

9M 2023 Revenue

October 26, 2023

2023



Avertissement

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on expectations and assumptions that we believe to be reasonable when made, but that may not prove to be accurate. By their nature, forward-looking statements involve risk and uncertainty. 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 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.

Any forward-looking statement speaks only as of the date on which it is made, and we assume no obligation to update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise, except as required by law.

Cette présentation contient des "déclarations prospectives" au sens de la loi « Private Securities Litigation Reform Act » de 1995. Les déclarations prospectives sont fondées sur des attentes et des hypothèses que nous estimons raisonnables au moment où elles sont formulées, mais qui peuvent s'avérer inexactes. De par leur nature, les déclarations prospectives impliquent des risques et des incertitudes. Par conséquent, l'entreprise ne peut garantir leur exactitude et leur exhaustivité, et les résultats réels peuvent différer matériellement de ceux anticipés par l'entreprise en raison d'un certain nombre d'incertitudes, dont la plupart ne sont pas connues de l'entreprise.

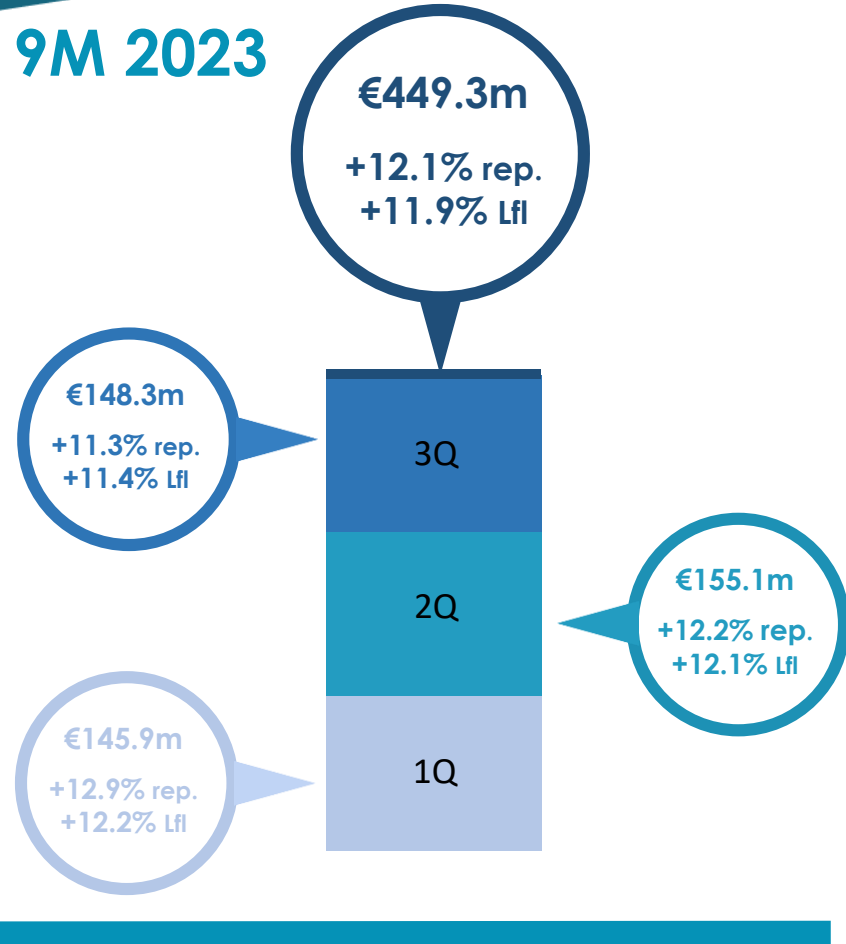
Pour plus d'informations sur les facteurs importants susceptibles d'entraîner une différence significative entre les résultats réels de la société et les attentes et hypothèses sous-jacentes, veuillez vous référer aux rapports déposés par la société auprès de l'Autorité des Marchés Financiers.

Toute déclaration prospective n'est valable qu'à la date à laquelle elle est faite, et nous n'assumons aucune obligation de mettre à jour ou de réviser une déclaration prospective, que ce soit à la suite de nouvelles informations, d'événements futurs ou pour toute autre raison, sauf si la loi l'exige.



