1

Air Liquide in Brief
The World Leader in Gases, Technologies and Services for Industry & Health

Established in
1902

80 countries
~65,000 Employees

>FY 2017
Group Figures

>€20bn
Sales

16.5%
OIR margin

>2 M
Clients

1.5 M
Patients

~65,000
Patients

1.5 M
Patients

16.5%
OIR margin

1.5 M
Patients

16.5%
OIR margin
A Balanced Footprint by Business Line and Geography

Gas & Services revenue in 2017

96% of Group Revenue
Regular and Sustained Performance

Re revenue (in €m)

- +6.0% CAGR over 30 years

Cashflow (in €m)

- +6.9% CAGR over 30 years

EPS\(^{(1)}\) (in €)

- +7.5% CAGR over 30 years

Dividend\(^{(1)}\) (in € per share)

- +8.6% CAGR over 30 years

(1) Adjusted for the 2-for-1 share split in 2007, for attributions of free shares and for a factor of 0.974 reflecting the value of the rights of the capital increase completed in October 2016.

(2) Calculated according to prevailing accounting rules over 30 years.
Airgas: A Game-Changing Acquisition
May 2016
Airgas: A Key Industrial Merchant Player in the U.S.

- **Major player in the U.S. market**
  - Leader in packaged gas
  - Major supplier of hardgoods

- **Multi-channel distribution network with unmatched reach**
  - Largest footprint and asset base in the U.S.
  - Coupled with best-in-class e-commerce platform

- **Solid track record of value creation**
  - Unparalleled sales growth since 1982
  - Proven operational excellence

- **Unrivalled customer base**
  - >1 million customers
  - Resilient profile with diversified customer segments
Strong Business Fit between Airgas and Air Liquide

- Air Liquide: focus on upstream
- Airgas: focus on downstream
- Highly complementary businesses
- Implied synergies
- Improved customer reach

➢ U.S. operations merged October 1st, 2016
Expected Synergies > US$300m

Cost Synergies
- Cylinder Operations
- Bulk Operations
- Process & Procurement
- Back Office

Revenue Synergies
- Cross-selling
- Product availability
- Gas applications
- Small on-site generators

Timeline for delivery of synergies

2016 2017 2018 2019

Costs Synergies

Revenue Synergies
Air Liquide Ambition

- Lead our industry
- Deliver long-term performance
- Contribute to sustainability
Strategy: a Customer-Centric Transformation

For Profitable Growth over the Long-term

- Operational Excellence
  - Customer experience
  - Cost competitiveness
- Selective Investments
  - Aligned with Air Liquide new business profile
- Open Innovation
  - Core
  - Disruptive
- Network Organization
  - Digital workplace
  - Speed
  - Best practices
Financial Objectives

+6% to +8% CAGR 2016-2020\(^{(1)}\)

>10% after 5-6 years

Efficiencies >€300m on average/year\(^{(2)}\) + Airgas synergies >$300m

Maintain “A” range rating

Capex/Sales 2017-2020: 10% to 12%

(1) Including Airgas scope effect in 2017 contributing +2% to the CAGR
(2) Over the 2017-2020 period
Corporate Sustainability Objectives

**For better health**
- Foster clean mobility
- Develop Healthcare

**For better environment**
- Help customers lower GHG* emissions
- Grow with reduced carbon intensity
- Continue to improve Safety
- Do business responsibly
- Extend Air Liquide Foundation

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*GreenHouse Gas*
FY 2017 Highlights
Highlights

- Sales reached a new level in 2nd half with improved operating margin
- Increased dividend proposal
- Strong cash-flow, reduced net debt and continued improvement in ROCE
- Airgas synergies ahead of plan
- NEOS, delivering in the short-term and investing for the long-term
Improved Performance

Step-up in sales growth in 2nd half

Improved Operating Margin\(^{(1)}\)
Excluding Energy Impact

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 17</td>
<td>16.1%</td>
<td>16.8%</td>
</tr>
<tr>
<td>Q2 17</td>
<td>16.1%</td>
<td>16.8%</td>
</tr>
<tr>
<td>Q3 17</td>
<td>16.1%</td>
<td>16.8%</td>
</tr>
<tr>
<td>Q4 17</td>
<td>16.1%</td>
<td>16.8%</td>
</tr>
</tbody>
</table>

