



Cegedim

H1 2018

Results

Conference Call
September 17th, 2018

Caution Concerning Forward-Looking Statements

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.

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.

Agenda

1

**Cegedim
at glance**

2

Strategy

3

Finance

4

Appendices

1

Cegedim
at glance

FRANCE-BASED COMPANY ESTABLISHED 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'S BUSINESS: 2 OPERATING DIVISIONS

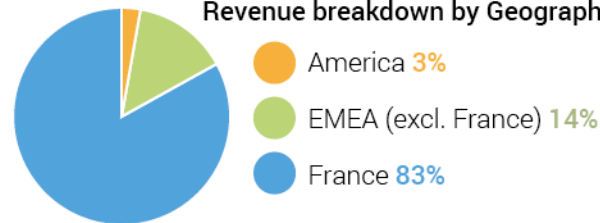


- Health Insurance, HR & e-services **64%**
- Healthcare Professionals **35%**
- Corporate & Others **1%**

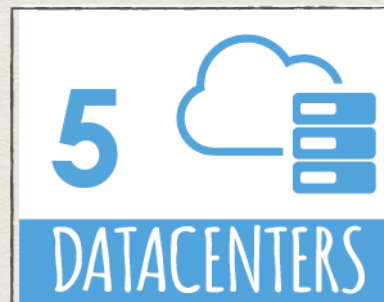
A GLOBAL PRESENCE



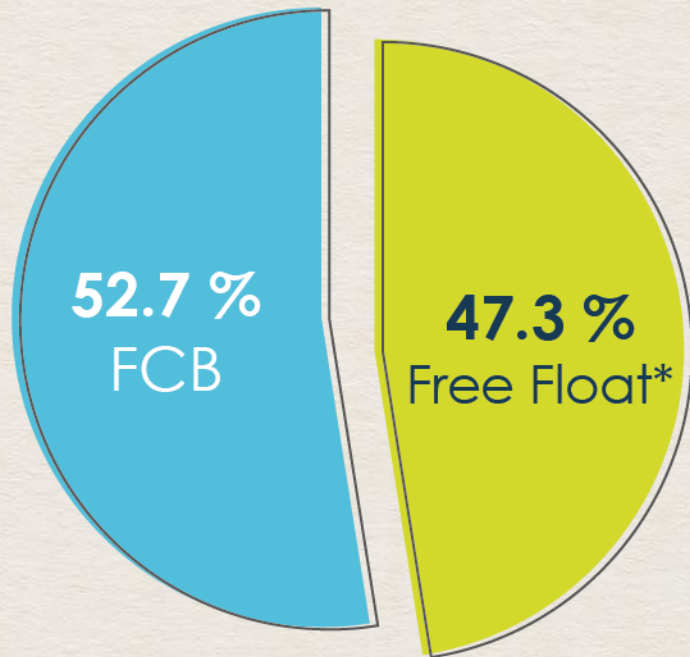
Revenue breakdown by Geography



Cegedim Key Figures

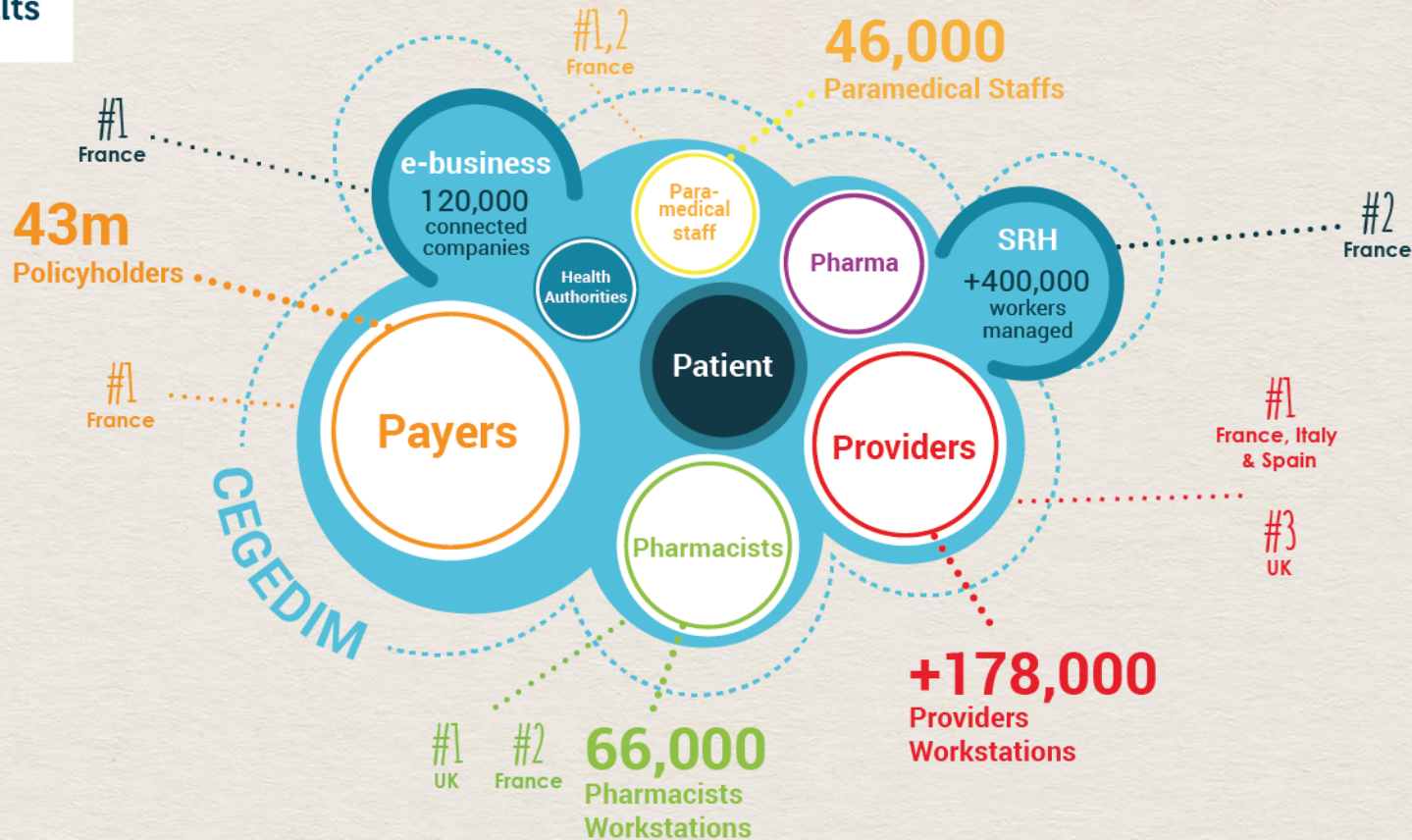


Shareholder Structure as of June 30, 2018



* BPI (3 %) and Cegedim (0.5 %) included

Cegedim: Unique Connected Healthcare Ecosystem



Cegedim: Key Facts



An integrated player
in the healthcare
ecosystem, with
leading positions on
niche segments



