



## **PRESS RELEASE**

**SOL Group strengthens its international presence in the Home Care Business, where it operates through VIVISOL companies.**

**DOLBY VIVISOL awarded three contracts for Home Oxygen Therapy in UK for 7+3 years.**

**Acquisition of 100% of the Swiss Company PERSPECTA (Spitex Perspecta AG) Basel.**

SOL Group – multinational which operates in Technical, Industrial and Medicinal Business, as well as in Home Care Business through many companies under the brand “VIVISOL” – announces that its controlled company “Dolby Vivisol” has been awarded 3 regional contracts for the provision of Home Oxygen Service issued by the English NHS (National Health Service), and that the 100 % of the Swiss Company Perspecta, that operates in the Home Care Sector in the Canton of Basel, has been acquired.

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Specifically, has been recently confirmed that **Vivisol Dolby** has been awarded **3 regional contracts, for oxygen home care services**, related to 3 regions out of the 8 that issued the tenders for these services during 2019. The abovementioned regions cover about the 80% of the whole English territory.

Following this award, Dolby Vivisol has maintained the “**South Central**” and the “**South East Coast**” regions that she is already supplying since 2011, and furthermore won the “**North East**” region, which borders Scotland.

**The 3 contracts will last 7+3 years** (7 years with a possible extension of 3 more years if both Parties agree). **The value of the 3 contracts reaches, considering the 10 years duration, about 170 million £ or 200 million €.** The number of patients served under these 3 contracts will be about **15.000**. Dolby Vivisol has obtained the highest quality score in each of the 3 tenders.

**Moreover, Dolby Vivisol is, since 2010, the supplier of the same home care services in Scotland.** Following the award of the recent 3 tenders in UK, therefore, Dolby Vivisol confirms being one of the leading companies active in the home care sector in the United Kingdom.

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The SOL Group has reinforced its competitive position abroad not only in UK but, thanks to an acquisition, also on **the Swiss home care market**, where it is operating since 2017 in the Canton of Geneva with its affiliate “**Sitex SA**”.

During the last months, the company **Airsol s.r.l.**, fully controlled by SOL S.p.A., has acquired the **100% of “Perspecta GmbH”**, a company with seat in Basel, active in the home care sector in the area of the Cantons Basel City and Basel Countryside, supplying mostly high intensity and complexity care. Further financial details have not been disclosed.

During 2019 Perspecta has recorded a turnover of about **3,5 million Euro**, having **58 employees and more than 70 patients**.

**Perspecta** will contribute to consolidate the presence of the SOL Group on the **Swiss home care market**, where the Group has recorded, during 2019, sales of about **15 million Euro**, with **130 employees serving about 1000 patients**.

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**Aldo Fumagalli Romario**, SOL Group President and Managing Director, declared that *“these recent operations confirm the constant competitive ability of the SOL Group to grow on the foreign markets. In Swiss, the acquisition of Perspecta allows Vivisol to extend its activity in new Cantons taking advantage of synergies with our Sitex company in Geneva”*.

**Marco Annoni**, SOL Group Vice President and Managing Director, declared that *“thanks to these acquisitions in the United Kingdom, our Group could consolidate its presence in one of the most advanced and strict home care market and Dolby Vivisol has become the 2<sup>nd</sup> leader in the oxygen therapy market in Great Britain”*.

**Claudio Garbellini**, Vivisol Europe Central Director, said that *“these awards confirm the high quality of the Home Care Services provided by Vivisol to almost 500.000 patients, not only in Europe but also in Brazil and Turkey”*.

*“We are excited to start a new experience in the new ‘North East’ Region, that will cause an increase of the capacity of our production plant in Stirling, as well as an increase of the dedicated local human resources”* concluded **Steve Cottee**, Dolby Vivisol Director.

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SOL is an Italian multinational Group, presents in Europe, Brazil, Morocco, India and Turkey, which operates in two principal business: production, applied research and distribution of technical, pure and medicinal gases (Technical Gases) and home care business (Home Care).

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