

## **SOL GROUP**

### **PRESS RELEASE**

#### **2022 FULL YEAR CONSOLIDATED RESULTS**

**Sales: € 1,379.2 ml (+23.9%)**  
**EBITDA: € 328.3 ml (+25.9%) equal to 23.8% on sales**  
**EBIT: € 192.5 ml (+41.8%) equal to 14.0% on sales**  
**Net Profit: € 133.7 ml (€ 89.5 ml in 2021)**

**Proposed dividend of € 0.330 per share (€ 0.240 in 2021)**

The Board of Directors of SOL S.p.A. approved the 2022 consolidated results.

Consolidated Sales € 1,379.2 ml (+23.9% vs € 1,112.9 ml in 2021 and +22.3% on a like-for-like basis) EBITDA € 328.3 ml (23.8% on sales), EBIT € 192.5 ml (14.0% on sales), Consolidated Net Profit of € 133.7 ml (9.7% on sales).

These are highlights of the consolidated figures approved today by the Board of Directors of SOL S.p.A., a company listed on the Italian Stock Exchange that acts as holding company of a multinational group, with more than 5,700 employees, primarily involved in the business of technical gases and homecare assistance, operating in Europe, Turkey, Morocco, Brazil, India and China.

At the upcoming Shareholders' meeting, called for May 10, 2023, the company's Board of Directors will propose distribution of a dividend of € 0.330 per ordinary share (€ 0.240 in 2021), to be paid starting from May 24, 2023.

The year 2022 opened with a new wave of COVID-19 due to the OMICRON variant, with less serious effects on the population than in the previous two years.

In February, following Russia's invasion of Ukraine, a war began between the two countries that is still ongoing. The conflict has led to the progressive reduction, for many European countries, of the main natural gas supply channel, with the consequent abnormal rise in the prices of all energy raw materials, which have reached exchange values never recorded before.

During 2022, these increases, along with those caused by a booming global economy during 2021 and early 2022, caused an increase in inflation of even more than 10% in all Western countries. This level of inflation had never occurred in recent decades.

The spread of inflationary pressures has led all western central banks to start a phase of increasing official rates, with a consequent increase in the interest rates applied by the credit system to its customers.

In the context outlined, the economic scenario highlighted an expansive situation in the first nine months of the year and a trend towards a slowdown in growth in the last quarter.

With reference to the technical gases and home care sectors where the SOL Group operates, the significant growth of the technical gases area is highlighted above all due to the action to recover the increase in production costs following the increase in prices of natural gas and, above all, electricity. Regarding the quantities sold, there was a slight slowdown in the last few months of the year compared to those of the previous year.

Activity in the home care area recorded good growth thanks to the recovery of new patient prescriptions, after the slowdown that occurred in the previous two years caused by the effects of COVID-19, which had caused the reduction of the normal operations of hospitals and private laboratories.

In the context highlighted, the SOL Group achieved net sales of € 1,379.2 million, with a significant increase compared to 2021, equal to € 266.3 million and 23.9%. On a like-for-like basis, the increase in sales amounted to € 248.2 million and 22.3%.

Compared to the previous year, sales increased by 29.9% in Italy and 19.7% abroad. The latter, at the end of 2022, accounted for 56.4% of total sales.

The Technical Gas Division grew by 36.5% and the Home Care Division, where the Group operates through Vivisol, by 11.2%.

Compared to 2021, the Gross Operating Margin increased in absolute value by 25.9%; the Operating Result recorded an increase of 41.8%.

The Consolidated Net Profit, equal to € 133.7 million and 9.7% of sales, shows an increase of 49.3% compared to the previous year (€ 89.5 million).

The tangible and intangible capital expenditures of the Group were € 131.2 ml (CAPEX 9.5%) and the Operating Consolidated Cash Flow amounted to € 266.5 ml (€ 213.1 ml in 2021).

