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’.
Makes healthcare business run simply and more efficiently
Q1-2013: Key Take Aways

**FINANCIAL**
- Revenue decreased by (0.6%) at €212.9m
- Revenue increased on L-f-L by 0.1%
- EBITDA increased by 24% to €19.5m
- EBIT margin at 0.8% compare to (0.7%) in Q1-2012
- Total net debt increased by €2.8m during the quarter

**ACHIEVEMENTS**
- **Innovation** efforts continue
- **Positive momentum** in most of Cegedim business
- An **improved** liquidity profile
- A **rising** credit rating
- **Positive impact** from the PIP*

Performance in line with FY objectives

* Performance Improvement Program implemented in 2011 and 2012
For 2013, barring any significant changes in market trends, the Group reiterates its targets:

- **Revenue growth of around 2%**

- **A 50 basis point increase in the operating margin from recurring operations**

(1) These projections are as publicly disclosed on May 2013. The fact that Cegedim includes these projections in this presentation should not be taken to mean that these amounts continue to be our projections as of any subsequent date.

(2) Stability at the CRM and strategic data division and growth of around 5% at the Healthcare professionals and Insurance and services divisions.
Q1-2013: Margin Improvement

Positive impact from the Performance Improvement Program implemented in 2011 and 2012.
### EBITDA increased by 24%

<table>
<thead>
<tr>
<th></th>
<th>Q1 2012</th>
<th>Q1 2013</th>
<th>Change in €m</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>214.2</td>
<td>212.9</td>
<td>(1.3)</td>
<td>(0.6)%</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td>(198.5)</td>
<td>(193.4)</td>
<td>(5.1)</td>
<td>(2.6)%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>15.7</td>
<td>19.5</td>
<td>3.8</td>
<td>24.2%</td>
</tr>
<tr>
<td><strong>margin</strong></td>
<td>7.3%</td>
<td>9.1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>D&amp;A</strong></td>
<td>(15.7)</td>
<td>(16.7)</td>
<td>1.0</td>
<td>6.4%</td>
</tr>
<tr>
<td><strong>EBIT before special items</strong></td>
<td>0.0</td>
<td>2.8</td>
<td>2.8</td>
<td>n.m.</td>
</tr>
<tr>
<td><strong>margin</strong></td>
<td>0.0%</td>
<td>1.3%</td>
<td></td>
<td>130bps</td>
</tr>
<tr>
<td><strong>Special items</strong></td>
<td>(1.5)</td>
<td>(1.1)</td>
<td>(0.4)</td>
<td>(25.4)%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>(1.5)</td>
<td>1.7</td>
<td>3.2</td>
<td>n.m.</td>
</tr>
<tr>
<td><strong>margin</strong></td>
<td>(0.7)%</td>
<td>0.8%</td>
<td></td>
<td>149bps</td>
</tr>
</tbody>
</table>

**Increase of amortization of certain R&D project**

**Organic growth of 0.1%; negative currency impact of 0.9%**

**Reduction in overall operating costs as a result of the introduction of the PIP**

- **Payroll costs** €4.1m including €0.7m from the CICE
- **Purchases used** €0.5m
- **External expenses** –€1.7m
- **Capitalized production** –€0.7m

---

(1) Performance Improvement Plan  
(2) "Crédit d’impôt pour la compétitivité et l’emploi" – Tax Credit for competitiveness and employment
Division Overview

