



# Q3 2024 Activity

---

François Jackow, Chief Executive Officer  
Jérôme Pelletan, Chief Financial Officer  
Emilie Mouren-Renouard, Vice President  
Adam Peters, Vice President

Paris, October 23, 2024

Credit: Adrien Daste

# Delivery on Track

François Jackow - Chief Executive Officer

# Q3 2024: Strong Execution Delivering High Performance

## Resilience

**Comparable  
Sales growth**

**+3.3<sup>(1)</sup>%**

## Strong Performance

**Group OIR  
margin<sup>(2)</sup>**

**+100  
bps**

YTD Sept.

## Building the future

**Investment  
Backlog**

**€4.2  
bn**

In line with CO<sub>2</sub>  
trajectory 🌱

(1) Including +2% contribution from Argentina (2) Operating Income Recurring on Sales excluding energy passthrough impact

# Q3 2024: Investment Decisions at a Record Level of €1.4bn

Major long-term contracts signed



 **ASU**

 **LG Chem**  
CAM<sup>(1)</sup> manufacturing

**\$150m**  
capex



 with air gases for **IM**



**ASU takeover**

  
**WANHUA**  
Chemicals

**€60m**  
capex



 with argon for **IM**



 **ASUs**

 **Aurubis**  
Metals for Progress  
Copper production

**€100m**  
capex



 with air gases for **IM**

(1) Cathode Active Material for lithium-ion electric vehicle batteries

# Resilient Sales Growth Strong Backlog

Jérôme Pelletan - Chief Financial Officer

# Resilient Comparable Sales Growth in a Challenging Environment

Sales in €m	Q3 23	Q3 24	Q3 24/23 As published	Q3 24/23 Comparable	YTD 24/23 Comparable
<b>Gas &amp; Services</b>	<b>6,483</b>	<b>6,445</b>	<b>-0.6%</b>	<b>+3.6%<sup>(1)</sup></b>	<b>+3.0%</b>
Engineering & Construction	110	110	+0.2%	-0.0%	+6.2%
Global Markets & Technologies	218	207	-5.0%	-4.6%	-3.0%
<b>Group Total</b>	<b>6,811</b>	<b>6,762</b>	<b>-0.7%</b>	<b>+3.3%<sup>(1)</sup></b>	<b>+2.8%</b>

Impacts on Q3 Group Sales: -3.1% FX | -0.9% Energy | +0.0% Significant Scope<sup>(2)</sup>

(1) Including +2% contribution from Argentina for G&S and at Group level

(2) Impact on sales of all acquisitions or disposals of a significant size for the Group

