



**Cegedim**

Q2 2011 Revenue Highlights

August 3<sup>th</sup>, 2011





# Safe Harbour Statement

This presentation contains forward-looking statements (made pursuant to the safe harbour provisions of the Private Securities Litigation Reform Act of 1995). By their nature, forward-looking statements involve risk and uncertainty. Forward-looking statements represent the company's judgment regarding future events, and are based on currently available information. Consequently the company cannot guarantee their accuracy and their completeness and actual results may differ materially from those the company anticipated due to a number of uncertainties, many of which the company is not aware of. For additional information concerning these and other important factors that may cause the company's actual results to differ materially from expectations and underlying assumptions, please refer to the reports filed by the company with the 'Autorité des Marchés Financiers'.



# 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

**CGM**  
LISTED  
NYSE  
EURONEXT

**S&P**  
BB



# Q2 2011 Financial summary

## → Revenues are in line with target

- 2Q'11: €247.1m; +3.2% on a reported basis excluding currency impacts
- HY'11: €458.6m; +2.5% on a reported basis excluding currency impacts
- *CRM and Strategic Data* posted L-f-L growth of 1.3% in the 2Q'11
- *CHS's (Cegedim Healthcare Software)* revenue grew by more than 13% on a reported basis in the first half year 2011
- Drop in *Cegelease's* activity
- Tough year-on-year comparison for the activity of computerizing healthcare personal insurance company

## → Successful bank credit refinancing

## → The Group is lowering its revenue guidance for full year 2011



# Cegedim activities focus on healthcare



## CRM & STRATEGIC DATA For Pharmaceutical Companies



Databases:  
Onekey



CRM tools



Market  
Research

CRM

Strategic Data

**PRESENCE**

80 countries

Worldwide Leader

## HEALTHCARE PROFESSIONALS For Doctors, Pharmacists, Paramedics



Physicians  
Paramedics



Pharmacists



Financial  
Leasing

Software, Databases, Services

Cegelease

**PRESENCE**

Europe and USA

European Leader

## INSURANCE & SERVICES For Insurers and Health Mutuals



IT for healthcare  
insurers



Flows and electronic  
payment

**PRESENCE**

France

Leader in France





# Business trends by sector

## 1 CRM & strategic data

Robust and steady growth in emerging countries

Strong investment in innovation

Great success for new products: *AggregateSpend360™*, *Organization Manager™*

Return to normal in the roll-out of CRM offerings

*Strategic Data* is expected to grow faster worldwide than the Group average

## 2 Healthcare professionals

Drop of around 13% in *Cegelease*'s revenue as expected

*CHS*'s revenue growth by +13% on a reported basis in first half year 2011

Driven principally by UK and France

Exposure to favorable reforms in France, the UK and the US

Recognition of the quality of CHS offers with epSOS

## 3 Insurances & services

*Cegedim Activ* hampered by a tough year-on-year comparison

Rebound expected in the second half year 2011

Strong increase in flow activity



# Consolidated revenue in line with targets

## Q2 2011 sector development

Reported growth  
excluding currency  
impacts: +3,2%

<i>In millions of euros</i>	<b>Q2 2011</b>	<b>Q2 2010</b>	<b>in % versus Q2 2010</b>			
			<b>Organic</b>	<b>Structure</b>	<b>Currency</b>	<b>Reported</b>
CRM & Strategic data	136.1	137.6	<b>+1.3%</b>	+0.2%	-2.6%	-1.1%
Healthcare professionals	74.7	74.3	-3.5%	<b>+4.7%</b>	-0.6%	+0.6%
Insurance & Services	36.3	31.4	<b>+1.8%</b>	+13.6%	+0.1%	+15.6%
<b>Cegedim</b>	<b>247.1</b>	<b>243.2</b>	<b>-0.1%</b>	<b>+3.3%</b>	<b>-1.6%</b>	<b>+1.6%</b>

## HY 2011 sector development

Reported growth  
excluding currency  
impacts: +2,5%

<i>In millions of euros</i>	<b>HY 2011</b>	<b>HY 2010</b>	<b>in % versus HY 2010</b>			
			<b>Organic</b>	<b>Structure</b>	<b>Currency</b>	<b>Reported</b>
CRM & Strategic data	249.2	249.1	<b>+0.3%</b>	+0.3%	-0.6%	+0.0%
Healthcare professionals	140.2	138.7	-3.3%	<b>4.3%</b>	+0.1%	+1.1%
Insurance & Services	69.1	61.0	<b>+0.8%</b>	+12.5%	+0.1%	+13.4%
<b>Cegedim</b>	<b>458.6</b>	<b>448.8</b>	<b>-0.7%</b>	<b>+3.2%</b>	<b>-0.3%</b>	<b>+2.2%</b>



