

SOL GROUP

Company presentation – March '23

SOLGROUP
a breath of life



SOL



VIVISOL



BIOTECHSOL



HYDROSOL

SOL Group – Home Care and Technical Gases



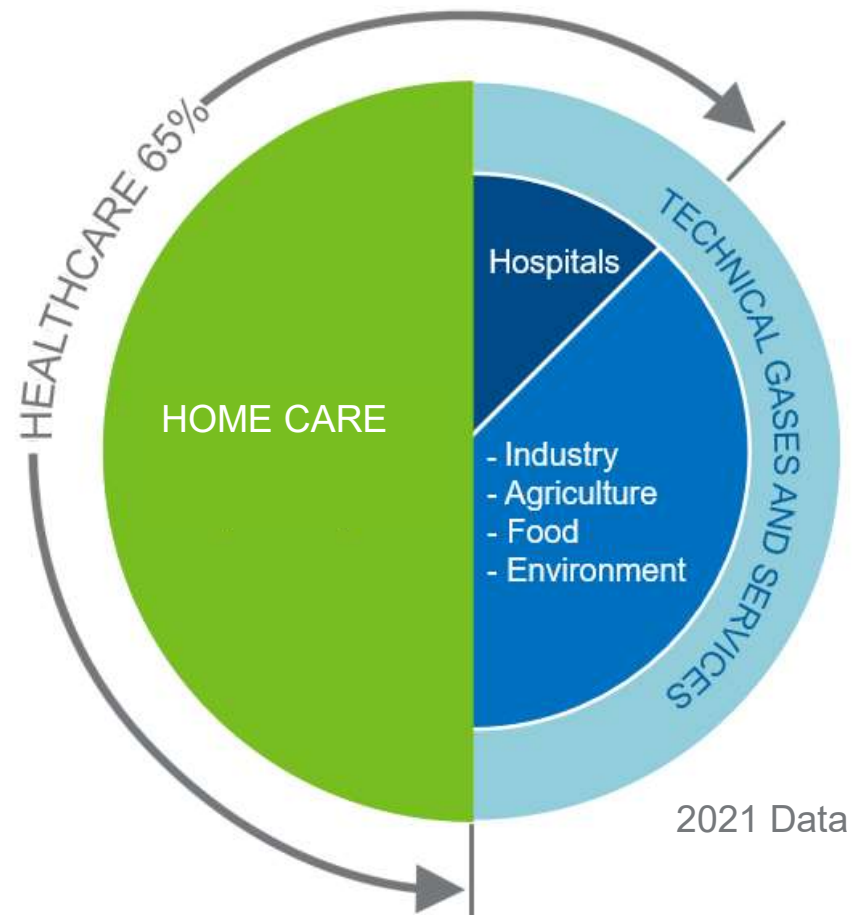
HOME CARE
Medicotechnical assistance and care for patients in their homes



GASES & SERVICES FOR INDUSTRY
Manufacturing, food, agriculture and environmental applications



MEDICINAL GASES & SERVICES FOR HOSPITALS



SOL Group – 96 Years, 3 Generations and Professional Management



SOL Group – In Numbers (2021)

