

Q12014 Revenue

April 29th, 2014 at 6:15pm



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, forwardlooking statements involve risk and uncertainty. Forward-looking statements represent 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'.







80 Countries
Presence

€902m

2013 Revenue

€156m

B+, Stable Outlook S&P Rating

Makes healthcare business run more efficiently



Q1-2014 Key Take Aways C

✓ FINANCIAL

- Revenues came to €204.1m
- Revenues decreased by 4.1% on a reported basis
- Revenues decreased by 2.8% on a L-f-L basis
- Currency negative impact of €3.1m

✓ ACHIEVEMENTS

- Improvement of CRM & Strategic mix-product
- Healthcare Professionals: weaker performance than expected
- Insurance and Services: continue to grow in Q1
- Focus maintained on improving operating leverage
- Priority still on debt reduction



April 2014 refinancing improved the Group maturity profile



Group Revenue Evolution on L-f-L (



CRM & **Strategic Data**

Q1 Revenue €98.6m

(1.6)%

48% of Q1 2014 Group Revenue

Healthcare **Professionals**

Q1 Revenue €67.3m

33%

(7.2)%

of Q1 2014 Group Revenue

Insurance & Services

Q1 Revenue €38.0m

2.2%

19% of Q1 2014 Group Revenue

Healthcare Professionals division revenues decline more than expected

CRM & Strategic Data division near stability



Currency Impact and Business Seasonality (

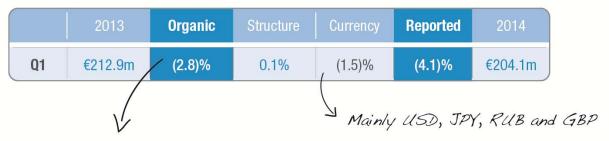




Currency Impact on Revenues Evolution



Revenue Breakdown as of end of March 2014



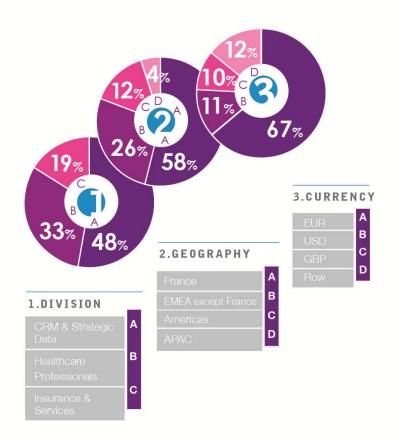
Positive impact from Insurance & Services offset by Healthcare Professionals.



Seasonality Impact on Business

Seasonality	Q1	Q2	Q3	Q4			
Codoonanty	2012						
Revenue	23%	26%	23%	28%			
EBITDA	10%	34%	13%	43%			
EBIT from recurring operations	0%	42%	5%	53%			
		20	13				
Revenue	24%	25%	23%	28%			
EBITDA	13%	23%	23%	42%			
EBIT from recurring operations	3%	25%	21%	51%			

Diversified revenue mix provide stable revenue base





CRM & Strategic Data Q1 2014 Revenue C



- Significant negative currency impact
- **Negative Impact From:**
 - CRM business in mature countries
 - Different billing seasonality in non-pharma activities
- **Positive Impact From:**
 - **Emerging countries**
 - Compliance activities
 - Products and services linked to *OneKey*

2013 Organic		Structure Currency		ency Reported		
Q1	€103.6m	(1.6)%	1-	(3.3)%	(4.9)%	€98.6m

The favorable trend in the product mix will have a positive impact on 2014 firstquarter margin



Healthcare Professionals Q1 2014 Revenue C



- This drop in revenue is mainly due to weaker revenues of:
 - Pharmacist software in France
 - Pharmacists' changing business model
 - Wait and see attitude ahead of the upcoming new software
 - Doctor software in UK
 - Result of a demanding comparison caused by exceptional level of 2013 revenue

		2013	Organic	Structure	Currency	Reported	2014
(Q1	€72.0m	(7.2)%	0.3%	0.4%	(6.5)%	€67.3m

This revenue trend will have a negative impact on 2014 first-quarter margin



Insurance & Services Q1 2014 Revenue C



Main growth drivers

- Development in managing third-party payment flows
- Numerous commercial successes at Cegedim SRH
- Roll-out of electronic invoicing solutions by *Cegedim e-business*

2013 Organic S		Structure Currency		ency Reported		
Q1	€37.2m	2.2%	-	0.0%	2.2%	€38.0m



The March 2014 Refinancing C



Refinancing Sources & Uses

Sources	€m	Uses	€m
Proceeds from the €125m from the Tap of 6.75%	132.2	Repurchase of existing 7% Senior Notes due 2015	106.0
Notes due 2020		Tender offer premium	8.6
		Accrued interest	1.6
		Cash	14.7
		Transaction Costs (1)	1.4
Total	132.2	Total	132.2

⁽¹⁾ Estimated fees and other expenses related to this Refinancing.



