

Cegedim Activ - Cegedim CD - Cegedim Customer Information - Cegedim Dendrite - Cegedim EDI - Cegedim Logiciels Médicaux - Cegedim Strategic Data - Cegedim SRH - ...



2007 results and 2008 outlook

A winning strategy

At the heart of decision-making and performance



Sales

(in millions of euros)

753

+39%

Ordinary EBITDA

(in millions of euros)

131

+45%

Ordinary operating income

(in millions of euros)

95

+44%

Consolidated net income

(in millions of euros)

44

+13%

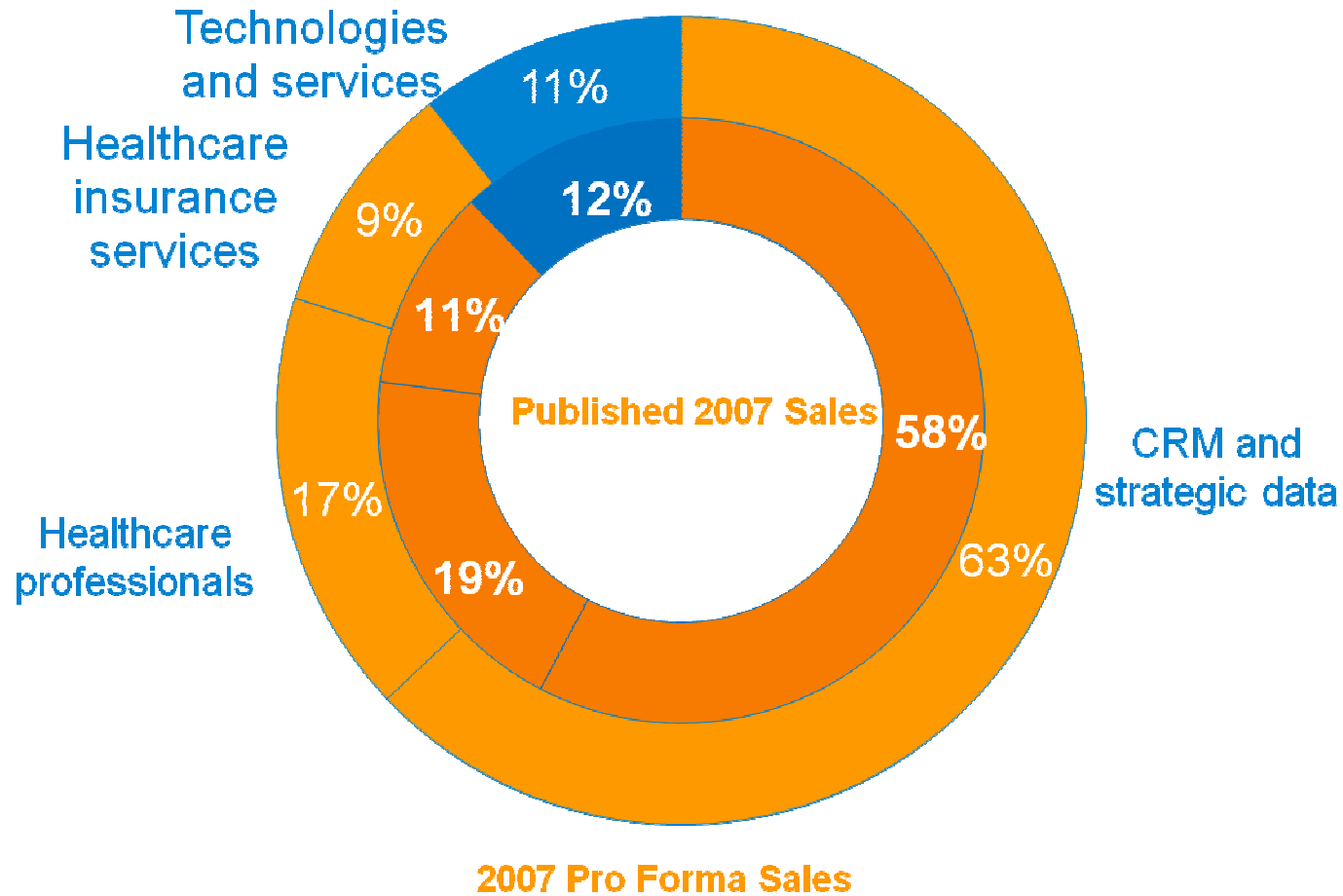
Cash generated by operating activities

(in millions of euros)

