2017
Activities Overview

cegedim

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cegedim

4,000
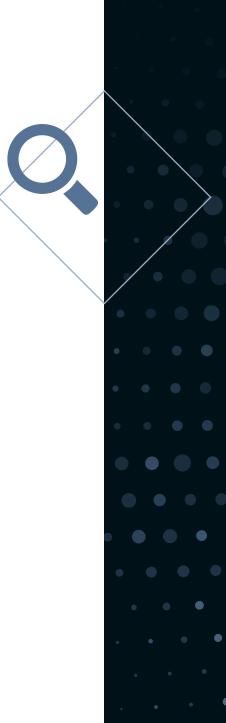employees

€ 441m
of revenue
in 2016

Cegedim is an **innovative** **technology** and **services** company

Specialized in the field of digital data flow management for healthcare ecosystems and B2B, Cegedim is also positioned as a business software publisher for healthcare and insurance professionals.
Founded in 1969 and listed in Paris, Cegedim employs more than 4,000 people. The company generated revenue of €441 million in 2016.

Cegedim offers a wide range of innovative solutions and services for healthcare professionals and industries (pharmaceutical and insurance companies) and companies of all business sectors interested in outsourcing, secure hosting and computerized exchanges.

Cegedim maintains leadership positions in each of its branches.

Summary

Presentation

Solutions

HR & Finance

Chairman's Statement

Jean-Claude Labrune
Chairman and CEO

After a successful refocusing on its major business lines, Cegedim has continued to reinvent itself, to innovate, and to invest.

Our new, increasingly agile organization has strengthened our ability to adapt, to innovate and to implement. The transition of all of our products towards the SaaS model, incorporating Big Data and digital technology, is still ongoing and the move to a full services model (BPO) is accelerating, so as to meet the growing demands of our clients, the users of our SaaS solutions.

In 2016, we achieved our first objective: a return to sustained growth - a clear indication of our customers' belief in our vision.

We support these widespread transformations, brought about by regulatory, demographic, technological and economic changes, that are having an impact on our clients and our markets.

In the healthcare industry, new ways of delivering care, the increasing complexity of medical knowledge, and new technologies offer exceptional opportunities for growth.
Medical data are growing more and more complex, requiring the development of knowledge bases covering products and therapies, and accelerating the need for prescription and dispensing software to be used during the course of care.
The growing need to make the economics of healthcare more efficient means that we need to develop new patient monitoring and health record management tools, and create tools for coordinating healthcare between health professionals.
This entails the implementation of a strategy that incorporates connected devices and telemedicine.

In the health insurance industry, new opportunities for growth include the introduction of new insurance policies (ACS, National Interprofessional Agreements, Responsible contracts), and the widespread automation of third-party payment processes (control of online rights, invoicing and payment).

Our ecosystem, unlike any other healthcare, enables us to address the challenges associated with the extensive changes underway in this business.

Last year, Cegedim launched *Docavenue* the online appointment booking system, *Smart Rx* for pharmacists in France, *Pulse Cloud* in the United States, *Vision Anywhere* in the United Kingdom, the *MSP solution* which caters to the needs of healthcare professionals, more and more of whom are choosing to work in groups at healthcare centers and nursing homes, and *Activ'Infinite 7* for health and mutual insurance companies.
Cegedim has also accelerated the roll out of *MonLogicielMedical.com* for physicians in France.
Cegedim is also currently developing its full service offers with mutual insurance groups Klesia and Ystia and in the US with its Revenue Cycle Management business.

With regard to digital advances, the Group is strengthening its positions, particularly through the acquisition of *Futuramedia* which has enabled it to create the first in-pharmacy digital display network.
The offers linked to the digitization of flows through our SaaS model platform *Global Information Services a*re a proven success.

Lastly, with regard to human resources management, we are seeing growing opportunities against a backdrop of regulatory changes, the spread of digital technologies and companies' desire to outsource a wide range of administrative tasks (including training coordination, work-time management, talent management and the management of supplemental health insurance and pensions).
We are also seeing huge success here for our full service offers with iconic clients such as FNAC.

All of the Group's offers rely on our own healthcare data hosting infrastructure with *Cegedim Cloud Services* which is also undergoing significant developments.

During this period of transition, with the aim of consolidating the Group's development, we are increasingly grateful to our employees for their contributions, our clients for their trust, and our shareholders for their support.

