



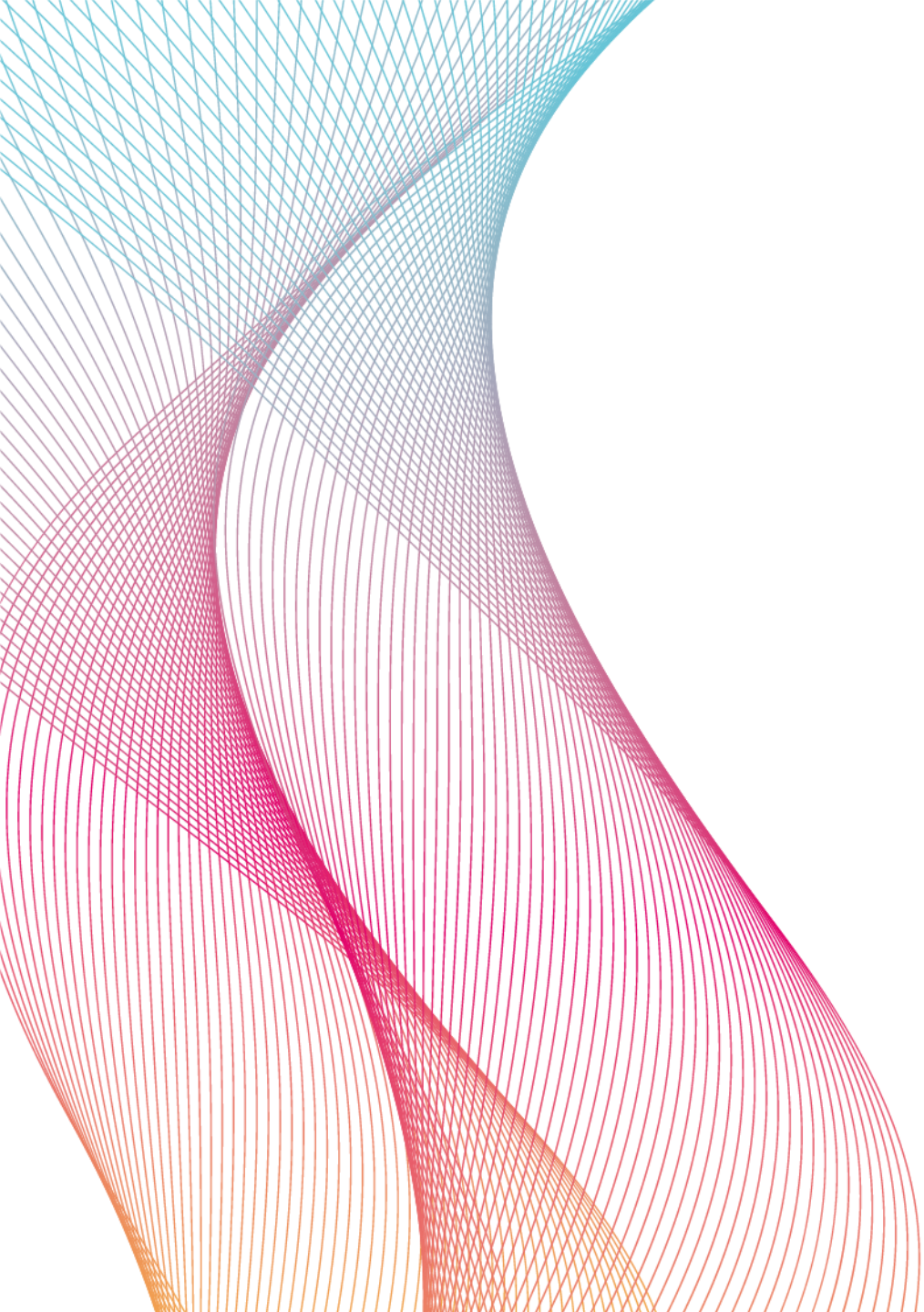
# 2020

## Q1 Revenue

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Webcast | April 27, 2020





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.