Maturity Profile - Before



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Maturity Profile - After





Strong Liquidity Position (As of Dec. 2013)





Credit Rating

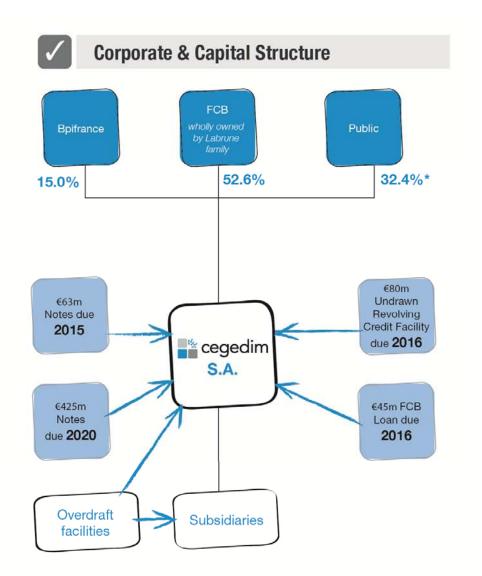


Confirmed on April 7th, 2013



Robust Liquidity Profile

as of December 2013	Total	Drawn	Available
Committed Facilities Revolving Credit Facilities	€80m	14	€80m
Cash & Cash Equivalents Group Other Facilities	€67m €38m	- €16m	€67m €22m
Total	€185m	€16m	€169m



^{*} This includes 0.3% of the shares of Cegedim S.A held by Cegedim S.A. and by Kepler Cheuvreux S.A. pursuant to a liquidity contract as of March 31, 2014.

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Cegedim Strives for Realistic Mid Term Targets (





2014 Target: Margin Improvement



Medium Term Target

- 2014 Priorities:
 - Debt reduction
 - Improve operating leverage
- Expect at least a stable
 - Revenue level
 - Margin level

These projections are publicy disclosed on April 29th, 2014. 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.





Conclusion (

✓ STEADY BUSINESS PROFILE

- High diversification (business, geography, customer, brand, products)
- Critical size, with strong market share in all business segments
- Industry trend to favour Cegedim (Healthcare reform, Transparency, Pay-for-Performance, ...)
- Strong presence along the Healthcare value chain
- Continuous investments in R&D, leading to recognized portfolio of innovation & integrated solutions

✓ ROBUST FINANCIAL PROFILE

- Despite L-f-L slight revenues decrease in FY 2013, improvement of profitability by 0.6bp in FY 2013
- Robust cash flow generation, providing flexibility for further deleveraging
- Strong Liquidity Position

✓ CONSERVATIVE FINANCING POLICY

- Performance Improvement Program successfully implemented
- Family-owned Company, with long-standing shareholder support
- Focus maintained on improving operating leverage
- Flexible dividend policy
- Priority to Cash Flow generation and debt reduction
- No significant acquisition planned for 2014
- Active debt management



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Agenda, stock data, quarterly and annual reports, financial press releases, financial presentations, fact sheet, video, possibility to add events to your calendar, contacts details... More features, especially for bond investors, are planned for the near future.

We would appreciate your feedback on how to improve this app:

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May 27th Q1-2014 Results





This Document includes the Q1-2014 Financial Statements and Management Report



Appendix





Q1 Revenue & Organic Growth Calculation C

		CRM & Strategic Data	Healthcare Professionals	Insurance & Services	Reconciliation	Group
Q1-2013 Revenue	а	103,590	71,961	37,192	122	212,865
Impact of disposals		0	0	0	0	0
Q1-2013 Revenue before impact of disposals		103,590	71,961	37,192	122	212,865
Currency impact		(3,405)	315	0	0	(3,090)
Q1-2013 Revenue at Q1-2014 exchange rate	b	100,185	72,277	37,192	122	209,776
Q1-2014 Revenue before impact of acquisitions	С	98,558	67,065	38,012	165	203,800
Revenue from acquisitions		0	250	0	0	250
Q1-2014 Revenue		98,558	67,315	38,012	165	204,050
Organic growth	(c-b)/a	(1.6)%	(7.2)%	2.2%	35.9%	(2.8)%



