SAFE HARBOR STATEMENT

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’.
OUR TODAY JOURNEY WILL TAKE US TO:
BUSINESS MODEL TRANSFORMATION PLAN:
Investing in Innovation

Capitalized R&D:
- H1 17: €23m increased by 21% compared to H1 16: €22m increased by 42%.

The Group considers to sell its Cegidisea and Lundamart businesses.

Portfolio Management

Acquisitions:
- Action
- Nightingale
- Futuremedia
- B.E.M
- Adaptive apps

Divestments:
- CRM and Strategic Data
- Cegidisea

Results

GROUP REVENUE:
- H1 16: +3.6%
- H1 17: +6.4%

EBITDA MARGIN:
- H1 16: 12.9%
- H1 17: 14.4%

Business Model Transformation

SaaS
Digital
BPO
INTRODUCTION

LAURENT LABRUNE
Managing Director
FROM A
Business model transformation plan

TO AN
Integrated connected, full-service Cloud-digital suite

CEGEDIM IS NOT JUST CREATING NEW PRODUCTS AND SERVICES; WE HELP SHAPING THE NEW DIGITAL HEALTHCARE ECOSYSTEM
KEY TREND IN HEALTHCARE

JAN ERYK UMIASTOWSKI
KEY FACTS TO KNOW!
GLOBAL HEALTHCARE SPEND

2015
$7.0 TRILLION

2020
$8.7 TRILLION

+24% RISING COST

Source: Deloitte, 2017 Global Health Care Outlook, Making progress against persistent challenges
GLOBAL HEALTHCARE SPEND

MOSTLY STABLE IN TERM OF % OF GDP

10.4%  10.5%

2015  % OF GDP ON HEALTHCARE  2020

Source: Deloitte, 2017 Global Health Care Outlook, Making progress against persistent challenges
HEALTHCARE SPEND GROWTH BY REGION

Source: Deloitte, 2017 Global Health Care Outlook, Making progress against persistent challenges
RISING DEMAND AND ASSOCIATED SPENDING ARE FUELED BY

- Rapidly Aging Population
- World Population over 60 between 2015 and 2050

Life Expectancy Increase per year till 2020

(2) Deloitte, 2017 Global Health Care Outlook, Making progress against persistent challenges
Rising demand and associated spending are fueled by growing prevalence of chronic diseases.

% of chronic diseases in global diseases:
- 45% in 2001
- 57% in 2020

RISING DEMAND AND ASSOCIATED SPENDING ARE FUELED BY INCREASING PATIENT ENGAGEMENT

73%
2015
WELLNESS MANAGEMENT

60%
2017

40%
2017
HEALTH CONDITION MANAGEMENT

27%
2015

DIGITAL HEALTH APPS BY CATEGORY 2017

RISING DEMAND AND ASSOCIATED SPENDING ARE FUELED BY INNOVATION

Healthcare technology is advancing quickly and is transforming care delivery and health administration.
The world is becoming more and more connected.

- 63%: % traffic from wireless and mobile devices of total IP traffic by 2021

- 5BN: Unique mobile phone subscribers worldwide

- 310M: Wearable devices sold worldwide in 2017

- 47%: Of the world population is using the Internet

Source:
(3) Gartner Says Worldwide Wearable Device Sales to Grow 17 Percent in 2017
The global healthcare cloud computing market is segmented on the basis of application, service

Source: https://www.marketsandmarkets.com/PressReleases/cloud-computing-healthcare.asp
Interrelated

Aging Population

Growing Prevalence of Chronic Diseases

Innovation

Increasing Patient Engagement

Example: The aging trend will also drive the need to palliative care and the treatment of chronic condition such as cancer, diabetes and dementia, which require significant resources and long-term commitment on the part of both patient and healthcare system.
Connected ecosystem is the future of healthcare

All these forces are pointing toward an ever-more complex and interconnected health and care environment.

Consumer and clinician expectations are also changing at a rapid pace alongside technology change, creating a perfect storm of healthcare transformation.

Reduce costs
Improve outcomes
<table>
<thead>
<tr>
<th>CONNECTED ECOSYSTEM IS THE FUTURE OF HEALTHCARE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COST REDUCTION THROUGH</strong></td>
</tr>
<tr>
<td>- Interoperability of medical devices</td>
</tr>
<tr>
<td>- Improved caregiver coordination</td>
</tr>
<tr>
<td>- Adoption of EHR</td>
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<tr>
<td>- Improved administrative efficiency</td>
</tr>
<tr>
<td>- Optimized reimbursement</td>
</tr>
<tr>
<td>- Fight against fraud</td>
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<tr>
<td><strong>ENHANCED QUALITY OF CARE</strong></td>
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<tr>
<td>- Reduce medical error</td>
</tr>
<tr>
<td>- Improved patient engagement</td>
</tr>
<tr>
<td>- Caregivers take more informed decision</td>
</tr>
<tr>
<td>- Treat rural patient from distance medical location</td>
</tr>
<tr>
<td>- Improve diagnosis and treatment prevention</td>
</tr>
</tbody>
</table>
CONNECTED HEALTHCARE ECOSYSTEM

