



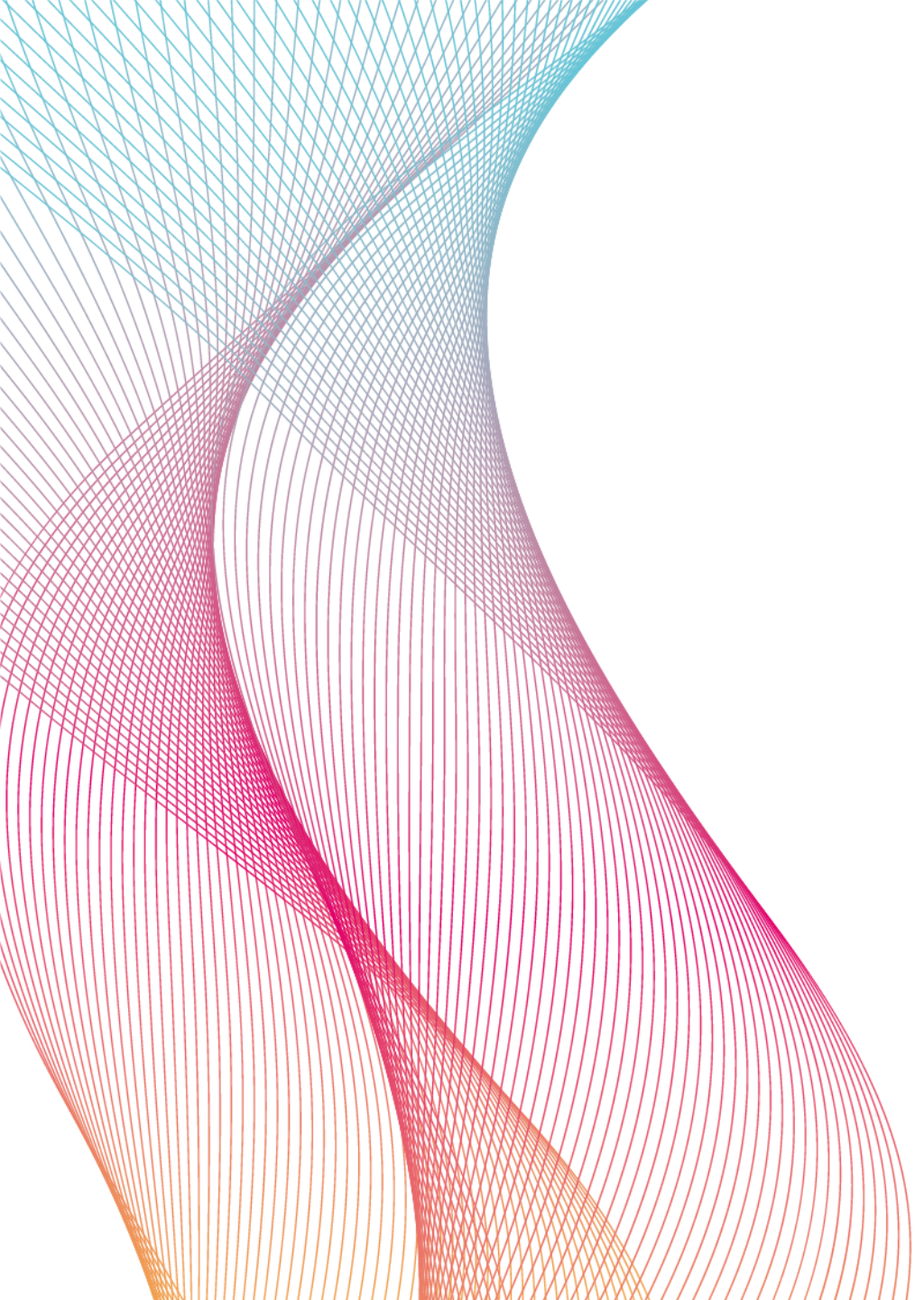
# 2020

## Q3 Revenue

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Webcast | October 28, 2020





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.