The first 9 Months 2023 Important facts

9M 2023

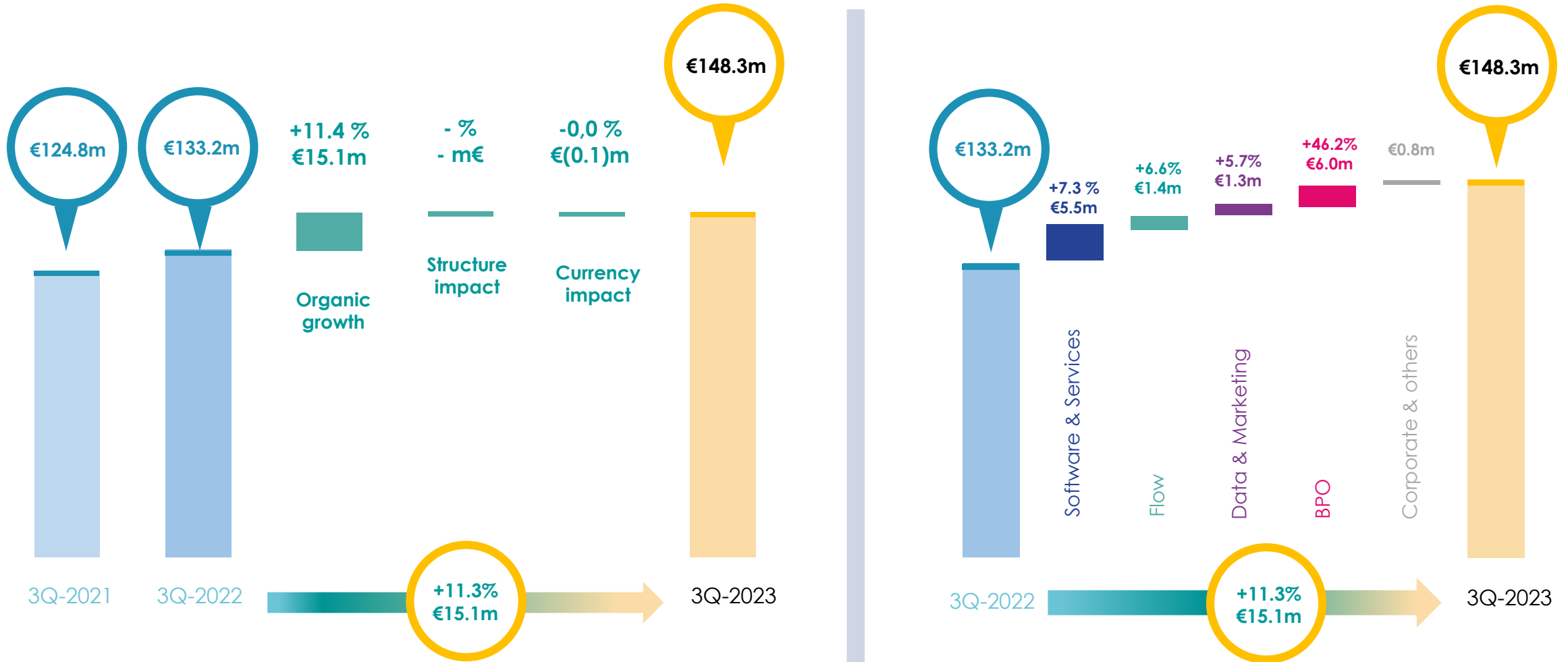


Revenue

- Growth continue in Q3
- All divisions contribute positively to third-quarter revenue
- « Ségur de la Santé » in the pharmacy segment