\(^{(1)}\) Group margin vs. 2016 adjusted group margin

Excluding energy impact

As published

Q1 17
Q2 17
Q3 17
Q4 17
Increased Dividend Proposal

Net Profit

€2.2bn
As published

+19.3%
As published

Excluding non-cash non-recurring items & taxes

Dividend Growth: +12%

Dividend(1)
in € per share

€2.65(2)

20 yrs CAGR
+9.5%

(1) Historical data adjusted for attribution of free shares and for a factor 0.974 reflecting the value of the rights of the capital increase completed in October 2016
(2) Subject to approval at the combined shareholders’ meeting scheduled for 16 May 2018
Improved Cash Flow and Balance Sheet

Reduced Net Debt and Gearing

Airgas acquisition

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Net debt</th>
<th>Gearing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec. 15</td>
<td>&lt;5 €bn</td>
<td>57%</td>
</tr>
<tr>
<td>June 16</td>
<td>&gt;10 €bn</td>
<td>80%</td>
</tr>
<tr>
<td>Dec. 16</td>
<td>&lt;15 €bn</td>
<td>90%</td>
</tr>
<tr>
<td>Dec. 17</td>
<td>&lt;13.4 €bn</td>
<td>80% comfort range 60%</td>
</tr>
</tbody>
</table>

Continued Improvement in ROCE

Excl. 2017 positive impact on net profit of non-cash one-off items

<table>
<thead>
<tr>
<th>Quarter</th>
<th>ROCE (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec. 15</td>
<td>6.9%</td>
</tr>
<tr>
<td>Dec. 16 adjusted</td>
<td>7.4%</td>
</tr>
<tr>
<td>June 17</td>
<td>10.3%</td>
</tr>
<tr>
<td>Dec. 17</td>
<td>&gt;10%</td>
</tr>
</tbody>
</table>

(1) As published 2017 ROCE = 8.2%

Air Liquide at a glance

The world leader in gases, technologies and services for Industry and Health
Airgas Synergies Ahead of Plan

Synergies US$40m ahead of initial 2017 target

- Cost synergies delivered faster
- Cumulated synergies end of 2019:
  - in excess of US$300m
  - pace and higher level of cost synergies
  - revenues synergies ramping

Leveraging the Airgas model

Expansion of customer centric management in the Group
Delivering in the Short-Term...

Mega trends

**Energy & Healthcare**
- Biogas
- Energy efficiency
- CHRONIC CARE CONNECT E-health

**Digital**
- Smart Innovative Operations (SIO)
- Voice of the Customer (VoC)
- E-business websites

**Group**
- Strategic asset review
- New organization

Air Liquide at a glance

The world leader in gases, technologies and services for Industry and Health
... and Investing for the Long-Term

**Research & Development**
- Renewal of R&D centers
  - Over 3 years
  - Cumulative €130m investments

**Innovation**
- 2017 ~€290m spending in innovation
- ALIAD: cumulative ~€80m investments in start-ups

**Energy Transition**
- Hydrogen Council
- CO₂ capture

**Digital**
- Data analytics
- Transforming operations
Focus on Q4 2017 Sales
Key Growth Drivers in Q4 2017

Comparable sales growth

INDUSTRIAL MERCHANT: +5%
AMERICAS: +6%
GLOBAL MARKETS & TECHNOLOGIES: +11%
ASIA: +8%
DEVELOPING ECONOMIES: +12%
ELECTRONICS: +7%
Q4 - Accelerating Americas, Sustained IM in Europe

Strong IM and LI in Americas
- **LI**: rebounding after hurricanes
- **IM**: growth accelerating to >+6%
- **EL**: dynamic Advanced Materials, low E&I
- **Strong HC** in Latin America and Canada

Improved underlying activity
- **LI**: solid H₂ demand; high comparison effect
- **IM**: sustained growth above +3%; bulk and cylinder volumes up
- **Solid HC**, still low contribution from acquisitions

G&S Comparable Sales Growth

Excluding the impact of the one-off in Q4 2016
**Q4 - Very Strong Asia and Middle-East**

**Very good momentum in all WBLs**
- **LI**: ramp-ups in China, high volumes
- **IM**: China driving growth with strong volumes and pricing; low equipment sales in Japan
- **EL**: accelerated growth, strong Carrier Gases, dynamic Advanced Materials, high E&I

