

FY 2022 revenue: +10.88% to €214.07m

- **Like-for-like (incl. PROKOV EDITIONS in Q4), FY 2022 revenue rose 8.82% to €210.09m.**
 - **The Group confirms the efficiency of its strategy of promoting interoperability between healthcare professionals and establishments, with the priorities of structuring the healthcare offer, improving coordination between healthcare professionals and exchanging patient data.**
- **The Group strengthens its expertise and leadership position as a healthcare technology solution provider with the qualification of 7 software products under 4 categories of the *Ségur* programme.**
 - ***id. by Pharmagest* for pharmacies, *DOMILINK HAD* and *DOMILINK SSIAD* for home care healthcare professionals, *HOSPILINK* for hospitals and specialised structures, *TITAN* for nursing homes, *MédiStory 4* for primary care practitioners and multidisciplinary group practices, and *MEDILINK* for multidisciplinary group practices.**
 - **The French Digital Healthcare investment programme (*Ségur du Numérique en Santé*) contributed €7.10m to 2022 revenue.**
- **Continuing expansion in Europe in 2023, after successfully strengthening its positions in the UK (CAREMEDS) and Germany (I-MEDS), and developing in other healthcare segments.**

In €m	2021	2022	Change
Q1	45.27	49.36	9.03 %
Q2	48.63	54.21	11.48 %
Q3	44.21	50.13	13.39 %
Q4	54.95 *	60.40	9.90 %
Annual revenue	193.07	214.07 **	10.88 %

* Consolidation of PROKOV EDITIONS in Q4 2021

** unaudited

2022 highlights

As a reminder, as of January 1, 2022:

- the Digital Communications Business Unit was integrated into the PHARMAGEST Division;
- the Telemedicine business is attached to the AXIGATE LINK Division.

These changes are taken into account for N-1 to facilitate comparison on an identical basis.

➤ **The PHARMAGEST Division** had revenue of €156.30m at 31 December 2022, a 7.62% increase from one year earlier. This Division accounted for 73.01% of total Equasens Group's revenue for 2022.

- **In France**, annual revenue rose 7.65% to €140.77m.

Apart from the *Séгур* programme qualification obtained on 14 November 2022 boosting sales of the *id. by Pharmagest* solution (a new, profoundly revamped version of the *LGPI* suite) in the final weeks of the year (revenue of €2.02m), this Business Unit's growth momentum of the first nine months (+7.24%) remained on track with notable performances from both its software activities (launch of new offerings such as *id.Mobility* and *OffiSecure Fibre*, the continued rollout of interoperability solutions) and hardware (support for the deployment of electronic labels with the Group's equipment financing offering proposed by its subsidiary HEALTHLEASE, strengthening of technical and training teams for installations).

- **In Italy**, annual revenue rose 9.19% to €10.40m.

This Business Unit continued to roll out its offering, with both software solutions for pharmacies (new version of the *id.* software) and wholesaler-distributors (deployment of the new version of the *Farmaclick* ordering platform), and equipment (sales of hardware and *MULTIMEDS* manual pill dispensers). To achieve its development goals, the Group implemented an investment plan: strengthening sales and customer service teams (technicians and instructors), opening new branches to be closer to its customers.

- Annual revenue in **Belgium** was down 4.08% to €2.49m (this Business Unit represents 1.17% of total Group revenue in 2022).

The Belgian pharmacy sector is continuing its transition to a business model with a greater focus on the profitability of its structures. While the situation has stabilized with pharmacy groups through the joint efforts of the Customer Service and R&D departments, this Business Unit is continuing to strengthen its position with the independent companies. With the new *id.* version and the launch of electronic labels, the sales team has considerable strengths.

- Annual revenue of the **Digital Communication Business Unit** rose 12.64% to €2.63m.

In addition to the well-known pharmaceutical companies, the Group has also expanded its portfolio with the addition of smaller companies. This business mix (catalogue management, communication and/or notification services, statistics) has enabled the Business Unit to maintain a steady revenue stream. In 2022, it completed 165 communication campaigns for nearly 80 partners.

➤ **The AXIGATE LINK Division** had revenue of €32.61m at 31 December 2022, a 15.00% increase from one year earlier. This Division accounted for 15.23 % of total Equasens Group's revenue for 2022.

All the Division's activities are growing in their respective markets, boosted by the rollout of the *Séгур* programme offerings:

- The **Nursing Home** activity (*TITAN* solution): +17.72% to €16.58m (including €1.83m from the *Séгур* programme).

After a pre marketing phase of *TITANLINK* (a multilingual, multicountry cloud version of *TITAN*), the first deployments were in France (MALTA INFORMATIQUE) and Belgium (MALTA BELGIUM).