# The Big Picture



2020

Q1 - Revenue

# The Big Picture

FY 2019



**Covid-19  
Pandemic**

**€121.5m**  
Revenue

**+1.9%**  
Reported growth rate

**+3.3%**  
Like-for-like growth rate





2020

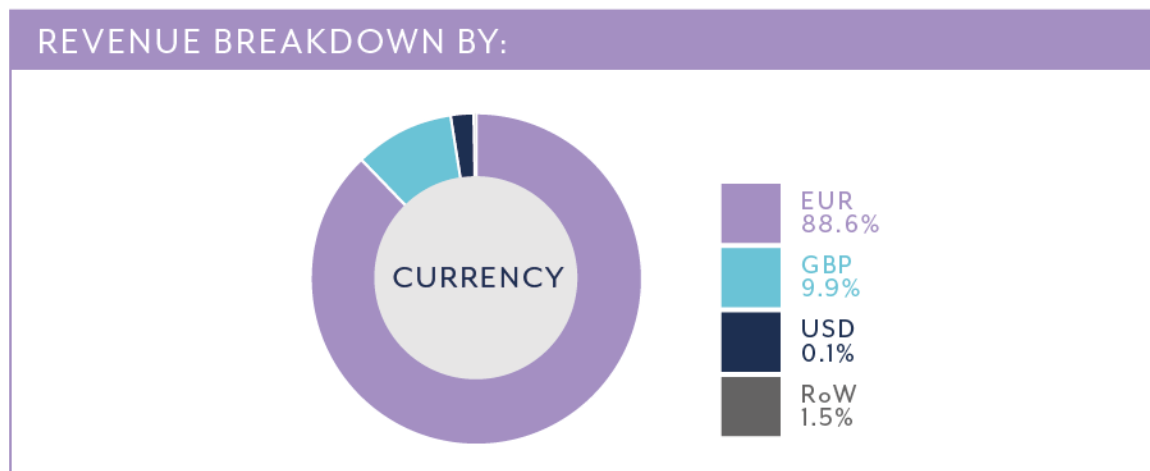
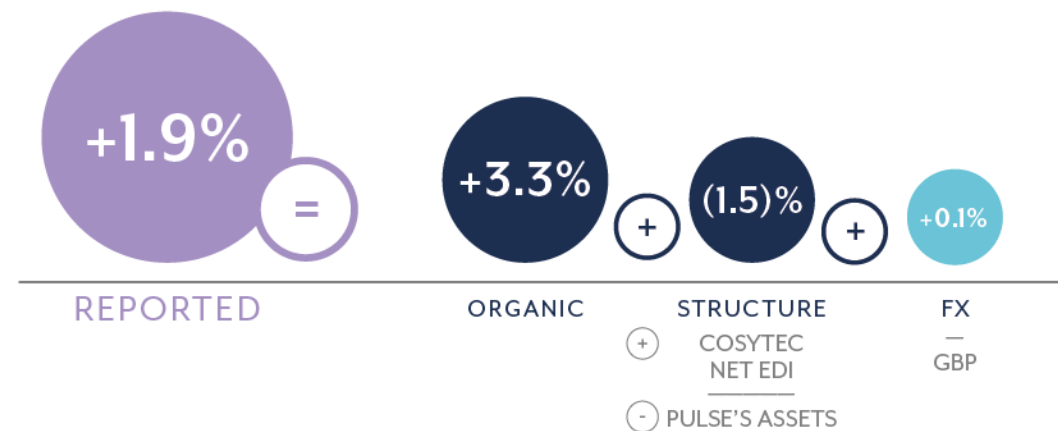
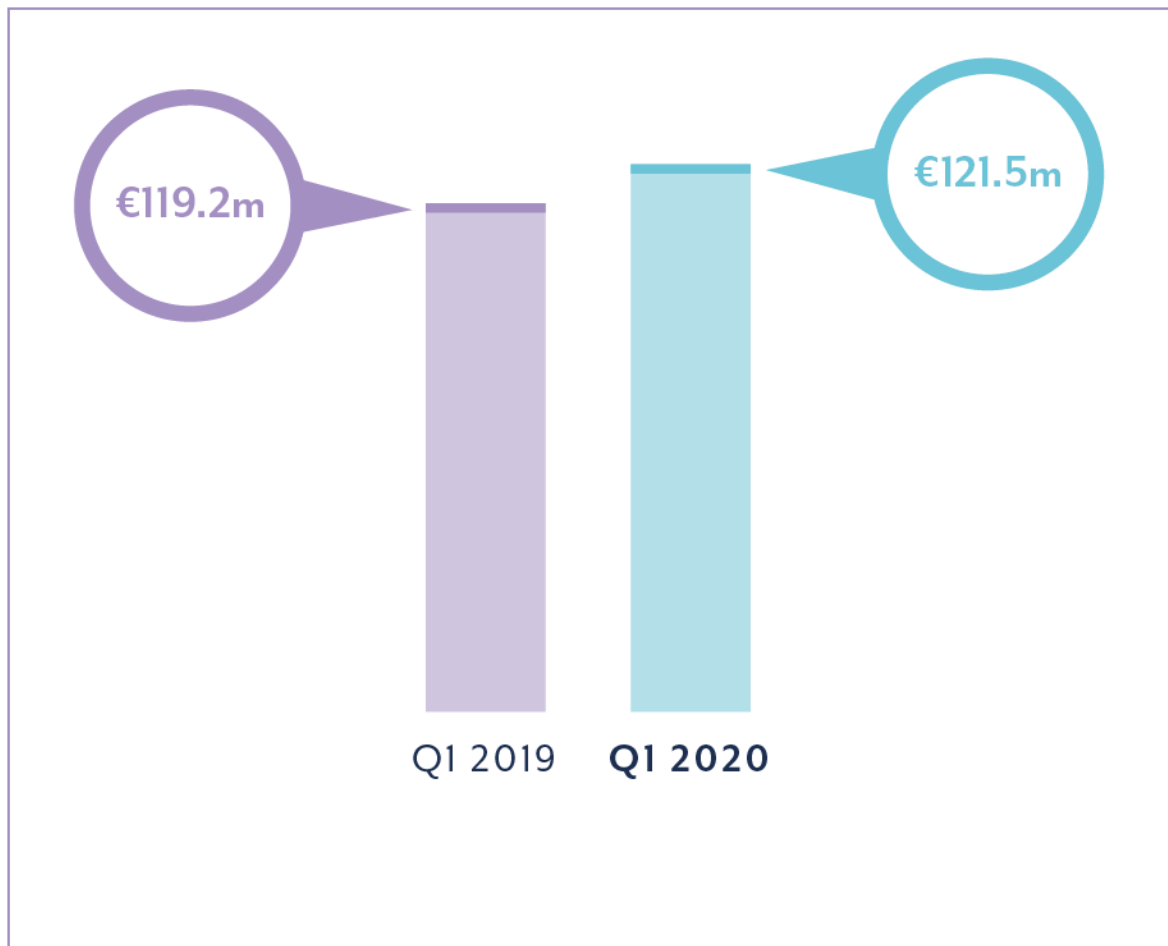
Q1 - Revenue

