



2019

# Q1 - 2019 REVENUE

CONFERENCE-CALL 15 MAY 2019



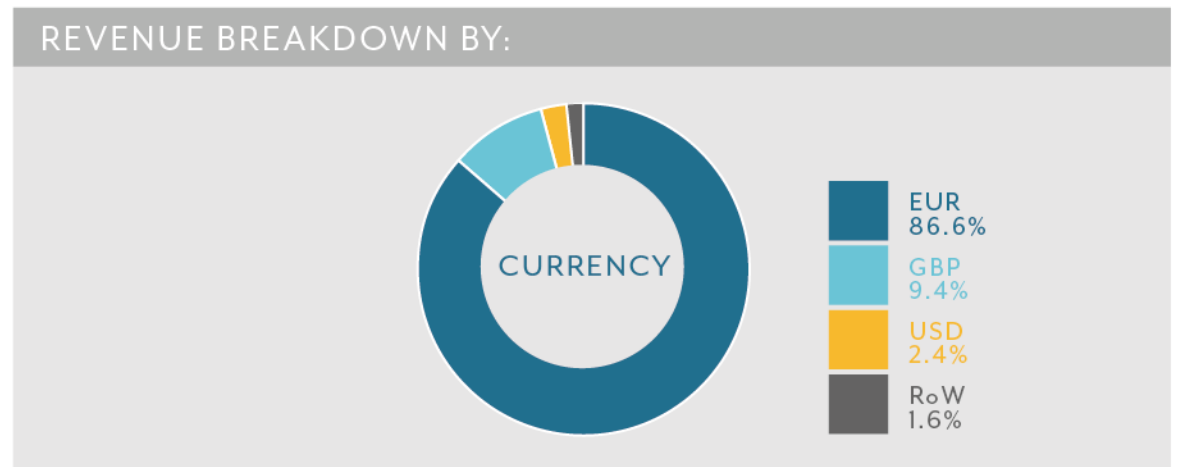
