

2021

FINANCIAL # COMMUNICATION



H1 2021 EARNINGS

September 16, 2021

Forward-looking statement

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on expectations and assumptions that we believe to be reasonable when made, but that may not prove to be accurate. By their nature, forward-looking statements involve risk and uncertainty. 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 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.

Any forward-looking statement speaks only as of the date on which it is made, and we assume no obligation to update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise, except as required by law.



Day after day, our more than 5,000 great employees work hard to improve the health of thousands of people every minute



FY 2020 REVENUE
€496.9m



EMPLOYEES
5,311 - Dec. 2020



COUNTRIES
+10



% OF REVENUE
+84% - from healthcare space

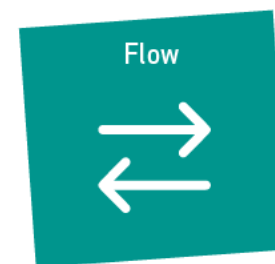
This is Cegedim

Founded in 1969, Cegedim is an innovative technology and services company in the field of digital data flow management for healthcare ecosystems and B2B, and a business software publisher for healthcare and insurance professionals. Cegedim employs more than 5,300 people in more than 10 countries and generated revenue close to €500 million in 2020. Cegedim SA is listed in Paris (EURONEXT: CGM).

A STRONG EUROPEAN PRESENCE



OUR BUSINESSES



Breakdown of business by activities

Licenses, SaaS, internet services and maintenance, integration, hosting for healthcare professionals in France, Spain, the UK, Belgium, Italy, and Romania, health insurance companies in France and the UK and HR departments in France.

56%
of FY 2020 revenue

Software & Services



Flow



Digitalization of processes and invoices in healthcare and other sectors in France, the UK and Germany.

16%
of FY 2020 revenue

Business process outsourcing for health insurance companies, mainly claims processing, and HR departments in France, with offshore centers in Romania and Morocco.