**CRM & Strategic Data**
- Revenue: €104.6m
- EBITDA: €(1.5)m
- 49% of Group Revenue

**Healthcare Professionals**
- Revenue: €71.0m
- EBITDA: €12.8m
- 33% of Group Revenue

**Insurance & Services**
- Revenue: €37.2m
- EBITDA: €8.1m
- 18% of Group Revenue

* organic growth

Reduction in overall operating costs in all divisions
### CRM & Strategic Data

<table>
<thead>
<tr>
<th>in € millions</th>
<th>Q1 2012</th>
<th>Q1 2013</th>
<th>Change in €m</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>111.1</td>
<td>104.6</td>
<td>(6.5)</td>
<td>(5.8)%</td>
</tr>
<tr>
<td>Expenses</td>
<td>(114.0)</td>
<td>(106.1)</td>
<td>(7.9)</td>
<td>(6.9)%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>(2.9)</td>
<td>(1.5)</td>
<td>1.4</td>
<td>49.6%</td>
</tr>
<tr>
<td>margin</td>
<td>(2.6)%</td>
<td>(1.4)%</td>
<td>120bps</td>
<td></td>
</tr>
<tr>
<td>D&amp;A</td>
<td>(6.8)</td>
<td>(7.5)</td>
<td>0.7</td>
<td>10.3%</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>(9.6)</td>
<td>(8.9)</td>
<td>0.7</td>
<td>7.6%</td>
</tr>
<tr>
<td>margin</td>
<td>(8.7)%</td>
<td>(8.5)%</td>
<td>17bps</td>
<td></td>
</tr>
<tr>
<td>Special items</td>
<td>(1.4)</td>
<td>(0.6)</td>
<td>(0.9)</td>
<td>(59.0)%</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>(11.1)</td>
<td>(9.5)</td>
<td>1.6</td>
<td>14.3%</td>
</tr>
<tr>
<td>margin</td>
<td>(10.0)%</td>
<td>(9.1)%</td>
<td>90bps</td>
<td></td>
</tr>
</tbody>
</table>

- Organic growth of -3.0%; negative currency impact of 1.4%; negative impact of 1.4% from Pharmapost disposal
- Almost doubling of EBITDA following the implementation of the PIP, notwithstanding a decrease of revenue of €6.5 million
- Increase of amortization of certain R&D project
- Revenues were less impacted by drug patent expiration and competition from generic drug
- Slower order intake from market research
- Increased usage of database, and new products
- Growth in emerging countries continued

**Compliance:** Sunshine Act like in France adopted in May 2013, reporting must start in October 2013. In US the reporting start in March 2014.

(1) Performance Improvement Plan
## Healthcare Professionals

<table>
<thead>
<tr>
<th></th>
<th>Q1 2012</th>
<th>Q1 2013</th>
<th>Change in €m</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>67.3</td>
<td>71.0</td>
<td>3.7</td>
<td>5.6%</td>
</tr>
<tr>
<td>Expenses</td>
<td>(53.8)</td>
<td>(58.2)</td>
<td>(4.4)</td>
<td>(8.2)%</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>13.5</td>
<td>12.8</td>
<td>(0.7)</td>
<td>(4.9)%</td>
</tr>
<tr>
<td>D&amp;A</td>
<td>(5.8)</td>
<td>(5.9)</td>
<td>0.1</td>
<td>1.3%</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>7.7</td>
<td>6.9</td>
<td>(0.8)</td>
<td>(9.6)%</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>11.4%</td>
<td>9.7%</td>
<td>(163)bps</td>
<td></td>
</tr>
<tr>
<td>Special items</td>
<td>(0.1)</td>
<td>(0.4)</td>
<td>0.4</td>
<td>n.m.</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>11.3%</td>
<td>9.1%</td>
<td>(217)bps</td>
<td></td>
</tr>
</tbody>
</table>

Organic growth of 3.3%; negative currency impact of 0.5%; positive impact of 2.7% from ASPLINE acquisition

