

FY 2021 Revenue

January 27, 2022

2022



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.

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.



The big picture

Performance

+5.6% reported
+5.0% L.f.L
€524.7m
FY 2021 Revenue

Steady revenue growth

+4.9% reported
+3.9% L.f.L
€148.7m
Q4-2021 Revenue

Market

Growing need for digitalization in healthcare and business processes

Divisions FY 2021 L.f.l growth

Software & services: +4.4%

- Project-based" business recovering, mainly in the health insurance segment
- Excellent performances in HR management outsourcing activities
- Maïia revenues more than doubled as predicted
- Significant trading operations in 4Q

Flow: +6.0%

- Excellent performance despite the pandemic's impact

Data & marketing: +12.1%

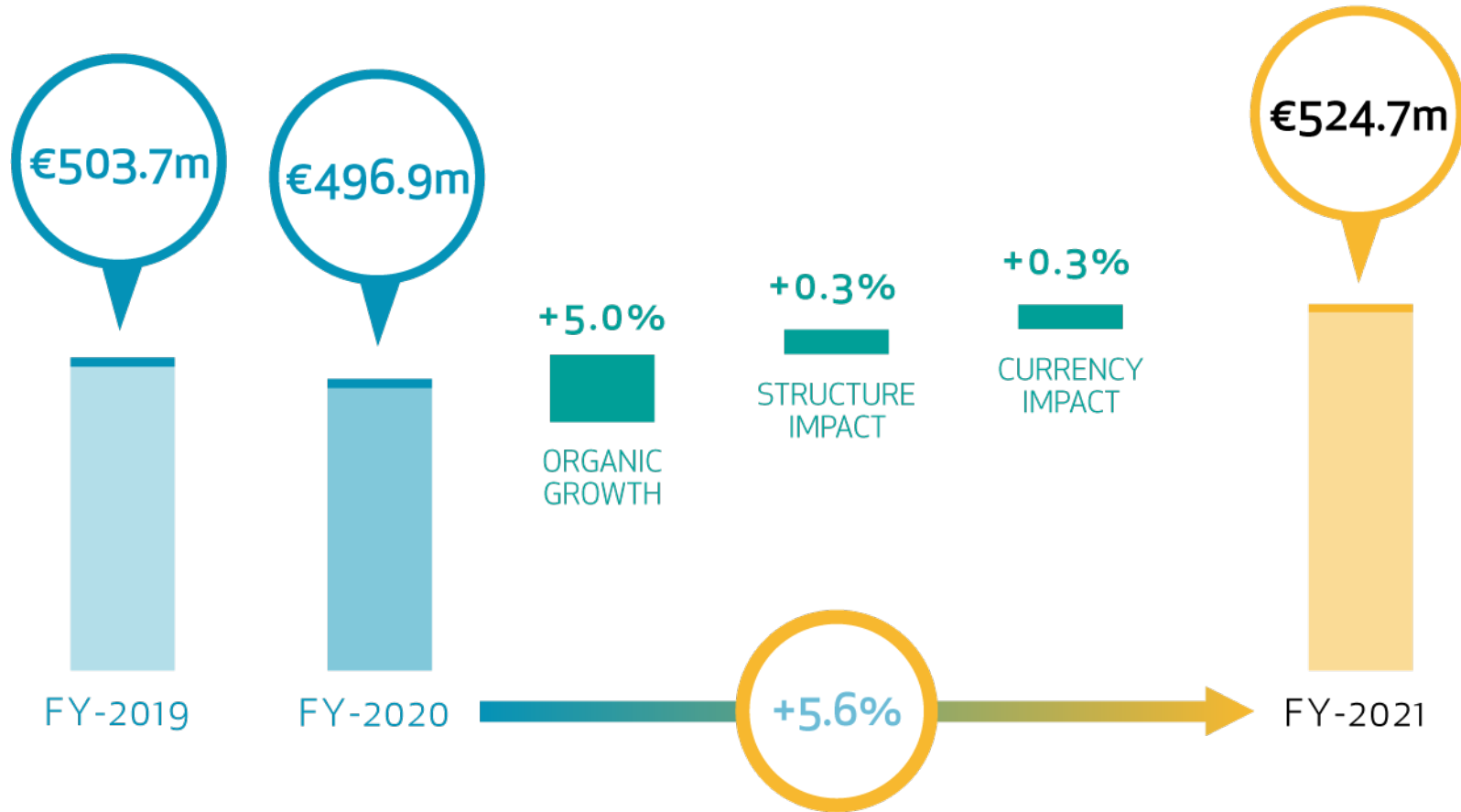
- Data activities up strongly
- Solid performance in marketing activities

