

FY 2023 REVENUE

January 25, 2024

2023





Forward-looking statements

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.

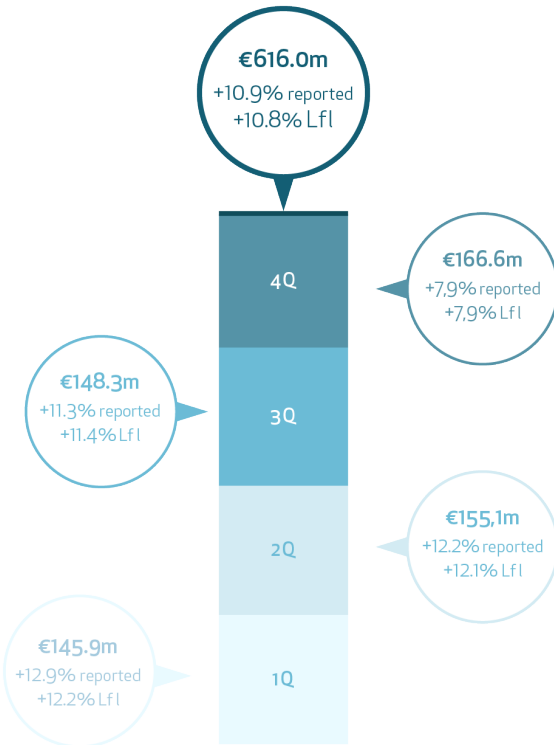
Pour plus d'informations sur les facteurs importants susceptibles d'entraîner une différence significative entre les résultats réels de la société et les attentes et hypothèses sous-jacentes, veuillez vous référer aux rapports déposés par la société auprès de l'Autorité des Marchés Financiers.

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.



Highlights 2023

2023



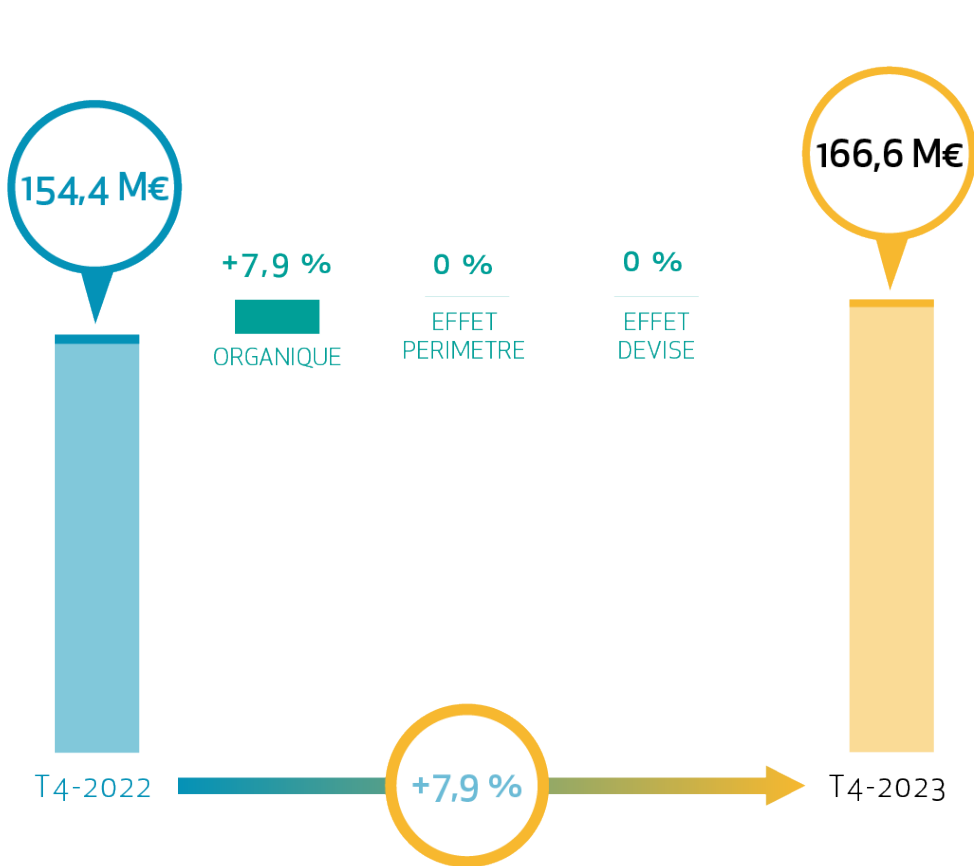
Sales

- Quarterly growth of 7.9% organically and reported
- Full-year organic growth of 10.8%%
- Each division made a positive contribution to growth in each quarter

