

Revenue 9 months 2024

October 24, 2024

2024



Disclaimer

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.

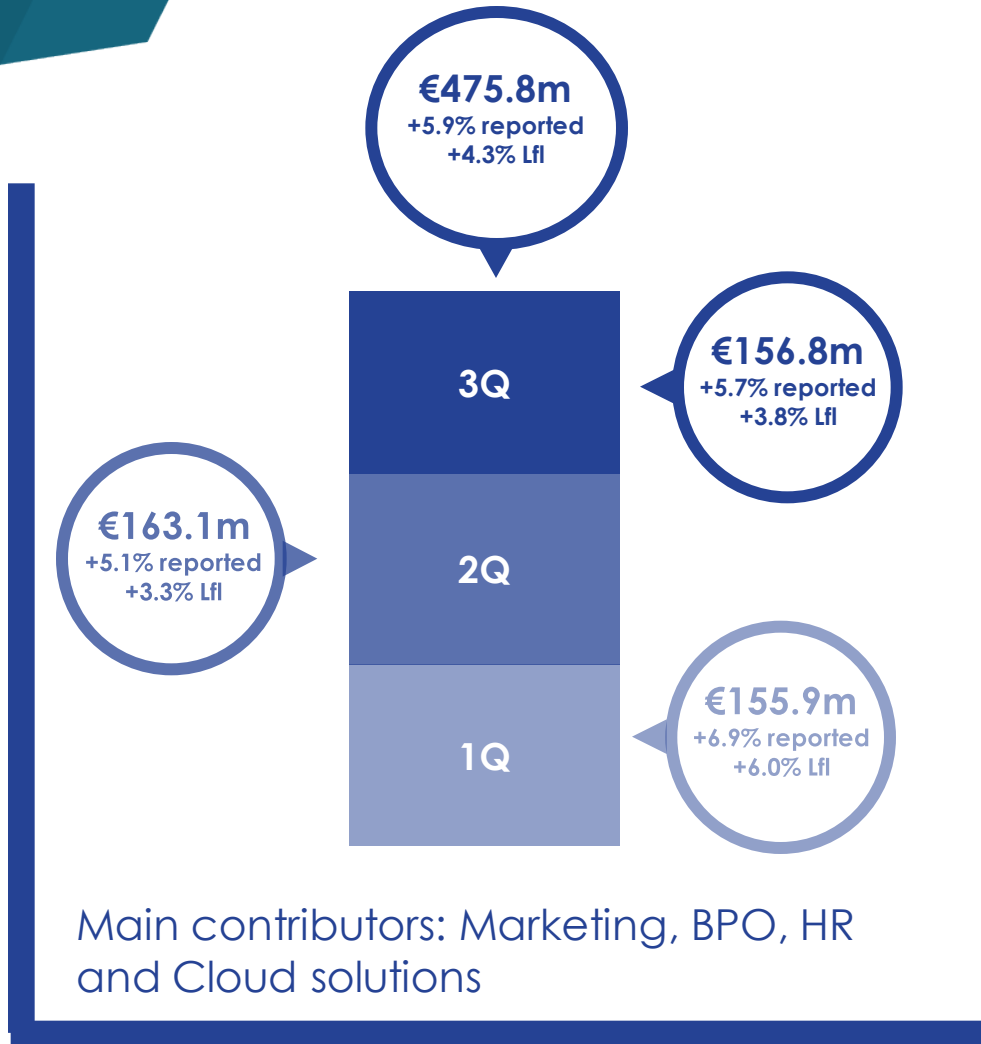
Cette présentation contient des "déclarations prospectives" au sens de la loi « Private Securities Litigation Reform Act » de 1995. Les déclarations prospectives sont fondées sur des attentes et des hypothèses que nous estimons raisonnables au moment où elles sont formulées, mais qui peuvent s'avérer 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.



