

# 2021

# FINANCIAL # COMMUNICATION



# Q1 2021 REVENUE

April 27, 2021

# Forward-looking statement

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.





Day after day, our more than 5,000 great employees work hard to improve the health of thousands of people every minute



**FY 2020 REVENUE**  
€496.9m



**EMPLOYEES**  
5,311 - Dec. 2020

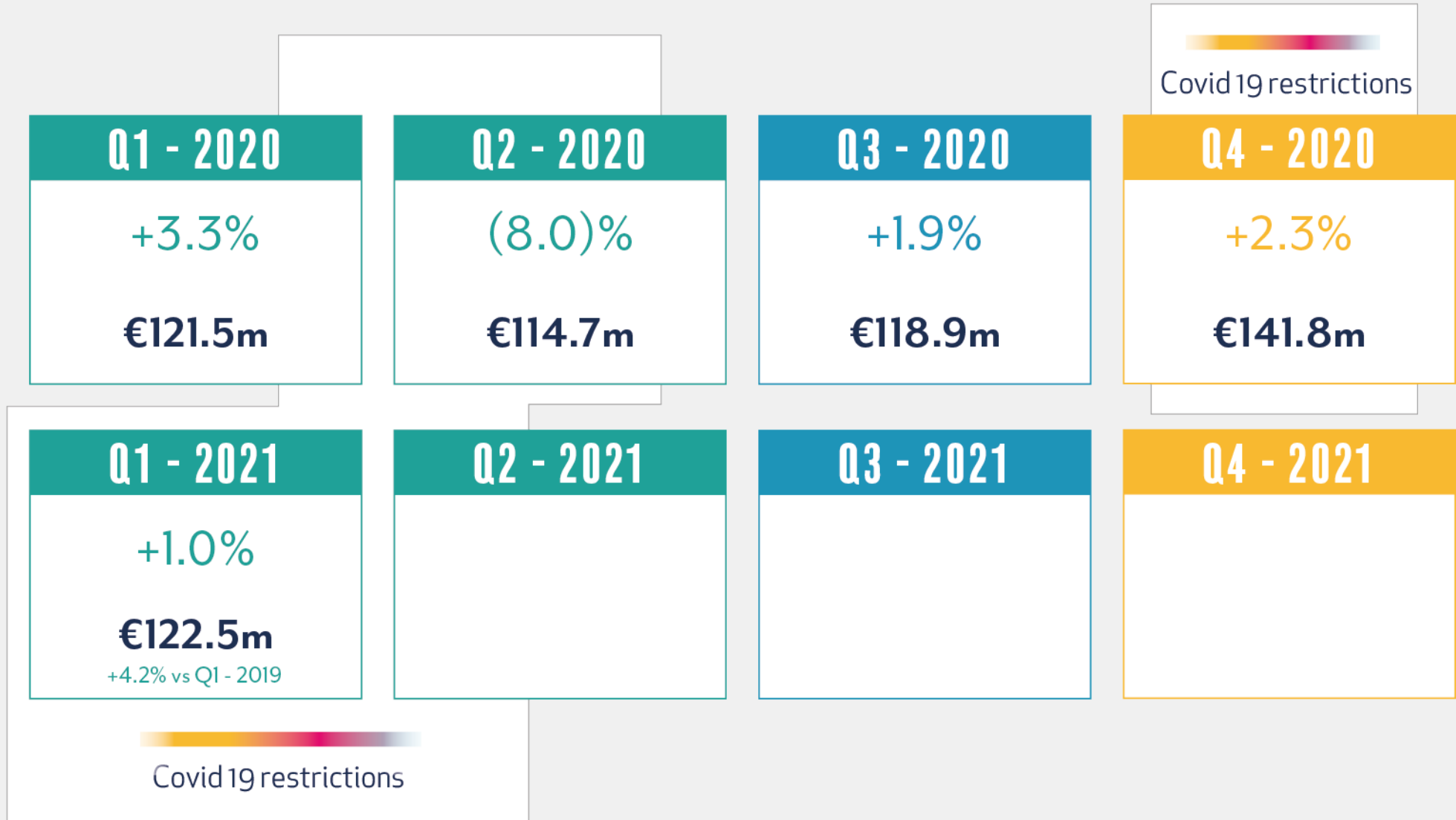


**COUNTRIES**  
+10

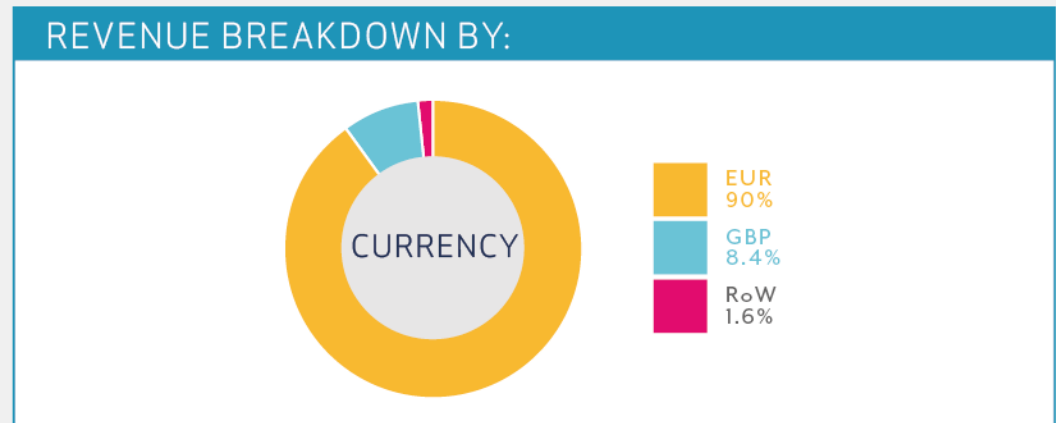
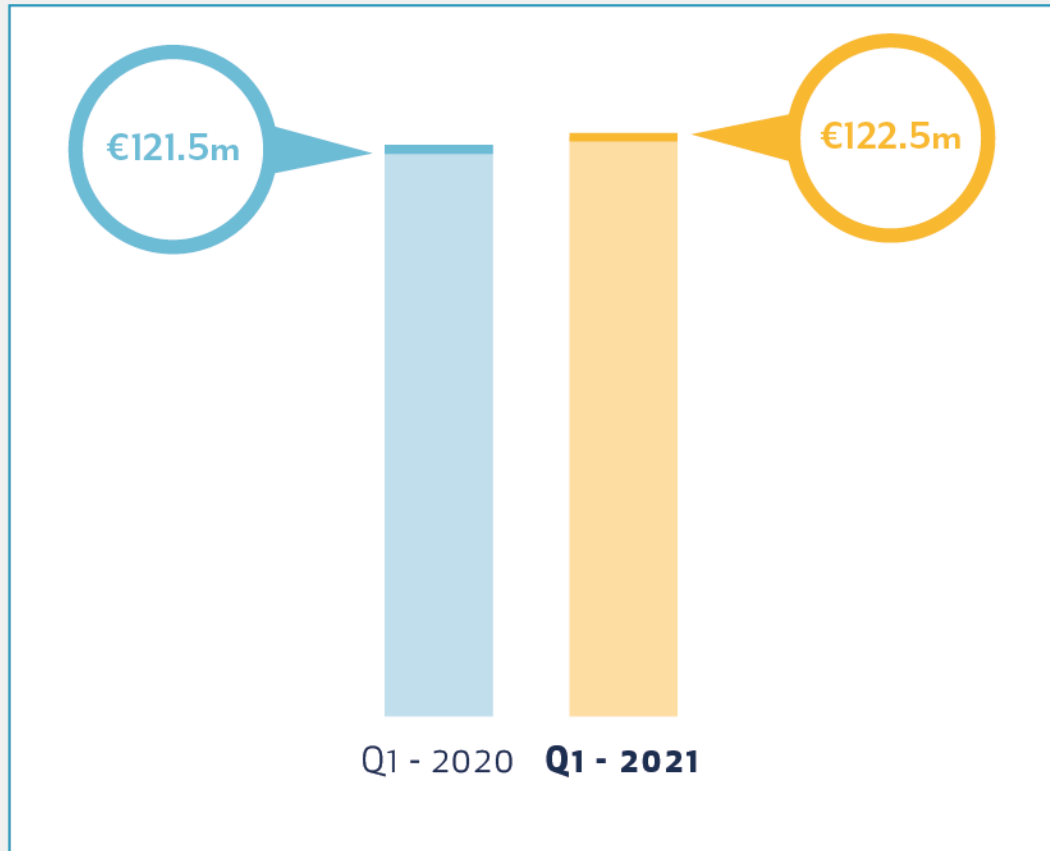


