



2019

Q3-2019 REVENUE

WEBCAST 24 OCTOBRE 2019



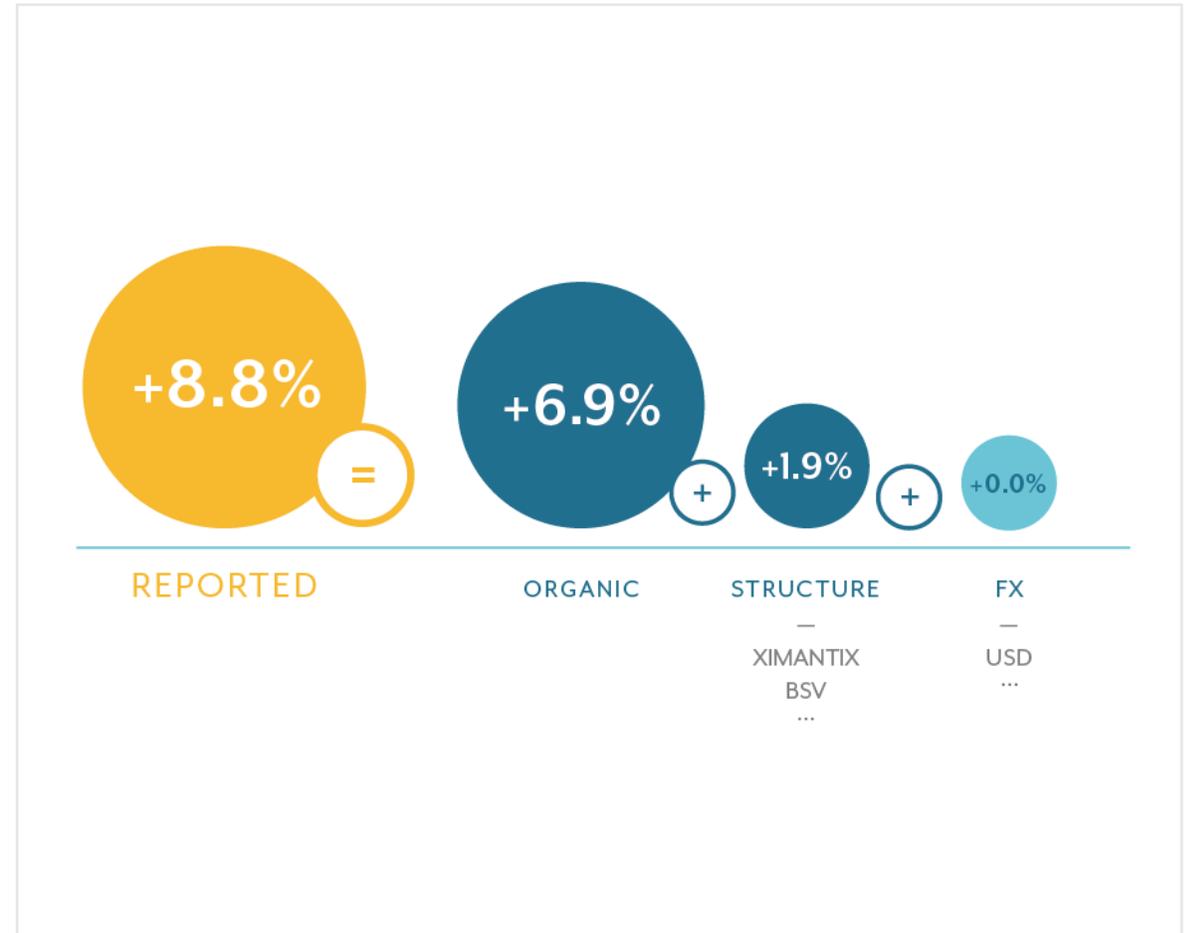
