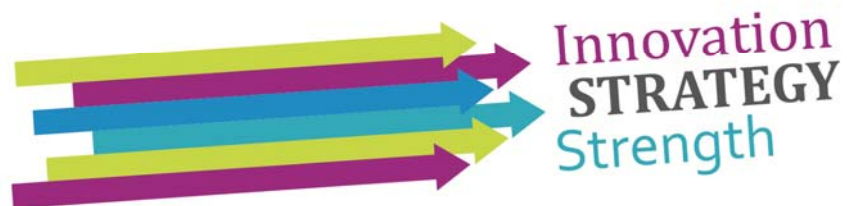




Innovation
STRATEGY
Strength

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'.



Cegedim
[Sej'.eh.deem]



80 Countries
Presence

€922m
2012 Revenue

€154m
2012 EBITDA

B⁺, Stable Outlook
S&P Rating

Makes healthcare business run more efficiently



Q4-2013: Key Take Aways

✓ FINANCIAL

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

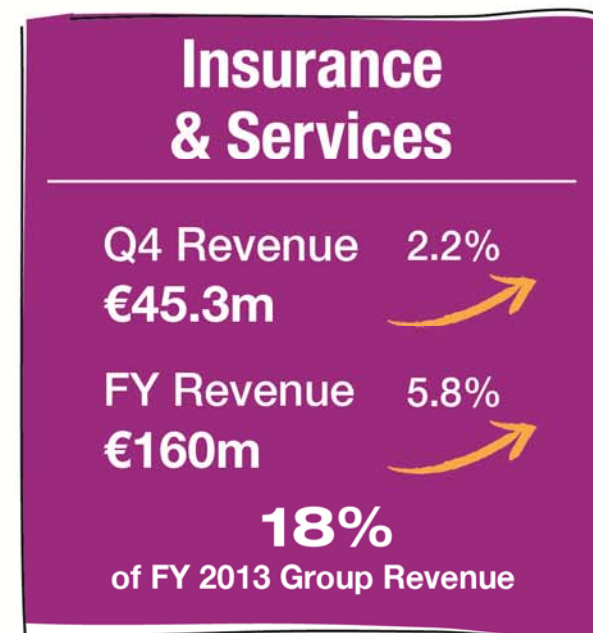
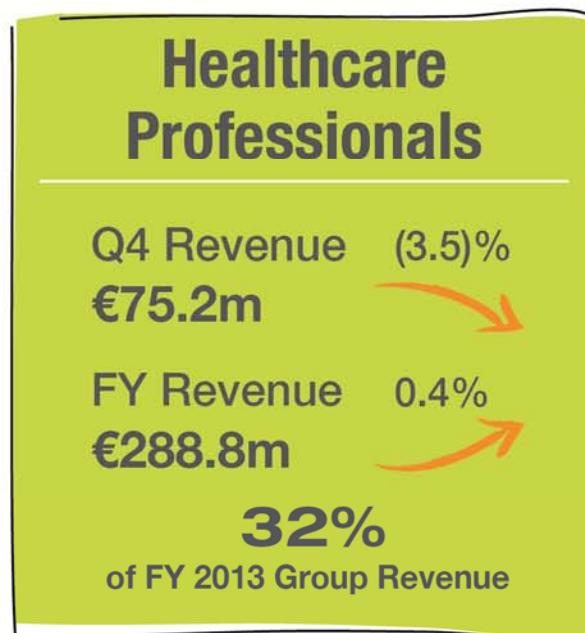
✓ ACHIEVEMENTS

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

➔ *Considering the level of 2013 revenue, the Group expects a margin improvement between 0 and 50 bps*



Group Revenue Evolution on L-f-L



→ CRM & Strategic Data and Insurance & Services divisions revenues beat expectations

→ Healthcare Professionals division revenues grow less than expected



FY 2013 L-f-L Group Revenue Growth



Revenue Evolution

	2012	Organic	Structure	Currency	Reported	2013
Q4	€260.9m	(0.5)%	0.1%	(2.2)%	(2.6)%	€254.0m
FY	€921.8m	(0.5)%	0.2%	(1.8)%	(2.1)%	€902.3m

