



# PHARMAGEST

WELCOOP SOLUTION

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## PRESS RELEASE

### Turnover for first half year 2011: + 8.2 %

M€	2011	2010	Variation
Turnover first half year 2011	50.23	46.44	+ 8.2 %

The PHARMAGEST Group maintains a good position and posts a level of business activity in line with its targets, showing turnover of 50.23 M€ on 30 June 2011, a rise of 8.2% compared to 30 June 2010.

#### Update on activity:

- The turnover generated by the **Pharmacy France business** stands at 41.06 M€ on 30 June 2011, a rise of 3.5% compared to the same period in 2010. Despite very successfully maintaining the level of business and stable market share, the rise in turnover for the first half year 2011 is lower than the same period in 2010, taking into account the over-performance of Pharmacy France, particularly during the second quarter of 2010.  
During the half year, the turnover for the 3 types of income rose in an almost identical manner:
  - Configuration sales + 3.3% on 30 June 2011 compared to 30 June 2010
  - Recurring income (maintenance and data bases): + 3.3%
  - Sales of products developed by Pharmagest Interactive: + 4.5 %
- **Pharmacy business in Belgium and Luxembourg** shows an increase of 17.8% with turnover of 1.59M€. Growth has mainly been due to configuration sales (+ 48.3 %). Sales of products developed by Pharmagest Interactive increase by 19.1 %. As the set up of the Pharmagest Group's business model in Belgium and Luxembourg has not yet reached its maturity stage, recurring revenue continues to show a slight fall compared to the first half year of 2010. (- 4.5 %).
- **Laboratory business**, despite a less than encouraging economic environment, once more shows its strong reputation within the pharmaceutical industry with a turnover of 6.15 M€, a 45% rise compared to the first half year of 2010. Similarly, this activity strengthens its position of reference media, enabling laboratories to be in direct contact with pharmacies and their patients.
- The innovative software product that it offers as well as the favourable regulatory environment, enables the **Care Home business** to increase significantly with turnover of 1.43M€ on 30 June 2011, a rise of 22.9% compared to the first half year of 2010.

#### Perspectives:

For the second part of the year, the Pharmagest Group is confident where the continuation of development of current projects is concerned. Furthermore, the Group maintains its external growth strategy and is actively studying several cases. Innovative services and technological areas linked to health remain strategic priorities for the Group

in order to consolidate its position as leader in the IT market for pharmacies and to effectively support pharmacists in order that they can dedicate themselves on a full time basis to their new missions of supporting and advising patients.

**Financial calendar:**

- Publication of half year results 30 August 2011
- Meeting to present half year results in Paris 13 September 2011
- MidCap Event in Paris 22 and 23 September 2011
- Publication of Q3 turnover figures 15 November 2011

**The Pharmagest Group:**

The PHARMAGEST Group is the French leader in pharmacy information technology, with 43.5% of market share, 9,800 clients and more than 700 staff. Since September 2007, the PHARMAGEST 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, the PHARMAGEST Group creates innovative information technology solutions for pharmacies, and develops E-Business E-Media activity with great potential for laboratories. The PHARMAGEST Group is also developing new software solutions for care homes and day centres for the elderly.

The first Integrated Portal Management Software (LGPI Global Services ®), 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.

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

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