

Message from the President

It's an incredible source of energy living this phase of positive evolution that has succeeded in carrying forward the 113-year-old legacy while projecting Zambon towards new horizons.

First of all, I would like to extend my heartfelt appreciation to all those who everyday manage to keep our **identity** real, transforming our vision of **"INNOVATING CURE & CARE TO MAKE PATIENTS' LIVES BETTER"** into projects and opportunities for success, to ensure excellent results through curiosity, expertise and commitment.

Empowered by the solidity of our values, together we can honour the commitment of keeping alive that "inspirational breath" started by our founder, which we have transformed into an "innovative breath" to face change and continuously renew our enterprise, embracing present times and seeking new solutions for patients.

We are delighted to say 2018 was also a year characterised by **growth**, in which we reached

revenues of 723 million Euros and a net operating margin of 82 million Euros.

Zambon Pharma has experienced significant growth and has undertaken a series of measures to guarantee both medium and long term development. The **Zach** chemical business has continued to grow in accordance with the new strategic direction.

Encouraged by these results – which confirm the stability of the strategic plan put into place – we continue to pursue our mission with determination: improving patients' lives, combining **cure** and **care** with a holistic approach.

We explore new paths, which are never ordinary, and we are always prepared to take on new, more ambitious and incisive challenges.

This is also proven by our Research Venture **Zcube** – our engine2 of innovation – in constant research for modern healthcare solutions thanks to Open Accelerator, Zcare and the newly formed CareApt that, starting from the second quarter of 2019,

will bring ParkinsonCare – a new model of collaborative medicine – into the market.

Taking care of people's health, our home care division **ItaliAssistenza** has obtained positive results thanks to the increase in Patient Support Programs, developed with major pharmaceutical companies, and it has taken its first steps into internationalisation with Human Assist Care.

We are increasingly convinced that a company's future lies in its ability to dialogue and listen to others. For the past ten years the **Zoé Foundation** – Zambon Open Education – has been committed to spreading and maintaining this openness to the world, a value that strengthens and constitutes Zambon's uniqueness.

What distinguishes us is, in fact, the positive attitude that characterises all our divisions. Whilst operating in different business sectors, they are all leading examples in supporting the importance of experiencing along with other successful companies, a Scientific Campus

focused on healthcare. In consistency with its role, **Openzone** is now living a life of its own, aimed at enhancing research and exploring new activities and points of view, while performing a recognised social function with an international outlook.

WE UNIQUELY CREATE VALUE IN HEALTHCARE, BY FOSTERING COMMUNITY, COMPETENCIES AND CAPITAL

The best way to keep our **essence** alive is to continue listening to **what we are**, to our identity, to the values that distinguish us since our birth in 1906. The essence of our being is: **LIFE ENHANCED.**



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MORE COMMITTED THAN EVER, WE CONSTANTLY **GIVE BREATH TO THE LIVELINESS THAT MAKES ZAMBON A 113-YEAR-OLD "STARTUP"!**

Elena Zambon
President Zambon S.p.A.