Corporate Governance

Executive Management

» **Jean-Claude Labrune** .... *Chairman & CEO*
» **Laurent Labrune** .... *Managing Director*
» **Pierre Marucchi** .... *Managing Director*
» **Alain Missoffe** .... *VP Strategy and Development*

Operational Management

» **Claude Garcès** .... *Cegedim Outsourcing*
» **Alexis Guffroy** .... *RNP - Futuramedia*
» **Arnaud Guyon** .... *Cegedim e-business*
» **Stefan Janssens** .... *Cegedim Healthcare Software*
» **Patrick Oscar** .... *GERS Data*
» **Jérôme Rousselot** ..... *Cegedim SRH*
» **Philippe Simon** .... *Cegedim Insurance Solutions*

Corporate Management

» **Sandrine Debroise** ..... *Financial Department*
» **Benoît Garibal** .... *Human Resources Department*
» **Philippe Hamon** .... *R&D Department*
» **Aude Labrune** .... *Communications Department*
» **Tania Sabbah** .... *Accounting Department*
» **Jan Eryk Umiastowski** .... *Investment and Investor Relations Department*

Board of Directors

» **Jean-Claude Labrune**
Chairman of the Board of Directors
» **Aude Labrune**
» **Laurent Labrune**
» **Sandrine Debroise**
» **Marcel Kahn**
» **Pierre Marucchi**
Representative of FCB
» **Anne-Sophie Hérelle**
Appointed by Bpifrance
» **Marie Artaud-Dewitt**
Representative of Bpifrance
» **Philippe Tcheng**
Representative of GIE GERS
» **Jean-Pierre Cassan**
Independent Board Director

Key Figures

+4,000 EMPLOYEES

1969 FOUNDATION

11 COUNTRIES

441 million euros of revenue in 2016

+178,000 doctor workstations

20,000 pharmacies

44,000 paramedics

350 million electronic documents

and **500** million payment flows managed per year

120,000 companies connected to its network

43 million policyholders

2.9 billion euros paid

and **172** million third-party payment flows managed per year

+350,000 workers managed daily

Solutions

Solutions for Healthcare Professionals,
Pharmaceutical Companies,
Mutual and Health Insurance providers,
and Companies in every business sector.

cegedim

CEGEDIM HEALTHCARE SOFTWARE

Software for Pharmacists
Smart Rx, Cegedim Rx (UK and Romania), Next Software

Software for Doctors
CLM, INPS/Vision, HDMP, Millennium, Stacks, Pulse Systems Inc.

Software for Paramedics
RM Ingénierie

Medication Database
RESIP - Base Claude Bernard (BCB)

CEGEDIM E-BUSINESS

Electronic Data Interchange
Cegedim EDI, CG Call, GIS, Cegedim Global Payments, Hospitalis, Qualitrans-Telepharma

Healthcare data hosting
Cegedim Cloud Services

Integration and services
Cegedim Outsourcing

Outsourced payroll and HR management
Cegedim SRH

Financial services
Cegelease

Solutions for Healthcare Professionals

Solutions for Companies in Every Business Sector

Solutions for Pharmaceutical Companies

Solutions for Mutual and Health Insurance Companies

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04

Sales Statistics for pharmaceutical products
GERS Data, Cegedim Customer Information (Romania)

e-promotion
Medexact

Management of medical samples and promotional materials
Pharmastock

Health digital display
RNP, Futuramedia

CEGEDIM INSURANCE SOLUTIONS

IT for Health Insurers
Cegedim Activ, Activus

Flows and electronic payment
Cetip

Management services
iGestion

01

For
Healthcare Professionals

Cegedim offers a wide range of IT solutions dedicated to healthcare professionals. Its offerings are tailored to each country and area of specialty, and uniquely combine content offerings with medical databases. They are the best evidence of the Group's determination to be an internationally recognized player in quality of care optimization.

178,000
doctor workstations

20,000
pharmacists

44,000
paramedics

in **9 countries**

Cegedim Healthcare Software (CHS)

This division contains all of the Group's computerization activities for healthcare professionals. It has over 178,000 physician workstations, 20,000 pharmacies and 44,000 paramedical staff using its solutions in nine countries (Belgium, Chile, Spain, the United States, France, Italy, Romania, the United Kingdom and Tunisia).
In 2016, CHS continued to grow in web programs and developing the Patient ecosystem, a true exchange platform between patients and healthcare professionals.