# Growth in all Activities

## Q3 2024 Gas & Services comparable sales growth

### by Activities



+9%



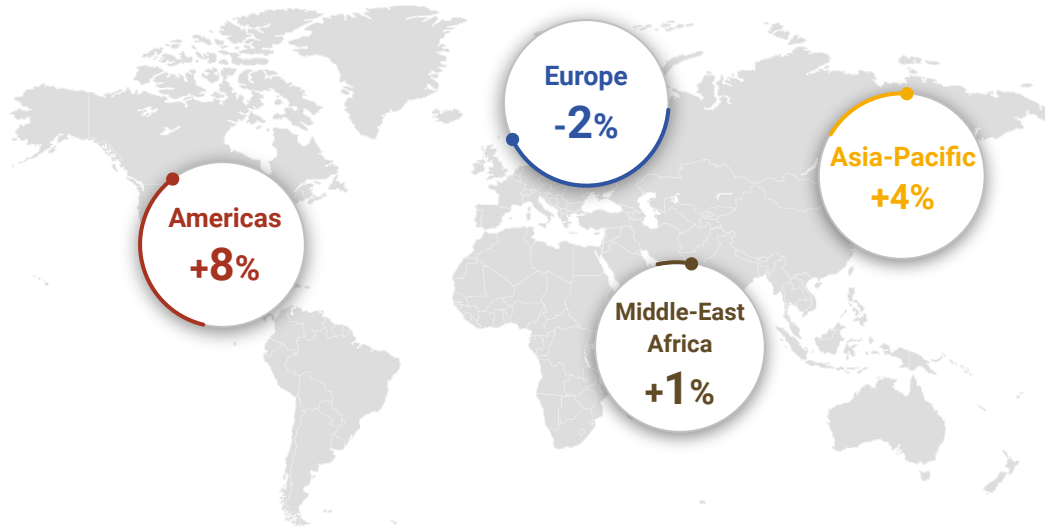
+6%



+3%



+2%



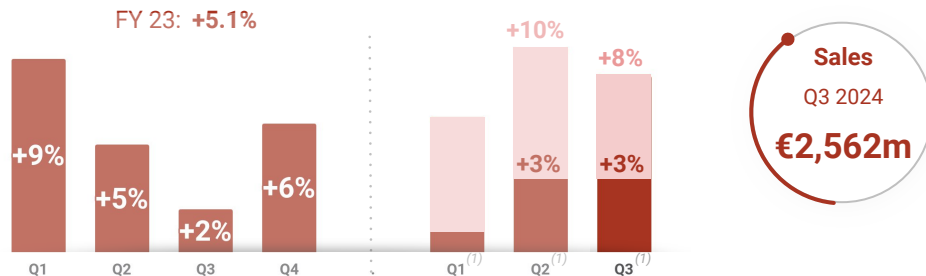
G&S Comparable sales growth

+4%

# Q3 - Continued Strength in Americas, Soft Industrial Demand in Europe

## Americas

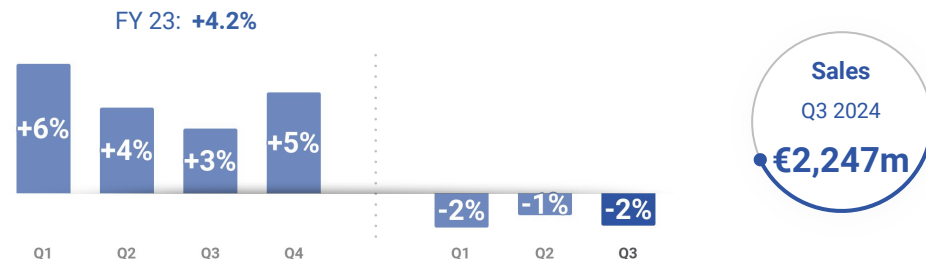
All activities contributing to growth



- **LI** : 1 major **ASU start-up** in Q1, **high USA base** volumes  
Customer turnarounds
- **IM** : Solid **+6.9% pricing**  
**Resilient gas volumes**
- **HC** : **Strong growth** accelerating<sup>(2)</sup>  
**Pricing & solid volumes**
- **EL** : **Strong growth** in **Carrier Gases** driven by SU<sup>(3)</sup>, high **E&I**  
**Low Materials**

## Europe

Sustained growth in HC, sale of a Cogen unit in LI



- **LI** : **Improved H<sub>2</sub> vol.** to Refining & Chemicals, **stable Steel**  
**Sale of a Cogen unit**
- **IM** : Continuous **price actions**  
**Soft volumes**, slightly improving sequentially
- **HC** : **High HHC** driven by **sleep apnea & diabetes**  
**Solid pricing & volume growth** in **Medical gases**

G&S comparable sales growth

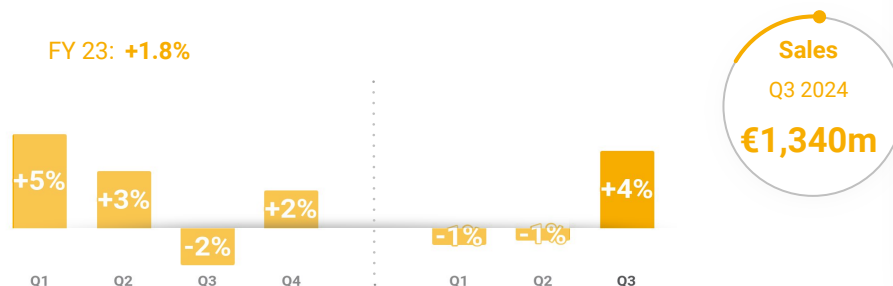
(1) In light: contribution from Argentina, see appendix (2) excl. Argentina (3) Start-ups & ramp-ups



