

# SOL GROUP

Corporate presentation

Financial Statements 2022

**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

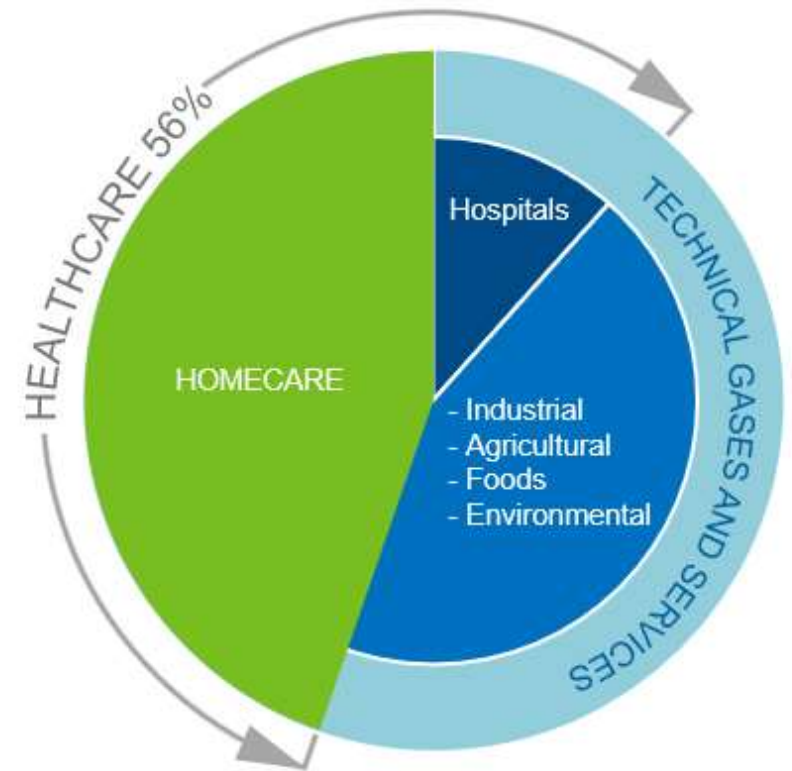


## GASES & SERVICES FOR INDUSTRY

Manufacturing, food, agriculture and environmental applications



## MEDICINAL GASES & SERVICES FOR HOSPITALS



2022 Data

# SOL Group – 97 Years, 3 Generations and Professional Management



**1927**  
**Founded**

**1960**  
Gas plants  
for industry

**1984**  
European  
expansion

**1986**  
Birth of  
Vivisol

**2002**  
Hydro-pwr  
entry

**2010**  
Entry into  
India

**2021**  
Entry into  
China



## SOL Group – In Numbers (2022)

**30**

Countries

**5,750**

Employees

**116**

Production  
plants

**90**

Applications  
for SOL gases  
across industries

**584,000**

Patients  
served by Vivisol

**27**

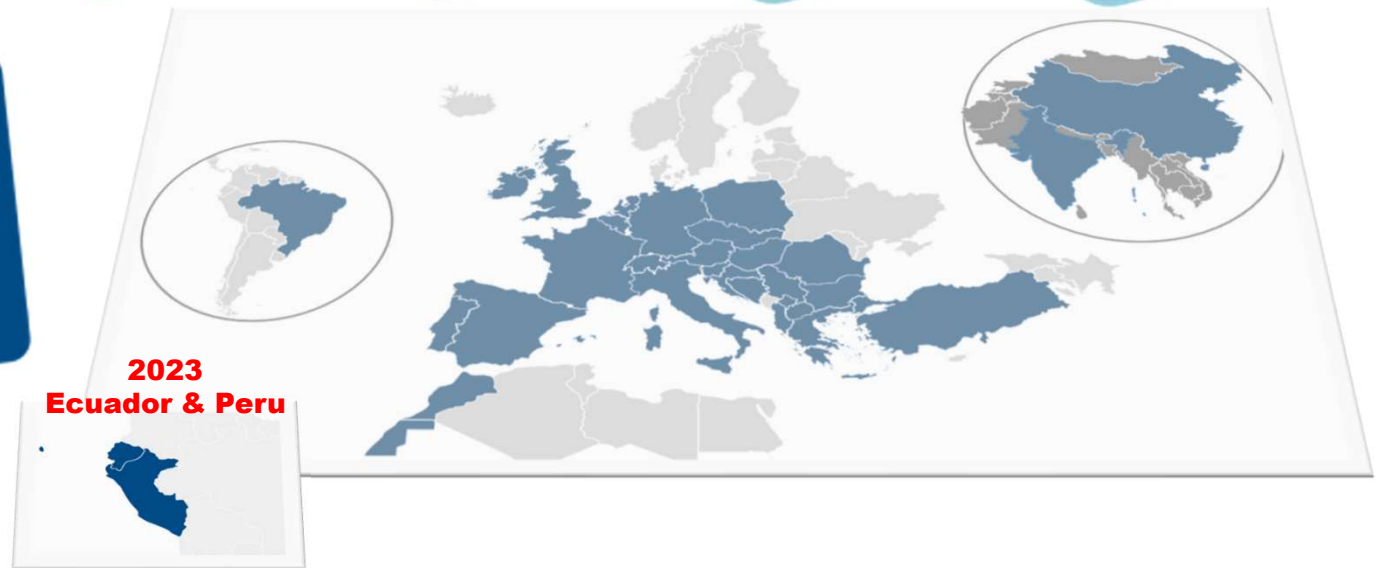
Countries  
whose healthcare  
providers are  
Vivisol customers

**8**

UN SDG's  
addressed by our  
activities & products

**12%**

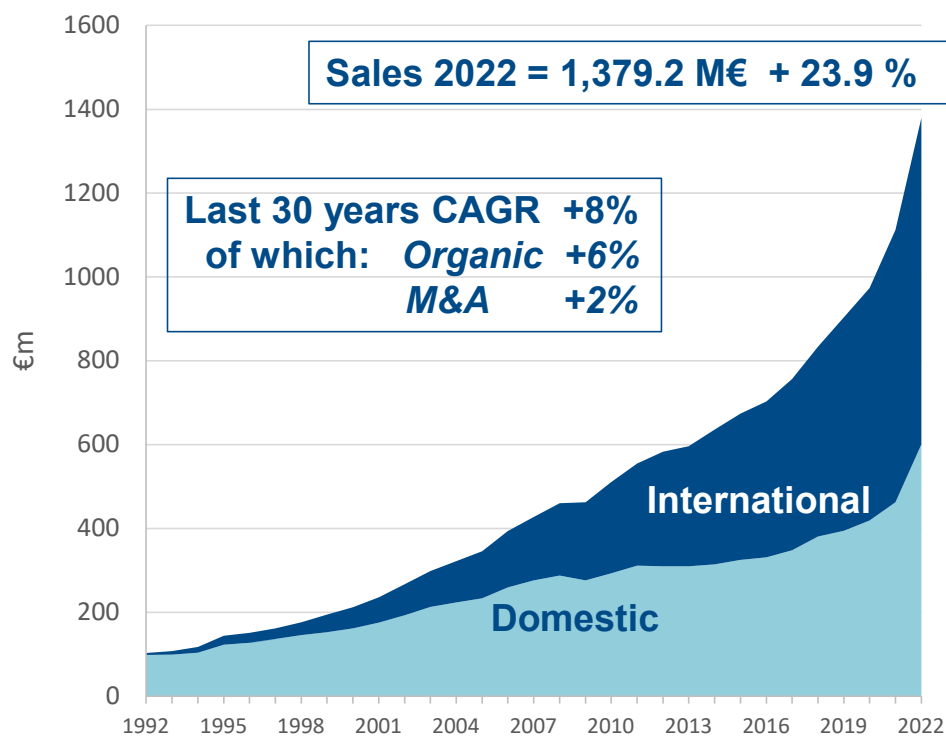
Renewable  
electricity generated  
as % of  
consumption



