

# 2021

# FINANCIAL # COMMUNICATION



# H1 2021 REVENUE

July 27, 2021

# Forward-looking statement

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.





Day after day, our more than 5,000 great employees work hard to improve the health of thousands of people every minute



**FY 2020 REVENUE**  
**€496.9m**



**EMPLOYEES**  
**5,311 - Dec. 2020**

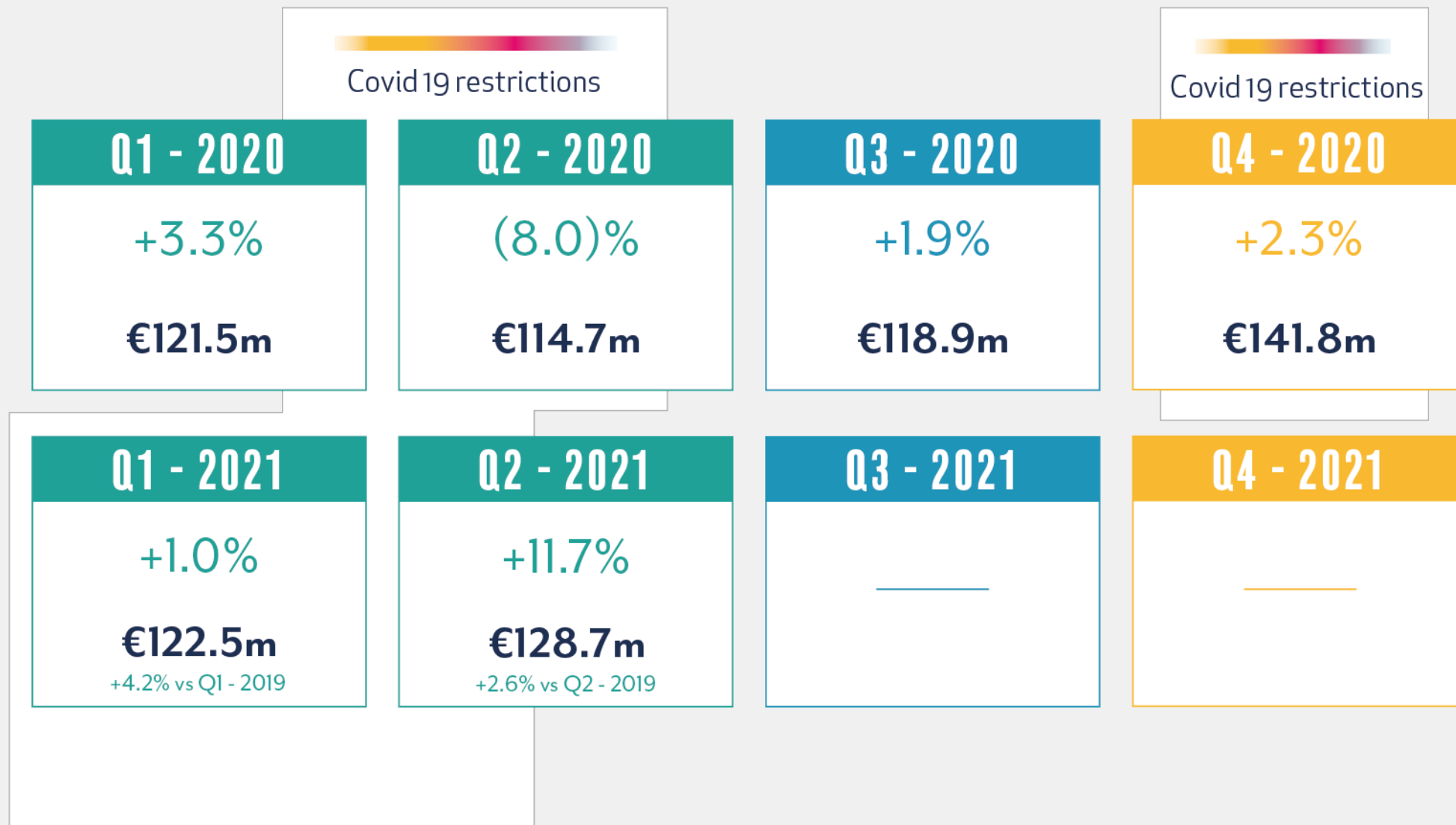


**COUNTRIES**  
**+10**

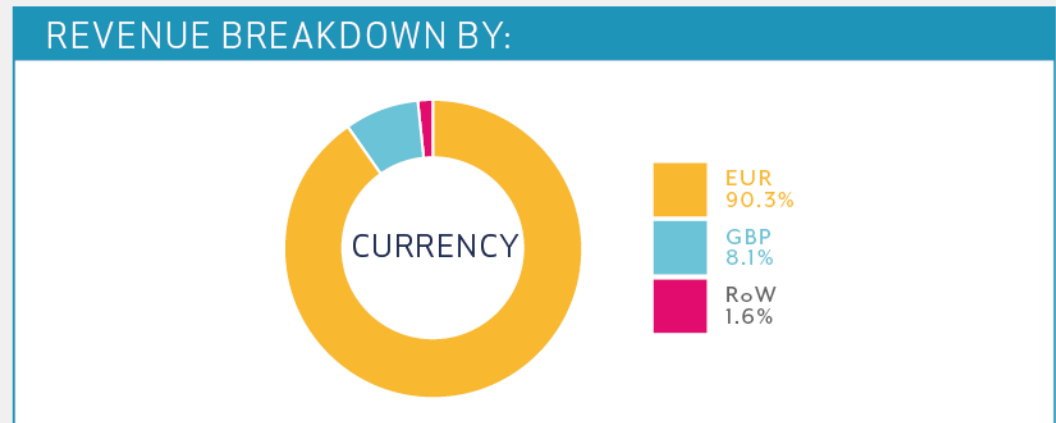


**% OF REVENUE**  
**+84% - from healthcare space**

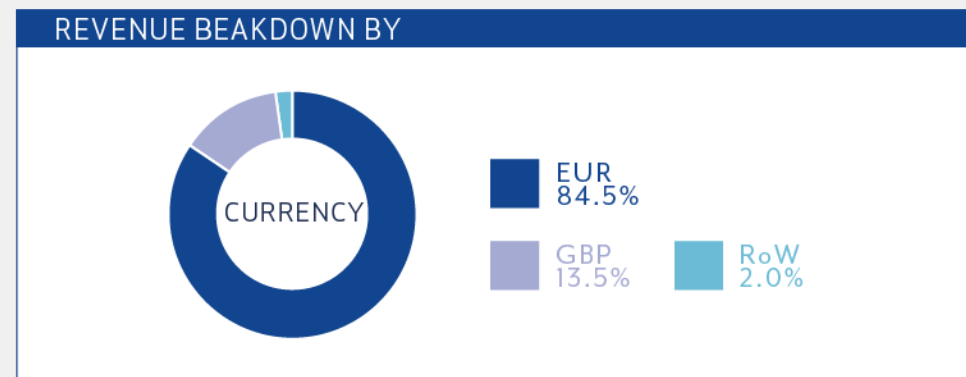
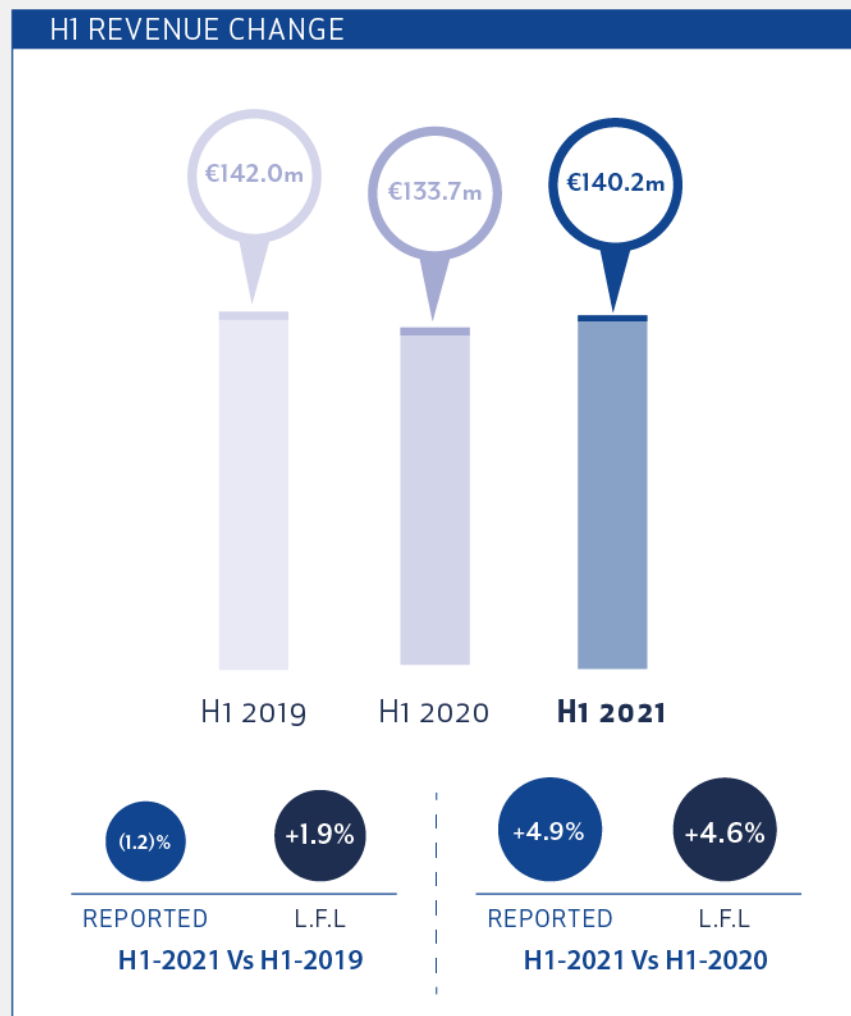
# Rebound started right after the first lockdown



