ANNUAL GENERAL MEETING 2023



Agenda

Ordinary Resolutions

Approval of the Company financial statements for the fiscal year ended December 31, 2022

Approval of the consolidated financial statements for the fiscal year ended December 31, 2022

Appropriation of 2022 earnings; setting of the dividend

Authorization granted to the Board of Directors for a period of 18 months to allow the Company to trade in its own shares

Appointment of Ms Catherine Guillouard as Company Director

Appointment of Ms Christina Law as Company Director

Appointment of Mr Alexis Perakis-Valat as Company Director

Appointment of Mr Michael H. Thaman as Company Director

Ratification of the temporary appointment of Ms Monica de Virgiliis as Company Director

Statutory Auditors' Special Report on agreements covered by the articles L. 225-38 et seq. of the French Commercial Code

Approval of the components of the remuneration paid during or awarded in respect of the fiscal year ended December 31, 2022 to Mr Benoît Potier, Chairman and Chief Executive Officer, for the period from January 1, 2022 to May 31, 2022

Approval of the components of the remuneration paid during or awarded in respect of the fiscal year ended December 31, 2022 to Mr François Jackow, Chief Executive Officer, for the period from June 1, 2022 to December 31, 2022

Approval of the components of the remuneration paid during or awarded in respect of the fiscal year ended December 31, 2022 to Mr Benoît Potier, Chairman of the Board of Directors, for the period from June 1, 2022 to December 31, 2022

Approval of information relating to the remuneration of corporate officers stated in article L. 22-10-9-I of the French Commercial Code

Approval of the remuneration policy for the Chief Executive Officer

Approval of the remuneration policy for the Chairman of the Board of Directors

Approval of the remuneration policy applicable to Directors

Extraordinary Resolutions

Authorization granted to the Board of Directors for a period of 24 months to reduce the share capital by cancellation of treasury shares

Delegation of authority granted to the Board of Directors for a period of 26 months to increase the share capital via the issuance of ordinary shares or marketable securities giving access, immediately and/or in the future, to the Company's share capital with retention of preferential subscription rights for Shareholders for a maximum nominal amount of 470 million euros

Authorization granted to the Board of Directors for a period of 26 months to increase, in the event of oversubscription, the issuance amount of shares or marketable securities

Delegation of authority granted to the Board of Directors for a period of 26 months to perform share capital increases, with cancellation of preferential subscription rights, reserved for members of a company or group savings plan

Delegation of authority granted to the Board of Directors for a period of 18 months to perform share capital increases, with cancellation of preferential subscription rights, reserved for a category of beneficiaries

Ordinary Resolution

Powers for formalities

Top 5 most popular themes

Survey prior to the Annual General Meeting 2023 outlook

Hydrogen activities:

decarbonization and mobility

3 2022 Results

Medium-term strategy

The global economic and geopolitical situation



Opening of the Meeting

- Financial and extra-financial performance 2022 Results
 - Strategic Overview
 - Strategy, environmental and societal advances, 2023 outlook
 - Governance
 - Remunerations
 - Statutory Auditors' Reports
 - Exchanges with the audience
 - Vote on resolutions

Agenda



ANNUAL GENERAL MEETING 2023



A direct registered Shareholder for the past two years.

Financial and extra-financial performance 2022 Results

Jérôme Pelletan

Chief Financial Officer (CFO)





Strong sales growth



Significant increase in operating margin



Continued strengthening of our balance sheet



Very high level of **investment** decisions







Strong increase Group sales

€29.9bn
record
sales

Evolution **Group sales** (in €bn)

29.9 23 202 Comparable change > +7%

Published change > +28%

+28%
Published
change

European natural gas prices (\mathcal{E}/MWh)



Gas & Services

Comparable sales growth

By geography

Americas +10%

By activity









Engineering & Construction

Comparable sales growth

2% of Group sales

Strong increase of sales

Comparable change⁽¹⁾: +21%

Record level of order intake

2 % of Group +21% comparable change

AGM23

Global Markets & Technologies

Comparable sales growth

3% of Group sales

Comparable change⁽¹⁾:

Growth biomethane activity

(1) Comparable sales growth: excluding currency, energy and significant scope impacts

Air Liquide



Operating **margin**

+70 pbs
excluding
energy

16.2%

Significant increase

in operating margin

Operating income

recurring **£4.9**bn

Comparable change⁽¹⁾

+10.5%

Much higher than the comparable sales growth





Inflation-adapted pricing policy



€378M efficiencies



Dynamic management of business portfolio



Strong growth, in net income

€3,162_M
Group recurring net profit

+17.3% excluding FX

In €m	2021	2022	2022/2021 as published	2022/2021 excl. FX
Revenue	23,335	29,934	+28.3%	+22.5%
Operating income recurring	4,160	4,862	+16.9%	
Other non-recurring operating income & expenses	(151)	(571)		
Operating income	4,010	4,291		
Net financial costs and other net financial expenses	(408)	(386)		
Income taxes	(915)	(1,002)		
Tax rate	25.4%	25.7%		
Share of profit of associates	5	1		
Minority interests	120	145		
Net profit (Group share)	2,572	2,759	+7.3%	
Earnings per share (in €)	4.94(1)	5.28	+7.0%	
Recurring net profit ⁽²⁾	2,572	3,162	+22.9%	+17.3%