PROVIDERS
- Healthcare Providers
- Hospitals
- Ancillary medical services
- ACOs
- Home care

PATIENT

PAYERS
- Government
- Private

OVERSIGHT
- Law
- Regulatory Bodies
- Patient Safety
- Quality Improvement
ESSENTIAL PART OF A CONNECTED ECOSYSTEM: DATA

TO BE SUCCESSFUL IN THIS NEW PARADIGM, HEALTHCARE ORGANIZATIONS MUST BE ABLE TO LEVERAGE DATA TO DRIVE

- BETTER MEDICAL OUTCOMES
- IMPROVE THE PATIENT EXPERIENCE
- CREATE COST EFFICIENCIES
ESSENTIAL PART OF A CONNECTED ECOSYSTEM: SECURITY

TRUST IS CRITICAL TO CONNECTED CARE GIVEN THE OFTEN-SENSITIVE NATURE OF THE DATA INVOLVED

50% GERMAN HEALTHCARE PROFESSIONALS THAT SEE PRIVACY AND SECURITY CONCERNS AS A TOP BARRIER TO THE ADOPTION OF CONNECTED CARE TECHNOLOGY

DATA MUST BE ALWAYS PROTECTED:

DURING STORAGE AND TRANSFER

Source: https://www.weforum.org/agenda/2016/09/which-countries-are-the-best-and-least-prepared-for-tomorrow-s-health-threats/
LEGAL ASPECT

REGULATORY FRAMEWORKS HAVE NOT EVOLVED AT THE SAME SPEED THAN TECHNOLOGY

LEGAL LIABILITY MIGHT RESULT FROM HEALTH DIGITALIZATION

For example, if a reading signals that the patient is experiencing a clinically significant event which requires an intervention, is the physician liable for malpractice if he doesn’t act on that information?
**REIMAGINING AND RECONFIGURING ECONOMIC INCENTIVES**

| **VALUE BASED PAYMENT** | - Healthcare organizations rewarded for doing the right thing at the right time to support their patients' health  
|                         | - Payment based on best practices  
|                         | - Outcome-related reimbursement of treatments - based on real-life data |
| **EMERGING FINANCIAL MODELS** | - Connected and virtual care need a clear compensation structure  
|                            | - Evidence-based medicine |
EVERY SPACE OF HEALTH IS TRANSFORMING

DIGITAL CARE TRANSFORMATION AND THE CONNECTED ECOSYSTEM ENABLE **NEW MODELS OF CARE DELIVERY** THAT FOCUS ON

- PREVENTION
- WELLNESS
- PERSONALIZED THERAPIES
- REMOTE PATIENT MONITORING

TO IMPROVE THE HEALTH OF POPULATIONS, WHILE MINIMIZING COST
REMOTE PATIENT MONITORING

CARE DELIVERY PLATFORMS WILL BE INSTRUMENTAL FOR ENGAGING PATIENTS IN THEIR OWN CARE AND DELIVERING REMOTE MONITORING SERVICES TO A LARGE NUMBER OF PEOPLE IN A COST EFFICIENT WAY

Care delivery platforms are software solutions that enables the remote delivery of healthcare services and allow care efforts to be coordinated between patients, various professional caregivers and other stakeholders such as the patients' family.
REVENUES FROM REMOTE PATIENT MONITORING

$7.5 BN 2016

+33.8% CAGR

= 32.4 BN 2021

Patients worldwide remotely monitored

2016: 7.1M
2021: 50.2M
+47.9% CAGR

Source: https://iotbusinessnews.com/2017/02/08/82058-berg-insight-says-7-1-million-patients-worldwide-remotely-monitored/
MHealth(1) strong growth inside RPM(2)

Source:
(1) mHealth connectivity solutions, care delivery platforms and mHealth care programs
(2) RPM: Remote Patient Monitoring
RISING MARKET ACCEPTANCE

TRANSFORMATION IN HEALTHCARE ALREADY BEGUN, DRIVEN BY TECHNOLOGY INNOVATION AND CHANGES IN HEALTHCARE ORGANIZATION

THE MARKET IS READY TO EMBRACE DIGITAL CONNECTED HEALTH
WE ARE ALREADY SEEING EVIDENCE

$36bn

Saved worldwide through the remote monitoring of patients with chronic disease (1)

1/3

Of French people think that, in some cases, a remote consultation can be a substitute for going to the doctor (2)

50%

Of GP would be interested in using connected objects as part of their professional practice (3)

Source: (1) Juniper research; (1) TNS Sofres; (3) Imago research study
WE ARE ALREADY SEEING EVIDENCE

OF HEALTHCARE PROFESSIONALS ARE 'DIGITAL NATIVES' (1)

PHYSICIANS WILL LIKELY FACE PRESSURE IN THE NEAR FUTURE FROM MILLENNIALS WHO EXPRESS STRONG INTEREST IN USING TECHNOLOGIES TO CONNECT WITH THEIR PRIMARY CARE PHYSICIANS

Source: (1) LBi Health; (2) McKinsey & Company, Debuking common myths about healthcare consumerism, Dec. 2015
Many patients have already taken steps in this direction

Today’s healthcare consumers have come to expect the same informative and action-oriented online experiences in healthcare that they find in other industries.

