



OTHER: HEALTHCARE INFORMATION

STRATEGIC PRIORITIES

- _Developing pioneering eHealth solutions for the Swiss healthcare market
- _Adapting our database technologies for use with new media
- _Participating in the federal and cantonal «eHealth strategy Switzerland» pilot project



Lionel Decrey

«The Swiss healthcare sector is undergoing a difficult phase of radical change. HCI Solutions has the ability to adapt to turbulent developments and actively support other market participants in their integration into the «eHealth strategy Switzerland» with pioneering products.»

Sales and operating result

_The roll-out of the latest version of TriaPharm® in particular, which was intensified at the start of 2010, had a positive impact on both sales and results. Sales were up 13.9% year-on-year to CHF 49.0 million. Increased efficiency also contributed to the growth in the operating result (CHF 7.2 million; previous year: CHF 2.2 million), as did the synergy effects of the mid-2009 reorganisation of the back-office functions under the umbrella of HCI Solutions Ltd., which had a full-year impact for the first time.

increase awareness of drug safety. HCI Solutions also became involved in the eHealth pilot projects of various cantons in 2010.

Trend toward electronic networking continues

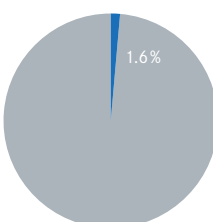
_The ongoing trend toward networking of the various players in the healthcare market continues to be evident in the development of electronic systems. One of the key drivers behind this is the federal and cantonal «eHealth strategy Switzerland», which aims to include all market participants in a comprehensive electronic network and

Content management: expertise that is in demand

_In 2010 e-mediati further developed and expanded the products in the INDEX range, namely with respect to the number of references as well as the informational content. Demand was strong for hospINDEX® for hospitals and insureINDEX® for health insurers, in particular. Within just one year, over 50% of Swiss health insurers signed licence agreements for insureINDEX®. With drug safety

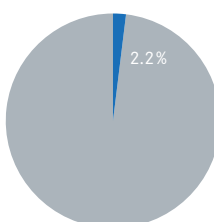
Key figures

Net sales



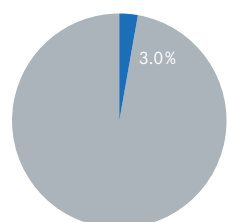
■ Other: HCI CHF 49.0 million
(Galenica Group CHF 3,104.3 million)

EBIT



■ Other: HCI CHF 7.2 million
(Galenica Group CHF 324.8 million)

Number of staff



■ Other: HCI 199
(Galenica Group 6,634)

Through constant innovation, HCI Solutions has established itself as a steady, reliable player in the Swiss healthcare market. In doing so, it has created the basis to play a leading role in the development and implementation of eHealth in Switzerland, and to effectively support the various participants in the integration.

as the key argument, the majority of major Swiss hospitals opted for multi-year hospINDEX® contracts.

_The transfer of the galdat article master into the segment-specific INDEX products was almost completed.

_Image database completed. Further improvements were made to the image database. By the end of the year, images of all solid oral forms of Rx products had been entered. Photographs were also taken of packaging, blisters and products in their galenic forms, then supplemented by a brief written description.

_As part of the «e-mediati Academy» launched in 2010, around a dozen of the most important software companies were trained on e-mediati products. The feedback on this was entirely positive.

_e-mediati takes on central eHealth role. Based on its longstanding expertise in creating and operating databases for the Swiss healthcare industry, e-mediati was given the role of developing and operating the eHealth Switzerland master registry by the RefData Foundation. As the partner of choice, in future, e-mediati will therefore reference all products, partners and forms for the Swiss healthcare sector according to an internationally recognised standard. Implementation will begin in 2011.

_e-mediati has now combined the Arzneimittel-Brevier and the Basis-Brevier™ into a single product, with images of all solid oral drug forms. The redesigned 2011 edition was published in December 2010.

Process management: innovation to benefit health

_Continuing success for TriaPharm®. The roll-out of the latest version of the pharmacy management software TriaPharm® was intensified in 2010. By the end of the year, the product had been successfully put into operation in over 80 Amavita pharmacies. The newly integrated OLPFact functionality for direct and flexible invoicing to health insurers was actively used.

_An option was created in TriaPharm® and TriaMed® to check the creditworthiness of customers at the time the new insurance cards were sent out.

_Prototype of Triamed® based patient file exchange system. In association with the St. Gallen hospitals, HCI Solutions developed a prototype of a system for the exchange of patient files between hospitals and medical practices. This system, which is the first of its kind, was presented at the eHealth trade fair in Nottwil (Switzerland) and met with great approval.

_Distribution of TriaMed® grows. By the end of 2010, TriaMed® was installed on some 1,400 workstations in around 640 medical practices. The customers' high degree of understanding of safety led to a continuous demand for maintenance services, which are compiled based on requirements.

_DAUF took over distribution of TriaMed® in the canton of Ticino in 2010.

_The «TriaMed Academy» training offer for distribution partners was extended to direct users of the practice software TriaMed®. Feedback on the three training events held was entirely positive.

_TriaOne® even more intuitive. The enterprise resource planning (ERP) solution TriaOne® was equipped with a redesigned user interface. Furthermore, the basic elements for business intelligence were completed and put on sale.

Outlook

_Content management. A key project in the year ahead will be the implementation of the master registry for the Swiss healthcare sector as part of the eHealth strategy.

_The various INDEX products will be adapted and expanded according to continuously changing customer needs.

_The image database will be further developed and expanded through the inclusion of OTC products.

_Documed will publish various target group-specific editions of the online version of the Swiss Drug Compendium (Arzneimittel-Kompendium der Schweiz®). There will be a key difference between the publicly accessible version with patient information and the version for specialists. In the first half of 2011, the reference work will also become available for new media, such as the iPad, iPhone and other smartphones. Documed is thereby responding to the growing requirement for information, regardless of time and location. The online version will also be updated with the latest information in real time. At the same time, these updates will continue to be published quarterly in printed form as «Supplementa» supplements to the Swiss Drug Compendium. The CompendiumPortal, for which there is strong demand, will undergo a massive expansion.

_Process management. The pharmacy management tool TriaPharm® is being expanded by the inclusion of OLP-Cockpit, a payment control instrument. The goods cycle module is also being rewritten. This will improve ergonomics while also giving a current picture of the changing daily situation of customers.

_My-eDossier, a pharmaceutical database, was newly developed and networked in conjunction with various partners. It will be launched in spring 2011 and commercialised by these partners. This database is a location-independent Web application with all details on a patient's drug therapy and treatment. The information will be available for data queries to all pharmacies connected to the network, subject to the patient's express permission.

_The functionalities of TriaMed® are being further developed and expanded. The focus here is on networking practices and group practices.

_The payroll accounting module for TriaOne® is being further developed. In doing so, Triamun is responding to the requirements of agencies offering temporary employment and trading companies with their own points of sale. Following the redesign of the user interface, navigation will also be optimised in 2011. All additions to TriaOne® will also benefit TriaPharm®.