



Air Liquide Press-kit

2021



**“The taste for discovery
has always driven us, from the
invention of liquid air in a bus
hangar to the incredible diversity
of our activities today”**

Air Liquide remains committed to reaching a high level of performance each year and, in the long-term, to creating value to ensure the longevity of its business. To achieve its ambition, the Group is implementing its customer-centric transformation strategy in which innovation and digital play a key role. Value creation exists alongside the clarity of purpose, not only for our teams, but also for all our stakeholders, thanks to the initiatives we are implementing in response to social and environmental challenges.

Benoît Potier, Chairman and CEO

A world leader in gases, technologies and services for Industry and Health

A world leader in gases, technologies and services for Industry and Health, Air Liquide is present in **78 countries** with approximately **64,500 employees** and serves more than **3.8 million** customers and patients. Oxygen, nitrogen and hydrogen are essential small molecules for life, matter and energy. They embody Air Liquide's scientific territory and have been at the core of the company's activities since its creation in **1902**.

Air Liquide's ambition is to be a leader in its industry, deliver long term performance and contribute to sustainability - with a strong commitment to climate change and energy transition at the heart of its strategy. The company's customer-centric transformation strategy aims at profitable, regular and responsible growth over the long term. It relies on operational excellence, selective investments, open innovation and a network organization implemented by the Group worldwide. Through the commitment and inventiveness of its people, Air Liquide leverages energy and environment transition, changes in healthcare and digitization, and delivers greater value to all its stakeholders.

Air Liquide's revenue amounted to more than **20 billion euros** in **2020**. Air Liquide is listed on the Euronext Paris stock exchange (compartment A) and belongs to the CAC 40, EURO STOXX 50 and FTSE4Good indexes.





Air Liquide in Russia

2021



Air Liquide in Russia

One of the leading players in the Russian industrial gases market.

Since **1989**, Air Liquide has been actively offering modern air separation units (ASUs), chemical technologies and project management services to Russian enterprises.

In **2005**, Air Liquide LLC, the Russian subsidiary for production and sale of industrial gases was founded.

Today, the company operates **18** industrial sites in key regions of Russia.

600+ employees supply products and services to over 1,700 Russian and international customers.

The total investment of Air Liquide in Russia exceeded €700 million.

Production sites in Russia



1700+

Russian and international clients

600+

employees are responsible for the supply of products and services

€700 mln

of Air Liquide's investment in Russia

18

production sites in Russia

Air Liquide in Russia:

- 1911** the first Air Separation Unit (ASU) in Russia was sold
- 1944** 18 ASUs were sold to the USSR Ministry of Defense
- 1989** an office for equipment sales in Russia and Ukraine (engineering and equipment) was opened
- 1991** a subsidiary for production and sales of rare gases was created
- 1995** Air Liquide made the first investment in a nitrogen unit for a paint and glazing factory in Zagorsk
- 1998** nitrogen(membrane) and hydrogen units for the chemical and petrochemical industries were sold
- 1998** a Russian ASU in Ukraine was modernized
- 2004** cryogenic units and membranes were sold to Sibur, Akron, Lukoil, Salavatnefteorgzintez, Angarsk Petrochemical Company, Moscow Oil Refinery, Cherepovets Azot, Metafrax and etc. in Russia



Air Liquide in Russia:

2005

Air Liquide LLC, a Russian subsidiary for production and sales of industrial gases was created, long term contracts for industrial gases production and supply were signed with Severstal in Cherepovets

2008

long term contracts for industrial gases supply, Knauf Insulation (fiberglass production, Stupino), Guardian Steklo Ryazan (glass industry, Ryazan), P-D Tatneft – Alabuga Steklovolokno; several agreements were signed with Mikron

2010

the first stage of an ASU for oxygen and nitrogen production in Elabuga, Special Economic Zone Alabuga in the Republic of Tatarstan, was launched

2011

an Air Liquide project in Balakovo (Saratov region) to supply gas to Severstal was announced

2012

the Logika plant in Zelenograd was purchased; the second phase of an ASU in Elabuga was inaugurated; the second ASU of AL Severstal and a filling station in Kolpino were launched

2014

Air Liquide Balakovo and Air Liquide Kstovo were put into operation; the third stage of the plant in Elabuga was launched



Air Liquide in Russia:



2015

an oxygen production facility for Knauf Insulation in Tyumen, a hydrogen production facility for Hevel in Novocheboksarsk and an ASU in Zelenograd were launched

