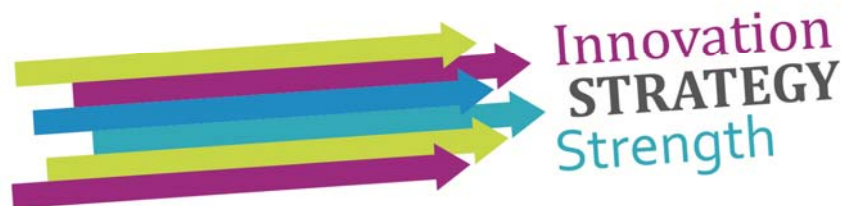




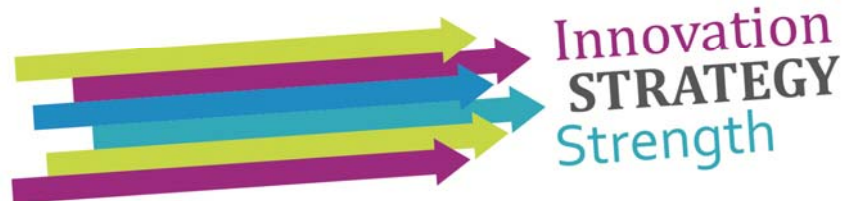
Innovation
STRATEGY
Strength

Safe Harbor Statement

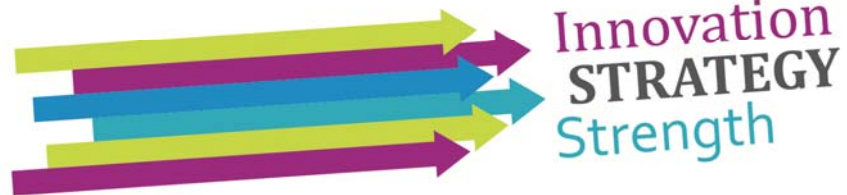


This presentation contains forward-looking statements (made pursuant to the safe harbour provisions of the Private Securities Litigation Reform Act of 1995). By their nature, forward-looking statements involve risk and uncertainty. Forward-looking statements represent the company's judgment regarding future events, and are based on currently available information. Consequently the company cannot guarantee their accuracy and their completeness and actual results may differ materially from those the company anticipated due to a number of uncertainties, many of which the company is not aware of. For additional information concerning these and other important factors that may cause the company's actual results to differ materially from expectations and underlying assumptions, please refer to the reports filed by the company with the 'Autorité des Marchés Financiers'.

Agenda



- ✓ **Cegedim Strengths**
- ✓ **From Healthcare 1.0 to Healthcare 3.0**
- ✓ **Message from the Chairman**
- ✓ **Q3-2013 Results**
- ✓ **Focus on CRM & Strategic Data**
- ✓ **Focus on Healthcare Professionals**
- ✓ **Focus on Insurance & Services**
- ✓ **Financial Communication**
- ✓ **Conclusion**



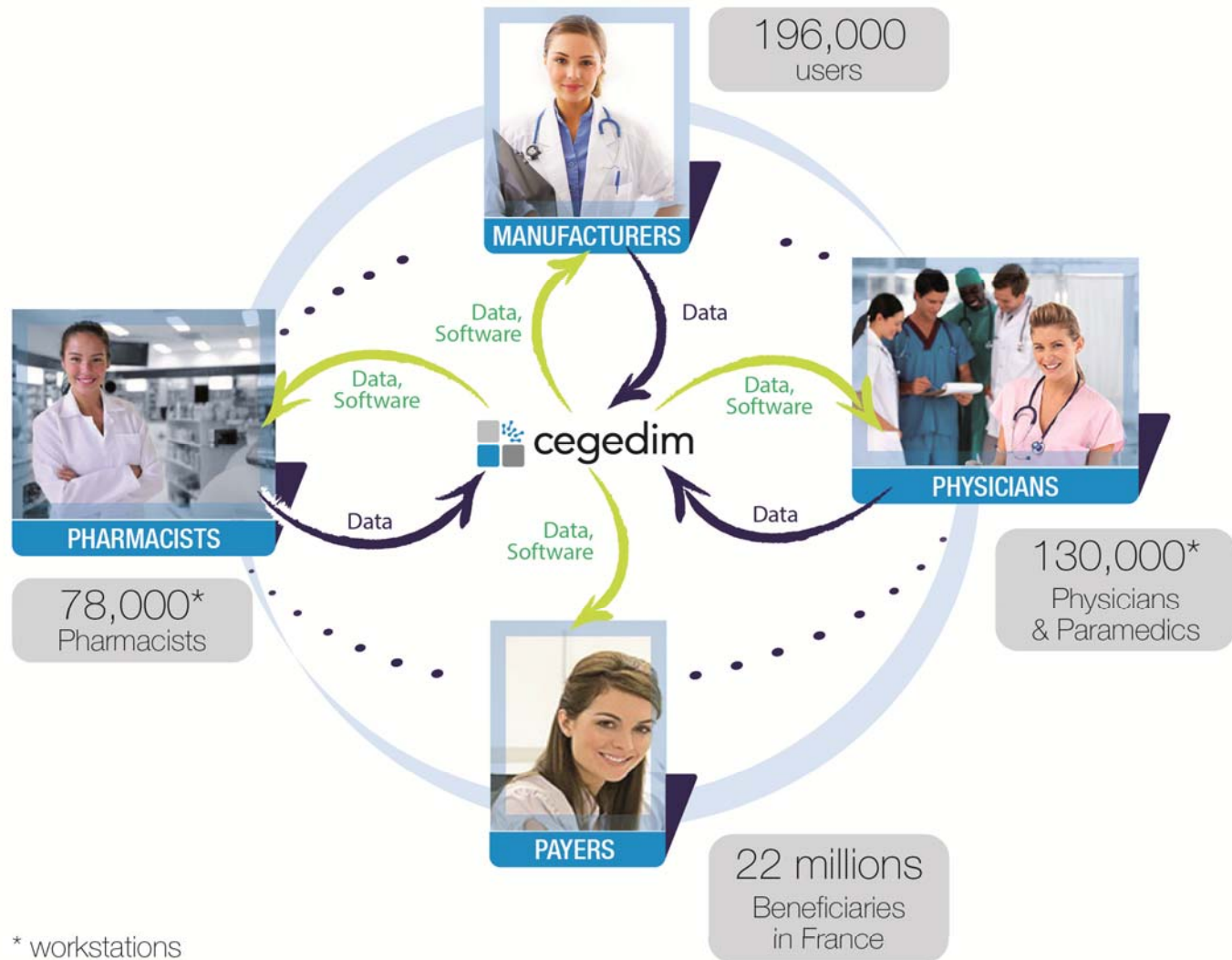
Cegedim Strengths



Video Cegedim Strengths



At the Heart of the Healthcare Ecosystem



Data, Software and IT Services Provider for the Healthcare Industry

3 Divisions Serving 3 Types of Customers



1. CRM & Strategic Data

For Pharmaceutical & Other Life Sciences Companies

Presence	Services
70 Countries 	<ul style="list-style-type: none"> Data Provider Software Market Research
% Group Revenue	
49%	

2. Healthcare Professionals

For Physicians, Paramedics & Pharmacists

Presence	Services
	<ul style="list-style-type: none"> Software Leasing Medication Database
% Group Revenue	
33%	

3. Insurance & Services

For Major Insurance Players & Clients in all Business Sectors

Presence	Services
	<ul style="list-style-type: none"> IT for Healthcare Insurers Electronic Reimbursement
% Group Revenue	
18%	



Cegedim Strengths

- ✓ **Leading market positions in each of our divisions**
- ✓ **High barriers to entry**
- ✓ **Recognized portfolio of innovative and integrated solutions**
- ✓ **Stable and diversified customer base**
- ✓ **Strong presence along the healthcare value chain**
- ✓ **Long-standing shareholder support and experienced management**



Unique Presence in the Healthcare Ecosystem

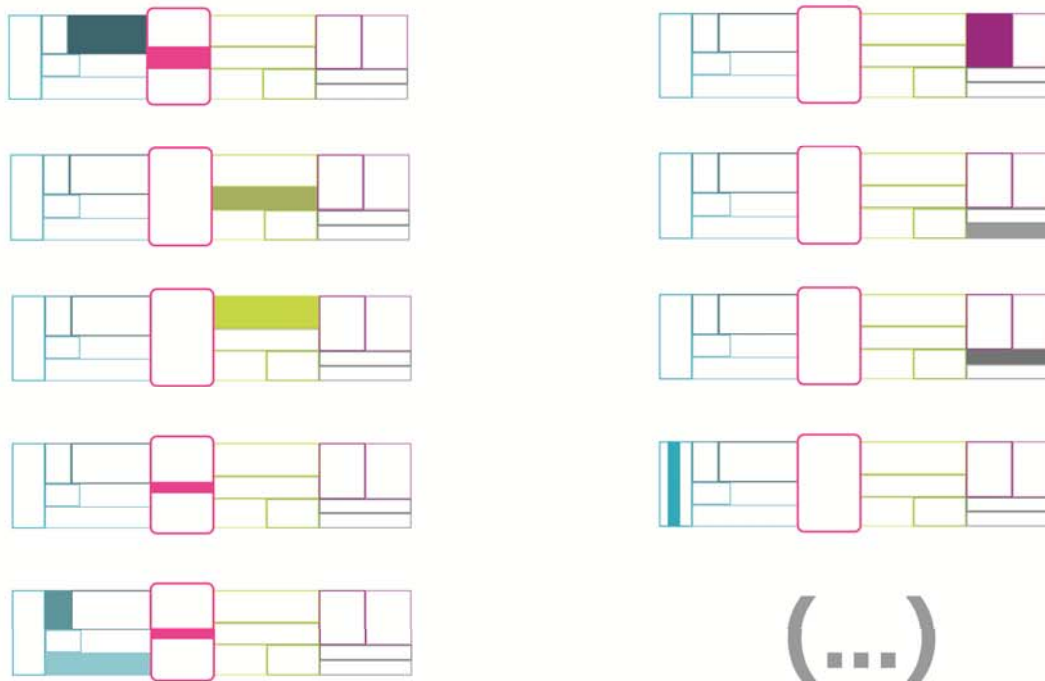
- Superior insights and understanding of the environment
- Significant competitive advantage to providing integrated solutions

CEGEDIM



COMPETITORS

Competitive offerings are siloed and address only specific customer needs



A Strategy Based on Innovation



A strong power in the industry



More than €60 million invested in R&D per year

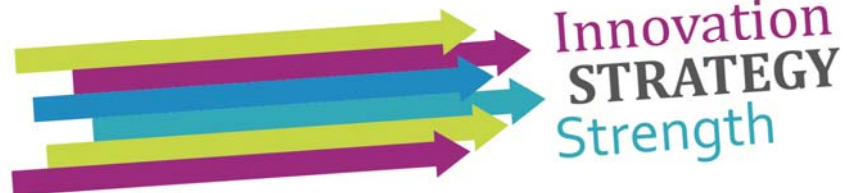


More than 1,000 R&D employees



Globalized research network





From
Healthcare 1.0
to
Healthcare 3.0



Seismic Changes in Healthcare

Regulatory Drivers

- Stimulus for EHR adoption
- Healthcare reform
- Reimbursement policies that encourage the use of generic
- New payment model
- Transparency initiatives

- EHR – EMR solutions
- P4P compliant solutions
- Compliance offers
- Revenue cycle management
- e-RX



Economic Drivers

- Rising cost of care
- Continued reimbursement pressures
- Economic downturn

- Multichannel
- Help design strategy to maximize product potential while reducing the risk
- Targeting and segmentation tools
- OneKey (13.7m HCPs)
- Longitudinal patient Database (28m records)
- Pricing analytics
- Automation
- Healthcare payment integrity





Seismic Changes in Healthcare

Demographics / Consumers Drivers

- Aging population
- Rise in chronic conditions
- Consumers more involved
- Consumerism and emergence of retail healthcare models
- Patient portal
- Mobility
- Interconnectivity
- e-RX
- SaaS, Cloud solutions