30

Countries

5,100

Employees

87

Production plants

90

Applications for SOL gases across industries

550,000

Patients served by Vivisol

25

Countries whose healthcare providers are Vivisol customers

7

UN SDG's addressed by our activities & products

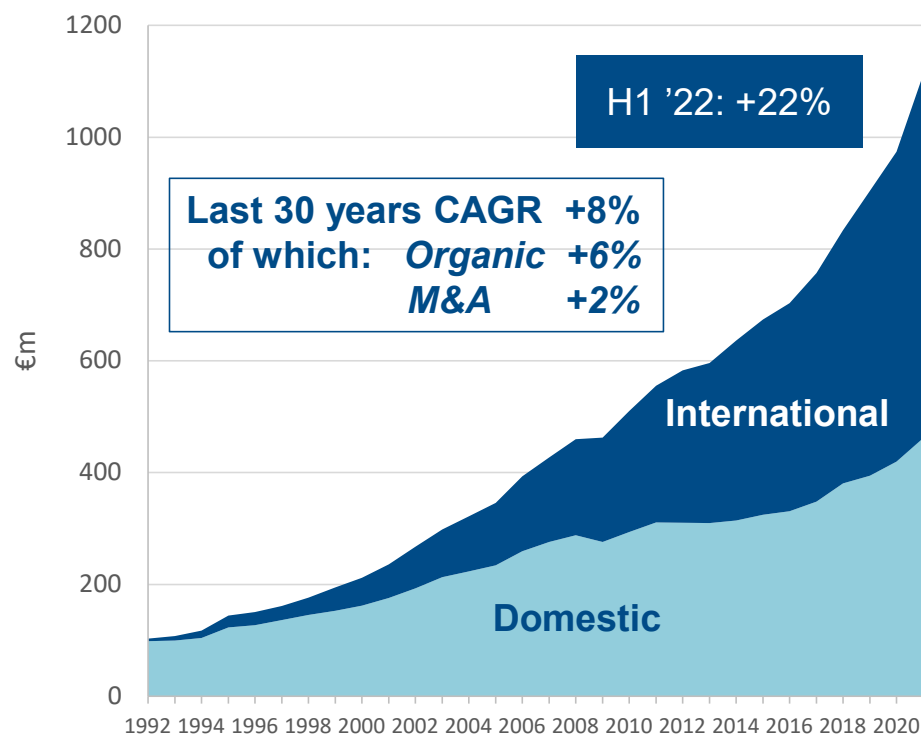
13%

Renewable electricity generated as % of consumption

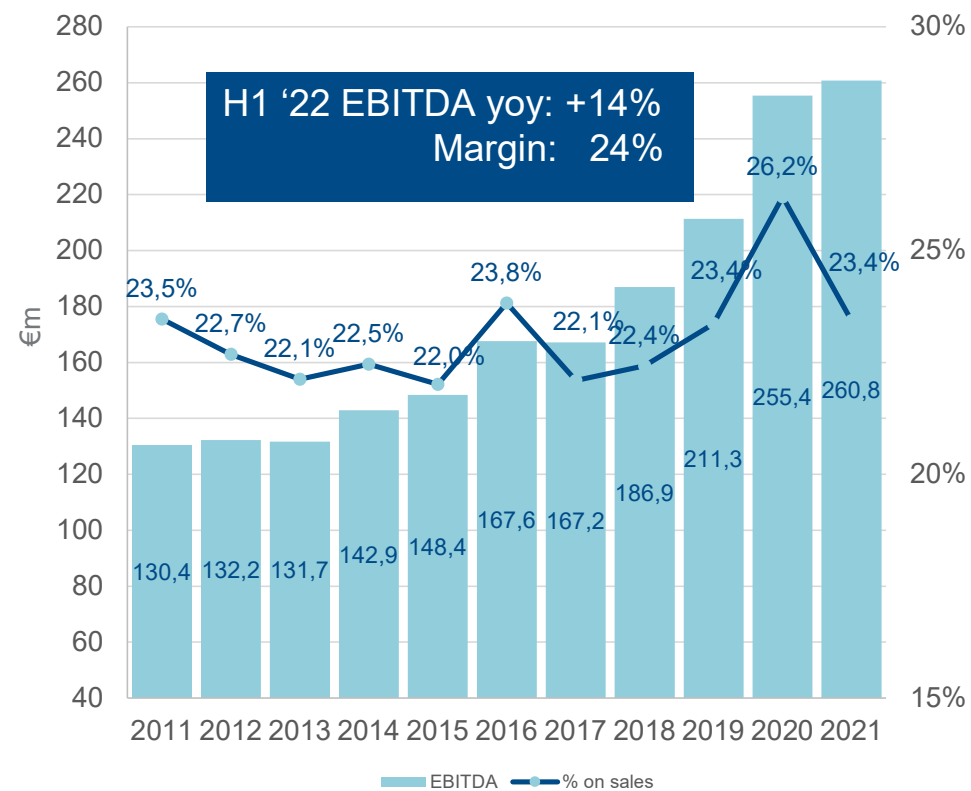


SOL Group – In Figures

Sales Progression

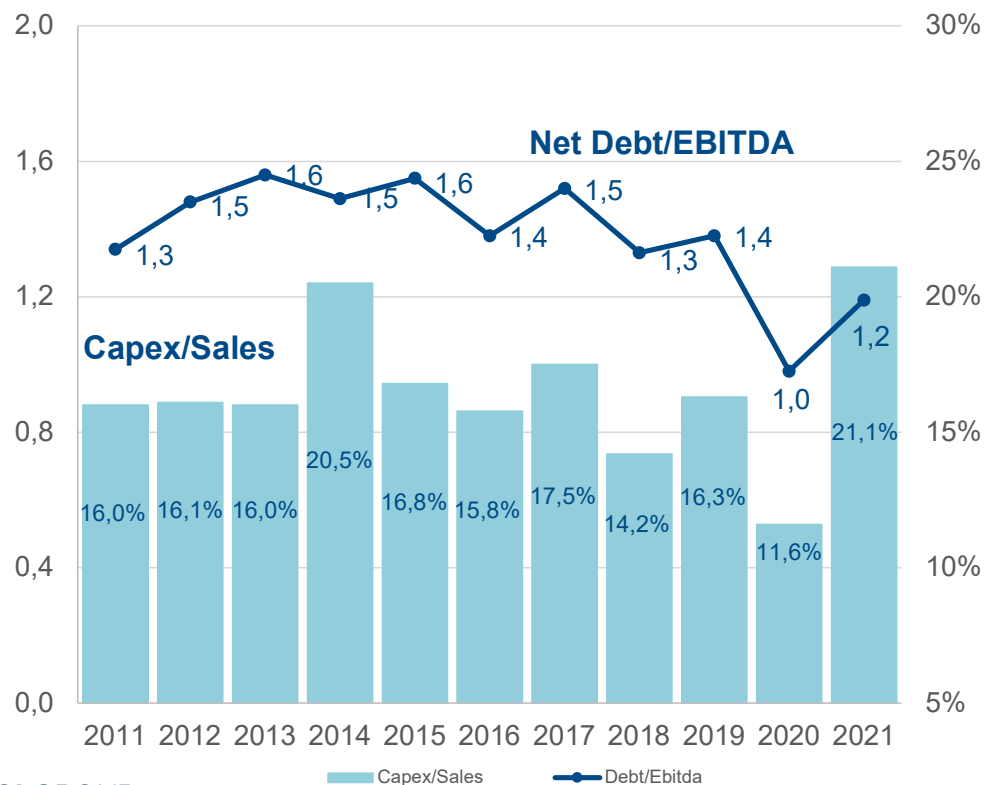


EBITDA and Margin

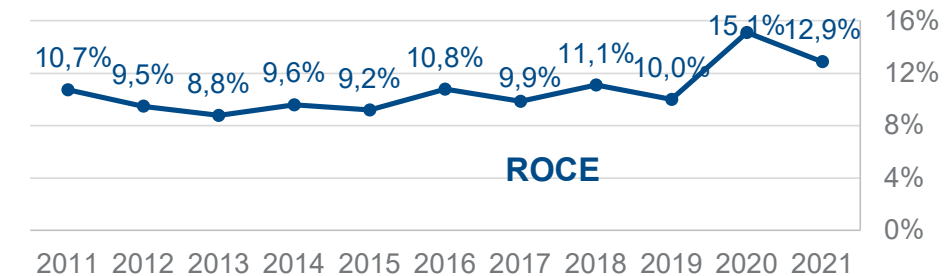


SOL Group – In Figures

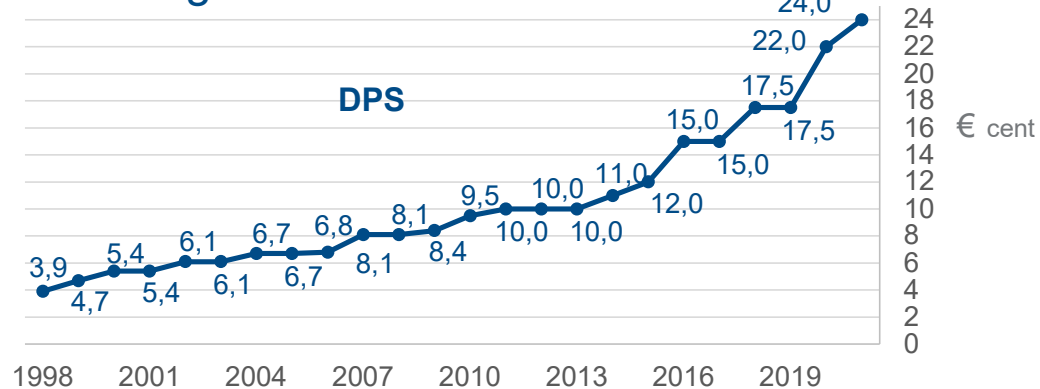
Constant but Measured Investment



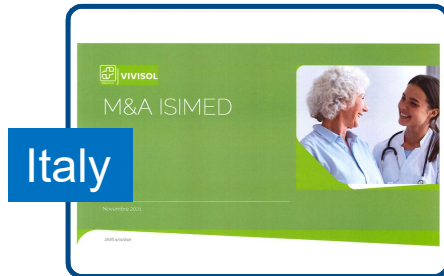
Maintaining Returns



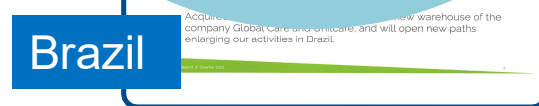
Growing our Dividend



SOL Group – M&A, Seized Opportunities Despite Difficult Context



Over 100 M€ acquisitions in 21/22



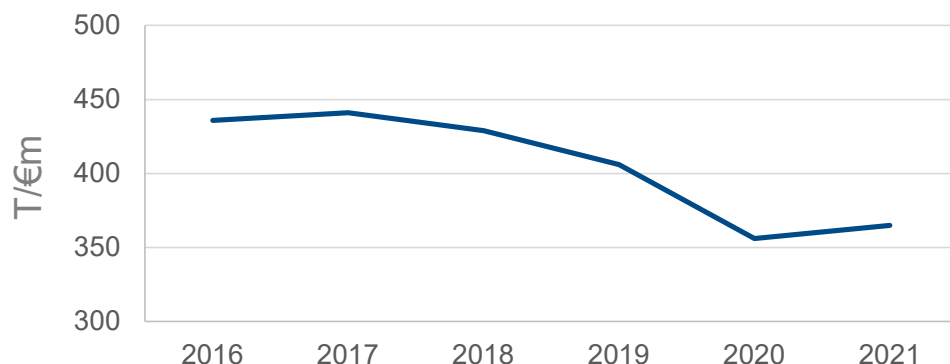
SOL Group – Our plans for the future

Our Six Pillars



SOL Group - Environmental

Declining CO₂ Emissions/Sales



