Company presentation Full year 2019 and 1st Half 2020











The Technical Gases Business

The Home Care Business

The Biotechnology Business

The Hydro-Energy Business

Our Sustainability strategy





SOL Group at a glance

- Founded in 1927, is an Italian based multinational company present in 29 countries with more of 4,400 people employed.
- Two core, separated but integrated and synergic business areas: Technical Gas sector (production, applied research and marketing of pure, medical and industrial gases) and Home-Care service sector (supply of medical products and medical assistance services as well as equipment for home care therapy).
- Two recent businesses: Hydro Energy and Biotechnology.
- Strong results and sound balance sheet:
 - Over 904 millions € of Total Group revenues in FY2019 (+8.5% FY2018);
 - Over 56% of international revenues in 2019 (vs 23.7% in 2000)
 - 6.9% sales CAGR in the last 10 years;
 - 23.4% of EBITDA margin in 2019;
 - 0.503 of Debt/Equity ratio; 1.38 of Debt/EBITDA ratio;
 - Dividend policy: 31% average dividend pay out ratio over the last 10 years.

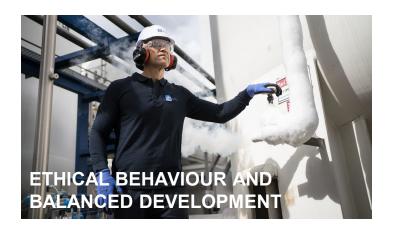


Our mission





Our values



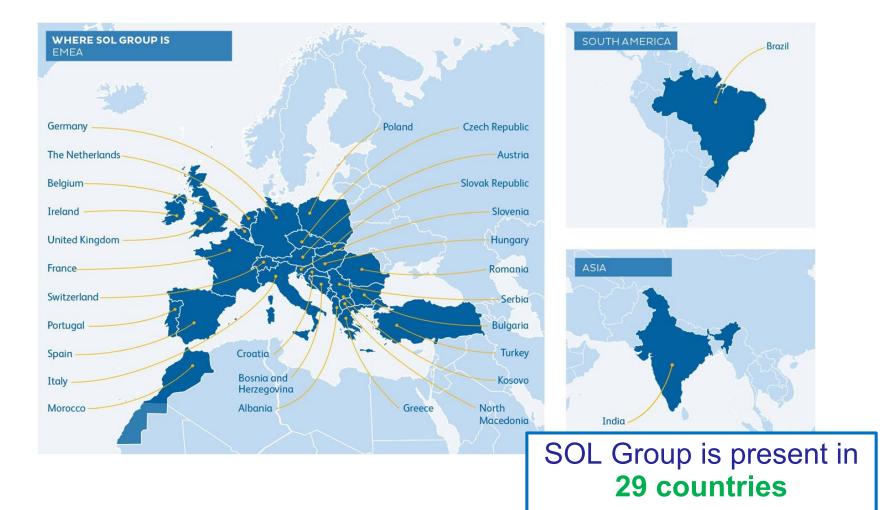








Geographic presence





The major Italian Chemicals Companies (2019)

(million Euro)		World	Italian	(million Euro)		World	Italian
		sales	sales			sales	sales
1°	Versalis	4.119	3.110	21°	Fluorsid Group	328	193
2°	Gruppo Mapei	2.774	837	22°	Gruppo Desa	284	284
3°	Gruppo Bracco	1.199	749	23°	Novamont	269	268
4°	Radici Group	1.091	649	24°	Alfa Parf Group	244	44
5°	Gruppo SOL	904	395	25°	Reagens	233	107
6°	COIM Group	842	422	26°	Sadepan Chimica	223	157
7°	Polynt Group (*)	833	625	27°	FACI Group	221	90
8°	P & R Group	821	568	28°	Indena/Gr. IdB Holding	216	177
9°	Gruppo Intercos	712	410	29°	3V Partecip. Industriali	210	150
10°	Gruppo SIAD	700	512	30°	Gruppo Metlac	201	201
11°	Italmatch Chemicals	595	144	31°	Sabo	178	178
12°	Gruppo Colorobbia	571	210	32°	Mirato Group	167	167
13°	Gruppo Sapio	551	508	33°	Davines	163	163
14°	Gruppo Sodalis	550	331	34°	Gr. Durante/TLD Holding	158	157
15°	Gruppo Aquafil	549	182	35°	Istituto Ganassini	151	93
16°	Gruppo Lamberti	510	240	36°	Valagro	148	118
17°	Esseco Group	465	255	37°	Gruppo Silvateam	147	106
18°	FIS	463	447	38°	Gruppo Coswell	142	142
19°	Gruppo Sipcam-Oxon	455	261	39°	Renner	134	44
20°	Gruppo Zobele	415	69	40°	Paglieri	133	133



Note: companies with majority of Italian capital; values refer to chemical sales (no pharmaceutical sales)
Source: Federchimica

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The Technical Gases Business

SOL Group operates in the technical gases business throughout the brand SOL

Production and distribution of Gases

A complete range of industrial gas (both atmospheric and nonatmospheric): medicinal, pure and special gases

- Oxygen
- Nitrogen
- Argon
- Hydrogen
- Carbon dioxide
- Acetylene
- Nitrous oxide
- Gas mixtures

- Ultra high purity gases
- Gaseous helium
- ◆ Liquid helium → Sulfur oxide SO2
- gases