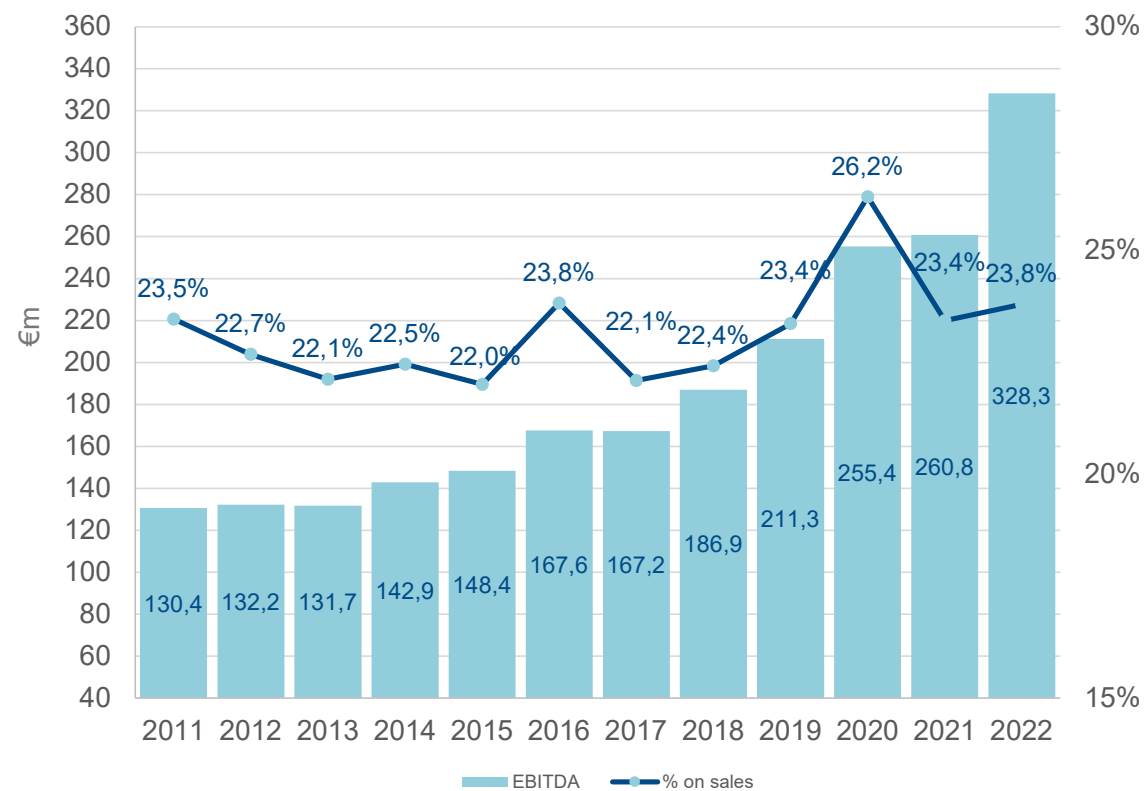


# SOL Group – In Figures

## Sales Progression

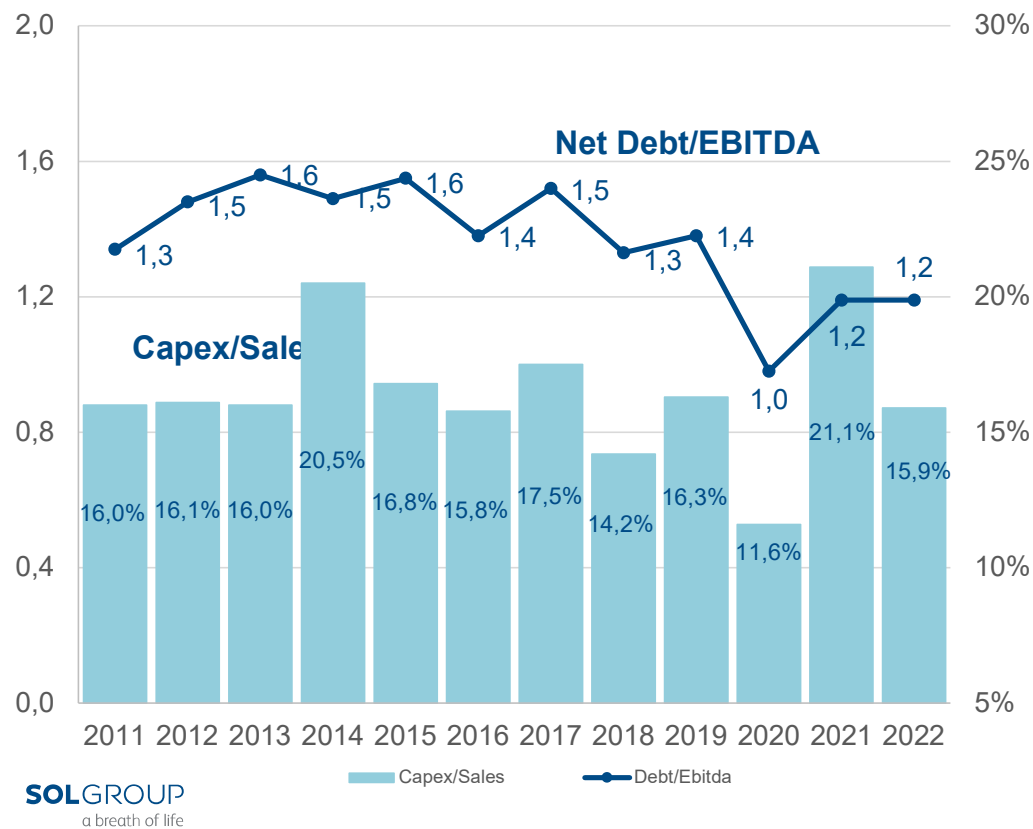


## EBITDA and Margin

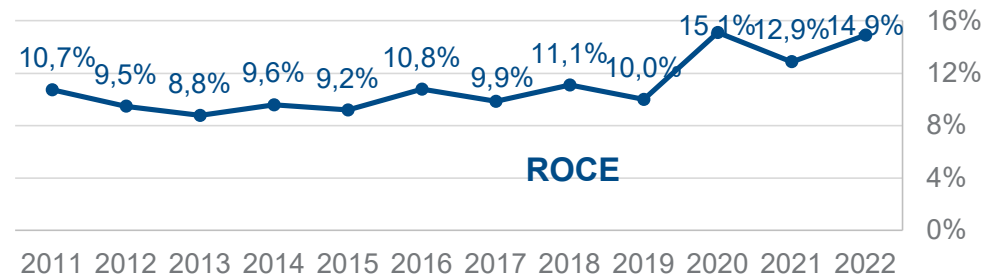


# SOL Group – In Figures

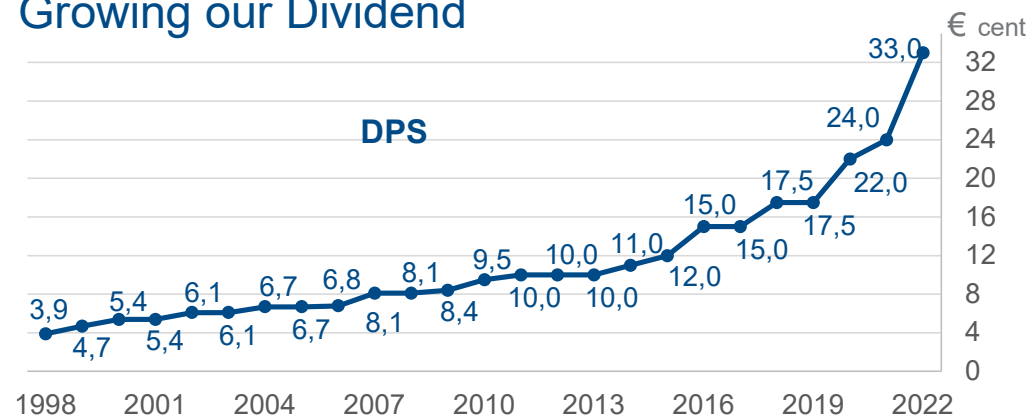
## Constant but Measured Investment



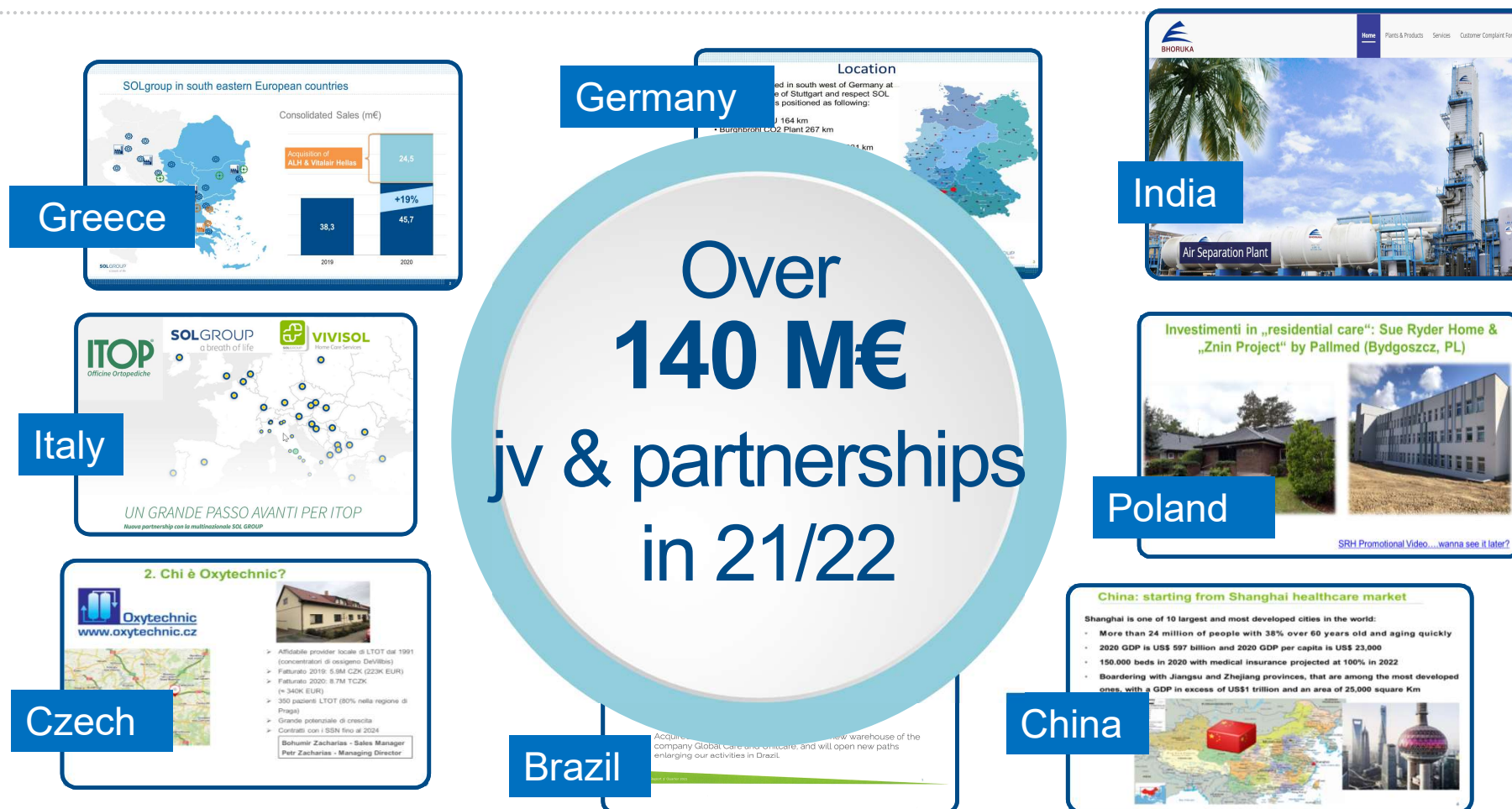
## Maintaining Returns



## Growing our Dividend



# SOL Group – 2021 - 2022 M&A, Seized Opportunities Despite Difficult Context





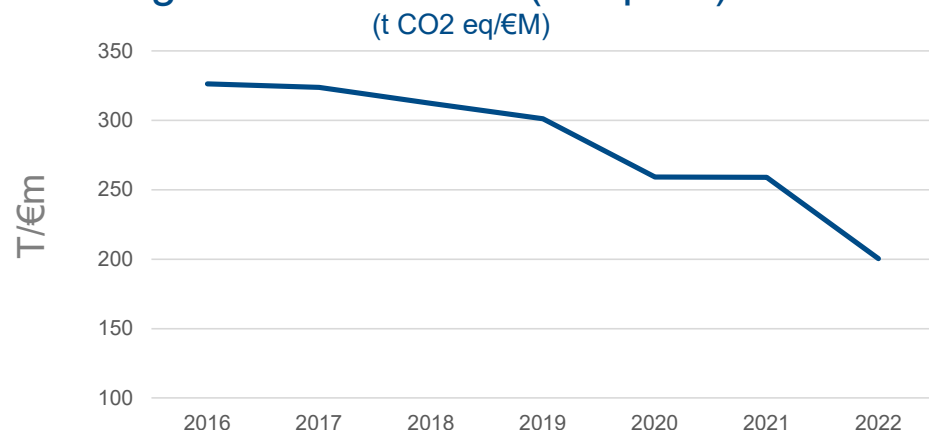
# SOL Group – Our plans for the future

## Our Six Pillars



# SOL Group - Environmental

## Declining CO2 Emissions (Scope 2)/Turnover

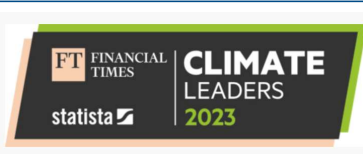


MORNINGSTAR SUSTAINALYTICS

TOP 10 Ranked out of 545 chemical firms



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



Top 25  
Chemicals & materials  
sector

SOLGROUP  
a breath of life

## 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 **12%** of the Technical Gases division's annual power consumption