# Finance

2020

Q1 - Revenue

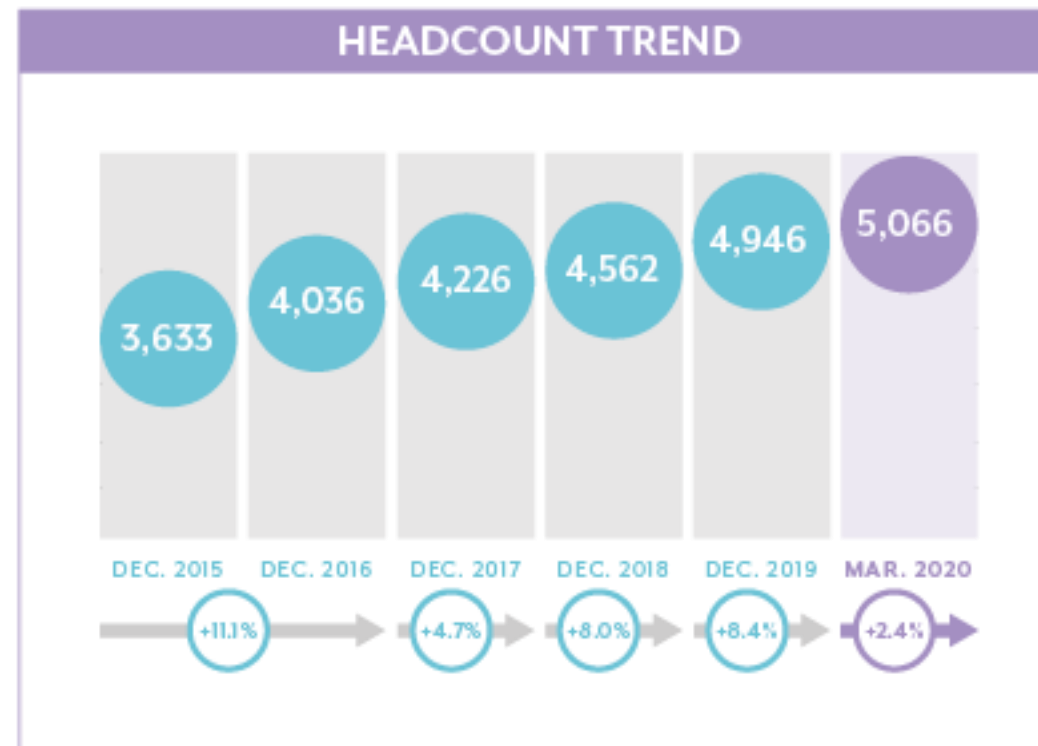
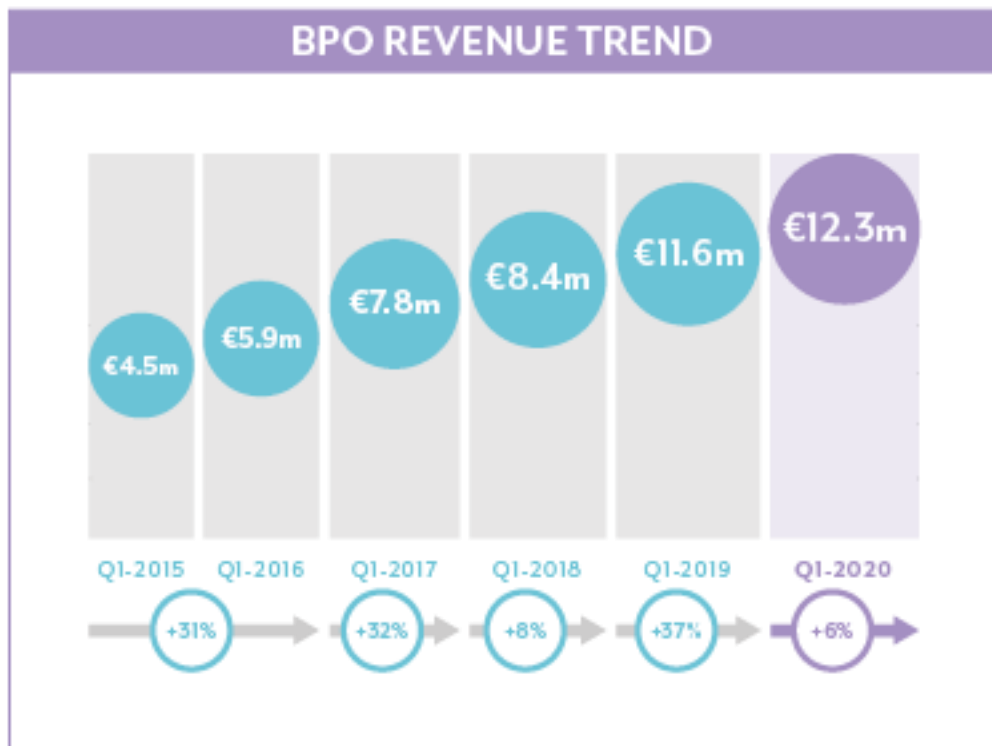
# Q1 2020 Revenue overview



