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## New long term contract and major investments in Poland

*press release*



### Contacts :

#### Corporate Communication

Corinne Estrade-Bordry  
+33 (0)1 40 62 51 31

#### Investor Relations

Virginia Jeanson  
+33 (0)1 40 62 57 37  
Aude Rodriguez  
+33 (0)1 40 62 57 18

### Air Liquide in Poland

with 200 employees, serves more than 1,200 customers and had a turnover of over €50 million in 2007. Air Liquide started its activity in Poland in 1995.

### Air Liquide in Central and Eastern Europe

Air Liquide is present in 9 countries: Poland, Czech Republic, Slovakia, Hungary, Russia, Ukraine, Romania, Bulgaria, and Serbia.

Poland is one of the largest countries and economies in Central Europe, with all industrial markets enjoying high growth rates. Many of these markets, such as **chemicals, metals, automotive and food, require increasing amounts of industrial gases.** Today the majority of the industrial gas production in Poland, including Air Liquide's existing production, is concentrated in the south. In this context, **Air Liquide announces a global investment of approximately €100 million, which will expand Air Liquide's geographical presence in Poland to meet the growing demands of the industrial gas market.**

**Air Liquide has just signed a new long-term contract with Zakłady Azotowe Pulawy S.A. (ZA Pulawy), a leading Polish company.** ZA Pulawy is located in central eastern Poland, 125 kilometers from Warsaw and specializes in the production of nitrogen fertilizers, caprolactam and melamine. Air Liquide will build and operate **two large Air Separation Units (ASUs) for ZA Pulawy.** Together, the two ASUs will produce more than **1,200 tonnes of oxygen per day.** **The first ASU will be commissioned in early 2010.** They will also produce large quantities of **liquid oxygen, nitrogen and argon** to supply merchant gases to a variety of neighboring industries.

**Pawel Jarczewski, CEO of ZA Pulawy, said: "I am pleased to have made the decision to select Air Liquide for ZA Pulawy's first long term strategic partnership for the supply of industrial gases. The new ASUs are an important part of ZA Pulawy's strategy and a key stage in expanding our "Oxygen–Ammonia – Urea" production line. Air Liquide is uniquely positioned to provide the most cost effective solution for our needs, and we are confident that its technological leadership will benefit us over the long term."**

**Moreover, Air Liquide will make another important investment with a new liquefaction unit in northern Poland.** This new Air Separation Unit will be built close to **Gdansk.** It will be the first of its kind in northern Poland and will produce **200 tonnes per day of liquid nitrogen and oxygen,** also starting in 2010. This investment reinforces Air Liquide's already **strong industrial base in Poland and supports its customers' growing demands for industrial gases in the northern region.**

**Guy Salzgeber, Vice-President European Industrial Operations and member of the Group's Executive Committee, declared: "These investments in Poland allow us to support our customers' growing demand in this dynamic area. They are part of the €10 billion investment program for the period 2007-2011 that the Group is implementing and they represent an important milestone to accelerate our growth in Central and Eastern Europe."**

With more than **40,000 employees** in **75 countries**, Air Liquide is **the world leader** in industrial and medical gases and related services. The Group offers **innovative solutions** based on constantly enhanced **technologies** and produces **air gases (oxygen, nitrogen, argon, rare gases...)** and **many other gases including hydrogen**. The Group contributes to the manufacturing of **many everyday products**: bubbles in sparkling beverages, protective atmosphere for packed foods, oxygen for hospitals and homecare patients, ultra-pure gases for the semiconductor industry, hydrogen to desulfurize fuels...

Air Liquide is committed to **sustainable development** and helps to **protect life**. Founded in 1902, Air Liquide has successfully developed a long-term relationship with its shareholders built on **trust** and **transparency** and guided by the principles of **corporate governance**. Since the publication of its first consolidated financial statements in 1971, Air Liquide has posted **strong and steady earnings growth**. Sales in 2007 totaled **11,801 million euros**, with sales outside France accounting for almost 80%. Air Liquide is listed on the Paris stock exchange and is a component of the CAC 40 and Eurostoxx 50 indices (ISIN code FR 0000120073).