

Company Profile



World leader in gases, technologies and services for Industry and Health

Positioning

Air Liquide, world leader in gases, technologies and services for Industry and Health.

Ambition

To be the leader in our industry, delivering long-term performance and acting responsibly.

Strategy

Our strategy is to deliver profitable growth over the long term.

To achieve this, we rely on competitiveness in our operations, targeted investments in growing markets, and innovation to create new markets and opportunities.

Mission

Air Liquide ideas create value over the long term.

We anticipate the challenges of our markets, we trust our people, we invest locally and globally, and we deliver high-quality solutions to our customers and patients, and the scientific community.

Air Liquide Southern Africa

Air Liquide started its business in South Africa over 60 years ago and today employs more than 800 people.

Air Liquide supplies industrial and specialty gases to the steel, automotive & fabrication, food & beverage, mining, petrochemical, pharmaceutical and glass industries. It also supplies medical gases through a network of many state and private hospitals as well as solutions and services to home based patients.

Air Liquide production facilities are situated in the 3 main industrial hubs of South Africa, in Gauteng, KwaZulu-Natal and the Eastern/Western Cape, with 23 branches strategically located to serve its customers.

Air Liquide recently invested in a state-of-the-art specialty gas filling plant in Johannesburg, developed with the latest Group technology, which will ensure that its customers receive high specialty gas mixtures.

Air Liquide has been active in other parts of Africa as well for more than 60 years and is the fastest growing industrial gas company on the African continent.

Significant investments over the past decade include large oxygen production units in eMalahleni, plus increased production in Richards Bay, as well as the largest argon production plant in Sub-Saharan Africa and several CO₂ recovery plants. This has culminated in the most significant investment to date which is the conclusion of a build-and-operate agreement with Sasol to supply 5000 tons of oxygen per day to their Secunda Plant for the manufacture of synthetic fuels. Currently the World's largest Air Separation Unit.



 **AIR LIQUIDE**TM
Creative Oxygen

Corporate Social Responsibility Aimed at Empowering Local Communities

Transformation at Air Liquide

We are committed to achieving commercial success in ways that honour ethical values, and respect for people and all our stakeholders.

We believe in sustainable development and view it as a process for realising human development in an inclusive, connected and equitable way. We recognize our responsibility as a business, to actively contribute to addressing the inequalities of the country's past.

In order to contribute to SA social-economical development through our business lines, we have identified 4 pillars

that reflect SA macro socio-economic challenges:

- Industrial capacity building
- Skills development
- Knowledge base
- Shared Growth

Each of our business line has unique challenges and offer different opportunities, thus our transformation strategy per business line.

- Industrial Merchants
- Large Industries
- Healthcare



Enterprise & Supply Development (Air Liquide, VitalAire & Healthcare)

- Shroud Project
- Louella Frances
- Preenclean
- Dalinjabo Transport

These are projects that are aimed at empowering small medium enterprises particularly women owned businesses. This initiative adds to our core business, customers and employees.

CSR Projects

- Amcare
- Shoes for Success
- Classroom Donations (Healthcare)
- Wheelchair Donations (Chris Hani Baragwanath Hospital & Charlotte Maxeke Hospital) (VitalAire)
- Mandela Day
- Casual Day
- Kitchen Donation - Dunbar Primary School in Witbank
- Disability Recruitment
- Children's Homes - LPG Gas (Healthcare)

Air Liquide Southern Africa has been supporting local communities since before CSR became a legislated requirement in terms of the Broad Based Black Economic Empowerment Code. We have actively supported schools, children's homes and individuals, because we believe in empowering our communities.

Training, development & qualification

External

- Edna Magua Development Centre – formal learning classes for development of employees and contractors
- Phumelela Programme – aimed at developing our plant operators

Internal

- Shosholozza Talent Programme – newly qualified Engineers interested in an accelerated career path
- Engineering Internships



Solar Energy Panels, in HO Alrode



Air Liquide on the Environment

Air Liquide's contribution to sustainable development of the natural environment is well-endorsed by our environment-friendly operations and customer solutions.

A growing part of our business and R&D efforts is specifically focused on supporting our customers in meeting more and more stringent environmental requirements.

