SOL GROUP

PRESS RELEASE

2023 FULL YEAR CONSOLIDATED RESULTS

Sales: € 1,487.1 ml (+7.8%)
EBITDA: € 382.2 ml (+16.4%) equal to 25.7% on sales
EBIT: € 227.1 ml (+18.0%) equal to 15.3% on sales
Net Profit: € 145.7 ml (€ 133.7 ml in 2022)

Proposed dividend of € 0.370 per share (€ 0.330 relating to fiscal year 2022)

The Board of Directors of SOL S.p.A. approved the 2023 consolidated results.

Consolidated Sales € 1,487.1 ml (+7.8% vs € 1,379.2 ml in 2022 and +5.3% on a like-for-like basis) EBITDA € 382.2 ml (25.7% on sales), EBIT € 227.1 ml (15.3% on sales), Consolidated Net Profit of € 145.7 ml (9.8% 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 6,300 employees, primarily involved in the business of technical gases and homecare assistance, operating in Europe, Turkey, Morocco, Brazil, India, China, Ecuador and Peru.

At the upcoming Shareholders' meeting, called for May 10, 2024, the company's Board of Directors will propose distribution of a dividend of € 0.370 per ordinary share (€ 0.330 relating to fiscal year 2022), to be paid starting from May 24, 2024.

The year 2023 was characterized by a global political and economic context of considerable uncertainty following the continuation of the war in Ukraine and, since October, the opening of a new conflict front in the Middle East.
This situation also had economic repercussions, leading to a slowdown in growth especially in Europe, where the growth rate was just above zero.
The policy of the central banks also contributed to this, as they continued to raise interest rates in an attempt to reduce inflation, resulting in a consequent cooling of the economy of the various countries.
It should be highlighted that in 2023 there was a decrease in natural gas and energy prices compared to the abnormal values reached in 2022.
Inflation had a decreasing trend compared to the values achieved in the previous year, even if it remained at levels still higher than desired.

With reference to the technical gases sector, the decrease in the cost of energy has led to a gradual reduction in sales prices counterbalanced, in part, by increases linked to the inflationary trend.

Regarding the quantities sold, a slight decrease was noted especially in the second half of the year.

The activity in the home care area recorded good growth also following the resumption of prescriptions from new patients.

In the context highlighted, the SOL Group achieved net sales of € 1,487.1 million, with an increase of 7.8%. On a like-for-like basis, the increase in sales was 5.3%.

Compared to the previous year, sales were quite stable in Italy (-1.0%) and increased by 14.6% abroad. The latter, at the end of 2023, accounted for 60.0% of total sales.

The Technical Gas Division grew by 1.9% and the Home Care Division, where the Group operates through Vivisol, by 15.2%.

Compared to 2022, the Gross Operating Margin increased in absolute value by 16.4%; the Operating Result recorded an increase of 18.0%.

The Consolidated Net Profit, equal to € 145.7 million and 9.8% of sales, shows an increase of 9.0% compared to the previous year (€ 133,7 million).

The tangible and intangible capital expenditures of the Group were € 183.5 ml (CAPEX 12.3%) and the Operating Consolidated Cash Flow amounted to € 297.5 ml (€ 266.5 ml in 2022).

The Net Debt / Equity ratio, equal to 42.6%, confirms the financial strength of the Group, which presents a net financial debt of € 415.8 million (€ 341.7 million net of leases), up by €26.1 million compared to 2022, but after CAPEX and acquisitions for € 232.5 million.

The Holding Company SOL S.p.A. registered a turnover of € 381.8 ml (-10.9% v/s 2022) and a Net Profit of € 61.2 ml (€ 46.6 ml in 2022), including dividends received from investee companies.

There are no subsequent events to highlight.
However, from an economic point of view, the continuation of the ongoing war in Ukraine and the crisis in the Middle East are causing continuous changes in the prices of oil, gas, electricity and other products.
All this is reflected in the production and purchase costs of technical gases and, due to the inflationary effects, also on the costs of investments and operating expenses.

