

2011 3rd quarter activity

Solid activity levels Robust business development model

November, 2011



2011 3rd quarter

- **Solid activity levels**
- **Robust business development model**
 - ✓ Balanced mix of activities
 - ✓ Geographical and applications diversity
 - ✓ Continued investment dynamic
 - ✓ Net debt under control

Q3 2011 Key figures



In €m	Sales Q3 11	Q3 11/10 as published	Q3 11/10 comparable*	YTD 11/10 comparable*
Gas & Services	3,223	+5.9%	+7.7%	+9.5%
Engineering and Construction	158	-15.3%	-14.4%	-21.9%
Other Activities	216	+8.0%	+8.9%	+8.9%
Group Total	3,597	+4.9%	+6.6%	+7.7%

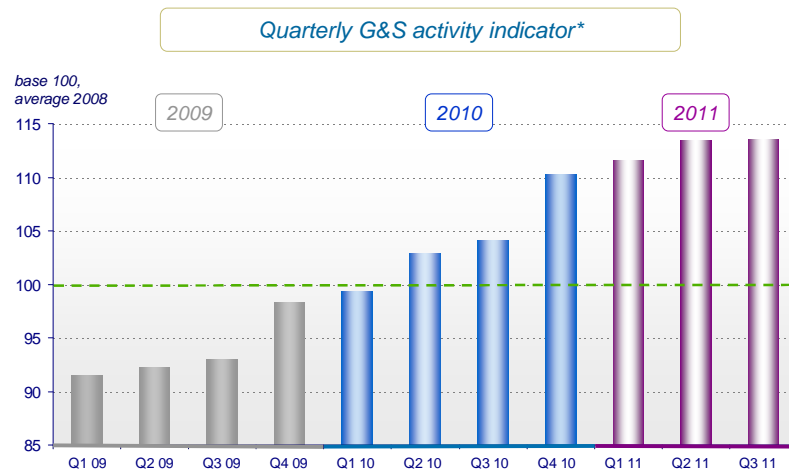
* comparable: excluding forex, natural gas and significant perimeter impacts

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Solid activity levels



* comparable revenue (excluding forex, natural gas and significant perimeter impacts), adjusted for the number of days per month

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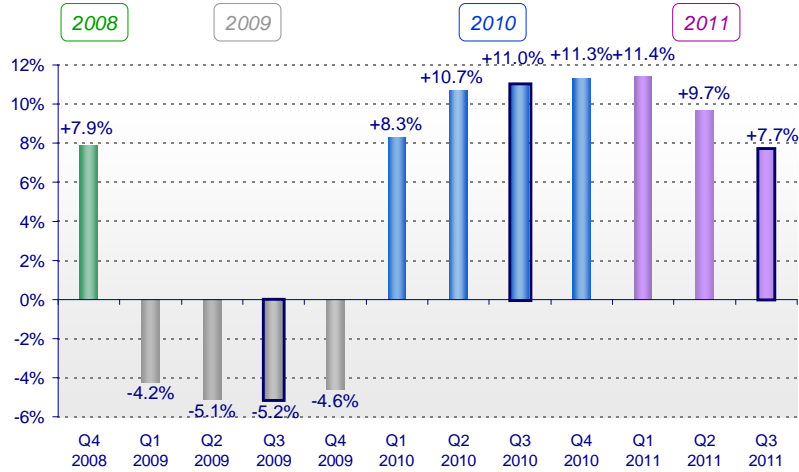
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Continued growth in Gas & Services...



G&S comparable growth*



* comparable: excluding forex, natural gas and significant perimeter impacts

... and in all geographies



Q3 2011
G&S Sales

Comparable Growth*

■ Q3 2011/10 ▨ YTD 2011/10

Europe

€1,621m



- Slight downturn in Metal market in Western Europe
- High comparable base (Oxea in Germany)
- Southern Europe trends improving

Americas

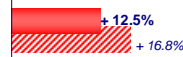
€728m



- Solid chemicals and refining
- Dynamic IM growth in South America and Canada
- Healthcare and Electronics growing

Asia Pacific

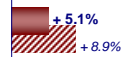
€791m



- Ramp-ups in China and Singapore
- First signs of recovery in IM in Japan
- End of the E&I cycle in Electronics

ME & Africa

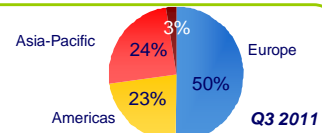
€83m



- Arab Spring impact in North Africa

Total G&S

€3,223m

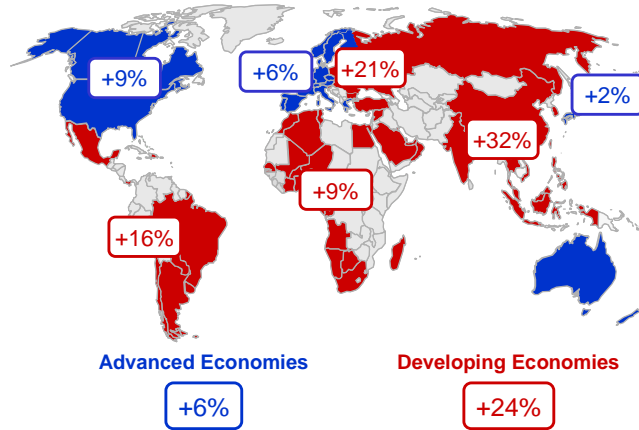


* comparable: excluding forex, natural gas and significant perimeter impacts

Dynamism of developing economies



G&S comparable* sales growth
(YTD 2011 / YTD 2010)



* comparable: excluding forex, natural gas and significant perimeter impacts

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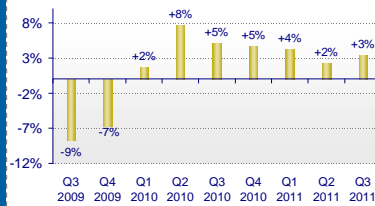
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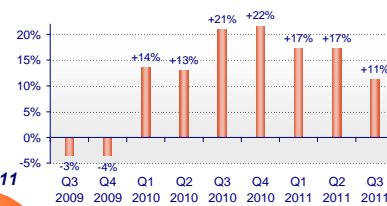
Gas & Services growth*: +7.7% in Q3



