



Unifying the Health Journey

Refer to:

Alberto Clemenzi

Chief Executive Officer

alberto.clemenzi@salute360.com

+39 348 89 78 530

+1 (410) 428-9350

WHO WE ARE

We unify the Health Journey

Our solution unify today in **Italy** the Health Journey of more than **200K Patients** and **8K Healthcare Providers**



THE PROBLEM

Rising demand. Declining capacity

Healthcare systems are under increasing pressure.



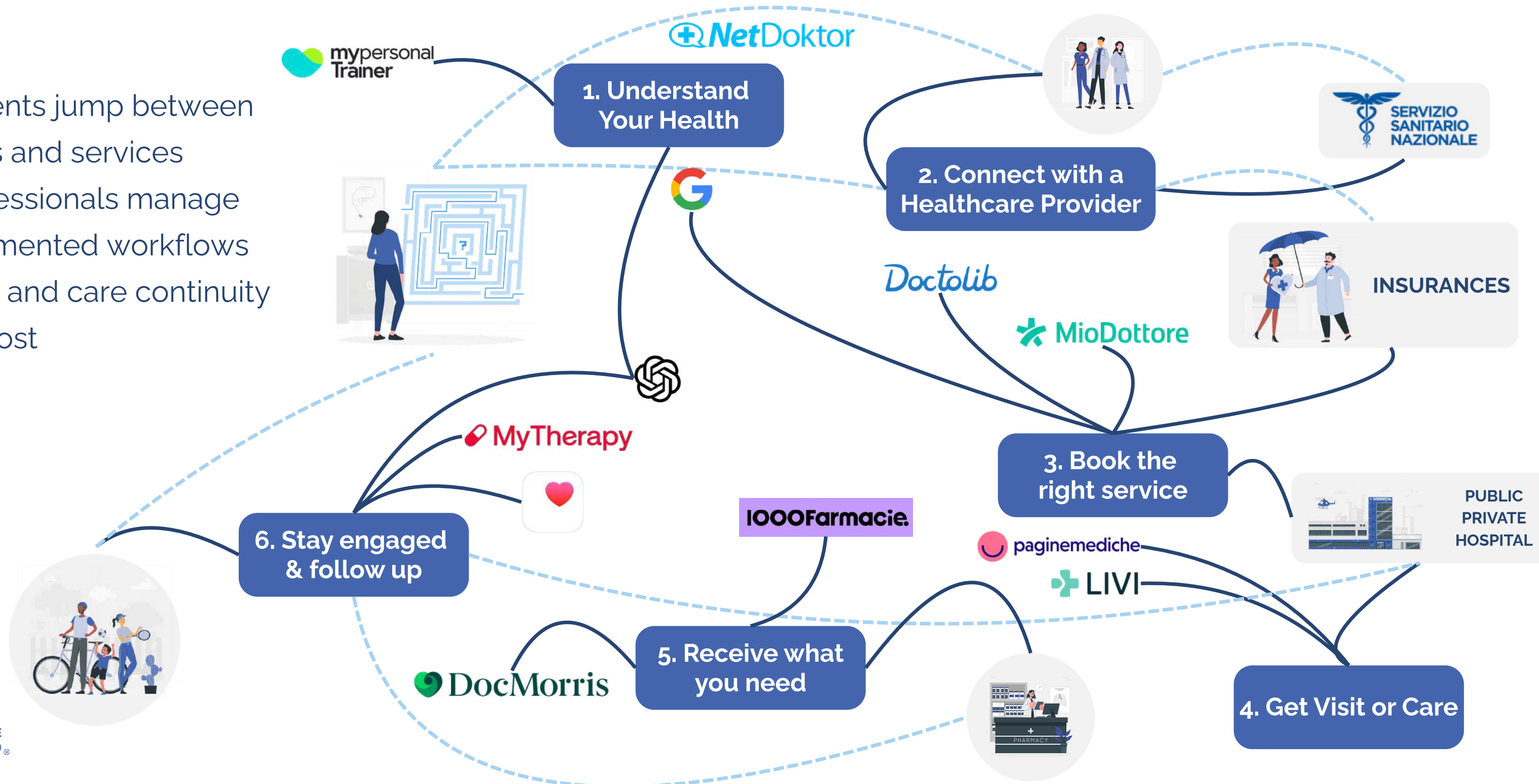
At the same time, expectations are changing



THE PROBLEM

Health matters most. So why is it managed the worst?

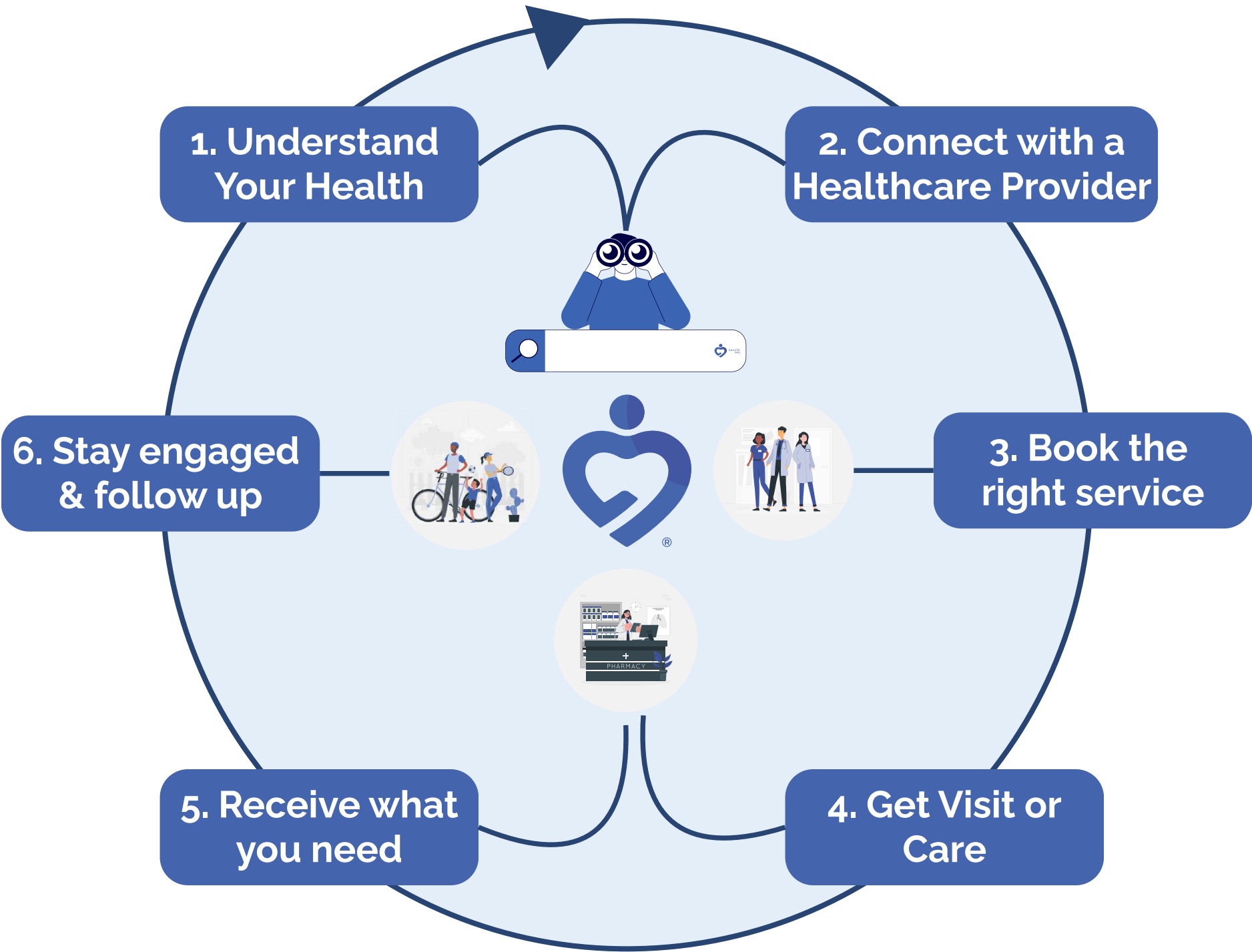
- Patients jump between apps and services
- Professionals manage fragmented workflows
- Data and care continuity are lost