The Net Debt / Equity ratio, equal to 45.2%, confirms the financial strength of the Group, which presents a net financial debt of € 389.7 million (€ 323.7 million net of leases), up by € 78.9 million compared to 2021, but after CAPEX and acquisitions for € 220 million.

Among the latter, we point out the acquisition of 60% of BLA Serviços Hospitalares LTDA and JML Serviços Hospitalares LTDA, companies located in São Paulo (Brazil) and operating in the hospital business; the acquisition in Italy of 51% of the company ITOP S.p.A. Officine Ortopediche, a company operating in the design, production, research and innovation of ortho-prosthetic devices for orthopaedic and neuromuscular pathologies; the acquisition of 61% of the Irish company Polar Ice Limited, active in the production and marketing of dry ice; finally, the parent company SOL S.p.A., with the support of SIMEST, acquired 100% of the Indian company Green ASU Plant Private Limited, active in the production and marketing of technical and medicinal gases and wind renewable energy production and 51% of the Indian company Bhoruka Specialty Gases Private Limited, which carries out the production and marketing of pure, very pure and special gases.

The Holding Company SOL S.p.A. registered a turnover of € 428.4 ml (+48.5% v/s 2021) and a Net Profit of € 46.6 ml (€ 31.2 ml in 2021).

As significant events in the first months of 2023, it should be noted that the ongoing war in Ukraine, which began in February 2022 with Russia's invasion of Ukraine itself, is causing continuous variations in oil prices from an economic point of view, gas, electricity and other products.

All of this is reflected in the production and purchase costs of technical gases and, due to inflationary effects, also in investment costs and operating expenses; in relation to the latter, especially in the area of medical products and services.

*"We evaluate the results achieved in 2022 very positively - said Marco Annoni, Vice-President of SOL S.p.A. - which confirm the SOL Group's ability to react quickly to changes in the economic and geopolitical framework in which it operates, to successfully face the difficulties posed every day by the complexity of the challenges, and to seize the opportunities that have gradually emerged. During 2022, SOL Group was above all able to react promptly to the changing scenarios in the energy field which, especially on European markets, caused unforeseen and unforeseeable turbulence".*

*" Compatibly with the evolution of the war between Russia and Ukraine, with the trend of energy costs and inflation - concluded Aldo Fumagalli Romario, President of SOL S.p.A. - the SOL Group will continue in 2023 with investment programs and, where possible, acquisitions, with the aim of achieving good growth in sales and maintaining profitability at appreciable levels ".*

The Board of Statutory Auditors of Sol S.p.A. carried out its self-assessment with reference to the 2022 financial year, drawing up the appropriate Report in accordance with the provisions of the new behavioural principles of listed companies, and sending it to the Board of Directors.

Pursuant to paragraph 2 of Article 154-bis of the Unified Financial Act of February 24, 1998, the manager responsible for preparing the financial reports Marco Filippi declares that the accounting information contained in this press release corresponds to the results documented in the books, accounting and other records.

Enclosure: Consolidated Income Statement and Statement of Financial Position.