⁽¹⁾ Adjusted for the free share attribution in 2022

⁽²⁾ Excluding exceptional and significant transactions that have no impact on the operating income recurring



Balance Sheet further strengthened & profitable investments

€6.3_{bn} Net debt to equity ratio (in %) cash flow + 12% excl. FX acquisition **57%** 47.5% < **42**% 2015 2016 2017 2018 2019 2020 2021 2022





12-month portfolio of investment opportunities

€3.3

Investment decisions in 2022

Air Liquide

€4.0 bn

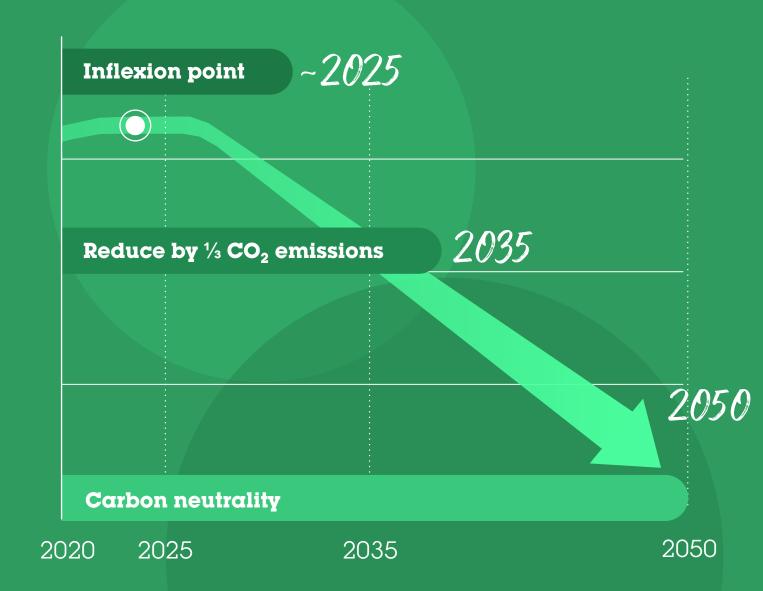
>40%
in energy
transition

2022 extra-financial performance

Towards carbon neutrality by 2050

O Air Liquide





Air Liquide

AGM23

2022 extra-financial performance

Societal

progress

major objectives

Safety
-11%
LTA (2)
in 2022



Gender diversity

Share of women among "Managers and professionals"





Common basis of care coverage for all employees

2025 objective

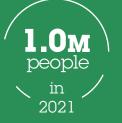


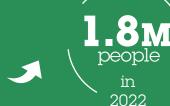
100%

2025 objective



Access to medical oxygen





In low and middle-income countries(1)

⁽¹⁾ Through the Air Liquide "Access Oxygen" program

⁽²⁾ Lost-time accident frequency rate of Air Liquide employees and temporary workers





