

## CONSOLIDATED TURNOVER – AS AT 30 SEPTEMBER 2005

### SOLID GROWTH CONFIRMS FULL-YEAR TARGETS

**Paris, 14 November 2005** – CEGEDIM, Europe's leading provider of integrated sales and marketing solutions specifically designed for the global pharmaceutical industry, announces revenues up 13.9% as at 30 September 2005.

in million euros	2005	2004 (*)	Variation	Organic growth %
First semester (IFRS)	245,541	214,299	14.6 %	7.7 %
Third quarter (IFRS)	112,084	99,587	12.5 %	5.1 %
<b>Total as at 30 September</b>	<b>357,624</b>	<b>313,886</b>	<b>13.9 %</b>	<b>6.9 %</b>
<b>Healthcare and strategic data</b>	<b>295,343</b>	<b>259,989</b>	<b>13.6 %</b>	<b>5.1 %</b>
CRM and strategic data	162,143	142,155	14.1 %	6.7 %
Healthcare professionals	79,179	66,664	18.8 %	2.0 %
Insurance services	54,021	51,170	5.6 %	4.7 %
<b>Technologies and services</b>	<b>62,282</b>	<b>53,897</b>	<b>15.6 %</b>	<b>15.6 %</b>
<b>Total</b>	<b>357,624</b>	<b>313,886</b>	<b>13.9 %</b>	<b>6.9%</b>

(\*) For the Technologies and services sector, the presentation of Cegelease lease contract restatements was changed when the company first reported its accounts according to IFRS (the reclassification had no impact on operating results because it caused an equal increase in revenues and in operating costs). The following corrections have been made relative to previous announcements with respect to turnover (+ €2,212,000 as at 30 June 2004 and + €2,534,000 as at Q3 2004).

**CRM and strategic data** activities continued to post strong growth in line with first-half trends. For the first time in the company's history, Q3 core business revenues from abroad represented nearly 51% of total turnover, thus exceeding French revenues. This is the result of robust growth internationally (+30% over 9 months), which ensures both the company's future growth – proving that its business model can be successfully exported – and continued margin growth.

As expected, organic growth gained momentum in CEGEDIM's **Healthcare professionals** business. It is worth noting that the "doctors' software" business in the UK is gradually closing in on the record performance it generated in 2004 (-5% as at end-September compared with -13% at end-June) and will likely come close to matching it over the full year. This momentum ensures an increase in full-year margins.

After performing well above expectations in terms of first-half 2005 turnover growth (due to ad hoc sales), the **Insurance services** sector lifted its revenues by 5.6% as at end-September 2005. This return to growth rates more in line with initial budgets is set to continue in the fourth quarter.

Activities in the **Technologies and services** division, all of which are doing very well, will make a hefty contribution to margin growth.

### Full-year outlook

With third-quarter 2005 growth in line with forecasts, CEGEDIM is able to confirm its guidance for the full year 2005: turnover of €483-488 million after adjustments related to the presentation of lease contracts, and an increase in operating margin.

### About CEGEDIM:

CEGEDIM develops strategic databases and healthcare information services for pharmaceutical firms and healthcare sector professionals.

The group's exclusive databases empower pharmaceutical companies to better understand where, why and by whom their products are prescribed and sold. CEGEDIM also provides vital support for successful CRM (Customer Relationship Management) and sales effectiveness measurement.

Founded in 1969, now European leader and established as the only European company operating globally in this market, CEGEDIM employs 4,400 people in 58 countries and generated turnover of €434 million in 2004. To learn more, please see our website: [www.cegedim.com](http://www.cegedim.com).

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

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