

# 1st Quarter 2008 Revenue

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in millions of euros	Q1 2007	Q1 2008	08/07 as published	08/07 comparable*
Gas and Services revenue	2 452	2 649	+8.0%	+9.1%
Engineering & Construction	86	189	+119.9%	+12.5%
Other Activities	253	253	+0.2%	+1.5%
Total revenue	2 791	3 091	+10.8%	+8.5%

<sup>\*</sup> comparable: excluding impact of currency, natural gas and Lurgi scope effect where relevant

Q1 2008 proved to be **another dynamic quarter for Air Liquide**. Demand for our products and services in our key markets, namely steel, chemicals and energy, was strong and the general manufacturing environment remained robust.

First quarter 2008 Group revenue reached **3 091 million euros**, **up +10.8%**; excluding a negative currency impact of 3.0%, revenue growth was +13.8%. Natural gas price increases contributed +1.8% to the as published growth. On a comparable basis, i.e. excluding the impact of currencies and natural gas, Gas and Services revenue grew by **+9.1%**. This year on year growth remained consistent with the growth experienced in Q4 2007 confirming a high level of activity in all business lines across all regions and benefiting from ramp-ups and start-ups of our units.

## 1.1 Gas and Services

Revenue	Q1 2008	Q1 08/07		
in millions of euros	·	as published	comparable*	
Europe	1 481	+9.6%	+8.3%	
Americas	635	+1.1%	+6.5%	
Asia-Pacific	491	+13.9%	+15.3%	
Middle East and Africa	42	-0.2%	+11.2%	
Gas and Services	2 649	+8.0%	+9.1%	
Industrial Merchant	1 133	+3.8%	+6.5%	
Large Industries	857	+12.4%	+10.6%	
Electronics	245	+14.2%	+18.7%	
Healthcare	414	+7.8%	+8.2%	

<sup>\*</sup> comparable: excluding impact of currency and natural gas

All growth figures in the text below are on a comparable basis, excluding currency and natural gas impact.

In Q1 Gas and Services revenue reached 2 649 million euros, up +9.1%, maintaining the accelerated growth rate of Q4 2007.

**Industrial Merchant** (+6.5%) achieved strong growth, driven by sustained volume growth in all regions. **Large Industries** growth (+10.6%) was driven by strong hydrogen demand globally and benefited from start-ups and ramp-ups in Europe and Asia. **Electronics** revenue grew by +18.7% driven by several carrier gas contract start-ups and ramp-ups in the US and Asia and the continued contribution of the full consolidation of the Singapore activities which began in Q2 2007. **Healthcare** revenue (+8.2%) continues to be driven by the development of our homecare business.

#### Europe

Q1 2008 revenue was **1 481 million euros**, up **+8.3%**. All business lines contributed positively to this quarter's growth.

**Industrial Merchant** grew by **+3.2%** in the period, with good volumes both in bulk and cylinders. The growth was impacted negatively by the sale of the metrology business at the end of 2007, which more than offset the positive contribution from the acquired UK business in Q2 2007. Eastern Europe continued its strong development. Good demand was observed in key industrial segments, such as metal fabrication and pharmaceuticals, and the photovoltaic market remained very dynamic.

**Large Industries** achieved **+16.3%** growth in Q1, benefiting from a **+30%** increase in hydrogen volumes. This increase is to a large extent attributable to the start-up of a unit in Antwerp (Belgium) connected to our pipeline network, and the ramp-up of a unit in Priolo (Italy). The ramp-up of a unit in Russia contributed to the growth of air gases revenue. Underlying demand from steel manufacturers, refineries and chemical clients remains strong.

**Healthcare** grew by **+7.5%**, driven by homecare which includes the consolidation of the companies acquired in 2007. Hygiene growth was more modest in comparison to a high first quarter 2007.

**Electronics** revenue was up by +6.8% with strong equipment and installation sales.

### Americas

Revenue for the Americas was 635 million euros, up +6.5%.

**Industrial Merchant** progressed by +8.7%, benefiting from double digit growth in the US, with price increases and continued strong demand. Sales were down slightly in Canada, due to lower manufacturing activity. South America achieved sustained high growth.

In the absence of start-ups in the first quarter, **Large Industries** revenue increased by **+1.2%**. Growth in the US was +3.5%, driven by healthy underlying demand for chemicals, and strong hydrogen activity. Oxygen volumes were impacted by planned maintenance turnarounds of several customers' plants.

**Electronics** posted growth of **+15.8%**, driven by new carrier gases contracts, associated services and specialty gases.

**Healthcare** performed well, up **+16.3%**, boosted by strong hospital activity and pricing in the region.

The consolidation of Scott Specialty Gases contributed to the performance in Industrial Merchant, Electronics and Healthcare.

## Asia-Pacific

First quarter revenue in Asia-Pacific, at **491 million euros**, was **up +15.3%**, driven by a buoyant level of activity in the region, particularly in China and South Korea. The quarter continued to benefit from the full consolidation of the ex South East Asian joint-ventures. Japan achieved a good performance (+4.2%).

**Industrial Merchant** growth was up at a record **+10.3%**, due to strong bulk volumes in emerging Asia, particularly in China.