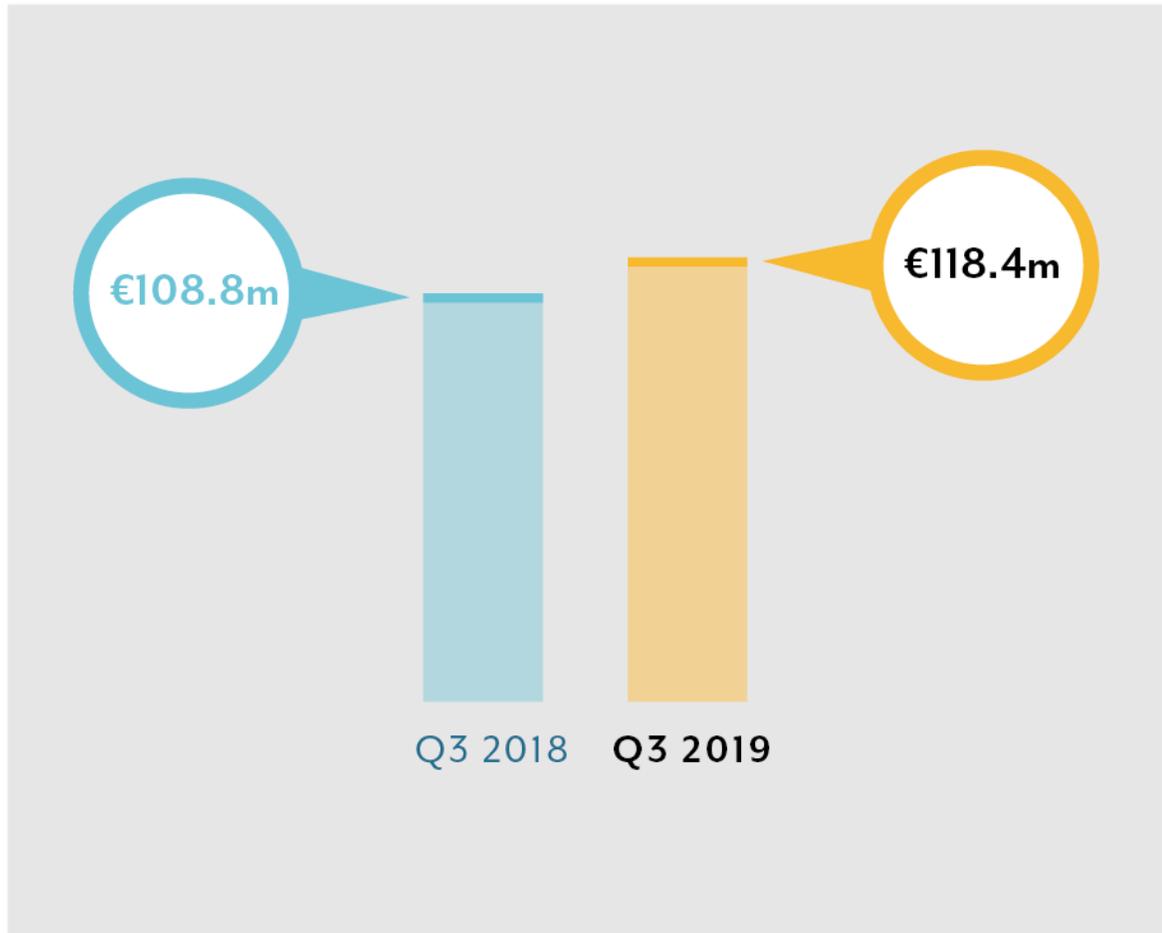
FORWARD-LOOKING STATEMENTS