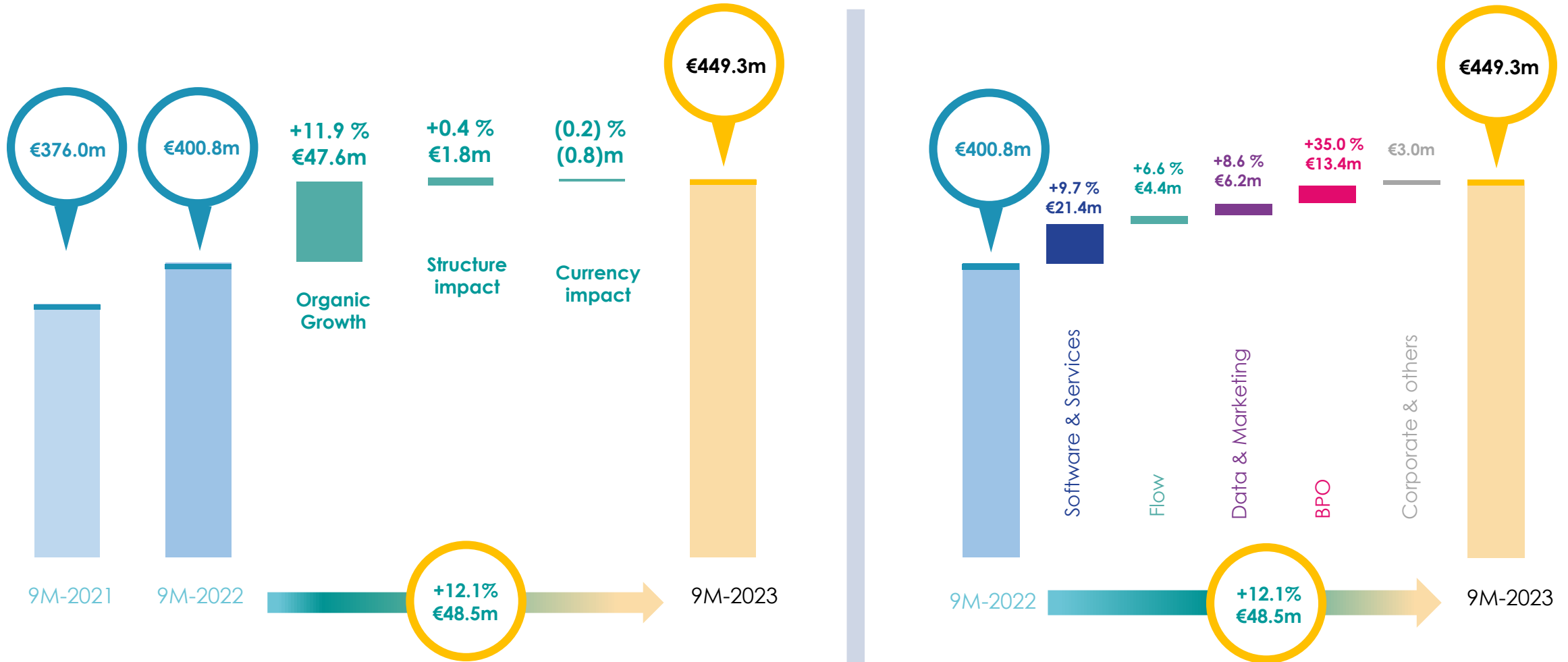


3Q 2023 – Revenue up 11.4 % L.f.I.