3Q Big Picture



Significant event

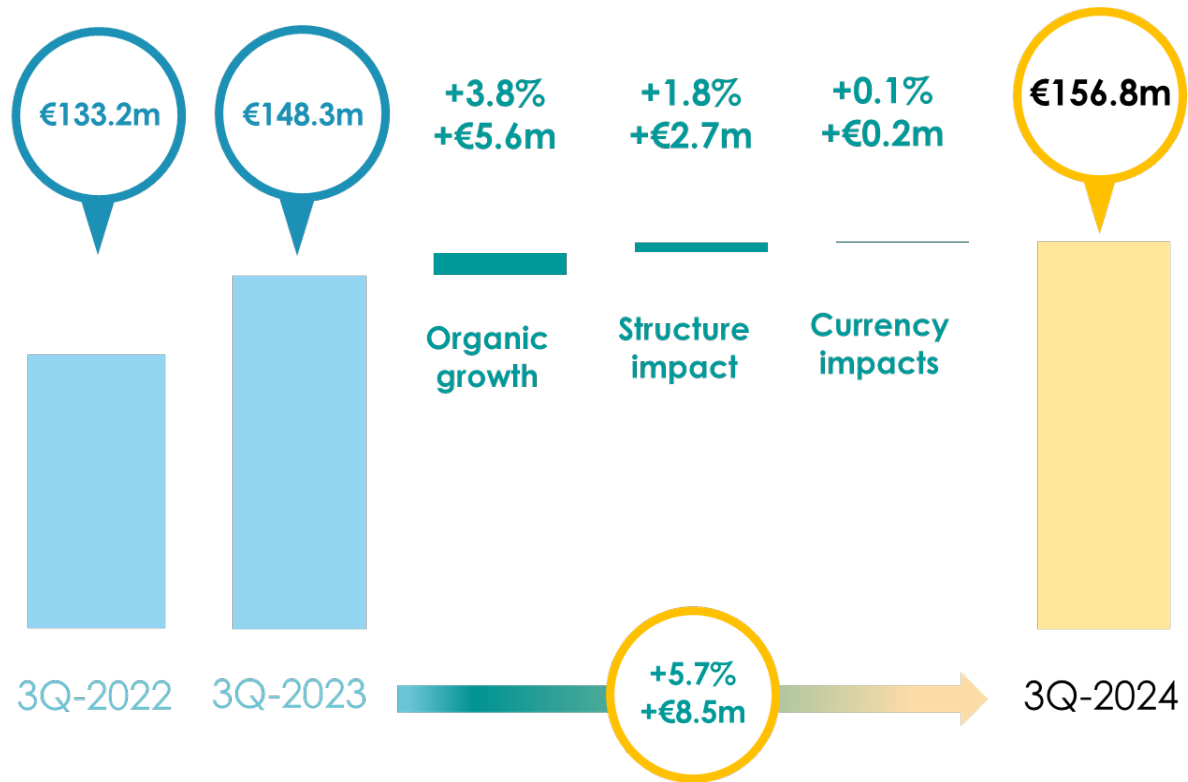
New financing arrangement

	Drawn	Total amount	Maturity
Bank loan	€180.0m	€180.0m	2031
FCB loan	€45.1m	€45.1m	2031
Revolver credit facility	-	€50.0m	2029

