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**Air Liquide Vietnam**

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**Industrial Merchant  
activities of Air  
Liquide**

The Industrial Merchant business line ensures the management of the production and distribution of **gases in bulk and cylinders**, and provides customers with the applications and services required for their implementation.

Its customers, who range from tradesmen to major businesses, use **industrial gases** in 5 key sectors:

- food and pharmaceuticals
- automobile and manufacturing
- crafts and distribution
- materials and energy
- technology and research.

The 2008 revenue of **Industrial Merchant business line** amounted to €4.609 billion.

## New developments in Vietnam

*press release*

With GDP expansion expected to reach nearly 5% in 2009, Vietnam enjoys a robust economic backdrop that favours industrial development. The industrial gas market in Vietnam supports traditional industrial sectors such as steel, glass, construction, chemicals and automobile, but also high technologies. Air Liquide, **the historical leader in North Vietnam**, is currently undergoing **new developments in the southern regions of the country**.

Air Liquide announces the commissioning of **two Air Separation Units (ASU) in South Vietnam**. The first ASU is based in the Saigon High Tech Park where Air Liquide has signed **a long-term contract** with one of the world's leaders in the semiconductor industry, and will be supplying gaseous nitrogen to this customer's largest assembly and test unit. This ASU will be able to produce **100 tonnes per day of liquid oxygen, nitrogen and argon for the region's customers**.

The second ASU, located in the Phu My industrial park, one of South Vietnam's main industrial parks and located near Ho Chi Minh City, **has just been commissioned**. Air Liquide supplies air gases and hydrogen by pipeline to steel customers. This ASU has a production capacity of **190 tonnes per day of liquid oxygen, nitrogen and argon** in addition to gaseous nitrogen production.

Investments of the Group in these ASUs and the related supply chain total nearly **€30 million**.

In addition, **Air Liquide is strengthening its leading position** with another recent success in the north. The Group will deliver to **HQCEC - Huanqiu Contracting and Engineering Corporation - Vinachem** being the user - Vietnam National Chemical Corporation - **a unit with capacity of 1,200 tonnes per day, designed and built by the Engineering teams of Air Liquide Hangzhou**. When this unit, operated by Vinachem, based in Ninh Binh 90 km north of Hanoi, starts up at the beginning of 2012, it will be the largest **ASU in Vietnam**.

**Jean-Pierre Duprieu**, Senior Vice-President Asia-Pacific and a member of Air Liquide's Executive Committee, declared: *"With 4 ASUs covering two main industrial basins in the north and the south, and the largest installed production capacity in the country, the Group confirms its leadership ambition in Vietnam. Air Liquide is proud to contribute to the growth of this country's economy and recently received the first Golden FDI Award (Foreign Direct Investment) from the*

## Air Liquide Engineering

designs, develops and builds gas production units for the Group or for its customers. After the acquisition of the Lurgi group in 2007, it comprises **3,200 employees**, spread over **ten Engineering & Construction centers**, covering its major markets.

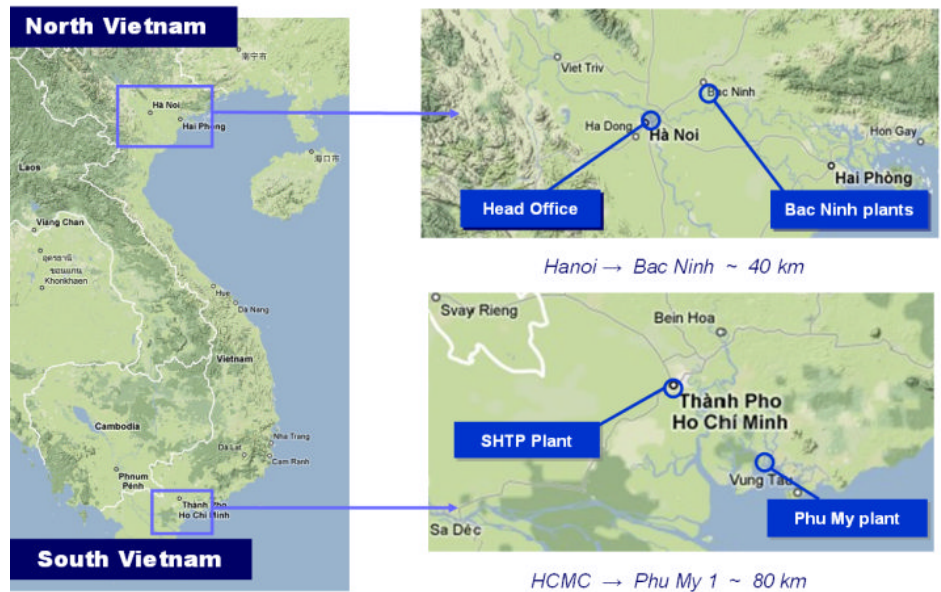
## Air Liquide in Vietnam

Operating since **1996**, Air Liquide Vietnam employs **114 people** and supplies more than **200 customers**.

Air Liquide manages **two ASUs in North Vietnam**, with a **total production capacity of 110 tonnes per day**, together with a hydrogen production unit in **Bac Ninh** that supplies the largest glass manufacturing unit in the country (VFG-Nippon Sheet Glass/Viglacera) and many other customers in the region. These customers include: automobile and motorbikes manufacturers, shipyards, steel mills, hospitals, food processing and electronics industries. An on-site production unit designed and built by Air Liquide Engineering Hangzhou is also dedicated to supplying nitrogen to the new Samsung Electronics plant manufacturing mobile telephones.

*Vietnamese government, which recognizes the top performing foreign companies in Vietnam.*

*With nearly 90 million inhabitants, Vietnam represents a significant market for Air Liquide. Emerging economies remain a growth driver for the Group."*



***Air Liquide is the world leader in gases for industry, health and the environment**, and is present in over **75 countries** with **43,000 employees**. Oxygen, nitrogen, hydrogen and rare gases have been at the core of Air Liquide's activities since its creation in 1902. Using these molecules, Air Liquide continuously reinvents its business, anticipating the needs of current and future markets. The Group innovates to enable progress, to achieve dynamic growth and a consistent performance.*

*Air Liquide combines many products and technologies to develop valuable applications and services not only for its customers but also for society. **Innovative technologies** that curb polluting emissions, lower industry's energy use, recover and reuse natural resources or develop the energies of tomorrow, such as hydrogen, biofuels or photovoltaic energy... Oxygen for hospitals, homecare, fighting nosocomial infections...*

***A partner for the long term**, Air Liquide relies on employee commitment, customer trust and shareholder support to pursue its vision of sustainable, competitive growth. The **diversity** of Air Liquide's teams, businesses, markets and geographic presence provides a solid and sustainable base for its development and strengthens its ability to push back its own limits, conquer new territories and build its future.*

***Air Liquide explores the best that air can offer to preserve life, staying true to its sustainable development approach**. In 2008, the Group's revenues amounted to **€13.1 billion**, of which almost 80% were earned outside France. Air Liquide is listed on the Paris Euronext stock exchange (compartment A) and is a member of the CAC 40 and Dow Jones Euro Stoxx 50 indexes.*