CHS operates in the following areas:

- **Software for pharmacists** (Smart Rx, Cegedim Rx UK and Romania, Next Software);

- **Software for doctors** (CLM, INPS/Vision, HDMP, Millennium, Stacks, Pulse Systems);

- **Software for paramedical professions** (RM Ingénierie);

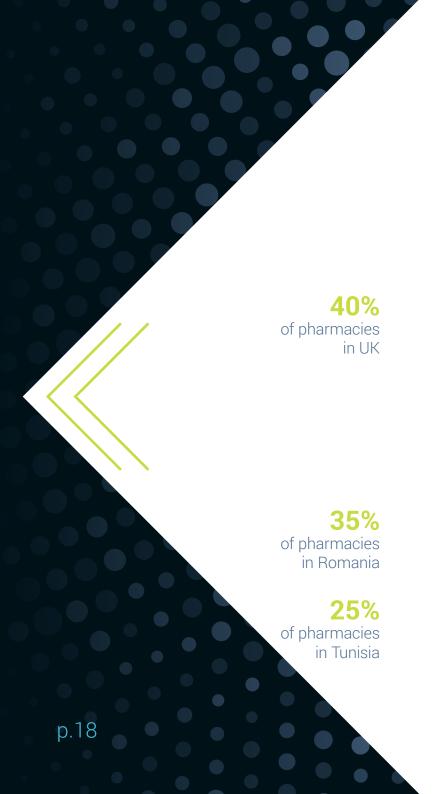- **Medication database** (Resip/ Claude Bernard Database).

SOFTWARE FOR PHARMACISTS

SMART RX - France

Capitalizing on over 30 years of expertise in pharmacy IT, *Smart Rx*, Cegedim's French pharmacy division, develops and markets comprehensive, integrated software solutions, including the supply of appropriate computer hardware.

Smart Rx is at the forefront of the latest technological innovations, and is meeting its customers' occupational needs with high value-added and continuously updated solutions.

The new challenges related to the business model and to regulations such as the Pharmaceutical File, substitution goals, product traceability, the electronic prescription of drugs, new pharmacist responsibilities from the HPST (for Hospital Patients Health and Territories) laws are some of the issues that encourage short or medium term changes in IT tools.

Smart Rx,
over 30 years
of expertise

40%
of pharmacies
in UK

35%
of pharmacies
in Romania

25%
of pharmacies
in Tunisia

CEGEDIM RX - United Kingdom

Cegedim Rx continues to be the leading supplier of Pharmacy software solutions and computer services in the United Kingdom, with over 40% of the pharmacy market which incorporates in excess of 14,000 pharmacies.
Its product line includes *Nexphase* and *Pharmacy Manager Patient Medication Record* systems, which process over 600 million electronic prescriptions.

Cegedim Rx is also a leading supplier of Web-based systems to support the claims administration and performance management of locally commissioned pharmacy and optical services in the UK. The solutions are provided through two IT platforms: *ServicePact* for pharmacy services and *OptoManager* for optometry services.

Cegedim Rx offers products and solutions for hardware distribution and engineering, support and training for users, and sale of consumables.

CEGEDIM RX - Romania

Specialized in publishing and distributing solutions for healthcare professionals in Romania, *Cegedim Rx* (formerly Pharmec Healthcare Software) is the leading company in the software for pharmacists with over 35% market share. *Cegedim Rx Romani*a is also a key up-and-coming player in the physician computerization market in Romania.

NEXT SOFTWARE - Tunisia

A leader in pharmacy computerization with a 25% market share, Next Software is the only player in the market with a presence throughout Tunisia.

SOFTWARE FOR DOCTORS

CEGEDIM LOGICIELS MÉDICAUX (CLM) - France

CLM offers solutions for office-based physicians, healthcare centers and for multi-disciplinary health structures:

- **For private practitioners** (generalists and specialists): the *Crossway*, *MédiClick*, and *MLM* software provide simple, high-performance management of patient charts and are in compliance with all regulatory obligations;
- **For multi-disciplinary health structures**: a specific version of *MLM* has been adapted to the requirements for data sharing between healthcare professionals (physicians and paramedical staff) within a single structure;
- **For healthcare centers:** *Crossway and MLM,* certified for centers.

MLM FSE is a 100% web-based application that issues electronic care sheets, free of complications. It is also appropriate for practitioners who exercise a mixed practice (hospital / clinic).

INPS (Vision) - United Kingdom

INPS, now re-branded *Vision*, is in the latter stages of its development plans, aimed at increasing its market share and establishing itself as the leading provider of APPs to the "Primary Care" sector in the United Kingdom with its latest *Vision* offer.
There are national IT projects, driven separately by the National Health Service in each of the four countries in the UK that require *INPS* to continually develop and adapt *Vision* to meet the requirements for interoperability between healthcare professionals and allow simpler interactions with patients.
The *Vision* clinical application is used by approximately 7,500 doctors at around 1,400 primary care centers in the United Kingdom.