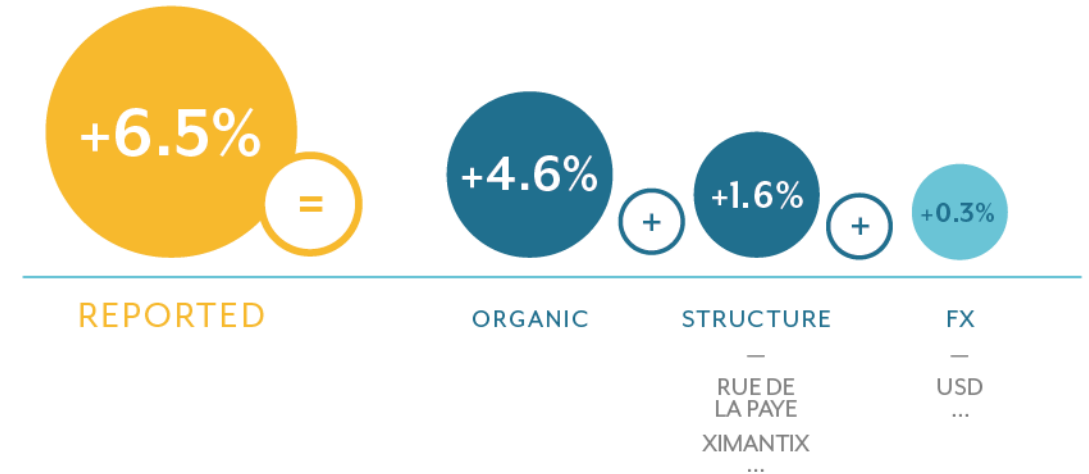
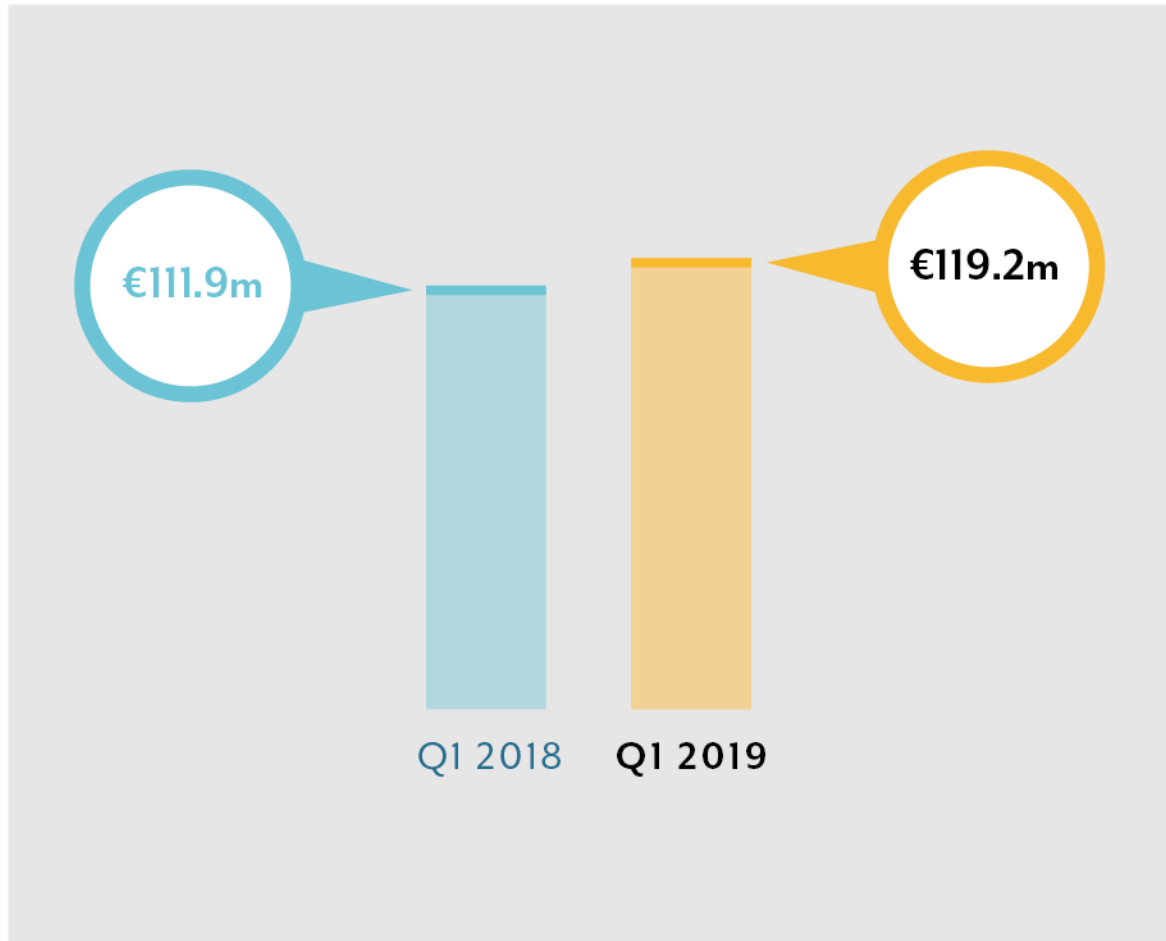
## FORWARD-LOOKING STATEMENTS