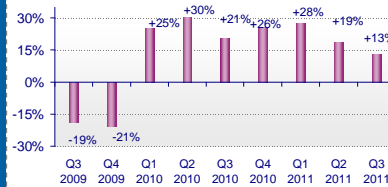
Industrial Merchant: +3.2% YTD



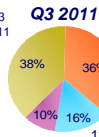
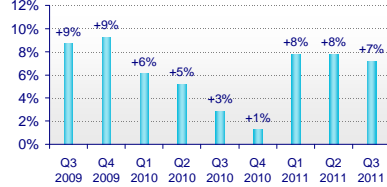
Large Industries: +15.2% YTD



Electronics: +19.4% YTD



Healthcare: +7.6% YTD



* comparable growth: excluding forex, natural gas and significant perimeter impacts, relative to the same period in preceding year

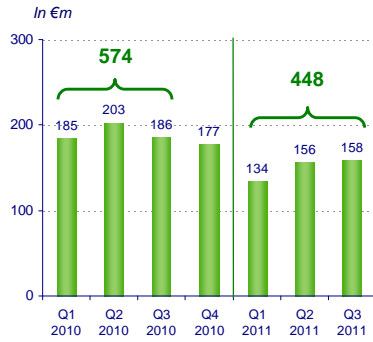
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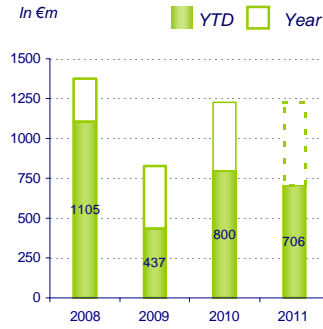
Good order intake in Engineering & Construction

Third party E&C sales



○ Stabilization of third party sales

E&C order intake

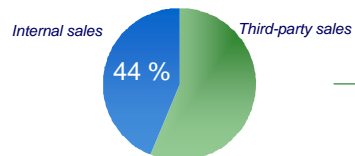


○ Good level of order intake

E&C strategy evolution

Lurgi refocused on Internal sales

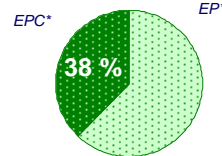
Total E&C sales



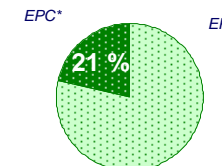
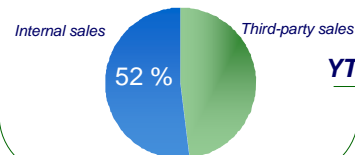
2008

Less construction scope for third parties

Third-party E&C sales

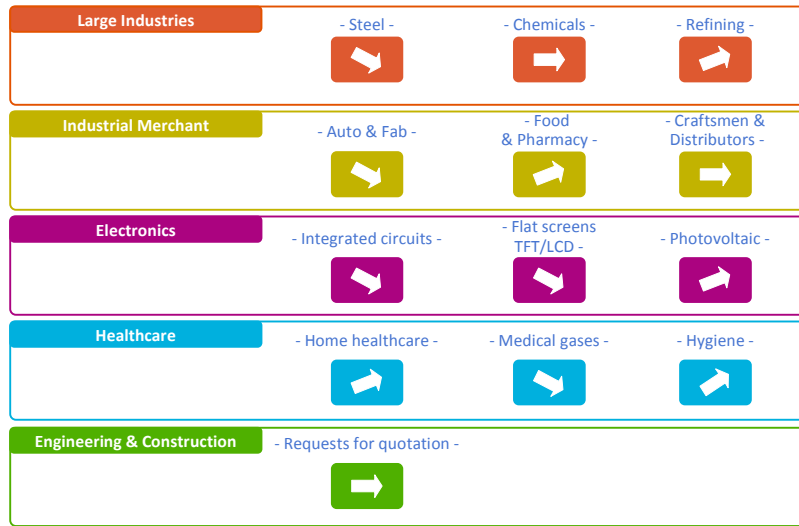


YTD 2011



* Engineering, Procurement and Construction

Recent trends in our end markets



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Steady operating performance



⁽¹⁾ comparable growth YTD 2011 vs YTD 2010 ⁽²⁾ including transactions with minority shareholders ⁽³⁾ before change in working capital

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2011 3rd quarter

Robust business development model

- ✓ Balanced mix of activities
- ✓ Geographical and applications diversity
- ✓ Continued investment dynamic
- ✓ Net debt under control



Robust business models and balanced mix of activities

Industrial Merchant

- Diversified customers / applications
- 1 to 5-year contracts, fixed part ~ 20%



Large Industries

- Contracts >15 years, take-or-pay ~70 %
- Cost indexation



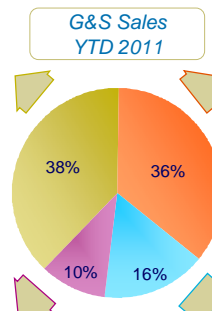
Electronics

- Carrier gases: 10-year contracts



Healthcare

- Consistent demand growth



Geographic expansion

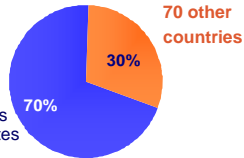


Global presence

10 historic countries

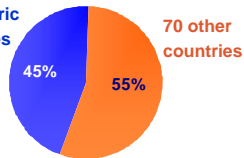
France
Germany
Spain
Italy
Belgium
Netherlands
United-States
Canada
Japan
Australia