MORNINGSTAR SUSTAINALYTICS
TOP 10 Ranked out of 545 chemical firms

CDP Achieved “B” ranking on our very first submission (2022)

New Policy

Target to grow percentage of **ELECTRICITY FROM RENEWABLE PPAs** every year

Significant Hydro-Power Generation

SOL’s hydroelectric power stations generate electricity equivalent to **13%** of the Technical Gases division’s annual power consumption

Clean Energy Highlights

 **INDIA**
Renewables 34% of power used

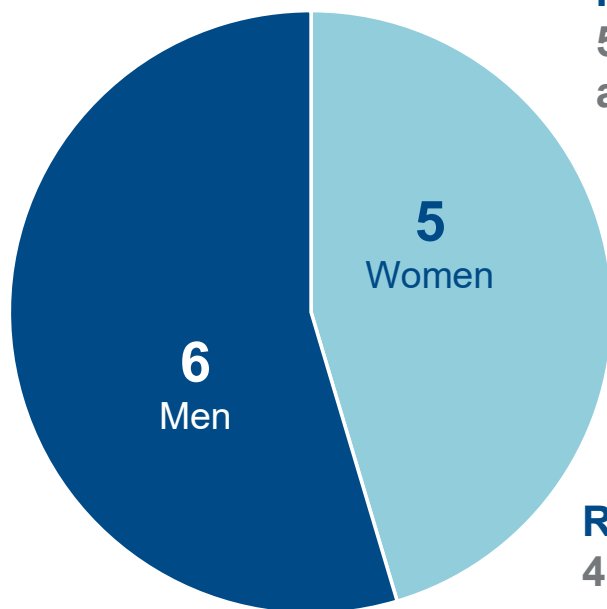
 **ITALY**
Vivisol electricity 100% renewable

 **GREECE**
100% of electricity from renewable sources

 **UK**
Vivisol UK carbon neutral since 2020

SOL Group – Governance and Social

Our Board



INDEPENDENCE
5: not executive and not family

CONTINUITY
4: more than 10 years' service

RENEWAL
4: less than 5 years' service



SUPPLY CHAIN required to apply **Group Code of Ethics and Safety/Environment Policies**



MSCI

Better than global industry average on **Labour Management, Corporate Governance and Behaviour**