9M 2023 – Revenue up 11.9 % L.f.I



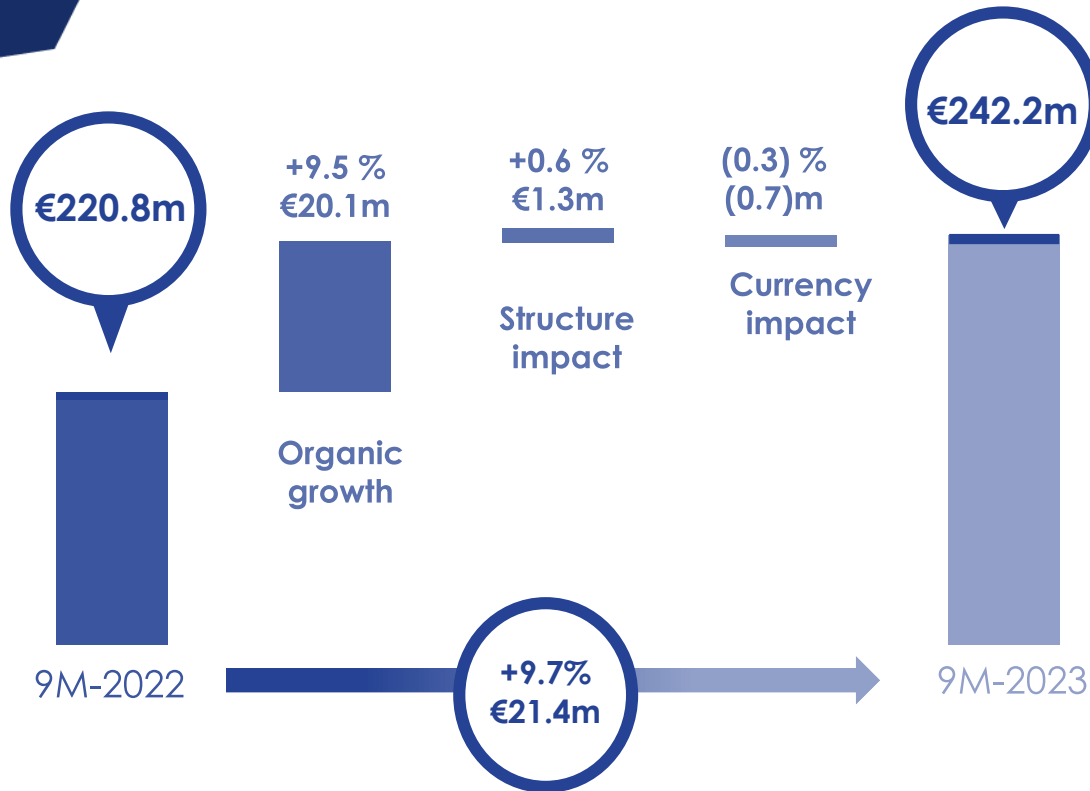


Software & Services

53.9%
Of 9M 2023 Group revenue

€242.2m
Revenue

+9.7 %
€21.4m



In million of euros	Revenue		Change 2023 / 2022		
	9M 2022	9M 2023	€m	% Reported	% L.f.l.
Total Software & Services	220.8	244.2	21.4	9.7 %	9.5 %
<i>Cegedim Santé</i>	50.3	58.4	8.1	16.1 %	14.0 %
<i>Insurance, HR, Pharmacies and other services</i>	134.5	144.0	9.6	7.1 %	6.9 %
<i>International businesses</i>	36.0	39.8	3.8	10.5 %	12.4 %

Comments

- Slower growth for Cegedim Santé, due in particular to a base effect linked to “Séгур de la Santé”.
- Revenue for the division's other activities in France maintained growth at around 7%, driven by HR activities and the pharmacy segment (wave 1 of “Séгур de la Santé” for pharmacies).
- International activities confirmed the positive trend seen in the first half of the year, with third-quarter growth of 12%, particularly in Spain in the doctor segment, and in the United Kingdom in the doctor and insurance segments.