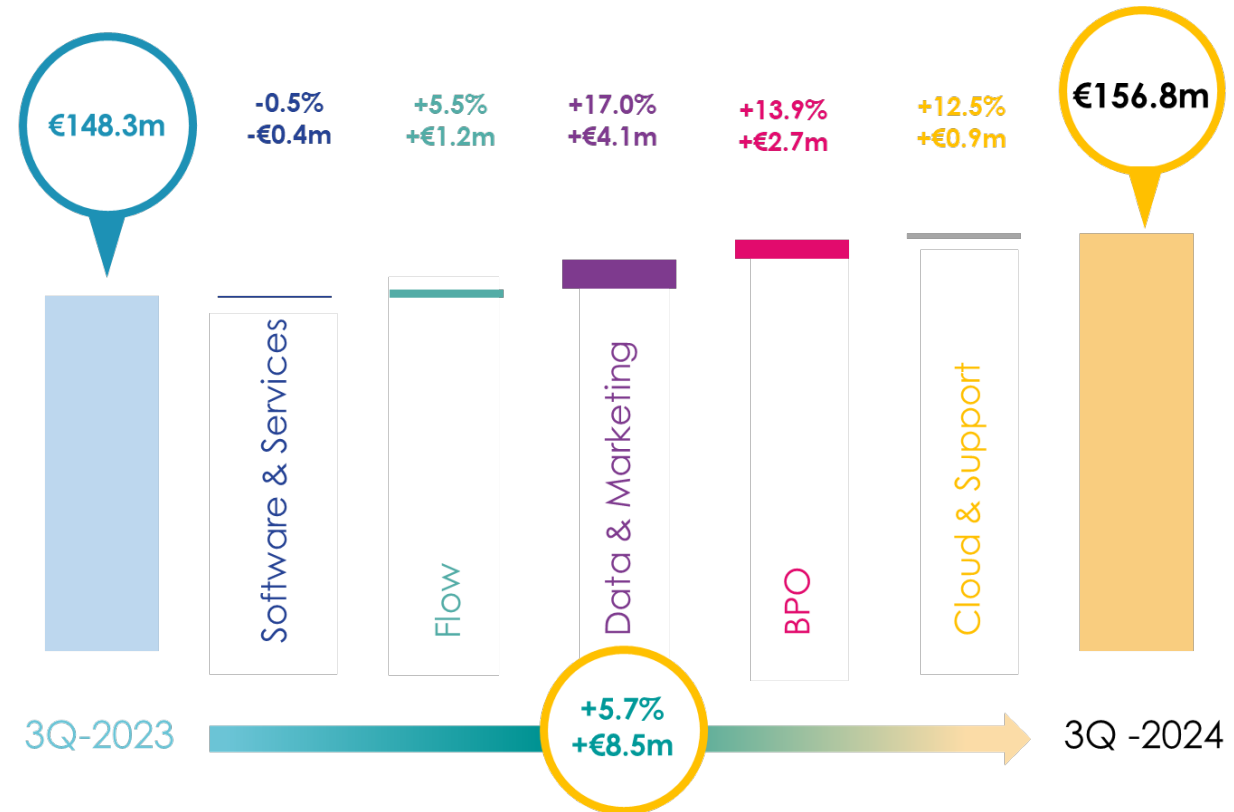


3Q 2024 – Revenue up 5.7% reported / 3.8% Lfl

Group reported growth bridge



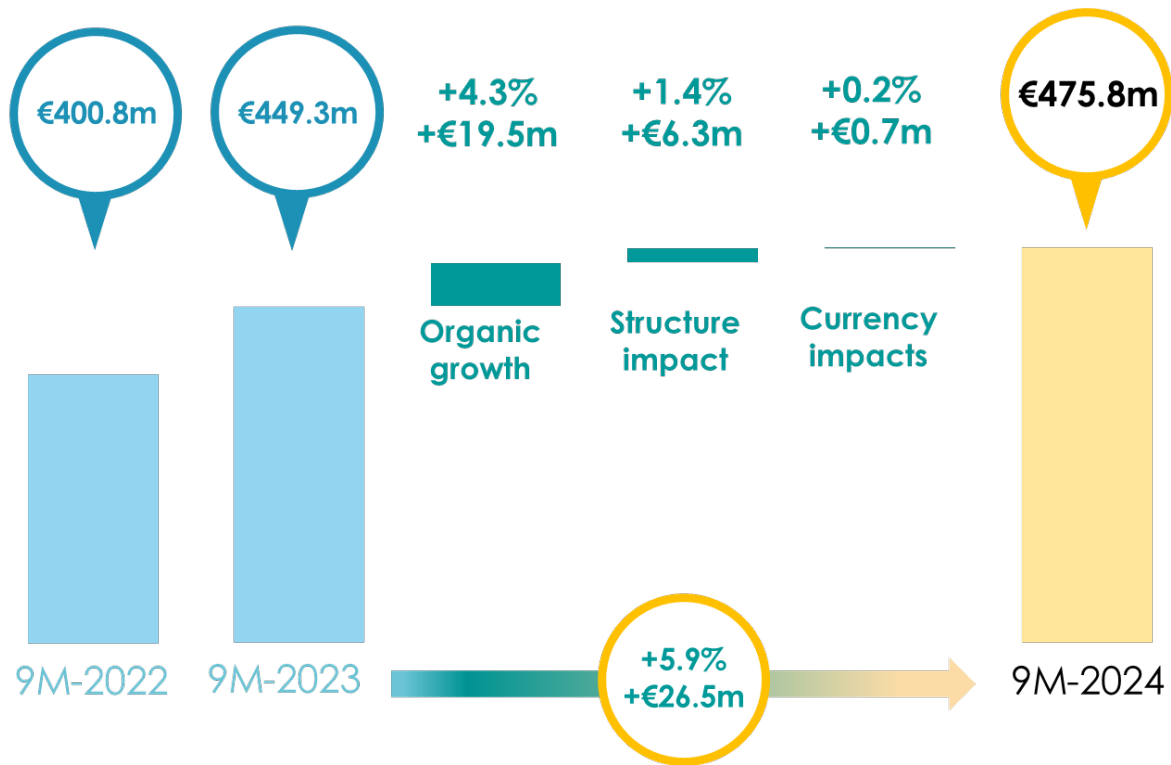
Reported growth by division



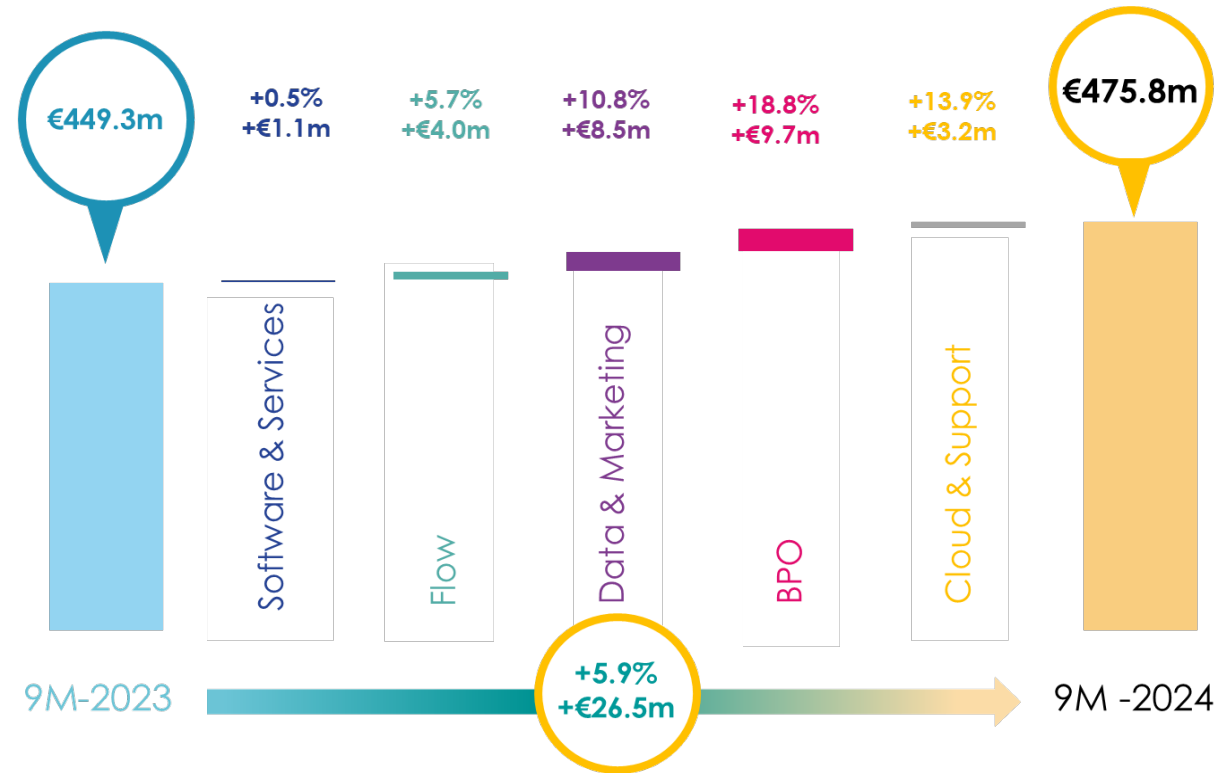


9 M 2024 – Revenue up 5.9% reported / 4.3% Lfl

Growth mainly organic



All division contributed to growth YTD

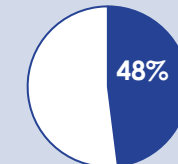




