Cegedim profile

Global technology and services company specializing in healthcare

Global leader driven by innovation

Customers

Pharmaceutical and Life-Sciences companies worldwide

Doctors, pharmacists and paramedics in Europe & USA

Healthcare insurance in France

Key figures

as of 12/31/2010

2010 revenue
€927M
+6.0%

Recurring business
65%

Market capitalization
€576M

Headcount
8,500
Q1 2011 figures in line with targets

Sector development

<table>
<thead>
<tr>
<th>In millions of euros</th>
<th>Q1 2011</th>
<th>Q1 2010</th>
<th>in % versus Q1 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Organic</td>
<td>Structure</td>
<td>Currency</td>
</tr>
<tr>
<td>CRM &amp; Strategic data</td>
<td>113.1</td>
<td>+0.4%</td>
<td>+1.8%</td>
</tr>
<tr>
<td>Healthcare professionals</td>
<td>65.5</td>
<td>+3.8%</td>
<td>+0.8%</td>
</tr>
<tr>
<td>Insurance &amp; Services</td>
<td>32.9</td>
<td>-0.4%</td>
<td>+11.4%</td>
</tr>
<tr>
<td>Cegedim</td>
<td>211.5</td>
<td>-1.4%</td>
<td>3.1%</td>
</tr>
</tbody>
</table>

Revenue breakdown

Activities

- CRM & Strategic Data: 50%
- Healthcare Professionals: 31%
- Insurances & Services: 19%

Geography

- France: 54%
- EMEA, ex. France: 37%
- Americas: 14%
- APAC: 5%

Currency

- EUR: 0.4%
- USD: 12%
- GBP: 15%
- RMB: 14%
CRM & strategic data

- The new tools for implementing Mobiel Intelligence
  - Arrived in early April
  - Very confident that it can shorten until late June the roll-out times

- Emerging countries offer excellent development prospects
  - Pharmaceutical companies are courting hard to generate business in these markets
  - Cegedim Russia, Brazil and Mexico: all growing at a rate of more than 45% (reported figures)

- Sales momentum is gaining steam for AggregateSpend360
  - Allows clients to comply with requirements for reporting marketing spending, and with controls on distributing medical samples
  - In the US, where regulations require that, by 2012, companies implement a detailed reporting system or face fines, and possibly criminal penalties
  - This quarter, signed four new, it expects to bring in twice as many contracts this year as it did in 2010
  - Other countries have already or are likely to adopt similar legislation
  - French, German, Spanish and English versions already available

- Delayed order intake in Japan hurt the strategic data activity
Healthcare professionals

Revenue: €65.5m
% Group: 31%

⇒ Drop of around 13% in Cegelease’s activity
  - Drop expected due to renewed competition from banks

⇒ Software sales rose by 14% (reported figures)
  - Fine performance in the computerization of healthcare professionals (pharmacists and physicians) in the UK after a mediocre 2010
  - Strong growth in the computerization of physicians in France

⇒ Pulse Inc
  - The Excellent prospects for growth in managing electronic records (EHR) in the US are beginning to materialize
  - It was not until March that market began to take off
  - The Pulse Complete EHR solution won recommendation from the states of Missouri, Kansa, Arizona, Texas, Florida, Nebraska, Tennessee and Virginia

⇒ Acquisition of Pharmec in Romania on April 15th 2011
  - 40% share of the market for pharmacist computerization
  - Revenue of around €1m
Insurance & Services

Revenue: €32.9m  
% Group: 16%

Computerization of health insurers and mutuals
- Numerous commercial successes in 2010,
- Unfavorable comparison: revenues fall by 5% in Q1 2011
- Numerous commercial success registered over the past few months

Flows and electronic payment
- Strong commercial momentum

Cegedim e-business
- Get big boost from its acquisition of Deskom
- Several large contracts have been renewed and many new ones have been signed or will be soon, in sectors such as utilities and construction
The strategic acquisitions made in 2010 are boosting growth

→ More than 3 points of the increase in Q& 2011 revenues

→ These new activities

<table>
<thead>
<tr>
<th>Structure effect:</th>
<th>+3.1%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010 Acquisitions</td>
<td>€70m*</td>
</tr>
<tr>
<td>Budget for 2011</td>
<td>≈€10m</td>
</tr>
<tr>
<td>acquisition 2011</td>
<td></td>
</tr>
</tbody>
</table>

* Excluding earn-out estimated to €15m, payable in 2012

→ SK&A

| Are successfully integrated |
| Are harbor tangible synergies |
| Offer excellent prospects for profitable growth |

→ Pulse

| Enable to tap into the exponential growth of the US healthcare market and develop longitudinal patient data offerings in the region |

→ Deskom

| Led the e-business division to some nice commercial successes and helped bolster Cegedim SRH’s services offering |