Esther and ArmandShareholders for 7 years and 32 years

Benoît Potier

Chairman of Air Liquide's Board of Directors

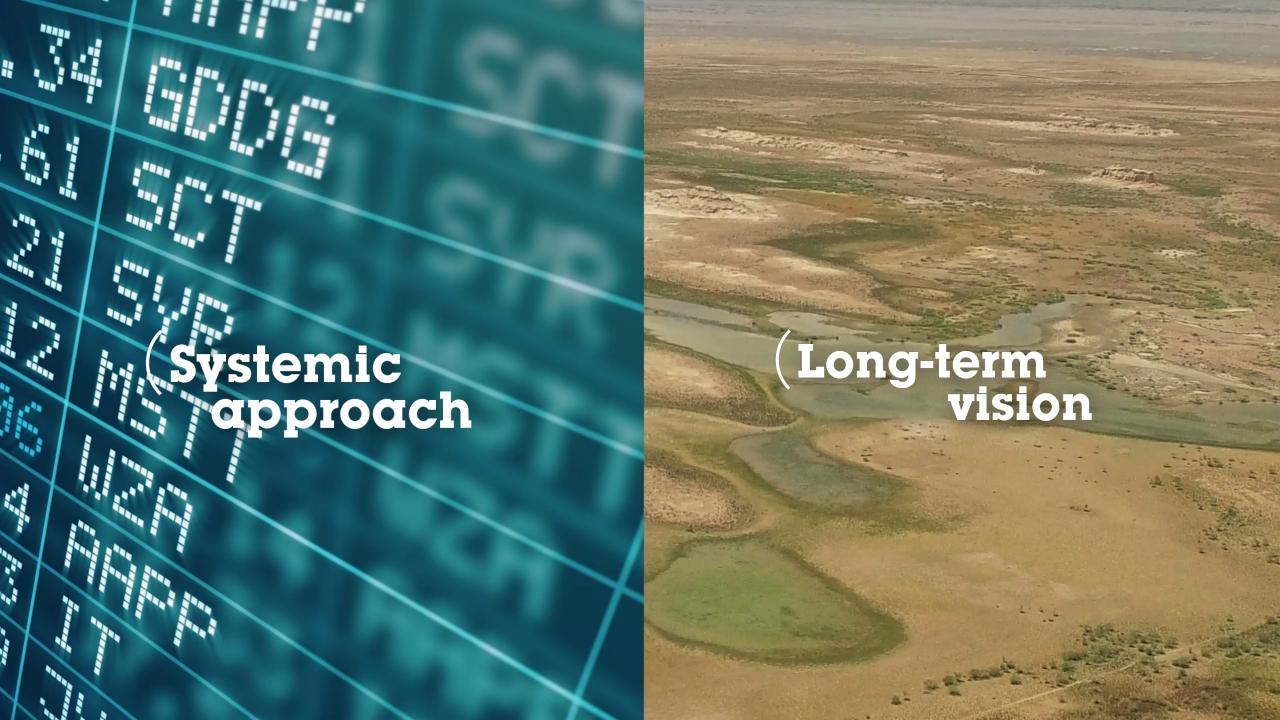
Strategic **overview**













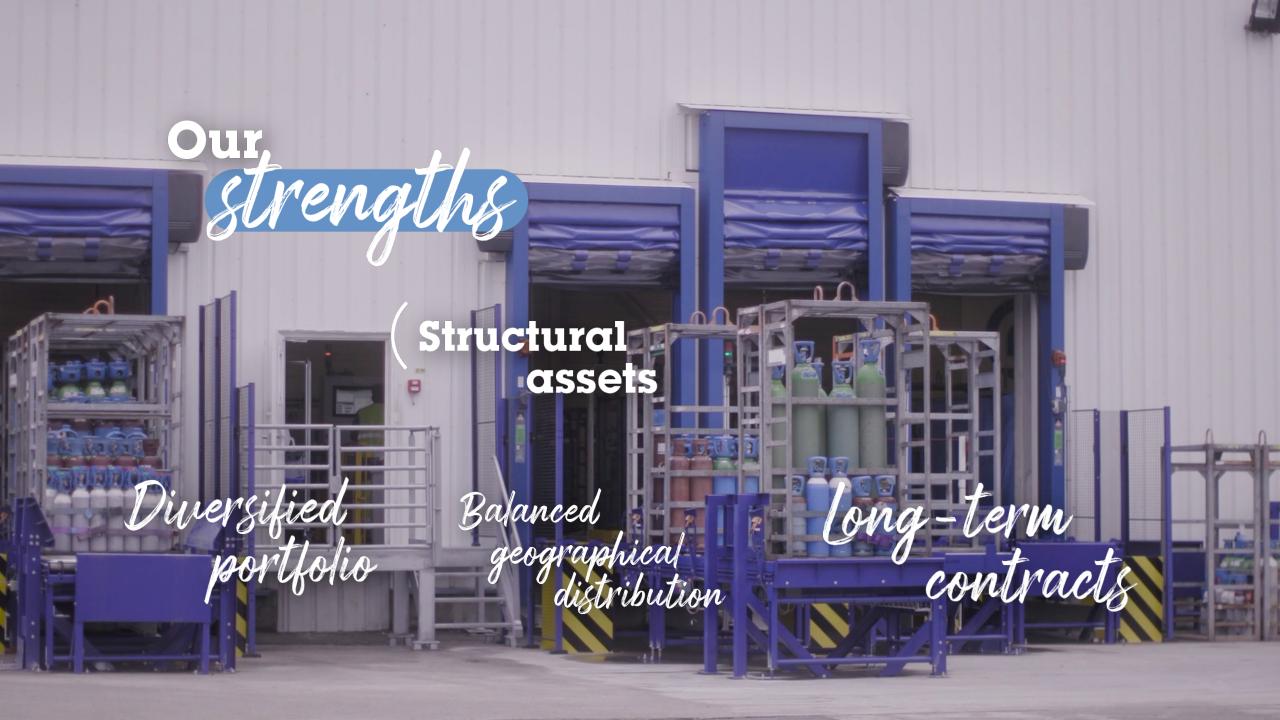










































~750,000 individual shareholders

35% of Caypital

€2.95
dividend per share
for the fiscal year 2022

12.2% growth















AREINFORCED BUSINESS MODEL WITH ADVANCE

3 pillars

- A reinforced business model
- New opportunities
- Acting for all

Advance launched in 2022





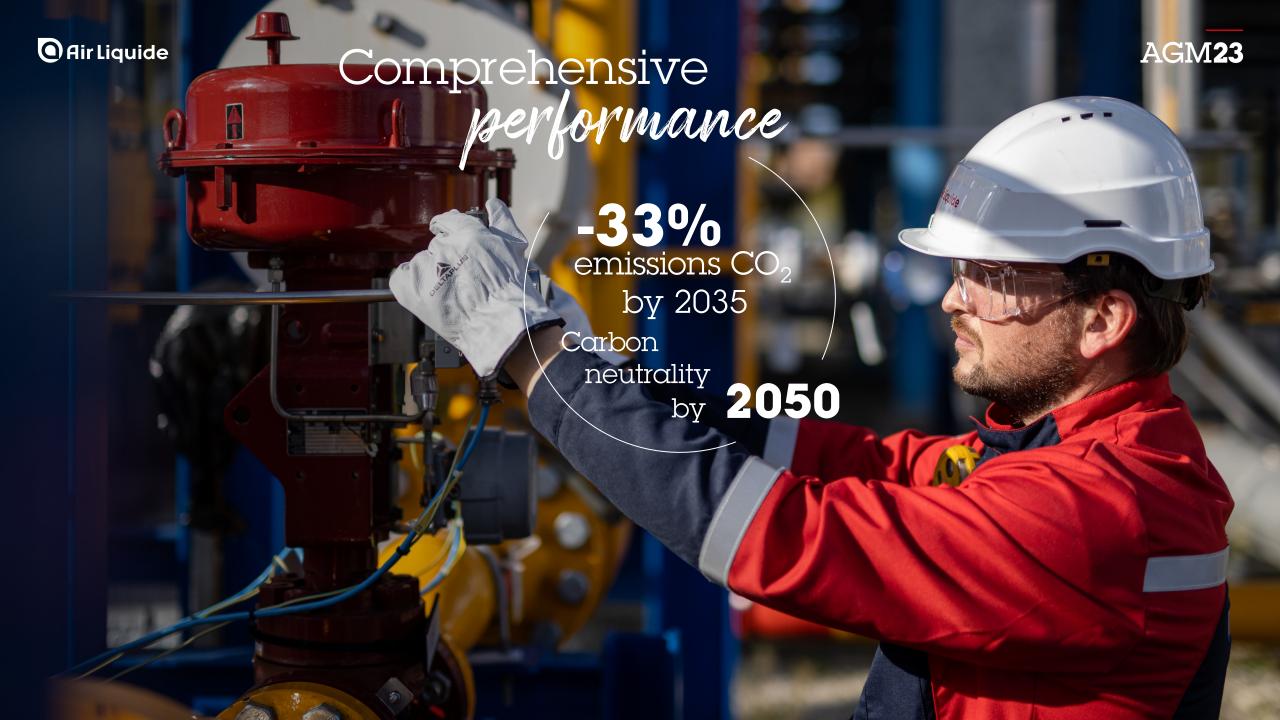
Energy transition

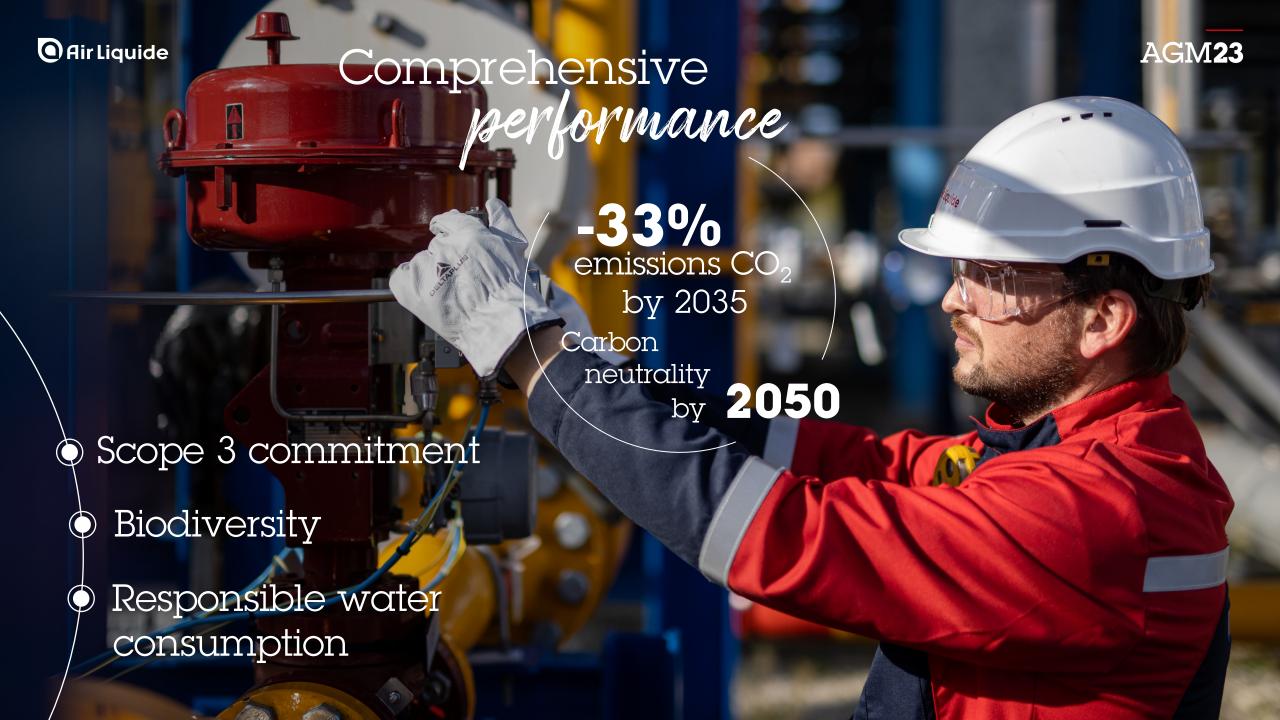
major
Wyczes

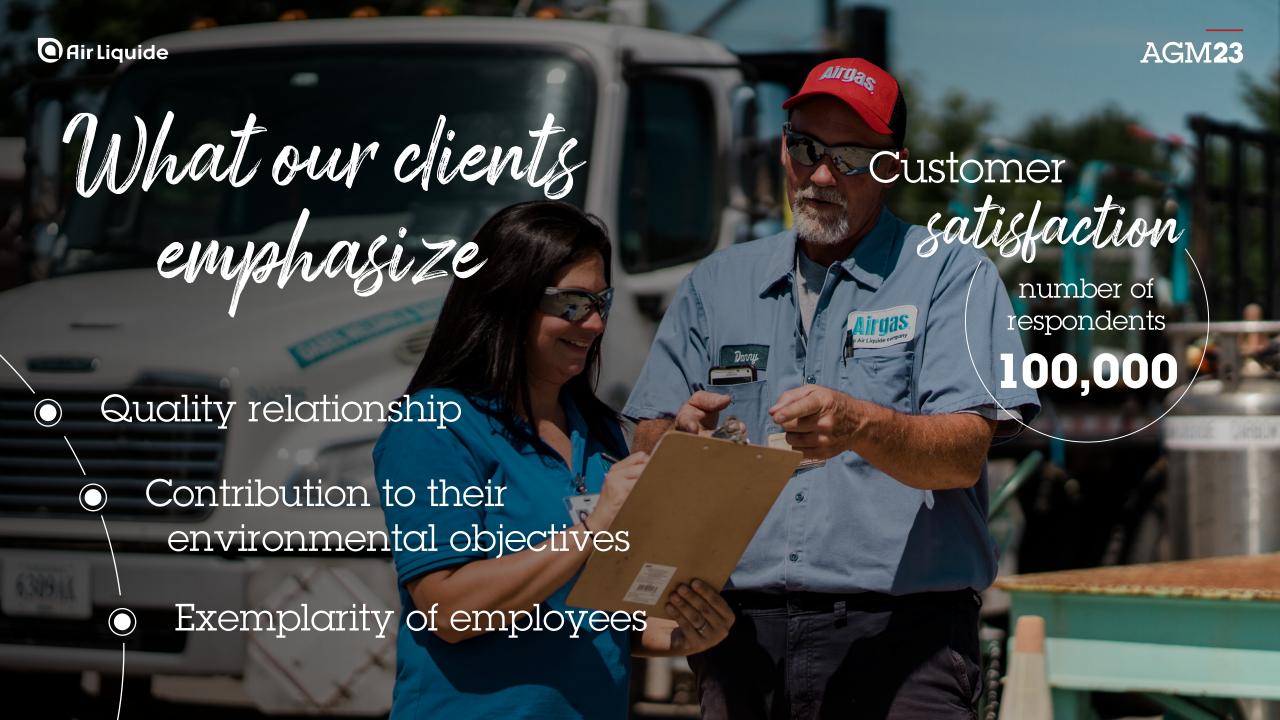














DECARBONIZATION















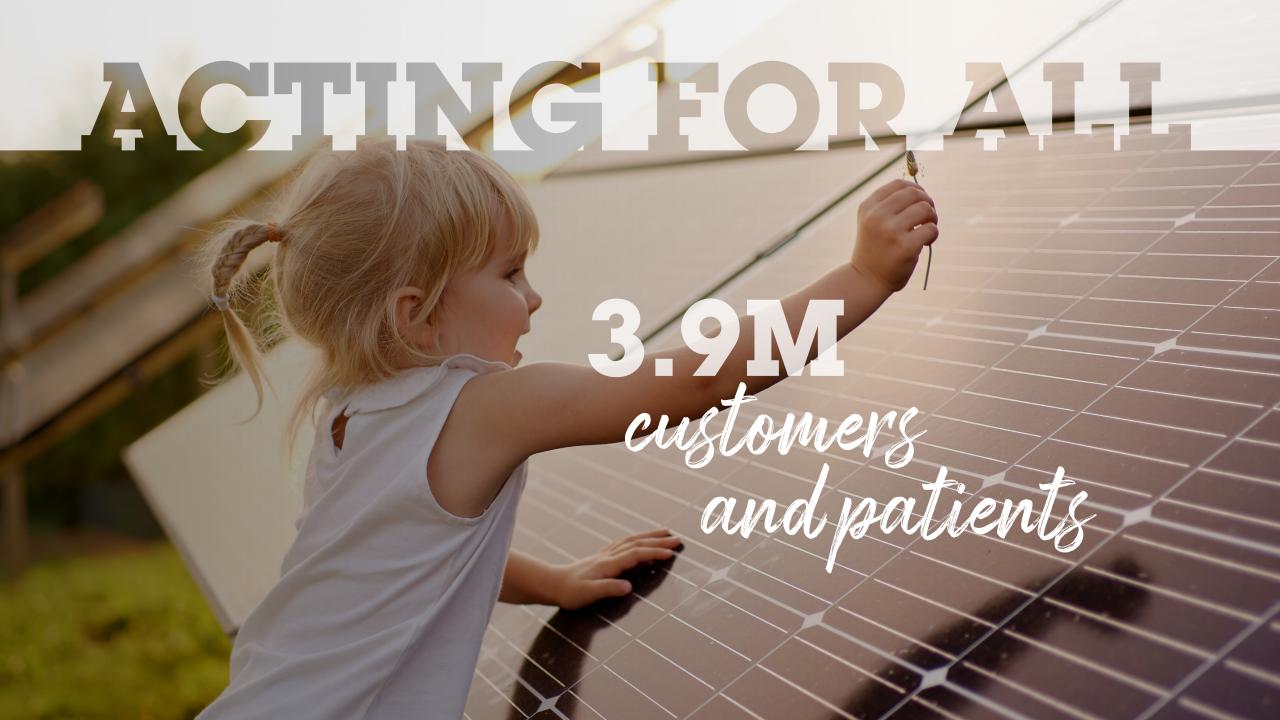
