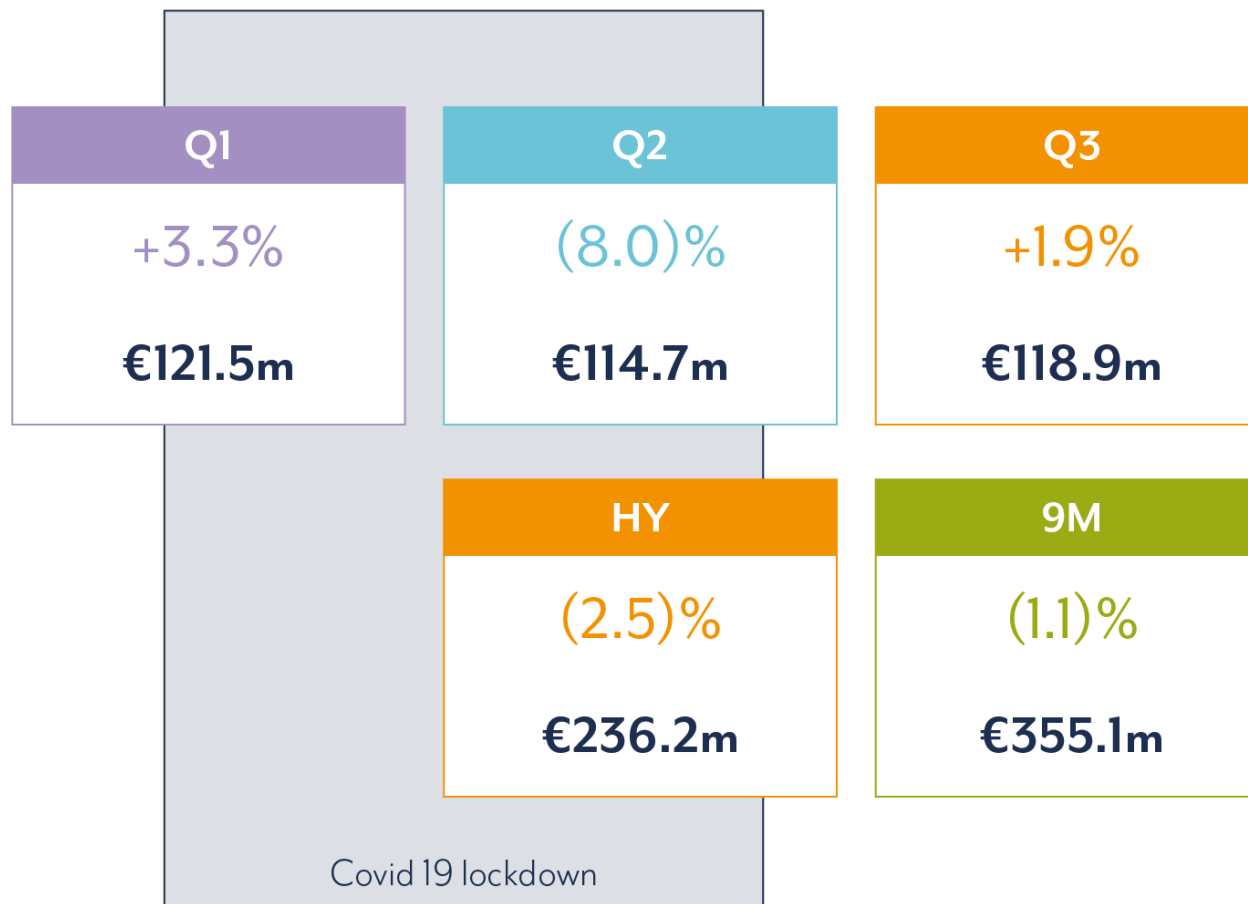
For additional information concerning important factors that may cause the company's actual results to differ materially from expectations and underlying assumptions, please refer to the reports filed by the company with the ‘Autorité des Marchés Financiers’.

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.