YTD G&S sales

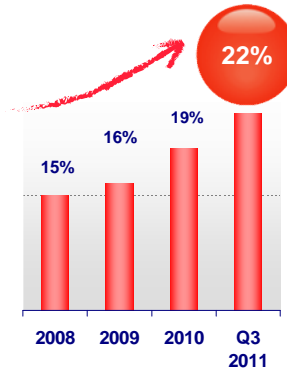


YTD G&S sales growth

10 historic countries



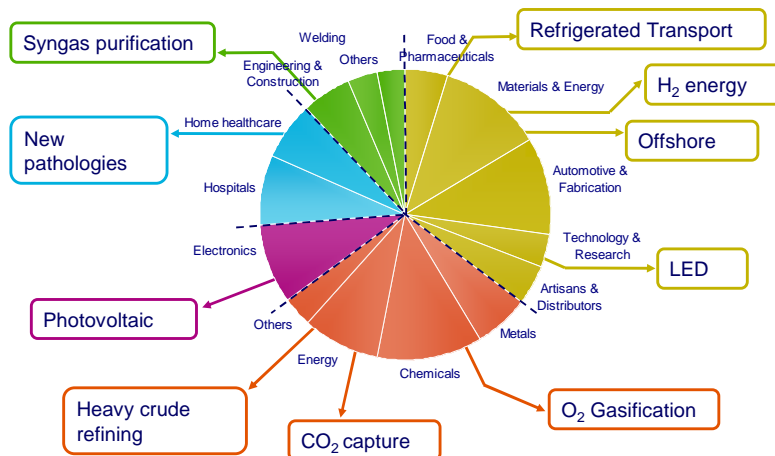
Acceleration in developing countries



Diverse and dynamic applications portfolio



5 business lines, more than 1,000 applications

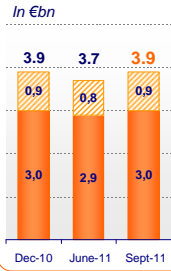


Breakdown of 2010 sales

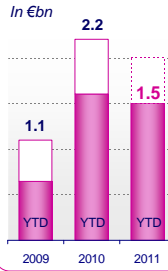
Continued investment momentum...



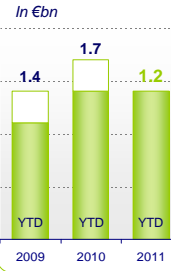
12-month portfolio of opportunities



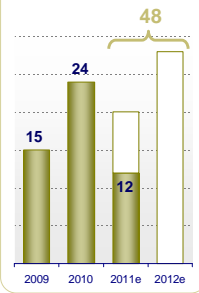
Investment decisions



Net capex*



Start-ups**



■ Developing Economies

▨ Advanced Economies

* Industrial and financial investments, including transaction with minority shareholders, net of divestitures ** Industrial projects > €10m

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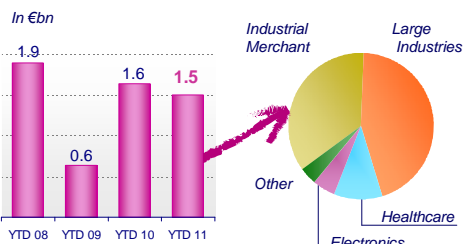
New project signing



Investment decisions Q3 2011

- **Turkey**
Site takeover and new capacity
- **China, Singapore, Taiwan**
New O₂ contracts
- **Qatar**
Helium
- **Canada**
Services to oil & gas exploration and production
- **Industrial Merchant**
Acquisitions in developing economies
- **Electronics**
Photovoltaic

Investment decisions*



* Industrial and financial investments, including minorities

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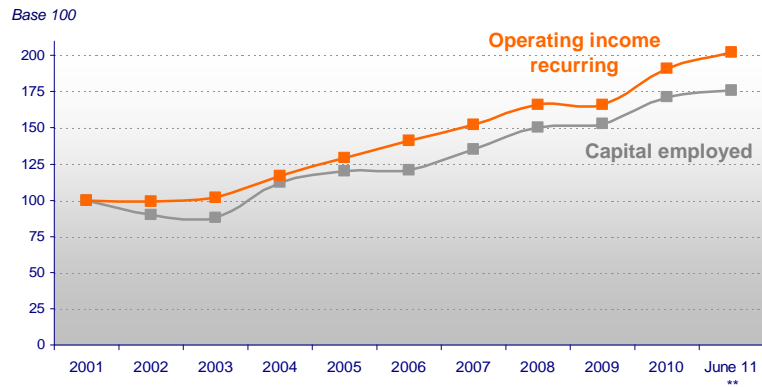
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Sustained long-term investment returns



Operating income vs. capital employed*

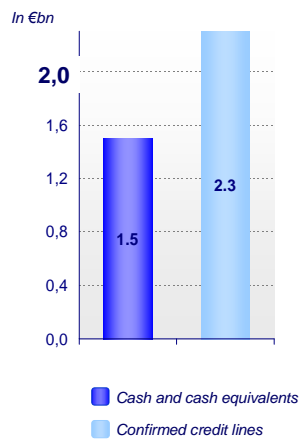


* Shareholders equity + minority interests + net debt, end of the period ** June 2011: H1 2011 operating income recurring x 2