- Electronics gases
- Ammonia

LNG

- ◆ Medical gases ◆ Combustible gases
- ◆ Refrigerating ◆ Nitric oxide NO

Supply of plants, equipment, services and consultancy

Research, design, and construction of:

- Industrial gas production facilities
- Plant and equipment for gas utilization
- **Services and consultancy**

- Equipment for medical applications
- Equipment for cryogenic applications
- Deep freezing tunnels
- Oxygen burners
- Ozonisers

- Medical air plants
- **On-site plants**
- Welding machines and equipment



The Technical Gases Business

Technical gases business (M€)	FY2019	FY2018	YoY
Sales	443	432	+ 2.5%
EBITDA	77	78	- 1.6%
EBITDA %	17.3%	18.0%	- 0.7
Investments	53	55	- 4.2%



. 4.1% sales CAGR over the last 10 ys.





The Technical Gases Business

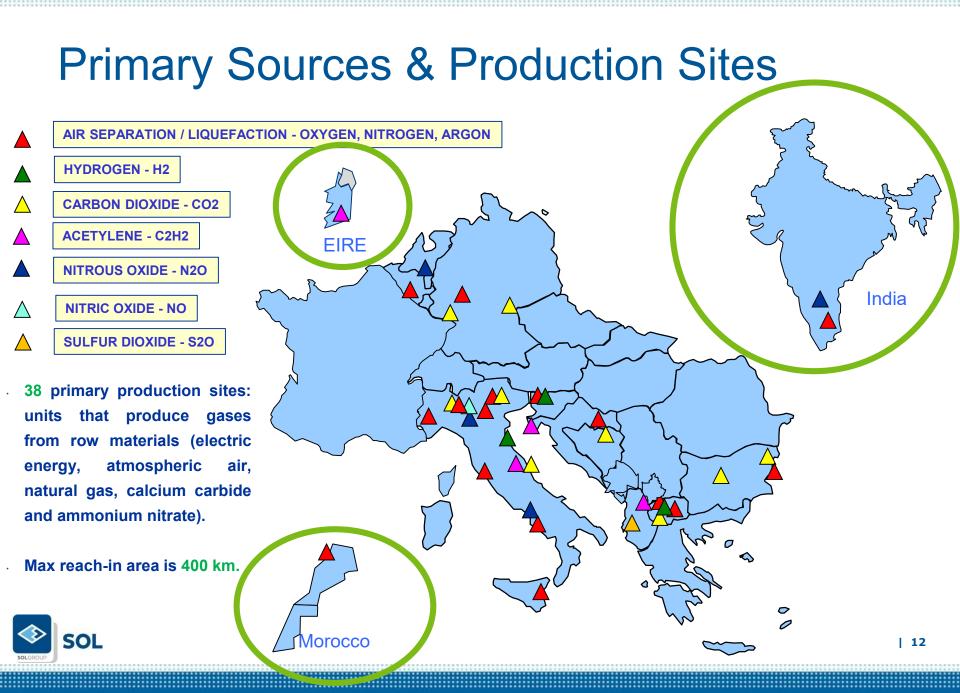
Market characteristics

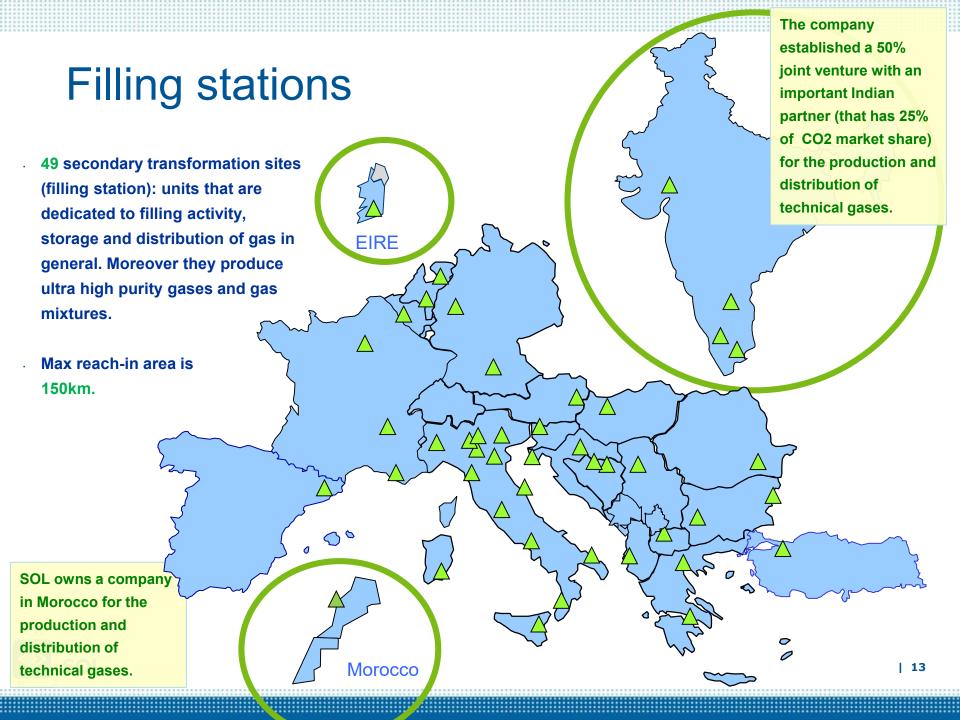
- Resilient and growing market
- Margin protected thanks to high entry barriers
- Limited economic cycle demand dependence of each sales area
 - Broad variety and diversification of end-markets and applications
- Medium/long term contracts
- Local presence as a key factor

SOL

- High diversification of sales area:
 - . More than 50,000 clients served;
 - More than 90 different applications for technical gases
- Long term contracts with customers:
 - Gas pipeline: up to 15 years;
 - Compressed gases: up to 5 years;
 - Cryogenic liquid gases: up to 3 years
- Strong local presence:
 - 26 countries, 38 sources and primary transformation plants, 49 secondary transformation plants.







