

Full-Year Financial Information as of December 31, 2011
IFRS – Regulated information – Audited

2011: a Transitional Year for Cegedim – Renewed Growth Expected in 2012

- Solid sales momentum still on track
- Increase in innovation efforts give rise to numerous new product launches
- Management optimistic for the second half of 2012

Paris, April 2, 2012 – [Cegedim](#), a global technology and services company specializing in the healthcare field, consolidated 2011 revenue of €911.5 million and an operating income from continuing operations of €83.9 million.

Amid tough conditions, Cegedim's revenue and operating income experienced a decline. This decline was offset by the Group's diverse business portfolio, client base and geographical presence, combined with solid sales momentum.

In 2012, the Group's sustained innovation efforts over the past three years gave rise to a successful platform for SaaS offerings (CDF – Cegedim Dynamic Framework), which is based on a pioneering original architecture. It will be gradually rolled out in support of the Group's many applications, starting with software for pharmacists in the UK.

The ongoing sales momentum, innovative new product launches and Performance Improvement Plan will have a positive impact on Group operating income from continuing operations starting in the second half of 2012.

• Simplified income statement

	2011		2010		Δ
	€m	%	€m	%	
Revenue	911.5	100%	926.7	100%	-1.6%
EBITDA from continuing operations	150.4	16.5%	174.8	18.9%	-13.9%
Depreciation	-66.5		-66.8		-0.4%
Operating income from continuing operations	83.9	9.2%	108.0	11.7%	-22.3%
Dendrite brand discontinuation	-		-104.0		n.m.
Exceptional operating income / expenses	-8.0		-10.8		-26.0%
Operating income	75.9	8.3%	-6.8	n.m.	n.m.
Net cost of financial debt	-37.7		-34.3		+9.9%
Tax expenses	-6.6		+24.0		n.m.
Share of earnings in equity-accounted affiliates	1.0		0.9		+15.2%
Consolidated profit	32.7	3.6%	-16.2		n.m.
Profit attributable to the owners of the parent	32.6	3.6%	-16.3		n.m.

* at constant scope and exchange rates

Cegedim generated consolidated revenue of €911.5 million, down 1.6% on a reported basis and 2.8% like for like compared with 2010. Acquisitions boosted revenue by 1.7% and currencies had a negative impact of 0.6%.

Operating income from continuing operations was €83.9 million, down 22.3% compared with 2010. This drop was the result of higher personnel costs in the first half and weaker sales in the second half. As a result, the operating margin from continuing operations came to 9.2%, versus 11.7% a year earlier. We note that execution of the Performance Improvement Plan helped cut personnel costs by 4% between the first and second half of 2011.

The cost of financial debt rose from €34.3 million to €37.7 million, a 9.9% increase. The effective tax rate came to 17.2%.

The Group's consolidated net profit came to €32.6 million, and EPS amounted to €2.3 compared with a €1.2 loss a year earlier due to the impact of discontinuing the Dendrite brand.

The Group global presence and its diversification of activities allowed it to limit the negative impacts from crises, geopolitical events and natural disasters that occurred throughout the world in 2011.

Analysis of business trends by sector

- **CRM and strategic data**

Sector revenue for 2011 was €510.6 million, down 3.0% on a reported basis. Acquisitions boosted revenue by 0.2%, whereas currencies had a negative impact of 0.9%. Like-for-like* revenue fell 2.3% over the period.

Sector operating income from continuing operations was €33.6 million, down €17.6 million compared with 2010. As a result, the operating margin from continuing operations was 6.6%, compared with 9.7% a year earlier. But it is important to note that the margin improved tremendously in the second half of 2011: to 10.2% from 2.8% in the first half.

This speedy recovery was made possible by the salutary effects of stabilizing the number of Cegedim solution users worldwide, and by making implementation tools fully reliable.

The sector is also being driven by

- The growth in emerging country business (14% of revenue);
- The development of compliance solutions in response to the Sunshine Act in the US and similar regulations which extend in Europe;
- The global healthcare professionals database, Cegedim's core CRM offering, OneKey, cleared the threshold of 8 million healthcare professionals in early 2012;
- The new version of the Mobile Intelligence offering for iPad, scheduled for launch in the second half of 2012.