**High growth in all WBLs**
- **LI**: high loading at Yanbu (KSA); major start-up in South Africa end December
- **IM**: volumes improvement throughout the region
- **Strong HC** in South Africa
Q4 - IM Driving Growth, LI Outlook Positive

Continued increase in IM
- Accelerating in North America
- Very strong China, dynamic developing economies
- All end-markets up
- Firming pricing, +1.7%

High volumes offset by Q4 2016 one-off
- High air gases and H2 volumes in Americas
- Ramp-ups in China
- Major start-up in South Africa
- Europe: sales slightly up excl. exceptionals

INDUSTRIAL MERCHANT
FY 2017
€9,261m

LARGE INDUSTRIES
FY 2017
€5,336m

G&S Comparable Sales Growth
Q4 - Very Dynamic HC and EL

Steady activity, high contribution from acquisitions

- Very strong Americas
- Dynamic development in Asia
- High growth in Medical Gases

Double-digit growth in Asia

- Ramp-ups in Carrier Gases
- New contracts in Asia, high E&I
- Strong Advanced Materials
2017 Performance and Investment Update
## Improved OIR Margin in line with NEOS

<table>
<thead>
<tr>
<th>In €m</th>
<th>FY 16</th>
<th>FY 16 Adjusted</th>
<th>FY 17</th>
<th>FY 17/16 Adjusted Comparable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>18,135</td>
<td>19,812</td>
<td>20,349</td>
<td>+12.2%</td>
</tr>
<tr>
<td>Purchases</td>
<td>(6,693)</td>
<td>(7,721)</td>
<td></td>
<td>+15.4%</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>(3,659)</td>
<td>(4,138)</td>
<td></td>
<td>+9.6%</td>
</tr>
<tr>
<td>Other net income and expenses</td>
<td>(3,172)</td>
<td>(3,348)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating profit before depreciation</td>
<td>4,611</td>
<td>4,916</td>
<td>5,142</td>
<td>+11.5%</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>(1,587)</td>
<td>(1,727)</td>
<td>(1,778)</td>
<td>+12.0%</td>
</tr>
<tr>
<td>Operating Income Recurring</td>
<td>3,024</td>
<td>3,189</td>
<td>3,364</td>
<td>+11.2%</td>
</tr>
<tr>
<td>OIR Margin</td>
<td>16.7%</td>
<td>16.1%</td>
<td>16.5%</td>
<td>+40bps</td>
</tr>
<tr>
<td>OIR margin excluding energy effect</td>
<td></td>
<td></td>
<td>16.8%</td>
<td>+70bps</td>
</tr>
</tbody>
</table>
Efficiencies Above NEOS Target

FY 17 Efficiencies

- €323m

NEOS Cumulated Efficiencies

- 2017: €323m
- 2018: >€600m
- 2019: >€900m
- 2020: >€1,200m

Efficiencies
- Procurement
- Industrial
- Others

Sectors
- Industrial Merchant
- Large Industries
- Healthcare
- Electronics
- E&C, GMT, Corporate
2017 Airgas Cumulated Synergies Ahead of Plan

- Costs ~US$190m
- Revenue ~US$25m

- 2017 costs synergies US$40m above initial target
  - Higher procurement synergies
  - Cylinder management integration faster than expected

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(1) Defined in 2016
### Positive Non-cash Exceptionals, Net Profit Recurring +10%

<table>
<thead>
<tr>
<th>In €m</th>
<th>FY 16 As Publ.</th>
<th>FY 17 Recurring</th>
<th>FY 17 Recurring / FY 16 As Publ.</th>
<th>Non-cash items</th>
<th>FY 17 As Publ.</th>
<th>FY 17/16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>18,135</td>
<td>20,349</td>
<td>+12.2%</td>
<td>20,349</td>
<td>+12.2%</td>
<td></td>
</tr>
<tr>
<td>Operating Income Recurring</td>
<td>3,024</td>
<td>3,364</td>
<td>+11.2%</td>
<td>3,364</td>
<td>+11.2%</td>
<td></td>
</tr>
<tr>
<td>Other non-recurring operating income &amp; expenses</td>
<td>36</td>
<td>56</td>
<td></td>
<td>(400)</td>
<td>(344)</td>
<td></td>
</tr>
<tr>
<td>Operating income</td>
<td>3,060</td>
<td>3,420</td>
<td></td>
<td>3,020</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net financial costs and other net financial expenses</td>
<td>(403)</td>
<td>(474)</td>
<td></td>
<td>(15)</td>
<td>(489)</td>
<td></td>
</tr>
<tr>
<td>Income taxes</td>
<td>(747)</td>
<td>(793)</td>
<td></td>
<td>586</td>
<td>(207)</td>
<td></td>
</tr>
<tr>
<td>Share of profit of associates</td>
<td>6</td>
<td>5</td>
<td></td>
<td>5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Minority interests</td>
<td>(83)</td>
<td>(92)</td>
<td></td>
<td>(92)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net result from discontinued operations</td>
<td>11</td>
<td>(37)</td>
<td></td>
<td>(37)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net profit (Group share)</strong></td>
<td><strong>1,844</strong></td>
<td><strong>2,029</strong></td>
<td>+10.0%</td>
<td>171</td>
<td><strong>2,200</strong></td>
<td>+19.3%</td>
</tr>
<tr>
<td>Earnings per share (in €)</td>
<td>4.64</td>
<td>4.76</td>
<td>+2.6%</td>
<td>5.16</td>
<td>+11.2%</td>
<td></td>
</tr>
</tbody>
</table>

