

2021

FINANCIAL # COMMUNICATION



9M 2021 REVENUE

October 28, 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.

The big picture

Figures

+5.5% L.f.L
€376.0m

9M 2021 Revenue

**ON THE BACK OF AN
EXCELLENT FIRST HALF,
CEGEDIM ACHIEVED A
SOLID THIRD QUARTER**

+4.0% L.f.L
€124.8m

Q3-2021 Revenue

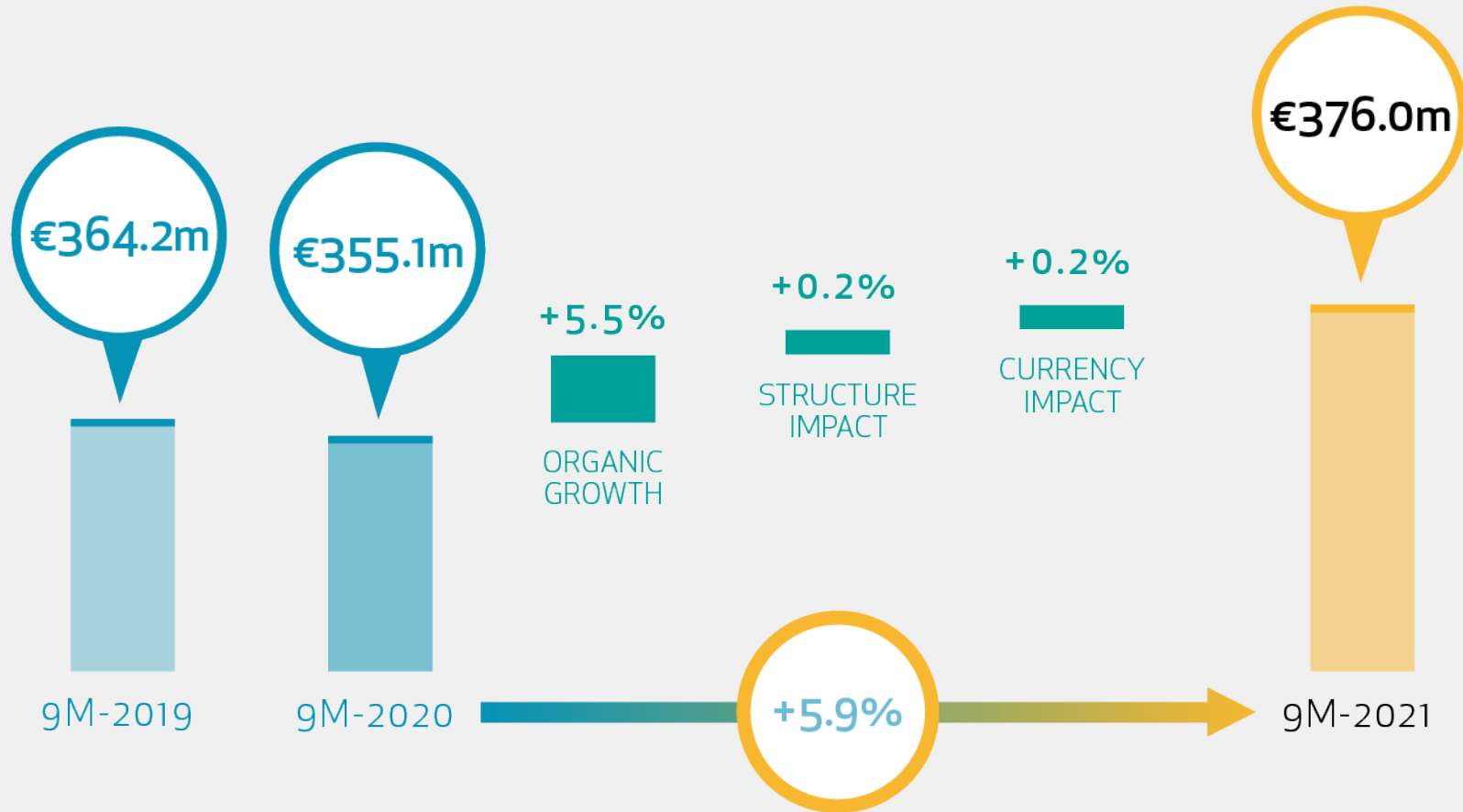
Good progress of

- Data business
- Cegedim Media
- Cegedim Insurance
- Cegedim SRH
- Cegedim e-business
- Maïa

