

## Air Liquide: Record number of plant start-ups in the last two months

Over the course of December and January, Air Liquide completed the commercial start-up of **8 large-scale units around the world**, concretizing a string of commercial successes in growth markets.

In particular, Air Liquide has **started up four large-scale Air Separation Units (ASUs) in China**. These units will supply customers in the fields of energy and chemicals under the terms of **long-term contracts** and are located in the provinces of Shanxi, Guangdong, Shaanxi and Jiangsu, where Air Liquide has also started up a syngas purification unit.

With the start-up of these **four ASUs**, whose **combined capacity is 10,000 tons per day**, the Group **increases its oxygen-producing capacity in China by close to 50%**.

In addition to these start-ups in China, **four other large-scale units have been commissioned around the world**, serving customers in the fields of gas and oil exploration, iron and steel, as well as petrochemicals, in Mexico, South Africa, Taiwan and Canada.

All of these recently commissioned units are the result of **growth investments** the Group has made since 2010, totaling around **400 million euros**. They will ramp-up during the course of 2014 and 2015.

**François Jackow**, Group Vice President, Corporate Strategy, member of the Air Liquide Executive Committee supervising the Group's Large Industries World business line, commented: ***"These start-ups strengthen our leadership position in growth markets, particularly in China. They reflect our strategy of targeted investments and attest to the diversity and dynamism of our customers in growing market segments. The technologies, as well as the Group's operational know-how, enable Air Liquide to offer its customers high value added solutions that contribute to their competitiveness."***

### **Large Industries World 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.

### **Air Liquide in China**

operates more than 70 plants and employs 4,000 employees today, with a strong presence in the key coastal industrial areas, and is expanding into the center, south and west. Air Liquide also has strong Engineering and Construction capabilities via its Global E&C Solutions division. Air Liquide resumed the development of its activities in China in the 1970s with the supply of Air Separation Units and restarted gas operations in 1990.

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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.