## Clean Energy Highlights



INDIA

Renewables 35% of power used



GREECE

100% of electricity from renewable sources



ITALY

Vivisol electricity 100% renewable

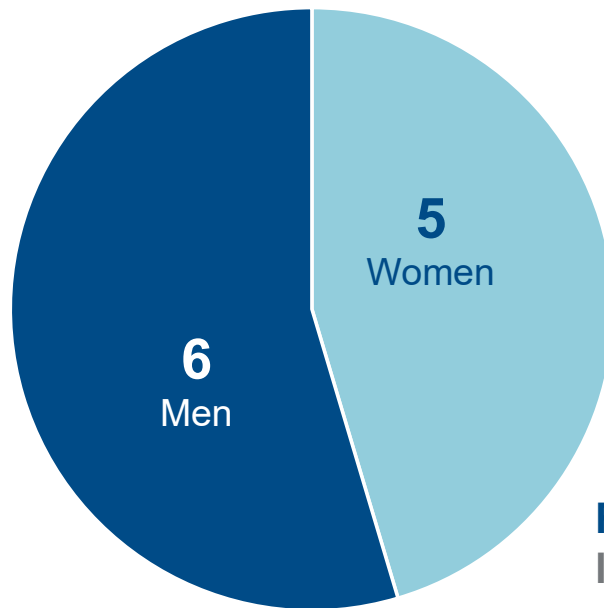


UK

Vivisol UK carbon neutral since 2020

# SOL Group – Governance and Social

## Our Board

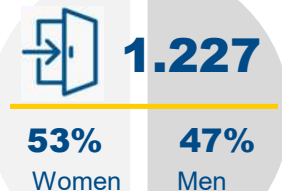


**INDEPENDENCE**  
not executive and  
not family: 5/11

**CONTINUITY**  
more than 10  
years' service:  
4/11

**RENEWAL**  
less than 5  
years' service:  
4/11

## Employees by gender    New hires by gender



**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**

**MORNINGSTAR**

**SUSTAINALYTICS**

Management of ESG risks assessed as **STRONG**



# Vivisol Home Care Services

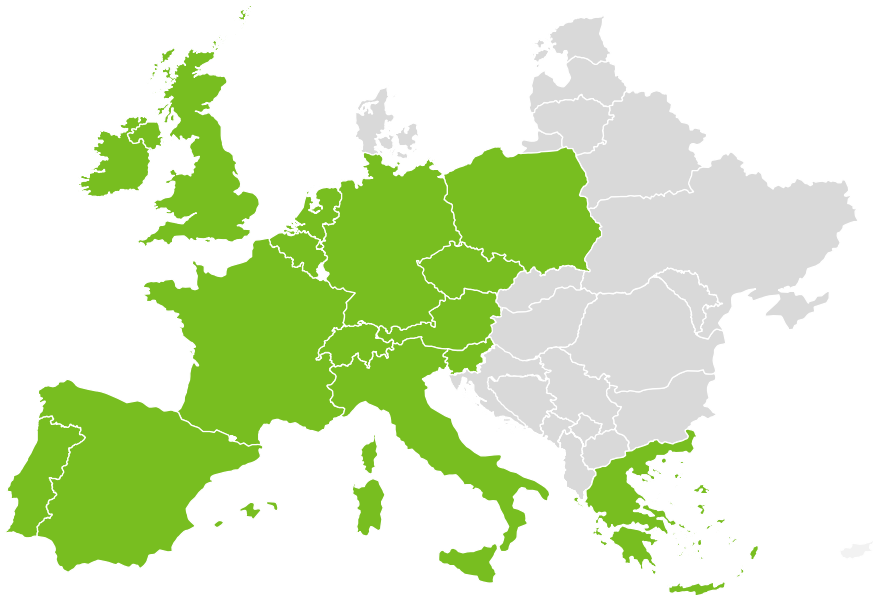
A Leader in European Home Care

**SOLGROUP**  
a breath of life

**VIVISOL**  
Home Care Services

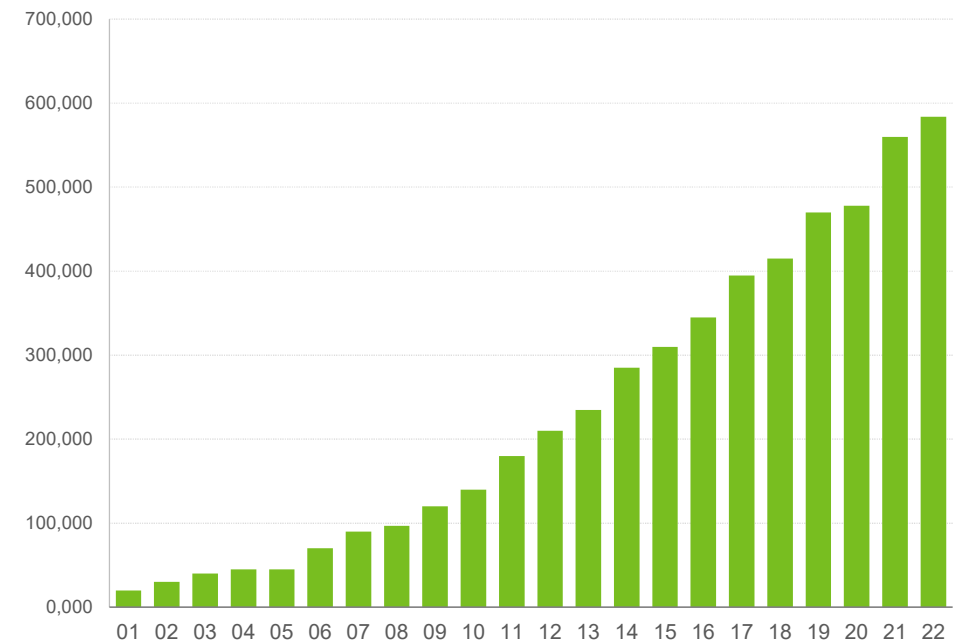
# Vivisol – A Leader in European Home Care