BPO: (3.3)%

- Pandemic's negative impact
- Negative impact of the end of the implantation phase
- Strong growth in BPO activities for HR department

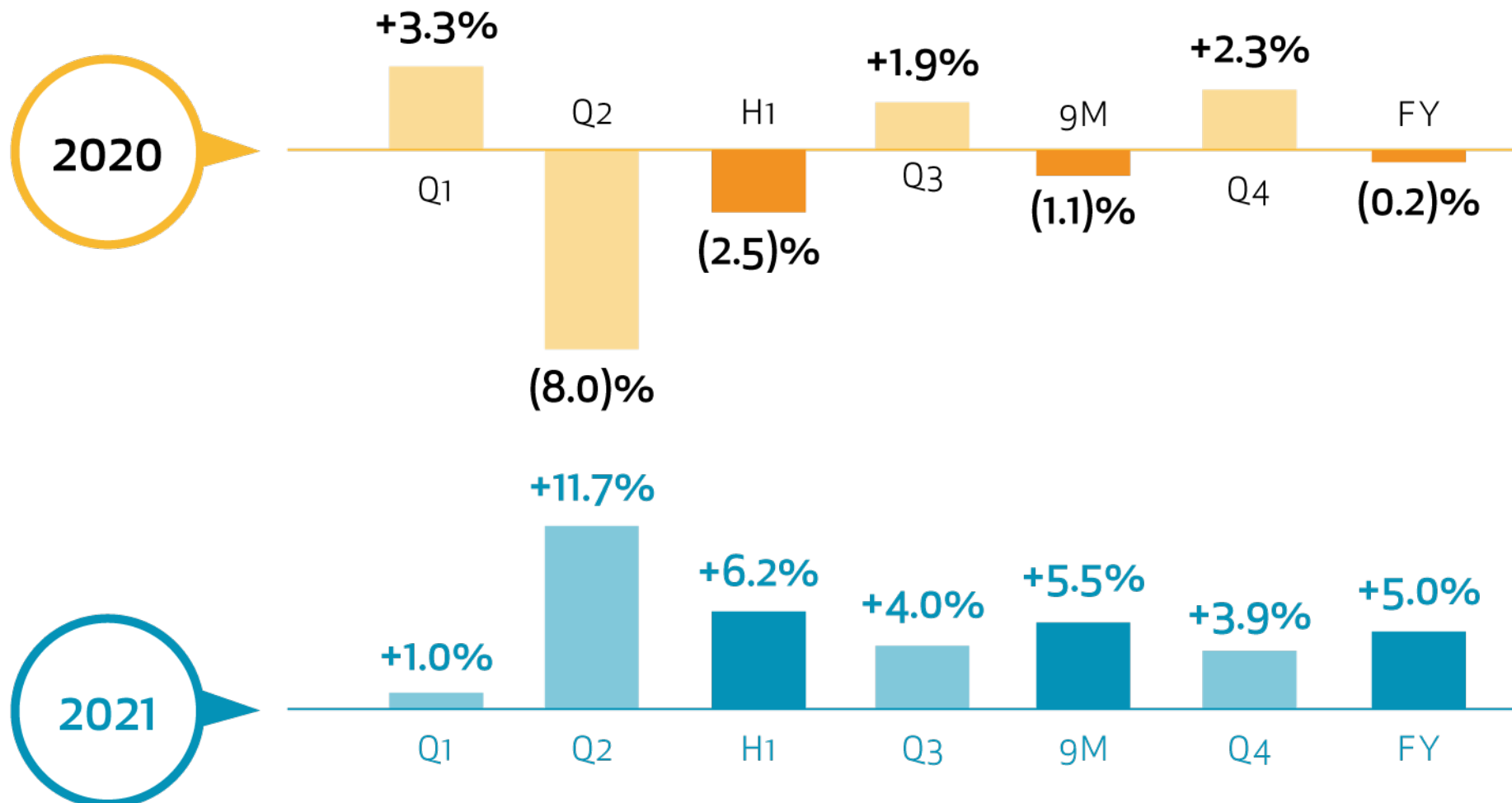


FY 2021 Revenue up 5.0% L.f.I