**% OF REVENUE**  
+84% - from healthcare space

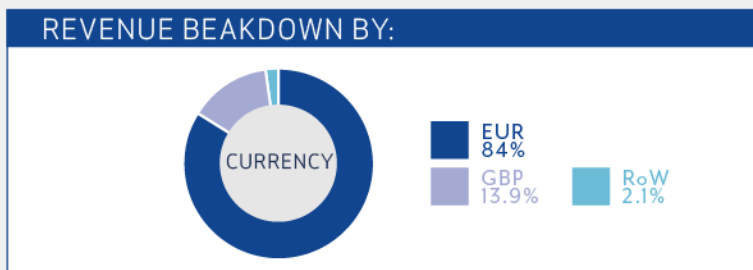
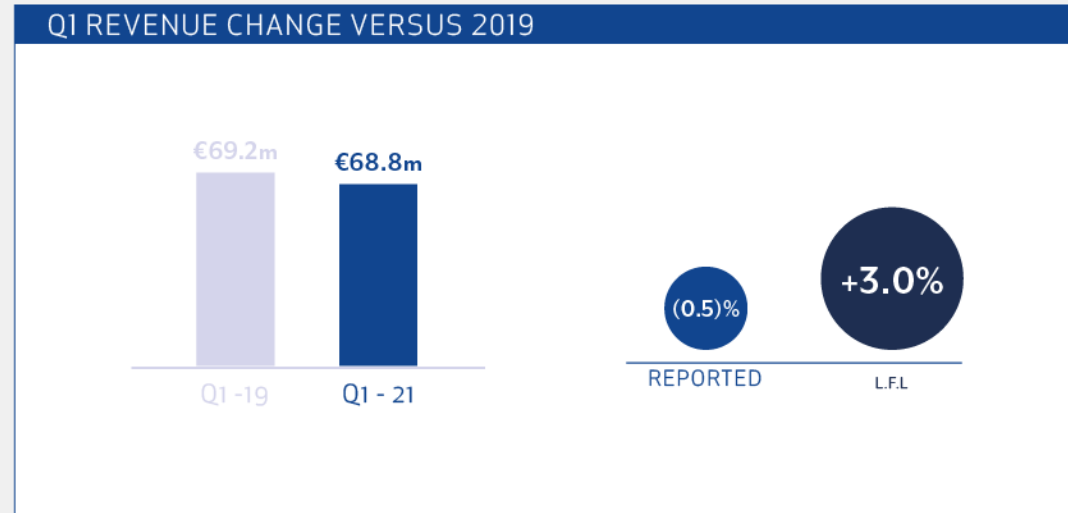
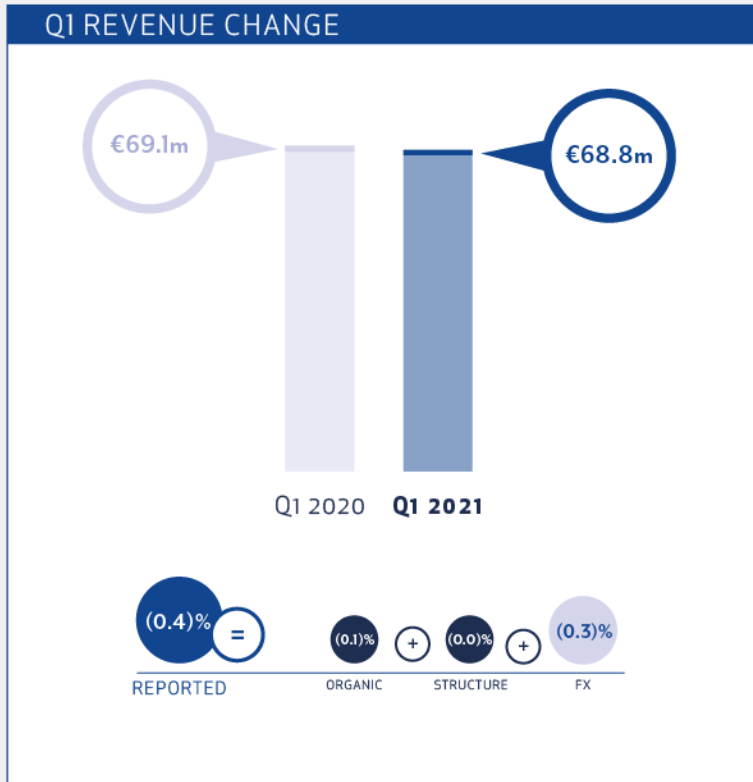
# Rebound started right after the first lockdown