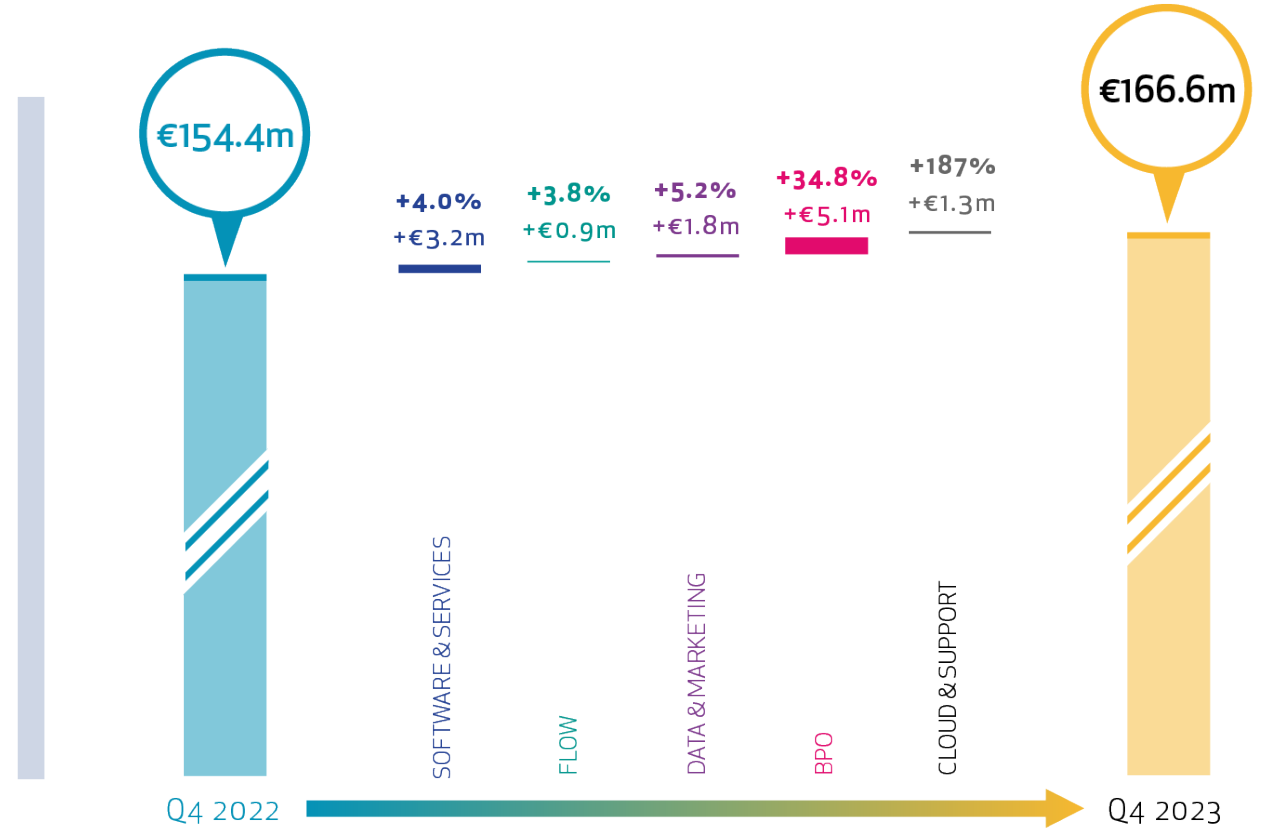


4th quarter sales

Organic growth of 7.9%.