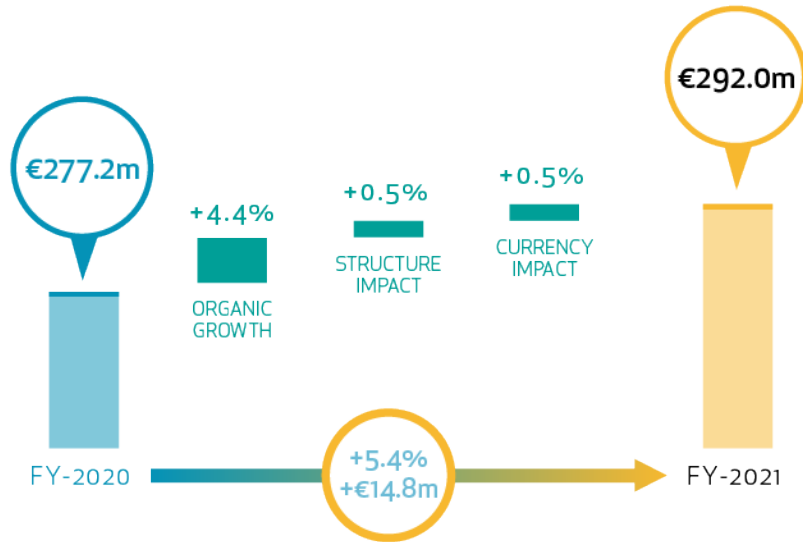
Quarterly organic revenue change (%)



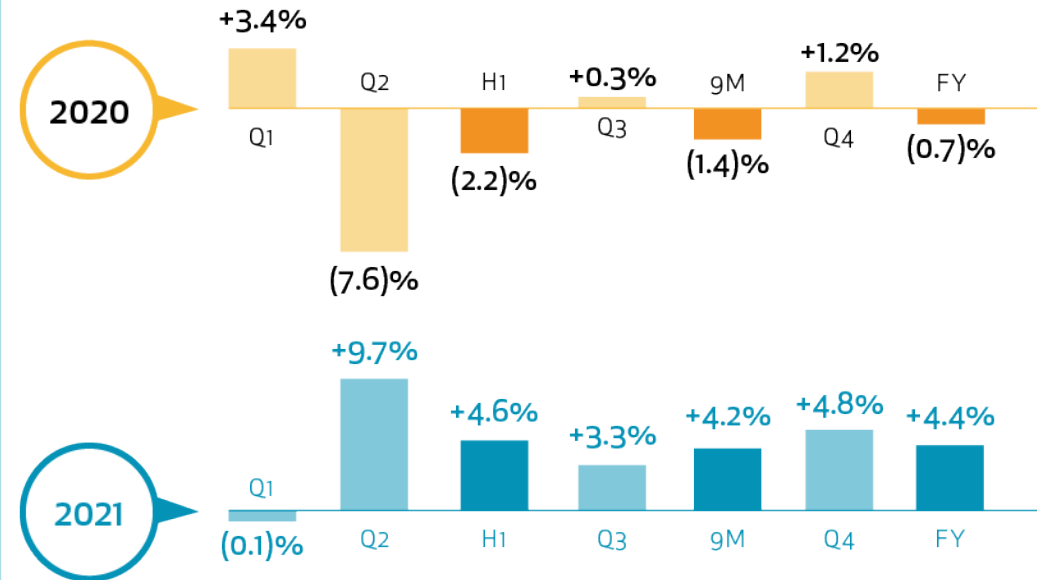


Software & Services: +4.4% L.f.I FY 2021 revenue

FY - REVENUE



QUARTERLY ORGANIC REVENUE CHANGE (%)