SUSTAINALYTICS

Management of ESG risks assessed as **STRONG**

Vivisol Home Care Services

A Leader in European Home Care

SOLGROUP
a breath of life

VIVISOL
Home Care Services

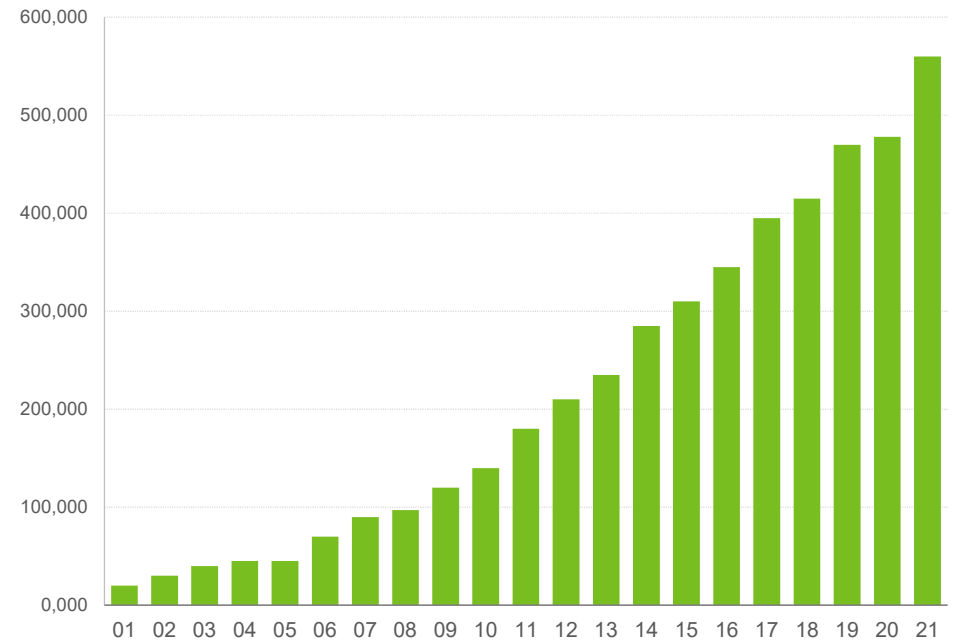
Vivisol – A Leader in European Home Care

N° 2 in European respiratory home care



Also present in: **BRAZIL, TURKEY, CHINA**

Over 500k patients served



Vivisol – A Leader in European Home Care

How Our Services Have Developed



1986

Home oxygen therapy

Oxygen therapy resulted from the production of medical O₂



1996

Device and services management

Progressive diversification of activities through high-tech respiratory home services (mechanical ventilation, sleeping apnoea, ...)



2005

Home health care services

Provision of health and rehabilitative services also of high assistance complexity (including palliative care, nutrition, infusion, ...)



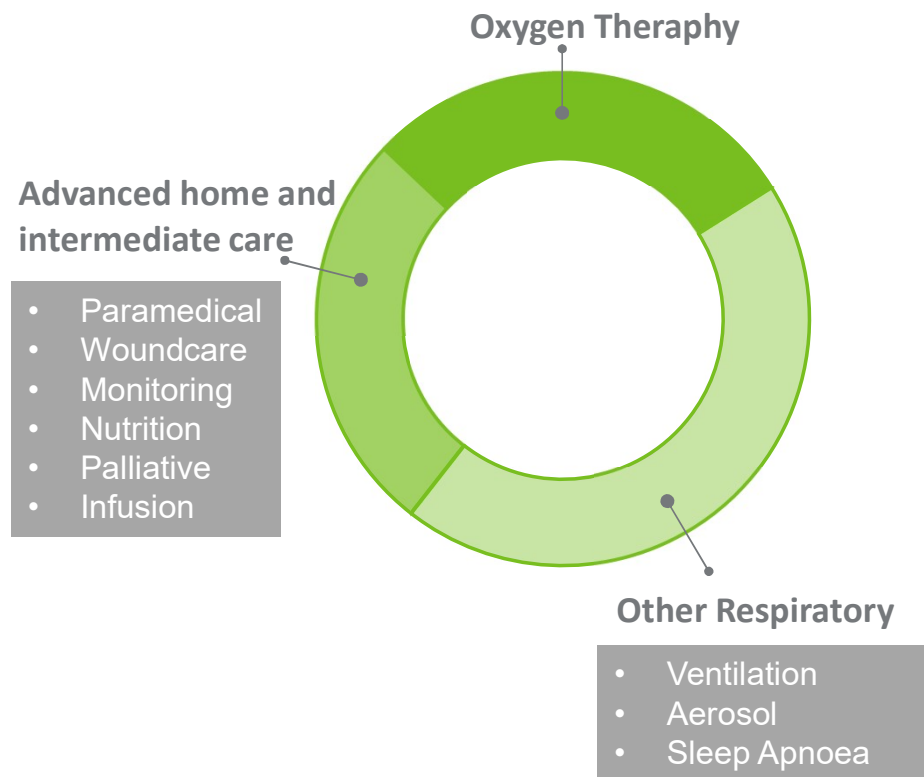
2018

Management of chronic patients course of care

Integration of the health care element and technological one with a multidimensional and multi professional approach

Vivisol – A Leader in European Home Care

Growing Array of Services



De-Hospitalization is a Global Trend

Hospitalisation à Domicile AP-HP

The rise of Virtual Wards in 2022

LA CASA COME PRIMO LUOGO DI CURA
PROATTIVITÀ, PROSSIMITÀ, PREVENZIONE E ...