- **Healthcare professionals**

Sector revenue came to €259.8 million in 2011, down 4.1% on a reported basis. Acquisitions (Pulse in the US and Pharmec in Romania) boosted revenue by 2.6%, but currencies had a negative impact of 0.3%. Like-for-like* revenue fell 6.5% over the period.

Sector operating income from continuing operations was €29.3 million, down €7.5 million compared with 2010. As a result, the operating margin from continuing operations was 11.3%, down from 13.6% a year earlier.

Most of the drop in Healthcare professional sector revenue was due to the significant decline in activity at Cegelease and RNP (-12%), in part compensated by the increase at the Cegedim Healthcare Software division (+4%), the margin follows the same path.

Cegedim should benefit from:

- The development of the Performance-based pay policy for doctors around the world;
- The launch in January 2012 of monLogicielMedical.com, the Group's fully web-based medical software;
- Pulse's business increased in the US;
- From the expected recovery of RNP and Cegelease business.

- **Insurance and services**

Sector 2011 revenue amounted to €141.0 million, up 9.2% on a reported basis. Acquisitions boosted revenue by 6.2%, and currencies had a positive impact of 0.1%. Like-for-like* revenue rose 2.9% over the period.

Sector operating income from continuing operations was €21.0 million, up €1.1 million compared with 2010. As a result, the operating margin from continuing operations was 14.9%, versus 15.4% a year earlier.

Strong growth in this sector was driven by the positive trends in online services management in third-party payer platforms.

Future growth is ensured by expanding these offerings to hospitals and dentists, following the success with eye care professionals in 2011.

Financial resources

Cegedim's total consolidated balance sheet at December 31, 2011, amounted to €1.393 billion, up slightly compared with the end of 2010. The balance sheet structure is robust; share capital increased by 7.5% and now represents 37% of total assets. This trend is chiefly the result of a €48.9 million increase in consolidated net profit.

Due to EUR/USD currency impacts, acquisition goodwill amounted to €725 million compared with €711 million at end-2010. It is stable at 52% of the total balance sheet.

Cash and equivalents (€73.1 million) exceed the value of short-term financial debt (€49.9 million).

Net financial debt comes to €453.3 million, compared with €461.6 million at end-2010. This €8.3 million decrease is the result of a €14.3 million drop in gross debt, partially offset by a €6 million decrease in cash.

Before the cost of net financial debt and taxes, cash flow was €140 million, down 13% compared with end-2010. The level of gearing improved to 0.9 from 1.1 at end-June 2011 and 1.0 at end-December 2010. The Group was in compliance with all of its bank covenants at end-2011.

2011 highlights

- Acquisition in Romania of Pharmec (around €1 million of revenue)
- Refinancing the bank credit used in the May 2007 acquisition of Dendrite
- Maturity of the FCB loan (FCB, company owned by the Labrune family) extended by two years

Significant post-closing transactions and events

To the best of the company’s knowledge, there have been no post-closing events or changes that would materially alter the Group’s financial situation.

Outlook

Over the coming months, Cegedim will benefit from:

- The launch of innovative new products;
- The increasing use of performance-based pay policies for doctors, particularly in France;
- The sales momentum that began in 2011 for the CRM, Compliance and OneKey offerings;
- The revolution in the control of online rights in the health insurance sector;
- Continued progress, internally, on the Performance Improvement Plan.

These factors will boost the Group’s consolidated revenue and EBITDA starting in the second half of 2012.