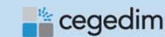


Seismic Changes in Healthcare

Technological Drivers

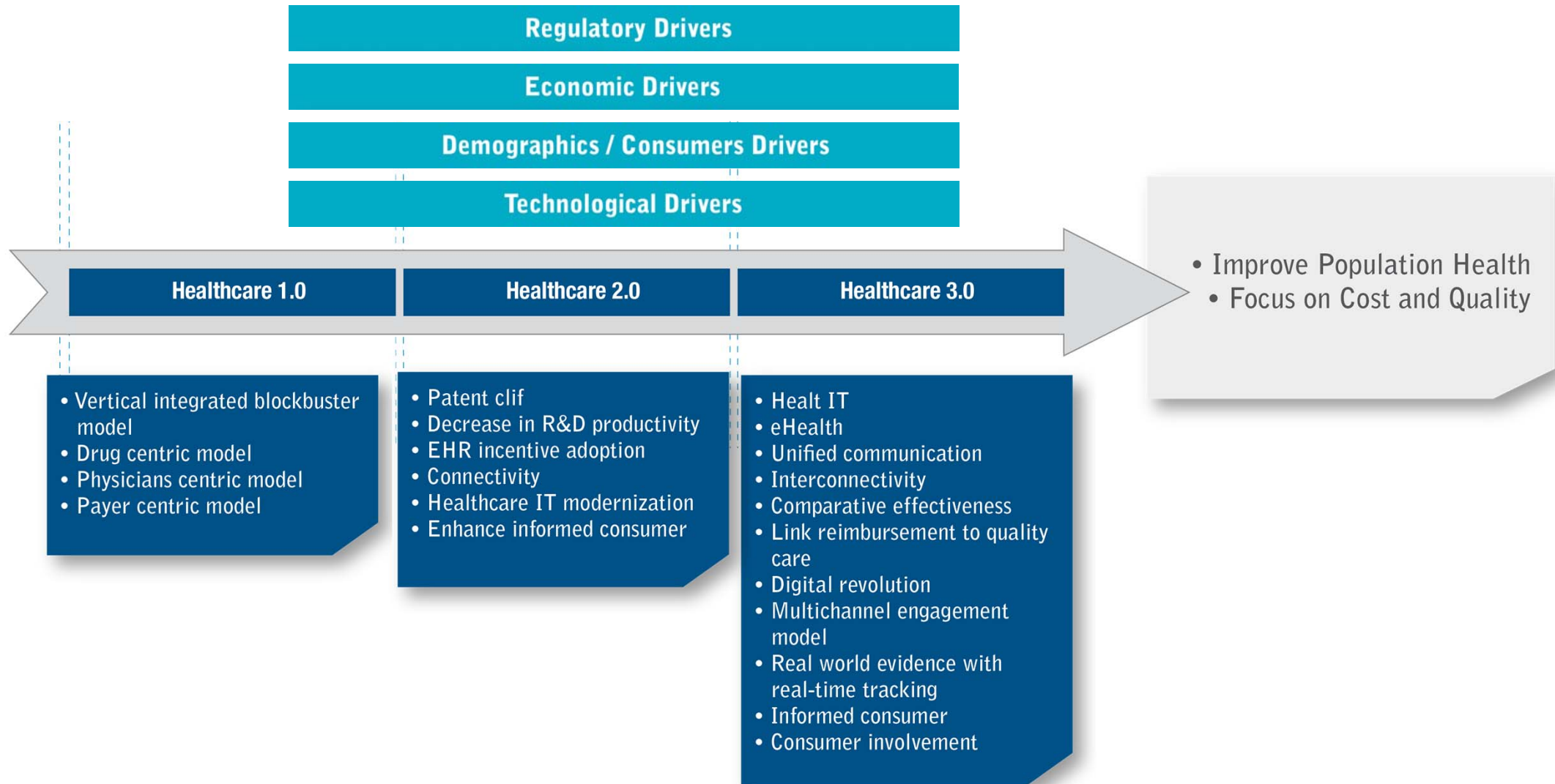
- Interoperability
- Shift from collecting data to deriving information
- Adoption of lower cost and lower burden IT models (Cloud, SaaS, BPO)
- Smart mobile devices

- Mobility
- SaaS, Cloud, BPO
- Multiplatform solution
- Automation
- Strong R&D
- Our own network





Cegedim Helps the Successful Transformation

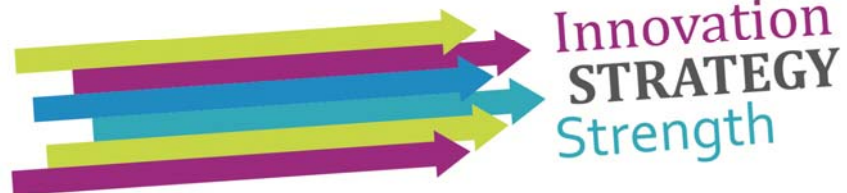




The Market and Cegedim

Jean-Claude Labrune

Chairman & CEO



Q3-2013 Results



9M-2013: Key Take Aways

✓ FINANCIAL

- Revenues decreased by 0.5% on a L-f-L basis
- EBITDA increased by 2.5% to €90.5m
- EBITDA margin increased by 60 bps to 14.0%
- EBIT* increased by 7.9% to €45.2m
- Net financial debt increased by €31m

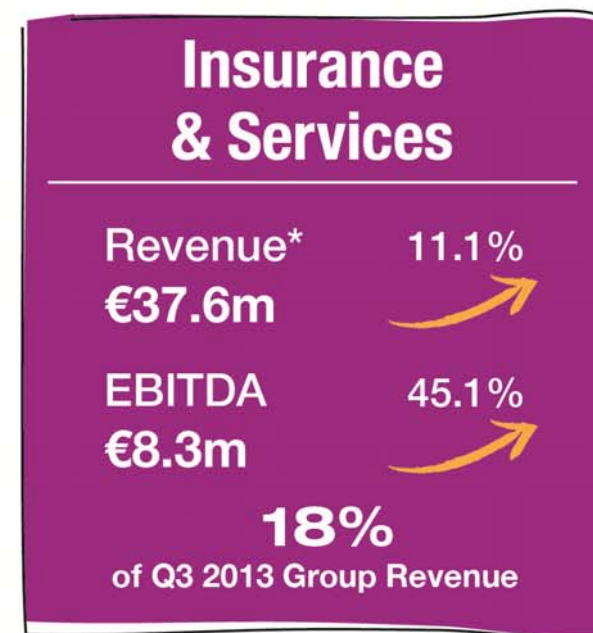
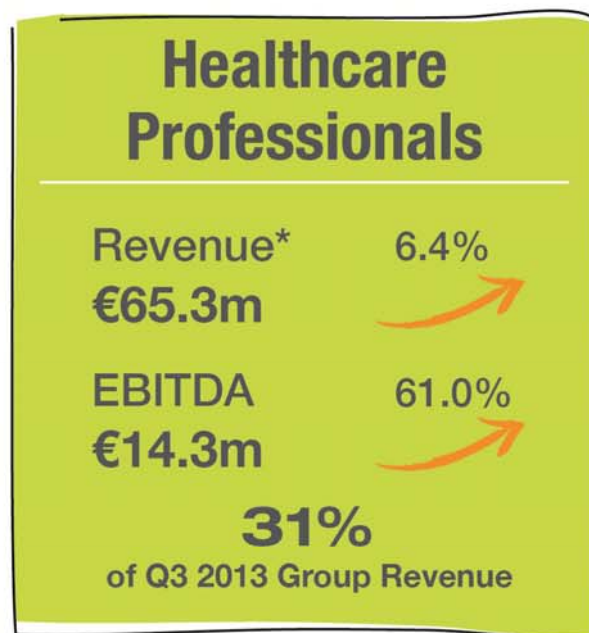
✓ ACHIEVEMENTS

- CRM & Strategic Data and Healthcare Professionals benefited from orders postponed in Q2
- Insurance & Services continued to step up its growth
- Cost-containment effort maintained
- Priority still on debt reduction

➔ *Target maintained for 2013 of 50 bps improvement in operating margin with stable revenues*

* before special items

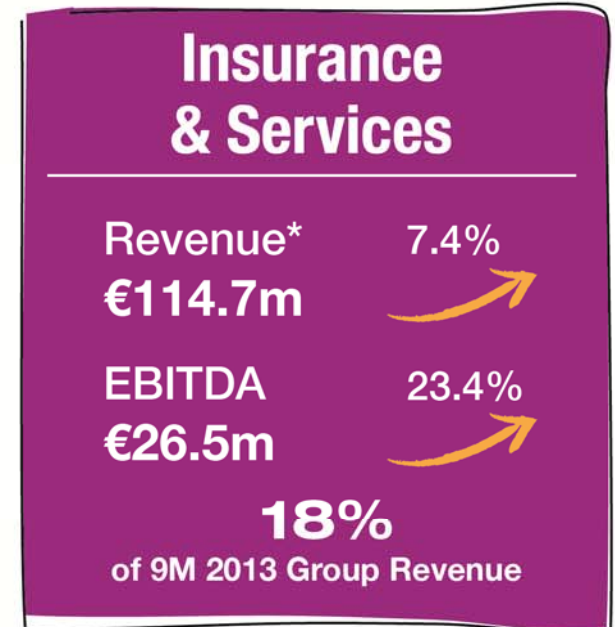
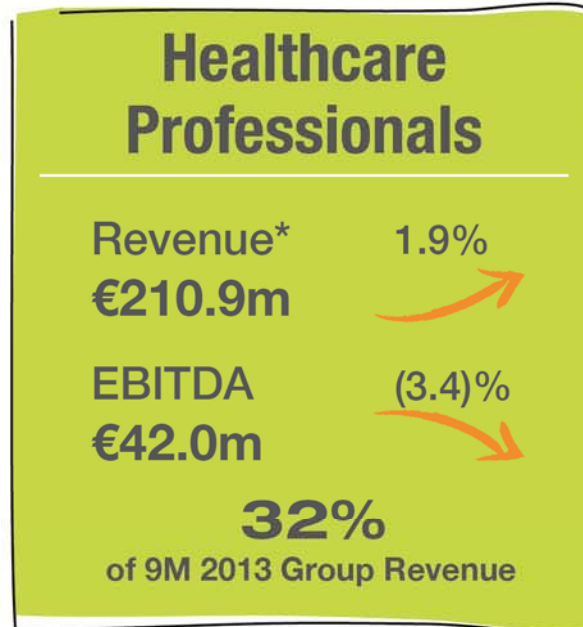
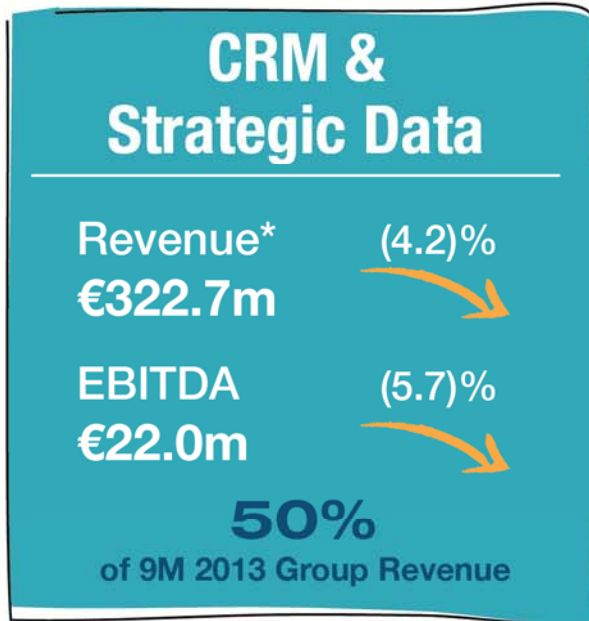
Q3-2013 Key Figures per Division



As announced, Q3 benefited from orders postponed in Q2

* change expressed on an L-f-L basis

9M-2013 Key Figures per Division



 *Online with full year targets*

* change expressed on an L-f-L basis



9M 2013 Group Revenue

✓ Revenue Evolution

	2012	Organic	Structure	Currency	Reported	2013
Q3	€207.6m	4.7%	0.0%	(3.1)%	1.7%	€211.0m
9M	€660.9m	(0.5)%	0.3%	(1.7)%	(1.9)%	€648.2m

Positive impact from orders postponed in Q2

*- Divestment of Pharmapost on April 30th, 2012
- Acquisition of ASP Line on July 1st, 2012*