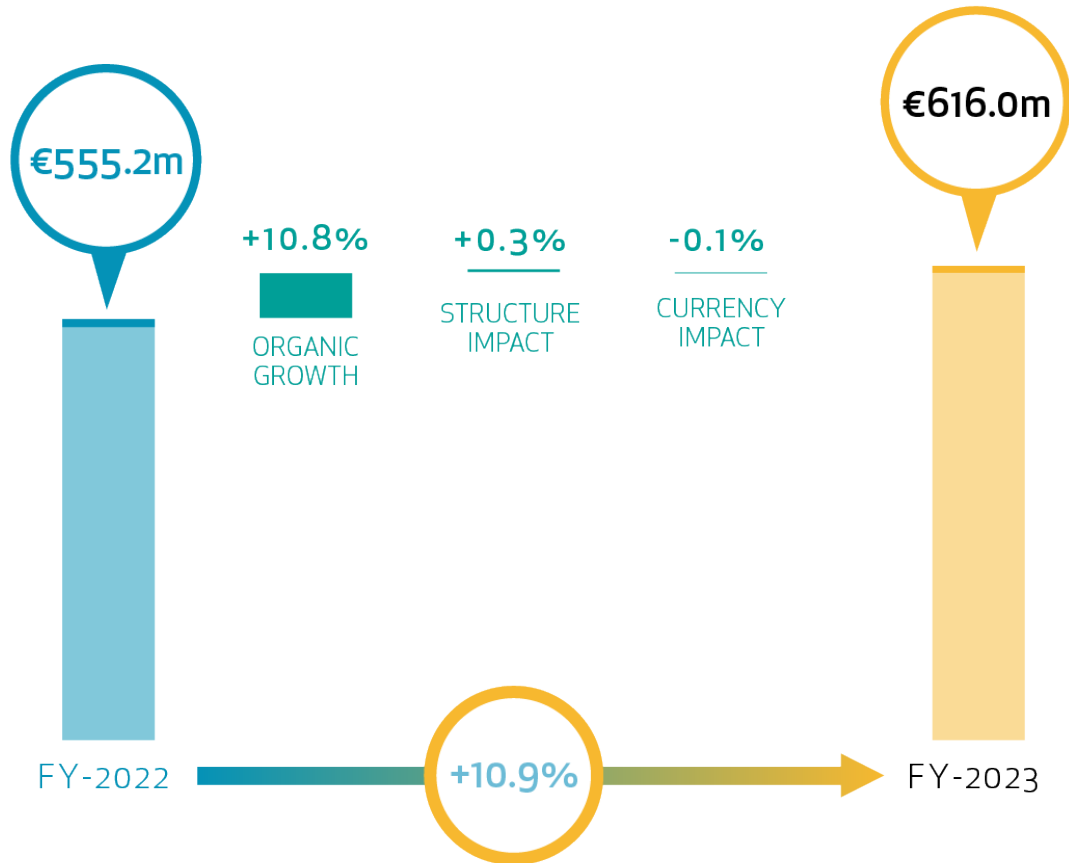
Each division contributes to growth



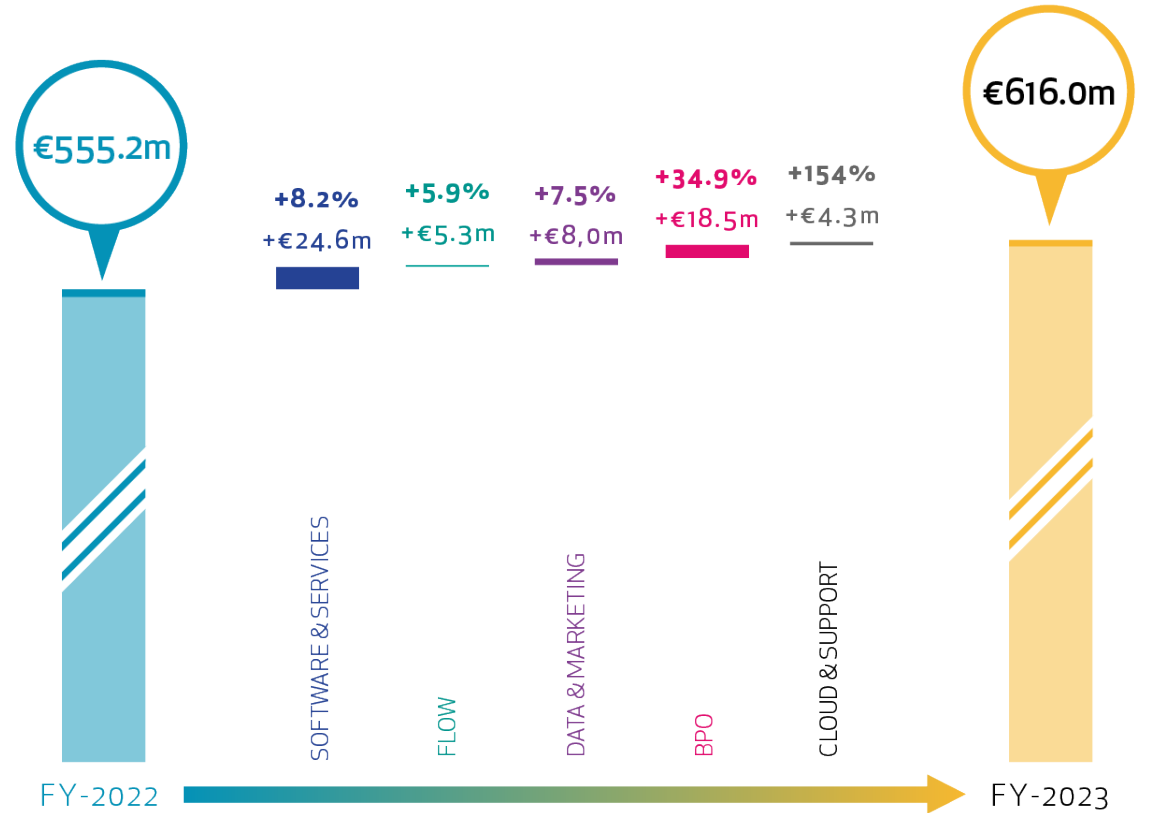


Annual sales 2023

Organic growth of 10.8%

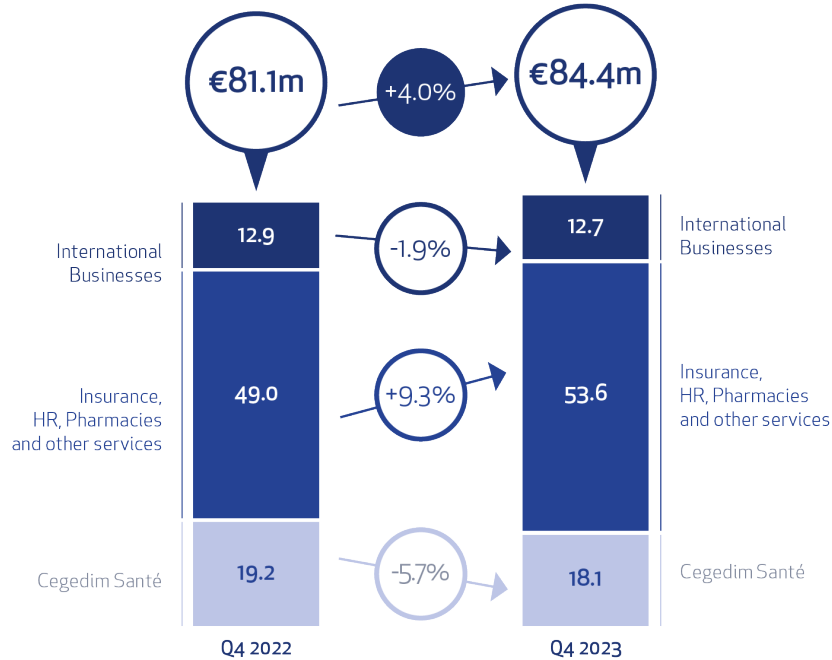


Each division contributes to growth

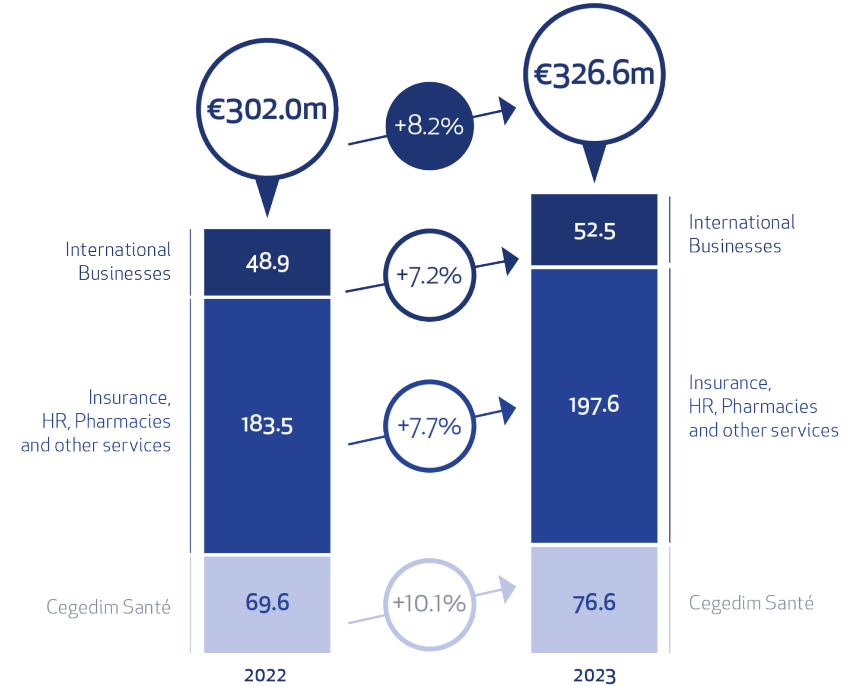




Q4 2023



FY 2023



Comments

- Cegedim Santé: the Ségur effect had a positive impact over 2023, but a negative base effect in the fourth quarter.
- Other activities in France: growth over the quarter and the year. The main contributors were HR, pharmacy software and outsourcing services. Conversely, there was a decline in health insurance projects.
- International: doctors' business in Spain was robust in 2023, while other European countries remained well oriented including pharmacists' software in the UK. Physicians in the UK down in Q4.



