Air Liquide serves a wide range of customers and is a partner to almost all sectors of the economy. Industrial and medical gases, which are at the heart of the Group’s business, are present in numerous everyday products—such as food, drinks, smartphones, cars, and others— but also in hospitals and patient homes, water treatment processes, agricultural processes, and others.

In the fields where it can make a difference, the Group contributes to meet some of the main challenges facing our society: by creating innovative solutions to help customers reduce their carbon footprint; by developing new sources of clean energy; by offering home care to people suffering from chronic diseases, in the best interests of the patients, their relatives and the community.

It is part of a global dynamic to attain responsible growth that creates value for all the Group’s stakeholders.
An open innovation strategy

Air Liquide has turned innovation into the driving force behind its transformation strategy, which is centered on its customers and patients needs and uses. The Group deploys an open innovation approach and works in cooperation with customers and partners, but also scientific partners, technology institutes and start-ups. It relies on a global network of innovation campuses and labs to accelerate the development of solutions to three major challenges: the energy transition, and climatic and environmental issues. Air Liquide has turned innovation and a network organization.

FOR THE INDUSTRY
We serve a wide range of customers – from craftsmen to big-sized companies – in sectors as diverse as steel industry, energy, chemistry, automotive, food industry or aerospace.

> 2 million industrial customers in 80 countries

FOR THE PATIENTS AND HEALTHCARE PROFESSIONALS
We provide medical products and services to meet the needs of patients, doctors, care facilities and the healthcare system as a whole. Present both in the hospitals and in patients’ homes, our Group is a key partner of the healthcare transformation.

1.6 million patients

FOR THE PLAYERS OF THE ELECTRONICS INDUSTRY
We innovate for our Electronics customers, who use our gases and advanced materials for the manufacturing of flat panels, processors or smaller and faster chips.

10% penetration for Electronics sales in 2018

FOR OPENING, NEW MARKET
We develop new markets associated with the energy transition, such as the hydrogen and biomethane markets. We also provide technological solutions that are essential to the implementation of major international scientific projects and to the deep-tech markets.

€300 M invested in biomethane and hydrogen mobility by Air Liquide over the past four years

Distribution of Group revenue by activities

<table>
<thead>
<tr>
<th>Activity</th>
<th>Percentage of 2018 Group revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engineering &amp; Construction</td>
<td>2% (1)</td>
</tr>
<tr>
<td>Large industries</td>
<td>27% (1)</td>
</tr>
<tr>
<td>Industrial gases</td>
<td>44% (1)</td>
</tr>
<tr>
<td>Healthcare</td>
<td>17% (1)</td>
</tr>
<tr>
<td>Electronics</td>
<td>8% (1)</td>
</tr>
<tr>
<td>Global market &amp; technologies</td>
<td>2% (1)</td>
</tr>
</tbody>
</table>

(1) Percentage of 2018 Group revenue

A strong commitment to the climate

In 2018, Air Liquide achieved a new milestone in its responsible approach, with the announcement of the most ambitious Climate objectives in its history. The Group wants to contribute to reducing global greenhouse gas emissions by controlling its own emissions and providing solutions to society with innovative, sustainable solutions.

ACTING FOR THE CLIMATE

#1 In our company: Reduce the carbon intensity(1) of our activities by 30% between 2015 and 2025.

#2 With our customers: Taking action for cleaner industries.

#3 For the planet: Contributing to the energy transition.

Air Liquide has set an ambition for 2018 investment decisions related to environmental and climatic issues.

Almost 40% of 2018 investment decisions were dedicated to the reduction of CO₂ emissions.

Almost 70% of increases in the Group’s renewable electricity purchases over the 2015-2019 period.

~ 30% of €300 M invested in biomethane and hydrogen mobility by Air Liquide over the past four years.

FOCUS
THE HYDROGEN COUNCIL

Created by Air Liquide and Toyota in 2017, the Hydrogen Council is a group of over 50 internationally known companies. Its role is to establish hydrogen as a key solution in the energy transition by promoting for example the harmonization of industry standards across regions and sectors.