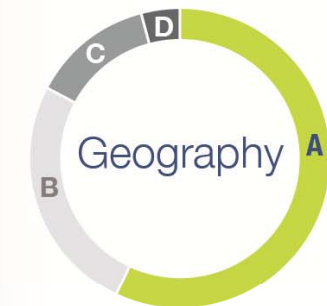
Mainly JPY, USD, and GBP

➔ Management remains confident that it will meet its 2013 targets

✓ 9M 2013 Revenue Breakdown



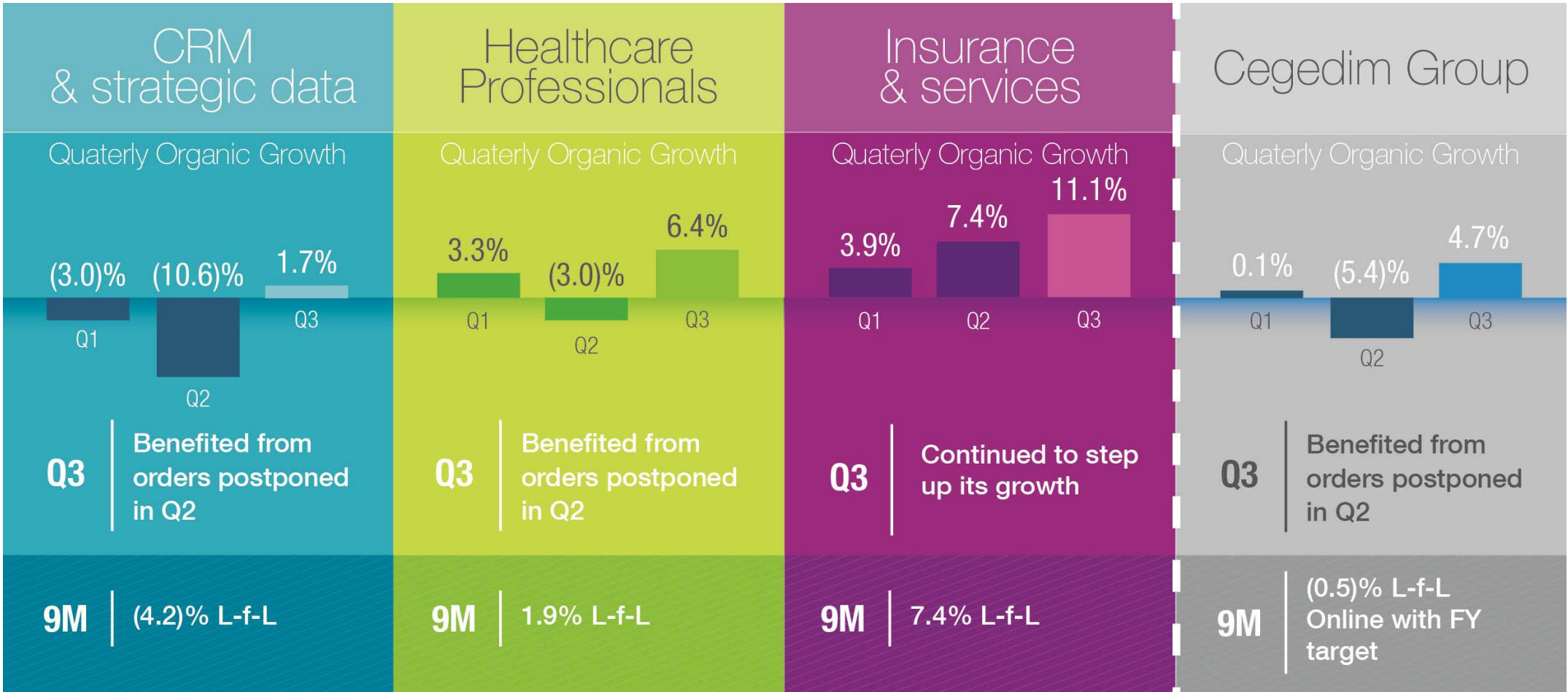
A	CRM & Strategic Data	50%
B	Healthcare Professionals	32%
C	Insurance & Services	18%



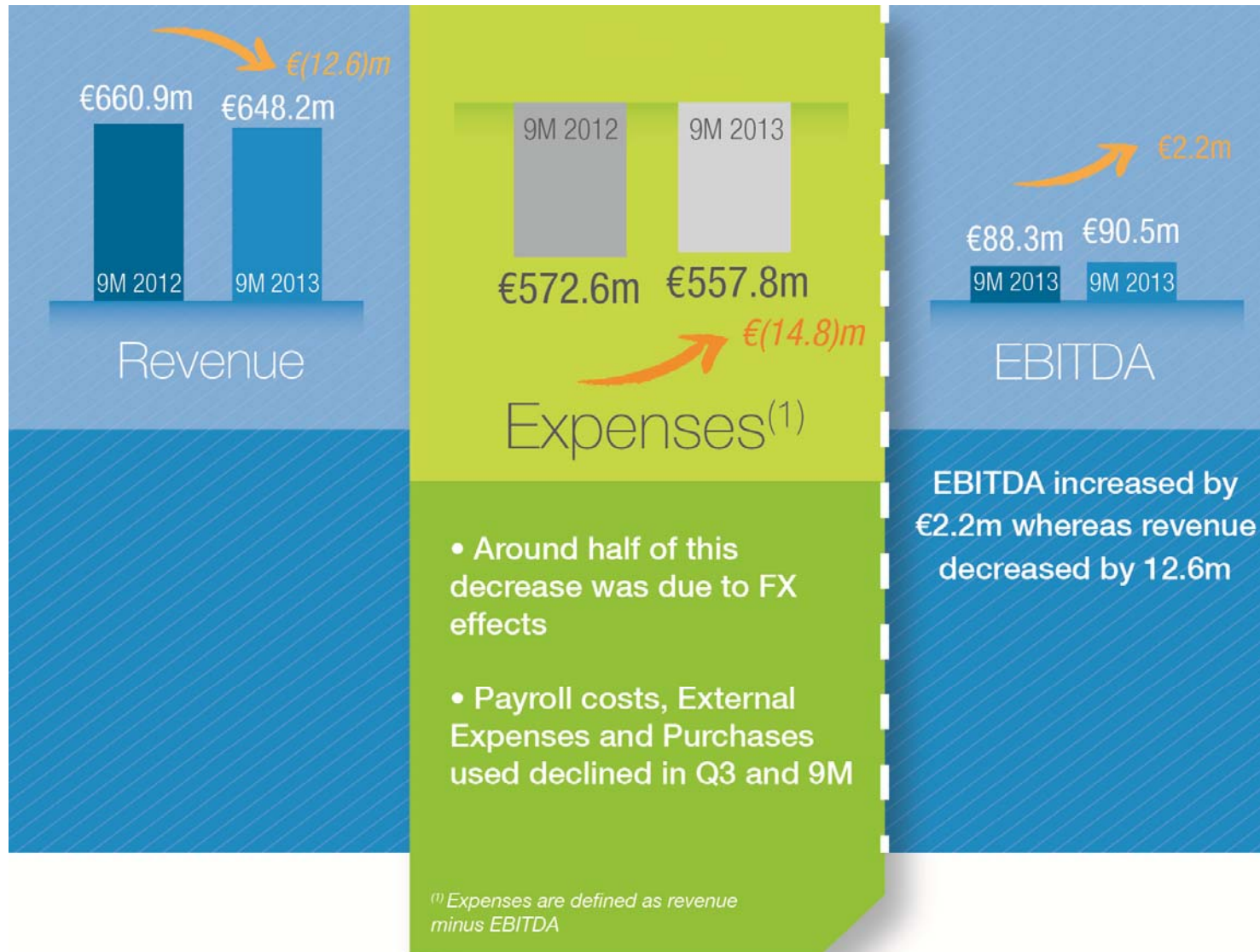
A	France	57%
B	EMEA ex. France	26%
C	Americas	13%
D	APAC	4%



