

Pharmagest Inter@ctive Group: significant acquisition in Belgium and Luxembourg.

Through the acquisition of SABCO, Pharmagest Inter@ctive have direct access to an equipped estate of 653 pharmacies in Belgium and Luxembourg.

The Pharmagest Inter@ctive Group announces the acquisition of SABCO, a dispensing pharmacy IT company working in Belgium and Luxembourg. SABCO employs 20 people and had a turnover of 2.45 million euros in 2006.

Complementary expertise in Belgium in line with Pharmagest's positioning.

With this acquisition, Pharmagest Inter@ctive is pursuing its European growth strategy which it started in Belgium at the beginning of 2007 and is thus confirming its desire to position itself in this northern European market with high growth potential.

The acquisition of SABCO complements the existing product offer and increases the number of users of its software to nearly 10,500 dispensing pharmacies and brings to 52,200 the number of health professionals it is in contact with in France, Belgium and Luxembourg.

SABCO and Pharmagest complement each other perfectly.

Firstly, in geographical terms: Pharmagest has been active in Wallonia since 2007 and can count on the presence and experience in Belgium of CERP Lorraine. CERP Lorraine is one of Pharmagest Inter@ctive's reference shareholders and is the second largest wholesale redistributor in Belgium with nine distribution platforms and the only wholesaler to supply the country's 5490 pharmacies in the 10 provinces. SABCO already equips 653 pharmacies in Belgium and Luxembourg.

In addition, Pharmagest's product offer complements SABCO's products perfectly, adding new products such as OffiMedia, Offisecure, Officentral, Pharmattitude and the communication and information products for pharmaceutical laboratories and pharmacists' partners aimed at the dispensing pharmacy team.

Finally, Pharmagest and SABCO share unique know-how and real experience in dispensing pharmacy IT. This should speed up the deployment and development of their respective product and service offers in Belgium.

SABCO: 30 years of expertise in dispensing pharmacy IT

SABCO is an IT company offering pharmacists a comprehensive solution to manage their dispensing pharmacies, including hardware, software, maintenance, training, technical support, a telephone support service and updates.

SABCO was set up in Luxembourg in 1977 and, over the years, has grown into one of the most highly regarded software companies for pharmacy management systems.

SABCO currently has a 12% share of the Belgian and Luxembourg markets, and to date has installed over 2,200 computer terminals and equips 623 Belgian pharmacies and 30 Luxembourg dispensing pharmacies (out of the 80 in the country).

Pharmagest Benelux: the advantages of a single product offer on the Belgian market.

With an LGPI® adapted to the Belgian context, SABCO's software will continue to develop and be upgraded, complemented by Pharmagest's original models that create value for pharmacists on the Belgian as well as the French markets.

With the deployment of the Belgian LGPI® product offer which is now fully functional in more than 10 pharmacies in Belgium, and strengthened by the acquisition of SABCO, the PHARMAGEST-SABCO group will have a truly European dimension.

This acquisition will let the new group position itself decisively on the Belgian and Luxembourg market and widen its product offer by selling its services based around the SABCO New and LGPI software.

For Thierry Chapusot, Managing Director of Pharmagest Inter@ctive "*This acquisition confirms the group's growth policy on a European scale. SABCO's recognised know-how and the strong positioning it has had for over 30 years opens up new commercial opportunities for us and helps strengthen our product offer in northern Europe.*"

Under the terms of the acquisition, Marleen JESPERS, SABCO's Managing Director since 8 March 1999, will maintain her responsibilities alongside Thierry PONNELLE, one of Pharmagest's founders, who becomes Executive Director of SABCO. Franck PETEERS, SABCO's current chairman, will keep his post as company director.

About Pharmagest Inter@ctive

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The Pharmagest Inter@ctive Group is the leading French medicinal IT company, with a 43 % market share, 9800 customers and 600 employees.

The favoured partner of pharmacists for over 20 years, Pharmagest Inter@ctive designs innovative computing solutions aimed at dispensing pharmacies, and is developing a high-potential E-Media E-Business aimed at laboratories.

The first Logiciel de Gestion à Portail Intégré (LGPI®), (Management Software with Integrated Portal), provides value for patients, pharmacists and laboratories, boosts sales, optimises purchases and enriches patient advice. It is also the first media with a permanent impact in dispensing pharmacies and enables laboratories to have direct communication with the pharmacist and his patients.

Find out all about Pharmagest: www.pharmagest.com

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