The Technical Gases Business

The Home Care Business

The Biotechnology Business

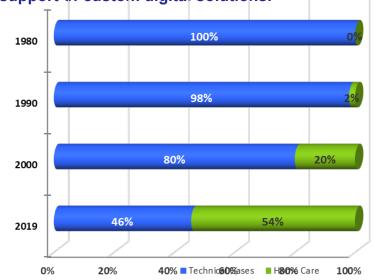
The Hydro-Energy Business

Our Sustainability strategy





- In the second half of the eighties, SOL seized a new market diversification opportunity by entering into the Home-Care service sector, synergic with the technical gas sector.
- The Group is active in this field under the VIVISOL brand with a dedicated and specialized organization. VIVISOL is an "home care provider", an healthcare actor who integrates technological, logistic and medical components to provide advanced home care services to patients affected by chronic diseases.
- VIVISOL follows the complete patient care, by delivering and managing medical equipment and drugs, providing medical services at home and constantly monitoring the patient therapy through its specialized customer service teams with the support of custom digital solutions.
- The company is market leader in Europe operating in 14 Countries, as well as in Brazil and Turkey.
- VIVISOL serves about 500.000 patients daily, employing over 2.500 people, through its capillary network relying on over 70 offices and service points.





A complete range of services and technologies specifically designed to take care of patients affected by different chronic diseases





Oxygen Therapy







Ventilation Therapy



Aerosol Therapy





Sleep Related Disorders









Advanced Home Care



Telemedicine



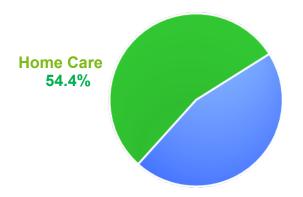
Palliative Care

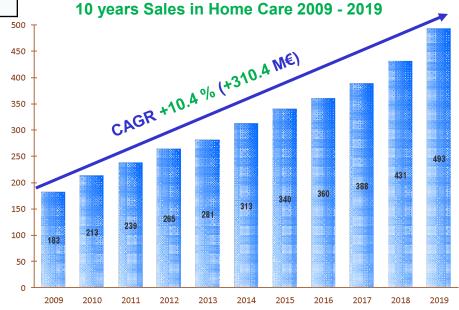


Hone Care business (M€)	FY2019	FY2018	YoY
Sales	493	431	+ 14.3%
EBITDA	135	109	+ 23.5%
EBITDA %	27.3%	25.3%	+ 2.0
Investments	50	44	+ 13.3%

- VIVISOL was able to grow 14,3%
 in 2019, with an EBITDA margin higher than 27%.
- The Group is continuing to invest significantly in this business.

SOL Group 2019 Total revenues









Key growth drivers:

- Aging population demographics
- Restructuring of Health Care Systems through de-hospitalization and home care
- Developments in portable medical technologies
- Better quality of life for Patients at home
- Increasing of respiratory and chronic pathologies





Home Care - VIVISOL branches

VIVISOL is n°2 market
leader in Europe
operating in 14
Countries, as well as in
Brazil and Turkey
through its network of
over 70 offices and
service points





Home Care - VIVISOL branches



VIVISOL Nederland – Tilburg







VIVISOL Belgium - Lessines



VIVISOL Deutschland - Neufahrn



Arnstadt



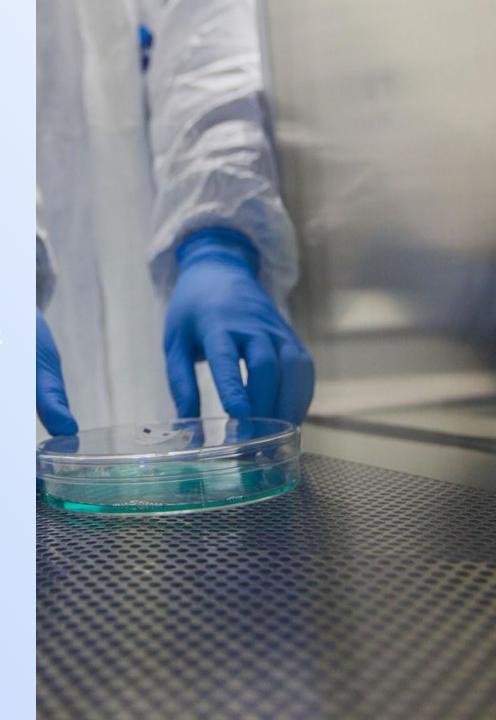
The Technical Gases Business

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Our Sustainability strategy





The Biotechnology Business

SOL Group is active in supplying biotechnological equipment and services to hospitals, clinics and laboratories (cryobanks, cellfactories, cryomanagement, cryotransportation)



With BIOTECHSOL and CRYOLAB is active in the area of tissue and stem cells banking and biological materials transportation.