N° 2 in European respiratory home care



Also present in: BRAZIL, TURKEY, CHINA

Over 584k 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 O<sub>2</sub>

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

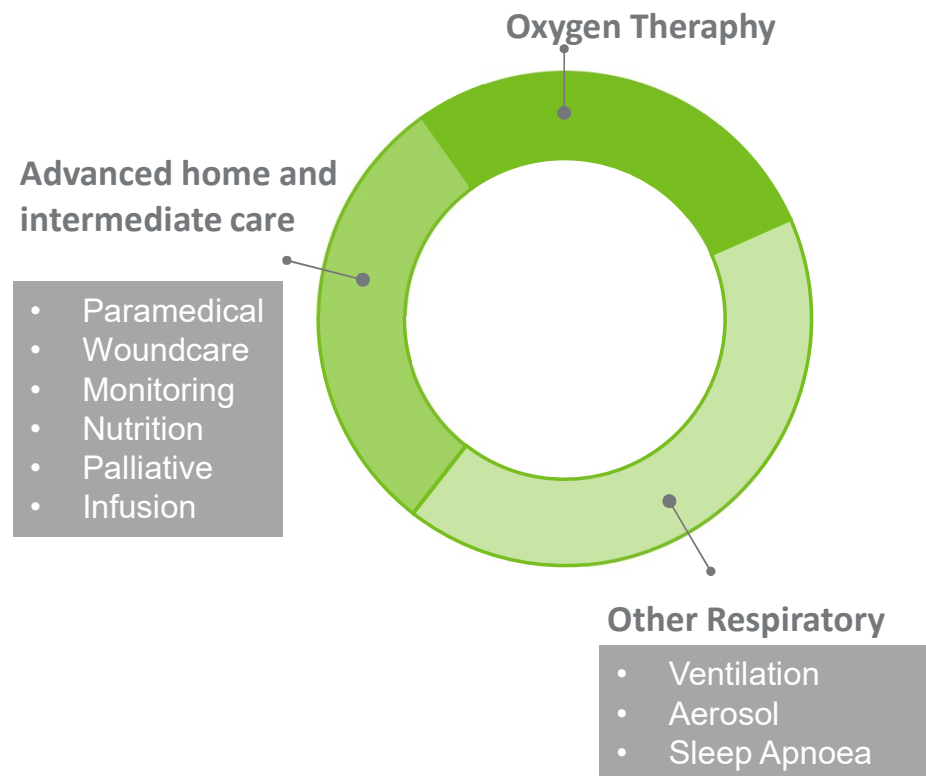
### Management of chronic patients course of care

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

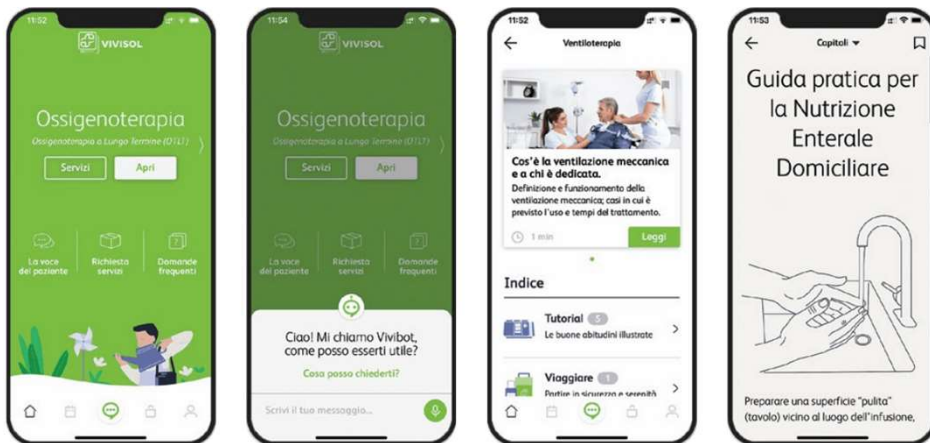


# Vivisol – A Leader in European Home Care

## 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:

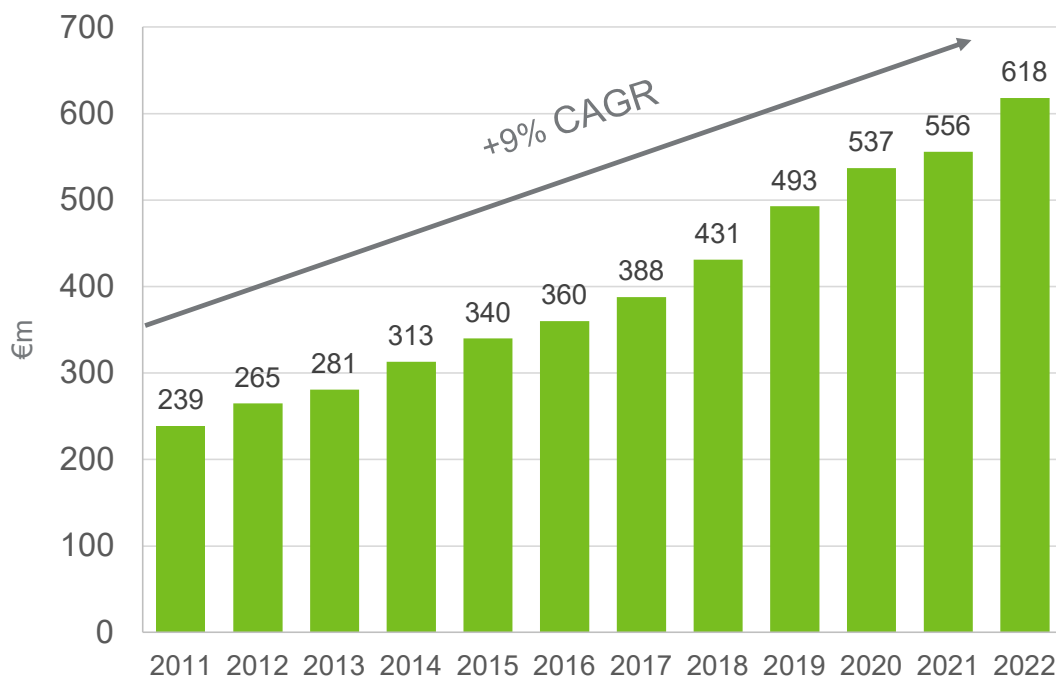
- respiratory monitoring
- COPD exacerbation prediction
- nutrition monitoring
- skin lesion management supervision
- palliative care enhancement

### IOT IN HOME CARE

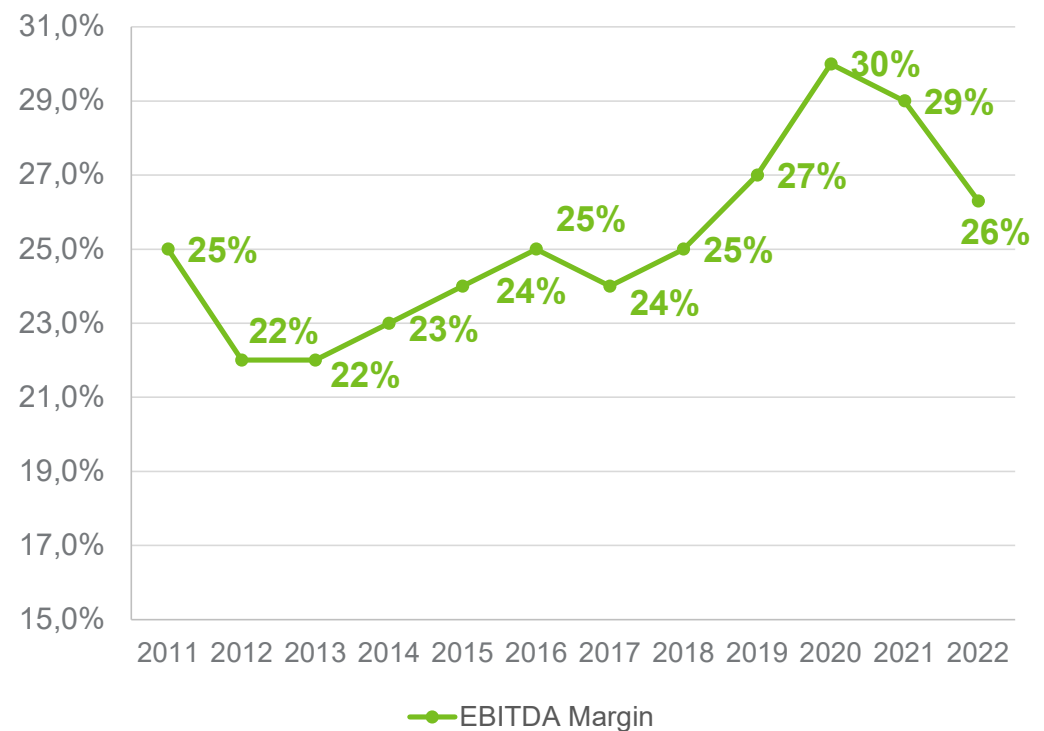
Working with software partners and LHAs in Italy, Spain, UK and The Netherlands to monitor patients, improve compliance, download prescriptions etc.