All Divisions Posted L-f-L Revenue Growth in Q3

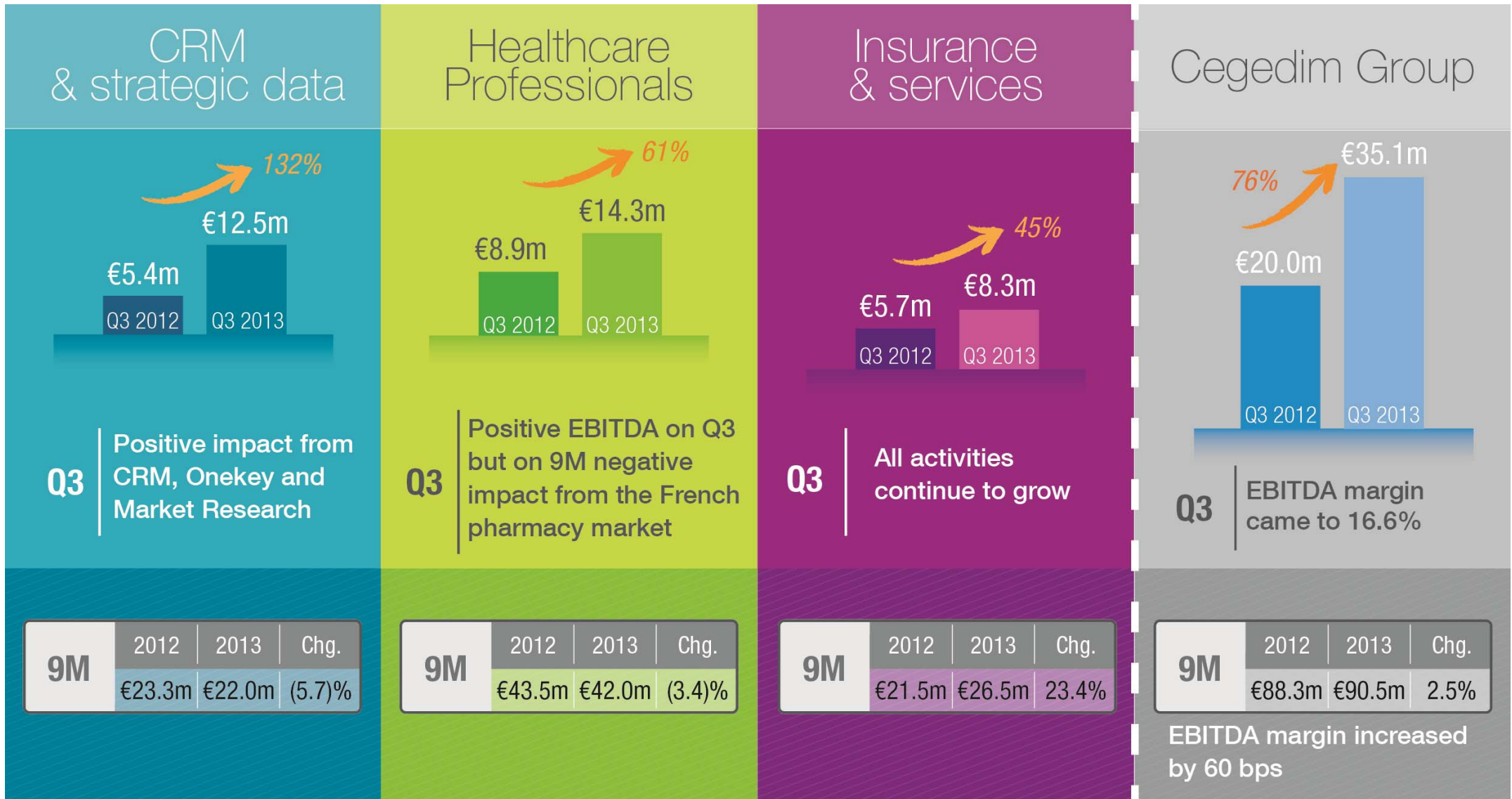


Expenses Continued to Decrease in Q3





EBITDA Evolution per Division





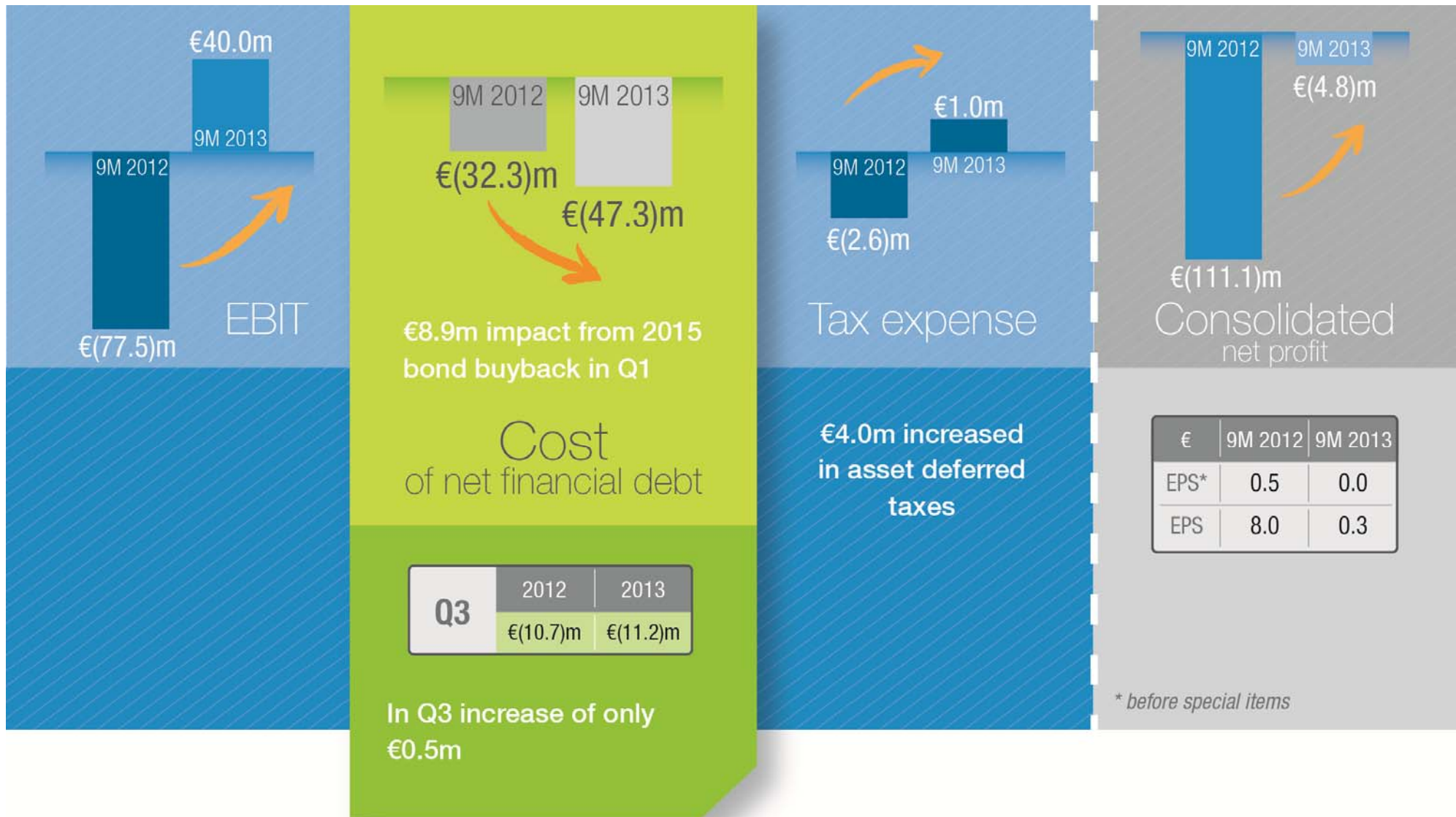
From EBITDA to EBIT



9M EBIT before special items grow by 7.9% and margin increased by 64 bps



From EBIT to Consolidated Net Profit





9M 2013 Simplified Balance Sheet



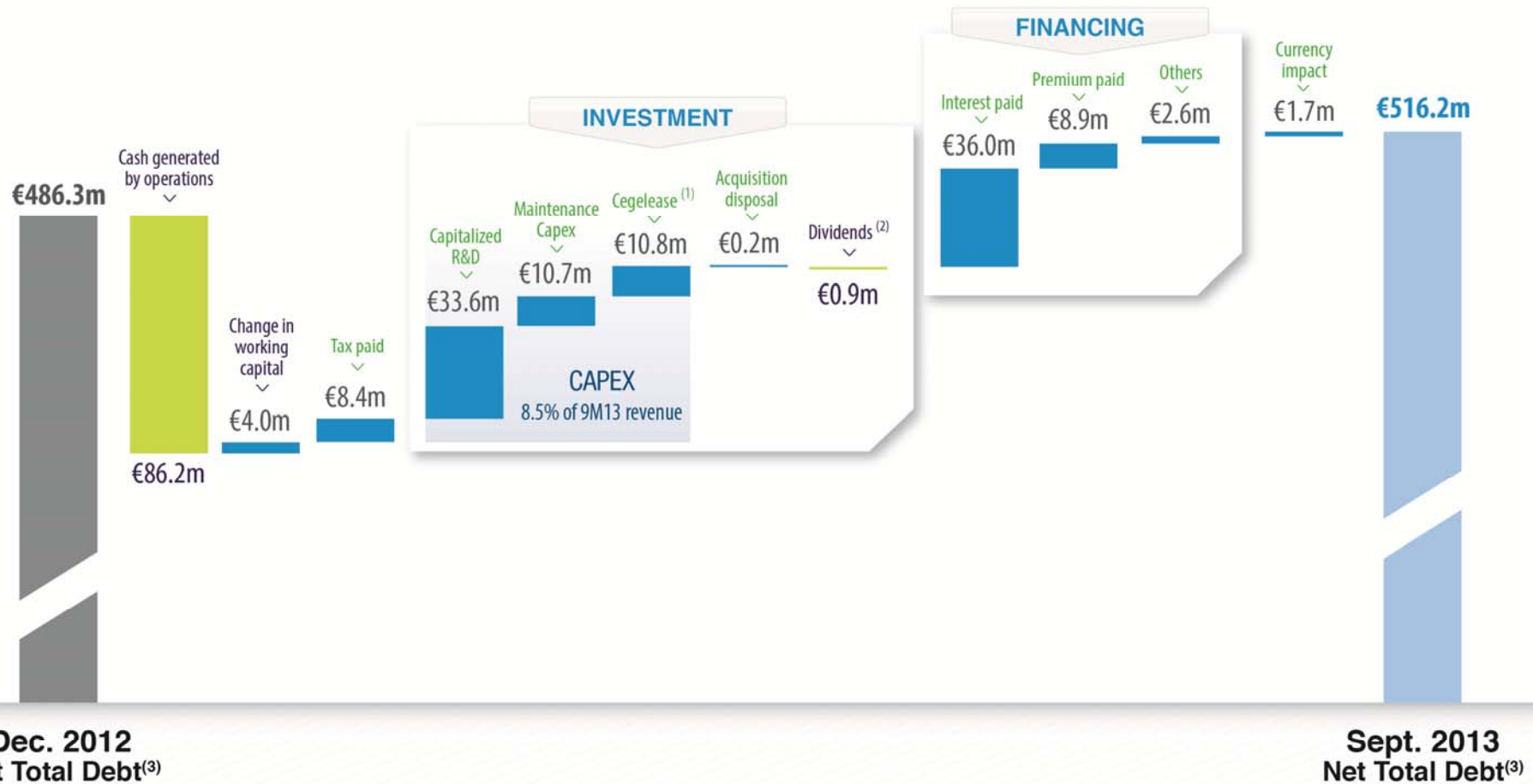
* including minority interests



* Net cash equal cash and cash equivalent minus overdraft



9M 2013 Net Debt Evolution



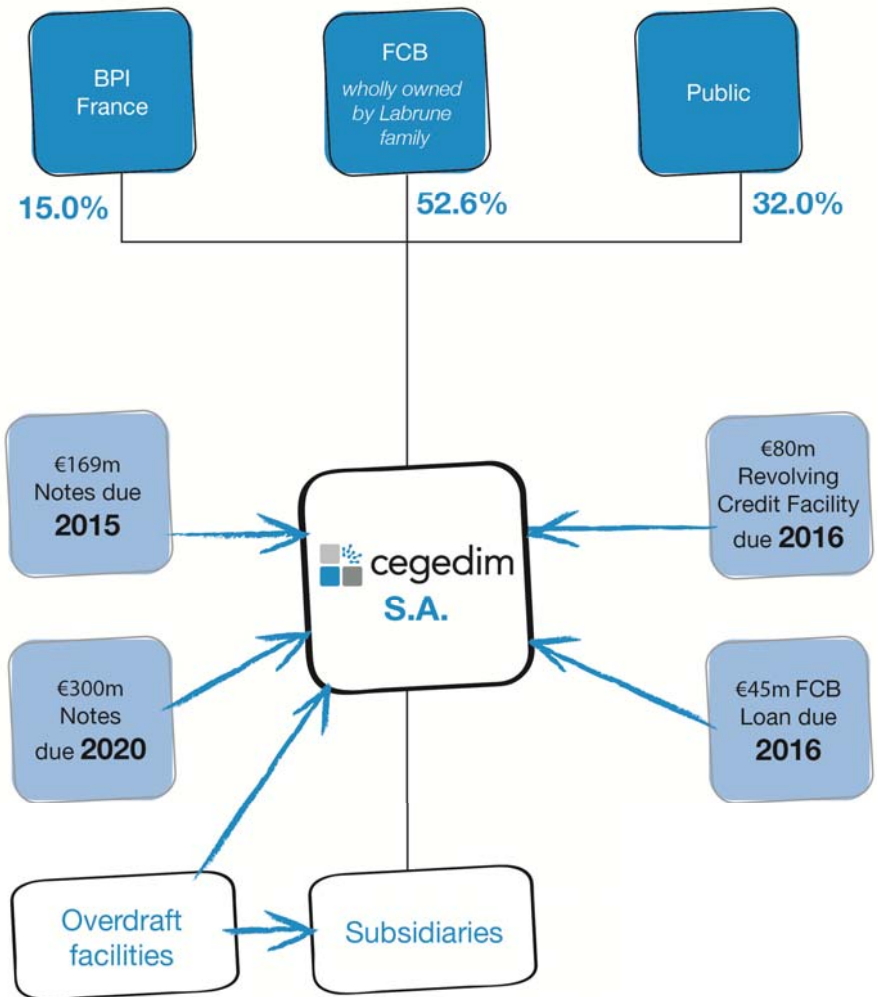
⁽¹⁾ Assets used by Cegelease for lease agreements and not transferred to banks.

⁽²⁾ Dividends received from equity method companies

⁽³⁾ Net total debt include liabilities under our employee profit sharing plans for €9.3m

Capital Structure

✓ Capital Structure



✓ Gross Debt by Source of Financing



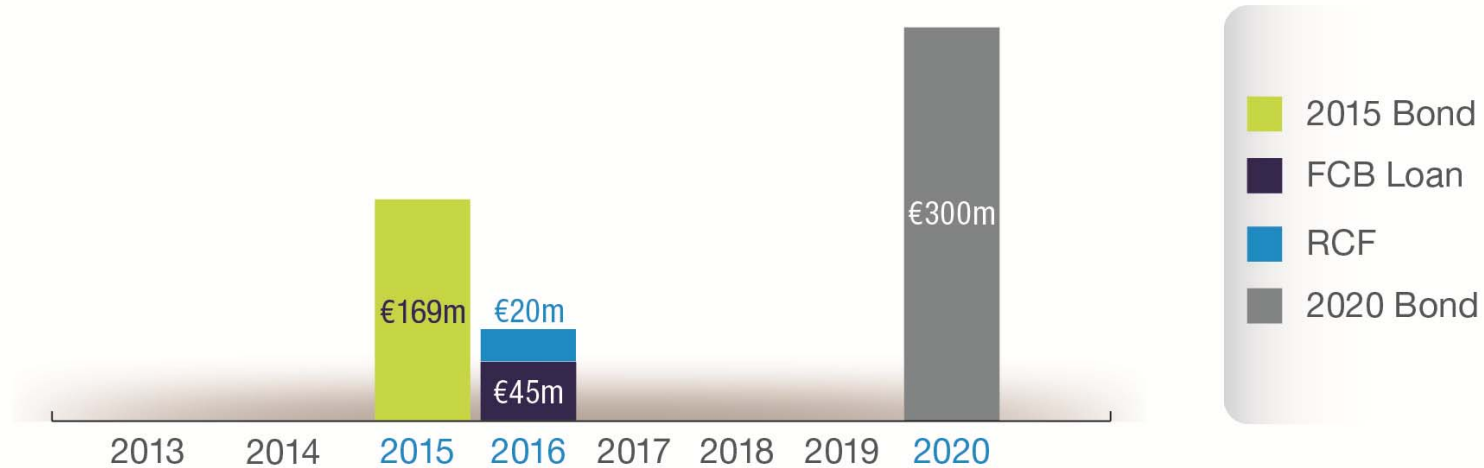
✓ Credit Rating

- **April 26, 2013: B⁺, Stable Outlook**
- March 11, 2013: B, Positive credit watch
- October 9, 2012: B, Stable outlook