**Growth in Term of Revenue, EBITDA and Margin for CHS (software and databases for healthcare professionals)**

*Cegelease continues to grow, albeit less briskly*
### Insurance & Services

<table>
<thead>
<tr>
<th>in € millions</th>
<th>Q1 2012</th>
<th>Q1 2013</th>
<th>Change in €m</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>35.8</td>
<td>37.2</td>
<td>1.4</td>
<td>3.8%</td>
</tr>
<tr>
<td>Expenses</td>
<td>(30.7)</td>
<td>(29.1)</td>
<td>(1.6)</td>
<td>(5.4%)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>5.1</td>
<td>8.1</td>
<td>3.0</td>
<td>59.9%</td>
</tr>
<tr>
<td>margin</td>
<td>14.1%</td>
<td>21.7%</td>
<td></td>
<td>762bps</td>
</tr>
<tr>
<td>D&amp;A</td>
<td>(3.1)</td>
<td>(3.3)</td>
<td>0.2</td>
<td>7.5%</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>1.9</td>
<td>4.7</td>
<td>2.8</td>
<td>143.8%</td>
</tr>
<tr>
<td>margin</td>
<td>5.4%</td>
<td>12.7%</td>
<td></td>
<td>732bps</td>
</tr>
<tr>
<td>Special items</td>
<td>(0.0)</td>
<td>(0.1)</td>
<td>0.1</td>
<td>n.m.</td>
</tr>
<tr>
<td>EBIT</td>
<td>1.9</td>
<td>4.6</td>
<td>2.7</td>
<td>139.0%</td>
</tr>
<tr>
<td>margin</td>
<td>5.4%</td>
<td>12.5%</td>
<td></td>
<td>707bps</td>
</tr>
</tbody>
</table>

**Organic growth of 3.8%**

**All sub-division contributed to this increase**

**Insurances, due to the online third-party payer management service**

**E-business**

**Services due to SRH**

**Commercial success**

- Insurance e: Contract with France’s second-largest social welfare institution
- E-business: Contract with Harmonie Mutuelle for the SEPA platform
- GIS (dematerialization and archiving of documents) contract with Moneo Applicam
## Q1-2013 P&L from operating profit to net profit

<table>
<thead>
<tr>
<th>in € millions</th>
<th>Q1 2012</th>
<th>Q1 2013</th>
<th>Change in €m</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>(1.5)</td>
<td>1.7</td>
<td>3.2</td>
<td>n.m.</td>
</tr>
<tr>
<td>Income from cash and cash equivalents</td>
<td>0.3</td>
<td>0.1</td>
<td>(0.2)</td>
<td>(57.8)%</td>
</tr>
<tr>
<td>Gross cost of financial debt</td>
<td>(8.5)</td>
<td>(18.6)</td>
<td>(10.1)</td>
<td>119.0%</td>
</tr>
<tr>
<td>Other financial income and expenses</td>
<td>(3.1)</td>
<td>(3.2)</td>
<td>(0.1)</td>
<td>3.3%</td>
</tr>
<tr>
<td><strong>Cost of net financial debt</strong></td>
<td>(11.3)</td>
<td>(21.6)</td>
<td>(10.3)</td>
<td><strong>91.9%</strong></td>
</tr>
<tr>
<td>Income taxes</td>
<td>4.8</td>
<td>1.0</td>
<td>(3.8)</td>
<td>(79.1)%</td>
</tr>
<tr>
<td>Deferred taxes</td>
<td>(1.4)</td>
<td>3.1</td>
<td>(4.5)</td>
<td>n.m.</td>
</tr>
<tr>
<td><strong>Total taxes</strong></td>
<td><strong>3.4</strong></td>
<td><strong>4.1</strong></td>
<td><strong>(0.7)</strong></td>
<td><strong>21.8%</strong></td>
</tr>
<tr>
<td>Consolidated profit (loss) for the period</td>
<td>(9.0)</td>
<td>(15.4)</td>
<td>(6.4)</td>
<td>70.8%</td>
</tr>
<tr>
<td>Current EPS (in euros)</td>
<td>(0.7)</td>
<td>(1.2)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>EPS (in euros)</td>
<td>(0.65)</td>
<td>(1.1)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Impact of €8.4 million from the tender offer and of €2.7 million in reduction of capitalized financing cost

Deferred taxes increase from USD dollar appreciation
Q1-2013 Simplified Balance Sheet

Positive currency impact

Goodwill

- **2.3%**
- **€628.0m**
- **48% of total assets**

Substantial cash available

Total Assets

- **1.0%**
- **€1,301m**

Shareholders Equity*

- **€424.8m**
- **33% of total assets**

* including minority interests

Increase in debt reflect the issuance costs related to the March refinancing

Cash & Cash Equivalent

- **9.7%**
- **€47.7m**
- **4% of total assets**

Net Debt

- **0.6%**
- **€489.1m**

Total Debt*

- **1.3%**
- **€536.8m**
- **41% of total assets**

* Includes employee profit sharing for an amount of €8.4m

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Q1-2013 Net Debt Evolution (in millions of euros)