# H1 2021 Revenue up 6.2% like for like

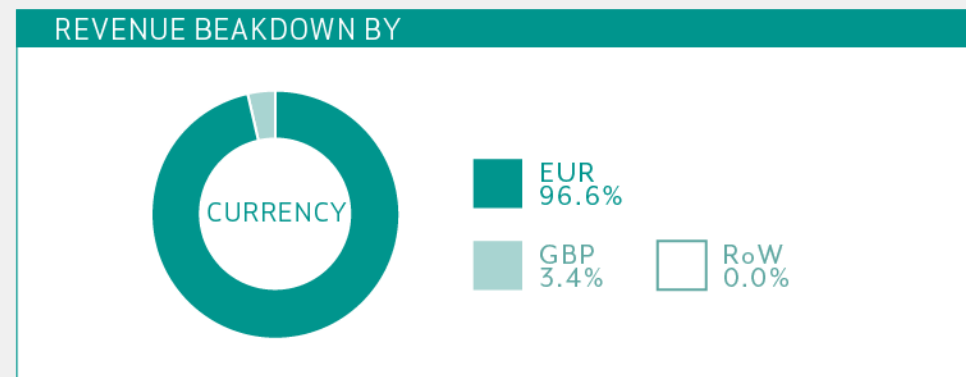
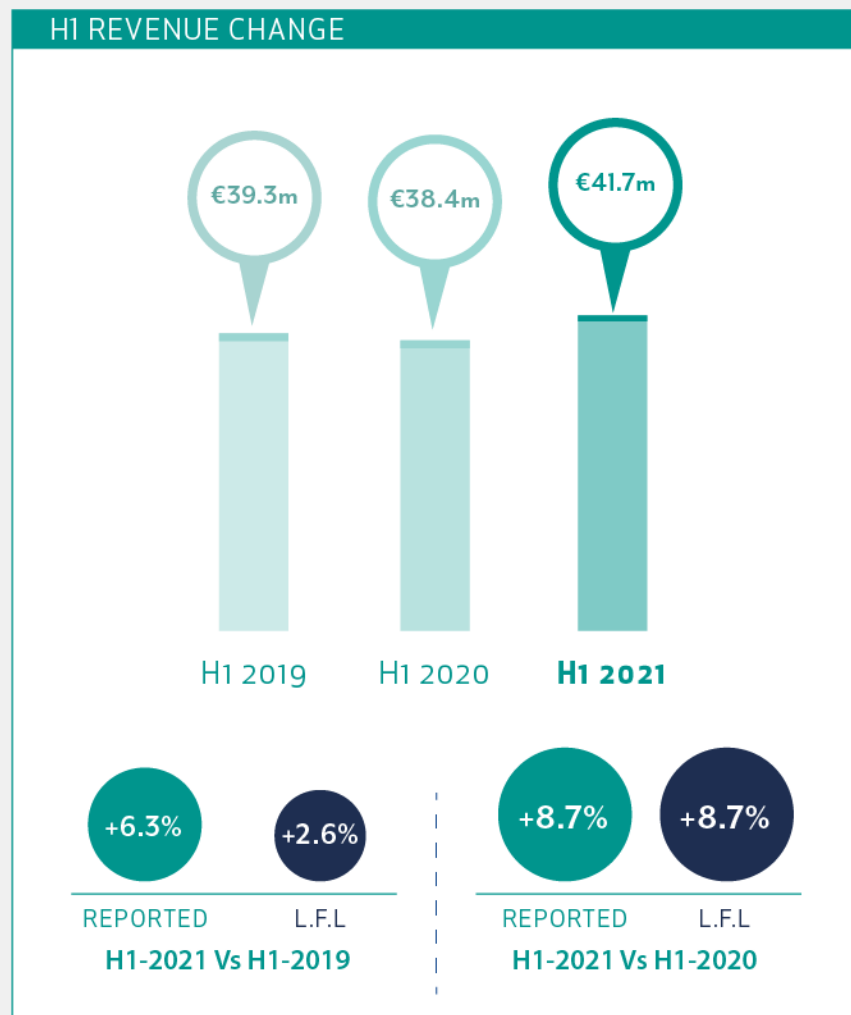