146

+179%

Our FOUR Activity Sectors Have Been Resized



A Restructured Scope in 2007



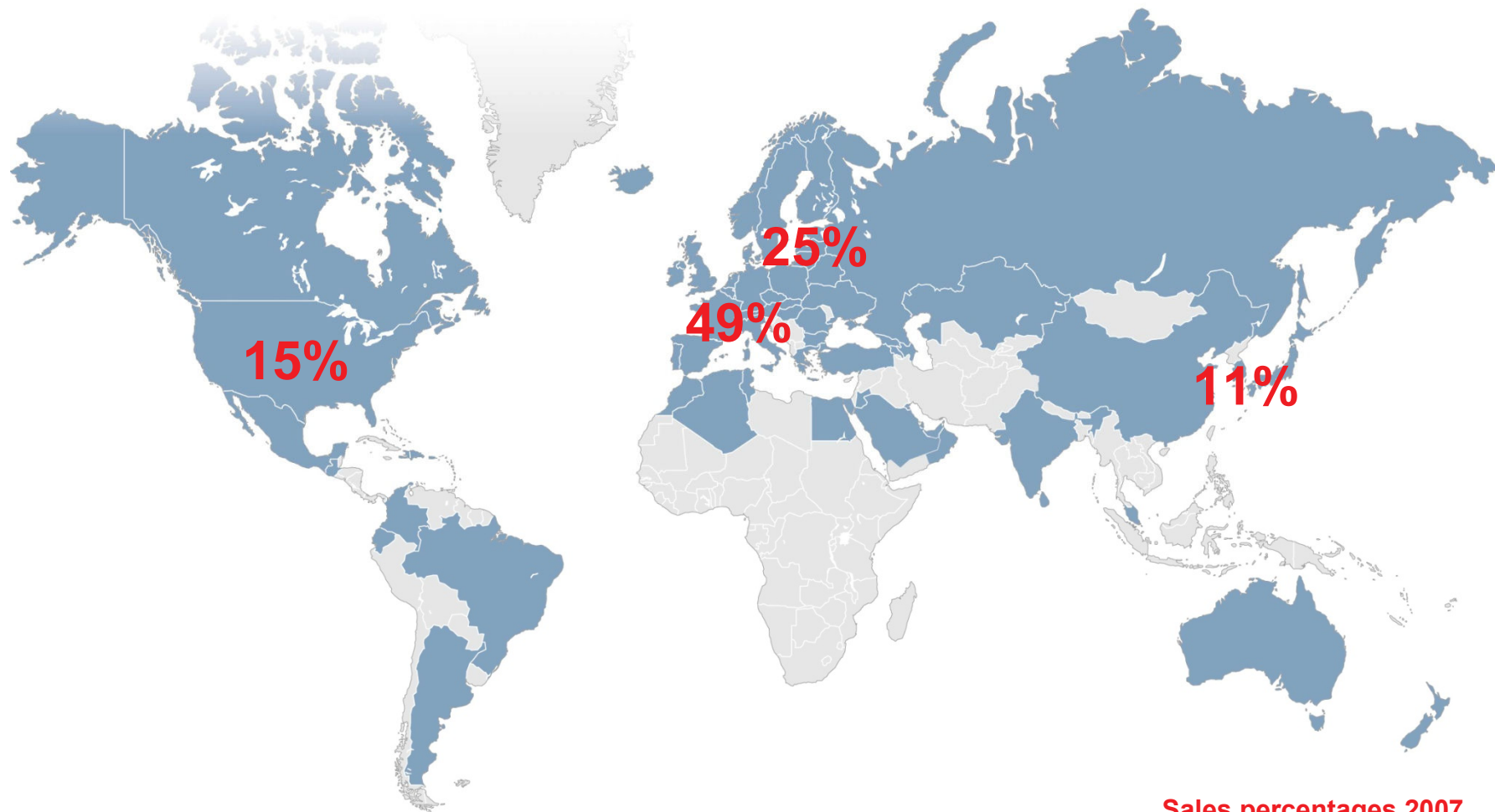
- **ACQUISITION of DENDRITE**

- **Disposal of non-strategic assets to the Tessi Group in July 2007:**
 - Marketing Services Activities
 - Electronic Information and Document Management for Companies
 - Declarative TV Portal Activities
 - Data Acquisition and Capture Activities

- **Re-centering of our Direct Marketing activities on our core business : data base management with CEGEDIM Communication Directe**

CEGEDIM

World Pharmaceutical CRM Leader Present in 80 Countries



Sales percentages 2007

A Worldwide Presence Security and Reliability for Our Customers



R&D at the Heart of the Company's Culture



- **Approximately 8% of sales revenue is dedicated to R&D**

- **A team of about 950 people**
 - 37% in Paris, Toulouse, Niort
 - 38% in India in Bengaluru
 - 13% in the United States, Bedminster and Allentown
 - 10% in Asia, Tokyo, Shanghai, Singapore
 - 2% in Cairo

- **Maintaining a high level of R&D**
 - The Dendrite and Cegedim teams were preserved

Dendrite: A Winning Acquisition



High value added acquisition

- Our CRM and strategic data activities, with more than €500 million in sales, more than double
- We are the uncontested world leader for our core business with more than 200,000 visitors for 400,000 mechanized
- Our revenue sources are geographically spread out around the world
- Our position as leader in the United States is a major advantage
- The competitive pressure is lessening
- The growth outlook for emerging countries is very strong