# Q1 2021 Revenue up 1.0% like for like



# Q1 2021 revenue: Software & Services division

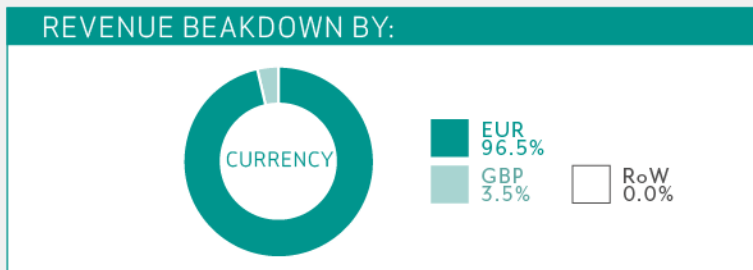
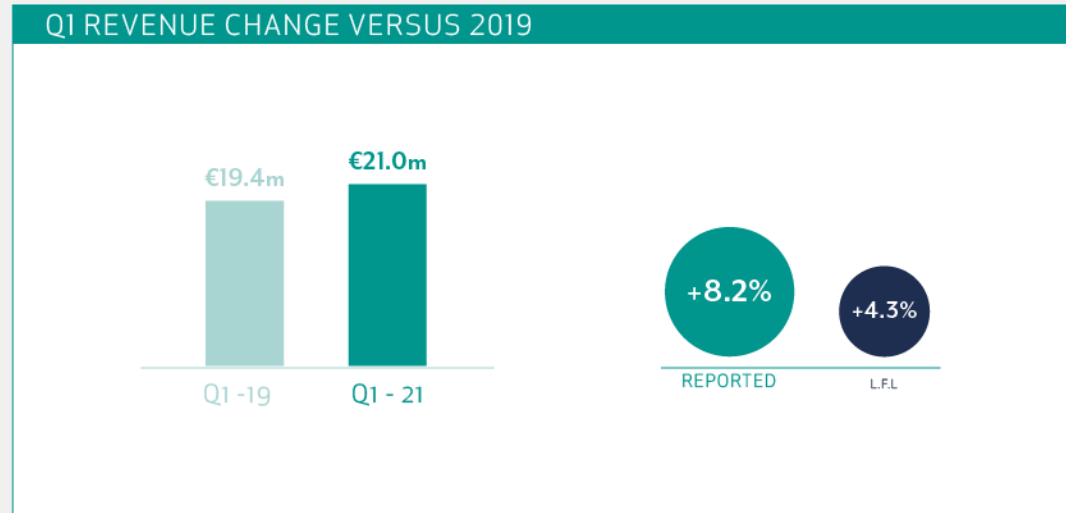
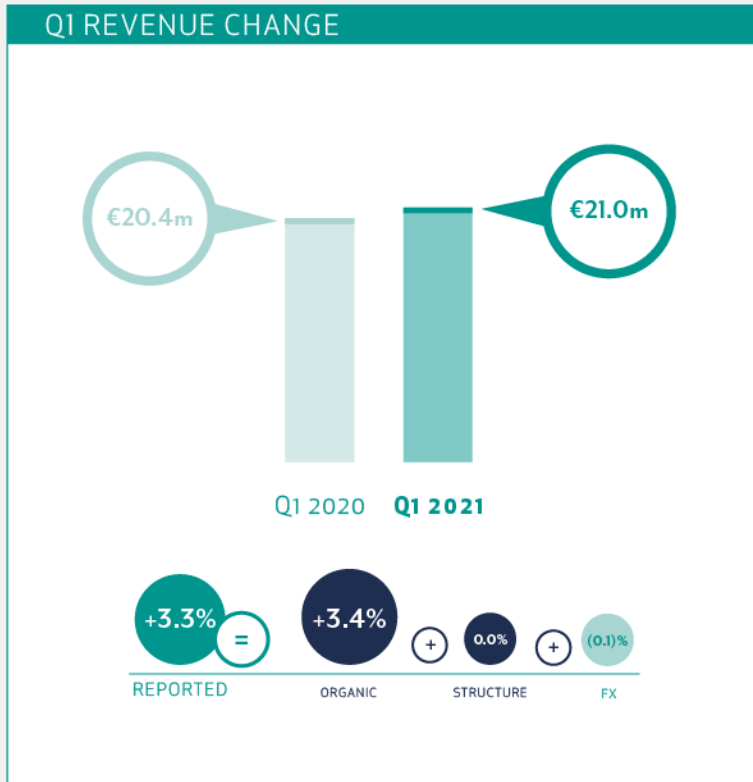


### COMMENTS

Growth in software businesses was offset by a negative base effect in computerization services for UK doctors.

- In the so-called project business, activity picked up again as the Group's technological advances were rewarded with several large new contracts.

