

# Corporate Presentation

Financial Statements 30 June 2023





# SOL GROUP | The story of a **friendship**

96 years, 3 generations and professional management



**1927**

Giovanni Annoni  
Aldo Fumagalli Romario



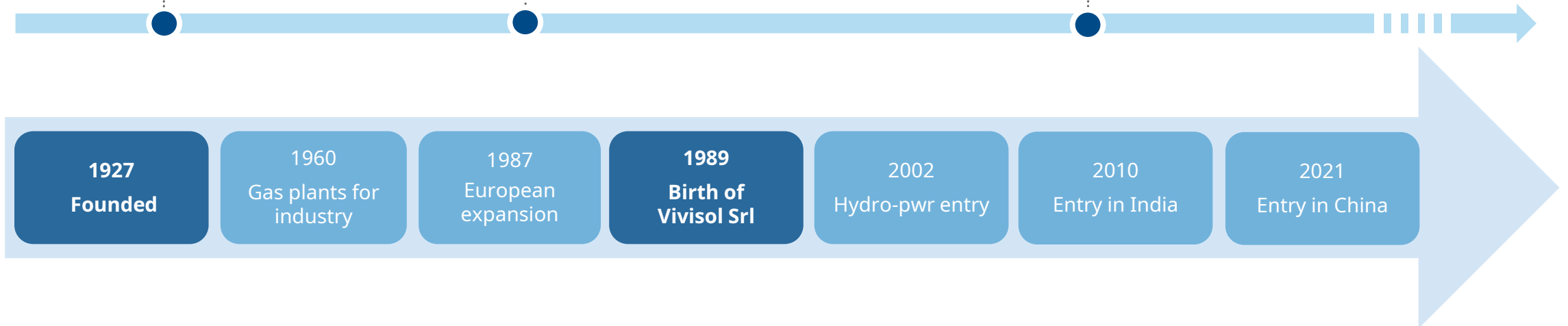
**1960**

Alessandro e Renzo Annoni  
Giulio e Ugo Fumagalli Romario



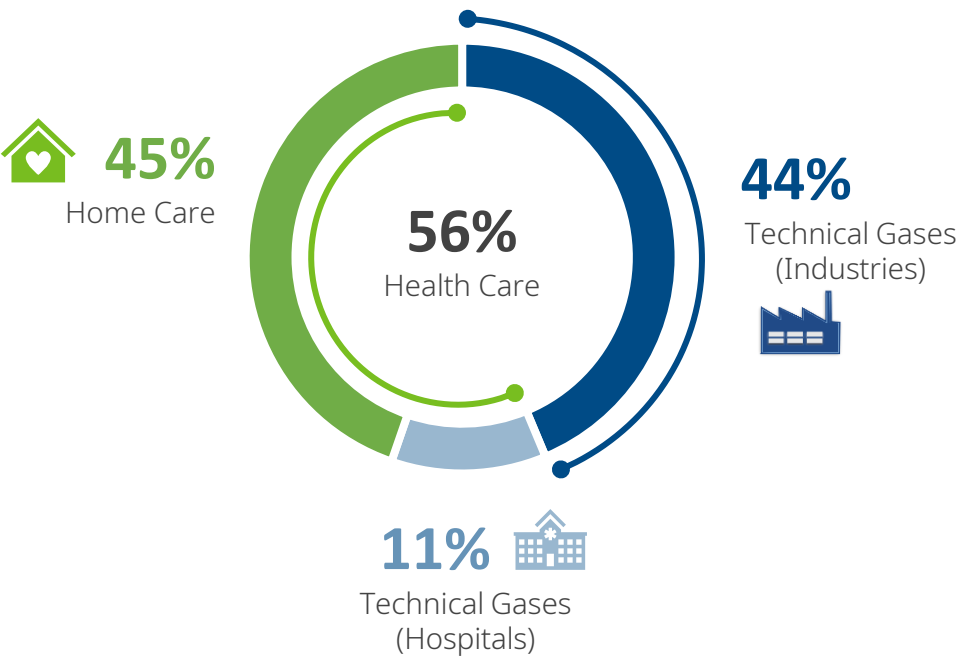
**1998**

Giovanni, Marco Annoni  
Aldo, Giulio, Matteo Fumagalli Romario



# SOL GROUP | Home Care & Technical Gases

## Our business



SOL