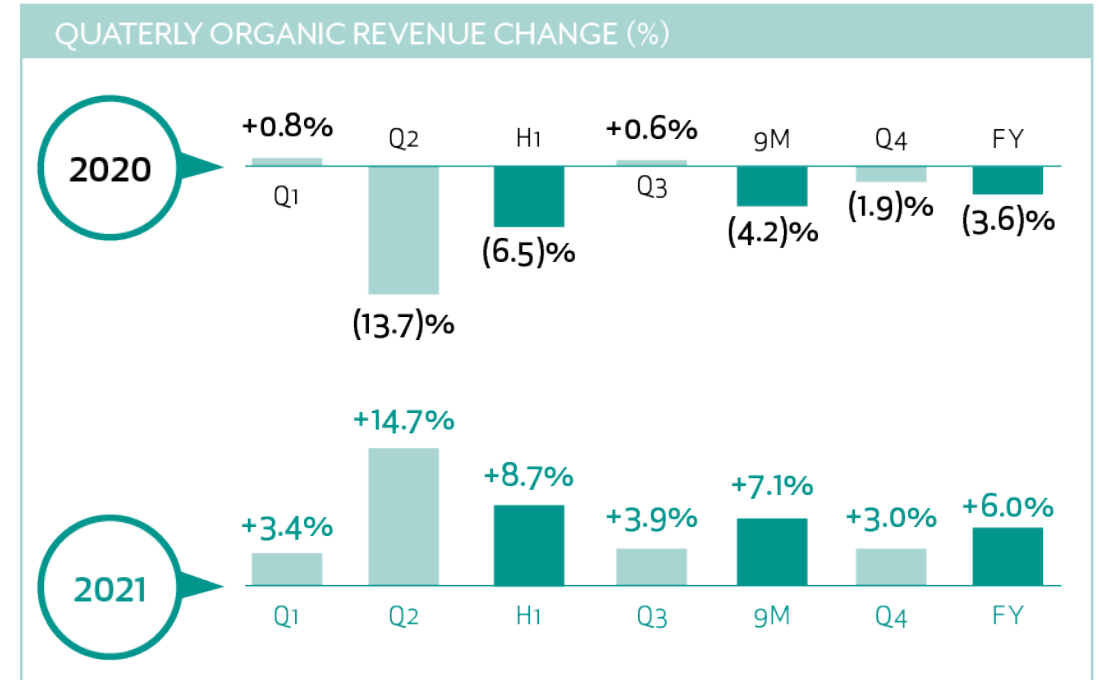
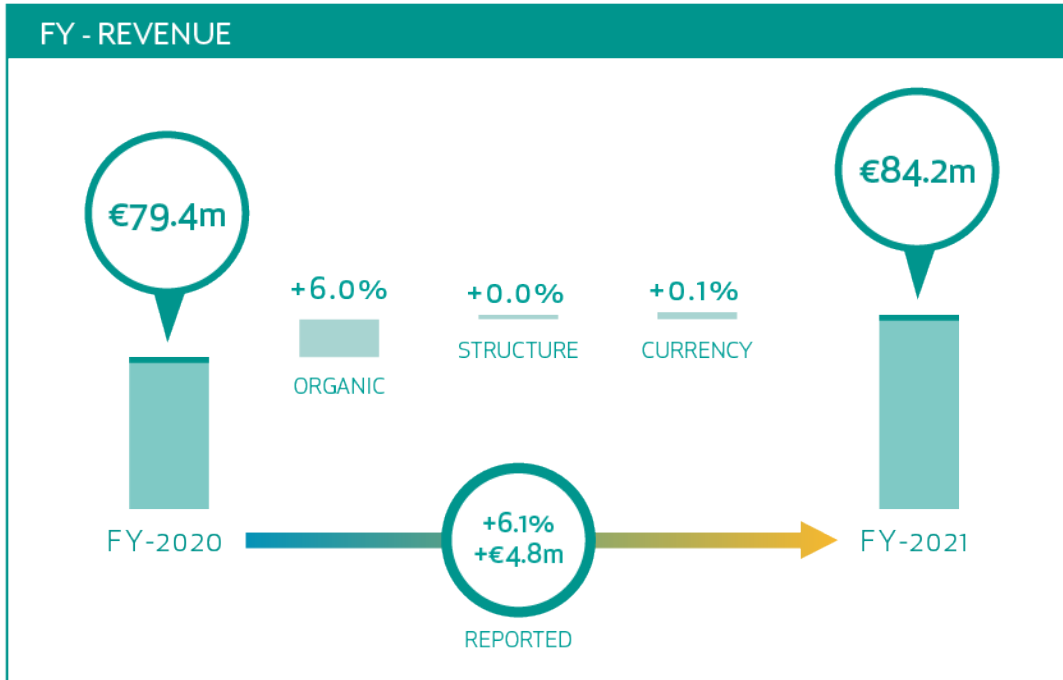


COMMENTS

- “Project-based” business recovering, mainly in the health insurance segment
- Excellent performances in HR management outsourcing activities
- Maiia revenues more than doubled as predicted
- Significant trading operations in 4Q