A successful business
model transformation



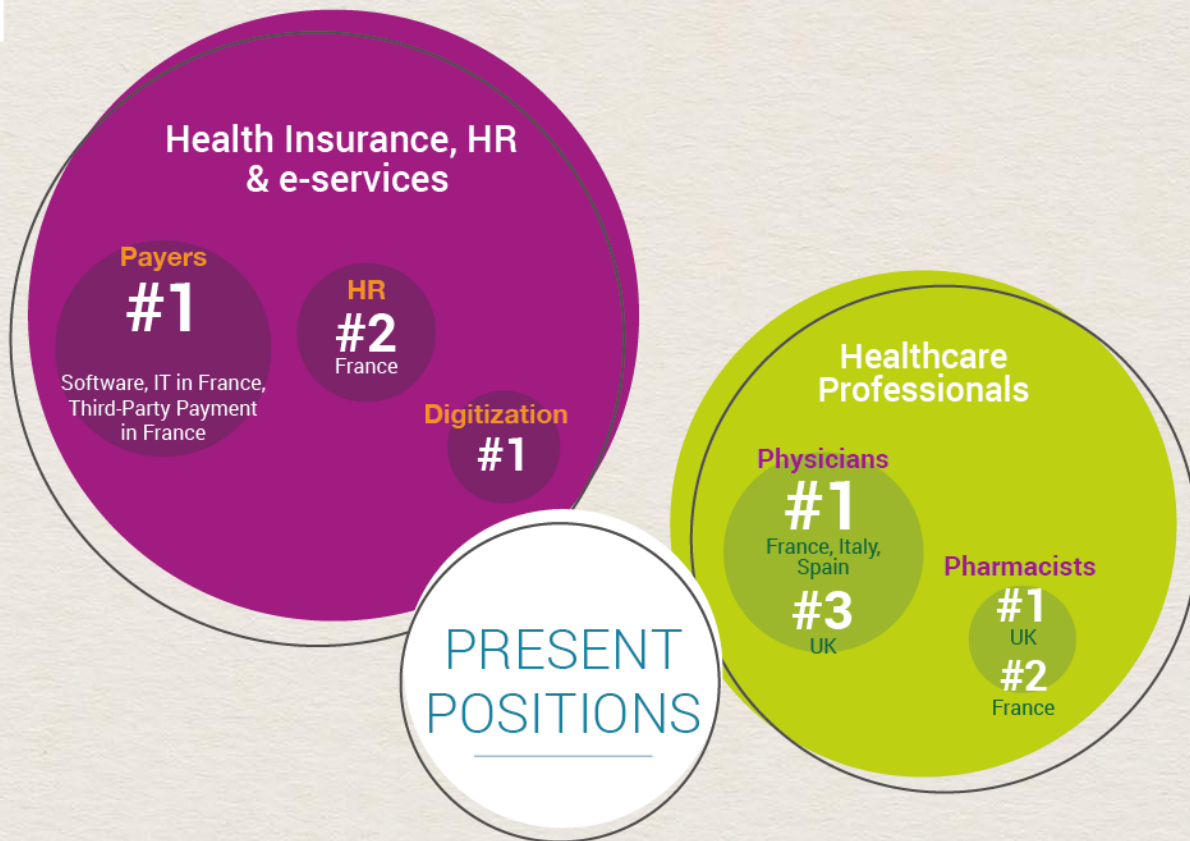
Strong R&D capacities
supporting innovation
efforts



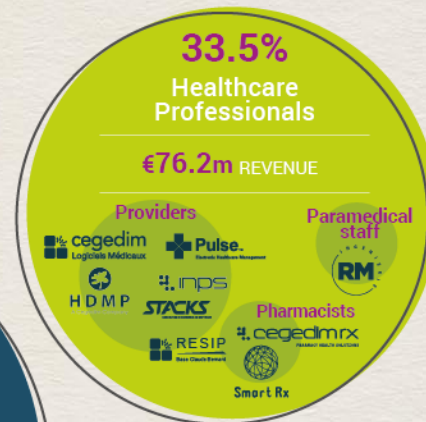
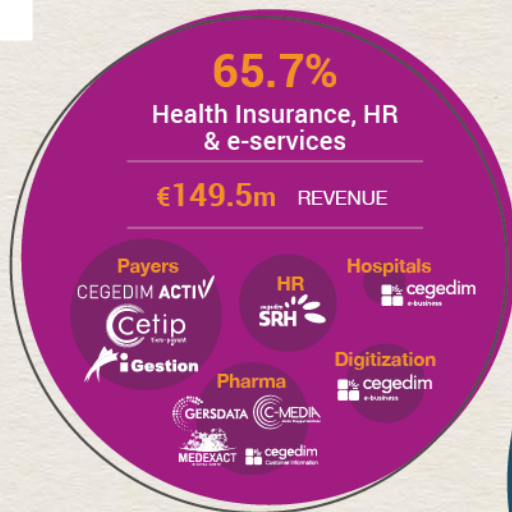
Diversified clients in
longstanding relationships

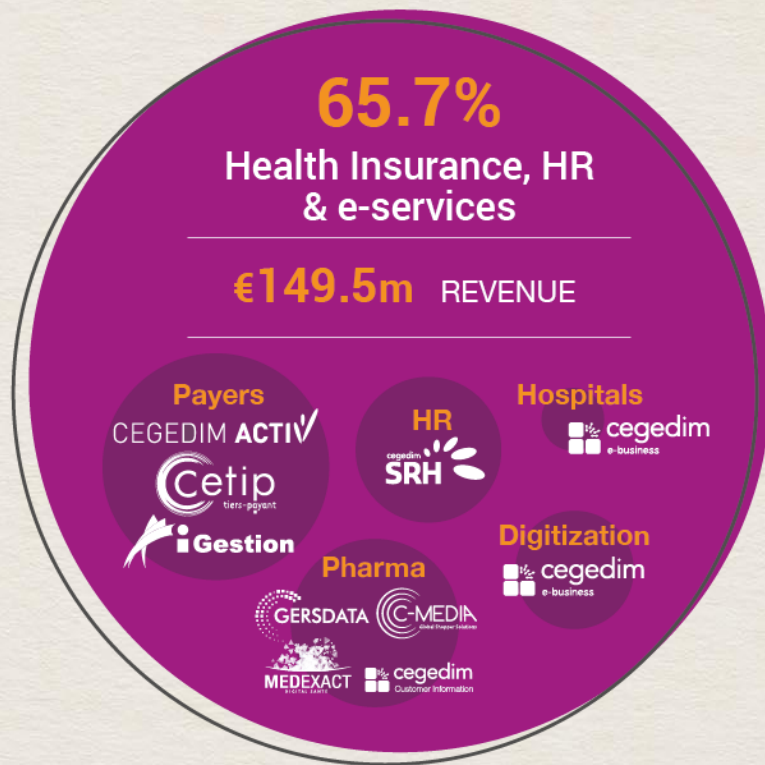







Long-standing majority
shareholder

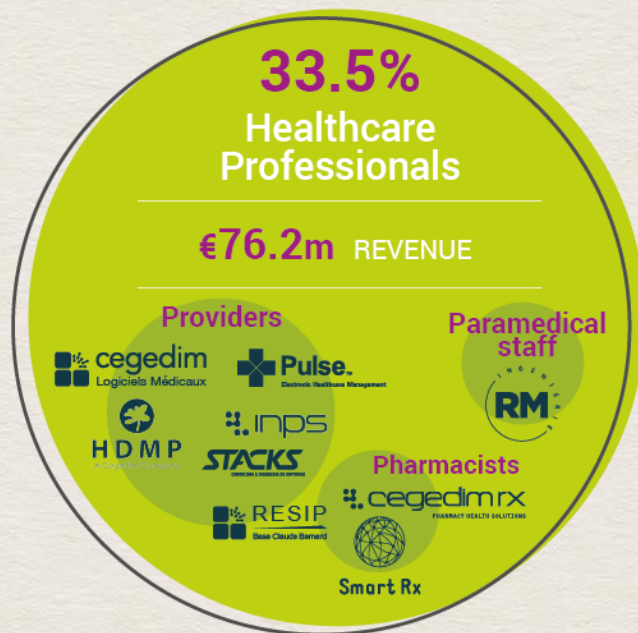






Our Clients, Our Divisions





Product Division	Solutions	Clients	Key figures
 Insurance Solutions	<ul style="list-style-type: none"> + Software + Digital Solutions for preventive healthcare + BPO services + Third-party payment management 	<ul style="list-style-type: none"> + Health Insurance Companies + Optometrist offices + Medical offices 	<ul style="list-style-type: none"> • 43 million persons managed • 3 billion health benefits invoices managed / year
 Digital and Data	<ul style="list-style-type: none"> + E-promotion + Digital communication + Sales statistics for pharmaceutical & HABA products 	<ul style="list-style-type: none"> + Cosmetic companies + Pharmaceutical companies + Hospitals 	<ul style="list-style-type: none"> • Network of 8,000 pharmacies in France
 HR Solutions	<ul style="list-style-type: none"> + SaaS platform for HR management + HR BPO services 	<ul style="list-style-type: none"> + Companies for all sectors + SMEs 	<ul style="list-style-type: none"> • +250 clients
 e-business	<ul style="list-style-type: none"> + SaaS platform for electronic data exchange including payment and process digitalization platforms 	<ul style="list-style-type: none"> + Hospitals + Companies for all sectors + SMEs 	<ul style="list-style-type: none"> • 2.9 billion euros paid
 Other services	<ul style="list-style-type: none"> + Outsourced services 	<ul style="list-style-type: none"> + Companies of all sectors 	<ul style="list-style-type: none"> • 1 new BPO service center created in 2017