Manufacturing, food, agriculture, industrial and environmental applications



Medicinal gases & services for hospitals



VIVISOL



Medicotechnical assistance and care for patients in their homes



2022 Data

# SOL GROUP | Numbers

Where we operate

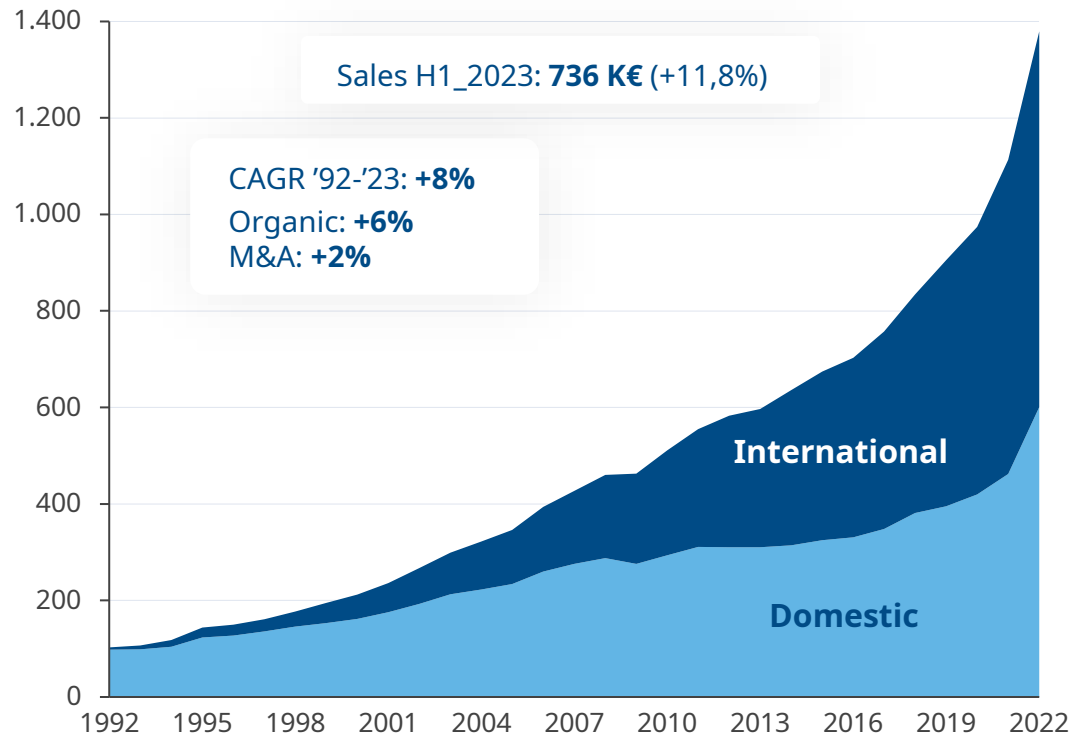


2022 Data

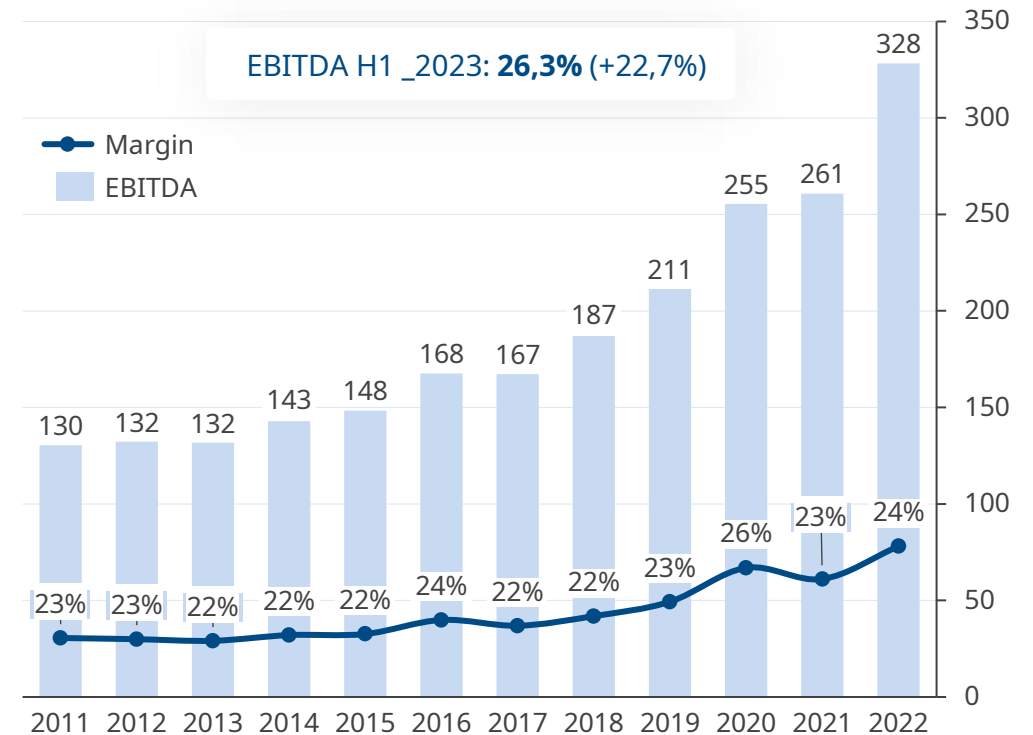
# SOL GROUP | Figures

Sales progression, EBITDA and margin

Sales [k€]



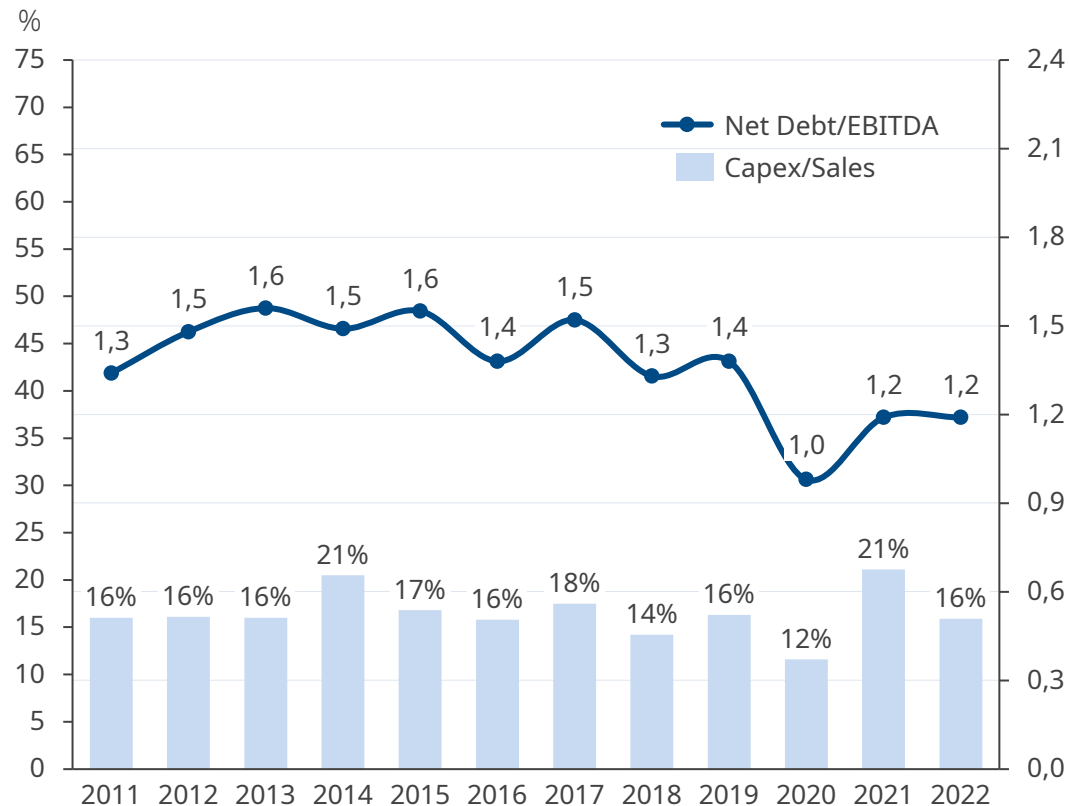
EBITDA [€] & Margin [%]