Improved Debt Profile

✓ Improved Maturity Profile



✓ Robust Liquidity Profile

as of September 2013	Total	Drawn	Available
Committed Facilities			
Revolving Credit Facilities	€80m	€20m	€60m
Net Cash	€22m	-	€22m
Group Other Facilities	€38m	€13m	€25m
Total	€140m	€33m	€107m

✓ Headroom on Financial Covenants

12-month period ending	Leverage Ratio	Interest Cover Ratio
December 31, 2012	2.80	4.95
June 30, 2013	3.20	3.25



Cegedim Strives for Realistic Mid Term Targets





FY 2013 Outlook

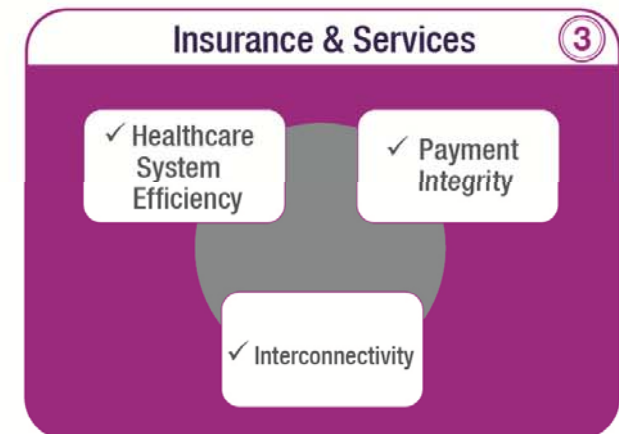
✓ Margin Improvement Target in 2013 Maintained

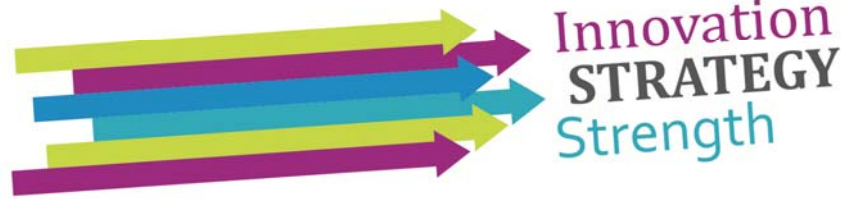
For 2013, barring any significant changes in market trends, the target is to achieve:

Outlook	FY 2013
Revenue	
CRM & Strategic Data	(5%)
Healthcare Professionals	5%
Insurance & Services	5%
Cegedim Group	0%
EBIT (before special items)	
Cegedim Group	+50bps

These projections are publicly disclosed on December 2013. The fact that Cegedim includes these projections in this presentation should not be taken to mean that these amounts continue to be our projections as of any subsequent date.

✓ Significant Growth Opportunities





Focus on CRM & Strategic Data



CRM & Strategic Data Division



A Unique Combination of Services



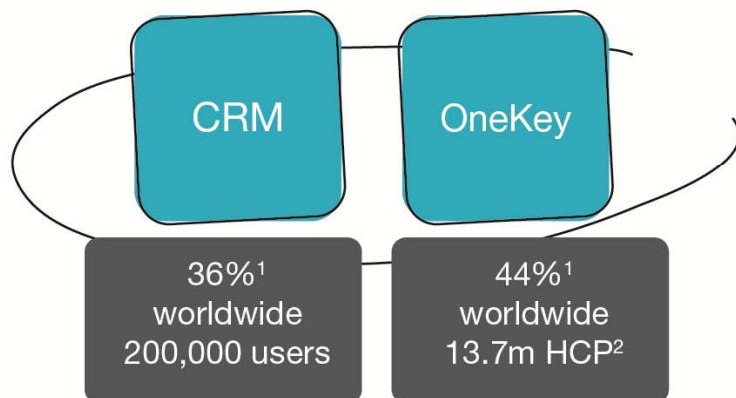
Key Figures

<i>in € millions</i>	2010	2011	2012
Revenue	527	511	488
EBITDA*	76	60	60
D&A	25	27	28
EBIT*	51	34	33
%	9.7%	6.6%	6.7%

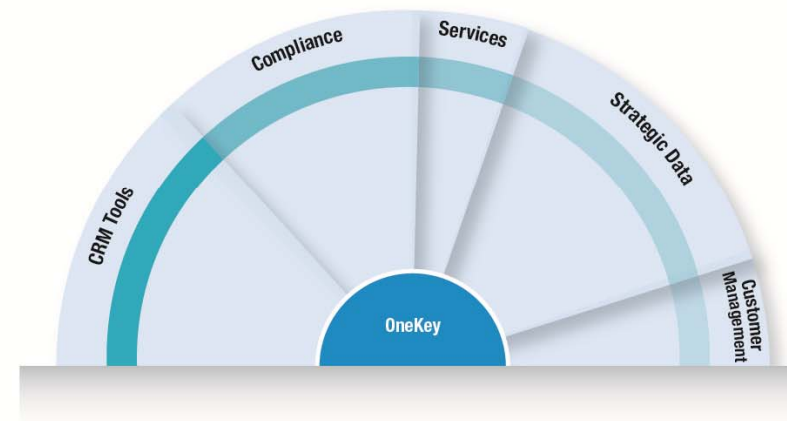
* from recurring operations



Market Share



Comprehensive Offers





Esther VAN HULTEN

Sr Vice President OneKey Customer Insights



Video OneKey





OneKey Customer Insights

Answering Pharma companies key Questions...

Dr. Thomas CRUIZE, Oncologist 7

General
 Graduation: Cambridge, 1999
 No. of Affiliations: 3
 No. of Patients: **HIGH**
 Call Pressure: **High**

Contact Channels:
 Preferred Channels: Email - Phone

Prescription Behaviour ● ● ● ● ●

Market Access
 Role: **Inspector**
 Phase: Post-launch
 Therapeutic Area: Oncology

Stakeholder Type:
Regulation & Control
 Geographic Level: National

Influence
 Influenced by: None
 Influencing: None
Influence Scoring: 2
 No. of Publications: 0

Digital NEW

Web Authentication ID: Yes
 Presence: + + +
 Activity: + + +
 Audience: + +

Uses Internet for:
 - E-detailing
 - Email
 - Internet Website
 Smartphone: Yes

...And much more

How many HCP's are likely to **prescribe my products**?
Where are they **located**? What are their **preferences**?

What's his **preferred channel** to reach out to him?

Who has the **best Prescription potential**?

Who can support and **help my product development**?

Who is a **Key Opinion Leaders** at national/local level?

Who is **Present , Active and Influent on Internet**?



OneKey is ...

Superior Insights!



Market Insights

**360° view of
your Customer**



Cloud-based

**Accessible Anytime
from Anywhere**



Accurate

**13.7 Million
Validated HCPs**

Vincent PAVAN

Partner Product Integration, Senior Director



Cegedim Multimedia Closed Loop Marketing

Unique Selling Proposition

CRM + CLM + Data in a Single Solution
With a Choice of Trained Creative Agencies



Mobile Intelligence

MI 9 Multimedia CLM Overview

Two Processes at two different speeds Inter-Connected





Demonstration

Olivier Cadou

Kadrige Chairman & Chief Executive Officer

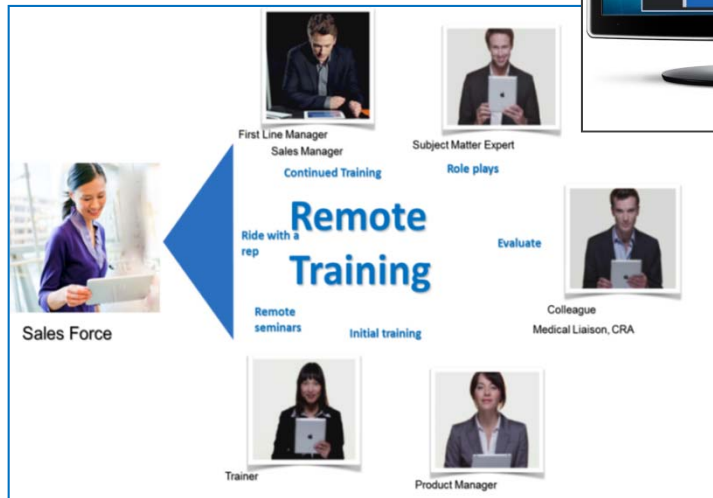
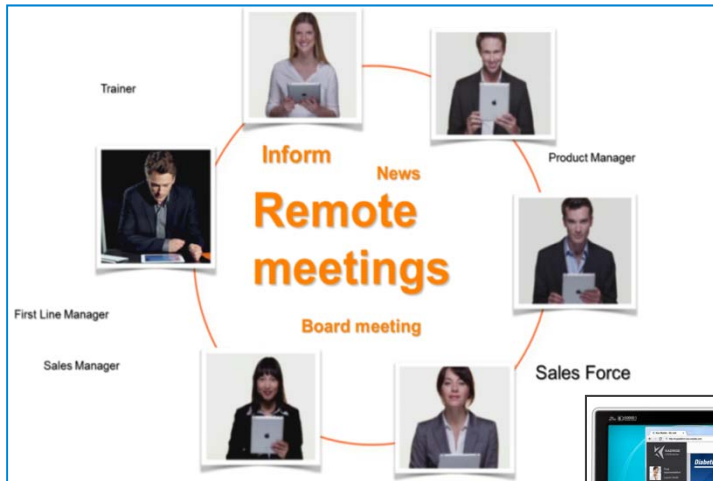


Remote eDetailing (1/2)



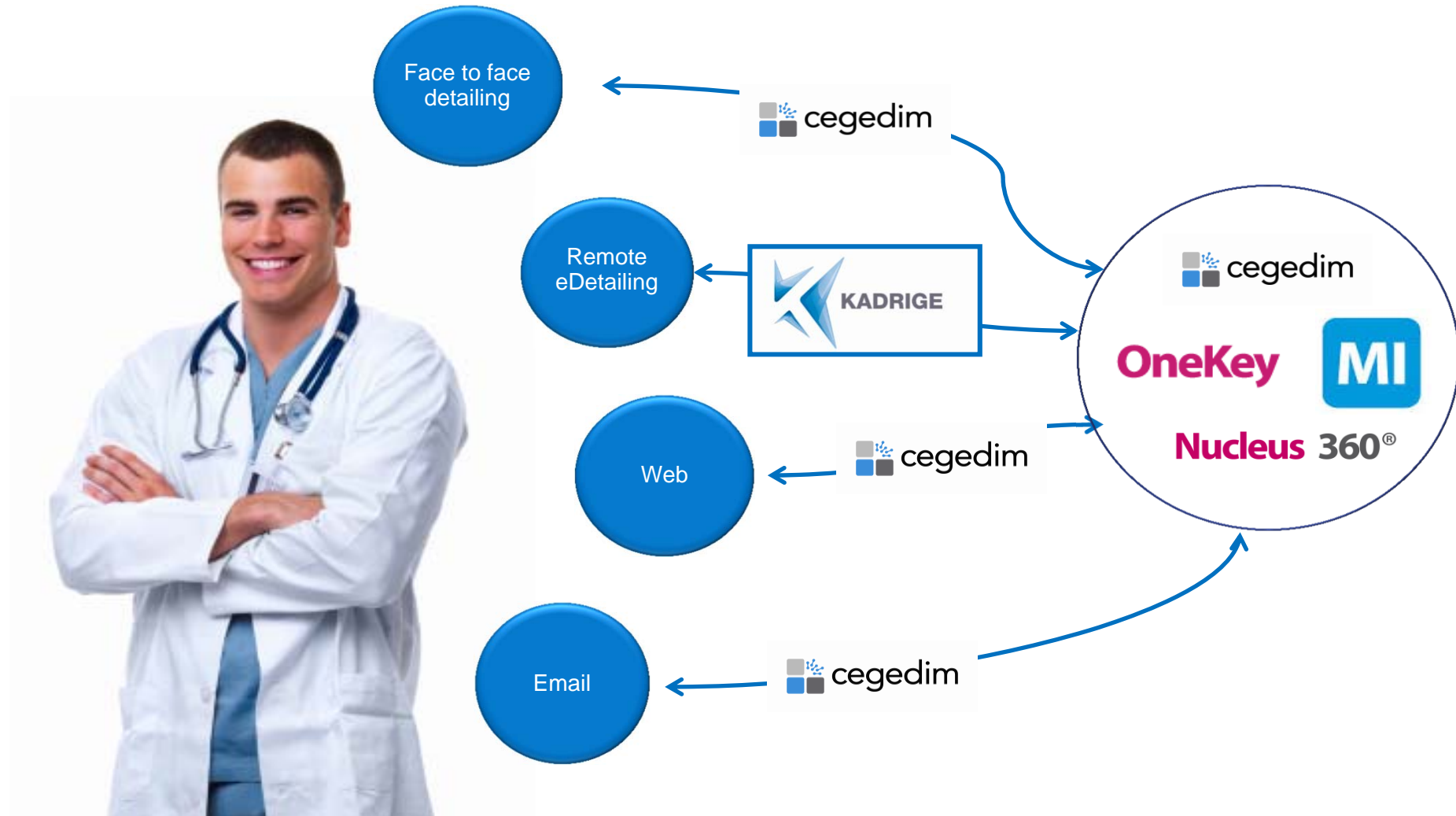


Remote eDetailing (2/2)