HDMP - Belgium

The second-leading player on the Electronic Patient File market for general practitioners in Belgium with the *Health One*, solution, *HDMP* is also very active in the industrial medicine sector, out-of-hours services, prevention centers, healthcare centers, with more than 2,900 references.

7,500
doctors

and **1,400**
primary care
centers in UK

2,900
references
in Belgium

23,300
doctors in Italy

30,000
users in Spain

MILLENNIUM - Italia

Millennium, 49% owned by Cegedim, is Italy's leading medical software publisher, with *Millewin* installed on over 18,300 customers. *Millennium* recently strengthened its regional presence in becoming a 40% shareholder of Mediatec which targets generalists.
Millennium now directly or indirectly equips more than 23,300 physicians, representing close to a 50% market share with Italian general practitioners.

STACKS - Spain and Chile

The leader in physician software in Spain with more than 30,000 users, *Stacks* specializes in the analysis, design, and development of information systems dedicated to the healthcare sector.
Stacks also offers consulting and technical services for identification, adaptation, and integration of solutions in order to meet the needs of healthcare professionals.
The primary market for *Stacks* is the Spanish public sector, which represents more than 60% of its sales.
The company has its own commercial network throughout the country. It is also present in South America through its establishment in Chile.

PULSE SYSTEMS, INC. - United States

Pulse provides leading edge healthcare technology and technology enabled business process solutions to the ambulatory healthcare market. *Pulse's* solutions enable clients to realize outstanding clinical outcomes in combination with timely and accurate financial outcomes. The company has been doing this for over 20 years and is the better choice for hundreds of medical practices and thousands of providers across over 40 specialties in the U.S. *Pulse's* industry leading interoperable platform solutions include:

- Electronic Health Records,
- Practice Management,
- Patient Portal,
- e-Prescribing,
- EDI,
- Billing and Collections,
- Revenue Cycle Management.

SOFTWARE FOR PARAMEDICS

RM INGÉNIERIE - France

RM Ingénierie offers a full range of software *(+4,000 line)* for paramedical professions: nurses, physiotherapists, speech therapists, orthoptists, chiropodists, podiatrists, midwives, along with a complete solution for multi-disciplinary health structures.

Designer of France's first practice management software for physiotherapists in 1984, *RM Ingénierie* has positioned itself as the French leader in management software solutions for paramedical practices with approximately 44,000 users.

RM Ingénierie also develops innovative solutions designed for its clientele of physiotherapists and private practice nurses (*Simply Vitale*, a portable packaged solution) and for re-education (*Kinapsys*, the leading rehab-gaming application).

MEDICATION DATABASE

RESIP - BASE CLAUDE BERNARD - France

RESIP (Research and Studies in Professional Information Systems) provides healthcare professionals with a scientific database to assist them in prescribing and issuing medications: the *Claude Bernard Database* (French acronym *BCB*).

The first medications and healthcare products database approved by France's Haute Autorité de Santé (HAS) in 2008, *BCB* is integrated into the various trade software which equips pharmacies, physicians' offices, and multi-disciplinary health structures (hospitals, clinics, assisted-living senior residences).

The *BCB* is also available to the general public for consultation on healthcare sites and portals as well as on Apple, Android and Windows smartphones and tablets.

44,000
paramedics
in France

60,000
Healthcare Professionals
use the BCB Dexther mobile
app'

02

For
Pharmaceutical Companies

Cegedim supports pharmaceutical and life sciences companies in their business and medical operations by providing innovative, powerful solutions.

SALES STATISTICS FOR PHARMACEUTICAL PRODUCTS

GERS DATA - France

For more than 40 years, *GERS Data* has offered data and analyses for the healthcare market from a single data collection system. The offer to cover all healthcare professionals and the entire distribution channel for general practitioners and hospitals. The data range (Purchases & Sales) the geographic accuracy, France to the point of sale as well as modern visualization solutions meeting the needs of the players in the self-medication drugs, food supplements, medical and dermo-cosmetic devices.
The reliability and accuracy of its data have made *GERS Data* highly recommended with the health authorities and unions.

CEGEDIM CUSTOMER INFORMATION (CCI) - Romania

Cegedim Customer Information supplies sales statistics of pharmaceutical products through a broad line of products and services for the pharmacy and hospital segments.