# Q3 – Asia Back to Growth, Portfolio Optimization in AMEI

## Asia

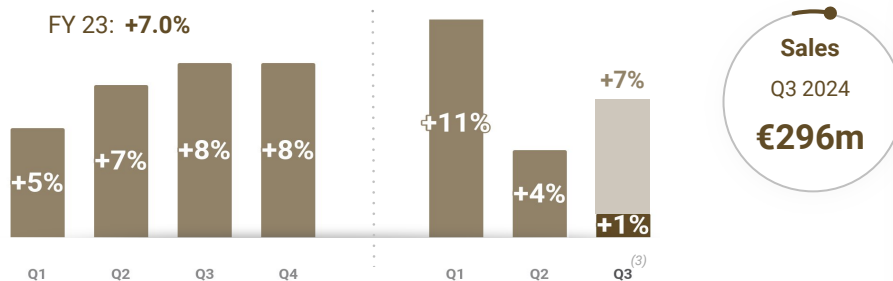
LI and EL strong drivers



- **LI**
  - Major start-up in China in March
  - Less customer turnarounds
- **IM**
  - Pricing impacted by Helium
  - Growing sales excl. Helium, strong PG<sup>(1)</sup> in China
- **EL**
  - Strong growth in Carrier Gases, AM<sup>(2)</sup> and E&I
  - Low Specialty Materials

## AMEI

Sales impacted by divestitures in Africa



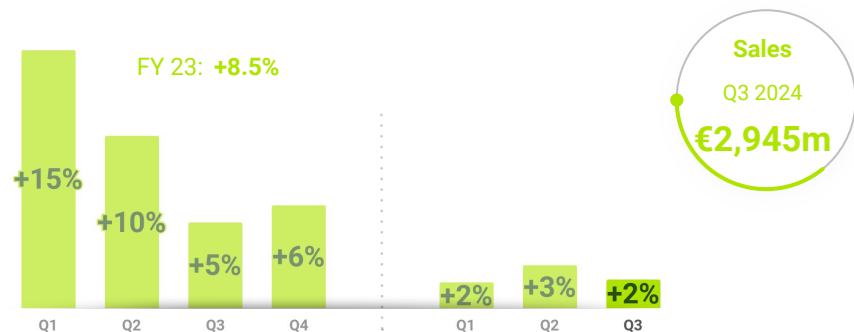
- **LI**
  - Resilient activity
- **IM**
  - Divestiture of 12 subsidiaries in Africa
  - +6.7% pricing

G&S comparable sales growth (1) Packaged Gases (2) Advanced Materials  
(3) In light: sales growth excluding divestitures

# Q3 – Continued Growth in IM, Improved LI

## Industrial Merchant

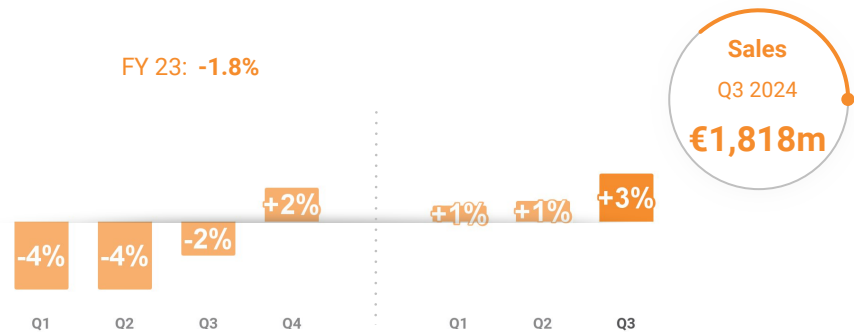
Resilient sales growth



- Sustained +4.1% pricing on top of +6.5% in Q3 23
- Softening volumes, Hardgoods impact in Americas
- Sectors posting volume growth: **Technology, Research, Chemicals** in Americas, **Food** in Americas and Asia, **IC<sup>(1)</sup> Packaging** and **Fabrication** in Asia

## Large Industries

Start-ups contribution offsetting turnarounds



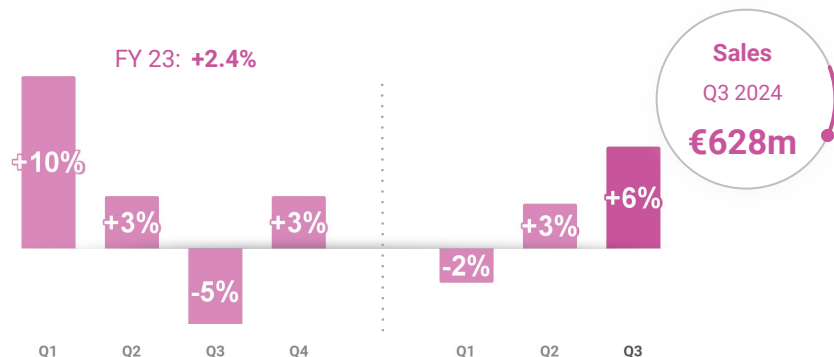
- 2 Start-ups in China and USA in Q1
- Less customer turnarounds sequentially
- Higher volumes for **Chemicals** in USA and **Refining** in Europe, low **Steel**
- Sale of a **Cogen** unit in Europe