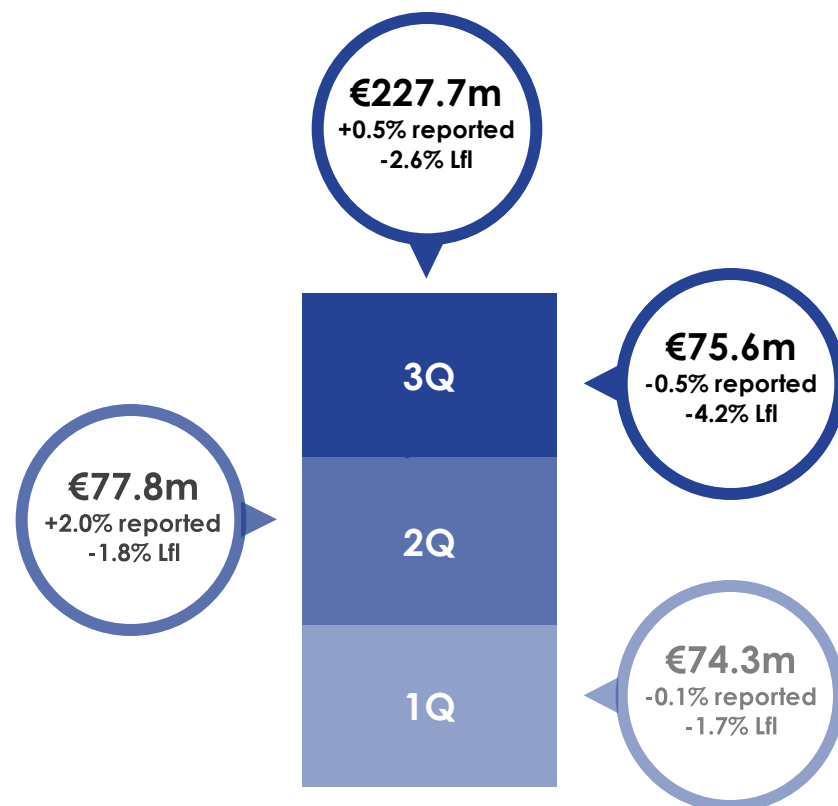
Software & Services

€227.7m

9 months revenue



of 9 months consolidated revenue



in millions of euros	Revenue		Change. 2024 / 2023		
	9M 2023	9M 2024	m€	% reported	% Lfl
Total Software & Services	226.6	227.7	+1.1	+0.5%	-2.6%
Cegedim Santé	58.4	58.9	+0.5	+0.9%	-9.8%
Insurance, HR, Pharmacists and other services	128.4	129.5	+1.1	+0.9%	+0.8%
International Activities	39.8	39.3	- 0.5	-1.3%	-2.8%

- Cegedim Santé down 9.8 % like-for-like over 9 months. Ségur de la Santé base effect. Integration of Visiodent since march 1st generating synergies.
- Other French subsidiaries: Growth in HR and Insurance. Pharmacies down, Ségur base effect (subsidies and equipment sales).
- International activities: first impacts of the refocusing on Scotland for doctors' software in the UK.