E-PROMOTION

MEDEXACT - France

MedExact offers a variety of digital marketing tools to physicians, pharmacists and paramedics equipped with Cegedim software.

MANAGEMENT OF MEDICAL SAMPLES AND PROMOTIONAL MATERIAL

PHARMASTOCK - France

Pharmastock is a pharmaceutical depositary institution, specialized in the distribution of healthcare products (drugs, medical devices, skin care, cosmetics, etc.).

Pharmastock provides, on behalf of different pharmaceutical and cosmetics laboratories, the storage (under controlled temperature between 8 and 25°C in secured locations), order preparation (based on the FEFO principle) and shipping (daily shipments by appropriate certified shippers to medical sales representatives, doctors, pharmacies, healthcare institutions, conferences, etc.) activities.

Pharmastock also handles the storage and distribution of documentation for labs as well as various manual operations (making kits, making displays, etc.).

Pharmastock offers an online order site with direct access to the inventory based on pre-defined and customized parameters based on the different user profiles.

HEALTH DIGITAL DISPLAY

RNP - France

RNP is the French benchmark for on-site advertising in pharmacy and drugstore chains.
RNP offers its clients a line of services to develop the visibility of their products: point-of-sale media campaigns (store windows, jumbo screens), shelving, promotions to strategic groups and POS surveys.

Thanks to its network of 120 promoters in its employ, *RNP* provides quick deployment of coverage unrivaled on the market.

Today, *RNP* is able to guarantee global coverage for the shopper's browsing thanks to the unique association of digital and sales promoters.

FUTURAMEDIA - France

At the end of 2016, Cegedim acquired *Futuramedia*, an advertising firm specializing in Digital Media since 2004. A true pioneer in the sector in France, the company *Futuramedia* has more than 6,550 digital faces throughout two networks *Pharma Instore* and *Pharma Vitrine*.
Through its experience in Digital Media it has acquired expertise to develop digital solutions with a 360° visions for projects:

- **Technical:** installing digital screens in strategic locations in the pharmacy and monitoring;
- **Content management:** creating and disseminating specific Digital Media content to capture the clientele's attention;
- **Marketing:** measuring the qualitative and quantitative impact of the content released;
- **Development:** creation of new digital screens via a dedicated team.

Leader
in digital
pharmacy
in France

03

For

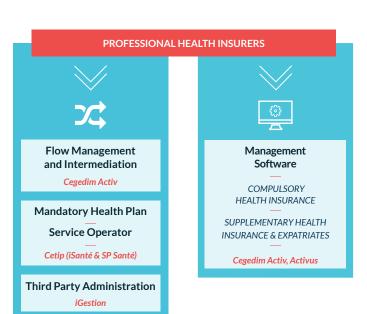**Mutual and Health Insurance Companies**

Cegedim Insurance Solutions works closely with insurance companies, mutual insurers and provident institutions to execute technology projects amid rapidly changing competitive, regulatory and economic conditions.

Cegedim Insurance Solutions

The *Cegedim Insurance Solutions* business unit includes all of the Group's solutions and services for insurers, supplemental insurers, provident institutions and intermediaries through its subsidiaries *Cegedim Activ, Activus, Cetip* and *iGestion*. This unit brings together competencies across the entire chain of information sharing between healthcare professionals, insurance organizations and managers of compulsory and supplemental insurance plans.

Cegedim Insurance Solutions has broadened its digital product offering with innovative solutions in preventive healthcare based on managing well-being and health capital, hospitalization, home care and chronic illness.

PROFESSIONAL HEALTH INSURERS		USERS

Flow Management and Intermediation
Cegedim Activ

Mandatory Health Plan Service Operator
Cetip (iSanté & SP Santé)

Third Party Administration
iGestion

Management Software
COMPULSORY HEALTH INSURANCE
SUPPLEMENTARY HEALTH INSURANCE & EXPATRIATES
Cegedim Activ, Activus

Digital Solutions for Prevention
Online and Mobile Services
Cegedim Activ

IT FOR HEALTHCARE INSURERS

CEGEDIM ACTIV - France

With more than 43 million policyholders in France managed with its solutions, *Cegedim Activ* is now the leader of software and services dedicated to personal insurance (supplementary health plans, mandatory health plans, and provident funds). Its products are intended for all market operators: insurance companies, supplemental health insurers, provident institutions, and intermediaries.
With its expertise in personal insurance, *Cegedim Activ* works closely with its customers to create innovative offers and help them optimize the profitability of their business. In this regard, *Cegedim Activ* has a unique combination of know-how: the expertise of its employees, the availability of technologies and an offer of consulting, integration, facilities management and healthcare flow management services.