OUR MISSION

Unifying the health journey

CONNECTING PATIENTS and
HEALTHCARE PROVIDERS



through **ONE PLATFORM**
FULL OF TOOLS & SERVICES

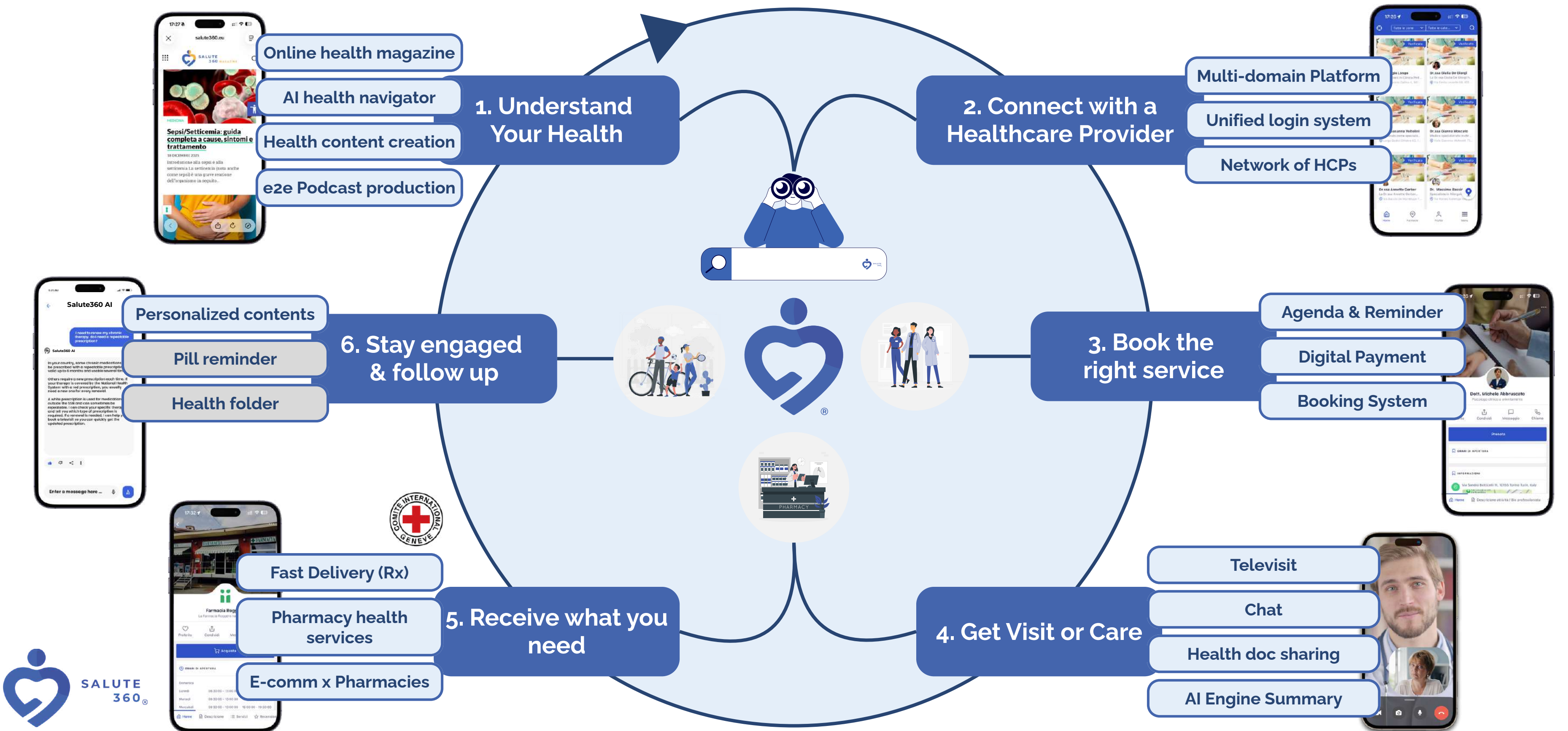
combining **PREVENTION** and **CARE**

OUR SOLUTION