Flow

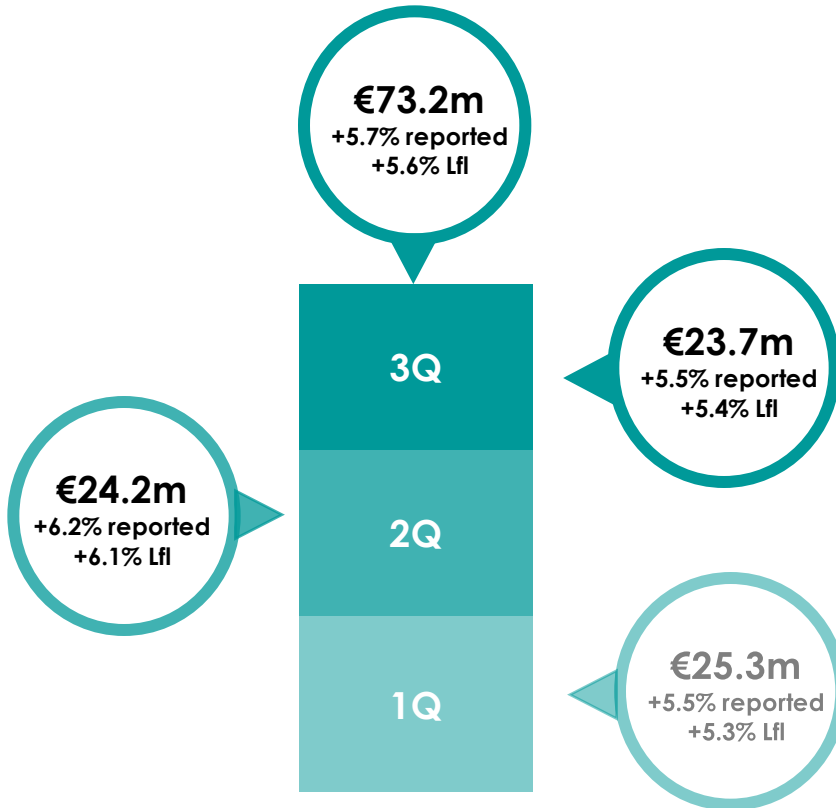
€73.2m

9 months revenue



of 9 months consolidated revenue

+5.7%
+€4.0m
reported



in millions of euros	Revenue		Change. 2024 / 2023		
	9M 2023	9M 2024	m€	% reported	% Lfl
Total Flow	69.2	73.2	+4.0	+5.7%	+5.6%
e-business	41.3	43.5	+2.2	+5.1%	+4.8%
Third-party payer	27.9	29.7	+1.8	+6.7%	+6.7%

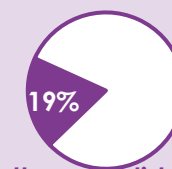
- e-business: 5.1 % growth on first 9 months. E-invoicing and healthcare flows both contributed positively.
- Third-party payer: 6.7% growth on first 9 months thanks to volume and its fraud and long-term illness detection offerings.



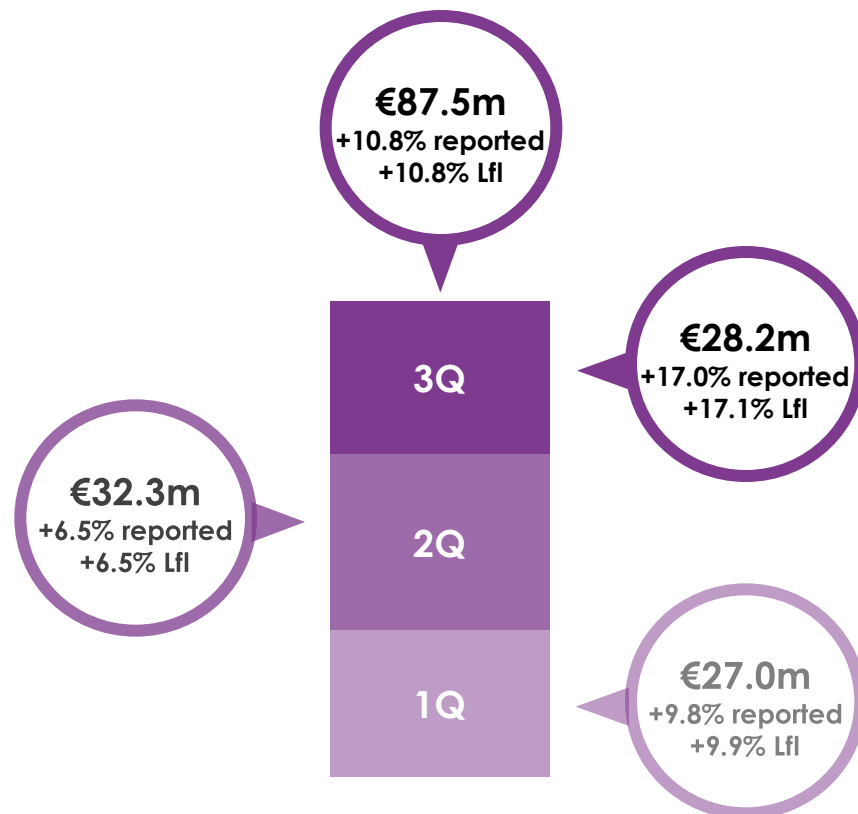
Data & Marketing

€87.5m

9 months revenue



of 9 months consolidated revenue



in millions of euros	Revenue		Change. 2024 / 2023		
	9M 2023	9M 2024	m€	% reported	% Lfl
Total Data & Marketing	79.0	87.5	+8.5	10.8%	10.8%
Data	43.4	43.1	-0.3	-0.7%	-0.7%
Marketing	35.6	44.4	+8.8	+24.8%	+24.8%

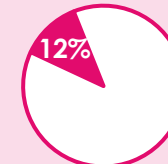
- Data: almost flat on first 9 months. France more dynamic than International.
- Marketing: sound phygital strategy led to first 9 months growth of +24.8%. Special ad campaigns during the Olympics. Quarterly growth +38%.