- For the **Hospital-at-Home care** sector (*DOMILINK HAD* and *DOMILINK SSIAD*): +6.23% to €5.90m (including €1.08m from the *Séгур* programme).
- For **hospitals** (*HOSPILINK*): +2.87% to €4.37m (including €0.27m from the *Séгур* programme).
- For the **Healthcare Establishment and Private Practice** sector (*MEDILINK*): +22.96% to €5.04m (including €0.64m from the *Séгур* programme).

Revenue from *pandaLAB Pro* grew significantly (+36% to €1.14m). Bolstered by PANDALAB's dual ISO 27001 and HDS certification, guaranteeing a high level of confidentiality and security for health data, *pandaLAB Pro* will intensify its marketing efforts, with a particular focus on private establishments.

- The **Telemedicine** sector: +94.09% to €0.72m (this Business Unit accounted for 0.33% of total Group revenue in 2022).

Placing this activity within the AXIGATE LINK Division dedicated to health and social care facilities and services will help promote and develop the *ETPLINK / HDJLINK* solutions (management of therapeutic programmes and day hospitalisation / outpatient care for these establishments) as well as *CARELIB EHPAD* (resident call services, falls detection and geolocation solutions for nursing homes) within these healthcare structures.

➤ **The E-CONNECT Division** had revenue of €16.94m at 31 December 2022, up 6.22% from one year earlier. This Division accounted for 7.91% of total Equasens Group's revenue for 2022.

- **e-Connect Business Unit**: +5.10% to €13.45m.

Adopting a second life CSR strategy enabled this Business Unit to grow despite constraints imposed by supply chain difficulties for electronic components that were correctly anticipated. To limit its effects, the Business Unit thus decided to accelerate its strategy of increasing the diversification of its manufacturing subcontracting.

- **The Frailty Management** sector (NOVIAcare solutions) declined 49.55% to €0.03m (this Business Unit accounted for 0.01% of total Group revenue in 2022).

The business development action plan is starting to produce results and has boosted the marketing of the *LIVIAHOME* by NOVIAcare offering by increasing its access to the general public thanks to its integration into the BOULANGER Marketplace in particular. In Europe, qualified partners and manufacturers (including Netherlands, Belgium, Germany) have approved the first orders of units to be delivered in the first months of 2023.

- **The Compliance Business Unit** (which in 2022 combined the activities of CAREMEDS, MULTIMEDS and I-MEDS): +11.98% to €3.45m.

The Business Unit maintained its level of growth. The acquisition of 100% control of these activities will accelerate the Group's development of these offerings for the European customers of the Group's Divisions and strengthen its position in the European markets (particularly in the UK and Germany).

➤ **The MEDICAL SOFT Division** (which includes the activity of PROKOV EDITIONS integrated in Q4 2021) had annual revenue of €6.22m (+106.90% in Q4 2022 from the same period in 2021). This Division accounted for 2.90 % of total Equasens Group's revenue for 2022.

As the first company in the market to obtain *Séгур* certification for its *MédiStory 4* medical software on 05/30/2022, PROKOV EDITIONS once again demonstrated its commercial agility by immediately deploying its certified offering while maintaining significant R&D efforts to develop new innovative modules for specialised physicians in particular.

➤ **The FINTECH Division** had revenue of €2.01m at 31 December 2022, down 18.03% from one year earlier. This Division accounted for 0.94 % of total Equasens Group's revenue for 2022.

Despite a mature offering and high quality lending partners, this activity continues to be impacted by unfavourable conditions in the financing market caused by significant interest rate increases in 2022.

Outlook

In 2022, Equasens Group validated its growth strategy (organic and external) while the acceptance of its software solutions for the *Ségur* programme provided a confirmation of its technological know-how and expertise. On that basis, the Group is expecting annual results to be in line with previous years.

For 2023, after successfully strengthening its positions in the UK (CAREMEDS) and Germany (I-MEDS), the Group maintains its goals for expansion in Europe and development in other areas of healthcare.

Financial calendar

- 2022 annual results: 24 March 2023 after the close of trading.
- Analysts meeting on the 2022 annual results: 27 March 2023, 11:30 a.m. - Paris.

About Equasens Group

With more than 1,200 employees fulfilling a vital role as “Citizens in the Service of Health and Well-Being”, Equasens Group is today a key player in the European healthcare sector, providing software solutions to all healthcare professionals (pharmacists, primary care practitioners, hospitals, Hospital-at-Home structures, retirement homes, health centres) in both primary and secondary care sectors.

With operations in France, Germany, Great Britain, Belgium, Ireland, Italy, and Luxembourg, Equasens Group is currently bringing together healthcare professionals within a unique ecosystem in France and Europe benefiting people by making available the very best of technology.



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Indexes: MSCI GLOBAL SMALL CAP - GAIA Index 2020 - CAC® SMALL and CAC® All-Tradable

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