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2011 Financial outlook

- Cegedim is confident in its future growth potential based on:
  - The expected improvement in late June of procedures for implementing its new CRM offering
  - Potential from emerging countries
  - R&D efforts
  - Rising electronic healthcare records usage around the world
  - The online personal insurance services revolution in France
  - The global trend in dematerialization

- The Group in entering the second quarter with confidence and maintains its target of 4% revenue growth in 2011
Strong and stable shareholder base

Shareholder base as of end of December 2010

<table>
<thead>
<tr>
<th>Capital</th>
<th>Voting rights</th>
</tr>
</thead>
<tbody>
<tr>
<td>A FCB</td>
<td>A FCB</td>
</tr>
<tr>
<td>52.3</td>
<td>64.6</td>
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<tr>
<td>B FSI</td>
<td>B FSI</td>
</tr>
<tr>
<td>15.0</td>
<td>11.0</td>
</tr>
<tr>
<td>C J.C. LABRUNE</td>
<td>C J.C. LABRUNE</td>
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<tr>
<td>0.4</td>
<td>0.5</td>
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<tr>
<td>D Cegedim</td>
<td>D Cegedim</td>
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<tr>
<td>0.3</td>
<td>0.0</td>
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<tr>
<td>E Free Float including Alliance Healthcare France</td>
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</tr>
<tr>
<td>32.0</td>
<td>23.9</td>
</tr>
</tbody>
</table>

Board of directors
- Jean-Claude Labrune: Chairman of the board
- Laurent Labrune
- Aude Labrune
- Jean-Louis Mery
- Pierre Marucchi: FCB representative
- Jacques-Henri David: Appointed by FSI
- Nicolas Manardo: Appointed by FSI
- Philippe Alaterre: GERS representative
- Anthony Roberts: Alliance Healthcare France representative
- Jean-Pierre Cassan: Independent director in the sense of the AFEP-MEDEF corporate governance code

Corporate governance
- Compliance with the recommendations of the AFEP-MEDEF code
- Creation of Audit, Strategy, Nomination and Compensation committees
Share ID

Average daily volume (€k)

- 207 2007
- 112 2008
- 139 2009
- 287 2010
- 314 Q1 2011

Adjusted stock price (as of 12/31/2010)

Share ID

- Quotation: NYSE Euronext Paris - compartment B
- IPO date: April 1995
- ISIN Code: FR0000053506
- Code: CGDM PA (Reuters), CGM (Bloomberg)
- Closing Date: December 31th
- Price at IPO: 9.52 euros
- Number of share as of 12/31/2010: 13,997,173
- Market capitalization as of 12/31/2010: €570m

Analyst coverage

Bond
- Société Générale: Juliano Hiroshi Torii

Equity
- CA Cheuvreux: Michael Beucher
- CM-CIC securities: Jean-Pascal Brivady
- Gilbert Dupont: Nicolas Montel
- Natixis Securities: Thomas Le Queng
- Oddo & Cie: Xavier-Emmanuel Pingault
- Société Générale: Patrick Jousseau
2011 Finance agenda

January 11
Investor Day

February 4
2010 Revenue

Avril 13
2010 Annual results

April 14
SFAF Meeting

May 4
2011 Q1 revenue

August 3
2011 Q2 revenue

September 23
2011 Half-year results

September 26
SFAF Meeting

November 9
2011 Q3 revenue
We welcome your questions and comments

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Head of Investor Relations

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Additional information

02

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Snapshot of Cegedim strenght

- **EXPERIMENTED TEAM**
  - Stable management
  - Group of entrepreneurs
  - Founder chairman

- **STRONG ENTRY BARRIERS**
  - Unique global healthcare professionals database
  - Long clients relation
  - Largest CRM hosting structure
  - Global presence

- **STRONG & STABLE SHAREHOLDER BASE**
  - Majority family shareholding
  - Strong long term shareholding
  - Large free-float

- **STRONG SPIRIT OF INNOVATION**
  - R&D around 8% of revenue

- **LEADING POSITION**
  - No direct competitors in all services

- **SOLID FINANCIAL STRUCTURE**
  - Strong balance sheet
  - High recurring revenue

- **RICH HISTORY OF INNOVATION**
  - 40 years history

- **ADAPTABILITY**
  - Flexibility to adapt to market's expectations & new needs

- **PROMISING ACQUISITIONS**
  - SK&A: best US healthcare professionals database
  - Pulse Inc: access to US EHR exponential market
Over 40 years of innovation

1959

Jean-Claude Labruné founds Cegedim

1969

Launch of CRM activities in France

1983

Innovation with the first computerized doctors' database in France

1984

International expansion begins

1987

Innovation in CRM with the TEAMS suite in SaaS mode

1990

Established in United States

1991

Acquisition of Dendrite International

1994

Acquisitions in US of Sk&I and Pulse

2000

Alliance Healthcare France acquires a 10% stake of Cegedim

2006

The FSI acquires a 15% stake in Cegedim in a €180m rights issue

2007

Cegedim exceeds €500m

2011

$300m Bond issue