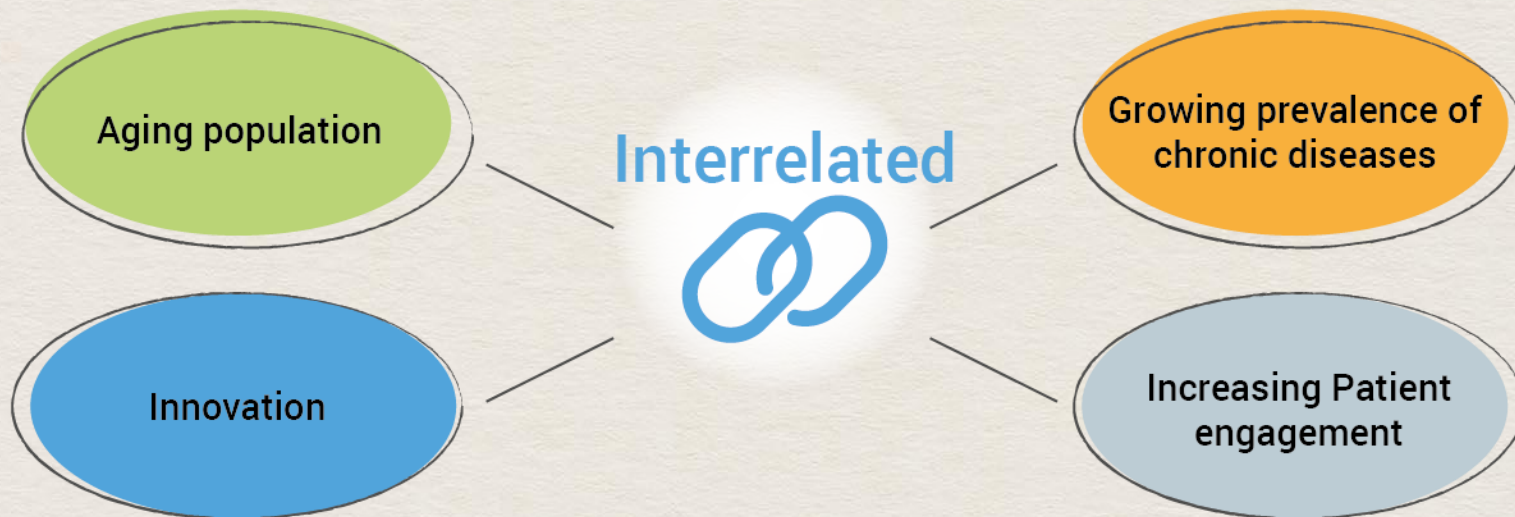
Product Division	Solutions	Clients	Key figures
 Pharmacy software	<ul style="list-style-type: none"> + Integrated software for pharmacy + Web solutions for patients monitoring and medical benefit reimbursement 	<ul style="list-style-type: none"> + Drugstores + Optometrist offices + Medical offices 	<ul style="list-style-type: none"> • 39% market share in the UK • 650 millions prescriptions managed / year in the UK with Cegedim Rx
 Doctor software	<ul style="list-style-type: none"> + Practice Management Software + Electronic patient record management, billing solution, Revenue Cycle Management SaaS/ mobile solutions 	<ul style="list-style-type: none"> + Doctors + Multi-professional healthcare offices + Healthcare centers + Hospitals (practitioners and nurses) + Medical offices 	<ul style="list-style-type: none"> • #1 France, Italy, Spain • #3 United Kingdom • 10,000 healthcare practitioners network in the US
 Paramedical software	<ul style="list-style-type: none"> + Practice management software + Mobility integrated solutions 	<ul style="list-style-type: none"> + Nurses + Physiotherapists + Speech therapists + Midwives + Healthcare centers + Orthoptists 	<ul style="list-style-type: none"> • 46,000 healthcare practitioners using RM Ingenierie Solutions in France in 2017
 Medication database	<ul style="list-style-type: none"> + Medication database + Development of apps and web portals providing access to the BCB database 	<ul style="list-style-type: none"> + Drugstore + Medical and paramedical offices + Multi-professional healthcare offices + Retirement homes 	<ul style="list-style-type: none"> • A database used by Healthcare Professionals in 5 countries • Approved database by the «Haute Autorité de Santé» since 2008

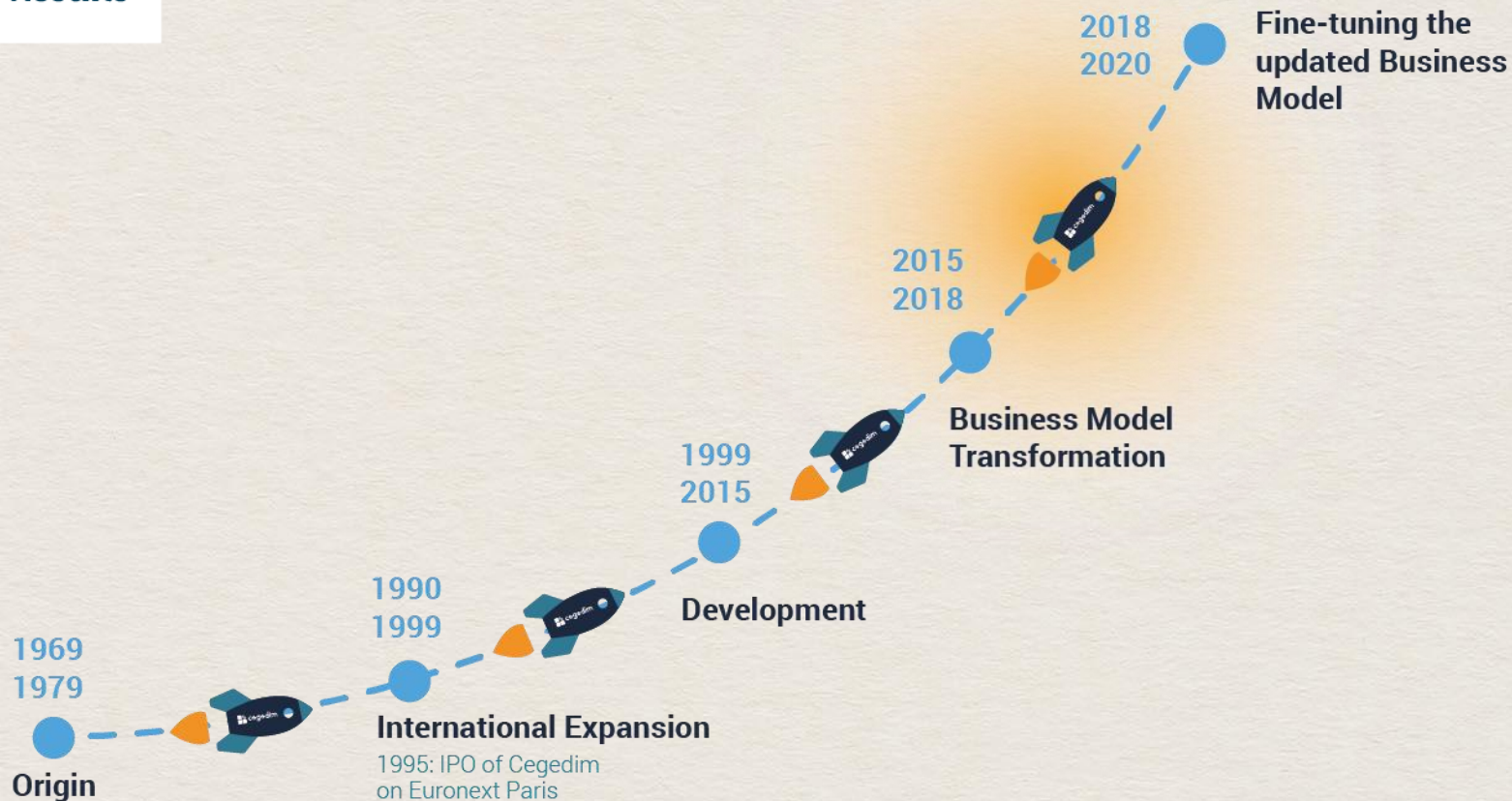
2

Strategy



Global trends in the healthcare sector will support growth perspectives in Cegedim's markets.