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.

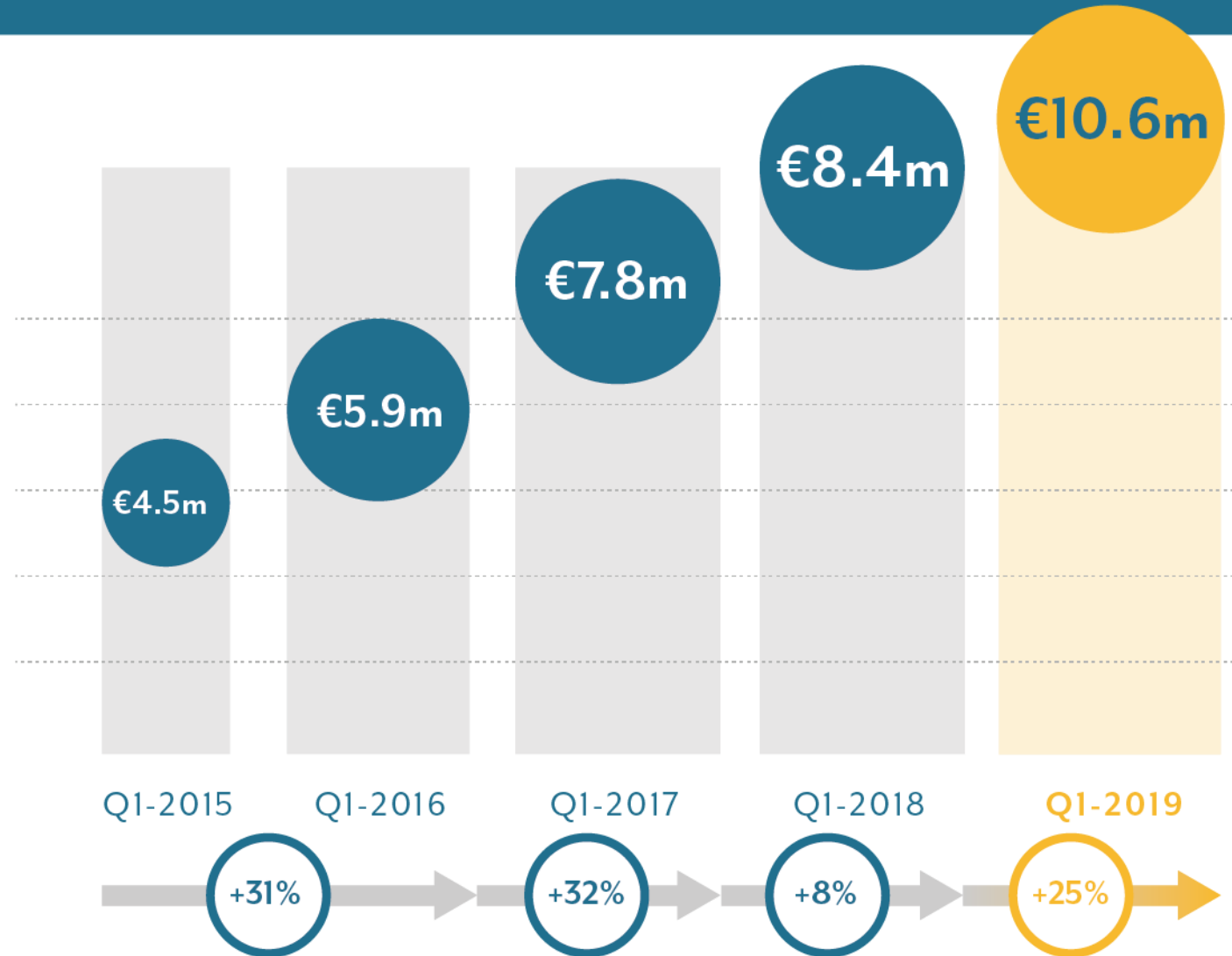
Additional information concerning important factors that may cause the company's actual results to differ materially from expectations and underlying assumptions, please refer to the reports filed by the company with the ‘Autorité des Marchés Financiers’.

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.

