



PHARMAGEST

WELCOOP SOLUTION

Villers-lès-Nancy, 14 May 2013 – 18:30 (CET)

PRESS RELEASE

11.7% increase in 2013 first quarter turnover

€ millions	2013	2012	Change
Q1 2013 turnover (unaudited)	29.87	26.74	+11.7%

On 31 March 2013, the PHARMAGEST Group's consolidated turnover reached €29.87 million, up 11.7% compared with 31 March 2012.

Business update:

- **Pharmacy France** business recorded a turnover of €23.07 million, up 4.7% compared with the same period in 2012. Sales of configurations and maintenance increased by 5.7% and 5% respectively. Additional products developed by PHARMAGEST INTERACTIVE (licences and offers ancillary to the management solution) were down slightly (-1.8%). January 2013 saw the installation of the 8,000th LGPI Global Services solution; license sales were down, in with forecasts. The Pharmacy France business continues to drive the PHARMAGEST Group's overall sales, accounting for 77.2% of its Q1 2013 figure.
- In **Belgium and Luxembourg**, the **Pharmacy** business enjoyed an excellent first quarter, with a turnover of €0.9 million, representing a 21.2% increase, underpinned mainly by configuration sales (up 44.4%) and sales of developed products (up 59.2%). Particularly tailored to the needs of the Belgian market, the SABCO Ultimate solution has helped to acquire an increasing number of clients and prospects. Recurring revenue (from maintenance) is slightly down compared with the same period in 2012 given the prepaid maintenance service granted for any new licence purchase. On 31 March 2013, Maintenance accounted for 3% of the PHARMAGEST Group's overall turnover.
- In Q1 2013, the **Laboratories** business outperformed previous levels, increasing its revenue by 60.2% to €4.88 million. This increase came about thanks to communication services (up 63.7%) as well as standard activities (up 31.2%). This burst in activity marks an exceptional contribution by the Laboratories business to the PHARMAGEST Group's overall turnover, accounting for 16.3% of revenue on 31 March 2013, compared with 11.4% for the same period in 2012.
- In Q1 2013, the **Care Homes** business continued its momentum, recording a turnover up 11.4% compared with Q1 2012, with a 30.2% increase in recurring revenue. This business represented 3.3% of the PHARMAGEST Group's turnover on 31 March 2013.
- Still in the investment phase, the **e-Health** business has yet to make any significant contribution to the PHARMAGEST Group's turnover.

Prospects:

The respective departments of the PHARMAGEST Group's various activities remain confident about maintaining substantial growth in 2013.

Having been officially selected following a request for e-Health 2 projects by the French Ministry of Social Affairs and Health, the e-Health business has now entered a concrete development phase, and should see the first positive effects of its efforts by the end of 2013.

Financial timetable:

- Annual General Meeting on 21 June, 2013, at 5 pm at the company's Head Office in Villers-lès-Nancy. The company reminds shareholders that, on the occasion of the Annual General Meeting on 21 June 2013, it will propose a dividend of €2.10 per share for fiscal year 2012, representing an increase of 16.6% compared with the previous fiscal year.
- Publication of Q2 turnover on 8 August 2013.
- Publication of half-year results on 30 August 2013.

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 700 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™).

Listed on the NYSE Euronext Paris™ - Compartment B

Eligible for the Long-Only Deferred Settlement Service (SRD)

Indices CAC ® SMALL90 and CAC ® All-Tradable by inclusion
ISIN: FR 0000077687 – Reuters: PHA.PA – Bloomberg: - PMGI FP



Find out the latest news from the group at www.pharmagest.com



Chairman of the Board of Directors:

Thierry CHAPUSOT

Managing Director:

Dominique PAUTRAT

Tel. 03 83 15 90 67 – dominique.pautrat@pharmagest.com

Analysts and Investor Relations:

Administrative and Financial Director: Jean-Yves SAMSON

Tel. 03 83 15 90 67 – jean-yves.samson@pharmagest.com

Press Relations:

FIN'EXTENSO – Isabelle APRILE

Tel. 01 39 97 61 22 - i.aprile@finextenso.fr