Recurring FY 2017 = FY 2017 excluding non-cash one-off items
FY 2016 Earnings Per Share adjusted for free share attribution of October 2, 2017.
Significant Debt Reduction

- **GEARING** 90%
- **CASH FLOW** +15%
- **GEARING** 80%

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Debt</td>
<td>$15,368</td>
<td>$13,371</td>
</tr>
<tr>
<td>Cashflow</td>
<td>$4,133</td>
<td>+15%</td>
</tr>
<tr>
<td>WCR + Other</td>
<td></td>
<td>+121</td>
</tr>
<tr>
<td>Net Investments (1)</td>
<td></td>
<td>$1,850</td>
</tr>
<tr>
<td>Dividends (2)</td>
<td>$1,187</td>
<td>+780</td>
</tr>
<tr>
<td>Currency &amp; Scope</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(1) Including acquisitions, transactions with minority shareholders, net of divestitures.
(2) Including share purchases and capital increases.
## Selected Investments for the Future

### Investment Opportunities

- **12-month portfolio**

<table>
<thead>
<tr>
<th>Investment Opportunities(1)</th>
<th>2017 Investment Decisions(1)</th>
<th>2017 Start-up/Ramp-up Sales Growth Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>€ 2.1bn</strong></td>
<td><strong>€ 2.6bn</strong></td>
<td><strong>€ 190m</strong></td>
</tr>
</tbody>
</table>

### Investment Opportunities(1)

- **Continued active bidding**
- **Small to medium size projects**
- **Americas 1st geography, then Europe and Asia**

### 2017 Investment Decisions(1)

- **Long-term contracts**
- **2 take-overs**
- **EL contracts in Asia and Americas**
- **Acquisitions in HC and IM accelerating in H2**

### 2017 Start-up/Ramp-up Sales Growth Contribution

- **Above the €170m forecasted**
- **19 start-ups including 1 major in AME**

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(1) See definitions in appendix
Starting-up Major LI Units in a Dynamic Environment

- 2018 forecasted additional sales >€370m
- Increased bidding activity on new projects
2018 Outlook

- Step change in sales with improved performance
- Airgas synergies ahead of plan
- Moving forward with NEOS

- Deliver major LI start-ups
- Continue to focus on growth & operational excellence
- Pursue business transformation; leverage the Airgas model
- While investing for the future

"Assuming a comparable environment, Air Liquide is confident in its ability to deliver net profit growth in 2018, calculated at constant exchange rate and excluding 2017 exceptionals\(^{(1)}\)."

\(^{(1)}\) exceptional non-cash items having a net positive impact on 2017 net profit
Appendix
## Sales Growth Accelerating in G&S, E&C Stabilizing

<table>
<thead>
<tr>
<th>Sales in €m</th>
<th>FY 16</th>
<th>FY 17</th>
<th>FY 17/16 As published</th>
<th>FY 17/16 Comparable&lt;sup&gt;(1)&lt;/sup&gt;</th>
<th>Q4 17/16 Comparable&lt;sup&gt;(1)&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gas &amp; Services</strong></td>
<td>17,331</td>
<td>19,642</td>
<td>+13.3%</td>
<td>+3.5%</td>
<td>+4.4%</td>
</tr>
<tr>
<td><strong>Engineering &amp; Construction</strong></td>
<td>474</td>
<td>335</td>
<td>-29.3%</td>
<td>-28.1%</td>
<td>+3.0%</td>
</tr>
<tr>
<td><strong>Global Markets &amp; Technologies</strong></td>
<td>330</td>
<td>372</td>
<td>+12.8%</td>
<td>+13.9%</td>
<td>+11.0%</td>
</tr>
<tr>
<td><strong>Group Total</strong></td>
<td>18,135</td>
<td>20,349</td>
<td>+12.2%</td>
<td>+2.9%</td>
<td>+4.5%</td>
</tr>
</tbody>
</table>