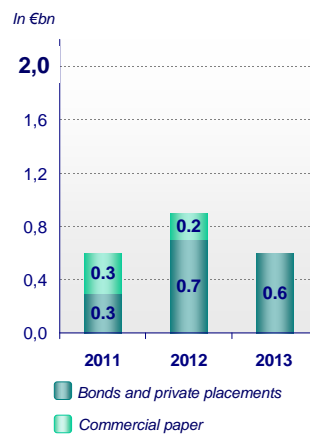
Strong balance sheet



Available liquidity, September 2011: €3.8bn



Group debt maturity profile next 3 years: €2.1bn



Access to new financing markets

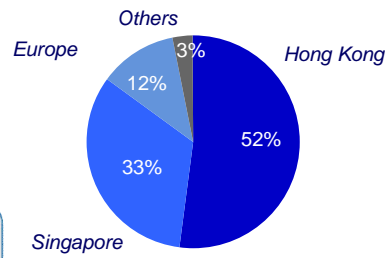


Issuance in RMB in September 2011

- €200m, 5 years
Coupon: 3.00%
- +
- €100m, 7 years
Coupon: 3.95%



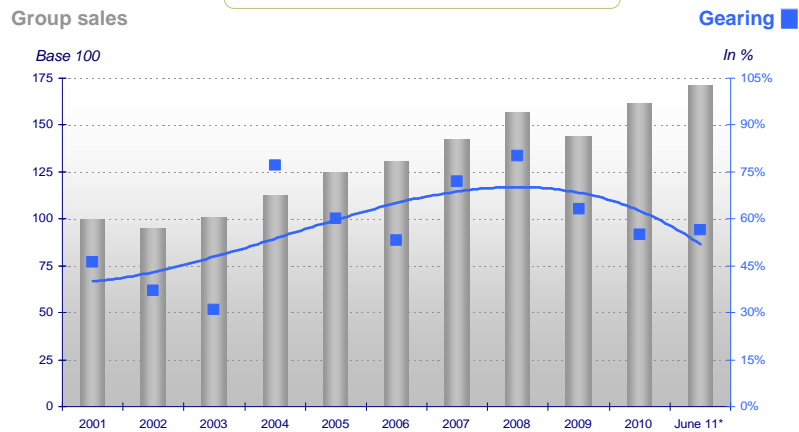
Investors by geography (for the 5-year tranche)



Net debt under control



Net debt to equity ratio vs. sales



* June figures: Indebtedness corrected for seasonality and dividend; H1 2011 sales x 2

2011 Outlook *



Q3 2011

- Activity globally in line
- Steady operating performance
- Robust business development model



2011 objective confirmed

**Continued steady growth
of net profit in 2011**

** in a normal environment*

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Appendices

- ✓ Additional Q3 and H1 information
- ✓ ALMA 2015 objectives
- ✓ Air Liquide background



Europe in Q3



Industrial Merchant

- ✓ Strong growth in Central and Eastern Europe
- ✓ Western Europe stable excluding internal transfers
- ✓ Pricing impact positive

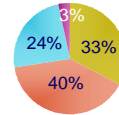
Large Industries

- ✓ Small decline in Metals demand
- ✓ Maintenance outages
- ✓ Comparison base including site takeovers in Germany in 2010

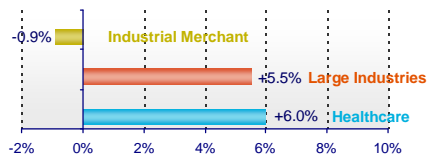
Healthcare

- ✓ Solid activity despite pressure on rates
- ✓ Home healthcare dynamism and contribution from acquisitions

Q3 Gas & Services sales:
€1,621m



Q3 11/10 Comparable change: +4.3%*



In €m	YTD 2011	Published growth	Comparable growth*
Revenue	4,919	+7.9%	+6.2%

* Excluding forex, natural gas and significant perimeter impacts

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Americas in Q3



Industrial Merchant

- ✓ Continued recovery in North America
- ✓ Positive pricing effect
- ✓ Strong growth in Latin America

Large Industries

- ✓ Ramp-ups in South America
- ✓ Chemicals and Refining demand solid
- ✓ Maintenance outages in the US

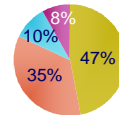
Healthcare

- ✓ Strong development in Latin America

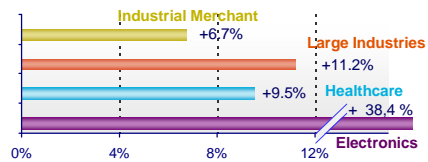
Electronics

- ✓ New carrier gas contracts
- ✓ Equipment and Installation contract completion

Q3 Gas & Services sales:
€728m



Q3 11/10 Comparable change: +10.6%*



In €m	YTD 2011	Published growth	Comparable growth*
Revenue	2,137	+4.0%	+10.3%

* Excluding forex, natural gas and significant perimeter impacts

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Asia-Pacific in Q3



■ Industrial Merchant

- ✓ New liquid capacities in China
- ✓ First signs of recovery in Japan

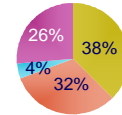
■ Large Industries

- ✓ Numerous ramp-ups in China
- ✓ H₂ volume increase in Singapore
- ✓ High basis of comparison, integrating the site takeover in South Korea in 2010

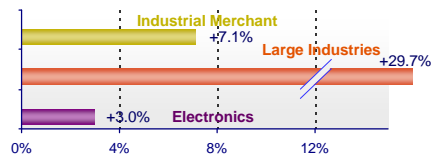
■ Electronics

- ✓ New photovoltaic contracts
- ✓ Equipment and Installation sales down sequentially
- ✓ Weak activity level in Japan

Q3 Gas & Services sales:
€791m



Q3 11/10 Comparable change: +12.5%*



In €m	YTD 2011	Published growth	Comparable growth*
Revenue	2,296	+20.2%	+16.8%

* Excluding forex, natural gas and significant perimeter impacts

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1st Half key figures



In €m	H1 2011	11/10 change as published	11/10 change comparable*
Group revenue	7,115	+9.2%	+8.3%
Gas & Services revenue	6,356	+11.6%	+10.5%
Operating income recurring	1,191	+9.9%	
Net profit (Group share)	750	+11.1%	
Operating Cash Flow	1,341	+6.0%	
Net Debt at June 30	5,580	- 111	

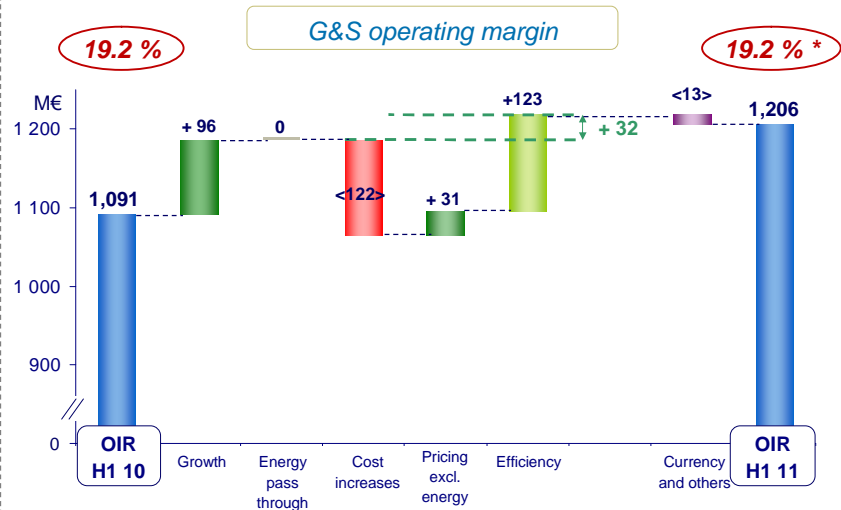
* excluding impact of currency and natural gas