G&S comparable sales growth (1) Integrated Circuits

# Q3 – Growing Electronics, Continued Momentum in Healthcare

## Electronics

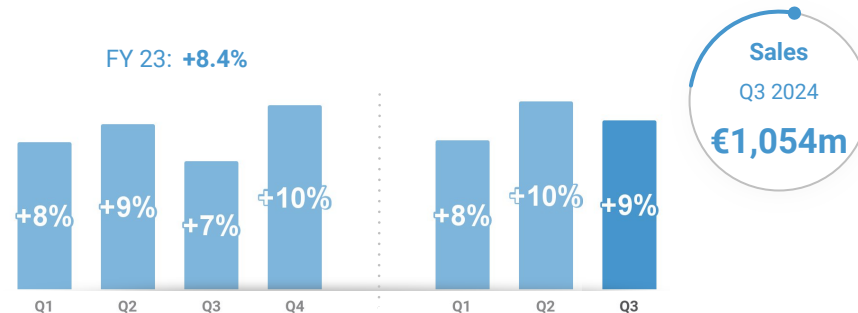
All segments contributing to growth, except SM<sup>(1)</sup>



- **Very solid** contribution from SU/RU<sup>(2)</sup> in **Carrier Gases**
- Record **high E&I** from Asia and USA
- **Higher AM**<sup>(3)</sup> sales compared to a low Q3 23
- Continued **low Specialty Materials**

## Healthcare

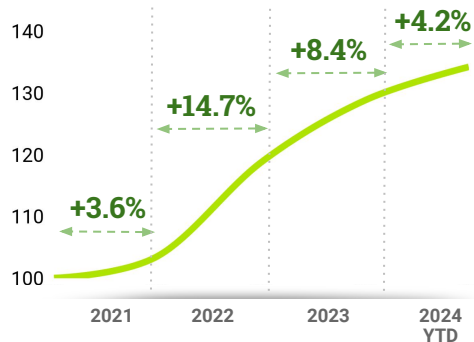
HHC & Medical gases driving growth



- **High HHC** driven by sleep apnea, oxygen therapy & diabetes
- **Pricing in Medical gases** addressing inflation

# Focused on Execution

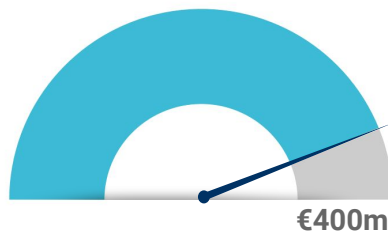
## IM Pricing



- Continued focus on **price management** above cost curve

## Efficiencies

€353m  
+10% YoY



- Record level, ahead of annual target
- Structural efficiencies delivering
- Strengthened **procurement efficiencies**
- Continuing strong **industrial efficiencies**

## Portfolio Management YTD

### 14 acquisitions

- 4 in **USA**
- 1 in **Canada**
- 1 in **Austria**
- 1 in **Sweden**
- 5 in **China**
- 2 in **Italy**

### 5 divestitures

- Aerospace technology activity
- Welding equipment rental activity in Europe
- Logistic activities in Japan
- 12 subsidiaries in Africa
- Small **non core** activity in Europe

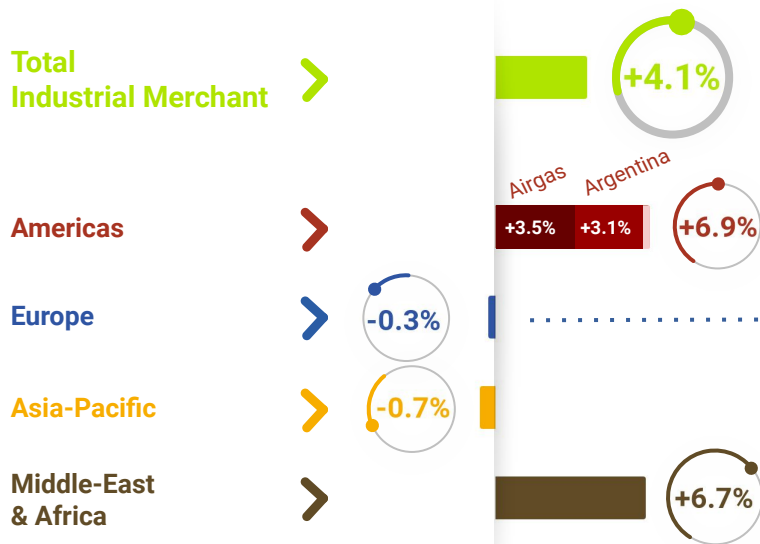
+100  
bps

Group OIR margin<sup>(1)</sup>  
YTD Sept.

