

BPO  
CLOUD

SAAS

DIGITAL



ECOSYSTEM  
TECHNOLOGY

# Cegedim 8<sup>th</sup> Investor Summit

DECEMBER 11, 2017



# 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:

Anticipating the future healthcare key trend  
Shaping the future healthcare ecosystem

BY JAN ERYK UMIASTOWSKI

14:50

14:35

From a business  
model transformation  
plan to a unique  
connected healthcare  
ecosystem

BY LAURENT  
LABRUNE, CEO

15:05

Examples of innovative  
connections across healthcare  
ecosystems

BY DAVID SYR, JEROME MATHA,  
CHRISTIAN-ERIC MAUFFRE,  
GUY TAIEB, ERIC JAROUSSE,  
OLIVIER HUA, ARNAULT BILLY,  
PHILIPPE SIMON, OLIVIER ROUAS

17:35

Financial communication

BY JAN ERYK UMIASTOWSKI

17:45

COCKTAIL!



# BUSINESS MODEL TRANSFORMATION PLAN:

## Portfolio Management

### Divestments:

- CRM and Strategic Data
- Cegelease<sup>(1)</sup>



### Acquisitions:

- Activus
- Nightingale
- Futuramedia
- B.B.M
- Adaptive apps

<sup>(1)</sup> The Group considers to sell its Cegelease and Eurofarmat Businesses

## Business Model Transformation

SaaS

Digital

BPO

PROFITABLE  
GROWTH

## Results

## Investing in Innovation



### Capitalized R&D:

- H1-17: €23m ↗ +21%<sup>(2)</sup>
- H2-16: €22m ↗ +42%<sup>(2)</sup>

<sup>(2)</sup> Over the same period of the year



GROUP  
REVENUE

+3.6%

+6.4%

EBITDA  
MARGIN

12.5%

14.4%

H1 16 H1 17

2015

STRATEGIC REPOSITIONING

TRANSFORMATION

2018

cegedim



# INTRODUCTION

**LAURENT LABRUNE**

Managing Director

**FROM A**  
Business model transformation plan

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

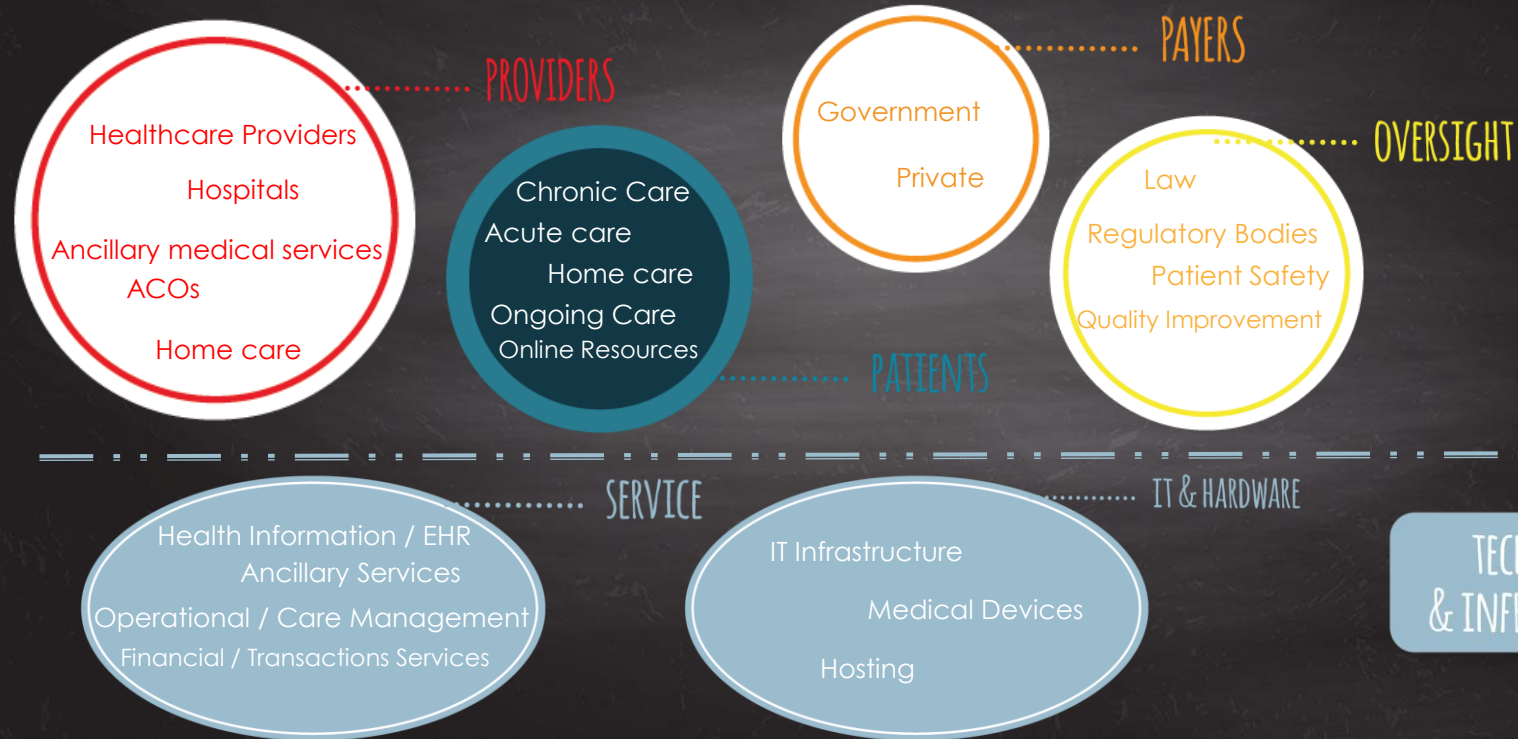
**CEGEDIM IS NOT JUST CREATING NEW PRODUCTS AND SERVICES; WE  
HELP SHAPING THE NEW DIGITAL HEALTHCARE ECOSYSTEM**



# KEY TREND IN HEALTHCARE

JAN ERYK UMIASTOWSKI

# HEALTHCARE ECOSYSTEM



**KEY FACTS TO KNOW!**

# GLOBAL HEALTHCARE SPEND



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



# GLOBAL HEALTHCARE SPEND

MOSTLY STABLE IN  
TERM OF % OF GDP

10.4%

2015

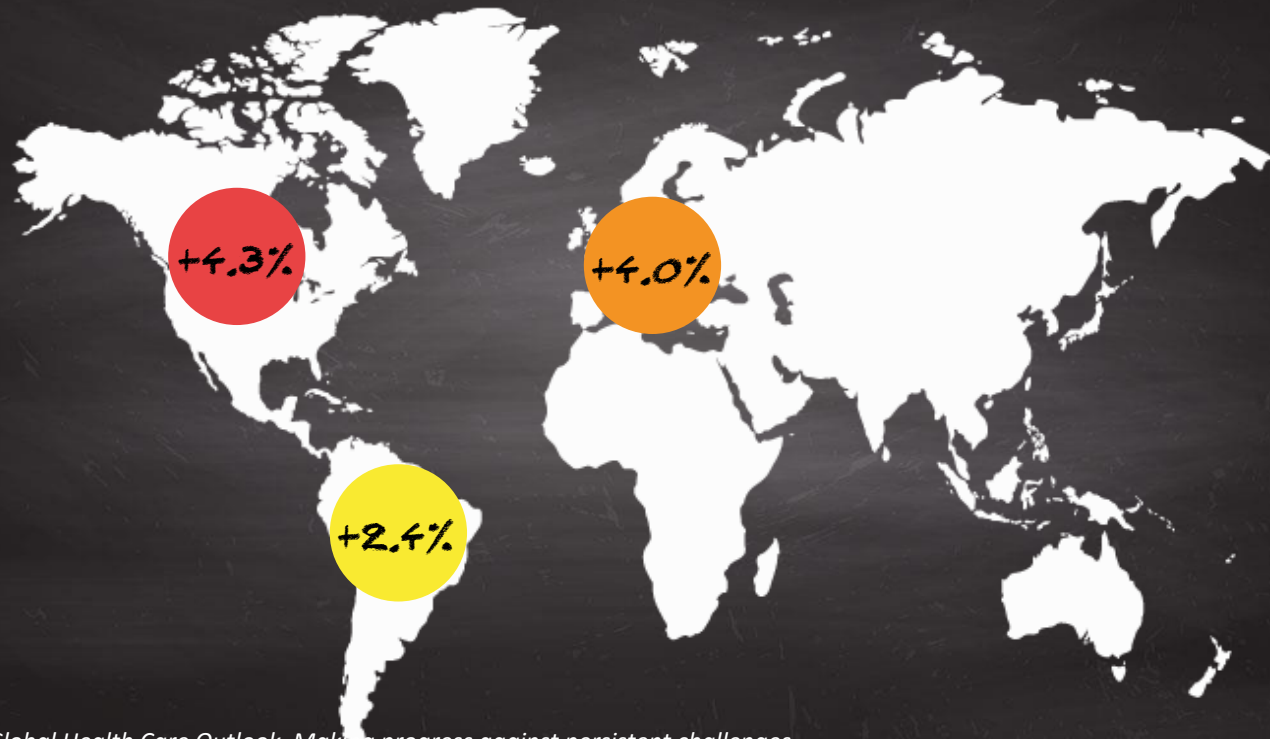
% OF GDP ON HEALTHCARE

10.5%

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<sup>(1)</sup>

LIFE EXPECTANCY INCREASE  
PER YEAR TILL 2020<sup>(2)</sup>

Source: (1) [http://www.un.org/en/development/desa/population/publications/pdf/ageing/WPA2015\\_Report.pdf](http://www.un.org/en/development/desa/population/publications/pdf/ageing/WPA2015_Report.pdf)  
(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

45%  
2001



57%  
2020

% OF CHRONIC DISEASES IN GLOBAL DISEASES

Source : World Health organization at [http://www.who.int/nutrition/topics/2\\_background/en/](http://www.who.int/nutrition/topics/2_background/en/)



# RISING DEMAND AND ASSOCIATED SPENDING ARE FUELED BY

INCREASING PATIENT  
ENGAGEMENT

73%

2015

WELLNESS  
MANAGEMENT

60%

2017

27%

2015

HEALTH CONDITION  
MANAGEMENT

40%

2017

DIGITAL HEALTH APPS BY CATEGORY 2017

Source: 42 Matters, Jul. 2017; IQVIA AppScript Database, Jul. 2017; IQVIA Institute, Jul. 2017

# RISING DEMAND AND ASSOCIATED SPENDING ARE FUELED BY INNOVATION

CLOUD

REAL TIME

ARTIFICIAL  
INTELLIGENCE

SOCIAL

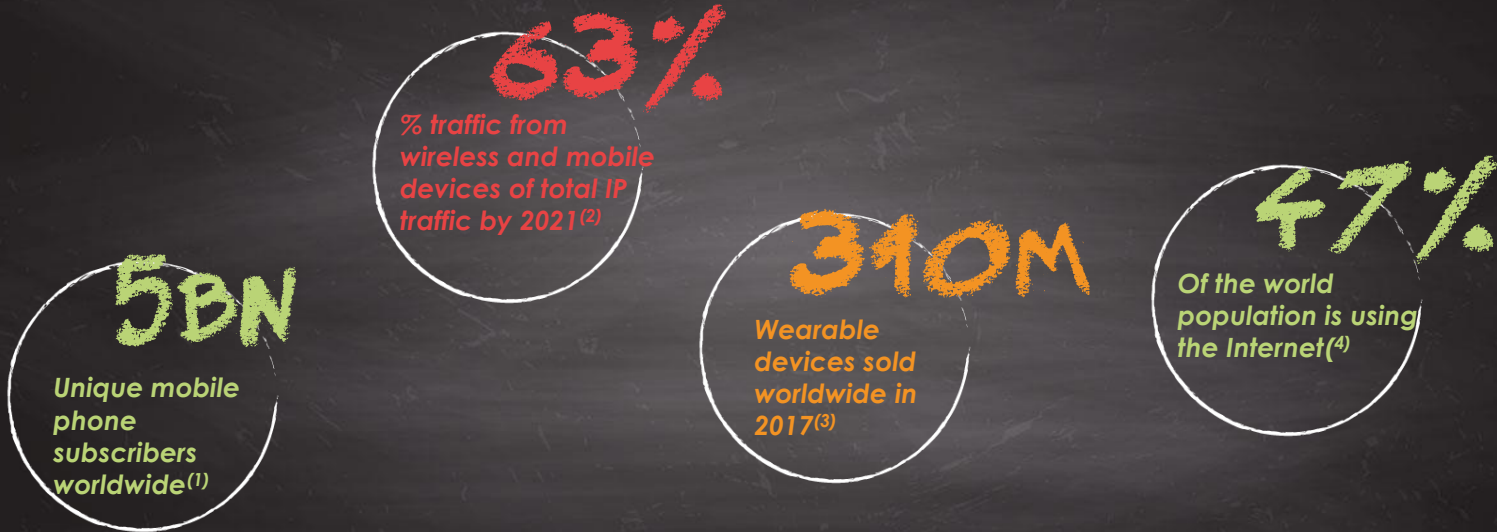
MOBILE

INTERNET OF  
HEALTH THINGS

BLOCKCHAIN

Healthcare technology is advancing quickly and is transforming care delivery and health administration

# THE WORLD IS BECOMING MORE AND MORE CONNECTED



Source:

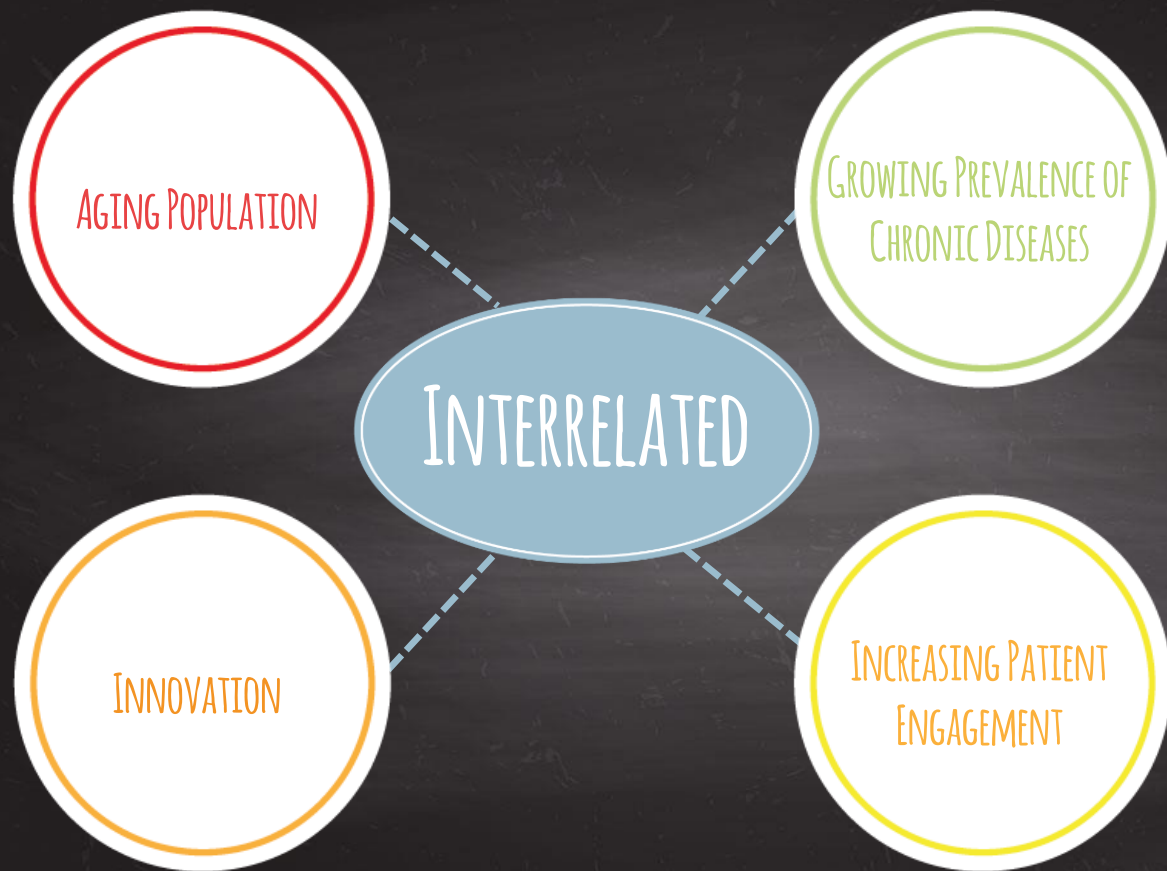
- (1) <https://www.gsma.com/newsroom/press-release/number-of-global-mobile-subscribers-to-surpass-five-billion-this-year/>
- (2) <https://www.cisco.com/c/en/us/solutions/collateral/service-provider/visual-networking-index-vni/complete-white-paper-c11-481360.html>
- (3) Gartner Says Worldwide Wearable Device Sales to Grow 17 Percent in 2017
- (4) [https://www.washingtonpost.com/news/worldviews/wp/2016/11/22/47-percent-of-the-worlds-population-now-use-the-internet-users-study-says/?utm\\_term=.1ddc9883765d](https://www.washingtonpost.com/news/worldviews/wp/2016/11/22/47-percent-of-the-worlds-population-now-use-the-internet-users-study-says/?utm_term=.1ddc9883765d)