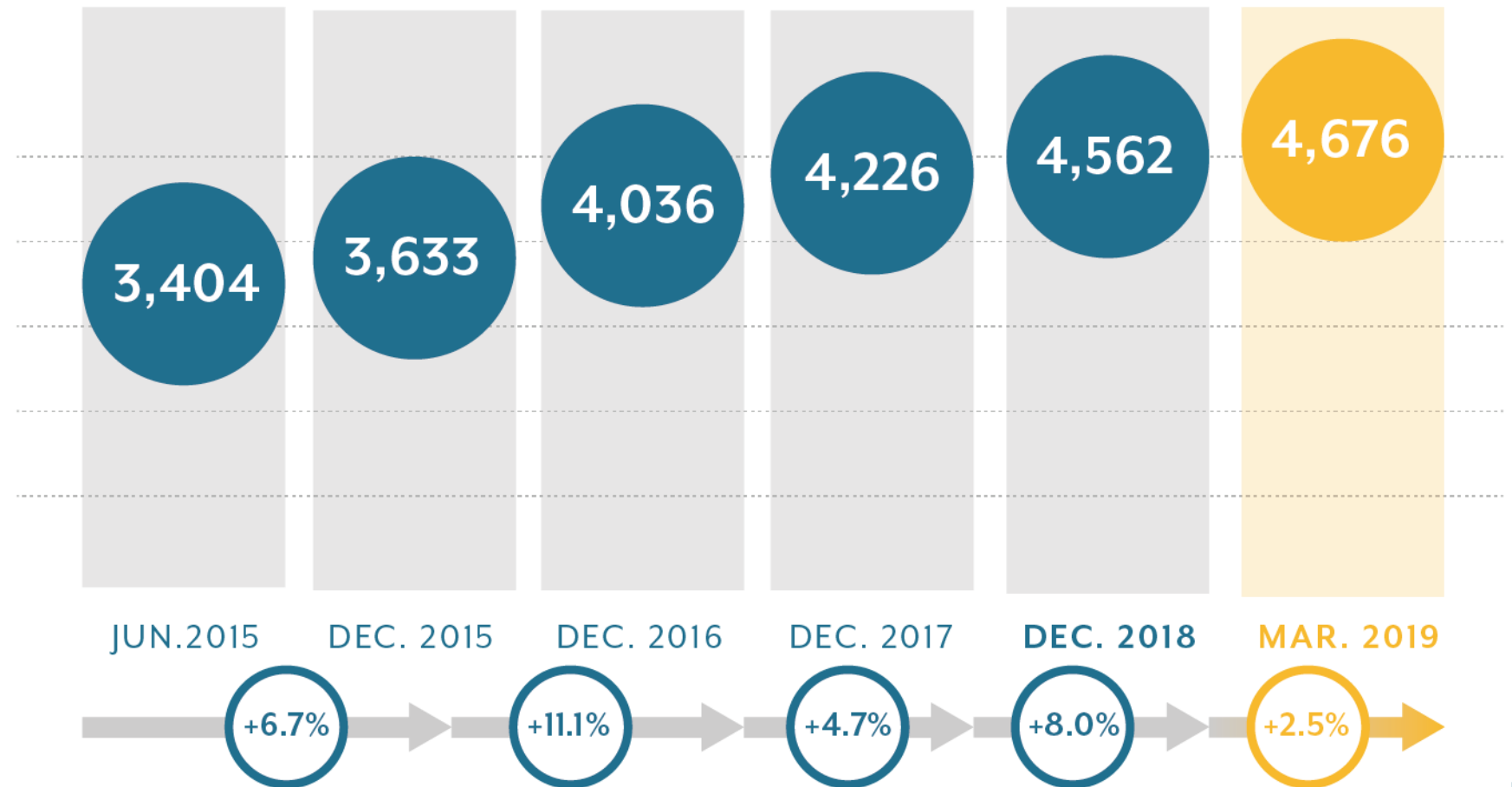
# Q1-2019 Revenue Overview