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.

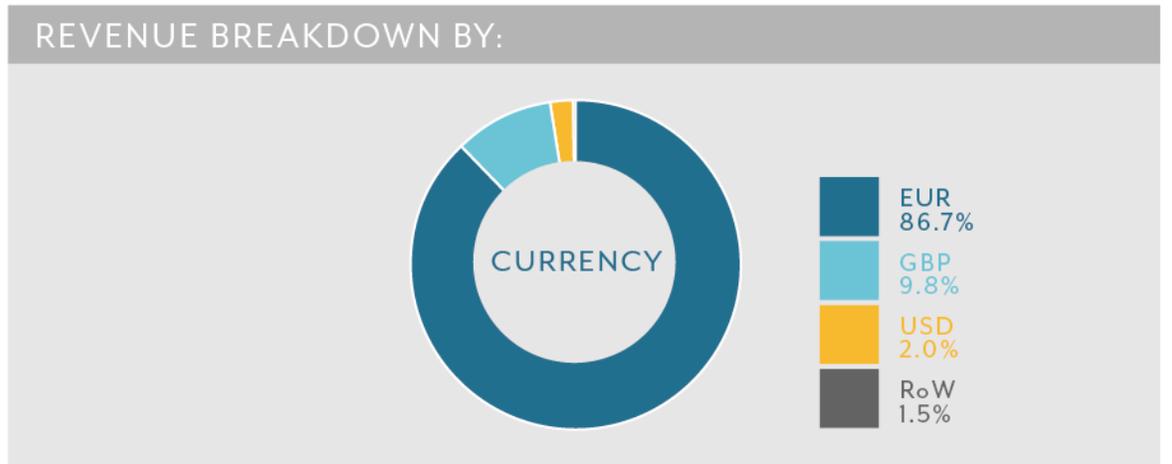
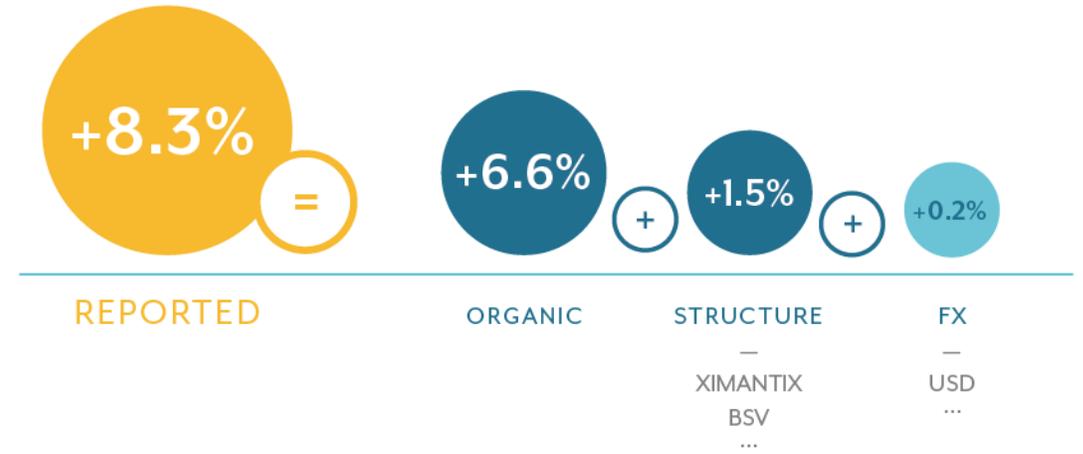
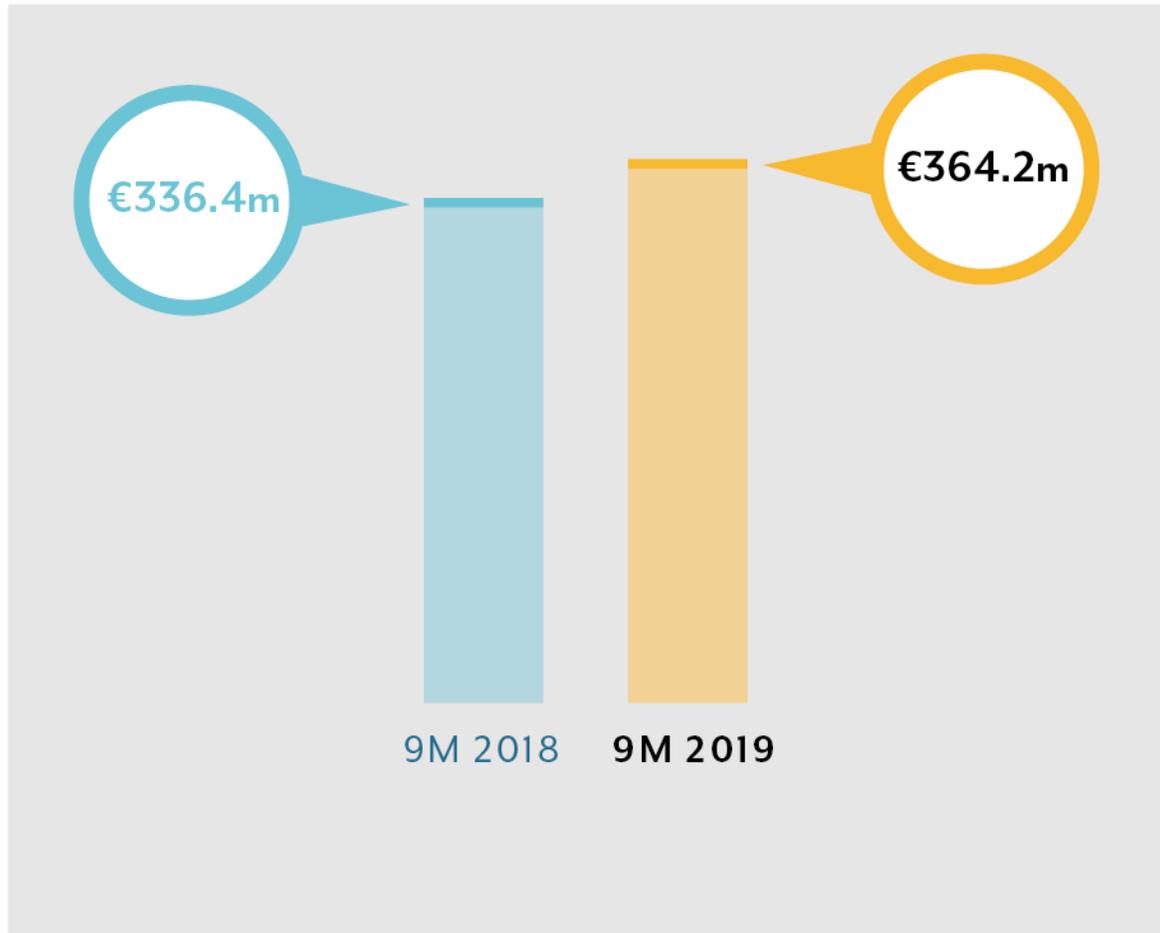
Additional information concerning important factors that may cause the company's actual results to differ materially from expectations and underlying assumptions, please refer to the reports filed by the company with the ‘Autorité des Marchés Financiers’.