# Vivisol – A Leader in European Home Care

## Sales Progression



## EBITDA



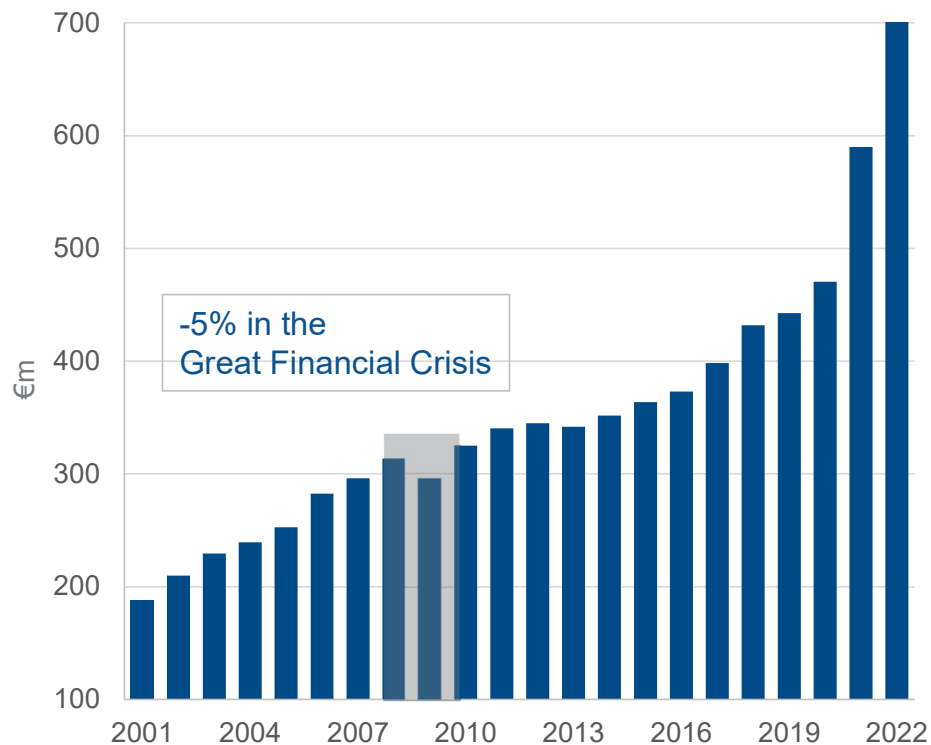


# Technical Gases and Services

Resilience and Growth

# Technical Gases and Services – Resilience and Growth

## Resilient Sales Progression



**SOLGROUP**  
a breath of life

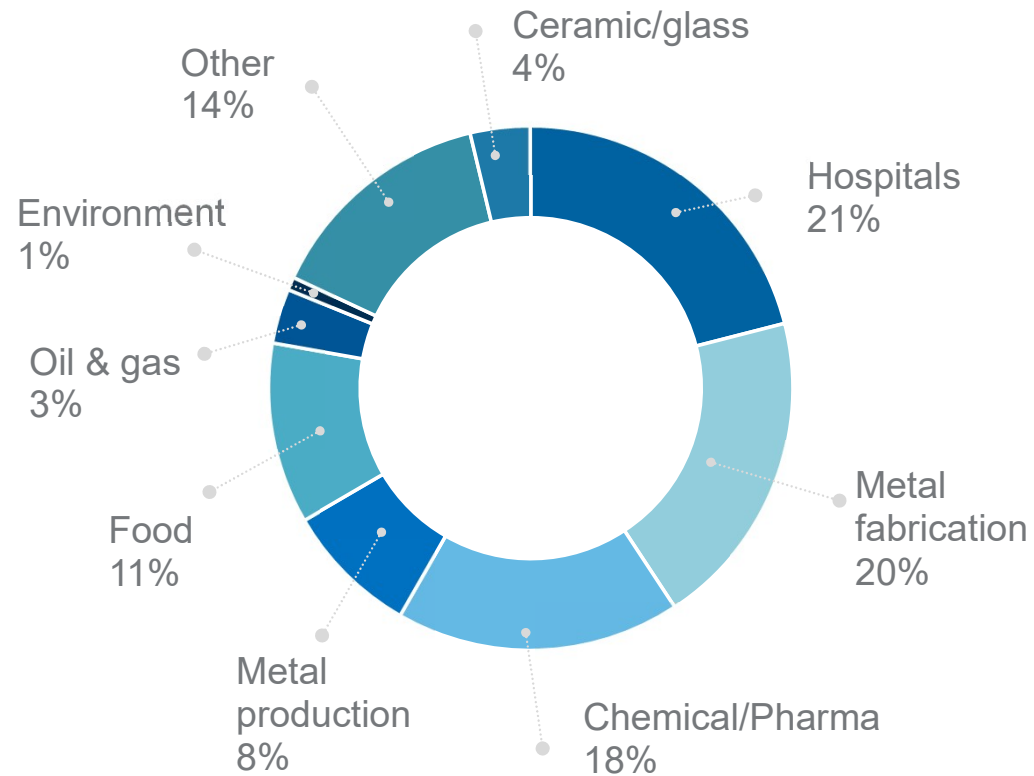
## Exciting Growth Product Areas



- Liquid nitrogen road transport and refrigeration
- Modified atmosphere food packaging
- Hospital services
- LNG for road transport
- Solid CO<sub>2</sub> pellet cleaning
- Water and sewage treatment

