



- **Net income for the period 2012 up 15% to €13.90m.**
- **Proposed dividend up 16.6% to €2.10**

€m	Dec 2012	Dec 2011	Var.
Turnover	108.72	97.06	up 12%
Operating income	20.14	17.79	up 13%
<b>Net income</b>	<b>13.90</b>	<b>12.11</b>	<b>up 15%</b>
Net Income - Group share	13.52	11.75	up 15%
Basic earnings per share (in €)	4.45	3.90	up 14%

The Board of Directors, chaired by Thierry CHAPUSOT, met on 22 March 2013 with the Auditors in attendance. The Board examined and approved the accounts for the 2012 financial year. An audit on the consolidated financial statement has been performed. The certification statement will be issued after the management report has been reviewed and the procedures required for filing the annual financial report have been finalised.

- **2012 turnover: up 12% - Net income 2012: up 15%**

At 31 December 2012, the PHARMAGEST Group posted **12%** growth in **consolidated turnover**, which stands at €108.72m against €97.06m in 2011. All PHARMAGEST Group traditional activities contributed to this performance, with growth in turnover up 10.7% for Pharmacy France, 10% for Pharmacy BeLux, up 14.8% for the Laboratory business and up 31.4% for the Care Home business.

The excellent gross margin, due to the PHARMAGEST Group core business of software publishing, resulted in an **Operating Result of €20.14m, up 13%** on 2011.

**Net income is up 15%** on the same period in 2011, at €13.90m, and benefits to some extent from an increase in financial income linked to cash investments.

**Earnings per share are up 14% to €4.45.**

At the AGM on 21 June 2013, PHARMAGEST INTERACTIVE will propose the payout of a **gross dividend of €2.10**, an increase of 16%.

➤ **Key balance sheet data**

The net cash position of the PHARMAGEST Group rose 31.8% to €41.7m at 31 December 2012, reflecting the group's solid fundamentals and rigorous management.

Owner's equity rose to €66.9m at 31 December 2012, up from €58.5m at end-2011.

➤ **Key events in 2012**

2012 was marked by **the creation of a new e-Health division**, combining the following subsidiaries:

- **DOMEDIC Europe**, which markets DO-Pill Secure™, a smart pill dispenser;
- **DIATELIC** (expert telemedicine and telehealth systems).

The e-Health division expanded its product offering with new services following the granting of two personal health service data hosting licences (HDS) by the French Ministry for Health:

- 4 January 2012: externalising back-ups,
- 8 August 2012: hosting of applications managed directly by clients, health professionals or healthcare facilities.

These licences guarantee the high level of security required for both the Group's applications and services and for those of other actors in the healthcare sector.

The purpose of offering set up by the e-Health division is to meet the Healthcare objectives set by the State (chronic illness and homecare services, which is particularly important for a country with an ageing population) to improve medical care at a reasonable cost.

➤ **2013 Outlook**

The PHARMAGEST Group intends to pursue organic growth boosted by enhanced and innovative products and services.

The PHARMAGEST Group's strategic decisions will help accelerate the integration of e-Health projects initiated in 2012 with the Group's other activities, such as for example:

- for MALTA INFORMATIQUE, with the virtual care home project offering interconnection with care-givers,
- for the Pharmacy activity, with home-based patient follow-up.

PHARMAGEST INTERACTIVE also intends to continue with its external growth strategy in France and Europe.

➤ **Next key dates**

- End-April 2013: Release of the 2012 registration document
- 14 May 2013: Press release: first-quarter 2013 turnover
- 21 June 2013: Annual General Meeting

**About the PHARMAGEST Group:**

*The PHARMAGEST Group is the French leader in computer systems for pharmacies, with a 43.5 % share of the market, 9,800 clients and more than 750 employees. Since September 2007, the PHARMAGEST Group has also been present in Northern Europe with a 12 % market share in Belgium and Luxembourg through its subsidiary SABCO.*

*As a privileged partner to pharmacists for almost 30 years now, the PHARMAGEST Group designs innovative computer solutions for pharmacies and is developing a high potential E-Business E-Media activity intended for laboratories.*

*The PHARMAGEST Group is also developing previously unpublished software solutions for Retirement Homes, (Care Homes and day centres for the elderly), through its subsidiary MALTA INFORMATIQUE.*

*The first Logiciel de Gestion à Portail Intégré (Integrated Portal Management Software - LGPI Global Services®), creator of value for the patient, pharmacist and laboratory, dynamises sales, optimises purchases and enriches advice to the patient. It is also the first permanent impact medium for pharmacies, supplying laboratories with direct communication towards the pharmacist and his patients.*

*At the heart of the digital revolution that is gradually establishing itself in the daily life of health professionals and patients alike, at the beginning of 2012, the PHARMAGEST Group created an e-Health business, bringing together the subsidiaries DIATELIC (telemedicine and e-health solutions) and DOMEDIC EUROPE (intelligent pill dispenser DO-Pill Secure™).*

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