Monza, March 30th, 2023

## SOL Group – Profit and loss account

	31/12/2022	%	31/12/2021	%
<b>Net sales</b>	<b>1,379,187</b>	<b>100.0%</b>	<b>1,112,909</b>	<b>100.0%</b>
Other revenues and proceeds	83,904	6.1%	11,060	1.0%
Internal works and collections	26,718	1.9%	18,933	1.7%
<b>Revenues</b>	<b>1,489,809</b>	<b>108.0%</b>	<b>1,142,901</b>	<b>102.7%</b>
Purchase of materials	520,650	37.8%	306,023	27.5%
Services rendered	366,030	26.5%	319,511	28.7%
Change in inventories	(13,232)	-1.0%	(2,380)	-0.2%
Other expenses	28,446	2.1%	24,761	2.2%
<b>Total costs</b>	<b>901,894</b>	<b>65.4%</b>	<b>647,915</b>	<b>58.2%</b>
<b>Added value</b>	<b>587,915</b>	<b>42.6%</b>	<b>494,987</b>	<b>44.5%</b>
Payroll and related costs	259,657	18.8%	234,209	21.0%
<b>EBITDA</b>	<b>328,259</b>	<b>23.8%</b>	<b>260,778</b>	<b>23.4%</b>
Depreciation & amortization	128,950	9.3%	119,296	10.7%
Other provisions	6,847	0.5%	5,711	0.5%
Non recurring (Income) / Charges	0	0.0%	0	0.0%
<b>EBIT</b>	<b>192,462</b>	<b>14.0%</b>	<b>135,771</b>	<b>12.2%</b>
Financial income	2,930	0.2%	2,406	0.2%
Financial expense	(15,891)	-1.2%	(11,472)	-1.0%
Result of investments	368	0.0%	(777)	-0.1%
<b>Net financial Income / (Charges)</b>	<b>(12,593)</b>	<b>-0.9%</b>	<b>(9,843)</b>	<b>-0.9%</b>
<b>PBT</b>	<b>179,869</b>	<b>13.0%</b>	<b>125,928</b>	<b>11.3%</b>
Tax on profit	42,294	3.1%	32,170	2.9%
<b>Net profit from ongoing operations</b>	<b>137,574</b>	<b>10.0%</b>	<b>93,757</b>	<b>8.4%</b>
Net profit from discontinuous operations	0	0.0%	0	0.0%
Minorities	(3,882)	-0.3%	(4,208)	-0.4%
<b>Net profit</b>	<b>133,693</b>	<b>9.7%</b>	<b>89,549</b>	<b>8.0%</b>
<b>EPS</b>	<b>1.474</b>		<b>0.987</b>	

## SOL Group - Statement of financial position

	31/12/2022	31/12/2021
Tangible assets	694,164	615,329
Goodwill and consolidation differences	216,811	170,313
Other intangible assets	26,550	22,752
Equity investments	13,082	12,704
Other financial assets	22,015	10,484
Tax advances	18,557	21,031
<b>NON CURRENT ASSETS</b>	<b>991,179</b>	<b>852,612</b>
<b>Non current assets held for sale</b>	<b>0</b>	<b>0</b>
Inventories	84,144	67,303
Trade receivables	431,054	340,023
Other current assets	64,377	36,197
Current financial assets	13,187	8,671
Cash and banks	134,642	139,642
<b>CURRENT ASSETS</b>	<b>727,403</b>	<b>591,835</b>
<b>TOTAL ASSETS</b>	<b>1,718,583</b>	<b>1,444,448</b>
Share capital	47,164	47,164
Share premium reserve	63,335	63,335
Legal reserve	10,459	10,459
Reserve for treasury shares in portfolio	0	0
Other reserves	565,261	486,904
Retained earnings	704	845
Net profit	133,692	89,549
<b>Shareholders' equity - Group</b>	<b>820,615</b>	<b>698,257</b>
Minorities	38,134	18,987
Net income attributable to minority shareholders	3,882	4,208
<b>Shareholders' equity - minority interests</b>	<b>42,015</b>	<b>23,194</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>862,630</b>	<b>721,452</b>
Employee benefits	15,143	18,696
Provision for deferred tax liabilities	12,163	7,362
Provision for risks and charges	3,309	3,070
Payables and other financial liabilities	454,496	378,471
<b>NON CURRENT LIABILITIES</b>	<b>485,111</b>	<b>407,598</b>
<b>Non current liabilities held for sale</b>	<b>0</b>	<b>0</b>
Due to banks	6,860	1,643
Trade accounts	175,114	150,290
Current financial liabilities	84,814	82,098
Taxes payables	32,552	19,216
Other current liabilities	71,502	62,150
<b>CURRENT LIABILITIES</b>	<b>370,842</b>	<b>315,398</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<b>1,718,583</b>	<b>1,444,448</b>