# Q1 2021 revenue: Flow division

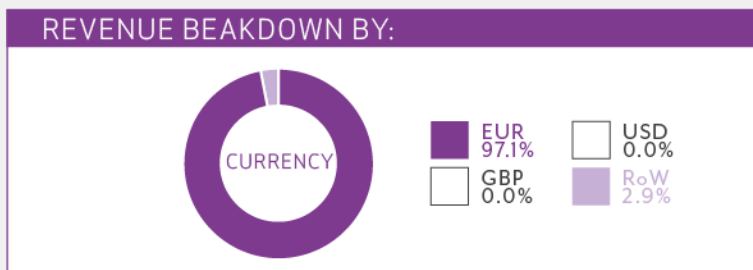
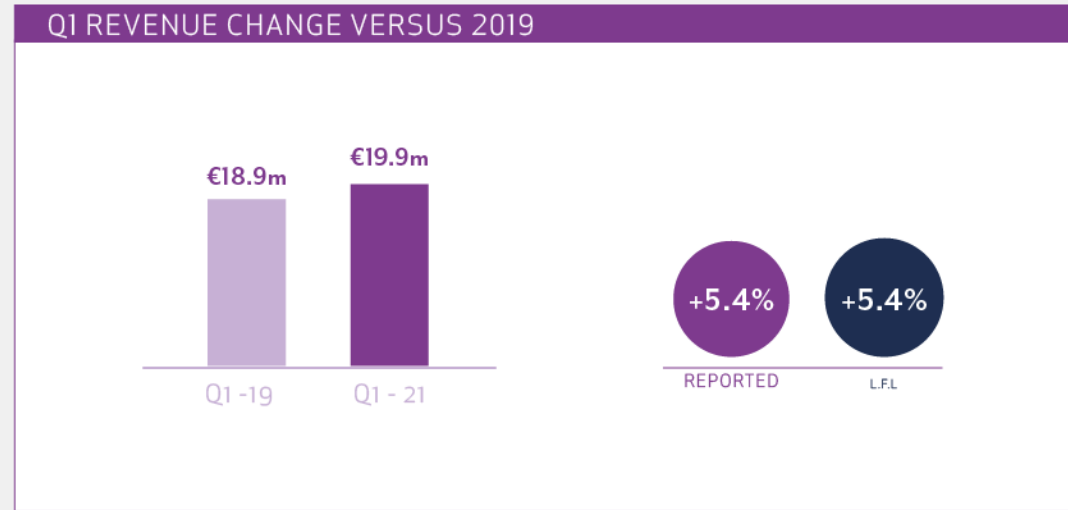
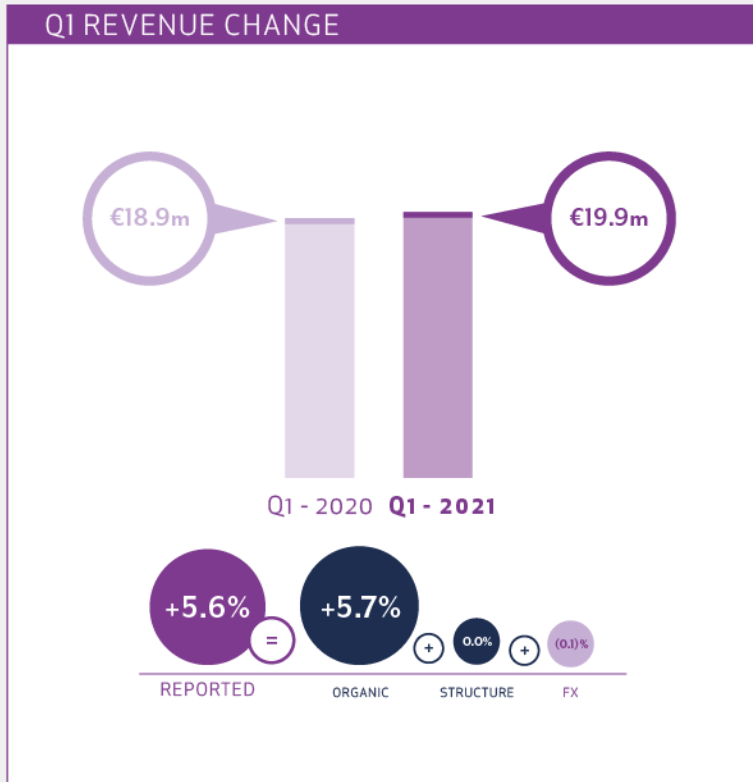


### COMMENTS

The process digitization activity grew sharply, boosted by contracts signed in Q4 2020. This growth was partially curbed by:

- International activities, with strict lockdowns in both Germany and the UK. Growth expected in H2 ;
- Health flows, since French people avoid medical care during periods of Covid-19 restrictions