MOUNT SINAI'S HOSPITAL-AT-HOME MODEL IMPROVES PATIENT OUTCOMES

GERMANY HOME HEALTHCARE MARKET

YOUR GOALS OUR PASSION

HCA Home Healthcare Australia

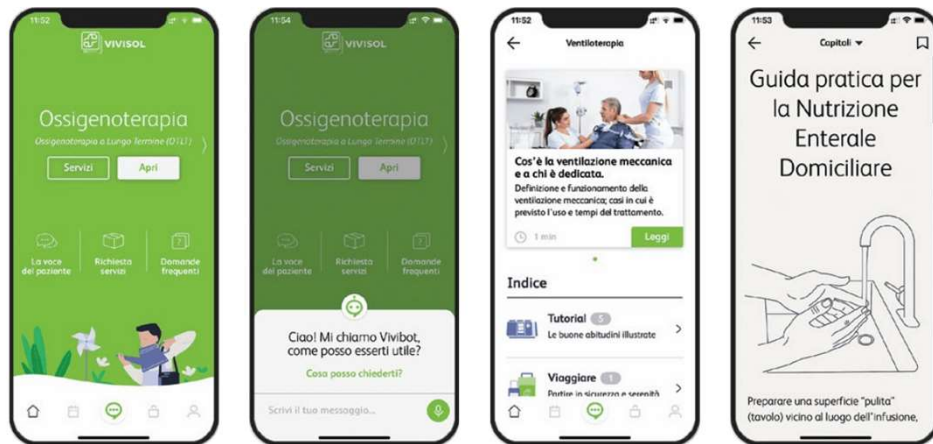
JOHNS HOPKINS MEDICINE
JOHNS HOPKINS HOME CARE GROUP

Vivisol – A Leader in European Home Care

Innovating to improve quality of service

Vivisol Mycare

Mobile app supporting patients and caregivers in the daily management of care



TELEMEDICINE SERVICES

Vivisol Remote Clinical Centre to manage:

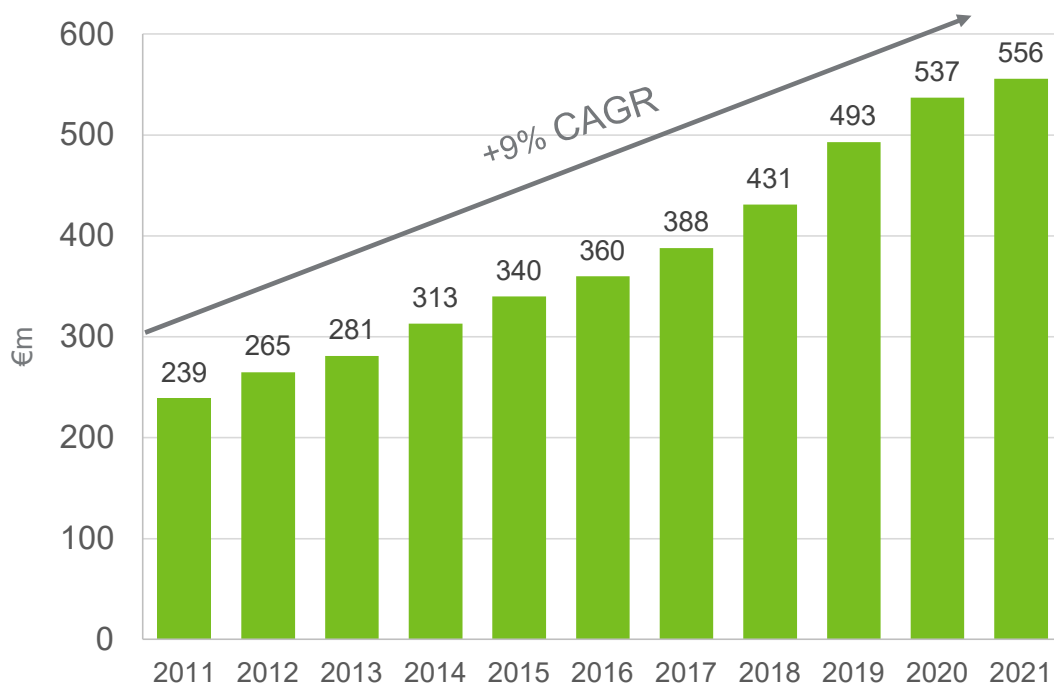
- respiratory monitoring
- COPD exacerbation prediction
- nutrition monitoring
- skin lesion management supervision
- palliative care enhancement

IOT IN HOME CARE

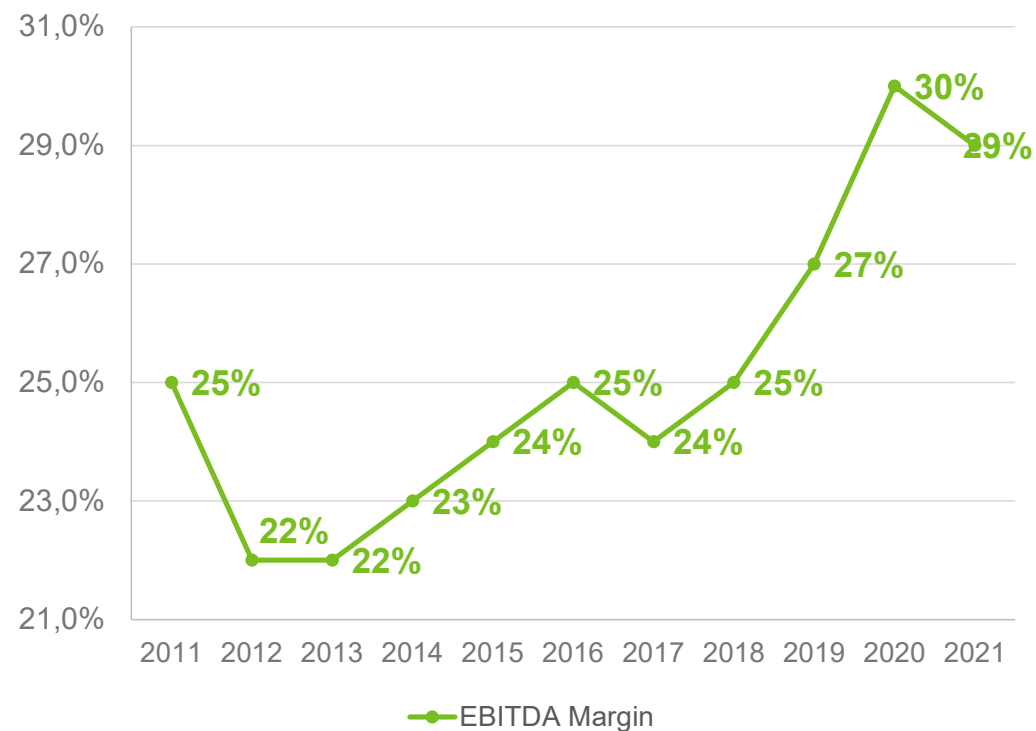
Working with software partners and LHAs in Italy, Spain, UK and The Netherlands to monitor patients, improve compliance, download prescriptions etc.