According to an Accenture survey, it is at least somewhat important to be able to:

- Book, change or cancel appointment online: 82%
- Receive reminders: 76%
- Refill prescriptions: 73%
- Access their medical records electronically: 81%
- Communicate via secure email with providers: 69%

Source: Accenture, survey done in Australia, Brazil, Canada, England, France, Germany, Singapore, Spain, and US.
# Trends Driving & Shaping Healthcare

## Drivers
- Rising Costs
- Worker Shortage
- Payment Reform
- Patient Engagement
- Internet & Mobile Usage
- A New Generation of Physicians

## Shapers
- Rapidly Aging Population
- Chronic Disease
- Home Care
- Wellness
- Telehealth
- Privacy & Security

## Drivers & Shapers
- Telehealth
- Digital Health Tools

[cegedim]
L’AVENIR, TU N’AS PAS À LE PRÉVOIR MAIS À LE PERMETTRE
AS FOR THE FUTURE, YOUR TASK IS NOT TO FORESEE IT, BUT TO ENABLE IT
ANTOINE DE SAINT-EXUPÉRY, CITADELLE
CEGEDIM A UNIQUE DIGITAL CONNECTED HEALTHCARE ECOSYSTEM

- +178,000 doctor workstations
- 120,000 companies connected to its network
- 20,000 pharmacies
- SRH +350,000 workers managed daily
- 43M policyholders
- 44,000 paramedics

PATIENT

DOCTORS

E-BUSINESS

PARAMEDICAL STAFF

PAYERS

PHARMACISTS
Patient Data & Sales Data

Bibliothèque Nationale de France (BNF). The National Library of France is the country’s largest and one of the largest in the world, with over 40 million books.

(1) Patient Data & Sales Data
(2) Bibliothèque Nationale de France (BNF). The National Library of France is the country’s largest and one of the largest in the world, with over 40 million books.
Examples of innovative connections across healthcare ecosystems

David Syr, Jérôme Matha, Christian-Eric Mauffre, Guy Taieb, Eric Jarousse, Olivier Hua,
Workshop session
Arnault Billy, Philippe Simon, Olivier Rouas
GERS DATA

David Syr
Operations Manager
GERS DATA

From Prescription to Fulfillment
Continuously reinventing DATA usage
GERS DATA

Centered on the patient
Patient data anonymized in a transparent manner
Gain insight into prescriber behavior, patient course of care, and the pharmacist’s role, while respecting rules for proper usage.

Speak the same language:

- Healthcare professionals
- Learned societies
- Health industry
- Health authorities
  - (CEPS, CNAMTS, DSS, DREES, DGS, etc.)

Innovative visuals:
Yesterday and, unfortunately, still today
## Smart Data: some key figures for 2016

<table>
<thead>
<tr>
<th>Category</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Patients</td>
<td>3,000,000</td>
</tr>
<tr>
<td>EMR consultations</td>
<td>13 million</td>
</tr>
<tr>
<td>Total consultations</td>
<td>22 million</td>
</tr>
<tr>
<td>Medical procedures</td>
<td>19 million</td>
</tr>
<tr>
<td>Patients</td>
<td>8,776</td>
</tr>
<tr>
<td>EMR consultations</td>
<td>22,000</td>
</tr>
<tr>
<td>Total consultations</td>
<td>34,000</td>
</tr>
<tr>
<td>Patients</td>
<td>22,198</td>
</tr>
<tr>
<td>EMR consultations</td>
<td>66,000</td>
</tr>
<tr>
<td>Total consultations</td>
<td>100,000</td>
</tr>
<tr>
<td>Patients</td>
<td>33,017</td>
</tr>
<tr>
<td>EMR consultations</td>
<td>107,000</td>
</tr>
<tr>
<td>Total consultations</td>
<td>150,000</td>
</tr>
</tbody>
</table>
GERS DATA

The key to the pharmacy
A unique understanding of the pharmacy ecosystem

100% of medications in town, at the hospital, and – most importantly – at 100% of pharmacies

We identify
100% of prescribers
100% of care facilities
A unique understanding of pharmacies
FROM INDIVIDUAL BEHAVIORS TO SECTOR TRENDS
FROM PINPOINTS TO INDUSTRY ANALYSIS
SMART RX

Jérôme Matha
Managing Director of Smart Rx
Keep pace with a changing market

Smart Rx Officine

Smart Rx Groupement
Simplified Software Offering

3 guiding principles:
✓ Openness
✓ Security
✓ Simplicity
Pharmacy groups have different needs

What matters to groups
✓ Purchasing
✓ Sales
✓ Services for Patients / Consumers
✓ Services for members
SMART RX, a core Cegedim business, a one-stop shop for pharmacy groups

The right organization
✓ Development
✓ Technical expertise
✓ Dedicated sales force
Groupe CEIDO

Christian-Eric Mauffré,
President of CEIDO Santé pharmacists group
A bigger picture for Pharmacy Retail in France....
French Pharmacy Retail
Drugs Key facts

- **COMMUNITY PHARMACY (22000)**
  - Average Turn Over: 1.5M €

- **WHOLESALEERS (7)**
  - 57.3%

- **HOSPITAL**
  - 27.8%

- **PHARMA LABS (280)**
  - 57.9%

- **CAPITAL CONTROL**
  - DRUG DELIVERY MONOPOLE
  - LICENCE REGULATION
French Retail Key figures

Margin: 9.35 Billion

5.25 Billion Margin
On Rx Drugs

2.5 Billion Margin = Fees

New Services Fees

4.1 Billion
for the rest of the business

New areas:
OTC, Parapharmaceutical, Services
Preparing the retail in a disruptive world, CEIDO develops innovation capabilities to ensure progress.

