

# health corporation Limited

ACN 116 800 269

## ASX/MEDIA RELEASE

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### HEALTH CORPORATION ANNOUNCES AGREEMENT WITH SANOFI - AVENTIS CONSUMER HEALTHCARE IN THE EXPANSION OF CHEMCONSULT® MEDICATION CONSULTING SYSTEM

The Directors of Health Corporation Limited (ASX:HEA) are pleased to announce that the company has now reached agreement with sanofi-aventis healthcare Pty Ltd (trading as sanofi-aventis Consumer Healthcare) and welcomes them into a partnership within the recently extended and expanded Chemconsult® Medication Consulting Program, now going beyond the Health Information Pharmacy (HIP) group to include potentially all pharmacies in Australia.

Sanofi-aventis Consumer Healthcare is a wholly owned subsidiary of sanofi-aventis (NYSE: SNY), one of the leading pharmaceutical companies in the world and the 4<sup>th</sup> largest by prescription sales. The company is present in more than 100 countries; its pharmaceutical products are available in over 170 countries and it employs approximately 100,000 employees. The company's Consumer Healthcare division manufactures, markets, and distributes a wide range of leading healthcare-related consumer products and over the counter brands. Sanofi-aventis global headquarters are based in Paris, France and they are listed on both the Paris and New York stock exchanges. As part of the new agreement sanofi-aventis Consumer Healthcare will collaborate on Chemconsult® to deliver better health outcomes.

Sanofi-aventis Consumer Healthcare has agreed to pay upfront and ongoing fees sponsoring the Chemconsult® program for a period of 2 years..

Chemconsult® is a proven 10 point system for medication consulting by a pharmacist. This system ensures consistency in advice delivery to the patient, thereby having the potential to reduce medication problems, improve medication compliance and track medication performance in terms of supply and potential adverse drug reactions or other misadventure. The consultation is conducted in-store, with franchised pharmacies in the company's Health Information Pharmacy (HIP) group having now conducted over 20,000 Chemconsults in the first year.

Ken Lee, Health Corporation's CEO commented:

"This Agreement with sanofi-aventis Consumer Healthcare, one of Australia's largest pharmaceutical companies further re-confirms that Chemconsult® can and does add value to our Pharmaceutical partners businesses as well as furthering the potential and profitability of Health Corporation. The Gold sponsorship level indicates a significant agreement has been reached. This agreement was not entered into lightly but after much discussion and due diligence. We will soon be providing an update on the overall strategy and progress of the Chemconsult® program including a report on the first year's findings"

For further information, please contact:

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## **ABOUT HEALTH CORPORATION (ASX: HEA)**

Health Corporation's innovative franchise system provides pharmacists with a robust model that will enhance the delivery of community health care, boost their business profitability and enable them to thrive in a deregulated, competitive environment.

Health Corporation's principal operating business, the Health Information Pharmacy (HIP) franchise, was established in 2002 to improve the health care of communities via the active use of a pharmacist's medical knowledge. The system enables pharmacists to deliver superior health care in their communities and to markedly improve the financial performance of their businesses.

The franchise system provides pharmacists with a comprehensive range of professional and business systems. The key professional system is Chemconsult<sup>®</sup> which is a pharmaceutical consulting software program that systemises a pharmacist medication consultation, thereby reducing potential medication problems.

## **ABOUT SANOFI-AVENTIS**

Sanofi-aventis was formed in 2004 when Sanofi-Synthélabo acquired Aventis. The business is diversified and includes nutraceuticals and pharmaceuticals; comprising prescription drugs, OTC and generic medicines, vaccines and animal health products. Sanofi-aventis healthcare pty ltd, trading as Sanofi-aventis Consumer Healthcare is the largest nutraceutical manufacturer in Australia and are leaders in key markets like glucosamine, fish oil and vitamin C. This division is supported by a strong portfolio of premium brands including Bio-Organics<sup>®</sup>, Nature's Own<sup>®</sup>, Cenovis<sup>®</sup>, MICROgenics<sup>®</sup> and Golden Glow<sup>®</sup> along with a range of over the counter medicines

Sanofi-aventis, a leading global pharmaceutical company, discovers, develops and distributes therapeutic solutions to improve the lives of everyone. Sanofi-aventis is listed in Paris (EURONEXT: SAN) and in New York (NYSE: SNY).

Sanofi Pasteur, the fully integrated vaccines business of sanofi-aventis, is the world leader in the vaccines industry offering the broadest range of vaccines in five areas: influenza, pediatric combinations and poliomyelitis vaccines, adult and adolescent booster vaccines, meningitis as well as travel, endemic and measles, mumps, rubella (MMR) vaccines.

## **ABOUT CHEMCONSULT<sup>®</sup>**

Chemconsult<sup>®</sup> is a proven 10 point system for medication consulting by a pharmacist. This system ensures consistency in advice delivery to the patient, thereby having the potential to reduce medication problems, improve medication compliance and track medication performance in terms of supply and potential adverse drug reactions or other misadventure. The consultation is conducted in store, with franchised pharmacies in the company's Health Information Pharmacy (HIP) group having conducted thousands of Chemconsults<sup>®</sup> over several years.

**For further information on Health Corporation or Chemconsult<sup>®</sup> please visit [www.hip.com.au](http://www.hip.com.au) or [www.chemconsult.com.au](http://www.chemconsult.com.au)**

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