

## H1 2023 Results

**The TELEMEDICINE TECHNOLOGIES Group**  
faced with delays on several strategic projects during the second quarter, which led to a contraction in activity, and has revised downwards its sales forecast for 2023.

**The contraction in activity during the second quarter of 2023**  
does not affect the Group's growth momentum, which over the three-year plan horizon 2021 -2023 is expected to grow at 36% p.a., including organic growth of 26% p.a..

### Clinical Research software market

- In the second quarter of 2023, the TELEMEDICINE TECHNOLOGIES Group encountered significant delays in obtaining strategic projects that had been the subject of lengthy negotiations.

These delays are linked to administrative processes and budgetary constraints specific to hospital establishments.

The Group should rapidly resume its growth trajectory by the end of the third quarter 2023.

Q2 Revenues (k€)	Q2 2022	Q2 2023	QoQ
TOTAL	695	556	-20 %

- At the end of the first half of 2023, the contraction in the Group's Clinical Research software market remains relatively contained, thanks to a good first-quarter performance.

S1 Revenues (k€)	H1 2022	H2 2023	HoH
TOTAL	1.341	1.242	-7 %

### New markets

- During the second quarter of 2023, the TELEMEDICINE TECHNOLOGIES Group completed the integration of the two companies acquired in 2022: CTMA SARL (France) and DAPSYS SA (Switzerland).

CTMA SARL and the French subsidiary of DAPSYS were the subject of a simplified merger during the second quarter of 2023.

- Investment programs to establish TELEMEDICINE TECHNOLOGIES in the investigator center market and to provide a web-based software solution for the Patient Pathway are underway, and should enable the first sales campaigns to be launched by the end of 2023.

The CT-Scout patient recruitment solution developed by CTMA was qualified throughout the second quarter by the world's leading pharmaceutical company.

This new project, now in its final contracting phase, marks the expected resumption of business for newly-acquired CTMA. It complements an extension of the project carried out in the academic world for the Groupe d'Étude Thérapeutique des Affections Inflammatoires du Tube Digestif (GETAID).

- In addition, TELEMEDICINE TECHNOLOGIES has won, along with 39 other European partners, a major call for tenders, called xShare.

xShare aims to enable European patients to exercise their data portability rights under the RGPD, for all healthcare patient register and healthcare applications.

xShare will establish the DSExF European standards and policy center, in partnership with:

- o Standardization bodies in the field of healthcare information and communication technologies in the European Union,
- o Various national authorities,
- o Healthcare market players.

## **Year-end outlook**

- The TELEMEDICINE TECHNOLOGIES Group has revised its revenues target for the full 2023 financial year downwards by around 11% to €4,000 k (vs. €4,500 k).

The reduction in the initial revenues forecast is the direct result of contractual delays in the second quarter.

In view of this revision, the Group has secured 65% of its revised revenues target for 2023.

<b>FY23 Forecast As of June 30, 2023 (k€)</b>	<b>Clinical Research</b>	<b>Patient Pathway</b>	<b>TT Group</b>
Revenues end H1 + Backlog (1)	2.265	319	2.585
Initial Forecast	3.900	600	4.500
Revised Forecast end H1	3.600	400	4.000
Revenues + Backlog / Revised Forecast (%)	63%	80%	65%

*(1) Backlog = amount at June 30 of projects in progress, contracted and yet to be invoiced.  
Backlog does not include strategic projects currently under contract*

### **Plan 2021-2023 « Horizon 2024 »**

- On the basis of the 2023 revenues forecast, the TELEMEDICINE TECHNOLOGIES Group anticipates a good execution of its three-year plan.
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<b>Plan 2021- 2023 (k€)</b>	<b>Revenues 2020</b>	<b>Revenues 2023 (revised forecast)</b>	<b>Average growth p.a.</b>
TELEMEDICINE TECHNOLOGIES SAS	1.586	3.145	26%
Acquisitions LAMBDA PLUS DAPSYS CTMA		855 340 400 115	
TT GROUPE	1.586	4.000	36%

The TELEMEDICINE TECHNOLOGIES Group is now formalizing a new "Horizon 2030" roadmap with the same growth ambitions, while remaining innovative and focused on three key pillars:

- o Continuous enhancement of its software solutions to support customers in the transformation of their clinical trial processes.
- o Customer-focused analytics to transform data into knowledge.
- o Involving patients in their own healthcare and clinical trials.

### **Upcoming events**

- *Q3 2023 Revenues: October 12, 2023*