TOGETHER





Evolution of the Board of Directors

End of the terms of office



Siân Herbert-Jones



Geneviève Berger



Evolution

of the Board
Of Directors

Resolutions
5 to 8

Appointment proposals



Catherine

Guillouard



Christina /aw



Alexis Perakis-Valat



Michael H.

Thaman



AGM**23**

Resolution

EvolutionDogga

of the Board
of Directors

Proposal for ratification of the co-option of **Monica de Virgiliis**



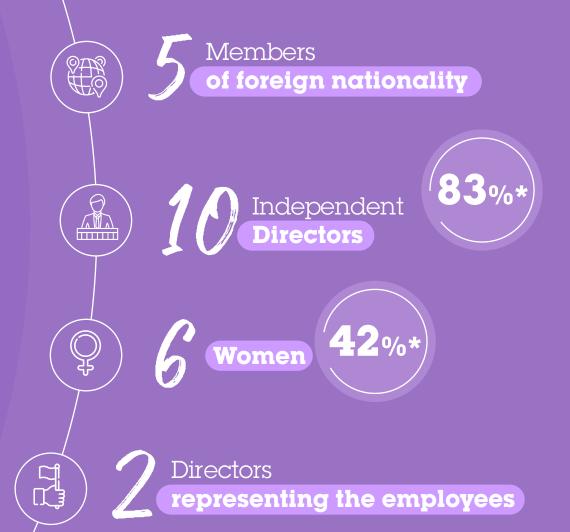
Monica De Virgiliis *

^{*} At its meeting of February 15, 2023, the Board of Directors appointed Monica de Virgiliis as a provisional replacement for Anette Bronder who left her positionon January 3, 2023.

Your Board of Directors

at the end of this General Meeting





* This ratio is calculated on the basis of the number of Directors appointed by the General Meeting