10%
of FY 2020 revenue

BPO



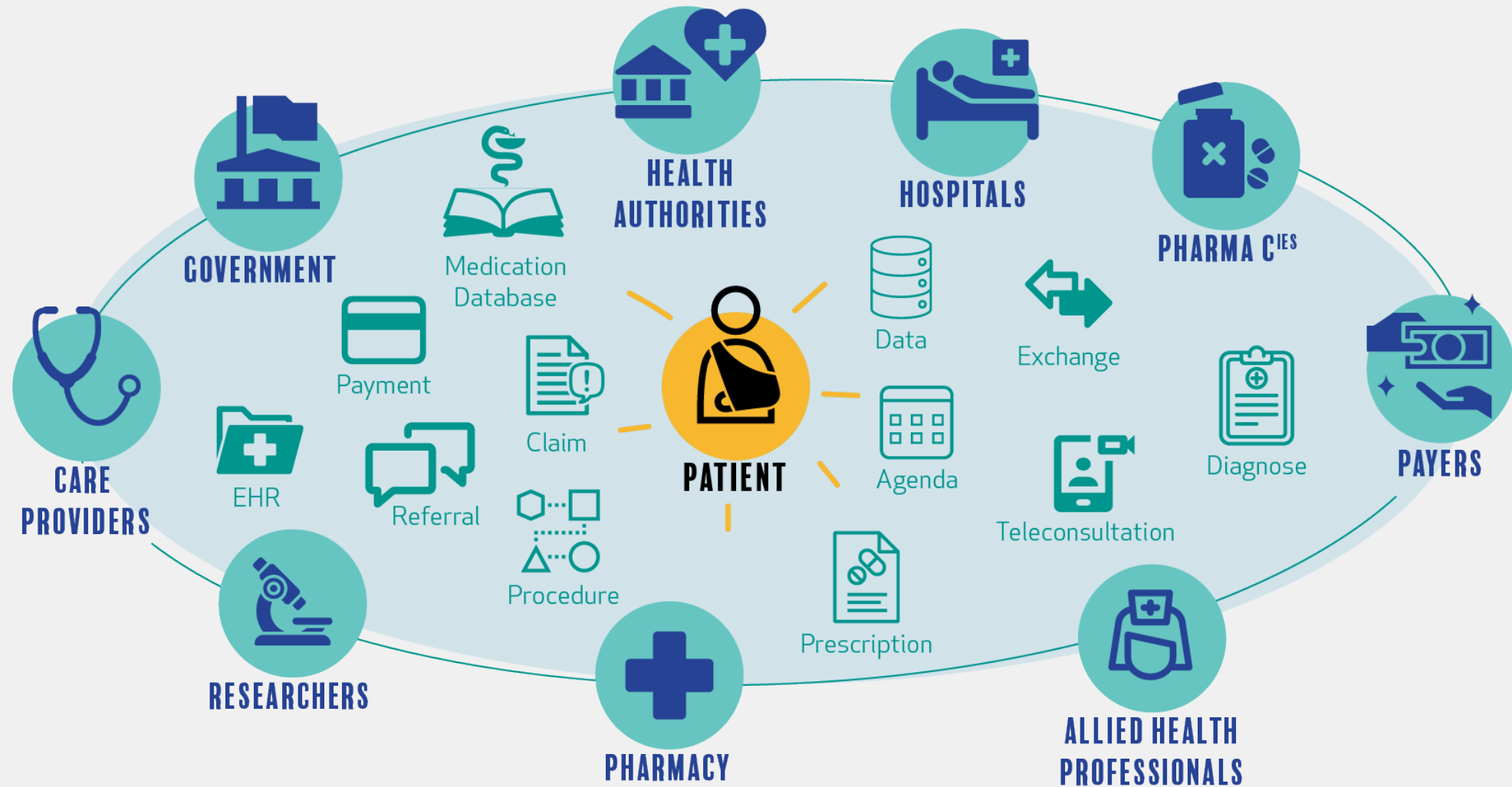
Data & Marketing



European Health database used by health authorities, governments, healthcare professionals, and pharma companies in Germany, France, Italy, Spain, Romania, and the UK. Digital and print marketing at pharmacies in France. Digital marketing for French doctors.

18%
of FY 2020 revenue

We are the leading integrated player in healthcare, with an unique ecosystem



CEGEDIM'S EQUITY STORY

We are unlocking the massive potential of the Group by creating synergies between our different offerings

We are uniquely positioned to drive digitalization of the economy

Strong market position

Strong recurring revenue base

Stable customer base

Focus on free cash flow

A unique integrated healthcare ecosystem

All products in SaaS format

A refocused Group

Solid business model

Innovation is our Motto

Long-standing shareholder support

Entrepreneurial culture

Rebound started right after the first lockdown

Q1 Revenue		
2020	+3.3%	€121.5m
2021	+1.0%	€122.5m

Q2 Revenue		
2020	(8.0)%	€114.7m
2021	+11.7%	€128.7m

Q3 Revenue		
2020	+1.9%	€118.9m
2021	————	

Q4 Revenue		
2020	+2.3%	€141.8m
2021	————	

H1 Revenue		
2020	(2.5)%	€236.2m
2021	+6.2%	€251.2m
Recurring Operating Income		
2020	(50.1)%	€6.3m
2021	+70.4%	€10.7m

FY Revenue		
2020	(0.2)%	€496.9m
2021	————	
Recurring Operating Income		
2020	+11.8%	€41.5m
2021	————	

How we got through the Covid-19 crisis

People

- Telework deployed in all countries during lockdowns
- Limited recourse to partial unemployment
- Hiring postponed when possible

IT Infrastructure

- Robust network
- Secure datacenter

Innovation

- Product development plans continued as planned

Finance

- Prudent cost management
- Travel, reception, marketing all reduced
- Rent and social payments postponed
- Robust financial situation
- Reasonable leverage
- No debt maturing before October 2024
- €65m RCF undrawn
- Overdraft facilities partly unused

Business model

- Recurring revenue
- Predominately in the healthcare sector

Revenue: Quarterly revenue organic change



Software & Services

Project-related activities

- Recovery chiefly in health insurance and HR
- Impact from clients' work-from-home arrangements, which are less conducive to change management

Favorable trend at

- Allied health professional computerization business in France
- Appointment scheduling, remote health
- HR management solutions
- Pharmacy computerization in France
- Businesses catering to health insurance

Cegedim Santé

- Increased hiring for sales teams assigned to latest offerings and for innovation-focused development teams



Flow

Process digitalization for data exchange:

- Strong recovery across all sectors
- Several projects initiated in H1 2021 with the help of new hires

Healthcare flow business related to reimbursements

- People in France reduced their use of the healthcare system early in the year because of public health restrictions
- Recovered in Q2



BPO

- Took a hit from public health restrictions that caused people in France reduce their use of the healthcare system. Process improvements put in place