2020

Q1 - Revenue

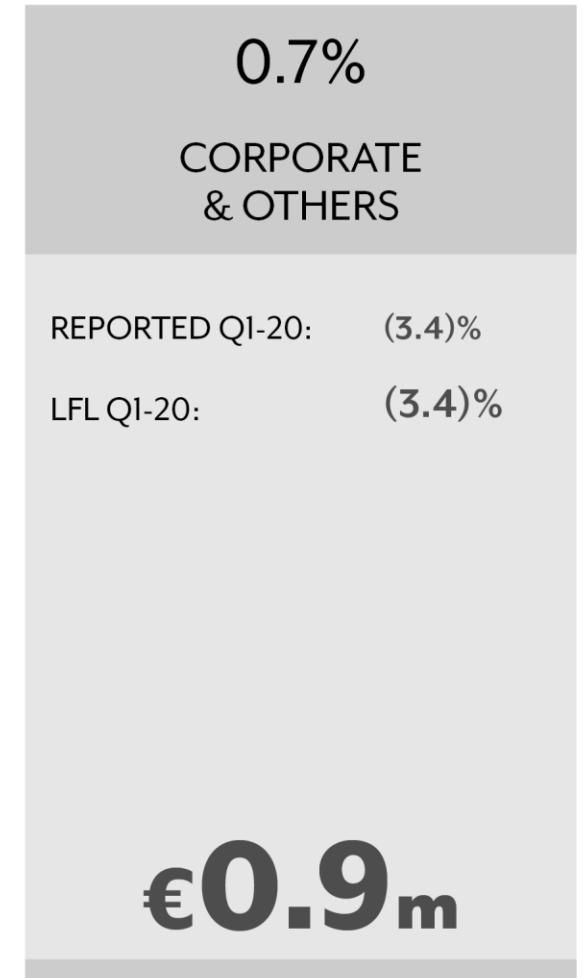
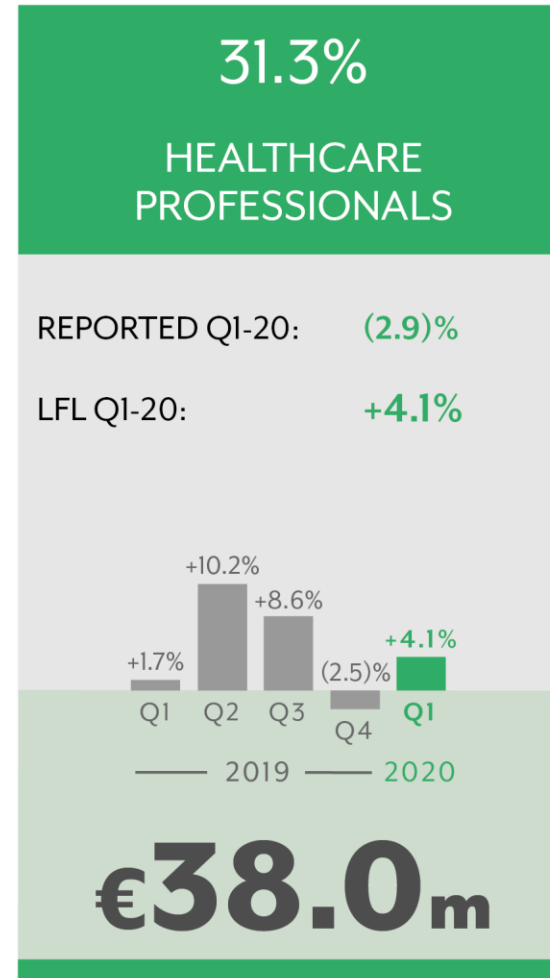
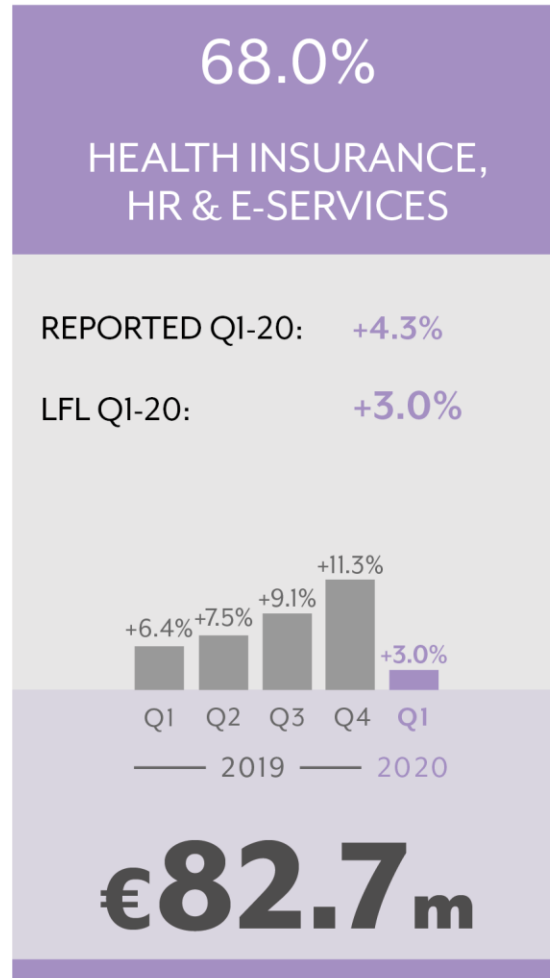
# Strong BPO trend



