

2017 first-half revenue + 13.38%

(€m)	2017	2016	Change
Q1	35.42	30.46	+ 16.30 %
Q2	36.60	33.07	+ 10.69 %
H1	72.03	63.53	+ 13.38 %

PHARMAGEST Group reported consolidated revenue of €72.03 million for the six-month period ending 30 June 2017, up 13.38% from one year earlier.

The Group's revenue growth overall in 2017 was boosted by newly integrated business lines and expertise.

Operating highlights:

- **The Solutions for Pharmacy Division – Europe** had revenue of €51.28 million at 30 June 2017, up 3.45% (€49.57 million) year on year, driven notably by the success of "new products" (OFFICASH and OFFITOUCH) rolled out at the end of 2016. This Division accounted for 71.2% of Group revenue.
- **The Solutions for health and social care facilities Division** had revenue of €6.29 million in H1 2017, up 26.07% from H1 2016 (€4.99 million). This strong growth reflects in particular DICSIT INFORMATIQUE's contribution for the entire 2017 first half (compared with the second quarter only in the prior year based on its consolidation as of 01/04/2016). This Division continues to offer good visibility with recurring revenue up 28.6% like-for-like. It contributed 8.73% to Group's total revenue.
- **The Solutions for e-Health Division** reported €5.32 million in revenue as of 30 June 2017, a 12.92% increase from one year earlier (€4.71 million). This included the positive impact (+€435,000) of the Group's most recent acquisitions: SAILENDRA and CAREMEDS-MULTIMEDS. The Division contributed 7.39% to Group revenue in the 2017 first half.
- **The Fintech Division** began its third year of operations with an excellent performance (+114.69%). The Division had revenue of €9.13 million in H1 2017 (compared to €4.25 million in H1 2016), contributing 12.68% to Group revenue for the 2017 first half.

Outlook:

- Bolstered by the signature of important contracts in Belgium (MULTIPHARMA, COOP) and the success of "new products" (OFFICASH, OFFITOUCH), the Pharmacy Belux Business Line's development is well on track. Sustained demand in France and Belgium for comprehensive high value added solutions for pharmacists meeting the specific requirements of each country (OFFICENTRAL, OFFICASH, OFFITOUCH...) bodes well for the coming months.
- The Solutions for e-Health Division was boosted by the acquisition of CAREMEDS (developing a secure cloud-based platform tracking the medication cycle using pill dispensers) and MULTIMEDS (optimised and simplified solutions for patients and healthcare professionals for administering drug treatments). Its commercial teams have thus been reinforced and it now proposes the largest patient medication compliance offering on the market in France and Europe.
- The Solutions for e-Health Division and the Solutions for health and social care facilities Division already occupied a central position in the market for supporting and monitoring patient pathways in the non-hospital segment (home-based care and elderly residential care facilities) with the acquisitions of DICSIT INFORMATIQUE and NOVIA TEK in 2016. With the recent acquisition of AXIGATE (hospital information systems solutions), PHARMAGEST Group is now the only player in Europe capable of managing care coordination at an operational level across non-hospital and hospital pathways.
- The Fintech Division registered growth in business volume and an improved filed acceptance rate. The recent integration of a new lender highlights the recognition and performance of its online platform in the market for equipment financing solutions and services.

Financial calendar:

- Publication of H1 results: 22 September 2017.
- Publication of Q3 2017 sales: 17 November 2017.

About PHARMAGEST Group:

PHARMAGEST Group is the French pharmacy information technology leader, with a 43.5% market share and more than 900 employees. The Group's strategy is based on a core business of improving healthcare through information technology innovation and developing two priority areas: 1/ Services and technologies for healthcare professionals, with a focus on assisting pharmacies in the area of patient medication compliance; and 2/ technologies for improving the efficacy of healthcare systems.

To roll out that strategy, PHARMAGEST Group has developed specialised businesses, including pharmacy IT, e-Health solutions, solutions for healthcare professionals, solutions for pharmaceutical laboratories, connected health devices and apps, and a sales financing marketplace.

These businesses are now divided into four divisions: The Solutions for Pharmacy Division – Europe, the Solutions for Health and Social Care Facilities Division, the Solutions for e-Health Division, and the FinTech Division.

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