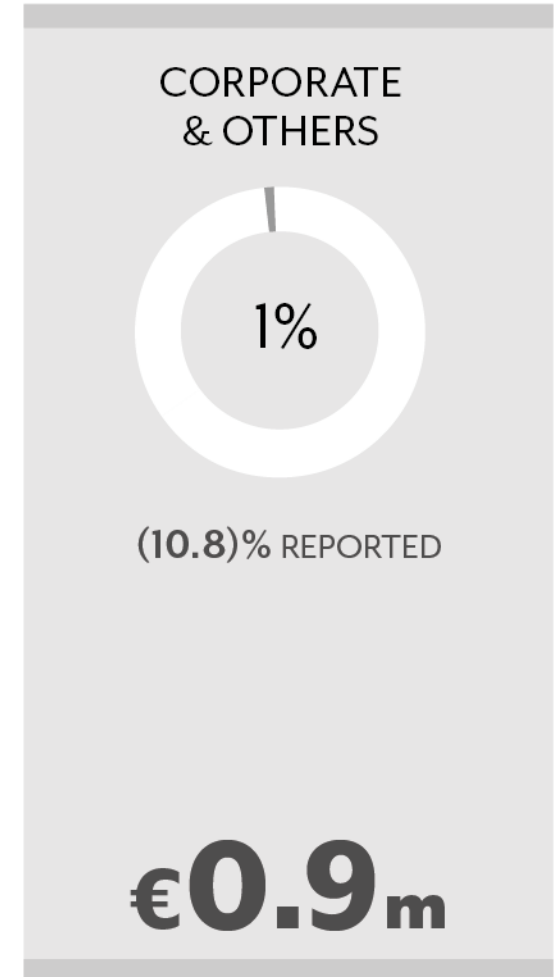
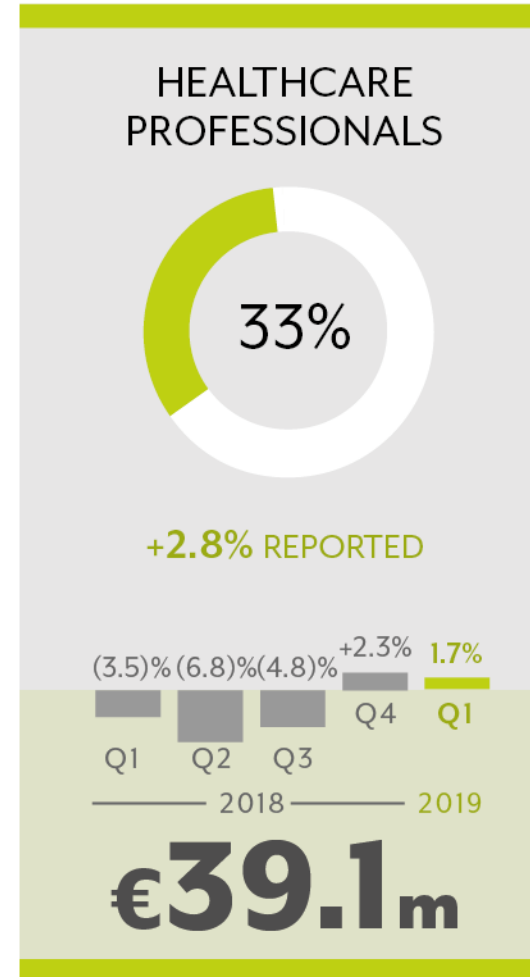