Cegedim Dendrite: A Successful Integration



- **Cegedim knows how to control its external growth**
 - Numerous internal and external growth operations
 - 40 external growth operations since 2000
 - Opening of more than 50 subsidiaries in the world
 - Presence in the United States since 1997

- **A successful integration**
 - Maintaining of the operational R&D teams
 - Harmonization and development of the product offer
 - Optimization of the geographic distribution
 - Creation of an "Operational Excellence" unit which is very oriented towards business lines and the reinforcement of financial supervision



■ Phase I

- Completed at the end of 2007
- Centralization of the financial teams in Paris
- Delisting from the NASDAQ
- Reorganization of the Dendrite Top Management
- Phase I generated a structural savings of \$26 million per year with the full effect starting in 2008

■ Phase II

- Completion by the end of 2008
- Merging of the European entities
- Centralization of the data bases
- Implementation of our "virtual office" tools
- Phase II will generate a structural savings of €20 million per year with the full effect starting with the beginning in 2009.



■ **New hosting capabilities and support services**

- Consolidation of the Paris centers with building security
- Opening of the new site in Toulouse
- Increase of our "Internet" capabilities
- Centralization of our support teams in Bengaluru

■ **Help Desk and support services**

- Merging of the European and American teams

■ **Products**

- Merging of the European and American teams
- Implementation of our "virtual call center" tools



