

CONSOLIDATED ACCOUNTS - YEAR END 2004

NET PROFIT UP 37 %

Paris, April 11, 2005 – CEGEDIM, Europe's leading provider of CRM solutions (customer relationship management) for the pharmaceutical industry, has extended its trend of ongoing margin growth by posting a strong increase in consolidated 2004 results.

	31.12.2004 €'000	31.12.2003 €'000	Var %
Turnover	427,511	389,010	10 %
Purchases +/- inventory change	25,676	18,707	37 %
Gross margin	401,835	370,303	8.5 %
Production inventoried & own work capitalized	-114	50	
Other purchases & external charges	130,134	119,634	9 %
Wages & salaries and social security charges	184,991	170,953	8 %
Taxes (other than corporation tax) and subsidies	8,217	8,167	
EBITDA	78,379	71,599	9.5 %
Depreciation and provisions	29,079	29,136	0 %
Depreciation, provisions and charges written back	3,955	4,334	-9 %
Other operating income & charges	328	-434	
EBIT	53,583	46 363	15.6 %
Financial income	2,706	2,287	18 %
Financial charges	5,768	7,702	-25 %
Net financial income	-3,062	-5,415	-43 %
Profit before taxation	50,521	40,948	23.4 %
Net extraordinary income	993	-603	-265 %
Taxation	19,195	16,717	15 %
Net profit of consolidated companies	32,319	23,628	36.8 %
Goodwill amortization	6,637	4,684	42 %
Share of profits in affiliate undertakings	-73	-17	
Minority interests	232	407	
Total consolidated net profit (group share)	25,377	18,520	37.0%

Turnover rose 10% in 2004 compared with 2003, reaching €428m.

Trading activities, which represent 8% of consolidated turnover and generate lesser margins, experienced strong growth. This activity is correlated to the very robust business of computerizing pharmacists in France, the brisk development of leasing – which now covers all of the equipment used by pharmacies – and the exceptional sales made in the UK market for computerizing doctors. In all, **gross margin came to €401.8m**, up slightly less than turnover at **8.5%**.

Cegedim did a particularly good job of containing other purchases & external costs and payroll costs in 2004. **As a result, EBITDA rose 9.5% to €78.4m.**

The cyclical nature of the company's investments resulted in a stable depreciation charge and led to **EBIT of €53.6m, an increase of 15.6%**.

In contrast to the previous year, our accounts' net dollar position was favorable, which significantly reduced financial losses.

Given a positive exceptional result and a lower effective tax rate, **consolidated net profit came to €32.3m.**

After goodwill amortization, **the total group share of net profit came to €25.4m, up 37%.**

Operating margin in €'000	2004			2003 (*)
	Turnover	EBIT	EBIT / Turnover	EBIT / Turnover
Health and strategic data	358,865	49,331	13.7 %	13.0 %
CRM and strategic data	197,318	33,735	17.1 %	16.1 %
Healthcare professionals	90,612	8,646	9.5 %	5.6 %
Insurance services	70,935	6,950	9.8 %	13.6 %
Technologies and Services	68,646	4,253	6.2 %	6.7 %
Total	427,511	53,583	12.5 %	11.9 %

(*): uses the sector breakdown as of January 1, 2004

“CRM and strategic data” activities generated an additional point of operating margin in 2004. The company's performance in the most profitable market segments is enabling it to bear the investment burden required to develop new activities without hurting its margins.

The **“Healthcare professionals”** sector greatly improved its contribution in 2004. The increase was the result of both a record year for “doctors' software” in the UK and very good results in France in activities aimed at pharmacists: software sales and nationwide POS advertising.

Excluding external growth and restructuring, **“Insurance services”** generated a satisfactory operating margin of 13.7%.

The **“Technologies and Services”** division experienced a slight temporary drop in margin due to the timing of contract signings at its Electronic Document Management arm. The division's other businesses all performed in line with expectations.

2005 Outlook

We expect business to increase by nearly 10% in 2005 due to the combination of organic growth of close to 8% and external growth operations, including the Target Software acquisition in the US.

Earnings growth is expected to top 10%.

About CEGEDIM:

CEGEDIM is an international company with 36 years experience supplying CRM and IT services to pharmaceutical companies and healthcare professionals. CEGEDIM's offerings consist of recurring services enhanced by CEGEDIM's proprietary databases. The group is recognized worldwide for its expertise in using advanced technologies like database management, IT systems and networks to collect the targeted and complex data vital to its clients' operations. CEGEDIM employs 4,200 people operates in 58 countries and generated turnover of €428 million in 2004.

To learn more, please see our website: www.cegedim.com

Cegedim has been listed on Euronext Paris since 1995 – ISIN FR0000053506 – Reuters CGDM.PA – Bloomberg CGM

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