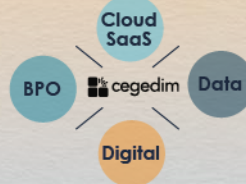
**Focus
on core markets**



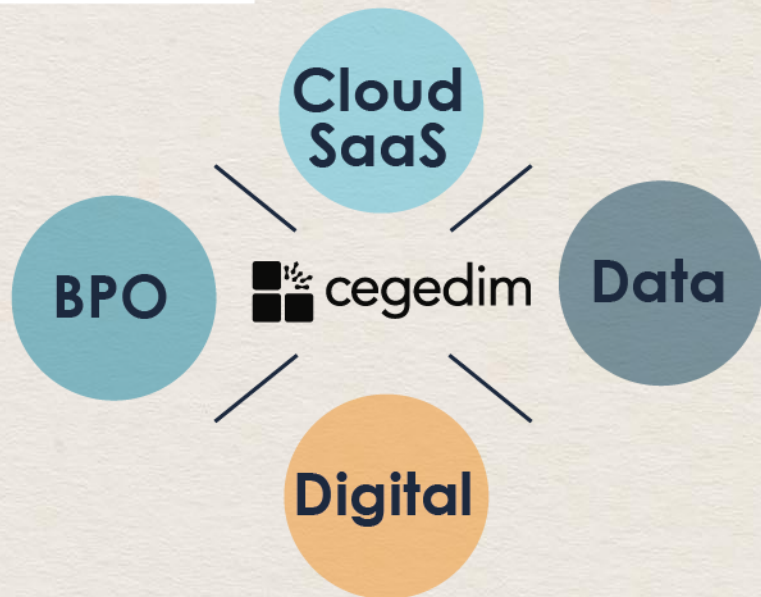
**Strong innovation
capacities**



**A renewed
Business Model**



A Renewed Business Model



Strong innovation capacities



A more flexible business model



A wider mix of products/services



An international clients' network

Cegedim, a partner of choice for the digital transformation of the healthcare sector.

Portfolio Management

Divestment:

- Cegelease

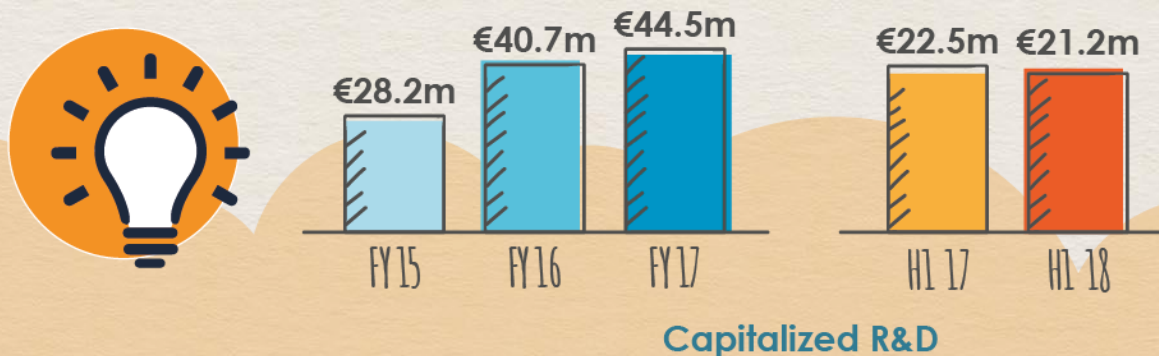


Acquisitions

- Activus
- Nightingale
- Futuramedia
- B.B.M
- Adaptive apps
- Rue de la Paye

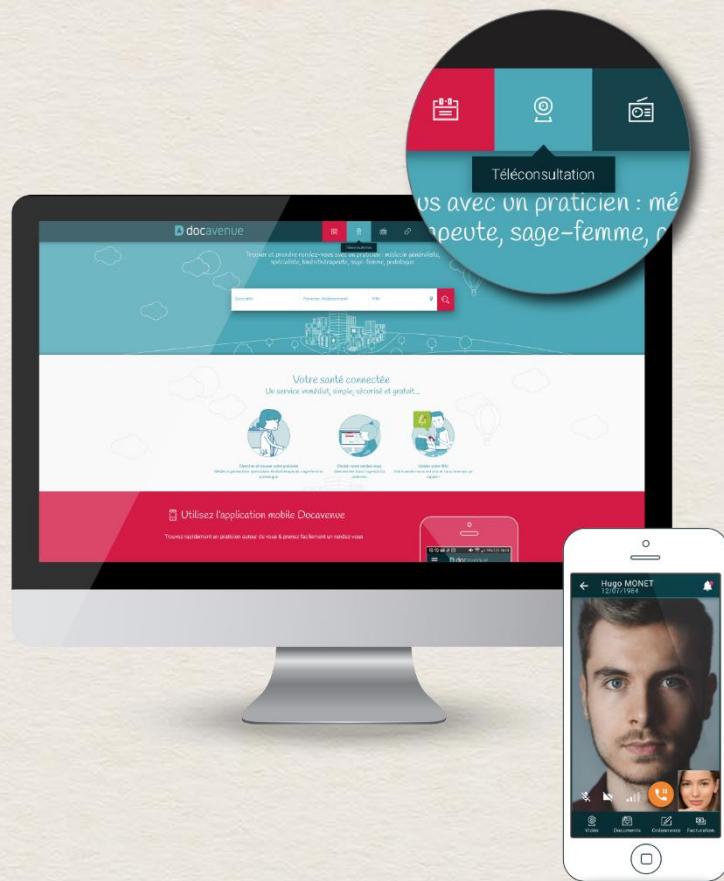
With this strategic realignment of the Group's activities, Cegedim aims at focusing on profitable growth.

Strong Innovation capacities



Strong innovation capacities as a solid basis for the development of Cegedim's new business model.

Docavenue: Moving to telemedicine



3

Finance

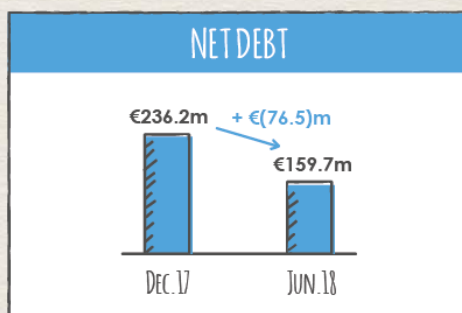
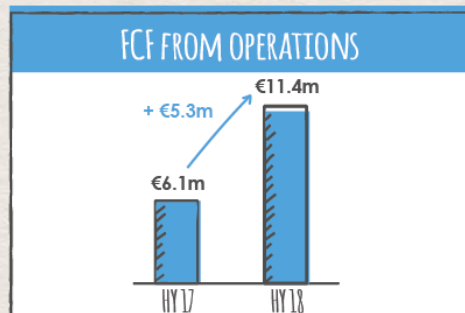
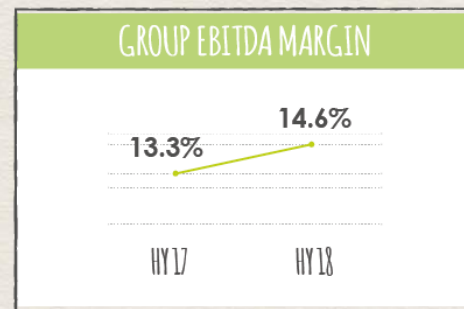
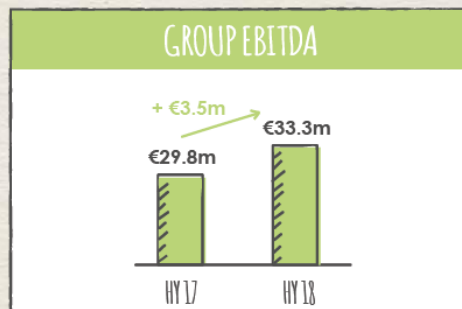
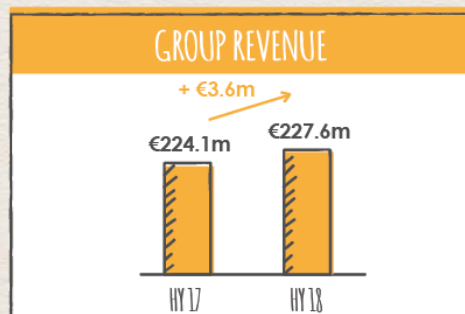
IFRS 5

Cegedim announced on December 14, 2017 that it had signed a contract for the definitive sale of its Cegelease and Eurofarmat businesses. As a result, the consolidated 2017 and 2018 financial statements are presented according to IFRS 5, "Non-current assets held for sale and discontinued". See annexes for more details. The disposal was completed on February 28, 2018.