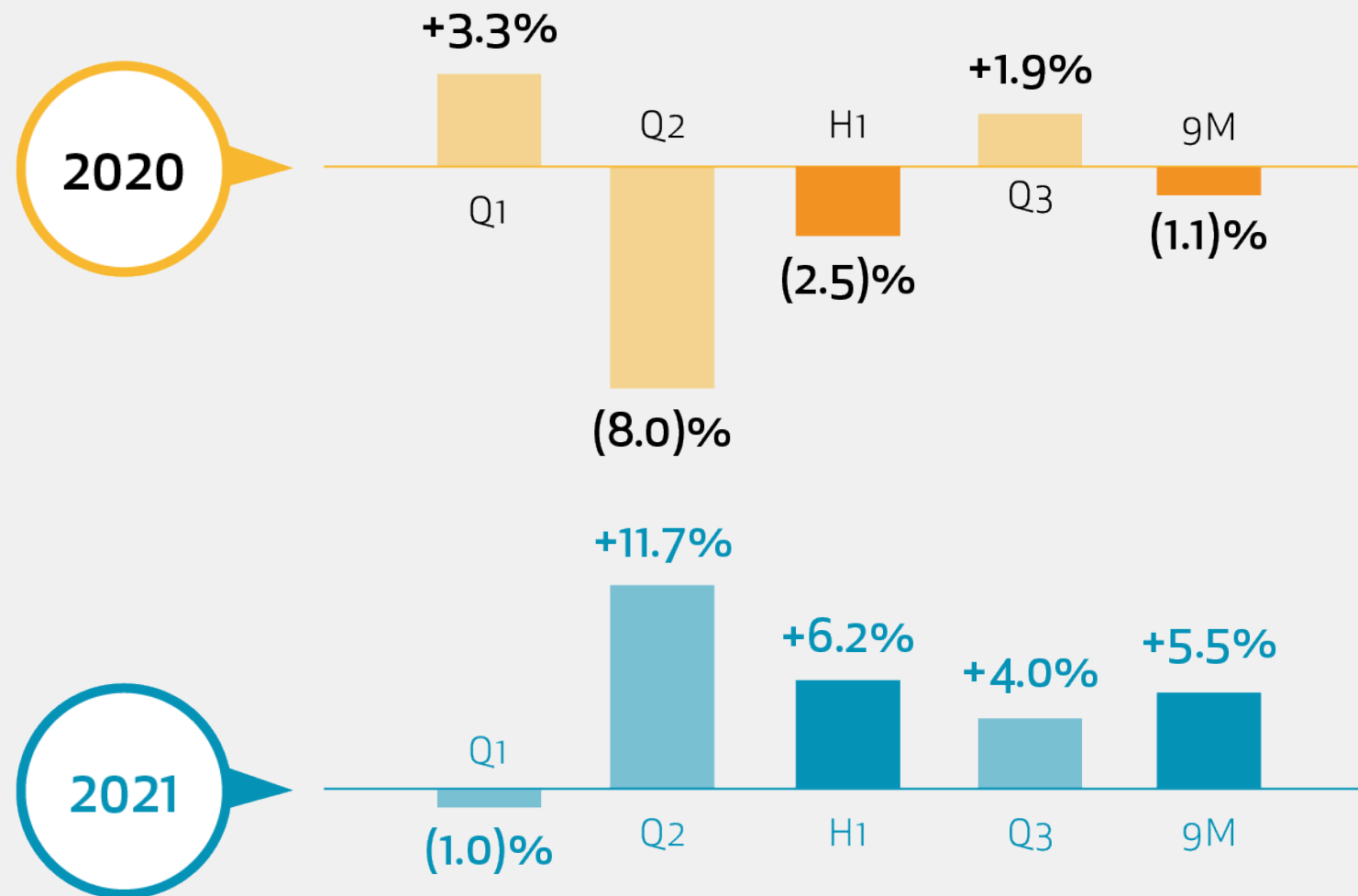
Development

- **Cegedim Santé**
Excellent Momentum
- **Cegedim Real-World Data**
Available now in Italy
- **Futuramedia, digital, communication