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

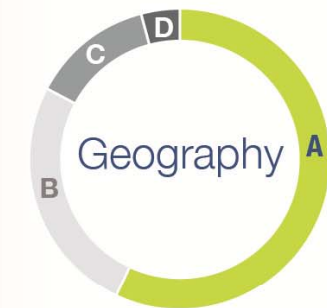
Positive impact from CRM & Strategic Data and Insurance & Services offset by Healthcare Professionals decline



FY 2013 Revenue Breakdown



A	CRM & Strategic Data	50%
B	Healthcare Professionals	32%
C	Insurance & Services	18%



A	France	57%
B	EMEA ex. France	26%
C	Americas	13%
D	APAC	4%



Cegedim Report Now on 4 Divisions

- ✓ **For more relevant information on its divisions, Cegedim will now report on four divisions**
 - *CRM and strategic data, Healthcare professionals, Insurance and services*
 - and *Reconciliation*.

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

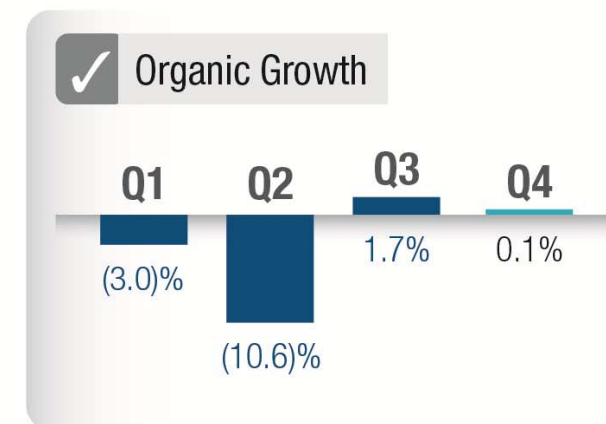
- ✓ **Until now the *Reconciliation* division's activities had been housed within the *CRM and strategic data***

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

€ thousands	Q1	Q2	Q3	Q4	Total
CRM and strategic data	103,590	108,757	107,267	133,207	452,821
Healthcare professionals	71,961	75,673	66,016	75,194	288,844
Insurance and services	37,192	39,850	37,617	45,306	159,965
Reconciliation	122	84	114	306	626
Group	212,865	224,363	211,014	254,013	902,256

CRM & Strategic Data FY 2013 Revenue

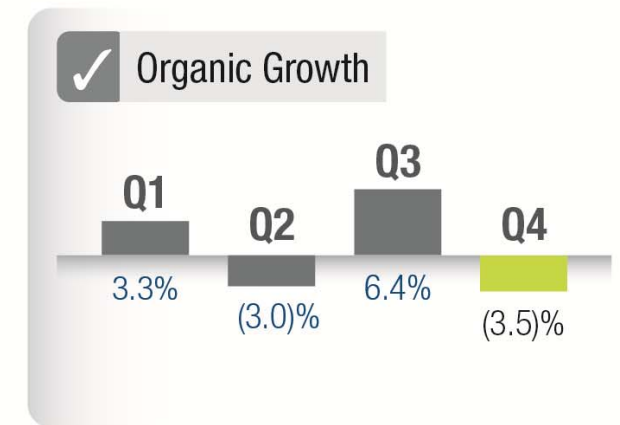
	2012	Organic	Structure	Currency	Reported	2013
Q4	137.8	0.1%	0.0%	(3.5)%	(3.4)%	133.2
FY	482.9	(3.0)%	(0.4)%	(2.9)%	(6.2)%	452.8



- ✓ **Business stabilized in the fourth quarter despite the Market Research activity did not achieved its target**
 - The Group is currently reviewing the mid-term trends for this division
- ✓ **Double-digit growth in Compliance activities**
- ✓ **Strong growth for OneKey offers**
 - The number of users rose substantially in Europe and, to a lesser extent, in the US. User numbers in China took off late in the year, proof that *Cegedim* is taking the right approach to the market
- ✓ **The launch of new Compliance offers, CRM tools for the medical devices market, and services related to *OneKey* are promising sources of future growth**
- ✓ **The Group continues to pursue its investment policy, which will soon enable *Cegedim* to enrich its offering of products for the medical affairs market, among other areas**