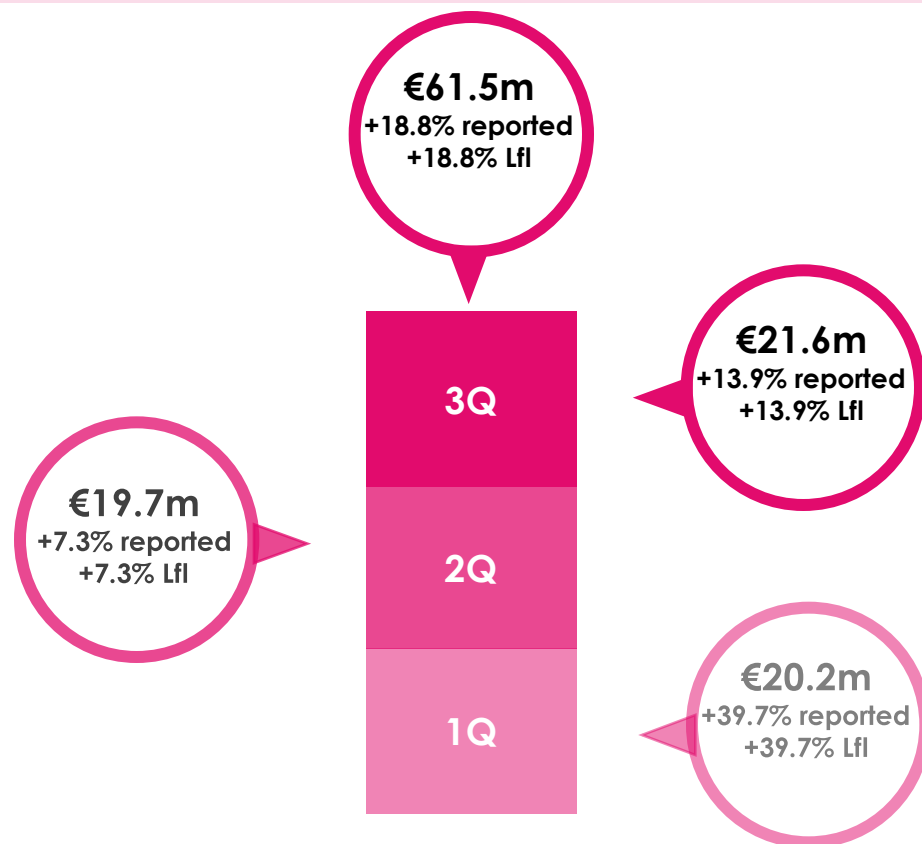
BPO

€61.5m

9 months revenue



of 9 months consolidated revenue



in millions of euros	Revenue		Change. 2024 / 2023		
	9M 2023	9M 2024	m€	% reported	% Lfi
Total BPO	51.8	61.5	+9.7	18.8%	18.8%
Insurance BPO	35.9	44.6	+8.7	24.2%	24.2%
BusinessServices* BPO	15.9	16.9	+1.0	6.5%	6.5%

* BPO of HR and digitization activities

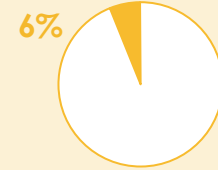
- Insurance BPO: strong first 9 months growth (+24.2%). Favorable comparison stemming from Allianz contract, and dynamics for its overflow business.
- Business services BPO: 6.5% growth on first 9 months. Compliance offering, new clients and good momentum in the existing customer base.



