

Paris, November 2, 2009



## Qatar: Long-term supply agreement signed with Oryx GTL

*press release*

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### **The Large Industries business line of Air Liquide**

proposes **gas and energy solutions** to the world's industrial companies to improve the efficiency of their processes and help them achieve greater respect for the environment. Its main markets are:

- **refining and natural gas:** hydrogen to desulphurise fuels and "break up" hydrocarbons, and oxygen to gasify oil residues...
- **chemicals:** air-gases, hydrogen and carbon monoxide used for manufacturing PVC, for example...
- **metals:** oxygen to improve energy performance and reduce emissions, and argon to manufacture stainless steel...
- **energy:** oxygen to transform coal and natural gas into fuel or liquid chemical products...

2008 revenue was **€3.675 billion**.

**Gas-to-liquid technology**, which consists of converting natural gas into liquid fuels, is an attractive option for making the most of abundant gas reserves. This technology produces a fuel that has the high energy efficiency of diesel while producing less pollution.

**Oryx GTL** is a SASOL / Qatar Petroleum joint venture that produces clean diesel, naphtha and LPG. Its **first commercial gas-to-liquids (GTL) unit** located in Ras Laffan, Qatar, is the largest GTL unit in service in the world. GTL production capacity is rapidly increasing in **Qatar** thanks to the North Field, the world's biggest reserve of natural gas.

**Oryx GTL and GASAL Q.S.C.**, Air Liquide's subsidiary in Qatar, have signed a **long-term** oxygen supply agreement after Oryx GTL decided to increase its production capacity. **GASAL will invest US\$70 million (more than €47 million)** in a new oxygen and nitrogen production unit with a capacity of **750 tonnes of oxygen per day**.

The new unit, designed and built by Air Liquide Engineering, will be **commissioned at the end of 2010**. It will further reinforce GASAL's industrial gas production asset base in **Ras Laffan Industrial City**. GASAL will then have **two production sites in this key industrial basin**, thanks to the successful start-up earlier this year of a nitrogen unit for Ras Laffan Olefin Company.

Besides, the new GASAL unit will be the base for gaseous nitrogen supply to **GASAL's nitrogen pipeline network currently under construction in Ras Laffan**. The total production capacity of nitrogen available in the network will be more than 1,500 tonnes per day. This ASU will also produce liquid gases which will serve as a reliable source for other customers **in Qatar** and in **neighboring countries**.

**Pierre Dufour**, Senior Executive Vice-President of the Air Liquide Group, responsible for the Middle East Region, commented: **"With this new, large scale project in Qatar, Air Liquide is proud to be the selected outsourcing partner of Oryx GTL through its subsidiary GASAL. We will be able to support the growing needs of our long-term customer Sasol and of our partner Qatar Petroleum. It is a further illustration of Air Liquide's commitment to the development of emerging economies, one of the Group's growth drivers."**

## Air Liquide in the Middle East

Air Liquide is present in **Egypt, Lebanon, Kuwait, Oman, Qatar, Saudi Arabia, Syria and the United Arab Emirates**, where the Group has established its headquarters for Middle East region.

With **450 employees** in the Middle East, Air Liquide invested US\$300 million over the 2002-2007 period and **has an investment program of another US\$1 billion in the Arabic Gulf region over the next five years.**

## GASAL Q.S.C.

was established in 2006 as a joint venture between Air Liquide, Qatar Petroleum and Qatar Industrial Manufacturing Company to provide industrial gases such as oxygen, nitrogen, hydrogen and argon to the downstream steel, oil, gas and chemical industries in Qatar.

GASAL employs 30 people.



**Air Liquide is the world leader in gases for industry, health and the environment**, and is present in over **75 countries** with **43,000 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.

Air Liquide combines many products and technologies to develop valuable applications and services not only for its customers but also for society. **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...

**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 2008, the Group's revenues amounted to **€13.1 billion**, of which almost 80% were earned 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.