



2017 first-quarter revenue

(€m)	2017	2016	Change
Q1 2017 revenue (unaudited)	35.42	30.46	+ 16.30%

At 31 March 2017, PHARMAGEST Group had consolidated revenue of €35.42 million, up significantly by 16.30% from the 2016 first quarter (€30.46 million).

On a pro forma basis (like-for-like, excluding revenues from acquisitions: DICSIT INFORMATIQUE, NOVIATEK, SAILENDRA, CAREMEDS-MULTIMEDS), consolidated revenue amounted to €34.22 million, up 12.35% from the 2016 first quarter.

Operating highlights:

- **The Solutions for Pharmacy Division - Europe** had revenue of €24.62 million up 2.70% from the 2016 first quarter. This increase reflects the success of new products for pharmacies, OFFICASH and OFFISEEN for secure in-store transactions, and OFFITOUCH, a digital retail application.
- **The Solutions for Health and Medical-Social Institutions Division** had €3.34 million in revenue compared to €2.25 million in the 2016 first quarter. This substantial 48.70% increase reflects the important contribution (€993,000) from the new subsidiary DICSIT INFORMATIQUE. Like-for-like, the Division's revenue was up 4.48% from the 2016 first quarter.
- **The Solutions for e-Health Division** had revenue of €2.55 million. Despite a marginal decline (-0.77%) compared to the 2016 first quarter, it is worth noting that the impact of recently consolidated companies is already positive (+€173,000): SAILENDRA AND CAREMEDS-MULTIMEDS.
- **The Fintech Division** is continuing to grow: €4.91 million compared to €1.67 million in the 2016 first quarter. This Division now benefits from strong market recognition through its intermediation platform in the B2B equipment rental segment.

2017 outlook:

- **The Solutions for Pharmacy Division - Europe**: a top priority in 2017 will be the deployment of the new version of the LGPI application. Today known as a truly comprehensive software solutions for pharmacists, integrating extensions to patient medication management services, this new generation portal provides pharmacists access to new patient medication services management (and in particular, the medication adherence monitoring application, secure electronic messaging for the healthcare sector, etc.).
- Against the backdrop of population ageing and the wish of more than 80% of seniors to remain in their home, the complementary nature of the business activities of MALTA INFORMATIQUE (software solutions for elderly residential care facilities) and DICSIT INFORMATIQUE (a comprehensive management solution for home-based care) combined with synergies from the operational and commercial teams, the outlook for continuing growth is positive for **the Solutions for Health and Medical-Social Institutions Division**.

- Conscious of the stakes associated with the transformation of the healthcare system, and particularly the challenges of connected health, PHARMAGEST Group through its **Solutions for e-Health Division**, is enhancing its global compliance offering: by acquiring a strategic stake in UK companies, CAREMEDS-MULTIMEDS, in 2017 the Solutions for e-Health Division will complete its product range around Dose Administration Aids services or DAAs (*Préparation des Doses à Administrer* or PDA) and intends to expand its market share in this sector in Europe.
- After one full year of operations (2016), the *Leasa by Nanceo* platform has demonstrated its benefits: reliability and performance but also confidentiality and security. For 2017, **the Fintech Division** must significantly increase the file acceptance rate (in particular for customers other than pharmacies) and in parallel, promote the deployment of its mobile application.

Financial calendar:

- Annual General Meeting, 27 June 2017 5:00 p.m at the Company's registered office in Villers-lès-Nancy. The Company reminds readers that it will propose at the Annual Ordinary General Meeting the payment of a dividend of €0.65 per share for fiscal 2016, an increase of 8.33% from the previous year.
- Publication of 2017 first half sales: 10 August 2017
- Publication of half-year results: 22 September 2017.

About PHARMAGEST Group:

PHARMAGEST Group is the French pharmacy information technology leader, with a 43.5% market share and more than 900 employees. The Group's strategy is based on a core business, information technology innovation to improve health care, and on the development of two priorities: 1/ Services and technologies for healthcare professionals, with a focus on assisting pharmacies in the area of patient medication compliance; and 2/ technologies for improving the efficacy of healthcare systems.

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

These businesses are now divided into four divisions: The Solutions for Pharmacy Division - Europe, the Solutions for Health and Medical-Social Institutions Division, the Solutions for e-Health Division, and the Fintech Division.

Listed on Euronext Paris™ - Compartment B
Indices: CAC® SMALL and CAC® All-Tradable par inclusion
Eligible for the Long-Only Deferred Settlement Service (SRD)
ISIN: FR 0012882389 – Reuters: PHA.PA – Bloomberg: - PMGI FP

PHA
LISTED
EURONEXT

For all the latest news go to www.pharmagest.com

CONTACTS

Analyst and Investor Relations:

Chief Administrative and Financial Officer: Jean-Yves SAMSON
Tel. +33 (0)3 83 15 90 67 – jean-yves.samson@pharmagest.com

Media Relations:

FIN'EXTENSO - Isabelle APRILE
Tel. +33 (0)1 39 97 61 22 - i.aprile@finextenso.fr