Data & Marketing

Data activities

- Strong growth against the backdrop of the pandemic

Digital advertising in French pharmacies

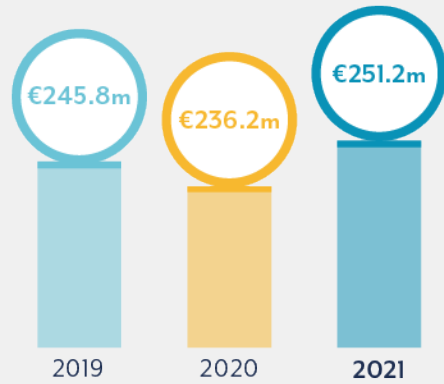
- Back close to its pre-pandemic level

Finance

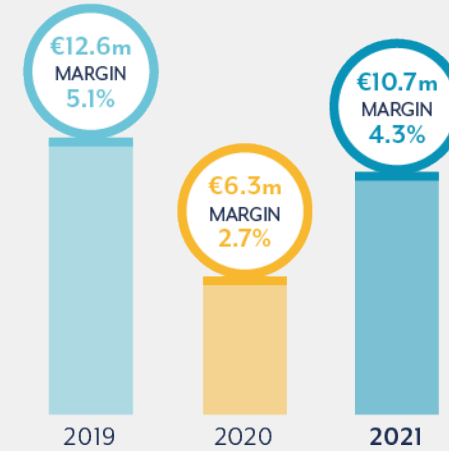
H1 2021 Earnings

H1 2021 The big picture

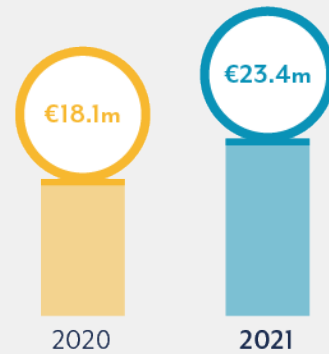
H1 - REVENUE



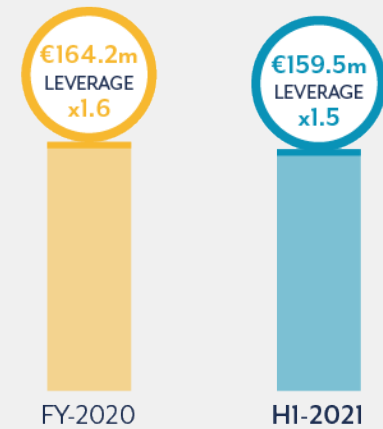
H1 - RECURRING OPERATING INCOME



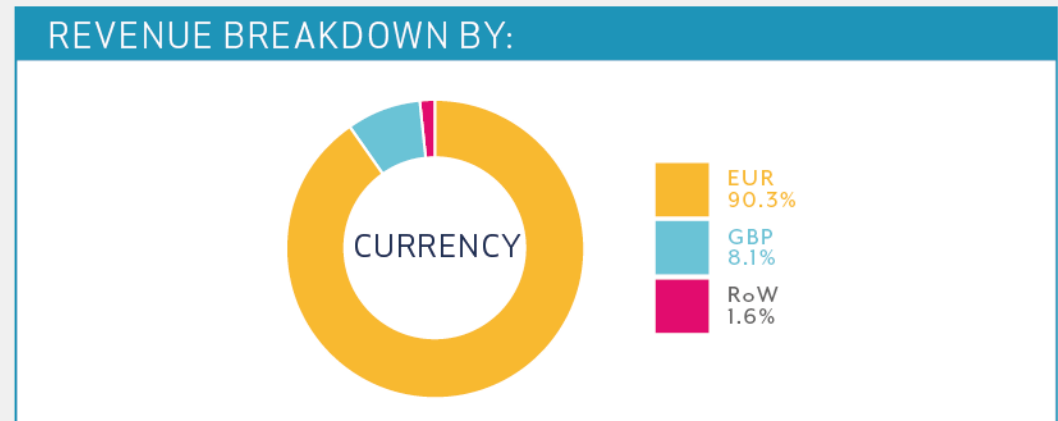
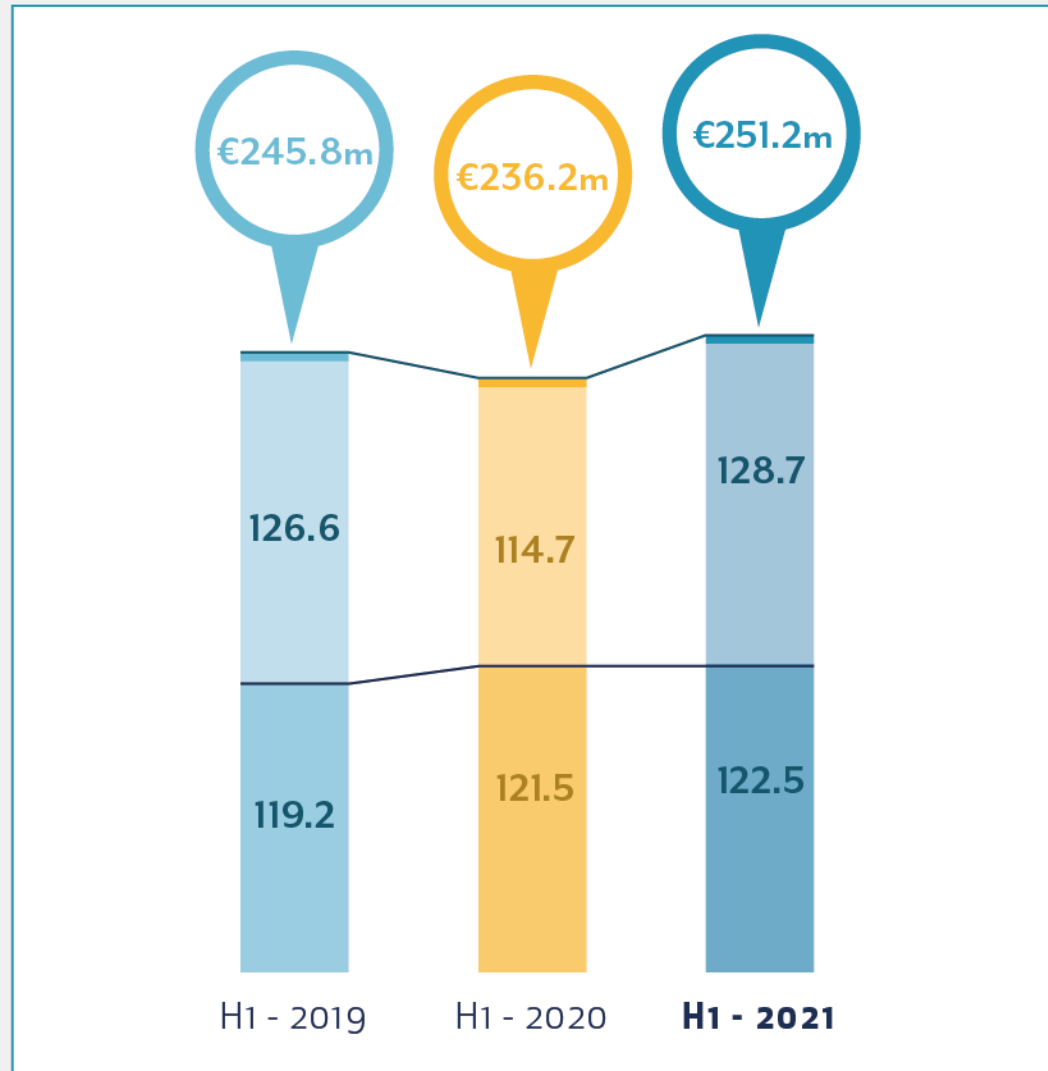
H1 - FCF from operations