IFRS 5 : Owing to the disposal of the Group's Cegelease and Eurofarmat businesses, announced in 2017 and completed on February 28, 2018, the consolidated 2017 and 2018 financial statements are presented according to IFRS 5, "Non-current assets held for sale and discontinued". See the annexes for more details.

IFRS 15: The application of the new IFRS 15 accounting standard "Revenue from contracts with customers" has no material impact on Group revenue.

2018 First-Half Results



- COMMENTS**
- Margin expansion reflects the H2-2017 structural improvement
 - Increase in FCF generation
 - Net debt significantly decrease

Renewed business model delivers superior performance.

HY 2018 Profit & Loss Statement

In € million	HY 17	HY 18	% change
Revenue	224.1	227.6	+1.6%
EBITDA	29.8	33.3	+11.8%
Margin	13.3%	14.6%	+134bps
D&A	(19.5)	(21.4)	+9.3%
EBIT before special items	10.2	11.9	+16.7%
Margin	4.6%	5.2%	+68bps
Special items	(11.7)	(9.6)	(17.8)%
EBIT	(1.5)	2.3	n.m.
Margin	(0.7)%	1.0%	+168bps
Cost of net financial debt	(3.4)	(2.2)	(35,3)%
Total Taxes	(1.2)	(0.8)	(36.8)%
Earnings from continuing activities	(6.1)	(0.7)	(89.2)%
Earnings from discontinuing activities	0.0	1.3	n.m.
Earnings from activities held for sales	2.4	0.0	n.m.
Net earnings	(3.8)	0.7	n.m.
Earnings before special items per share	(0.1)	+0.2	n.m.
Earnings per share	(0.3)	+0.0	n.m.

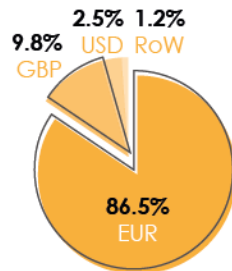
HY 2018 REVENUE

€227.6m

+1.6% reported

+1.8% L-f-l

REVENUE BREAKDOWN BY CURRENCY



GROWTH BY DIVISION

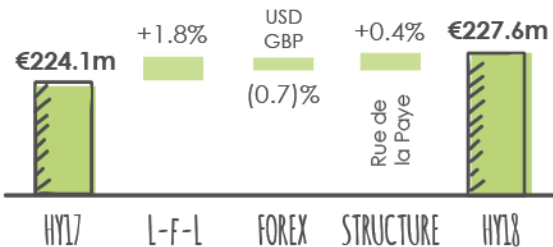
Health Insurance, HR & e-services

+6.0% L-f-l

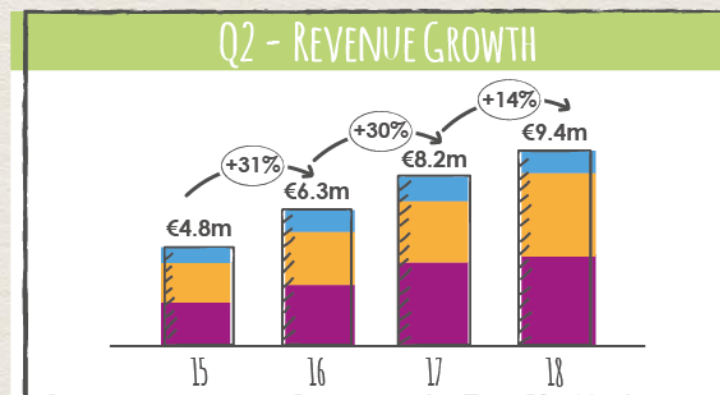
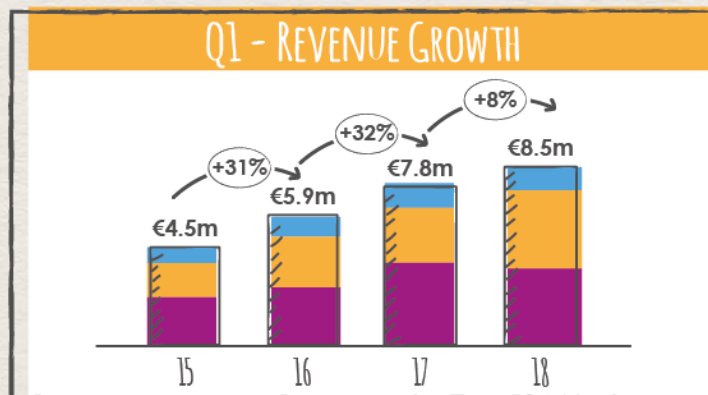
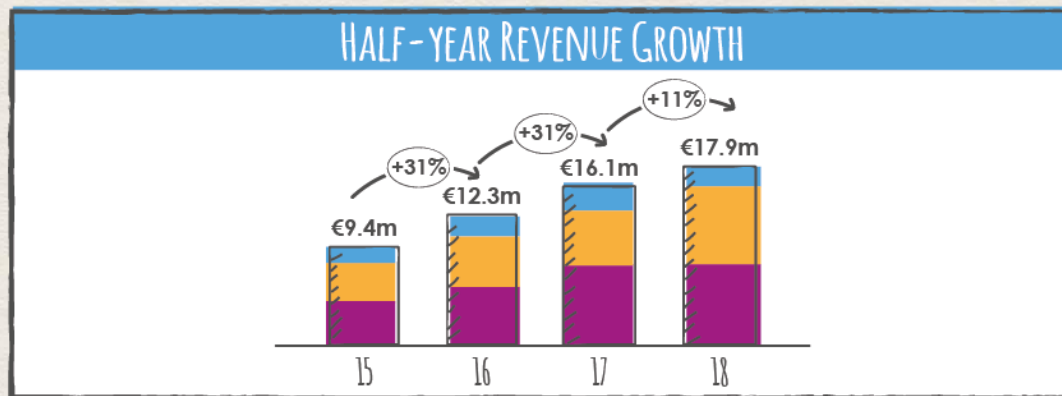
Healthcare professionals

