

The Pharmagest Inter@ctive Group: New know-how aimed at residential care facilities for the elderly and day care centres for the elderly.

**The Pharmagest Inter@ctive Group has completed its acquisition of MALTA informatique,
and is thus extending its IT support offering to residential care facilities for the elderly.**

The Pharmagest Inter@ctive group has officially announced the completion of its acquisition of Malta Informatique, a company providing computer systems to residential homes for the dependent elderly.

Malta Informatique has 8 members of staff and achieved a turnover of 570,000 Euros in 2008.

Through this acquisition, Pharmagest Inter@ctive will be able to equip residential homes with computer systems

The TITAN software developed by Malta Informatique has been the leading solution for residential homes for the dependent elderly for over 8 years.

The 100% equity investment in Malta Informatique has enabled the Pharmagest Group to significantly extend its offering, allowing it to contribute its know-how to residential care facilities for the elderly.

A strong positioning in a very buoyant market

The elderly residential care sector benefits from strong growth fundamentals. Moreover, it benefits from a favourable regulatory framework following the tariff system reform, the signing of tripartite agreements and the national "Solidarité Grand Age"(Old Age Solidarity) plan launched in June 2006, which aims to gradually strengthen the resources of residential homes for severely dependent elderly people.

Furthermore, the number of those aged over 85 currently stands at 1,200,000, which is estimated to reach 2,100,000 by 2020, with 35% of this figure being severely dependent elderly people requiring residential care placement. As regards those aged over 90, 90% of this age group will be deemed as severely dependent.

The demands that residential care facilities are now faced with means that equipping them with effective, flexible and evolutionary software solutions is an essential step to enable them to offer better patient care and effective internal management.

MALTA Informatique: the benchmark in terms of software solutions for the administrative and medical management of residential care facilities for the elderly.

Established in 2003, Malta Informatique offers a flagship software solution named TITAN that covers both medical and administrative needs: resident management, accounting, budgetary framework, payroll, invoicing, staff scheduling, commissary, fixed assets, purchase management, budgets and stocks etc., medical records, health care records, resident life projects etc.

To date, MALTA Informatique has already installed over 100 licences throughout France and manages the daily activity of over 6,000 employees of residential homes for the dependent elderly (nurses, nursing aides, care facility directors, accounting secretariats etc.). Malta Informatique has provided computer systems to facilities in most of the French "départements".

According to Thierry Chapusot, Pharmagest Inter@ctive's Managing Director "*This acquisition allows Pharmagest Inter@ctive to offer the latest expertise in terms of IT support to health care professionals. The excellent listing of the software developed by Malta Informatique and its significant positioning with these specialised facilities opens up new development opportunities for us. Our teams are now working together in order to improve the Group offering in this sector*"

Since the outset of the diversification project, Grégoire de ROTALIER, PHARMAGEST's former sales director, has overseen the operational start-up and professional development of the project..

MALTA Informatique is currently made up of a direct team of 8 employees and an indirect team of 5 partners.

New know-how in perfect synergy with the Welcoop Pharma's areas of expertise

A subsidiary of Welcoop Pharma, Pharmagest Inter@ctive's latest acquisition is perfectly in line with the Welcoop Group policy.

Undeniably, Welcoop Pharma offers the most exceptional back-office available on the market. Welcoop Pharma maintains and develops a complete service proposal enabling pharmacists and health care professionals to manage better, advise better and sell better, thanks to high-performing and comprehensive services centred on health care.

In this manner, Pharmagest Inter@ctive/Malta reinforces the offering of Welcoop Pharma, which furthermore offers, via its other subsidiary, D, Medica, a comprehensive range of home care services.

The significant synergy in these highly specialised businesses primarily becomes a reality in geographical terms. D, Medica, with over 380 employees divided between 29 sites, maintains a harmonious territorial network ensuring the permanent monitoring of over 40,000 patients.

In addition, the Pharmagest/Malta offering is a perfect reinforcement of the D,Medica offering since the latter is positioned as a single advisor to residential homes for the dependent elderly and other institutions specialising in the care of the elderly and/or dependent persons. This advantage has become even more significant since 1st August 2007 as patients at residential homes for the dependent elderly have become direct clients of D,Medica. There are few operators with such know-how able to face this change.

Lastly, Pharmagest/Malta and D,Medica share unique skills and a genuine knowledge of the requirements of their residential homes for the dependent elderly customers. Such advantages will speed up the deployment of their respective product and service offerings in France.

The Pharmagest Inter@ctive Group:

The Pharmagest Inter@ctive Group – CIP SA is the French leader in pharmacy information technology, boasting a 43% market share, 9,800 customers and 600 employees. The group also started operating in Northern Europe in September 2007, securing a 12% market share in Belgium and Luxembourg.

As the favoured partner of pharmacists for 20 years, Pharmagest Inter@ctive designs innovative computing solutions aimed at dispensing pharmacies and is developing high-potential E-Media E-Business aimed at laboratories. The Group also develops previously unpublished software solutions for residential homes for the dependent elderly and day care centres for the elderly.

The first "Logiciel de Gestion à Portail Intégré" (LGPI®), (Integrated Portal Management Software) offers opportunities for patients, pharmacists and laboratories, boosts sales, optimises purchases and enhances patient advice. It is also the first media with a permanent impact in dispensing pharmacies, providing laboratories with a direct channel of communication to pharmacists and their patients.

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