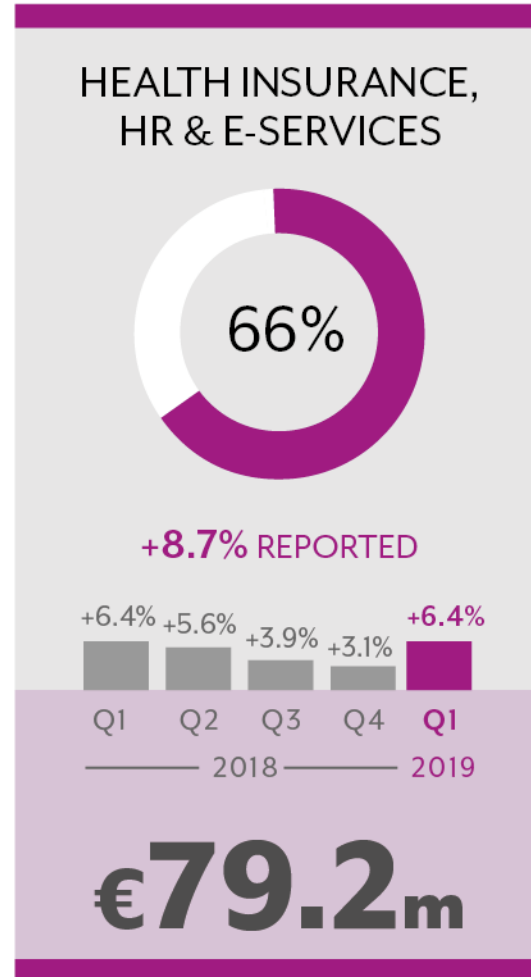
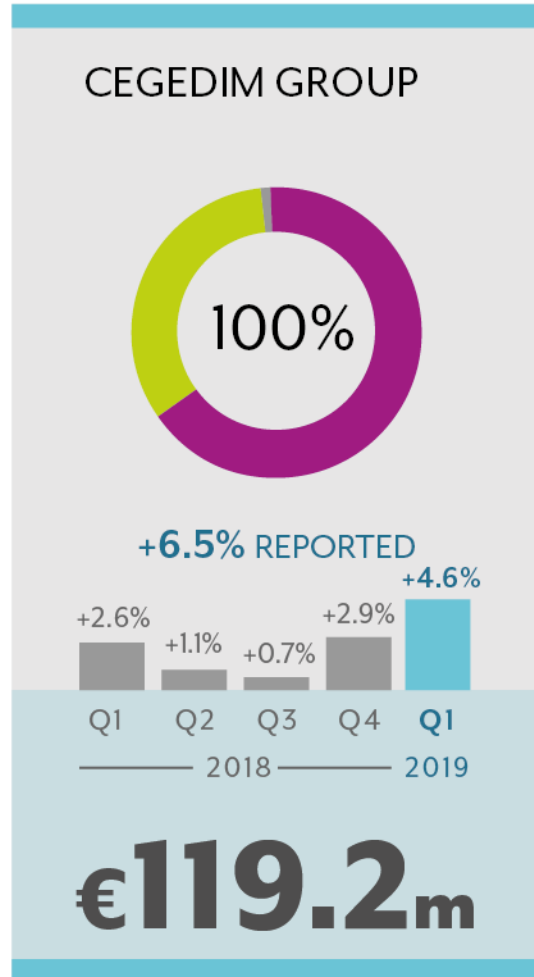
## BPO Revenue Trend