**INVESTMENT**
- €10.6m Capitalized R&D
- €3.2m Maintenance Capex
- €4.1m Cegedim
- €0.1m Acquisition disposal

**FINANCING OPERATIONS**
- €23.2m Interest paid on loans
- €5.5m Change in cost of capitalized financing
- €2.7m Change in accrued interest
- €0.3m Other
- €0.6m Currency impact

**Dec. 2012 Net Debt**
- €486.3m
  - €18.8m Cash generated by operations
  - €16.5m Change in working capital
  - €0.1m Taxes paid

**Mar. 2013 Net Debt**
- €489.1m

Flexible dividend and capex policy

- *Assets used by Cegedim for lease agreements and not transferred to banks

**WCR FY 2012**
- 2.7% of revenues

**CAPEX* FY 2012**
- 8.6% of revenues

* Including acquisition/disposal.
### New Bond Issued

- **Issuer**: Cegedim S.A.
- **Issue**: Senior unsecured notes
- **Principal amount**: €300m
- **Currency**: EUR
- **Maturity**: 7 years (2020)
- **Coupon**: 6.75%
- **Interest Payment**: Semi-annual
- **Optional redemption**: NC3
- **Rating (S&P)**: B+
- **Ranking**: pari passu
- **Covenants**: Standard HY incurrence based covenants
- **Change of control**: Investor put @ 101%
- **Equity claw**: 35% for 3 years
- **Governing law**: New York Law
- **Distribution**: Reg S / 144A

### Tender Offer on 2015 Bond

- Repurchased price: 108%
- Amount repurchased: €111.5m
- Including accrued and unpaid interest: €121.5 million
- €168.6m remaining outstanding amount

### Term Loan Repayment

- Prepayment of the €140m Term Loan

### Revolver Facility

- Repayment of the drawn part of the RCF (The RCF is undrawn at end of March 2013)
### Capital Structure

- **French Strategic Investment Fund**: 15.0%
- **FCR wholly-owned by Usborne family**: 52.6%
- **Public**: 32.4%

#### Gross Debt by Source of Financing

- **A** Bond 2020: 59%
- **B** Bond 2016: 33%
- **C** Shareholder loan: 9%
- **D** RCF: 0%

#### Credit Rating

- **April 26, 2013**: B⁺, Stable Outlook
- **March 11, 2013**: B, Positive credit watch
- **October 9, 2012**: B, Stable outlook
Maturity Profile

Please visit the new Debt Financing Section on Cegedim Website

€80m RCF undrawn as of March 31, 2013

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
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<td>2013</td>
<td>169</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
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<tr>
<td>2014</td>
<td>0</td>
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<td>0</td>
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<td>0</td>
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<td>2015</td>
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<tr>
<td>2016</td>
<td>45</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
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<tr>
<td>2017</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
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<td>2018</td>
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<td>0</td>
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<td>0</td>
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<td>2019</td>
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<td>0</td>
<td>0</td>
<td>0</td>
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<tr>
<td>2020</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
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</table>

<table>
<thead>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>RCF of €80m</td>
<td>E1M+300bps</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>169</td>
<td></td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>2015 Senior Notes</td>
<td>7.00%</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>300</td>
<td>169</td>
</tr>
<tr>
<td>2020 Senior Notes</td>
<td>6.75%</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>300</td>
</tr>
<tr>
<td>Shareholder Loan</td>
<td>E1M+525bps</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>45</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>45</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>0</td>
<td>0</td>
<td>169</td>
<td>45</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>300</td>
<td>514</td>
</tr>
</tbody>
</table>

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A Rising Credit rating

S&P's views on Cegedim:

“We view Cegedim's new debt maturity profile as manageable”
“The stable outlook reflects our view that Cegedim will stabilize its operating margins in 2013 and maintain adequate liquidity, with positive free cash flow generation”
“We could consider raising the ratings if the company were to sustainably improve its operating performance”

S&P's report, April 26, 2013
Conclusion

✔ Steady Business Profile

- Recurring revenues relying mostly on a subscription-based model
- Diversification (business, geography, customer, brand)
- Critical size with strong market share in all business segments
- Secular trend will favor Cegedim (Healthcare reform, Transparency, Pay-for-Performance, ...)