2020

Q3 - Revenue

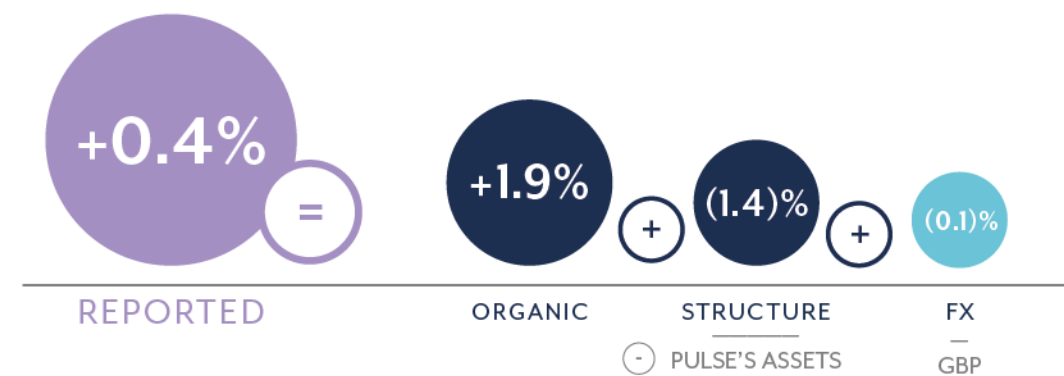
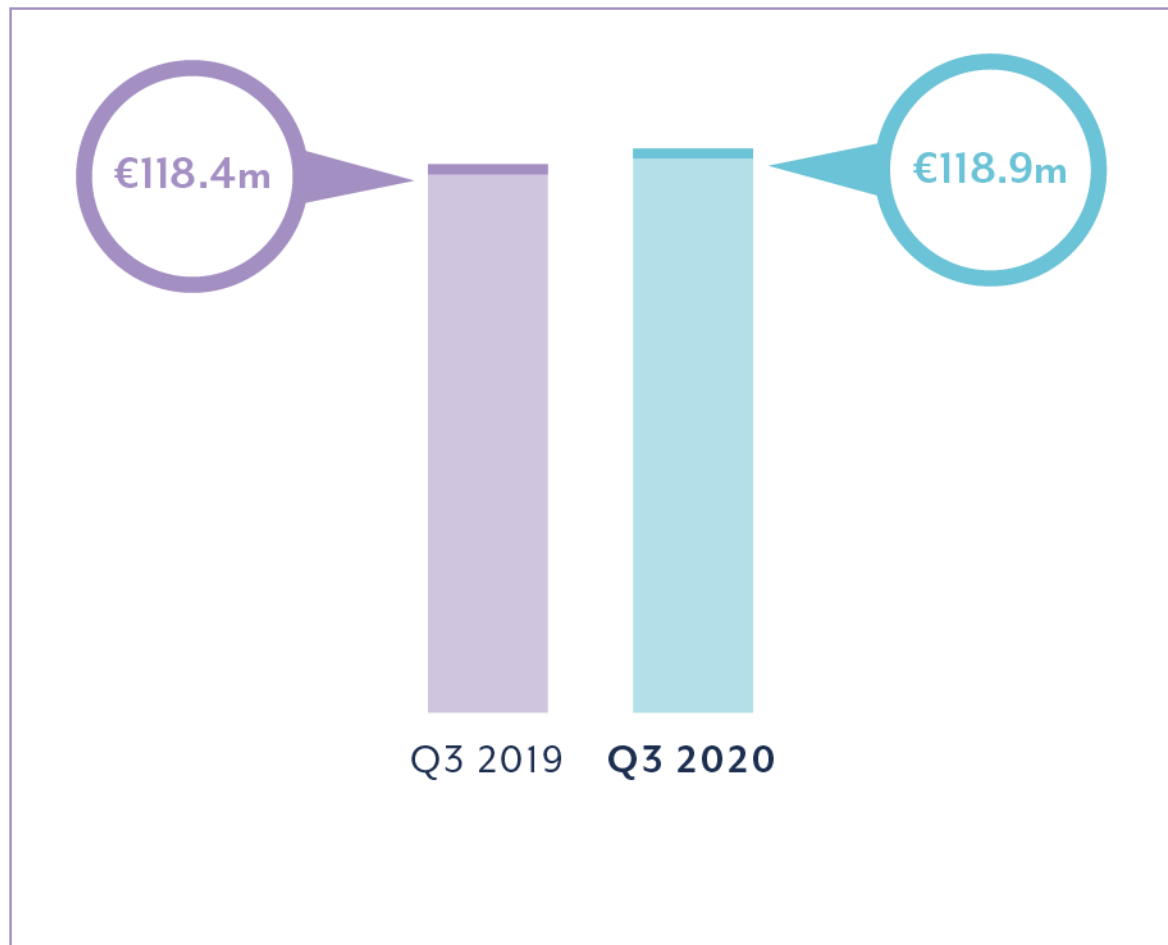
# The Big Picture



