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PRESS RELEASE

PARTNERSHIP BETWEEN THE PHARMAGEST AND KORIAN GROUPS

PHARMAGEST Group (Euronext Paris - B - FR0012882389) and **KORIAN Group** (Euronext Paris - A - FR0010386334), **the European expert in care and support services for seniors, announces a partnership to co-create an innovative multi-service offering care and support for vulnerable persons both at home and in assisted living facilities for the elderly.**

- ❖ This major partnership strengthens the Pharmagest Group's position as a key provider of innovative technological telecare solutions.
- ❖ Objective: **co-development of a platform for home-based connected objects**, providing elderly persons with impaired autonomy innovative services for prevention, telecare and maintaining social ties designed to help them remain at home as long as possible.
- ❖ **A partnership built around the CareLib offering** of Pharmagest Group (presented at the 2018 Global Stage for Innovation in Las Vegas) & **Co-construction of a *Box Korian* powered by CareLib** to be distributed by Korian as a white label product.
- ❖ Targets: **Korian's French customer base** for extended stays at the after-care and rehabilitation facilities or assisted living facilities for the elderly (EHPAD) of Korian's network.
- ❖ **Significant growth possibilities** for Pharmagest Group for its offering of innovative technologies addressing **providers of senior housing**, highlighting its strategy to support quality of life in aging for their customers and the innovative telecare and multi-services sector for seniors.

Pharmagest Group reinforces its position as a leading provider of innovative assisted living solutions and helping seniors remain in their homes

Pharmagest Group, through its e-Health Solutions Division, is actively committed to developing innovative assisted living solutions to help older persons maintain their autonomy and remain in their homes. Through its investments both at the human and industrial level, it is a major player in this area in France.

This partnership with Korian, who manages the largest European network of nursing homes, specialised clinics, assisted living facilities, home-based care and hospitalisations, represents a major milestone for Pharmagest Group by establishing its position as a key industrial player at the heart of the Silver Economy and providing an opportunity for its CareLib offering to demonstrate home-based care digital solutions in practice.

CareLib: an innovative and high-performance multi-service technological offering for home-based care and assisted living facilities for the elderly (EHPAD)

An innovative multi-service offering for elderly and vulnerable persons, the CareLib offering represents a precision solution supported by the latest generation hardware and software technologies (sensors, Bayesian AI expert systems) capable of learning the daily routines in order to identify exceptions that could signal the occurrence of an incident requiring attention.

The solution ensures personalised monitoring and improved coordination among the different support providers, whether in-home or in retirement homes, with or without assisted living services. It also provides a way to maintain links with the family and caregivers through its dedicated social network.

CareLib is an innovative solution originating from the "36 more months at home" project developed by Pharmagest Group with the support of the Grand Est Regional Council and the European Regional Development Fund (ERDF).

PHARMAGEST/ KORIAN: a major partnership

Nearly 4 years of R&D, the performance of the process and Pharmagest Group's expertise in telecare and medication compliance convinced Korian Group to select CareLib, the only solution available today capable of addressing the needs of the service offerings for their French and European networks.

The two groups have on that basis signed a non-exclusive partnership agreement which involves offering the CareLib solution developed by Pharmagest to vulnerable persons or persons with impaired autonomy in extended stays at after-care and rehabilitation facilities of the Korian Group as well as those residing at the assisted-living retirement homes of the Korian Group.

This agreement also provides for the co-construction of a *Box Korian powered by CareLib*. This new service will be proposed and distributed by Korian as a white label product.

With this partnership, the Korian Group will contribute its business know-how, healthcare sector expertise, customer base, its network of professionals and regional presence through its clinics and assisted living facilities. Pharmagest Group will in turn contribute its expertise in IT and, e-Health, R&D capacity and network of pharmacists.

From innovative telecare to connected independence, at home or in assisted living retirement homes: essential technical competencies increasingly popular with professionals in the sector

Pharmagest Group has for a number of years been actively committed to developing innovative solutions designed to help older persons maintain their autonomy and remain in their homes. Through its investments both at the human and industrial level, Pharmagest Group is a major player in this area in France.

Furthermore, the technological opportunities and the commitments of the sector's stakeholders to enhancing their services to support quality of life in aging for their customers, resonates strongly with public-policy objectives seeking to reduce the frequency and length of hospital stays and to promote the availability of truly individualised patient management and care.

At the same time, the installed-base for telecare systems among seniors remains low (i.e., an installed base in France of 797,000 people and 11.9% of persons 75 and older) - *Source: Frédéric Serrière Consulting - "Boomers 2016" study*), and only 6% of today's housing stock is adapted for persons older than 65 (*sources: Rapport ANAH and CNAV 2013*).

In this context, the emergence of new technological opportunities has already contributed to a number of ambitious advances in the telecare sector: new missions and new services, new population segments, etc.

Thierry CHAPUSOT, Chairman of the Board of Directors of Pharmagest Group explains: *"This decision by the Europe's leading network of assisted-living retirement homes to adopt the Pharmagest solution marks a major milestone in the market penetration of the telecare technology we are developing. Given its business line know-how and health sector expertise, we are convinced that this partnership with Korian will considerably expand our potential customer base, in keeping with the technical requirements of the major French and European stakeholders in the silver economy segment. This collaboration also opens up new business and service opportunities for all our technologies and our recent investments. We are in consequence particularly pleased to have initiated this partnership with Korian"».*

For Sophie BOISSARD, Chief Executive Officer of Korian: *"We are the first in France to have taken up the challenge of the digital home, notably with this telecare service. This project represents an important milestone in the enhancement of our offering by supporting our customers throughout their care pathway. This collaboration with Pharmagest Group, and their CareLib solution, constitutes a component of a global strategic solution to support quality of life in aging with high value added services".*

PHARMAGEST INTERACTIVE's upcoming financial publications:

- Publication of H1 results: 21 September 2018.
- Publication of Q3 2018 sales: 14 November 2018.

About Pharmagest Group - Pharmagest Group is the French pharmacy information technology leader, with a market share of more than 42% and more than 1,000 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 patients and healthcare professionals, with a focus on assisting pharmacies in patient medication compliance; and 2/ technologies for improving the efficacy of healthcare systems.

This strategy is executed through specialised business lines developed by Pharmagest Group: pharmacy IT solutions, e-Health solutions, solutions for healthcare professionals, solutions for pharmaceutical laboratories, connected health devices and apps, and a sales financing marketplace...

These businesses are grouped within four divisions: Pharmacy - Europe Solutions; Health and Social Care Facilities Solutions; e-Health Solutions and Fintech.

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