

## **PRESS RELEASE**

- **Net profits up by 5.8%**
- **Proposed dividend 1.40 €, a rise of 3.7 %**

M€	Dec 2009	Dec 2008	Var.
Turnover	81.62	74.80	+ 9.1 %
Operating profit	14.24	13.73	+ 3.7 %
Net profit	9.61	9.10	+ 5.5 %
<b>Group net profit</b>	<b>9.40</b>	<b>8.89</b>	<b>+ 5.8 %</b>
Base earnings per share	3.14	2.97	+ 5.8 %

The Board of Directors held a meeting on 25 March 2010, chaired by Thierry Chapusot and attended by the auditors. It examined and drew up accounts for the financial year 2009. Audit procedures were carried out on the consolidated accounts. The certification report will be issued after the management report has been verified and the procedures required for publication of the annual financial report have been finalized.

### ➤ **Pharmagest produces a consistent performance throughout 2009**

At 31 December 2009, the number one player in the pharmacy IT market, Pharmagest Inter@ctive, recorded a **9.1 % rise of in its consolidated turnover**, which reached 81.62 M€, compared to 74.80 M€ at 31 December 2008.

In 2009, operating profit registered 14.24 M€ with a decorrelated rise in turnover. In fact, consolidated turnover for 2009 benefited from the significant increase in the Advertising Sales division, marketed to the pharmaceutical industry. With this activity releasing a lower margin at 10%, the Operating Profit for 2009 therefore shows a 3.7% increase. We should however note that the Advertising Sales enable Pharmagest to give real strength to its relationships with the pharmaceutical industry, to which these services are being marketed.

Concerning Group Net Profit, it is up by 5.8% with **Base Earnings per Share of 3.14€, also up by 5.8%.**

At the Annual General Meeting on 18 June 2010, the Board of Directors will propose a **net dividend of 1.40€, a rise of 3.7%.**

## ➤ Key events 2009

- The economic situation of the Pharmacy sector in France improved only slightly in 2009 compared to the crisis situation at the end of 2008. Nevertheless, Pharmagest's France Pharmacy business has seen its turnover increase due to its business model (based on repeat business) and its ability to anticipate the needs of pharmacists and offer innovative new products.
- The Laboratory business, beyond its "direct order" services and the successful launch of the Advertising Sales division, has distinguished itself in 2009 as a Public Health player through survey services which have been set up, such as, for example, the Research Institute for the A(H1N1) flu virus.
- The Pharmacy business in Belgium and Luxembourg, taking into account the difficult integration of SABCO, has implemented a complete restructure at organizational level and in the marketing teams, boosted by new management in order to be able to begin the year 2010 on solid foundations.
- In addition, 2009 was highlighted by various acquisitions:
  - The Care Home activity has been boosted by the successful acquisition and integration of the company AZUR Software. This operation brought about a doubling in turnover from the business for the third year running.
  - The acquisition of Software and Data bases from Novax, following this company's liquidation, led to a strengthening in the Offimedia product (Contextual advertising at point of sale) and brought the total number of pharmacies equipped with Offimedia to 1,400.
  - The creation of the company VIP Pharma (loyalty programme) and the acquisition of the "My Well-being" card mean that Pharmagest can add to the product it offers not only to pharmacies, but also to pharmacy groups.

## ➤ Perspectives 2010

The new Managing Director, Dominique Pautrat, is making the conquering of new market shares the theme for 2010.

- By enriching the client portfolio through:
  - the new version of its flagship software, re-named LGPI Global Services,
  - the development of new innovative services (iPhone applications) enabling the pharmacist to effectively meet the tasks entrusted to him by the HPST (Hospital, Patients, Health, Territory) Law.
- Improvements to the Belgian LGPI with services developed and tested in France. Expanding into Flanders.
- Developments of new services in e-Business activity. Strengthened by its success in French territory, Pharmagest plans to market this product in Belgium.
- The Care Home business will continue its development in an extremely favourable market environment.
- The Group remains alert to all external growth opportunities or partnerships which would enable it to duplicate its economic model in other European countries.

## ➤ Forthcoming meetings

- 30 April 2010: 2009 Reference Document available
- 13 May 2010: Press release with 1st quarter 2010 turnover figures
- 18 May 2010: Gilbert Dupont Health Day
- 18 June 2010: Annual General Meeting

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### **The Pharmagest Inter@ctive Group:**

The Pharmagest Inter@ctive Group – CIP SA is the French leader in pharmacy information technology, with 43% of market share, 9,800 clients and 600 staff. Since September 2007, the Group has also been enjoying a presence in Northern Europe with 12% market share in Belgium and Luxembourg.

The favoured partner of pharmacists for more than 25 years, Pharmagest Inter@ctive creates innovative information technology solutions for pharmacies, and develops E-Business E–Media activity with great potential for laboratories.

The Group is also developing new software solutions for care homes and day centres for the elderly.

The first Integrated Portal Management Software (LGPI®), creating entries for the patient, the pharmacist and the laboratory, boosts sales, optimizes purchases and enhances patient advice. It is also the first permanent impact medium for pharmacies, supplying laboratories with direct communication towards the pharmacist and his patients.

Listed on NYSE Euronext Paris™ - Compartment C on the CAC SMALL90 and SBF 250 indices  
by inclusion

ISIN : FR 0000077687 – Reuters : PHA.PA – Bloomberg : - PMGI FP

*Find out the latest news from the group at [www.pharmagest.com](http://www.pharmagest.com)*

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