20 trusted services into one unified platform

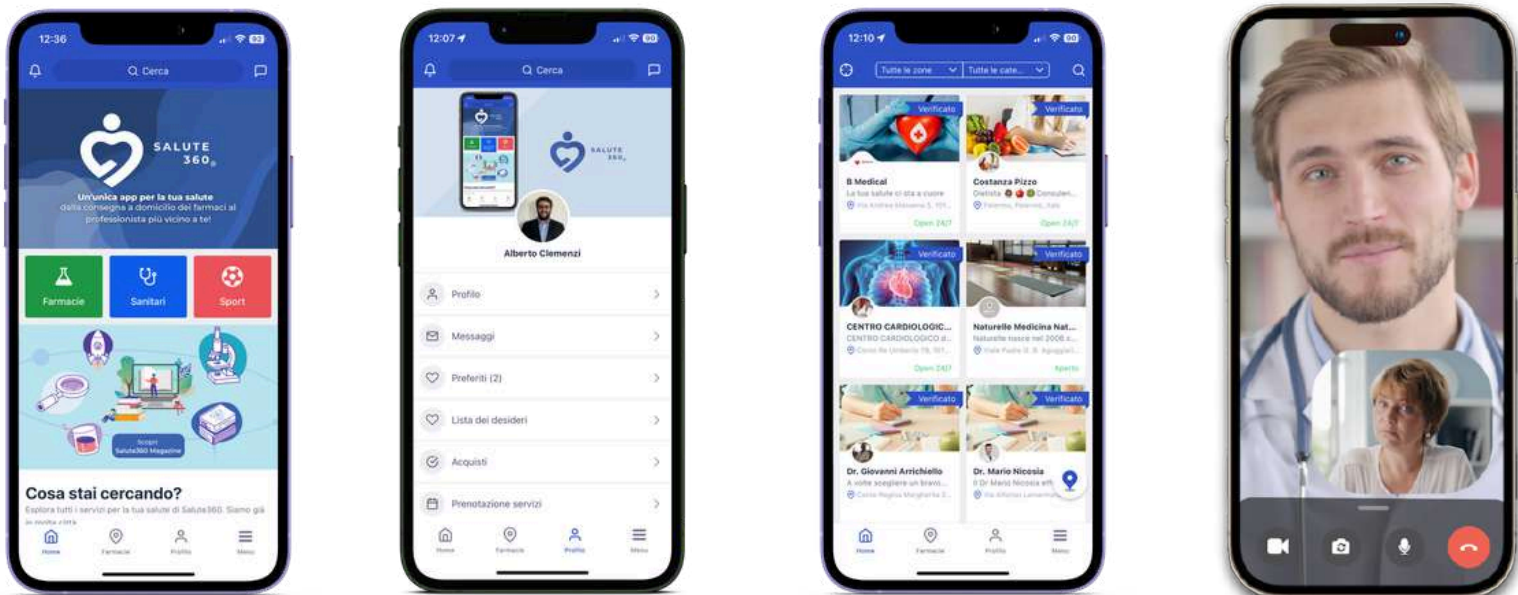
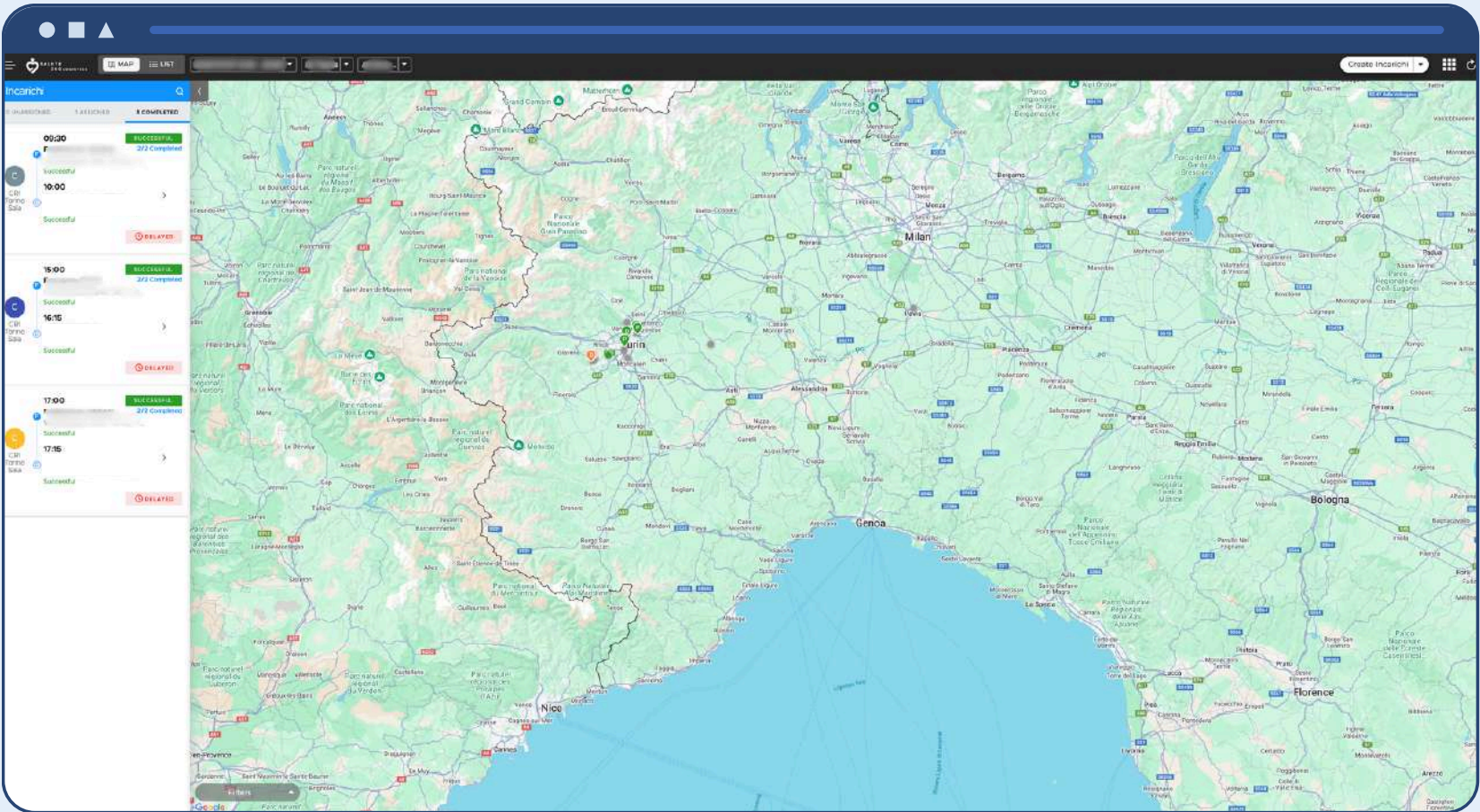
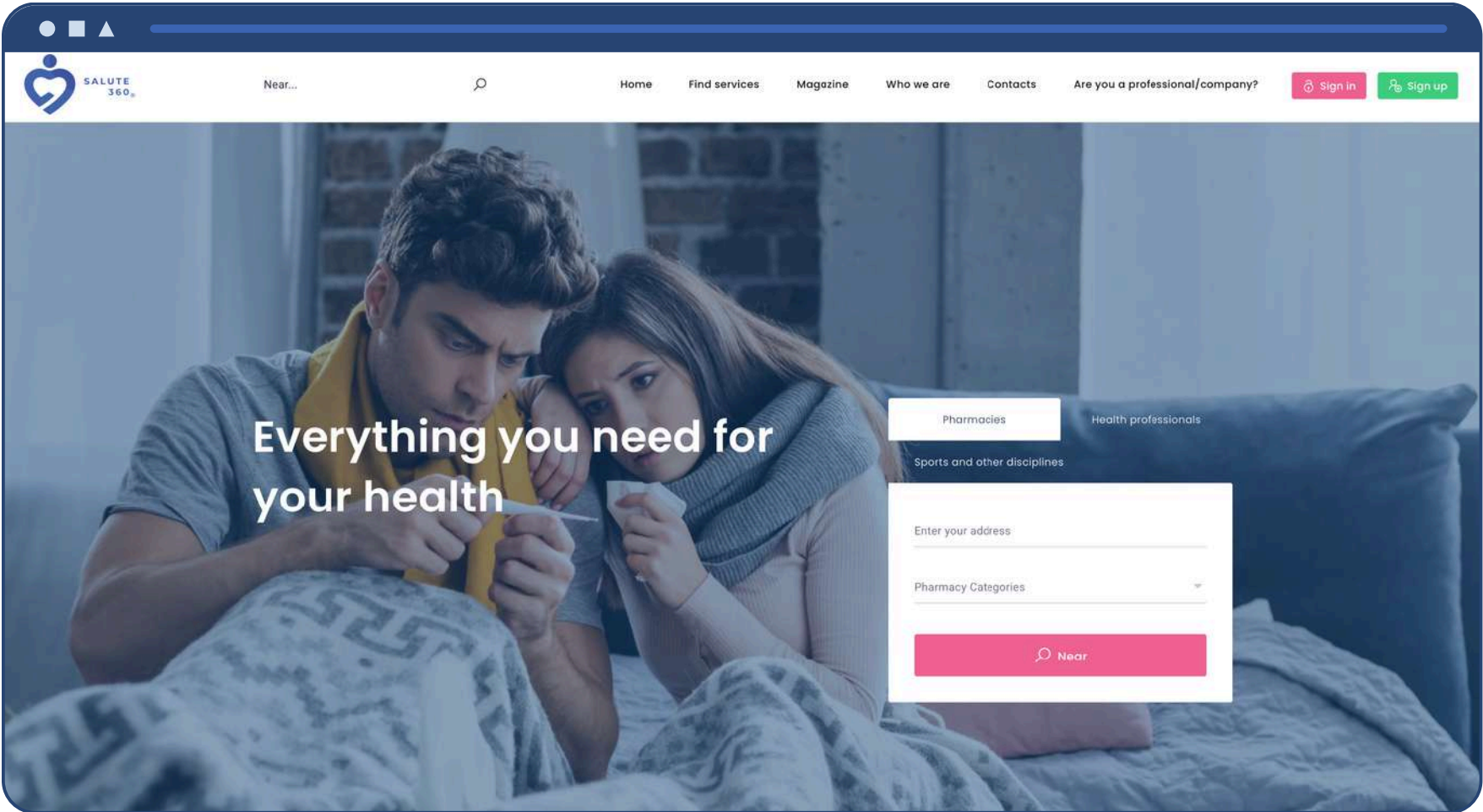
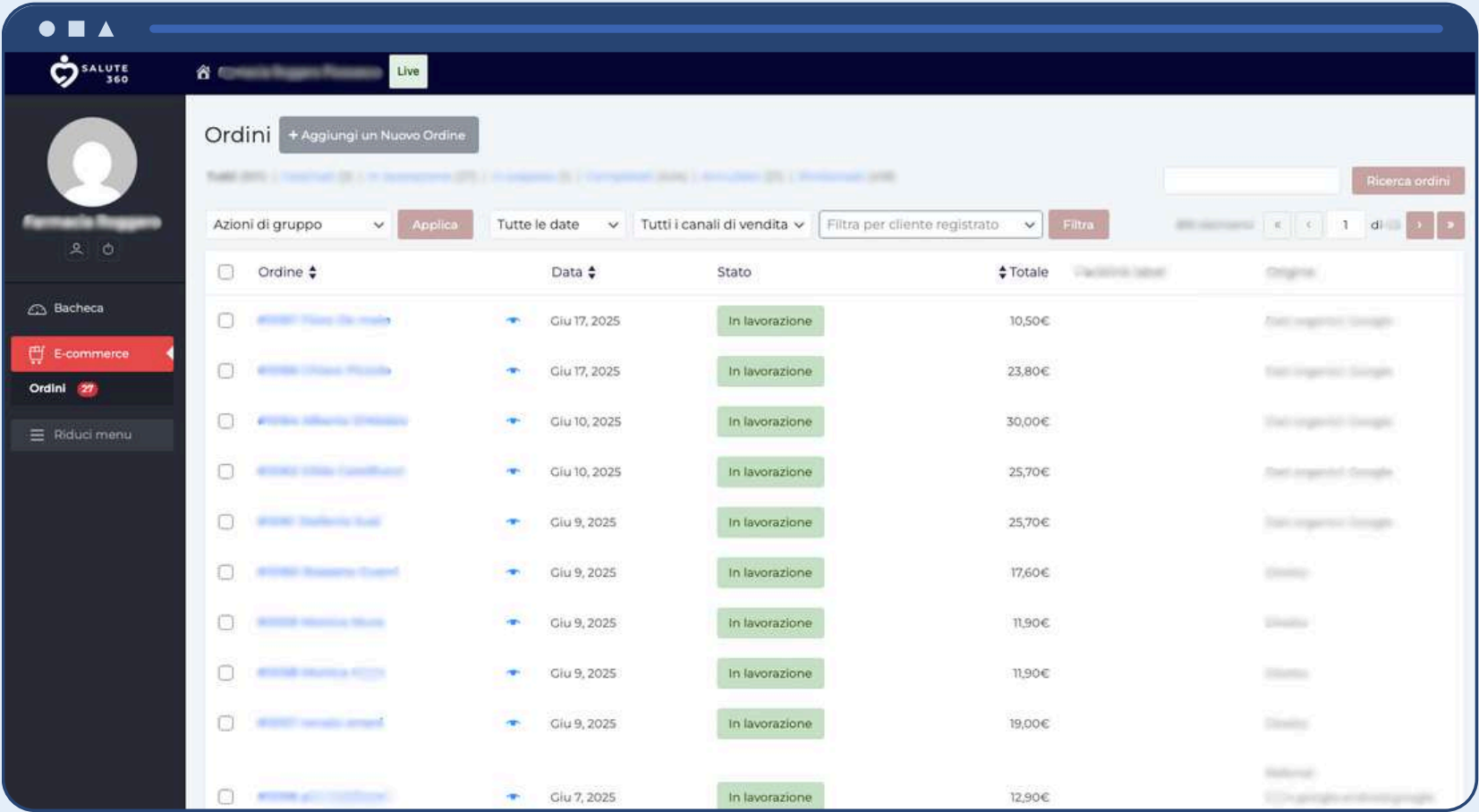
Up & running services