# Technical Gases and Services – Resilience and Growth

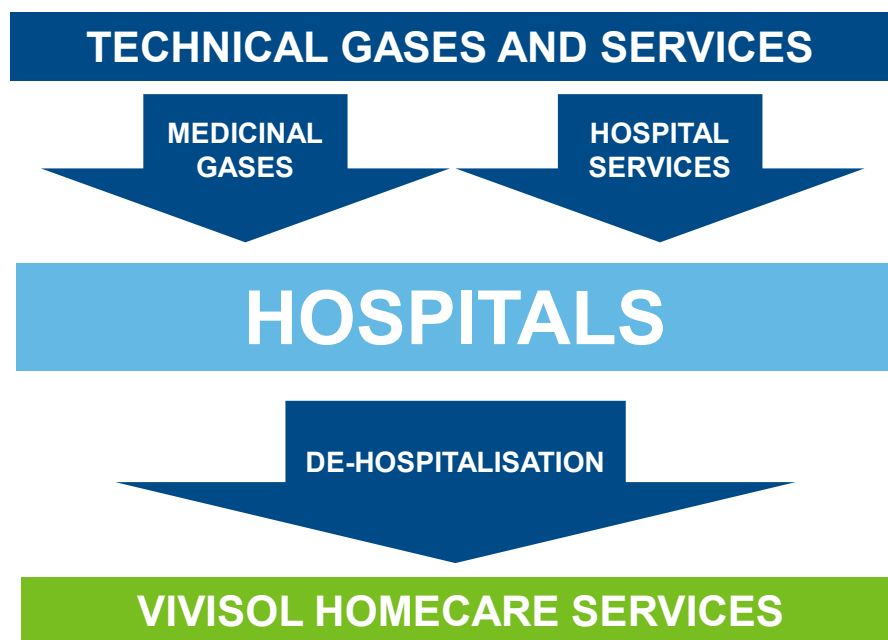
## Diverse Client Base



# 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

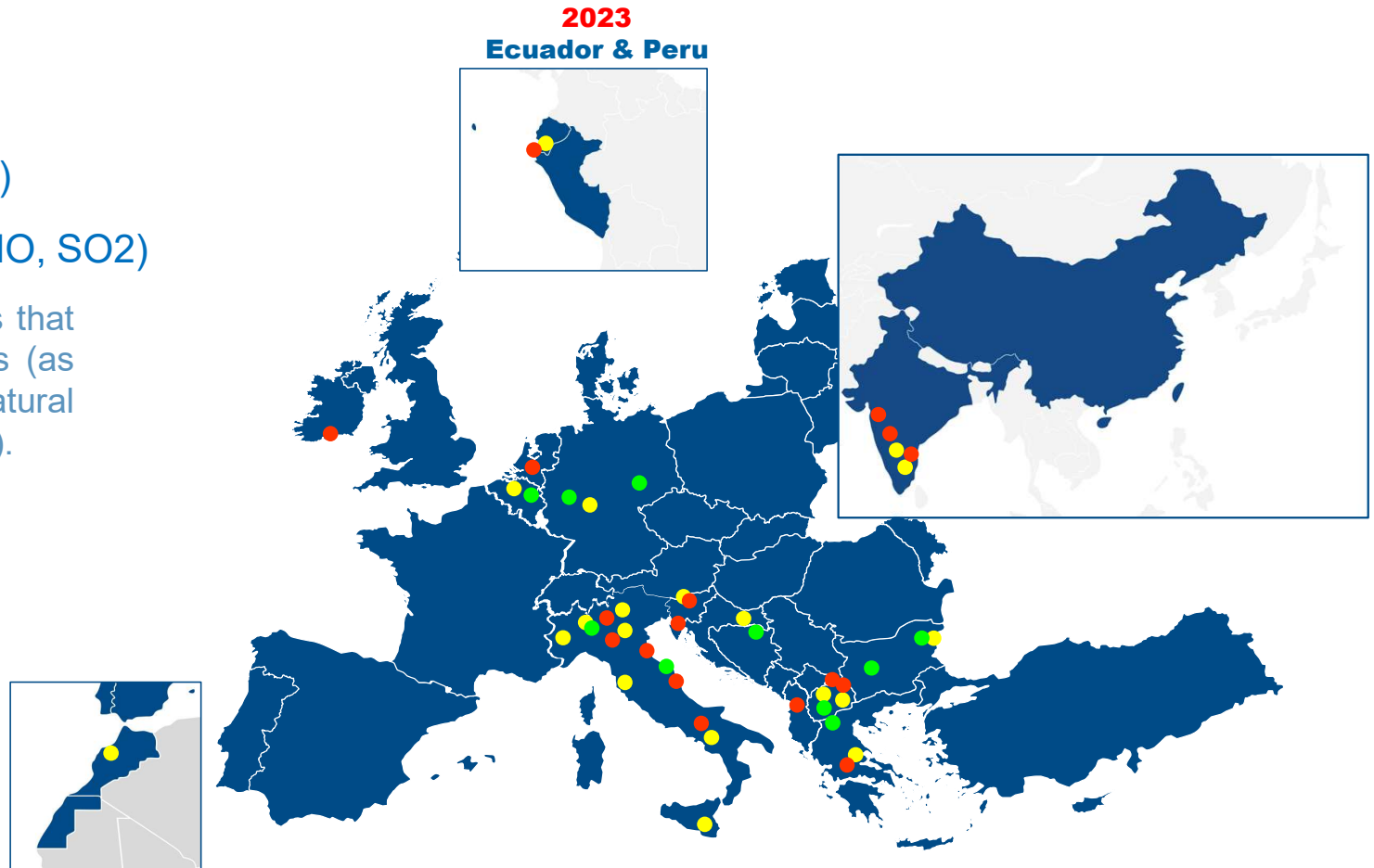
# Technical Gases and Services – Resilience and Growth

## Broad international footprint

- **18 ASU** (air separation units)
- **10 LCO<sub>2</sub>** (CO<sub>2</sub> production units)
- **16 «others»** (H<sub>2</sub>, N<sub>2</sub>O, C<sub>2</sub>H<sub>2</sub>, NO, SO<sub>2</sub>)