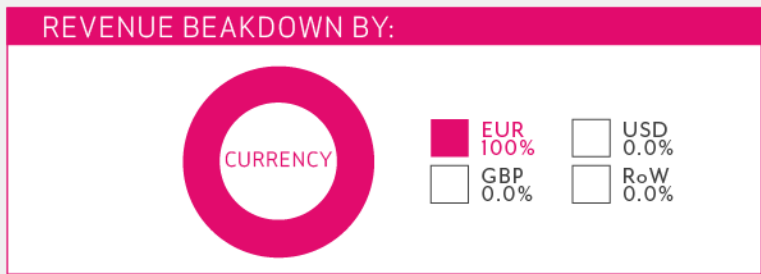
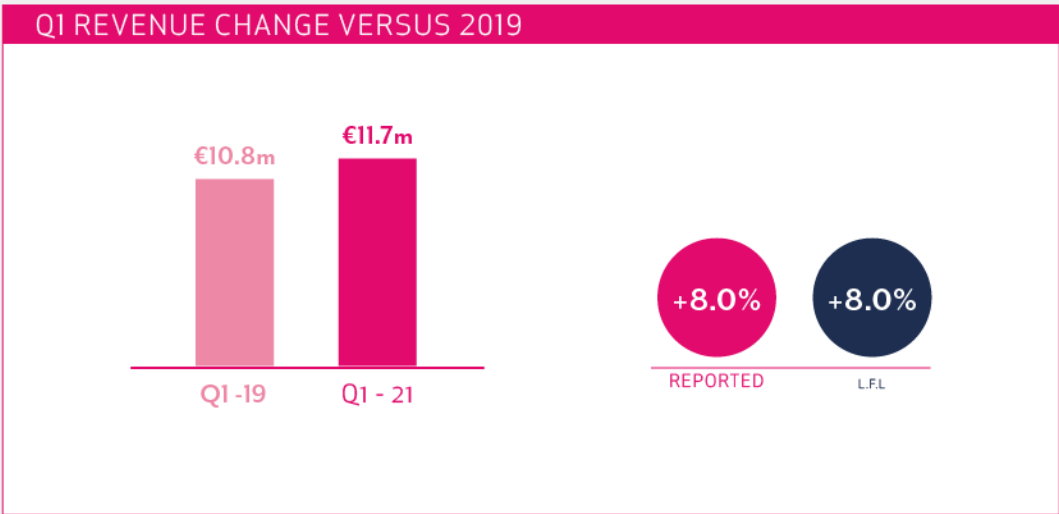
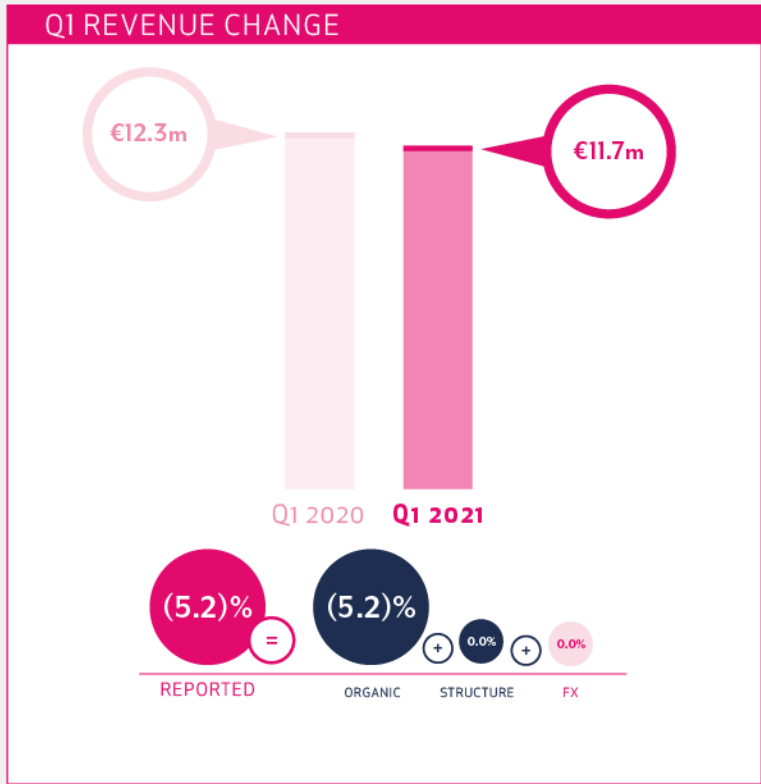
# Q1 2021 revenue: Data & Marketing division



### COMMENTS

- Data activities experienced strong growth as a result of the pandemic.