(1) Operating Income Recurring on Sales excluding energy passthrough impact

# Continued Active Management of IM Pricing

## Solid IM pricing



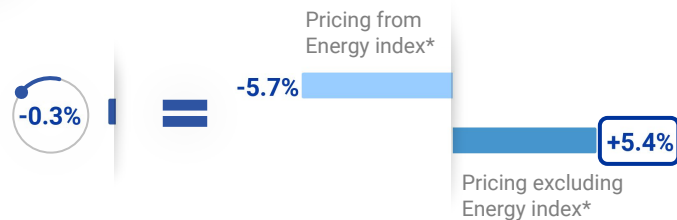
IM Pricing in Q3 24

## Continued accretive margin contribution

Value-added offers & service quality focus to **customers**



In Europe



\* Estimated calculation based on a main contractual index used in Bulk contracts, the "EU Power Market - Delivery Y+1", showing a drop of -37% in Q3 24 vs Q3 23

# Backlog >€4bn

## Q3 2024 Investment KPIs<sup>(1)</sup>

### 12-months investment Opportunities



**Stable at high level:**

- >40% in **Energy Transition**
- Higher share of **EL** projects
- **Growing portfolio** beyond 12 months

### Investment Decisions



**Record level:**

- ASU projects in **LI** with **IM** synergies
- **EL** production units

### Investment Backlog



**Well balanced** between:

- **LI** projects in all regions
- **EL** projects in Asia and USA

## Sales Contribution

from Start-up / Ramp-up<sup>(2)</sup>

**YTD  
Q3 2024**



**FY 2024  
Outlook**



**FY 2025  
estimate**

**>€250m**

(1) See definitions in appendix (2) At constant exchange rate and excluding energy passthrough impact

## Executing ADVANCE strategic plan

- Confirmed **sequential sales growth**
  - strong **resilience**
- Delivering **increased performance**
  - **structural efficiencies**
- **Backlog >€4bn**
  - laying the **foundations for the future**
- Year end **guidance confirmed**

# Accelerating to Deliver Key Milestones

## 2024 guidance



“

*Air Liquide is confident in its ability to further increase its operating margin and to deliver recurring net profit growth, at constant exchange rates.<sup>(1)</sup>*

”