Flow: +6.0% L.f.I FY 2021 revenue

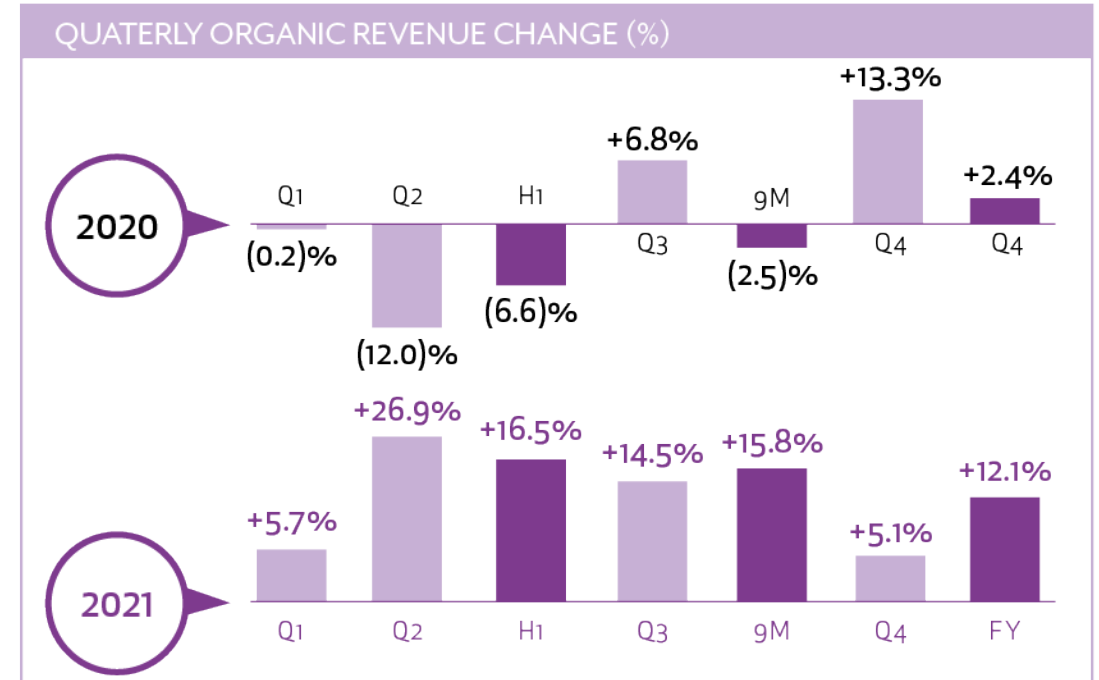
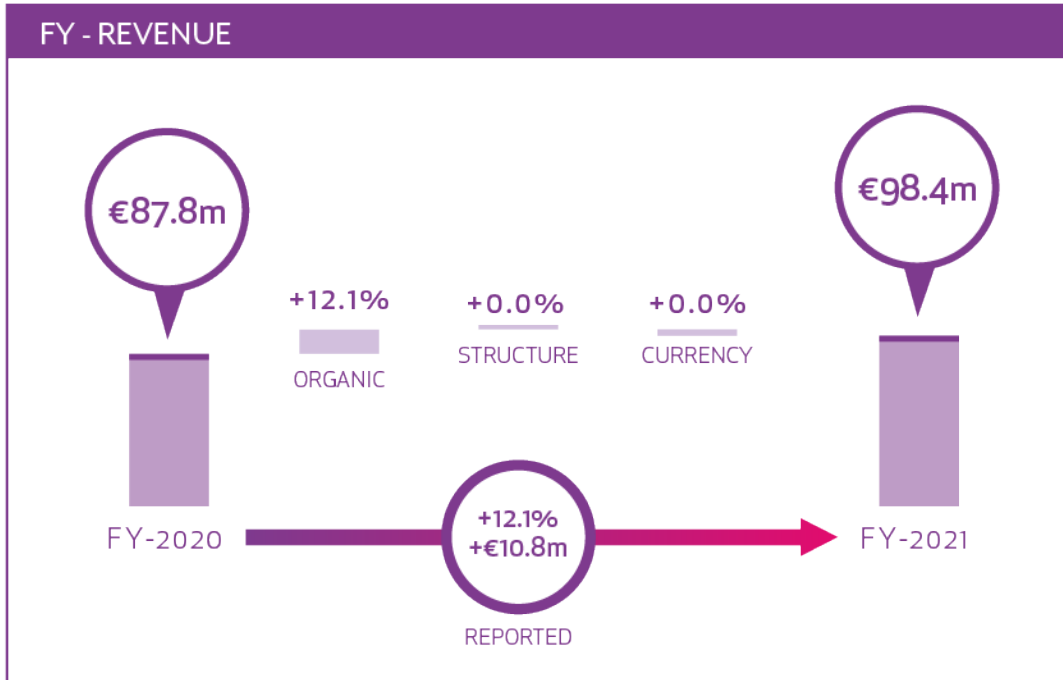