Financial calendar

The Group will hold a conference call on April 3rd, 2012, at 6:15 pm in English (Paris time). The call will be hosted by **Jan Eryk Umiasowski, Cegedim Chief Investment Officer and Head of Investor Relations.**

Cegedim’s annual results presentation is available at:

<http://www.cegedim.com/finance/documentation/Pages/presentations.aspx>

Contact numbers:	+33 1 72 10 50 80	France	Access code: 35957892#
	+33 1 72 10 50 81	France	
	+49 302 21 51 00 68	Germany	
	+44 203 428 1111	UK	
	12122577611	USA	

April 3, 2012 – 11:30 am

- SFAF meeting

May 3, 2012 (after the stock market closes)

- 2012 Q1 Revenue release

August 1st 2012 (after the stock market closes)

- 2012 Q2 Revenue release

September 19, 2012 (after the stock market closes)

- 2012 HY Results release

September 20, 2012

- SFAF Meeting

November 8, 2012 (after the stock market closes)

- 2012 Q2 Revenue release

Additional information

The Audit Committee met on March 30th, 2012. The Board of Directors and the Auditors met on April 2nd, 2012, to approve 2011 consolidated financial statements. Audit procedures have been performed and the 2011 Full-year statutory auditors' report on the financial statements is forthcoming.

The financial information presented in this press release comes from Cegedim Full-year consolidated financial statements and is fully available on the 2011 Reference Document at www.cegedim.com/finance as of April 5, 2012.

A presentation of Cegedim 2011 Full-year results will also be available on the website:

- In English :

<http://www.cegedim.com/finance/documentation/Pages/presentations.aspx>

- In French :

<http://www.cegedim.fr/finance/documentation/Pages/presentations.aspx>

The transcription (in French and English) of the April 3rd, 2012, results presentation for analysts by Jean-Claude Labrune and Pierre Marucchi will also be available on the website shortly.

To stay informed, subscribe to our twitter feed: <http://twitter.com/CegedimGroup#>

[Appendices](#)

- Balance sheet

Assets

<i>In thousand of euros</i>	12/31/2011	12/31/2010**
Goodwill on acquisition	725,058	711,089
Development costs	24,446	48,093
Trademarks, patents	-	-
Other intangible fixed assets	167,002	121,932
Intangible fixed assets	191,448	170,025
Property	409	430
Buildings	5,147	5,540
Other tangible fixed assets	35,958	36,929
Construction work in progress	2,594	261
Tangible fixed assets	44,108	43,160
Equity investments	443	299
Loans	1,400	1,004
Other long-term investments	9,637	8,017
Long-term investments - excluding equity shares in equity method companies	11,480	9,320
Equity shares in equity method companies	7,645	7,276
Government - Deferred tax	48,093	49,317
Accounts receivable : Long-term portion	14,498	16,685
Other receivables : Long-term portion	651	722
Non-current assets	1,042,982	1,007,594
Services in progress	305	298
Goods	10,274	10,428
Advances and deposits received on orders	1,151	1,250
Accounts receivable : Short-term portion	222,350	233,446
Unpaid, called-up capital	-	-
Other receivables : Short-term portion	25,778	25,702
Cash equivalents	14,041	13,238
Cash	59,087	65,916
Prepaid expenses	17,347	19,151
Current assets	350,334	369,429
Total assets	1,393,316	1,377,023

** : The comparative financial statements presented at 12/31/2010 were drawn up by retrospectively applying the equity method for actuarial differences relating to provisions for pensions and similar obligations.

Equity and Liabilities

<i>In thousand of euros</i>	12/31/2011	12/31/2010**
Share capital	13,337	13,337
Issue premium	185,562	185,562
Group reserves	263,439	291,153
Group exchange reserves	-238	-238
Group exchange gains/losses	21,058	6,356
Group earnings	32,580	-16,349
Investment subsidies	-	-
Regulated provisions	-	-
Shareholders' equity, Group share	515,737	479,820
Minority interests (reserves)	407	384
Minority interests (earnings)	90	102
Minority interests	497	486
Shareholders' equity	516,234	480,306
Long-term financial liabilities	483,744	489,280
Long-term financial instruments	14,094	13,334
Deferred tax liabilities	12,862	13,466
Non-current provisions	25,154	26,481
Other non-current liabilities	7,142	29,890
Non-current liabilities	542,996	572,451
Short-term financial liabilities	51,871	60,667
Short-term financial instruments	27	-
Accounts payable and related accounts	92,079	74,789
Tax and social liabilities	119,517	125,780
Provisions	5,075	6,066
Other current liabilities	65,516	56,963
Current liabilities	334,085	324,266
Total Liabilities	1,393,316	1,377,023

** The comparative financial statements presented at 12/31/2010 were drawn up by retrospectively applying the equity method for actuarial differences relating to provisions for pensions and similar obligations.