# GLOBAL HEALTHCARE CLOUD COMPUTING MARKET



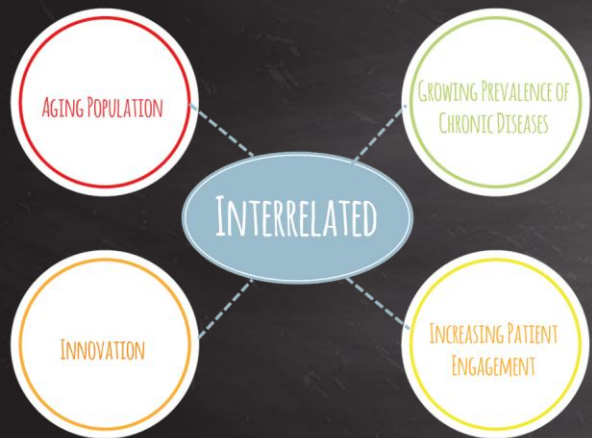
Source: <https://www.marketsandmarkets.com/PressReleases/cloud-computing-healthcare.asp>





*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



REDUCE COSTS  
IMPROVE OUTCOMES

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**

# CONNECTED ECOSYSTEM IS THE FUTURE OF HEALTHCARE

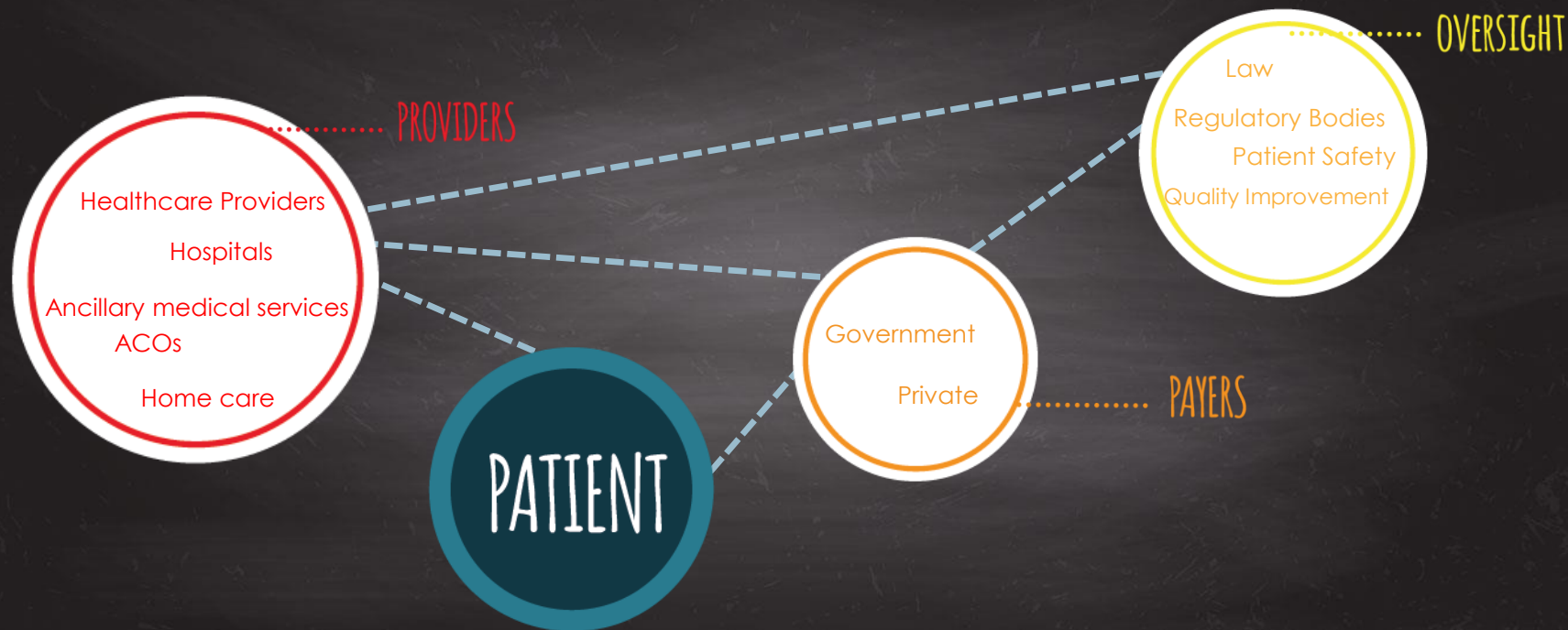
## COST REDUCTION THROUGH

- INTEROPERABILITY OF MEDICAL DEVICES
- IMPROVED CAREGIVER COORDINATION
- ADOPTION OF EHR
- IMPROVED ADMINISTRATIVE EFFICIENCY
- OPTIMIZED REIMBURSEMENT
- FIGHT AGAINST FRAUD

## ENHANCED QUALITY OF CARE

- REDUCE MEDICAL ERROR
- IMPROVED PATIENT ENGAGEMENT
- CAREGIVERS TAKE MORE INFORMED DECISION
- TREAT RURAL PATIENT FROM DISTANCE MEDICAL LOCATION
- IMPROVE DIAGNOSIS AND TREATMENT PREVENTION

# CONNECTED HEALTHCARE ECOSYSTEM

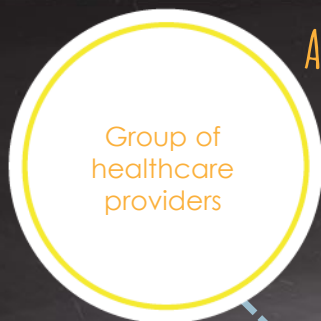




## HEALTHCARE PROVIDERS



## ACOs



## ANCILLARY MEDICAL SERVICES



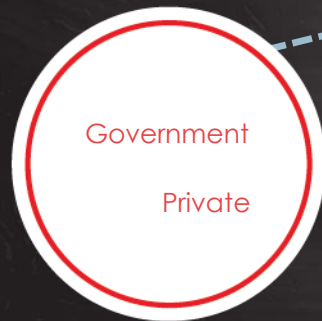
CONNECTED

PATIENT

Government

Private

## HOME CARE



Home nursing

Hospice

At home devices

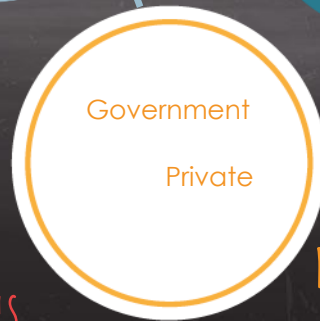
## HOSPITALS



Government

Private

## PAYERS



# 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



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



Source: <https://iotbusinessnews.com/2017/02/15/10204-berg-insight-says-remote-patient-monitoring-revenues-reach-e-32-4-billion-2021/>



# PATIENTS WORLDWIDE REMOTELY MONITORED



Source: <https://iotbusinessnews.com/2017/02/08/82058-berg-insight-says-7-1-million-patients-worldwide-remotely-monitored/>

# MHEALTH<sup>(1)</sup> STRONG GROWTH INSIDE RPM<sup>(2)</sup>



Source:

(1) mHealth connectivity solutions, care delivery platforms and mHealth care programs

(2) RPM: Remote Patient Monitoring

(3) Source: <http://www.berginsight.com/ReportPDF/Summary/bi-mhealth8-sum.pdf>

# 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 WORLD-WIDE  
THROUGH THE REMOTE  
MONITORING OF  
PATIENTS WITH  
CHRONIC DISEASE <sup>(1)</sup>

**1/3**

OF FRENCH PEOPLE THINK  
THAT, IN SOME CASES, A  
REMOTE CONSULTATION  
CAN BE A SUBSTITUTE FOR  
GOING TO THE DOCTOR <sup>(2)</sup>

**50%**

OF GP WOULD BE  
INTERESTED IN USING  
CONNECTED OBJECTS AS  
PART OF THEIR  
PROFESSIONAL PRACTICE <sup>(3)</sup>

Source: (1) Juniper research; (1) TNS Sofres; (3) Imago research study



# WE ARE ALREADY SEEING EVIDENCE



OF HEALTHCARE PROFESSIONALS ARE DIGITAL NATIVES' (1)



AGED 18-34 REPORTED USING  
DEVICES TO SCHEDULE APPOINTMENTS  
OR CHECK THEIR HEALTH STATUS

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, Debunking 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 A ACCENTURE SURVEY IT IS AT LEAST SOMEWHAT IMPORTANT TO BE ABLE TO