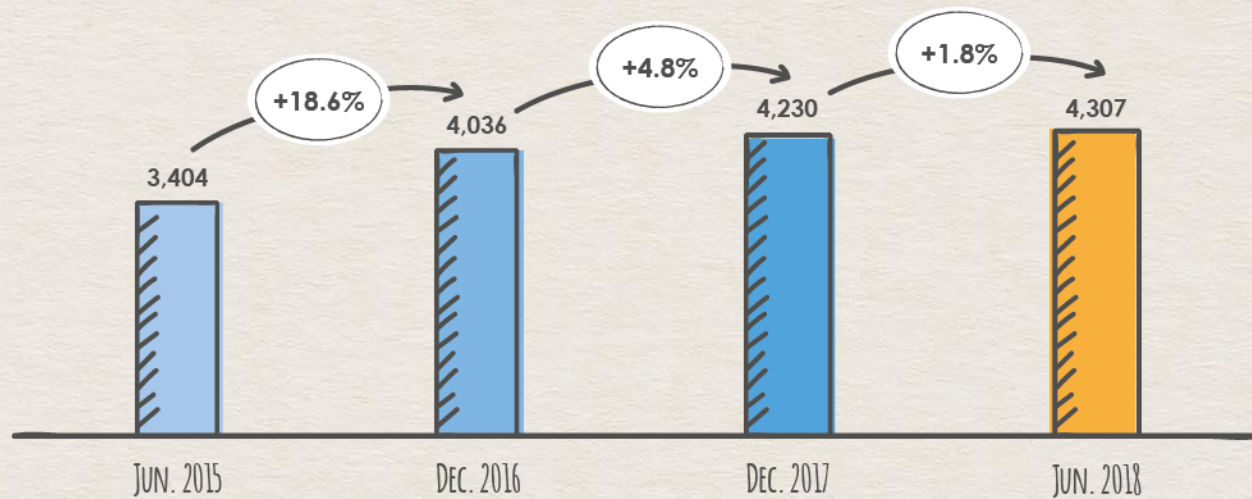
(5.2)% L-f-l

HY REVENUE GROWTH

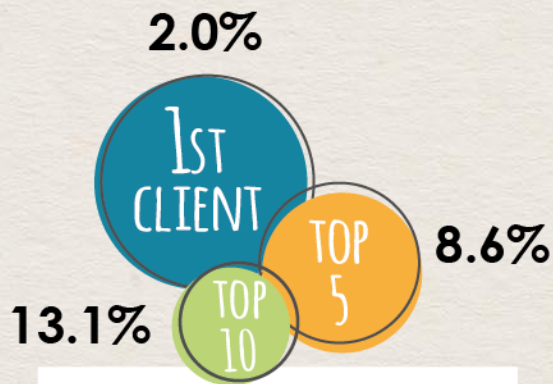


BPO Revenue



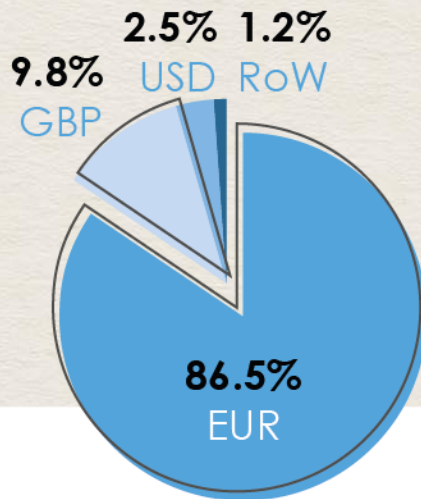


Well diversified revenue source



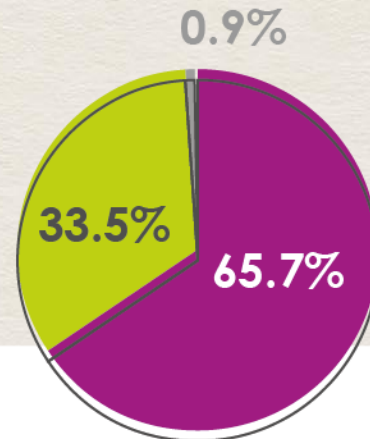
of FY 2017 revenue

By client



of HY 2018 revenue

By currency

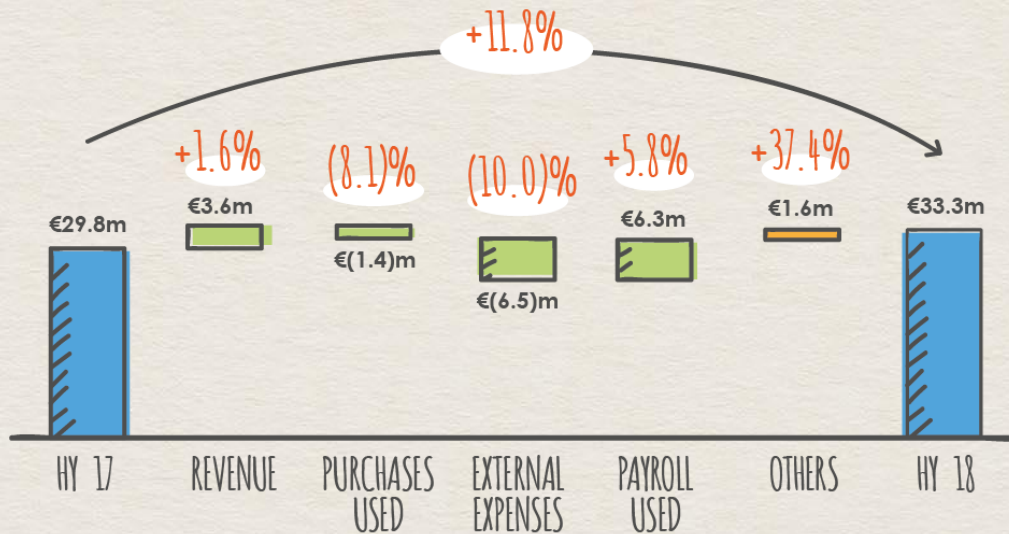


of HY 2018 revenue

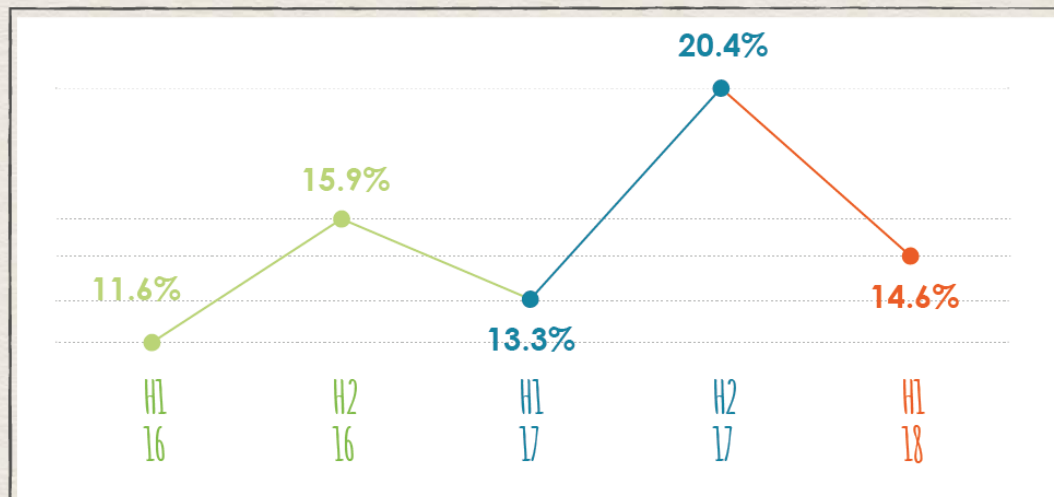
By division



HY 2018 EBITDA Trend



Group EBITDA margin

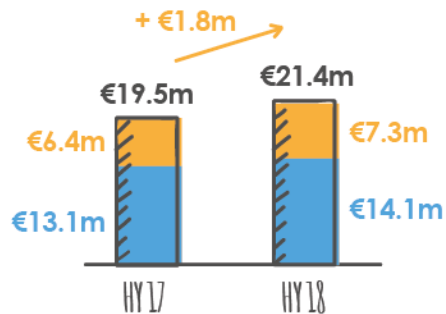


H1 18 EBITDA margin: up 134 bps to **14.6%** compared with the same period in 2017.

HY 2018: From EBITDA to Net Earnings

DEPRECIATION EXPENSES

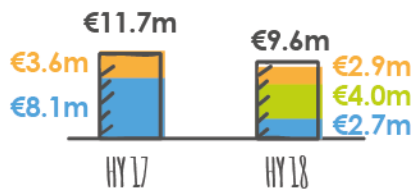
Other depreciation R&D depreciation



56% of increase in depreciation is related to R&D depreciation.

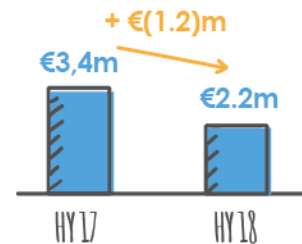
SPECIAL ITEMS

Restructuring cost and other special items
Cegelease fees
Allowance for legacy software



Decrease in allowance for legacy software.

COST OF NET DEBT

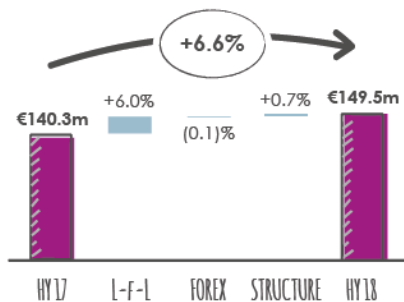


A **35.3%** decrease.

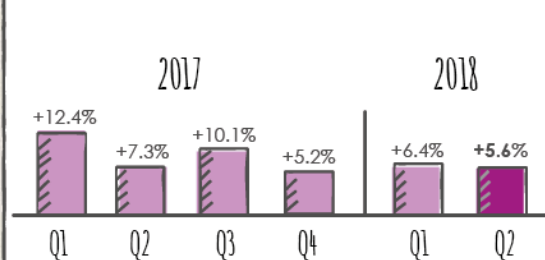
HY 2018 Profit & Loss Statement

In € million	HY 17	HY 18	% change
Revenue	224.1	227.6	+1.6%
EBITDA	29.8	33.3	+11.8%
Margin	13.3%	14.6%	+134bps
D&A	(19.5)	(21.4)	+9.3%
EBIT before special items	10.2	11.9	+16.7%
Margin	4.6%	5.2%	+68bps
Special items	(11.7)	(9.6)	(17.8)%
EBIT	(1.5)	2.3	n.m.
Margin	(0.7)%	1.0%	+168bps
Cost of net financial debt	(3.4)	(2.2)	(35,3)%
Total Taxes	(1.2)	(0.8)	(36.8)%
Earnings from continuing activities	(6.1)	(0.7)	(89.2)%
Earnings from discontinuing activities	0.0	1.3	n.m.
Earnings from activities held for sales	2.4	0.0	n.m.
Net earnings	(3.8)	0.7	n.m.
Earnings before special items per share	(0.1)	+0.2	n.m.
Earnings per share	(0.3)	+0.0	n.m.