2020

Q3 - Revenue

## Q3 2020 Revenue overview

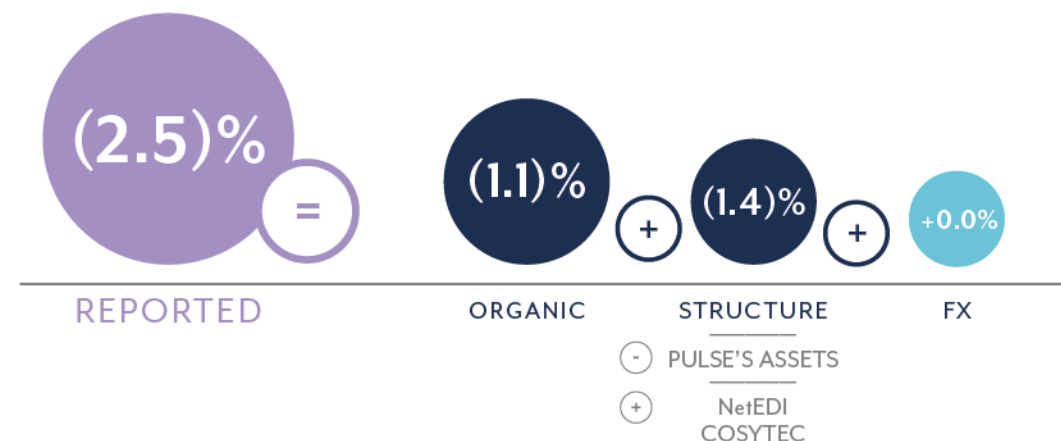




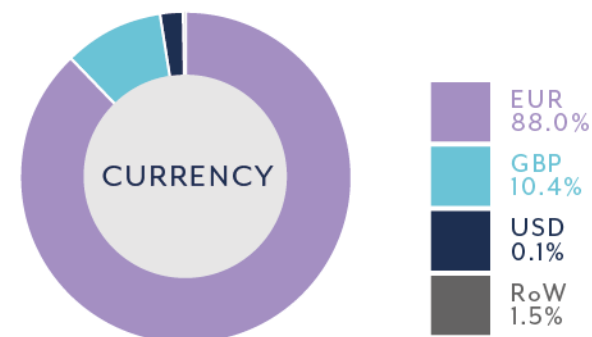
2020

Q3 - Revenue

# 9M 2020 Revenue overview



## REVENUE BREAKDOWN BY:



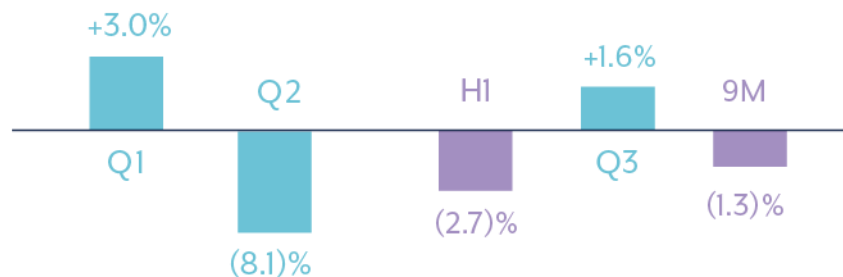
2020

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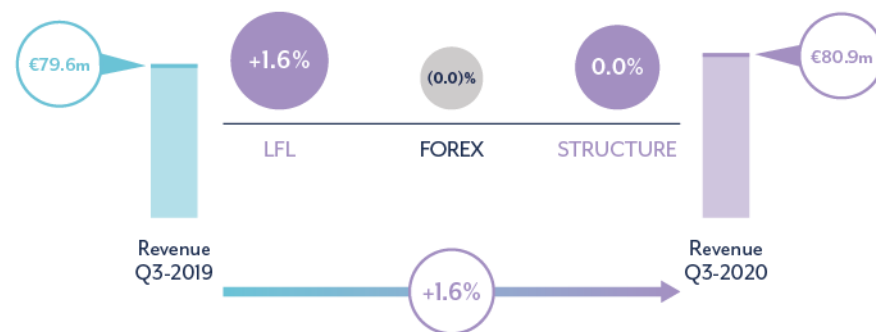
# Health Insurance, HR & E-Services Division Overview



## QUARTERLY REVENUE LFL GROWTH



## Q3 CHANGE IN REVENUE



## COMMENTS

The third-quarter performance was primarily the result of growth at:

- [Cegedim Health Data](#) (healthcare sector data and analytics),
- [Cegedim e-business](#) (document and process digitization),
- [Cegedim SRH](#) (HR management solutions).

[BPO businesses](#) returned to 2019 levels, **but** [project-based business in the health insurance sector](#) continues to experience delays.

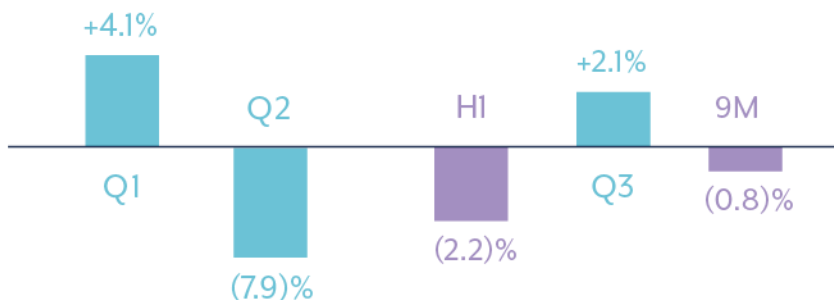
2020

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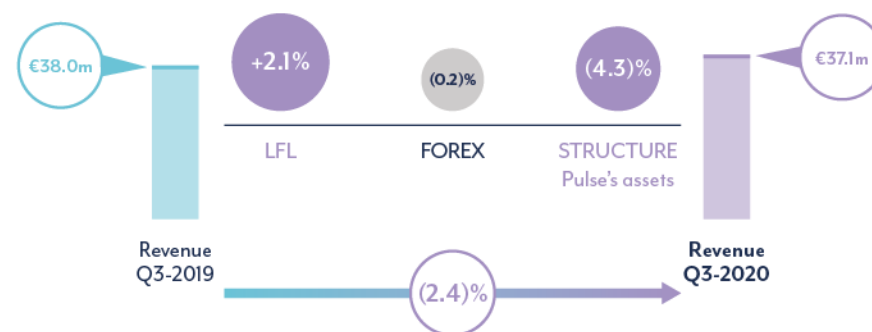
# Healthcare Professionals Division Overview



## QUARTERLY REVENUE LFL GROWTH



## Q3 CHANGE IN REVENUE



## COMMENTS

The third-quarter performance was chiefly attributable to growth at :

- **RM Ingénierie** (computerization of allied health professionals in France),
- **UK doctor computerization** business (owing to specific projects carried out with the NHS),
- **RESIP** (BCB medication database),
- **Maiia's teleconsultation business**.

Doctor computerization activities in France, Spain, and Belgium continue to operate at roughly the same level as in 2019.

2020

Q3 - Revenue

# FY 2020 Outlook



## Revenue Trend (LfL)

- H1 revenue **fell** by 2.5%
- Q3 revenue **up** 1.9%
- 9M revenue **fell** by 1.1%

## FY-2020 outlook

Owing to the spike in Covid-19 cases and the severe tightening of public health restrictions, **we are unable to confirm the Group's 2020 outlook.**

## Notice

The Group does not expect any material acquisitions in 2020 and does not provide earnings estimates or forecasts.