■ Success of our Compliance American offers

- 2008 forecasts for our State Guardian offer

■ Success of our One Key Database offers

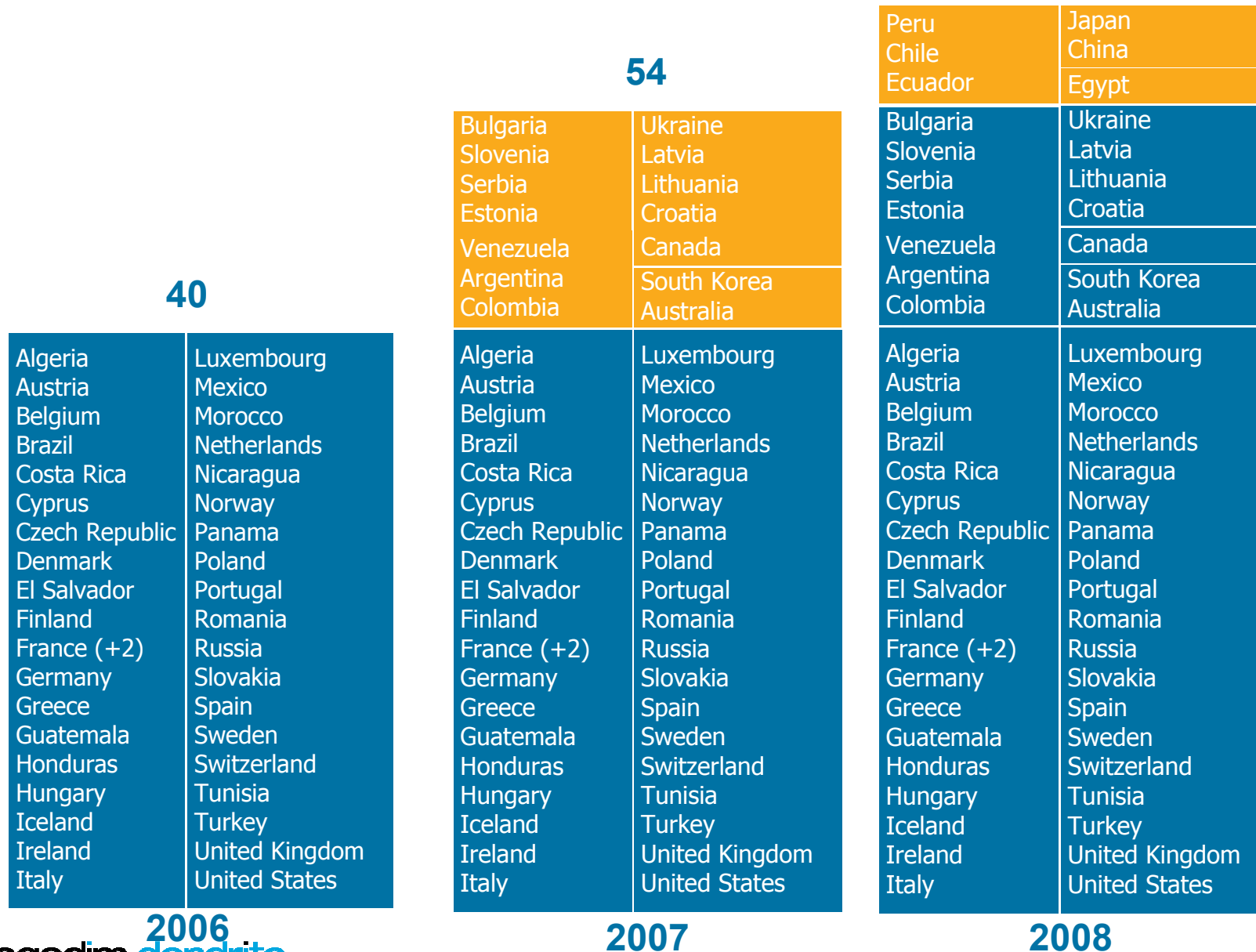
- Opening in numerous countries and success in Russia
- Being studied - China and Japan

■ New Portal offer in September 2008

- A new offer with a target of 400,000 visitors
- Launch scheduled for September 2008
- Very strong growth potential

Cegedim Dendrite: One Key

Successes and Developments 2008





■ **Market Research activity competing with IMS**

- Good success in 2007
- Continuity of growth for 2008

■ **The best worldwide implantation**

- A very strong software base in Europe
- Markets in 36 countries
- 200,000 doctors under contract

■ **New offers for 2008**

- e-CRF with the INES[®] software (acquisition of 3ES)
- Very strong development potential



- **2007: Creation of a specific and common structure with the Dendrite tools**
 - Good success in 2007
 - Continuity of growth for 2008
 - Creation of a Group planning analysis department

- **2008: Creation of a single product catalog**
 - Icomed, Physician Connect, Doc Scan



- **Management of third-party payers expanded**
- **A significant but promising investment**
- **Implementation of a processing and registration platform in Montargis**
- **2007 : First year of real activity**
 - No activity in 2006
 - 2007 Sales: €1.2 M - 55,000 PS registered
 - Operation will break even in 2009

