

# Press Release

Regulated information

## ACQUISITION OF ALTERNATE TECHNOLOGIES IN BRAZIL

### INNOVATIVE SOFTWARE SOLUTIONS FOR PHARMACEUTICAL COMPOUNDING, READY TO BE LAUNCHED GLOBALLY

Waregem (Belgium) / Rotterdam (the Netherlands)<sup>1</sup>, 7 November 2013 – Arseus announces today the acquisition of Brazilian Alternate Technologies, the leading developer and supplier of innovative software and technology tools for pharmaceutical compounding. Over 3,500 Brazilian pharmacies and prescribers daily use the state-of-the-art software tools for pharmaceutical compounding and the prescription software for tailor-made medication of Alternate. Alternate Technologies is expected to achieve a turnover of approximately 11 million Brazilian real in 2013 with an EBITDA-margin above the average for the Fagron Group. Alternate Technologies is consolidated as from 1 October 2013.

**Ger van Jeveren, CEO of Arseus and Fagron:** “We are delighted to welcome Alternate Technologies to the Fagron Group. This acquisition plays an essential role in our strategy to strengthen our global market leadership in pharmaceutical compounding and to further optimise our total compounding solution for our 200,000 customers worldwide with the added-value software and technology tools of Alternate Technologies. Due to the excellent track record and the quality of the organisation of both Alternate Technologies and Fagron, we expect a rapid and smooth integration.”

**Marco Perino, President of Alternate Technologies:** “I am looking forward to combining forces with the Fagron Group. Fagron’s global and rapidly expanding network offers great potential to introduce our successful and unique technology and software solutions globally. Our employees will enjoy opportunities for further development in an international environment. Further, I look forward to the opportunity of contributing to the future growth and expansion of both Alternate Technologies and the Fagron Group.”

---

<sup>1</sup> This press release was sent out by Arseus NV and Arseus BV.

### **About Alternate Technologies**

Alternate Technologies ([www.alternate.com.br](http://www.alternate.com.br)) was founded in 2000 in Jundiai, São Paulo (Brazil) and has 90 employees. Alternate offers a premium compounding software solution called *FormulaCerta* and a leading e-prescribing software called *Doctor-Rx*, launched in 2013. Besides 10 different software solutions, all fully focused on pharmaceutical compounding, Alternate has a well filled pipeline of new innovations.

In 2013, Fagron will further strengthen its global market leadership in the rapidly growing market for pharmaceutical compounding through an active buy-and-build strategy, starting up greenfields and robust organic growth.

### **Other information**

Veirano advogados and PWC served as advisor to Arseus.

*In the event of any discrepancy between the English translation and the original Dutch version of this press release, the latter shall prevail.*

### **For more information:**

Constantijn van Rietschoten  
Director of Corporate Communications  
+31 88 33 11 222 (Office)  
+31 6 53 69 15 85 (Mobile)  
[constantijn.van.rietschoten@arseus.com](mailto:constantijn.van.rietschoten@arseus.com)

### **Arseus profile**

Arseus is a multinational group of companies that supplies products, services and concepts to professionals and institutions in the healthcare sector in 30 countries worldwide. Arseus is subdivided into four divisions and operates in the markets for pharmaceutical compounding for pharmacies, dental products, medical and surgical products, and medical ICT-solutions. The Belgian company Arseus NV is located in Waregem, and is listed on NYSE Euronext Brussels and NYSE Euronext Amsterdam. The operational activities of the Arseus group are driven by the Dutch company Arseus BV. The head office of Arseus BV is located in Rotterdam.