



1st half-year results 2007

Information meeting

11 September 2007

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Introduction



Salient facts



- **Belgium Opening**

- On 30 June, 10 dispensing pharmacies were equipped with our software.
- Great satisfaction following installations.
- Successful synergy with French teams.



Salient facts

- **3000 mark for pharmacies with LGPI passed in France**
 - In 2007, the number of new generation software installations has increased.
 - The year has also seen many Rentpharm® renewals.
- **Orders are up 12%.**



Salient facts

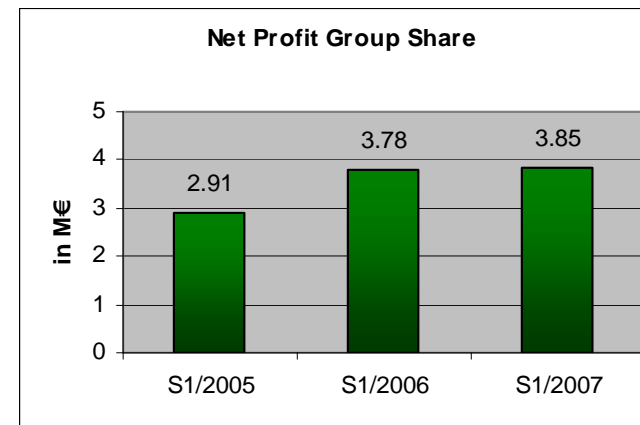
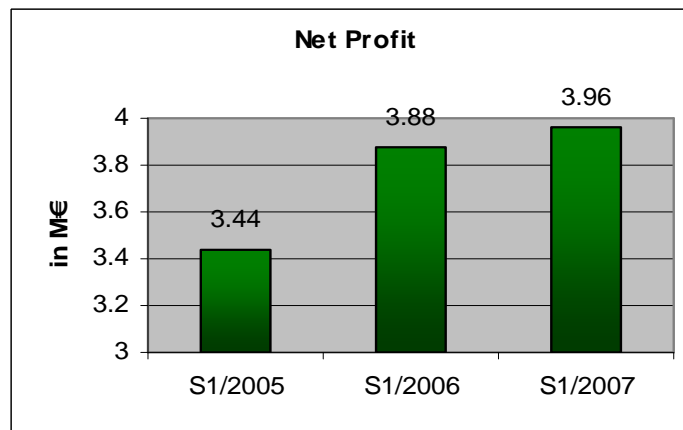
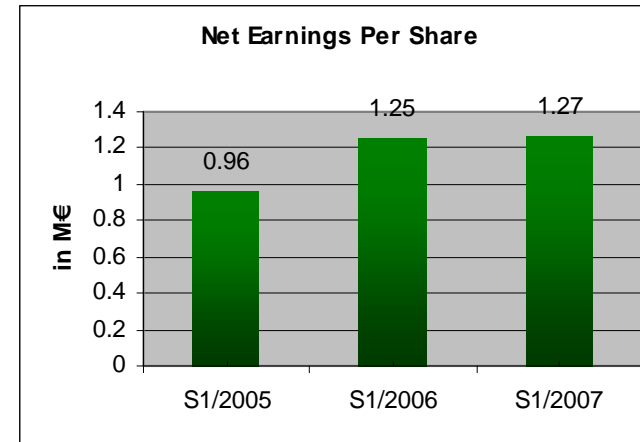
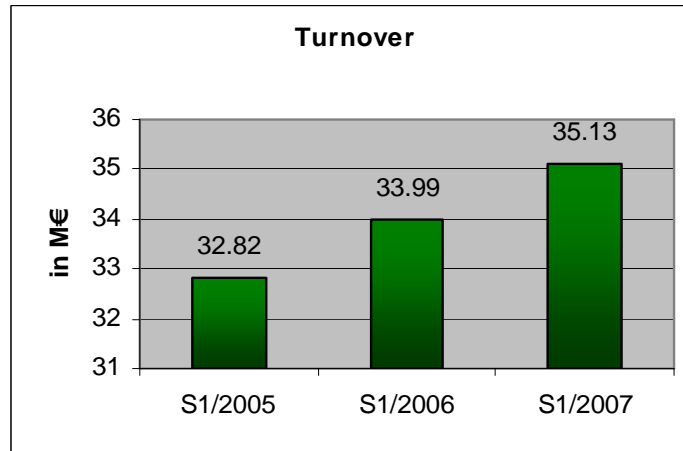
- **Innovations: OFFIMEDIA**
 - OffiMédia®, the truly different communication solution.
 - It's an ACTIVE solution.
 - Its interface with the Management software means dispensing pharmacy patients can be offered information that matches their profile (Sex, Age, Prescription history).



