

**PRESS RELEASE**

**2019 first-quarter revenue**

- ❖ Revenue growth of 10.29% to €38.15 million
- ❖ Business development momentum in Italy.
- ❖ Growth drivers deliver excellent performances: the Senior Assisted Living Facilities, Home-Based Nursing Services, e-Patient and e-Connect Business Lines.
- ❖ Full year growth outlook confirmed for 2019.

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€m - IFRS 15	Q1 2019 *	Q1 2018	Change
Revenue	38.15	34.59	+ 10.29%

\* unaudited

At 31 March 2019, Pharmagest Group had consolidated revenue of €38.15 million, up 10.29% from Q1 2018 (€34.59 million).

Pro forma, like-for-like revenue (excluding the Macrosoft Group acquisition in Italy) rose 3.93% from last year's first quarter.

**Operating highlights**

- **The Pharmacy Division - Europe Solutions** (77.09% of total Pharmagest Group revenue) grew 10.49% to €29.41 million.
  - Revenue from the Pharmacy France, Belgium and Luxembourg Business Lines (BLs) remained steady with gains of 2.22% from Q1 2018.
  - Like-for-like (excluding the disposal of the non-significant SME software reseller business and the acquisition of Macrosoft Group in 2018), revenue of this Division in the 2019 first-quarter grew 3.27% from one year earlier.
  - The Italy Pharmacy BL had €2.20 million in revenue in Q1 2019.
- **The Health and Social Care Facilities Solutions Division** (12.18% of total Pharmagest Group revenue) grew 2.84% to €4.65 million, highlighting the relevance of this business model for generating recurrent revenue (+22.17%). The Senior Assisted Living Facilities and Home-Based Nursing Services BLs displayed good momentum whereas the Hospital BL registered a marginal slowdown reflecting the cyclical nature of its license sales.
- **The e-Health Solutions Division** (9.69% of total Pharmagest Group revenue) registered excellent growth of 25.47% to €3.70 million. After the completion of significant capital spending and development phases, this performance was driven by the e-Connect (with notably the implementation of SMRs) and e-Patients BLs (expected to drive growth and up 30.34% in relation to the 2018 first quarter).
- **The Fintech Division** (1.04% of total Pharmagest Group revenue) had revenue of €0.40 million, down 21.76% from the 2018 first quarter. The 5% increase in files financed was not enough to offset the decline in the market rate.

## **2019 outlook**

Based on its strengths in terms of innovation, technologies and the unwavering determination of its teams, Pharmagest Group is confident in its prospects for achieving another year of growth in revenue and earnings in 2019.

It will continue to build its Patient Data platform and develop innovative, reliable and secure technological solutions for administering and managing each stage of the patient care pathway.

Similarly, Pharmagest Group, as exemplified by the recent strategic partnerships concluded with Korian and Cegedim and the Franco-American start-up, Embleema, intends to strengthen its "Patient Centred" strategy in France and Europe.

## **Financial calendar**

- **Annual General Meeting:** 27 June 2019, 5:00 p.m. (CET) in Villers-lès-Nancy. The Company reminds readers that it will propose at the Annual General Meeting the payment of a dividend of €0.85 per share for fiscal 2018, an increase of 13.3% from the previous year.
- **Publication of H1 2019 sales:** 2 August 2019.
- **Publication of H1 2019 results:** 20 September 2019.

## **About PHARMAGEST Group:**

*Pharmagest Group is the French pharmacy information technology leader, with a market share of more than 44% 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 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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