Company presentation – Full year 2013
SOL Group at a glance

- Founded in 1927, is an Italian based multinational company present in 24 countries with more of 2,600 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 596 millions € of Total Group revenues in FY2013 (+2,3% FY2012);
  - Over 48% of international revenues in 2013 (vs 23,7% in 2000)
  - 7,2% sales CAGR in the last 10 years;
  - 22,1% of EBITDA margin in 2013;
  - 0,518 of Debt/Equity ratio;
  - Dividend policy: 30% average dividend pay out ratio over the last 10 years.
The Technical Gases Business
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 non-atmospheric): medicinal, pure and special gases.

- Oxygen
- Nitrogen
- Argon
- Hydrogen
- Carbon dioxide
- Acetylene
- Nitrous oxide
- Gas mixtures
- Ultra high purity gases
- Medical gases
- Gaseous helium
- Liquid helium
- Refrigerating gases
- Electronics gases
- Ammonia
- Combustible gases

Supply of plants, equipments, 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
Technical Gases Business

<table>
<thead>
<tr>
<th>Technical gases business (M€)</th>
<th>FY2013</th>
<th>FY2012</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>343</td>
<td>345</td>
<td>-0.6%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>70</td>
<td>71</td>
<td>-3.8%</td>
</tr>
<tr>
<td>EBITDA %</td>
<td>20.5%</td>
<td>21.2%</td>
<td>-0.7%</td>
</tr>
<tr>
<td>Investments</td>
<td>58</td>
<td>39</td>
<td>+47.9%</td>
</tr>
</tbody>
</table>

- In 2013 the industrial gases division sales were stable, maintaining the EBITDA margin above 20%.
- In 2013 the division invested over the 16% of its revenues.
- 4.1% sales CAGR over the last 10 ys.
Technical Gases business

Market characteristics

- Resilient and growing market
- Limited economic cycle demand dependence of each sales area
- Local presence as a key factor
- Broad variety and diversification of end-markets and applications:
  - Metallurgy and Steel industry
  - Glass, Ceramics, Fibers
  - Engineering, Metal Goods, Automotive
  - Gas, Water, Sewage and Refuse services
  - Food and Beverages
  - Electrical/Electronics and instruments
  - Chemical industry, Refinery, Rubber, Plastics
  - Hospitals, Health services, Pharmaceutical industry

SOL

- High diversification of sales area:
  - Diversified presence in each industry segments;
  - More than 100 different applications for technical gases

- Long term contracts with customers:
  - Pipeline and on-site supplies: up to 15 years;
  - Compressed gases: up to 5 years;
  - Cryogenic liquid gases: up to 3 years

- Strong local presence:
  - 19 countries, 34 primary transformation plants, 54 secondary transformation plants.
Technical Gases Business

Specialty and medicinal gases and services

- The uses of specialty gases are expanding in many different context. The market need for maximum accuracy finds its answer in the world of gases:

  - **Universities and research centers**: highly purified gas carriers for gas chromatography, calibration equipment and gaseous compounds used as precursors for chemical synthesis;
  - **Chemical and pharmaceutical** carrier gases and calibration gases in many activities related to process control;
  - **Hospitals**: medicinal gases for pharmaceutical use, pure products and mixtures for laboratory and analytical activities as a support to diagnostic processes, cryomangement services;
  - **High-tech industry sectors** (such as electronics, automotive and renewable energies) where the use of gases is vital to the innovation of production processes.
The company established a 50% joint venture with an important Indian partner (that has 25% of CO2 market share) for the production and distribution of technical gases.

- **34 primary production sites:** ASU Oxygen, Nitrogen, Argon, Hydrogen, Carbon Dioxide, Acetylene, Nitrous Oxide: units that produce gases from raw materials (electric energy, atmospheric air, natural gas, calcium carbide and ammonium nitrate).
- **54 secondary transformation sites (filling station):** units that are dedicated to filling activity, storage and distribution of gas in general. Moreover they produce ultra high purity gases and gas mixtures.
The Home Care Business
The Home Care Business

- In the second half of the eighties, SOL seized a new market diversification opportunity by entering into the Home-Care service sector, synergical with the technical gas sector.

- The Group works through the VIVISOL Group, which supplies technologically advanced home care services to patients for the treatment of chronic pathologies.