- The pharmacy advertising business in France continues to recover.

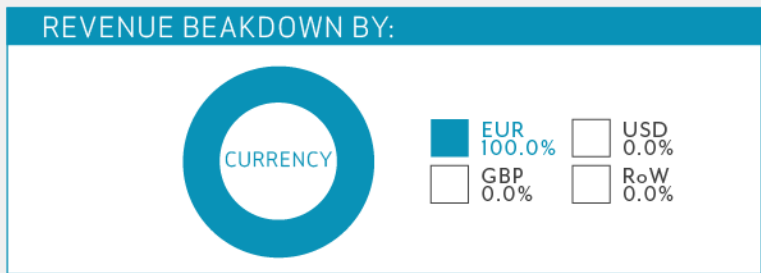
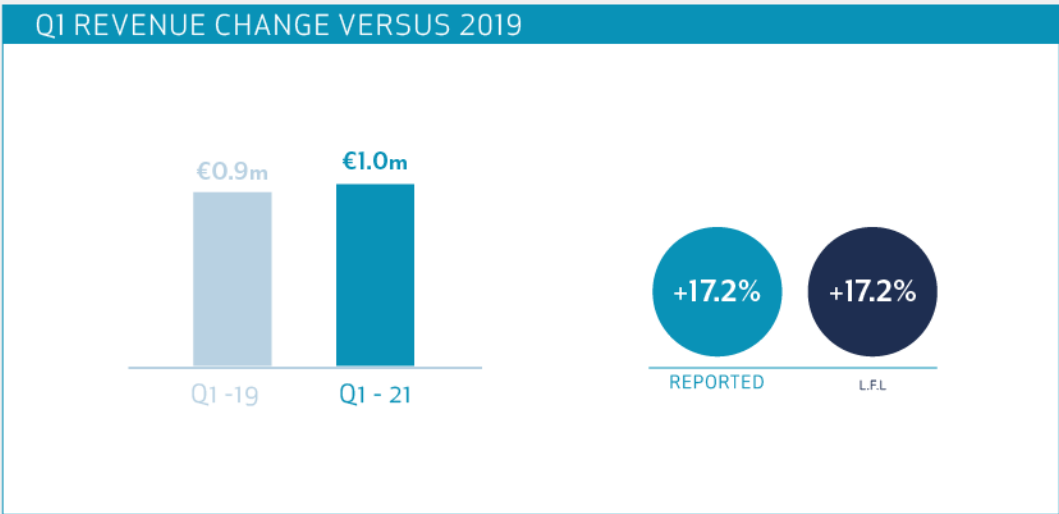
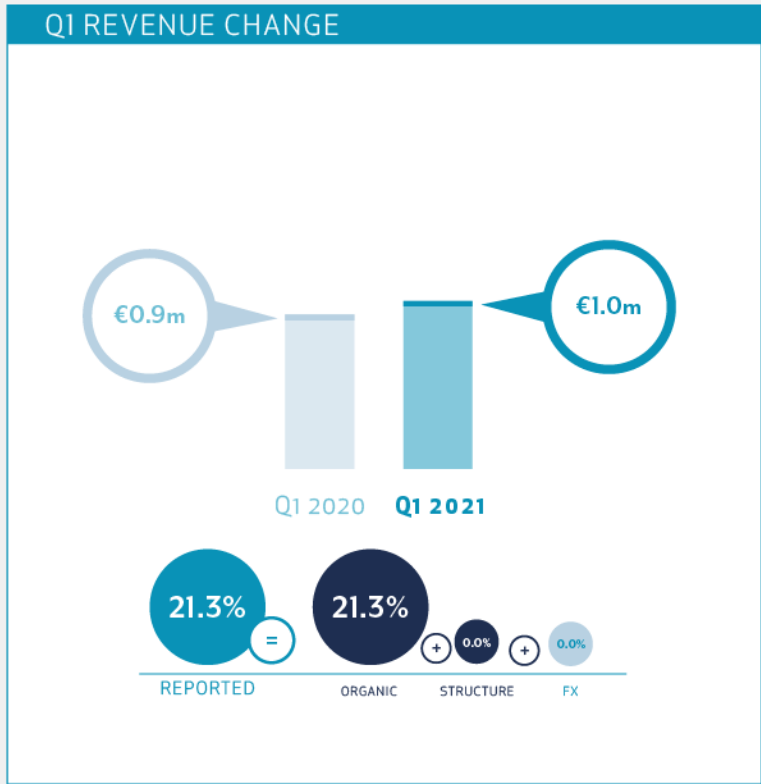




