

## Germany: major contract with ThyssenKrupp Steel Europe

Air Liquide is further strengthening its **position in Germany** by signing a **major long-term supply contract** with ThyssenKrupp Steel Europe AG in the **Rhine-Ruhr area, one of the largest and leading industrial basins in Europe.**

Deliveries under the agreement include **4,600 tonnes per day of oxygen, plus nitrogen and argon**, which will be supplied to **ThyssenKrupp's steelworks** based in the Duisburg cluster, **the largest steel production region in Europe**, supplying notably the needs of the automotive industry in Germany.

**Oxygen, nitrogen and argon** are required by the steel industry for a number of applications, ranging from air enrichment for blast furnaces to oxygen steelmaking processes. The use of these gases helps to improve the productivity and energy performance of steelworks whilst reducing atmospheric emissions.

The gases will be supplied via Air Liquide's **500 kilometer local pipeline network**, which already serves customers in the steel, chemical and petrochemical industries in the Rhine-Ruhr area. This pipeline is fed by Air Liquide Air Separation Units, including **Germany's largest oxygen production plant** (with a capacity of 2,400 tonnes per day), which was started up by Air Liquide in 2012.

A pipeline gas supply operated non-stop is the most efficient and reliable way of delivering gases to large industrial customers. The Air Liquide group operates more than 9,000 km of gas pipelines all over the world.

**Dr. Herbert Eichelkraut**, Member of the Executive Board of ThyssenKrupp Steel Europe AG, said: ***"As a producer of premium carbon steel flat products, ThyssenKrupp Steel Europe fulfills its customers' demanding requirements. Our high quality standards as well as our large-scale production facilities also imply enormous challenges for the industrial gas supplier. Therefore, ThyssenKrupp Steel Europe has chosen Air Liquide and its production network as one of its strategic partners."***

**Guy Salzgeber**, Vice-President, Western Europe and member of Air Liquide's Executive Committee, commented: ***"This new contract marks a further step in our longstanding cooperative relationship with ThyssenKrupp, one of the leading producers of steel in Europe. We are proud to have been selected as a key provider in the metal industry and look forward to bolstering our relationship with Germany's largest steelmaker. This milestone illustrates our strategy of expanding in industrial basins and our ability to capitalize on our existing assets to gain new markets."***

### **Air Liquide in Germany**

has around 4,000 employees and serves about 300,000 customers. Revenue in 2012 came to approximately € 2 billion. Present in Germany's major industrial basins, Air Liquide supplies a number of industries such as aeronautics, automotive, food & beverages, chemicals, defence, electronics, energy, metallurgy, mining, metal fabrication as well as healthcare customers.

### **The Large Industries business line**

offers gas and energy solutions that improve process efficiency and help achieve greater respect for the environment, mainly in the refining and natural gas, chemicals, metals and energy markets. In 2012, revenues were € 5,015 million.

## **CONTACTS**

### **Corporate Communications**

Anette Rey

+ 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 Communications**

Andrea Feige

+49 (0)211 6699264

---

World leader in gases, technologies and services for Industry and Health, Air Liquide is present in 80 countries with close to 50,000 employees and serves more than 2 million customers and patients. Oxygen, nitrogen and hydrogen have been at the core of the company's activities since its creation in 1902. Air Liquide's ambition is to be the leader in its industry, delivering long-term performance and acting responsibly.

Air Liquide ideas create value over the long term. At the core of the company's development are the commitment and constant inventiveness of its people.

Air Liquide anticipates the challenges of its markets, invests locally and globally, and delivers high-quality solutions to its customers and patients, and the scientific community.

The company relies on competitiveness in its operations, targeted investments in growing markets and innovation to deliver profitable growth over the long-term.

Air Liquide's revenues amounted to € 15.3 billion in 2012, and its solutions that protect life and the environment represented around 40% of sales. 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.