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Gas & Services margin maintained in H1 2011



OIR: Operating Income Recurring

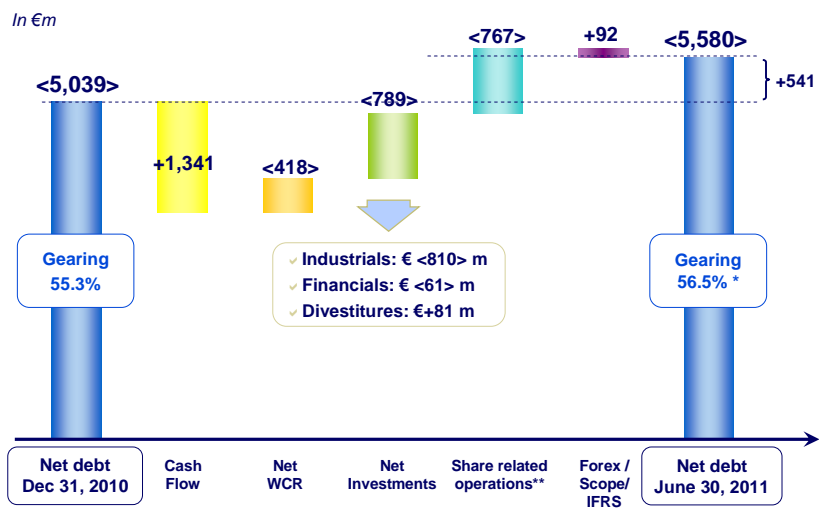
* Excl. Natural gas. Published margin: 19.0%

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Change in debt firmly under control end of H1 2011



* adjusted for the seasonal dividend effect

** distribution net of capital increase + share buybacks

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Appendices

Reminder

ALMA 2015 objectives

NEW WAYS • OUR WAY



Large Industries 2010-2015 Market Drivers



- **Growth in Outsourcing**
 - ✓ 35% of O₂ production today
 - ✓ 20% of H₂ production today



- **New capacities** in developing markets
 - ✓ 80% of expected market growth



- **Renovation** in advanced markets
- **Green technologies**

Over the Fence Gas Market (Excluding cogeneration. At constant price.)



Engineering & Construction



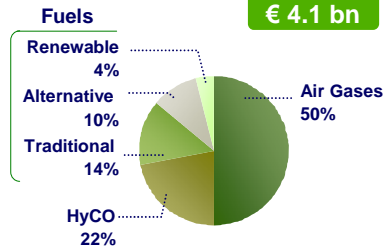
Business Model

- **Advanced Proprietary Technologies**
 - ✓ Air Gases, HyCO
 - ✓ Gasification
 - ✓ Refining/Chemicals
 - ✓ Biofuels
 - ✓ Amplified by Lurgi acquisition
- **Competitiveness**
 - ✓ Design to cost
 - ✓ Low cost country manufacturing
- **Execution**
 - ✓ Strong project management
 - ✓ International breadth

Markets

Orders in Hand (H1 2011)

€ 4.1 bn



- Infrastructure investments in Developing geographies
- Energy market growth
- Emerging environmental focus

Industrial Merchant 2010-2015 Market Drivers



- Acceleration in developing economies

- Technology evolution:

- ✓ New Markets: H₂ based mobility, LED fabrication



- Green trends

- ✓ New applications: water-treatment, food freezing, modified atmosphere preservation, window insulation, small cylinders, etc...



Gas Market*

€ 26 bn

34% 66%



2010

+6% CAGR



Developing +11%
Advanced +3%

€ 35 bn

43% 57%



2015

* Source: IM Market Assessment 2009, Excluding Equipment & Installation, constant prices.

Health 2010-2015 Market Drivers



Demography / Epidemiology / Economic development



○ Fast Ageing Populations

- ✓ Over 60s to triple by 2050
- ✓ 2 billion by 2050



■ Rising Chronic Diseases

- ✓ COPD, 3rd cause of death by 2030
- ✓ Diabetes: 300 million patients



■ Middle-class emergence in developing economies

- ✓ Market Growth > 20% /year in China and Brazil

Expected Market Growth

+6% CAGR



+12% in Developing Economies

+4% in Advanced Economies

Electronics 2010-2015 Market Drivers

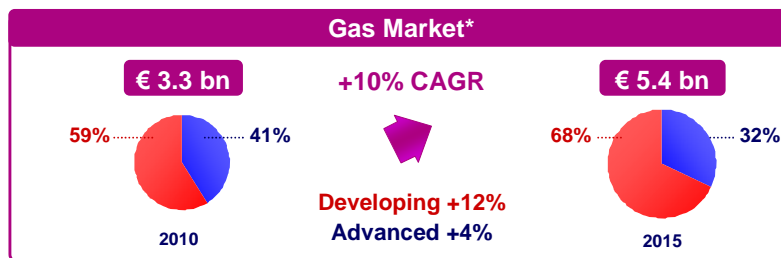


○ New growth cycle driven by:

- ✓ Mobility
- ✓ Increasing standard of living
- ✓ Dynamic Solar energy demand

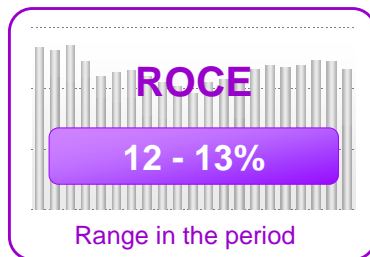
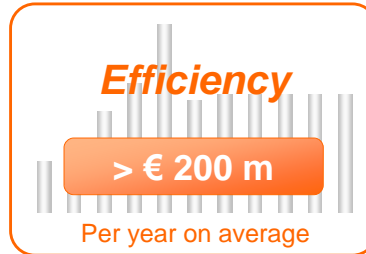


