



Regulated Information



## TURNOVER ARSEUS INCREASES 7.4%

### FAGRON AND ARSEUS MEDICAL REALISE STRONG GROWTH

### MANAGEMENT CONFIRMS OUTLOOK FOR 2010

Waregem (Belgium)/Rotterdam (the Netherlands)\*, 16 April 2010 - In the first quarter of 2010, the consolidated turnover of Arseus increased 7.4% to € 96.8 million. Organic growth was 3.2%.

Ger van Jeveren, CEO of Arseus: *“Arseus had a strong start of 2010 with turnover growth of 7.4%, of which 3.2% was organic growth. The result achieved by Arseus Medical in particular deserves a compliment. In spite of the phase out of a number of activities with low gross margins, Arseus Medical had sufficient resilience for realising an organic growth of 3.6%. The persistently strong result achieved by Fagron is due to the successful revitalisation of pharmaceutical compounding in Europe designed to provide for the growing need for tailor-made medication. Corilus in 2010 took up where it left off in 2009; with the successful rollout of its software in Europe. Arseus Dental experienced a difficult start of 2010, but achieved good results in March. The activities in Switzerland and the activities related to dental laboratories exhibited initial signs of recovery in March. It is however still too early to say whether this represents a structural recovery.*

*We look to the future with confidence and consequently confirm the expectations for 2010 that we announced earlier.”*

Unaudited management figures (x 1,000 euro)

	Q1 2010	Q1 2009	Evolution	Organic growth
Fagron	38,633	34,633	11.5%	7.6%
Arseus Dental	38,423	37,919	1.3%	-0.6%
Arseus Medical	12,632	10,535	19.9%	3.6%
Corilus	7,103	7,015	1.3%	1.3%
<b>Total</b>	<b>96,791</b>	<b>90,132</b>	<b>7.4%</b>	<b>3.2%</b>

\* This press release was sent out by Arseus NV and Arseus BV.

## **FAGRON**

Fagron grew 11.5% in the first quarter of 2010. Organic growth was 7.6%. The excellent result is due to the successful revitalisation of pharmaceutical compounding in Europe designed to provide for the growing need for tailor-made medication. In revitalising pharmaceutical compounding, Fagron's emphasis is on providing education about the possibilities of tailor-made compounded products to prescribers, the continuous investment in innovation and product development and the introduction of new products and concepts for pharmaceutical compounding.

## **ARSEUS DENTAL**

Arseus Dental grew 1.3% in the first quarter of 2010. Organic growth was -0.6%. Following a difficult start in 2010, good results were realised in March, partly supported by a number of dental fairs. The first signs of a cautious recovery in the demand for precision components for the dental orthopaedic industry and in activities related to dental laboratories were visible in March.

## **ARSEUS MEDICAL**

Arseus Medical grew 19.9% in the first quarter of 2010. In spite of the phase out of activities with low gross margins, Arseus Medical succeeded in achieving an organic growth of 3.6%. This growth is a confirmation of Arseus Medical's success in adding new value-added exclusive distributions and differentiating activities to its product range and in successfully introducing these on the market.

Good progress was also made with the integration of the Belgian Duo-Med, a leading distributor of innovative and exclusive medical technologies to hospitals in the Benelux, acquired in 2009. For example, Arseus Medical Nederland teams were trained by Duo-Med's medical specialists. Duo-Med's innovative medical products were increasingly introduced in the Netherlands.

## **CORILUS**

Corilus grew 1.3% in the first quarter of 2010 in comparison to the exceptionally strong result achieved in the same period last year. In the first quarter, the Softalmo software package for ophthalmologists was successfully implemented in a second hospital in France. Contracts were signed with two other French hospitals for the supply and installation of Softalmo. At the end of March, contracts were signed with three healthcare centres in Paris for the supply and installation of the new Julie Santé module introduced at the beginning of 2010.

## **ACQUISITION OF TREASURY SHARES**

During the period of 2 March to 31 March, Arseus purchased 119,885 treasury shares at an average price of € 9.0873 per share. At 31 March 2010, Arseus owned 1,093,800 treasury shares. This represents 3.51% of the total number of outstanding shares.

## **OUTLOOK**<sup>1</sup>

Based on the current view and the existing Arseus portfolio, Arseus' management is expecting turnover growth of between 5% and 10% in 2010 and a recurring EBITDA that is expected to grow faster than turnover.

## **CONFERENCE CALL**

Ger van Jeveren (CEO) and Jan Peeters (CFO) will provide further details on the trading update during a conference call scheduled for today. The conference call starts at 9:30 CET. You can join from 9:15 onwards by calling +31 10 713 72 95 (the Netherlands) or +32 2 404 03 34 (Belgium).

## **FINANCIAL CALENDAR**

10 May 15:00	Annual General Meeting of Shareholders
14 July*	Trading update second quarter 2010
20 August*	Half-year figures for 2010
15 October*	Trading update third quarter 2010

\* Results and trading updates will be published at 07:30 a.m.

### **For more information:**

Constantijn van Rietschoten

Manager Investor Relations

+31 88 33 11 222 (Office)

+31 6 536 91 585 (Mobile)

[constantijn.van.rietschoten@arseus.com](mailto:constantijn.van.rietschoten@arseus.com)

### **Arseus profile**

Arseus is a multinational group of companies that supplies products, services and concepts to professionals and institutions in the European healthcare sector. Arseus is subdivided into four divisions and operates in the markets for pharmaceutical compounding for pharmacies, dental products, medical and surgical products, and medical IT-solutions. The Belgian company Arseus NV is located in Waregem, and is listed on NYSE Euronext Brussels and NYSE Euronext Amsterdam. The operational activities of the Arseus group are driven by the Dutch company Arseus BV. The head office of Arseus BV is located in Rotterdam.

*In the event of any discrepancy between the English translation and the original Dutch version of this press release, the latter shall prevail.*

---

<sup>1</sup> Disclaimer: This press release contains data on the future based on the current internal estimates and forecasts in addition to market forecasts. The statements concerning the future contain inherent risks and are only applicable on the date on which they are issued. There may be substantial differences between the actual results and the results cited in the statements about the future.