# Higher year-end seasonal effect

Seasonality	2006				2007				2008				2009				2010			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenue	23%	26%	22%	29%	18%	26%	25%	30%	22%	26%	23%	28%	24%	26%	23%	28%	22%	26%	23%	29%
EBIT	48%		52%		44%		56%		45%		55%		48%		52%		47%		53%	

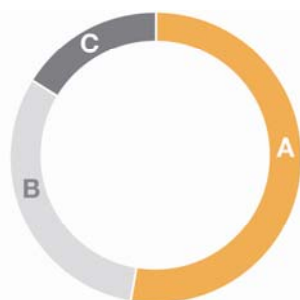
- Traditionally higher sales of software at the end of the year
- Spending of remaining operating budget
- More use of data and market research in Q4 due to reorganization of sales forces, organization of new campaign, annual reporting ...





# Well-balanced and diversified revenue mix

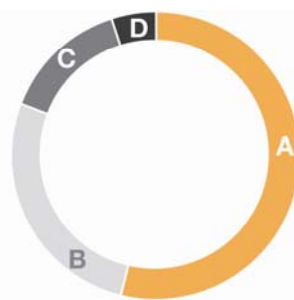
## Revenue breakdown by



Activities

<b>A</b>	CRM & Strategic Data	54%
<b>B</b>	Healthcare Professionals	31%
<b>C</b>	Insurances & Services	15%

as of 30 June 2011



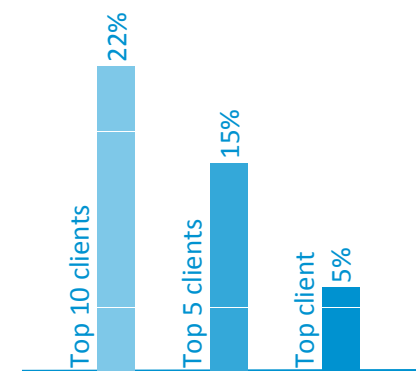
Geography

<b>A</b>	France	54%
<b>B</b>	EMEA ex. France	27%
<b>C</b>	America	14%
<b>D</b>	APAC	5%



Currency

<b>A</b>	EUR	65%
<b>B</b>	USD	12%
<b>C</b>	GBP	9%
<b>D</b>	RoW	14%



As of December 2010

## Highly diversified operations

- Three business units with strong synergies between them
- Geographical diversification
- Low customer concentration

## Good revenue visibility

- Strong recurring revenue model
- Multi-year contracts
- Strong customer loyalty

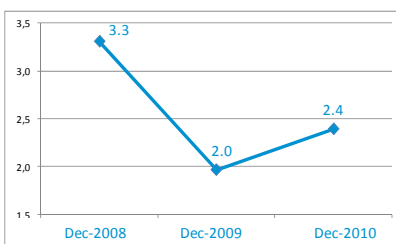


# Sound financial position

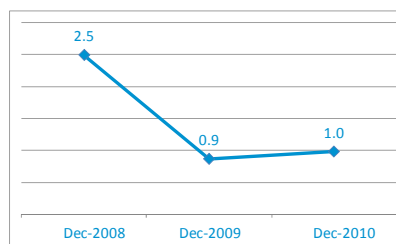
## Debt as of end 2010

in € millions	2010	2009
Total debt	549.9	525.0
Total financial debt	540.8	516.4
Cash and cash equivalents	79.2	121.4
<b>Net Financial debt*</b>	<b>416.5</b>	<b>350.0</b>
<b>Recurring EBITDA</b>	<b>174.0</b>	<b>177.9</b>
Equity	480.3	466.0

## Leverage\*



## Gearing



\* As indicated in the bond and bank prospectus

## New €280m credit facility

### → Adjust debt structure to Cegedim development needs

- Maturity extension: 66% of total debt has more than 4 years maturity
- Diversification of financing source
- Rationalization of Cegedim bank pool