NET DEBT Excl. LEASE LIABILITIES



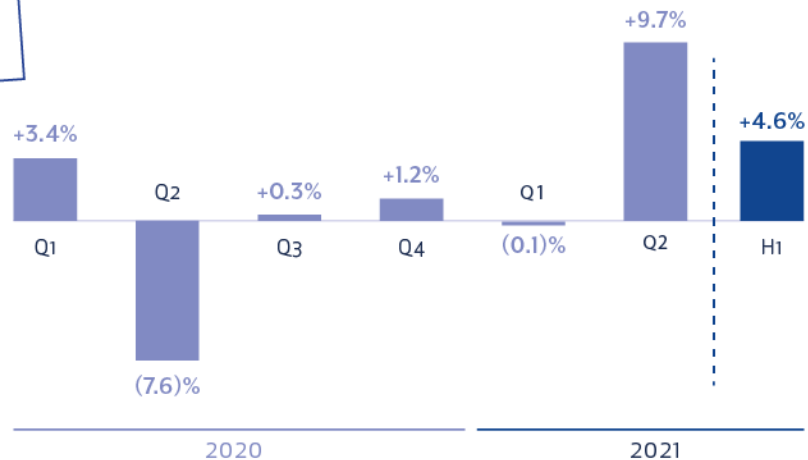
H1 2021 Revenue up 6.2% like for like



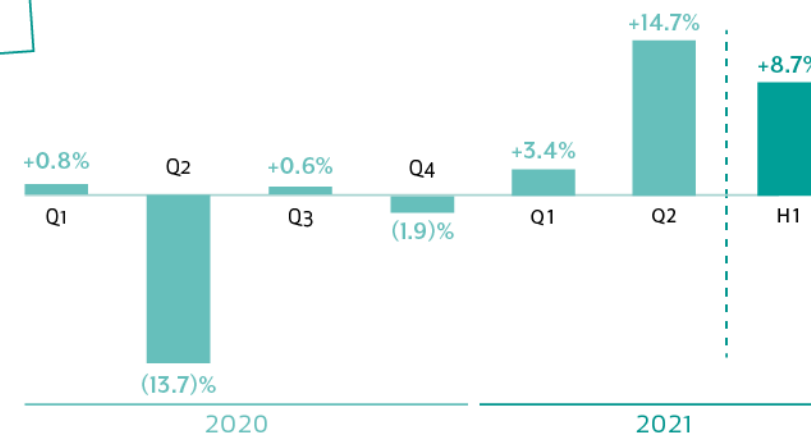
Revenue: Quarterly revenue organic change



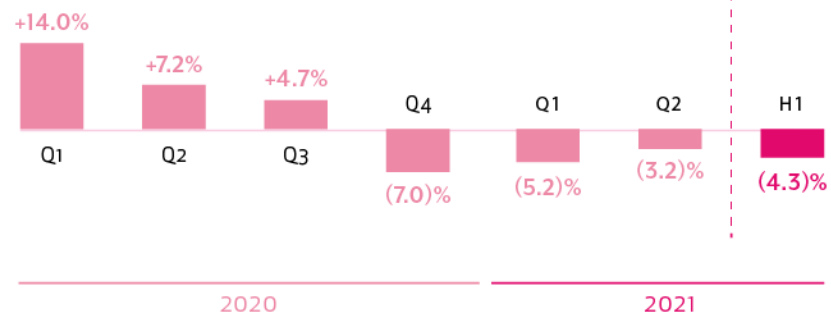
Software & Services
H1 2021: €140.2m | 56% of Group Revenue