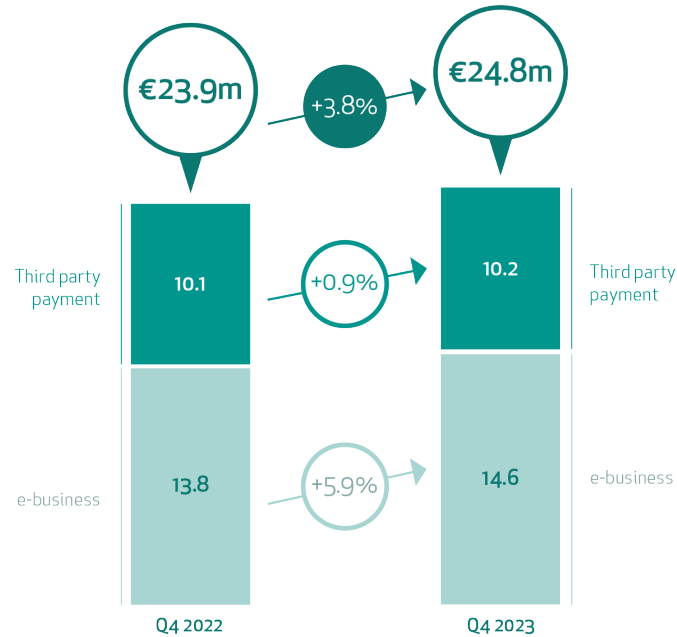
Flow

15,6%
of Group sales in 2023

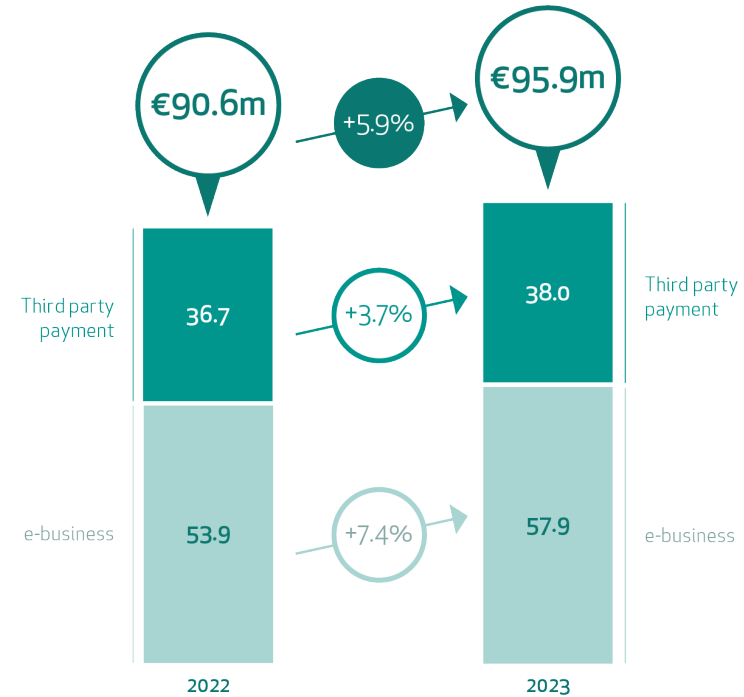
95,9M€
Sales

+5,9%
+5,3 M€
Organic
+6,0%

Q4 2023



FY 2023



Comments

- Process digitalization and the exchange of electronic data flows continue to make progress. Both French and International activities contributed to the growth.
- Third-party payment has grown in line with the increase in healthcare expenditure in France.