82%

BOOK, CHANGE OR CANCEL  
APPOINTMENT ONLINE

81%

ACCESS THEIR MEDICAL  
RECORDS ELECTRONICALLY

76%

RECEIVE REMINDERS

69%

COMMUNICATE VIA SECURE  
EMAIL WITH PROVIDERS

73%

REFILL PRESCRIPTIONS

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

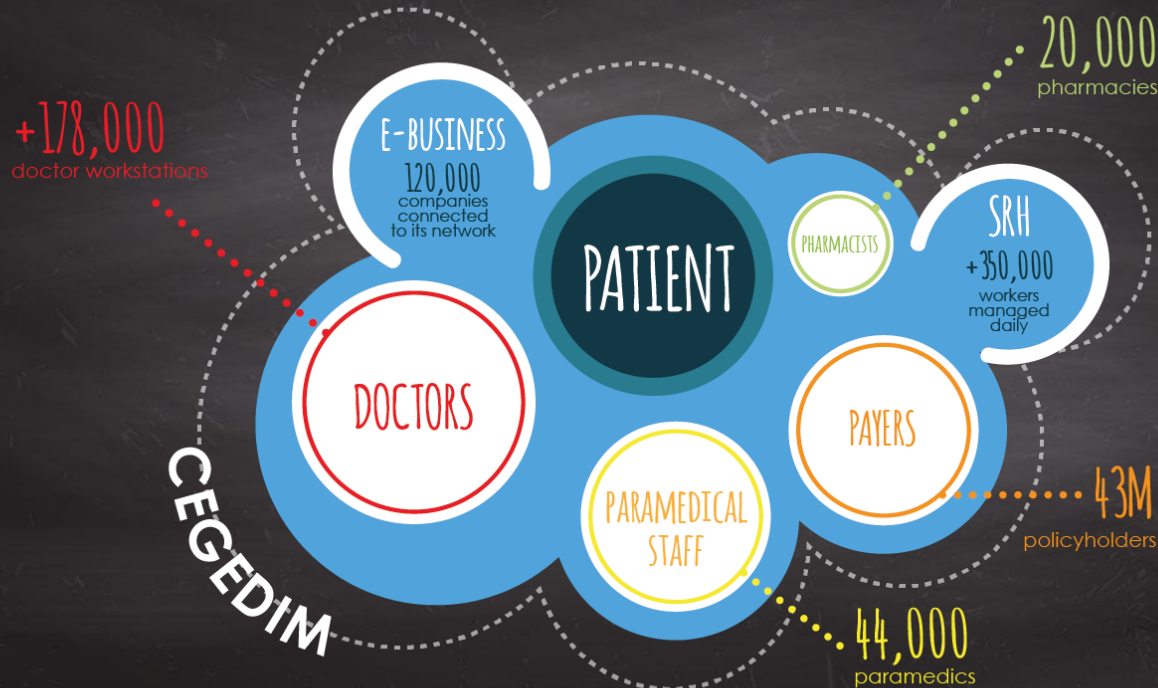
L'AVENIR, TU N'AS PAS À LE PRÉVOIR MAIS À LE PERMETTRE

AS FOR THE FUTURE, YOUR TASK IS NOT TO FORESEE IT, BUT TO ENABLE IT

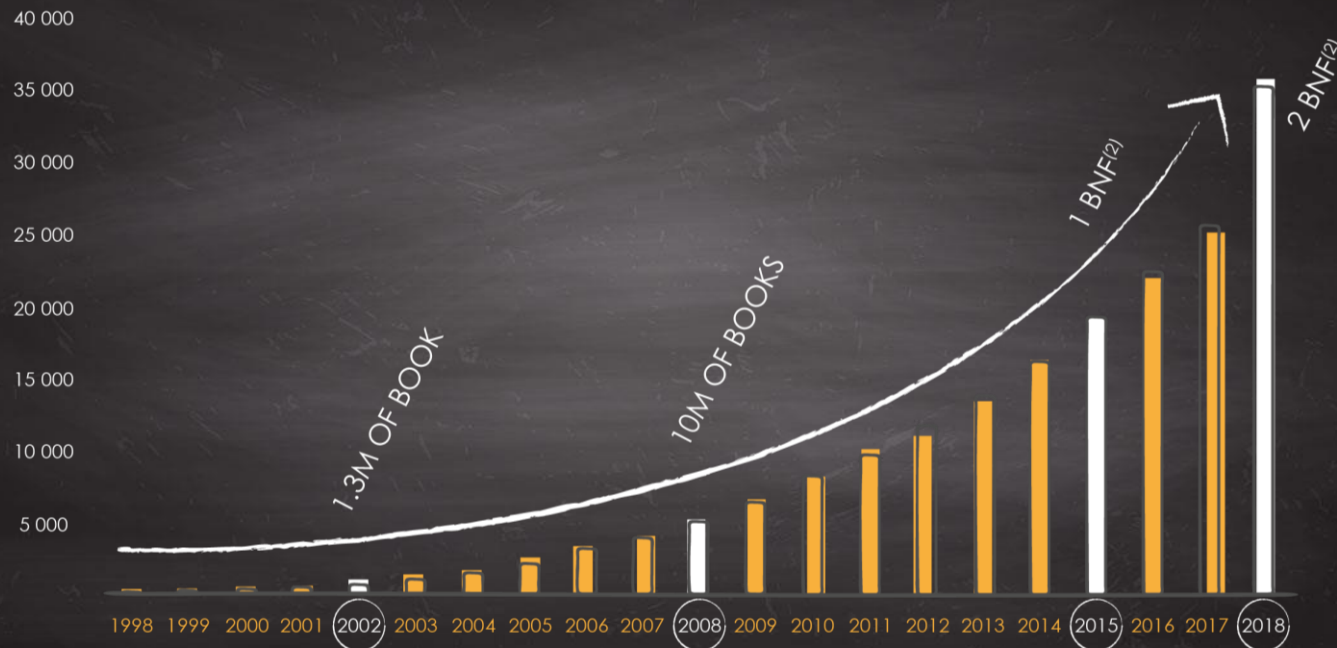
*ANTOINE DE SAINT-EXUPÉRY, CITADELLE*



# CEGEDIM A UNIQUE DIGITAL CONNECTED HEALTHCARE ECOSYSTEM



# CEGEDIM HEALTH DATA<sup>(1)</sup> IN GYGABYTES



(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

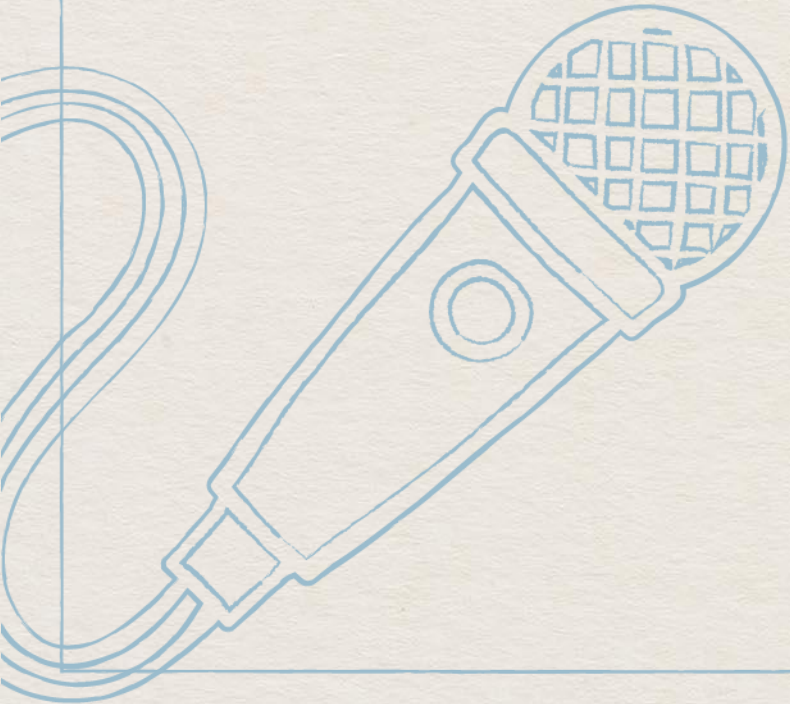
---

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



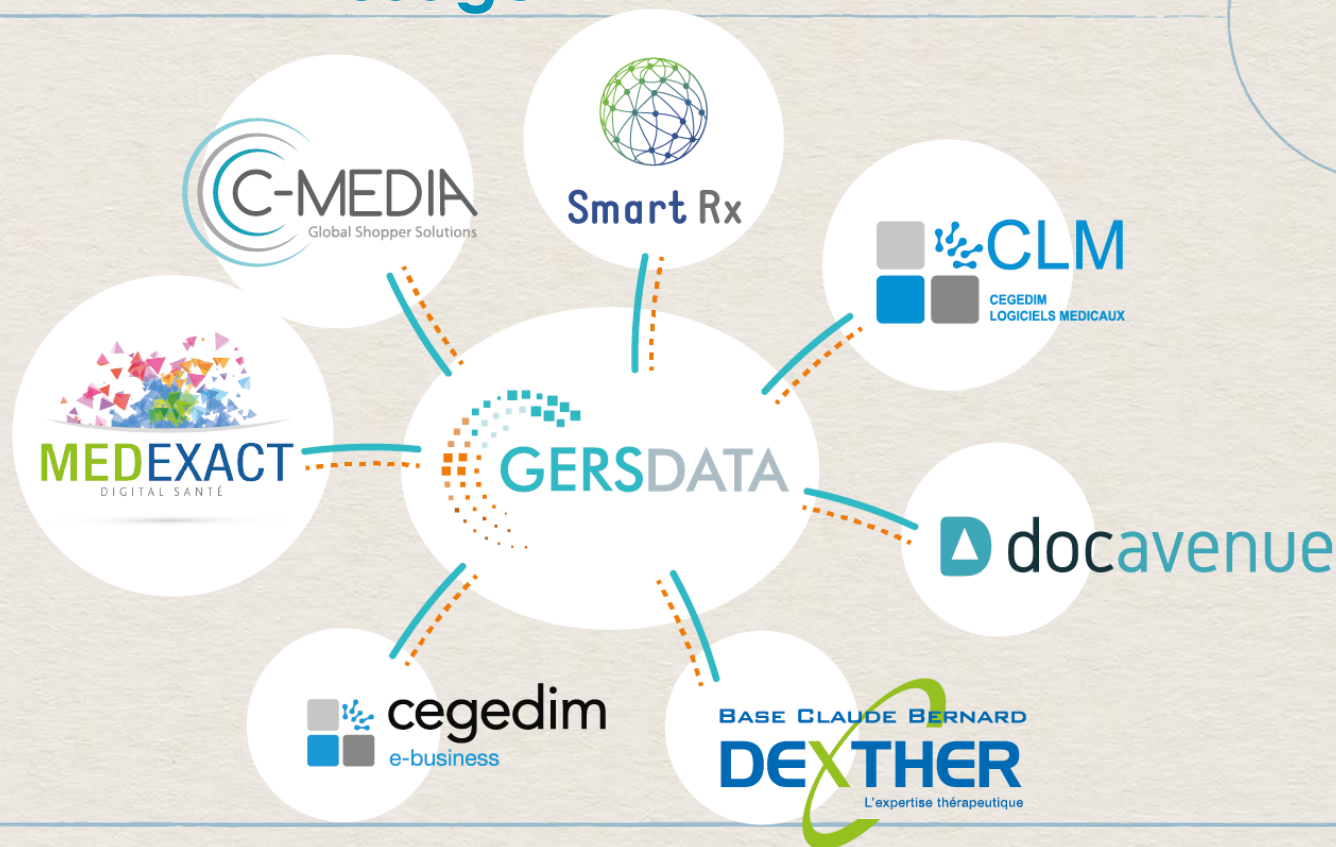


# GERS DATA

---

From Prescription to  
Fulfillment

# Continuously reinventing DATA usage





# GERS DATA

---

Centered on the  
patient



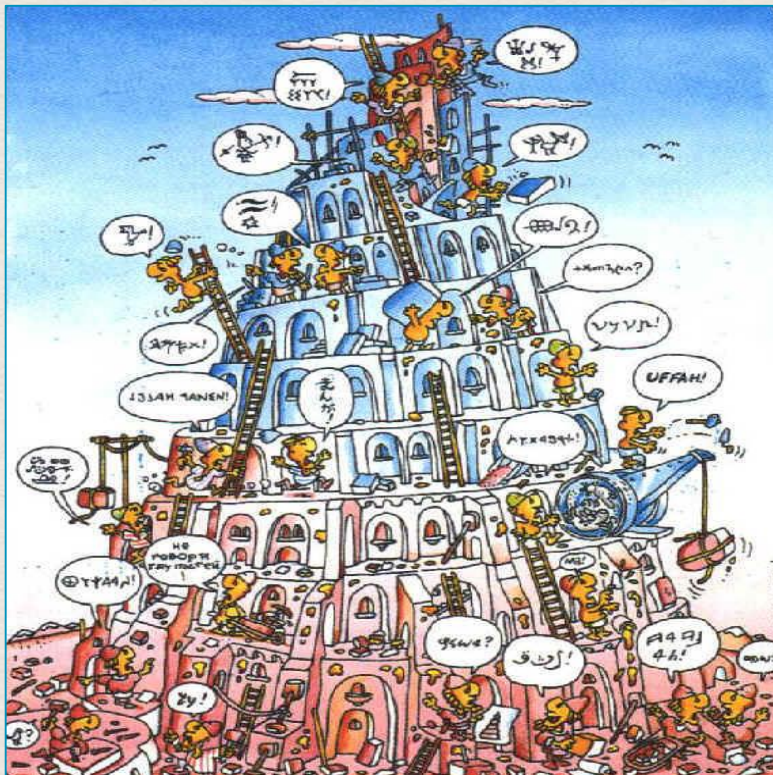
# Patient data anonymized in a transparent manner

Transformation

BPO

SaaS

Healthcare  
Ecosystem



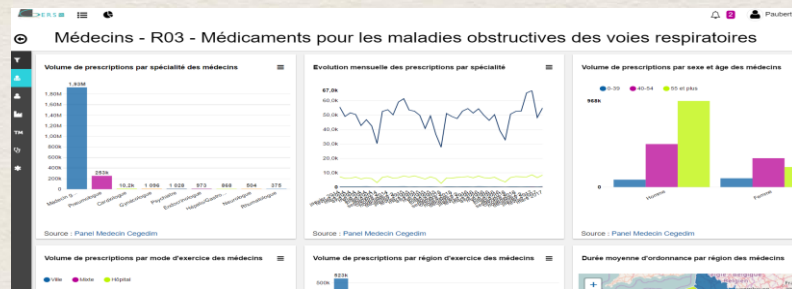


Gain insight into prescriber behavior, patient course of care, and the pharmacist's role, while respecting rules for proper usage.

## Speak the same language:

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

## Innovative visuals:



Cancer broncho-pulmonaire

Syndromes paranéoplasiques

Manifestations paranéoplasiques

☐ Cushing  
☐ Gynécomastie  
☐ Hématologique  
☐ Hypocratisme digital  
☐ Hypercalcémie  
☐ Neuromusculaire  
☐ Ostéoarthropathie hypertrophiante pneumique de Pierre Marie et Foix  
☐ Syndrome de Schwartz-Bartter  
☐ Autre

Autres manifestations paranéoplasiques

Extension thorax

Envahissement local thoracique

☐ Bronche lobaire inférieure droite  
☐ Bronche lobaire inférieure gauche  
☐ Bronche lobaire moyenne  
☐ Bronche lobaire supérieure droite  
☐ Bronche lobaire supérieure gauche  
☐ Bronche souche droite  
☐ Bronche souche gauche

☐ Carène  
☐ Médiastin  
☐ Paroi thoracique  
☐ Plèvre pariétale  
☐ Plèvre viscérale  
☐ Trachée

Métastases

Sièges

☐ Cerveau  
☐ Foie  
☐ Ganglions

☐ Méninges  
☐ Moelle osseuse  
☐ Os

☐ Surrénale  
☐ Tissu sous-cutané  
☐ Autre

Autres sièges

Cancer broncho-pulmonaire

Classification

☐ Pré-opératoire  
☐ Post-opératoire

Extensions

Extension locale

☐ T0 - Absence de tumeur primitive  
☐ TX - Présence de cellules malignes dans l'expectoration ou l'aspiration bronchique  
☐ TIS - Carcinome in situ  
☐ T1 - < 3cm, respectant la plèvre et la bronche lobaire  
☐ T2 - > ou = 3cm, et distance à la carène > 2cm  
☐ T3 - Extension aux enveloppes de voisinage ou distance à la carène < ou = 2cm  
☐ T4 - Extension aux structures médiastinales ou de voisinage ou pleurésie maligne

Extension ganglionnaire

☐ N0 - Pas de ganglion envahi  
☐ N1 - Adénopathie péribronchique et/ou hilare homo-latérale  
☐ N2 - Adénopathie médiastinale homo-latérale et/ou sous carénaire  
☐ N3 - Adénopathie contro-latérale et/ou sus claviculaire

Extension à distance

☐ M0 - pas de métastase  
☐ M1 - métastase(s)

Stadification

Stade

☐ Occulte  
☐ Stade 0  
☐ Stade I  
☐ Stade II  
☐ Stade IIIA  
☐ Stade IIIB  
☐ Stade IV

Description

Occulte : TX + N0 + M0  
 Stade 0 : TIS + N0 + M0  
 Stade I : T1 ou T2 + N0 + M0  
 Stade II : T1 ou T2 + N1 + M0  
 Stade IIIA : (T3 + N0 + M0) ou (T3 + N1 + M0) ou (T1-3 + N2 + M0)  
 Stade IIIB : (T1-4 + N3 + M0) ou (T4 + N0-3 + M0)  
 Stade IV : M1

# MR. COPD



Transformation

BPO

SaaS

Healthcare

Ecovys

Doctor visit – Diagnosis is chronic bronchitis from a secondary infection – Prescription (Symbicort)

Doctor visit – Diagnosis is chronic bronchitis from a secondary infection – Prescription (Symbicort)

**Yesterday and, unfortunately, still today**

Doctor visit – Diagnosis is chronic bronchitis from a secondary infection – Prescription (Seretide Diskus)

Doctor visit – Diagnosis is chronic bronchitis from a secondary infection – Prescription (Seretide Diskus, Seebri Breezhaler)

September 12, 2015

October 10, 2015

January 2, 2016

January 30, 2016

April 25, 2016

May 7, 2016

May 8, 2016

May 10, 2016

May 27, 2016

June 24, 2016

Consultation MG – Délivrance (Symbicort)

Délivrance (Symbicort)

Consultation MG – Délivrance (Symbicort)

Délivrance (Symbicort)

Délivrance (Symbicort)

Hospitalisation 3 J - Bronchopneumopathies chroniques surinfectées, niveau 2  
Épreuve quantitative aux agents pharmacodynamiques ou de provocation aux allergènes comportant une mesure du seuil de réactivité  
Mesure de la capacité vitale lente et de l'expiration forcée, avec mesure des volumes pulmonaires mobilisables et non mobilisables par pléthysmographie  
Délivrance (Seretide Diskus, Ventoline)

Consultation MG



# Smart Data: some key figures for 2016



## 3,000,000 patients

- ▶ 13 million EMR consultations
- ▶ 22 million total consultations
- ▶ 19 million medical procedures

## 8,776 patients xxx SEP xxx

- ▶ 22,000 EMR consultations
- ▶ 34,000 total consultations

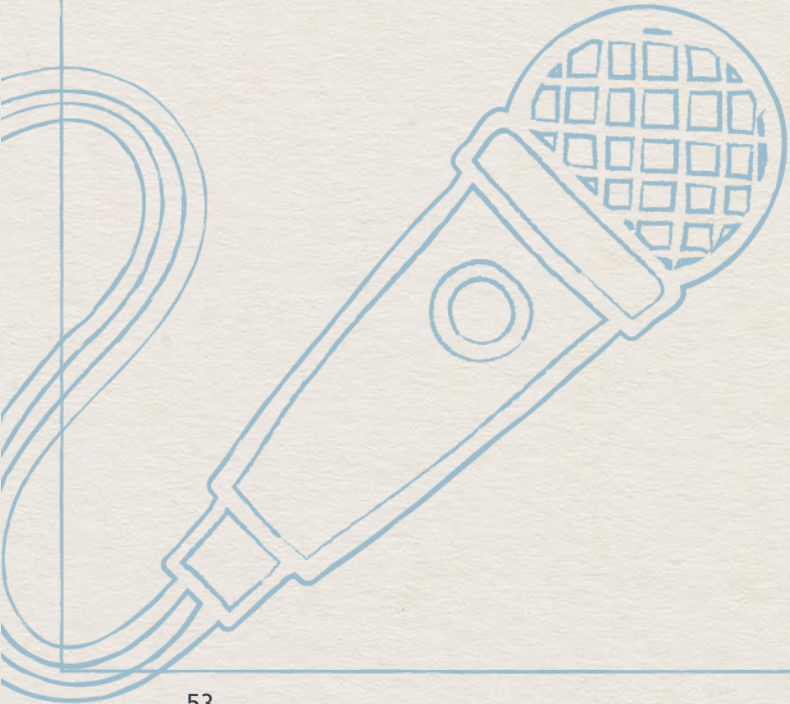
## 22,198 xxx PR xxx

- ▶ 66,000 EMR consultations
- ▶ 100,000 total consultations

## 33,017 xxx K PROSTATE xxx

- ▶ 107,000 EMR consultations
- ▶ 150,000 total consultations





Transformation

BPO

SaaS

Healthcare  
Ecosystem

# 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

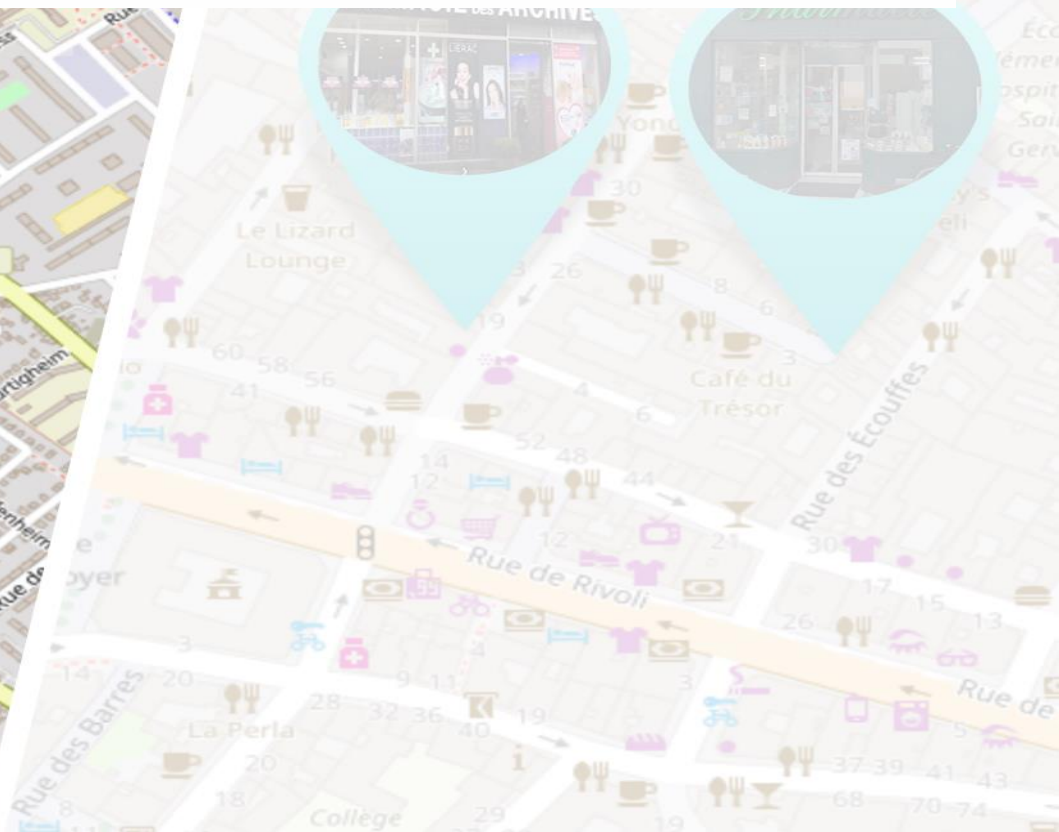
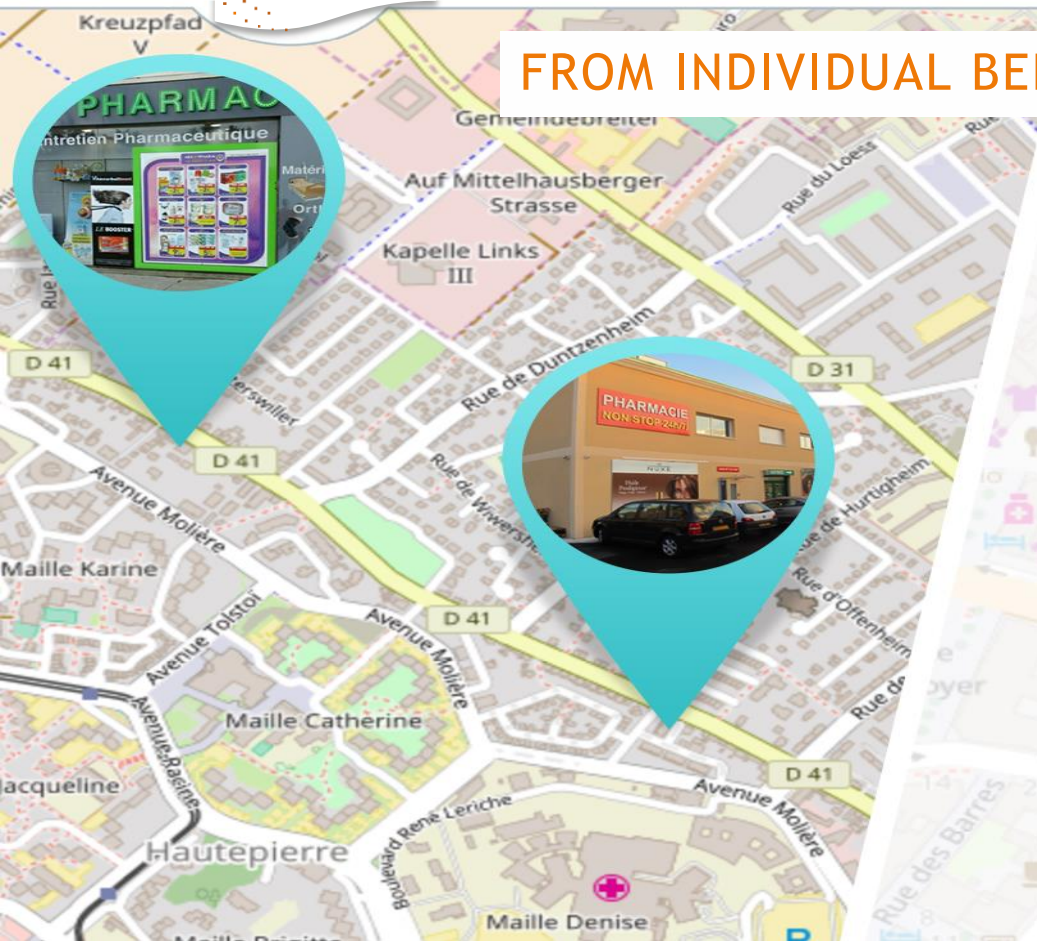
We identify  
100% of prescribers  
100% of care facilities