solutions**, deployed in UK pharmacies

9M 2021 Revenue up 5.5% like for like

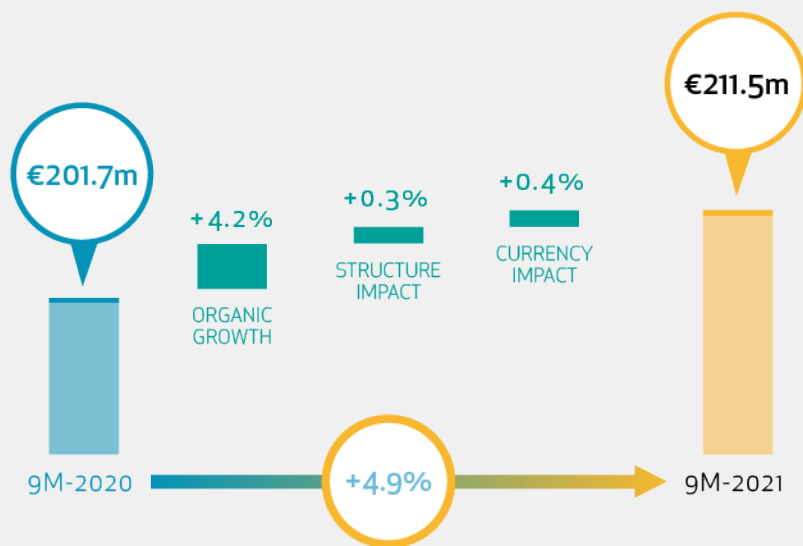


Quarterly organic revenue change (%)