With DIATHEVA is active in drug discovery and drug delivery (recombinant monoclonal antibodies), molecular diagnostic, GMP production of recombinant proteins

With PERSONAL GENOMICS is active in genetic analysis service and genetic testing research and development.









The Technical Gases Business

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The Hydro-Energy Business

Our Sustainability strategy





The Hydro-Energy Business

- Leveraging on its core business development in the Eastern Europe, SOL entered into the Hydro-Energy sector.
- The industrial gas sector, is one of the most energy intensive one. This characteristic supported the Group decision to invest in the Hydro-Energy sector in order to enjoy synergies with its Industrial Gases Business.





Currently the company owns and operates 6 hydro-electric power plants in Slovenia (about 50 Million KWh/year), 2 plants in Albania (about 25 Million KWh/year); 4 plants in Macedonia (about 35 Million KWh/year); 4 plants in Bosnia (about 6 Million KWh/year).



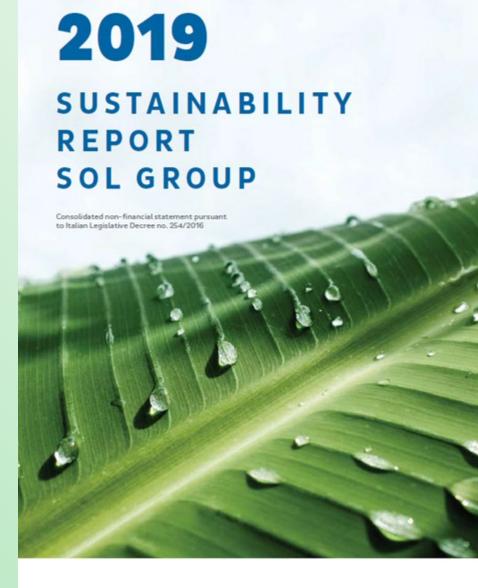
The Technical Gases Business

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Our Sustainability strategy







Our commitment

SOL Spa has subscribed to Responsible Care in Italy since 1995, the voluntary program of the world's chemical industry, supported in Italy by Federchimica, in which it plays an active part with its own representative on the Managing Committee.

On 7 January 2015, SOL also adhered to the "Responsible Care Global Charter", committing itself to promoting the principles and contents of the initiative in all countries where the Group is present. On 23 April 2015 the subsidiary Flosit also subscribed to the program, promoted in Morocco by the "Fédération de la Chimie et de la Parachimie".

The implementation of the "Responsible Care" Program at SOL Spa is checked every two years by a certification body.



Certifications as of December 31st, 2019

Reference Standard	Technical Gases	Home care	Biotechnology
ISO 9001:2015	82 (38 Domestic, 44 ND)	41 (22 Domestic, 19 ND)	4 Domestic
ISO 14001:2015	15 (9 Domestic , 6 ND)	9 (1 Domestic , 8 ND)	
EMAS	3 (2 Domestic, 1 ND)	-	
OHSAS 18001/ISO 45001	48 (39 Domestic, 9 ND)	27 (20 Domestic, 7 ND)	
ISO 22000	26 (2 Domestic, 24 ND)	-	
ISO 13485	15 (10 Domestic, 5 ND)	3 (2 Domestic, 1 ND)	
ISO 50001	8 ND		
ISO 27001	2 Domestic	5 (1 Domestic, 4 ND)	1 Domestic
ISO 22301	2 Domestic	1 Domestic	1 Domestic
ISO 17025:2018	1 Domestic		
ISO 14065:2016		1 Domestic	

ND: Non Domestic



Environmental Responsibility



48.633

CO₂ equivalent avoided thanks to the creation of onsite plants 29.577

CO₂ equivalent avoided thanks to the production of energy from renewable sources 87.840