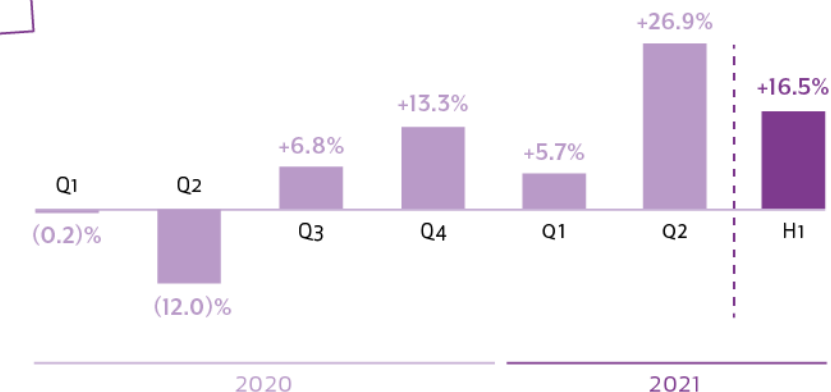
Flow
H1 2021: €41.7m | 17% of Group Revenue



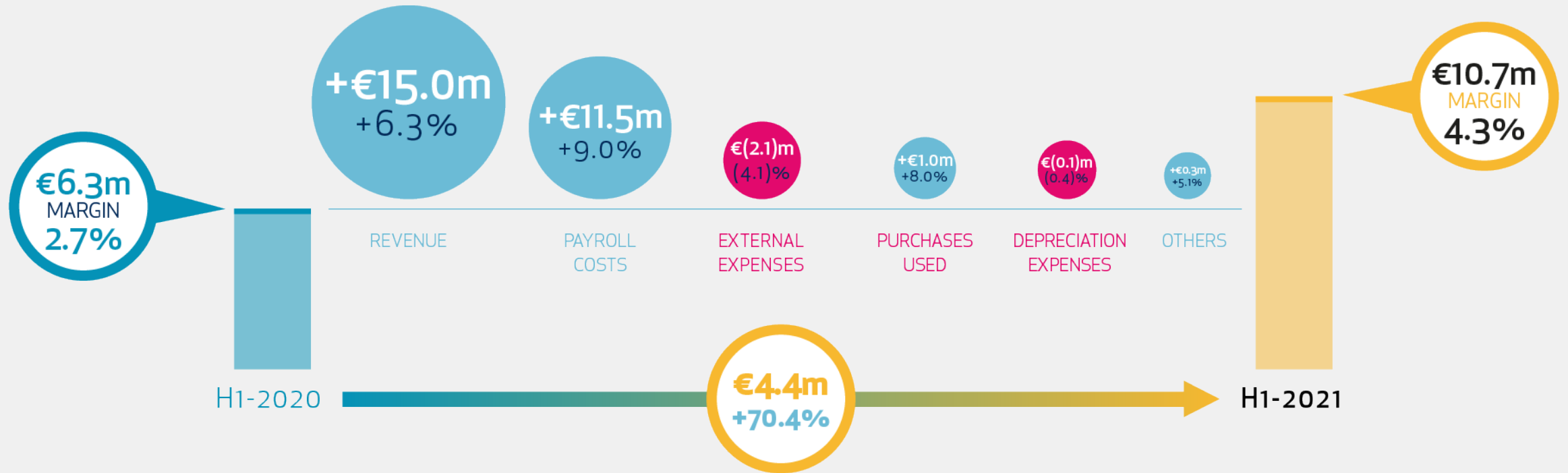
BPO
H1 2021: €22.9m | 9% of Group Revenue



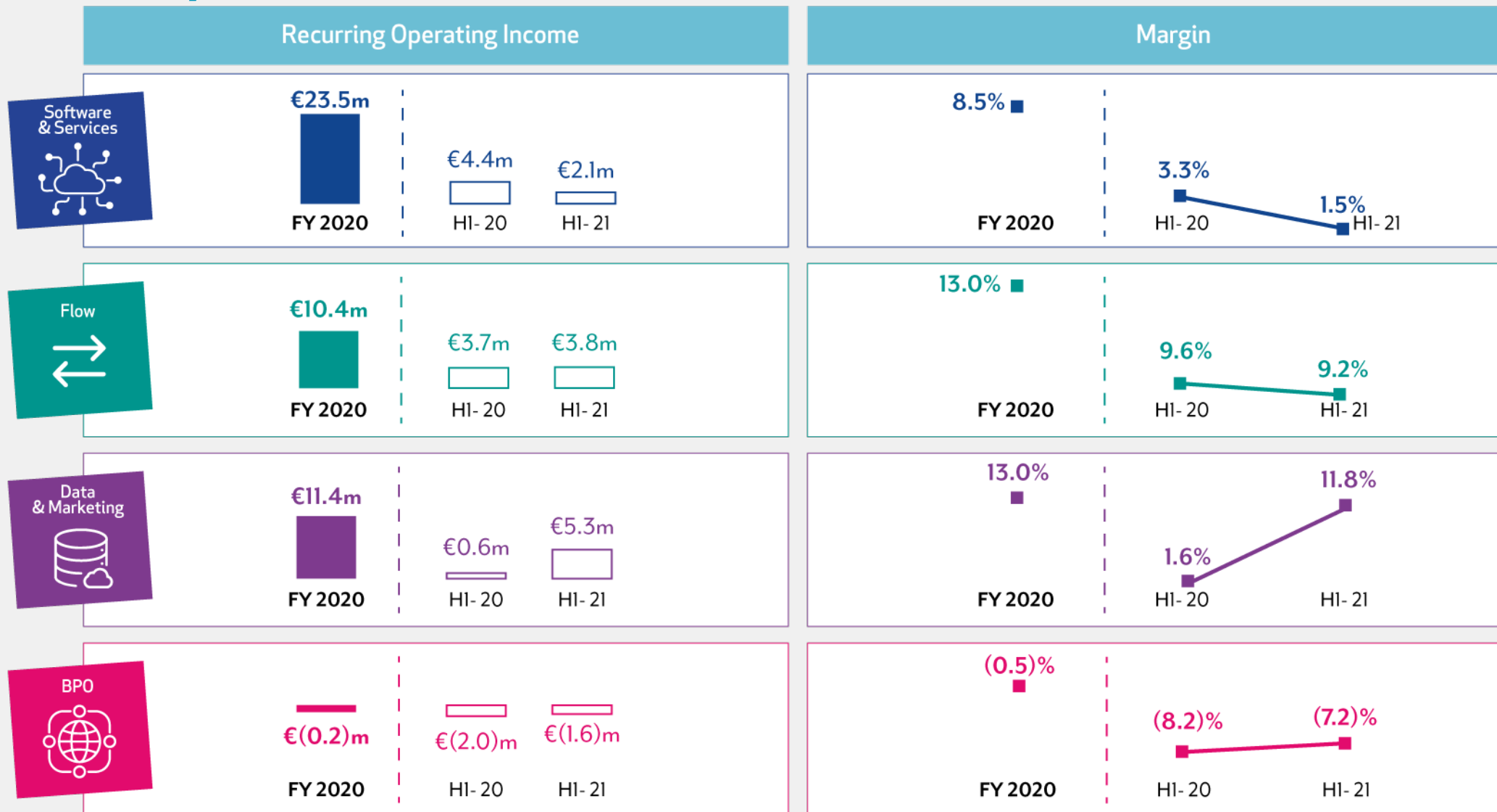
Data & Marketing
H1 2021: €44.8m | 18% of Group Revenue



