2017 Activities Overview
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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.
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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).
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, 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

1969
Foundation

11
Countries

441
million euros of revenue in 2016

+4,000
Employees

+178,000
doctor workstations

+20,000
Pharmacies

+44,000
Paramedics

+350,000
Workers managed daily

350
million electronic documents

500
million payment flows managed per year

120,000
Companies connected to its network

43
million policyholders

2.9
billion euros paid

and 172
third-party payment flows managed per year
Solutions

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

**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).

*178,000* doctor workstations

*20,000* pharmacists

*44,000* paramedics

in *9 countries*
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.
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 Romania 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.
MILLENIUM - 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'
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.
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.
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.
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.

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.
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.

2.5 million hospital orders transmitted per year
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, Microsoft, 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.
OUTSOURCED PAYROLL AND HUMAN RESOURCES MANAGEMENT

CEGEDIM SRH - France, Morocco and Switzerland

Cegedim SRH offers Human Resources Departments, **TEAMS**\textsuperscript{SM}, a complete, modular HRIS platform via SaaS. The **TEAMS**\textsuperscript{SM} 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.

- **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.

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

- **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.
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.

+4,000 employees with 30% abroad

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

Revenue Breakdown

- **Top 10**: 3.2% 8.0% 12.5%
- **Top 5**: 3.2% 8.0% 12.5%
- **Rest of the world**: 1.2%

By client

- **By currency**
  - €82.8%
  - $12.7%
  - €12.7%

By division

- **Health Insurance, HR & e-services**: 39.7%
- **Healthcare professionals**: 59.5%
- **Activities not allocated (0.7%)**

Follow our Financial news on our Website [cegedim.com/finance](http://cegedim.com/finance) and on our Mobile App Cegedim IR

Clarity Simplicity Transparency
our financial communication objective

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Clarity Simplicity Transparency
our financial communication objective
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

Cegedim share price performance

Long-term shareholder support

15% Bpifrance
63%* FCB
18%* Others
53% USA
32% Free float
32% France
19% UK
63% France
29% USA
33% UK
4% Others

Source: IPREO Data
09.26.16

* Voting rights