Up-coming services

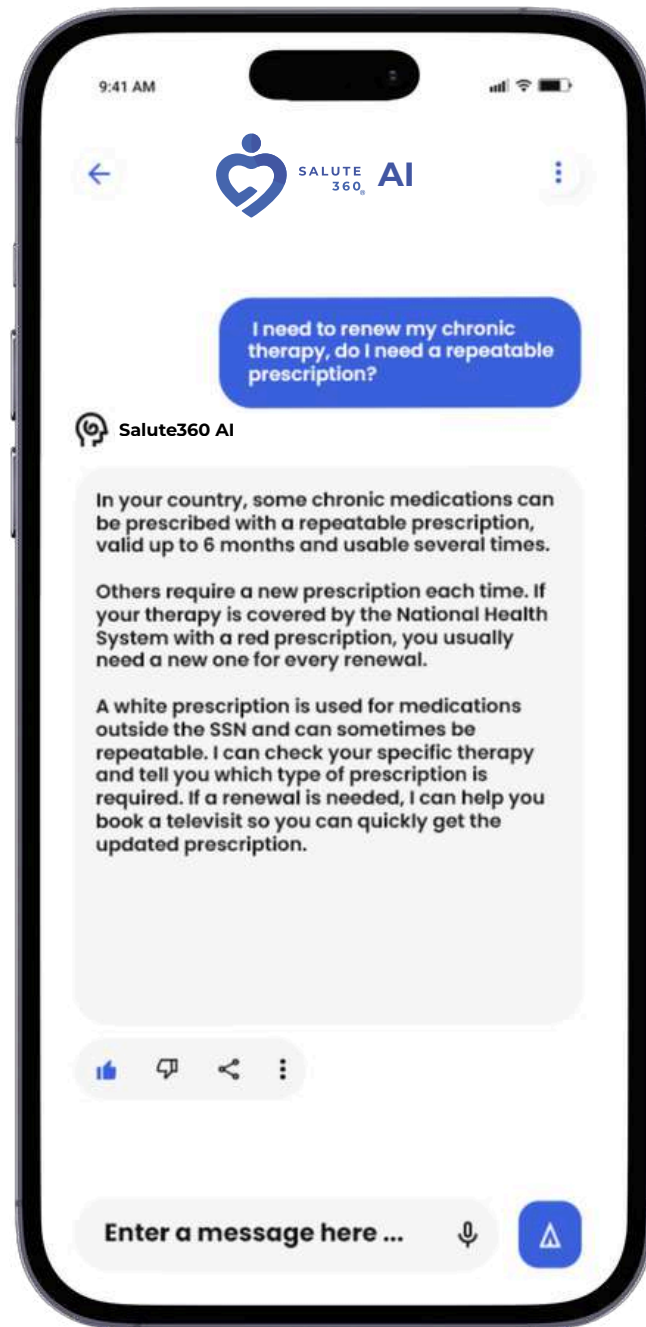


PLATFORM SERVICES

Scalable interface



Salute360 AI Health Navigator



1. Understand the question

Patients ask real health navigation questions.

2. Retrieve trusted information

AI connects verified medical content, platform data, and healthcare services.

3. Activate the right service

The system guides users to:

- the right provider
- the right service
- the right next step in their care journey



LLM Agnostic

Salute360 AI Health Navigator

AI interface that, in addition to native services, provides multilingual guidance through healthcare system care pathways

NATIONAL HEALTH INSTITUTIONS

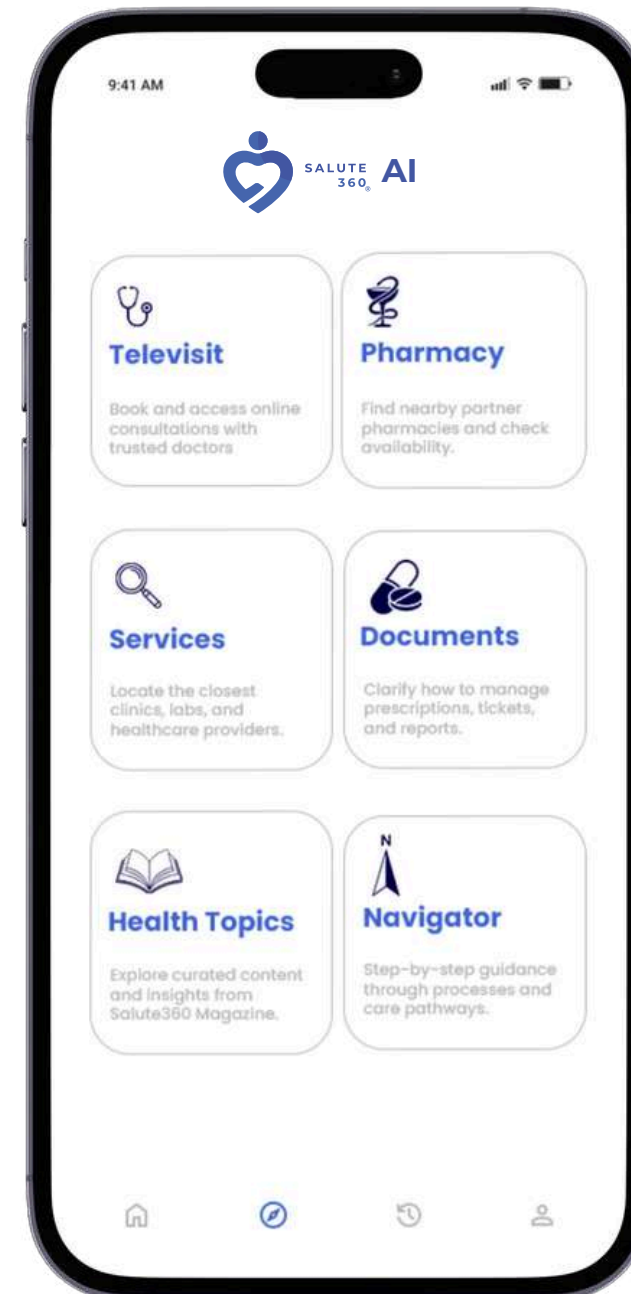
- Italian National Institute of Health (ISS): Guidelines and citizen-oriented recommendations
- Ministry of Health: Regulations, patient rights, access to services, prevention
- Italian Medicines Agency (AIFA): Drug information, prescriptions, reimbursement policies

REGIONAL AND LOCAL HEALTH SYSTEM

- ATS, ASL: Access to services, booking systems (CUP), exemptions, waiting times, care pathways, patient-oriented explanations of PDTA

SERVICE CHARTERS AND OPERATIONAL DOCUMENTATION

- Hospitals, clinics, and accredited healthcare providers: Access rules and administrative procedures, required documentation, operational processes



"My doctor prescribed an MRI with priority B: what does this mean, and how soon should I have it done?"