Recurring Operating Income Trend



Recurring Operating income trend & seasonality by division

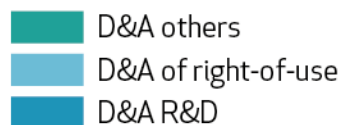
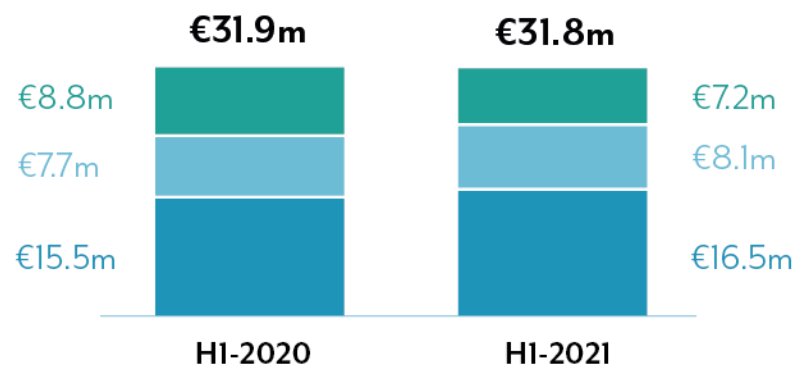


H1 2021 Financial Performance

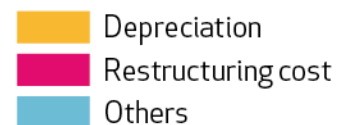
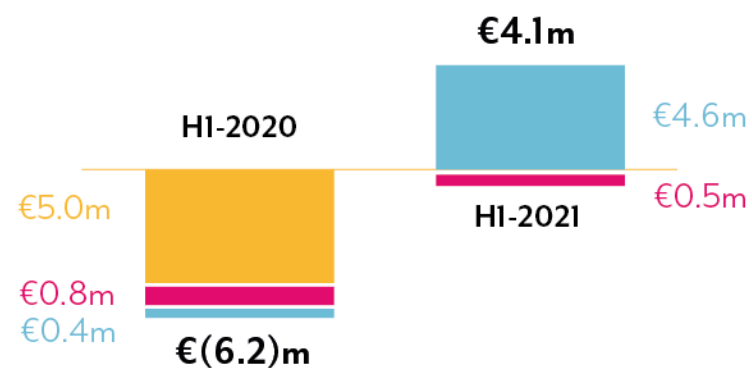
In € million	H1 - 2020	H1 - 2021	% change
Revenue	236.2	251.2	6.3%
EBITDA	38.2	42.6	11.3%
margin	16.2%	16.9%	+75bps
D&A	(31.9)	(31.8)	(0.4)%
Recurring operating income	6.3	10.7	70.4%
margin	2.7%	4.3%	+161 bps
Other non-recurring income and expenses	(6.2)	4.1	n.s.
Operating income	0.1	14.8	n.s.
margin	0.1%	5.9%	+585bps
Cost of financial debt	(4.6)	(5.5)	20.6%
Total taxes	(0.2)	(2.8)	n.s.
Net earnings	(4.6)	6.5	n.s.
<hr/>			
Recurring earnings per share	(0.2)	0.4	n.s.
Earnings per share	(0.3)	0.5	n.s.