- **TERRITORIAL UNIT**
  - Management entity and business leverage
  - Average Size €3.5M Turnover growth 3.5% (France 0.5%)

- **COLLABORATIVE APPROACH**
  - Pharmacists involved in businesses trough digital tools

- **HEALTHCARE CENTER**
  - A new way to face oriented customer relation for tomorrow
Pharmacy Network Issues for Tomorrow

Pharmacy Business OS+, the operating leverage for Pharmacy Business.
A building partnership for pharmacy business OS+

FROM SALES REPORT TO DATA INTELLIGENCE
• Building a brand new ECOSYSTEM for Pharmacy

CREATING DATA WITH ADDED VALUE
• Supply chain / Stock Management
• Trade / Sell out orientation
• Retail productivity
• Team performance analysis

A NEW FOCUS ON CUSTOMER
• Customer behaviour
• Treatment adherence improvement
• Link between digital and physical retail
FUTURAMEDIA

Guy Taieb
Director of Futuramedia
I. FuturaMedia Group

1. What we do
2. Key figures
3. Products

II. The Digital Pharmacy

1. Our vision of the Digital Pharmacy
2. Cegedim and the Digital Pharmacy
FUTURAMEDIA GROUP
Develop digital communication solutions for all of Cegedim Group’s BUs

Install digital communication solutions for independent and group pharmacies (system leasing revenue)

4 installation teams with more than a decade of experience

Manage digital communication solutions, customer service and maintenance (system maintenance revenue)

100 service technicians in the field available within 24-48h

FuturaMedia Group buys, installs, inspects, and repairs digital screens (turnkey solution), and also provides consulting on communication tools
For c-Media (media sales)

- **2,000** of France’s largest pharmacies equipped (revenues of €3m-€70m)
- **8,000** screens installed
  - 7,300 Indoor
  - 700 Outdoor
- **4,000** customer service visits per year (handled within 24-48h)
For Futuramedia group (excl. media sales)

- **8,000** pharmacies with the potential for screens in France
- Potential to install **16,000** screens in those pharmacies

TARGETING PHARMACIES WITH THE BIGGEST POTENTIAL

- **8,000** pharmacies under leasing revenue model
  - **80%** FUTURAMEDIA Group
  - **20%** Total 10,000 pharmacies

- **50%** Total 10,000 pharmacies
  - **50%** Value of sales
  - **€5.2 billion** OTC / HBW*
  - **€2.5 billion** *
Digital media installations
Digital merchandising

SHELF DISPLAYS

DIGITAL ENDCAP

DIGITAL ARCHWAY

TRANSPARENT SCREENS

BEACONS

DIRECTIONAL SOUND

APPLICATIONS

© cegedim 2017
Digital communication installation

- TOUCH-SCREEN TABLET
- VIDEO SURVEILLANCE
- LED DISPLAYS
- LED CROSS OUTDOOR SIGNAGE

STORE SHELF BtoC
- MON RAYON BÉBÉ
- RUBRIQUES
- PROMOS
- DRUGS
- DISPOSABLES
- ETIQUETTES

PHARMACY STORE SHELF BtoB

© cegedim 2017
THE DIGITAL PHARMACY
What is the Digital Pharmacy?

- An **exciting** point of sale
- A point of sale that uses **digital installations** to effectively showcase products
- A point of sale tailored to the patient: 
  \[\text{data} = \text{loyalty} + \text{personalized offers and advice}\]
- A point of sale available at any time: 
  product and ordering availability

→ **A SPECIAL RELATIONSHIP BETWEEN**

**PHARMACISTS AND THEIR CLIENTS**
A full range of digital products and services for every healthcare professional

WE COVER THE ENTIRE HEALTHCARE UNIVERSE VALUE CHAIN

- Pharmacy mgt. software
- Product database
- Appt. scheduling tool
- Communication tool
- Data & statistics tool

- Practice mgt. software
- Product database
- Appt. scheduling tool
- Upcoming: Communication tool

- Individual and group pharmacies
- Doctors / Medical centers / Health facilities

- Consumers

- Pharma & HBW companies

© cegedim 2017
Strategic leadership positions in the healthcare market

WE COVER THE ENTIRE HEALTHCARE UNIVERSE VALUE CHAIN

Cegedim: unrivalled leadership

© cegedim 2017
Our interconnected offerings allow us to meet the needs of every player in the health ecosystem.

WE COVER THE ENTIRE HEALTHCARE UNIVERSE VALUE CHAIN
QUESTIONS
Thank you for your attention
TELEMEDICINE

Eric Jarrousse
Vice-President of Cegedim Healthcare Software
MEDICAL DEMOGRAPHICS IN 2017
In 45 departments, the general population is rising but the number of doctors is falling (departments in pink at right).
• Rising population, but 88,886 GPs in 2016, 88,137 GPs in 2017.