ACTIVUS - United Kingdom

The acquisition in July 2015 of *Activus*, one of the leading health and provident insurance software publishers in the United Kingdom strengthened Cegedim Activ's software suite, with an offer intended for domestic or non-French-speaking IPMI (International Private Medical Insurance) markets (United Kingdom, Ireland, United States, China, Middle and Far East, Africa and Asia-Pacific).

FLOWS AND ELECTRONIC PAYMENT

CETIP - France

In 2016, the *Cetip* consolidated its position as leader in the management of third party payment through its brands *SP Santé* and *iSanté*, with over 172 million third-party healthcare payer invoices processed now for 21 million beneficiaries and over 2.9 billion benefits paid per year.

MANAGEMENT SERVICES

IGESTION - France

iGestion offers management services on behalf of third parties, in supplemental health and provident insurance, to insurance companies, provident institutions, supplemental healthcare insurers, and intermediaries.

43 million
policyholders
managed with
its solutions

2.9 billion
benefits paid
per year to
21 million
beneficiaries

04

For
Companies in Every Business Sector

Leveraging its skills in professional software publishing and in processing complex information, Cegedim has established a leading presence in medical data hosting, outsourcing and electronic data flows.

Cegedim e-business

Specialized in electronic data since 1989, Cegedim designs, develops and markets invoice digitization, probative value filing offers and EDI through its *Cegedim e-business* business unit, which groups together the activities of *Cegedim EDI, CG Call, GIS (Global Information Services), Cegedim Global Payments, Hospitalis* and *Qualitrans -Telepharma*.

ELECTRONIC DATA INTERCHANGE

CEGEDIM EDI - France

Dedicated to Electronic Data Interchange (EDI), the *Cegedim EDI* department offers electronic management of all financial and supply chain documents circulating between companies, such as purchase orders, fulfillment records, invoices, contracts, catalogs, etc.). Born from the *Edipharm* system for pharmacies, wholesale distributors and laboratories, this division quickly spread beyond the healthcare market, particularly to mass retailing and services.
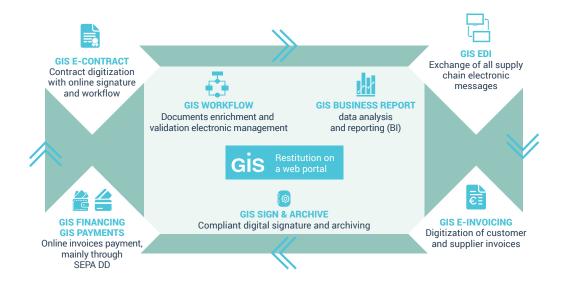
CG Call - France

With a multi-channel solution (telephone, platform, EDI, etc.) this division handles all the different direct-sales promotion transactions on behalf of pharmaceutical companies.

350 million
documents managed
per year

GIS : GLOBAL INFORMATION SERVICES - Europe

Global Information Services (GIS) is an SaaS platform providing the digitization and management of all types of documents — papers, structured files, images — and of processes. The platform integrates natively with all information systems, both for flows in and for flows out. Whatever the size of the business, *GIS* handles all its digitization needs by offering a great many ancillary services.

The *GIS* platform combines all services for digitizing business documents and processes *GIS e-invoicing* (digitizing invoices to customers and from suppliers), *GIS EDI, GIS workflow, GIS sign&archive, GIS payments* and *GIS financing*.

GIS E-CONTRACT
Contract digitization
with online signature
and workflow

GIS WORKFLOW
Documents enrichment and
validation electronic management

GIS BUSINESS REPORT
data analysis
and reporting (BI)

GIS EDI
Exchange of all supply
chain electronic
messages

GIS Restitution on
a web portal

**GIS FINANCING
GIS PAYMENTS**
Online invoices payment,
mainly through
SEPA DD

GIS SIGN & ARCHIVE
Compliant digital signature and archiving

GIS E-INVOICING
Digitization of customer
and supplier invoices

120,000
companies connected

The *KISS* portal made available to major suppliers offers very small, small and medium-size businesses the advantages of going paperless free of complications. Once uploaded to *KISS*, invoices can be marked up (accepted, to be paid, paid) and are accessible on the portal at all times.