○ Production focused in Asia

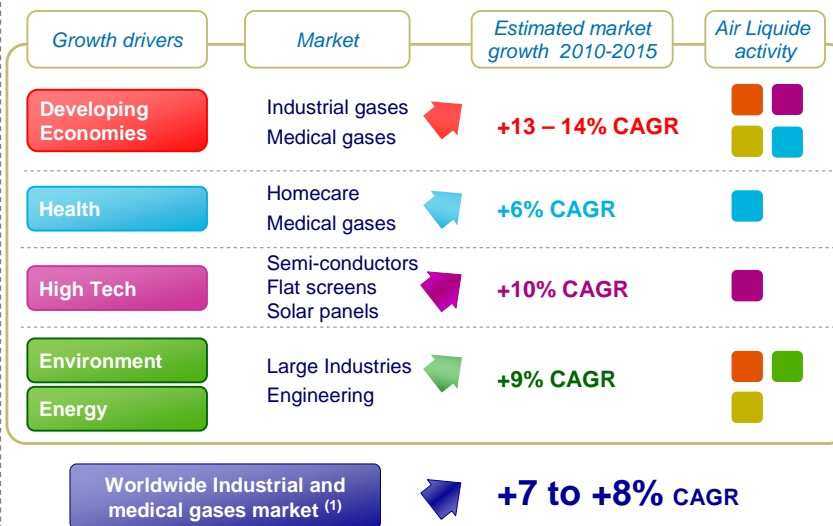


(excluding Equipment & Installation, Chemicals. At constant price.)

2015 objectives



Growth drivers confirmed



(1) Gas market only. Excludes Equipment & Installation, Hard goods, Cogeneration, Hygiene and Chemicals.

Grow sales of +8 to 10%



2011-2015

While Global Market Grows + 7 to +8%,

Air Liquide Growth +8 to +10%*

Industrial Merchant

+6 to 9%

Large Industries

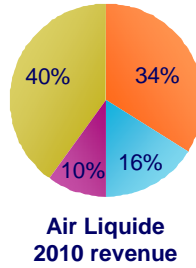
+9 to 11%

Electronics

+8 to 10%

Healthcare

+7 to 11%



Air Liquide
2010 revenue

CAGR (compound annual growth rate) estimates for Air Liquide WBL revenue.

* in a normal environment

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Invest in all geographies and in all BLs



Capex to be invested over the 2011-2015 period



Large
Industries



Industrial
Merchant



Healthcare

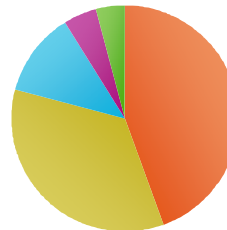


Electronics



Engineering &
Others

> €12bn



including €2bn of acquisitions*

* Large Industries take-overs accounted as acquisitions

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Generate > €200m operational efficiencies / year

Reorganizations and general expenses

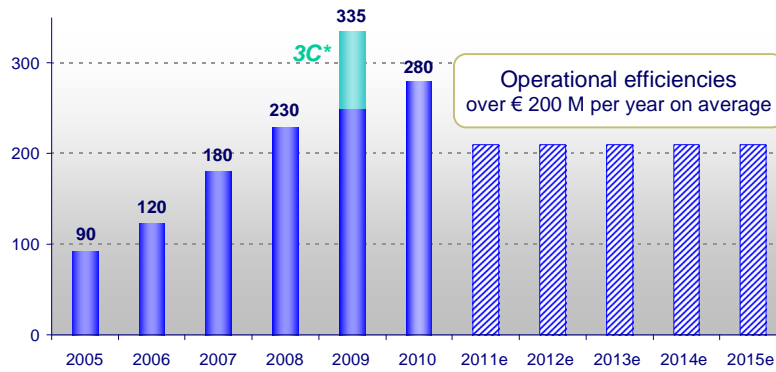
Industrial & Supply Chain Efficiency



Procurement globalization

A sustainable component of our management

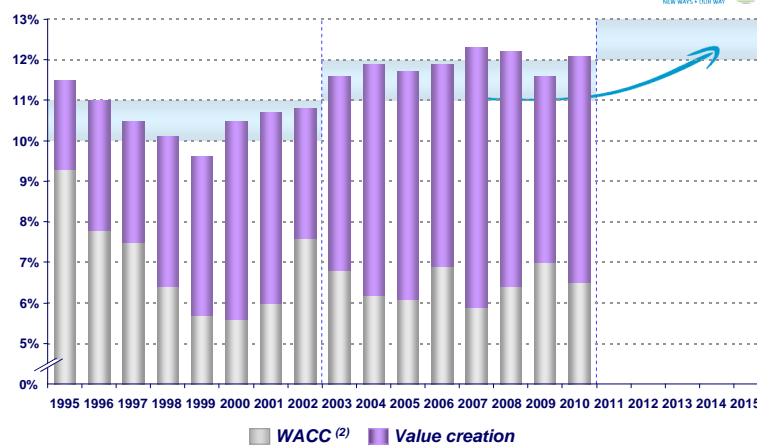
Efficiencies in M€



*3C plan: Cash Cost Capex

Achieve ROCE in the 12% to 13% range

Group ROCE⁽¹⁾



(1) Return On Capital Employed after tax: (Net profit before deduction of minority interests – net finance costs after taxes) / weighted average for the year of (shareholders' equity + minority interests + net indebtedness). (2) Average cost of capital

Achieve ROCE in the 12% to 13% range



Improved Capital Efficiency

New project returns

Time to production

Reduced capital Intensity

Asset mutualization

Design to cost

Standard plants

Network & Basin

Better use of assets

Cash & Debt management

WCR optimization

Global Cash management



Appendices

✓ Air Liquide background



Air Liquide, The world leader in gases for:



