



tessi



Memorandum of understanding for Tessi to acquire CEGEDIM Group's marketing services, EDM and e-filing divisions

Grenoble and Paris, 11 April 2007 – Tessi and CEGEDIM announce that they have agreed to a memorandum of understanding that under conditions precedent will lead to Tessi's acquisition of:

- seven companies controlled by CEGEDIM: SDI - SOCIETE DEVELOPPEMENT INFORMATIQUE, MEDIPOST, DOCUBASE SYSTEMS, DOCUBASE SERVICES, DOCUBASE SYSTEMS Inc., DECLARATIS, and ASP ONE.FR,
- and two businesses owned by the companies CEGEDIM SA (Cegedim Marketing Process business) and AVT - Advanced Technologies (data capture business).

The two parties have agreed that the transfer of ownership should take place by 30 June 2007 at the latest.

The units involved in the deal comprise four distinct activities:

- Marketing services, including:
 - o A Direct Marketing division, which offers a full line of direct marketing solutions, from supplying addresses to mailing.
 - o A Printing division, which handles everything from data processing to mailing:
 - management printing: high-volume digital printing of management documents;
 - direct marketing printing: high-volume digital printing of complex marketing documents.
- EDM – Electronic Document Management: publishes specialized integrated workflow management software for converting documents and information into electronic format.
- ASPOne.fr and Declaratis internet portals: for e-filing of tax and social security forms.
- Data acquisition and data capture division.

The expertise housed in the acquired units will perfectly complement Tessi's document processing offering and know-how. The deal will also help Tessi provide a comprehensive solution to the needs of its market and its clients.

This deal allows CEGEDIM to transfer these activities to a partner that is renowned for its skill and will make them a part of its core development strategy. CEGEDIM planned the deal so that clients of these activities can expect service continuity from a company with all of the synergies needed to pursue their growth. Furthermore, CEGEDIM and Tessi will continue to collaborate through service agreements in order to ensure process continuity and knowledge transfers.

The businesses involved in the deal together generated consolidated 2006 revenue of €30 million, earnings before interest, taxes, depreciation and amortization (EBITDA) of €2.5 million, and an operating profit of €0.4 million (figures not audited). The transaction price, entirely payable in cash on the day ownership is transferred, is subject to a confidentiality agreement between the parties.

About Tessi:

Services company specializing in document processing and payment methods.
Tessi is listed on Eurolist by Euronext Paris – Compartment C

ISIN code: FR0004529147 – Mnemonic code: TES

Website: www.tessi.fr

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 historic 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 around 5,000 people and generated turnover of €539 million in 2006 in 75 countries. **To learn more, please see our website: www.cegedim.com.**

CEGEDIM is Listed on Eurolist by Euronext Paris - Compartment B
ISIN FR0000053506 – Reuters CGDM.PA – Bloomberg CGM

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