COMMENTS

- Excellent performance despite the pandemic's impact



Data & Marketing: +12.1% L.f.I FY 2021 revenue

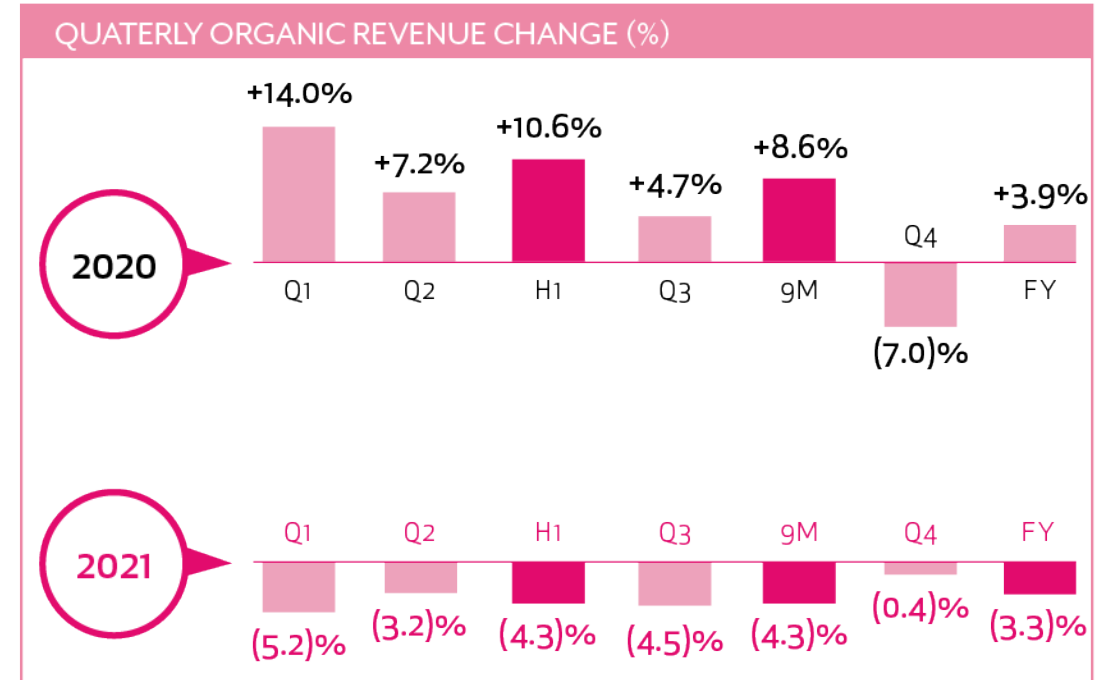
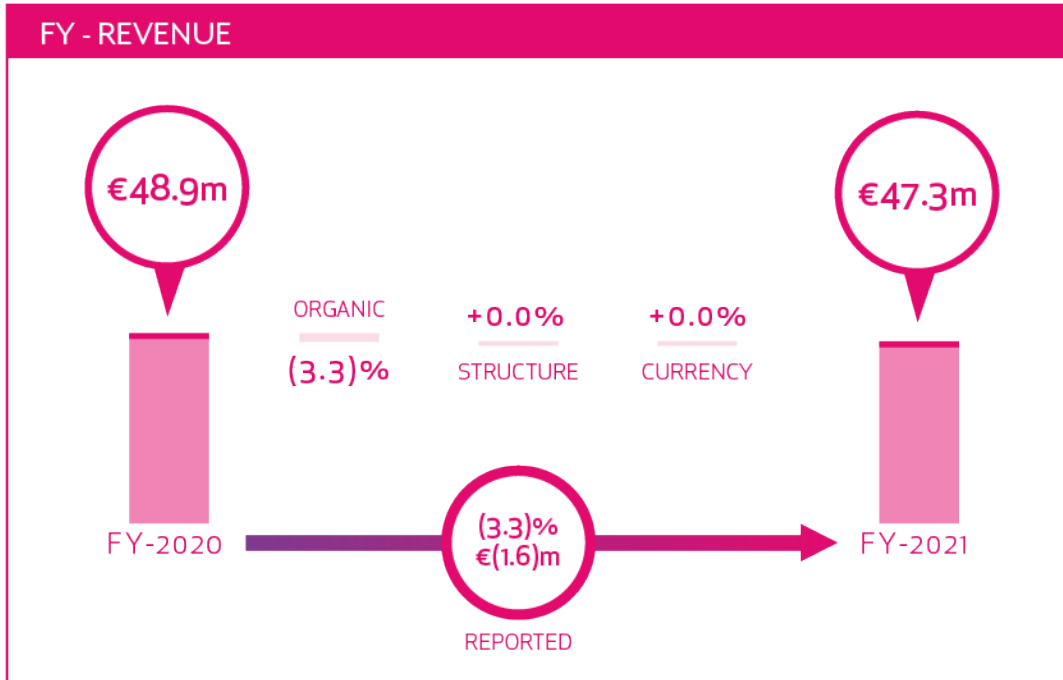