HY 2018 REVENUE GROWTH



QUARTERLY REVENUE GROWTH



P&L

D1	HY18	HY17	% CHG.
Revenue	149.5	140.3	6.6%
EBITDA	24.2	18.1	33.5%
margin	16.2%	12.9%	327
D&A	(10.8)	(9.3)	16.0%
EBIT bsi	13.4	8.8	52.1%
margin	9.0%	6.3%	268
Special items	(0.7)	(0.7)	8.2%

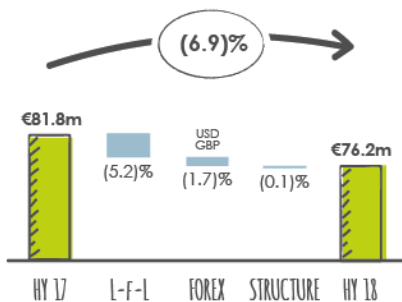
bsi: before special items

COMMENTS

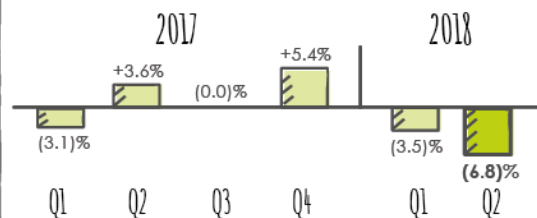
The businesses that made the biggest contributions **to first-half revenue growth** were Cegedim SRH (HR management solutions), Cegedim e-business (digitalization and data exchange), sales statistics for pharmaceutical products, and third-party payment flow management in France.

The businesses that made the biggest contributions to **first-half EBITDA growth** were Cegedim SRH, sales statistics for pharmaceutical products, Cegedim e-business, and third-party payment flow management in France.

HY 2018 REVENUE GROWTH



QUARTERLY REVENUE GROWTH



P&L

D1	HY18	HY17	% CHG.
Revenue	76.2	81.8	(6.9)%
EBITDA	6.9	12.0	(42.4)%
margin	9.1%	14.6%	(557)
D&A	(7.8)	(7.3)	6.4%
EBIT bsi	(0.9)	4.6	(119.2)%
margin	(1.2)%	5.7%	(685)
Special items	(4.4)	(9.7)	n.s.

COMMENTS

As expected, **first-half revenue** were hampered by the doctor computerization businesses in the US, the UK and Spain ahead of the release of new versions, whose impact will not be felt until 2019.

EBITDA fell mainly because of doctor computerization activities in the US and Spain, and pharmacy computerization in France owing to a demanding comparison.

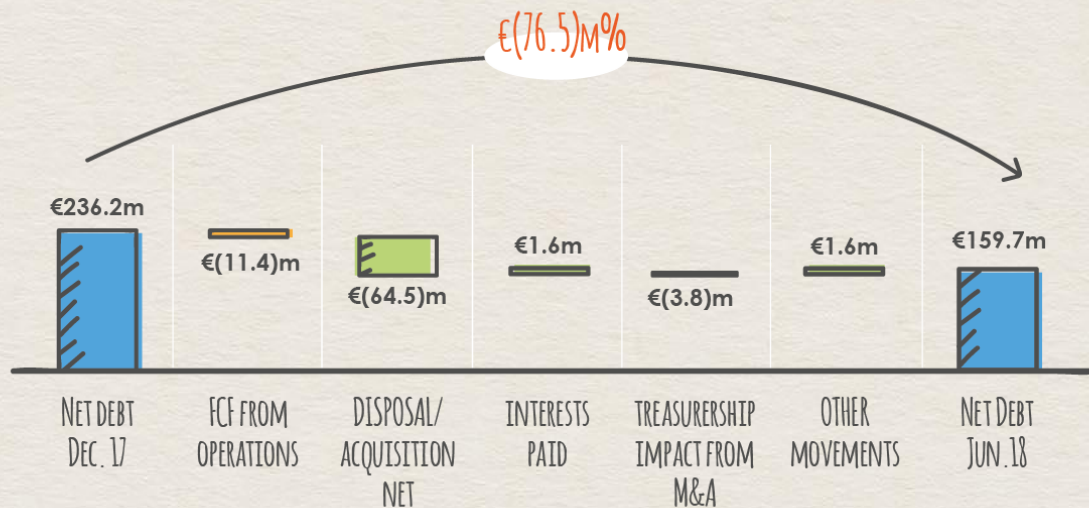
P&L			
DL	HY18	HY17	% CHG.
Revenue	1.9	2.0	(2.8)%
EBITDA	2.2	(0.3)	n.m.
<i>margin</i>	113.7%	(15.8)%	n.m.
D&A	(2.8)	(2.9)	(4.7)%
EBIT bsi	(0.6)	(3.2)	(82.5)%
<i>margin</i>	(29.0)%	(161.5)%	n.m.
Special items	(4.5)	(1.4)	231.1%

COMMENTS
EBITDA growth is attributable to the performance of <i>Cegedim_IT</i>

FCF from Operations

In € million	HY 17	HY 18
Cash flow before taxes and interests	34.1	28.3
Change in working capital requirement	3.8	+11.5
Corporate tax paid	(2.2)	(0.7)
Net cash flow from operating activities	35.6	39.1
Acquisition of intangible assets	(23.9)	(22.2)
Acquisition of tangible assets	(5.8)	(5.7)
Disposals of tangible and intangible assets	0.2	0.1
Free cash flow from operations	6.1	11.4

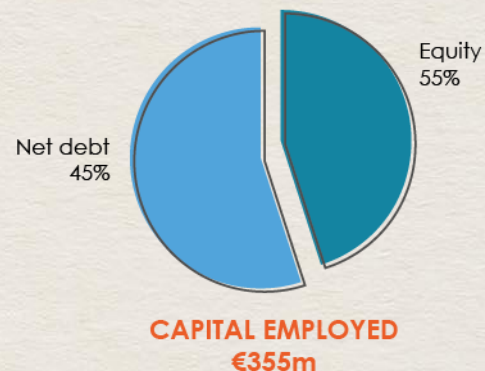
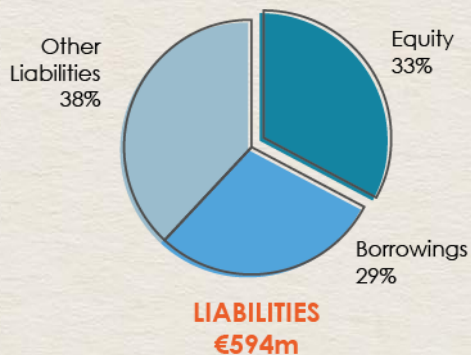
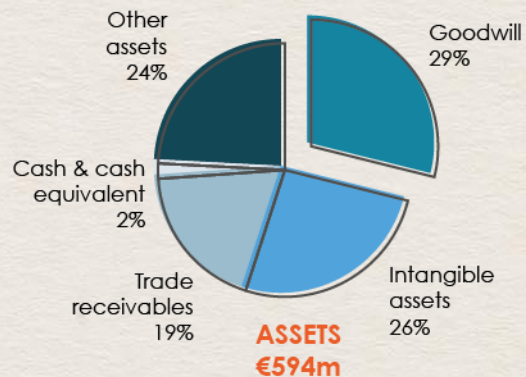
HY 2018 Net Debt Bridge



HY 2018 Balance Sheet

In € million	Dec. 17	Jun.18
Assets		
Goodwill	167.8	173.3
Intangible assets	145.8	151.2
Tangible assets	33.2	33.4
Financial assets	20.4	19.5
Other non-current assets	38.1	40.0
Cash & Cash equivalent	18.7	13.6
Trade receivables, short term portion	118.2	110.0
Other current assets	84.2	52.5
Asset of activities held for sale	119.8	0.0
Total assets	746.2	593.5
Shareholders equity & liabilities		
Shareholder equity	197.3	195.0
Long-term financial debt	250.8	171.1
Other non-current liabilities	32.8	34.4
Short-term financial debt	4.0	2.2
Other current liabilities	198.2	190.8
Liabilities of activities held for sale	63.0	0.0
Total equity and Liabilities	746.2	593.5

HY 2018 Balance Sheet





FY 2018 Cegedim Outlook as of September 17, 2018

Outlook: Cautiously Optimistic for 2018

- Building on its successful actions in 2017, Cegedim continues to pursue a strategy of focusing on **ORGANIC GROWTH** fueled by a policy of **SUSTAINED INNOVATION**
- The Group expects for 2018:



Most of the full-year margin improvement will have taken place in the first half.