Vivisol – A Leader in European Home Care

Sales Progression



EBITDA



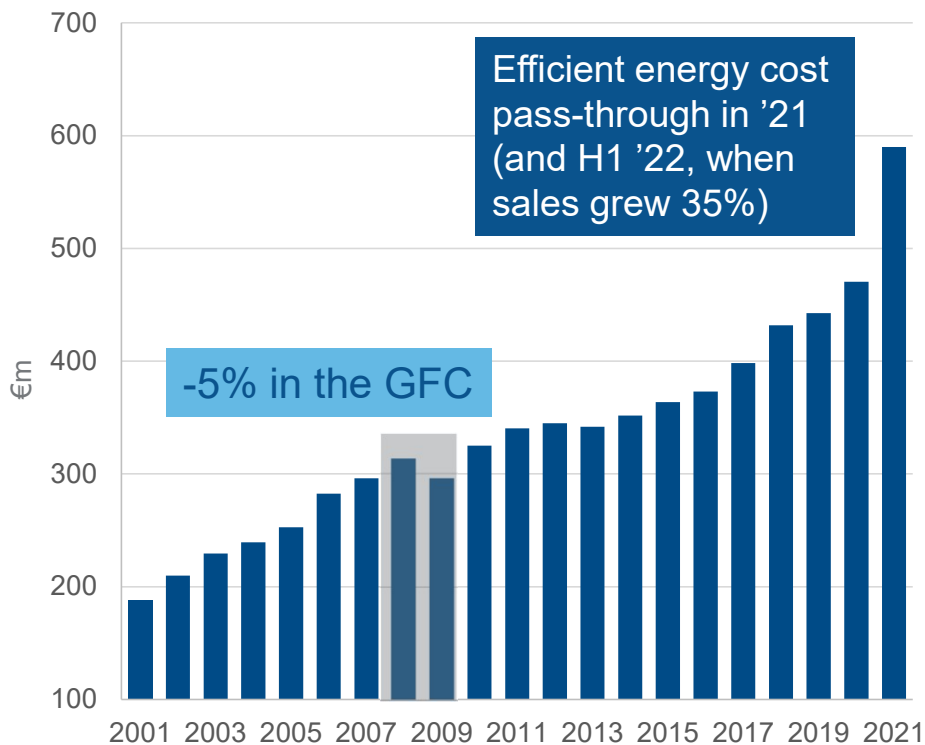
Technical Gases and Services

Resilience and Growth

SOLGROUP
a breath of life

Technical Gases and Services – Resilience and Growth

Resilient Sales Progression



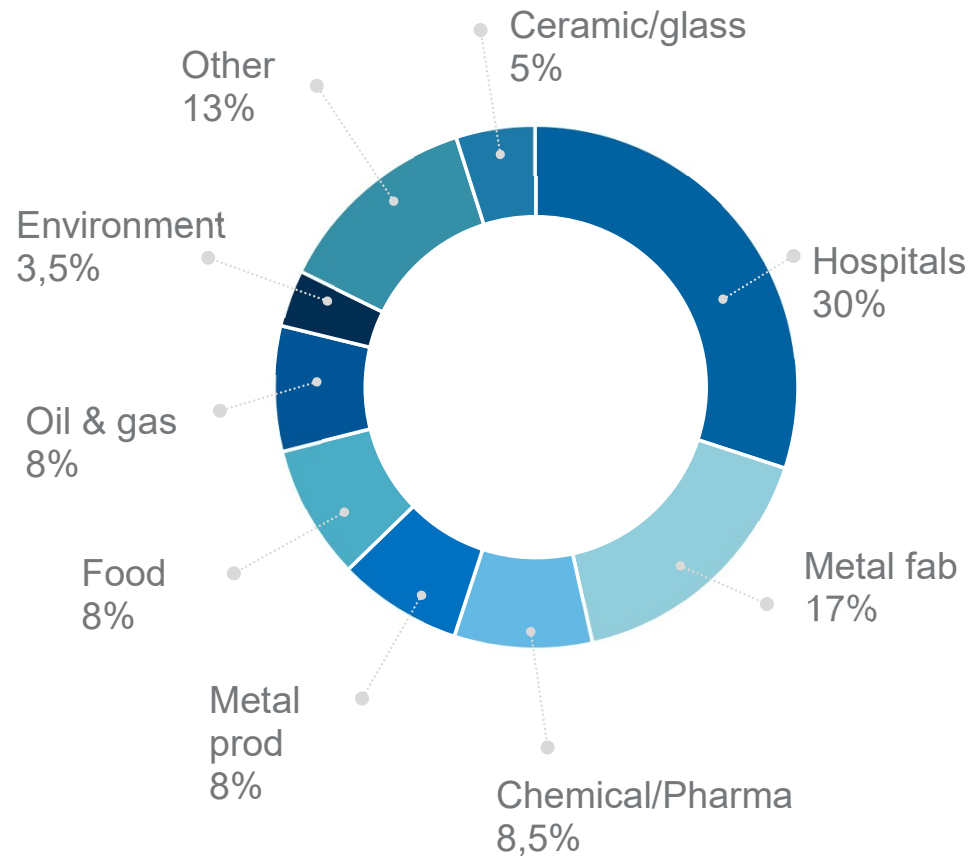
Exciting Growth Product Areas



- Liquid nitrogen road transport and refrigeration
- Modified atmosphere food packaging
- Hospital services
- LNG for road transport
- Solid CO₂ pellet cleaning
- Water and sewage treatment