• Result: the distance patients must travel to see a GP is growing, especially for seniors.
GOVERNMENT PLANS AND LAWS IN 2018
The “regional access to care” plan

• Starting in November, the size of fragile areas eligible for conventional assistance will be expanded (the percentage of the population covered will rise from 7% to 18%) → doctors will travel to low-density areas: “consultation avancée” arrangements will let specialists work part-time in low-density areas.

• The plan will encourage flexible retirement (work+retirement) by raising the annual income threshold from €11,500 to €40,000 (above which an additional pension contribution is required). The number of doctors choosing flexible retirement is expected to rise from 18,000 today to 35,000 by 2025.

• The plan will encourage the development of telemedicine by subsidizing equipment investments (office equipment, for example) up to €28,000 per institution or coordinated care facility (multidisciplinary health facility, health clinic). Loans granted using regional development funds (fonds d’intervention régional, FIR) will be doubled next year to €18 million.
Telemedicine in the 2018 Social Security Financing Act

- Accelerated reporting of new procedures for reimbursement: no more than 1 year to report procedures performed by a team as part of innovative organizations that combine multiple independent healthcare professionals (e.g. doctors and nurses), particularly in fragile areas.

- Article 35: assist innovative organizations led by professionals. This measure aims to exempt innovative organizations from the financing rules in the general law, and from certain rules governing the organization of care services. One goal is to encourage more healthcare professionals to offer their services in vulnerable areas and medical deserts.

- Article 36: cover telemedicine. Outline the terms for allowing reimbursement under the general law by the state health insurance scheme of remote doctor visits and tele-expertise.

- Nicolas Revel has said he wants collective bargaining with health sector workers to begin in December 2017.
GROUP TELEMEDICINE STRATEGY
In 2018, we will:

• Install **video conferencing for doctor visits in medical deserts** as part of the Healphi project

• Increase integration of **IoT health devices**: in practices (practice management software) and in homes, through an official partnership with Visiomed

• Give patients direct access to **video chat with their doctor via DocAvenue**

• Offer **video chat services in pharmacies** available 24/7
Medical desert: diagram

The patient lives in an area where there are no more doctors.

A nurse helps the patient in person, the doctor is remote.
Target and Project Description

• Deploy and manage telemedicine solutions in medical deserts
• Remote visit – nurse, patient, and remote doctor:
  – The patient makes an appointment with the nurse (by phone or DocAvenue)
  – The nurse makes an appointment with an available doctor or the patient’s usual doctor
  – The doctor reserves a slot for video consultation in his MLM diary
  – The patient goes either to an office provided by local authorities or a nursing home
  – The nurse assists the patient, takes measurements and performs the examination under the direction of the doctor, who is present via the video consultation session
    • Connected otoscope: image transmitted via the video channel
    • Connected stethoscope: sound transmitted
    • Other connected devices (BP, blood glucose, oximeter, etc.)
    • Notes and measurements recorded in MLM
  – The doctor writes up his consultation and prescriptions in MLM; the nurse prints the signed order and hands it to the patient
  – The doctor creates the Billing Sheet and the nurse completes the process using Cegedim’s new “Carte Vitale desynchronization” technology
  – The patient pays for the visit (e-business components)

This program was approved by the ARS Centre-Val de Loire health authority on October 23, 2017.
Solution developed for AXA Spain:

- Video consultation and document exchange, AXA side and patient side
Before end-2017

• POC #1: connected pack for the medical practice
• POC #3: ambulatory BP diagnosis at patient’s home (BP Holter) 2018
• POC #2: tele-home-monitoring for chronic diseases

Cegedim and Visiomed Group ratchet up their collaboration

Rolling out telemedicine on a large scale as a response to medical deserts and population ageing

Boulogne-Billancourt, July 11, 2017

Cegedim, an innovative technology and services company, announces that it is forming a strategic technology partnership with Visiomed Group, which specializes in next-generation medical electronics and connected health solutions. This agreement will make it possible to launch products and services that will help Cegedim’s healthcare professional clients take advantage of emerging medical IoT technologies and, in addition, roll out remote consultation and monitoring systems to track patients with chronic illnesses.
OUR STRENGTHS
Cegedim is a major player in important projects that are changing e-health:

- e-carte vitale with CNAM (France’s national health insurance scheme)
- PEM2D, electronic prescriptions – the first doctors in three test regions have already been equipped
- TSN digital health plan and interoperability (only software publisher present in 3 of the 5 regions picked in 2015 by the Ministries of Health and Industry)

Cegedim has a continuous innovation mindset; examples include:

- The Healphi project for medical deserts, for which we developed a module for Carte Vitale desynchronization (a major first in this market).
- The first e-prescription sent via CNAM servers was generated using Cegedim practice management software on October 23, 2017.

© Cegedim 2017
VISIONMED GROUP

Olivier Hua
CEO Group & CEO BewellConnect Corp USA
A unique end-to-end health platform providing a complete medical monitoring via multiple gateways

High-end digital healthcare services

Comprehensive suite of smart health devices
Recent awareness of the healthcare system led to a drastic change in behavior of all health stakeholders.