# Software & Services H1 21 revenue: +4.6% LFL



- ### COMMENTS
- Resurgence of project-based business, particularly in health insurance.
  - Allied health professional computerization business in France, appointment scheduling, remote health, and HR management solutions were particularly dynamic in the Q2.
  - Acquisition of Médimust (software publisher serving healthcare professions in France). The acquisition cements Cegedim Santé place as France's number 1 medical software company<sup>(2)</sup>.
  - Acquisition of the start-up Kobus Tech (specializes in patient management for physical therapists ).
  - Cegedim Santé France: a new unit with its own brand aimed at making Cegedim more competitive by bundling products and services for the healthcare professional market.

# Flow H1 21 revenue: +8.7% LFL

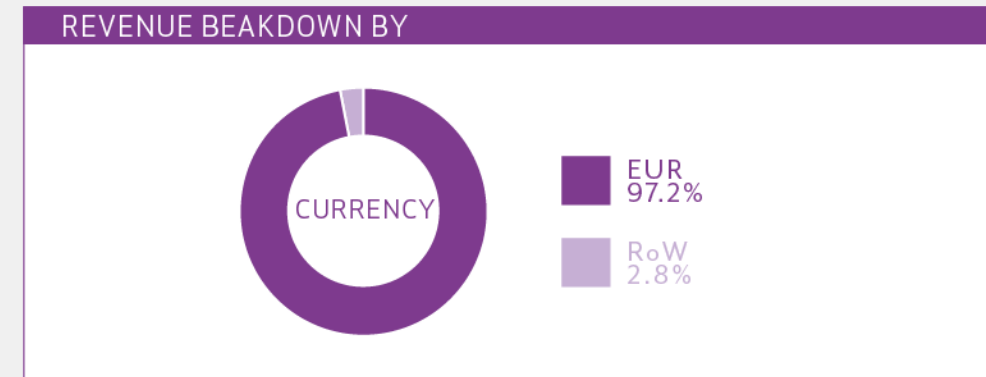
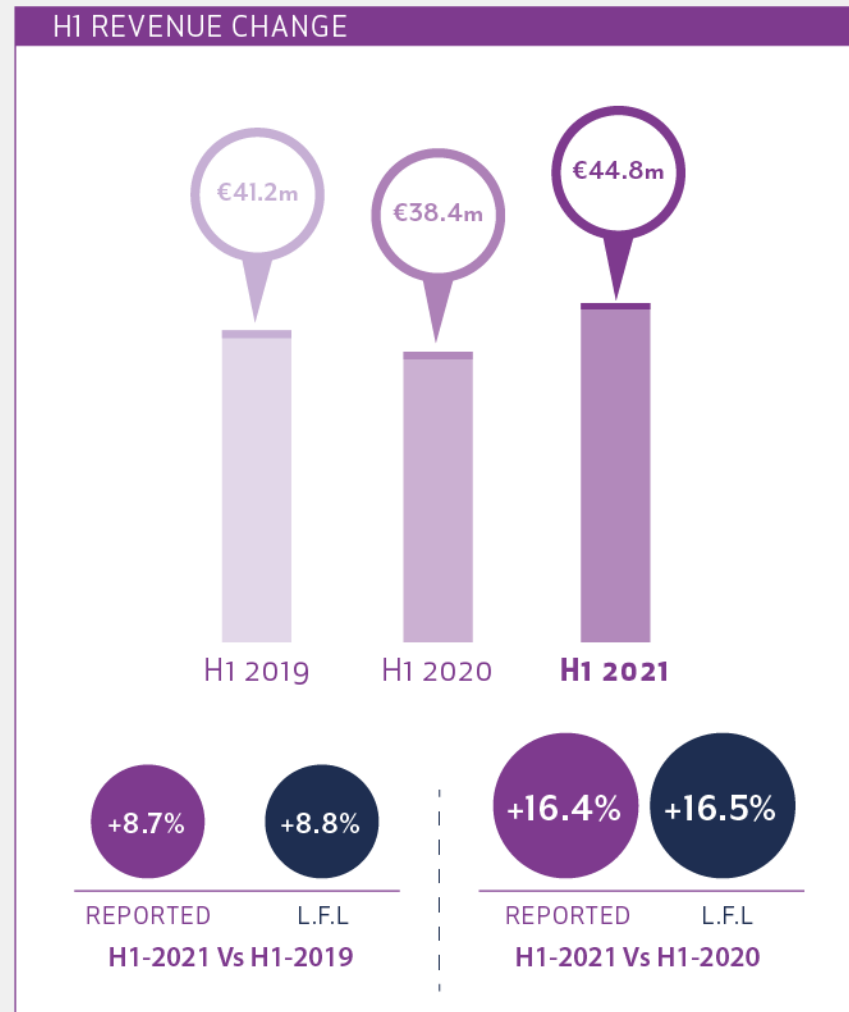