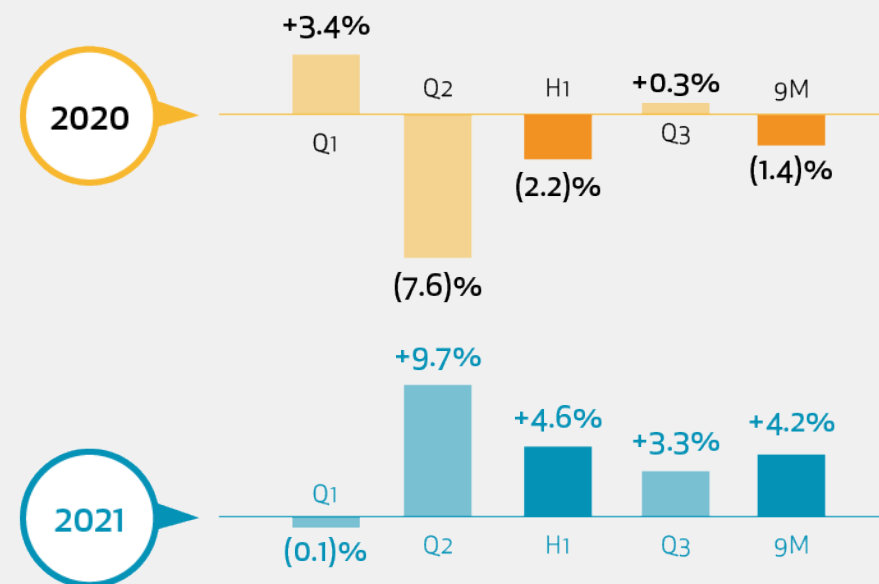


Software & Services: +4.2% LFL 9M 21 revenue