As a technology pioneer in connected health putting patient at the center, BewellConnect is disrupting the ecosystem through innovation while addressing new market needs.
10 million patients will be using telehealth services globally by 2018.

Increasing incidences of chronic conditions and rising demand for self-care are boosting telehealth market.

Telehealth enables a reduction of 54% in hospital days, 32% in hospital admissions and $2,000 savings per year per patient.

86% of patients conduct a health-related search before scheduling a doctor's appointment.

39% of patients self-medicate due to a lack of time.

Telehealth is the answer to the shortage of healthcare infrastructure in remote and isolated communities.

North America currently dominates the global telemedicine market. The Asia-Pacific region will experience lucrative growth through 2025.

Global telemedicine market is expected to reach $113.1bn by 2025.

Sources: IHS Technology, Tower Watson, Foley & Lardner, Frost & Sullivan.

DECEMBRE 11, 2017
REMOTE PATIENT MONITORING IMPROVES ACCESS TO HEALTHCARE

A BETTER QUALITY OF CARE

Remote Patient Monitoring (RPM) technologies enable patient monitoring outside of conventional clinical settings.

RPM uses digital technologies to collect health data from an individual in one location and digitally transmit that information securely to a health system in a different location.

RPM devices particularly target chronic diseases such as diabetes, cardiovascular conditions and cancer.

Collected data include vital signs, weight, heart rate, pulse and blood pressure.

7.1m people are remotely monitored worldwide.
RPM market grew by 44% in 2016.
RPM might save c.$200bn across all conditions over the next 25 years, mainly by managing chronic care in the US.
RPM can reduce costs for elder care in rural areas by 25%.
In the USA, healthcare spend amounts to 18% of GDP.
RPM devices market expected to reach $1.9bn by 2025.
North America accounts for c.40% of RPM devices market.

KEY DRIVERS OF THE RPM MARKET

Expanding aging population.
Escalating hospital-based treatment costs.
IOT-driven device connectivity & technological advancements.
Readmission penalty on hospitals.
Measures to cut healthcare expenditures.
Prevalence of chronic diseases.

Source: MedDevice
DECEMBRE 11, 2017
BEWELLCONNECT, AN ECOSYSTEM OF DEVICES AND SERVICES ENHANCING CARE COORDINATION

B2B2C and B2C devices and services
Medical devices and services to track health and activity through an easy-to-use app

- MyThermo
- MyECG
- MyGluco
- MyCoach
- MyTensi
- MyTens
- MyOxy
- MyScale

...connected to a single application: BW Connect

Cloud-based data storage solutions compliant with all local standards

B2B solutions
Professional telemedicine and health remote monitoring solutions

- MyHealthBox
- Visiocheck
- MyGluco
- MyECG
- MyThermo
- MyCoach
- MyTensi
- MyTens
- MyOxy
- MyScale

Professional telemedicine and health remote monitoring solutions

- Medical grade devices...
- Trusted & secured health data
- MONITOR
- EVALUATE
- IMMEDIATE CARE
- DECEMBRE 11, 2017

Professional telemedicine and health remote monitoring solutions

- DECEMBRE 11, 2017

- Medical devices and services to track health and activity through an easy-to-use app

- B2B solutions

- Professional telemedicine and health remote monitoring solutions

- Trusted & secured health data

- MONITOR
- EVALUATE
- IMMEDIATE CARE

- DECEMBRE 11, 2017
A UNIQUE END-TO-END MEDICAL SOLUTION BRINGING VALUE TO ALL STAKEHOLDERS

ON THE PATIENT SIDE

+ Earlier and more accurate diagnosis
+ Greater patients engagement and enhanced quality of life
+ More adapted medication
+ Possibility for rural residents to receive remote expert diagnosis and treatment
+ Real time treatment through video technology
+ Better access to medical specialists
+ Enhanced senior wellness and preventive care through telemedicine

BWC is ideally positioned to bring value added products and services to patients and healthcare professionals

ON THE HEALTHCARE SIDE

+ Lower cost and time saving for healthcare institutions
+ Reduced unnecessary appointments
+ Better information, communication and reactivity
+ Proactive and targeted care for more adapted medical decisions
+ Reduced hospital readmissions
+ Faster access to patients medical history
+ Improved administrative efficiency and coordination
+ Better use and storage of medical data

DECEMBRE 11, 2017
Jean-Claude Labrune – President and CEO of CEGEDIM – Extract of 2016 annual report
« ... the growing need to make the economics of healthcare more efficient means that we need to develop new patient monitoring and health record tools, and create tools for coordinating healthcare between health professionals. To do so, we need a strategy that integrates connected devices and telemedicine... »
Adoption of health connected devices generates massive amounts of available personal data

<table>
<thead>
<tr>
<th><strong>1</strong></th>
<th>Increasing emphasis on health and wellness</th>
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<tbody>
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<td></td>
<td>• Health, wellness and activities are at the heart of consumer lifestyles</td>
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<td>• Increased awareness among the public for healthier living</td>
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**Connected health and wellness devices market will reach $612bn by 2024**