### COMMENTS

Process digitalization had a strong quarter across all sectors.

After people in France reduced their use of the healthcare system early in the year because of public health restrictions, healthcare flow business increased in the Q2.

# Data & Marketing H1 21 revenue: +16.5% LFL



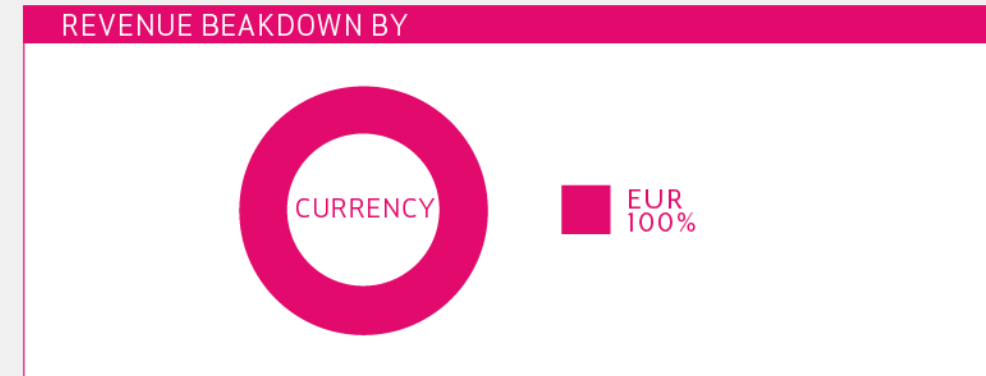
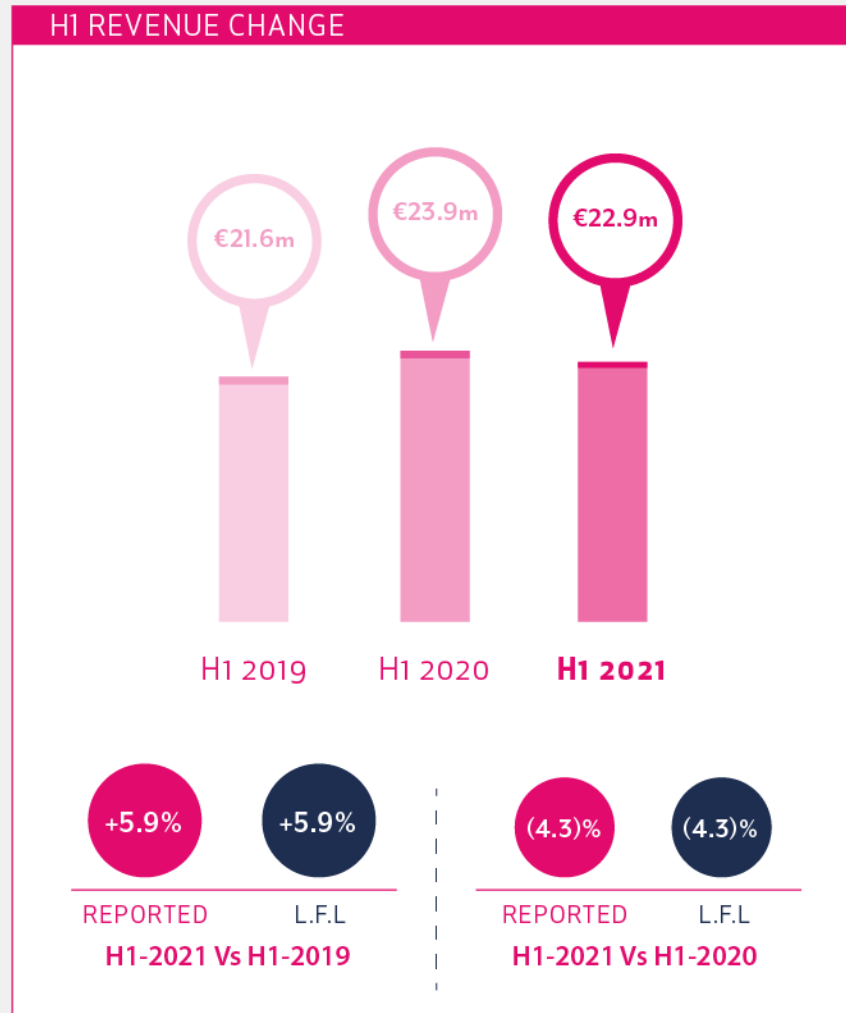
### COMMENTS