- **The future: Creation of a common plant for iSante, Cetip, Hosta and its processing platform in Rabat**



- **Smart card with the insured person's coverage and compatible with SESAM-VITALE**
- **Advantages for patients and for the pharmacists**
 - Lead time shortened for payment flows
- **Experimentation in 6 departments with AVIVA, AXA, GROUPAMA-GAN and MMA insurance companies**
- **Report for 2007**
 - 76,000 cards issued with beginning of operations in January 2008
- **2008 Objectives**
 - General use by all of the insurance companies
 - Increase in processed flows



■ 2007: A very good year

- Successful merging of the English Pharmaceutical activities
- Successful integration of Stacks in Spain
- Continuing success for In Practice Systems (UK) and Alliadis (F)
- Acceleration of our success with physician software in France
- Integration of a new Oncology dedicated offer
- Success of our online services, online promotions, online medication databases
- Success of our healthcare and health center network offers
- Success of our Biorescue Nursing offers

■ 2008: Tomorrow's successes

- Secured messaging
- Participation in the DM Pro project



- **New GERS contract**

- **Success of our new SRH offer**
 - Satisfaction of our first customers

- **Continuing success for our RNP offer**
 - Launching of a new "customized" offer for pharmacy signage

Outlook for 2008



**For 2008, we are forecasting sales revenue
between €840 million and €850 million**

**and an ordinary operating margin
in line with 2007**



Financial Information



Strong Sales Growth in 2007



<i>In millions of euros</i>	2007	2006	Δ 06/07	With identical scope
Health and strategic data	661	447	+48%	+46%
<i>CRM and strategic data</i>	434	244	+78%	+77%
<i>Healthcare professionals</i>	146	126	+16%	+10%
<i>Healthcare insurance services</i>	81	77	+5%	+6%
Technologies and services	92	94	-2%	+10%
Group	753	541	+39%	+40%

The Dendrite activities are no longer separable because of the mergers which took place

Net Profit Up by 13%



In millions of euros

	2007	2006	△ 06/07
SALES	753.0	541.2	+39%
External expenses and other	253.8	189.4	+34%
Taxes	12.3	11.3	+9%
Payroll costs	352.4	247.2	+43%
Net depreciation allowances and provisions	39.2	27.1	+45%
ORDINARY OPERATING INCOME	95.3	66.2	+44%
OPERATING INCOME	89.9	66.2	+36%
Net financial debt expenses	27.6	6.8	+306%
Tax expense	17.9	20.3	-12%
CONSOLIDATED NET INCOME	44.2	38.9	13%
Group's share	43.8	38.7	+13%
Minority interests	0.3	0.3	+18%

2007 Operating Margin



<i>In millions of euros</i>	2007	2006
Operating income	89.9	66.2
<i>Restructuring expenses</i>	5.4	
Ordinary operating income	95.3	
<i>Disposal to Tessi</i>	2.5	0.7
Standardized operating income	97.8	66.9

	Operations	Ordinary	Standardized 2007	Standardized 2006
CRM and strategic data	13.7%	15.0%	15.0%	16.0%
Healthcare professionals	13.5%	13.5%	13.5%	12.1%
Healthcare insurance services	4.3%	4.3%	4.6%	9.2%
Technologies and services	7.7%	7.7%	11.4%	7.7%
Group	11.9%	12.7%	13.2%	12.9%

Strong Capacity for Generating Cash Flow



In millions of euros

	2007	2006
Net income	44.2	38.9
Depreciation, depletion and amortization, capital gains on disposals...	40.2	27.0
Free cash flow after net financial debt expense and taxes	84.4	65.9
Cost of net financial debt and taxes	46.6	24.7
Free cash flow before net financial debt expense and taxes	131.0	90.6
Change in WCR, taxes paid	15.1	-38.2
Net cash flow generated by operating activities	146.1	52.4
Capex	-25.1	-20.5
Capitalized R&D	-15.5	-12.3
Investments resulting from Cegelease	-23.6	-18.6
Other net cash flow resulting from investment transactions	-492.3	-33.9
Net cash flow resulting from financing transactions	484.7	7.9
CASH FLOW CHANGE	74.3	-25.0

