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 more efficiently
Q4-2013: Key Take Aways

**FINANCIAL**

- Revenues decreased by 2.6% on a reported basis
- Revenues decreased by 0.5% on a L-f-L basis
- Revenues decreased by 0.5% YTD on L-f-L basis
- Reported on 4 divisions in order to reflect the real performance of each division

**ACHIEVEMENTS**

- CRM & Strategic Data revenue was stable on a L-f-L basis in Q4 2014
- Healthcare Professionals: weaker performance than expected
- Insurance & Services: continue to grow in Q4
- Focus maintained on improving operating leverage
- Priority still on debt reduction

Considering the level of 2013 revenue, the Group expects a margin improvement between 0 and 50 bps.
Group Revenue Evolution on L-f-L

**CRM & Strategic Data**
- Q4 Revenue: €133.2m, 0.1%
- FY Revenue: €452.8m, (3.0)%
- 50% of FY 2013 Group Revenue

**Healthcare Professionals**
- Q4 Revenue: €75.2m, (3.5)%
- FY Revenue: €288.8m, 0.4%
- 32% of FY 2013 Group Revenue

**Insurance & Services**
- Q4 Revenue: €45.3m, 2.2%
- FY Revenue: €160m, 5.8%
- 18% of FY 2013 Group Revenue

- **CRM & Strategic Data** and **Insurance & Services** divisions revenues beat expectations.
- **Healthcare Professionals** division revenues grow less than expected.
### FY 2013 Revenue Growth

#### Revenue Evolution

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>Organic</th>
<th>Structure</th>
<th>Currency</th>
<th>Reported</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Q4</strong></td>
<td>€260.9m</td>
<td>(0.5)%</td>
<td>0.1%</td>
<td>(2.2)%</td>
<td>(2.6)%</td>
<td>€254.0m</td>
</tr>
<tr>
<td><strong>FY</strong></td>
<td>€921.8m</td>
<td>(0.5)%</td>
<td>0.2%</td>
<td>(1.8)%</td>
<td>(2.1)%</td>
<td>€902.3m</td>
</tr>
</tbody>
</table>

Mainly JPY, GBP, and USD represent 75% of currency impact

Positive impact from CRM & Strategic Data and Insurance & Services offset by Healthcare Professionals decline

#### FY 2013 Revenue Breakdown

- **Activity**
  - A CRM & Strategic Data: 50%
  - B Healthcare Professionals: 32%
  - C Insurance & Services: 18%

- **Geography**
  - A France: 57%
  - B EMEA ex. France: 26%
  - C Americas: 13%
  - D APAC: 4%
For more relevant information on its divisions, **Cegedim** will now report on four divisions:

- **CRM and strategic data**, **Healthcare professionals**, **Insurance and services**
- and **Reconciliation**.

**The Reconciliation division encompasses**

- The activities the Group performs as the parent company of a listed entity (managing Group strategy, producing consolidated information and financial communications)
- The support activities provided to the three operating divisions (bookkeeping, human resources and cash management, legal assistance and marketing)

**Until now the Reconciliation division’s activities had been housed within the CRM and strategic data**

**The new distinction will help to clarify the impact that this unit has on the Group’s accounts**

<table>
<thead>
<tr>
<th>€ thousands</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>103,590</td>
<td>108,757</td>
<td>107,267</td>
<td>133,207</td>
<td>452,821</td>
</tr>
<tr>
<td>Healthcare professionals</td>
<td>71,961</td>
<td>75,673</td>
<td>66,016</td>
<td>75,194</td>
<td>288,844</td>
</tr>
<tr>
<td>Insurance and services</td>
<td>37,192</td>
<td>39,850</td>
<td>37,617</td>
<td>45,306</td>
<td>159,965</td>
</tr>
<tr>
<td>Reconciliation</td>
<td>122</td>
<td>84</td>
<td>114</td>
<td>306</td>
<td>626</td>
</tr>
<tr>
<td><strong>Group</strong></td>
<td><strong>212,865</strong></td>
<td><strong>224,363</strong></td>
<td><strong>211,014</strong></td>
<td><strong>254,013</strong></td>
<td><strong>902,256</strong></td>
</tr>
</tbody>
</table>
Business stabilized in the fourth quarter despite the Market Research activity did not achieve its target
- The Group is currently reviewing the mid-term trends for this division