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.

Q3-2019 Revenue Overview

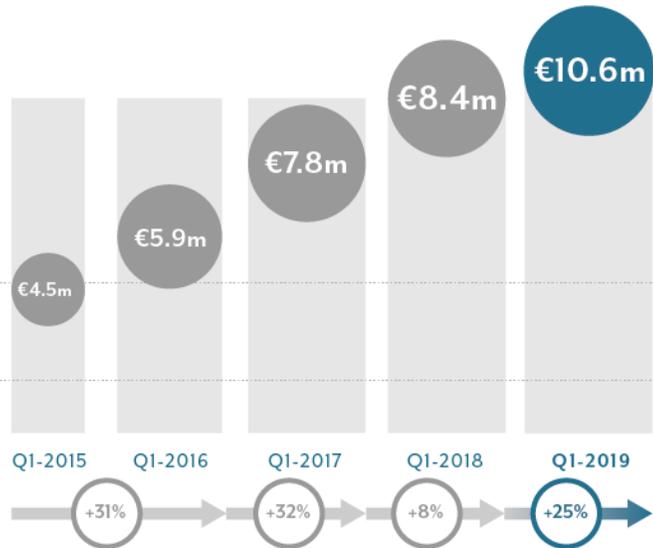


9M-19 Revenue Overview

