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Germany: new investment of €100 million in North Rhine-Westphalia

press release

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Air Liquide in Germany

has **4,000 employees** and serves about **350,000 customers**. It has been present since **1971** and currently operates **42 industrial sites** in key regions.

Air Liquide Germany has also been very active in deploying hydrogen energy projects: **four hydrogen filling stations** have already been commissioned throughout the country.

The Large Industries Business Line of Air Liquide

proposes **gas and energy solutions** that improve process efficiency and help achieve greater respect for the environment, mainly to the **refining, natural gas, chemical, metal and energy markets**. In 2011, sales totaled **€4,585 million**.

Air Liquide has just signed a long-term contract to provide **Bayer MaterialScience with large quantities of hydrogen and carbon monoxide**. To meet this customer's needs, **Air Liquide will invest around €100 million** in a hydrogen and carbon monoxide production unit based at the **ChemPark Dormagen** site, one of the largest chemical parks in Europe, located near Cologne in North Rhine-Westphalia.

This state-of-the-art unit will be designed and built on the customer's site by Air Liquide Global E & C Solutions teams and is scheduled for commissioning in 2014.

These gases will be used for the manufacture of **polymers**, which are needed to produce the polyurethanes used to manufacture high-resilience foam seating, durable elastomeric wheels, high performance adhesives etc. Bayer MaterialScience is among the world's largest polymer companies. **The Bayer Group has been a global customer of Air Liquide** for many years, with contracts in 8 countries.

Guy Salzgeber, Vice-President North and Central Europe and a member of the Air Liquide Executive Committee, commented: **"We are very pleased with this new long term agreement in Germany with the Bayer Group. This major investment is another important milestone in the long-standing business relationship that has developed between our two companies worldwide.**

This new production unit will provide us with the opportunity to reinforce our positioning in this dynamic industrial basin, particularly in the chemical and oil and gas industry. Germany is one of the key pillars of the Group in Europe with close to €300 million invested in new industrial production units over the last 3 years."

Tony Van Osselaer, Member of the Board of Management of Bayer MaterialScience AG, Head of Industrial Operations, stated: **"This investment by Air Liquide represents an important cornerstone to securing raw materials for our investment in a world-scale TDI unit in Dormagen. With its state of the art technology, we are pleased to have Air Liquide as a partner."**

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Air Liquide is the world leader in gases for industry, health and the environment, and is present in **80 countries** with **46,200 employees**. Oxygen, nitrogen, hydrogen and rare gases have been at the core of Air Liquide's activities since its creation in 1902. Using these molecules, Air Liquide continuously reinvents its business, anticipating the needs of current and future markets. The Group innovates to enable progress, to achieve dynamic growth and a consistent performance.

Innovative technologies that curb polluting emissions, lower industry's energy use, recover and reuse natural resources or develop the energies of tomorrow, such as hydrogen, biofuels or photovoltaic energy... Oxygen for hospitals, home healthcare, fighting nosocomial infections... Air Liquide combines many products and technologies to develop valuable applications and services not only for its customers but also for society.

A partner for the long term, Air Liquide relies on employee commitment, customer trust and shareholder support to pursue its vision of sustainable, competitive growth. The **diversity** of Air Liquide's teams, businesses, markets and geographic presence provides a solid and sustainable base for its development and strengthens its ability to push back its own limits, conquer new territories and build its future.

Air Liquide explores the best that air can offer to preserve life, staying true to its Corporate Social Responsibility and sustainable development approach. In 2011, the Group's revenues amounted to **€ 14.5 billion**, of which more than 80% were generated outside France. 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.