Focus on D&A and Non-recurring income and expenses

D&A



Other non-recurring income and expenses



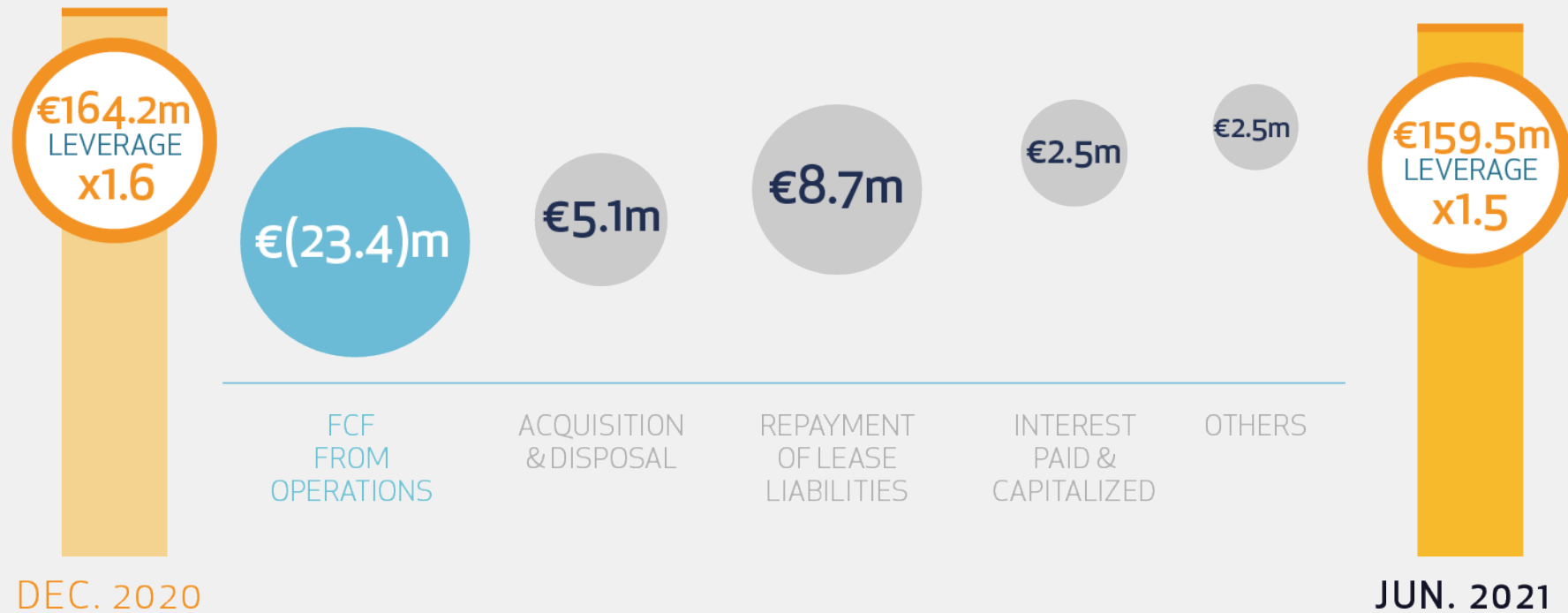
Jun. 2021 Balance Sheet: Sound Financial Structure

In € million	Dec - 2020	Jun - 2021
ASSETS		
Goodwill	186.0	193.3
Intangible assets	163.0	171.7
Tangible assets	110.3	109.3
Financial assets	20.5	21.5
Other non-current assets	55.0	53.9
Cash & cash equivalents	24.7	32.9
Trade receivables, short-term portion	134.7	136.7
Other current assets	211.1	78.1
Total assets	905.4	797.4
SHAREHOLDERS EQUITY & LIABILITIES		
Shareholder equity	207.9	216.9
Long-term financial debt	186.3	186.5
Other non-current liabilities	107.9	105.6
Short-term financial debt	2.6	6.0
Other current liabilities	400.7	282.5
Total equity and liabilities	905.4	797.4

