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10 new contracts signed in Asia with solar photovoltaic leaders

press release



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Air Liquide Electronics

With over 3,000 employees and €872 million revenue in 2009, Air Liquide Electronics has activities in ultra-pure and specialty gases, new molecules, related equipment, and customized services.

The Electronics division management is based in Tokyo to enhance its proximity to the semiconductor, TFT-LCD and PV markets in Asia.

The use of gases in the photovoltaic industry

Gases are used at all stages of the solar cell manufacturing process:

- to produce Poly-Silicium: high-volume of nitrogen (N₂) and hydrogen (H₂)
- to produce Si wafers: large quantities of nitrogen, argon (Ar) and helium (He)
- to produce crystalline-Si cells: carrier gas (N₂) and specialty gases such as silane (SiH₄), ammonia (NH₃), doping gases/chemicals (POCl₃), and coating precursor materials
- to produce Si Thin Film cells: carrier gases (N₂, H₂), specialty gases (SiH₄, NF₃, dopant mixtures) and coating precursor materials.

The **Asia-Pacific region** now hosts more than **70% of the solar cells produced in the world**, estimated to surpass 10 GWp in 2010.

Air Liquide is strengthening its market leadership position in the supply of gases and precursors to the solar photovoltaic manufacturers by signing over **10 new long-term contracts with photovoltaic industry leaders in China, Malaysia, Taiwan and Japan**. The latest contracts make the Group the supplier of **over 120 photovoltaic customers** worldwide, with an overall manufacturing **capacity above 13,000 MWp per year**, which equals around **50% of the worldwide production capacity**.

In **Yixing, Jiangsu Province, China**, Air Liquide has just signed a long-term agreement for the turnkey supply of gases and precursors, equipment and installation, and on-site services, to **Guodian Solar**, a subsidiary of the Guodian Group, **one of the five leading power groups in the country**. Guodian Solar is a **high-tech green energy company** that integrates applications-R&D with large-scale manufacturing with plans up to above 1,000 MWp capacity within three years, and a focus on advanced crystalline Silicon and Thin Film solar cells technologies.

In **Shanghai, China**, Air Liquide has further developed its existing supply relationship with **Suntech Power**, the world **largest crystalline Silicon cell manufacturer**, by signing a contract for the long-term supply of nitrogen, equipment and on-site services to its new production fab.

In **Kansai, Japan**, Air Liquide has entered into a long-term agreement to supply Silane gas to fabs of a world's leading manufacturer of **high-efficiency Silicon Thin Film solar cells**, supporting its current ramp plans to double its capacity.

Francisco Martins, Vice-President World Business Line Electronics of the Air Liquide Group, commented: ***“Air Liquide continues to reinforce its number one position as supplier of photovoltaic industry leaders, through innovative, cost-efficient and reliable gases supply solutions. These recent contracts in Asia confirm the competitiveness of Air Liquide’s offer and its permanent alignment with customer’s cost reduction road maps. The photovoltaic activity is at the crossroads of Energy and the Environment and requires High Tech solutions, three growth drivers for the Air Liquide Group.”***

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.

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.