<sup>(1)</sup> Refer to appendix for definitions
Better Economic Environment

Step-up in IP growth, expected to stabilize in 2018

Industrial Production Year on Year in % (3-month rolling average)

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Negative FX Impact

-1.6%  -5.4%

FY 2017  Q4 2017

Low Energy impact in Q4

+1.5%  +0.5%

FY 2017  Q4 2017

(1) On Group sales, based on 2016 adjusted sales
Base Business Contribution Firming-Up

G&S Quarterly Growth Analysis

- Strongest base business since Q1 2014

(1) Comparable growth based on 2016 adjusted sales
Americas

Q4 Gas & Services Sales: €1,931m

INDUSTRIAL MERCHANT
- IM accelerating in U.S.
- Bulk and cylinder volumes up
- Positive pricing
- All end-markets positive
- Hardgoods significantly up

LARGE INDUSTRIES
- Back to growth following hurricanes
- High air gases and H2 volumes
- Very strong growth in South America and Canada

HEALTHCARE
- Dynamic South America: Brazil and Argentina
- Canada: solid growth

ELECTRONICS
- Very Strong Advanced Materials
- Lower E&I sales vs. high Q4 2016

Q4 17/16 Comparable growth: +6.2%

<table>
<thead>
<tr>
<th>In €m</th>
<th>FY 2017</th>
<th>Growth as published</th>
<th>Comparable growth (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>8,150</td>
<td>+30.8%</td>
<td>+3.9%</td>
</tr>
<tr>
<td>OIR</td>
<td>1,365</td>
<td>+26.8%</td>
<td></td>
</tr>
<tr>
<td>OIR/Sales</td>
<td>16.8%</td>
<td>-50bps</td>
<td>+120bps (2)</td>
</tr>
</tbody>
</table>

(1) Refer to appendix for definitions
(2) Excluding impact of energy and compared to the adjusted 2016 operating margin

Air Liquide at a glance
The world leader in gases, technologies and services for Industry and Health
Europe

Q4 Gas & Services Sales: €1,748m

INDUSTRIAL MERCHANT
- Despite 1 less working day, positive Q4 growth
- Broad-based strength, especially Eastern Europe
- Bulk and cylinder volumes up
- All end-markets growing

LARGE INDUSTRIES
- Decline as expected due to high comparison effect – customer indemnity
- Solid H2 demand
- Eastern Europe impacted by stoppage in Ukraine

HEALTHCARE
- Solid Healthcare
- Lower M&A, tariff pressure
- Medical gases impacted by 1 less working day
- Solid Hygiene and Specialty Ingredients

Q4 17/16 Comparable growth: -1.1%

<table>
<thead>
<tr>
<th></th>
<th>In €m</th>
<th>FY 2017</th>
<th>Growth as published</th>
<th>Comparable growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>6,776</td>
<td>+2.8%</td>
<td>+1.3%</td>
<td></td>
</tr>
<tr>
<td>OIR</td>
<td>1,309</td>
<td>-0.7%</td>
<td>(2)</td>
<td></td>
</tr>
<tr>
<td>OIR/Sales</td>
<td>19.3%</td>
<td>-70bps</td>
<td>-40bps</td>
<td></td>
</tr>
</tbody>
</table>

(1) Refer to appendix for definitions
(2) Excluding impact of energy
Asia-Pacific

Q4 Gas & Services Sales: €1,039m

INDUSTRIAL MERCHANT
- China again +15% with very strong growth both in cylinders and bulk
- Strong pricing
- Flat Australia, decreasing Japan

LARGE INDUSTRIES
- Several ramp-ups in China
- High air gas volumes in Singapore
- Positive Australia

ELECTRONICS
- Double digit growth (China, Korea, Japan, Singapore)
- Very dynamic Advanced Materials
- Strong growth in carrier gases
- High level of E&I sales