✔ Robust Financial Profile

- L-f-L revenues growth
- Positive impact from 2011 and 2012 PIP*
- Robust cash flow generation provides liquidity for deleveraging
- Strong liquidity position

* Performance Improvement Program

✔ Conservative Financing Policy

- No dividend distribution planned for 2013
- Family-owned company with experienced management team
- Priority to cash flow generation and deleveraging
- No significant acquisitions planned for 2013
July 30th, 2013
Q2 2013 Revenue

✓ The Q1 Report

This Document includes the Q1 2013 financial statements and the management report.
Appendix
### Revenue & Organic Growth Calculation

<table>
<thead>
<tr>
<th>Q1-2013</th>
<th>Division 1</th>
<th>Division 2</th>
<th>Division 3</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2012 Revenue</td>
<td>a 111,092</td>
<td>67,296</td>
<td>35,817</td>
<td>214,205</td>
</tr>
<tr>
<td>Impact of disposals</td>
<td>(1,547)</td>
<td>0</td>
<td>0</td>
<td>(1,547)</td>
</tr>
<tr>
<td>Q1 2012 Revenue before impact of disposals</td>
<td>109,545</td>
<td>67,296</td>
<td>35,817</td>
<td>212,658</td>
</tr>
<tr>
<td>Currency impact</td>
<td>(1,556)</td>
<td>(322)</td>
<td>(5)</td>
<td>(1,883)</td>
</tr>
<tr>
<td>Q1 2012 Revenue at 2013 exchange rate</td>
<td>b 107,989</td>
<td>66,974</td>
<td>35,812</td>
<td>210,775</td>
</tr>
<tr>
<td>Q1 2013 Revenue before impact of acquisitions</td>
<td>c 104,626</td>
<td>69,197</td>
<td>37,192</td>
<td>211,015</td>
</tr>
<tr>
<td>Revenue from acquisitions</td>
<td>15</td>
<td>1,835</td>
<td>0</td>
<td>1,850</td>
</tr>
<tr>
<td>Q1 2013 Revenue</td>
<td>104,641</td>
<td>71,032</td>
<td>37,192</td>
<td>212,865</td>
</tr>
<tr>
<td>Organic growth</td>
<td>(c-b)/a</td>
<td>(3.0%)</td>
<td>3.3%</td>
<td>3.9%</td>
</tr>
</tbody>
</table>
## Revenue by Division and by Quarter

### Year 2013

<table>
<thead>
<tr>
<th>Division</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>CRM and Strategic Data</td>
<td>104,641</td>
<td></td>
<td></td>
<td></td>
<td>104,641</td>
</tr>
<tr>
<td>Healthcare Professionals</td>
<td>71,032</td>
<td></td>
<td></td>
<td></td>
<td>71,032</td>
</tr>
<tr>
<td>Insurance and Services</td>
<td>37,192</td>
<td></td>
<td></td>
<td></td>
<td>37,192</td>
</tr>
<tr>
<td>Cegedim</td>
<td>212,865</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Year 2012

<table>
<thead>
<tr>
<th>Division</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>CRM and Strategic Data</td>
<td>111,092</td>
<td>126,106</td>
<td>111,113</td>
<td>139,834</td>
<td>488,145</td>
</tr>
<tr>
<td>Healthcare Professionals</td>
<td>67,296</td>
<td>75,849</td>
<td>62,623</td>
<td>76,827</td>
<td>282,595</td>
</tr>
<tr>
<td>Insurance and Services</td>
<td>35,817</td>
<td>37,115</td>
<td>33,848</td>
<td>44,253</td>
<td>151,033</td>
</tr>
<tr>
<td>Cegedim</td>
<td>214,205</td>
<td>239,070</td>
<td>207,584</td>
<td>260,914</td>
<td>921,773</td>
</tr>
</tbody>
</table>
### Business Seasonality