Simplified Balance Sheet



<i>In millions of euros</i>	2007	2006	↕ 06/07	<i>In millions of euros</i>	2007	2006	↕ 06/07
Goodwill	581.2	203.6	+185%	Equity (*)	207.9	220.5	-6%
Intangible Assets	173.3	41.8	+315%	Bank loans	648.2	204.8	+216%
Tangible Assets	62.3	42.8	+46%	Debt vs. Financiere Cegedim	50.0		
Long-term investments	11.7	18.3	-36%	Other financial debt	10.2	10.4	-2%
Deferred Taxes	29.1	7.2	+303%	Differed taxes	53.9	3.7	
Customers	239.0	226.2	+6%	Suppliers	81.2	53.1	+53%
Cash	87.4	39.6	+120%	Tax and benefits-related liabilities	113.2	82.3	+37%
Other assets	65.7	39.9	+65%	Other liabilities	85.1	44.6	+91%
Total	1,249.7	619.4	+102%	Total	1 249.7	619.4	+102%

(*) Growth of €39.8 million compensated by a negative foreign currency translation of €52.4 million

	2007	2006
R.O.E.	21.2%	17.7%



Acquisition financed solely by indebtedness

	Millions of €
EBIT Pro forma (Dendrite for 12 months)	86.8
Pro forma depreciation and amortization	43.8
Extraordinary expenses	15.1
EBITDA Pro forma (Dendrite for 12 months)	145.7
Total bank borrowings	648.2
Total cash	87.4
Net bank loans	560.8

	2007	Optimal ratio	Objective
Net bank debt / Pro Forma EBITDA	3.85	< 3	End 2009
EBITDA Pro Forma / Financial expenses (senior debt)	5.98	> 3.75	End 2008

Increase in Dividends



	2007	2006	Δ06/07
Earnings per share (in €)	4.70	4.16	+13%
Dividend per share (in €)*	0.90	0.80	+13%
Payout Ratio	19%	19%	

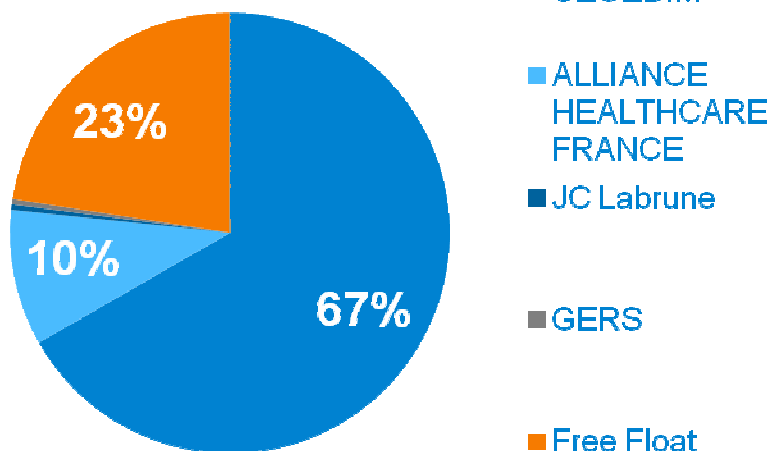
* €0.90 per share proposed at the Ordinary Shareholders' Meeting on May 7, 2008

2009 Schedule



- **Paris Road Show: April 17, 2008**
- **London Road Show: April 22, 2008**
- **Frankfurt Road Show: April 23, 2008**
- **Shareholders' Meeting: May 7, 2008**
- **Sales Q1 2008: May 13th after stock market closing**
- **Sales Q2 2008: August 12th after stock market closing**

General Information



- **Cash contract (“contrat de liquidité”)**
Imminent implementation of a cash contract
(transfer of the existing contract from the main shareholder to the issuer)

■ Stock Market Information

Listed in Compartment B - NYSE Euronext

■ Identification codes

ISIN FR0000053506

Reuters CGDM.PA

Bloomberg CGM

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