9M - REVENUE

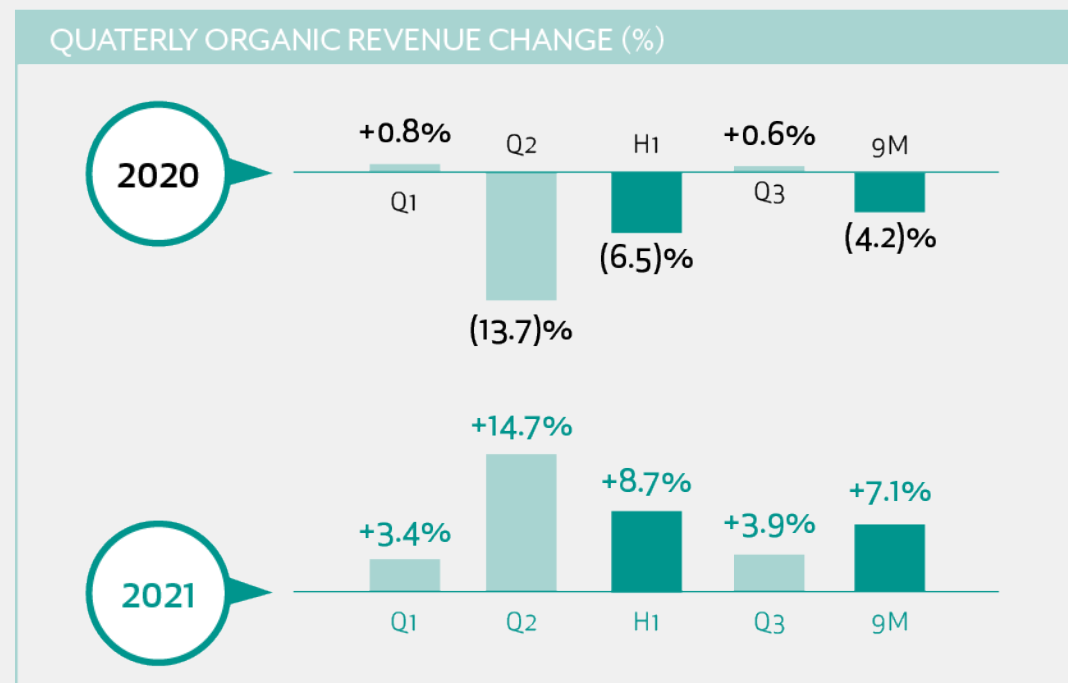
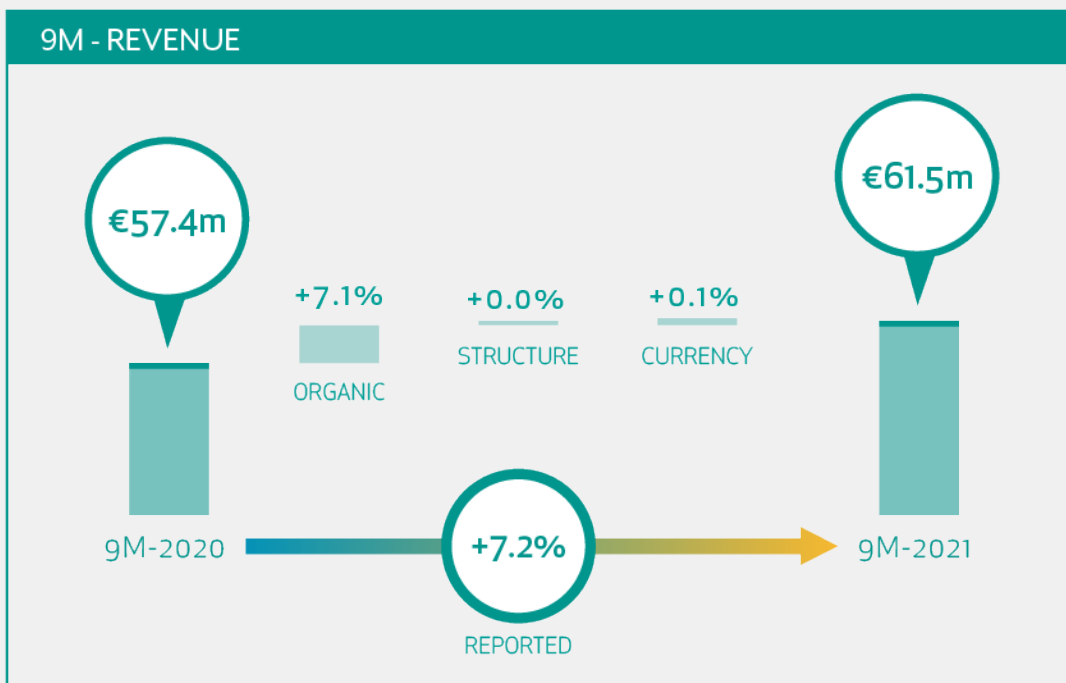