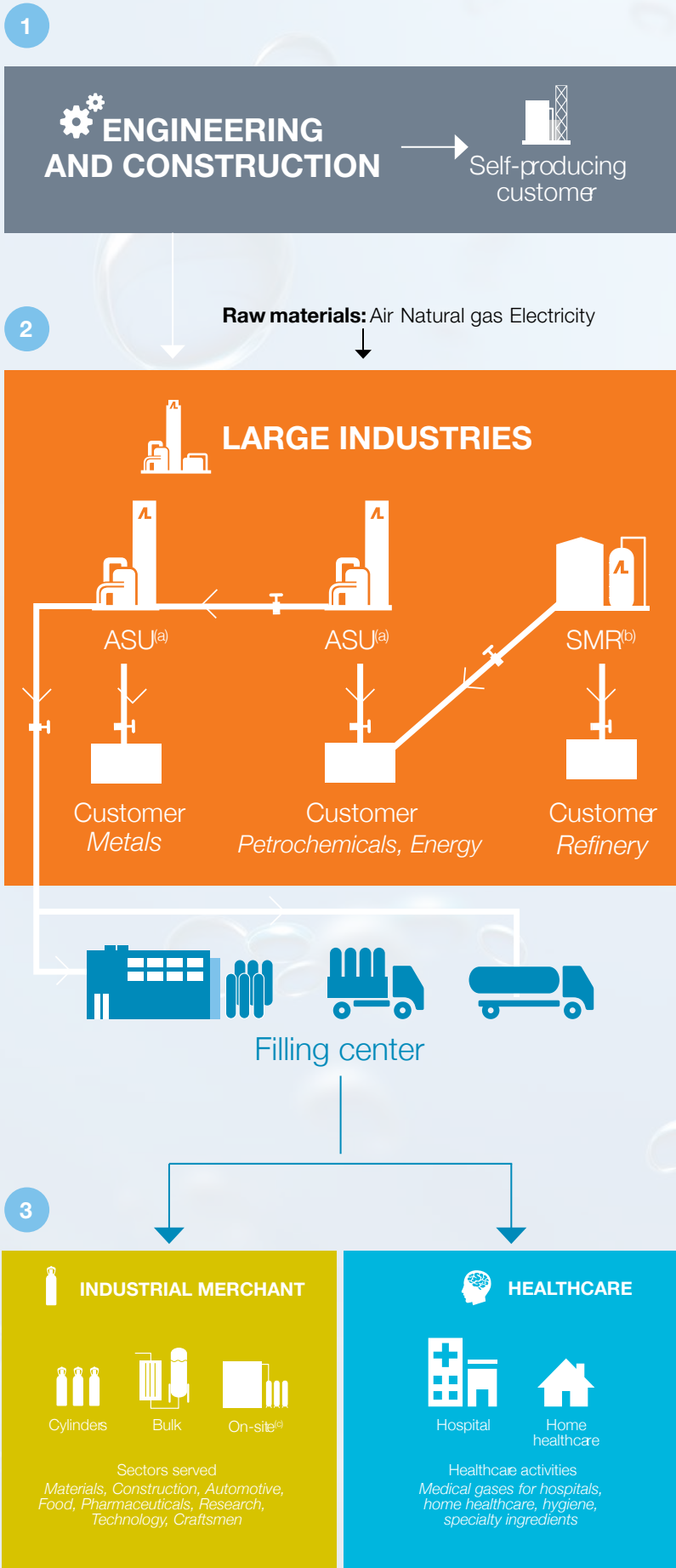
Oxy-combustion, desulphurisation of petrol, waste treatment, carbon sequestration and hydrogen energy development are some of the key environmentally friendly applications developed by Air Liquide.

Air Liquide Broad Based Black Economic Empowerment

Air Liquide views tripple BEE as a process and not an event. By Empowerment we refer to a process whereby the company assists and educates previously disadvantaged persons and businesses in surrounding communities close to Air Liquide sites to enable them to contribute positively to the economy of the country.

This process is enshrined in our policies with respect to skills development, employment equity, management, enterprise development, social development and affirmative procurement. An integrated and coherent approach towards the implementation of these policies is fully supported by the Air Liquide Board of Directors and its shareholders.

Air Liquide Products and Services



Air Liquide has been growing the same business - gases for industry and health - for more than 100 years. This business is organised into several activities that are linked by an industrial logic, a source of synergies and optimisation.

A three-stage development model

1 **Engineering and Construction** designs and builds units for Large Industries as well as for third-party customers that prefer not to outsource their gas production.

2 **Large Industries** produces industrial gases for the metals, petrochemicals, refining and energy markets. The gases are delivered by pipeline. By interlinking its plants within the large industrial basins, the Group improves its performance and optimizes its production costs.

3 Part of the production capacity of **Large Industries** is used to serve **Industrial Merchant, Healthcare** and **Electronics** customers, within a geographic radius of about 250 km. Products are distributed in liquid form (in cryogenic trucks driven directly to storage units on the customer's premises) or in gaseous form (in cylinders) depending on the quantities required. Gas production is actually a local activity, as gases are not transported over long distances, with the exception of some rare and specialty gases used mainly in electronics.