CO₂ equivalent recovered from other processes

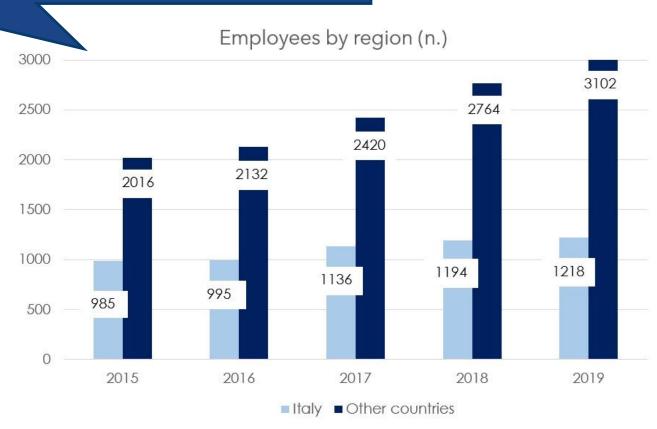
24

certified units according to ISO 14001



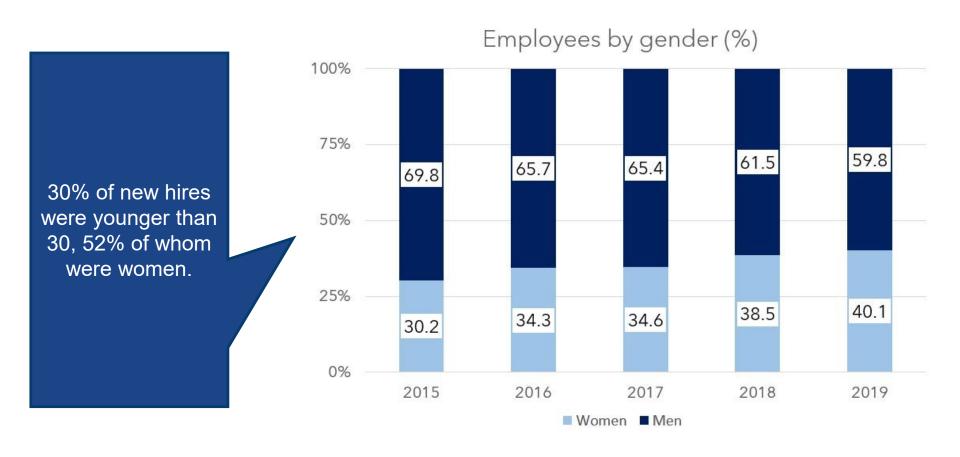
Our people

In 2019 employees has increased by +3% (as organic growth). 258 people joined the SOL Group thanks to the entry of new companies.





Our people





Health and Safety

The Group's injury rate (IR) and severity index (SI) improved in 2019. The injuries that occurred were mainly due to trips and slips that caused a high number of days of absence.

In 2019 the "zero accidents" goal was met by 85% of the companies in Italy and 81% of the companies in other countries.







Regulatory affairs departments

Oxygen, medicinal air, nitrous oxide, Donopa (a mixture of oxygen and nitrous oxide) and Neophyr (whose active substance is nitrogen monoxide) are the main drugs that the Group distributes in the healthcare sector in hospitals and, with regard to oxygen, in patients' homes. Also in the healthcare sector, the Group produces and markets gas for medical devices, such as liquid nitrogen for cryopreservation and cryotherapy and carbon dioxide for laparoscopy, and medical equipment and systems that are used in medicine for diagnostic and therapeutic purposes (from oxygen distribution systems in hospitals to home mechanical fans).

The pharmaceutical workshops which produce the drugs must be authorised by the Drug Agencies, bodies that verify that all phases of the production process follow GMP (Good Manufacturing Practices) at national level.

The manufacturer of a medical device must obtain the CE marking, which proves that its product complies with the safety and health requirements laid down in the legislation in force.



MEDICAL GASES:

Marketing Authorisations in

23 European countries;

56 production workshops in **14** countries

MEDICAL DEVICES:

DM gases produced in

16 units and distributed in 15 countries.