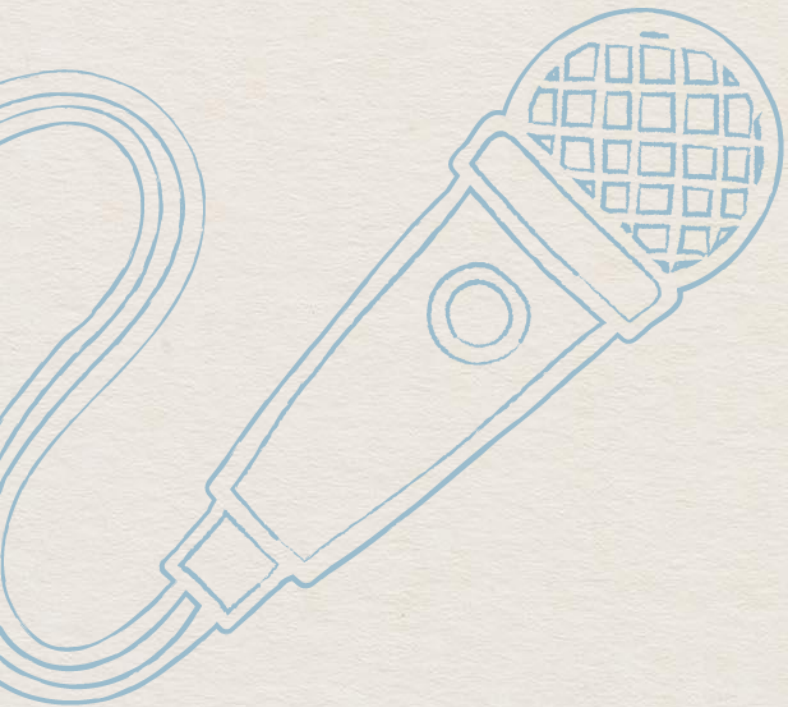
## FROM INDIVIDUAL BEHAVIORS TO SECTOR TRENDS







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







Smart Rx  
Office

# Simplified Software Offering

2017

Premium

Alliance +

Logiphar

Périphar

Opus

Smart Rx

2017

Périphar

Opus

Smart Rx

3 guiding principles:

- ✓ Openness
- ✓ Security
- ✓ Simplicity

Transformation

BPO

SaaS

Healthcare  
Ecosystem





Smart Rx  
Groupement

# Pharmacy groups have different needs

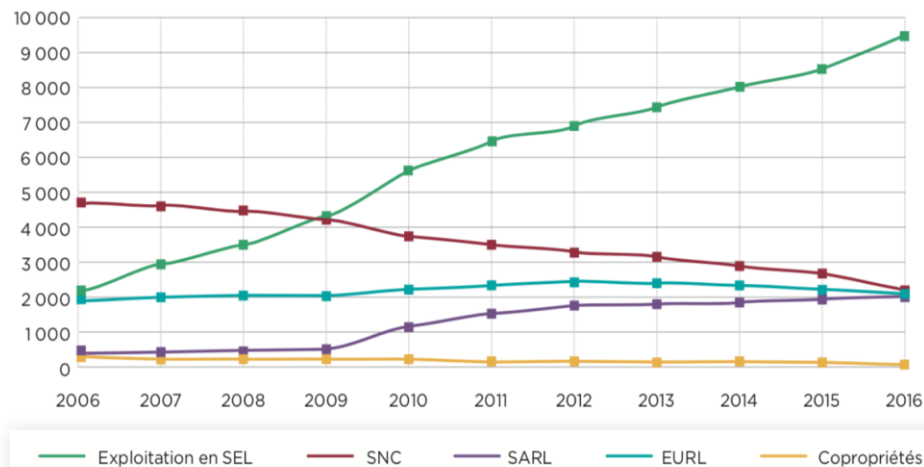
Transformation

BPO

SaaS

Healthcare  
Ecosystem

ÉVOLUTION DES STRUCTURES JURIDIQUES  
DES OFFICINES EN ASSOCIATION DEPUIS 2006



What matters to groups

- ✓ Purchasing
- ✓ Sales
- ✓ Services for Patients / Consumers
- ✓ Services for members



Smart Rx  
Groupement

# SMART RX, a core Cegedim business, a one-stop shop for pharmacy groups

Transformation

BPO

SaaS

Healthcare  
Ecosystem



Smart Rx  
Groupement

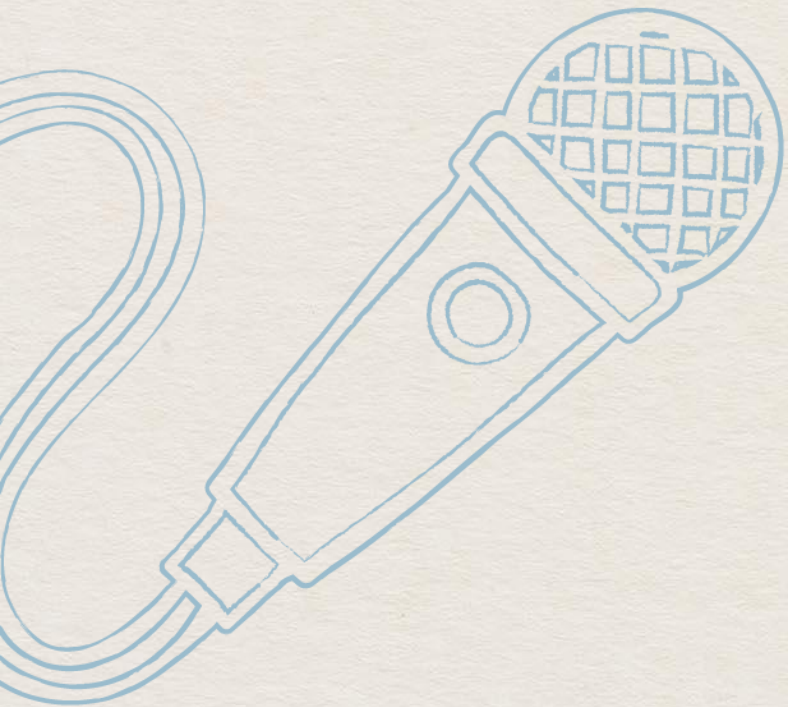
Equipment monitoring  
Time management  
360 Groupement  
Smart Rx Connect