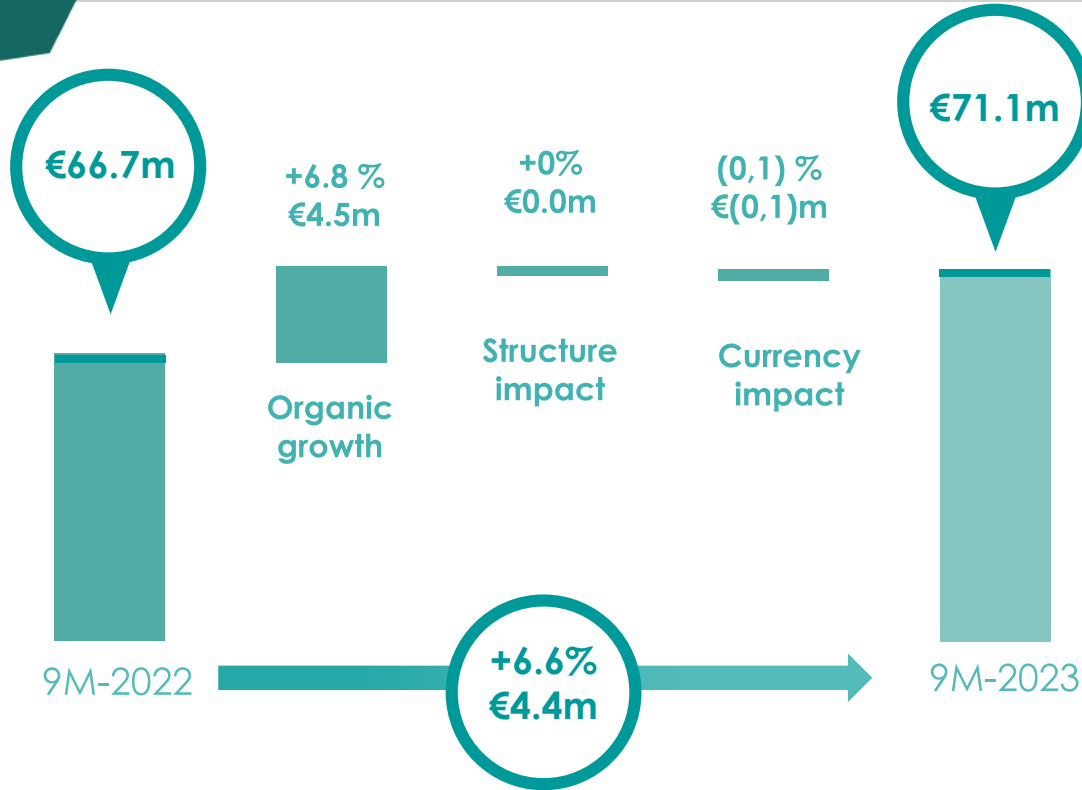


Flow

15.8%
Of 9M 2023 Group revenue

€71.1m
Revenue

+6.6%
€4.4m



In million of euros	Revenue		Change 2023 / 2022		
	9M 2022	9M 2023	€m	% Reported	% L.f.l.
Total Flow	66.7	71.1	4.4	6.6 %	6.8 %
e-business	40.1	43.3	3.2	7.9 %	8.1 %
Third-party payer	26.6	27.9	1.3	4.8 %	4.8 %

Comments

- The e-invoicing and digital data exchange business grew by 9% over the 3rd quarter. Both French and international activities contributed positively to this growth.
- In the 3rd quarter, flows linked to the reimbursement of healthcare expenses in France (Third-party payer) were up 3.2% on the same period a year earlier (+4.8% over 9 months). The Allianz third-party payment management contract is now billed as part of the services entrusted to BPO Assurance (switched over on April 1st 2023)