Q4 17/16 Comparable growth: +7.8%

<table>
<thead>
<tr>
<th></th>
<th>In €m</th>
<th>FY 2017</th>
<th>Growth as published</th>
<th>Comparable growth (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>4,081</td>
<td></td>
<td>+3.7%</td>
<td>+5.3%</td>
</tr>
<tr>
<td>OIR</td>
<td>804</td>
<td></td>
<td>+10.2%</td>
<td></td>
</tr>
<tr>
<td>OIR/Sales</td>
<td>19.7%</td>
<td></td>
<td>+120bps</td>
<td>+140bps (2)</td>
</tr>
</tbody>
</table>

(1) Refer to appendix for definitions
(2) Excluding impact of energy
Industrial Merchant Pricing

- **Americas**
  - Q4 2017: +1.7%
  - FY 2017: +1.9%

- **Europe**
  - Q4 2017: +0.2%
  - FY 2017: +0.4%

- **Asia-Pacific**
  - Q4 2017: +1.3%
  - FY 2017: +1.5%
  - Total: +3.0%

- **Africa Middle-East**
  - Q4 2017: +2.6%
  - FY 2017: -0.1%
  - Total: +1.7%

Refer to appendix for definitions.
Low E&C, Developing GMT

Sales and Order intake\(^{(1)}\) – in €m

(1) Group and third-party order intake
Stable Backlog despite Major LI Start-Up in Q4

Investment Backlog in €bn

<table>
<thead>
<tr>
<th>Year</th>
<th>Decisions</th>
<th>Start-ups</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec 2014</td>
<td>2.8</td>
<td></td>
</tr>
<tr>
<td>Dec 2015</td>
<td>2.3</td>
<td></td>
</tr>
<tr>
<td>Dec 2016</td>
<td>2.1</td>
<td></td>
</tr>
<tr>
<td>Dec 2017</td>
<td>2.1</td>
<td></td>
</tr>
</tbody>
</table>

Yearly sales backlog after full ramp-ups

Increasing Investment Decisions

<table>
<thead>
<tr>
<th>Quarter</th>
<th>In €m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1-17</td>
<td>684</td>
</tr>
<tr>
<td>Q2-17</td>
<td>691</td>
</tr>
<tr>
<td>Q3-17</td>
<td>792</td>
</tr>
<tr>
<td>Q4-17</td>
<td>905</td>
</tr>
</tbody>
</table>

(1) See definitions in appendix
FY 2017 G&S Revenue Breakdown by Region

**AMERICAS**
- Revenue: €8.1bn
- Percentage: 41%
- Breakdown:
  - Industrial Merchant: 69%
  - Large Industries: 17%
  - Healthcare: 3%
  - Electronics: 4%

**EUROPE**
- Revenue: €6.8bn
- Percentage: 35%
- Breakdown:
  - Industrial Merchant: 35%
  - Large Industries: 31%
  - Healthcare: 31%
  - Electronics: 3%

**ASIA-PACIFIC**
- Revenue: €4.1bn
- Percentage: 21%
- Breakdown:
  - Industrial Merchant: 37%
  - Large Industries: 27%
  - Healthcare: 5%
  - Electronics: 31%

**AFRICA MIDDLE-EAST**
- Revenue: €19,642m
- Percentage: 31%
- Breakdown:
  - Industrial Merchant: 4%
  - Large Industries: 10%
  - Healthcare: 17%
  - Electronics: 10%
Pipeline Networks – More than 9,300 km

France
Normandy
Feyzin
Fos-Lavéra
Richemond

Northern Europe Networks
France - Belgium - Netherlands

Germany
Ruhr

Italy
Genova - Padova

Benelux ≈ 2,300 km
France ≈ 1,600 km
Italy ≈ 600 km
Germany ≈ 500 km
Spain ≈ 45 km

USA
Gulf Coast
Mississippi River

Brazil
Paulinia

Argentina
Bahia Blanca
Ensenada
San Nicolás

Canada
Hamilton

Australia

Indonesia
Merak

Korea
Yochon

China
Caojing

Thailand
Map-Tha-Phut

Singapore
Jurong Island

Kuwait
Qatar
Oman

Americas ≈ 3,500 km
Asia ≈ 700 km
Both Growth and Resilience

Air Liquide Sales & OIR versus Worldwide Industrial Production over 10 Years

(Base 100 in 2005)