<table>
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<th><strong>2</strong></th>
<th>Macro-economic dynamics urging drastic changes in health care system...</th>
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<td></td>
<td>• Ageing population</td>
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<tr>
<td></td>
<td>• Rise in chronic diseases and increase in cost of medical treatments</td>
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</tbody>
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**In 10 years 1 out of 10 people will be 65 years old or over (38% increase)**

**50% more people living with diabetes by 2035 to 600 million**

**Macro-economic dynamics urging drastic changes in health care system...**

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<th><strong>3</strong></th>
<th>Leading to a shift to a &quot;Patient-centric health care&quot;...</th>
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<tbody>
<tr>
<td></td>
<td>• Greater access to medical information</td>
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<td></td>
<td>• Move towards self-medication and self-quantification solutions</td>
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**Self-medication is a €3.7 billion market growing at a 6.4% rate in France**

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<thead>
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<th><strong>4</strong></th>
<th>Increasing the rise of the quantified self movement...</th>
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<tr>
<td></td>
<td>• Garnering knowledge about oneself by quantifying and analyzing self-related data attracting a growing community of self trackers</td>
</tr>
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<td>• Use of electronic sensors to track a variety of metrics that can be digitally processed, interpreted and shared in databases</td>
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**By 2020, the total IOT market size will grow to $3.7bn and the installed base of connected devices will reach 30.7bn units**

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<th><strong>5</strong></th>
<th>Sustained by the emergence of IOT</th>
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<tbody>
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<td></td>
<td>• Recently-appeared technology enablers such as medical wearables linked to patients’ personal smart devices</td>
</tr>
<tr>
<td></td>
<td>• Wearable technology industry is in early stages of development, characterized by constant new product launches with innovative features</td>
</tr>
</tbody>
</table>

**Sources** Dickson Data, PiperJaffray, ICD, McKinsey, Gartner, Business Monitor International, OECD, AFIPA, CCS, IHS

**DECEMBRE 11, 2017**
Thank you for your attention!
WORKSHOP SESSION

1- VIRTUAL PHARMACY

2- MEDICAL CONNECTED DEVICES
WORKSHOP SESSION

1- MEDICAL CONNECTED DEVICES

2- VIRTUAL PHARMACY
Pulse and the RCM in the US
Where is Pulse today

Integrated Practice Management, Electronic Health Records and Revenue Cycle Management at its Best
DOCAVENUE

Arnault Billy
Director of Docavenue
Docavenue:
Connecting Healthcare Professionals and Patients
Docavenue: Patient-to-HCP Relationship Platform

Enhance Patient Access to HCPs & Hospitals

Improve communication between healthcare players

Develop Reimbursement process gateway

Ease Healthcare & Drug Info access

Empower Patient & HCP interaction during Rx

Booking on-line Services
- Web & mobile app
- Natively embedded within EHR

Patient-to-HCP Relationship Platform
- Medical Record Synthesis
- Vaccination Schedule
- Bi-directional communication hub

Cegedim: Patient Journey Digitalization Enabler

Third-party payment
- Reimbursement credentials
- auto-checking
- Care Support request
- Payment

Private practice-Hospital pathway opening (Interoperability)
- Patient Support Program
- Data Science
- Wellness Program

Increase Treatment & Patient Follow-up capabilities

Insightful Drug Database
- Therapeutic News
- Health tests & guides

Telemmedicine
- Connected Objects / IoT
- Screening solutions / HCP diagnosis support

© cegedim 2017
Cegedim
Insurance Solutions

Philippe Simon
President of Cegedim Insurance Solutions
Dynamic business

- **BPO business is growing robustly**, up from 30% of BU revenues to 45% in just two years. Over the same period, iGestion’s BPO business grew by 87%.

- **New management platform** created as part of the Klesia contract: start of full-service and shared management outsourcing for 300,000 beneficiaries.

- **Services portfolio expanded**, for example with overflow offerings that clients really like (from 0 to €2.3m in two years)

  ➔ Our view is on target: this is a dynamic market.
Creating an integrated, full-service healthcare BPO provider that combines third-party payment and management outsourcing.

- The combination of third-party payment and management outsourcing makes Cegedim France’s top healthcare BPO provider.
- **Our critical size** ensures financial stability and the most advanced management and control processes.
- Our **integrated delivery** method is **unique** in our market: IT system (online sign-up with digital signature, electronic vault, Activ Infinite back office ), EDI, digitalization infrastructure, SEPA transfers…
  - ... and it all meets **HDS and ISAE standards**.
Regulatory compliance is always a major issue for companies. It is a key concern for insurers. The Hamon Law, the Sapin 2 Law, the Solvency II Directive, the ANI Law, “responsible” policies, and the Eckert Law all place additional burdens on our insurance-industry clients.

The requirements that the French Prudential Supervision and Resolution Authority imposes in insurers also apply to anyone to whom they outsource critical processes.

And Cegedim has always kept pace with these changing requirements.

- Medical records hosting - Sustainable development - GDPR - AML - CFT
To consolidate our leadership and raise the profile of our processes among clients, we have decided to anticipate the changes enacted by the second payment services directive and have applied to the French Prudential Supervision and Resolution Authority for authorization as a Payment Services Provider.