### COMMENTS

This business, which includes a large share of outsourced management services for health insurance companies and mutuals, was hard hit as French people delayed or avoided medical care because of the Covid-19 pandemic.

# Q1 2021 revenue: Corporate & others division



### COMMENTS

No comments

Q1 2021  
Performance

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**REVENUE**  
**+1% LFL**

FY 2021  
Revenue Growth

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**LFL**  
**C. +2.0%**

FY 2021  
Recurring  
Operating Income

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**C. +4.0%**

# CEGEDIM'S EQUITY STORY

We are unlocking the massive potential of the Group by creating synergies between our different offerings

We are uniquely positioned to drive digitalization of the economy

Strong market position

Strong recurring revenue base

Stable customer base

Focus on free cash flow

A unique integrated healthcare ecosystem

All products in SaaS format

A refocused Group

Solid business model

Innovation is our Motto

Long-standing shareholder support

Entrepreneurial culture

# FY 2021 Financial agenda

June 17

**SHAREHOLDERS'  
MEETING**

July 27

after the market closes

**Q2 2021  
REVENUES**

September 16

after the market closes

**H1 2021  
EARNINGS**

October 28

after the market closes

**Q3 2021  
REVENUES**



# Addendum

Q1 2021 Revenue

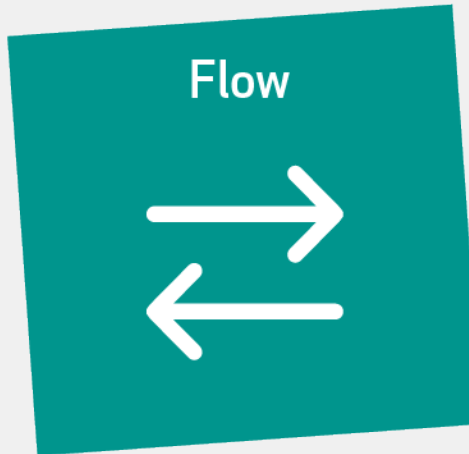
# Q1-2021 Revenue: Sector / Division comparison

2020			
In € million	Health Insurance, HR & e-services	Healthcare Professionals	Total
Software & Services	32.6	36.2	68.8
Flow	21.0	0.0	21.0
Data & Marketing	19.9	0.0	19.9
BPO	11.7	0.0	11.7
Corporate & others	0.0	0.0	1.0
Cegedim	85.2	36.2	122.5

# Breakdown of business by activities

**56%**  
of FY 2020 revenue

Licenses, SaaS, internet services and maintenance, integration, hosting for healthcare professionals in France, Spain, the UK, Belgium, Italy, and Romania, health insurance companies in France and the UK and HR departments in France.



**17%**  
of FY 2020 revenue

Digitalization of processes and invoices in healthcare and other sectors in France, the UK and Germany.

