



PHARMAGEST

WELCOOP SOLUTION

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PRESS RELEASE

2012 Turnover: 108.72 M€ Excellent level of growth: + 12 %

The non-audited consolidated turnover for 2012 for the PHARMAGEST Group stands at 108.72 million Euros, a rise of 12 % compared to the previous year.

In millions of Euros	2012	2011	Variation
1 st quarter	26.74	25.20	+ 6.1 %
2 nd quarters	28.29	25.03	+ 13.0 %
3 rd quarter	24.57	22.40	+ 9.7 %
4 th quarter	29.12	24.43	+ 19.2 %
2012 Turnover	108.72	97.06	+ 12.0 %

Note on 2012 activity:

- Throughout the whole financial year, **Pharmacy France business**, representing 82 % of the overall turnover of the PHARMAGEST Group, showed evidence of its solid foundations with a significant and constant level of growth: at the end of 2012, the increase in turnover stands at 10.7 % compared to the financial year 2011 and at 12.3% over the 4th quarter alone, however this quarter did benefit from a favourable base effect.
The increase in Pharmacy France business during 2012 was brought about by sales of configurations, up 13.7 %.
Recurring revenues maintain growth of 7.5 %; developed products and more specifically licences increase by 5.8 % despite the customer base's high level of equipment (8,000th LGPI Global Services installed at the beginning of January 2013).
- After reviving growth during the 3rd quarter of 2012, **Pharmacy business in Belgium and Luxembourg** continues to demonstrate the success of its reorganisation and the adaptation of its offer to the market: 2012 turnover stands at 3.21 M€, a rise of 10 % compared to 2011 and growth during the 4th quarter alone stands at 20.5 % (compared to the same period in 2011).
At 31 December 2012, the business contributed to the Group's turnover at a level of 2.9%.
- **The Laboratories business**, in an environment that is unfavourable in regulatory terms and is subject to budgetary constraints in the Pharmaceutical Industry, has performed well: turnover is up by 14.8 % (compared to 2011) at 12.48 M€ at 31 December 2012. This healthy increase is mainly generated by communication services, whilst the classic business (information and prevention campaigns, surveys etc), which has been more significantly impacted, posts a growth level of 2.6 %.
The Laboratories business represents 11.5 % of PHARMAGEST Group's turnover.
- **MALTA Informatique (Care Homes business)** which contributes to the overall turnover of the PHARMAGEST Group from now on at a level of 3.4 %, produced turnover of 3.68 M€, a rise of 31.4 % at the end of 2012, compared to the same period in 2011, and a rise of 36.9 % over the 4th quarter 2012 alone. The 42.3 % increase in

licence sales over the 2012 financial year clearly illustrates the quality of the products that fully meet demand, but also the quality of the teams that have brought about the subsidiary's strong growth.

- **The e-Health business**, still at the investment stage at the end of 2012, does not make a significant contribution to the PHARMAGEST Group's turnover.

Prospects:

Turnover for 2012 allows to anticipate 2012 results in line with targets.

In 2013, PHARMAGEST INTERACTIVE will be concentrating its efforts on:

- continued improvement of its organisation and management,
- keeping a watchful eye on technology and developing solutions that offer even better quality, are more innovative and provide higher added value to optimise still further the effectiveness of its products and support for its clients in an increasingly complex, changing environment,
- the development of its e-Health Pole,
- search for external growth opportunities allowing to complete its product offer in France or internationally.

Financial timetable:

Publication of 2012 results: 26 March 2013

About the 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 700 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 previously unpublished software solutions for Retirement Homes, (Care Homes 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 patients.

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

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