Healthcare Professionals FY 2013 Revenue

	2012	Organic	Structure	Currency	Reported	2013
Q4	78.6	(3.5)%	0.2%	(1.0)%	(4.4)%	75.2
FY	287.3	0.4%	1.3%	(1.1)%	0.6%	288.8



✓ **Pharmacy computerization activities were hurt by:**

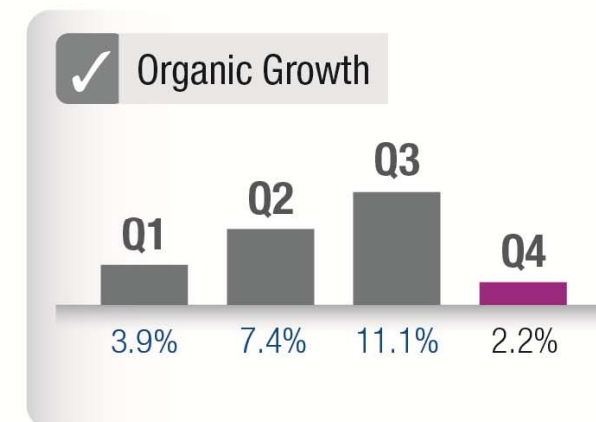
- French pharmacists' hesitancy to invest in a difficult economic period and in light of future release of new Group offers, and
- The completion of the electronic prescription roll-out in the UK.

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

✓ **The launch of cloud solutions for use in medical centers offers promise for future growth, and the upcoming “patient portal” will allow *Cegedim* to enrich its offering still further**

Insurance & Services FY 2013 Revenue

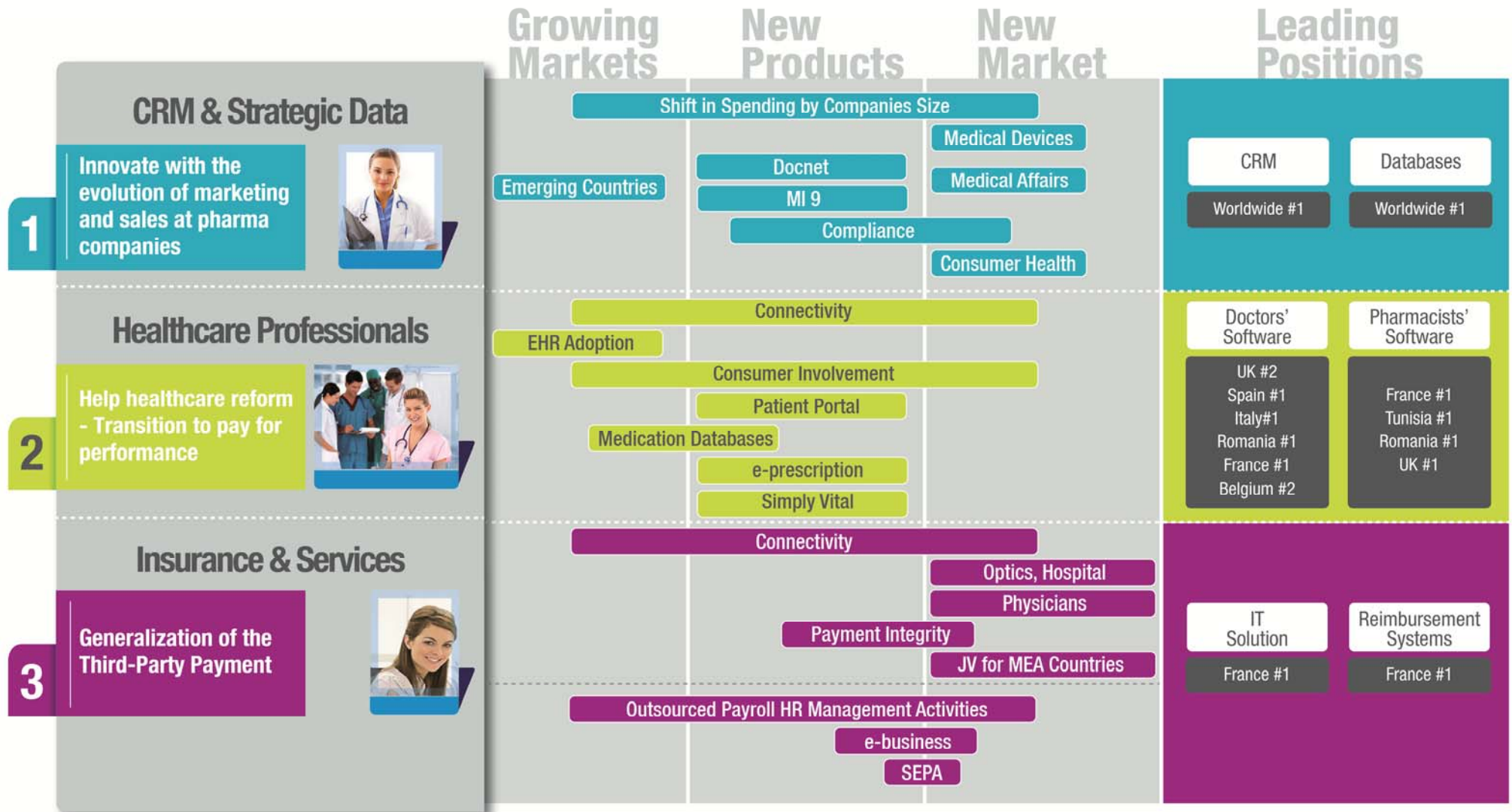
	2012	Organic	Structure	Currency	Reported	2013
Q4	44.3	2.2%	—	0.0%	2.2%	45.3
FY	151.2	5.8%	—	0.0%	5.8%	160.0



