



Villers-lès-Nancy, 12 May 2016 – 18:00 (CET)

PRESS RELEASE

Very positive trend in first-quarter 2016 turnover

In €M	2016	2015	Change
Turnover Q1 2016 (unaudited)	30.46	27.04	12.65%

Group consolidated turnover as at 31 March 2016 was up a strong 12.65% year-on-year to €30.46 million (€27.04 million in Q1 2015). As expected in this early part of the year, growth drivers were the main contributors to this dynamic rise in turnover.

Business update:

- **The Solutions for Pharmacy Division - Europe** reported turnover of €23.98 million. The Division's turnover as a whole fell back slightly – by -1.73% – dented by the expected cyclical impact on rental contract renewals, while recurrent services remained on the upside (+1.2%).
- Robust growth continued in the **Solutions for sanitary and medico-social establishments Division** at a rate of 35.63% in first-quarter 2016, bringing total turnover to €2.25 million, up from €1.66 million in first-quarter 2015.
- The Group's new growth driver, the **Solutions for e-Health Division** reported outstanding turnover growth of 160.74% to €2.57 million in Q1 2016, as against €0.98 million in the same period last year.
- **The new FinTech Division** also made a showing in the first quarter, with €1.68 million in turnover. Note that the Division only commenced business outside the Group at the end of the second quarter of 2015.

Outlook:

- **The Solutions for Pharmacy Division - Europe**: the sales teams are actively engaged in developing the PHARMAGEST product mix with pharmacists to promote new services, functionalities and technologies to continue to expand digital and enhance the security of retail outlets. The benefits of this strategy are beginning to show. The unfavourable rental contract renewal cycle will be reversed in the second quarter, and there is confidence in achieving renewed growth in the turnover for this business line.
- **The Solutions for sanitary and medico-social establishments Division** is confident its growth will be sustained. Note that on 23 March 2016, MALTA INFORMATIQUE, a PHARMAGEST Group subsidiary, acquired 100% 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). The Division is now well placed to respond to all the needs of health professionals specialising in home-based care in France. The environment is promising for the continued growth of this Division.

- Alive to the challenges of the revolutionary shift in health systems, the PHARMAGEST Group anticipated the promise of the digital health sector and was one of the early investors in new artificial intelligence systems. **The Solutions for e-Health Division** is a crucial operator in this ecosystem. Its investments and the acquisition of unique global expertise mean it is ideally positioned to meet the needs of the connected health market where healthcare professionals are interconnected and coordinated with the patient at the centre, from prevention through to treatment follow-up.
- After less than one year in operation, NANCEO, a PHARMAGEST Group subsidiary, now manages flows valued at close to €50 million. New agreements finalised early in 2016 are also encouraging. NANCEO is the 'youngest' company to join France's 500 leading tech companies, the "*Classement des 500 premières entreprises de la Tech françaises*": all solid indicators to bolster the **FinTech Division's** growth ambitions.

Financial calendar:

- Annual General Meeting on 23 June 2016 at 5:00 pm at Company headquarters in Villers-lès-Nancy. The company reiterates that it will propose payment of a dividend of €0.60 per share in respect of the 2015 financial year to shareholders at the Annual Ordinary General Meeting - an increase of 3.45% on the previous financial year (the Ordinary General Meeting on 26/06/2015 voted to approve the stock split, reducing the share value to €0.20 from €1).
- Publication of H1 2016 sales on 10 August 2016.
- Publication of half-year results on 12 September 2016.

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 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 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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Indices: ENTERNEXT TECH 40, CAC ® SMALL and CAC ® All-Tradable by inclusion
Eligible for the Long-Only Deferred Settlement Service (SRD)
ISIN: FR0012882389 – Reuters: PHA.PA – Bloomberg: PMGI.FP
PHARMAGEST shares are eligible for France's Equity Savings Plan intended to finance SMEs (PEA-PME)



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