cegedim.cloud

The right organization

- ✓ Development
- ✓ Technical expertise
- ✓ Dedicated sales force



# Groupe CEIDO

---

**Christian-Eric Mauffré,**  
President of CEIDO Santé pharmacists group

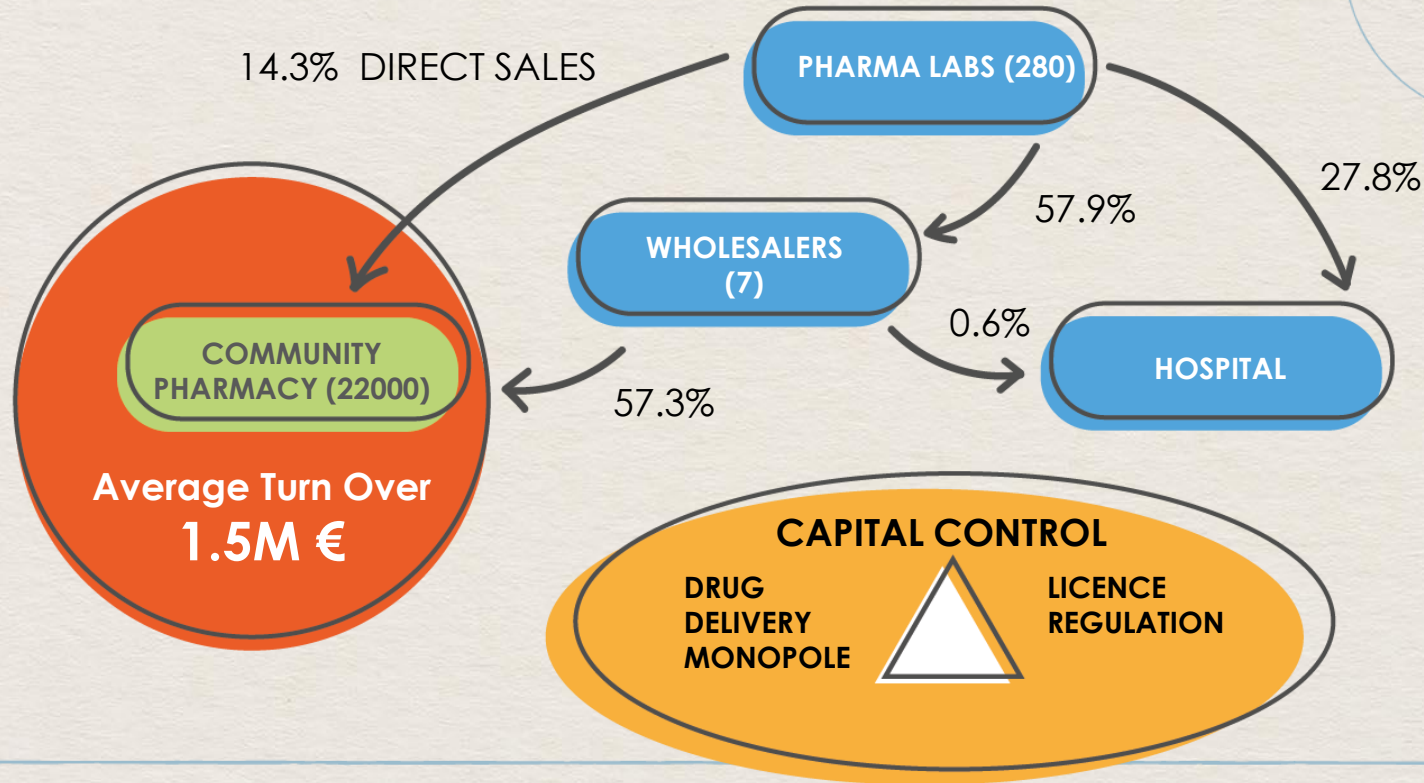




# A bigger picture for Pharmacy Retail in France....



# French Pharmacy Retail Drugs Key facts



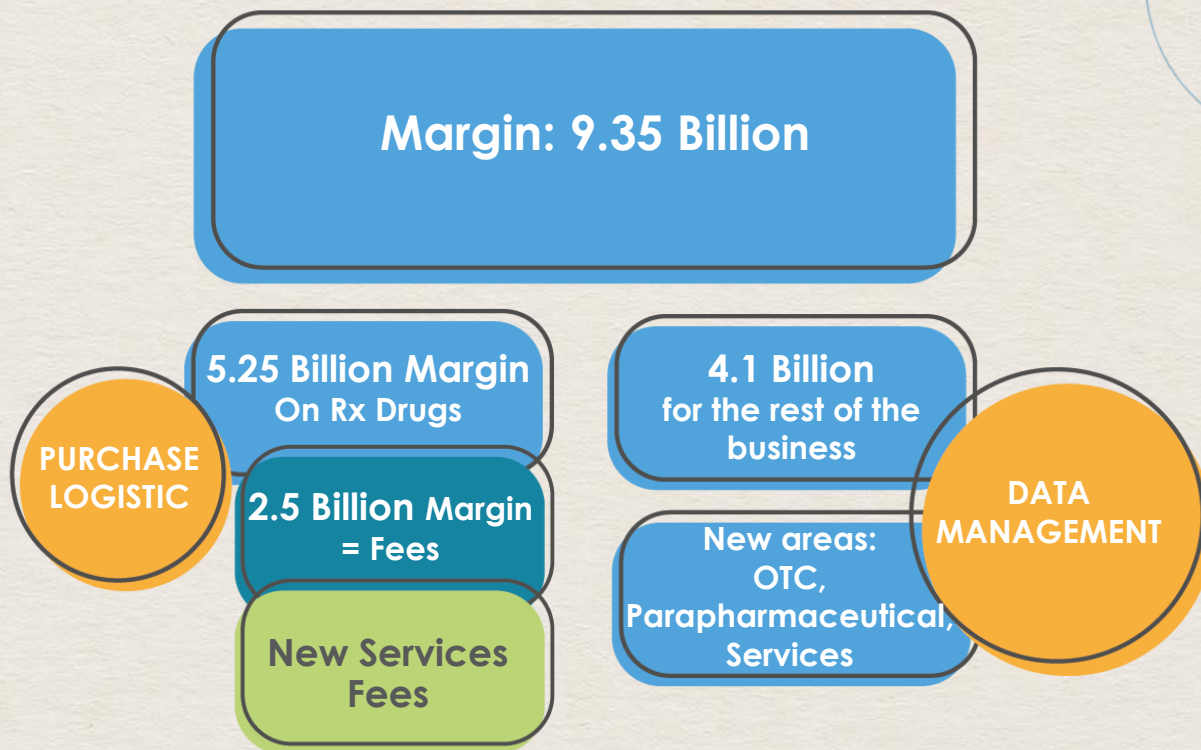
Transformation

BPO

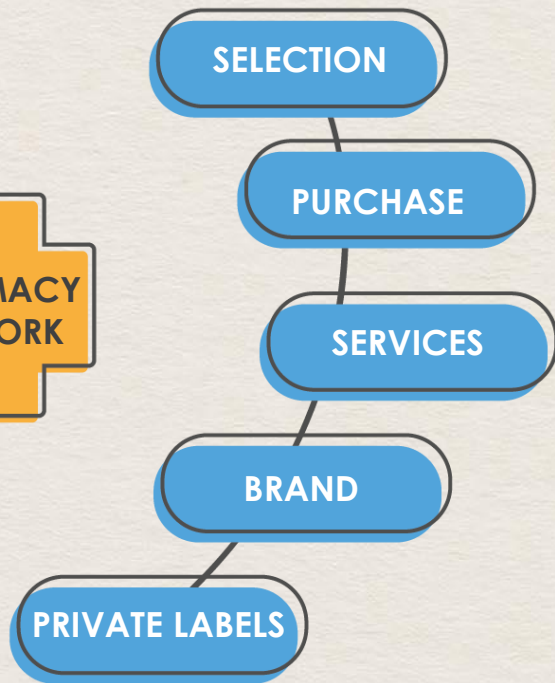
SaaS

Healthcare  
Ecosystem

# French Retail Key figures



# French Pharmacy Network Overview



RETAIL

DIGITAL

DATAS

TRAINING  
CENTER

CRM

QUALITY

DRUG  
DELIVERY  
EXCELLENCE

NEW HEALTH  
SERVICES

WELL BEING  
PROVIDER

Transformation

BPO

SaaS

Healthcare  
Ecosystem



# 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 through digital tools

## HEALTHCARE CENTER

- A new way to face oriented customer relation for tomorrow

CUSTOMER ORIENTATION  
DIGITAL EXCELLENCE

Transformation

BPO

SaaS

Healthcare  
Ecosystem

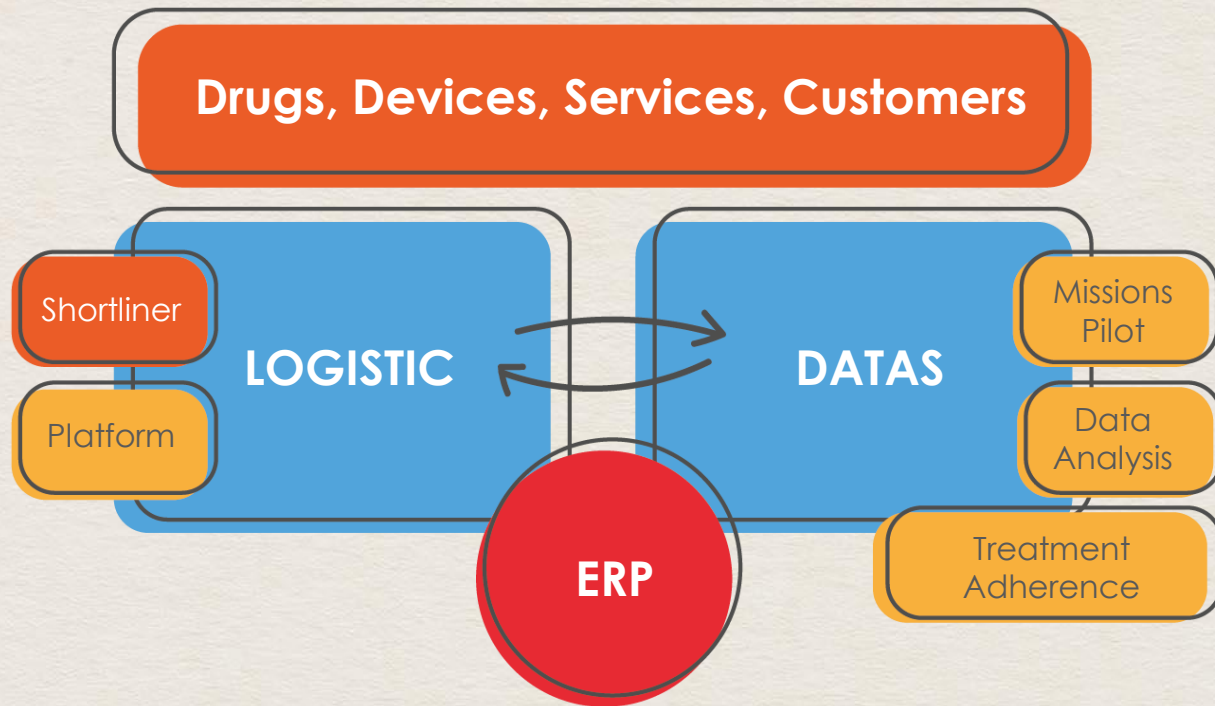
# Pharmacy Network Issues for Tomorrow

Transformation

BPO

SaaS

Healthcare  
Ecosystem



**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

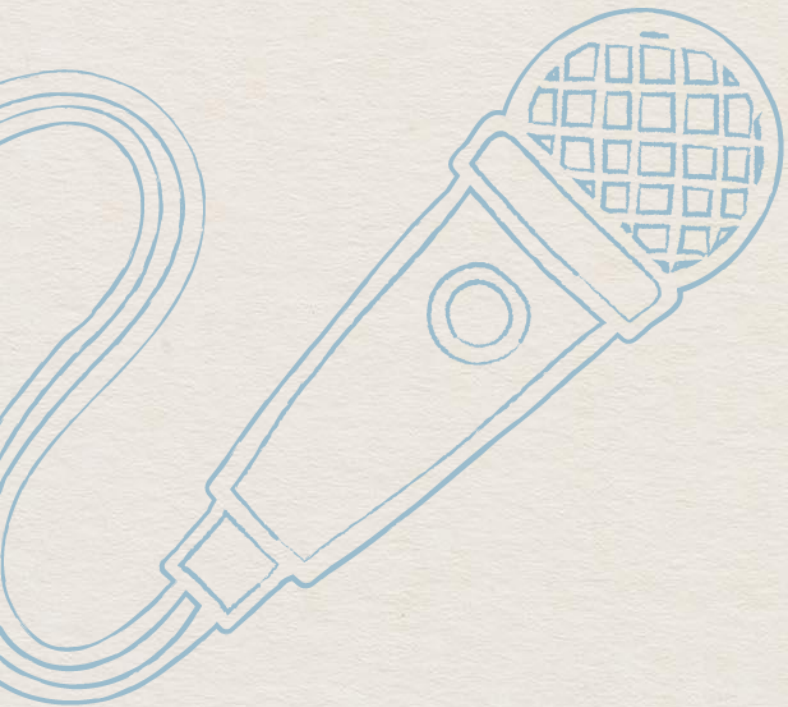
## CREATING DATA WITH ADDED VALUE

- 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

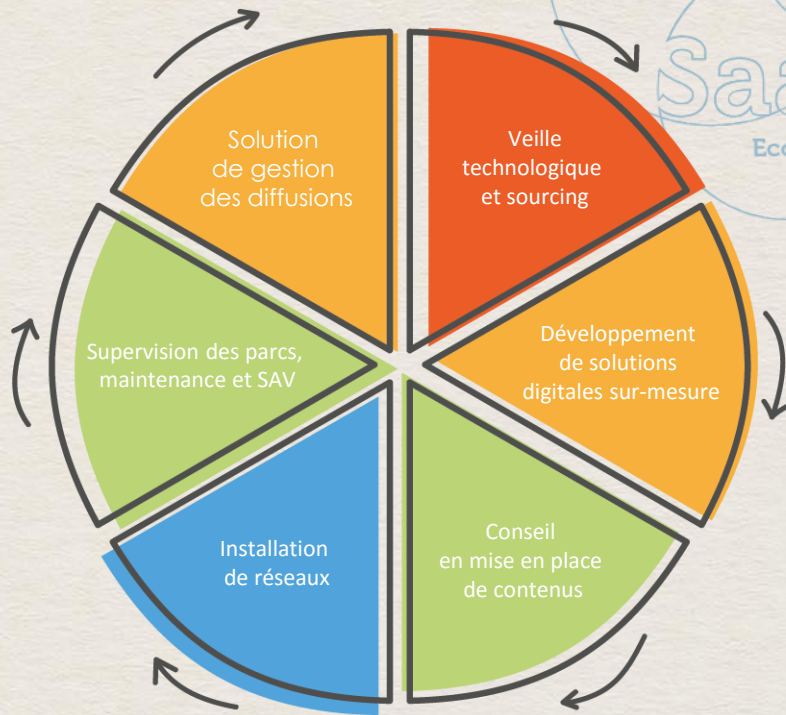
1. Our vision of the Digital Pharmacy
2. Cegedim and the Digital Pharmacy

**FUTURAMEDIA GROUP**



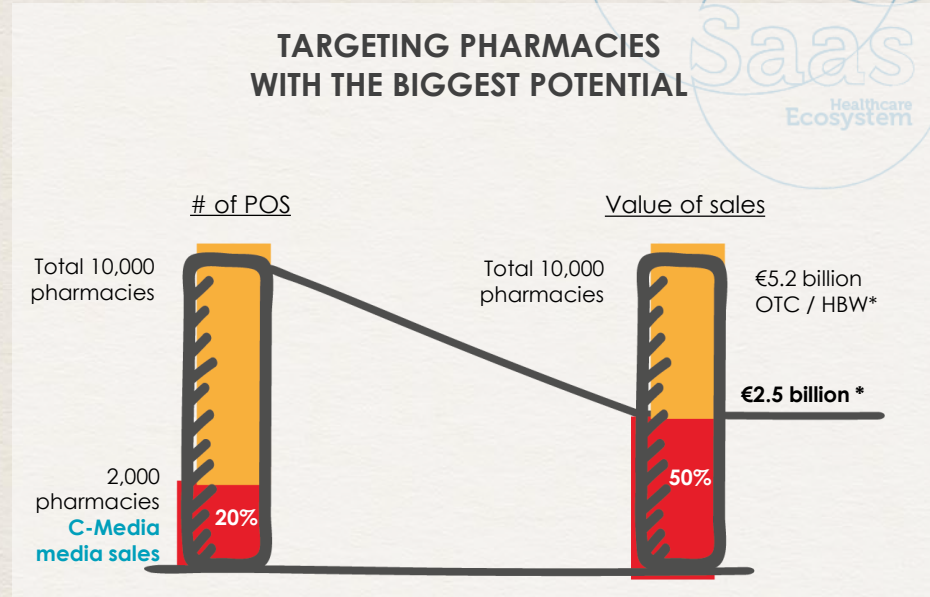
## A 360° VISION FOR DIGITAL

- **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



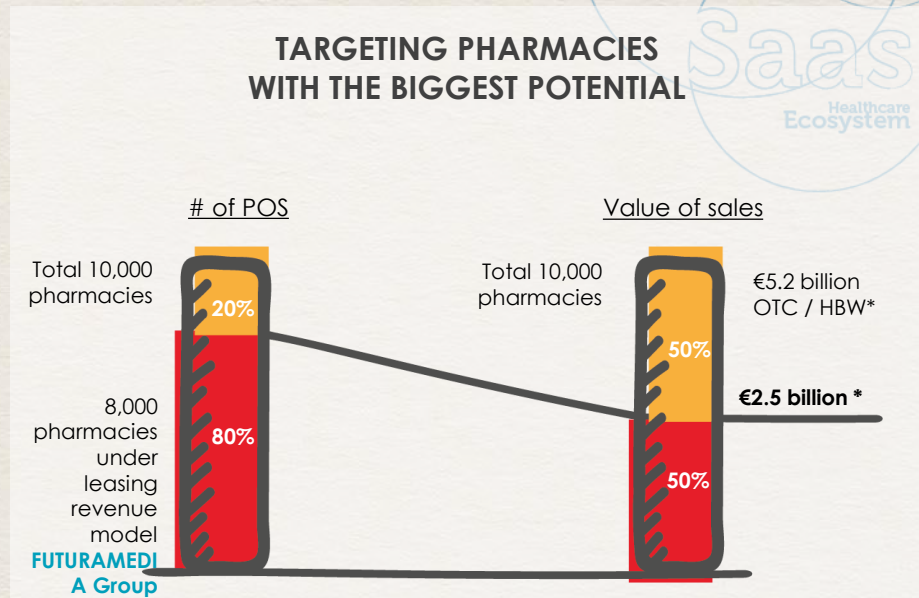
## For c-Media (media sales)

- **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





# Pharma



# Digital media installations

Transformation

BPO





# Digital merchandising

Transformation

BPO

SHELF DISPLAYS



DIGITAL ENDCAP



DIGITAL ARCHWAY



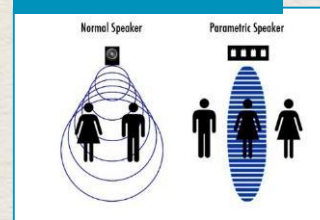
TRANSPARENT SCREENS



BEACONS



DIRECTIONAL SOUND



APPLICATIONS





# Digital communication installation

Transformation

BPO

## STORE SHELF BtoC



## TOUCH-SCREEN TABLET



## VIDEO SURVEILLANCE



## LED DISPLAYS



## PHARMACY STORE SHELF BtoB



## LED CROSS OUTDOOR SIGNAGE



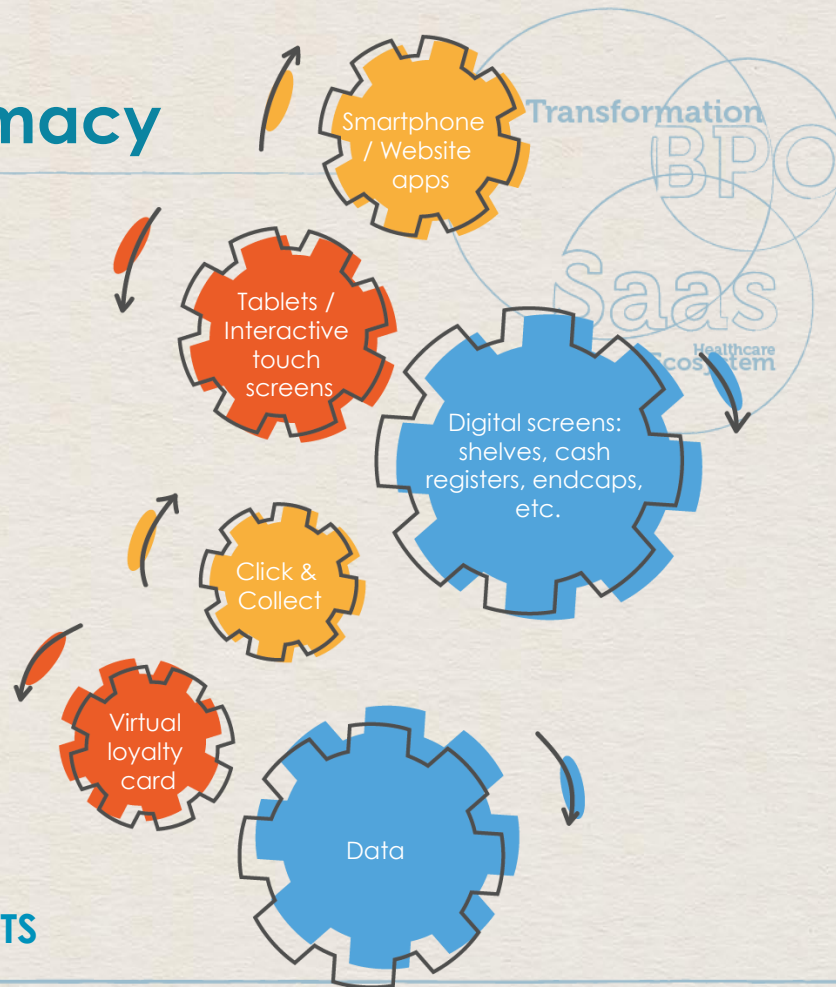
# THE DIGITAL PHARMACY

# Our vision of 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:  
**data = loyalty + 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 360° offering

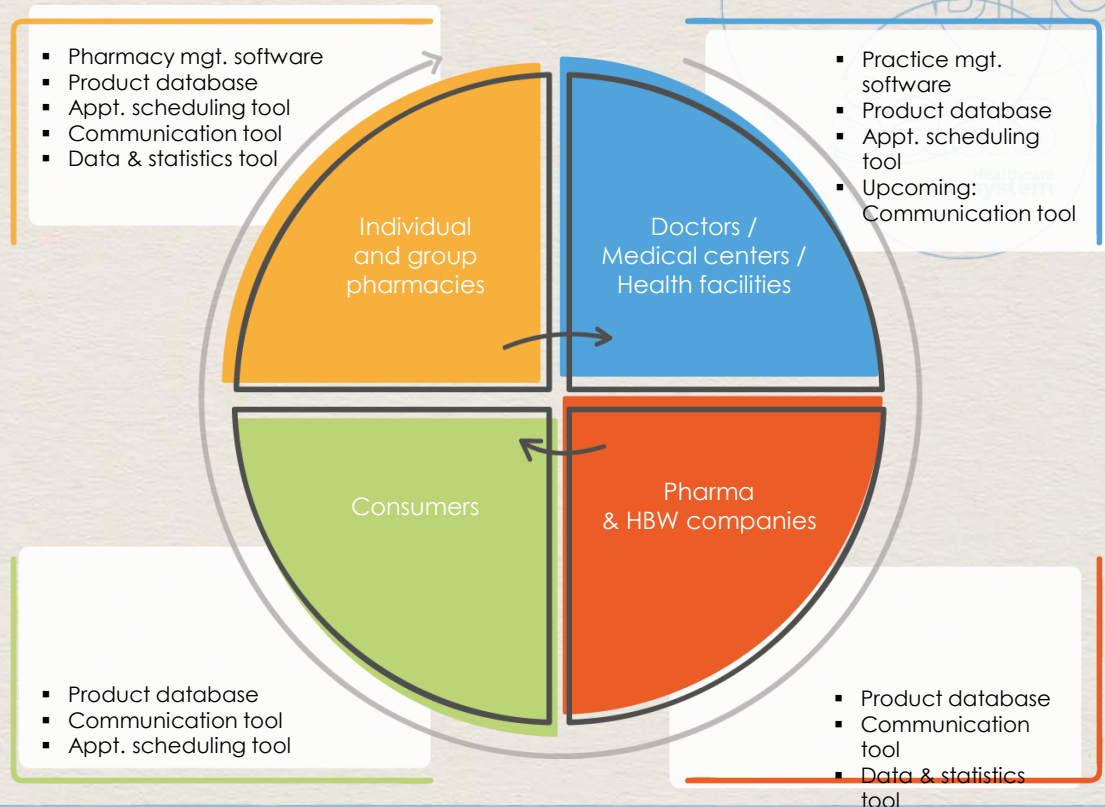
Transformation

BPO

A full range of digital products and services  
for every healthcare professional

**WE COVER THE ENTIRE HEALTHCARE**

**UNIVERSE VALUE CHAIN**



# Cegedim: unrivalled leadership

Transformation

BPO

SaaS  
Healthcare  
Ecosystem

Strategic leadership positions in  
the healthcare market

**WE COVER THE ENTIRE**

**HEALTHCARE UNIVERSE**

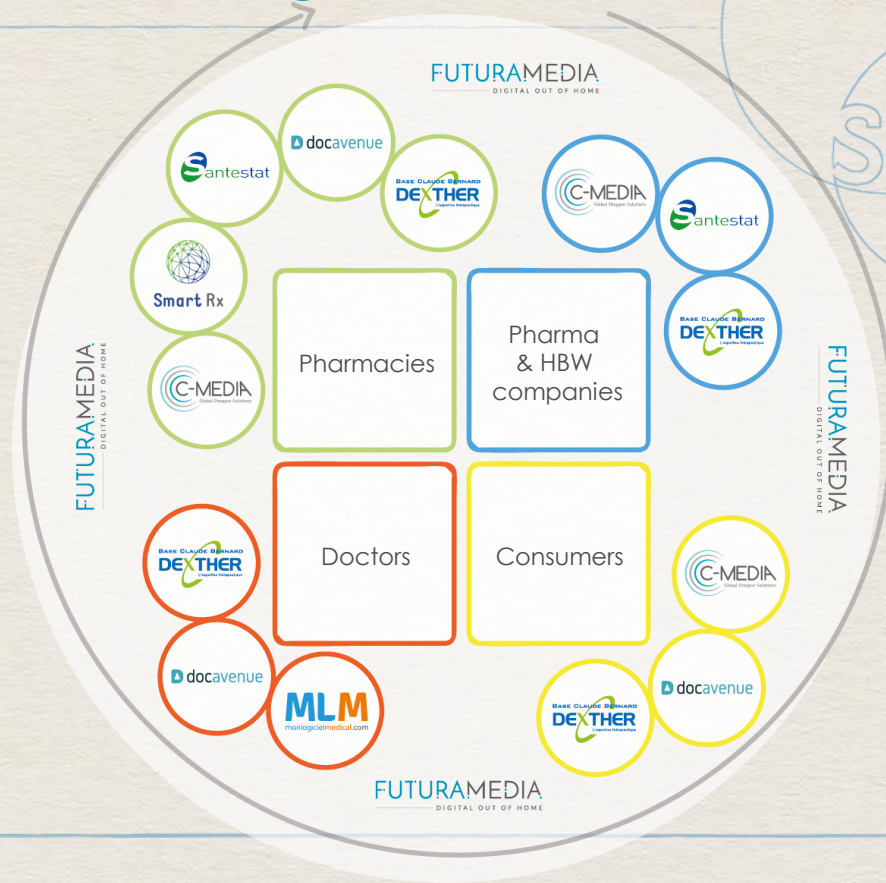
**VALUE CHAIN**



# Cegedim: unique genetic makeup

Our interconnected offerings allow us  
to meet the needs of every player in  
the health ecosystem