- ✓ **Division revenues grew in the fourth quarter despite a demanding comparison**
- ✓ **Growth was driven notably by:**
 - *Cegedim SRH*, provider of human resources solutions, which continues to garner numerous commercial successes, resulting in double-digit growth; and
 - *Cegedim e-business*, provider of electronic document solutions, which generated brisk growth owing to the ramp-up of SEPA business.
- ✓ **The launch of SEPA solutions is already providing promising sources of future growth, and the expansion of payment offerings will enable *Cegedim* to further enrich its range of products and services**



Innovating with Market Changes





Cegedim Strives for Realistic Mid Term Targets





FY 2013 Outlook



Margin Improvement Target in 2013 and 2014

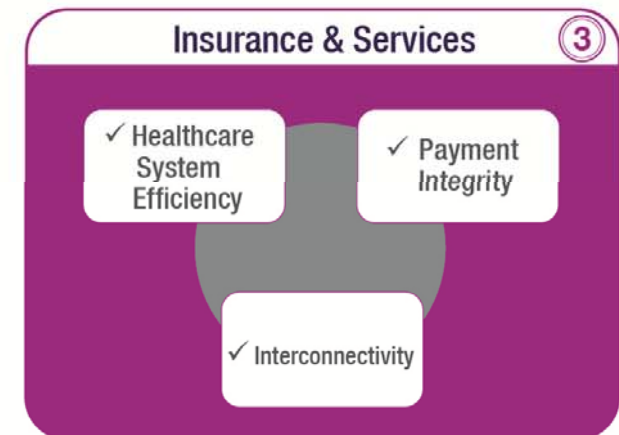
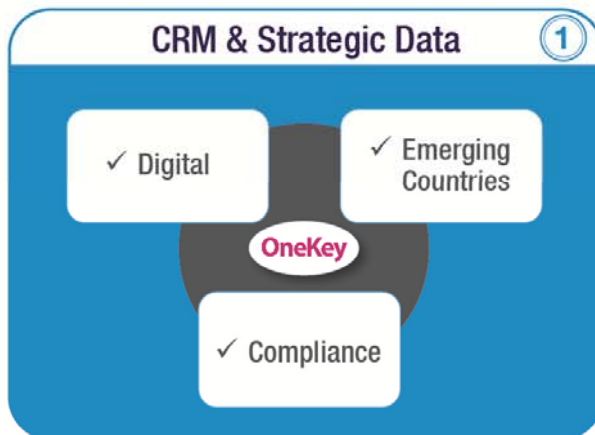
Barring any significant changes in market trends, the target is to achieve:

These projections are publicly disclosed on January 28th, 2014. The fact that Cegedim includes these projections in this presentation should not be taken to mean that these amounts continue to be our projections as of any subsequent date.