Group 2010 sales: €13.5 bn



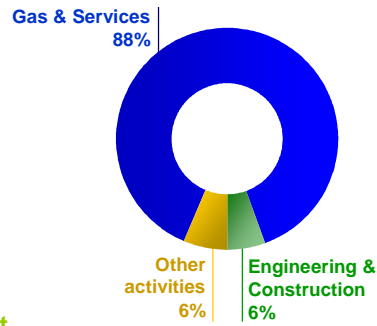
Industry



Health



The Environment



○ 2010 Net profit: €1.4bn

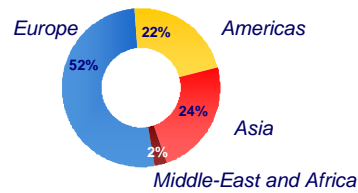
○ 2010 ROCE: 12.1%

A global presence to capture growth



Gas & Services Revenue YTD 2011: €9.6bn

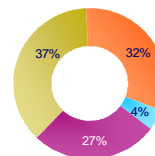
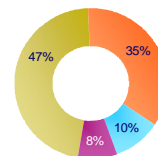
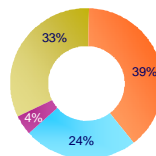
- Local production for local distribution
- International development since 1907
- Business managed in **80 countries**
- **22% of Q3 2011** revenue in developing economies



Europe: €4.9bn

Americas: €2.1bn

Asia: €2.3bn

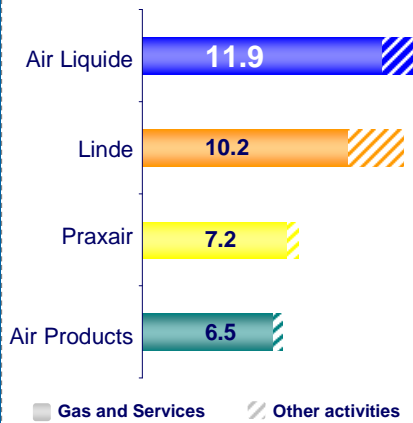


Industrial Merchant Healthcare
Large Industries Electronics

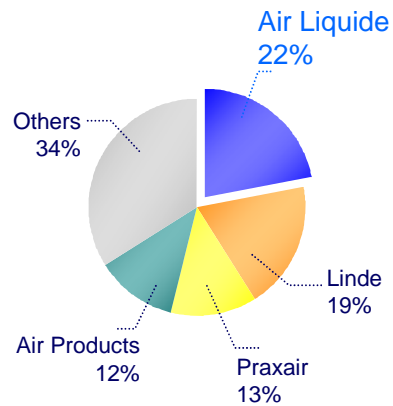
Air Liquide, leader of the industry



2010 Revenues (€bn)



2010 G&S Market share



Fiscal year 2010. Source: Companies

Source: Air Liquide estimates

Air Liquide, the world leader in gases for industry, health and the environment

November, 2011

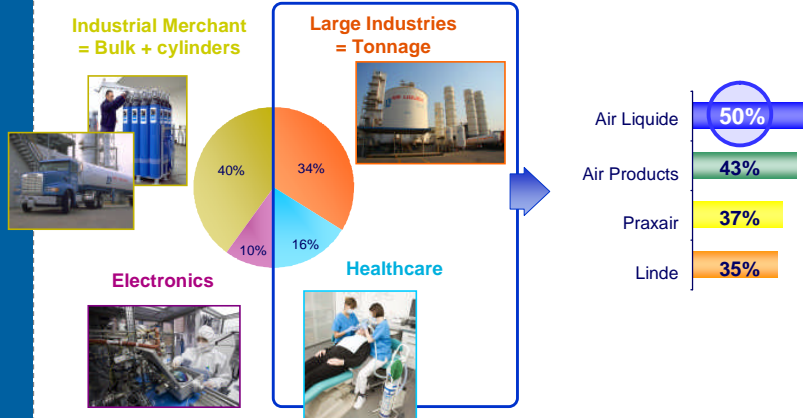
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The most balanced portfolio



Air Liquide
2010 Gas & Services Sales *

Large Industries + Healthcare
as a % of G&S sales



Gas and Services represent 88% of Air Liquide 2010 total revenue.

Sources: Companies and AL estimates.

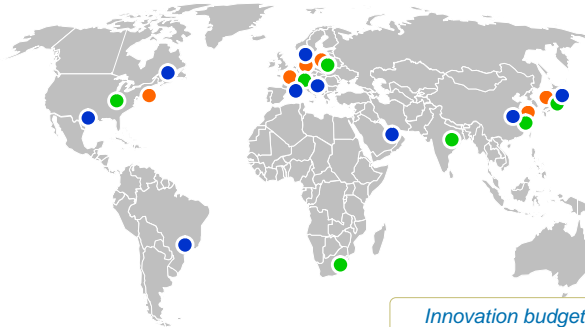
Based on average exchange rate €/€: 1.32. Fiscal year 2010.