Double-digit growth in Compliance activities

Strong growth for OneKey offers
- The number of users rose substantially in Europe and, to a lesser extent, in the US. User numbers in China took off late in the year, proof that Cegedim is taking the right approach to the market

The launch of new Compliance offers, CRM tools for the medical devices market, and services related to OneKey are promising sources of future growth

The Group continues to pursue its investment policy, which will soon enable Cegedim to enrich its offering of products for the medical affairs market, among other areas
Pharmacy computerization activities were hurt by:

- French pharmacists’ hesitancy to invest in a difficult economic period and in light of future release of new Group offers, and
- The completion of the electronic prescription roll-out in the UK.

The decline was partly counterbalanced by robust growth in computerization activities for doctors, physical therapists and nurses in Europe, particularly in France.

The launch of cloud solutions for use in medical centers offers promise for future growth, and the upcoming “patient portal” will allow Cegedim to enrich its offering still further.
Division revenues grew in the fourth quarter despite a demanding comparison.

Growth was driven notably by:

- **Cegedim SRH**, provider of human resources solutions, which continues to garner numerous commercial successes, resulting in double-digit growth; and

- **Cegedim e-business**, provider of electronic document solutions, which generated brisk growth owing to the ramp-up of SEPA business.

The launch of SEPA solutions is already providing promising sources of future growth, and the expansion of payment offerings will enable **Cegedim** to further enrich its range of products and services.
Innovating with Market Changes

1. CRM & Strategic Data
   - Innovate with the evolution of marketing and sales at pharma companies

2. Healthcare Professionals
   - Help healthcare reform - Transition to pay for performance

3. Insurance & Services
   - Generalization of the Third-Party Payment

Growing Markets
- Shift in Spending by Companies Size
- Emerging Countries
- MI 9
- Compliance
- Consumer Health

New Products
- Docnet
- Medical Devices
- Medical Affairs
- Compliance
- Consumer Health

New Market
- Connectivity
- e-prescription
- Simply Vital

Leading Positions
- CRM Worldwide #1
- Databases Worldwide #1
- Doctors’ Software
  - UK #2
  - Spain #1
  - Italy #1
  - Romania #1
  - France #1
  - Belgium #2
- Pharmacists’ Software
  - France #1
  - Tunisie #1
  - Romania #1
  - UK #1
- Optics, Hospital Physicians
- IT Solution
  - France #1
- Reimbursement Systems
  - France #1

Outsourced Payroll HR Management Activities
- e-business
- SEPA

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Cegedim Strives for Realistic Mid Term Targets

- Growing Markets
- New Products
- New Market
- Leading Positions

Strategy

Profitability at 2009 level

Leverage ratio of 2.0x

Market Changes
FY 2013 Outlook

Margin Improvement Target in 2013 and 2014

Barring any significant changes in market trends, the target is to achieve:

<table>
<thead>
<tr>
<th>Outlook</th>
<th>FY 2013</th>
<th>FY 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>(5%)</td>
<td>0%</td>
</tr>
<tr>
<td>CRM &amp; Strategic Data</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>Healthcare Professionals</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>Insurance &amp; Services</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Cegedim Group</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**EBIT (before special items)**

- Cegedim Group: increase in a range of 0 to +50bps, around +50bps

Significant Growth Opportunities

1. **CRM & Strategic Data**
   - Digital
   - Emerging Countries
   - Compliance

2. **Healthcare Professionals**
   - Computerization
   - Interconnectivity
   - Compliance
   - Best Practices

3. **Insurance & Services**
   - Healthcare System Efficiency
   - Payment Integrity
   - Interconnectivity
Next Event

March 10th
FY 2013 Results

Mid-March
Registration Document - Annual Financial Report included
New: Cegedim IR App

✓ Available early 2014
✓ For IOS and Android
Cegedim is a Group with Solid Foundations

✓ Diversification
In term of clients, products, client concentration, geography

✓ Industry trends favor Cegedim businesses on mid term
• Healthcare reform, transparency, pay for performance...
• Cegedim has a strong presence along the healthcare value chain

