



**tessi**



## **TESSI's acquisition of CEGEDIM Group's marketing Services, EDM and e-filing divisions finalized**

**Grenoble and Paris, 3 July 2007** – In accordance with the memorandum of understanding announced 11 April 2007, TESSI and CEGEDIM have signed a definitive contract finalizing TESSI's acquisition of the following CEGEDIM's affiliates:

- Marketing services activities: SDI, Médipost and XWZ32 MP (the Cegedim Marketing Process business that was formerly a part of the CEGEDIM company).
  - o A full line of direct marketing solutions, including advisory services and project management, personalized printing, envelope filling and routing.
  - o Management printing and complex marketing document services (from high-volume digital printing to mailing).
- Electronic Document Management (EDM) activities: Docubase Systems, Docubase Services and Docubase Systems Inc.
  - o Publication of specialized integrated workflow management software for converting documents and information into electronic format.
- E-filing internet portals: AspOne.fr and Déclaratis.
  - o E-filing of tax and social security forms.
- Data acquisition and data capture activities: Pré Saint-Gervais workshop (formerly part of the AVT Advanced Technologies company).

### ***The transfer of property is effective on 2 July 2007.***

The expertise housed in the acquired units perfectly complements TESSI's document processing offering and know-how. The acquisitions will also help TESSI provide a comprehensive solution to the needs of its market. TESSI will thus be able to offer its clients and CEGEDIM's clients the assurance of service continuity in an atmosphere of high-quality performance. It also has the resources to match its ambition of staying in step with the sector's strategic development.

This deal allows CEGEDIM to transfer these activities to a partner renown for its skill, and the two companies will continue to collaborate through service agreements in order to ensure process continuity and knowledge transfers.

With this deal, CEGEDIM's "Technologies and services" division refocuses its marketing capacities on database management, notably its CEGEDIM Communication Directe (CCD) business. CCD designs, maintains and sells various databases used for sales and marketing purposes. It supplies its clients – companies that communicate with other businesses – with data that is updated and enriched using several sources of information.

The businesses involved in the deal together generated consolidated 2006 revenue of €30 million, earnings before interest, taxes, depreciation and amortization (EBITDA) of €2.5 million, and an operating profit of €0.4 million. The transaction price, entirely paid in cash on the day ownership was transferred, is subject to a confidentiality agreement between the parties.

### **About TESSI:**

Services company specializing in document processing and payment methods.  
TESSI generated turnover of €166.5 million in 2006.

*TESSI is listed on Eurolist by Euronext Paris – Compartment C*  
**ISIN code: FR0004529147 – Mnemonic code: TES**  
**Website: [www.tessi.fr](http://www.tessi.fr)**

### **About CEGEDIM:**

**CEGEDIM** has been developing exclusive databases and high value added software solutions since 1969. Established as the world's leading CRM provider for the life sciences industry with its Cegedim Dendrite business unit, **CEGEDIM** provides the world's largest pharmaceutical companies with vital support for successful Customer Relationship Management (CRM). Its Cegedim Strategic Data and Cegedim Customer Information business units are also dedicated to pharmaceutical companies and help them improve sales & marketing effectiveness thanks to the Group's strategic databases focused on the world drug market.

This expertise falls into the "Healthcare and strategic data" division of the **CEGEDIM** Group, which comprises the services specifically designed for pharmaceutical companies cited above and specific solutions dedicated to healthcare professionals (notably physicians and pharmacists in Europe) and health insurance providers.

The "Technologies and services" division capitalizes on the Group's technical skills in order to provide specific solutions to clients of various sectors, essentially in France.

**CEGEDIM** generated turnover of €541 million in 2006. Including Dendrite, the combined Group's pro forma 2006 revenue would amount to €877 million for a workforce of 7,500 and operations in more than 80 countries. **To learn more, please see our website: [www.cegedim.com](http://www.cegedim.com)**

*CEGEDIM is Listed on Eurolist by Euronext Paris - Compartment B*  
**ISIN FR0000053506 – Reuters CGDM.PA – Bloomberg CGM**

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