COMMENTS

- Data activities up strongly
- Solid performance in marketing activities



BPO: (3.3)% L.f.I FY 2021 revenue



COMMENTS

- This business, which largely involves managing services on behalf of insurance companies and mutual health insurers, was hurt by a decrease in unit prices now that the implementation phase is complete, and by less so-called overflow business.
- Strong growth in BPO activities for HR departments



Conclusion

Over FY 2021

+5.0% L.f.I
€524.7m

- Steady revenue growth in 2021 at the top of the Group's estimated range
- Uniquely positioned to drive digitalization of the economy



Outlook

For 2021

Trading operations carried out in the fourth quarter are very likely to negatively affect recurring operating income growth⁽²⁾

For 2022

2022 revenue growth
on a par with 2021 growth

(1) See Universal Registration Document Chapter 4 “Consolidated Financial Statements” section 4.6 Note 2 on Alternative performance indicators
Based on currently available information and 2021 estimates.

The Group does not expect to make any significant acquisitions in 2022. And lastly, the Group does not provide earnings estimates or forecasts.



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

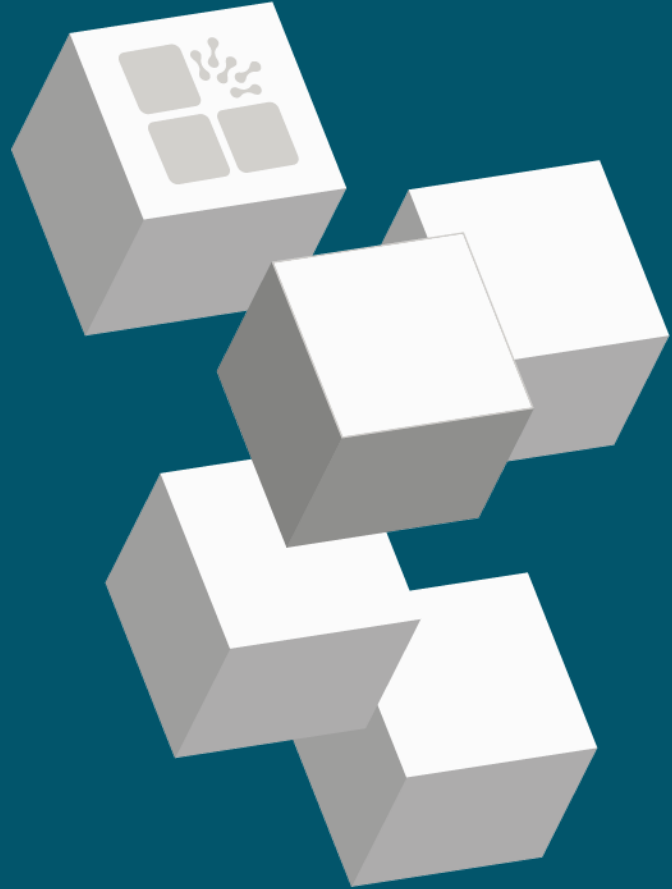
A refocused Group

Solid business model

Innovation is our Motto

Long-standing shareholder support

Entrepreneurial culture



Addendum FY 2021 Revenue



2021 Revenue: Sector / Division comparison

FY - 2021				
In € million	Health Insurance, HR & e-services	Healthcare Professionals	Corporate & Others	Total
Software & Services	141.4	150.6	-	292.0
Flow	84.2	-	-	84.2
Data & Marketing	98.4	-	-	98.4
BPO	47.3	-	-	47.3
Corporate & others	-	-	2.7	2.7
Total	371.4	150.6	2.7	524.7



2021 Revenue by division and by quarter

FY- 2021

In € million	Q1	Q2	H1	Q3	9M	Q4	FY
Software & Services	68.8	71.4	140.2	71.3	211.5	80.4	292.0
Flow	21.0	20.7	41.7	19.8	61.5	22.7	84.2
Data & Marketing	19.9	24.8	44.8	21.8	66.5	31.9	98.4
BPO	11.7	11.2	22.9	11.4	34.4	13.0	47.3
Corporate & others	1.0	0.5	1.5	0.5	2.0	0.7	2.7
Cegedim	122.5	128.7	251.2	124.8	376.0	148.7	524.7



