



**PRESS RELEASE
HEALTH ITALIA SPA**

2018-2020 INDUSTRIAL PLAN GUIDELINES

Formello, January 8, 2018 - The 2018-2020 Industrial Plan examined and approved at the December 28th Meeting of the Board of Management of the PMI innovative Health Italia S.p.A. foresees achieving in 2020:

- turnover greater than €60,000,000.00 with estimated total growth for the three years of 285% compared to the consolidated results expected for 2017;
- EBITDA greater than €20,000,000.00 with estimated total growth for the three years of about 300%;
- a pre-tax margin greater than 30% of income;
- tripling of the net assets.

The expected results of the Industrial Plan will be determined by the results due to the actions already implemented by the company at the end of 2017 which foresee:

- further consolidation and growth of traditional business which currently already places the company as a first mover in the field of services provided by integrated health bodies;
- constant growth of income achieved as the supplier for companies with specific systems and management processes for Welfare programmes;
- development of income with the planned opening in the three years of 20 Health Points, the integrated health light counters situated around the national territory, in shopping centres and in the major cities with the purpose of allowing local health services and prevention paths for all citizens through the use of certified latest generation medical devices;
- growth of income through the integration of the business model with the introduction of a complete model of commercialization of the natural integrator products by the controlled company SBM.

A further aim of Health Italia is the passage from the AIM Italia market to the STAR segment of the MTA market of the Italian Stock Exchange which is dedicated to medium sized companies with capitalization between €40 million and €1 billion which are committed to respecting the requirements of excellence in terms of transparency and communication, high liquidity and Corporate Governance which must conform to international standards.

Massimiliano Alfieri, the Company's CEO, expressed his satisfaction for the results obtained and for the prospects outlined in the provisional consolidated plan for the period 2018 - 2020, "in a market such as that of integrated health which for a company such as ours, a leader in the sector, presents enormous spaces for

www.healthitalia.it

Health Italia S.p.A.

Via di Santa Cornelia, 9 – 00060 – Formello (RM), Italy
Registered in the special section "Innovative PMI" of the Business Registry
VAT No. 08424020967 – R.E.A. n. RM-1395079 – Share Capital € 12.371.530,00
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penetration and growth in the years to come, considering that of the more than €30 billion spent by Italians for private health, only €4.5 billion are brokered by operators in the sector. Achievable areas for growth with harmonious development of the business model through the introduction of innovative activities with high service levels for companies and citizens and with significant profitability such as those already launched by Health Italia”.

This press release is available on the Health Italia S.p.A. website www.healthitalia.it

Health Italia S.p.A. is an Italian Company which operates in the market for the promotion of integrated and replacement healthcare and supplies innovative services, for the Italian market, for the improvement of quality and accessibility of health services to individuals through the dissemination of the principles of mutuality, the promotion of an enlarged social base and to membership of Mutual Aid Societies and related health subsidies. In addition, the company supplies training and professional consultancy to Health Funds, Health Care Funds and above all Mutual Aid Societies. Finally, the Health Italia Group is active in the Flexible Benefits market through companies (corporate customers) and the supply of health services within its own structures aimed at a retail Clientele. **Health Italia S.p.A. has achieved the qualification of (Innovative PMI) by the Rome Chamber of Commerce.**

For further information:

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