Multi-Channel Communication





Video Remote eDetailing



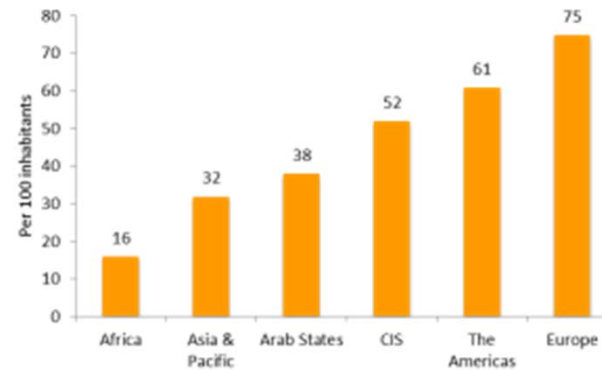


Kadriga Collaborative technology – The Context

COMPUTERS (PCS): 1 Billion in use in 2008, **2 BILLIONS** by 2015
SMARTPHONES: 1 Billion in use in 2012, **2 BILLIONS** by 2015
TABLETS: 120 millions sold in 2013, **760 MILLIONS** in use by 2016

(Source: Gartner Forrester Research 2012, Forrester Research Inc. 2012, Strategic Analytics 2012)

2.7 BILLIONS
PEOPLE almost 40% of the
 World's population are
ONLINE



(Source: The world in 2013, ICT Facts and Figures, ITU 2012)

MOBILE WORKER POPULATION to Reach **1.3 BILLION** by 2015

(Source: Worldwide Mobile Worker Population 2011–2015 Forecast, IDC Dec 2011)



2.1 BILLIONS MOBILE BROADBAND SUBSCRIPTIONS in 2013

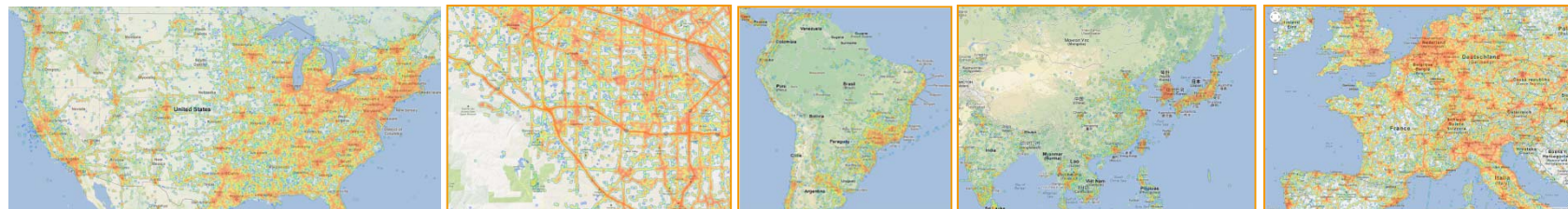
(Source: The world in 2013, ICT Facts and Figures, ITU 2012)





Kadriqe Collaborative Technology – The Context

2G, 3G AND 4G NETWORK COVERAGE ARE VERY ERRATIC, EVEN IN BIG CITIES

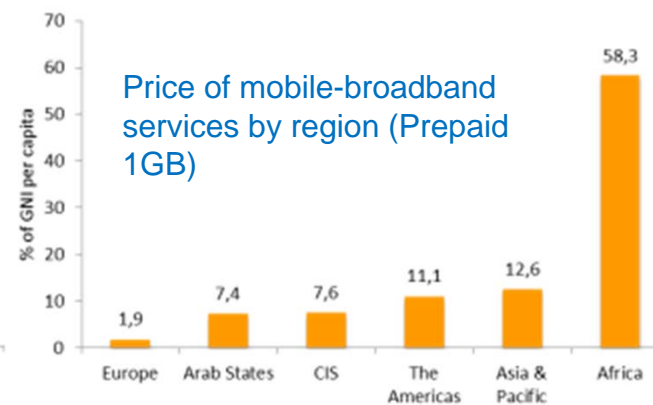
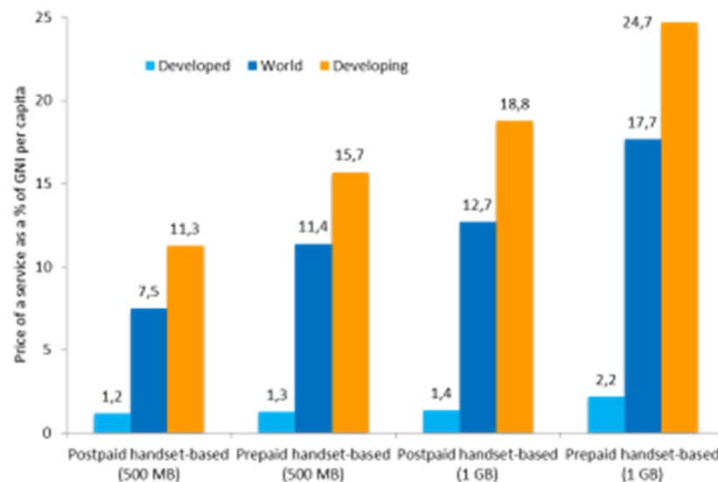


Strong signal Weak signal



(Source: OpenSignal 2013: <http://www.opensignal.com>)

WORLDWIDE MOBILE BROADBAND SERVICES ARE VERY EXPENSIVE



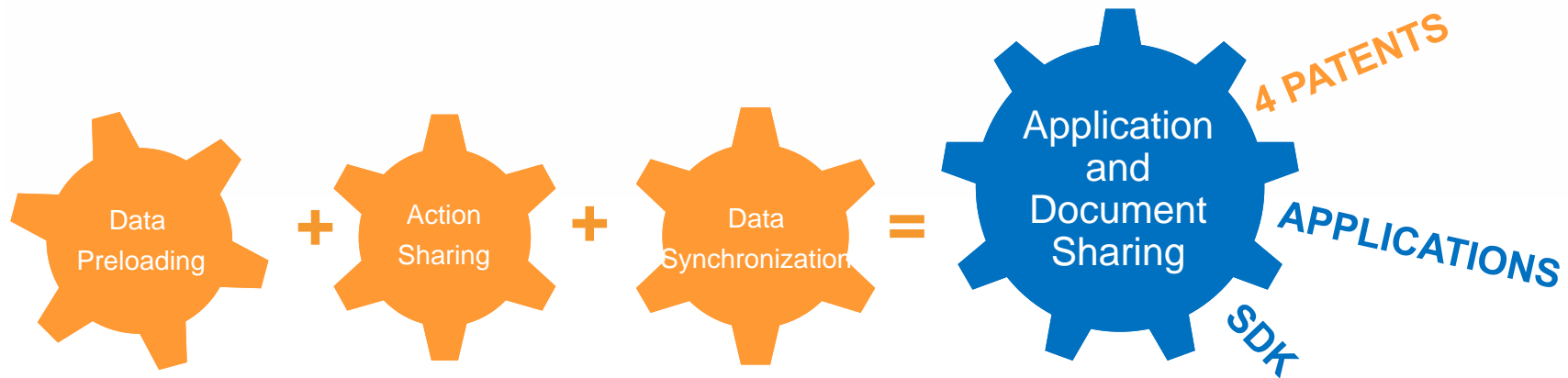
Country	France	United Arab Emirates	Russia	USA	Brazil	China	Japan	Kenya
GNI per capita (US\$)	42420	40760	10650	48620	10720	4940	44900	820

(Source: The world in 2013, ICT Facts and Figures, ITU 2012)

(Source: World Bank 2011)



Kadrigе Collaborative Technology



MOBILITY

COST SAVINGS

QUALITY

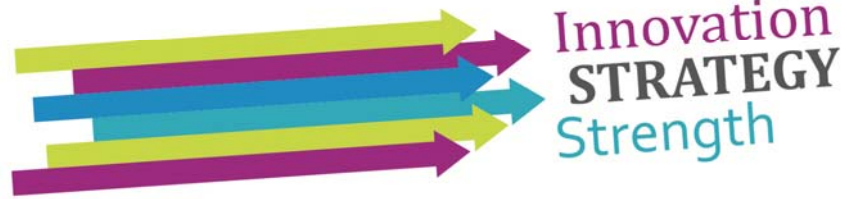
USER EXPERIENCE

EASE



Video Isharing





Focus on
Healthcare Professionals

Healthcare Professionals Division

✓ A Unique Combination of Services

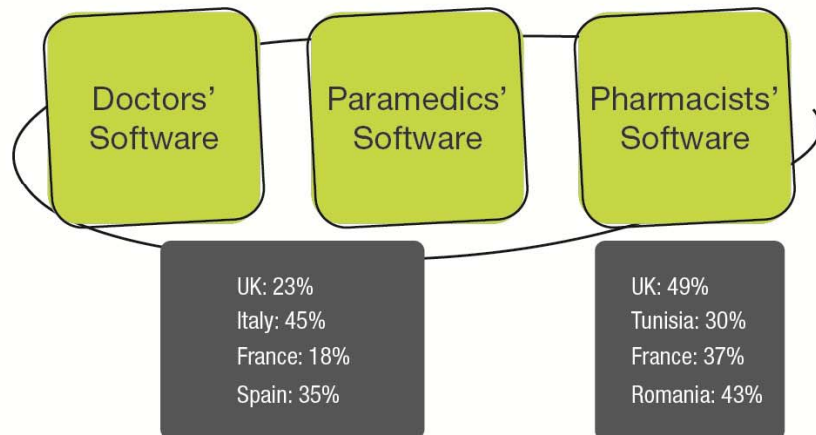


✓ Key Figures

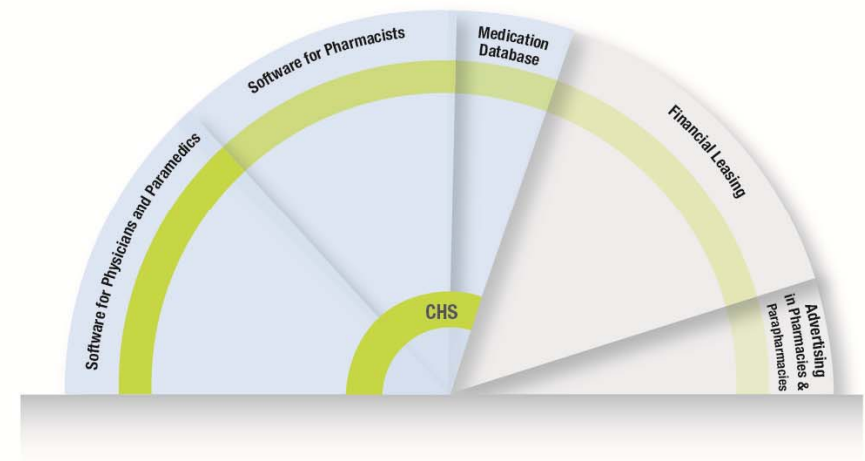
in € millions	2010	2011	2012
Revenue	271	260	283
EBITDA*	69	59	59
D&A	32	30	24
EBIT*	37	29	35
%	13.6%	11.1%	12.4%

