



- **2013 Net income – Group share: up 17% to €15.83m**
- **Proposed dividend up 19% to €2.50**

€ millions	Dec 2013	Dec 2012	Var.
Turnover	113.41	108.72	+ 4%
Operating income	23.12	20.14	+ 15 %
Net income	15.83	13.90	+ 14 %
Net income - Group share	15.83	13.52	+ 17 %
Basic earnings per share (in €)	5.22	4.45	+ 17 %

The Board of Directors, chaired by Thierry Chapusot, met on 27 March 2014 in the presence of the Statutory Auditors, to examine and approve the accounts for financial year 2013. An audit on the consolidated accounts has been completed. The certification statement will be issued after reviewing the management report and finalising the procedures required to file the annual financial report.

- **2013 turnover: up 4% - 2013 net income: up 14%.**

On 31 December 2013, the PHARMAGEST Group reported **consolidated turnover of €113.41 million**, up 4% compared with 2012. The PHARMAGEST Group's long-established activities have all progressed compared with the previous year: the Pharmacy France and BeLux (SABCO) businesses grew 1.8% and 17.7% respectively; the Laboratories business grew 15.9%; and MALTA INFORMATIQUE (Care Homes business) grew 14.9%.

Operating income, which reached €23.12 million, up 15% compared with 2012, has benefited from the group's highly rigorous cost management policy, as well as from the buoyant operating margin, which has also marked an increase. This improvement can be mainly attributed to:

- an increase in revenue from high-margin services, which largely made up for the Q4 drop in sales from communication services (the low-margin part of the Laboratories business);
- the immediately accretive effect of the PHARMAGEST Group's acquisition of a complete equity stake in the HEALTHLEASE company in Q4 2013.

At €15.83 million, net income is up 14% compared with the same period in 2012.

The 17% increase in basic earnings per share, at €5.22, capitalises on the PHARMAGEST Group's increased equity stakes in a number of subsidiaries in 2013 (notably in the HEALTHLEASE company, in which its stake has progressed from 35% to 100%, and in SABCO, in which its stake has increased from 90% to 100%).

At the Annual General Meeting on 27 June 2014, PHARMAGEST INTERACTIVE will propose a **gross dividend of €2.50**, an increase of 19%.

➤ **Consolidated balance sheet - key data**

The net cash position (including securities available for sale and other investments) stood at €44.80 million on 31 December 2013, up 7.8%.

Equity capital reached €76.07 million on 31 December 2013, compared with €66.92 million end-2012.

➤ **Key events in 2013**

- The PHARMAGEST Group's growth strategy, based on innovation and the creation of its e-Health business in 2012, was confirmed in 2013. Indeed, the PHARMAGEST Group has been selected in two major calls for projects:
 - o On a national level under the call for e-Health projects No. 2 in the framework of the "Investing for the future" programme with its E-CHRONIC/E-NEPHRO project (dedicated to treating chronic renal failure by telemedicine);
 - o On a regional level under the "SATELOR" call for projects concerning telemedicine or telehealth for the benefit of homecare services.
- In June 2013, the PHARMAGEST Group inaugurated its Data Center for health data, a strategic tool that guarantees fully secure data processing for the benefit of its clients – health professionals, pharmacists and healthcare facilities.
- On 10 December 2013, PHARMAGEST INTERACTIVE obtained its third certification as a host system for personal health data, capable of hosting applications managed and administrated by its health professional clients and directly accessible by patients.

➤ **2014 Outlook**

In 2013, with the implementation of a fixed fee for conducting pharmaceutical "interviews" as part of the VKA treatment (oral anticoagulants), a first milestone was reached concerning a shift in the pharmacists' payment system toward a model of significant fees for services; the next step will be the monitoring of patients with asthma. Since this change implies ongoing monitoring of patients by pharmacists, the PHARMAGEST Group has developed a cloud application for longitudinal follow-up.

In addition, with its experience in e-Health and connected objects (DO-Pill SecuR™), the PHARMAGEST Group is involved in a homecare approach for patients and/or elderly persons.

Moreover, the Group reiterates its confidence for 2014 and continues to pursue its search for external growth in France and Europe.

➤ **Next key dates**

- End-April 2014: release of the 2013 registration document
- 15 May 2014: Press release: first-quarter 2014 turnover
- 27 June 2014: Annual General Meeting

About 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 innovative new solutions for Retirement Homes (Care Comes 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 or her patients.

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

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