<table>
<thead>
<tr>
<th>Seasonality</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>Q1</td>
<td>Q2</td>
<td>Q3</td>
<td>Q4</td>
<td>Q1</td>
<td>Q2</td>
</tr>
<tr>
<td></td>
<td>18%</td>
<td>26%</td>
<td>25%</td>
<td>30%</td>
<td>22%</td>
<td>26%</td>
</tr>
<tr>
<td>EBIT</td>
<td>44%</td>
<td>56%</td>
<td>45%</td>
<td>55%</td>
<td>48%</td>
<td>52%</td>
</tr>
</tbody>
</table>

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

Revenue Breakdown as of December 2012

- **Activity**
  - A: CRM & Stratégic Data: 53%
  - B: Healthcare Professionals: 31%
  - C: Insurance & Services: 16%

- **Geography**
  - A: France: 55%
  - B: EMEA ex. France: 26%
  - C: America: 14%
  - D: APAC: 5%

- **Currency**
  - A: EUR: 65%
  - B: USD: 12%
  - C: GBP: 9%
  - D: RoW: 14%

Diversified revenue mix provide stable revenue base

Revenue Visibility
- Multi-Brand Strategy
- Strong recurring revenue model
- Multi-year contracts
- High switching costs
- Strong customer loyalty

Low Customer Concentration
- First client: 4.6% of Group revenue
- Top 5 client: 13.1% of Group revenue
- Top 10 client: 19.0% of Group revenue

As of December 2012

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2013 Financial Agenda

- **January 22**: Investors’ Day
- **March 4**: 2012 Annual Results
- **March 5**: Analyst Meeting (SFAF)
- **May 6**: 2013 Q1 Revenue
- **June 4**: 2013 Q1 Results
- **July 30**: 2013 Q2 Revenue
- **September 19**: 2013 Half-Year Results
- **September 20**: Analysts Meeting (SFAF)
- **End of November**: 2013 Q3 Results
3 Divisions Serving 3 Types of Customers

1. CRM & Strategic Data
   - For Pharmaceutical & Other Life Sciences Companies
   - Presence: 70 Countries
   - Services: CRM OneKey
   - % Group Revenue: 53%
   - % Group EBIT: 36%
   - EBIT Margin: 7%
   - Number of Users: Around 200,000 Users

2. Healthcare Professionals
   - For Physicians, Paramedics & Pharmacists
   - Presence: Europe
   - Services: Software, Leasing, Medication Database
   - % Group Revenue: 31%
   - % Group EBIT: 39%
   - EBIT Margin: 12%
   - Number of Users: 145,000* Physicians/Paramedics
   - 78,000* Pharmacists

3. Insurance & Services
   - For Major Insurance Players & Clients in all Business Sectors
   - Presence: #1
   - Services: IIT for Healthcare Insurers, Electronic Reimbursement
   - % Group Revenue: 16%
   - % Group EBIT: 25%
   - EBIT Margin: 15%
   - Number of Users: 40 million Policyholders Managed
   - Over 300 million Transactions per Annum

Based on FY 2012 figures
Cegedim’s Strengths

- Leading market positions in each of our divisions
- High barriers to entry
- Recognized portfolio of innovative and integrated solutions
- Stable and diversified customer base
- Strong presence along the healthcare value chain
- Long-standing shareholder support and experienced management
I Keep in Touch with Cegedim

SOCIAL NETWORKS
Twitter: @CegedimGroup

ANNUAL REVIEW
Registration Document
Interim Financial Report

SHAREHOLDERS GUIDE
Corporate Overview

WEBSITES
www.cegedim.com
www.cegedim.com/finance

EVENTS
Annual Investor Summit
Annual Results Conference
Confcall after each publication

MEETINGS
Broker Conference
One to One

Analysts
Investors
We welcome your questions and comments

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