• Income statement

<i>In thousand of euros</i>	12/31/2011	12/31/2010**
Revenue	911,463	926,674
Other operating activities revenue	-	-
Capitalized production	47,137	40,188
Purchases used	-105,648	-110,887
External expenses	-240,184	-225,586
Taxes	-15,101	-14,660
Payroll costs	-442,231	-435,579
Allocations to and reversals of provisions	-3,886	-4,088
Change in inventories of products in progress and finished products	101	94
Other operating income and expenses	-1,224	-1,371
EBITDA	150,428	174,786
Depreciation expenses	-66,523	-66,807
Operating income from continuing operations	83,905	107,979
Drop of Dendrite trademark	-	-104,009
Exceptional operating income and expenses	-7,983	-10,792
Other exceptional operating income and expenses	-7,983	-114,801
Operating income	75,922	-6,822
Income from cash and cash equivalents	5,487	961
Gross cost of financial debt	-36,433	-30,450
Other financial income and expenses	-6,723	-4,793
Cost of net financial debt	-37,669	-34,282
Income taxes	-21,216	-20,189
Deferred taxes	14,642	44,186
Total taxes	-6,574	23,997
Share of profit (loss) for the period of equity method companies	991	860
Consolidated profit (loss) for the period	32,670	-16,247
Attributable To Owners Of The Parent (A)	32,580	-16,349
Minority interests	90	102
Average number of shares excluding treasury stock (B)	13,955,940	13,965,092
Earnings Per Share (in euros) (A/B)	2.3	-1.2
Dilutive instruments	néant	néant
Diluted Earnings Per Share (in euros)	2.3	-1.2
Earnings Per Share from continuing operations (in euros)	2.8	4.1

** The comparative financial statements presented at 12/31/2010 were drawn up by retrospectively applying the equity method for actuarial differences relating to provisions for pensions and similar obligations.

- Consolidated cash flow statement

<i>In thousand of euros</i>	12/31/2011	12/31/2010**
Consolidated profit (loss) for the period	32,670	-16,247
Share of earnings from equity method companies	-991	-860
Depreciation and provisions	63,733	167,894
Capital gains or losses on disposals	415	-437
Cash flow after cost of net financial debt and taxes	95,827	150,350
Cost of net financial debt.	37,669	34,282
Tax expenses	6,574	-23,997
Operating cash flow before cost of net financial debt and taxes	140,070	160,635
Tax paid	-19,776	-15,264
Change in working capital requirements for operations	21,249	-11,503
Cash flow generated from operating activities after tax paid and change in working capital requirements (A)	141,543	133,868
Acquisitions of intangible assets	-50,538	-45,511
Acquisitions of tangible assets	-29,644	-27,783
Acquisitions of long-term investments	-2,084	-
Disposals of tangible and intangible assets	2,083	4,155
Disposals of long-term investments	-	683
Impact of changes in consolidation scope	-1,422	-56,291
Dividends received from equity method companies	662	759
Net cash flows generated by investment operations (B)	-80,943	-123,988
Dividends paid to parent company shareholders	-13,953	-13,959
Dividends paid to the minority interests of consolidated companies	-72	-75
Capital increase through cash contribution	-	-
Loans issued	200,000	303,147
Loans repaid	-222,558	-303,704
Interest paid on loans	-32,300	-18,734
Other financial income and expenses paid or received	1,050	-6,310
Net cash flows generated by financing operations (C)	-67,833	-39,635
Change In Cash without impact of change in foreign currency exchange rates (A + B + C)	-7,233	-29,755
Impact of changes in foreign currency exchange rates	931	5,449
Change in cash	-6,302	-24,306
Opening cash	78,032	102,338
Closing cash	71,730	78,032

** The comparative financial statements presented at 12/31/2010 were drawn up by retrospectively applying the equity method for actuarial differences relating to provisions for pensions and similar obligations.