^(a) **ASU**: Air separation unit
^(b) **SMR**: Hydrogen and carbon monoxide production unit (Steam Methane Reformer)
^(c) **On-site**: Small local production unit

Southern Africa Regional Offices



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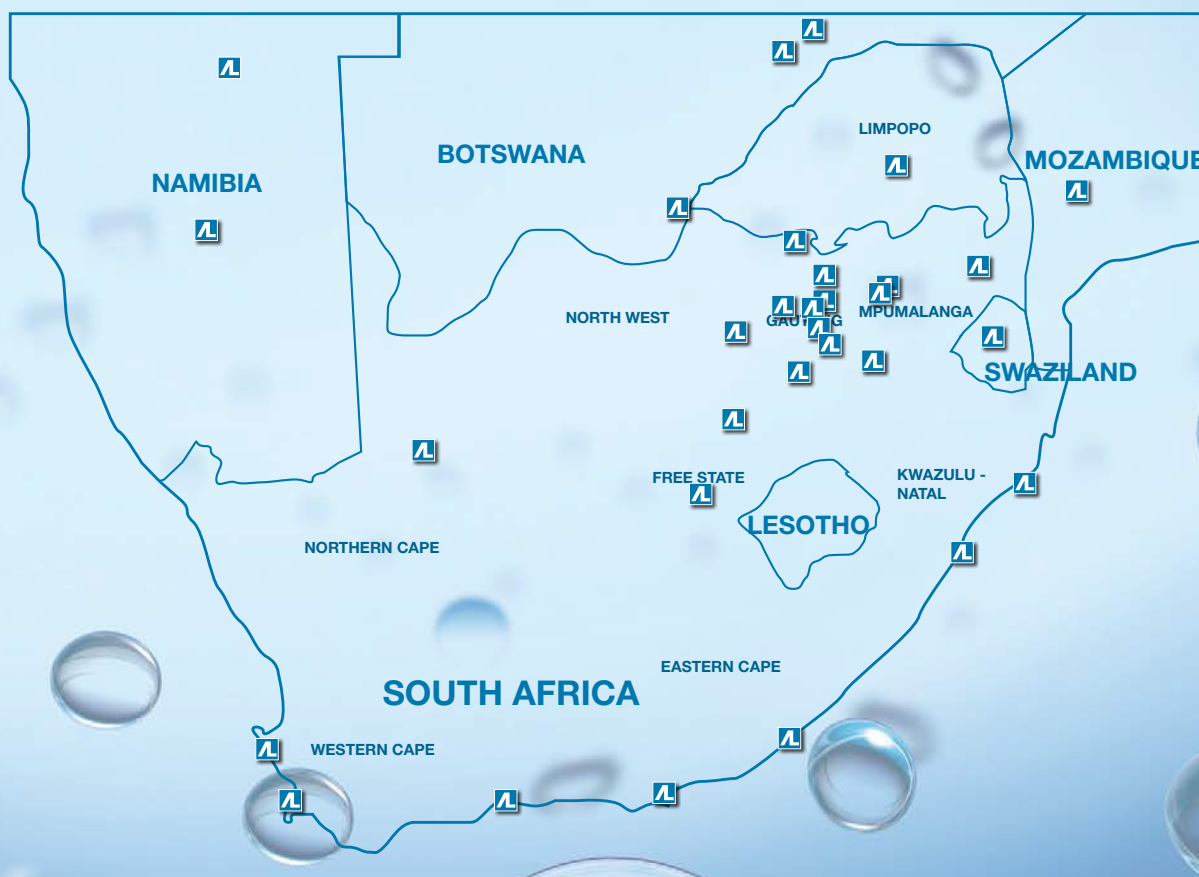
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The world leader in gases, technologies and services for Industry and Health, Air Liquide is present in 80 countries with approximately 68,000 employees and serves more than 3 million customers and patients. Oxygen, nitrogen and hydrogen have been at the core of the company's activities since its creation in 1902. Air Liquide's ambition is to be the leader in its industry, delivering long-term performance and acting responsibly. Air Liquide ideas create value over the long term. At the core of the company's development are the commitment and constant inventiveness of its people. Air Liquide anticipates the challenges of its markets, invests locally and globally, and delivers high-quality solutions to its customers and patients, and the scientific community. The company relies on competitiveness in its operations, targeted investments in growing markets and innovation to deliver profitable growth over the long-term. Air Liquide's revenues amounted to € 16.4 billion in 2015, and its solutions that protect life and the environment represented more than 40% of sales. On 23 May 2016, Air Liquide completed its acquisition of Airgas, which had revenues amounting to \$5.3 billion (around €4.8 billion) for the fiscal year ending 31 March 2016. Air Liquide is listed on the Paris Euronext stock exchange (compartment A) and is a member of the CAC 40 and Dow Jones Euro Stoxx 50 indexes.