QUARTERLY ORGANIC REVENUE CHANGE (%)



COMMENTS

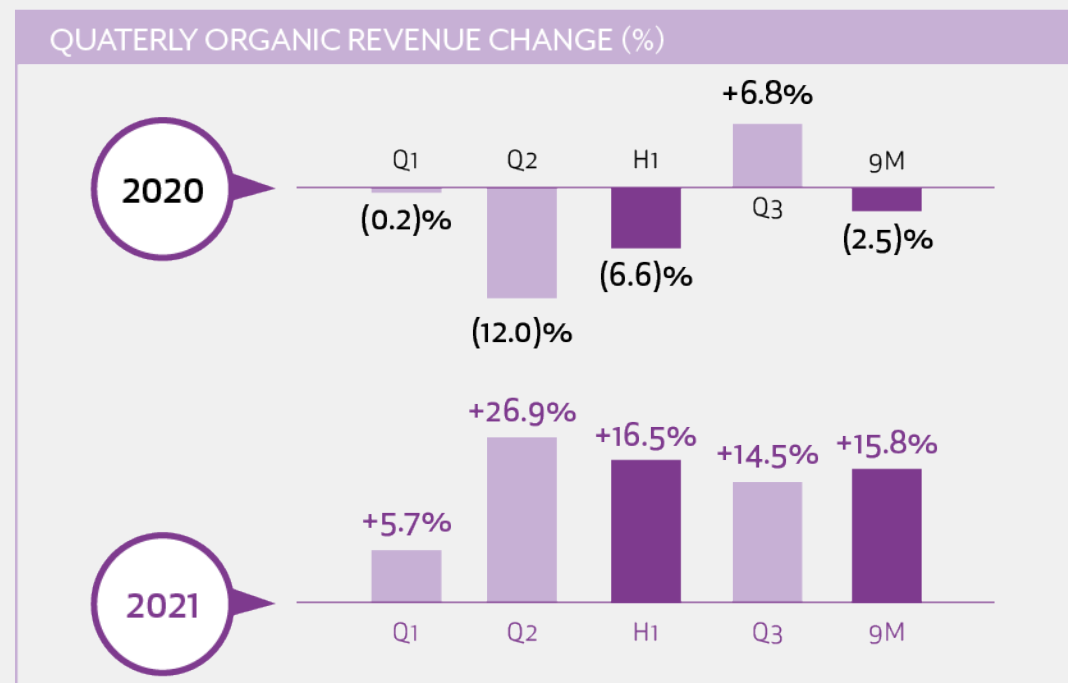
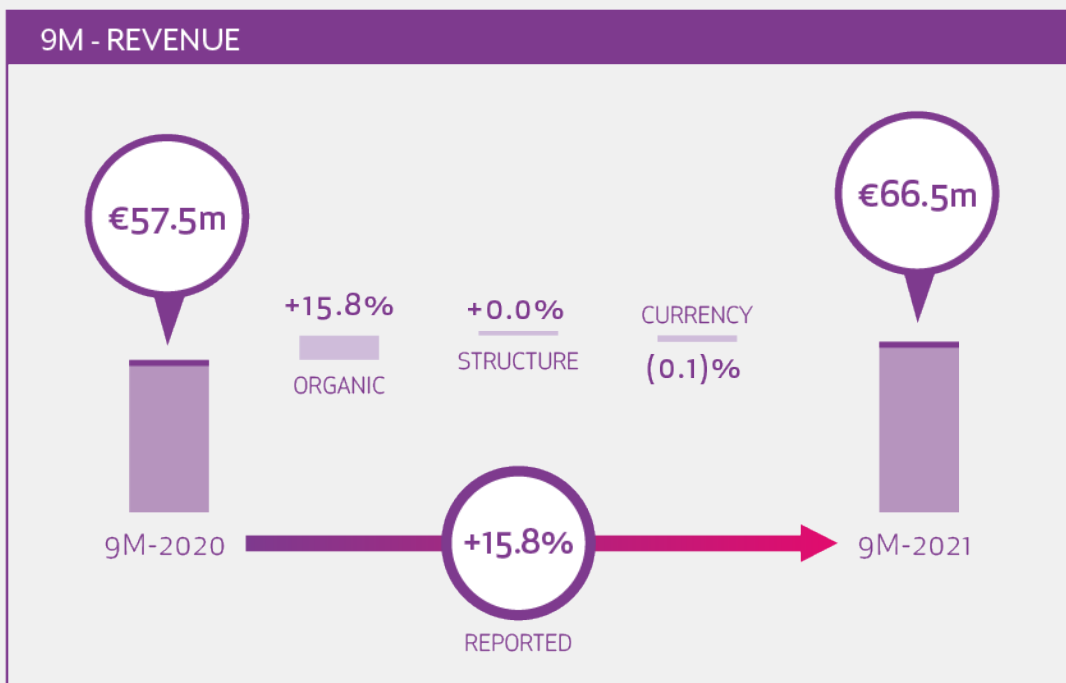
- Strong growth in **computerization activities for health insurers**, bolstered by the resumption of project-based business, among other factors.
- Solid momentum at **Cegedim Santé France**.
- **Maiia**, the appointment scheduling and teleconsultation business, doubled its revenues over the first nine months of 2021 compared with 2020.
- **HR management outsourcing activity** is on the right track.



COMMENTS

- Process digitalization and data exchange experienced growth and began delivering several projects awarded in the first half of 2021.
- People in France reduced their use of the healthcare system early in the year because of public health restrictions due to the Covid-19 pandemic, which put a crimp on healthcare flow business related to reimbursements.