Outlook	FY 2013	FY 2014
Revenue		
CRM & Strategic Data	(5%)	
Healthcare Professionals	5%	
Insurance & Services	5%	
Cegedim Group	0%	0%
EBIT (before special items)		
Cegedim Group	increase in a range of 0 to +50bps	around +50bps



Significant Growth Opportunities





Next Event



March 10th FY 2013 Results



Mid-March

Registration Document - Annual Financial Report included



New: Cegedim IR App

- ✓ Available early 2014
- ✓ For IOS and Android

16/12/2013: Cegedim's 4th Investor Summit

€ 20.50 +0.24%

13/12/2013 17:35

Open	High	Low	Volume	% traded	Prev.
20.30	20.61	20.11	7,813	0.06%	20.45

1 D 5 D 1 M 3 M 6 M 1 Y 2 Y 5 Y

From 09/12 09:00 to 13/12 17:35

21.20
21.00
20.80
20.60
20.40
20.20
20.00

10/12 11/12 12/12 13/12

◆ NEWS ABOUT THE SECTOR

Les smartphones représentent 55% des ventes de téléphones
Apple / November 14th 2013 / 13:16

L'activité à neuf mois reste en forte croissance
Proware / November 13th 2013 / 19:03

un simple accroc
Dassault Systems / November 9th 2013 / 01:00

◆ AGENDA

December 2013

25	26	27	28	29	30	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1	2	3	4	5

◆ REGULATORY COMMUNICATIONS

28 NOV Communicated under the obligation to provide permanent information / Communication relating to accounts, results, and turnover

28 NOV Document availability communications / Quarterly financial report

◆ NEWS ABOUT THE GROUP

CEGEDIM : Objectifs annuels confirmés
Infos & Conseils / October 29th 2013 / 10:52

CEGEDIM : La marge opérationnelle devrait s'améliorer de 0,5 point en 2013
Infos & Conseils / September 21st 2013 / 01:00

CEGEDIM : Priorité à la marge
Infos & Conseils / September 19th 2013 / 11:08

CEGEDIM : Des reports de commandes pèsent sur l'activité
Infos & Conseils / August 3rd 2013 / 01:00

CEGEDIM : Une sanction excessive en Bourse

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16/12/2013

Communications Agenda Reports Videos

CEGEDIM Interim financial report 2013 DISPLAY

CEGEDIM Registration document 2012 DISPLAY

CEGEDIM Interim financial report 2013 DISPLAY

CEGEDIM 2013 Activities overview DISPLAY

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Cegedim is a Group with Solid Foundations

✓ Diversification

In term of clients, products, client concentration, geography

✓ Industry trends favor Cegedim businesses on mid term

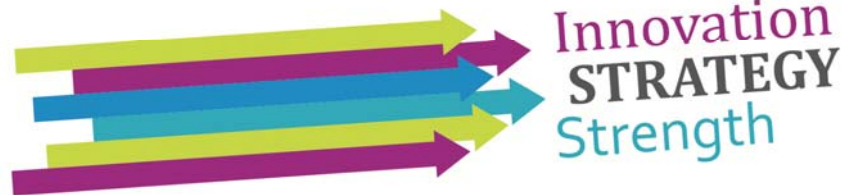
- Healthcare reform, transparency, pay for performance...
- Cegedim has a strong presence along the healthcare value chain