2021 organic revenue change by quarter

2021 vs 2020

% change	Q1	Q2	H1	Q3	9M	Q4	FY
Software & Services	(0.1)%	+9.7%	+4.6%	+3.3%	+4.2%	+4.8%	+4.4%
Flow	+3.4%	+14.7%	+8.7%	+3.9%	+7.1%	+3.0%	+6.0%
Data & Marketing	+5.7%	+26.9%	+16.5%	+14.5%	+15.8%	+5.1%	+12.1%
BPO	(5.2)%	(3.2)%	(4.3)%	(4.5)%	(4.3)%	(0.4)%	(3.3)%
Corporate & others	+21.3%	(45.5)%	(12.6)%	(44.2)%	(23.9)%	(27.4)%	(24.8)%
Cegedim	+1.0%	+11.7%	+6.2%	+4.0%	+5.5%	+3.9%	+5.0%



2020 Revenue by division and by quarter

FY - 2020

In € million	Q1	Q2	H1	Q3	9M	Q4	FY
Software & Services	69.1	64.6	133.7	68.0	201.7	75.5	277.2
Flow	20.4	18.0	38.4	19.0	57.4	22.0	79.4
Data & Marketing	18.9	19.6	38.4	19.0	57.5	30.3	87.8
BPO	12.3	11.6	23.9	12.0	35.9	13.0	48.9
Corporate & others	0.9	0.9	1.7	1.0	2.7	1.0	3.6
Cegedim	121.5	114.7	236.2	118.9	355.1	141.8	496.9



2020 organic revenue change by quarter

2020 vs 2019

% change	Q1	Q2	H1	Q3	9M	Q4	FY
Software & Services	+3.4%	(7.6)%	(2.2)%	+0.3%	(1.4)%	+1.2%	(0.7)%
Flow	+0.8%	(13.7)%	(6.5)%	+0.6%	(4.2)%	(1.9)%	(3.6)%
Data & Marketing	(0.2)%	(12.0)%	(6.6)%	+6.8%	(2.5)%	+13.3%	+2.4%
BPO	+14.0%	+7.2%	+10.6%	+4.7%	+8.6%	(7.0)%	+3.9%
Corporate & others	(3.4)%	+4.2%	+0.3%	+14.7%	+5.0%	+10.1%	+6.3%
Cegedim	+3.3%	(8.0)%	(2.5)%	+1.9%	(1.1)%	+2.3%	(0.2)%



2022 Financial agenda

March 24

after the market closes

**FY 2021
EARNINGS**

April 28

after the market closes

**Q1 2022
REVENUES**

June 17

**SHAREHOLDERS'
MEETING**

July 28

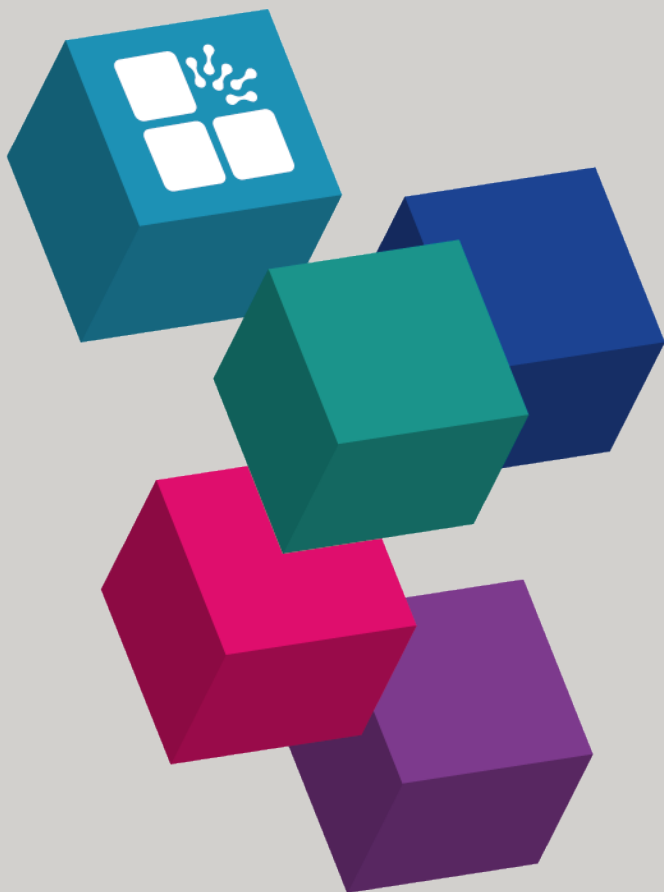
after the market closes

**H1 2022
REVENUES**

September 20

after the market closes

**H1 2022
EARNINGS**



Thank you for your attention

For any additional information
janeryk.umiastowski@cegedim.com

www.cegedim.com/finance

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Public company with share capital of 13,336,506.43€ | 137 rue d'Aguesseau 92100 Boulogne-Billancourt