*Source: coe-rexecode*
## Consolidated P&L

<table>
<thead>
<tr>
<th>In €m</th>
<th>FY 2016</th>
<th>FY 2017</th>
<th>Non-cash items</th>
<th>FY 17 excl. non cash items</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>18,135</td>
<td>20,349</td>
<td></td>
<td>20,349</td>
</tr>
<tr>
<td>Cost of goods</td>
<td>(13,524)</td>
<td>(15,207)</td>
<td></td>
<td>(15,207)</td>
</tr>
<tr>
<td><strong>Operating income recurring before depreciation</strong></td>
<td>4,611</td>
<td>5,142</td>
<td></td>
<td>5,142</td>
</tr>
<tr>
<td>Depreciation and amortization expense</td>
<td>(1,587)</td>
<td>(1,778)</td>
<td></td>
<td>(1,778)</td>
</tr>
<tr>
<td><strong>Operating Income Recurring</strong></td>
<td>3,024</td>
<td>3,364</td>
<td></td>
<td>3,364</td>
</tr>
<tr>
<td>Net non-recurring operating income</td>
<td>36</td>
<td>(344)</td>
<td>(400)</td>
<td>56</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>3,060</td>
<td>3,020</td>
<td></td>
<td>3,420</td>
</tr>
<tr>
<td><strong>Net finance costs &amp; other net financial expenses</strong></td>
<td>(403)</td>
<td>(489)</td>
<td>(15)</td>
<td>(474)</td>
</tr>
<tr>
<td>Income taxes</td>
<td>(747)</td>
<td>(207)</td>
<td>586</td>
<td>(793)</td>
</tr>
<tr>
<td>Share of profit of associates</td>
<td>6</td>
<td>5</td>
<td></td>
<td>5</td>
</tr>
<tr>
<td>Net profit from discontinued operations</td>
<td>11</td>
<td>(37)</td>
<td></td>
<td>(37)</td>
</tr>
<tr>
<td><strong>Profit for the period</strong></td>
<td>1,927</td>
<td>2,292</td>
<td>171</td>
<td>2,121</td>
</tr>
<tr>
<td>- Minority Interest</td>
<td>83</td>
<td>92</td>
<td></td>
<td>92</td>
</tr>
<tr>
<td>- <strong>Net Profit (Group share)</strong></td>
<td>1,844</td>
<td>2,200</td>
<td>171</td>
<td>2,029</td>
</tr>
<tr>
<td>Basic earnings per share (in €) (1)</td>
<td>4.64</td>
<td>5.16</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(1) FY 2016 Basic earnings per share adjusted for the free share attribution of October 2, 2017

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Air Liquide at a glance

The world leader in gases, technologies and services for Industry and Health
## Consolidated Balance Sheet Sheet Simplified - In €m

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>31/12/16</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goodwill</td>
<td>13,890</td>
<td>12,840</td>
</tr>
<tr>
<td>Fixed assets</td>
<td>22,003</td>
<td>20,137</td>
</tr>
<tr>
<td>Other non-current assets</td>
<td>960</td>
<td>1,059</td>
</tr>
<tr>
<td><strong>Total non-current assets</strong></td>
<td>36,853</td>
<td>34,036</td>
</tr>
<tr>
<td>Inventories &amp; work in-progress</td>
<td>1,323</td>
<td>1,334</td>
</tr>
<tr>
<td>Trade receivables &amp; other current assets</td>
<td>4,090</td>
<td>3,963</td>
</tr>
<tr>
<td>Cash and cash equivalents *</td>
<td>1,576</td>
<td>1,694</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>6,989</td>
<td>6,991</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EQUITY AND LIABILITIES</th>
<th>31/12/16</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shareholders’ equity</td>
<td>16,742</td>
<td>16,318</td>
</tr>
<tr>
<td>Minority interests</td>
<td>383</td>
<td>400</td>
</tr>
<tr>
<td><strong>Total equity</strong></td>
<td>17,125</td>
<td>16,718</td>
</tr>
<tr>
<td>Provisions &amp; deferred tax liabilities</td>
<td>4,971</td>
<td>4,401</td>
</tr>
<tr>
<td>Non-current borrowings</td>
<td>14,890</td>
<td>12,522</td>
</tr>
<tr>
<td>Other non-current liabilities</td>
<td>504</td>
<td>241</td>
</tr>
<tr>
<td><strong>Total equity and non current liabilities</strong></td>
<td>37,490</td>
<td>33,882</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>31/12/16</th>
<th>31/12/17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net debt</td>
<td>15,368</td>
<td>13,371</td>
</tr>
<tr>
<td><strong>Net debt ratio</strong></td>
<td>89.7%</td>
<td>80.0%</td>
</tr>
</tbody>
</table>