**44** 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.**





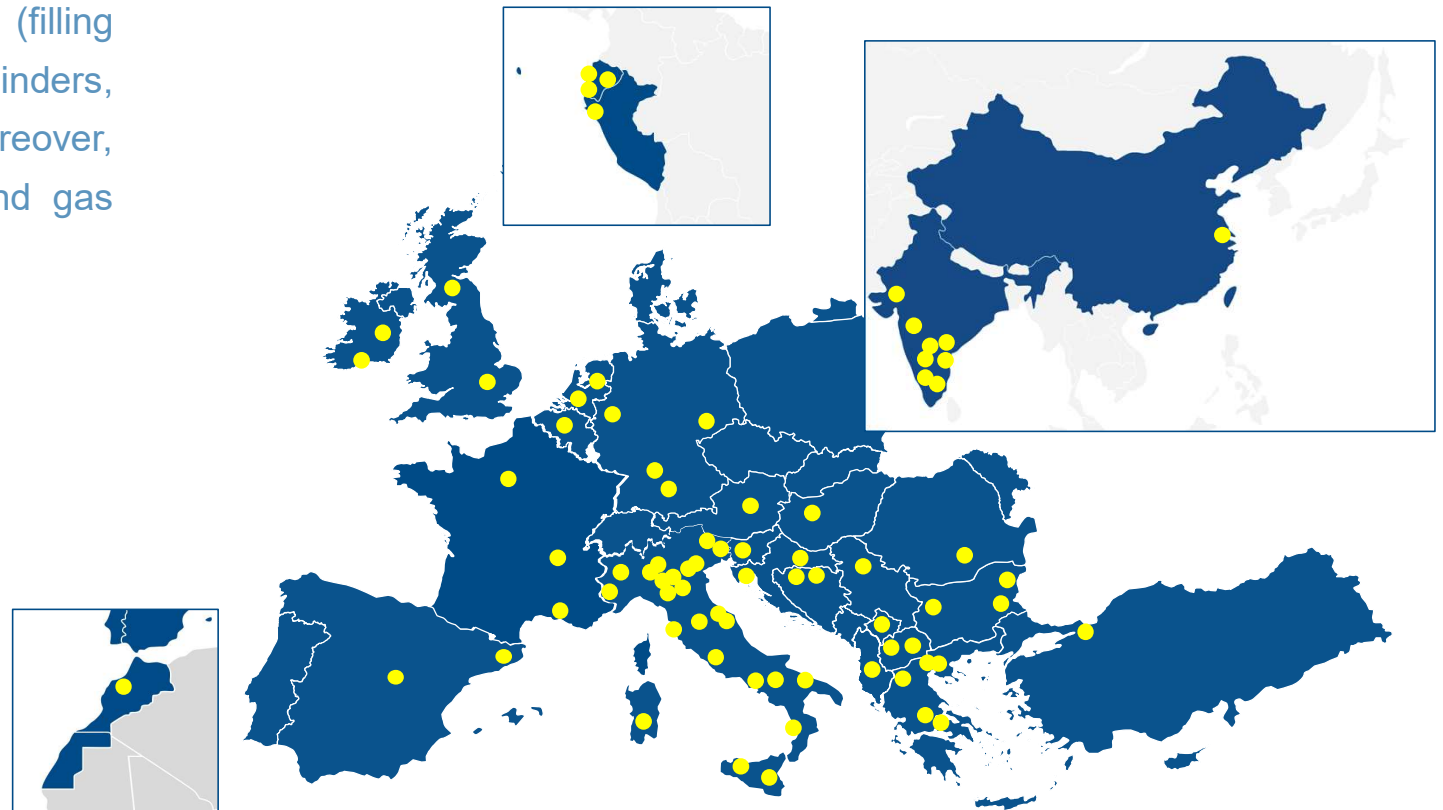
# Technical Gases and Services – Resilience and Growth

## Broad international footprint

**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.**

**2023**  
**Ecuador & Peru**



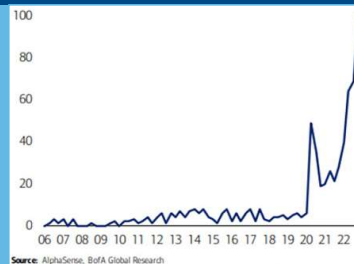
# Technical Gases and Services – Resilience and Growth

## 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 O<sub>2</sub>
- **Bottling** - reducing plastic weight with nitrogen
- **Cooling** - saving power, diesel with liquid nitrogen
- **Sewage treatment** - saving power with O<sub>2</sub>

### 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 CO<sub>2</sub>
- **Aquaculture yields** - enhanced by O<sub>2</sub>

# 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**



# SOL Group – Consolidated Income statement

(Thousands Euro)			
		31.12.22	31.12.21
		%	%
<b>Net turnover</b>		<b>1.379.187</b> <b>100,0</b>	<b>1.112.909</b> <b>100,0</b>
Other revenues		83.904 6,1	11.060 1,0
Internal work capitalized		26.718 1,9	18.933 1,7
<b>Total revenues</b>		<b>1.489.809</b> <b>108,0</b>	<b>1.142.901</b> <b>102,7</b>
Raw materials		520.650 37,8	306.023 27,5
Services		366.030 26,5	319.511 28,7
Stocks		(13.232) (1,0)	(2.380) (0,2)
Other costs		28.446 2,1	24.761 2,2
<b>Total costs</b>		<b>901.894</b> <b>65,4</b>	<b>647.915</b> <b>58,2</b>
<b>Added value</b>		<b>587.915</b> <b>42,6</b>	<b>494.987</b> <b>44,5</b>
Labour costs		259.657 18,8	234.209 21,0
<b>EBITDA</b>		<b>328.259</b> <b>23,8</b>	<b>260.778</b> <b>23,4</b>

# SOL Group - Consolidated Income statement

(Thousands Euro)			
		31.12.22	31.12.21
		%	%
<b>EBITDA</b>		<b>328.259</b> <b>23,8</b>	<b>260.778</b> <b>23,4</b>
Depreciation & Amortization		128.950 9,3	119.296 10,7
Other provisions		6.847 0,5	5.711 0,5
<b>Operating income recurring</b>		<b>192.462</b> <b>14,0</b>	<b>135.771</b> <b>12,2</b>
Non recurring (Income)/Charges		- -	- -
<b>EBIT</b>		<b>192.462</b> <b>14,0</b>	<b>135.771</b> <b>12,2</b>
Net financial		(12.593) (0,9)	(9.843) (0,9)
<b>PBT</b>		<b>179.869</b> <b>13,0</b>	<b>125.928</b> <b>11,3</b>
Taxes		42.294 3,1	32.170 2,9
<b>Net profit from ongoing operations</b>		<b>137.574</b> <b>10,0</b>	<b>93.757</b> <b>8,4</b>
Minorities		(3.882) (0,3)	(4.208) (0,4)
<b>NET PROFIT</b>		<b>133.693</b> <b>9,7</b>	<b>89.549</b> <b>8,0</b>
<b>EPS</b>		<b>1,474</b>	<b>0,987</b>



# SOL Group - Consolidated Balance Sheet

(Thousands Euro)

	31.12.22	31.12.21		31.12.22	31.12.21
<b>Assets</b>			<b>Liabilities</b>		
Net fixed assets	694,2	615,3	Shareholder's equity	820,6	698,3
Other fixed assets	297,0	237,3	Minorities	42,0	23,2
Cash and liquid assets	134,6	139,6	Financial debts	454,5	378,5
Inventory	84,1	67,3	Other non current liabilities	30,6	29,1
Net receivables	431,1	340,0	Payables	175,1	150,3
Other current assets	77,6	44,9	Other current liabilities	195,7	165,1
<b>Total assets</b>	<b>1.718,6</b>	<b>1.444,4</b>	<b>Total liabilities</b>	<b>1.718,6</b>	<b>1.444,4</b>

# SOL Group – Net Financial Position

(Thousands Euro)

	31.12.22	31.12.21
Cash and cash at bank	134.642	139.642
Securities	7.561	6.834
Loans - current portion	(73.251)	(67.757)
Leases - current portion	(18.331)	(15.309)
Due to shareholders	0	0
Other financial receivables - current portion	5.648	1.882
Other financial liabilities - current portion	(1.312)	(1.440)
<b>Short term liquidity</b>	<b>54.957</b>	<b>63.851</b>
Investments securities	684	1.077
Loans - long term portion	(387.254)	(341.372)
Leases - long term portion	(47.732)	(34.573)
Due to shareholders	(18.100)	(100)
Other financial receivables - long term portion	7.810	1.544
Other financial liabilities - long term portion	(112)	(1.314)
<b>Medium long term debt</b>	<b>(444.704)</b>	<b>(374.738)</b>
<b>TOTAL NET LIQUIDITY</b>	<b>(389.747)</b>	<b>(310.887)</b>

# GRAZIE

**SOLGROUP**  
a breath of life