2020

Q1 - Revenue

# LFL Q1 2020 revenue growth by business group

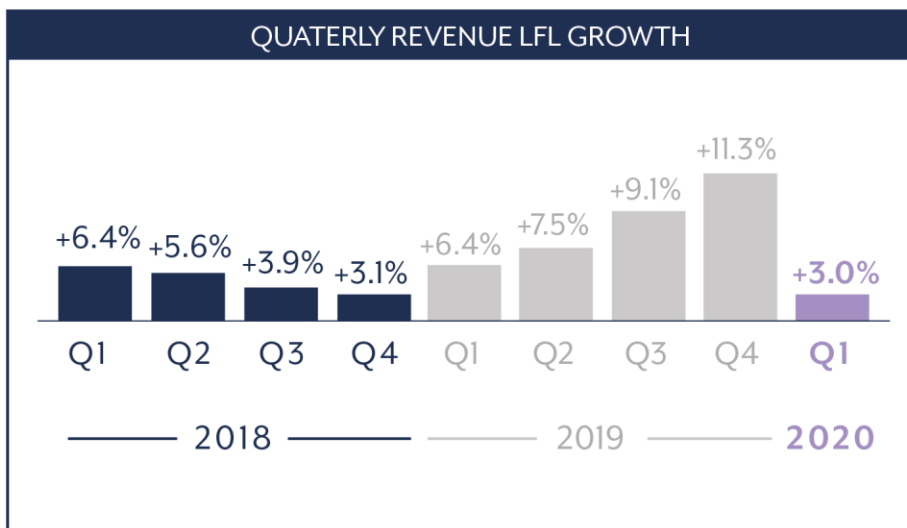
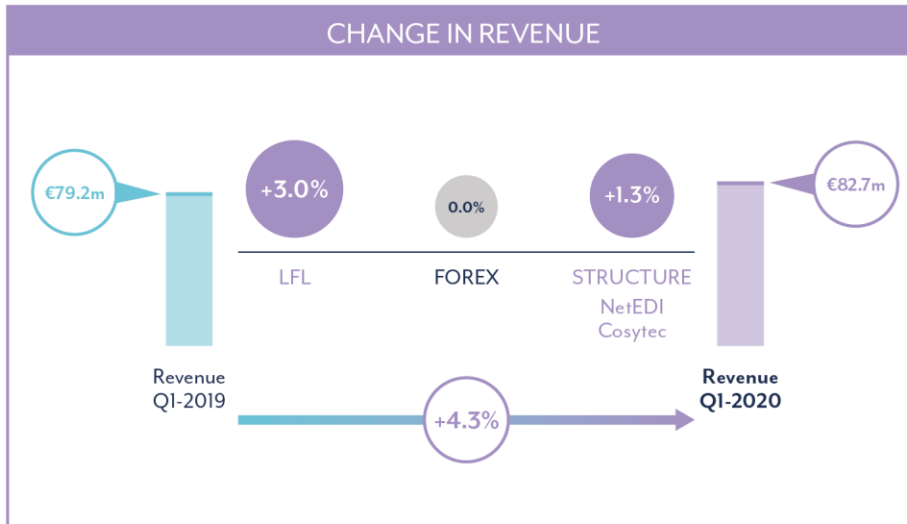