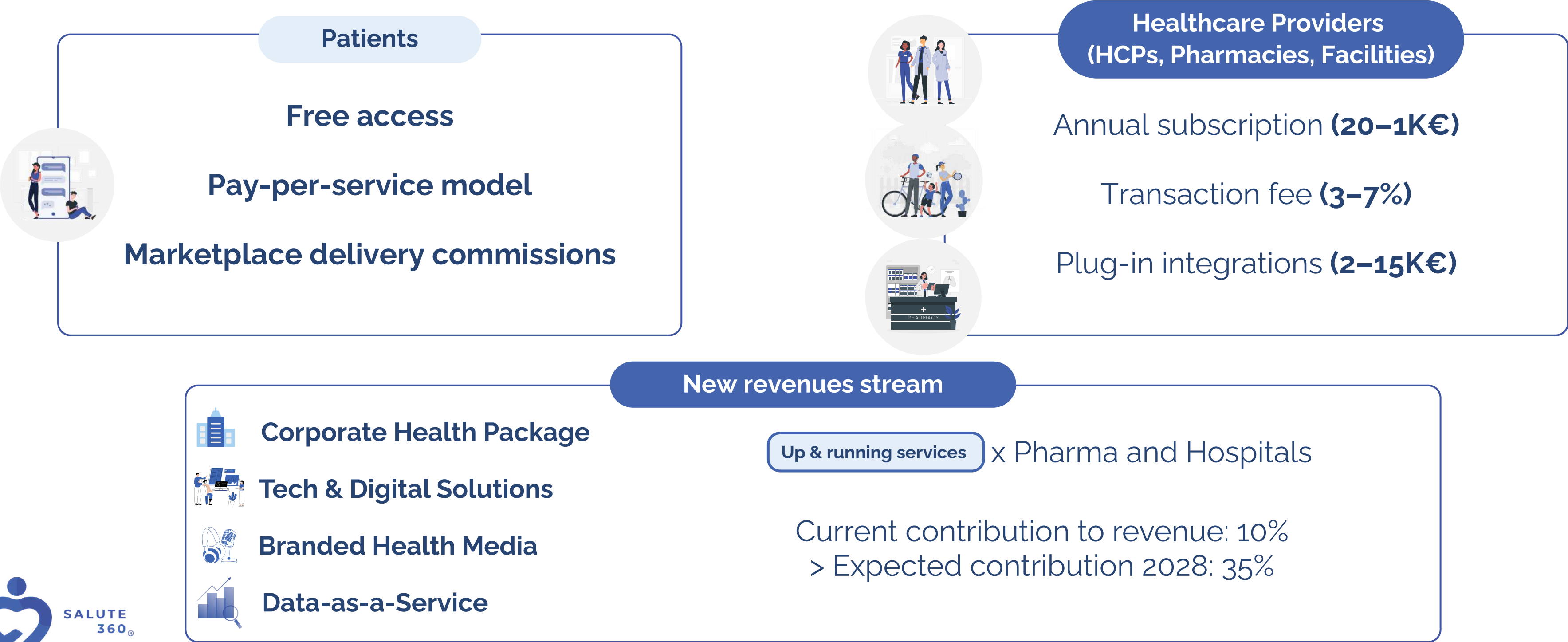
"What is the difference between a psychologist, a psychotherapist, and a psychiatrist, and which of these can I access through the public healthcare system?"

"How can I apply for a chronic disease exemption, and which documents are required?"

"Which pharmacy near me offers ECG services?"

A dual-sided model. Scalable, flexible, and proven

B2B - 2C and diversified



It's not about doing everything.
It's about making healthcare work together.

**Salute360 connects fragmented digital
services into one unified health journey.**



Results

Growing Adoption. Deep Trust. Strong Retention.



Patients



200.000 Active **Users**
70% Retention Rate



Healthcare Providers



8.000 Active **Providers**
90% Retention Rate



Platform



3M Page View/Year (**100% Organic**)