"*We evaluate the results achieved in 2023 very positively* - said Marco Annoni, Vice-President of SOL S.p.A. -*which have seen the SOL Group react quickly to the changes in the economic and geopolitical framework in which it operates, successfully tackling the difficulties posed every day by the complexity of the challenges and seizing the opportunities that have gradually emerged. SOL has been able, on the one hand, to respond to the inflationary pressure underway in Europe and, on the other, to materialize new important partnerships both in the Technical Gases and Home Care sectors*".

" The SOL Group also looks to 2024 with confidence. Compatibly with the evolution of the war between Russia and Ukraine and the situation in the Middle East, with the trend of energy costs and inflation - concluded Aldo Fumagalli Romario, President of SOL S.p.A. - *we will continue our investment and acquisition programs and new partnerships, 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 2023 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 27th, 2024

SOL Group – Profit and loss account

	31/12/2023	%	31/12/2022	%
Net sales	1,487,136	100.0%	1,379,187	100.0%
Other revenues and proceeds	42,433	2.9%	83,904	6.1%
Revenues	**1,529,569**	**102.9%**	**1,463,091**	**106.1%**
Purchase of materials	418,994	28.2%	493,932	35.8%
Services rendered	406,651	27.3%	366,030	26.5%
Change in inventories	(14,720)	-1.0%	(13,232)	-1.0%
Other expenses	34,724	2.3%	28,446	2.1%
Total costs	**845,650**	**56.9%**	**875,176**	**63.5%**
Added value	**683,920**	**46.0%**	**587,915**	**42.6%**
Payroll and related costs	301,759	20.3%	259,657	18.8%
EBITDA	**382,161**	**25.7%**	**328,259**	**23.8%**
Depreciation & amortization	144,765	9.7%	128,950	9.3%
Other provisions	10,271	0.7%	6,847	0.5%
EBIT	**227,125**	**15.3%**	**192,462**	**14.0%**
Financial income	5,195	0.3%	2,930	0.2%
Financial expense	(22,320)	-1.5%	(15,891)	-1.2%
Result of investments	608	0.0%	368	0.0%
Net financial Income / (Charges)	**(16,517)**	**-1.1%**	**(12,593)**	**-0.9%**
PBT	**210,609**	**14.2%**	**179,869**	**13.0%**
Tax on profit	57,905	3.9%	42,294	3.1%
Net profit from ongoing operations	**152,704**	**10.3%**	**137,574**	**10.0%**
Net profit from discontinuous operations	0	0.0%	0	0.0%
Minorities	(6,972)	-0.5%	(3,882)	-0.3%
Net profit	**145,733**	**9.8%**	**133,693**	**9.7%**
EPS	**1.607**	**0.0%**	**1.474**	**0.0%**

SOL Group - Statement of financial position

	31/12/2023	31/12/2022
Tangible assets	754,571	694,164
Goodwill	245,628	216,811
Other intangible assets	42,009	26,550
Equity investments	26,926	13,082
Other financial assets	17,969	22,015
Tax advances	19,211	18,557
NON CURRENT ASSETS	**1,106,314**	**991,179**
Non current assets held for sale	**0**	**0**
Inventories	100,804	84,144
Trade receivables	448,454	431,054
Other current assets	61,418	64,377
Current financial assets	18,050	13,187
Cash and cash equivalents	205,627	134,642
CURRENT ASSETS	**834,353**	**727,403**
TOTAL ASSETS	**1,940,667**	**1,718,583**
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	660,599	565,261
Retained earnings	1,321	704
Net profit	145,732	133,693
Shareholders' equity - Group	**928,611**	**820,615**
Minorities	39,543	38,134
Net income attributable to minority shareholders	6,972	3,882
Shareholders' equity - minority interests	**46,515**	**42,015**
SHAREHOLDERS' EQUITY	**975,126**	**862,630**
Employee benefits	16,917	15,143
Provision for deferred tax liabilitieses	15,104	12,163
Provision for risks and charges	3,847	3,309
Payables and other financial liabilities	550,215	454,496
NON CURRENT LIABILITIES	**586,083**	**485,111**
Non current liabilities held for sale	**0**	**0**
Due to banks	3,190	6,860
Trade accounts	168,367	175,114
Current financial liabilities	89,031	84,814
Taxes payables	35,452	32,552
Other current liabilities	83,418	71,502
CURRENT LIABILITIES	**379,459**	**370,842**
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	**1,940,667**	**1,718,583**