Cloud & Support

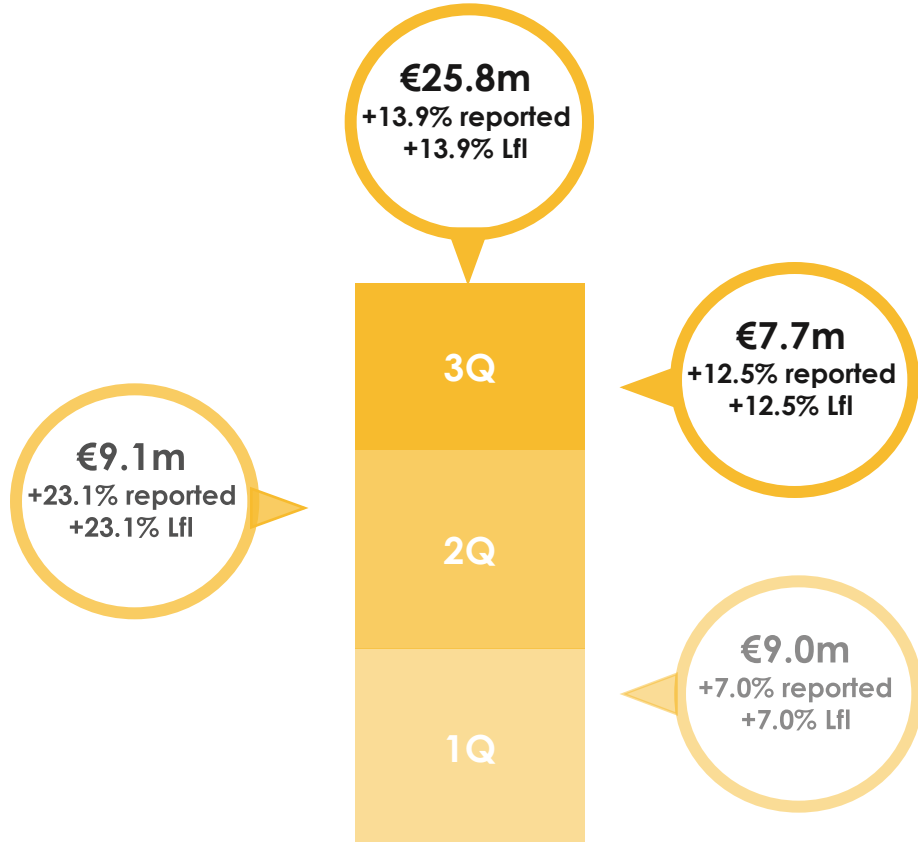
€25.8m

9 months revenue



of 9 months consolidated revenue

+13.9%
+€3.2m
reported



in millions of euros

Total Cloud & Support

Revenue		Change 2024 / 2023		
9M 2023	9M 2024	m€	% reported	% Lfl
22.6	25.8	+3.2	+13.9%	+13.9%

Cloud & Support: 9 months growth of +13.9% thanks to expanded range of sovereign cloud-backed products and services



Outlook

Outlook 2024



2024 Revenue

Growth
range 5 to 8%
like for like



Recurring operating
income

Increasing

*Disclosure: Based on currently available information.
The Group does not provide earnings estimates or forecasts.*



2025 – Financial Agenda

January 30

After the market closes

Revenue
Full Year

2024

March 27

After the market closes

Full Year
Earnings

2024

March 28

SFAF meeting

2025

April 24

After the market closes

Revenue
First Quarter

2025

June 13

After the market closes

Shareholders'
general meeting

2025

July 24











After the market closes

Revenue
First Half

2025



Appendix: reclassification table

	3Q 2023 reported	Reclassification	3Q 2023 Reclassified		9M 2023 reported	Reclassification	9M 2023 Reclassified
	80.8	-4.8	76.0		242.3	-15.7	226.6
	22.8	-0.4	22.4		71.0	-1.8	69.2
	24.1	0.0	24.1		79.0	0.0	79.0
	19.0	0.0	19.0		51.8	0.0	51.8
	1.6	+5.2	6.8		5.1	+17.5	22.6
	148.3	0.0	148.3		449.3	0.0	449.3

As of January 1, 2024, our Cegedim Outsourcing and Audiprint subsidiaries—which were previously housed in the Software & Services division—as well as BSV—formerly of the Flow division—have been moved to the Cloud & Support division in order to capitalize on operating synergies between cloud activities and IT solutions integration.



Thank you for your attention

For more information
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