

## FULL-YEAR 2005 RESULTS

FOR THE FIRST TIME, CEGEDIM TOPS THE €500M MARK IN TURNOVER  
AND €60M IN EBIT

**Paris, 5 April 2006** – CEGEDIM, Europe's leading provider of CRM solutions (Customer Relationship Management) to the pharmaceutical industry, announces 2005 EBIT of €60.9 million.

IFRS accounting standards in thousand euros	31/12/2005 A	31/12/2004 B	A/B	31/12/2004 1st version IFRS C	A/C
<b>Turnover</b> <i>TO</i>	<b>501,338</b>	<b>434,356</b>	<b>15%</b>	<b>434,356</b>	<b>15%</b>
Purchasing	-34,768	-25,676	35%	-25,676	35%
External costs	-154,425	-129,875	19%	-129,875	19%
Personnel costs	-226,886	-193,302	17%	-193,302	17%
Amortization and depreciation charges	-24,083	-22,691	6%	-25,398	-5%
Other income and charges	-300	-8,104	-96%	-8,104	-96%
<b>Operating income</b> <i>EBIT</i>	<b>60,876</b>	<b>54,708</b>	<b>11%</b>	<b>52,001</b>	<b>17%</b>
<b>Operating margin</b> <i>EBIT / TO</i>	<b>12.14%</b>	<b>12.60%</b>		<b>11.97%</b>	
Financial income	4,587	5,553	-17%	5,553	-17%
Cost of financial indebtedness	-7,262	-5,873	24%	-5,873	24%
<b>Net financial costs</b>	<b>-2,675</b>	<b>-320</b>	<b>736%</b>	<b>-320</b>	<b>736%</b>
Corporation tax	-20,358	-19,935	2%	-19,491	4%
Share of profits in affiliate undertakings	49	-73		-73	
<b>Net consolidated income</b>	<b>37,892</b>	<b>34,380</b>	<b>10%</b>	<b>32,117</b>	<b>18%</b>
Group share	37,627	34,102	10%	31,847	18%
Minority interests	265	278	-5%	270	-2%
<b>Net consolidated income per share</b>	<b>4.1</b>	<b>3.7</b>		<b>3.4</b>	

(C) Cegedim's 2004 financial statements, released 31 October 2005, although certified in compliance with IFRS at that date, have had to be adjusted. The adjustments deal solely with amortization and depreciation charges.

**Consolidated turnover rose by 15.4% to €501.3 million. EBIT rose by 17.1%, not including an IFRS adjustment to 2004 amortization and depreciation charges. After the adjustment, growth comes to 11.3%.**

EBIT margin for the year 2005 comes to a satisfactory 12.14%, compared with 11.97% in 2004 according to IFRS statements before the amortization adjustment and 12.60% after the adjustment.

Operating margin IFRS - in thousand euros	Turnover 31/12/2005	EBIT 31/12/2005	EBIT/TO 2005	EBIT/TO 2004	EBIT/TO 1 <sup>st</sup> version IFRS 2004
CRM and strategic data	228 886	39 354	17.2%	17.2%	16.8%
Healthcare professionals	107 427	9 385	8.7%	9.1%	8.6%
Insurance services	74 968	6 065	8.1%	11.1%	9.4%
<b>Healthcare and strategic data</b>	<b>411 281</b>	<b>54 804</b>	<b>13.3%</b>	<b>13.9%</b>	<b>13.2%</b>
<b>Technologies and services</b>	<b>90 058</b>	<b>6 072</b>	<b>6.7%</b>	<b>6.2%</b>	<b>6.0%</b>
<b>CEGEDIM</b>	<b>501 338</b>	<b>60 876</b>	<b>12.14%</b>	<b>12.60%</b>	<b>11.97%</b>

As expected, the “**CRM and strategic data**” sector’s margin was resilient on the back of strong growth in international businesses in 2005. For the first time in the Group’s history, international revenues exceeded those generated in France. This strengthening paves the way for the sector’s margin growth of the past three years to continue.

As a result of the synergies we have created in the UK between our pharmacists’ software and doctors’ software subsidiaries, the businesses acquired in late 2004 already began to recover in 2005. Excluding this external growth impact, the “**Healthcare professionals**” sector’s operating margin would have already reached 10.2%.

As announced in mid-2005, Soltim-Proval’s situation began to improve in the second half of the year, and the inroads the company has made are promising for 2006. However, 2005 results fell short of initial expectations, which explains the dip in the “**Insurance services**” sector’s EBIT margin.

The “**Technologies and services**” division’s businesses are all on the right track and profitability is steadily increasing.

Together, these factors resulted in EBIT of €60.9 million.

The net financial result is consistent with the Group’s level of debt, which has gone towards financing its recent acquisitions.

Cegedim’s tax charge declined in relative terms compared with 2004, resulting in net profit of €37.9 million.

## 2006 outlook

For the year 2006, we expect turnover of around €535 million, an increase of around 7%. Earnings are expected to grow by more than 7%.

**About CEGEDIM:**

CEGEDIM develops exclusive databases and high value added software solutions. Its expertise falls into two divisions. The “Healthcare and strategic data” division comprises services specifically designed for pharmaceutical companies, healthcare professionals and health insurance providers. The “Technologies and services” division covers a variety of sectors.

Established as the European leader in its core business, CEGEDIM provides the world’s largest pharmaceutical companies with vital support for successful CRM (Customer Relationship Management) and helps measure sales & marketing effectiveness. CEGEDIM’s CRM tools, backed by the Group’s powerful strategic databases, also provide its clients with a clearer picture of their markets and targets, optimizing both strategies and return on investment.

Founded in 1969, and the only European company operating globally in this market, CEGEDIM employs 4,700 people and generated turnover of €501 million in 2005 in over 60 countries. To learn more, please see our website: [www.cegedim.com](http://www.cegedim.com).

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