2018

a long-term contract for the supply of oxygen, nitrogen and argon in Novokuznetsk was signed between Air Liquide and Evraz; a long-term agreement to supply oxygen and nitrogen to Kamaz trucks plant in Naberezhnye Chelny was signed between Air Liquide and Kamaz

2019

a new long-term contract for the supply of oxygen, nitrogen and argon in Cherepovets was signed between Air Liquide and Severstal; the construction of the third ASU started; a mobile filling station in the Far East (Blagoveshchensk) was opened

2020

a filling station was opened in Naberezhnye Chelny; a long-term contract was signed between Air Liquide and NLMK, the construction of ASU, the acquisition of existing hydrogen unit for the steel plant and the unit for Rare Gases production in Lipetsk

Air Liquide and Severstal

Air Liquide Severstal, created in **2005**, is a joint venture in which Air Liquide holds **75%** and Severstal **25%**. The air separation complex of the enterprise includes two ASUs for meeting the oxygen requirements of the Cherepovets Metallurgical Plant (CherMK) of PAO Severstal (Russia, the Vologda region).

The first ASU (**3,000 tonnes** of oxygen per day, the largest in world metallurgy) was successfully commissioned in July 2007.

In **2010**, Air Liquide and Severstal announced the expansion of technical gas production capacities for CherMK: the new air separation unit with capacity of **2,000 tonnes** of oxygen per day was designed by Air Liquide using advanced technologies.

In **2019**, the companies signed a new long-term contract involving construction of the third ASU at the Severstal CherMK site.



7 000 tonnes

of oxygen per day will
be produced by the air
separation complex by
2021

Air Liquide and EVRAZ

In May **2018**, on the sidelines of the St. Petersburg International Economic Forum Air Liquide, and EVRAZ United West Siberian Metallurgical Plant JSC signed a long-term contract for the supply of oxygen, nitrogen and argon in Novokuznetsk.

Air Liquide will invest about **130 million euros** in the construction of two modern air separation units (ASUs).

Air Liquide will design, build, own and operate two new ASUs of **1,500 tonnes** per day of oxygen each at Evraz ZSMK site in Novokuznetsk.

Expected to start operation in **2021**, these new ASUs will offer Air Liquide a new source of oxygen, nitrogen and argon to supply the industrial gas market in Kemerovo Region, Western Siberia.



