

Air Liquide in brief

2020

Sabrina, Hydrogen team,
Houston, USA

+64,499 Air Liquide employees,
all inventors of the future



The strength of a growth model combining economic performance and sustainable development

Air Liquide mobilized itself more than ever for its customers and patients in 2020, an unprecedented year. The Group's strong performance in this context illustrates the solidity of its business model. The results presented position the Group favorably to continue its growth trajectory while contributing to building a sustainable future.

In 2020

€20,485 M
revenue

€2,435 M
net profit
(Group share)

€3.2 bn
investment
decisions



~64,500
employees

78
countries

+3.8 M
customers and patients

470,000
individual shareholders



Air Liquide serves a very wide variety of customers around the world, acting as **a partner to nearly every sector of the economy.**

The industrial and medical gases at the core of the Group's business are used in numerous industrial processes, such as water treatment, glass manufacturing, preservation of fresh food and farming. They are present in consumer products (including food, beverages, smartphones, cars and more), hospitals and patients' homes.

The Group's presence in the field, alongside small businesses, large companies and healthcare professionals alike, enables it **to detect new needs through a customer-centric approach** and develop a detailed understanding of the changes in various markets in order **to offer innovative solutions to meet its customers' needs.**

The Group's ambition is to make its actions part of a global growth dynamic, placing economic performance and sustainable development at the heart of its strategy, in order to contribute, together with all its stakeholders, to building a sustainable future.

Our activities

Air Liquide provides industrial and medical gases, technologies and services to nearly every sector of the economy. The Group deploys a customer-centric transformation strategy based on four main pillars: operational excellence, selective investments, open innovation and a network organization.

FOR INDUSTRY

We serve a wide range of customers, from craftsmen to big-sized companies, in sectors as diverse as steel production, energy, chemicals, automotive manufacturing, food and aerospace.

2 million industrial customers in 78 countries

FOR PATIENTS AND HEALTHCARE PROFESSIONALS

We provide medical products and services to meet the needs of patients, doctors, care facilities and the healthcare system as a whole. Present in both hospitals and patients' homes, our Group is a committed partner of transformation in the healthcare sector.

1.8 million patients

FOR ELECTRONICS

We innovate for our Electronics customers, who use our gases and advanced materials for the manufacturing of flat panels, processors and smaller, faster chips.

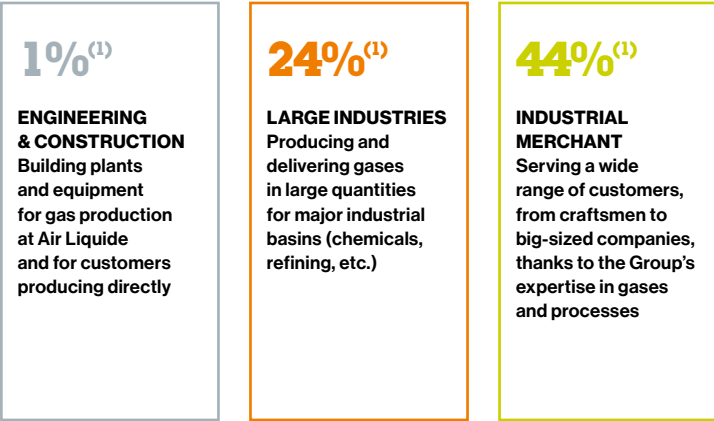
+21% In 2020, increased demand for digital devices and infrastructure drove sales of Air Liquide advanced materials

FOR OPENING NEW MARKETS

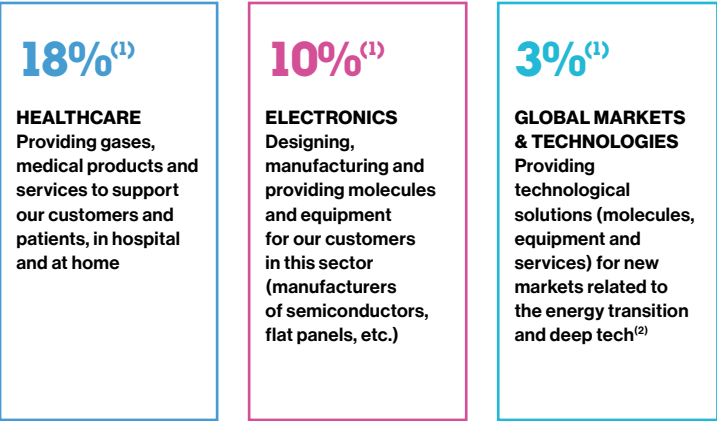
We develop new markets associated with the energy transition, such as the hydrogen and biomethane markets. We also provide technological solutions that are essential to the implementation of major international scientific projects and deep tech⁽²⁾ markets.

In 2020, 44% of investment opportunities related to the energy transition

Breakdown of Group revenue by activity



(1) Share of 2020 Group revenue.



(2) Disruptive technologies based on scientific breakthroughs that can fundamentally change design and production methods.



Act for a sustainable future

Air Liquide has a growth trajectory.

● This means performing steadily in the present and preparing well for the future thanks to a deeply resilient and diversified business model. Performance and sustainability are therefore both core to our strategy.

● It also means supporting our customers and patients and addressing the urgency of climate change and societal transformation.

“Our ambition going forward is to make a meaningful difference.”

● Inventing and shaping the future with state-of-the-art technologies, operational competences and services close to customers or patients, has always been in our DNA.

● But it is clear today that the role of a company like ours goes beyond this. As a matter of fact we all –States, companies and citizens– share the responsibility and the mission of building a sustainable future

It is time to ACT for a sustainable future.

ABATEMENT OF CO₂ EMISSIONS

— Reducing our CO₂ emissions:

-33% of carbon emissions in absolute value by 2035⁽³⁾

Carbon neutrality by 2050

— Developing low-carbon solutions for our customers and for industries

— Accelerating in hydrogen:

Our hydrogen revenues will at least triple in size, increasing from 2 billion to more than 6 billion euros by 2035.

~€8 bn invested in the low carbon hydrogen supply chain by 2035

TRUST AS THE BASE TO ENGAGE WITH OUR EMPLOYEES

— Ensure safety for all of our employees and stakeholders:

A zero-accident ambition

— Promote diversity in our teams:

35% of women among our Managers and Professionals by 2025.

— Offer a common basis of care coverage for all our employees by 2025

— Encourage employee engagement in local initiatives

TRUST AS THE BASE TO BUILD A BEST-IN-CLASS GOVERNANCE

— A diversified Board of Directors and close relationship with shareholders

— A responsible dialogue with our business stakeholders

— A positive impact on societies where we operate

(3) In the adjusted reporting framework, from a 2020 baseline of 32.5 million tons CO₂ eq (scopes 1 and 2), with scope 2 emissions in Market-Based.

A world leader in gases, technologies and services for industry and health, Air Liquide is present in 78 countries with around 64,500 employees and serves over 3.8 million customers and patients.



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