



PRESS RELEASE

Third-quarter 2016 turnover: up 17.20%

In millions of euros	2016	2015	Change
Q1	30.46	27.04	up 12.65%
Q2	33.07	29.15	up 13.45%
Q3 (non-audited)	30.00	25.60	up 17.20%
9-month total	93.53	81.79	up 14.36%

The PHARMAGEST Group's turnover in Q3 2016 rose 17.20% year-on-year to €30 million.

In the first nine months of 2016, the PHARMAGEST Group's turnover rose 14.36% to €93.53 million, compared with 30 September 2015.

Business update:

- **The Solutions for Pharmacy Division - Europe** reported turnover of €72.38 million at 30 September 2016, and accounted for 77.4% of the PHARMAGEST Group's total turnover in the first nine months of 2016. This Division's turnover was €72.25 million one year earlier at 30 September 2015, and accounted for 88.3% of total Group turnover.
- **The Solutions for sanitary and medico-social establishments** maintained its good growth performance with a 49.38% increase in turnover from €4.88 million at 30 September 2015 to €7.29 million at 30 September 2016. The Division was boosted by the strong performance by its new subsidiary, DICSIT INFORMATIQUE. The Solutions for sanitary and medico-social establishments Division now accounts for 7.8% of total PHARMAGEST Group turnover as at 30 September 2016.
- Sustaining its dynamic growth, **the Solutions for e-Health Division** posted turnover of €6.64 million at 30 September 2016, up 52.43% on 30 September 2015. The Solutions for e-Health Division contributed 7.1% of the Group's total turnover in the first nine months of 2016.
- **The Fintech Division** put in a remarkable performance after only one year in business. Starting from a modest base of €0.3 million at 30 September 2015, the Fintech Division grew turnover to €7.22 million at the end of the first nine months of 2016.

Outlook:

- The PHARMAGEST Group will maintain its leadership backed by its capacity to develop new solutions to expand its portfolio and produce a real Pharmacy Business Software. The PHARMAGEST Group confirms its outlook for profitable growth, driven by dynamic performances in the growth sectors to which the Group has committed substantial investments, and the synergy generated between its core businesses and the companies acquired in the past two years, particularly the most recent additions - DICSIT INFORMATIQUE (acquired at the end of March 2016) and NOVIA TEK (end of June 2016).

- While population ageing and healthcare have risen to the top of the political and financial agenda, the PHARMAGEST Group has long anticipated this societal shift. The Solutions for sanitary and medico-social establishments and the Solutions for e-Health Divisions are already providing responses to these challenges. They have the resources and means to develop solutions to meet changing needs to care for patients (facilitating home care for those facing a loss of independence, meeting the needs of the elderly residential care homes sector, HADs (Hospitals at Home), and SSIADs (Home-based nursing services)...).
- The Fintech Division's performance confirms the viability of the concept and reaffirms its ambitions for international growth (it is already established in Belgium).

Financial calendar:

- Publication of 2016 turnover on 15 February 2017.

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.

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