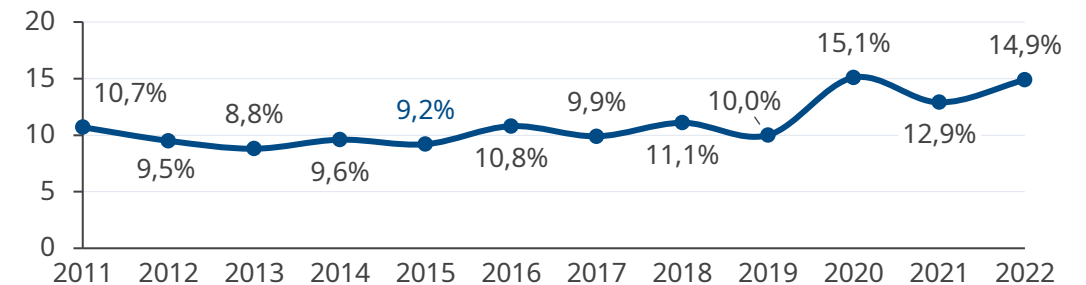
# SOL GROUP | Figures

Sales progression, EBITDA and margin

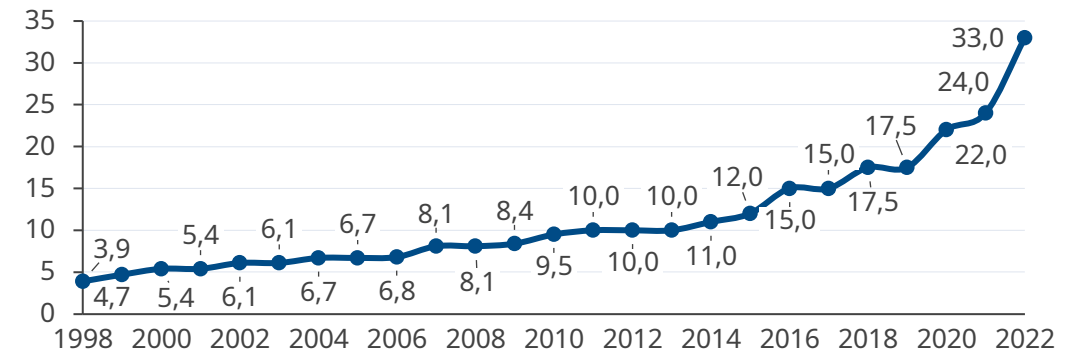
## Constant but measured investments



## Maintaining Returns - ROCE [%]

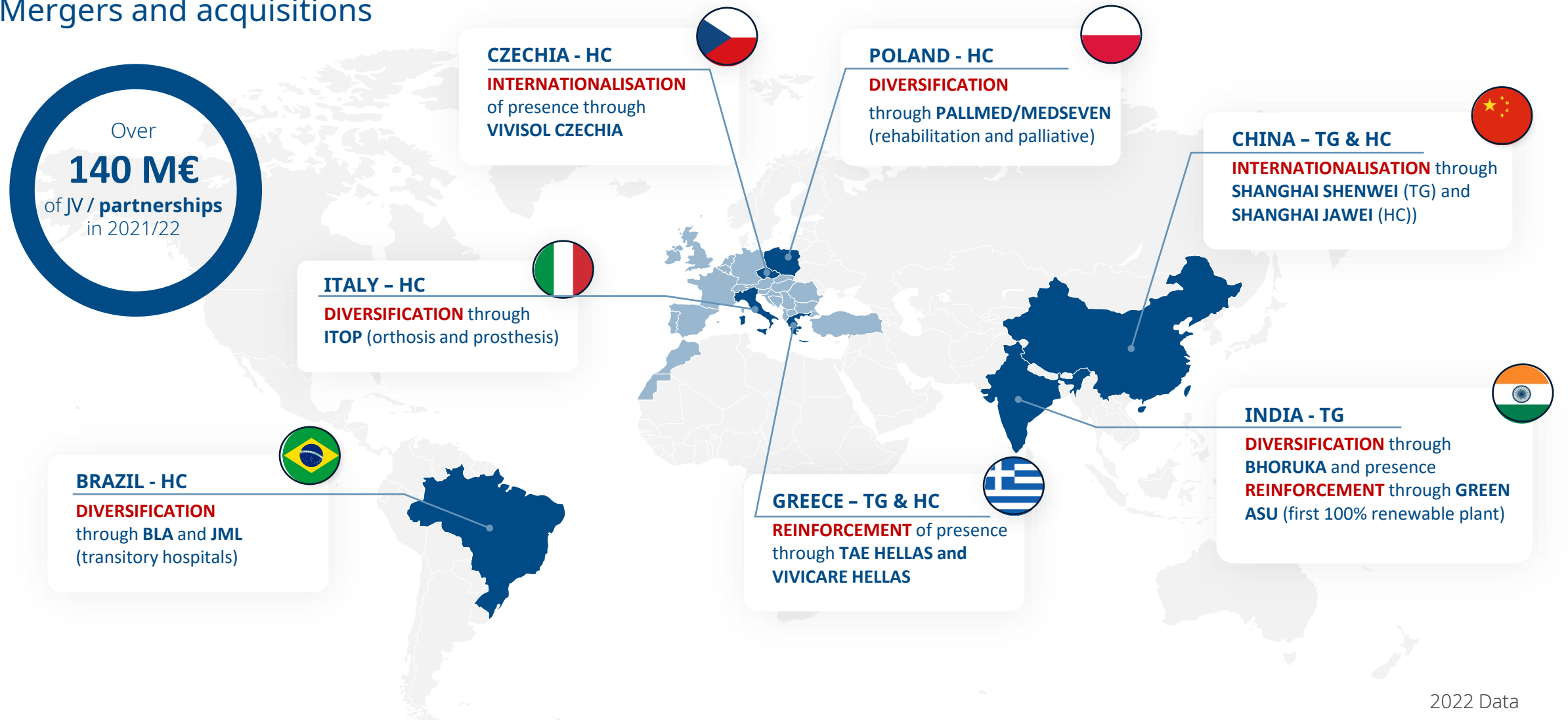


## Growing our dividend - DPS [c€]



# SOL GROUP | Sized opportunities despite difficult contexts

## Mergers and acquisitions



2022 Data

# SOL GROUP | Our plans for the future

## Our six pillars



Growing and constantly evolving



Getting enriched by the diversity of business, people, countries



Finding new opportunities and challenges in un-expected scenarios



Digitalisation as part of the development in every field



Sustainability as integrated part of the daily activities, to be built day by day



Human factor as key point for the Group development





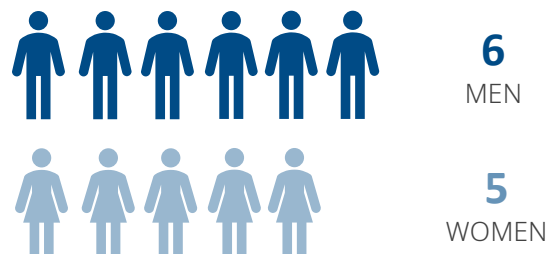
# The world of **Sustainability**



# SOL GROUP | Sustainability

## Governance & People

### SOL GROUP BOARD

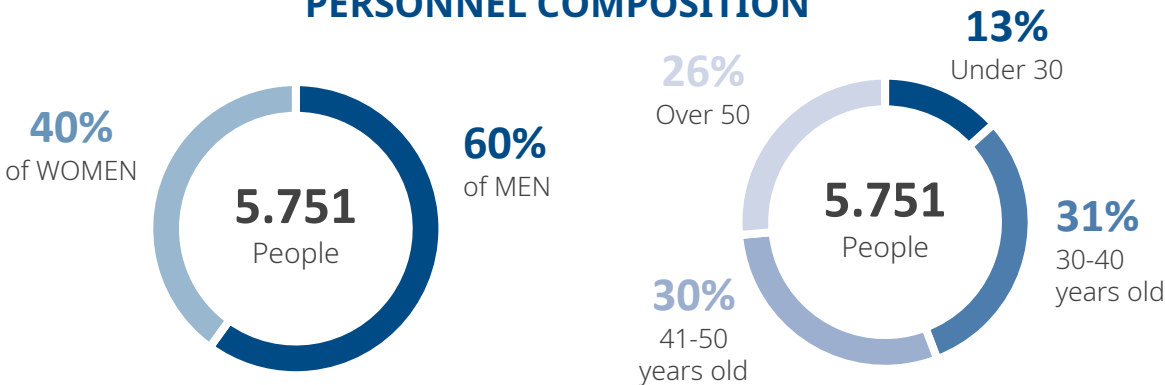


**Independence:** 5/11 non-family and not executive members.

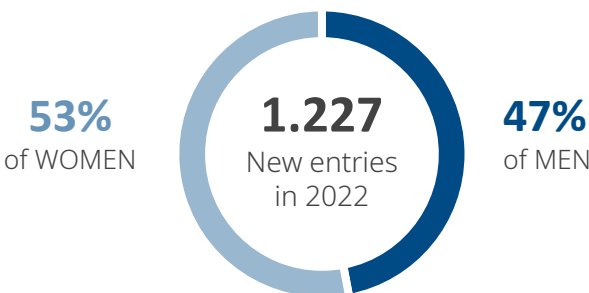
**Continuity:** 4/11 have more than 10 years of service in the group.

**Renewal:** 4/11 have less than 5 years of service in the group.

### PERSONNEL COMPOSITION



### NEW ENTRIES



2022 Data

# SOL GROUP | Sustainability

## Environment



### Carbon Disclosure Project

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



### MSCI “BBB”

The SOL Group has maintained its BBB rating.



### EcoVadis

The Group has confirmed the Silver EcoVadis Sustainability medal ranking in the top 25%.



### Morningstar Sustainalytics

Top 18 ranked out of 570 chemical companies in 2023.



### Climate Leader 2023

Selected companies based on CO2 emission containment in last 5 years.



# SOL GROUP | “EnerGreenSOL”

## Energy production & emissions



### Hydro

16 hydroelectric plants in:  
Albania (2012), Bosnia Herzegovina (2016), North Macedonia (2012) and Slovenia (2002).



### Wind

The Indian company GREEN ASU PLANT PRIVATE LIMITED (2022), powers all its plants with self-generated renewable energy from its own wind farm (6 wind plants).



### Solar

We are investing in the installation of photovoltaic panels on some production plants of the Group.