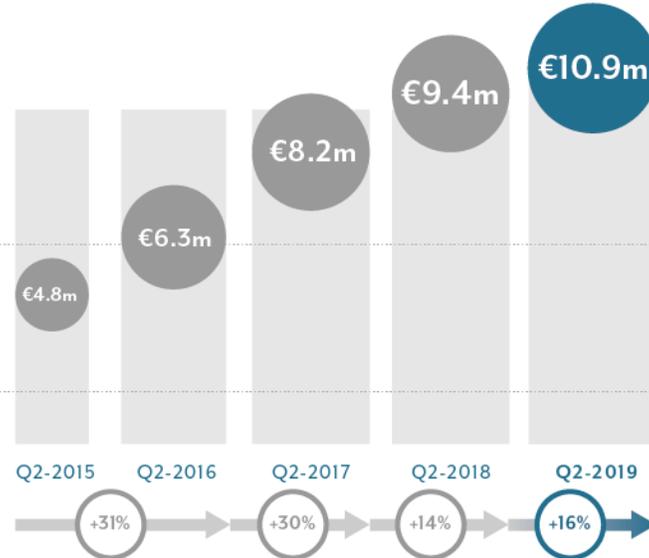


BPO Revenue Trend

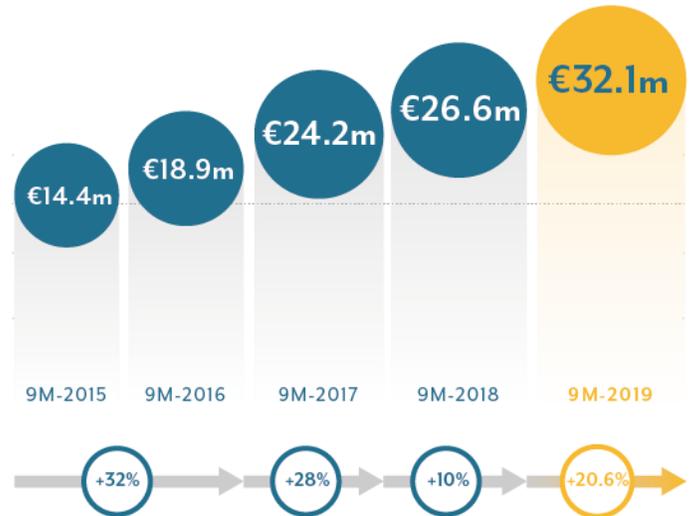
Q1



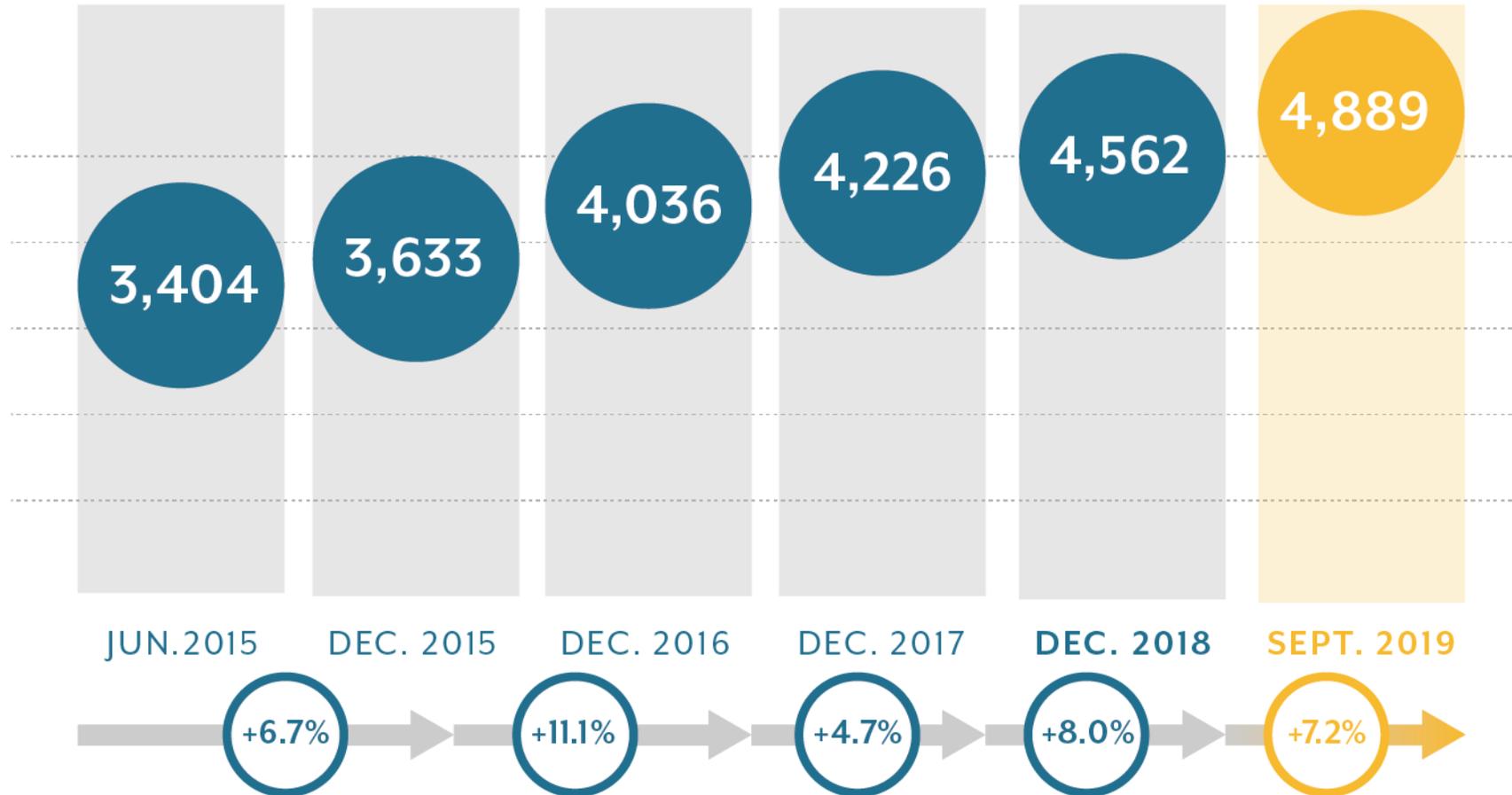