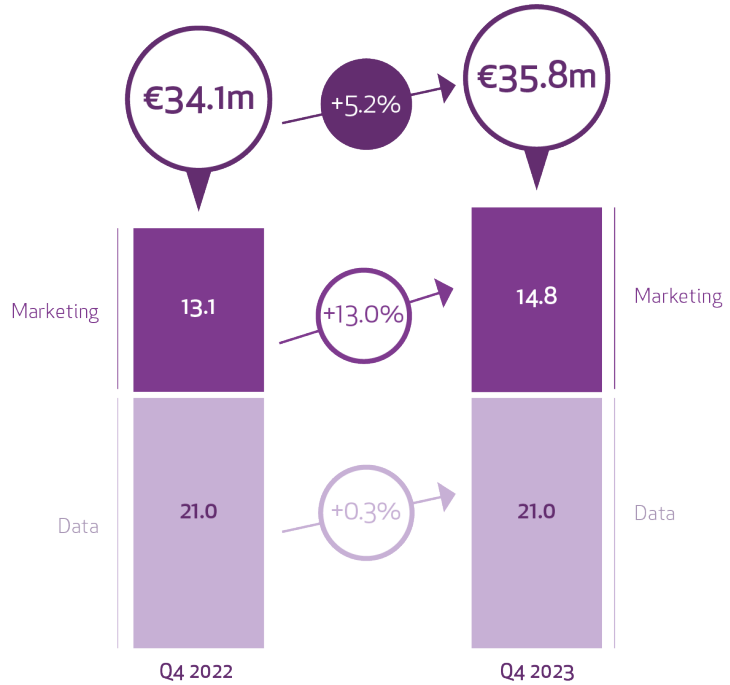
Data & marketing

18,6%
of Group sales in 2023

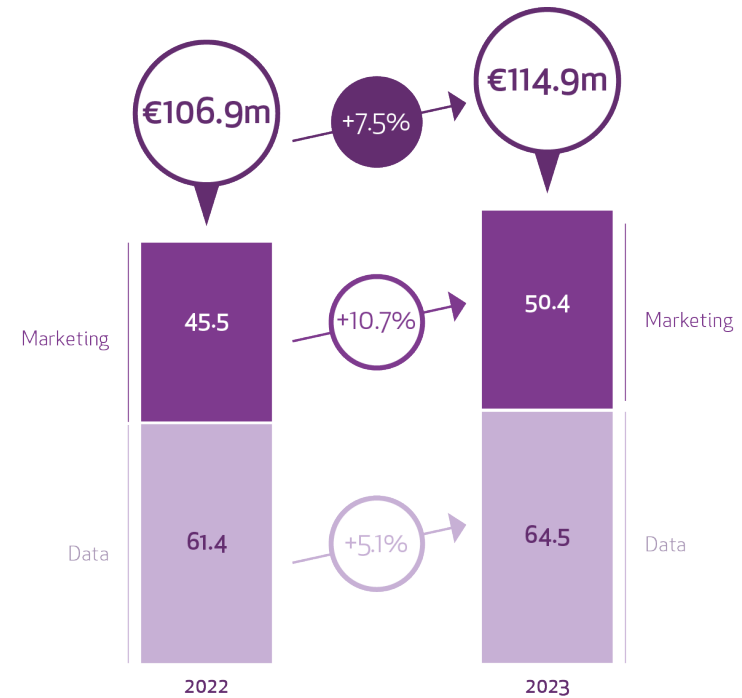
114,9M€
Sales

+7,5%
+8,0 M€
Organic
+7,0%

Q4 2023



FY 2023



Comments

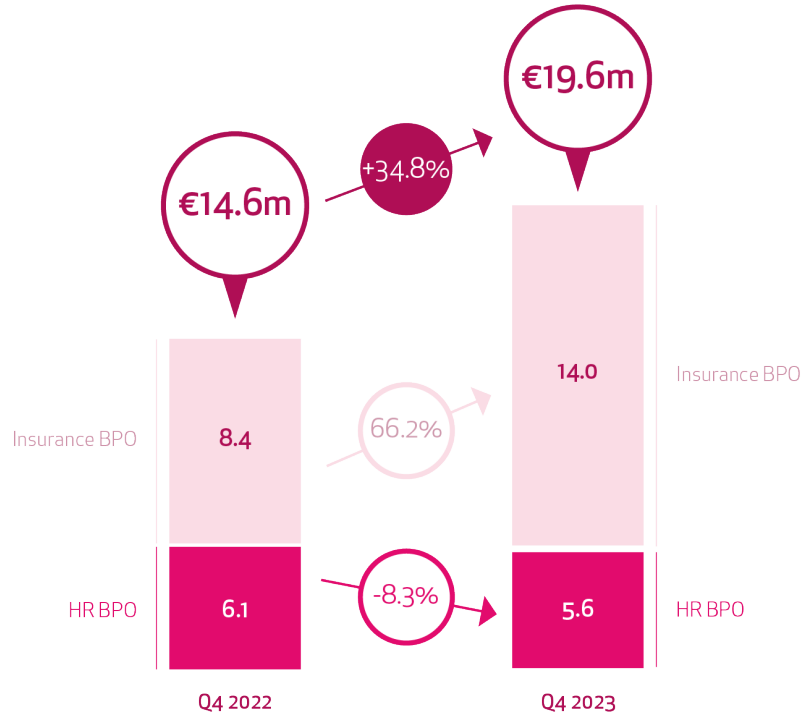
- The Data business grew by 4.3% on an organic basis and by 5.1% on a reported basis (full-year integration effect of Clinityx).
- Marketing activities (mainly non-recurring) posted a fourth-quarter increase of 13%, driven by communications services for pharmacies.



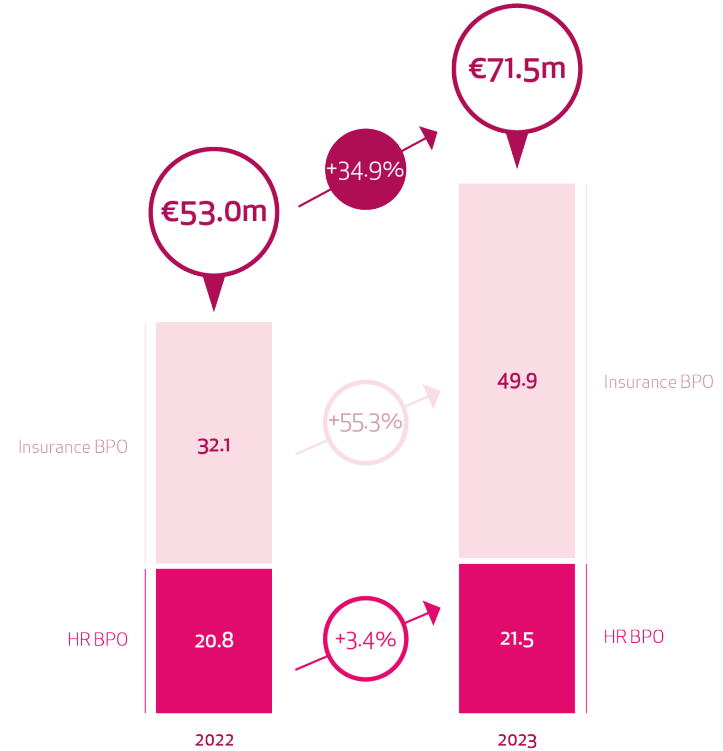
+34,9%
+18,5M€

Organic
+34,9%

Q4 2023



FY 2023



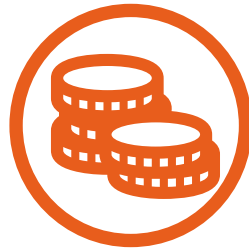
Comments

- The Insurance BPO business is growing very strongly due to the start of the Allianz contract on April 1, 2023.
- The HR BPO business was positive over the year, but was penalized by a negative base effect in the 4th quarter.