### Achievements



100% of renewable electricity for Vivisol



34% of the power used is from renewable



Vivisol UK is carbon neutral since 2020



100% of renewable electricity for technical gases



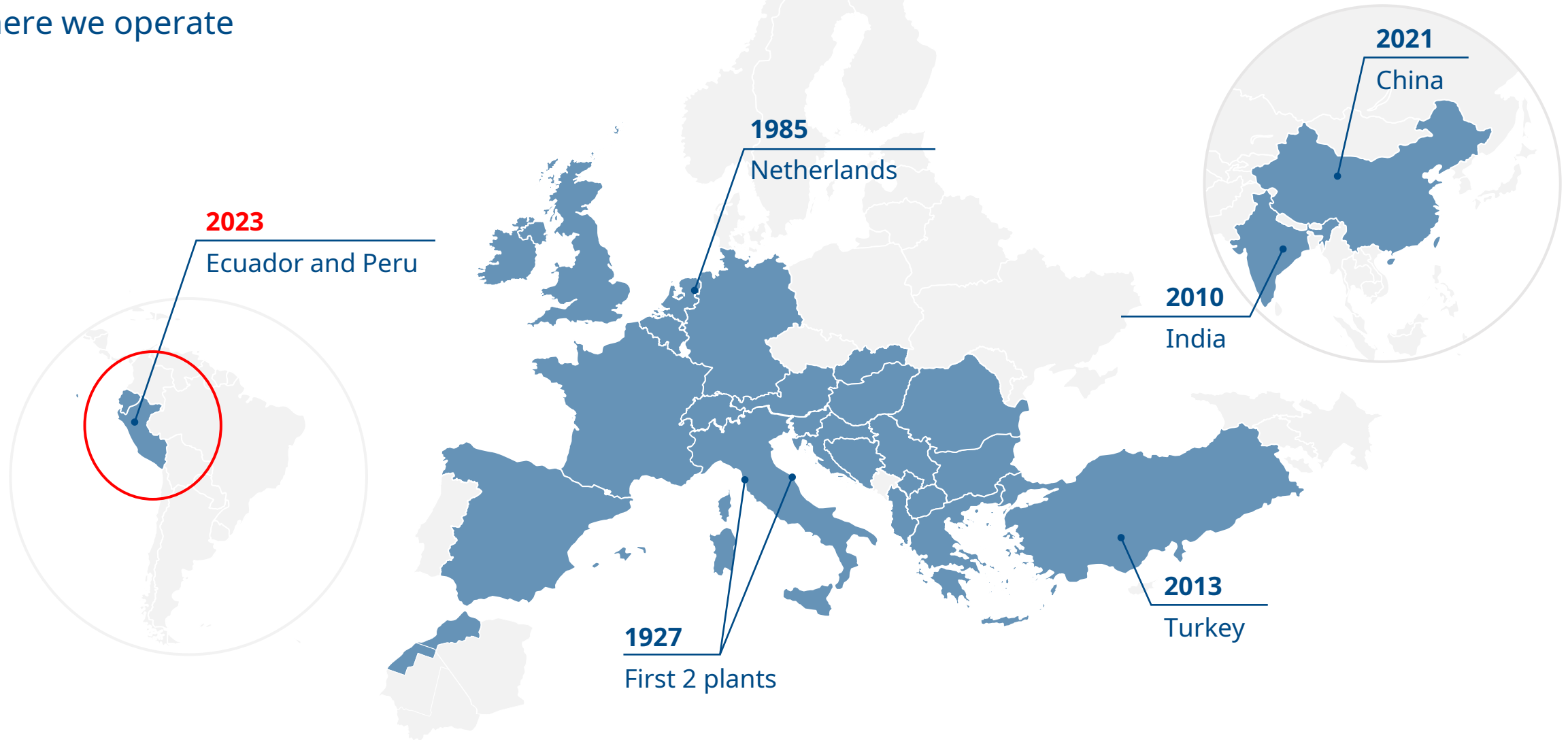


# The world of **Technical Gases**



# SOL | Technical Gases

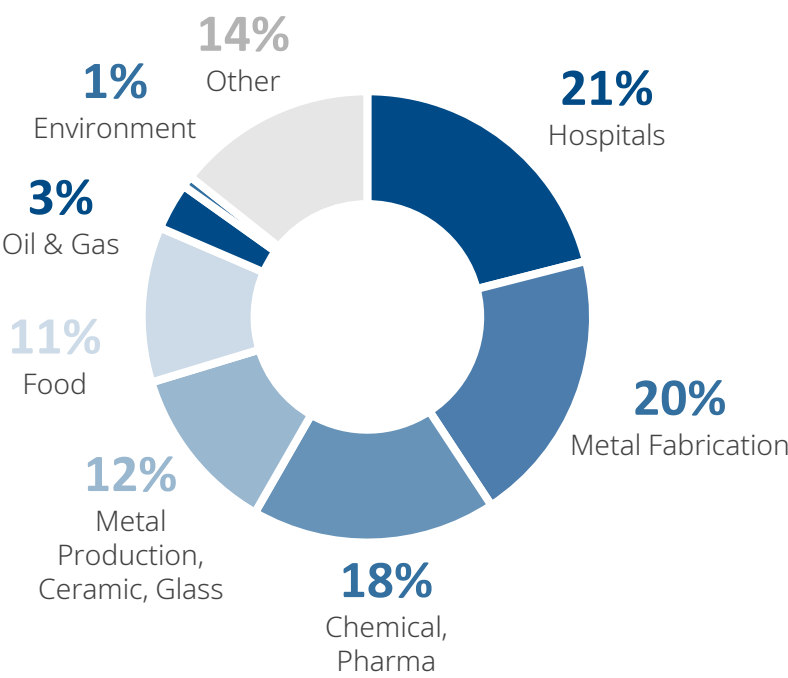
Where we operate



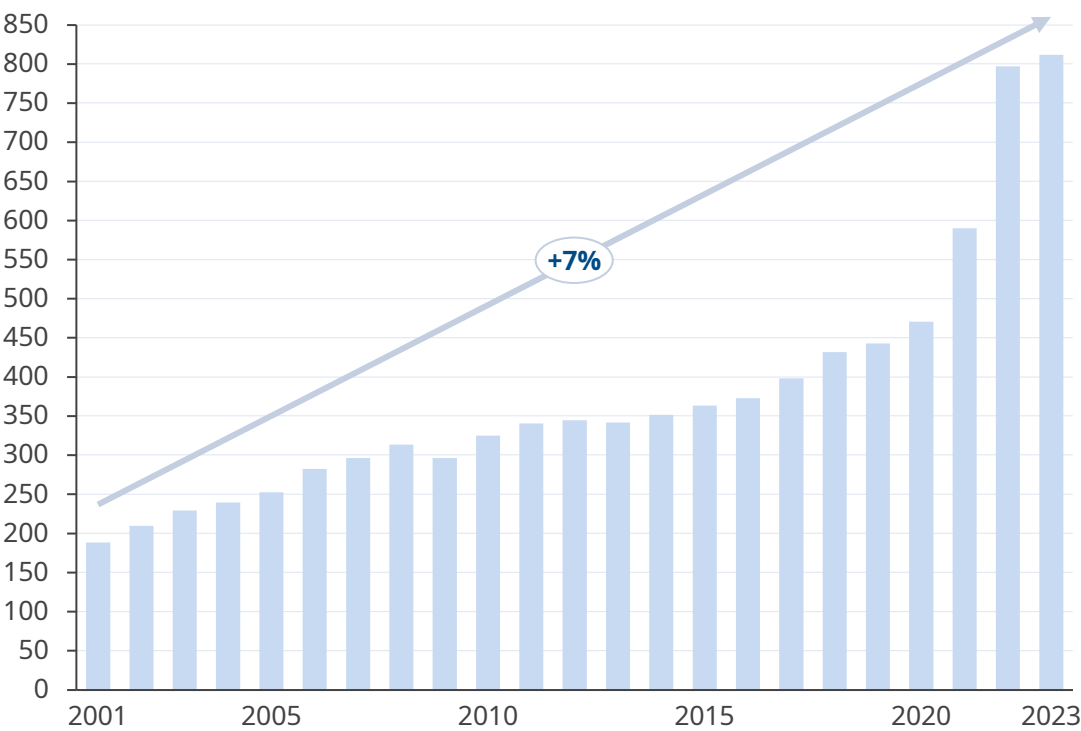
# SOL | Technical Gases

## Resilience and Growth

Diverse Client Share [%]



Resilient Sales Progression [M€]