Data activities experienced strong growth against the backdrop of the pandemic.

Advertising in French pharmacies was again close to its pre-pandemic level.



# BPO H1 21 revenue: (4.3)% LFL

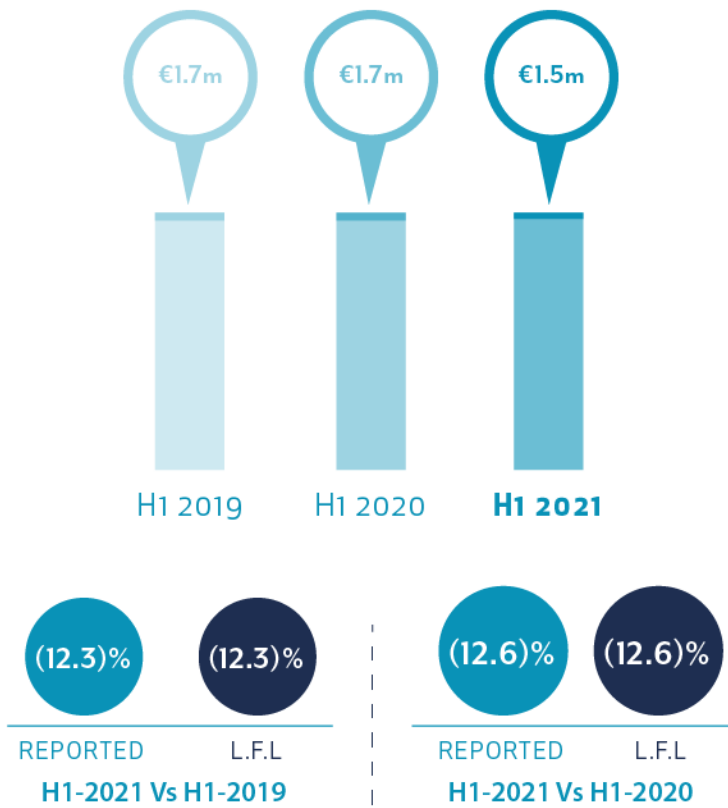


### COMMENTS

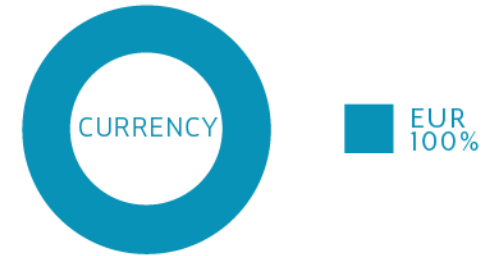
A significant portion of this division's business is providing services for insurance companies and mutual insurance providers, so it took a hit from public health restrictions that caused people in France reduce their use of the healthcare system.

# Corporate & others H1 21 revenue: (12.6)% LFL

## H1 REVENUE CHANGE



## REVENUE BEAKDOWN BY



## COMMENTS

No comments

# FY 2021 Outlook



This target may need to be revised if the Covid-19 crisis causes a severe tightening of public health restrictions in Europe after this presentation is issued.

The Group will announce any changes to its outlook for recurring operating income<sup>(1)</sup> growth, currently 4%, when it releases its first half results on September 16, 2021.

*(1) See Cegedim's 2020 Universal Registration Document Chapter 4 Section 4.6 Note 2 on Alternative performance indicators.*