Technical Gases and Services – Resilience and Growth

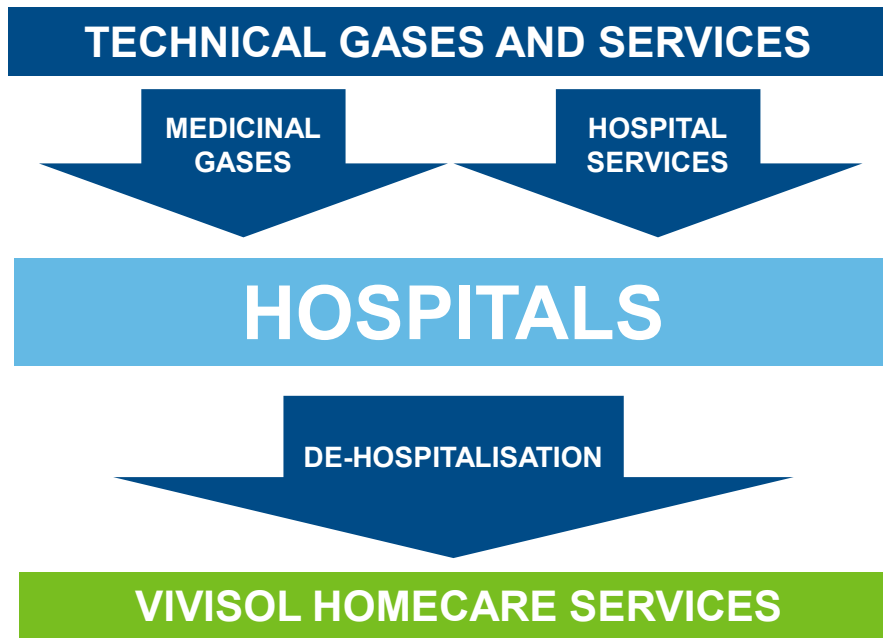
Diverse Client Base



Technical Gases and Services – Resilience and Growth

Hospitals: Holistic service approach

Broadening offer & cross-group synergy



Services offered



- Sterilization products and services
- Cryo-banks and cryo-transport
- Clinical engineering
- Equipment management and maintenance
- Gas network design
- Ambulance design and fit-out
- Equipment design and supply
- Pharmacy management systems

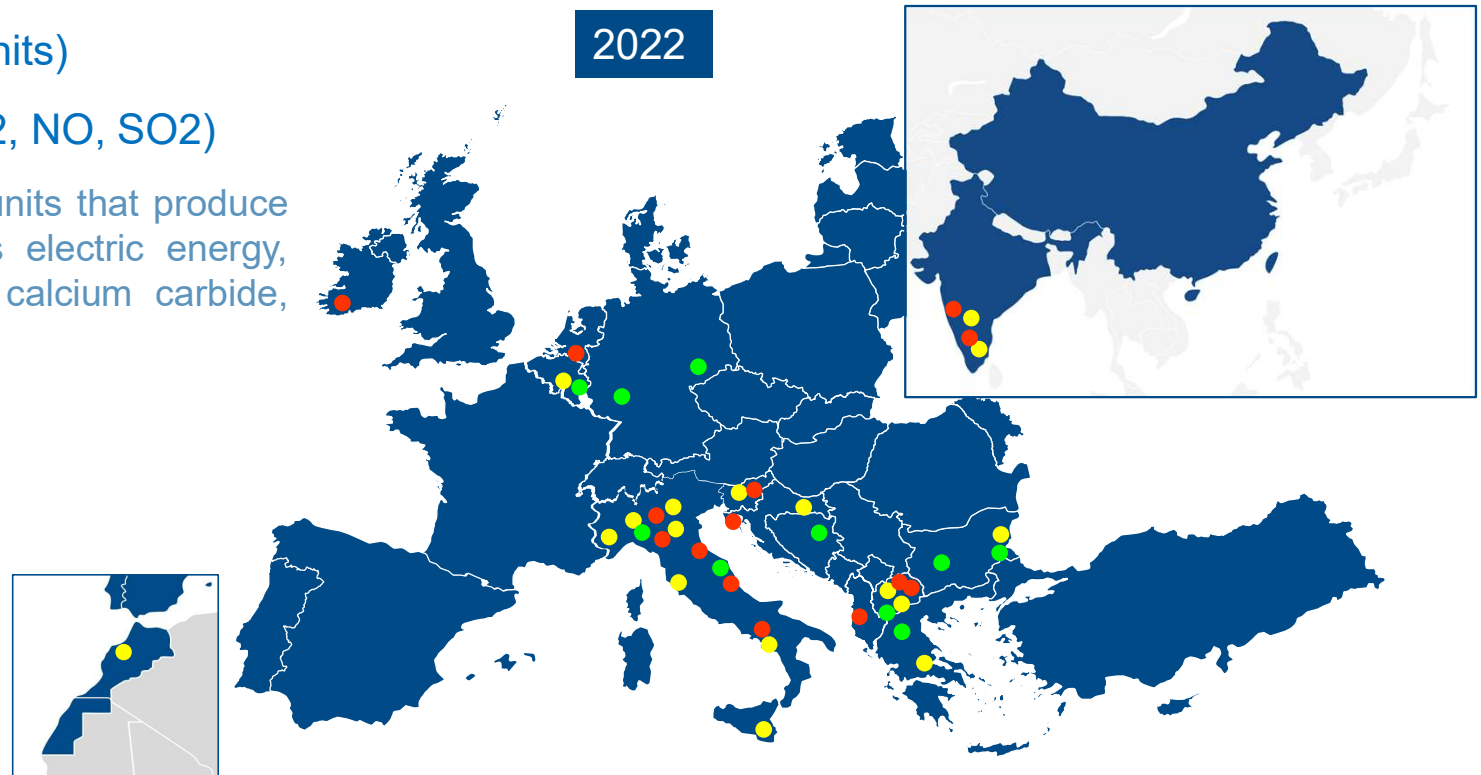
Technical Gases and Services – Resilience and Growth

Broad international footprint

- 17 ASU (air separation units)
- 10 LCO₂ (CO₂ production units)
- 14 «others» (H₂, N₂O, C₂H₂, NO, SO₂)

40 primary production plants: units that produce gases from raw materials (as electric energy, atmospheric air, natural gas, calcium carbide, nitrous oxide).