2020

Q3 - Revenue

Save the date  
December 15, 2020 at 2:30pm CET



**VIRTUAL # CAPITAL # MARKETS # DAY**

**2020**

For the first time, this event will take place entirely virtually owing to the Covid-19 pandemic.

More details to follow.

Registration is now open at:  
<https://bit.ly/3ok1t4G>

Virtual Post-CMD roadshow  
on December 17 at 4pm CET  
Group call



2020  
Q3 - Revenue

# Annexes

2020

Q3 - Revenue

## Q1 2020 Revenue

In € thousands	Division 1	Division 2	Division 3	Group
<b>2019 REVENUE (a)</b>	<b>79,239</b>	39,100	882	119,222
Impact of disposals	0	(2,806)	0	(2,806)
2019 Revenue before impact of disposals	79,239	36,294	882	116,415
Currency impact	22	91	0	113
2019 Revenue at 2020 exchange rate (b)	79,261	36,386	882	116,529
2020 Revenue before impact of acquisitions (c)	81,639	37,977	852	120,467
Revenue from acquisitions	1,029	0	0	1,029
<b>2020 Revenue</b>	<b>82,667</b>	<b>37,977</b>	<b>852</b>	<b>121,496</b>
Organic growth [(c-b)/a]	+3.0%	+4.1%	(3.4)%	+3.3%

2020

Q3 - Revenue

## Q2 2020 Revenue



In € thousands	Division 1	Division 2	Division 3	Group
<b>2019 REVENUE (a)</b>	<b>83,260</b>	42,472	842	126,574
Impact of disposals	0	(2,778)	0	(2,778)
2019 Revenue before impact of disposals	83,260	39,694	842	123,795
Currency impact	(33)	(160)	0	(193)
2019 Revenue at 2020 exchange rate (b)	83,227	39,534	842	123,603
2020 Revenue before impact of acquisitions (c)	76,458	36,170	878	113,506
Revenue from acquisitions	1,197	0	0	1,197
<b>2020 Revenue</b>	<b>77,655</b>	<b>36,170</b>	<b>878</b>	<b>114,703</b>
Organic growth [(c-b)/a]	(8.1)%	(7.9)%	+4.2%	(8.0)%

2020

Q3 - Revenue

## Q3 2020 Revenue

In € thousands	Division 1	Division 2	Division 3	Group
<b>2019 REVENUE (a)</b>	<b>79,585</b>	38,014	836	118,435
Impact of disposals	0	(1,618)	0	(1,618)
2019 Revenue before impact of disposals	79,585	36,396	836	116,818
Currency impact	(19)	(75)	0	(94)
2019 Revenue at 2020 exchange rate (b)	79,566	36,321	836	116,724
2020 Revenue before impact of acquisitions (c)	80,860	37,120	959	118,939
Revenue from acquisitions	0	0	0	0
<b>2020 Revenue</b>	<b>80,860</b>	<b>37,120</b>	<b>959</b>	<b>118,939</b>
Organic growth [(c-b)/a]	+1.6%	+2.1%	+14.7%	1.9%



2020

Q3 - Revenue

# 9M 2020 Revenue



In € thousands	Division 1	Division 2	Division 3	Group
<b>2019 REVENUE (a)</b>	<b>242,084</b>	119,586	2,561	364,231
Impact of disposals	0	(7,202)	0	(7,202)
2019 Revenue before impact of disposals	242,084	112,384	2,561	357,028
Currency impact	(30)	(143)	0	(173)
2019 Revenue at 2020 exchange rate (b)	242,054	112,241	2,561	356,855
2020 Revenue before impact of acquisitions (c)	238,957	111,267	2,689	352,913
Revenue from acquisitions	2,225	0	0	2,225
<b>2020 Revenue</b>	<b>241,183</b>	<b>111,267</b>	<b>2,689</b>	<b>355,138</b>
Organic growth [(c-b)/a]	(1.3)%	(0.8)%	+5.0%	(1.1)%



**Thank you for your attention**

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