300 Health Content Created/Year

1.5K Medical Services/month

2K Deliveries/month

1 FTE only x **Customer Care**

330K€ Revenues 2025 **+80% YoY (2024)**

EBIT > 0

Full Compliant



Strong Partners & Clients

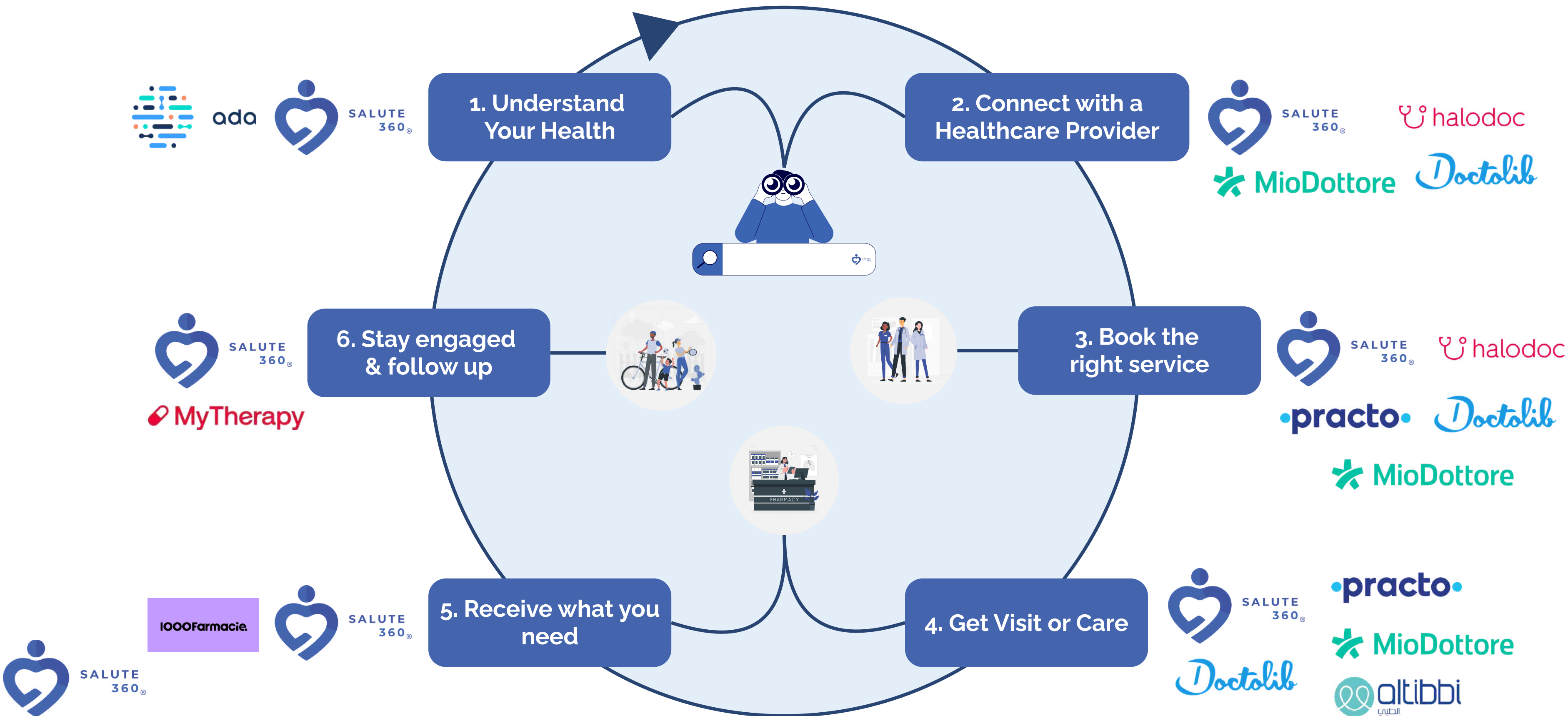


Deliveries powered by



COMPETITORS

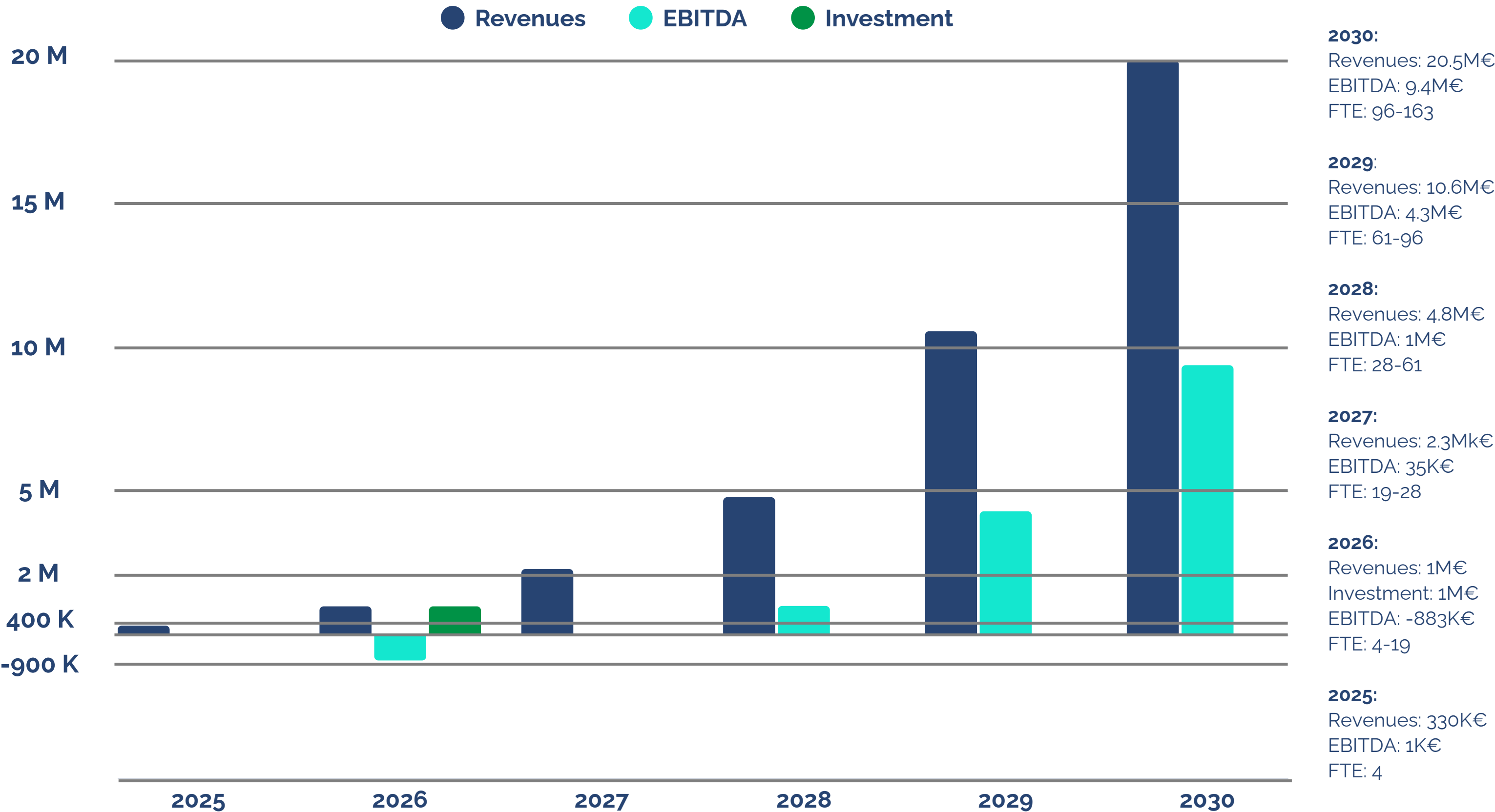
We don't compete on features. We compete on coherence.





Grow Strategy (1M€ investment, Italian market)

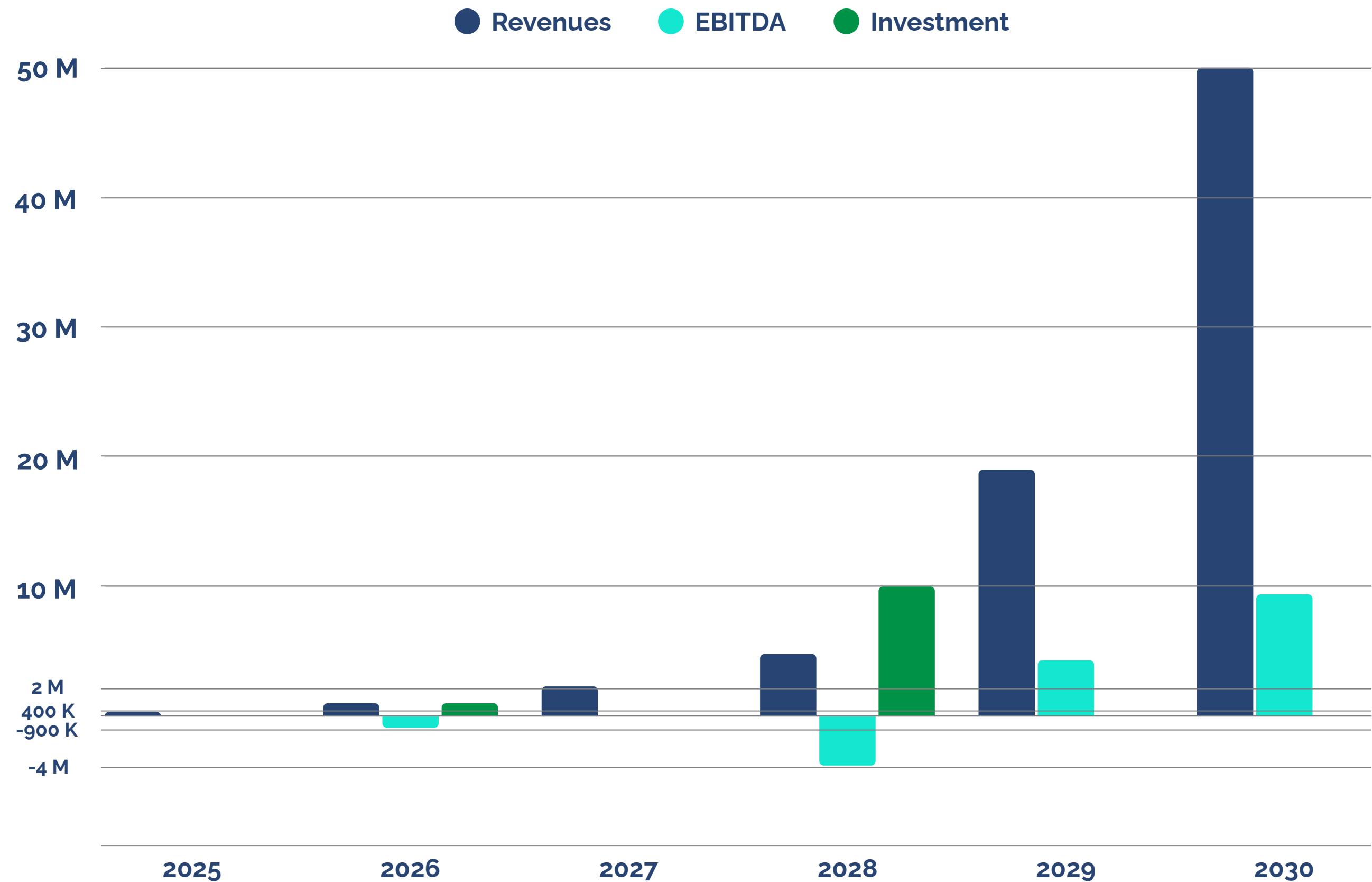
BASE CASE





Grow Strategy (1M€ & 10M€ investment, EU market)