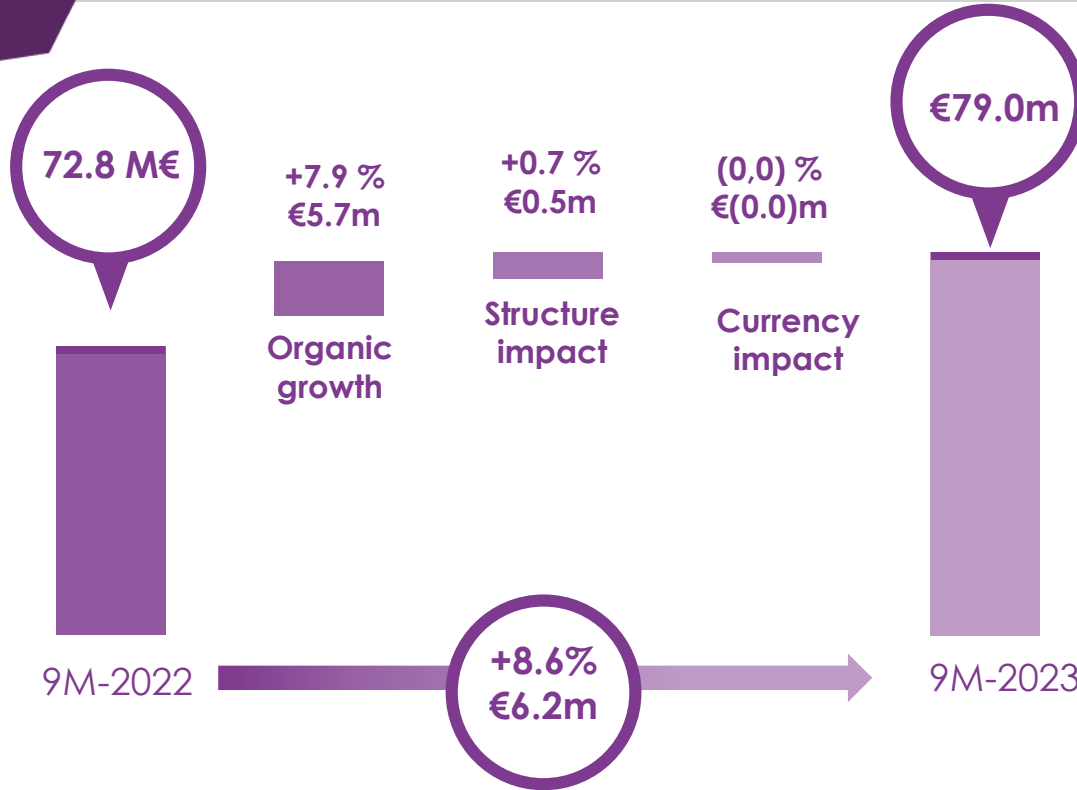


Data & Marketing

17.6%
Of 9M 2023 Group revenue

€79.0m
Revenue

+8.6%
€6.2m



	Revenue		Change 2023 / 2022		
	9M 2022	9M 2023	€m	% Reported	% L.f.l.
<i>In million of euros</i>					
Total Data & Marketing	72.8	79.0	6.2	8.6 %	7.9 %
Data	40.4	43.4	3.0	7.6 %	6.4 %
Marketing	32.4	35.6	3.2	9.8 %	9.8 %

Comments

- Data activities reported a slight increase of 2% in Q3 compared with the same period in 2022, bringing year-to-date growth to 7.6%.
- On the Marketing side, advertising in pharmacies enjoyed a dynamic third quarter (+12.2%), with year-to-date growth of almost 10%.