Air Liquide, the world leader in gases for industry, health and the environment

November, 2011

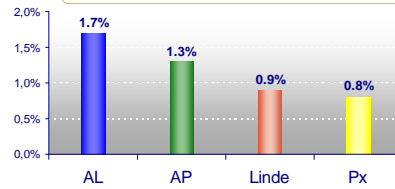
48

The strongest innovation organization



- 6 R&D centers
- 7 E&C centers*
- 9 Technical centers

Innovation budget in % of sales



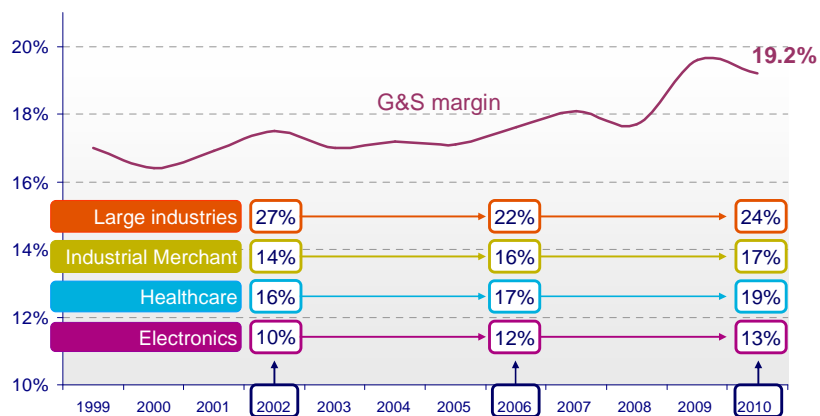
* technical development only

Source: Air Liquide estimates

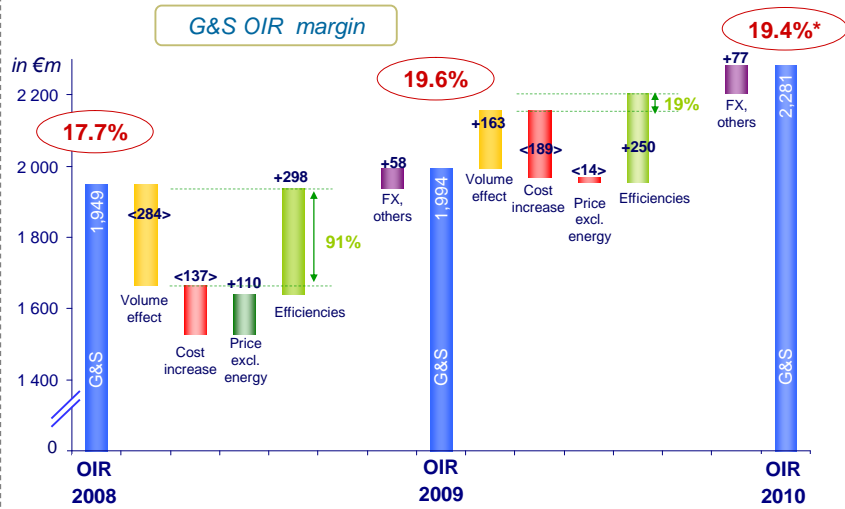
Increase in Business Line margins



OIR margin



The "Cost / Price / Efficiency" equation



OIR = Operating Income Recurring

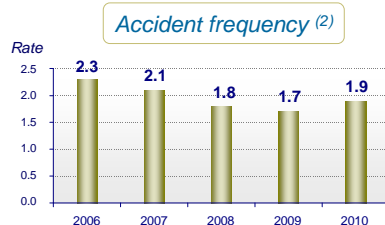
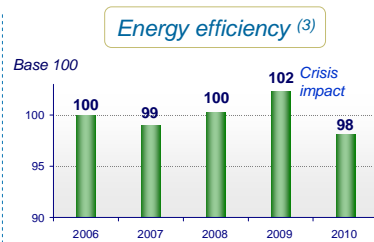
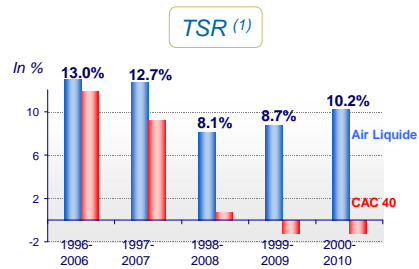
* Excl. Natural Gas, 19.2% as published

Air Liquide, the world leader in gases for industry, health and the environment

November, 2011

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Sustainable development



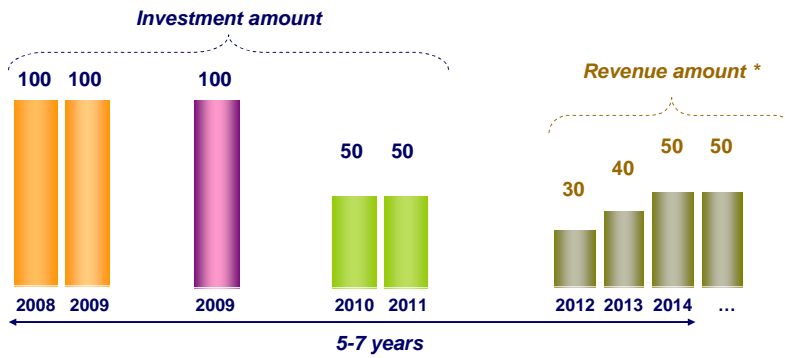
(1) TSR is the contribution from both the share price performance and dividends paid (including loyalty shares), assuming immediate reinvestment in shares. (2) Number of lost time (at least one day) accidents per million hours worked. (3) Energy consumption per m3 of gas produced in air separation units. 100 Based in 2006. (4) Innovation spending / sales

Air Liquide, the world leader in gases for industry, health and the environment

November, 2011

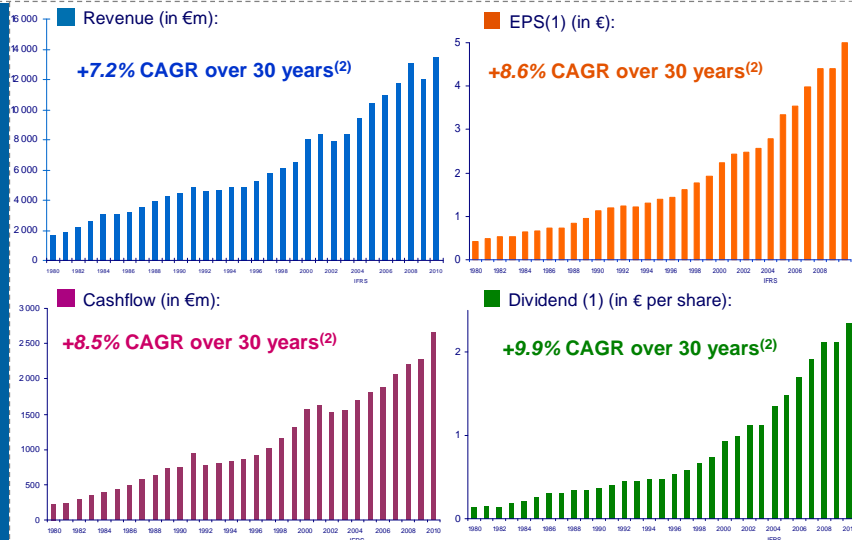
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Investment cycle of a Large Industries contract



* For a capital intensity of 2

Regular and sustained performance



(1) Adjusted for free share attributions (2) Calculated according to prevailing accounting rules over 30 years.



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