Committees

of the **Board of Directors**

at the end of this General Meeting

Composition of the 4 Committees



The Audit and Accounts Committee

Chairwoman



The **Appointments** and **Governance** Committee

Chairman & Lead Director

Xavier Huillard Annette Winkler

Bertrand **Dumazy**

Catherine Guillouard Aimon Ezzat Bertrand

Dumazy



Committees

of the **Board of Directors**

at the end of this General Meeting

Composition of the 4 Committees



Xavier

Huillard

The **Remuneration**Committee

Chairman & Lead Director

Kim Ann Mink

Fatima **Tighlaline***



The **Environment** and **Society** Committee

Chairwoman

Annette Winkler Philippe Monica

Dubrulle* de Virgiliis

* Director representing the employees



Resolution 11

7 Resolutions submitted to the vote

AGM23

Resolution 15

Resolution 16

Resolution 17

2022 Remunerations Resolution
12
Resolution
13

Resolution 14

2023
Remuneration
Policy



2022 remuneration

of Benoît Potier

Chairman and CEO (January 1, 2022 to May 31, 2022)



in thousands of euros, rounded off

■ Fixed remuneration ■ Variable remuneration

Fixed: **€1,325,000**

(stable since 2018)

prorated: €552,083

Variable: **€921,979** (prorated)





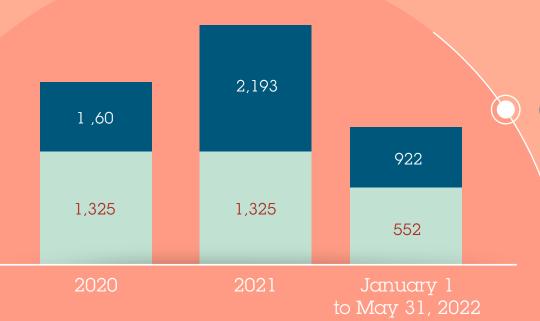
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2022 remuneration

of Benoît Potier

Chairman and CEO (January 1, 2022 to May 31, 2022)





in thousands of euros, rounded off

■ Fixed remuneration ■ Variable remuneration

Quantifiable objectives

> Increase in the recurring EPS and revenue: objectives achieved at the maximum threshold