Outlook

2023



Recurring operating
income 2023



2024



Sales 2024

**Growth range
5% to 8%**

*Based on information available at the date of publication.
Lastly, the Group is not releasing any earnings estimates or landing forecasts.*



2024 agenda financier

27 march

After market close

Annual results

2024

28 march

SFAF meeting

2024

25 april

After market close

Q1 Sales

2024

14 june

Annual Shareholders' Meeting

2024

25 july

After market close

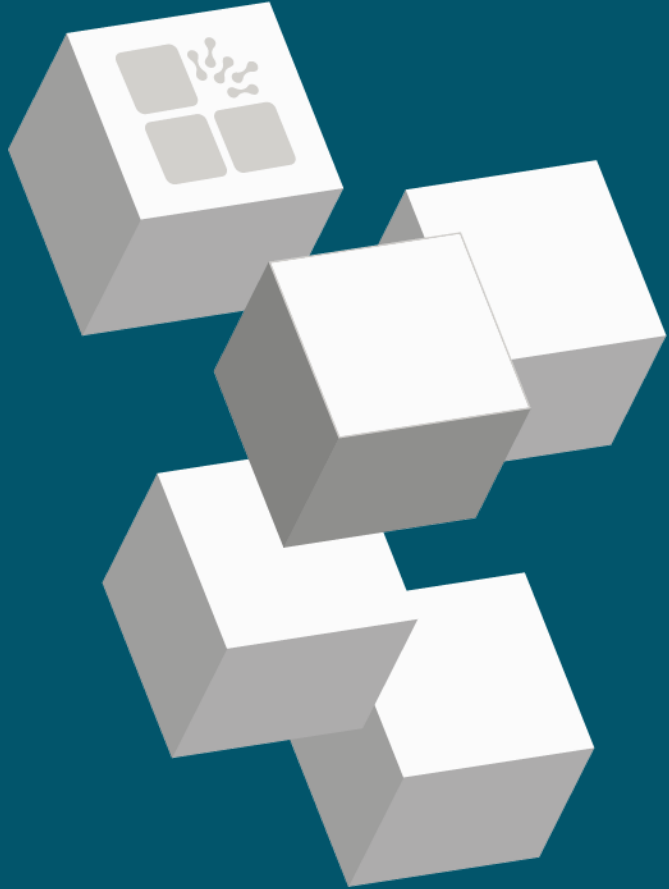
H1 Sales

2024

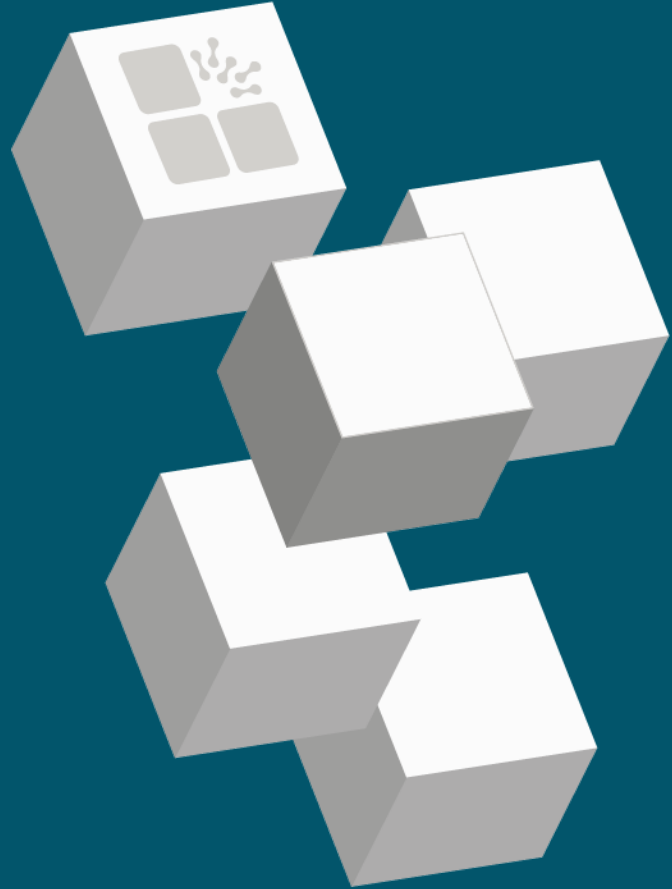
26 september

H1 results

2024



Q & A



Appendices: 2023 sales



Full-year 2023 sales– Per quarter

• FY 2023

<i>in million euros</i>	Q1	Q2	Q3	Q4	Total
Software & services	80,4	81,1	80,7	84,4	326,6
Flow	24,8	23,4	22,9	24,8	95,9
Data & marketing	24,6	30,3	24,1	35,8	114,9
BPO	14,4	18,4	19,0	19,6	71,5
Cloud & support	1,6	1,9	1,6	2,0	2,8
Group sales	145,9	155,1	148,3	166,6	616,0