✓ Steady Business Profile
• Critical size and strong market share across divisions
• Strong liquidity position, robust cash flow generation & refinancing provides flexibility
• Long standing shareholder support and experienced management

✓ Cegedim remains committed to investments in innovation
Recognized portfolio of innovation and integrated solutions
### Revenue & Organic Growth Calculation

#### FY 2013

<table>
<thead>
<tr>
<th></th>
<th>Division 1</th>
<th>Division 2</th>
<th>Division 3</th>
<th>Division 4</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012 Revenue (a)</td>
<td>482,864</td>
<td>287,255</td>
<td>151,235</td>
<td>419</td>
<td>921,773</td>
</tr>
<tr>
<td>Impact of disposals</td>
<td>(2,018)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>(2,018)</td>
</tr>
<tr>
<td>2012 Revenue before impact of disposals</td>
<td>480,846</td>
<td>287,255</td>
<td>151,235</td>
<td>419</td>
<td>919,755</td>
</tr>
<tr>
<td>Currency impact</td>
<td>(13,817)</td>
<td>(3,219)</td>
<td>(13)</td>
<td>0</td>
<td>(17,049)</td>
</tr>
<tr>
<td>2012 Revenue at 2013 exchange rate (b)</td>
<td>467,029</td>
<td>284,035</td>
<td>151,222</td>
<td>419</td>
<td>902,705</td>
</tr>
<tr>
<td>2013 Revenue before impact of acquisitions (c)</td>
<td>452,620</td>
<td>285,115</td>
<td>159,965</td>
<td>626</td>
<td>898,325</td>
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<tr>
<td>Revenue from acquisitions</td>
<td>202</td>
<td>3,729</td>
<td>0</td>
<td>0</td>
<td>3,931</td>
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<tr>
<td>2013 Revenue</td>
<td>452,821</td>
<td>288,844</td>
<td>159,965</td>
<td>626</td>
<td>902,256</td>
</tr>
<tr>
<td>Organic growth ([c-b]/a)</td>
<td>(3.0)%</td>
<td>0.4%</td>
<td>5.8%</td>
<td>49.4%</td>
<td>(0.5)%</td>
</tr>
</tbody>
</table>

#### Q4 2013

<table>
<thead>
<tr>
<th></th>
<th>Division 1</th>
<th>Division 2</th>
<th>Division 3</th>
<th>Division 4</th>
<th>Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012 Revenue (a)</td>
<td>137,839</td>
<td>78,637</td>
<td>44,316</td>
<td>122</td>
<td>260,915</td>
</tr>
<tr>
<td>Impact of disposals</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>2012 Revenue before impact of disposals</td>
<td>137,839</td>
<td>78,637</td>
<td>44,316</td>
<td>122</td>
<td>260,915</td>
</tr>
<tr>
<td>Currency impact</td>
<td>(4,856)</td>
<td>(790)</td>
<td>(2)</td>
<td>0</td>
<td>(5,649)</td>
</tr>
<tr>
<td>2012 Revenue at 2013 exchange rate (b)</td>
<td>132,983</td>
<td>77,847</td>
<td>44,306</td>
<td>122</td>
<td>255,267</td>
</tr>
<tr>
<td>2013 Revenue before impact of acquisitions (c)</td>
<td>133,188</td>
<td>75,064</td>
<td>44,314</td>
<td>306</td>
<td>253,864</td>
</tr>
<tr>
<td>Revenue from acquisitions</td>
<td>20</td>
<td>130</td>
<td>0</td>
<td>0</td>
<td>150</td>
</tr>
<tr>
<td>2013 Revenue</td>
<td>133,207</td>
<td>75,194</td>
<td>45,306</td>
<td>306</td>
<td>254,013</td>
</tr>
<tr>
<td>Organic growth ([c-b]/a)</td>
<td>0.1%</td>
<td>(3.5)%</td>
<td>2.2%</td>
<td>150.6%</td>
<td>(0.5)%</td>
</tr>
</tbody>
</table>
We welcome your questions and comments

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Head of Investor Relations

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