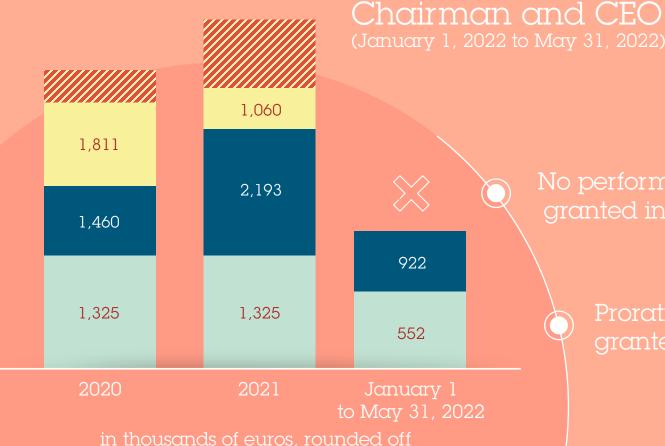
Qualitative objectives: excellent performance

- > CSR
- > Organization / HR
- Individual performance

AGM23

2022 remuneration

of Benoît Potier



No performance shares

Prorating of performance shares granted in 2020 and 2021

2022 U.R.D Pages 210 to 216

- Fixed remuneration Variable remuneration
- Attribution of long-term incentives (LTI)
- Prorating of performance shares in 2020 and 2021



2022 remuneration

of François Jackow

Chief Executive Officer

(from June 1, 2022 to December 31, 2022)

912 642 2022

in thousands of euros, rounded off

- Fixed remuneration
- Variable remuneration

Fixed: **€1,100,000** prorated: **€**641,667

Variable: **€912,450** (prorated)

AGM23





AGM23

2022 remuneration

of François Jackow

Chief Executive Officer

(from June 1, 2022 to December 31, 2022)

Pages
217 to 225

Pages
217 to 225

Resolution

912

642

2022

in thousands of euros, rounded off

- Fixed remuneration
- Variable remuneration

Quantifiable objectives

> Increase in the recurring EPS and revenue: objectives achieved at the maximum threshold

Qualitative objectives

- > CSR: very good performance
- Organization / HR: very good performance
- > Remarkable individual performance



AGM23

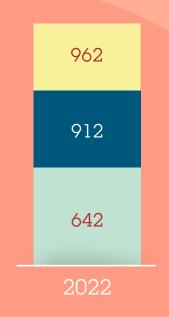
2022 remuneration

of François Jackon

Chief Executive Officer

(from June 1, 2022 to December 31, 2022)





Long-term remuneration

(performance shares)

€961,965 (prorated)

Long-term remuneration subject to performance conditions:

- > ROCE
- > TSR
- > Climate objectives

in thousands of euros, rounded off

- Fixed remuneration
- Variable remuneration
- Attribution of long-term incentives (LTI)



2022 remuneration

of Benoît Potier

Chairman of the Board of Directors
(from June 1, 2022 to December 31, 2022)

2022

in thousands of euros, rounded off

Fixed remuneration

Fixed: **€800,000**

prorated: €466,667

AGM**23**



13th Resolution





Global vote on 2022 remuneration of corporate officers



Chief Executive Officer

2022 remuneration ratios (1) on an annualized basis

Company employees average 33

Company employees median 48

Group employees average in France

in remunerations and performances over 5 years (2)

N/A (1st year in office)

Comparative changes

⁽¹⁾ Data for 2022, based on the nominal/target component for the variable remuneration.

⁽²⁾ Average annual growth rate over 5 years.



AGM23



2022 remuneration of corporate officers

Non-executive Directors

Application of the policy approved by the AGM on May 4, 2022

2023
remuneration
Policy

Vote
on the remuneration

policy



François Jackow

Chief Executive Officer

Benoît Potier

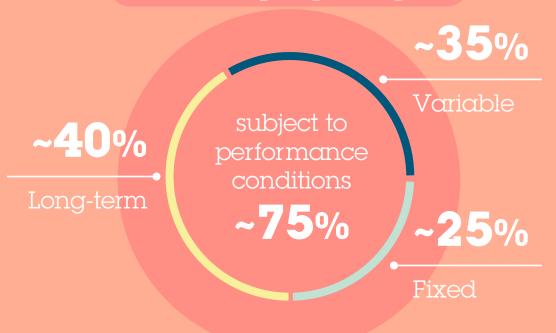
Chairman of the Board of Directors

Directors



Remuneration policy of the Executive Officer

Continuity of principles



Variable remuneration



Quantifiable criteria

EPS and revenue growth

Qualitative criteria

- > CSR
- > Organization / HR
- > Individual performance

AGM**23**



Vote

on the remuneration

policy



AGM23

Remuneration policy of the Executive Officer



on the remuneration

Vote

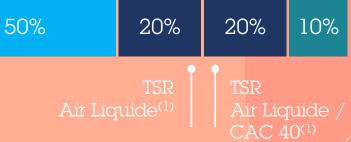
Continuity of principles



Long-term remuneration: unchanged criteria

Recurring Return On Capital Employed (ROCE)

