



Hooper Holmes At A Glance

Our Company Hooper Holmes is the nation's leading provider of underwriting health information services and is a growing provider of medical evaluation services. Through company-owned and contractor affiliate branch locations in all fifty states, Guam, Puerto Rico and the U.K., Hooper Holmes' network of experienced medical professionals conduct physical examinations, testing and personal health interviews and independent medical exams primarily for the life, health, property and casualty insurance industries.

Our Services Hooper Holmes offers a wide range of health information services for gathering and managing insurance underwriting requirements and medical evaluation services.

Our Customers Hooper Holmes is a provider of health information, underwriting services and medical evaluation services to life, health, disability and property and casualty insurers in the United States, including most of the 100 top insurers. Through our wholly owned subsidiaries, we also serve indemnity carriers, third party insurers, law firms and corporate clients.

2003 Highlights Financial:

- Revenues increased 15.3 percent to \$300.2 million
- Gross margin increased to 28.8 percent
- Total stockholders' equity increased over 6 percent
- Dividends paid to shareholders increased 25 percent to \$3.2 million

Operational:

- 2.7 million Portamedic exams completed by our 8,500+ examiners from over 275 company-owned and contractor affiliate field locations in the U.S.
- Successfully integrated D&D Associates and Medicals Direct Group and refined the HIBU's and DBU's operating infrastructures to set the stage for expansion into additional underwriting and IME services, and continued growth in the U.K. life insurance market
- Completed acquisition of minority interest in Heritage Labs
- The HIBU completed construction of its state-of-the-art Infolink tele-underwriting call center in Kansas City, Kansas
- The HIBU's U.K.-based Medicals Direct Group completed three strategic acquisitions
- The DBU acquired Medimax, Inc., a provider of IME's in Pennsylvania and New Jersey

Our Outlook Recovering industry trends, the highest quality products and services, a commitment to technology and innovation and a team of dedicated employees all contribute to our confidence in our ability to maintain Hooper Holmes' strong leadership position in the industry. In addition, our successful entry into ancillary markets will provide us with exciting opportunities to further grow and diversify our business.