

**PRESS RELEASE** 

# **QUARTERLY FINANCIAL INFORMATION AT 31 MARCH 2008**

(not audited)

# **CONTINUED INTERNATIONAL SUCCESS**

**Paris, 14 May 2008** - Cegedim, the world leader in CRM solutions for the pharmaceutical industry, continued to post brisk international growth while strengthening its positions in the French market.

Q1 2008 consolidated revenues

Revenues (€ thousands)	2008	2007	Change	2008 at constant consolidation scope and exchange rates (*)	2007 at constant consolidation scope and exchange rates (*)	Organic growth at constant exchange rates (*)
CRM and strategic data	111,300	58,158	91.4%	117,716	58,158	102.4%
Healthcare professionals	40,152	35,760	12.3%	42,398	35,760	18.6%
Healthcare insurance services	21,072	19,307	9.1%	20,265	19,141	5.9%
Healthcare and strategic data: A	172,524	113,225	52.4%	180,379	113,059	59.5%
Technologies and services: B	17,303	22,826	-24.2%	19,307	17,307	11.6%
Total: A + B	189,827	136,050	39.5%	199,686	130,366	53.2%
First quarter	189,827	136,050	39.5%	199,686	130,366	53.2%

\* Like-for-like growth is not restated for the activities of Dendrite, which were bought in May 2007 and whose impacts on the CRM and strategic data sector are no longer distinguishable due to intervening mergers.

Cegedim Group turned in a fine performance with 53% revenue growth to €200m (at constant consolidation scope and exchange rates). As expected during the Dendrite acquisition, Q1 2008 consolidated revenues are impacted by the loss of its biggest US client.

The "**CRM and strategic data**" sector, which caters to pharmaceutical industries, doubled its like-for-like revenues. International business' share of consolidated sales rose from 58% in Q1 2007 to 77% in Q1 2008, continuing the trend witnessed in late 2007. Sector activities are still in restructuration in Europe and carry on making excellent headway in Asia. Cegedim-Dendrite has reinforced its unrivalled leadership position in the Americas.



Activities in the "**Healthcare professionals**" sector cemented their momentum with growth of over 12.3% compared with Q1 2007. Like-for-like growth amounted to 18.6%.

Due in part to the acquisition of Protectia, the "Healthcare insurance services" sector generated growth of more than 9%.

Bolstered by Cegelease's performances, the **"Technologies and services"** division again grew at a substantial pace.

### Q1 2008 highlights

Apart from its February 2008 acquisition of Protectia in the field of personal insurance, Cegedim Group did not make any significant acquisitions or divestments in the first quarter of 2008.

### Q1 2008 financial situation and results

The trend in net debt is in line with projections made when Cegedim acquired Dendrite in May 2007.

Cegedim Group is maintaining its forecast for 2008 revenues in the range of €840m to €850m and projects an operating margin from ordinary operations on a par with 2007.

#### About CEGEDIM:

Founded in 1969, Cegedim is a global technology and services company specializing in the healthcare field. Cegedim supplies services, technological tools, specialized software, data flow management services and databases. Its offerings are targeted notably at healthcare industries, pharmaceutical companies, healthcare professionals and insurance companies.

The world leader in pharmaceutical CRM, Cegedim is also one of the leading suppliers of strategic healthcare industry data. Cegedim employs nearly 8,000 people in 80 countries and generated revenue of €753 million in 2007.

To learn more, please see our website: <u>www.cegedim.com</u>

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