



Paris, May 30th, 2011

Chile: major investment in Santiago region

press release

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Air Liquide Chile

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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. For 2010, the Industrial Merchant business line generated revenue of **€4,753 million**.

Air Liquide in Chile

Air Liquide Chile will be celebrating in 2011 its **20 years anniversary**, serving thousands of industrial customers, hospitals and patients throughout the country with seven locations. It notably supplies gaseous oxygen to the **largest copper smelters** of Chile.

In the recent years, Air Liquide Chile has developed a homecare activity and is now delivering oxygen to more than **3,000 patients** throughout the country.

The **Chilean economy** is one of the most dynamic in Latin America. The country has enjoyed steady growth over the last 10 years.

The Global Competitiveness Report for 2009-2010, a yearly report published by the World Economic Forum, ranks Chile as being the 30th most competitive country in the world and a key country in Latin America. Its political stability, natural resources and skilled workforce have attracted foreign investors. The market growth is driven by investment in the mining industry, an export-driven food industry and increasing requirements for environment protection, the health and well-being of its citizens.

In this context, Air Liquide has decided **to invest in a new air gases plant in the Santiago region**, close to Chile's main markets. This plant, representing an **investment of approximately €25 million (35 million USD)**, will have a production capacity of nearly **150 tonnes per day** of liquid oxygen, nitrogen and argon and allow Air Liquide to meet the growing needs for liquid and cylinder gases of the Industrial Merchant and Healthcare markets in the Central and Southern regions of Chile.

The new unit will be commissioned **mid-2013**. This plant will significantly enhance Air Liquide's supply chain in the region and will offer customers greater flexibility, cost competitiveness and reliability.

Michael J. Graff, President and CEO, American Air Liquide Holdings, Inc. and a member of Air Liquide's Executive Committee, commented: ***"We are very pleased to announce this investment in the Santiago region, representing Air Liquide's confidence in the Chilean economy, and our ability to meet the growing and more sophisticated needs of customers and patients in the region. Developing economies are a growth driver for Air Liquide."***

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Air Liquide footprint in South America



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Air Liquide footprint in South America



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.