Reduction of CO₂ emissions in absolute value



(1) <u>Dividends</u> reinvested

Fixed remuneration (unchanged): €1,100,000

2022 U.R.D Pages 230 to 234



Remuneration policy

of François Jackon

Chief Executive Officer

Variable remuneration

(unchanged structure):

- Target variable remuneration: 120% of the fixed part
- Maximum variable remuneration:
 150% of the fixed part

Annual long-term remuneration (LTI) (unchanged): €1,650,000

No remuneration as a Director

Pension obligations

Continuity of existing mechanisms

2022 U.R.D Pages 230 to 234

15th
Resolution

Remuneration
policy
of François Jackow

Chief Executive Officer

Mandatory company retirement savings plan (PERO) and senior executive contribution pension plan

Collective pension insurance contract "article 82" subject to performance conditions: average of the annual difference between the ROCE* and the WACC over three years

Commitments relating to termination of duties

Remuneration policy

of François Jackon

Chief Executive Officer

Indemnities relating to termination of duties subject to performance conditions

Non-competition commitment

Cumulated amount capped at 24 months of fixed and variable remuneration









Remuneration policy of Benoît Potier

Chairman of the Board of Directors

Fixed remuneration (unchanged): €800,000

No variable or long-term remuneration

No remuneration as a Director

AGM23

A competitive remuneration with international peers

Same remuneration for in person or remote meetings

Preponderance of variable remuneration

According to the effective participation of each Director

Unchanged remuneration package since 2020 Annual General Meeting: €1.3M/year

Directors' Remuneration

Continuity of the policy







Ordinary

General Meeting

Statutory Auditors' Reports

Report on the annual financial statements

Report on the consolidated financial statements

Special Report on related party agreements

related to
Share
capital
operations
(resolutions 18 to 22)

Extraordinary general Meeting





the Annual financial on Statements of L'Air Liquide S.A.

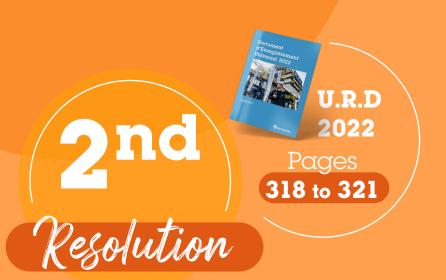
Approval of the annual financial statements as at and for the year ended December 31, 2022



In our opinion, the financial statements give a true and fair view of the assets and liabilities, and of the financial position of the Company as at December 31, 2022 and of the results of its operations for the year then ended in accordance with French accounting principles.



Report the consolidated on financial statements of Air Liquid Group



Approval of the consolidated financial Statements as at and for the year ended December 31, 2022

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Extra-financial performance declaration for the year 2022

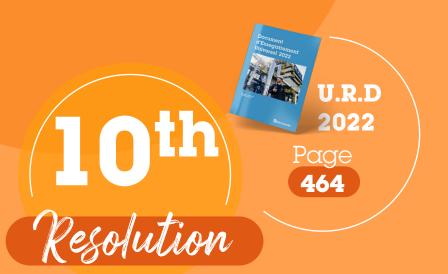




We ensured that the management report included the consolidated extra-financial performance declaration of the Company.

This extra-financial performance declaration includes **the mandatory disclosures** related to the European taxonomy

special report on related party agreements



Agreements already approved

by shareholders' meeting

Life Insurance contract
This agreement relates to Benoît Potier.

Agreements submitted for approval of the

annual shareholders' meeting

We have not been advised of any agreements authorized in the course of the year that should besumitted to the General Meeting of Shareholders' for approval.

Reports related
to Shave capital
operations





Share **capital** reduction





Issue of shares and various securities with preferential subscription rights





Share capital increase reserved for employees

We have no matters to report.

We will prepare additional reports in the event that the Board of Directors uses the delegations of authority.





Approval of the Company financial statements for the fiscal year ended December 31, 2022



Approval of the consolidated financial statements for the fiscal year ended December 31, 2022



Appropriation of 2022 earnings; setting of the dividend



Air Liquide

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Air Liquide

Ratification of the temporary appointment of Ms Monica de Virgiliis as Company Director



O Air Liquide

Statutory Auditors' Special Report on agreements covered by the articles L. 225-38 et seq. of the French Commercial Code



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Air Liquide

Approval of the remuneration policy applicable to Directors



Air Liquide

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Powers for formalities



ANNUAL GENERAL MEETING 2023

Thankyou

for attending this General Meeting.

The replay of the webcast will be available soon on **airliquide.com**