5 Group companies are manufacturers (i.e. holders of CE markings) for medical gas distribution plants or equipment.

The Technical Gases Business

The Home Care Business

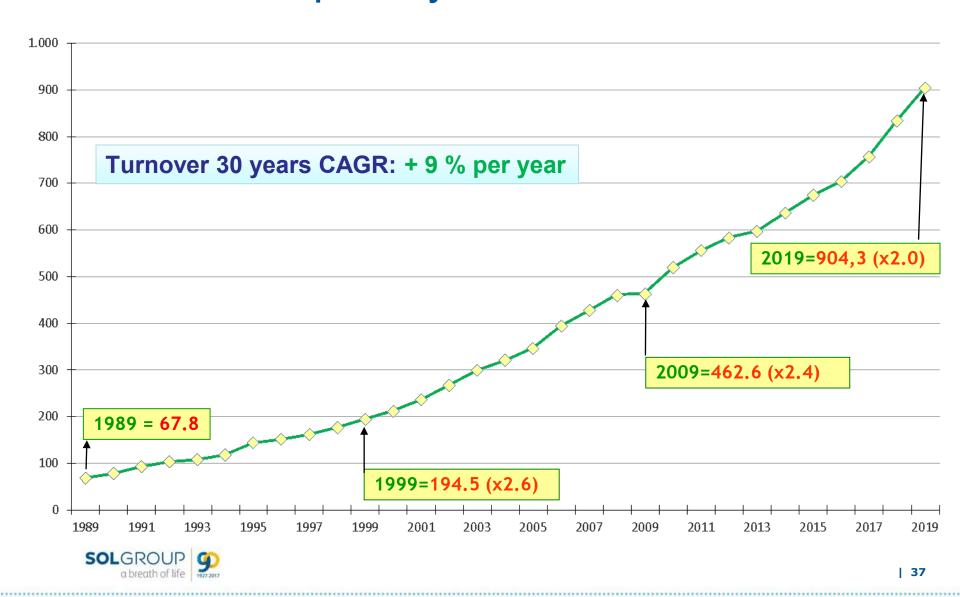
The Biotechnology Business

The Hydro-Energy Business

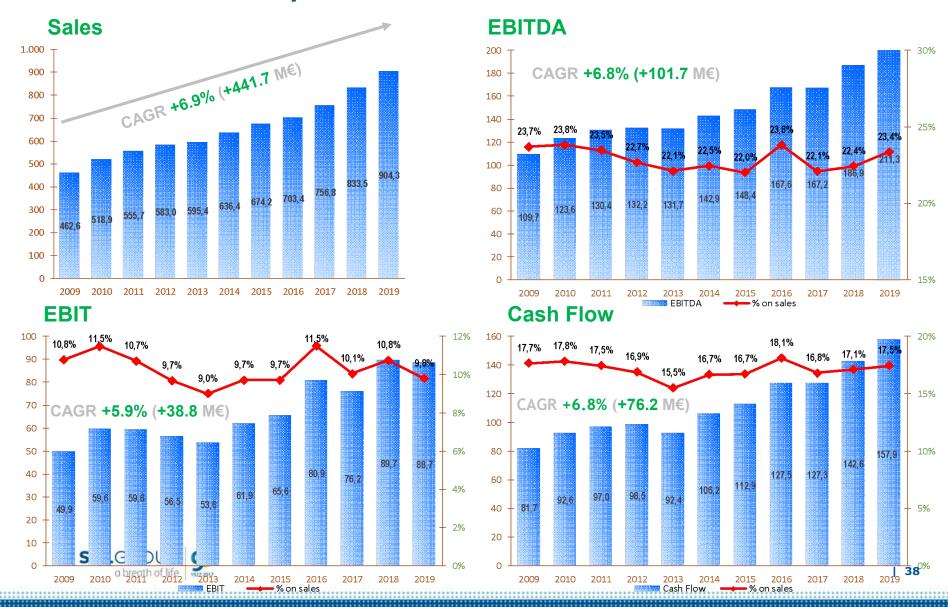
Our Sustainability strategy



SOL Group: 30 years Turnover (1989-2019)



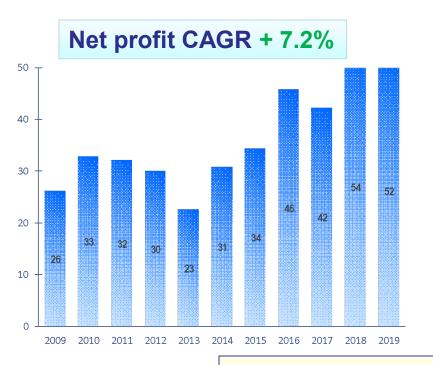
SOL Group: consolidated results (2009 - 2019)

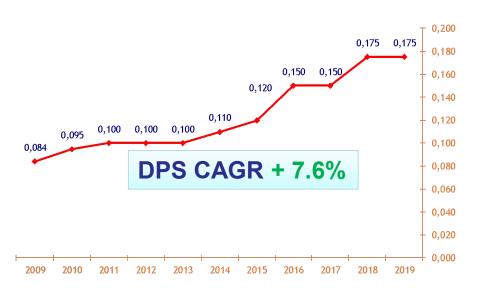


10 years net profit and dividend growth



DPS - Dividend Yield



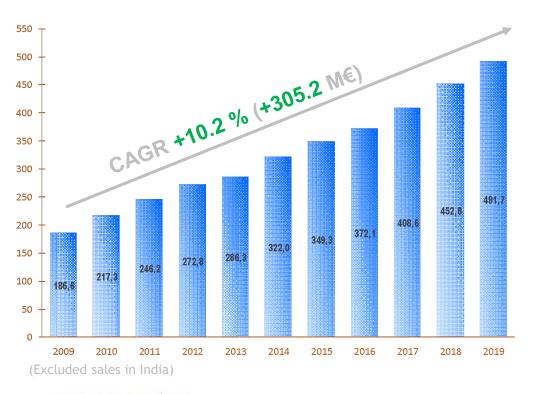


10Y AVERAGE PAY-OUT RATIO 31%



International Expansion

10 years sales outside Italy 2009-2019



SOL is focused on its international expansion:

- The Group started its operations in Italy where it currently has 13 primary production sites.
- In 2019 the Group is present in 29 countries.
- In 2019 the non-domestic sales exceeded the Italian sales (56.3% / 43.7%).



JV & ACQUISITION (1999-2019)

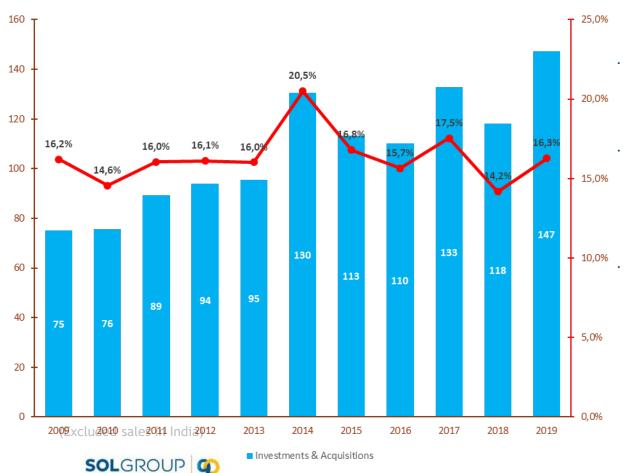
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GTH Romania 2011 Technical Gases HYDROENERGY Albania 2011 Technical Gases DIATHEVA Italy 2012 Biotech MEDICAL SYSTEM Italy 2012 Technical Gases VIVISOLTK Turkey 2012 Home Care	OSSIGEN GAS	Italy	2010	Technical Gases
HYDROENERGYAlbania2011Technical GasesDIATHEVAItaly2012BiotechMEDICAL SYSTEMItaly2012Technical GasesVIVISOLTKTurkey2012Home Care	SICGILSOL	India	2010	Technical Gases
DIATHEVA Italy 2012 Biotech MEDICAL SYSTEM Italy 2012 Technical Gases VIVISOL TK Turkey 2012 Home Care	GTH	Romania	2011	Technical Gases
MEDICAL SYSTEM Italy 2012 Technical Gases VIVISOL TK Turkey 2012 Home Care	HYDROENERGY	Albania	2011	Technical Gases
VIVISOLTK Turkey 2012 Home Care	DIATHEVA	Italy	2012	Biotech
·	MEDICAL SYSTEM	Italy	2012	Technical Gases
·	VIVISOLTK	Turkey	2012	Home Care
	СТВ	Germany	2014	Technical Gases