• FY 2022

<i>in million euros</i>	Q1	Q2	Q3	Q4	Total
Software & services	71,2	74,4	75,2	81,1	302,0
Flow	22,6	22,6	21,5	23,9	90,6
Data & marketing	22,5	27,6	22,8	34,1	106,9
BPO	12,3	13,1	13,0	14,6	53,0
Cloud & support	0,7	0,7	0,8	0,7	2,8
Group sales	129,2	138,3	133,3	154,4	555,2



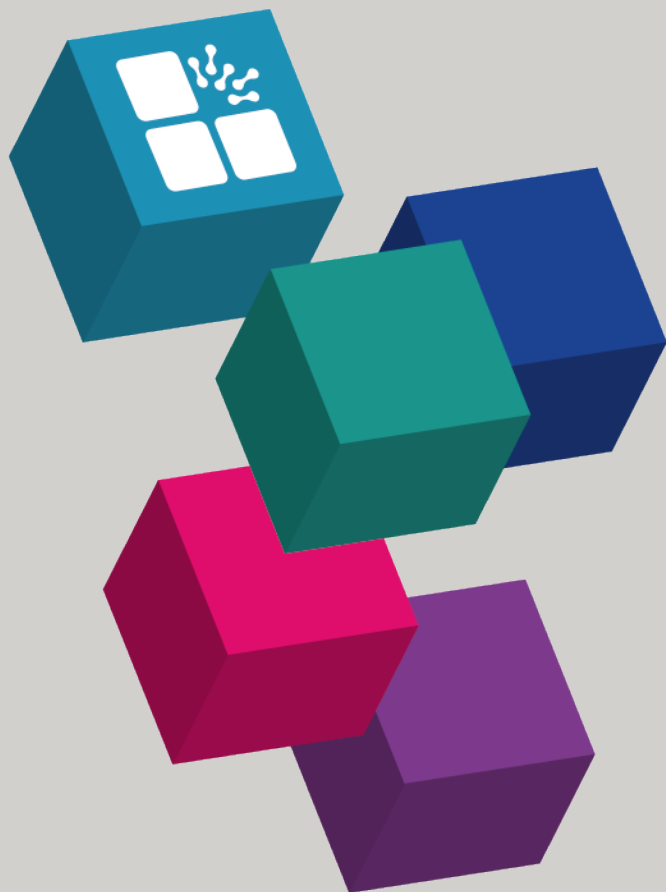
Full-year 2023 sales - per Division

en millions d'euros	Fourth quarter		Change Q4 2023 / 2022		Full Year		Change 2023 / 2022	
	2023	2022	Reported	Like-for-like	2023	2022	Reported	Like-for-like
Cegedim Santé	18,1	19,2	-5,7 %	-5,7 %	76,6	69,6	10,1 %	8,6 %
Insurance, HR, Pharmacies and other services	53,6	49,0	9,3 %	9,3 %	197,6	183,5	7,7 %	7,6 %
International business	12,7	12,9	-1,9 %	-1,9 %	52,5	48,9	7,2 %	8,7 %
Software & Services	84,4	81,1	4,0 %	4,0 %	326,6	302,0	8,2 %	8,0 %
e-business	14,6	13,8	5,9 %	5,9 %	57,9	53,9	7,4 %	7,5 %
Tiers party payment	10,2	10,1	0,9 %	0,9 %	38,0	36,7	3,7 %	3,7 %
Flow	24,8	23,9	3,8 %	3,8 %	95,9	90,6	5,9 %	6,0 %
Data	21,0	21,0	0,3 %	0,4 %	64,5	61,4	5,1 %	4,3 %
Marketing	14,8	13,1	13,0 %	13,0 %	50,4	45,5	10,7 %	10,7 %
Data & Marketing	35,8	34,1	5,2 %	5,2 %	114,9	106,9	7,5 %	7,0 %
Insurances BPO	14,0	8,4	66,2 %	66,2 %	49,9	32,1	55,3 %	55,3 %
HR BPO	5,6	6,1	-8,3 %	-8,3 %	21,5	20,8	3,4 %	3,4 %
BPO	19,6	14,6	34,8 %	34,8 %	71,5	53,0	34,9 %	34,9 %



Full-year 2023 sales– per geography

in % of consolidated sales	Geographical area		Currency		
	France	Outside France	Euro	GBP	Other
Software & services	83,9%	16,0 %	87,0 %	11,4 %	1,6 %
Flow	91,6%	8,4 %	94,3 %	5,7 %	0,0 %
Data & marketing	97,5%	2,5 %	97,8 %	0,0 %	2,2 %
BPO	100,0%	0,0 %	100,0 %	0,0 %	0,0 %
Cloud & support	99,8%	0,2 %	100,0 %	0,0 %	0,0 %
Cegedim	89,7%	10,3 %	91,8 %	6,9 %	1,3 %



Thank you for your attention

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Public company with share capital of 13,336,506.43€ | 137 rue d'Aguesseau 92100 Boulogne-Billancourt