Salient facts

- **Latest contracts signed**
 - An overall contract (C.I.E.T. integrating the catalogue)
 - With a major European ethical player.
 - A C.I.E.T campaign
 - With a major American player.
 - Turnover grew strongly in the first half of the year despite a lack of transparency on these contracts

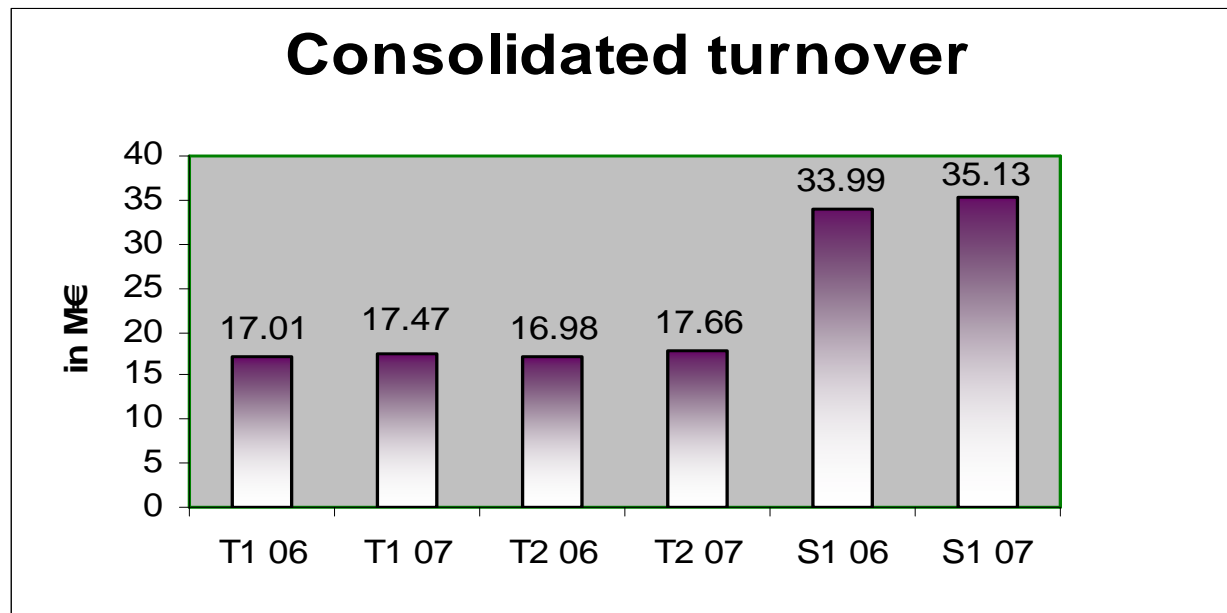
Key figures





Financial results on 30 June 2007

Financial results on 30 June 2007

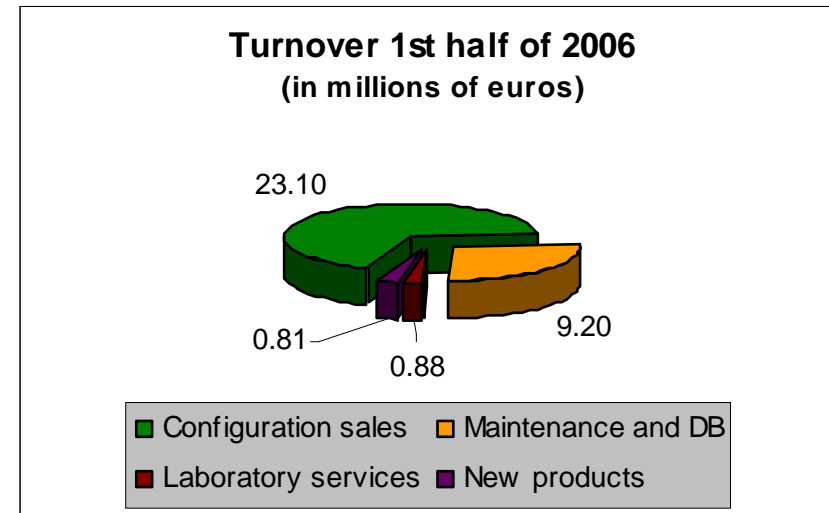
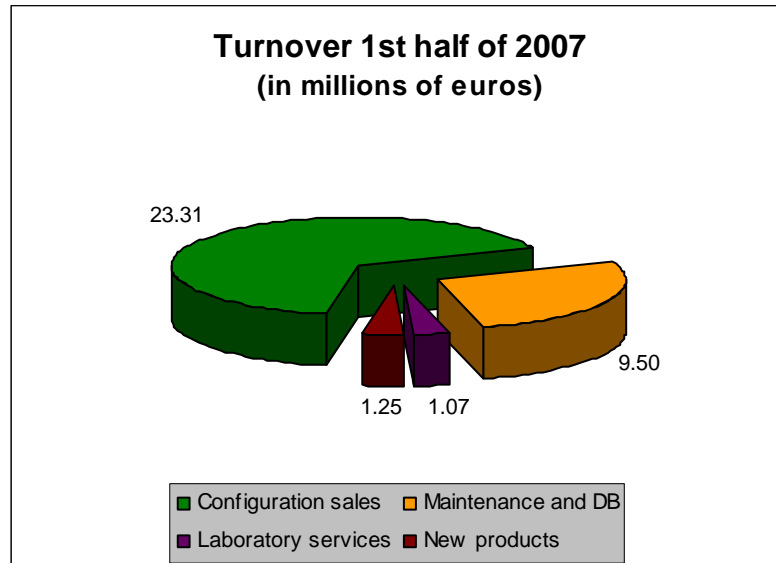


- During the first quarter of 2007, 2.7% growth was recorded.
- In the second quarter of 2007, growth was even higher at 4%.
- Over the first 6 months of 2007, the variation was + 3.4%.

This rise can mainly be explained by the rise in Rentpharm® renewals of which there were fewer at the start of the year, the commercial progress in laboratory activity and the strong demand for the new products.



Consolidated by activity



- "**Configuration sales**" (hardware, network, licences) accounts for over 66% of total turnover in the first half of 2007 as it did in the first half of 2006.
- "**Maintenance and databases**" as expected grew by over 3% during the 1st half year, rising again after the fall in previous years due to the free period offered when the new generation software was acquired.
- "**Laboratories**" grew strongly due to the start of the new contracts and the increasing number of OFFIDIRECT purchases.
- The very large growth of **new products** shows how keen our customers are on our constant innovations which rewards our R&D investments.

Financial results on 30
June 2007



Profit and loss account

in M€	June 07	June 06	CHANGE
TURNOVER	35.13	33.99	3.4%
EARNINGS BEFORE INTEREST AND TAX	5.65	5.59	1.1%
NET PROFIT	3.96	3.88	2%
NET PROFIT GROUP SHARE	3.85	3.78	1.7%
NET EARNINGS PER SHARE	1.27 €	1.25 €	1.7%