**2.5
million**
hospital orders
transmitted
per year

CEGEDIM GLOBAL PAYMENTS - France

Cegedim Global Payments offers a set of solutions enabling the optimization of subscription and receivables processes on the one hand and, on the other hand, digitization and electronic signature for all types of documents, and in all areas of B2C ou B2B activity (contracts, selling/management/rental mandates, payment orders, LREs, HR files, etc.):

- *MA€A*, the application for managing SEPA orders and associated payment flows;
- *CP Pass*, simple or biometric electronic signature server compliant with the European EiDAS regulations;
- *CG Pay*, a new bank deposit process.

HOSPITALIS - France

Hospitalis is a Web portal that provides information and data exchanges between healthcare institutions and their suppliers, and digitizes all flows in managing the procurement of drugs, medical equipment, and laboratory reagents. *Hospitalis* is now present in more than 1,200 major healthcare institutions, 26 of which are university hospitals, and was used to transmit more than 2.5 million orders in 2016.

QUALITRANS-TELEPHARMA - France

Qualitrans-Telepharma is a centralizer of claims for reimbursement (electronic care sheets) from pharmacies and allocates them to the appropriate mandatory and supplemental health insurers.

HEALTHCARE DATA HOSTING

CEGEDIM CLOUD SERVICES - France

Cegedim has extensive expertise in facilities management for pharmaceutical companies, insurers and supplemental health insurers, and healthcare networks, as well as in the management of financial flows and paperless exchange documents. Due to their strategic and sensitive nature, these activities have led the Group's teams to devise architectures with very high availability that meet the security requirements of its customers and, in particular, standards governing the hosting of health data. Cegedim obtained approval from the French Ministry of Health to «host personal health data,» allowing it to offer all those involved in e-health a line of «private cloud» hosting services using first-rate infrastructures and know-how.

Its Tier III+ data centers located in Boulogne (92) and in Toulouse-Labège (31) provide adapted levels of redundancy and security to operate critical applications that call for a high degree of availability.

INTEGRATION AND SERVICES

CEGEDIM OUTSOURCING - France and Morocco

Cegedim Outsourcing, specializing in the fields of IT infrastructure and Business Process Outsourcing (BPO), provides to businesses of all sizes services in two core areas of activity:

- "**IT Services**" includes the Integration of high added-value technological solutions (centralized management solutions for users, hyperconvergence, unified collaboration); the Information management and managed services (managing all or part of the infrastructure, Level 2/3 user support); and the availability of IT resources. *Cegedim Outsourcing* provides services and innovative solutions with renowned partners such as IVANTI Ex-Landesk, Nutanix, VMWare, Citrix, Microsof, etc.

- "**BPO-Customer Relations**" incorporates digitization, contact center, and back office core activities. *Cegedim Outsourcing* proposes a 100% French multi-channel offer combining state-of-the-art technology, integration and highly secure hosting services.

Approval
HDS (Hébergement de Données de Santé)

OUTSOURCED PAYROLL AND HUMAN RESOURCES MANAGEMENT

CEGEDIM SRH - France, Morocco and Switzerland

Cegedim SRH offers Human Resources Departments, *TEAMS*[RH], a complete, modular HRIS platform via SaaS. The *TEAMS*[RH] solution covers a wide range of functions: payroll, personnel administration, business activities, scheduling, career and skills management, HR analytics, digitization of HR processes and documents, compensation, etc.

This innovative solution can be coupled with a Business Process Outsourcing (BPO) service, locally (in Boulogne, Nantes, Lyon, Toulouse, Strasbourg and Montargis) or offshore (Morocco). Its clients can start off with a limited range of functions and add to its list of outsourced services as the collaboration progresses.

Cegedim SRH assists more than 200 clients, national and international businesses, in all business sectors, from large and mid-market accounts.

FINANCIAL SERVICES

CEGELEASE - France

Cegelease, in France, offers professionals and businesses in all sectors, financial leases on computer equipment (software, hardware and maintenance) and furnishings (signs, robotics, furniture, etc.).

Cegelease self-finances a portion of its leases and places the remainder with the largest French lending institutions.

Originally specializing in financing IT solutions, *Cegelease* has diversified the range of assets it finances:

- IT solutions (hardware and software);
- office and telephone equipment;
- capital equipment, real estate and build-outs (automated machines and manipulators, pharmacy crosses, signs, fixtures for window or store displays);
- equipment made for opticians, dentists and ophthalmologists.

Cegelease financing products are organized around the following trademarks:

- *Pharmalease*: for pharmacies;
- *Medilease*: for other healthcare professionals;
- *Cegelease Santé:* for pharmacies that are customers of the Group;
- *Cegelease Entreprise:* for a few secure occupational niches (the legal profession, municipal governments, etc.);
- *Minilease:* primarily for oral surgeons.