Q2



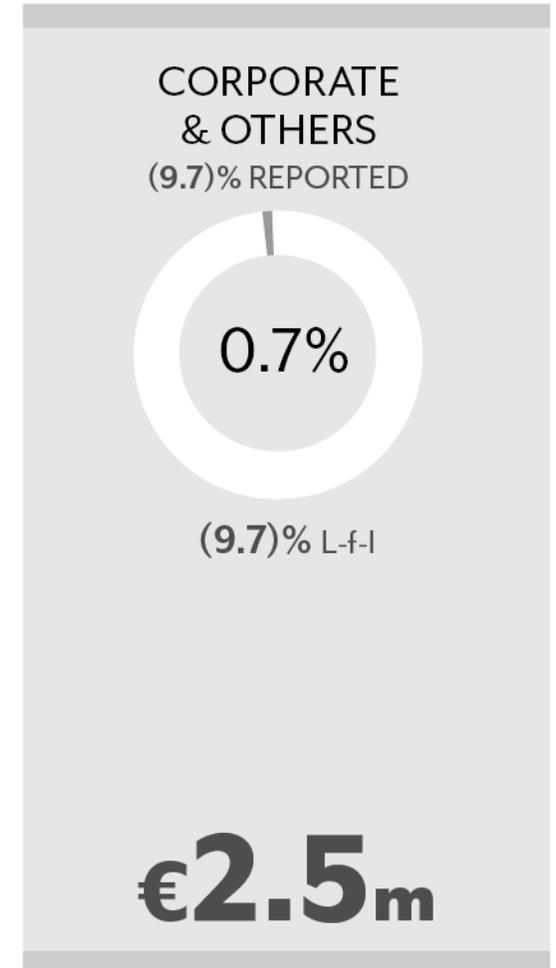
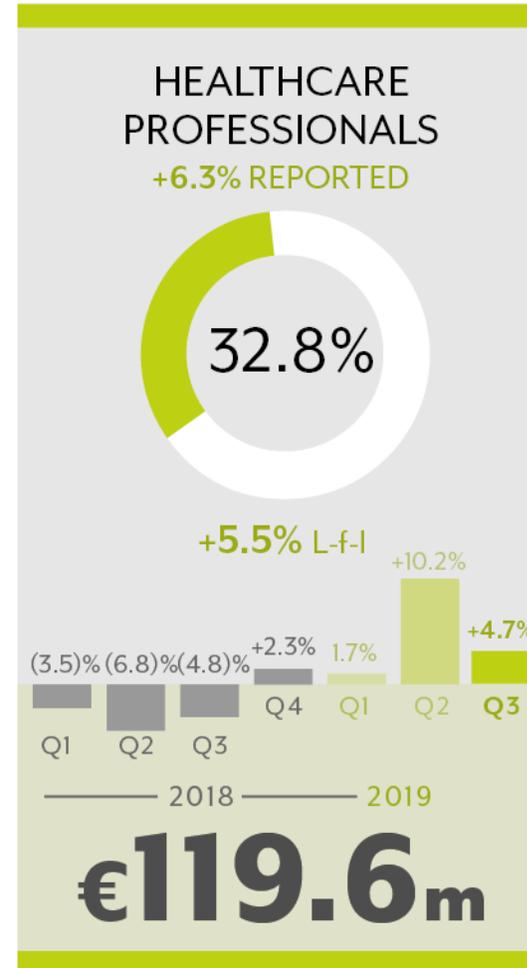
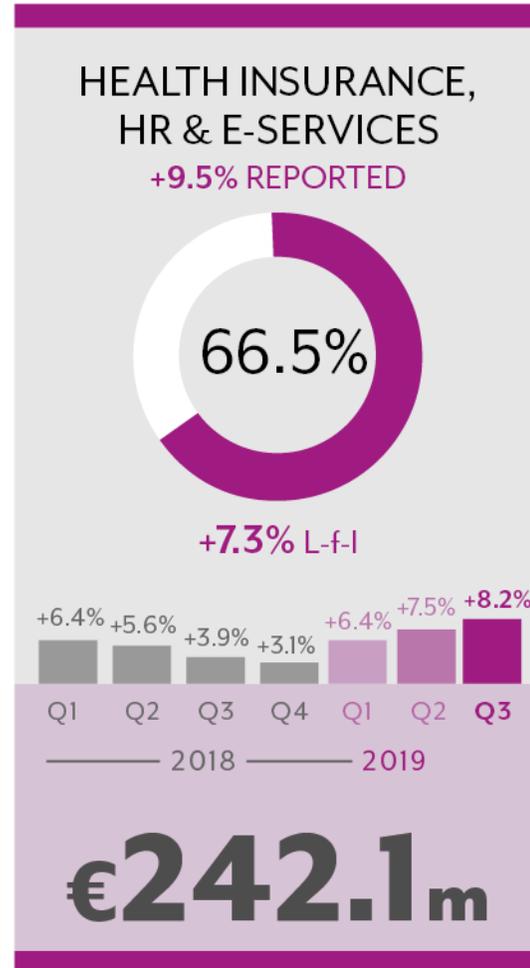
9M