**Electronics** recorded another high **+23.8%** increase in activity. Start-ups and ramp-ups in China, South Korea and Japan fuelled carrier gases growth as well as equipment sales. ESG sales continued to develop strongly in the first quarter, on the back of a strong TFT-LCD market in Japan and Taiwan. Semiconductor manufacturers' demand was more moderate. The performance continued to benefit, for the last quarter, from the full consolidation of the Singapore operations.

**Large Industries** developed strongly **(+16.5%),** mainly driven by several ramp-ups, and strong hydrogen activity in China and South Korea. Additional start-ups will take place in the second half of the year.

#### Middle East and Africa

Middle East and Africa revenue reached 42 million euros, and continued to achieve double digit growth.

### 1.2 Engineering & Construction

Third party sales in **Engineering & Construction** reached **189 million euros**, **up +119.9%** due to the acquisition of Lurgi. Demand remains strong and capacity is fully utilized. On a comparable basis, Engineering & Construction was up +12.5%, pointing to the robust activity of air gases. Lurgi's third parties sales were impacted by invoicing delays, which will be reversed in the coming quarters.

### 1.3 Other Activities

Revenue in millions of euros	Q1 2008	Q1 08/07 reported	Q1 08/07 comparable*		
Welding	156	+3.0%	+3.4%		
Chemicals	59	-6.8%	-6.8%		
Diving & others	38	+0.5%	+7.9%		
Other Activities	253	+0.2%	+1.5%		

<sup>\*</sup> comparable: excluding impact of currency

Other Activities reached 253 million euros, a slight increase of +1.5%.

In **Welding**, underlying trends remain positive, although the quarter totaled less working days. **Chemicals** were impacted by temporary supply issues together with weaker demand in cosmetics.

# 2. Comments on profitability and investments

Gas and Services margins remained robust, with continued growth in operating income recurring. Energy prices have started to rise and we are seeing signs of inflation in other cost categories. Our efficiency and pricing initiatives are well underway and will help us to meet these challenges.

In the first quarter, in line with ALMA ambitions, **capital expenditure** continued to increase and investment decisions remained strong, close to **700 million euros**. The portfolio of investment opportunities stays at a high level.

### 3. Outlook

We maintain our guidance for 2008 of double-digit growth in net profit at constant exchange rates.

### **CURRENCY, NATURAL GAS AND SCOPE IMPACT**

In addition to the comparison of published figures, financial information is given excluding currency translation effects, the impact of fluctuations in natural gas price and significant scope effect, when applicable.

Since industrial and medical gases are rarely exported, the impact of currency fluctuations on revenue and results is limited to the translation effects in euros of the financial statements of our subsidiaries outside the Euro-zone. Fluctuations in natural gas prices are generally passed on to our customers through indexed pricing clauses.

## Consolidated 1st quarter 2008 revenue includes the following elements:

in millions of euros	Revenue	Q1 08/07 as published	Currency	Natural gas	Scope	Q1 08/07 comparable*
Group	3 091	+10.8%	(84.2)	51.2	95.4	+8.5%
Gas and Services	2 649	+8.0%	(77.8)	51.2	0	+9.1%

<sup>\*</sup> comparable: excluding impact of currency, natural gas and Lurgi scope effect

- The **currency effect** represents -84.2 million euros, an impact of -3.0% on Group revenue, mainly due to the appreciation of the euro against the US dollar.
- Natural gas prices increased in Q1 2008 relative to Q1 2007. The change in natural gas prices represents an impact of +51.2 million euros, or +1.8% on Group revenue.
- The scope effect amounted to 95.4 million euros, and was entirely due to the consolidation of Lurgi.

### **APPENDIX (2)**

In the first three months of the year, **share buy-backs** amounted to 787 960 shares, at a weighted average price of €89.52, for a total amount of 70.5 million euros. This represents **0.3% of the capital** of the Group. The total number of shares outstanding at 31<sup>st</sup> March 2008 was 235 763 879 million (excluding treasury shares).

# REVENUE BY BUSINESS

in millions of euros	2007 1 <sup>st</sup> Quarter
Gas and Services	2 452.1
Industrial Merchant Large Industries Electronics Healthcare	1 091.3 762.7 214.5 383.6
Engineering/Construction	86.1
AL Welding	151.2
Other Activities	101.1
Chemicals Other	63.1 38.0
TOTAL	2 790.5

2008 1 <sup>st</sup> Quarter
2 648.8
1 133.3 857.0 245.0 413.5
189.3
155.7
97.0
58.8 38.2
3 090.8

# **REVENUE BY REGION**

# in millions of euros

2008: Total 3 months	Europe	Americas	Asia - Pacific	Middle- East & Africa	TOTAL
Gas and Services	1 481.0	634.6	491.3	41.9	2 648.8
Engineering/Construction	142.5	32.2	14.6		189.3
AL Welding	155.7				155.7
Other Activities	78.3	16.5	2.2		97.0
TOTAL	1 857.5	683.3	508.1	41.9	3 090.8

2007: Total 3 months	Europe	Americas	Asia - Pacific	Middle- East & Africa	TOTAL
Gas and Services	1 351.1	627.7	431.3	42.0	2 452.1
Engineering/Construction	58.0	11.7	16.4		86.1
AL Welding	151.2				151.2
Other Activities	79.3	20.2	1.6		101.1
TOTAL	1 639.6	659.6	449.3	42.0	2 790.5