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## Industrial merchant market acquisition in Poland

*press release*

### Contacts :

#### Corporate Communications

Corinne Estrade-Bordry  
+ 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 Poland

Małgorzata Wilczyńska  
+48 (12) 627 93 13

### 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 2009, the Industrial Merchant business line generated revenue of €4,277 million.

### Air Liquide in Poland

Founded in 1995, Air Liquide Poland employs more than **200 people**. Present in Poland's major industrial regions, Air Liquide supplies a number of industries such as aeronautics, automotive, food & beverages, chemicals, defense, electronics, energy, metallurgy, mining, and metal fabrication.

Poland is one of the largest countries and economies in Central Europe. Markets such as metals, automotive and food are enjoying significant growth and require increasing amounts of industrial gases.

In this context, Air Liquide announces that it completed the **acquisition of AMCO-GAZ** on June 1, 2010.

AMCO-GAZ, a distributor of compressed and liquefied gases, has been operating in the Polish market since 1991. **The acquisition of AMCO-GAZ represents the integration of 90 new employees, over 2,500 customers and two additional cylinder filling operations. One is located in Poznań, in northwest Poland, and the other is in Białystok, in the northeast.**

This acquisition is part of the Group's long-term strategic investment program in Poland, with **approximately €100 million allocated for 2010**. Its goal is to increase national coverage as well as significantly strengthen Air Liquide's position in the cylinder market in Poland.

**Guy Salzgeber**, Vice-President North and Central Europe and member of the Air Liquide Executive Committee, commented: ***"This acquisition is in line with our development strategy, as it will strengthen our position in Poland with a full geographic coverage and allow us to better meet strong and growing demand in the industrial merchant market. Air Liquide is delighted to welcome the new employees of AMCO-GAZ to the Group. This project is in alignment with the Group's long-term strategy, which seeks to capture tomorrow's growth in emerging economies."***

[www.airliquide.com](http://www.airliquide.com)

**Air Liquide is the world leader in gases for industry, health and the environment**, and is present in over **75 countries** with **42,300 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 2009, the Group's revenues amounted to **€12 billion**, of which almost 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.