UPSIDE CASE



2030:
Revenues: 51M€
EBITDA: 18,6M€
FTE: 160-204

2029:
Revenues: 18.5M€
EBITDA: 5.3M€
FTE: 61-160

2028:
Revenues: 4.8M€
EBITDA: -3.8M€
Investment: 10M€
FTE: 28-61

2027:
Revenues: 2.3Mk€
EBITDA: 35K€
FTE: 19-28

2026:
Revenues: 1M€
EBITDA: -883K€
Investment: 1M€
FTE: 4-19

2025:
Revenues: 330K€
EBITDA: 1K€
FTE: 4

Our funding ask

€1 Million

**WE ARE NOT LOOKING FOR VALIDATION.
WE ARE LOOKING FOR FUEL**

40% Sales → +3k HCP on-boarded
20% Marketing → +250k patients

Integrate a new **systems** for personalized patient support
25% IT → AI Patient Navigator + Pill Reminder + Health Folder

Beginning preliminary operations into 1 new EU country
GER/Düsseldorf test on-going - 10% Ops, 5% General

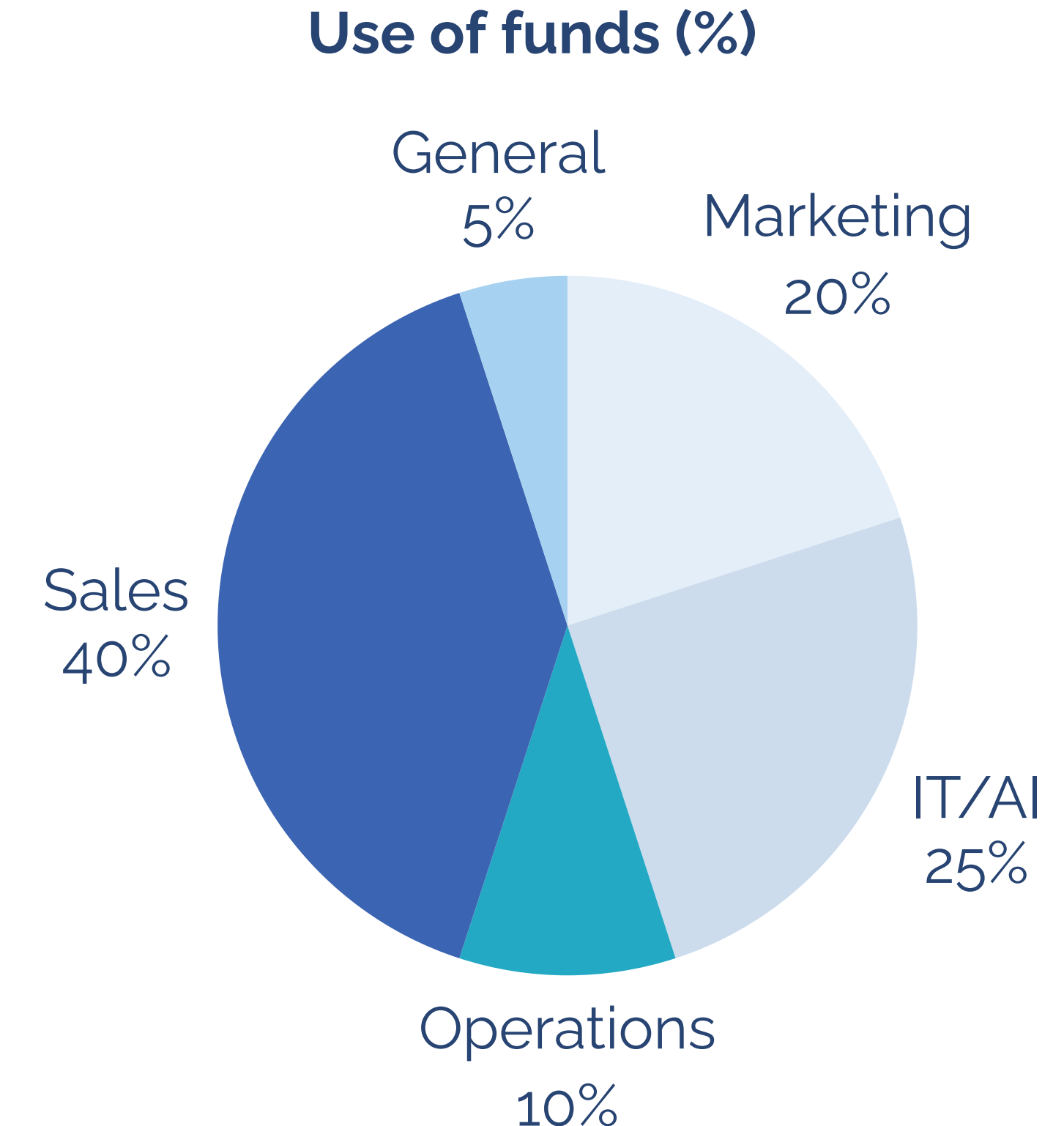
Already **committed**: 50% of this round from



TS Ventures Fond

PLUGANDPLAY
USA

SEE UP



INCLUDED HEALTH VALIDATES THE MODEL BEHIND SALUTE360

Healthcare orchestration is a winning model

Market validation:  **Included**
HEALTH

Proof of scale

- \$344M+ raised
- \$1.3B+ valuation (2020)
- 1,000+ employees

Integrated care model

- Virtual care
- Clinical navigation
- Community-based services
- Primary, specialty, behavioral & urgent care

Strong institutional backing

- The Carlyle Group
- Greylock
- Revelation Partners

Why this matters for Salute360

Included Health	Salute360
US, employer-driven	Europe, system-driven
Corporate benefits focus	Citizens & HCPs focus
Care orchestration layer	Unified health journey platform
Built after market maturity	Built under system stress

Healthcare orchestration is a proven model.
Salute360 applies it where healthcare needs it most.