* from recurring operations

✓ Market Share

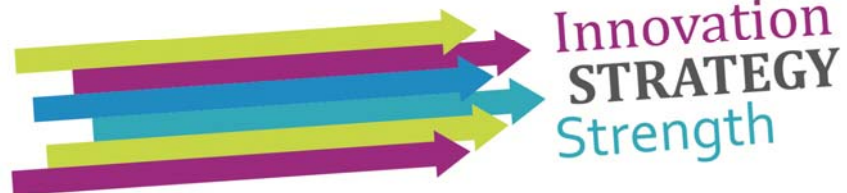


✓ Comprehensive Offers





The revolution of P4P: *Cultural, Technical and Economic Impacts*



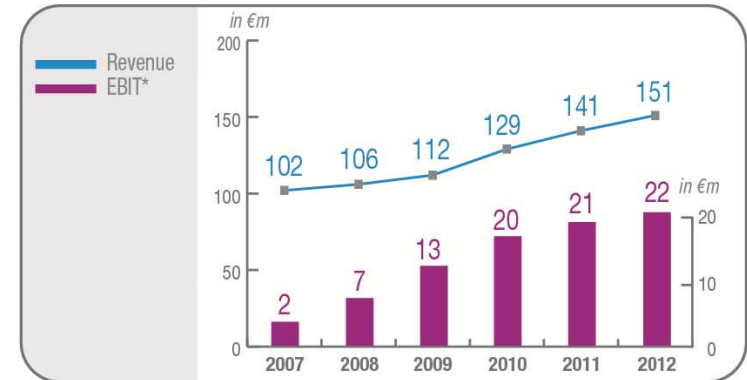
Focus on
Insurance & Services

Insurance & Services Division

✓ A Unique Combination of Services

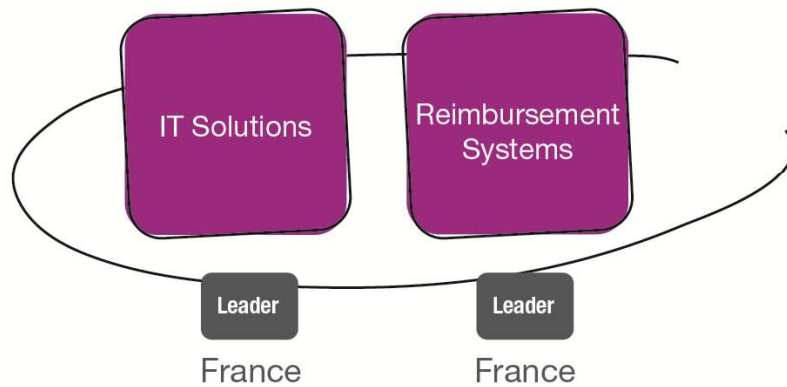


✓ Key Figures



* Before special items

✓ Market Share



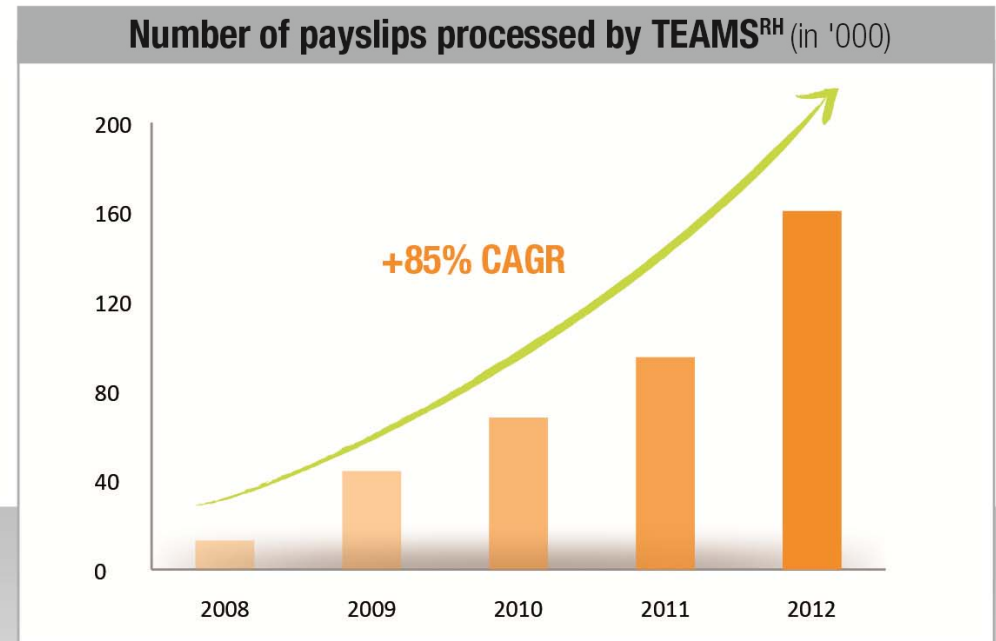
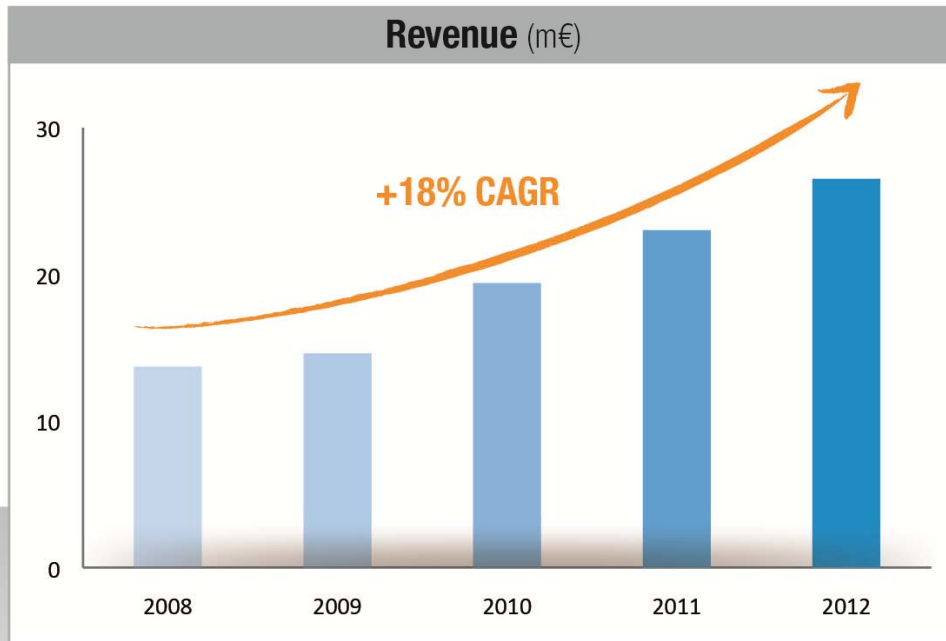
✓ Comprehensive Offers







Cegedim SRH: A Story of Growth

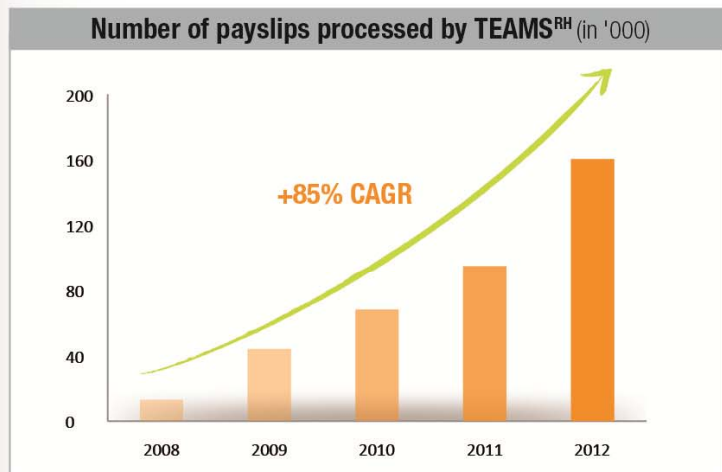
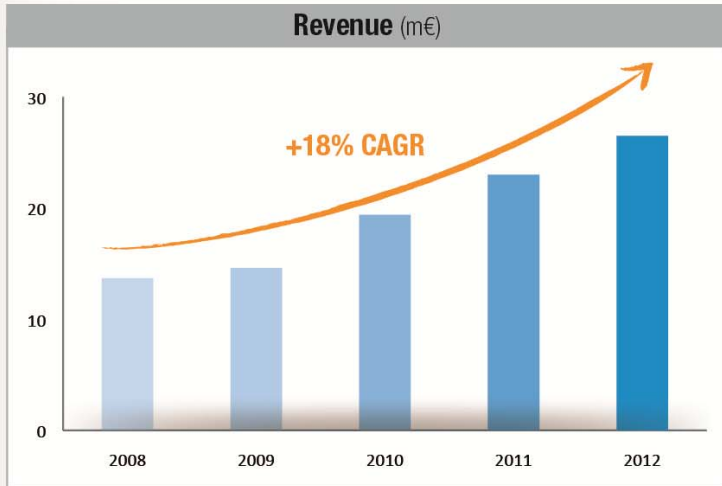




Jérôme Rousselot
Directeur

Benoit Garibal
Directeur Adjoint

Cegedim SRH: Key Take Aways



- **#2** in France
- The new **TEAMS^{RH}** platform is a **key alternative** to old existing solutions
- High **recurring** revenue: more than **65%**
- Average contract **duration: 13 years**
- Payslips **acquisition** trend: **over 30,000 per year** mostly from companies over 2,500 employees

A Comprehensive Set of Services



- ✓ A **multi HR modules** platform
- ✓ Based on **latest technologies**
 - HTML5, CSS3, JQuery, Javascript
 - Cegedim IT Infrastructure
- ✓ From **SaaS** to full **BPO**
- ✓ A **Unique** code, version and database for all clients
- ✓ An Interactive payroll computation
- ✓ A **Scalable system** to fit legal changes and client organization evolution



Key Clients

MANUFACTURING



RETAIL



TRANSPORT & LOGISTICS



SERVICES



BANKS & INSURANCES





Video Cegedim SRH





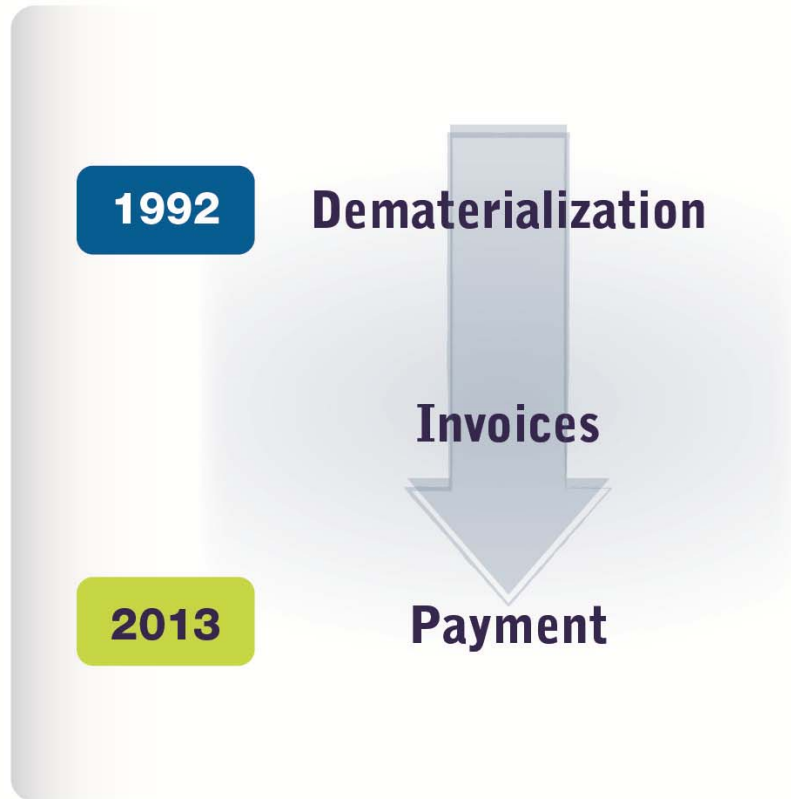
Cegedim Solution to Dematerialize, Pay and Archive all Documents