* Including fair value of derivatives
# Cash Flow Statement

<table>
<thead>
<tr>
<th>In €m</th>
<th>FY 2016</th>
<th>FY 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Funds provided by operations</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Funds provided by operations</td>
<td>3,523</td>
<td>4,133</td>
</tr>
<tr>
<td>Changes in Working Capital</td>
<td>331</td>
<td>188</td>
</tr>
<tr>
<td>Other items</td>
<td>(158)</td>
<td>(67)</td>
</tr>
<tr>
<td><strong>Net cash from operating activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net cash from operating activities</td>
<td>3,696</td>
<td>4,254</td>
</tr>
<tr>
<td>Purchase of PPE* and intangible assets</td>
<td>(2,259)</td>
<td>(2,183)</td>
</tr>
<tr>
<td>Purchase of financial assets and the impact of changes in scope</td>
<td>(12,165)</td>
<td>(140)</td>
</tr>
<tr>
<td>Proceeds from sale of PPE*, intangible and financial assets</td>
<td>830</td>
<td>477</td>
</tr>
<tr>
<td><strong>Net cash in investing activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net cash in investing activities</td>
<td>(13,594)</td>
<td>(1,846)</td>
</tr>
<tr>
<td>Distribution</td>
<td>(1,019)</td>
<td>(1,099)</td>
</tr>
<tr>
<td>Increase in capital stock</td>
<td>3,361</td>
<td>70</td>
</tr>
<tr>
<td>Purchase of treasury shares</td>
<td>4</td>
<td>(158)</td>
</tr>
<tr>
<td>Transactions with minority shareholders</td>
<td>(14)</td>
<td>(4)</td>
</tr>
<tr>
<td>Impact of Exchange rate changes and net indebtedness of newly consolidated companies &amp; others</td>
<td>(563)</td>
<td>780</td>
</tr>
<tr>
<td><strong>Change in net indebtedness</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in net indebtedness</td>
<td>(8,129)</td>
<td>1,997</td>
</tr>
</tbody>
</table>

* PPE: Property, plant and equipment.
Adjusted Sales Used as a Comparison Basis (1/2)

(1) Excluding Air Liquide Welding and Aqua Lung
(2) Excluding currency and energy price fluctuation impact
### Adjusted Sales Used as a Comparison Basis (2/2)

<table>
<thead>
<tr>
<th></th>
<th>Published 2016 excluding Air Liquide Welding and Aqua Lung</th>
<th>Published 2016 Air Liquide sales excluding Air Liquide Welding and Aqua Lung (IFRS 5, discontinued operations)</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>Published 2016 excluding Air Liquide Welding and Aqua Lung</td>
<td></td>
</tr>
<tr>
<td>B</td>
<td>Airgas consolidated - Airgas divestments</td>
<td>Published 2016 Airgas sales with divestments fully completed as of January 1st, 2016</td>
</tr>
<tr>
<td>C</td>
<td>Adjusted Air Liquide sales</td>
<td>2016 starting point: A + B</td>
</tr>
<tr>
<td>D</td>
<td>Published 2017</td>
<td>Published 2017 Air Liquide sales</td>
</tr>
<tr>
<td>E</td>
<td>Comparable growth</td>
<td>Growth between 2016 adjusted Air Liquide sales and published 2017 sales excluding change and energy versus C</td>
</tr>
<tr>
<td>F</td>
<td>Published growth</td>
<td>Growth between published 2016 Air Liquide sales, excluding Air Liquide Welding and Aqua Lung, and published 2017 Air Liquide sales D versus A</td>
</tr>
</tbody>
</table>

2016 comparable sales growth excluding currency, energy price fluctuation and Airgas impact
Comparable sales growth for Americas for Q4 16, FY16 are estimated due to the merger of Airgas and Air Liquide US operations
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 or efficiency projects, excluding maintenance and safety.

- **Sales backlog**
  - Cumulated expected sales per year generated by the current investment backlog after full ramp-up.

- **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).
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