• Glossary

EPS: Earnings Per Share is a specific financial indicator defined by the Group as the net profit (loss) for the period divided by the weighted average of the number of shares in circulation.

Revenue at constant exchange rate: when changes in revenue at constant exchange rate are referred to, it means that the impact of exchange rate fluctuations has been excluded. The term, “at constant exchange rate” covers the fluctuation resulting from applying the exchange rates for the preceding period to the current fiscal year, all other factors remaining equal.

Revenue on a like-for-like basis: the effect of changes in scope is corrected by restating the sales for the previous period as follows:

- by removing the portion of sales originating in the entity or the rights acquired for a period identical to the period during which they were held to the current period;
- similarly, when an entity is transferred, the sales for the portion in question in the previous period are eliminated;

Internal growth: internal growth covers growth resulting from the development of an existing contract, particularly due to an increase in rates and/or the volumes distributed or processed, new contracts, acquisitions of assets allocated to a contract or a specific project.

External growth: external growth covers acquisitions during the current fiscal year, as well as those which have had a partial impact on the previous fiscal year, net of sales of entities and/or assets.

EBIT: Earnings Before Interest and Taxes. EBIT corresponds to the net revenue minus operating expenses (such as salaries, social charges, materials, energy, research, services, external services, advertising, etc.). It is the operating income for the Cegedim Group.

EBIT from continuing operations: this is EBIT restated to take account of non-current items, such as losses on tangible and intangible assets, restructuring, etc. It corresponds to the operating income from continuing operations for the Cegedim Group.

EBITDA: Earnings before interest, taxes, depreciation and amortization. EBITDA is the term used when amortization or depreciation and revaluations are not taken into account. “D” stands for depreciation of tangible assets (such as buildings, machines or vehicles), while “A” stands for amortization of intangible assets (such as patents, licenses and goodwill). It corresponds to the gross operating earnings for the Cegedim Group.

EBITDA from continuing operations: this is EBITDA restated to take account of non-current items, such as losses on tangible and intangible assets, restructuring, etc. It corresponds to the gross operating earnings from continuing operations for the Cegedim Group.

Net Financial Debt: this represents the Company’s net debt (non-current and current financial debt, bank loans, debt restated at amortized cost and interest on loans) net of cash and cash equivalents and excluding revaluation of debt derivatives.

Net bank debt: this represents net financial debt less Cegedim’s subordinated debt to FCB.

Free cash flow: free cash flow is cash generated, net of the cash part of the following items: (i) changes in working capital requirements, (ii) transactions on equity (changes in capital, dividends paid and received), (iii) capital expenditure net of transfers, (iv) net financial interest paid and (v) taxes paid.

Operating margin: Defined as the ratio of EBIT/revenue.

Operating margin from continuing operations: defined as the ratio of EBIT from continuing operations/revenue.

About Cegedim:

Founded in 1969, Cegedim is a global technology and services company specializing in the healthcare field. Cegedim supplies services, technological tools, specialized software, data flow management services and databases. Its offerings are targeted notably at healthcare industries, life sciences companies, healthcare professionals and insurance companies. The world leader in life sciences CRM, Cegedim is also one of the leading suppliers of strategic healthcare industry data. Cegedim employs 8,200 people in more than 80 countries and generated revenue of €911 million in 2011. Cegedim SA is listed in Paris (EURONEXT: CGM). To learn more, please visit: www.cegedim.com

Contacts:

Aude BALLEYDIER
Cegedim
Media Relations
Tel.: +33 (0)1 49 09 68 81
aude.balleydier@cegedim.fr

Jan Eryk UMIASTOWSKI
Cegedim
Chief investment Officer
Investor Relations
Tel.: +33 (0)1 49 09 33 36
investor.relations@cegedim.fr

Guillaume DE CHAMISSO
Presse Papiers Agency
Press Relations
Tel.: +33 (0)1 77 35 60 99
guillaume.dechamisso@pressepapiers.fr