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Germany: new contract and investments strengthen market position

press release



Contacts:

Corporate Communication

Corinne Estrade-Bordry
+ 33 (0)1 40 62 51 31
Garance Bertrand
+ 33 (0)1 40 62 59 62

Investor Relations

Virginia Jeanson
+33 (0)1 40 62 57 37
Annie Fournier
+33 (0)1 40 62 57 18

Air Liquide Germany

Andrea Feige
+49 (0)211 6699-264

Air Liquide in Germany

has around **4,000 employees** and serves about **300,000 customers**. Revenue in 2009 came to approximately **€2 billion**.

The Large Industries business line of Air Liquide

proposes **gas and energy solutions** that improve process efficiency and help achieve greater respect for the environment, mainly to the **refining and natural gas, chemicals, metals and energy** markets. 2009 revenues were **€ 3,219 million**.

In **Germany**, economic recovery is progressing quite positively in many industrial sectors. Industrial gases play a major role in numerous production processes. To meet the increasing customer demand over the long term, **Air Liquide is investing around €90 million** in its Large Industries business.

At Oberhausen (North Rhine-Westphalia), the **largest Air Separation Unit (ASU) in Germany** is currently being built (as announced on June 5, 2008). With a production capacity of **2,400 tonnes per day of oxygen**, this plant will **start up in 2011**. The oxygen will be directly fed into the 500 kilometre pipeline network supplying the large customers in the iron and steel, chemical and petrochemical industries in the Rhine-Ruhr area, 24 hours a day year-round.

Furthermore, Air Liquide is proud to announce that it has been selected by **Aurubis AG**, the **largest copper manufacturer in Europe**, for its new long term needs of oxygen in **Hamburg** and **Lünen** (near Dortmund, North Rhine-Westphalia). In that perspective, Air Liquide will construct an **additional Air Separation Unit in Hamburg** with a capacity of more than 500 tonnes per day of **gaseous oxygen and liquid products**; this plant will be commissioned in 2011.

Guy Salzgeber, member of Air Liquide's Executive Committee, Vice-President for North and Central Europe, said: *"With these investments, we are very happy to see the materialization of our development efforts in Germany. The new contract with Aurubis marks a further step in the development of the Group's activities in Northern Germany. Those are positive signs of the recovery of the investment cycle in Western Europe which is very good news for our activities in these countries."*

Air Liquide is the world leader in gases for industry, health and the environment, and is present in over **75 countries** with **42,300 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.

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... Air Liquide combines many products and technologies to develop valuable applications and services not only for its customers but also for society.

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, expand into 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 2009, the Group's revenues amounted to **€12 billion**, of which almost 80% were generated 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.