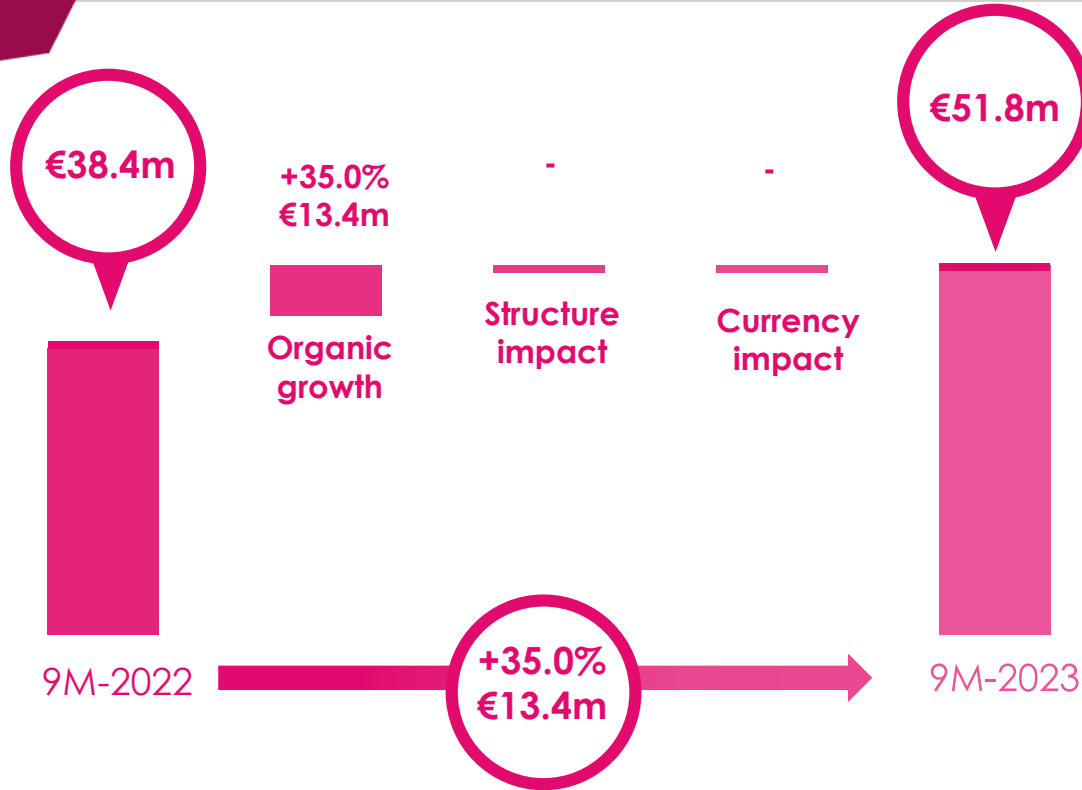


BPO

11.5 %
Of 9M 2023 Group revenue

€51.8m
Revenue

+35.0%
€13.4m



In million of euros	Revenue		Change 2023 / 2022		
	9M 2022	9M 2023	€m	% Reported	% L.f.l.
Total BPO	38.4	51.8	13.4	35.0 %	35.0 %
Insurance BPO	23.7	35.9	12.2	51.5 %	51.5 %
HR BPO	14.7	15.9	1.2	8.4 %	8.4 %

Comments

- Insurance BPO grew by over 70% in the third quarter, and 51.5% since the start of the year, driven by the start of the Allianz contract on April 1st, and by delegated management overflow offerings.
- BPO management for HR services continued to expand, with year-to-date growth of 8.4%.



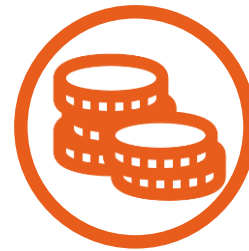
Outlook

Outlook 2023



Revenue 2023

Anticipated increase
between
11% and 12%
L.f.I



Recurring Operating
Income 2023



*Disclosure: Based on currently available information.
The Group does not expect to make any significant acquisitions in 2023.
And lastly, the Group does not provide earnings estimates or forecasts.*



2024 – Financial Agenda

January 25

After the market closes

Revenue
Full Year

2023

March 21

After the market closes

Full Year
Earnings

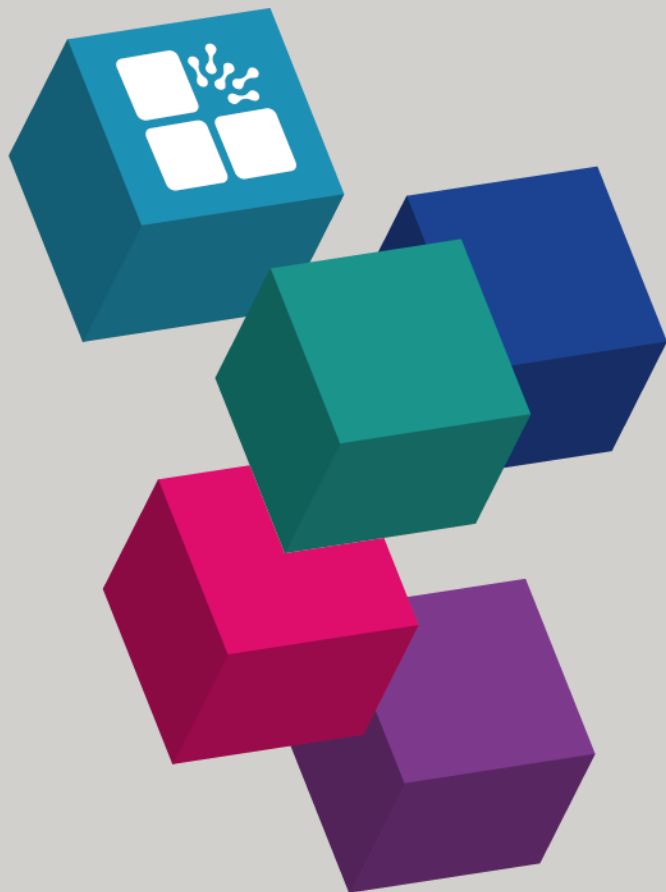
2023

April 25

After the market closes

Revenue 1Q

2024



Thank you for your attention

For any additional information
Investor.relations@cegedim.com

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Société anonyme au capital de 13 336 506,43€ | 137 rue d'Aguesseau 92100 Boulogne-Billancourt