Headcount, end of September 2019



9M-19 Revenue growth by business group



Comments by Business Group on 9M-19 Revenue

+6.6%
L-f-I

CEGEDIM GROUP

BIGGEST CONTRIBUTORS

++
↓
+
Health Insurance, HR & e-services & Healthcare Professionals

+7.3%
L-f-I

HEALTH INSURANCE, HR & E-SERVICES

BIGGEST CONTRIBUTORS

++
↓
+

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

+5.5%
L-f-I

HEALTHCARE PROFESSIONALS

BIGGEST CONTRIBUTORS

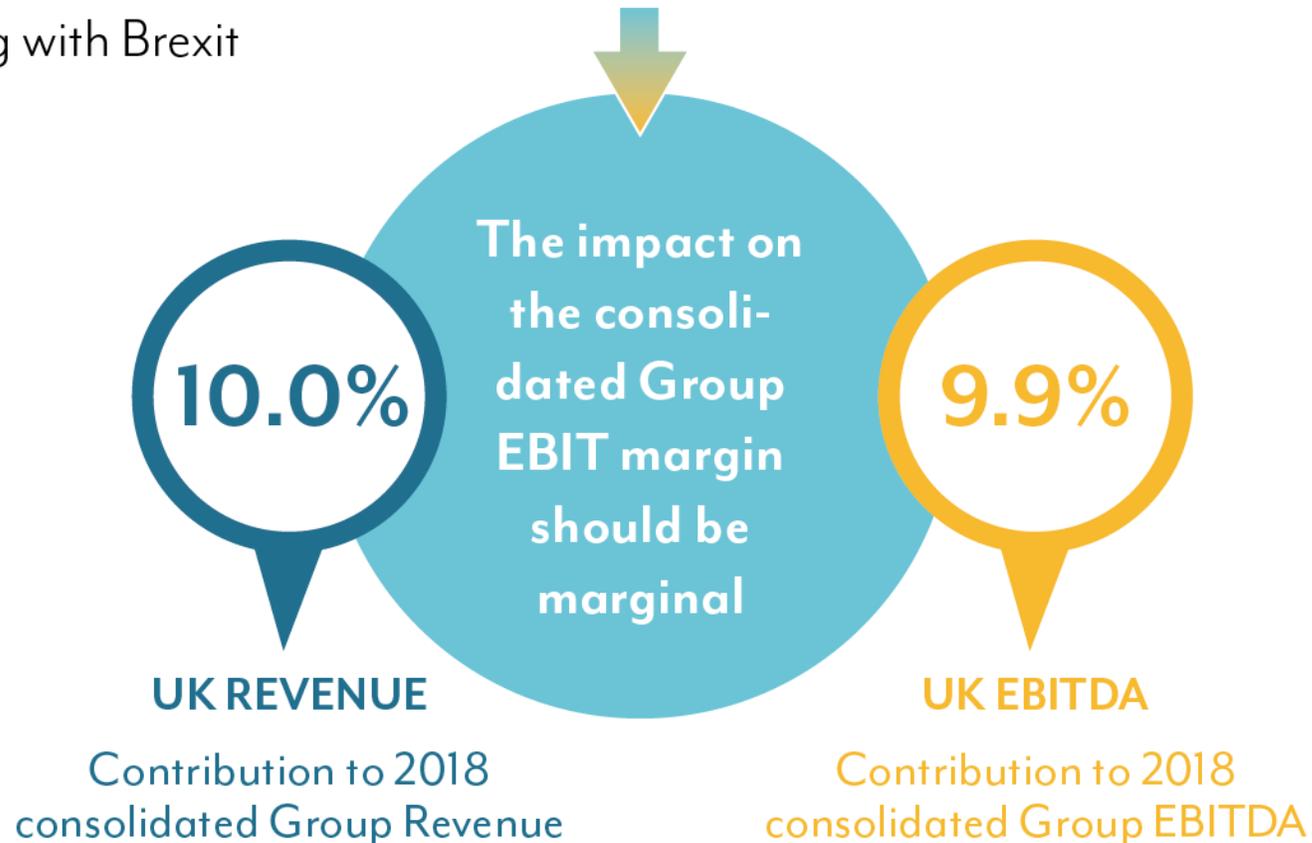
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+