We expect the authorization in early 2018.

The authorization will give clients peace of mind regarding the corporate governance, process design, AML-CFT procedures, fund and payment security, and the multi-year financial plan we submit to the Prudential Supervision and Resolution Authority.
Digitalization of company processes including payers
Example of a typical sales and contractualization process
CG PASS SALES AND CONTRACTUALISATION PROCESS
Example: CG Pass sales and contractualisation process
CG Pass: Process Digitalization & Electronic Signature

- CG Pass is **fully compliant** with European & US Rules & Regulations
- CGPass the e-signature solution enable to sign any kind of document with full compliance with the law and regulations

**Paperless handwritten signature**
- The manual signature is captured by:
  - Dynamic elements (speed and acceleration) of the moving stylus.
  - Selected items based on pressure and contact time of the stylus.

- CG Pass is a **multilingual** solution

- **Total Group Contract**

  *SYGo Programme*: Cegedim is assisting the TOTAL group in its digital transformation

  CG Pay and CG Pass solutions and services enable processes digitization by integrating e-signature into the workflow
CEGEDIM SRH

Olivier Rouas
Development Manager of Cegedim SRH
100% owned subsidiary of Cegedim Group

- €47m in 2016 revenues
- More than 200 clients
- 480 employees
- #2 in HR outsourcing in France
- International presence: France, UK, Switzerland, Romania and Morocco
- ISAE 3402 certified
Where to find us

Londres
Lille
Paris
Nantes
Lyon
Toulouse
Genève
Rabat
Two nearshore centers

Business services center in Amilly, Loiret:
• Opened in 1997
• The town’s largest private employer
• 275 employees (administrative managers)
• 100 payroll experts

Technical services center in Nantes:
• Opened in 2008
• 140 employees
• 70 payroll experts
• 30 systems experts
Two offshore centers

Technical services center in Rabat, Morocco:
- Opened in 2008
- 240 Cegedim employees in Morocco
- 100 business experts
- New site opened in 2015 (500 positions)

Business services center in Bucharest, Romania:
- Opened in 2010
- 150 Cegedim employees
- New site opened in June 2017
- 80 payroll experts (target for December 2017)
Some of our clients
Digital Offering
Our TEAMS Démat’ offering

**E-signature**
- Hiring letter
- Employment contract
- Benefits enrollment, etc.

**HR vault**
- Résumés, contracts, etc.
- Payroll journals
- Reporting statements
- Personnel records

**Employee vault**
- Electronic pay statements
- Personal storage space
- Official records

**HR process optimization**

**Employee life cycle**

**HR document sharing**

**Employee on-boarding**
The time is right
As of January 1, 2017, French law lets companies start using electronic pay statements unless an employee explicitly requests a paper statement.

Arkevia is a recognized provider and linked to the Personal Activity Account (Compte Personnel d’Activité, CPA) website as of July 11, 2017.

www.moncompteactivite.gouv.fr
An amazing opportunity

- Richer, faster HR processes
- Multiple potential applications in HR: employment contracts, contract amendments, official documents, performance objectives, time sheets, etc.
- End-to-end digitalization, with automatic archiving of signed documents using our electronic vault solutions.
Bonjour Madame GABET,

Votre contrat de travail est en attente de votre signature.

Veuillez trouver ci-dessous le lien pour en prendre connaissance et le signer électroniquement avant le 22/02/2018.

Lien de signature

Pour des raisons de sécurité, votre mot de passe vous sera communiqué par SMS.

Nous vous prions d’agréer, Madame, l’expression de nos salutations distinguées.

Le service RH

Si vous rencontrez des difficultés ou avez besoin d’une aide complémentaire, vous pouvez nous contacter à l’adresse suivante : e-signature@cegedim.com.
FINANCIAL COMMUNICATION
Cegelease
- Operates principally in the financial domain,
- Is highly valued,
- Requires additional resources to continue pursuing and accelerating its development for the benefit of its clients and employees

In 2016 it contributed
- €11.6m to Group consolidated revenue
- €5.4m to Group consolidated EBITDA

The Group plans to sign a deal in the second half of 2017 and close in the Q1 2018

A successful sale would give the Group a portfolio of businesses that fit well together and generate strong synergies

Cegelec is not planning any further divestments
The Group in no way guarantees that a deal will be carried out
These projections are publicly disclosed on December 11, 2017. 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. Please refer to point 3.7 “Outlook” in our 2016 Registration Document.
ANALYSTS / INVESTORS:

EVENTS
- ANNUAL RESULTS CONFERENCE
- HY RESULTS CONFERENCE
- WEBCAST AFTER EACH FINANCIAL RELEASE

MEETINGS
- BROKER CONFERENCE
- ONE TO ONE

ANNUAL REVIEW
- REGISTRATION DOCUMENT
- INTERIM FINANCIAL REPORT

SHAREHOLDERS GUIDE
- CORPORATE OVERVIEW

cegedim
THANK YOU!
Jan Eryk Umiastowski
Chief Investment Officer – Head of Investor Relations
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Tel: 00 33 1 49 09 33 36 – Mob: 00 33 6 73 25 96 34