

## 2017 third-quarter revenue + 8.46 %

In €m	2017	2016	Change
Q1	35.42	30.46	+ 16.30 %
Q2	36.60	33.07	+ 10.69 %
<b>Q3 (unaudited)</b>	<b>32.54</b>	<b>30.00</b>	<b>+ 8.46 %</b>
First 9 months	104.56	93.53	+ 11.80 %

PHARMAGEST Group had revenue for the 2017 third-quarter of €32.54 million, up 8.46% from the same period in 2016.

For the first nine months, revenue reached €104.56 million with 11.80% growth year over year.

### Q3 2017 business highlights:

- **The Solutions for Pharmacy Division - Europe** maintained good momentum in the 2017 third-quarter (+2.78%); the deployment of operations recently acquired in Belgium (MULTIPHARMA and COOP) is starting to produce results. At 30 September 2017, the Division had revenue of €74.72 million, up 3.24% from 30 September 2016 and representing 71.50% of the Group revenue.
- **The Solutions for Health and Social Care Facilities Division** consolidated its growth: the installed base is expanding, with the average shopping cart of new customers marginally below the 2016 level. It is noteworthy that AXIGATE, consolidated as of the 1<sup>st</sup> of July, had a positive impact on Group revenue (+ €795,000). At 30 September 2017, this Division had revenue of €9.45 million, up 29.68% from 30 September 2016 and representing 9% of the Group revenue.
- **The Solutions for e-Health Division** was supported by recurrent sales providing visibility. The Division had revenue of €7.89 million, up 18.80% from 30 September 2016 and representing 7.55% of the Group revenue.
- **The Fintech Division:** despite slower growth in the 2017 third-quarter largely reflecting the impact of the summer period (little investment due to the vacation cycle), this Division, at 30 September 2017, had revenue of €12.50 million, up sharply 73.13% from 30 September 2016, representing 11.95% of Group revenue.

### Outlook:

In line with its strategic objectives, the Solutions for Pharmacy Division - Europe, Solutions for Health and Social Care Facilities Division and Solutions for e-Health Division are continuing to develop solutions for integration within patient care pathways. These address aspects that are both organisational (notably, the coordination of healthcare professionals across the "non-hospital/hospital" spectrum) and technical.

Today, PHARMAGEST Group's vision is thus fully aligned with the new governmental directives. On the 7<sup>th</sup> of November, Ms. Agnès BUZYN, the French Minister of Health, launched a public consultation on the National Health Strategy in four priority areas identified by the Government: promoting health and prevention, combating social or territorial inequality, the quality and effectiveness of care, innovation and the role of citizens in the governance of the health care system. French government authorities have adopted a long-term approach to healthcare issues which is very positive for the Group.

Concerning the Fintech Division, following a seasonal slowdown in capital investments, revenue trends in September and October provide grounds for confidence for the months ahead. The Division is continuing to develop new versions of its platform and new tools.

**Financial calendar:**

- Publication of 2017 annual revenue: 15 February 2018

**About PHARMAGEST Group:**

*PHARMAGEST Group is the French pharmacy information technology leader, with a market share of more than 41% and more than 900 employees. The Group's strategy is based on a core business of improving healthcare through information technology innovation and developing two priority areas: 1/ Services and technologies for healthcare professionals, with a focus on assisting pharmacies in patient medication compliance; and 2/ technologies for improving the efficacy of healthcare systems.*

*To roll out this 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 divided into four Divisions: Solutions for Pharmacy Division – Europe; Solutions for Health and Social Care Facilities; Solutions for e-Health; and Fintech.*

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