# SOL | Technical Gases

## Our clients – Industry



### FOOD & BEVERAGE

- Agriculture
- Fish & meat
- Fruit & vegetables
- Milk & derivatives
- Bread and pastries
- Beverages
- Wine & oil
- Catering



### METAL PRODUCTION

- Aluminium
- Precious metal processing
- Glass, ceramic, cement, lime



### METAL FABRICATION

- Thermal treatments
- Automotive
- Aeronautical & railway construction
- Shipyards
- Construction sites
- Boilers



### CHEMISTRY & PHARMA

- Pharmaceutical specialties
- Cosmetics
- Herbalism
- Plastics & rubber



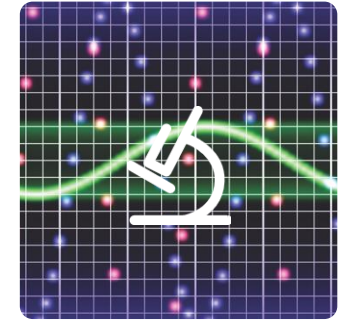
### OIL & GAS

- Extraction
- Transport & pipelines
- Refining



### ENERGY & ENVIRONMENT

- Purification
- Waste Management
- Incineration



### SPECIALITY GASES

- Research
- Electronics
- Chemical



# SOL | Technical Gases

Our clients – Hospitals & Clinics



## TECHNICAL GASES

**PRODUCTS:** • GAS: O<sub>2</sub>, N<sub>2</sub>, CO<sub>2</sub>, N<sub>2</sub>O, He, NO<sub>x</sub>

**SERVICES:** • Total Gas Management (Control, Maintenance, Security Trainings)  
• Cryobanking (Conservation)  
• Cryomanagement (Transportation)

## DIVERSIFIED

**PRODUCTS:** • Medical Device (Manufacturing)  
• Gas Distribution Plants (Design & Realization)

**SERVICES:** • Sterilization  
• Clinical engineering (Maintenance of electronic equipment)  
• Ambulance design and fit-out

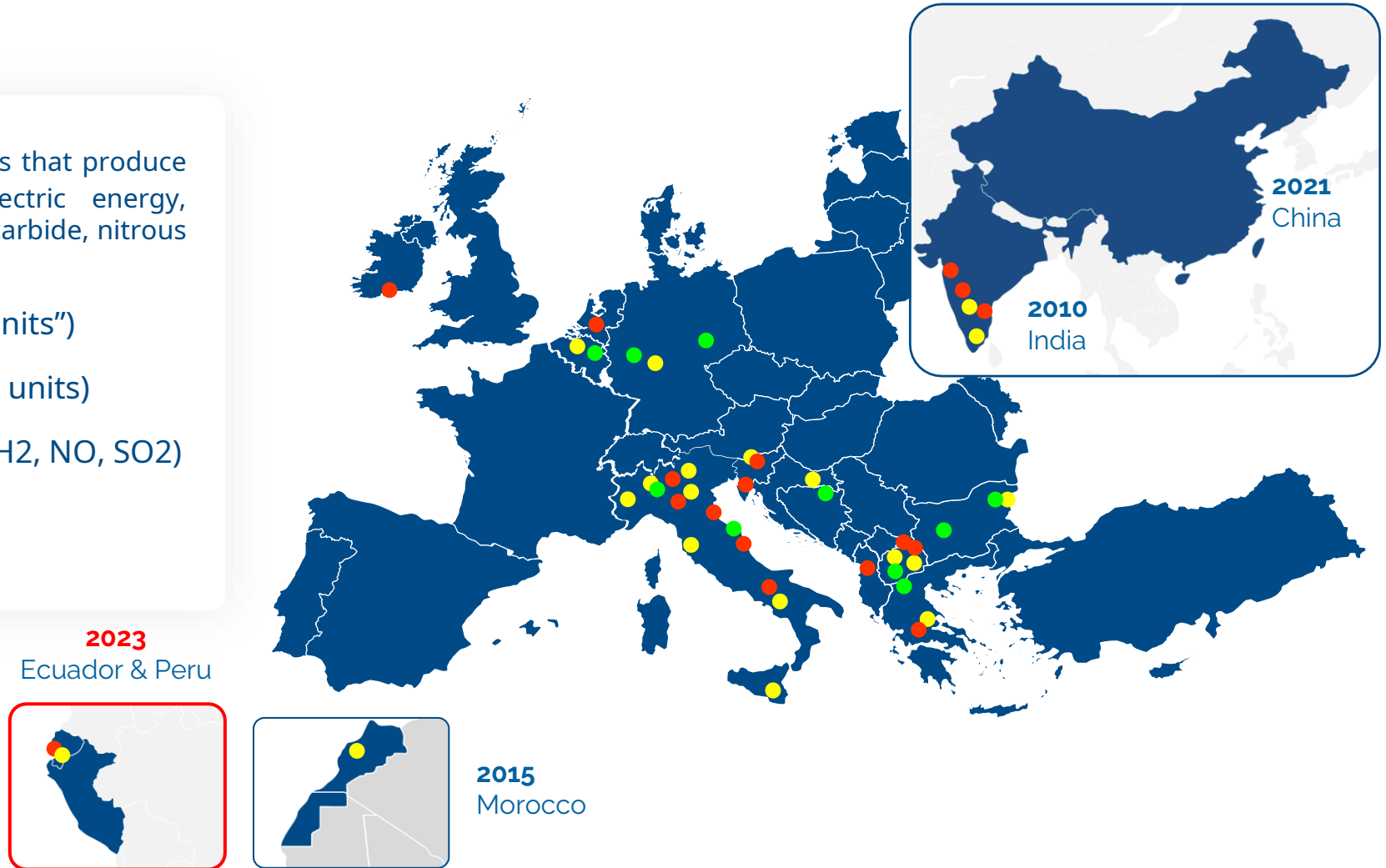
# SOL | Technical Gases

## Primary Production Plants

**44 Primary Production Plants:** units that produce gases from raw materials (as electric energy, atmospheric air, natural gas, calcium carbide, nitrous oxide).

- **18 ASU** ("Air Separation Units")
- **10 LCO2** (CO2 production units)
- **16 «others»** (H2, N2O, C2H2, NO, SO2)

Max distribution area **400 km.**



2022 Data

# SOL | Technical Gases

## Secondary Production Plants

**72 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**.



2022 Data

# SOL | Technical Gases

## Resilience & Growth

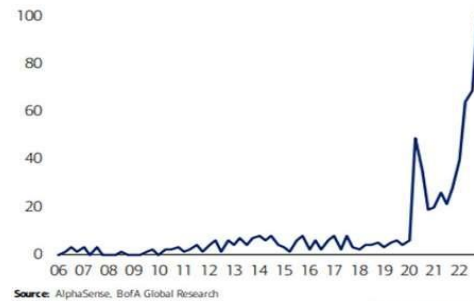


### Investing in Emerging Economies



### Opportunity from re-shoring

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



### Environmental Impact Opportunities

- **CARBON AVOIDANCE**
  - Smelting
  - Bottling
  - Cooling
  - Sewage treatment
- **CLEAN FUEL**
  - Bio-methane
  - Hydrogen
- **FOOD WASTAGE, AGRICULTURE**
  - Packaging
  - Greenhouse
  - Aquaculture yields





