

Q3 2014 Revenue

Oct. 28, 2014 at 6:15pm CET



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'.



Key Take Aways (





Q3 Revenues

€213.9m

9M Revenues

€642.6m

Growth

+1.0% L-f-L Q3 (0.2)% L-f-L 9M

All divisions

contributed to L-f-L growth in Q3



at the Healthcare Professionals Division in Q3

Execution of the definitive purchase agreement

for the CRM and Strategic Data Division

CreditWatch Positive

assigned on Cegedim rating B+ by S&P's on Oct. 24th 2014





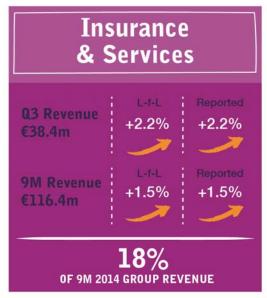
Revenue Evolution (

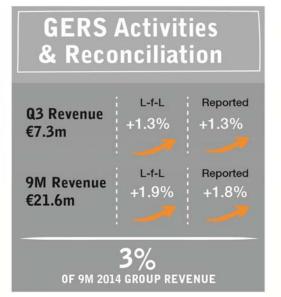














Currency Impact and Business Seasonality (





Revenue evolution for the first 9M of 2014

	2013
Q1	212.9
Q2	224.4
Q3	211.0
9М	648.2

L-f-L	Structure	Currency	Reported
(2.8)%	+0.1%	(1.5)%	(4.1)%
+1.0%	+0.2%	(1.0)%	+0.1%
+1.0%	+0.1%	+0.2%	+1.4%
(0.2)%	+0.2%	(0.8)%	(0.9)%

2014	
204.1	
224.7	
213.9	
642.6	,

Seasonality and Currency Impacts on Business

Seasonality	Q1	Q2	Q3	Q4					
ocasonanty	2012								
Revenue	23%	26%	23%	28%					
EBITDA	10%	34%	13%	43%					
EBIT from recurring operations	0%	42%	5%	54%					
	2013								
Revenue	24%	25%	23%	28%					
EBITDA	13%	23%	23%	42%					
EBIT from recurring operations	3%	25%	21%	51%					

Currency 9M-2014	lmpact in €m	% of Group Revenue
JPY	(1.4)	2.2%
GBP	+3.0	9.3%
USD	(2.1)	10.4%
Other*	(4.5)	10.5%
Total	(5.0)	32.3%

^{*} Excluding EUR



Revenue Evolution per Division (





CRM & Strategic Data

	2013	L-f-L	Structure	Currency	Reported	2014
Q1	96.7	(0.7)%	0.0%	(3.5)%	(4.2)%	92.6
Q2	101.8	+3.0%	0.0%	(2.9)%	+0.1%	102.0
Q3	100.2	+0.3%	0.0%	(0.7)%	(0.4)%	99.8
9M	298.7	+0.9%	0.0%	(2.3)%	(1.5)%	294.3



Healthcare Professionals

	2013	L-f-L	Structure	Currency	Reported	2014
Q1	72.0	(7.2)%	+0.3%	+0.4%	(6.5)%	67.3
Q2	75.7	(2.8)%	+0.5%	+0.8%	(1.4)%	74.6
Q3	66.0	+1.5%	+0.5%	+1.7%	+3.6%	68.4
9M	213.7	(3.0)%	+0.5%	+0.9%	(1.6)%	210.3



Insurance & Services

	2013	L-f-L	Structure	Currency	Reported	2014
Q1	37.2	+2.2%	0.0%	0.0%	+2.2%	38.0
Q2	39.9	+0.3%	0.0%	0.0%	+0.3%	40.0
Q3	37.6	+2.2%	0.0%	0.0%	+2.2%	38.4
9M	114.7	+1.5%	0.0%	0.0%	+1.5%	116.4



GERS Activities & Reconciliation

	2013	L-f-L	Structure	Currency	Reported	2014
Q1	7.0	(12.4)%	0.0%	+0.0%	(12.6)%	6.1
Q2	7.0	+17.0%	0.0%	(0.1)%	+16.8%	8.2
Q3	7.2	+1.3%	0.0%	+0.1%	+1.3%	7.3
9M	21.2	+1.9%	0.0%	(0.1)%	+1.8%	21.6



CRM & Strategic Data Revenue C





Revenue Evolution L-f-L



Significant currency negative impact

Positive Impact from:

- **Emerging countries**
- Compliance activities
- OneKey database-related products in all geographical region

The market research activity experienced growth over the first 9 months





Healthcare Professionals Revenue (





Revenue Evolution L-f-L



As announced, increase in Q3 revenue was mainly due to:



- A less demanding comparison level for UK doctors software
- Robust growth in France in products for doctors

Continued positive momentum at software for pharmacists activity in France



Insurance & Services Revenue (





Revenue Evolution L-f-L



Revenue increase mainly due to double digit growth at

- Third-party payer flow management
- Outsources payroll and HR management
- Electronic and automated invoicing activities

Partially offset by weakness at Cegedim Global Payment caused by the transition from a perpetual license model to a SaaS offering





GERS Activities & Reconciliation Revenue C









Continuing growth of the sales statistics business activity



Definitive Purchase Agreement Executed (





Selling Price

€385m⁽¹⁾

Use of Proceeds

Repay Debt

Closing

Early **Q2** 2015



Works Councils: Successfully informed

Positive opinion from all countries where the consultations were required

AMF: Confirmation that the Article 236-6 of its General Regulations did not apply