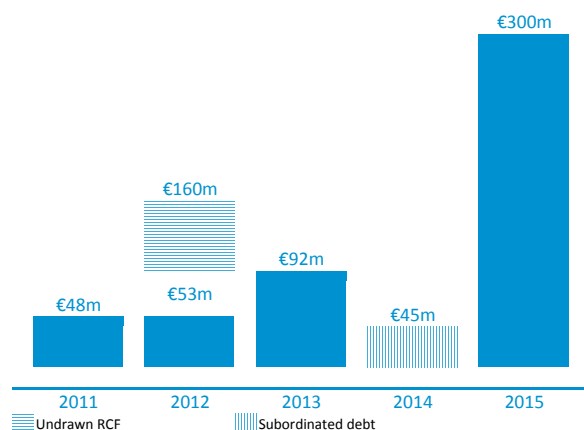
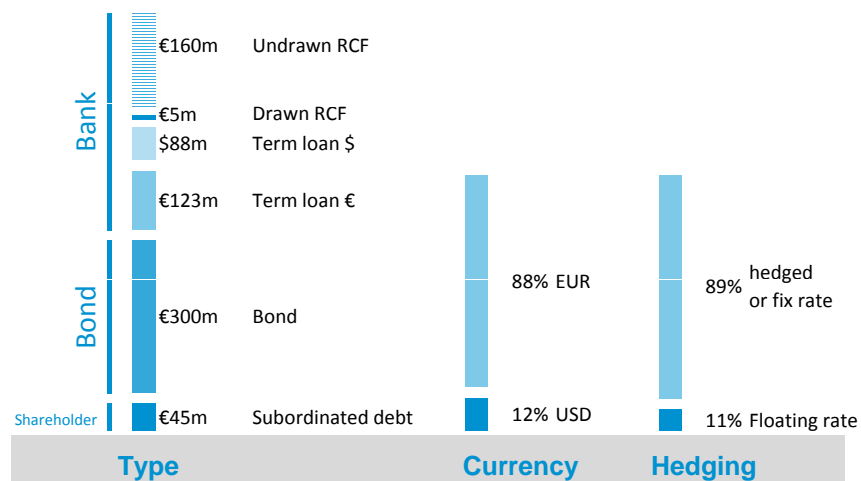
## Term & Conditions

- **Borrower:** Cegedim S.A.
- **Structure:** €200m amortizing term loan and €80m revolving credit facility
- **Maturity:** 5 years
- **Documentation:** LMA corporate
- **Security Package:** Full release including share pledge
- **Financial covenants:** Leverage ratio < 3.00;  
Coverage ratio > 4.50
- **Use of proceeds:** General corporate purposes including the full repayment of the existing credit facility



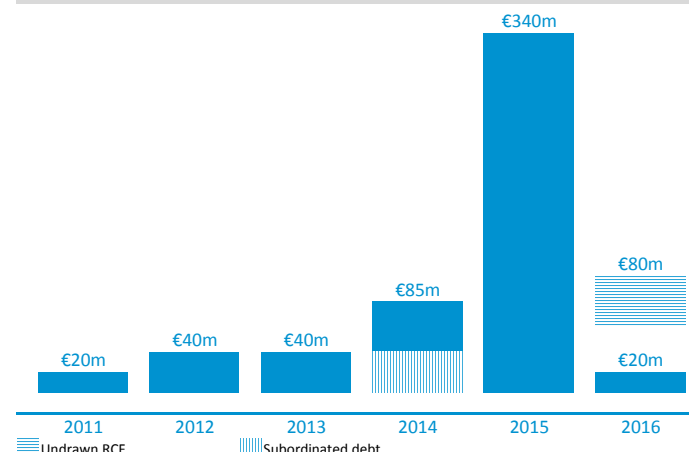
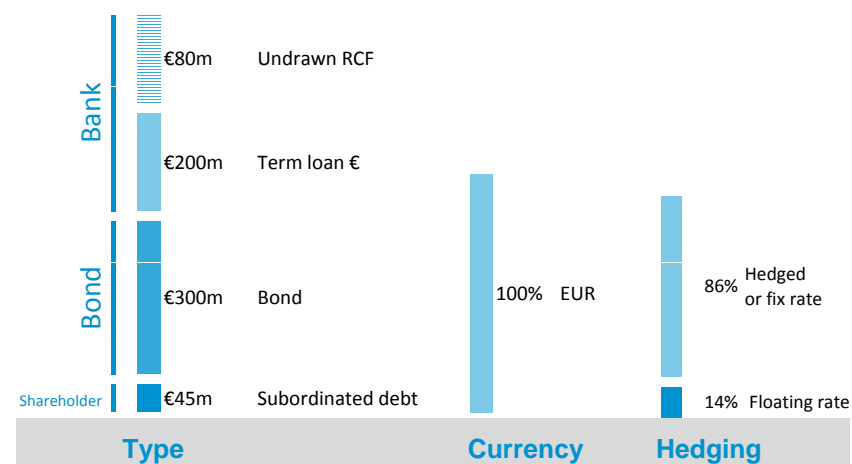
# Debt structure : Significant improvement

## Before



## Debt repayment

## After



## Debt repayment



# 2011 Financial outlook

As of August 2011<sup>(1)</sup>

## 2011 Outlook

2011 Revenue  
versus 2010:  
+2.0%

### → The Group is lowering its revenue guidance for full year 2011

- 2% growth on a reported basis excluding currency impact
- 0% on a L-f-L basis

### → Rigorous cost management relative to expected revenue trends

- 2011 EBIT close to 2010 EBIT
- First half year 2011 margin under pressure compare to first half year 2010