# Cegetim's equity story

A unique integrated healthcare ecosystem

Solid business model

Innovation is our Motto

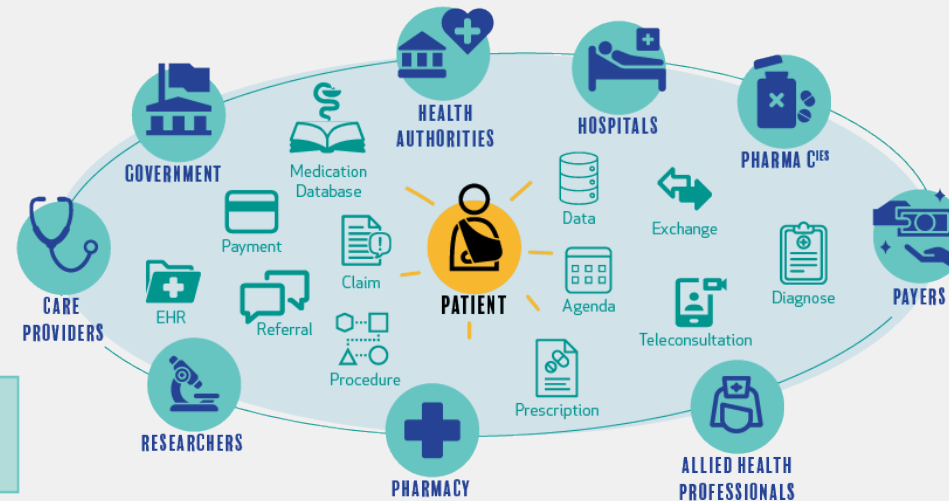
Long-standing shareholder support

Entrepreneurial culture

Strong market position

Stable customer base

A refocused Group



All products in SaaS format

Strong recurring revenue base

Focus on free cash flow

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

# FY 2021 Financial agenda

September 16

after the market closes

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**H1 2021**  
**EARNINGS**

October 28

after the market closes

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**Q3 2021**  
**REVENUES**



# Addendum

H1 2021 Revenue

# H1-2021 Revenue: Sector / Division comparison

H1-2021				
In € million	Health Insurance, HR & e-services	Healthcare Professionals	Corporate & others	Total
Software & Services	67.2	73.0	—	140.2
Flow	41.7	—	—	41.7
Data & Marketing	44.8	—	—	44.8
BPO	22.9	—	—	22.9
Corporate & others	—	—	1.5	1.5
Cegedim	176.6	73.0	1.5	251.2

# Breakdown of business by activities

**56%**

of FY 2020 revenue

Licenses, SaaS, internet services and maintenance, integration, hosting for healthcare professionals in France, Spain, the UK, Belgium, Italy, and Romania, health insurance companies in France and the UK and HR departments in France.

**Software**



**Flow**



**17%**

of FY 2020 revenue

Digitalization of processes and invoices in healthcare and other sectors in France, the UK and Germany.

**10%**

of FY 2020 revenue

Business process outsourcing for health insurance companies, mainly claims processing, and HR departments in France, with offshore centers in Romania and Morocco.