Cegedim e-business: Key Take Aways



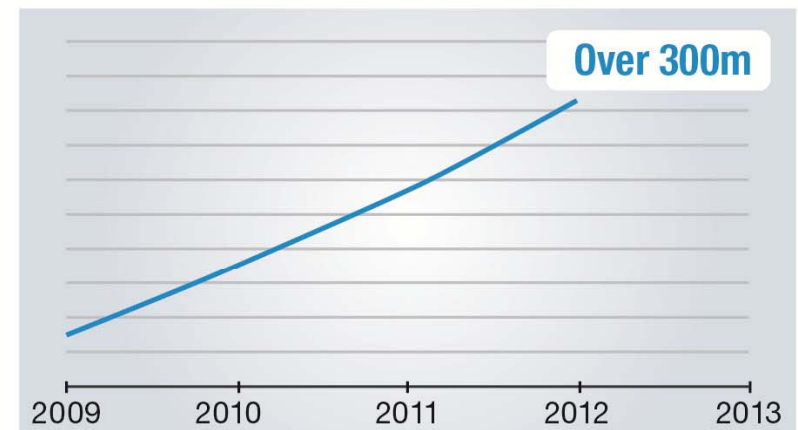
From Purchase to Payment



- ✓ First French Companies to be certified
- ✓ A network of over 100,000 online members
- ✓ Over 300 million of electronic documents exchanged per year
- ✓ Over 1,000 large e-invoicing projects



A Steady Increase in Volume



Worldwide Client References in all Sectors

GDF SUEZ

sanofi aventis
Pharmaceutical Division

AIRFRANCE

EDF

SOCIÉTÉ GÉNÉRALE
COMPAGNIE GÉNÉRALE D'AFFACTURAGE

Elior

MICHELIN

RATP

VINCI

OTIS

ESSILOR

Carrefour Belgium

econocom
MOBILITY ON DEMAND

SAINT-GOBAIN

Ed

harry's

MIDAS

DIAC
Location

SNCF

RTE

Gamm vert

Lindt

BOSCH
Des technologies pour la vie

randstad
work solutions

Office DEPOT

EGENCIA
AN EXPEDIA, INC. COMPANY

Keolis

Schneider Electric

gsk
GlaxoSmithKline

sodexo Bouygues Telecom

INTER MUTUELLES ASSISTANCE

BNP PARIBAS

cea

Pierre Fabre

DESCOURS & CABAUD
Négoce professionnel

3M

Pfizer

europ assistance



Arnaud GUYON **Director BU Cegedim e-business**



A Unique Combination of Value Added Offers

✓ GIS e-invoicing

GIS e-invoicing service offers a tax compliant electronic exchange solution for suppliers and customers invoices

✓ GIS workflow

GIS workflow service organizes the treatment and the validation of documents through a totally dematerialized process

✓ GIS edi

GIS edi service offers an implementation of all supply EDI flows, including sales, logistics and financial documents

✓ GIS sign&archive

GIS sign&archive allows the users to sign electronically all documents and to archive all types of documents

✓ GIS payment

Range of solutions and services to facilitate and optimize migration to SEPA direct debit



Focus on Cegedim Global Payment

Deadline
February 1st 2014

S€PA
Single Euro Payments Area



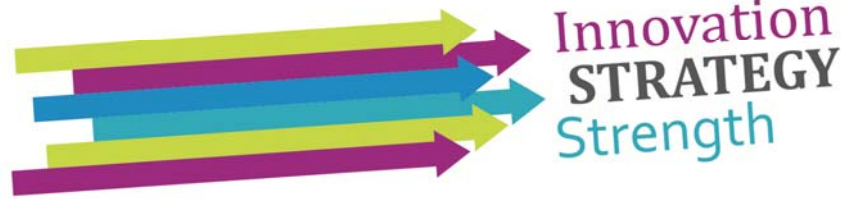
Offer

- ✓ Value Added Services
- ✓ Management of Payer Mandat
- ✓ MA€A Software Suite



Key Facts

- ✓ Over 150 Customers
- ✓ Over 350 million of Direct Debits per Year
- ✓ 50% in SaaS-Cloud
- ✓ 50% in-House



Financial Communication

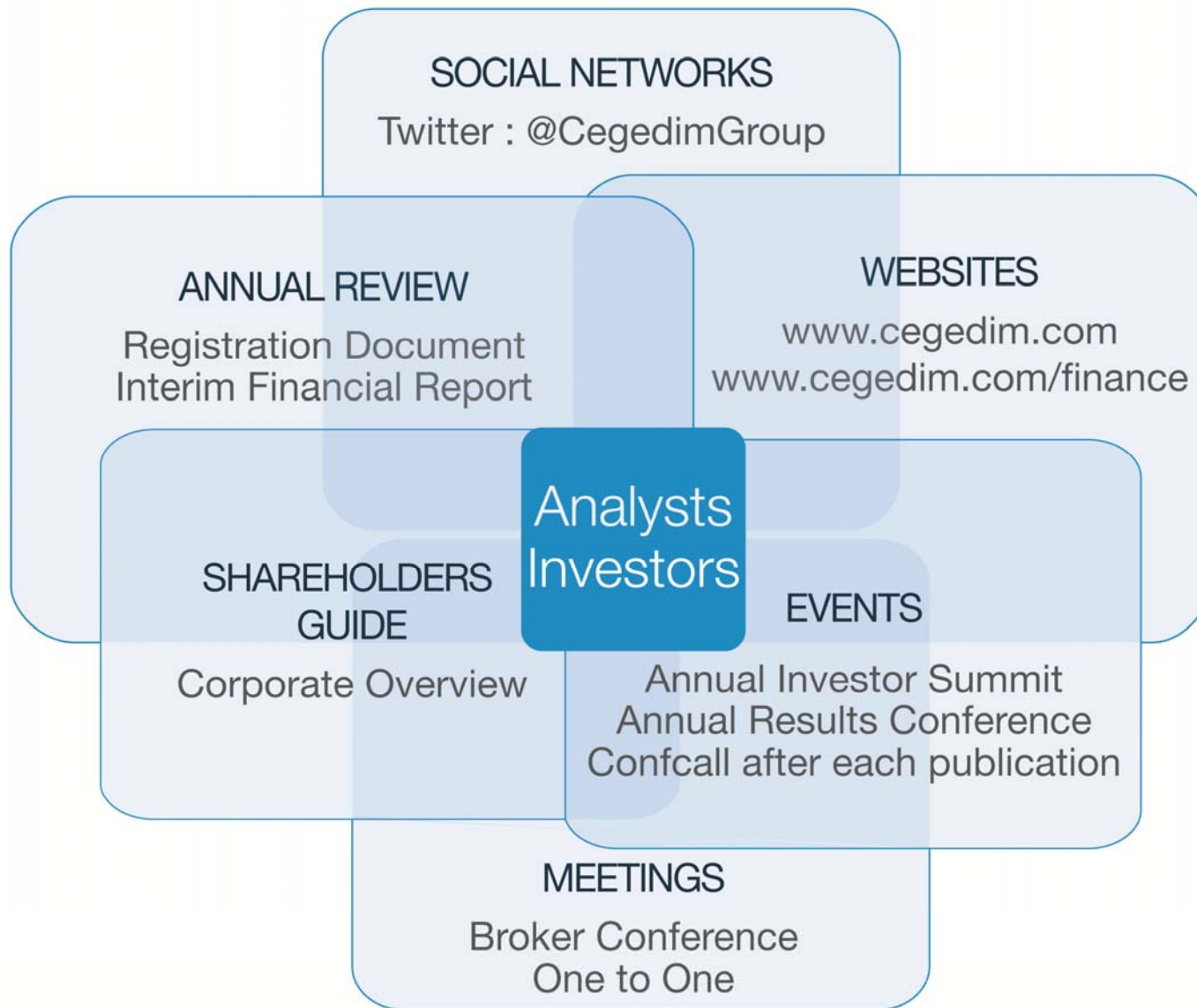


Investor Relation Policy

Simplicity, Transparency, Clarity



Keep in Touch with Cegedim





New: Cegedim IR App

- ✓ Available early 2014
- ✓ For IOS and Android

16/12/2013: Cegedim's 4th Investor Summit

€ 20.50 +0.24%

13/12/2013 17:35

Open	High	Low	Volume	% traded	Prev.
20.30	20.61	20.11	7,813	0.06%	20.45

1 D 5 D 1 M 3 M 6 M 1 Y 2 Y 5 Y

From 09/12 09:00 to 13/12 17:35

21.20
21.00
20.80
20.60
20.40
20.20
20.00

10/12 11/12 12/12 13/12

NEWS ABOUT THE SECTOR

Les smartphones représentent 55% des ventes de téléphones
Apple / November 14th 2013 / 13:16

L'activité à neuf mois reste en forte croissance
Proware / November 13th 2013 / 19:03

un simple accroc
Dassault Systems / November 9th 2013 / 01:00

AGENDA

December 2013

25	26	27	28	29	30	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1	2	3	4	5

REGULATORY COMMUNICATIONS

28 NOV Communicated under the obligation to provide permanent information / Communication relating to accounts, results, and turnover

28 NOV Document availability communications / Quarterly financial report

NEWS ABOUT THE GROUP

CEGEDIM : Objectifs annuels confirmés
Infos & Conseils / October 29th 2013 / 10:52

CEGEDIM : La marge opérationnelle devrait s'améliorer de 0,5 point en 2013
Infos & Conseils / September 21st 2013 / 01:00

CEGEDIM : Priorité à la marge
Infos & Conseils / September 19th 2013 / 11:08

CEGEDIM : Des reports de commandes pèsent sur l'activité
Infos & Conseils / August 3rd 2013 / 01:00

CEGEDIM : Une sanction excessive en Bourse

Home Profile Market Publications News Contact Settings

16/12/2013

Communications Agenda Reports Videos

CEGEDIM Interim financial report 2013 DISPLAY

CEGEDIM Registration document 2012 DISPLAY

CEGEDIM Interim financial report 2013 DISPLAY

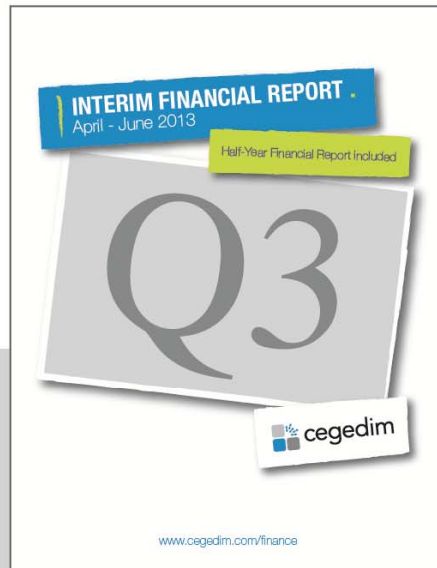
CEGEDIM 2013 Activities overview DISPLAY

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Financial Agenda

→ | **January 28th**
2013 Revenue

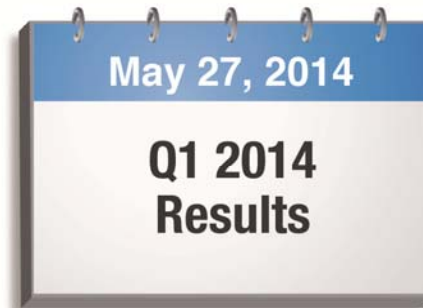


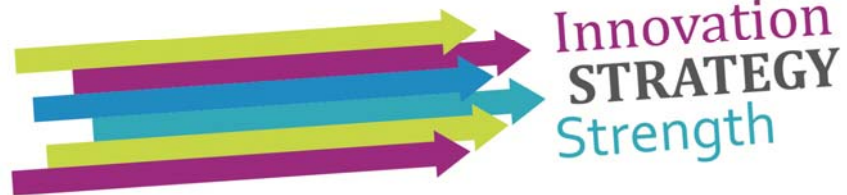
Available

This Document includes the Q3 2013 and 9M Financial Statements and Management Report



2014 Financial Agenda





Conclusion



Cegedim is a Group with Solid Foundations

✓ Diversification

In term of clients, products, client concentration, geography

✓ Industry trends favor Cegedim businesses on mid term

- Healthcare reform, transparency, pay for performance...
- Cegedim has a strong presence along the healthcare value chain

✓ Steady Business Profile

- Critical size and strong market share across divisions
- Strong liquidity position, robust cash flow generation & refinancing provides flexibility
- Long standing shareholder support and experienced management

✓ Cegedim remains committed to investments in innovation

Recognized portfolio of innovation and integrated solutions



We welcome your questions and comments

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