### → Acquisitions:

- Estimated budget for 2011 acquisitions: €10m

*(1) These projections are as publicly disclosed on August 2011. The fact that Cegedim include these projections in this presentation should not be taken to mean that these amounts continue to be our projections as of any subsequent date.*



# Cegedim is confident in its future growth potential based on:

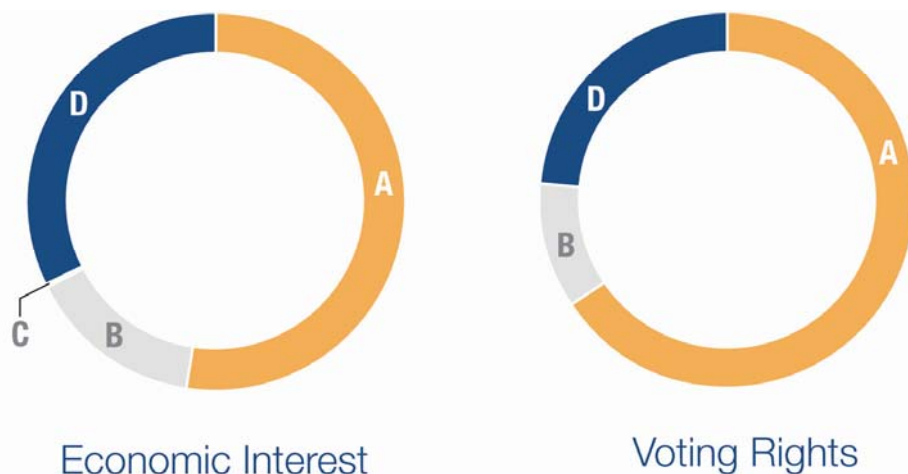
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- Return to normal in the roll-out of CRM offerings
- Potential from emerging countries
- R&D efforts
- Rising electronic healthcare records usage around the world
- The online personal insurance services revolution in France
- The global trend in dematerialization



# Strong and stable shareholder base

## Shareholder base as of end of June 2011



<b>A</b> FCB	52.51%	<b>A</b> FCB	64.88%
<b>B</b> FSI	15.02%	<b>B</b> FSI	11.16%
<b>C</b> Cegedim	0.32%	<b>C</b> Cegedim	0.0%
<b>D</b> Free Float including Alliance Healthcare France	32.15%	<b>D</b> Free Float including Alliance Healthcare France	23.95%

## Board of directors

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

## Corporate governance

- Compliance with the recommendation of the AFEP-MEDEF code
- Creation of Audit, Strategy, Nomination and Compensation committees



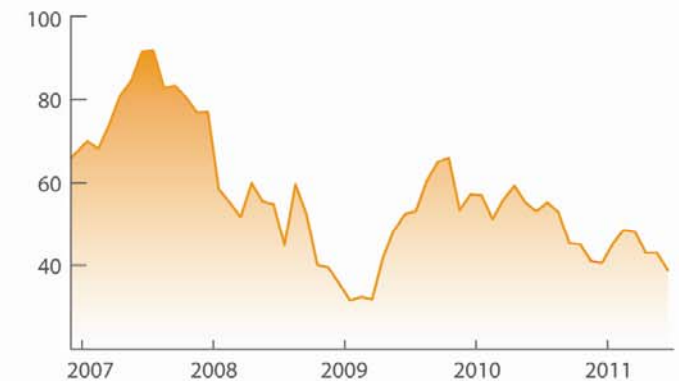


# Share ID

## Average daily volume (€k)



## Adjusted stock price (as of 06/30/2011)



## Share ID

- Quotation: NYSE Euronext Paris - compartiment B
- IPO date: April 1995
- ISIN Code: FR0000053506
- Code: CGDM.PA (Reuters), CGM (Bloomberg)
- Closing Date: December 31<sup>st</sup>
- Price at IPO: 9.52 euros
- Number of share as of 06/30/2011: 13,997,173
- Market capitalization as of 06/30/2011: €544m

## Analyst coverage

### Bond

Société Générale: Juliano Hiroshi Torii

### Equity

CA Cheuvreux: Michael Beucher

CM-CIC securities: Jean-Pascal Brivady

Gilbert Dupont: Guillaume Cuvillier

Natixis Securities: Thomas Le Quang

Oddo & Cie: Xavier-Emmanuel Pingault

Société Générale: Patrick Jousseau



# 2011 Finance agenda





We welcome your questions and comments

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