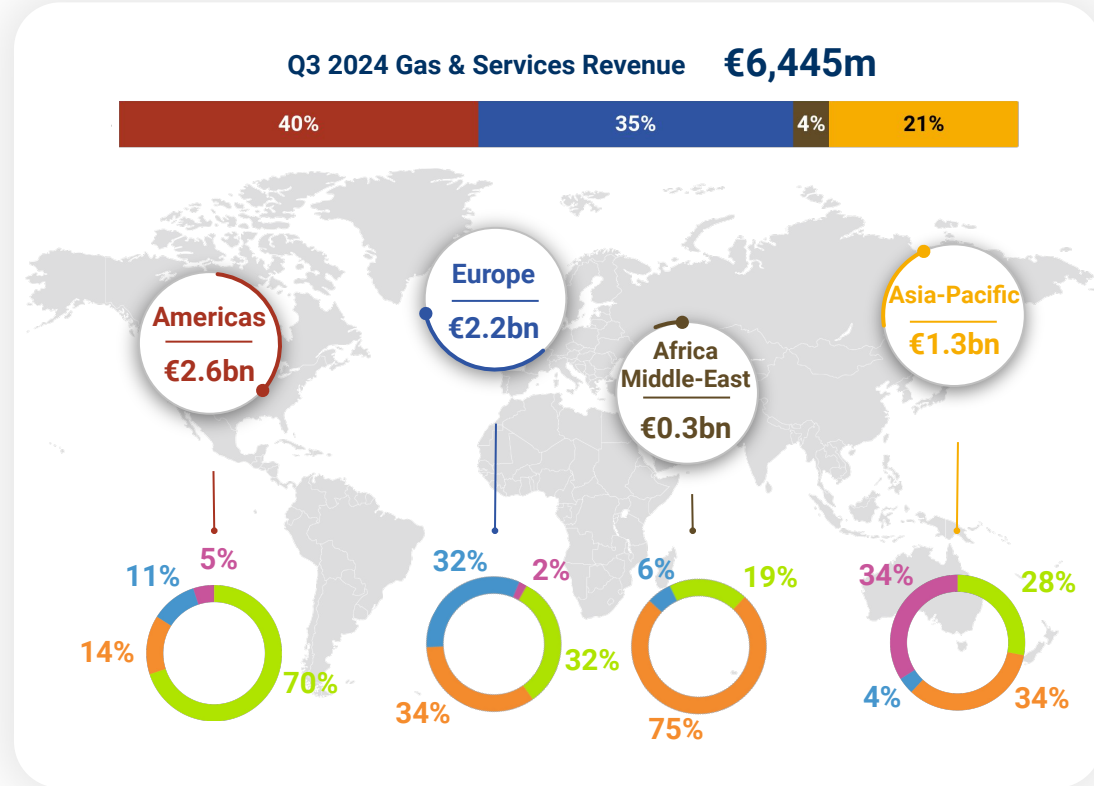
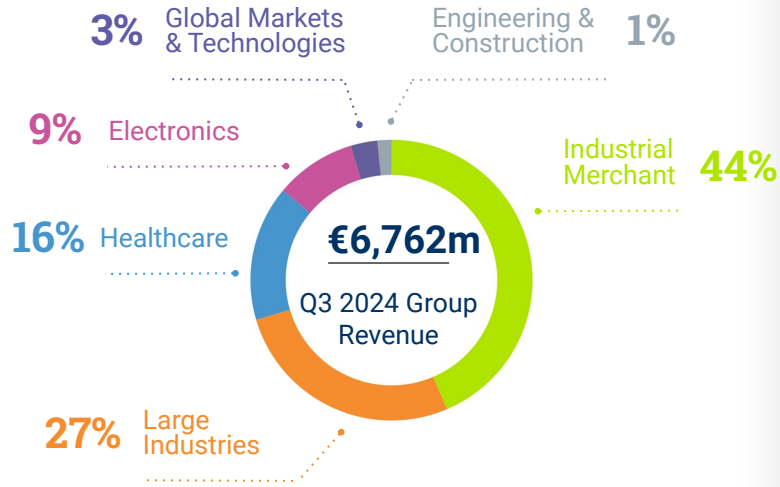
**+** **ADVANCE**  
Enhanced 2025 objectives

(1) Operating margin excluding energy passthrough impact. Recurring net profit excluding exceptional and significant transactions that have no impact on the operating income recurring



# Appendix

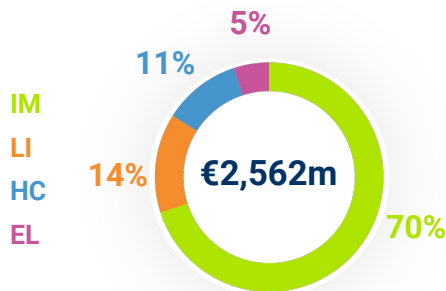
# Q3 2024 - Beneficial Mix of Geographies and Activities



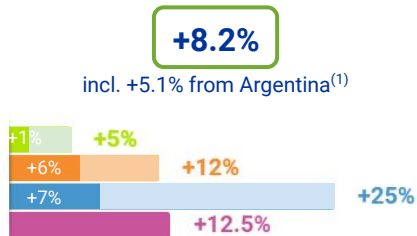
# Q3 2024 - Sales by Geographies and by Activities