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# Health Insurance, HR & E-Services Division Overview



### COMMENTS

Biggest contributions over the quarter:

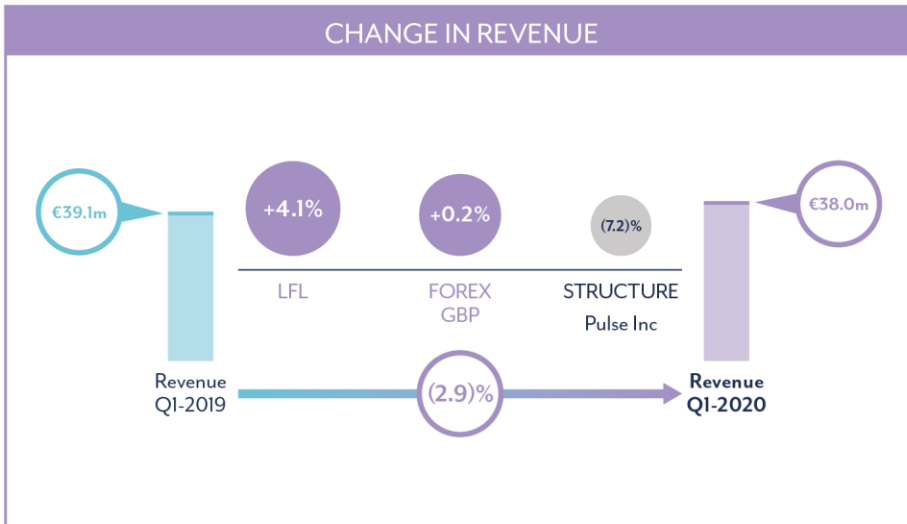
- **BPO activities** for health insurance
- **Cegedim e-business:** Document and process digitization
- **Cegedim SRH:** HR management solutions

**Cegedim-Media** (digital and conventional communications solutions in pharmacies) remained flat during the period.

2020

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# Healthcare Professionals Division Overview

