



External growth for MALTA INFORMATIQUE, subsidiary of the PHARMAGEST Group, on the fast-growing home hospitalisation market

- MALTA INFORMATIQUE, a PHARMAGEST Group subsidiary, announces the acquisition of DICSIT, a specialist in information systems for HADs (Hospitals at Home), SSIADs (Home-based nursing services) and CLIC networks (Local Information and Coordination Centres for older people).
- This acquisition will provide commercial, industrial and operational synergies and enrich the MALTA INFORMATIQUE service portfolio in these key sectors.
- These new capabilities, combined with MALTA INFORMATIQUE's expertise in information systems for care homes and its profound knowledge of the market make it well-placed to respond to all the needs of health professionals specialising in home-based care in France.

DICSIT: a leader in IT solutions for home-based health professionals.

Since 1995, DICSIT Informatique has published professional software packages for services relating to home-based care for frail or older people: HADs (Hospitals at Home), SSIADs (Home-based nursing services), SADs (home help services), CLIC networks (Local Information and Coordination Centres for older people), ESAs (Specialist Alzheimer's Teams), CSIs (Nursing Care Centres).

DICSIT Informatique has almost 900 clients for these services in France and in the FOD, including over 400 CLICs (sector leader), 370 SSIADs and ESAs and around 100 HADs (second in the sector).

MALTA INFORMATIQUE now offers an unmatched service platform for the home-based healthcare market with four new markets

- **Hospitalisation at Home - (HAD) –DICSIT holds a 30% market share for this sector**
 - Hospitalisation at home is a form of full-time hospitalisation during which care is provided at the person's home or in accommodation for dependent persons. Hospitalisation at home is now a response to the population's growing desire to be cared for in a familiar environment, when circumstances permit. There is also a political will to establish and develop hospitalisation at home (Bulletin DGOS/R4/2013/398 dated 4/12/2013).
 - Of the 315 structures that currently exist in France, DICSIT has equipped 95 with its ANTHADINE™ software and MOBISOINS mobility tool.
 - This fast-growing market has a promising future. Several factors support the ramping up of hospitalisation at home in France: technological progress, improved care pathway flows, early post-surgical hospitalisation at home interventions, reinforcement of its importance for palliative care and care homes etc. Public authorities, in particular the Ministry of Social Affairs and Health, consider the interest of home-based care from an economic angle, in terms of alleviating the healthcare budget.
- **Home-based nursing services (SSIAD) - DICSIT holds 15% of the market share**

- Nursing care services provide medically prescribed nursing services in the form of technical and basic/relational care.
 - Of the 2,100 structures that currently exist in France, DICSIT has equipped 330 operators with its MICROSOINS™ software with the MOBISOINS mobility tool.
 - DICSIT has also developed an IT solution to support Alzheimer's teams: MEMORIALIS™.
- **Local Information and Coordination Centres for older people (CLIC) - DICSIT is the sector leader**
 - CLICs are reception, information and coordination centres open to older people and their friends and family, as well as professionals in the areas of gerontology and home care. They are provided by administrative departments. They are a precious source of information for older people and their friends and family.
 - Of the 500 CLICs in France, DICSIT has equipped 430.
 - **Collaborative home-based support and care services (SPASAD) - A new, fast-growing segment for DICSIT**
 - These structures cover both SSIADs and SAADs (home-based support and care services). The services provided by SPASADs present a number of advantages for older people: they no longer need to contact two different services, nor coordinate their interventions.
 - DICSIT is positioning itself on this promising new market with an IT offer that ensures the user has one single file.

Work still to be done in providing actors in this sector with high-performing software solutions

Exchanging and sharing of health data, functional care expertise, certified medication circuit, mobility, performance indicators, and user pathways: IT systems are becoming essential for the providers of home-based health services. This sector is currently under-equipped when it comes to high-performing software solutions. But they are increasingly in demand.