Q3 24  
sales split

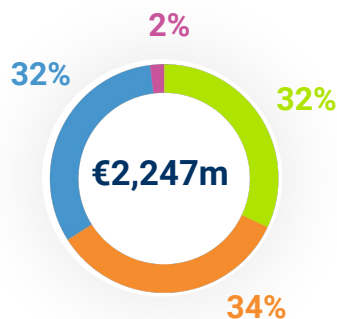
Americas



Q3 24/23  
Comparable  
Sales Growth



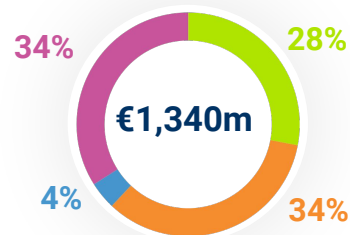
Europe



-1.5%



Asia



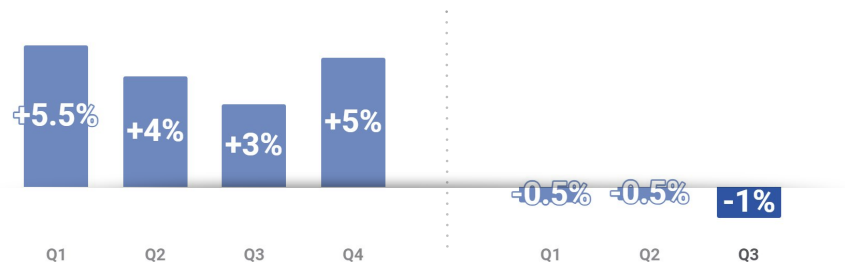
+4.1%



(1) In light: contribution from Argentina

# Q3 2024 - Group Simplified Organization - AMEI reported with Europe

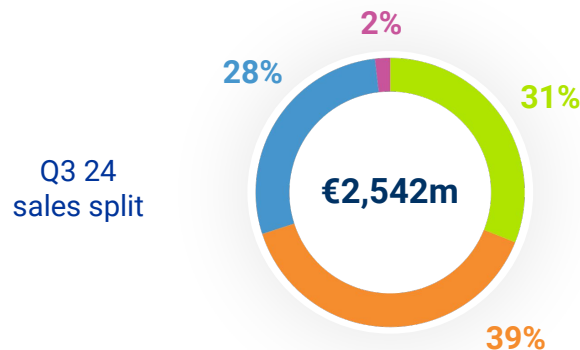
## EMEA<sup>(1)</sup> Gas & Services comparable sales growth \_\_\_\_\_



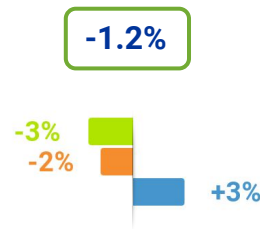
**Reporting to be effective from Q4 2024**

(1) EMEA: Europe Middle-East Africa India

## EMEA<sup>(1)</sup> \_\_\_\_\_



Q3 24/23  
Comparable  
Sales Growth



-1.2%

# Impact of Currency and Energy on G&S Revenue

in €m	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24
€/ARS	(40)	(62)	(97)	(182)	(153)	(161)	(142)
€/Rmb	(18)	(51)	(83)	(42)	(36)	(12)	+0
€/USD	+102	(50)	(177)	(121)	(27)	+26	(22)
€/JP¥	(20)	(17)	(26)	(21)	(27)	(23)	(8)
€/TRY	(5)	(13)	(9)	(7)	(12)	(1)	(12)
€/ZAR	(14)	(31)	(29)	(14)	(10)	+1	+4
€/PLN	(2)	+2	+5	+7	+7	+5	+4
Others	(13)	(62)	(89)	(46)	(19)	(26)	(35)
<b>Currency Impact</b>	<b>(10)</b>	<b>(284)</b>	<b>(505)</b>	<b>(426)</b>	<b>(277)</b>	<b>(191)</b>	<b>(211)</b>
in €m	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24
<b>Natural Gas Impact</b>	<b>(123)</b>	<b>(436)</b>	<b>(829)</b>	<b>(377)</b>	<b>(299)</b>	<b>(65)</b>	<b>(28)</b>
in €m	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24
<b>Electricity Impact</b>	<b>(14)</b>	<b>(97)</b>	<b>(268)</b>	<b>(124)</b>	<b>(95)</b>	<b>(37)</b>	<b>(32)</b>

# Investment Cycle – Definitions

## Investment opportunities at end of the period

- Investment opportunities under consideration by the Group for decision within **12** months.
- Industrial projects with investment value > **€5m** for Large Industries and > **€3m** for other business lines.
- Includes asset replacements or efficiency projects. Excludes maintenance and safety.

## Investment backlog at end of the period

- Cumulated industrial investment value of projects decided but not yet started.
- Industrial projects with value > **€10m**, including asset replacements, excluding efficiency, maintenance and safety projects.

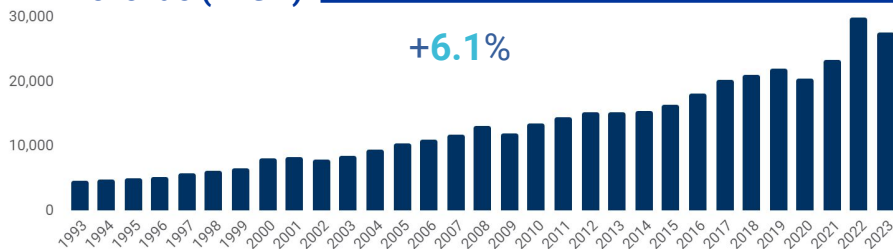
## Decisions of the period

- Cumulated value of industrial and financial investment decisions.
- Industrial, growth and non-growth projects including asset replacements, efficiency, maintenance and safety.
- Financial decisions (acquisitions).