Financial results on 30
June 2007



Balance sheet

In M€	June-07	Dec-06		June-07	Dec-06
NON-CURRENT ASSETS	35.32	34.66	EQUITY CAPITAL	29.37	29.60
Of which R&D	3.58	2.95	Of which group share	29.03	29.16
Of which Goodwill	24.17	24.17			
Other non-current assets	7.57	7.54	NON-CURRENT LIABILITIES	12.97	13.97
			Of which long-term debts	11.15	12.42
			Other non-current liabilities	1.82	1.55
CURRENT ASSETS	31.80	32.09			
Of which accounts receivable	12.29	12.27	CURRENT LIABILITIES	24.78	23.18
Of which cash flow	1.75	1.90	Of which short-term debts	3.07	3.20
Of which securities available for sale	14.10	14.18	Of which accounts payable	6.36	7.04
Other current assets	3.66	3.74	Other current liabilities	14.58	12.29
TOTAL	67.12	66.75	TOTAL	67.12	66.75

Financial results on 30
June 2007

Summary cash flow table



	In M€
Net cash flow: 31/12/2006	15.4
Cash flow capacity	5.0
Investments	-1.3
Equity operations	-0.4
Variation in WCR	1.7
Dividends	-3.8
Loans	-1.4
Net cash flow: 30/06/07	15.2



Events after year end



Since 30 June 2007



Acquisition of SABCO

- Additional expert's report on Belgium in conformity with Pharmagest's positioning.
- This brings new products for SABCO such as Offimedia, Offisecure, Officentral and the product offers for pharmaceutical laboratories and pharmacists' partners in terms of communication and information for the dispensing pharmacy team.
- Pursuit of the European development strategy started in Belgium at the start of 2007.
- The acquisition adds to the existing product offer and brings the number of users to nearly 10,500 dispensing pharmacies and, across Europe, to 52,200 health professionals in France, Belgium and Luxembourg.

Since 30 June 2007



Acquisition of SABCO

- IT company offering pharmacists a complete solution for managing their dispensing pharmacy.
- It was set up in Luxembourg in 1977, and over the years has grown into one of the best regarded companies for pharmacy management system software.
- It has nearly 12% of the market in Belgium and Luxembourg.
 - 2,200 computer terminals installed,
 - equipping over 600 pharmacies in Belgium,
 - and 30 Luxembourg dispensing chemists (out of the 80 in the country).

Since 30 June 2007



Acquisition of SABCO

- Pharmagest has acquired 90% of SABCO's shares for the price of
--> 3,195,000 €
- As the reference bank rates are still lower than our rate of return at AXA:
in the short term we have negotiated the use of a swingline loan
but in principle we will finance the operation ourselves.

Thierry PONNELLE becomes Chief Executive of SABCO
Marleen JESPERS remains Managing Director
Thierry CHAPUSOT is appointed Director



Prospects



Prospects



- Orders remain higher than in previous years for the same period (configurations, new products).
- The rate of Rentpharm® renewals will increase during the 2nd half-year.

**These two factors will carry the growth during
the next 6 months**



OFFIMEDIA

The business model:

- Sell hardware
- Sell software
- Set up a maintenance contract



PHARMAGEST responding already to the PHARMACEUTICAL DOSSIER

- The Pharmaceutical Dossier (PD):
 - Set up on the initiative of the Order of Pharmacists.
 - Intended for the exclusive use of the pharmacist.
 - Strengthens his role and responsibility.
 - System helping the pharmacist make decisions when dispensing medicines to a patient.

Goes further with the SST: Service de Suivi des Traitements (Treatment Monitoring Service)

- Possibility for the pharmacist to:
 - have the patient agree to a personalized monitoring of his treatment,
 - check the patient's compliance by calculating the compliance rate over the last 6 months,
 - anticipate stocks and the presence of the products concerned to avoid the risk of stockouts.



Conclusion





Our assets

- **The strike force of a leader in France:**
 - with 43% market share,
 - and 12% in Belgium.
- **Heavy investments:**
 - years of development for **major upgrades**,
 - continuous **innovations**.
- **A solid financial structure:**
 - 29 M€ of equity,
 - a positive net cash flow.



Next meetings

One-on-one investors meeting:

- NEXT EVENT PARIS 17 and 18 September 2007
- "Health" seminar Gilbert Dupont 20 November 2007
- NEXT EVENT LONDON 5 and 6 December 2007
- ODDO MID CAP 10 and 11 January 2008

Financial publications:

- Letter to shareholders end of September 2007
- 3Q 2007 press release 14 November 2007

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