# Headcount



# L-f-I Q1-19 Revenue growth by business group



# Comments by Business Group

## CEGEDIM GROUP

### BIGGEST CONTRIBUTORS



Health Insurance,  
HR & e-services

## HEALTH INSURANCE, HR & E-SERVICES

### BIGGEST CONTRIBUTORS



- Cegedim Health Data
- BPO activities
- Third-party payment flow management
- Cegedim e-business
- Cegedim SRH

## HEALTHCARE PROFESSIONALS

### BIGGEST CONTRIBUTORS



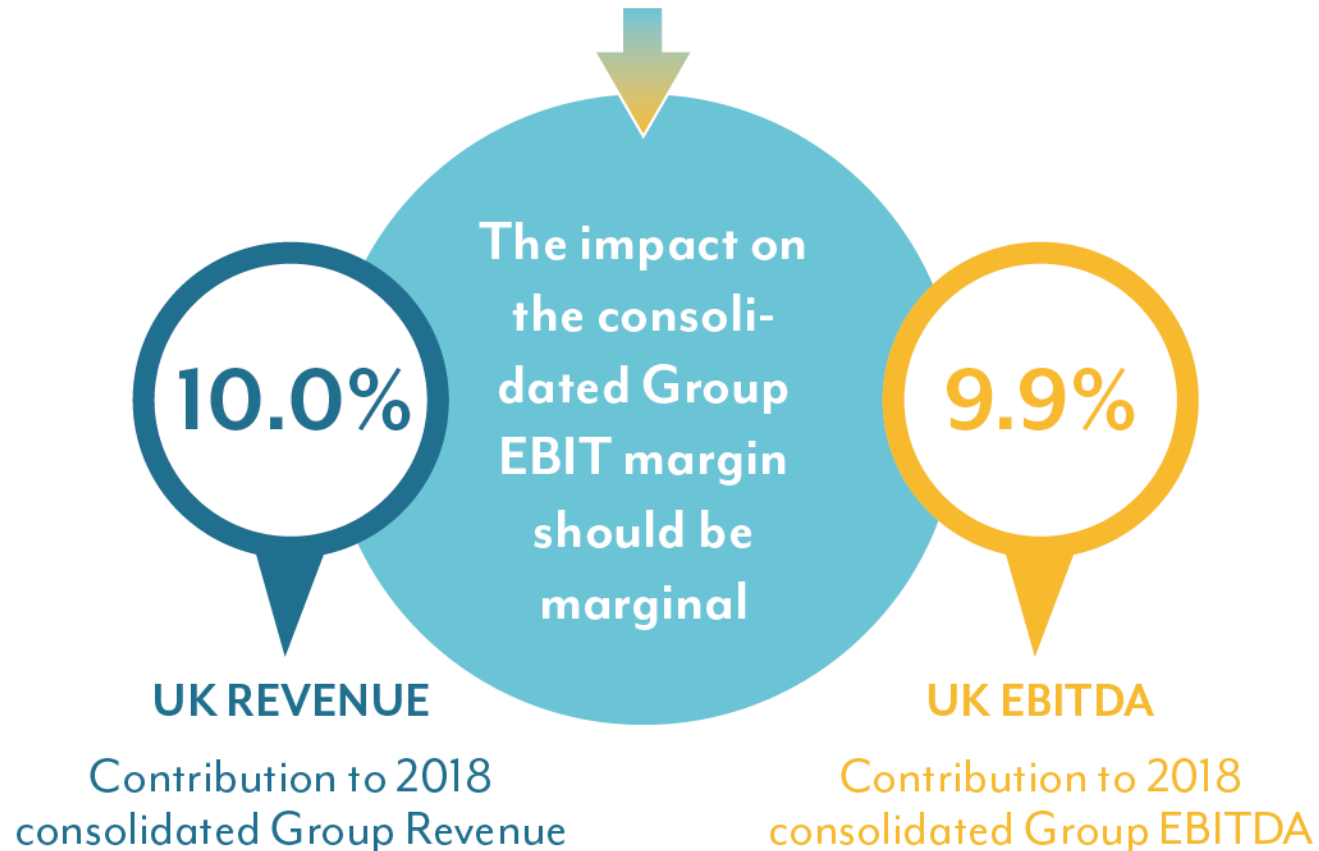
- Software for doctors and allied health professionals in France and Belgium
- BCB Medication database



- Software for UK and US doctors

# 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**





# Outlook: Confident for 2019



These projections are publicly disclosed on May 15, 2019. The fact that Cegedim includes these projections in this presentation should not be taken to mean that these projections continue to be our projections as of any subsequent date.

2019  
REVENUE

# Annexes

Q1 2019  
Revenue

# Q1-2019 Revenue

In € thousands	Division 1	Division 2	Division 3	Group
<b>2018 REVENUE (a)</b>	<b>72,923</b>	<b>38,029</b>	<b>989</b>	<b>111,941</b>
Impact of disposals	0	0	0	0
2018 Revenue before impact of disposals	72,923	38,029	989	111,941
Currency impact	11	346	0	357
2018 Revenue at 2019 exchange rate (b)	72,934	38,375	989	112,298
2019 Revenue before impact of acquisition (c)	77,570	39,016	882	117,469
Revenue from acquisitions	1,669	84	0	1,753
<b>2019 Revenue</b>	<b>79,239</b>	<b>39,100</b>	<b>882</b>	<b>119,222</b>
Organic growth ([c-b/a])	+6.4%	+1.7%	(10.8)%	+4.6%



**Thank you for your attention**

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