# The world of Home Care



# VIVISOL | Home Care

Where we operate

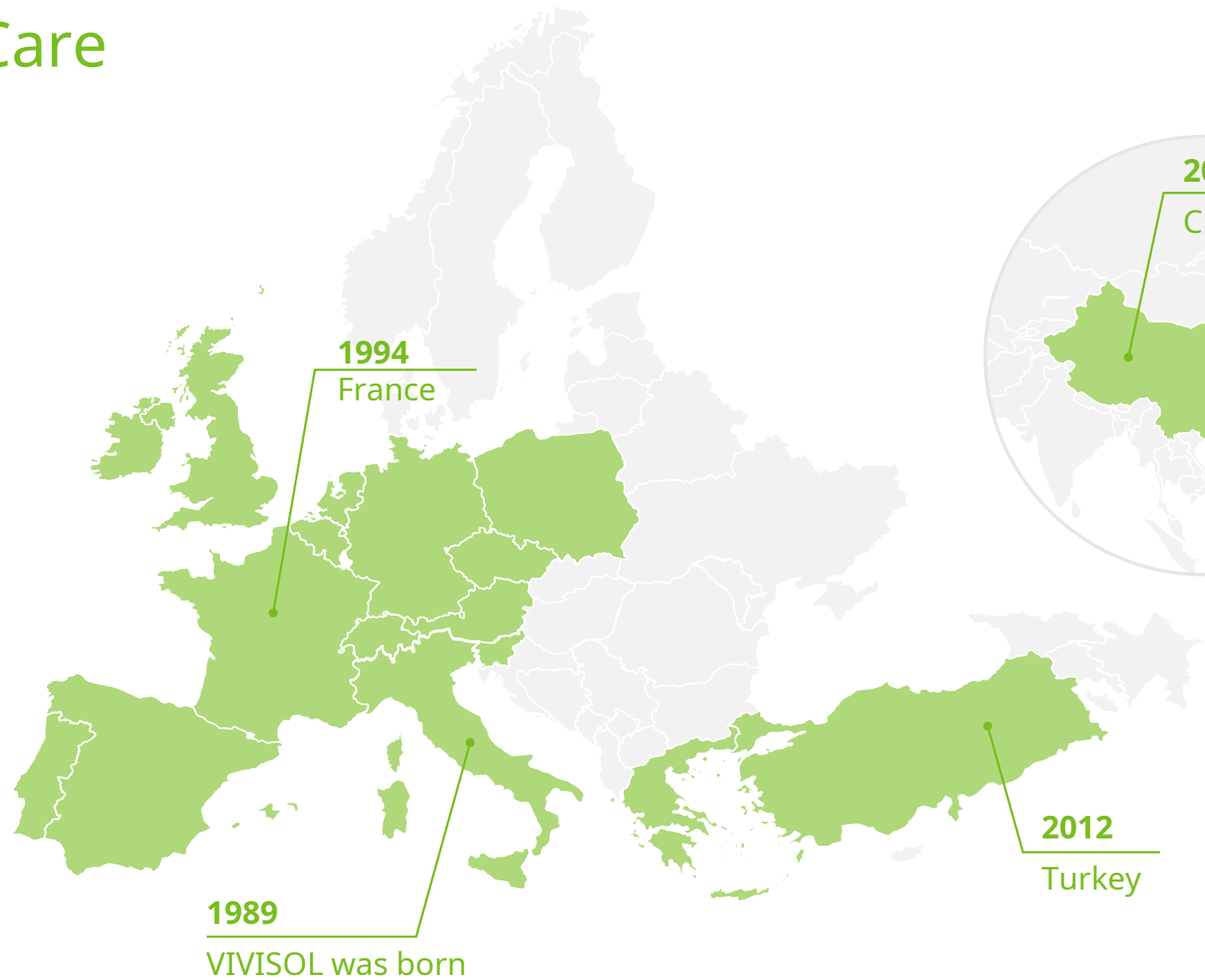


Patients: > **584.000**



**2015**

Brazil



**1994**

France

**1989**

VIVISOL was born

**2012**

Turkey



**2021**

China

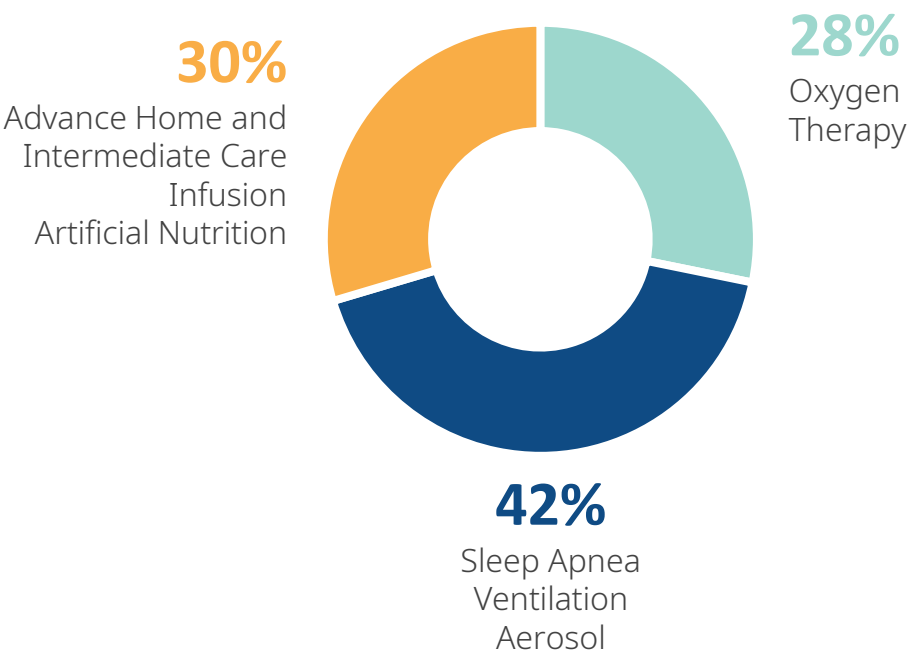


**VIVISOL**

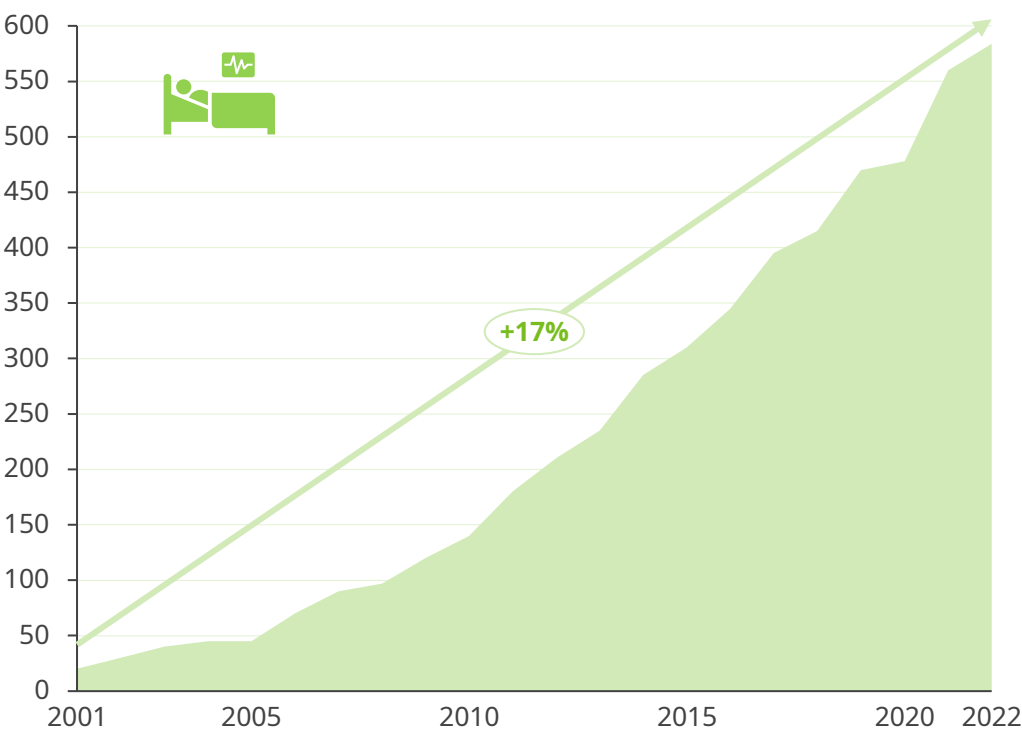
# VIVISOL | Home Care

Services and patients

## Growing portfolio of services



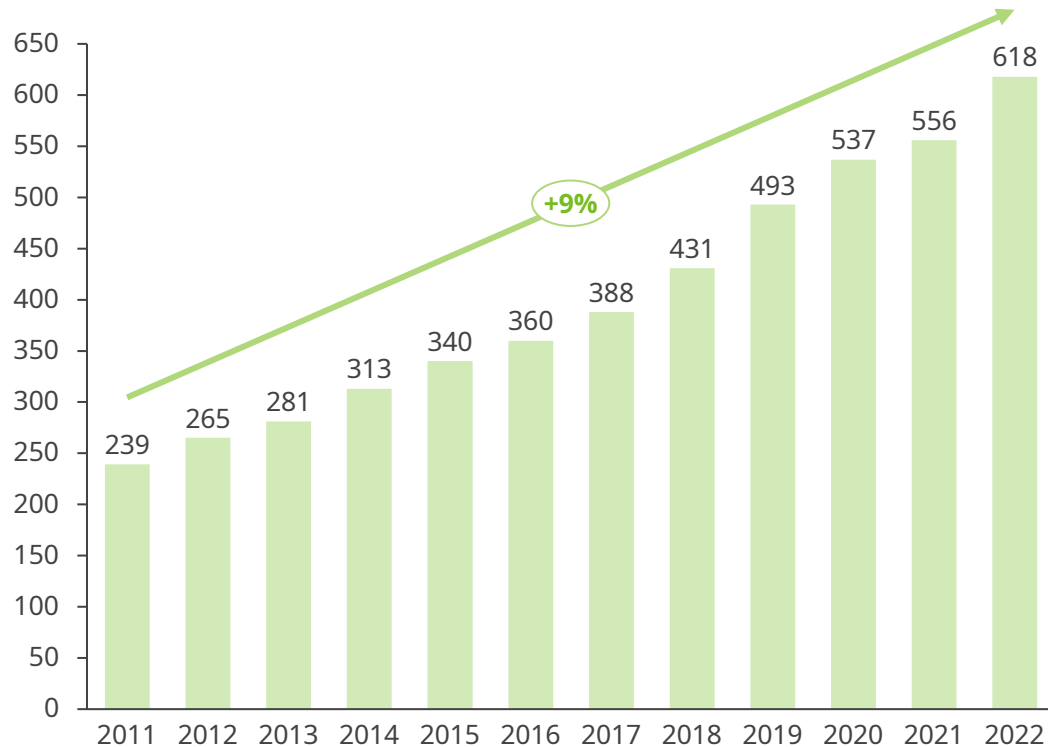