**WE COVER THE ENTIRE  
HEALTHCARE UNIVERSE  
VALUE CHAIN**





Transformation

BPO

SaaS

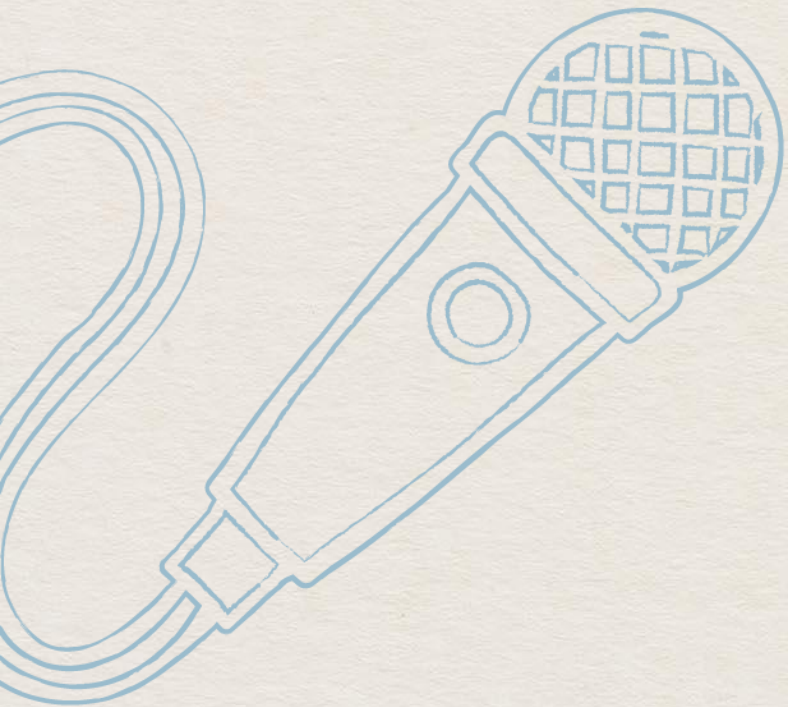
Healthcare  
Ecosystem

# QUESTIONS





*Thank you for your attention*



# TELEMEDICINE

---

**Eric Jarrousse**

Vice-President of Cegedim Healthcare Software





# MEDICAL DEMOGRAPHICS IN 2017

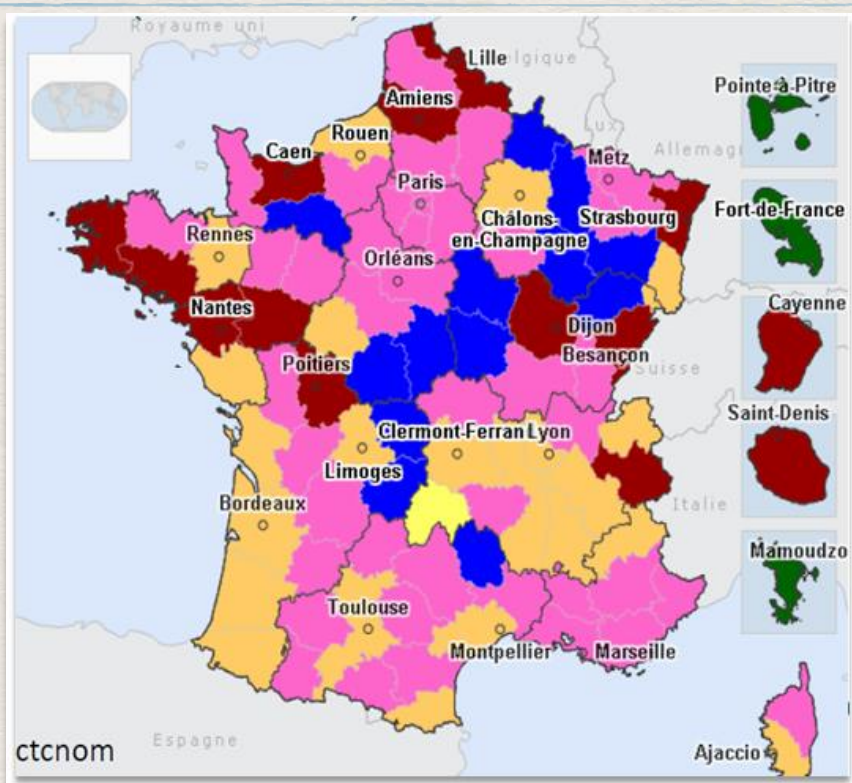
# Regional Disparity

Transformation

BPO

SaaS

Healthcare  
Ecosystem



In 45 departments, the general population is rising but the number of doctors is falling (departments in pink at right).



1 Ajouter un autre indicateur...

0  
10 à 4,0  
5,0  
6,0 à 7,0  
8,0 à 11,0  
N/A

options

Distance d'accès  
les plus longues

Reynolds-Uni  
Manche  
Belgique  
Lille  
Amiens  
Rouen  
Caen  
Paris  
Châlons-en-Champagne  
Metz  
Strasbourg  
Orléans  
Dijon  
Besançon  
Nantes  
Poitiers  
Limoges  
Clermont-Ferrand  
Lyon  
Bordeaux  
Toulouse  
Montpellier  
Marseille  
Espagne  
Océan Atlantique  
France  
Italie  
Suisse  
Allemagne

Basse-Terre  
Fort-de-France  
Cayenne  
St-Denis  
Mamoudzou  
Ajaccio

0 200

- 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 régionale, 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

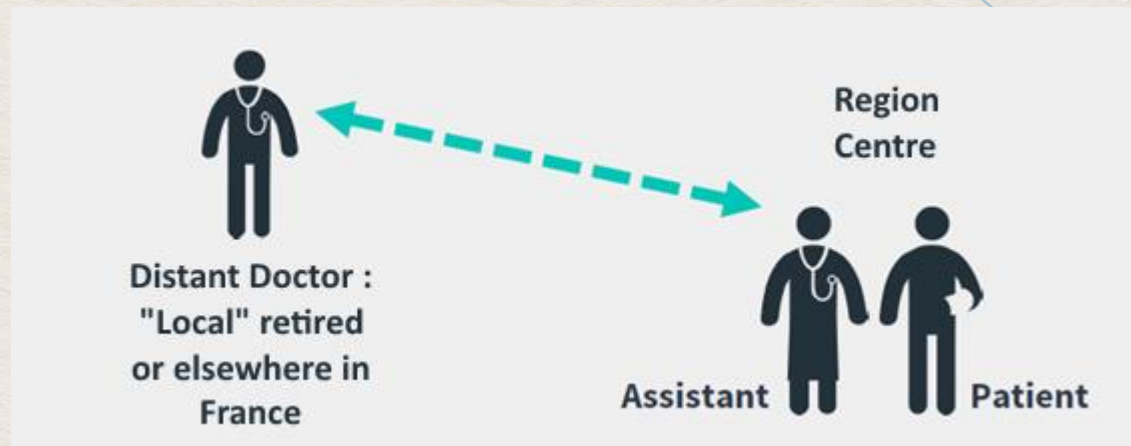
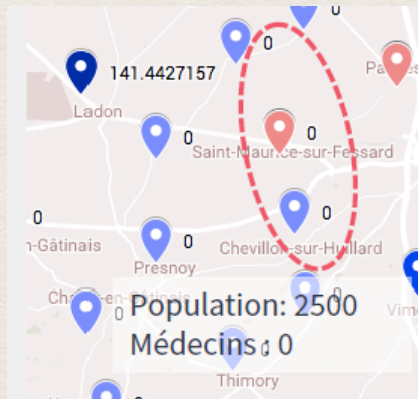
Transformation

BPO

SaaS

Healthcare  
Ecosystem

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

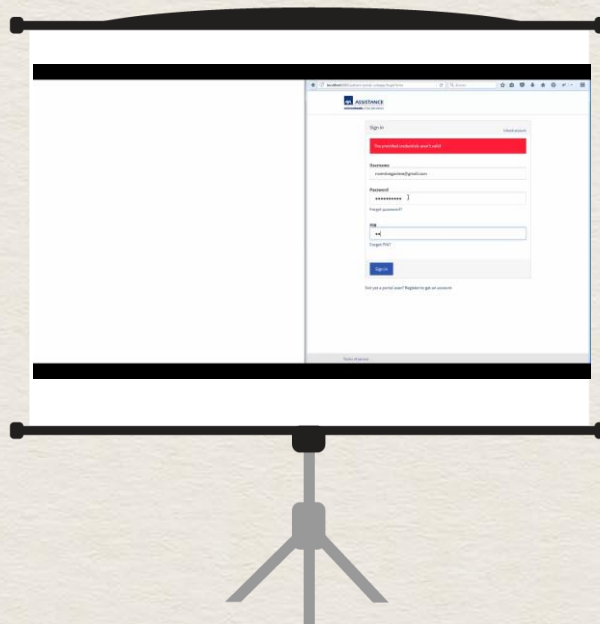


- Deploy and manage telemedicine solutions in medical deserts
- Remote visit – nurse, patient, and remote doctor:
  - **The patient** makes an appointment with **the nurse** (by phone or DocAvenue)
  - **The nurse** makes an appointment **with an available doctor or the patient's usual doctor**
  - **The doctor** xxx reserves a slot xxx 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

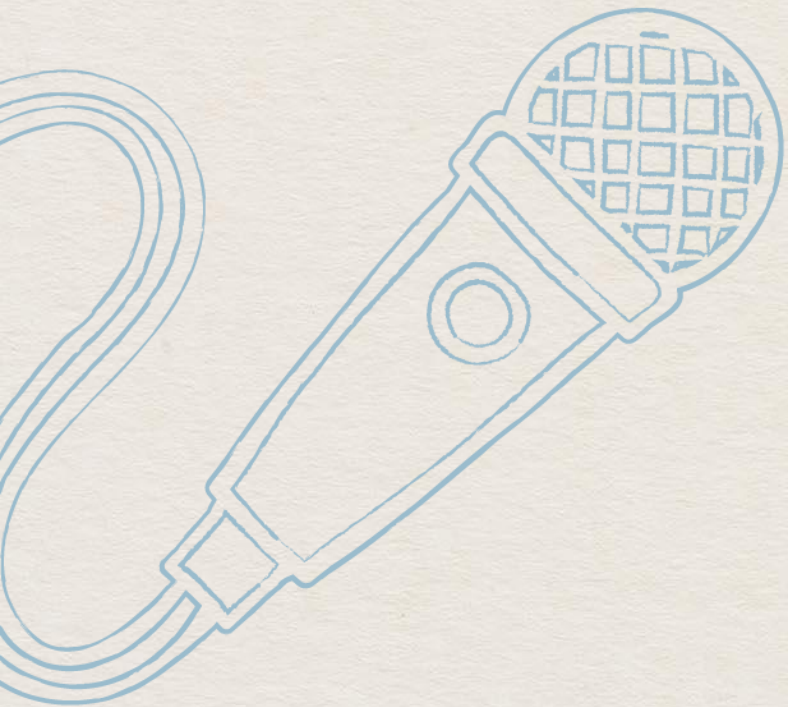


Cegedim is a **major player in important projects that are changing e-health:**

- 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.



# VISIONED GROUP

---

**Olivier Hua**

CEO Group & CEO BewellConnect Corp USA



# bewell<sup>®</sup> connect

---

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

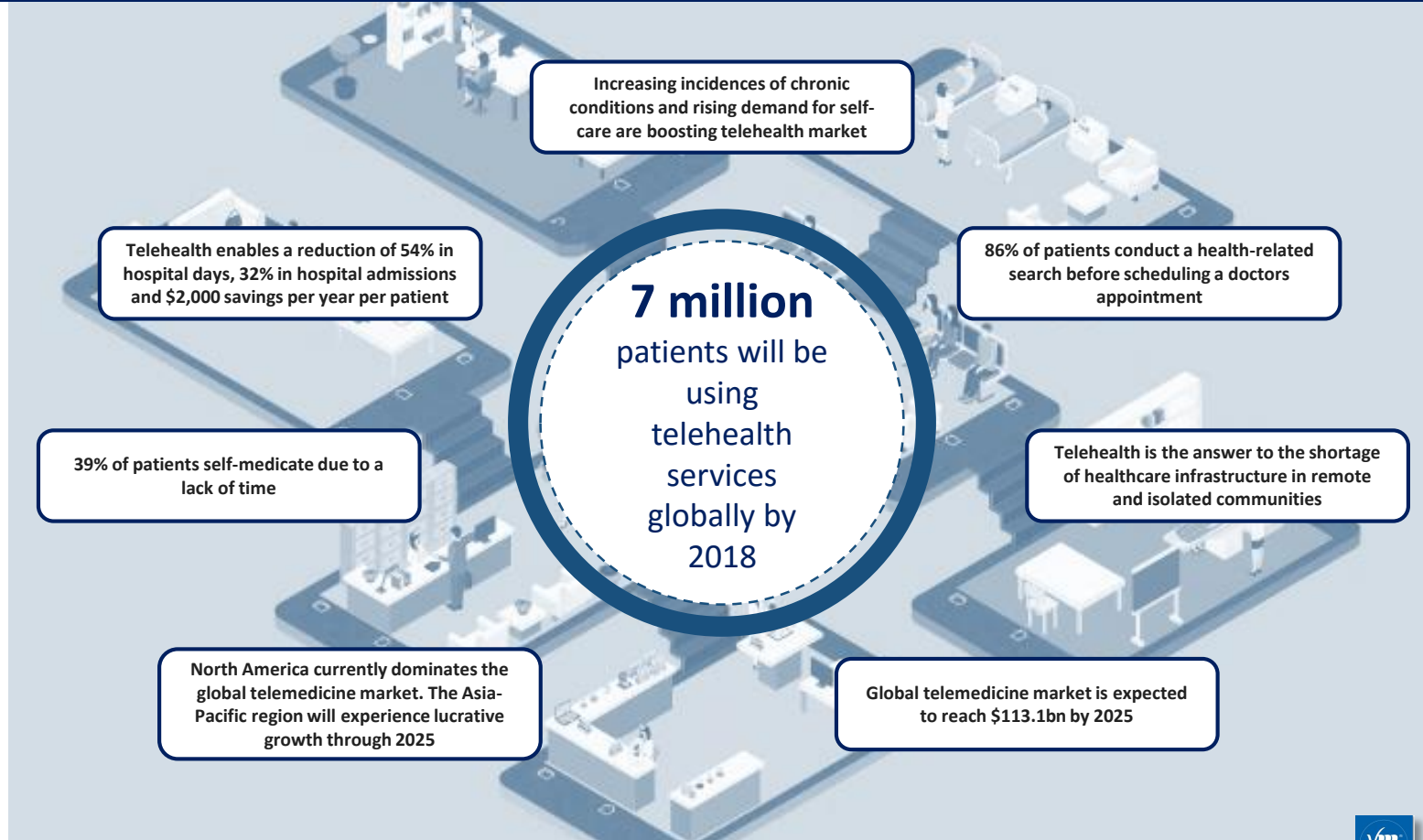




**Recent awareness of the healthcare system led to a drastic change in behavior of all health stakeholders**

**As a technology pioneer in connected health putting patient at the center, BewellConnect is disrupting the ecosystem through innovation while addressing new market needs**

# TELEHEALTH EXPERIENCES BOOMING GROWTH, FUELED BY TECHNOLOGICAL PROGRESS





# 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**

## 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**



**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

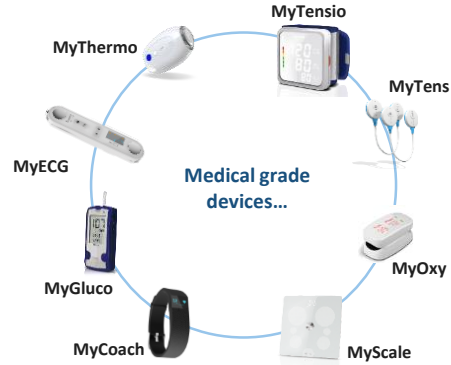


RPM devices market expected to reach **\$1.9bn** by 2025  
North America accounts for **c.40%** of RPM devices market

# 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



...connected to a single application: BW Connect



MONITOR 1

patient's health with BWC's connected health medical devices



EVALUATE 2

results with BWC's virtual medical consultation:  
- Personal assessment  
- Emergency level



IMMEDIATE CARE 3

with instant access to a doctor to get advice from anywhere

CLOUD-BASED DATA STORAGE SOLUTIONS COMPLIANT WITH ALL LOCAL STANDARDS

## B2B solutions

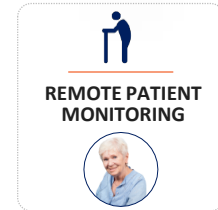
Professional telemedicine and health remote monitoring solutions



