



PHARMAGEST

WELCOOP SOLUTION

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PRESS RELEASE

Operating income 1st half of 2013 up 14%

M €	S1 2013	S1 2012	Var.
Turnover (1 st Jan-30 June)	59.14	55.03	+ 7.5 %
Operating Income	11.96	10.49	+ 14 %
Net income	8.10	7.22	+ 12.2 %
Net income - Group share	8.05	7.00	+ 15 %
Basic earnings per share (in €)	2.65	2.32	+ 14.2 %

The Board of Directors of PHARMAGEST INTERACTIVE, in its meeting on 26 August 2013 under the chairmanship of Thierry CHAPUSOT, has reviewed and approved the financial statements of the 1st half of 2013. The interim consolidated financial statements were subject to a limited review by the Statutory Auditors.

➤ **Half-year results are up**

During the 1st half-year, the PHARMAGEST Group has continued its efforts to invest in new activities (such as the e-Health Division) while remaining focused on the successful implementation of its projects and strict cost controls. In parallel, it has once again achieved outstanding performance, improving both its turnover carried by historical businesses (+7.5% at € 59.14 million) and its operating margin.

As a result, on 30 June 2013, the **Operating profit reached € 11.96 million, up 14%**.

Net Income came to € 8.1 million (+12.2%) while **the Net Income of the Group recorded an increase of 15%** compared to the same period in 2012.

On 30 June 2013, the basic earnings per share came to € 2.65 (compared to € 2.32 on 30 June 2012).

These levels of operating profitability illustrate the ability of the PHARMAGEST Group to continue to grow and invest in its future development, while pursuing a policy of rational cost management.

➤ **Key items on the consolidated balance sheet**

The PHARMAGEST Group has a strong financial position with a cash position on 30 June 2013 of € 40.4 million (after payment of dividends) compared to € 33.8 million at the end of the 1st half of 2012 (before dividend payments). Shareholders' equity at 30 June 2013 amounted to € 68.6 million.



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➤ **Key events of the first half of 2013**

- In January 2013, PHARMAGEST INTERACTIVE increased its stake in its subsidiary INTECUM, a start-up company that manufactures and markets the SELLEN counter robot, bringing it to 63.99%.
- The PHARMAGEST Group invested significantly in order to expand its know-how on the strategic e-Health market, both in terms of people and developments, as well as structural with the opening of a Data Center Hosting Health Data in June 2013. All these efforts are beginning to bear fruit. In fact, the e-Chronic/e-Nephro project presented by PHARMAGEST INTERACTIVE through its subsidiary DIATELIC has been selected by the Ministry of Social Affairs and Health, in the framework of an E-Health No. 2 Investments for the Future call for projects.

➤ **Outlook for the second half of 2013**

- Regarding its historical activities, the PHARMAGEST Group is confident that activity will be sustained in the second half of the year, thereby maintaining a good level of profitability.
- The e-Health Division, on the heels of its first official recognition, thus demonstrating the appropriateness of the Group's investment in this new know-how, is entering the operational test phase.
- The PHARMAGEST Group will remain attentive to external growth opportunities in health-related innovative technology areas.

Financial calendar

- Presentation Meeting of the interim results in Paris on 10 September 2013
- MidCap Event in Paris on 2 and 3 October 2013
- Publication of Q3 Turnover on 14 November 2013
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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 SecuR™).

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

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Chairman of the Board:
Thierry CHAPUSOT

Chief Executive Officer:
Dominique PAUTRAT
Tel. 03 83 15 90 67 – dominique.pautrat@pharmagest.com

Analyst 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