Data & Marketing: +15.8% LFL 9M 21 revenue

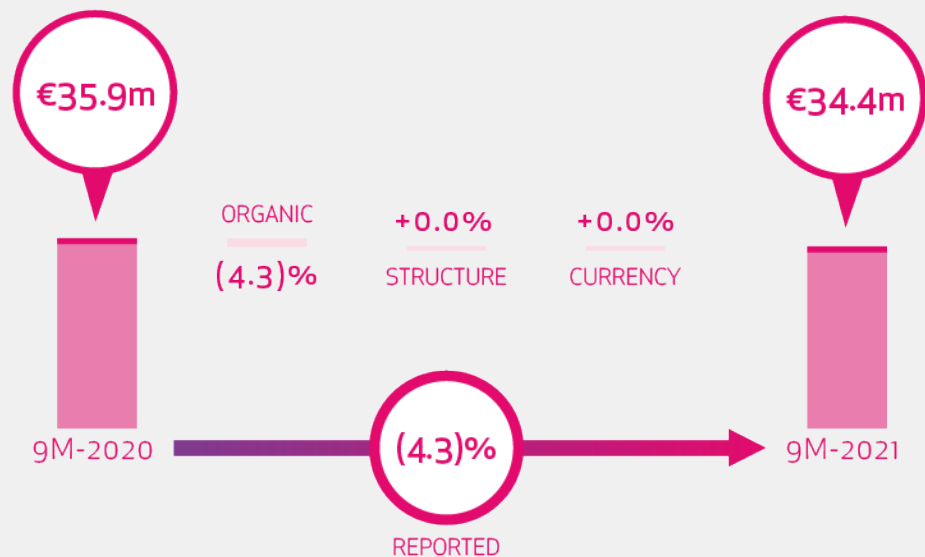


COMMENTS

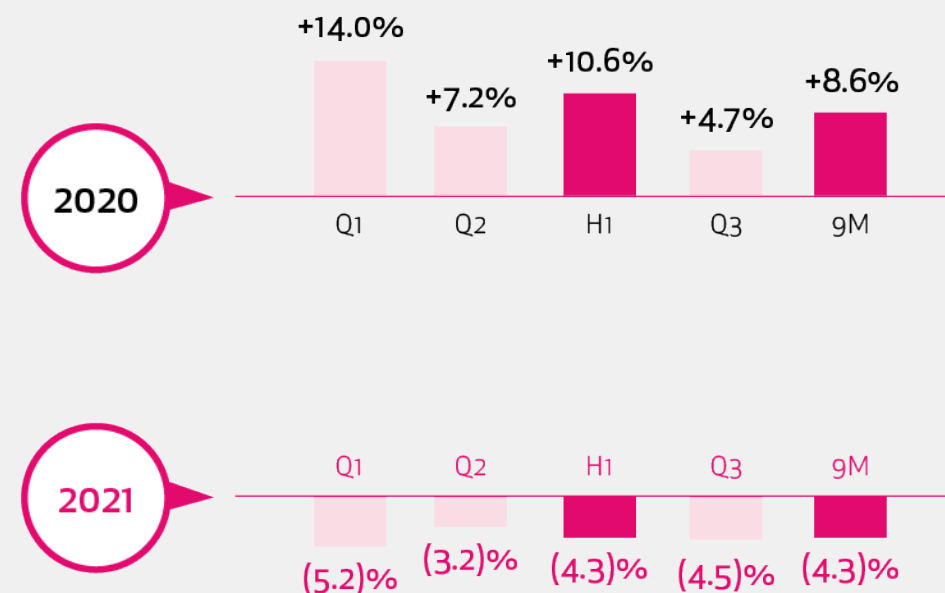
- Data activities experienced strong growth against the backdrop of the pandemic.
 - In July, Cegedim rolled out its real-world database for the Italian market.
- On the back of very strong growth in the third quarter, digital communications for pharmacies in France posted a 9M 2021 performance on a par with its showing over the same period in 2019.
 - Futuramedia, a digital communication solutions expert, is rolling out its offering in UK pharmacies.

BPO: (4.3)% LFL 9M 21 revenue

9M - REVENUE



QUARTERLY ORGANIC REVENUE CHANGE (%)



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.

Conclusion

Performance

On the back of an excellent first half, Cegedim achieved a solid third quarter

+5.5% L.f.L
€376.0m
9M 2021 Revenue

Outlook

Cegedim is well positioned to continue to grow

Benefiting from a strong growth momentum in different businesses

Strategy

Keep focus on innovation

Gain market share

New Guidance

FY 2021 Outlook

REVENUE

+3.0 TO 5.0% LFL

RECURRING OPERATING INCOME

C. +4.0%

These targets 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 does not expect to make any significant acquisitions in 2021. 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

