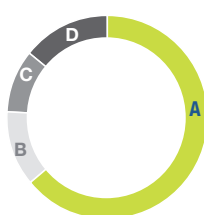
### Revenue breakdown



Activity



Geography



Currency

<b>A</b> CRM & Strategic Data	55%	<b>A</b> France	54%	<b>A</b> EUR	65%
<b>B</b> Healthcare Professionals	30%	<b>B</b> EMEA ex. France	26%	<b>B</b> USD	12%
<b>C</b> Insurance & Services	15%	<b>C</b> America	14%	<b>C</b> GBP	9%
		<b>D</b> APAC	6%	<b>D</b> RoW	14%

### Customers concentration

#### First client:

**4.5%** of revenue

#### Top 5:

**12.5%** of Group revenue

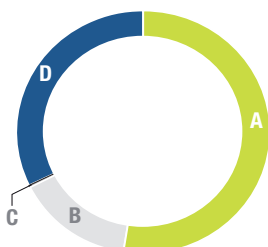
#### Top 10:

**18.4%** of Group revenue



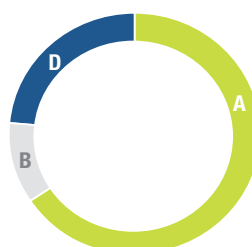
## Shareholder Structure as of December 31<sup>st</sup>, 2011

### Economic Interest



A	FCB	52.57%
B	FSI	15.02%
C	Cegedim	0.29%
D	Free Float including Alliance Healthcare France	32.12%

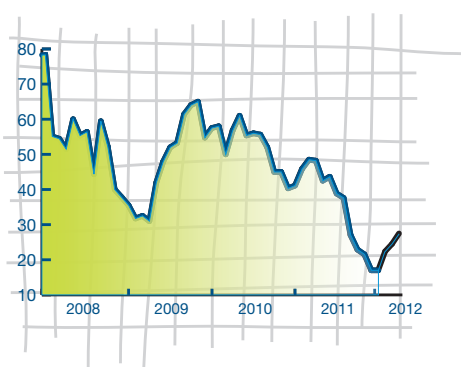
### Voting rights



A	FCB	64.91%
B	FSI	11.17%
C	Cegedim	0.0%
D	Free Float including Alliance Healthcare France	23.92%

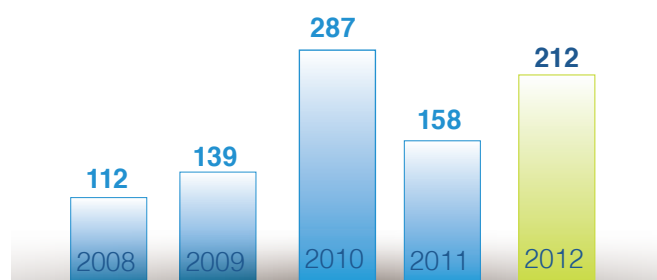
## Share Information

### Adjusted Stock Price as of March 30<sup>th</sup>, 2012



### Average daily volume as of January 31<sup>st</sup>, 2012

in thousands of euros



### Share ID

<b>Initial public offering</b>	april 1995
<b>Stock exchange</b>	NYSE Euronext Paris
<b>Stock registration number (ISIN)</b>	FR0000053506
<b>Stock symbol</b>	CGDM.PA ; CGM
<b>Important Indices</b>	SBF 250; CAC IT ; CAC Mid & Small 190 ; CAC Mid 100 ; CAC Technology ; CAC Soft & C.S.
<b>Closing date</b>	Decembre 31 <sup>th</sup>
<b>Number of share as of 03/30/2012</b>	13 997 173
<b>Market Capitalisation as of 03/30/2012</b>	€336m

### Analyst coverage

#### Bond

Imperial Capital: Brad Bryan  
Société Générale: Juliano Hiroshi Torii

#### Equity

CA Cheuvreux: Michael Beucher  
CM-CIC securities: Jean-Pascal Brivady  
Gilbert Dupont: Guillaume Cuvillier / Mickael Chane-Du  
Natixis Securities: Thomas Le Quang  
Oddo & Cie: Xavier-Emmanuel Pingault  
Société Générale: Patrick Jousseau

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