

# New external growth initiative In the dependent elderly residential care IT sector

Villers les Nancy, 10 April 2009 – 07: 00 (CET) – Following its first strategic acquisition, Pharmagest Inter@ctive Group has reinforced its presence in the dependent elderly residential care sector with today's announcement of its acquisition of AZUR SOFTWARE, a company that designs and publishes a range of management software solutions intended for nursing homes.

The customer base supplied by the Pharmagest Group has thus increased from 145 facilities (solely Malta) to 750 (Malta + Azur), enabling Pharmagest Inter@ctive Group to hold a market share of almost 7% in the dependent elderly residential care IT sector.

Following its announcement in March this year of its acquisition of Malta Informatique, this new acquisition affirms Pharmagest Inter@ctive Group's desire to build upon its investment in the nursing home IT sector.

Founded in 1997 by Dominique de Montecler and based in Mouans (Alpes Maritimes), Azur Software has, notably, developed the software solutions MdRWIN, MEDIC and EHPADIAG.

#### Innovation and the consolidation of skills

Bolstered by a strengthened innovative capacity and the consolidation of skills from the Malta Informatique and Azur Software teams, the social-medical institution sector will be able to benefit from reliable and high-performing IT tools as well as the assurance of further technology upgrades adapted in line with their needs.

As a major innovative software developer, particularly in resident monitoring, Azur Software has, since start-up, been focused on developing IT solutions that allow its customer facilities to ensure the traceability of the care administered by health care staff, while minimising computer input, (input of care by a bar-code reader and parameter monitoring equipment connection).

Moreover, Azur Software publishes the software EHPADIAG, the main software solution on the market that enables a self-assessment on the quality of care facilities.

# A long-awaited solution for a sector that is under-equipped in information technology

The majority of the 11,000 existing elderly residential care homes in France are, on the whole, still under-equipped in computer equipment and high-performing software solutions. The demand in this area is in full growth.

By developing this new know-how, Pharmagest Inter@ctive Group is now able to respond effectively to the growing demand from these care facilities for a local service.

Indeed, the acquisition of both Malta Informatique and Azur Software will result in a wealth of innovation to the benefit of each of the Group's 750 customers. Similarly, grouping both teams together will reinforce Pharmagest's geographical presence in this sector.

Backed by the Welcoop Group, Pharmagest Inter@ctive is now able to provide innovative and strategic solutions to the rapidly expanding elderly residential care sector.

Grégoire de Rotalier, Operations Director at Malta Informatique states: "With this new acquisition, we can expand our range of high-performing, quality software aimed at nursing homes. Our capacity for innovation in this area has been strengthened, allowing us to move ahead in anticipation of future challenges in the sector, particularly the inevitable collaboration between pharmacists and nursing homes".

Thierry Chapusot, Managing Director of Pharmagest Inter@ctive adds: "This is a sector with optimistic perspectives for us. Our R&D, technical, maintenance and commercial teams throughout France should allow us to meet the needs of a growing number of specialised facilities that are not yet equipped with our solutions. We will also remain attentive to further acquisition opportunities in this sector."



## Terms of the acquisition

Pharmagest Inter@ctive has proceeded with the repurchase of the business assets of Azur Software, which has been entirely funded by the Group shareholders' equity.

Legal advice for this transaction:

- Cabinet ACD Mr Weltzer Esg. For the Pharmagest/Malta Group
- Mr Barthelemy Esq. for Azur Software

# 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 and holds a market share of almost 7% in this sector.

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 on dispensing pharmacies, providing laboratories with a direct channel of communication to pharmacists and their patients.

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Discover all the news about the group on www.pharmagest.com

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