## Vivisol patients [n°]



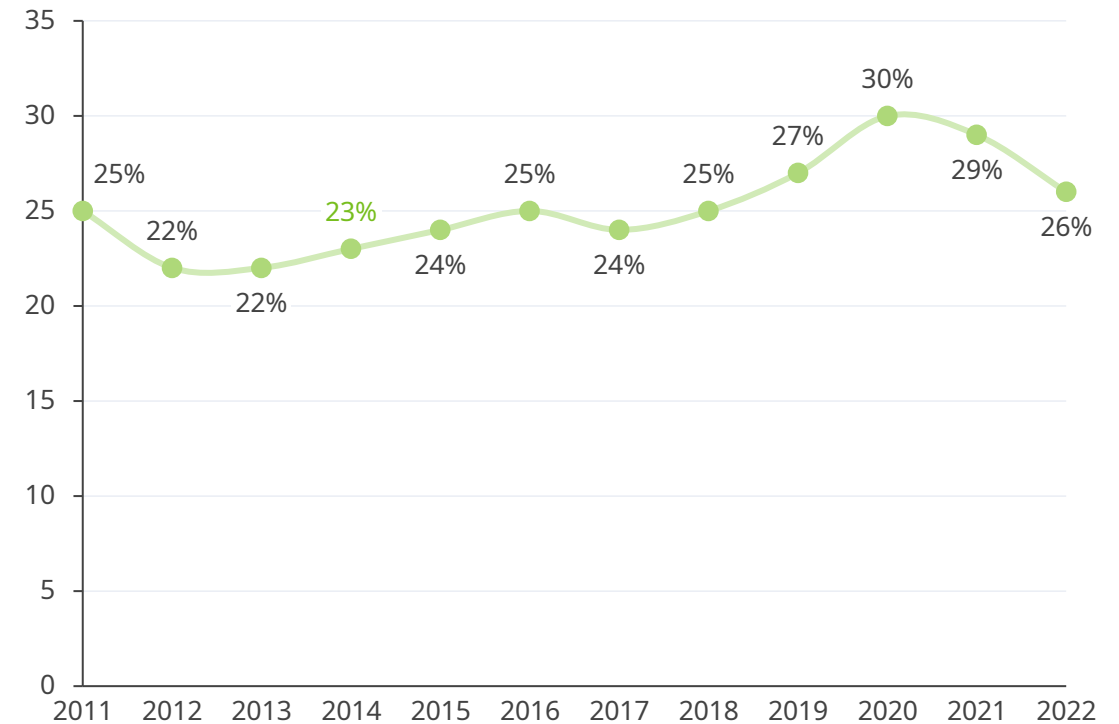
# VIVISOL | Home Care

## Sales and EBITDA

Sales progression [M€]



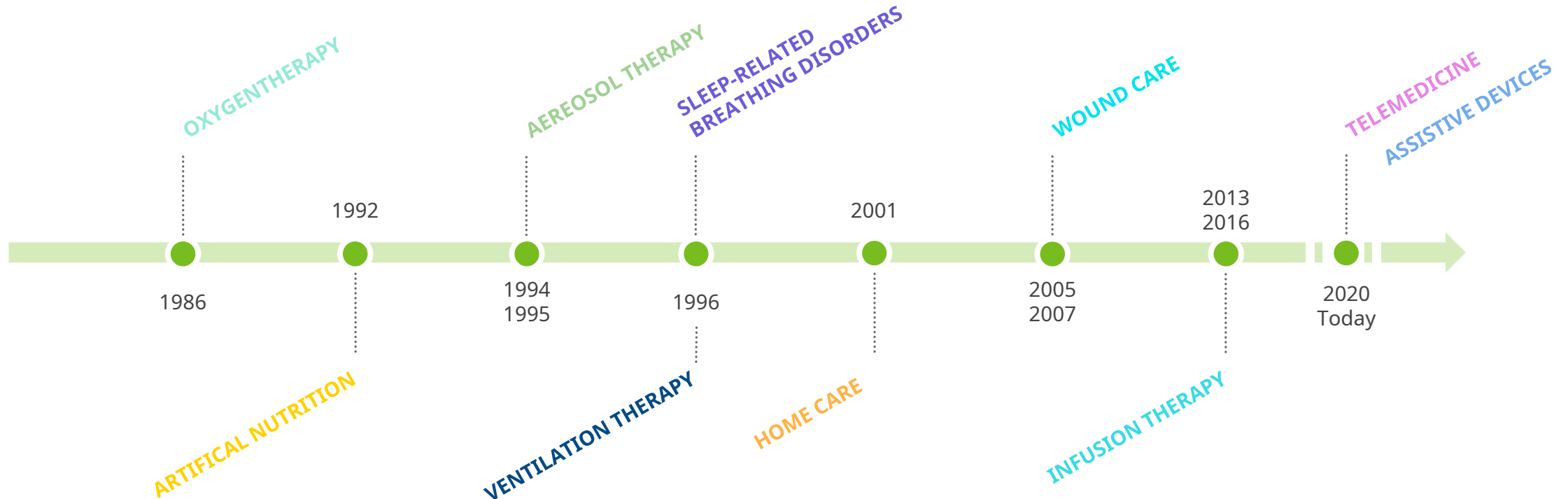
EBITDA [%]



# VIVISOL | Home Care

Home Care: a global trend

**VIVISOL** was born from the production of medical O<sub>2</sub> for Oxygen therapy. From the '90s, Vivisol strategy was **progressive diversification** through high-tech respiratory home care services.