RH
and
Finance

Cegedim a Group with **Values**

This need for innovation, quality and investment for the future is the core of the Group's strategy for growth and is based on strongly-held values.

Innovation
Cegedim is dedicated to creating products using the most advanced technologies and to spurring its **talented employees to develop innovative products and services.**
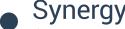
Customer satisfaction
Our company is highly nimble and quick to adapt to changes because of its efficient communication channels and rapid decision-making.

Respect
Cegedim employees work in an atmosphere of **mutual respect, equality and recognition, caring** for each other and the environment.

Ethics
Respecting current regulations and acting ethically are integral to the **development** of the company and all of its individuals.

Synergy
The Group encourages the **share of skills, experiences, knowledge, expertise and resources** between its activities.

Personal and professional Development
Cegedim's management style is based on measuring individual and group performances, **dynamic and personalized career management, an active training policy, and potential for mobility both in France and abroad.**

Cegedim's values are founded on a permanent quest for **innovation and the optimization** of product and data quality to support the " business " needs of its customers' markets.

The Group wishes to mobilize its **human capital** to shore up the **company's performance.**

+4,000employees

with **30%**abroad

Human Resources

Cegedim has been conducting an active HR policy for several years in order to develop individual and group skills according to the company's strategic projects, thus ensuring greater continuity of the company's in-house workforce.

OPPORTUNITIES FOR PROFESSIONAL ADVANCEMENT

The diverse nature of Cegedim's businesses and its international presence mean that the Group is able to offer employees development in terms of skills and individual experiences, such as the opportunity to take on new responsibilities.
The Group has been carrying out an active HR policy based on training and in-house mobility and considers professional advancement to be a lever for motivating its employees to succeed. Joining Cegedim means seizing an opportunity to work in an advanced technological environment with rich and varied projects, while growing continuously.

LET'S GROW TOGETHER

In support of Cegedim's strategic plans, the company:
• hires several hundred new employees in France every year, and is doing more and more to increase employee diversity and make the workplace more accessible to the disabled;
• brings aboard a growing number of interns and young employees on trainee contracts;
• recruits internationally through its presence in more than 11 countries.

Apply now and follow us on:
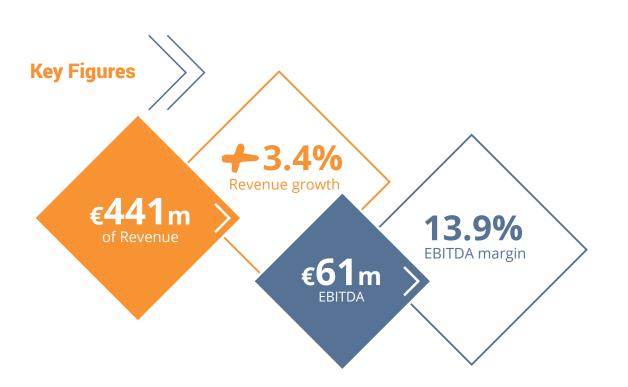www.cegedim.com/carreers
and on social networks

Financial Information

As of 12.31.2016

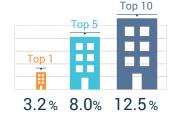## Key Figures

€441m
of Revenue

+3.4%
Revenue growth

€61m
EBITDA

13.9%
EBITDA margin

Clarty
Simplicity
Transparency
our financial communication objective

Follow our Financial news on our Website
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and on our Mobile App
Cegedim IR

Revenue Breakdown

Top 1
Top 5
Top 10

3.2% 8.0% 12.5%

By client

$ £ €
3.4% 12.7% 82.8%
Rest of the world 1.2%

By currency

39.7% 59.5%

- Health Insurance, HR & e-services
- Healthcare professionals
- Activities not allocated (0.7%)

By division

Financial Market

As of 06.30.2017

Contact:
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Cegedim share

Cegedim has been listed in Paris since 1995.

Market Capitalization

€426m

ISIN	**FR0000053506**
Bloomberg Ticker	**CGM**
Reuters Ticker	**CGDM.PA**
Market	**Euronext Paris**

Long-term shareholder support ❯❯

Cegedim share price performance

FCB **53%**
63%*

Bpifrance **15%**
18%*

Free float **32%**
19%*

Others **4%**

USA **29%**

France **34%**

UK **33%**

Source: IPREO Data

09.26.16

* Voting rights

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cegedim

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