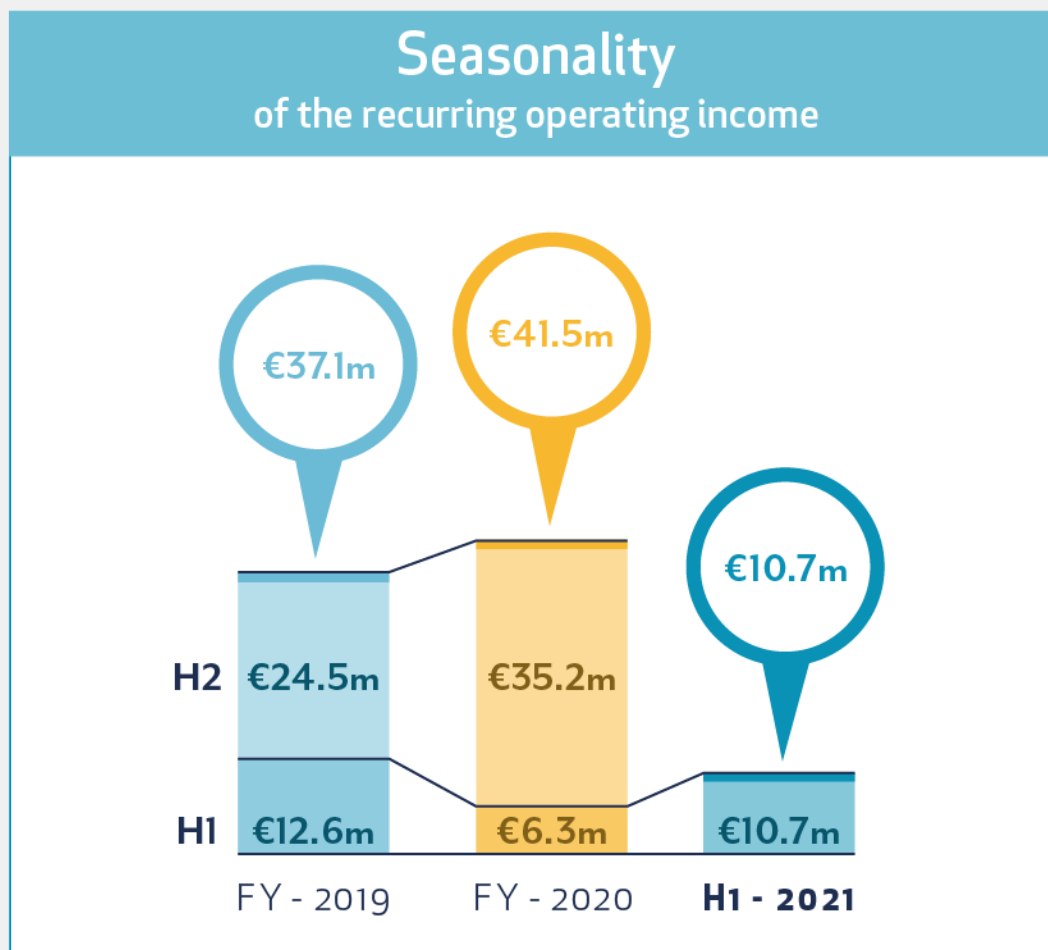
Positive FCF from operation

In € million	H1 - 2020	H1 - 2021
Cash flow before taxes and interests	34.7	47.0
Change in working capital requirement	18.1	9.0
Corporate tax paid	(2.1)	0.6
Net cash flow from operating activities	50.7	56.6
Acquisition of intangible assets	(27.8)	(25.3)
Acquisition of tangible assets	(5.0)	(7.9)
Disposal of tangible and intangible assets	0.3	0.0
Free cash flow from operations	18.1	23.4

Change in Net Financial Debt



FY 2021 Outlook



Guidance

FY 2021 Outlook

REVENUE
C. +3.0 TO 5.0% LFL

RECURRING OPERATING INCOME
C. +4.0%

These targets may need to be revised if the Covid-19 crisis causes a severe tightening of public health restrictions in Europe after this press release is issued. The Group does not expect to make any significant acquisitions in 2021. And lastly, the Group does not provide earnings estimates or forecasts.

October 28

after the market closes

Q3 2021
REVENUES

Addendum

H1 2021 Earnings

H1-2021 Revenue: Sector / Division comparison

H1-2021				
In € million	Health Insurance, HR & e-services	Healthcare Professionals	Corporate & others	Total
Software & Services	67.2	73.0	—	140.2
Flow	41.7	—	—	41.7
Data & Marketing	44.8	—	—	44.8
BPO	22.9	—	—	22.9
Corporate & others	—	—	1.5	1.5
Cegedim	176.6	73.0	1.5	251.2

FY 2020 Recurring operating income: Sector / Division comparison

2020				
In € million	Health Insurance, HR & e-services	Healthcare Professionals	Corporate & Others	Total
Software & Services	8.6	(6.5)	-	2.1
Flow	3.8	-	-	3.8
Data & Marketing	5.3	-	-	5.3
BPO	(1.6)	-	-	(1.6)
Corporate & others	-	-	1.2	1.2
Cegedim	16.1	(6.5)	1.2	10.7

Alternative Performance Indicator

EBITDA

This financial performance indicator is equivalent to “operating profit from continuing activities” plus net depreciation and amortization expenses.

Operating profit from continuing activities

Operating profit from continuing activities is defined as the sum of « recurring operating income » and « other non-recurring operating income and expenses. »

Other non-recurring operating income and expenses

Other non-recurring operating income and expenses is defined as consists of unusual items, notably as concerns the nature or frequency, that could distort the assessment of Group entities’ financial performance. Other non-recurring operating income and expenses may include impairment of tangible assets, goodwill, and other intangible assets, gains or losses on disposals of non-current assets, restructuring costs, and costs relating to workforce adaptation measures.

Recurring operating income and EBITDA in € million

In € million		H1 - 2020	H1 - 2021
Operating income	(a)	0.1	14.8
Non-recurring operating income and expenses	(b)	(6.2)	4.1
Amortization of goodwill	(c)	0.0	0.0
Recurring operating income	(d=a-b-c)	6.3	10.7
Depreciation and amortization expenses	(e)	(31.9)	(31.8)
EBITDA	(f=d-e)	38.2	42.6



Thank you for your attention

For any additional information

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