# VIVISOL | Home Care

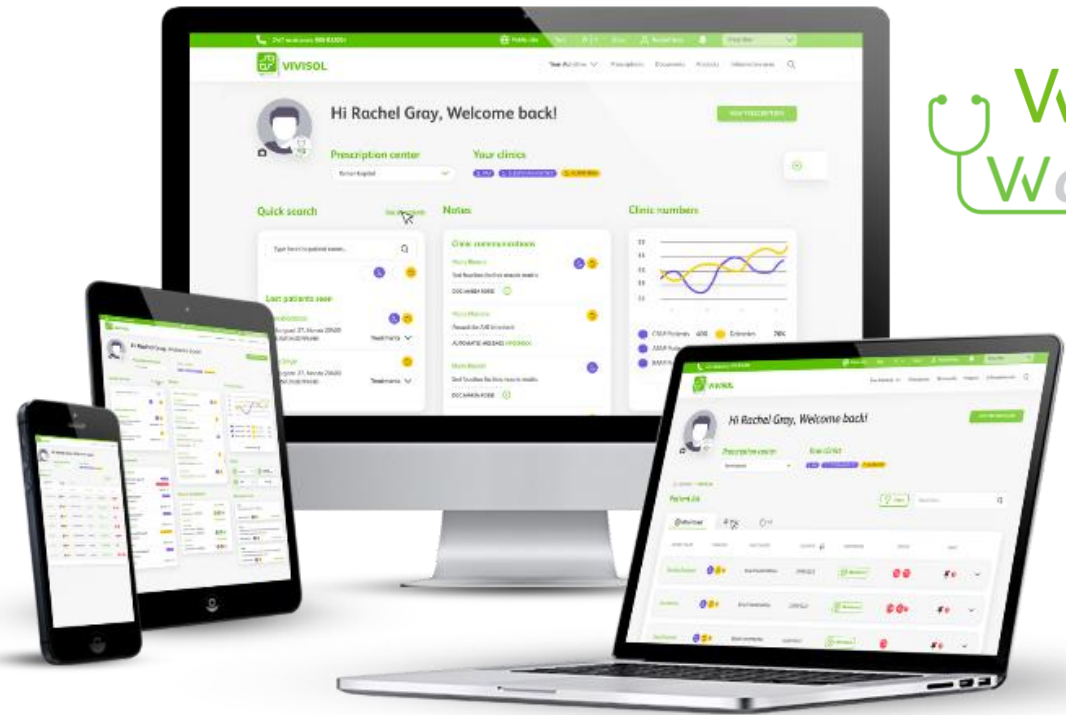
A leader in European Home Care



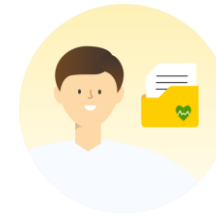
**VIVISOL** provides multiple **platforms and Apps** that support patients, caregivers, doctors and private and public institutions in their daily management of care.

VIVISOL provide **telemedicine** services and a **remote clinic** to monitor and improve patients' adherence to their therapies:

- Sleep
- Ventilation
- Health IoT
- Nutrition
- Cardio



Doctors and  
healthcare staff



Patients and  
caregivers



Institutions and  
NHS

# SOL GROUP as



## Technical Gas

Our **technical gases business** remains core to the Group, with many applications and services that can drive growth



## Home Care

We see significant opportunities **for continued growth in the Home Care** business, driven by share gains and secular trends



## Growth

We will continue to **supplement organic growth with acquisitions**, while preserving our returns profile



## Family

We hold our principles dear, as a **family business with strong independent management**



# SOL GROUP | Financial statement extract on June 30<sup>th</sup> 2023

Thousands €

	30/06/2023	% on sales	30/06/2022	% on sales
<b>Net turnover</b>	<b>735.733</b>	<b>100,0%</b>	<b>658.244</b>	<b>100,0%</b>
Other revenues	24.235	3,3%	26.441	4,0%
Internal work capitalized	14.495	2,0%	11.158	1,7%
<b>Total revenues</b>	<b>774.463</b>	<b>105,3%</b>	<b>695.842</b>	<b>105,7%</b>
Purchases	231.338	31,4%	234.520	35,6%
Services	197.188	26,8%	176.021	26,7%
Change in stock	(10.570)	-1,4%	(10.663)	-1,6%
Other costs	16.482	2,2%	13.458	2,0%
<b>Total costs</b>	<b>434.438</b>	<b>59,0%</b>	<b>413.336</b>	<b>62,8%</b>
<b>Added value</b>	<b>340.025</b>	<b>46,2%</b>	<b>282.506</b>	<b>42,9%</b>
Labour cost	146.416	19,9%	124.753	19,0%
<b>EBITDA</b>	<b>193.609</b>	<b>26,3%</b>	<b>157.753</b>	<b>24,0%</b>
Depreciation & Amortization	69.568	9,5%	61.997	9,4%
Other provision	5.126	0,7%	2.957	0,4%
<b>EBIT</b>	<b>118.914</b>	<b>16,2%</b>	<b>92.799</b>	<b>14,1%</b>
Net financial	(6.196)	-0,8%	(4.396)	-0,7%
<b>Profit before taxes</b>	<b>112.718</b>	<b>15,3%</b>	<b>88.403</b>	<b>13,4%</b>
Taxes	29.365	4,0%	21.725	3,3%
<b>Net profit from on going operations</b>	<b>83.353</b>	<b>11,3%</b>	<b>66.678</b>	<b>10,1%</b>
Net profit from discontinuos operations		0,0%		0,0%
Minorities	(3.737)	-0,5%	(1.997)	-0,3%
<b>NET PROFIT</b>	<b>79.616</b>	<b>10,8%</b>	<b>64.681</b>	<b>9,8%</b>
EPS	0,88		0,71	

# SOL GROUP | Financial statement extract on June 30<sup>th</sup> 2023

Thousands €

Assets	30/06/2023	31/12/2022	Liabilities	30/06/2023	31/12/2022
Net fixed assets	739.513	694.164	Shareholder's equity	868.767	820.615
Other fixed assets	317.103	297.015	Minorities	46.309	42.015
Cash and liquid assets	124.818	134.642	Financial debts	458.516	454.496
Inventory	94.159	84.144	Other non current liabilities	33.272	30.615
Net receivables	436.093	431.054	Payables	169.348	175.114
Other current assets	85.701	77.564	Other current liabilities	221.176	195.727
<b>Total assets</b>	<b>1.797.387</b>	<b>1.718.583</b>	<b>Total liabilities</b>	<b>1.797.388</b>	<b>1.718.583</b>

# SOL GROUP | Financial statement extract on June 30<sup>th</sup> 2023

Thousands €

Net financial position	30/06/2023	31/12/2022
Cash and cash at bank	124.818	134.642
Securities	6.746	7.561
Loans - current portion	(84.645)	(73.251)
Leases - current portion	(19.369)	(18.331)
Due to shareholders	0	0
Other financial receivables - current portion	11.740	5.648
Other financial liabilities - current portion	(3.671)	(1.312)
<b>Short term liquidity</b>	<b>35.618</b>	<b>54.957</b>
Investments securities	821	684
Loans - long term portion	(388.103)	(387.254)
Leases - long term portion	(50.698)	(47.732)
Due to shareholders	(18.000)	(18.100)
Other financial receivables - long term portion	39	7.810
Other financial liabilities - long term portion	(231)	(112)
<b>Medium long term debt</b>	<b>(456.172)</b>	<b>(444.704)</b>
<b>TOTAL NET LIQUIDITY</b>	<b>(420.554)</b>	<b>(389.747)</b>

ND / E = **0,460** vs 0,452 at 31/12/22      CFC = **1,16** vs 1,19 at 31/12/22





# **SOL**GROUP

a breath of life

[solgroup.com](http://solgroup.com)