

Hygie31 Accelerates Its European Expansion with Navi Group, the Irish Leader in Independent Pharmacy Services

Already present in France, Spain and Italy, Hygie31 Group is acquiring a majority stake in the group led by John Carroll as part of a new strategic partnership agreement with the Irish company. Navi brings together more than 600 community pharmacies, representing approximately 30% of the Irish market, and generates €700 million in revenue through its platforms. The transaction brings Hygie31's ecosystem to 3,930 points of sale, including 3,542 affiliated pharmacies across Europe, and opens up a new platform for growth in English-speaking markets.

Hygie31 Group, a leading European player in healthcare and independent pharmacy, announces the acquisition of a majority stake in Navi Group. This strategic partnership marks a decisive step in the development of an interconnected European healthcare ecosystem, combining Hygie31's pan-European purchasing power with the commercial reach and technology solutions of Ireland's leading provider of services to community pharmacies.



UA new European scale

Ireland becomes Hygie31's fourth European market and its first presence in an English-speaking country. In Spain, Hygie31 España operates Pharmacie Lafayette and several regional networks bringing together more than 430 affiliated pharmacies. In Italy, Hygie31 has established a strategic partnership with Galileo Life, whose network includes approximately 700 affiliated pharmacies.

With Navi Group, Hygie31 now brings together more than 3,542 affiliated pharmacies across Europe — including more than 440 operating under the Pharmacie Lafayette banner — representing combined revenue of more than €6 billion.

A European model serving independent pharmacies

Across Europe, community pharmacies are facing growing pressure to protect their margins in a complex regulatory environment, ensure continuity of supply, and free up clinical time to dedicate to new services such as prevention, screening and vaccination.



The agreement between Hygie31 and Navi Group delivers two complementary benefits:

- **Stronger negotiating power:** the integration of Axiom Buying Group expands purchasing volumes negotiated with the pharmaceutical industry, with the aim of improving purchasing terms and product availability for member pharmacies.
- **Independence preserved:** by sharing services and tools, the partnership provides pharmacy owners with the resources they need to remain competitive with integrated pharmacy chains and ongoing distribution-sector consolidation, while preserving individual pharmacy ownership.

Navi Group: Ireland's leading provider of services to independent pharmacies

Founded in 2009 by pharmacist John Carroll, Navi Group employs 90 people and generates €700 million in revenue through its platforms. The Group combines aggregated purchasing, pharmacy networks operating under established banners, and advanced technologies for pharmacy management.

Its operating model is built around two complementary and mutually reinforcing areas:

- **A technology division** covering the full operational journey of the pharmacy: from dispensing and point-of-sale operations to purchasing management, data analysis, and the optimisation of performance and profitability.
- **A commercial division** structured around Axiom Buying Group — Ireland's largest buying group, with more than 600 affiliated pharmacies — and a network of approximately 100 pharmacies operating under banners such as CarePlus Pharmacy and StayWell Pharmacy.

A "third way" for Irish pharmacies: combining independence with pan-European strength

In an Irish market characterised by the growing presence of corporate-owned pharmacy chains and the vertical integration of major pharmaceutical wholesalers, Hygie31 and Navi Group are offering a third way: preserving pharmacists' ownership independence and strong local roots, while strengthening their operational competitiveness.

The partnership will unlock three strategic synergies:

- **Pan-European purchasing:** extending to Irish members the commercial terms negotiated by Hygie31 with multinational pharmaceutical companies across generics and equivalent medicines, OTC products and parapharmacy products, thereby strengthening supply chain resilience.
- **Commercial offering and exclusive brands:** enhancing Navi's offering by incorporating best practices from the Pharmacie Lafayette concept — competitive pricing, a broad product range, a health- and service-oriented positioning — while progressively introducing Hygie31's European portfolio of exclusive brands.
- **Technology and data:** accelerating the development of Navi Group's SaaS and data analytics solutions, expanding them across Europe to optimise pharmacy management and streamline the patient care journey.

For affiliated pharmacists, the benefits are tangible: better purchasing terms, greater supply security, and management tools that free up valuable time to focus on patient care and local community services.

Ireland: Hygie31's gateway to English-speaking markets

This acquisition gives Hygie31 access to a highly skilled team, proven technologies and a leading commercial infrastructure in the English-speaking market. The Group will leverage the leadership of John Carroll and Navi's management team to accelerate growth in Ireland and, looking ahead, explore further opportunities across English-speaking markets.





“With Navi Group, Hygie31 is accelerating its European expansion and taking a major step towards building a leading pan-European platform for independent pharmacies. Following France, Spain and Italy, Ireland will serve as our gateway to English-speaking markets. Together with John Carroll and his teams, we will combine the strength of Pharmacie Lafayette and our European framework agreements with Navi’s strong local presence and technological expertise to build a new growth platform.”

Hervé Jouvès, Chairman of Hygie31

“We share the same vision as Hygie31: protecting pharmacists’ independence and strong local presence while enhancing their competitive efficiency. By combining our technology and established presence in Ireland with Hygie31’s purchasing power, investment capacity and European expertise, we are creating an unprecedented growth opportunity for our partner pharmacies. This alliance strengthens our development strategy in Ireland and takes our service platform to the international stage.”

John Carroll, CEO of Navi Group



About Hygie31

Hygie31 is a leading European healthcare platform, built around an asset-light model serving a network of independent healthcare professionals. With more than 3,930 affiliated members across France, Spain, Italy and Ireland, including more than 440 operating under the “Pharmacie Lafayette” banner, the Group represents more than €6 billion in combined revenue and approximately 10% of the French pharmacy market.

Its “ecHosystem” is structured around four complementary activities:

- The management and development of pharmacy banners and networks, particularly through the “Pharmacie Lafayette” brand in France, Spain and Italy, offering independent pharmacists a unique concept combining competitive prices, a broad product range and clinical advice, together with an integrated range of services, tools and solutions to strengthen their competitiveness.
- Supporting 12 traditional pharmacy groups, representing more than 3,100 affiliated independent pharmacists across four countries, through a range of shared and complementary services.
- A portfolio of five European B2B and B2C e-commerce platforms covering the main health and wellness segments: pharmaceuticals through LaSanté.net; parapharmacy and wellness through Cocooncenter.com, ParapharmacieLafayette.com and Pascal Coste Shopping; and medical devices through Distrimed.com.
- Hygie31 Medical, a division specialising in medical devices and home healthcare, bringing together more than 300 affiliates operating either under the Medical Lafayette banner or independently.

By combining purchasing power, professional expertise, technology, data and the strength of its networks, Hygie31 has developed an integrated, scalable and replicable model that enables the Group to share volumes, tools, processes and best practices across its various activities and geographies. In doing so, the Group supports independent pharmacists in strengthening their competitiveness while preserving their ownership independence and strong local roots, with one ambition: to help make healthcare and well-being accessible to everyone, everywhere.

About Navi Group

Navi Group is a leading and trusted partner to the Irish community pharmacy sector, with an approximately 30% market share and extensive expertise in the deployment of digital platforms and pharmacy brokerage and management services. The Group supports independent pharmacies by providing advanced technology solutions, optimised supply chain and logistics models, and innovative affiliation formats. Since 2009, Navi Group’s proprietary solutions — including Axiom, aXel, dispenSense, TillSense, iGnite, CarePlus Pharmacy and StayWell Pharmacy — have played a key role in driving the evolution and modernisation of the pharmacy profession.