

Quarterly Financial Information as of March 31, 2014
IFRS - Regulated Information - Not Audited

Cegedim: Revenues in line with expectations

- March activity on target
- Improvement of “CRM and strategic data” product mix
- “Insurance and services” division growth continues

Paris, April 29, 2014 – [Cegedim](#), a global technology and services company specializing in the healthcare field, posted consolidated first quarter 2014 revenues of €204.1 million, down 4.1% on a reported basis and 2.8% like for like compared with the same period in 2013.

On a like-for-like basis, the near stability at the [CRM and strategic data](#) division and the decline at the [Healthcare professionals](#) division were partly offset by growth at the [Insurance and services](#) division.

Like last year, 38% of quarterly revenues were generated in the month of March.

The Group continues to prioritize innovation; this allows Cegedim to anticipate the transformational shifts in the health market and maintain leadership positions in all of the markets in which it operates. This focus on innovation has enabled the Group to launch a number of new products and services that strengthen the Group’s ability to maintain its level of activity in 2014.

With conditions still in flux, Cegedim continues to prioritize debt reduction and is still pursuing efforts to improve its operating leverage.

- The change in revenues per division for the 1st quarter is as follows:

€ thousands	Q1 2014	Q1 2013	Q1 2014/2013 change	
			Reported	Like-for-Like*
CRM and Strategic Data	98,558	103,590	(4.9%)	(1.6%)
Healthcare Professionals	67,315	71,961	(6.5%)	(7.2%)
Insurance and Services	38,012	37,192	+2.2%	+2.2%
Reconciliation	165	122	+35.9%	+35.9%
Group	204,050	212,865	(4.1%)	(2.8%)

In the first quarter of 2014, like-for-like revenues fell 2.8% compared with the year-earlier period. The [Webstar](#) acquisition made a positive contribution of 0.1%, while currencies had a negative impact of 1.5%. The [Reconciliation](#) division’s contribution to Group revenues was not significant.

Analysis of business trends by operating division

- CRM and Strategic Data

In the first quarter of 2014, the division’s revenues came to €98.6 million, down 4.9% on a reported basis. Currencies had a negative impact of 3.3%. Like-for-like* revenues fell 1.6% over the period. There were no acquisitions or divestments.

The [CRM and strategic data](#) division represented 48% of the Group’s consolidated revenues, compared with 49% a year earlier.

Apart from the negative currency impact, the decline in revenues was chiefly the result of weaker CRM business in mature countries and the different seasonality of billing in certain activities unrelated to the pharmaceutical industry, which was partly offset by growth in emerging countries, Compliance activities, and products and services linked to the [OneKey](#) database. It should be noted that market research activities were stable over the period.

[Cegedim](#) continues to adjust its product range and its invoicing model to the fundamental shifts in the world pharmaceutical industry.

The favorable trend in the product mix will have a positive impact on the division's first-quarter margin.

- Healthcare Professionals

In the first quarter of 2014, the division's revenues amounted to €67.3 million, down 6.5% on a reported basis. The [Webstar](#) acquisition and currencies had positive impacts of respectively 0.3% and 0.4%. Like-for-like* revenues were down 7.2% over the period.

The [Healthcare professionals](#) division represented 33% of the Group's consolidated revenues, compared with 34% in the year-earlier period.

The drop in revenues was chiefly attributable to weaker sales of pharmacist software in France as a result of pharmacists' changing business model and hesitancy ahead of the upcoming release of a new line of software. Doctor computerization in the UK was also softer as a result of a demanding comparison caused by the exceptional level of 2013 revenues stemming from the NHS.

This revenue trend will have a negative impact on the division's first-quarter margin.

- Insurance and Services

The division's first-quarter 2014 revenues came to €38.0 million, up 2.2% both on a reported basis and like for like. Currencies had virtually no impact and there were no acquisitions or divestments.

The [Insurance and services](#) division represented 19% of the Group's consolidated revenues, compared with 17% a year earlier.

The main growth drivers were continued development in managing third-party payment flows, numerous commercial successes at [Cegedim SRH](#) (HR solutions) and the roll-out of electronic invoicing solutions by [Cegedim e-business](#).

1st quarter highlights

To the best of the company's knowledge, there were no events or changes during the period that would materially alter the Group's financial situation.

Significant post-closing transactions and events

On April 7, 2014, Cegedim launched an additional bond offering of €100 million, upsized to €125 million on the issue date, of its 6.75% Senior Notes due 2020. Apart from the date and price of issuance (105.75% plus interest accrued since April 1, 2014), the new bonds are identical to the €300 million of 6.75% Senior Notes due in 2020 that the Group issued on March 20, 2013.

It should be noted that Cegedim was able to issue at 5.60% compared to 6.75% one year earlier.

The proceeds from the offering were used, among other things, to finance the redemption of €105,950,000 of outstanding bonds due 2015 (at a price of 108.102%), pay the premium and any related fees, and repay the bank overdraft facilities.

As a result, the Group's current debt structure is as follows:

- €62.6 million of 7.00% bonds due July 27, 2015;
- €425 million of 6.75% bonds due April 1, 2020;
- €80 million of revolving credit due June 10, 2016, undrawn as of March 31, 2014;
- Overdraft facilities.