✓ Steady Business Profile

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

✓ Cegedim remains committed to investments in innovation

Recognized portfolio of innovation and integrated solutions



Appendix



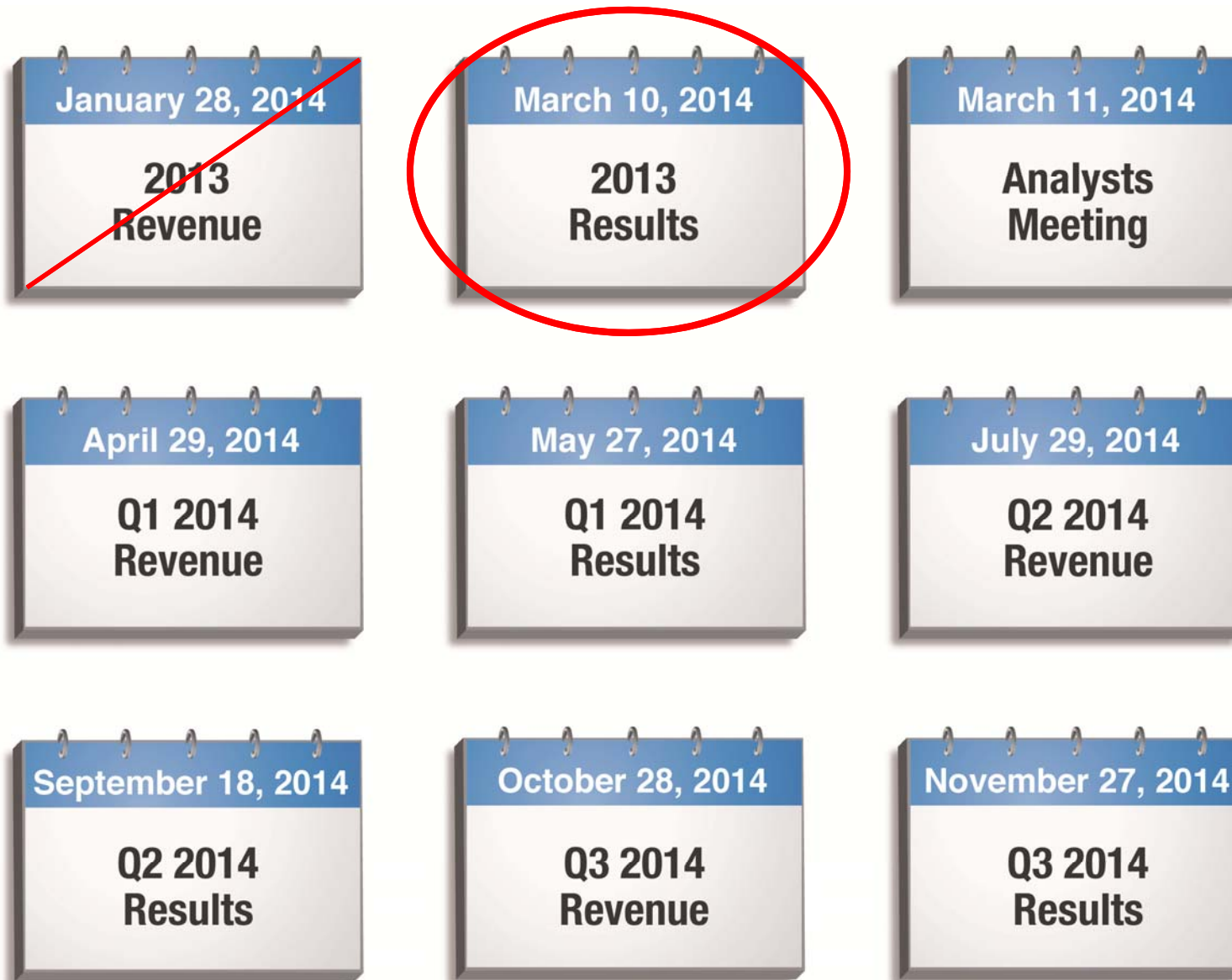
Revenue & Organic Growth Calculation *in € thousands*

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

Q4 2013	Division 1	Division 2	Division 3	Division 4	Group
2012 Revenue (a)	137,839	78,637	44,316	122	260,915
Impact of disposals	0	0	0	0	0
2012 Revenue before impact of disposals	137,839	78,637	44,316	122	260,915
Currency impact	(4,856)	(790)	(2)	0	(5,649)
2012 Revenue at 2013 exchange rate (b)	132,983	77,847	44,306	122	255,267
2013 Revenue before impact of acquisitions (c)	133,188	75,064	44,314	306	253,864
Revenue from acquisitions	20	130	0	0	150
2013 Revenue	133,207	75,194	45,306	306	254,013
Organic growth $[(c-b)/a]$	0.1%	(3.5)%	2.2%	150.6%	(0.5)%



2014 Financial Agenda





We welcome your questions and comments

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