Global technology and services company specializing in healthcare

Global leader in a dynamic environment

Customers

- Pharmaceutical and Life-Sciences companies worldwide
- Doctors, pharmacists and paramedics in Europe & USA
- Healthcare insurance in France

Key figures as of 31/12/2009

- 2009 revenue €874 M
- +4.3%
- Recurring business 65%
- Market capitalization €805 M
- Headcount 8,600
Q3 2010 revenues highlights

Q3 2010 revenues
- €211.2 million
- +6.6% reported
- -0.8% L-f-L

9M 2010 revenues
- €660.0 million
- +4.4% reported
- 0.0% L-f-L

The third quarter was marked by
- Promising acquisitions
- A still very strong level of activity in the Insurance and services sector
- The expected slowdown at Cegelease
- The wait and see attitude of UK physicians
- Continued deferrals in the implementation of CRM projects

2010 Outlook
- The Group expects 5% reported growth
- A 2010 operating profit on a par with the 2009 figure
CRM and strategic data

- Strong commercial dynamics
- Recovery for strategic data business
- Strong performance recorded in emerging countries

9M 2009

- Organic: -1.0%
- Structure: +2.9%
- Currency: +3.0%

9M 2010

- Organic: +4.9%

By region

- France: 9%
- EMEA ex. France: 31%
- America: 34%
- Asia: 9%

By currency

- EUR: 22%
- USD: 4%
- GBP: 23%
- RoW: 51%
Healthcare professionals

- Tangible decline in Cegelease’s business
- UK physicians remain on the sidelines
- Promising US acquisitions of Pulse Inc

9M 2009
- Organic: 196.4 M€
- Structure: 58.8 M€
- Currency: 65.2 M€

9M 2010
- Organic: 196.6 M€
- Structure: 57.8 M€
- Currency: 64.5 M€

By region
- France: 24%
- EMEA ex. France: 22%
- America: 77%
- APAC: 1%

By currency
- EUR: 75%
- IUSD: 22%
- GBP: 1%
- RoW: 1%
Higher year-end seasonal effect

- Traditionally higher sales on software at the end of the year
- Spending of remaining operating budget
- More use of data and market research in Q4 due to the reorganization of sale forces, organization of new campaign, annual reporting…
Acquisitions are in line with the Group’s external growth policy presented at the time of the December 2009 capital increase.

We recall that the sole purpose of the bond issue for €300 million on July 27, 2010 is the refinancing of existing bank debt.
### Strategic acquisitions

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Date</th>
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<tbody>
<tr>
<td>SK&amp;A Information Services Inc</td>
<td>January 7, 2010</td>
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<td>- Top-notch supplier of healthcare data</td>
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<td>- Strength Cegedim's OneKey offering in the US</td>
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<td>- Full-year revenues of roughly $15 million</td>
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<td>- Its operational and commercial integration, which was completed in less than 6 months, was a complete success</td>
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<td>Swiss CRM and Direct Marketing Division of IMS Health</td>
<td>June 3, 2010</td>
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<td>- To complement and strengthen existing Swiss offerings</td>
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<td>- Recognized for its quality and reliability</td>
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<td>- Annual revenues in the region of €2 million</td>
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<td>Hosta</td>
<td>June 18, 2010</td>
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<td>- Specialist in third-party management in which Cegedim has held a minority stake since 2004</td>
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<td>- Among France’s leading third-party management companies</td>
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<td>- Annual revenues of approximately €11 million</td>
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**Pulse Systems Inc**
- Healthcare software and services supplier
- The move gives Cegedim access to the US market for the computerization of healthcare professionals in a very critical time for Electronic Health Records (EHR) market
- Pulse is profitable and will likely continue to grow in a rapidly expanding sector
- It expects to increase its revenues more than four-fold by 2014
- It will enable to transform European Cegedim Healthcare Software division into a global player by utilizing the Pulse solutions to expand its presence in the US market

**Deskom**
- A leading French B-to-B invoice dematerialization company
- An opportunity to move ahead Cegedim EDI to all business sectors
- Annual revenues of approximately €4 million
2011 finance agenda

January 11
Investors Day

February 4
2010 revenue

April 13
2010 Annual results

April 14
SFAF Meeting

May 4
2011 Q1 revenue

July 25 - August 5
2011 Q2 revenue

September 23
2011 Half-year results

September 26
SFAF Meeting

November 9
2011 Q3 revenue
Share ID

- Quotation: NYSE Euronext Paris - compartiment B
- IPO date: Avril 1995
- ISIN Code: FR0000053506
- Code: CGDM.PA (Reuters), CGM (Bloomberg)
- Closing Date: December 31th
- Price at IPO: € 9.52
- Number of shares as of 06/30/2010: 13 997 173
- Market capitalisation as of 06/30/2010: € 784 millions

Analysts coverage

- CA Cheuvreux: Michaël Boucher
- CM-CIC Securities: Jean-Pascal Brivady
- Gilbert Dupont: Nicolas Moritel / Guillaume Cuvillier
- Natixis Securities: Thomas Le Quang
- Oddo & Cie: Xavier-Emmanuel Pingault
- Société Générale: Patrick Jousseaume
We welcome your questions and comments

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