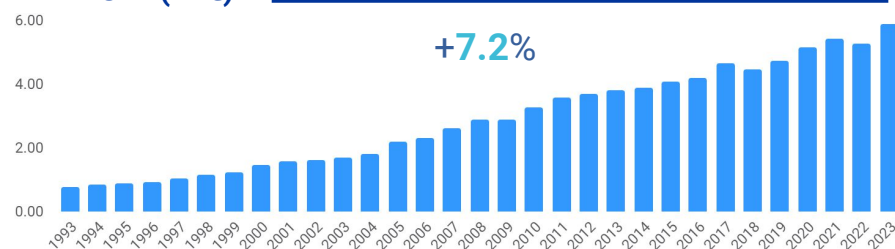
# Regular and Sustained performance

CAGR over 30 years<sup>(1)</sup>

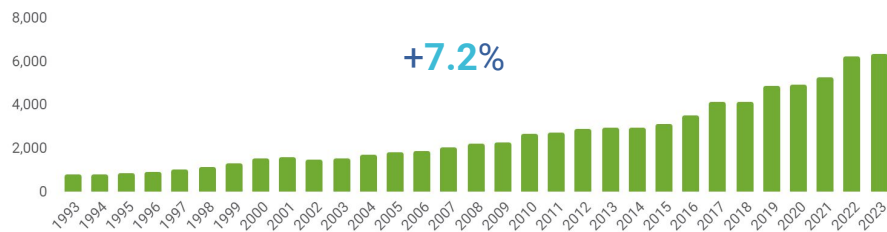
## Revenue (in €m)



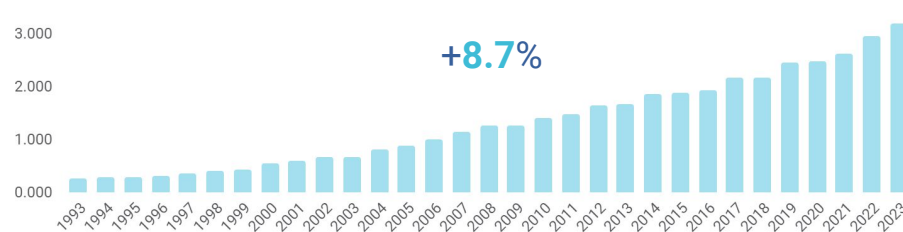
## EPS <sup>(2)</sup> (in €)



## Cash Flow (in €m)



## Dividend Per Share <sup>(2)</sup> (in €)



(1) Calculated according to prevailing accounting rules over 30 years (2) Based on current year results and proposed for payment the following year. Adjusted for the 2-for-1 share split in 2007, for free share attributions and for the capital increase completed in October 2016

For further information, please contact:

## Upcoming events

2024 Full Year Results: February 21, 2025



### Investor Relations

[IRTeam@airliquide.com](mailto:IRTeam@airliquide.com)



### Communication

[Media@airliquide.com](mailto:Media@airliquide.com)

[www.airliquide.com](http://www.airliquide.com)

Follow us [Linkedin](#)

Corporate Headquarters:

75, Quai d'Orsay

75321 Paris Cedex 07

Tel : +33 (0)1 40 62 55 55

RCS Paris 552 096 281

L'Air Liquide S.A.

Corporation for the study and application of processes developed by  
Georges Claude with registered capital of 3,179,567,451.50 euros



# Disclaimer

This presentation may contain forward-looking statements (including objectives and trends) about Air Liquide's financial situation, operating results, business activities and strategy.

Although Air Liquide believes that the expectation reflected in such forward-looking statements are reasonable, such statements are not guarantees of future performance. Actual results may differ materially from the forward-looking statements as a result of a number of risks and uncertainties, many of which are outside our control.

Please refer to the most recent Universal Registration Document filed by Air Liquide with the French Autorité des marchés financiers for additional information in relation to such risks and uncertainties.

The information is valid only at the time of writing and Air Liquide does not assume any obligation to update or revise the objectives on the basis of new information or future or other events, subject to applicable regulations.