DICSIT has developed sophisticated, reliable and sought-after solutions for transforming the way in which home-based care providers carry out their activities. MALTA INFORMATIQUE will help the DICSIT teams extend their expertise and benefit from their expertise to offer new services to its clients in all sectors related to home-based health.

Accelerated revenue growth

The acquisition of DICSIT should significantly improve the growth profile of MALTA INFORMATIQUE from the end of 2016.

For Grégoire de Rotalier, Chairperson of MALTA INFORMATIQUE, *“The power of this new range of services offers undeniable opportunities for additional revenue, both through the enrichment of our range of innovative solutions and through access to new clients, attracted by our solutions which now cover a very extensive patient care pathway. The potential synergies are considerable, in terms of the sectors covered (care homes - home-based care) and operational and technical aspects, the logical consequence of which is an industrialisation of DICSIT’s business “.*

For Dominique Pautrat, Managing Director, PHARMAGEST INTERACTIVE: *“The PHARMAGEST Group anticipated the promising future of the digital health sector almost 20 years ago. Based on that vision, we have continuously invested in the field of health-related technology (DOmedic, Malta Informatique, Kapelse, Diatelic, Intecum, to name just a few of our acquisitions). DICSIT is a very high quality company that is a perfect match for our strategic ambition in the home-based healthcare sector. It will give us a new status on this market, and push our innovative approach further, enabling us to offer increasingly reliable, high-performing services to our clients “.*

Key figures

- MALTA INFORMATIQUE,
 - 2015 turnover: €6.8 M - 6.1% of PHARMAGEST Group turnover in 2015.
 - Employees as of 31/12/2015: 48
- DICSIT
 - 2015 turnover (e): €1.8 M
 - Employees as of 31/12/2015: 28

Acquisition modalities

DICSIT becomes a subsidiary of MALTA INFORMATIQUE by the acquisition of 100% of its shares. At the same time, the MALTA INFORMATIQUE governance is evolving. MALTA INFORMATIQUE becomes an SAS (simplified joint-stock company) with a Board of Directors, the composition of which is as follows:

- Grégoire de Rotalier – Chairperson of the SAS
- Dominique Pautrat - Board Member - (also MD, PHARMAGEST INTERACTIVE)
- Yves Prevost – Board Member (also Sales Director, MALTA INFORMATIQUE)
- Grégory Rousseau - Board Member - (also R&D Director, PHARMAGEST INTERACTIVE)

DICSIT becomes an SAS with Grégoire de Rotalier as chairperson.

PHARMAGEST INTERACTIVE financial calendar reminder:

Publication of annual results for 2015: 1 April after market

SFAF meeting: 4 April 2016 - 11:30 a.m. at the Maison des Arts et Métiers.

About MALTA INFORMATIQUE

MALTA INFORMATIQUE specialises in the design and publishing of software for care homes and day centres for older people, a fast-growing market in which it holds over 10% of the market share. Its TITAN application is the only solution in the market to cover the entire medication chain for care homes. As of 31 December 2015, MALTA INFORMATIQUE is installed in 1,339 care homes. MALTA INFORMATIQUE has been a wholly-owned subsidiary of PHARMAGEST INTERACTIVE since 2007.

About PHARMAGEST Group:

The PHARMAGEST Group is the French leader in pharmacy information technology, with a 43.5% share of the market and over 800 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 sanitary and medico-social establishments, solutions for laboratories, solutions for patients, connected health devices and apps, and a sales financing marketplace.

These activities are divided into four key areas: 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.

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 Indices: ENTERNEXT TECH 40, CAC @ SMALL and CAC @ All-Tradable by inclusion
 Eligible for the Long-Only Deferred Settlement Service (SRD)
 ISIN: FR 0012882389 – Reuters: PHA.PA – Bloomberg: PMGI FP
PHARMAGEST shares are eligible for France's Equity Savings Plan intended to finance SMEs (PEA-PME)



Find all the latest news on the PHARMAGEST Group at www.pharmagest.com

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