HEALTH GATEWAYS



SMARTPHONE / TABLET



REMOTE PATIENT MONITORING



MyHealthBox



PATIENT MONITORING BY HEALTH PRO

AMBULATORY & OUTPATIENT SURGERY – CHRONIC DISEASES MANAGEMENT – ELDERLY MANAGEMENT

# 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



## 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

**bewell**  
connect+

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



# ZOOM ON CEGEDIM BEWELLCONNECT PARTNERSHIP

**Jean-Claude Labrune – President and CEO of CEGEDIM – Extract of 2016 annual report**

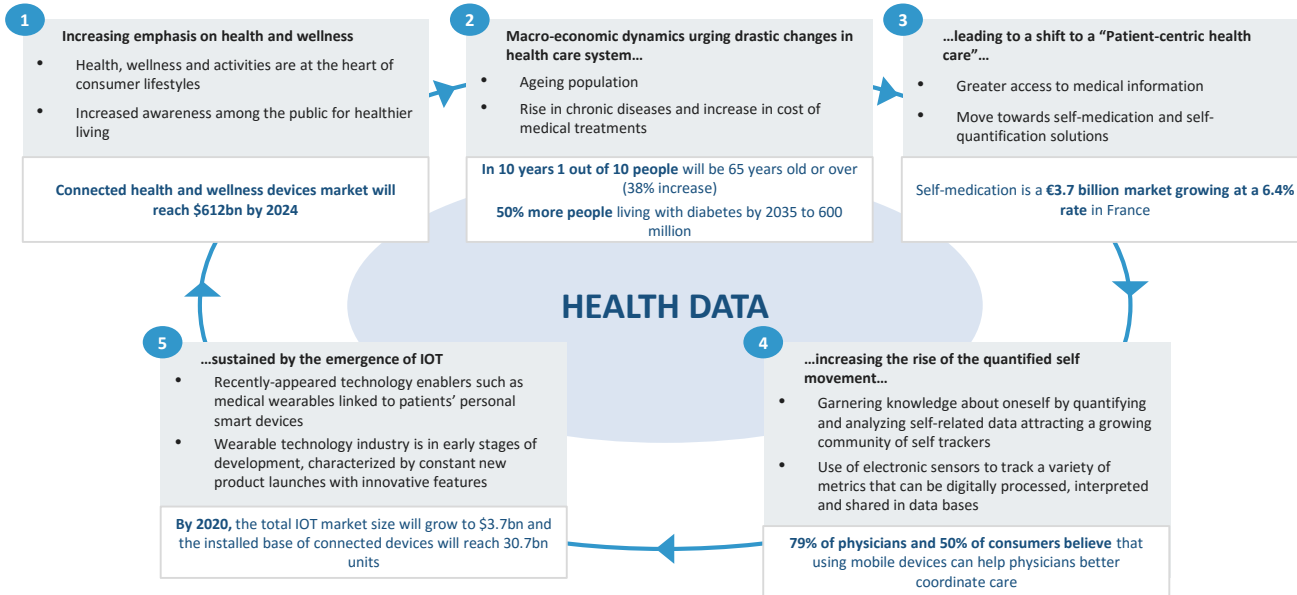
*« ... the growing need to make the economics of healthcare more efficient means that we need to develop new patient monitoring and health record tools, and create tools for coordinating healthcare between health professionals. To do so, we need a strategy that integrates connected devices and telemedecine... »*



BUSINESS CASE	BEWELLCONNECT OFFER
<b>Providers</b> Equipment of providers in their office for : i) Upload of their patients vitals in their EMR ii) RPM for chronic diseases patients	Connected medical devices + Technical solution (gateways) to upload information in the EMR
<b>Health professionals</b> Equipment of health professionals for home visits	Visiocheck including video teleconsultation and upload of medical data in the EMR
<b>Payers</b> Supply of a triage algorithm before opening a telehealth consultation	BewellCheckup in capitation in insurance contracts

# DATA IS AT THE HEART OF THE SHIFT TO PATIENT-CENTRIC HEALTH

Adoption of health connected devices generates massive amounts of available personal data



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

# bewell<sup>®</sup> connect

---

Thank you for your attention !



gth

Investor Summit  
Decembre 11, 2017







## WORKSHOP SESSION

1- VIRTUAL PHARMACY

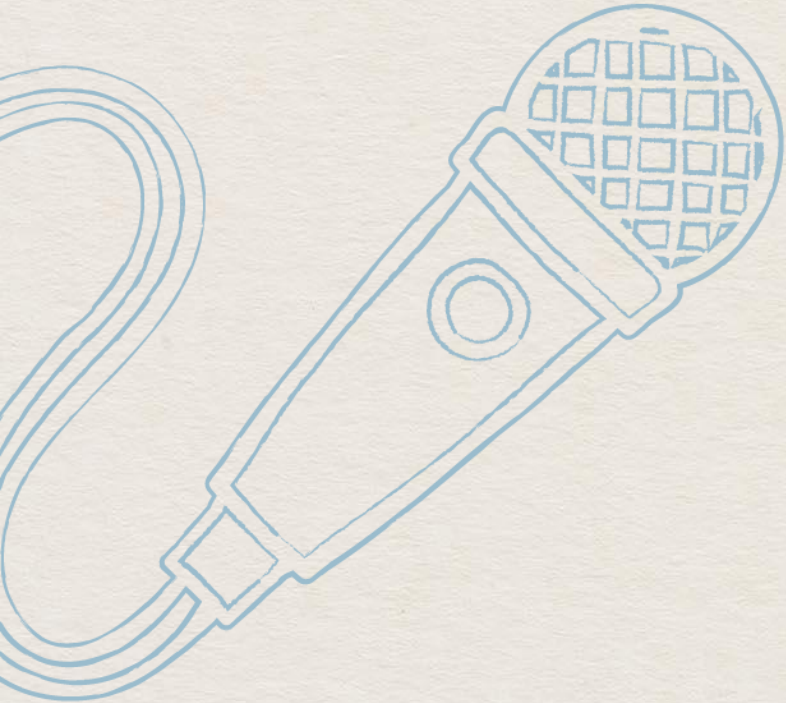
2- MEDICAL CONNECTED DEVICES



## **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**



PM



EHR



RCM



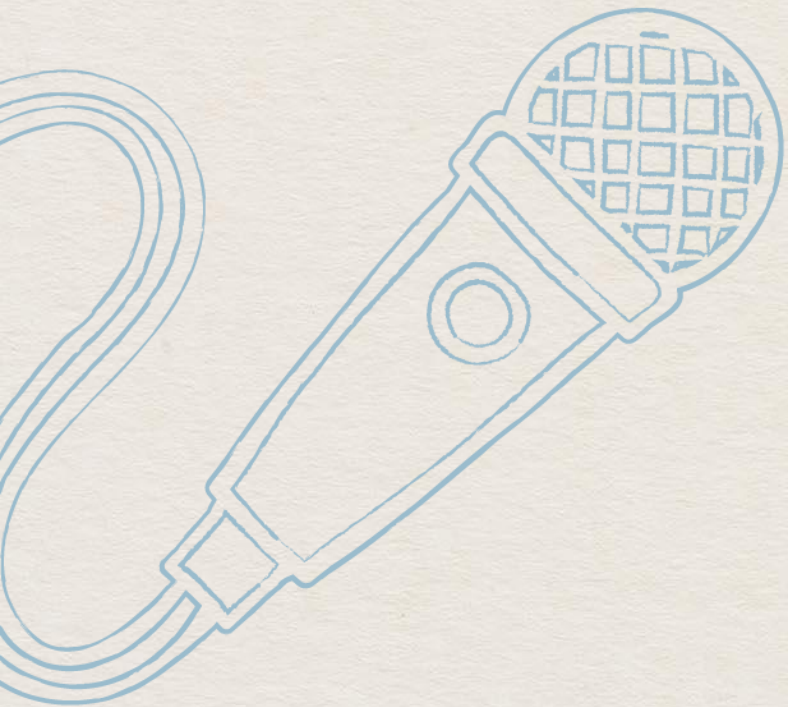
Transformation

BPO

SaaS

Healthcare  
Ecosystem





# DOCAVENUE

---

**Arnault Billy**  
Director of Docavenue



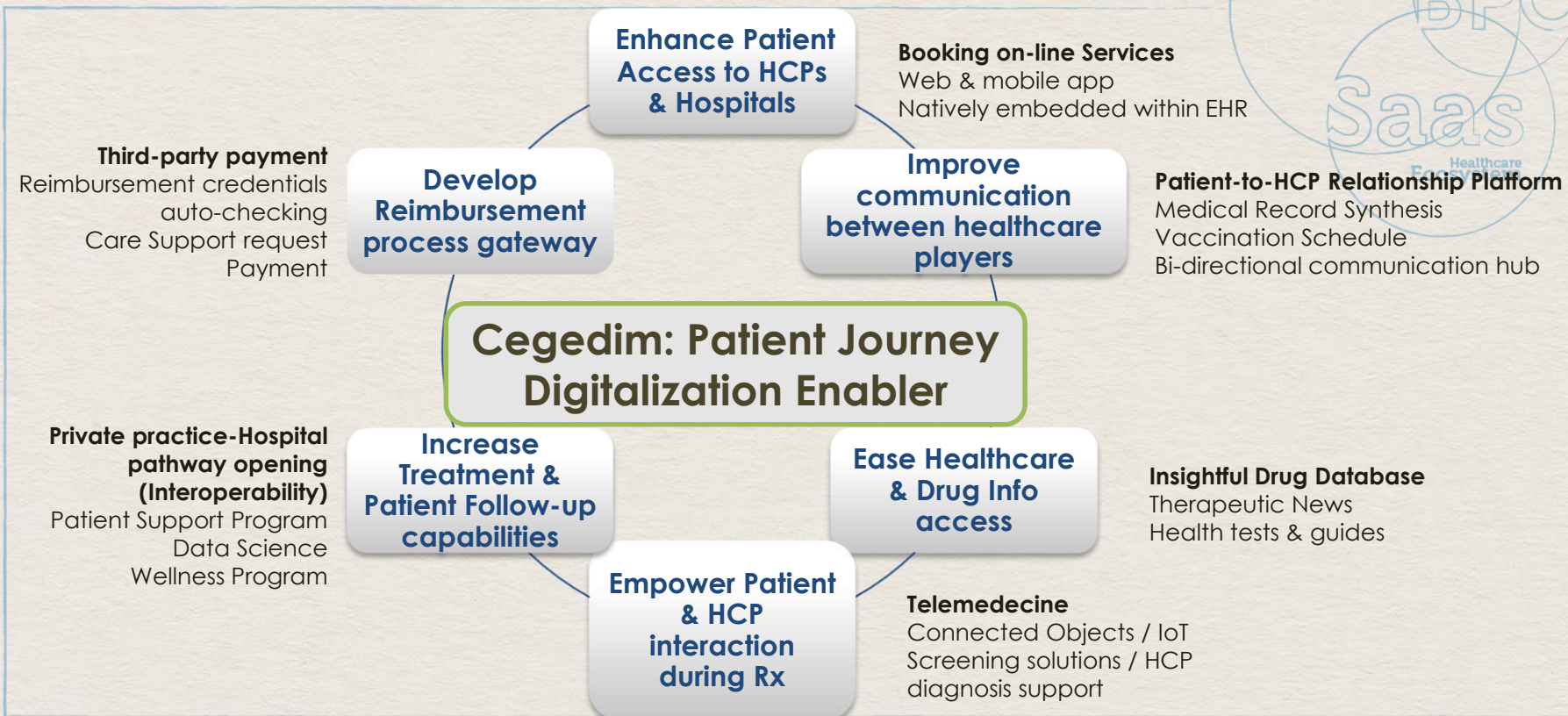
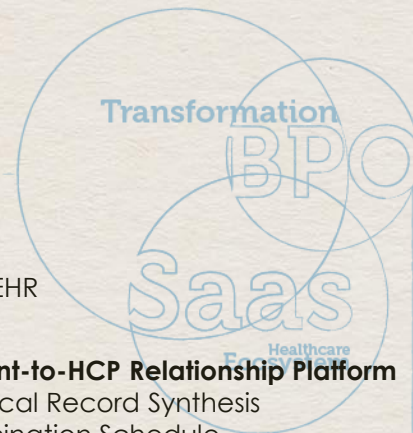


# **Docavenue:**

## **Connecting Healthcare Professionals and Patients**



# Docavenue: Patient-to-HCP Relationship Platform

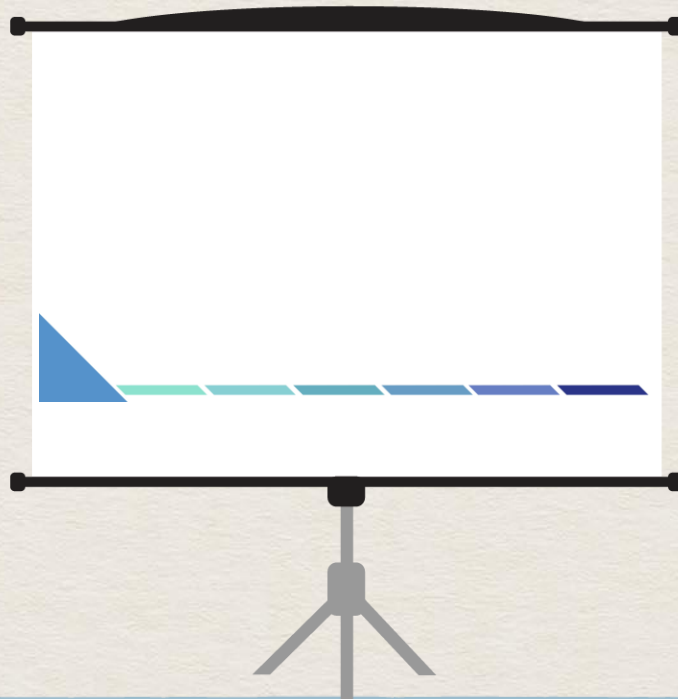


Transformation

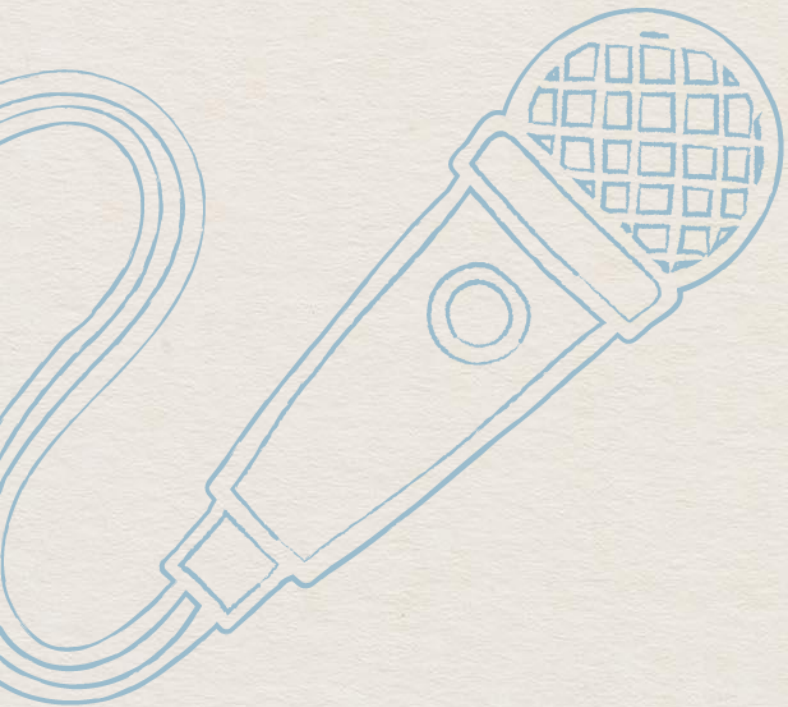
BPO

SaaS

Healthcare  
Ecosystem







# 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.

# Cegedim Healthcare BPO



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**.