- Software for doctors and allied health professionals in France
- Software for doctors in UK and Romania
- Software for pharmacists in Romania
- Docavenue (booking appointments and Teleconsultation)

! Software for doctors in US stopped end of August 2019

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** and no contracts with entities in the UK contain clauses dealing with Brexit



Outlook: Confident for 2019



These projections are publicly disclosed on October 24, 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

9M 2019
Revenue

Q1-2019 Revenue

In € thousands	Division 1	Division 2	Division 3	Group
2018 REVENUE (a)	72,923	38,029	989	111,941
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
2019 Revenue	79,239	39,100	882	119,222
Organic growth [(c-b)/a]	+6.4%	+1.7%	(10.8)%	+4.6%

Q2-2019 Revenue

In € thousands	Division 1	Division 2	Division 3	Group
2018 REVENUE (a)	76,613	38,133	947	115,693
Impact of disposals	0	0	0	0
2018 Revenue before impact of disposals	76,613	38,133	947	115,693
Currency impact	(8)	179	0	171
2018 Revenue at 2019 exchange rate (b)	76,605	38,312	947	115,864
2019 Revenue before impact of acquisition (c)	82,322	42,191	842	125,355
Revenue from acquisitions	937	281	0	1,218
2019 Revenue	83,260	42,472	842	126,574
Organic growth [(c-b)/a]	+7.5%	+10,2%	(11.1)%	+8,2%

Q3-2019 Revenue

In € thousands	Division 1	Division 2	Division 3	Group
2018 REVENUE (a)	71,620	36,291	900	108,811
Impact of disposals	0	0	0	0
2018 Revenue before impact of disposals	71,620	36,291	900	108,811
Currency impact	-24	7	0	-17
2018 Revenue at 2019 exchange rate (b)	71,596	36,299	900	108,795
2019 Revenue before impact of acquisition (c)	77,464	38,014	836	116,314
Revenue from acquisitions	2,122	0	0	2,122
2019 Revenue	79,585	38,014	836	118,435
Organic growth [(c-b)/a]	+8.2%	+4.7%	(7.1)%	+6.9%

9M-2019 Revenue

In € thousands	Division 1	Division 2	Division 3	Group
2018 REVENUE (a)	221,157	112,453	2,835	336,445
Impact of disposals	0	0	0	0
2018 Revenue before impact of disposals	221,157	112,453	2,835	336,445
Currency impact	-21	533	0	511
2018 Revenue at 2019 exchange rate (b)	221,136	112,985	2,835	336,957
2019 Revenue before impact of acquisition (c)	237,356	119,221	2,561	359,138
Revenue from acquisitions	4,728	365	0	5,093
2019 Revenue	242,084	119,586	2,561	364,231
Organic growth [(c-b)/a]	+7,3%	+5,5%	(9,7)%	+6.6%



Thank you for your attention

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