**10%**  
of FY 2020 revenue

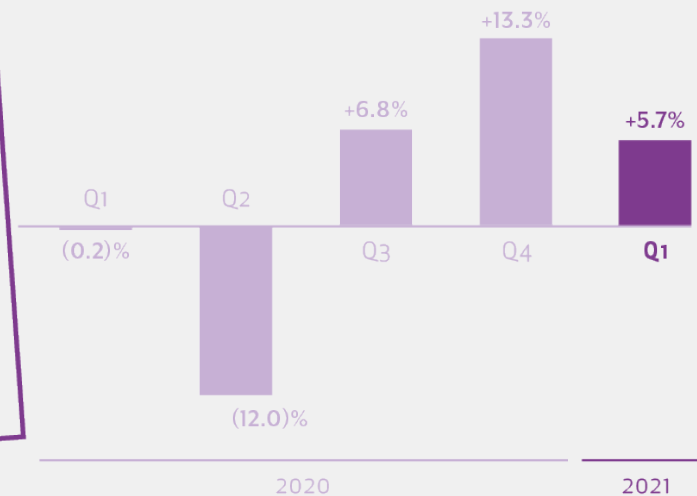
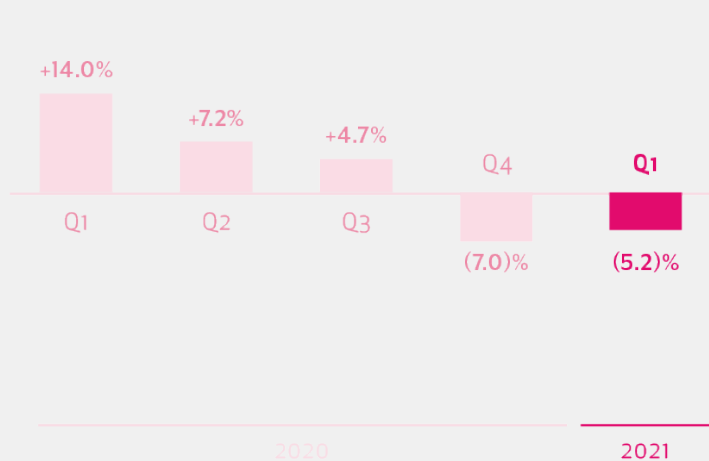
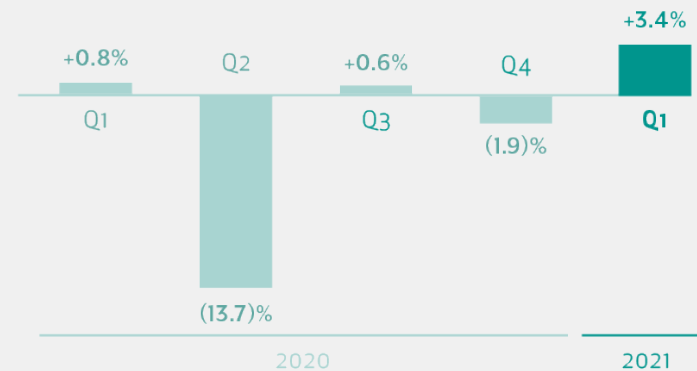
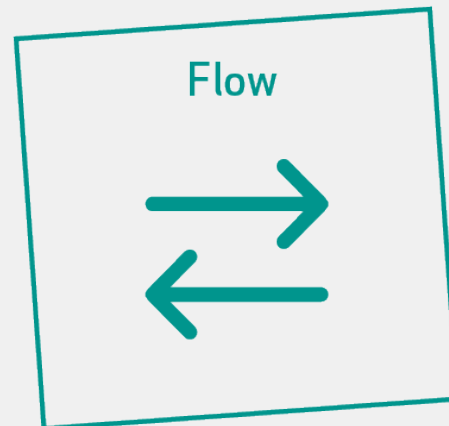
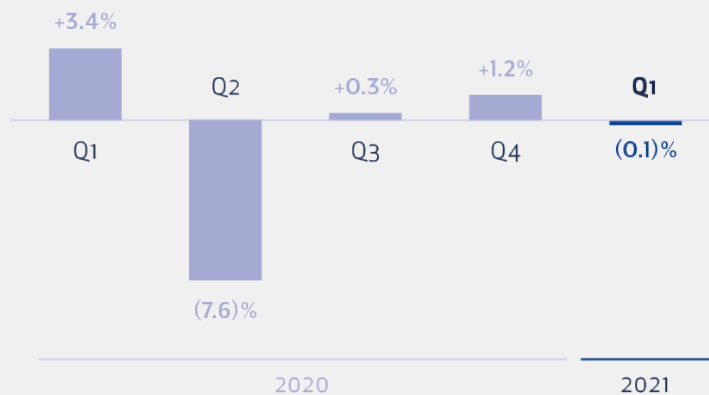
Business process outsourcing for health insurance companies, mainly claims processing, and HR departments in France, with offshore centers in Romania and Morocco.



**16%**  
of FY 2020 revenue

European Health database used by health authorities, governments, healthcare professionals, and pharma companies in Germany, France, Italy, Spain, Romania, and the UK. Digital and print marketing at pharmacies in France. Digital marketing for French doctors.

# Revenue: Quarterly revenue organic change





# Thank you for your attention

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