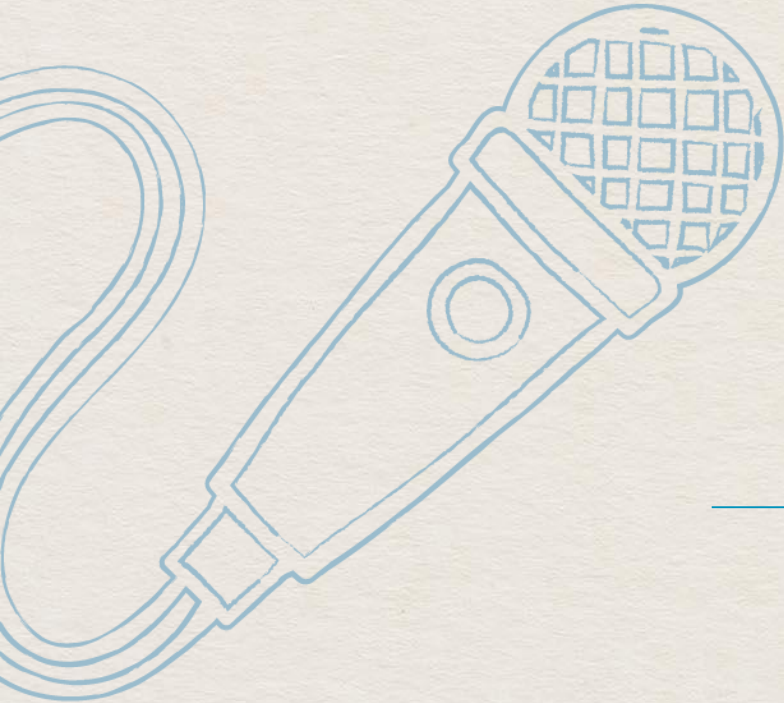




- **Regulatory compliance** is always a major issue for companies.
- It is a key concern for insurers. The Hamon Law, the Sapin 2 Law, the Solvency II Directive, the ANI Law, “responsible” policies, and the Eckert Law all place additional burdens on our insurance-industry clients.
- The requirements 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**

---



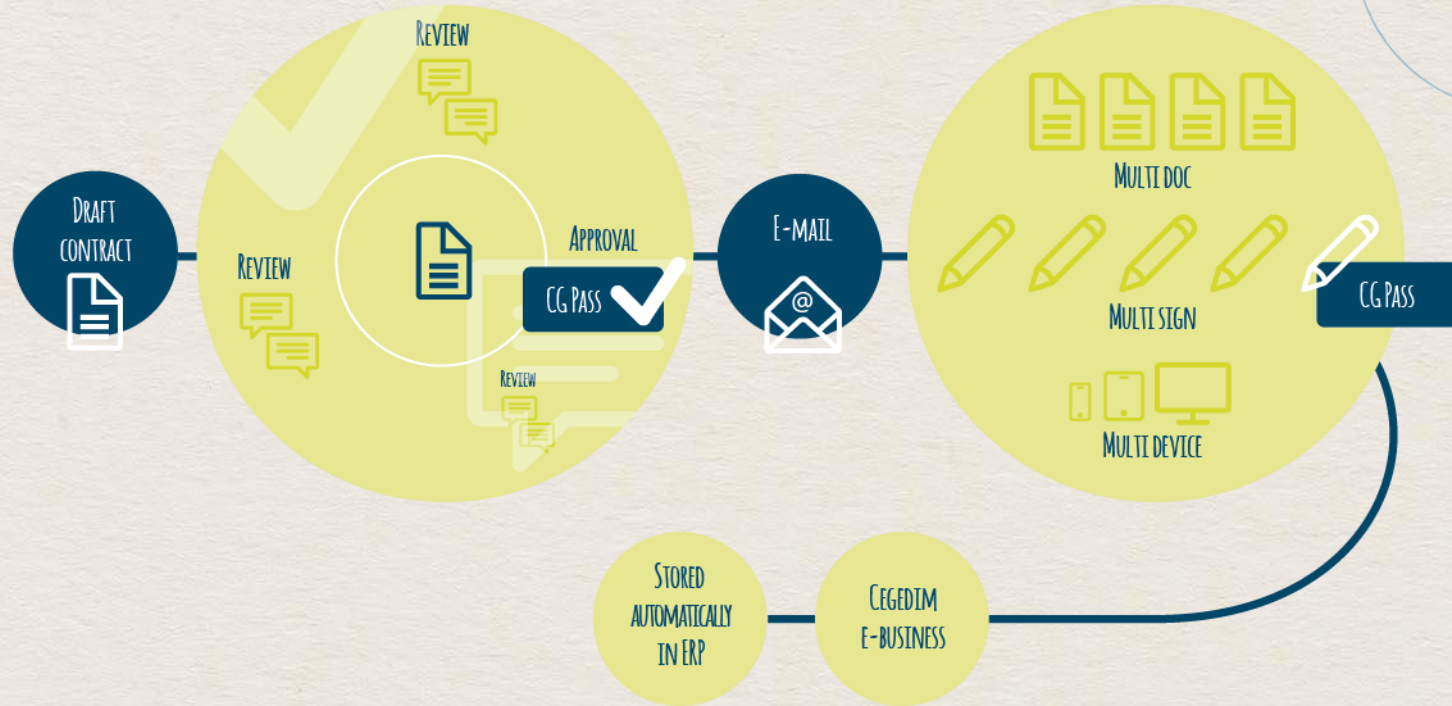
# Example of a typical sales and contractualization process





# CG PASS SALES AND CONTRACTUALISATION PROCESS

# Example: CG Pass sales and contractualisation process





# CG Pass: Process Digitalization & Electronic Signature

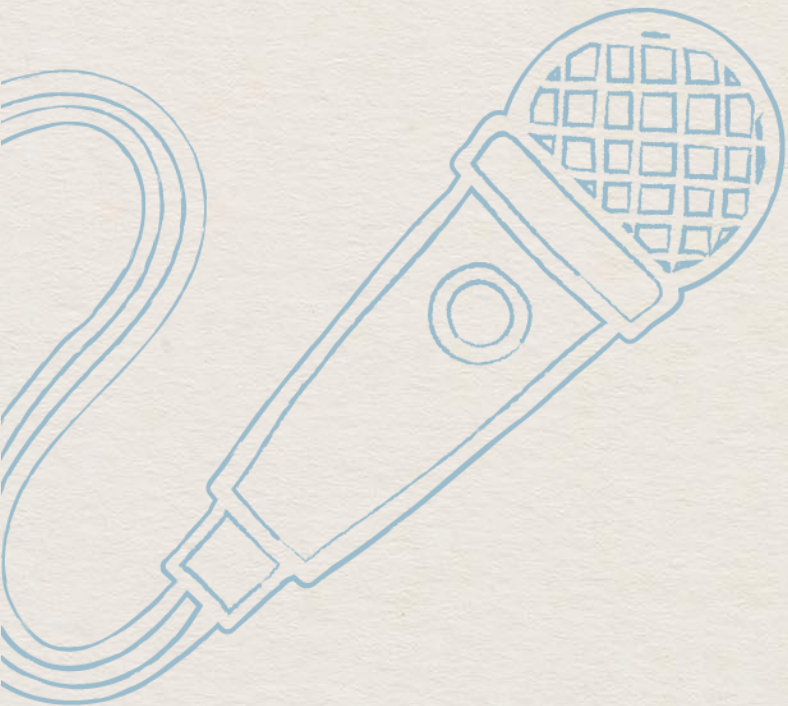


- CG Pass is **fully compliant** with European & US Rules & Regulations
- CGPass the e-signature solution enable to sign any kind of document with full compliance with the law and regulations
- **Paperless handwritten signature**
  - The manual signature is captured by :
    - Dynamic elements (speed 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**



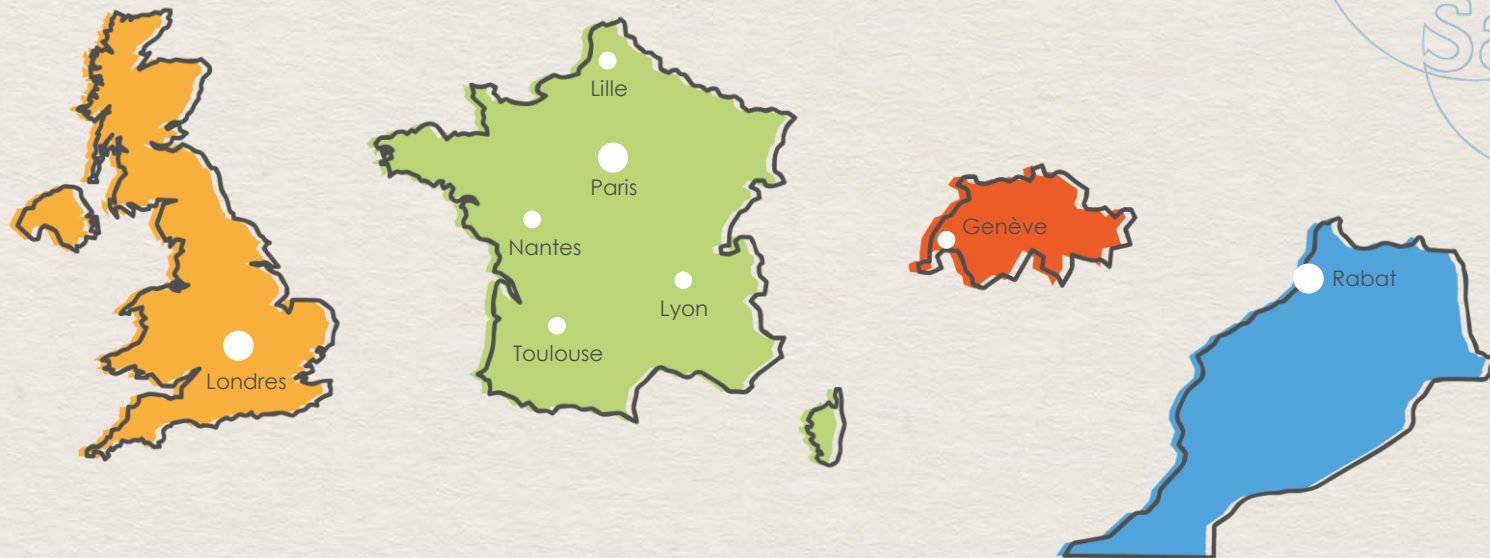
# Where to find us

Transformation

BPO

SaaS

Healthcare  
Ecosystem



## 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)

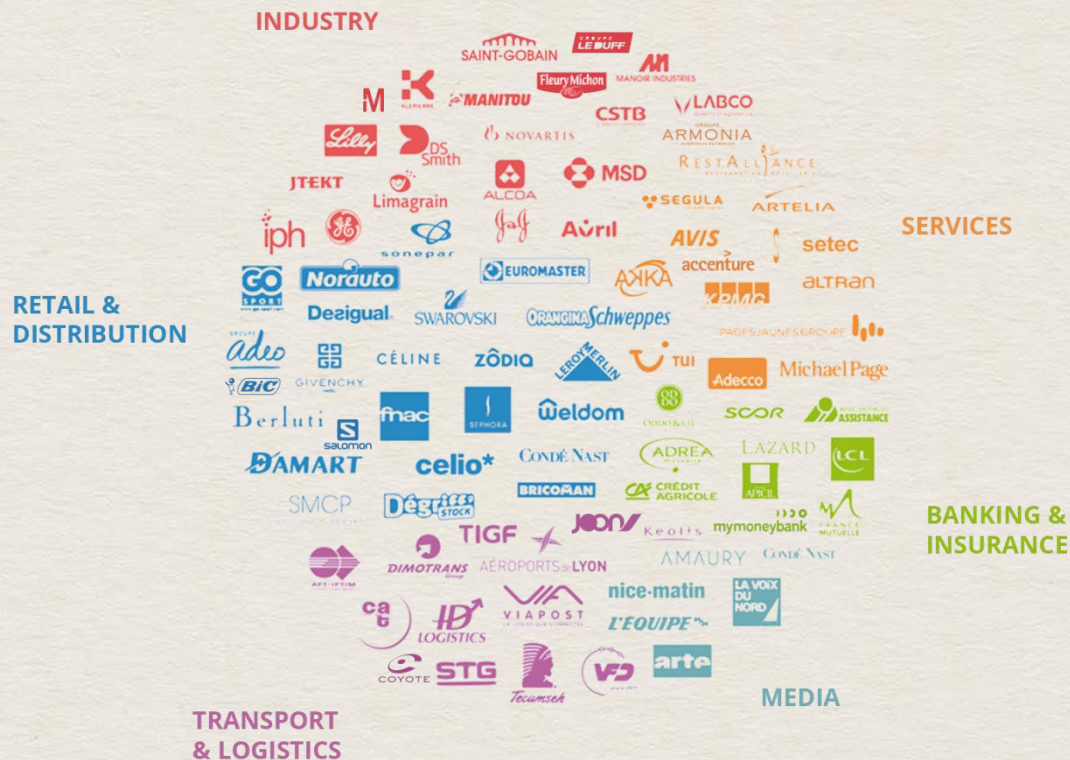


### Business services center in Bucharest, Romania:

- 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

Transformation

BPO

SaaS

Healthcare  
Ecosystem



## HR vault

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

Employee  
on-  
boarding

## E-signature

- Hiring letter
- Employment contract
- Benefits enrollment, etc.



HR process  
optimization

HR  
document  
sharing

Employee  
life cycle

## Employee vault

- Electronic pay statements
- Personal storage space
- Official records

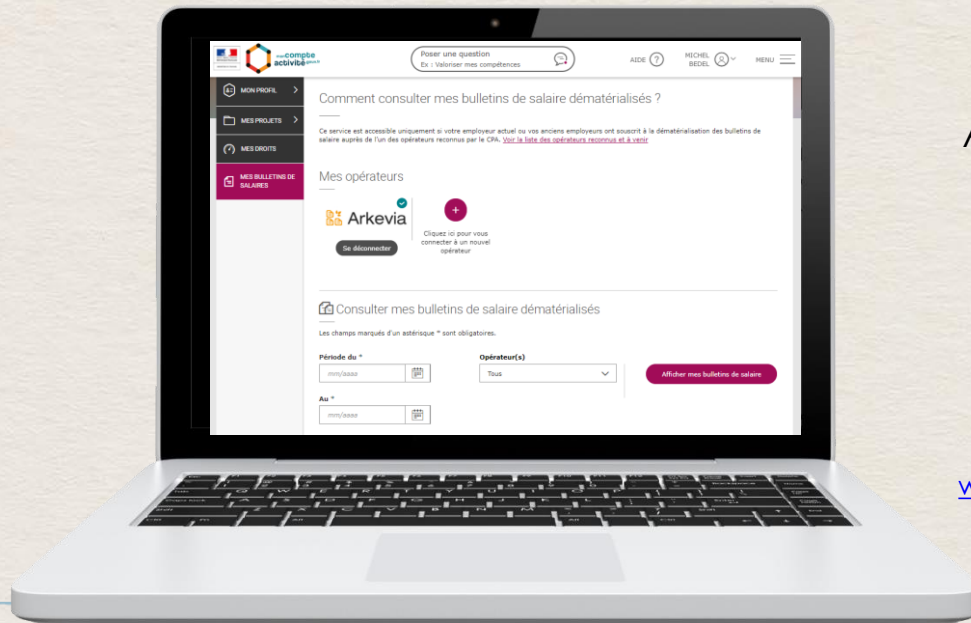




# Arkevia employee vault

## 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](http://www.moncompteactivite.gouv.fr)





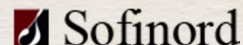
## An amazing opportunity

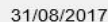
- Richer, faster HR processes
- Multiple potential applications in HR: employment contracts, contract amendments, official documents, performance objectives, time sheets, etc.
- End-to-end digitalization, with automatic archiving of signed documents using our electronic vault solutions.

### Current clients



### New client





Si vous rencontrez des difficultés ou avez besoin d'une aide complémentaire, vous pouvez nous contacter à l'adresse suivante : [e-signature@cegedim.com](mailto:e-signature@cegedim.com).

Téléchargez et lisez vos documents avant de signer


- JUSTIF\_TRANSP - Optionnel
- IDE - Optionnel
- ATT\_SS - Optionnel
- RIB - Optionnel
- DIPLOME - Optionnel

Lire et Signer



**cedemid**  
Espace des clients  
CEDEMID 2019

**BÛCHE DE RECHERCHES**  
FICHE DE RECHERCHES  
RÉGION CONFORT - Constanța à Săvârț 2019  
ADRESSE EN FAMILLE  
EXTENSION POSSIBLE AU COORDINAT SAUDET



**CRÉDIT DÉPOSÉ à l'intermédiaire**

☐ Adhésion - Date d'entrée 31/05/2017
 ☐ CDD - Date d'entrée
 ☐ Date de fin

☐ Mobilisation - Date d'entrée
 ☐ Mut

**CRÉDIT EN**

Nom GABET Prénom Régine  
 Date de naissance 10/06/1980  
 Adresse 117 rue d'Alsace  
 Code postal 82700 Ville BOULOGNE-BLANCOT

**PROPOSITION FINANCIÈRE EN COURSE de validation pour**

Capital 100000000  
 Coût mensuel 200000000

☒ Le client dispose d'un moyen de paiement par carte bancaire et/ou d'un compte bancaire et/ou d'un compte de chèques postaux  
☒ Le client dispose d'un moyen de paiement par carte bancaire et/ou d'un compte bancaire et/ou d'un compte de chèques postaux  
☒ Le client dispose d'un moyen de paiement par carte bancaire et/ou d'un compte bancaire et/ou d'un compte de chèques postaux  
☒ Le client dispose d'un moyen de paiement par carte bancaire et/ou d'un compte bancaire et/ou d'un compte de chèques postaux

**Commentaires de la Banque à l'intermédiaire**

Nom Prénom Date de Naissance N° Sécurité Sociale  
 Prénom Nom Date de Naissance N° Sécurité Sociale  
 Prénom Nom Date de Naissance N° Sécurité Sociale  
 Prénom Nom Date de Naissance N° Sécurité Sociale

**Notes de l'Agent** **Classification** **Classe Sociale** **Retour** **Valider**



# FINANCIAL COMMUNICATION

# CEGELEASE DISPOSAL UPDATE

## 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**

Cegedim is not planning any further divestments

The Group in no way guarantees that a deal will be carried out

# FY 2017 OUTLOOK MAINTAINED

>+6%

REVENUE L-F-L GROWTH  
FY 2017

€66M TO €72M

EBITDA  
FY 2017

The above outlook does not reflect the potential divestments of *Cegelease* and *Eurofarmat*  
The Group does not anticipate a significant acquisition in 2017

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

# FOLLOW US ON:



IR APP



WEB SITE



WEBCAST



SOCIAL NETWORK

+178,000  
doctor workstations

E-BUSINESS  
120,000  
companies  
connected  
to its network

PATIENT

PHARMACISTS

20,000  
pharmacies

SRH  
+350,000  
workers  
managed  
daily

DOCTORS

PAYERS

43M  
policyholders

PARAMEDICAL  
STAFF

44,000  
paramedics

CEGEDIM



**THANK YOU!**



Jan Eryk Umiastowski

Chief Investment Officer – Head of Investor Relations

[janeryk.umiastowski@cegedim.com](mailto:janeryk.umiastowski@cegedim.com)

Tel: 00 33 1 49 09 33 36 – Mob: 00 33 6 73 25 96 34