Max distribution area 400 km.

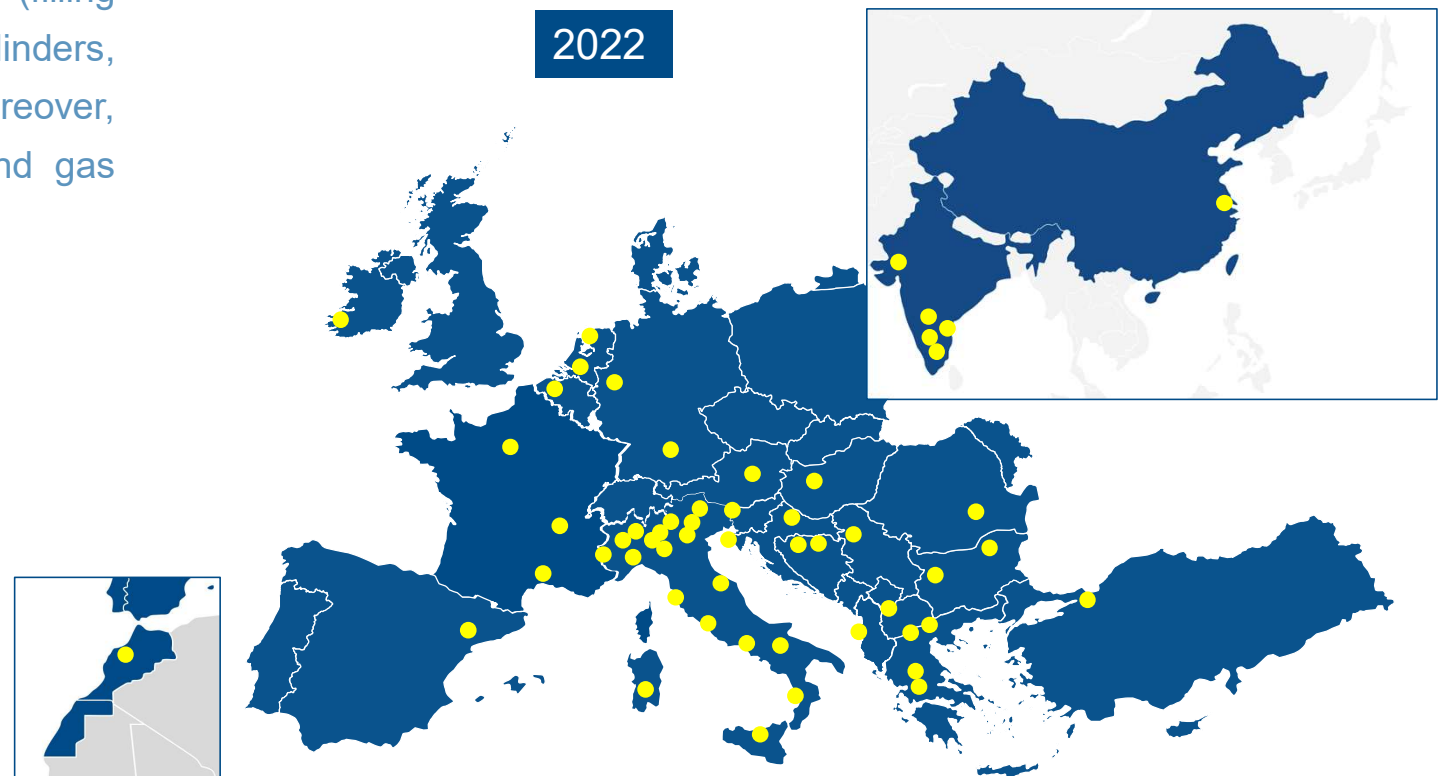


Technical Gases and Services – Resilience and Growth

Broad international footprint

52 secondary transformation units (filling stations): units dedicated to fill cylinders, storage and distribute gases. Moreover, they produce ultra pure gases and gas mixtures.

Max transportation distance **150km**.



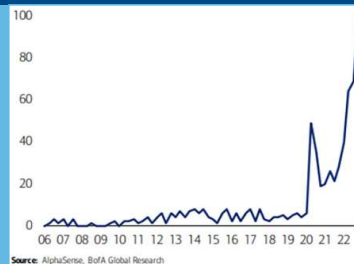
Technical Gases and Services – Resilience and Growth

Investing in Emerging Economies



OPPORTUNITY FROM RE-SHORING

Recent BofA research showed exponential growth in mentions of reshoring on company results calls



Environmental Impact Opportunities

CARBON AVOIDANCE

- **Smelting** - saving energy with O₂
- **Bottling** - reducing plastic weight with nitrogen
- **Cooling** - saving power, diesel with liquid nitrogen
- **Sewage treatment** - saving power with O₂

CLEAN FUEL

- **Bio-methane** - cleaning for transport
- **Battery factories** - various gases provided
- **Hydrogen** - distribution networks expertise

FOOD WASTAGE, AGR. YIELD

- **Packaging** - Nitrogen reduces additives & vacuum - packing
- **Greenhouse yields** - enhanced by CO₂
- **Aquaculture yields** - enhanced by O₂

Summarizing

- We see significant opportunities for continued **growth in the Home Care** area, driven by share gains and secular trends
- Our **technical gases business remains core** to the Group, with many applications and services that can drive growth
- We will continue to **supplement organic growth with acquisitions**, while preserving our returns profile
- We hold our principles dear, as a **family business with strong independent management**



GRAZIE

SOLGROUP
a breath of life

SOLGROUP
a breath of life