Board of Directors: Unanimous positive vote following

Positive reaction from the market

Positive feedback from clients

IMS Health's investment capacity and strategic plans for the activities

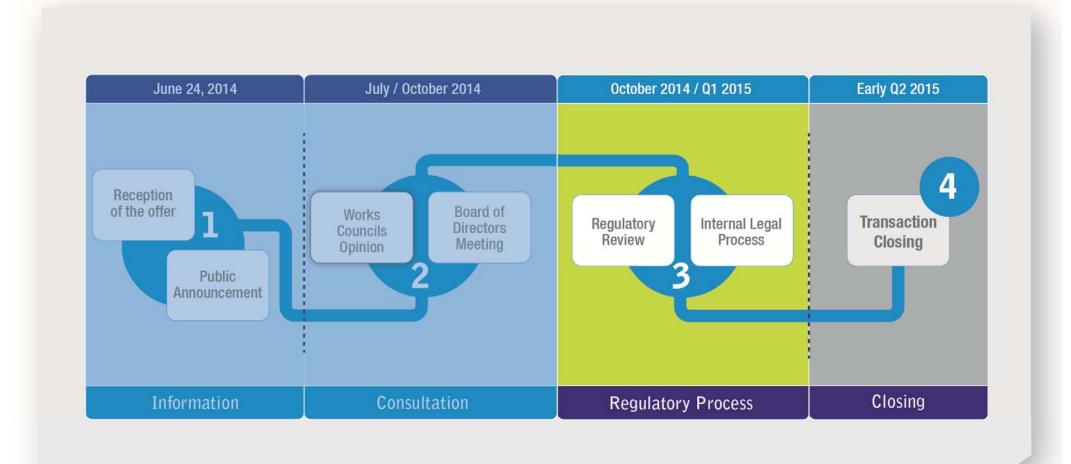
Definitive Purchase Agreement: Executed

(1) On a cash free debt free basis, subject to certain adjustments based on the Group's net debt at the date of completion, changes in net working capital and 2014 CRM and strategic data division revenue



Next Steps on IMS Health Transaction





IMS Health Transaction: FAQ (



How will we use the net proceeds?

To reduce debt by:

- repayment of the 2015 Bond maturing in July 2015
- total or partial redemption of the 2020 Bond depending of market conditions





What will happen to the New Group?

Cegedim will:

- · remain listed
- have a significant level of margin
- remain committed to invest in market with high potential
- look for targeted acquisitions in its business areas



2014 Outlook



For 2014, the Group is reconfirming its target

✓ At least stable revenue and operating margin from recurring operations.

For H2 2014 the Group expects:

- A slight slowdown at the CRM and Stategic Data division
- A slight increase in activity at the other divisions
 - Owing to a less demanding comparison level for UK Doctors Software in H2-2014
 - Owing to a restored order book at software for French Pharmacists
 - > Point to a positive revenue developments in H2-2014
- The Group will be led to recognize an accounting loss of approximately €180 million, with no impact on the Group's cash at the end of 2014.

These projections were publicy disclosed on October 28th, 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.





November 27th Q3-2014 Earnings







This Document includes the Financial Statements and Management Report for the second quarter and the first half of 2014



Our IR App is now available C





✓ WE HAVE AN APP' for you:

Apple Store



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http://www.cegedim.com/CegedimIR

The Cegedim IR app for Android, iPhone* and iPad* lets you follow Cegedim financial news and receive customized push notifications, and gives access to all the information an investor or journalist might want.

^{*} iPhone is the exclusive property of Apple Inc., registered in the U.S. and other countries.



Appendix





Revenue & Organic Growth Calculation C

Q3-2014		CRM & Strategic Data	Healthcare Professionals	Insurance & Services	GERS Activities & Reconciliation	Group
Q3 2013 Revenue	а	100,193	66,016	37,617	7,188	211,014
Impact of disposals		0	0	0	0	0
Q3 2013 Revenue before impact of disposals		100,193	66,016	37,617	7,188	211,014
Currency impact		(686)	1,112	1	4	431
Q3 2013 Revenue at 2014 exchange rate	b	99,507	67,128	37,618	7,192	211,445
Q3 2014 Revenue before impact of acquisitions	С	99,780	68,097	38,445	7,285	213,606
Revenue from acquisitions		0	314	0	0	314
Q3 2014 Revenue		99,780	68,411	38,445	7,285	213,920
Organic growth	(c-b)/a	0.3%	1.5%	2.2%	1.3%	1.0%

9M-2014		CRM & Strategic Data	Healthcare Professionals	Insurance & Services	GERS Activities & Reconciliation	Group
9M 2013 Revenue	а	298,729	213,650	114 659	21 205	648,243
Impact of disposals		0	0	0	0	0
9M 2013 Revenue before impact of disposals		298,729	213,650	114,659	21,205	648,243
Currency impact		(7,017)	2,024	1	(20)	(5,012)
9M 2013 Revenue at 2014 exchange rate	b	291,711	215,674	114,660	21,186	643,231
9M 2014 Revenue before impact of acquisitions	С	294,322	209,326	116,426	21,597	641,671
Revenue from acquisitions		0	979	0	0	979
9M 2014 Revenue		294,322	210,305	116,426	21,597	642,649
Organic growth	(c-b)/a	0.9%	(3.0)%	1.5%	+1.9%	(0.2)%



We welcome your questions and comments

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