9M 2021 Revenue

9M-2021 Revenue: Sector / Division comparison

| 9M - 2021 | | | | |
|---------------------|--------------------------------------|-----------------------------|-----------------------|-------|
| In € million | Health Insurance, HR & e-services | Healthcare Professionals | Corporate & Others | Total |
| Software & Services | 101.9 | 109.6 | - | 211.5 |
| Flow | 61.5 | - | - | 61.5 |
| Data & Marketing | 66.5 | - | - | 66.5 |
| BPO | 34.4 | - | - | 34.4 |
| Corporate & others | - | - | 2.0 | 2.0 |
| Total | 264.3 | 109.6 | 2.0 | 376.0 |

9M-2021 Revenue by division and by quarter

| 9M - 2021 | | | | | |
|---------------------|-------|-------|--------------|-------|--------------|
| In € million | Q1 | Q2 | H1 | Q3 | 9M |
| Software & Services | 68.8 | 71.4 | 140.2 | 71.3 | 211.5 |
| Flow | 21.0 | 20.7 | 41.7 | 19.8 | 61.5 |
| Data & Marketing | 19.9 | 24.8 | 44.8 | 21.8 | 66.5 |
| BPO | 11.7 | 11.2 | 22.9 | 11.4 | 34.4 |
| Corporate & others | 1.0 | 0.5 | 1.5 | 0.5 | 2.0 |
| Cegedim | 122.5 | 128.7 | 251.2 | 124.8 | 376.0 |

9M-2020 Revenue by division and by quarter

| 9M - 2020 | | | | | |
|---------------------|-------|-------|--------------|-------|--------------|
| In € million | Q1 | Q2 | H1 | Q3 | 9M |
| Software & Services | 69.1 | 64.6 | 133.7 | 68.0 | 201.7 |
| Flow | 20.4 | 18.0 | 38.4 | 19.0 | 57.4 |
| Data & Marketing | 18.9 | 19.6 | 38.4 | 19.0 | 57.5 |
| BPO | 12.3 | 11.6 | 23.9 | 12.0 | 35.9 |
| Corporate & others | 0.9 | 0.9 | 1.7 | 1.0 | 2.7 |
| Cegedim | 121.5 | 114.7 | 236.2 | 118.9 | 355.1 |

2021 organic revenue change by quarter

| 2021 vs 2020 | | | | | |
|---------------------|--------|---------|----------------|---------|----------------|
| % change | Q1 | Q2 | H1 | Q3 | 9M |
| Software & Services | (0.1)% | +9.7% | +4.6% | +3.3% | +4.2% |
| Flow | +3.4% | +14.7% | +8.7% | +3.9% | +7.1% |
| Data & Marketing | +5.7% | +26.9% | +16.5% | +14.5% | +15.8% |
| BPO | (5.2)% | (3.2)% | (4.3)% | (4.5)% | (4.3)% |
| Corporate & others | +21.3% | (45.5)% | (12.6)% | (44.2)% | (23.9)% |
| Cegedim | +1.0% | +11.7% | +6.2% | +4.0% | +5.5% |

2020 organic revenue change by quarter

| 2020 vs 2019 | | | | | |
|---------------------|--------|---------|---------------|--------|---------------|
| % change | Q1 | Q2 | H1 | Q3 | 9M |
| Software & Services | +3.4% | (7.6)% | (2.2)% | +0.3% | (1.4)% |
| Flow | +0.8% | (13.7)% | (6.5)% | +0.6% | (4.2)% |
| Data & Marketing | (0.2)% | (12.0)% | (6.6)% | +6.8% | (2.5)% |
| BPO | +14.0% | +7.2% | +10.6% | +4.7% | +8.6% |
| Corporate & others | (3.4)% | +4.2% | +0.3% | +14.7% | +5.0% |
| Cegedim | +3.3% | (8.0)% | (2.5)% | +1.9% | (1.1)% |

FY 2022 Financial agenda

January 27

after the market closes

FY 2021
REVENUES

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

Download our mobile app Cegedim IR in iOS and Android and follow us on



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