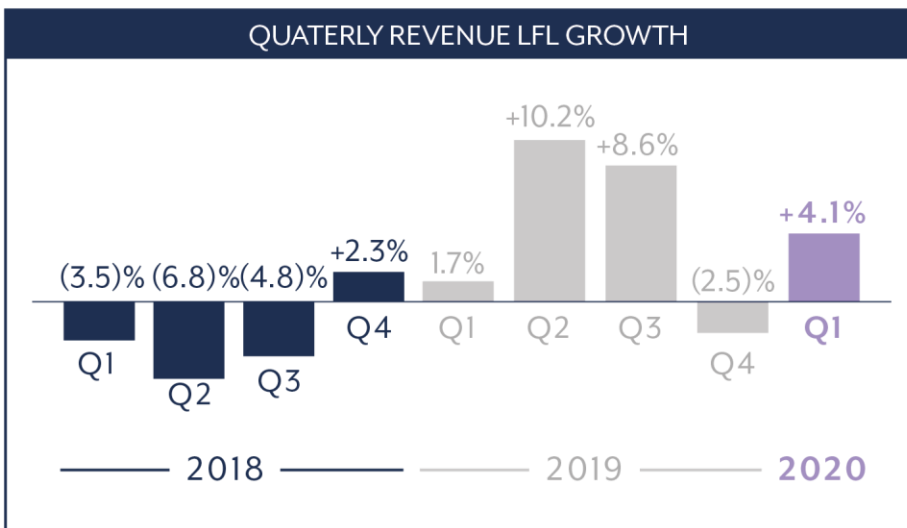


### COMMENTS

Biggest contributions over the quarter:

- **Software** for doctors and allied health professionals in France
- **Maiia**: Online appointment scheduling and Teleconsultations
- **RESIP**: Medication database

Computerization solutions for **UK doctors and pharmacies** remained flat during the period



2020

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# Covid-19 Pandemic



## Solid financial structure, liquidity sound

- Solid business model focusing to a large extent on the healthcare sector.
- Robust financial situation.
- Reasonable leverage.
- No debt maturing before October 2024.
- Undrawn €45 million RCF.
- Unused €24 million overdraft facility.

## Tools to help fight the covid-19 pandemic

- **CLM** has equipped four covid-19 emergency centers with its MLM web-based solution.
- **Maiia** has developed a prescription-writing module, essential for effective teleconsultation.
- **Cegedim e-business** offers a simplified version of its digitization solution.
- **GERS and THIN** are supplying health authorities with healthcare consumption data covering private practices and hospitals in France.
- **Cegedim SRH** is assisting companies using partial unemployment for their teams.

2020

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# FY 2020 Outlook



## FY 2020 Outlook

At this stage of the covid-19 pandemic, it is too early to gauge the full impact (positive and negative) on the Group's 2020 revenues and recurring operating income<sup>(1)</sup>.

*• These projections are publicly disclosed on April 27, 2020. The fact that Cegedim includes these projections in this presentation should not be taken to mean that these projections continue to be our projections as of any subsequent date.*

*<sup>(1)</sup> Alternative performance indicator. EBITDA is equivalent to recurring operating income plus net depreciation and amortization expenses.*

*“**Recurring operating income**” is defined as the difference between operating income and other non-recurring operating income and expenses.*

*“**Other non-recurring operating income and expenses**” may include impairment of tangible assets, goodwill, and other intangible assets, gains or losses on disposals of non-current assets, restructuring costs, and costs relating to workforce adaptation measures.*

2020

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# FY 2020 Financial Agenda



**April 27**

after the market close

**First quarter  
2020 revenues**

**June 17**

at 9:30am CET

**Cegedim  
shareholders'  
meeting**

**July 28**

after the market close

**Second quarter  
2020 revenues**

**September 24**

after the market close

**2020 half year  
earnings**

**September 25**

at 10:00am CET

**Analyst meeting  
(SFAF) in SFAF's  
offices**

**October 28**

after the market close

**Third quarter  
2020 revenues**





2020  
Q1 - Revenue

# Annexes

2020

Q1 - Revenue

## Q1 2020 Revenue



In € thousands	Division 1	Division 2	Division 3	Group
<b>2019 REVENUE (a)</b>	<b>79,239</b>	39,100	882	119,222
Impact of disposals	0	(2,806)	0	(2,806)
2019 Revenue before impact of disposals	79,239	36,294	882	116,415
Currency impact	22	91	0	113
2019 Revenue at 2020 exchange rate (b)	79,261	36,386	882	116,529
2020 Revenue before impact of acquisition (c)	81,639	37,977	852	120,467
Revenue from acquisitions	1,029	0	0	1,029
<b>2020 Revenue</b>	<b>82,667</b>	<b>37,977</b>	<b>852</b>	<b>121,496</b>
Organic growth [(c-b)/a]	+3.0%	+4.1%	(3.4)%	+3.3%



**Thank you for your attention**

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