



New investment in the Philippines

press release

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Industrial Merchant activities of Air Liquide

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

Its customers range from tradesmen to major businesses and use **industrial gases** in 5 key sectors: food and pharmaceuticals, automobile and manufacturing, crafts and distribution, materials and energy, and technology and research. In 2010, the Industrial Merchant business line generated revenue of **€4,753 million**.

The Philippines, a newly industrialized country, experienced a **record GDP growth rate of 7.3% in 2010**. In recent years, its formerly agriculture-based economy has been transforming itself into a services and manufacturing-based economy. The electronics sector is one of the most important in the country.

Air Liquide, which is already the leading gas supplier to the electronics industry in the Philippines, will invest more than **€22 million** in the construction and operation of a **new Air Separation Unit (ASU)** in the Calamba Premiere Industrial Park, south of Luzon.

The new ASU, to be commissioned by **year-end 2012**, will produce **gaseous nitrogen** as well as more than **200 tonnes per day of liquid gases**, mainly oxygen and nitrogen, to address increasing demand from **high-tech manufacturers** in the Luzon area. This unit will reinforce the availability and reliability of the Air Liquide supply chain in the country.

The new ASU will benefit customers that include Samsung Electro-Mechanics Philippines Corporation (SEMPHIL), which recently awarded Air Liquide a new long-term contract for the supply of industrial gases. SEMPHIL, an affiliate manufacturing plant of the Samsung Electro-Mechanics Corporation in South Korea, has a large manufacturing facility in the Luzon area producing passive components for its world market.

Air Liquide has been working with SEMPHIL since 2000. SEMPHIL is a manufacturer committed to supplying high quality and world class products and the new ASU will help the company gain recognition as one of the world's leading companies.

Jean-Marc de Royere, Senior Vice-President Asia Pacific and a member of the Air Liquide Executive Committee, said, ***"We want to thank SEMPHIL for their renewed trust in Air Liquide. We are confident in the long-term strength of the economy of the Philippines, and this latest investment will enable us to meet the various needs of our customers. High Technologies and Developing economies are two of the growth drivers of the Air Liquide group."***

Air Liquide in the Philippines

Air Liquide has been present in the Philippines since **1997**. Today, with **230 employees**, Air Liquide Philippines has established a strong reputation for safety, reliability and technical competence, with customers mainly in the electronics packaging and assembly industry. Air Liquide is also the only gas supplier in the country to have installed back-up power generators, located in Pasig, to ensure maximum supply reliability.



Air Liquide footprint in the Philippines

Air Liquide is the world leader in gases for industry, health and the environment, and is present in **80 countries** with **43,600 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, 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 2010, the Group's revenues amounted to **€13.5 billion**, of which more than 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.