Potential Impact of Brexit

- Cegedim operates in the UK in local currency, as it does in all the countries where it operates
- No major European health program is at work in the UK

The impact on the consolidated Group EBIT margin should be marginal.

UK REVENUE

10.9%

As a share of 2017 consolidated Group Revenue from continuing activities.

UK EBIT

14.0%

As a share of 2017 consolidated Group EBIT.

SEPTEMBER

17

H1 2018 results

SEPTEMBER

18

SFAF meeting

OCTOBER

25

Q3 2018
revenues

DECEMBER

11

9th Investor
Summit



IR APP
CEGEDIM IR



WEB SITE
www.cegedim.com/finance



WEBCAST



SOCIAL NETWORK
[@cegedimgroup](https://twitter.com/cegedimgroup)

A strong leadership

GERS One of the french leaders in sales statistics for pharmaceutical products

IQVIA

C-MEDIA Global Channel Solutions #1 in the drugstore advertising market⁽¹⁾

cegedim SRH #2 in HR management

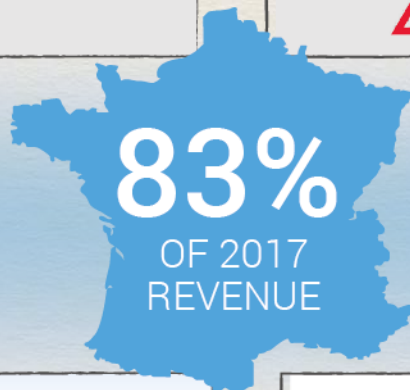
ADP

Cetip tiers-payant #1 in third-party payment

Viamedis **almerys** Innover pour la vie

CEGEDIM ACTIV #1 in personal insurance computerization

DXC technology **itn** gfi



cegedim e-business #1 European network on dematerialized documents market

DOCAPOST **generaix group**

tessi **TRADESHIFF**

BCB Base Claude Bernard Leading player in drug database

VIDAL

RM #1 in software for paramedical professionals

Epsilon **cba** développeur de simplicité

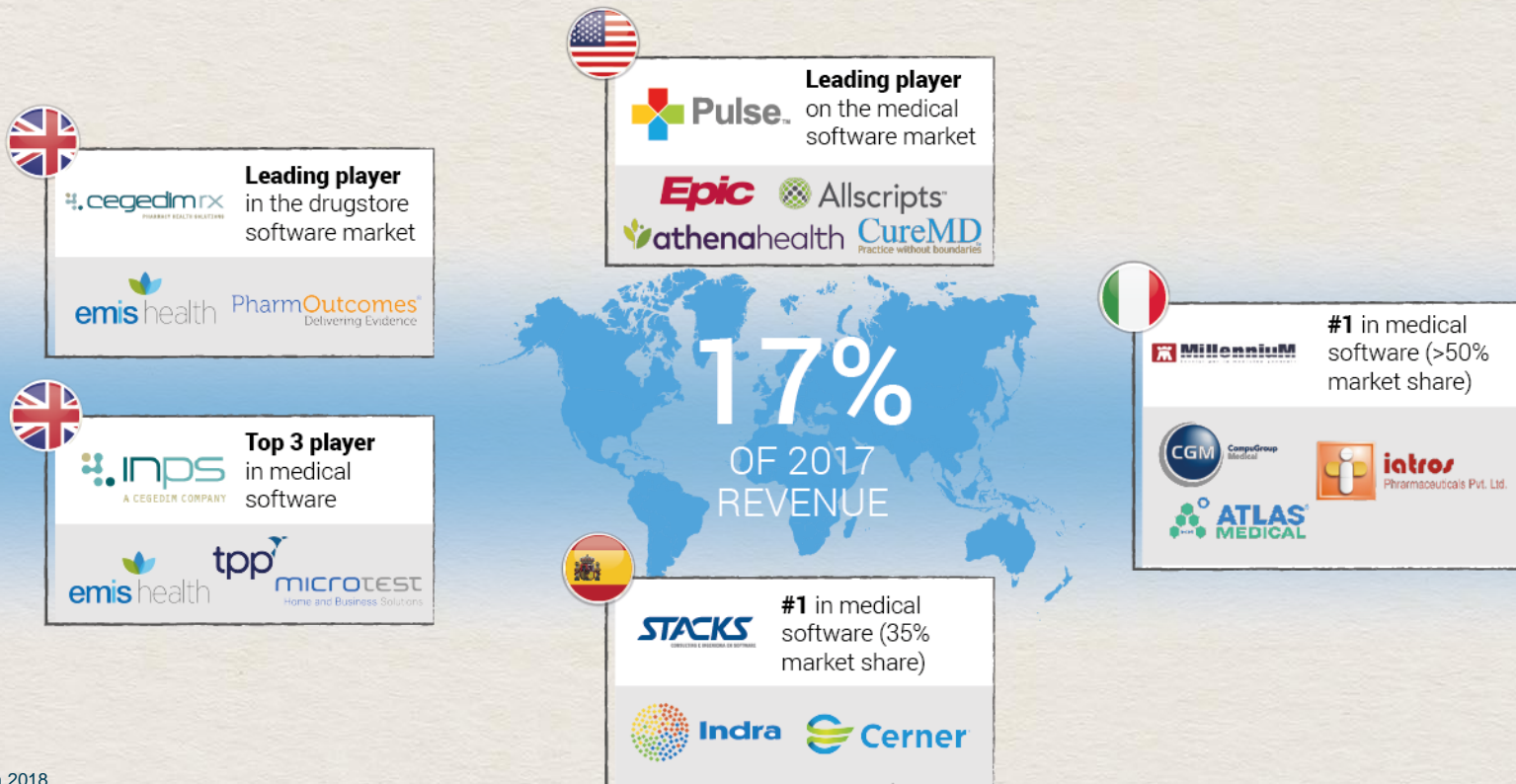
cegedim Logiciels Médicaux Leading player in medical office software market

CGM **Compugroup Medical** **Éditions** **Weda**

Smart Rx Leading player in pharmacy computerization

PHARMAGEST Technologies pour la santé

Top market positions on a highly competitive international environment



4

Appendices

HY 2018 Earnings

On December 14, 2017, [Cegedim](#) announced that it had signed a contract for the definitive sale of its *Cegelease* and *Eurofarmat* businesses. The deal was finalized on February 28, 2018. As a result, the consolidated 2017 and 2018 financial statements are presented according to IFRS 5, “Non-current assets held for sale and discontinued”. IFRS 5 governs the accounting treatment for non-current assets held for sale. In practice, their contribution to each line of [Cegedim's](#) consolidated income statement (before minority interests) is combined into the “Net profit from activities sold or held for sale” line, and the group share of their net profit is excluded from [Cegedim's](#) adjusted net profit. Earlier periods have also been restated so that the information presented is comparable.

The table below shows the impact of the restatement:

For 2018

<i>In € thousands</i>	Q1	Q2	Q3	Q4	Total
Revenue from continuing activities	111,941	115,693	-	-	227,633
Revenue from assets held for sale	2,066	0	-	-	2,066
IFRS 5 restatement	(36)	0	-	-	(36)
Group Revenue	113,970	115,693	-	-	229,663

For 2017

<i>In € thousands</i>	Q1	Q2	Q3	Q4	Total
Revenue from continuing activities	109,989	114,081	106,918	126,454	457,441
Revenue from assets held for sale	3,926	2,935	2,476	3,664	13,001
IFRS 5 restatement	(209)	(103)	(100)	(78)	(490)
Group Revenue	113,705	116,913	109,294	130,040	469,952



Jan Eryk Umiastowski

Chief Investment Officer – Head of Investor Relations

janeryk.umiastowski@cegedim.com

Tel: 00 33 1 49 09 33 36 – Mob: 00 33 6 73 25 96 34

Design: Group Communications Department