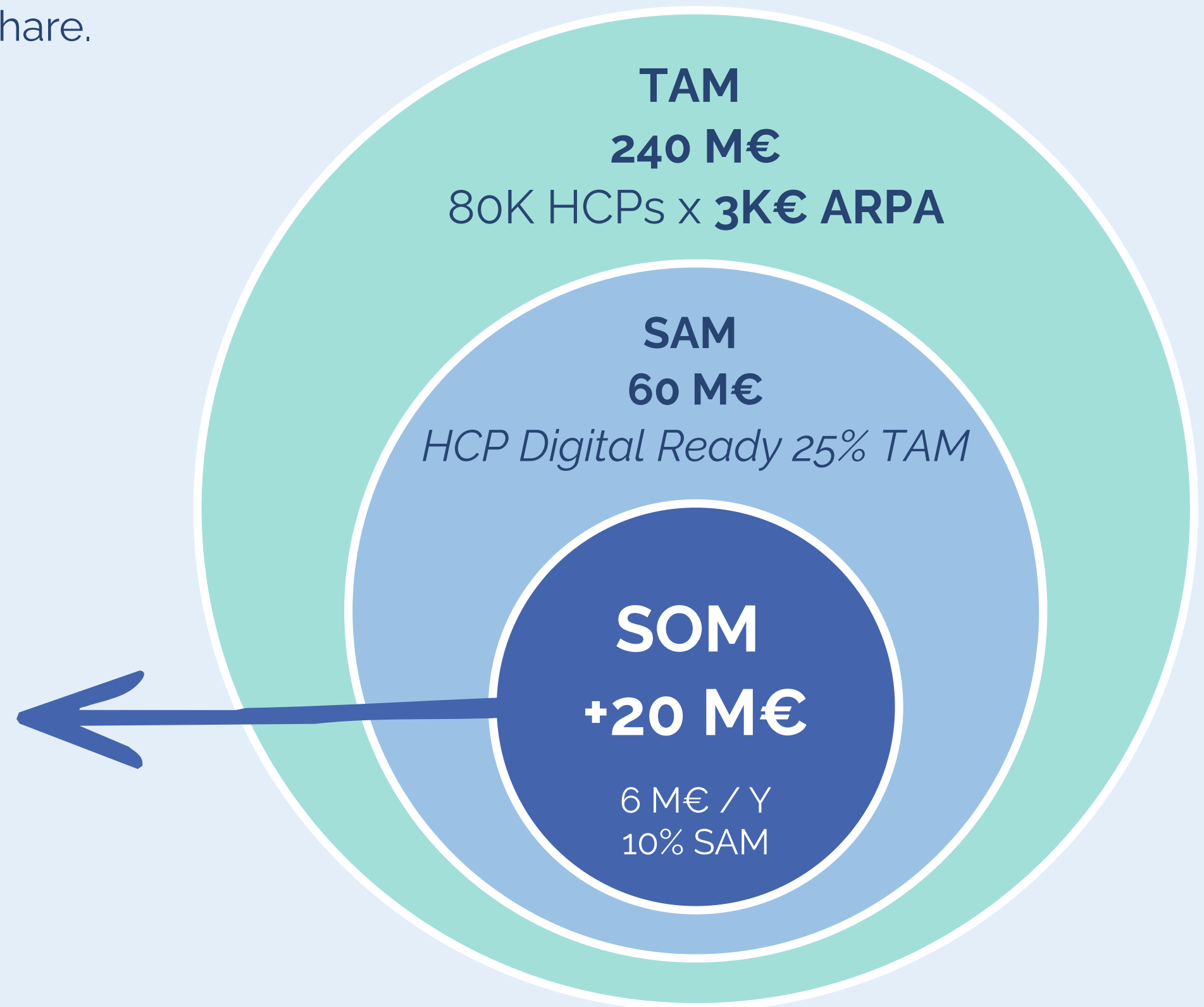




ITA Market opportunity

A rapidly expanding market. A focused, obtainable share.

Within ITALY,
Salute360 targets a 20M€ obtainable market
over the next 4 years - centered on
fragmented care journeys
managed by pharmacies + HCP networks.

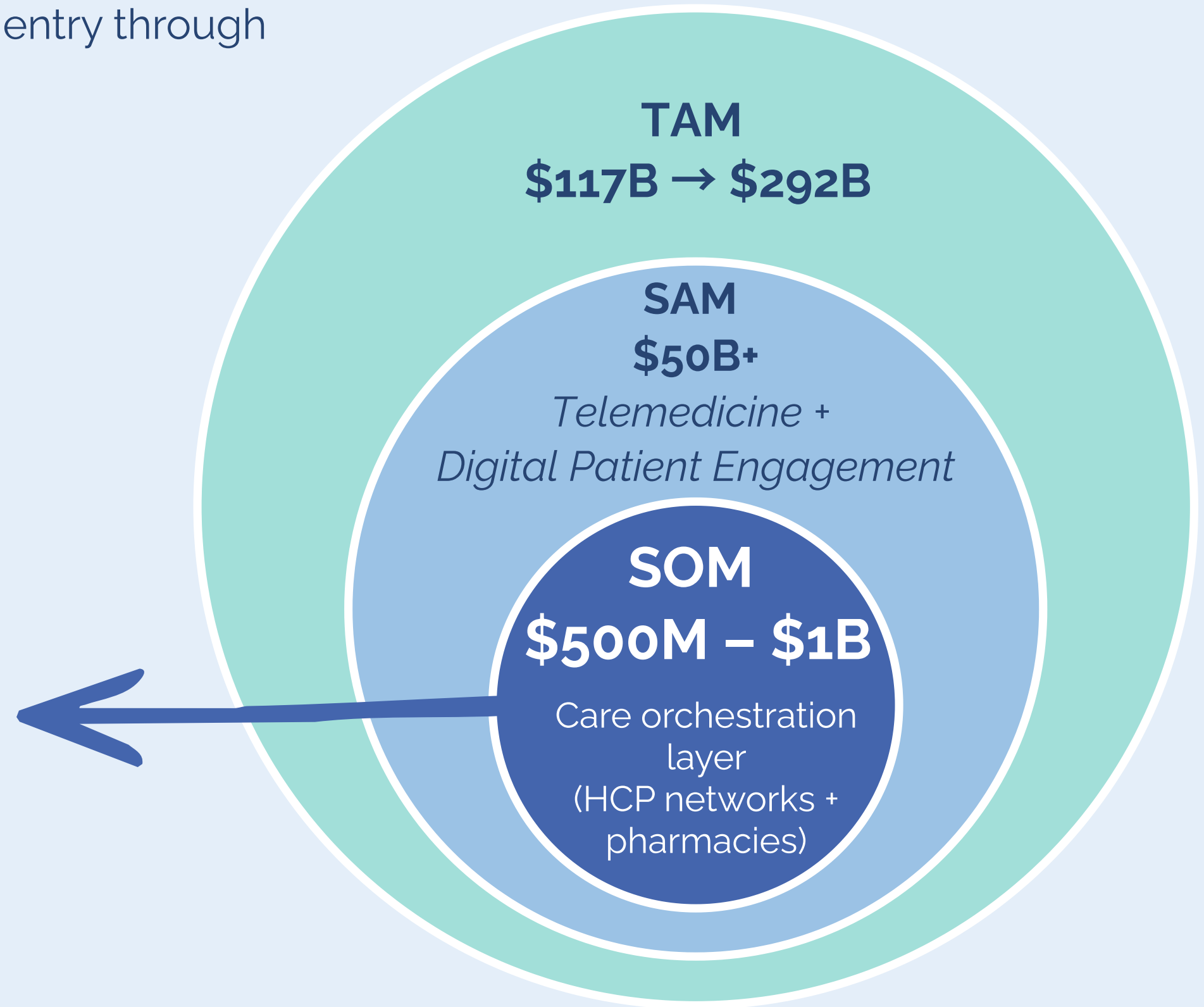




European Digital Health Market

A fast-growing digital health market, with a focused entry through fragmented care journeys.

Salute360 focuses fragmented care journeys managed by pharmacies and HCP networks across Europe.



Our partners

Investors



Fondo Nazionale Innovazione
CDP Venture Capital Sgr





Fondazione MICHELIN Sviluppo







Acknowledgements















Strategic Partnership





































Our team



2x EXIT
in Health Sector

Alberto Clemenzi
FOUNDER & CEO-CTO

Serial entrepreneur
Full stack developer
General secretary at Italian Society of Telemedicine
Medicine and surgery
University of Pavia



AI expert

Chiara Barbati
CO-FOUNDER & CSO

Medical doctor
Public health physician
Scientific secretariat EUPHA digital health section



Marco Giacosa
CO-FOUNDER & CTIO

AI & Digital Driving Healthcare Transformation
Telecommunications Engineering



Carlo Sassone
CO-FOUNDER & SALES MANAGER

Pharmacist, PhD, H-Farm



Elena Ronza

CO-FOUNDER, CHAIRMAN & CFO

Entrepreneur
Consultant in management and logistics



Matteo Di Lisi

MARKETING & DESIGN

Product and graphic designer



Virginia Berta

MARKETING & CX LEAD

Psychologist and Communication Expert

Built for trust. Ready to scale.



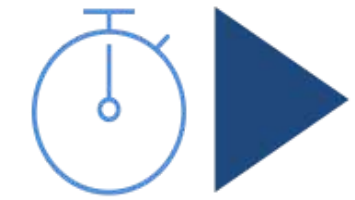
All digital health services in one unified platform



Proprietary platform technology with **patent protection**



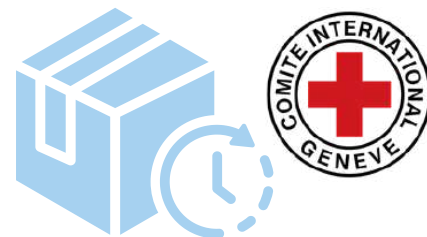
Proprietary smart algorithm to target every **HCP** through a digital check-up



Plug and Play for our clients, enabled by a deeply automated platform.



Fully **compliant** with **EU** and **HIPAA** regulations



Home delivery of prescription drugs in 2h thanks to our partner **Red Cross**



Strategic **partnerships** with global leaders



A proven **track record** and **growing reputation**



Let's build the future of healthcare together

Let's talk about how you can be part
of the next phase of Salute360

Contact info:

Alberto Clemenzi

Chief Executive Officer

alberto.clemenzi@salute360.com

+39 348 89 78 530

+1 (410) 428-9350



View in **dealum**

www.pro.salute360.com/en

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