Company		Year of acquisition	Division
MBAR	France	2014	Home Care
SKS	Germany	2014	Technical Gases
TESI	Italy	2014	Technical Gases
VIVISOLADRIA	Slovenia	2014	Home Care
CRYOLAB	Italia	2015	Biotech
FLOSIT	Morocco	2015	Technical Gases
INSPIRAR	Brazil	2015	Home Care
PIELMEIER	Germany	2015	Home Care
SE VA	India	2015	Technical Gases
SONOCARE	Potugal	2015	Home Care
IRISH OXYGEN COMPANY	Ireland	2016	Technical Gases
KOMPASS	Germany	2016	Home Care
MEL	Bosnia	2016	Technical Gases
DIRECT MEDICAL	Ireland	2017	Home Care
GEBZE GAZ	Turkey	2017	Technical Gases
PERSONAL GENOMICS	Italy	2017	Biotech
RESPITEK	Turkey	2017	Home Care
REVI	Italy	2017	Technical Gases
SITEX	Switzerland	2017	Home Care
STERIMED	Italy	2017	Technical Gases
CRYOS	Italy	2018	Technical Gases
FISIOMED	Italy	2018	Home care
MEDSEVEN	Poland	2018	Home care
PALLMED	Poland	2018	Home care
MEDTEK	Germany	2018	Home care
Wanninger	Germany	2019	Home care
PPAR	Brazil	2019	Home care
Unit Care	Brazil	2019	Home care
DN GLOBAL	Brazil	2019	Home care
GLOBAR CARE	Brazil	2019	Home care
SPITEX PERSPECTA	Switzerland	2019	Home Care



Capital Expenditures & Acquisition (2009-2019)

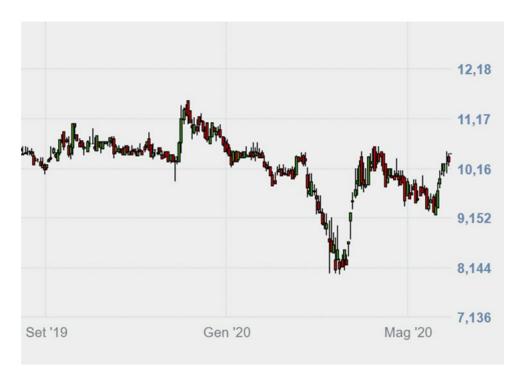
10 years of Capex & M&A on sales 2009-2019



High annual investments

- The Group every year invest about 16% of its revenues;
- The Sol business require a high level of investments for long term growth options;
- In 2019 almost the 61% of the Group investments in CAPEX (without M&A) was made outside Italy.

Shareholding information and market price



Source: Borsa Italiana

Outstanding Shares

- 90.700.000 ordinary shares
- par value: 0,52

Shareholding Structure

- Fumagalli and Annoni families 60%
- Main Institutional Investors:
 - Tweedy Brown
 - **Azvalor**

(Excluded sales in India)



(thousands Euro)				
	31.12.19	31.12.18	2019/ 2018	
Net turnover	904,313	833,513	+ 8.5%	
Total revenues	926,858 102.5%	852,873 102.3%	+ 8.7%	
Added value	416,422 46.0%	369,802 44.4%	+ 12.6%	
EBITDA	211,307 23.4%	186,933 22.4%	+ 13.0%	
EBIT	88,660	89,654	- 1.1%	
	9.8%	10.8%		



(1	Γho	usand	s Euro)	

(Thousands Edio)				
	31.12.	19	31.12.	18
		%		%
Net turnover	904,313	100.0	833,513	100.0
Other revenues	8,883	1.0	7,729	0.9
Internal work capitalized	13,662	1.5	11,630	1.4
Total revenues	926,858	102.5	852,873	102.3
Raw materials	212,870	23.5	206,202	24.7
Services	272,233	30.1	247,851	29.7
Stocks	1,752	0.2	(5,240)	(0.6)
Other costs	23,580	2.6	34,258	4.1
Total costs	510,436	56.4	483,070	58.0
Added value	416,422	46.0	369,802	44.4
Labour costs	205,115	22.7	182,870	21.9
EBITDA	211,307	23.4	186,933	22.4
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1	asanas	Luivi	

iousanus Euroj				
	31.12.1	19	31.12.1	. 8
		%		%
EBITDA	211,307	23.4	186,933	22.4
Depreciation & Amortization	105,472	11.7	88,606	10.6
Other provisions	7,066	0.8	7,733	0.9
Operating income recurring	98,769	10.9	90,594	10.9
Non recurring (Income)/Charges	10,109	1.1	940	0.1
EBIT	88,660	9.8	89,654	10.8
Net financial	(8,459)	(0.9)	(8,485)	(1.0)
PBT	80,201	8.9	81,169	9.7
Taxes	27,784	3.1	27,203	3.3
Net profit from ongoing operations	52,417	5.8	53,966	6.5
Minorities	(3,079)	(0.3)	(2,086)	(0.3)
NET PROFIT	49,338	5.5	51,880	6.2
EPS	0.544		0.572	