1500 tonnes

of oxygen per day will be produced by each of the two ASUs

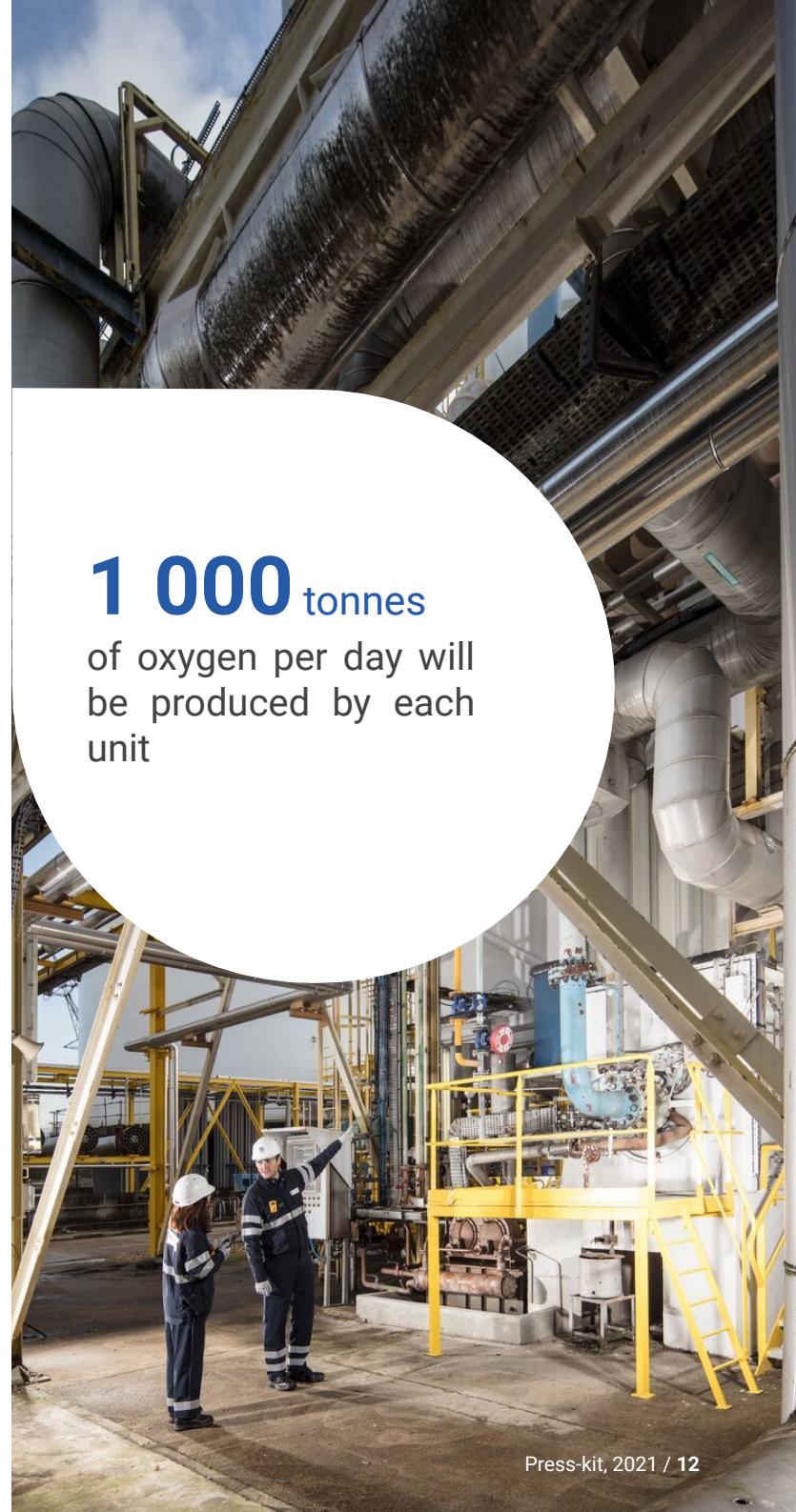
Air Liquide and NLMK

In July **2020**, Air Liquide and NLMK, a leading steel producer in Russia, have entered into a new long-term partnership.

Under the agreement, Air Liquide will invest around **100 million** euros in the flagship site of NLMK in Lipetsk, a combination of three projects which include the construction of a state-of-the-art Air Separation Unit (ASU), the acquisition of existing hydrogen unit for the steel plant and the unit for Rare Gases production.

Air Liquide will design, build, own and operate a new Air Separation Unit providing the highest industry standards in safety, efficiency and reliability. The unit with a production capacity of **1,000 tonnes** of oxygen per day will be built on the Lipetsk site to increase steel production of the flagship site of NLMK. Based on latest energy efficiency technologies, the new Air Liquide unit will be contributing to increased cost competitiveness of the site.

The start-up of the unit is expected in **2023**.



1 000 tonnes
of oxygen per day will
be produced by each
unit

Air Liquide in Tatarstan



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In **2009**, in the Alabuga Special Economic Zone, Tatarstan, Air Liquide Alabuga was established for the implementation of new project of Air Liquide in Russia. Today, the customers of Air Liquide Alabuga receiving products through connected pipelines are Preiss-Damler-Tatneft – Alabuga Fiberglass and Trakya Glass Rus.

Since **2012**, Air Liquide has been supplying liquid oxygen and nitrogen to industry needs in the region. Oxygen and nitrogen are widely used in machinery and metal works, food, electronics and medicine. This plant plays an important role in modernization of industrial infrastructure of the region. It offers competitive products together with safe and modern methods of delivery and storage of industrial gases.

In **2014**, the third phase of the plant, which will produce hydrogen and nitrogen-hydrogen solution for ZAO Trakya Glass Rus, is launched.



Air Liquide and Airgas

Airgas Inc. was formed in **1982** in the United States and over **30 years** has become a leader in the North American market in the supply of all types of gas in cylinders, and one of the largest distributors of personal protective equipment and labor protection products and also equipment, accessories and devices for welding.

In **2016**, Air Liquide has acquired Airgas Inc., followed by the full integration of the two market leaders into a cohesive and efficient team.

In Russia, the company has invaluable experience in the supply of sophisticated welding equipment, PPE and gases. From **2019** the company is the official distributor of brands: Lincoln, ESAB, 3M, Bohler, Ansell, UVEX, GCE, Hypertherm, Mechanix, Optrel, Portwest and many other brands from global producers.

FOR ADDITIONAL INFORMATION

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