When the operation was announced on April 7, 2014, rating agency Standard and Poor's confirmed its B+ rating with a stable outlook for Cegedim and its two bonds.

On April 15, 2014, Cegedim completed the acquisition of French company SoCall, based in Sèvres. SoCall sets up and operates medical administration tasks and manned-line for practices of healthcare professionals. The company manages incoming patient calls, messages, scheduling and records of past consultations for around 50 practices. Financed by internal financing, these activities represent annual revenues of less than €0.3 million and will be part of the consolidation scope of Cegedim Group from Q2 2014.

Apart from the items cited above, to the best of the company's knowledge, there were no events or changes during the period that would materially alter the Group's financial situation.

Outlook

In a changing environment, *Cegedim* continues to prioritize debt reduction and is striving to improve its operational leverage.

For 2014, the Group expects at least stability in its revenues and operating margin.

Financial calendar

The Group will hold a conference call on April 29th, 2014, at 6:15 pm in English (Paris time). The call will be hosted by [Jan Eryk Umiastowski, Cegedim Chief Investment Officer and Head of Investor Relations](#).

A presentation of Cegedim 2014 Q1 Revenue will also be available on the website: <http://www.cegedim.com/finance/documentation/Pages/presentations.aspx>

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May 27, 2014 (after the stock market closes)

- Q1 2014 Results announcement

July 29, 2014 (after the stock market closes)

- Q2 2014 Revenue announcement

September 18, 2014 (after the stock market closes)

- H1 2014 Results announcement

October 28, 2014 (after the stock market closes)

- Q3 2014 Revenue announcement

November 27, 2014 (after the stock market closes)

- Q3 2014 Results announcement

Additional Information

Complete financial information is available on our website: www.cegedim.com/finance.

A presentation of Cegedim FY 2013 revenues is also available on the website.

Starting now, you are able to download *Cegedim IR*, a mobile app from *Cegedim's* financial communications team for use on IOS and Android smartphones and tablets.

Cegedim IR will keep users abreast of *Cegedim* financial news. It will also let them search for information of interest to investors and journalists, and configure which updates to receive.

Browse through the investor calendar, share price data, quarterly and annual reports, financial press releases, financial presentations, company overview, videos, and industry news, and add events to your calendar and contact info to your directory. The app is updated at the same time as our website.

Appendices

- Revenues by division and by quarter[#]:

Figures rounded to the nearest unit.
* at constant scope and exchange rates

Year 2014

€ thousands	Q1	Q2	Q3	Q4	Total
CRM and Strategic Data	98,558				98,558
Healthcare Professionals	67,315				67,315
Insurance and Services	38,012				38,012
Reconciliation	165				165
Group	204,050				204,050

Year 2013

€ thousands	Q1	Q2	Q3	Q4	Total
CRM and Strategic Data	103,590				103,590
Healthcare Professionals	71,961				71,961
Insurance and Services	37,192				37,192
Reconciliation	122				122
Group	212,865				212,865

- By division and geographic zone, the distribution of revenues for the 1st quarter of 2014 is as follows:

	France	EMEA ex. France	Americas	APAC
CRM and Strategic Data	32.0%	37.2%	22.5%	8.3%
Healthcare Professionals	71.5%	24.3%	4.2%	-
Insurance and Services	99.6%	0.4%	-	-
Reconciliation	100.0%	-	-	-
Group	57.7%	26.0%	12.3%	4.0%

- By division and currency, the distribution of revenues for the 1st quarter of 2013 is as follows:

	Euro	USD	GBP	Others
CRM and Strategic Data	50.9%	18.8%	5.2%	25.1%
Healthcare Professionals	73.3%	4.2%	21.9%	0.6%
Insurance and Services	99.6%	-	-	0.4%
Reconciliation	100.0%	-	-	-
Group	67.4%	10.5%	9.8%	12.4%

• 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.

Life-for-like data: at constant scope and exchange rates.

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 recurring 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 recurring 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). The EBITDA is 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 recurring 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.

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 recurring operations: defined as the ratio of EBIT from recurring operations/revenue.

Net cash: defined as cash and cash equivalent minus overdraft.

Reconciliation: division encompasses the activities the Group performs as the parent company of a listed entity, as well as the support it provides to the three operating divisions. The support activities are invoiced to the client subsidiaries at market prices and notably include bookkeeping, human resources and cash management, legal assistance and marketing. The parent company activities are not billable and notably include managing Group strategy, producing consolidated information and financial communications. The *Reconciliation* division's activities are performed chiefly by the parent company, *Cegedim SA*, which also carries out certain operational activities, the most important of which is CRM. Previously, *Reconciliation* division activities had been housed within the division to which *Cegedim SA*'s principal operational activity belongs: *CRM and strategic data*. The new distinction will help to clarify the impact that this unit has on the Group's accounts.

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 8,000 people in more than 80 countries and generated revenue of €902 million in 2013. Cegedim SA is listed in Paris (EURONEXT: CGM). To learn more, please visit: www.cegedim.com
And follow Cegedim on Twitter: [@CegedimGroup](https://twitter.com/CegedimGroup)

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