



PHARMACY COMPUTERISATION: PHARMAGEST Group strengthens its presence in Belgium.

- The Pharmacy Belgium and Luxembourg business line and its subsidiary SABCO announce signature of a contract to supply Belgian pharmacy group MULTIPHARMA.
- SABCO® Ultimate software (the Belgian equivalent of LGPI Global Services®) will be rolled out in 300 MULTIPHARMA traditional and larger retail pharmacies from July 2017.
- The SABCO pharmacy customer base will increase to more than 850.
- The deal increases the Group's market share in the country to 18% from 12% at year-end 2016.

SABCO develops powerful tools to meet the needs of Belgian pharmacists

Breaking new ground in the Belgian market, the PHARMAGEST Group's SABCO subsidiary offers a range of three software packages suited for all types of pharmacies and available in the country's two majority languages (French and Dutch): SABCO® New, SABCO® Optimum and SABCO® Ultimate (equivalent to LGPI Global Services® in France).

MULTIPHARMA pharmacies will run the standard version of SABCO® Ultimate software, which is identical to the package used by our other independent pharmacy customers.

With a 40-year track record in the industry, SABCO's presence extends throughout Belgium and the Grand Duchy of Luxembourg. It has a workforce of 40 employees based between Ghent, Charleroi (Belgium) and Luxembourg.

Through SABCO, the PHARMAGEST Group currently has a 12% share of the Belgian market and 40% of the Luxembourg market. It has installed more than 2,000 IT terminals and equips 550 (out of a total 4,700) pharmacies in Belgium and 35 (out of 95) in Luxembourg.

The tie-in with MULTIPHARMA increases its total reach in Belgium to 850 pharmacies.

The Pharmacy Belgium and Luxembourg business line generated €3.2 million in turnover at 31/12/2015.

MULTIPHARMA: leading Belgian pharmaceutical distributor

MULTIPHARMA opted to list and recommend SABCO solutions for its network of traditional and retail pharmacies. The terms of the partnership are based on reciprocal undertakings aimed at improving MULTIPHARMA member pharmacies' profitability, promoting the role of pharmacists and providing MULTIPHARMA member pharmacies with the most powerful and feature-rich software suite on the Belgian market.

Although the MULTIPHARMA group traces its origins back to 1921, it absorbed even longer established companies during its history, including the first Belgian cooperatives in the pharmacy sector - one formed in Brussels in 1881 and another in Liege in 1886.

MULTIPHARMA is now positioned as the leading Belgian pharmaceutical distributor with a network of 300 traditional and retail pharmacies, 1,700 staff and revenue of €400 million.

PHARMAGEST INTERACTIVE key financial dates:

Publication of 2016 turnover on 15 February 2017 after market close

Publication of 2016 results on 31 March 2017 after market close

SFAF meeting: 3 April 2017, 11:30 am at the Maison des Arts et Métiers.

About the PHARMAGEST Group:

The PHARMAGEST Group is the French leader in pharmacy information technology, with a 43.5% share of the market and over 860 employees. The strategy of the PHARMAGEST Group is based on a core business – innovating in information technology to improve healthcare – and on the development of two priority focuses: services and technologies for healthcare professionals, notably support for pharmacists in monitoring patient compliance; and technology for improving the efficacy of healthcare systems.

To roll out that strategy, the PHARMAGEST Group has developed specialised businesses, including pharmacy IT, e-Health solutions, solutions for healthcare professionals, solutions for laboratories, connected health devices and apps, and a sales financing marketplace.

These businesses are divided into 4 Divisions: the Solutions for Pharmacy Division – Europe, the Solutions for Sanitary and Medico-Social Establishments Division, the Solutions for e-Health Division, and the FinTech Division.

Listed on Euronext Paris™ - Compartment B

Indices: ENTERNEXT TECH 40, CAC @ SMALL and CAC @ All-Tradable by inclusion

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

ISIN: FR0012882389 – Reuters: PHA.PA – Bloomberg: PMGI FP



For all the latest news on the PHARMAGEST Group, go to www.pharmagest.com

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