

Villers-lès-Nancy, 1 April 2016 – 19:00 (CET)

PRESS RELEASE

## 2015 net profit: €19.00 million, up 12%

€ millions	Dec 2015	Dec 2014	Change
Turnover	113.47	114.56	- 0.9%
Operating profit	28.28	25.51	+ 10.9%
<b>Net profit</b>	<b>19.00</b>	<b>16.97</b>	<b>+ 12%</b>
Net income - Group share	18.79	17.01	+ 10.5%
Basic earnings per share (in €)	1.25	1.14 *	+ 10.5%

*\* proforma following the 5-for-1 stock split*

The Board of Directors, chaired by Thierry Chapusot, met on 1 April 2016 with the Auditors in attendance. The Board examined and approved the accounts for the 2015 financial year. An audit was conducted on the consolidated financial statements. The certification statement will be issued after the management report has been reviewed and the procedures required for filing the annual financial report have been finalised.

### ➤ Consolidated financial statements: key data

The PHARMAGEST Group recorded **€113.47 million in consolidated turnover** at 31 December 2015, almost stable (-0.9%) compared with 2014 and up 7.1% when restated for the Communication Services business.

**At €28.28 million, operating profit rose 10.9%** on 2014. The contribution of new businesses (the Solutions for sanitary establishments and the Solutions for e-Health Divisions) to profit is confirmed:

- with profit up 2%, the Solutions for Pharmacy Division - Europe (the Group's long-standing core business) accounts for 85% of consolidated operating profit, versus 90% in 2014;
- the Solutions for sanitary and medico-social establishments Division reported a 38% sharp increase in profit and accounts for 8% of the Group's operating profit;
- the Solutions for e-Health Division doubled (up 97%) its operating profit, and accounts for 7% of the Group's operating profit;
- the new FinTech Division created in 2015 has yet to make any significant contribution to the Group's profit.



**At €19.00 million**, net profit rose €16.97 million compared with the same period in 2014. **Basic earnings per share were up 10.5% to €1.25** (from €1.14 2014 following the 5-for-1 stock split).

At the Annual General Meeting on 23 June 2016, PHARMAGEST INTERACTIVE will propose a **gross dividend of €0.60**.

**As at 31 December 2015, net cash was up 15% to €54.89 million** (including securities available for sale and other investments).

**Equity totalled €91.56 million as at 31 December 2015**, compared with €81.69 million at the end of 2014.

➤ **Key events in 2015**

- 5-for-1 stock split effective as of 5 August 2015.
- Structural reorganisation of the PHARMAGEST Group into four Divisions to sharpen legibility of the Group's businesses and to generate synergies between divisions to secure a return on investments.
- Strengthening of the Solutions for e-Health Division and appointment of Yannis Nahal to head it up.
- A number of projects that had been in trial mode progressed to the operational phase: the project to extend the length of time people can be cared for at home ("*36 mois de plus à domicile*"), launch of our compliance monitoring software in pharmacies, and others.
- Establishment of the new NANCEO subsidiary, an innovative equipment leasing subsidiary for financing sales of equipment and services.
- Selection for the "TECH 40" label and inclusion in the ENTERNEXT TECH 40 index.
- Participation in the Franco-German cross-border Silver Valley project. Establishing this committee is part of French government strategy to structure the most promising sectors for innovation and job creation. Thierry Chapusot was appointed as co-Chair of the Strategy Committee for the Lorraine region Silver Economy network.
- PHARMAGEST INTERACTIVE received plaudits for its innovation to improve treatment compliance, specifically for its DO-Pill SecuR™ smart pill dispenser, and scooped the 1st prize in the Business France Silver Economy Awards.



➤ **Significant events after the closing date on 30 December 2015**

- Groupe DŌmedic Inc. (a PHARMAGEST Group subsidiary) and TELUS Health (a TELUS subsidiary, a leader in Canada in healthcare IT) signed a strategic partnership agreement on 1 February 2016. Groupe DŌmedic Inc. and TELUS Health joined forces to offer an integrated medication compliance solution. Pharmacists and care homes in Canada will now have optimum control over the medication dispensing chain, in full compliance with traceability obligations. Groupe DŌmedic Inc. solutions will be offered on TELUS Health's Pharma Space.
- MALTA INFORMATIQUE, a PHARMAGEST Group subsidiary producing specialist software for elderly residential care homes and day centres, acquired DICSIT INFORMATIQUE and expanded into four new markets: Home hospitalisation, Home-based nursing services, Local information and coordination centres for the elderly, and Collaborative home-based support and care services.

➤ **2016 Outlook**

The PHARMAGEST Group is maintaining its external growth policy by exploring development paths – both in France and overseas – in the following areas:

- The PHARMAGEST Group continues to build its technology and services infrastructure around the patient, particularly in areas designed to extend the length of time people can be cared for in their homes.
- The PHARMAGEST Group is positioned as a key player in the new health system and gives priority to leveraging its expertise and know-how to improve coordination of care and services for patients.

➤ **Next key dates**

- End-April 2016: release of the 2015 Registration Document
- 12 May 2016: Press release: first-quarter 2016 turnover
- 23 June 2016: Annual General Meeting

**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 Group's strategy is based on a core business, innovation and information technology to improve health care, and on the development of two priorities: 1/ Services and technologies for healthcare professionals, with a focus on assisting pharmacies with monitoring patient compliance; and 2/ technology for improving the efficacy of healthcare systems.*

*To roll out this strategy, the PHARMAGEST Group has developed specialised businesses, including pharmacy IT, e-Health solutions, solutions for sanitary and medico-social establishments, solutions for pharmaceutical companies, solutions for patients, connected health devices and apps, and a sales financing marketplace.*

*These businesses are divided into four 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.*



**PHARMAGEST**  
WELCOOP SOLUTION

Press release, 1 April 2016 - 2015 Annual Results

Listed on the NYSE Euronext Paris™ - Compartment B  
Indices: ENTERNEXT TECH 40, CAC ® SMALL and CAC ® All-Tradable par 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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