

**9-month sales figures (30 September 2013): up 6.3%**

€ millions	2013	2012	Change
Q1	29.87	26.74	+11.7%
Q2	29.27	28.29	+3.5%
Q3 (non-audited)	25.45	24.57	+3.6%
9-month total	84.59	79.60	+6.3%

The PHARMAGEST Group recorded Q3 2013 sales of €25.45 million, up 3.6% compared with 2012, bringing the 9-month sales figure to €84.59 million, up 6.3% compared with 30 September 2012.

Business line update:

- The **Pharmacy France** business line recorded a Q3 level of activity slightly higher than that of 2012, with sales of €20.38 million (up 0.7%). Over the 9-month period, sales are up 2%:

- Sales of configurations: +2.3%
- Recurring revenue (maintenance and database): +5%
- Sales of products developed by PHARMAGEST INTERACTIVE: -8%

On 30 September 2013, the Pharmacy France business line accounted for 79.4% of the Group's overall sales.

- The **Pharmacy BeLux** business line continues to make progress, with Q3 2013 sales of €0.95 million compared with €0.78 million for the same period in 2012, i.e. an increase of 21.9% for the 3rd quarter alone, and an increase of 17.7% for the 9-month period:

- Sales of configurations: +43.4%
- Recurring revenue (maintenance and database): +8.9%
- Sales of products developed by PHARMAGEST INTERACTIVE: -32.7%

This contrasting activity is the result of pharmacy chains signing up for a subscription-based model rather than a licence-based model.

On 30 September 2013, the Pharmacy BELUX business line accounted for 3.3% of the Group's overall sales.

- The **Laboratories** business line has increased its activity by 34.8% with sales of €11.56 million on 30 September 2013. Communication services have increased by 37.7% and support services (screening campaigns, surveys, etc.) by 14.7%.

On 30 September 2013, the Laboratories business line accounted for 13.7% of the Group's overall sales.

- The **Retirement Homes** business line has performed well, with sales of €2.93 million, up 11.2% over the 9-month period, driven in particular by recurring revenue (+28.8% compared with the same period in 2012).

On 30 September 2013, the Retirement Homes business line accounted for 3.5% of the Group's overall sales.

- Launched in Q1 2012, the **e-Health** business line has yet to make any significant contribution to the PHARMAGEST Group's sales.

Outlook:

For the end of the year, the PHARMAGEST Group forecasts sustained growth at a rate identical to that of the last two quarters of FY 2013.

Moreover, the Group intends to pursue its research & development effort for the benefit of pharmacists, while remaining ever attentive to external growth opportunities (i.e. outside France) in innovative technological sectors related to healthcare.

Financial calendar:

- Publication of Q4 sales on 13 February 2014.

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™).

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