- VIVISOL manages the complete patient care from the delivery of medical equipment and drugs, performed by specialized home care professionals, to the provision of qualified medical and nursing services, as well as tele-monitoring services and emergency management.

- The company operates in 10 leading countries of the European Union and in Turkey, with over 60 offices employing over 1,250 employees and serving more than 250,000 patients daily.
Home Care Business

Home care respiratory assistance

Respiratory home-care services concern the home delivery to patients of oxygen or enriched air and other services such as ventilation, diagnosis of pulmonary pathologies and therapy of respiratory disorders.

- Long term oxygen therapy
- Mechanical ventilation therapy
- Assistance to patients undergoing oxygen therapy during travels (VIVITRAVEL)
- Diagnosis and treatment of sleep disorder conditions

Other home care assistance

The other home-care services include telemedicine services, artificial nutrition, integrated home-care service in the respiratory framework and in monitoring child respiratory disorders.

- Home care artificial nutrition
- Integrated home care services
- Remote monitoring and diagnosis of respiration conditions

Home care equipment

VIVISOL markets also equipment intended for the diagnosis and therapy of the above-mentioned pathologies and its customers include hospitals, pharmacists, laboratories, clinics and doctors.

- Home and traveling oxygen therapy equipments
- Ventilation equipment
- Instruments and accessories for diagnosis and aerosol treatment
- Home aids
Home Care Business

<table>
<thead>
<tr>
<th>Hone Care business</th>
<th>FY2013 (M€)</th>
<th>FY2012 (M€)</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>281</td>
<td>265</td>
<td>+ 6,1%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>61</td>
<td>60</td>
<td>+ 3,2%</td>
</tr>
<tr>
<td>EBITDA %</td>
<td>21,9%</td>
<td>22,5%</td>
<td>- 0,6%</td>
</tr>
<tr>
<td>Investments</td>
<td>34</td>
<td>46</td>
<td>-26%</td>
</tr>
</tbody>
</table>

- VIVISOL has been able to grow over the 6% in 2013, with an EBITDA margin higher than 21%.
- The Group is continuing to invest significantly in this business.
Home Care Business

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
VIVISOL is present in 10 leading countries of the European Union and Turkey with over 60 branches.
The Hydro Energy Business
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 5 hydro-electric power plants in Slovenia (about 50 Million KWh/year), 2 plants in Albania; 4 plants in Macedonia (2 are under construction).
The Biotechnology Business
SOL Group is active in supplying biotechnological equipment and services to hospitals, clinics and laboratories (cryobanks, cellfactories, cryomanagement, cryotransportation).

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

With the recent (2012) acquisition of the majority of DIATHEVA, SOL Group is active in drug discovery and drug delivery (recombinant monoclonal antibodies), molecular diagnostic, GMP production of recombinant proteins.
SOL Group: 30 years Turnover (1983-2013)

- 1983 = 28,0 M€
- 1993 = 107,4 M€
- 2003 = 298,5 M€
- 2013 = 596,3 M€

**Sales**

CAGR +7.2% (+297.8 M€)

**Cash Flow**

CAGR +6.3% (+42.5 M€)
10 years net profit and dividend growth

**NET PROFIT**

- Net profit CAGR + 4.0%

**DPS - Dividend Yield**

- DPS CAGR + 5.2%

10Y AVERAGE PAY-OUT RATIO 30%

SOLGROUP
a breath of life
International Expansion

SOL is focused on its international expansion:

- The Group started its operations in Italy where it currently has 14 primary production sites.

- In 2013 the Group is present in 22 countries.

- Sol Group is moving towards a 50/50 Italian/International sales ratio, to be reached in 2014.

10 years sales: 2003-2013 (+201.6 M€)
Capital Expenditures (2003-2013)

10 years of investments on sales 2003-2013

High annual investments

- The Group every year invests about 15% of its revenues;
- The Sol business requires a high level of investments for long term growth options;
- In 2013 almost the 74% of the Group investments have been made outside Italy.
Shareholding information and market price

Outstanding Shares
- 90.700.000 ordinary shares
- par value: 0,52

Shareholding Structure
- Fumagalli and Annoni families 60%

Source: Borsa Italiana