SOL Group Consolidated Balance Sheet

(Thousands Euro)					
	31.12.19	31.12.18		31.12.19	31.12.18
Assets			Liabilities		
Net fixed assets	534.1	475.4	Shareholder's equity	560.6	527.9
Other fixed assets	184.7	142.9	Minorities	19.4	18.1
Cash and liquid assets	169.3	129.3	Financial debts	400.8	331.3
Inventory	49.5	50.7	Other non current liabilities	21.9	20.6
Net receivables	280.1	280.0	Payables	108.5	107.3
Other current assets	36.7	33.8	Other current liabilities	143.3	106.9
Total assets	1,254.4	1,112.2	Total liabilities	1,254.4	1,112.2



SOL Group Net Financial Position

(Thousands Euro)

	31.12.19	31.12.18
Cash and cash at bank	169,326	129,350
Securities	4,147	2,404
Loans - current portion	(55,327)	(53,126)
Leases - current portion	(14,338)	(549)
Due to shareholders	(2,415)	(2,000)
Other financial receivables - current portion	3,920	3,269
Other financial liabilities - current portion	(2,034)	(1,893)
Short term liquidity	103,279	77,454
Investments securities	1,055	773
Loans - long term portion	(361,937)	(325,753)
Leases - long term portion	(34,686)	(320)
Due to shareholders	(1,107)	(2,900)
Other financial receivables - long term portion	3,681	3,697
Other financial liabilities - long term portion	(2,190)	(1,500)
Medium long term debt	(395,184)	(326,002)
TOTAL NET LIQUIDITY	(291,905)	(248,548)

Company presentation First Half 2020













(Thousands Euro)

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	30.06.	20	30.06.	19
		%		%
Net turnover	471.803	100,0	445.785	100,0
Other revenues	4.373	0,9	3.551	0,8
Internal work capitalized	6.491	1,4	6.202	1,4
Total revenues	482.667	102,3	455.539	102,2
Raw materials	123.783	26,2	109.398	24,5
Services	133.714	28,3	132.691	29,8
Stocks	(13.877)	(2,9)	(1.331)	(0,3)
Other costs	11.958	2,5	11.564	2,6
Total costs	255.578	54,2	252.321	56,6
Added value	227.090	48,1	203.217	45,6
Labour costs	106.810	22,6	101.444	22,8
EBITDA	120.280	25,5	101.773	22,8



(Thousands Euro)

	30.06.2	20	30.06.1	19
		%		%
EBITDA	120.280	25,5	101.773	22,8
Depreciation & Amortization	54.636	11,6	51.904	11,6
Other provisions	3.348	0,7	4.675	1,0
Operating income recurring	62.296	13,2	45.194	10,1
Non recurring (Income)/Charges	-	-	-	-
EBIT	62.296	13,2	45.194	10,1
Net financial	(4.941)	(1,0)	(4.295)	(1,0)
PBT	57.355	12,2	40.899	9,2
Taxes	17.029	3,6	14.554	3,3
Net profit from ongoing operations	40.326	8,5	26.345	5,9
Minorities	(2.052)	(0,4)	(1.105)	(0,2)
NET PROFIT	38.274	8,1	25.240	5,7
EPS	0,422		0,278	



SOL Group Consolidated Balance Sheet

(Thousands Euro)					
	30.06.20	31.12.19		30.06.20	31.12.19
Assets			Liabilities		
Net fixed assets	535.9	534.1	Shareholder's equity	577.3	560.6
Other fixed assets	185.1	184.7	Minorities	19.2	19.4
Cash and liquid assets	162.9	169.3	Financial debts	390.1	400.8
Inventory	62.8	49.5	Other non current liabilities	21.6	21.9
Net receivables	283.2	280.1	Payables	113.4	108.5
Other current assets	44.3	36.7	Other current liabilities	152.7	143.3
Total assets	1,274.2	1,254.4	Total liabilities	1,274.2	1,254.4



SOL Group Net Financial Position (Thousands Euro)

	30.06.20	31.12.19
Cash and cash at bank	162,910	169,326
Securities	4,041	4,147
Loans - current portion	(62,189)	(55,327)
Leases - current portion	(14,621)	(14,338)
Due to shareholders	(1,857)	(2,415)
Other financial receivables - current portion	3,912	3,920
Other financial liabilities - current portion	(2,278)	(2,034)
Short term liquidity	89,917	103,279
Investments securities	1,058	1,055
Loans - long term portion	(354,232)	(361,937)
Leases - long term portion	(32,645)	(34,686)
Due to shareholders	0	(1,107)
Other financial receivables - long term portion	3,900	3,681
Other financial liabilities - long term portion	(2,513)	(2,190)
Medium long term debt	(384,432)	(395,184)
TOTAL NET LIQUIDITY	(294,516)	(291,905)









