

## FULL-YEAR 2006 RESULTS

### SOLID 2006 IN LINE WITH FORECASTS

Paris, 23 April 2007 – CEGEDIM, Europe's leading provider of CRM (Customer Relationship Management) and marketing solutions specifically designed for the global pharmaceutical industry, announces an operating profit of €66.2 million in 2006, an 8.7% increase.

in thousand euros	31/12/2006 A	31/12/2005 B	A/B
<b>TURNOVER</b>	<b>541,208</b>	<b>501,338</b>	<b>8.0%</b>
Purchasing	-37,391	-34,768	7.5%
External costs	-164,219	-154,425	6.3%
Personnel costs	-247,189	-226,886	8.9%
Amortization and depreciation charges	-24,764	-24,083	2.8%
Other income (+) and charges (-)	-1,446	-300	382.0%
<b>OPERATING INCOME</b>	<b>66,199</b>	<b>60,876</b>	<b>8.7%</b>
<i>Operating margin</i>	<i>EBIT / TO</i> 12.2%	<i>EBIT / TO</i> 12.1%	
Financial income	3,158	4,587	-31.2%
Cost of financial indebtedness	-9,946	-7,262	37.0%
<b>NET FINANCIAL COSTS</b>	<b>-6,788</b>	<b>-2,675</b>	<b>153.8%</b>
Corporation tax	-20,316	-20,358	-0.2%
Share of profits in affiliate undertakings	-177	49	
<b>NET CONSOLIDATED INCOME</b>	<b>38,918</b>	<b>37,892</b>	<b>2.7%</b>
Group share	38,653	37,627	2.7%
Minority interests	265	265	0.0%
<b>NET CONSOLIDATED INCOME PER SHARE (in euros)</b>	<b>4.2</b>	<b>4.1</b>	

Consolidated turnover came to €541.2 million, up 8%. Operating profit (EBIT) rose 8.7% to €66.2 million.

The 2006 operating margin was satisfactory at 12.2%, compared to 12.1% in 2005.

<b>Operating margin IFRS - in thousand euros</b>	<b>Turnover 31/12/2006</b>	<b>EBIT 31/12/2006</b>	<b>EBIT/TO 2006</b>	<b>EBIT/TO 2005</b>
CRM and strategic data	244,612	39,088	16.0%	17.2%
Healthcare professionals	125,640	15,183	12.1%	8.7%
Healthcare insurance services	77,265	6,266	8.1%	8.1%
<b>Healthcare and strategic data</b>	<b>447,517</b>	<b>60,537</b>	<b>13.5%</b>	<b>13.3%</b>
<b>Technologies and services</b>	<b>93,692</b>	<b>5,662</b>	<b>6.0%</b>	<b>6.7%</b>
<b>CEGEDIM</b>	<b>541,209</b>	<b>66,199</b>	<b>12.2%</b>	<b>12.1%</b>

As predicted, the **“CRM and strategic data”** sector’s margin reflected the impact of business developments in France and abroad. It achieved a sustained high level of 16%. Total annual turnover growth of 6.9% was driven notably by particularly dynamic international performances: these businesses now represent 55% of full-year revenues and are growing at a rate of nearly 13%. This trend has gained traction since 2005 and can now be considered one of the Group’s fundamental attributes. However, it has not yet completely offset the slowing growth in French activities, which were stable overall in 2006 in a market where the Group’s presence is already strong. The net result of these trends is a slight decline in the sector’s operating margin.

**“Healthcare professionals”** businesses were quick out of the gate in 2006 and finished the year with strong annual growth of 17%. Business outside of France represents 41% of this sector. International operations include the rapidly growing pharmacists’ software activity in the UK, which Cegedim acquired in late 2004 when it was loss-making, and which posted growth of 16%. In absolute value terms, that increase is almost on a par with the well established doctors’ software business in the UK. French businesses are on track across the board, in software and promotion for both doctors and pharmacists. These excellent performances helped lift the operating margin substantially, from 8.7% in 2005 to 12.1% in 2006.

**“Healthcare insurance services”** posted moderate growth of 3.1%, in line with full-year forecasts, which helped stabilize the operating margin at 8.1%. This is a satisfactory performance compared with 2005, when the margin declined.

**“Technologies and services”** activities grew by a modest 4.1% after posting a robust 19% increase in 2005. The division’s operating margin fell slightly, from 6.7% to 6%.

The combination of these factors produced an operating profit) of €66.2 million and an operating margin of 12.2%.

Net financial result was a €6.8 million loss, down €4.1 million, which is consistent with the increase in Group debt needed to finance recent external growth.

After taxes, which were almost flat relative to 2005, CEGEDIM's consolidated net profit came to €38.9 million, a €1 million increase over 2005.

## 2007 outlook

Because we do not know when the Dendrite acquisition will be finalized (announced on 2 March 2007), we cannot say when and to what extent the company will contribute to CEGEDIM Group's results.

Aside from that acquisition's impact, we expect consolidated turnover to increase by around 7% in 2007 and predict a continuing increase in the operating margin.

## About CEGEDIM:

CEGEDIM develops exclusive databases and high value added software solutions. Its expertise falls into two divisions. The "Healthcare and strategic data" division comprises services specifically designed for pharmaceutical companies, healthcare professionals and health insurance providers. The "Technologies and services" division covers a variety of sectors.

Established as the European leader in its historic core business, CEGEDIM provides the world's largest pharmaceutical companies with vital support for successful CRM (Customer Relationship Management) and helps measure sales & marketing effectiveness. CEGEDIM's CRM tools, backed by the Group's powerful strategic databases, also provide its clients with a clearer picture of their markets and targets, optimizing both strategies and return on investment.

Founded in 1969, and the only European company operating globally in this market, CEGEDIM employs around 5,000 people and generated turnover of €541 million in 2006 in 75 countries. To learn more, please see our website: [www.cegedim.com](http://www.cegedim.com).

Listed on Euronext by Euronext Paris, compartment B – ISIN FR0000053506 – Reuters CGDM.PA – Bloomberg CGM

## Media inquiries

### CEGEDIM

Aude Balleydier  
Media Relations  
Tel: + 33 (0)1 49 09 68 81  
[aude.balleydier@cegedim.fr](mailto:aude.balleydier@cegedim.fr)

### VP COMMUNICATION

Coralie Voigt  
Press Officer  
Tel: + 33 (0)1 40 22 04 01  
[cvoigt@vp-communication.com](mailto:cvoigt@vp-communication.com)

## Investor relations

### CEGEDIM

Sandrine Debroise  
Chief Financial Officer  
Tel: + 33 (0)1 49 09 22 00  
[investor.relations@cegedim.fr](mailto:investor.relations@cegedim.fr)