**BPO**



**Data & Marketing**

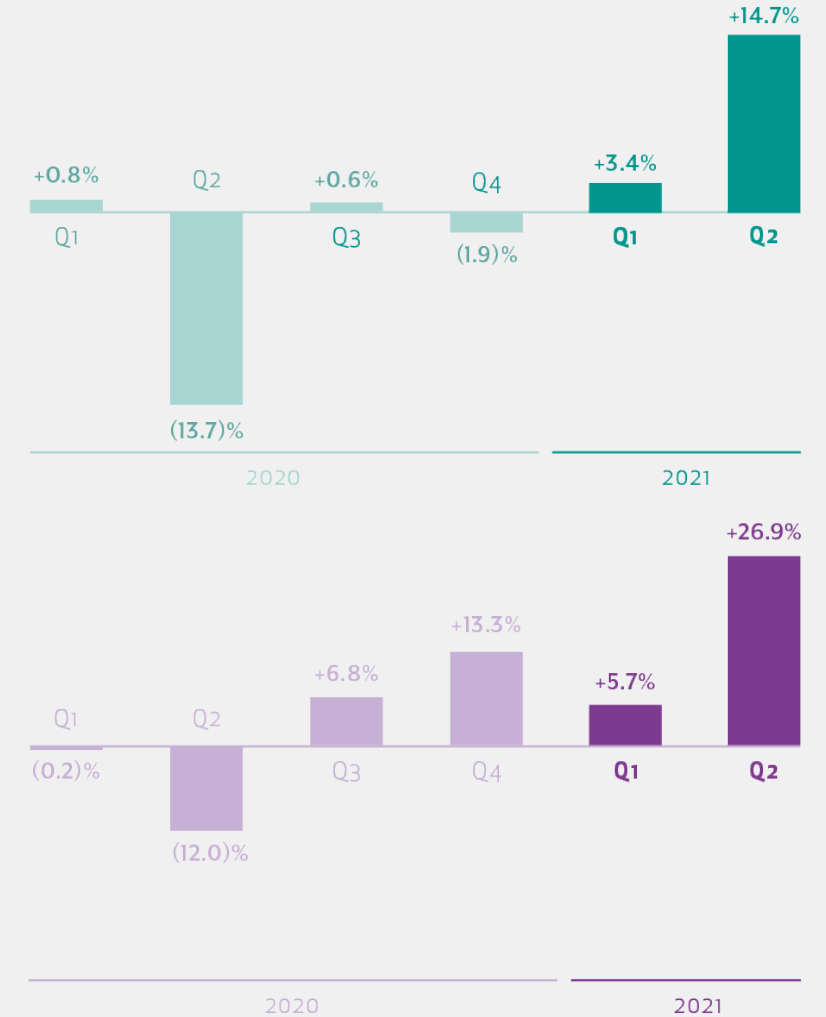
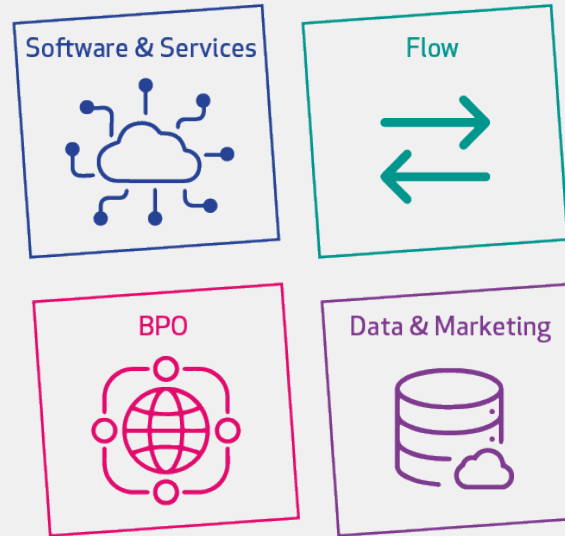
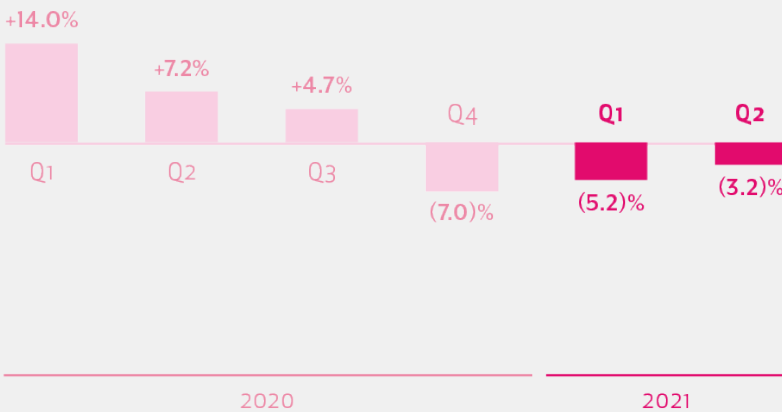
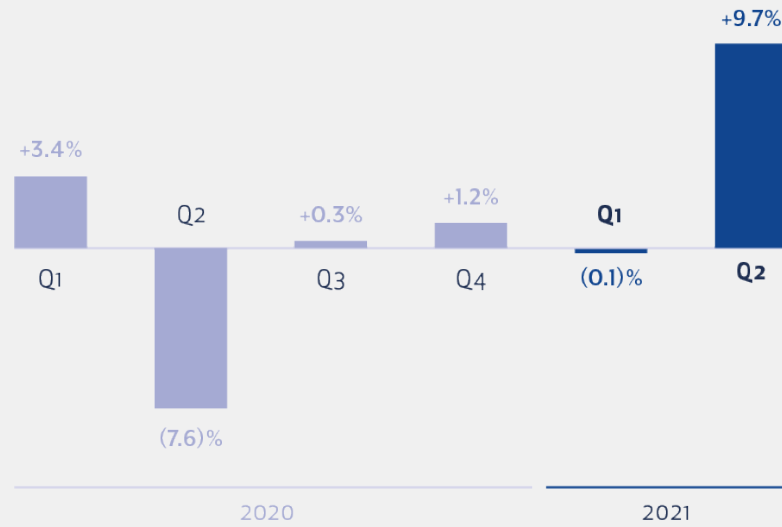


**16%**

of FY 2020 revenue

European Health database used by health authorities, governments, healthcare professionals, and pharma companies in Germany, France, Italy, Spain, Romania, and the UK. Digital and print marketing at pharmacies in France. Digital marketing for French doctors.

# Revenue: Quarterly revenue organic change





# Thank you for your attention

For any additional information

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