The Offering C

Issuer	Cegedim S.A.
Issue Type	Senior Unsecured Notes
Principal Amount	€125m
Coupon	6.75%
Fungibility	Deal immediately fungible with existing 2020 Notes
Issue Price	105.75%
Use of Proceeds	Pay all or part of (i) the purchase price of the 2015 Notes in the Tender Offer and (ii) related fees and expenses
Currency	EUR
Maturity	1st April 2020
1st Call Date	1st April 2016
Rating (S&P)	B+
Ranking	Senior unsecured obligations of the Issuer, ranking pari passu with existing Senior Notes due 2015 & Revolving Credit Facility
Covenants	As per Mar-13 Senior Notes Offering Memorandum
Change of Control	Investor put @ 101%
Equity Claw	35% until 1st April 2016
Governing Law	New York Law
Distribution	Reg S / 144A

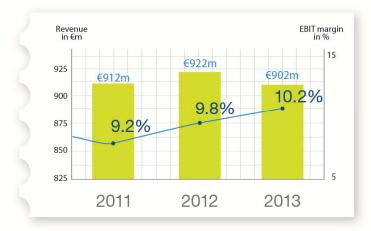


Last 3 Years Financial Overview (



in € millions	2011	2012	2013
Revenues	911.5	921.8	902.3
% in Growth		1.1%	(2.1)%
EBITDA	150.4	153.6	155.7
in % of Revenues	16.5%	16.7%	17.3%
% in Growth		2.1%	1.3%
EBIT from recurring operations	83.9	90.1	92.1
in % of Revenues	9.2%	9.8%	10.2%
Operating Cash Flow **	140.1	141.0	152.6
Capex	(79.5)	(79.1)	(71.6)
Acquisitions & Disposals	(1.4)	(18.6)	(1.7)
Net Financial Debt	453.3	475.6	462.0

⁽¹⁾ before cost of net debt and taxes

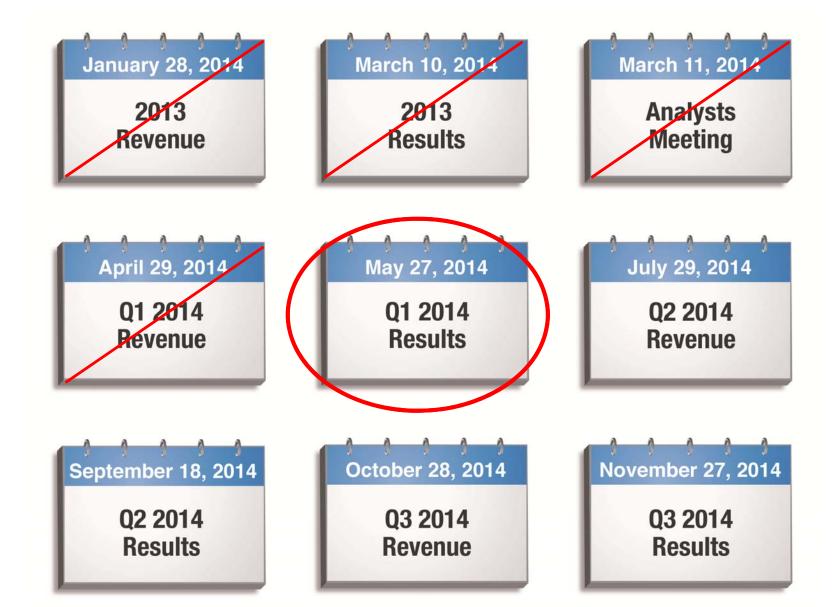


- Revenues decrease results from:
 - Positive impact from CRM & Strategic Data and Insurance & Services offset by Healthcare Professionals decline
 - Currency fluctuation rates (mainly JPY, GBP & USD)
- Reactivity at operational level:
 - Investment maintained in R&D
 - New products launches
- Reactivity at financial level:
 - Adjust cost to Revenue level
 - EBITDA margin improved thanks to implementation of Performance Improvement Plan
 - Focus on cash generation
- Positive impact seen on Net Financial Debt



2014 Financial Agenda C







We welcome your questions and comments

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