

Pre-Half Year 2022 Results Communication

Air Liquide has compiled the following items for consideration to assist in the financial modeling of the Group H1 2022 results. This document is not intended to provide additional information beyond existing disclosures.

- **Significant perimeter impact**

The **acquisition of Sasol's 16 ASUs** was finalized on June 24th 2021 for **around €480m**, impacting the Group **Balance Sheet** and **Cash Flow**, but **no sales** had been recognized in **H1 2021**. Starting in Q3 2021, it generates a scope impact qualified as "significant perimeter" for approximately **€38m of sales in Q2 2022**.

- **Currency impact**

Main currency variations (from the largest to the smallest impact on Group sales in Q2 2022):

€ versus	Q2 2021	Q2 2022	Change	H1 2021	H1 2022	Change
US Dollar	1.206	1.065	-11.6%	1.206	1.093	-9.3%
Chinese Renminbi	7.785	7.039	-9.6%	7.798	7.082	-9.2%
Singapore Dollar	1.606	1.467	-8.7%	1.606	1.492	-7.1%
Canadian Dollar	1.481	1.359	-8.2%	1.503	1.390	-7.6%

In Q1 2022, the currency impact on Group and Gas & Services revenue was +4.2%. It is estimated to be around **+7%** in **Q2 2022**, thus an impact close to **+6%** in **H1 2022** for both Group and Gas & Services revenue.

- **Energy pass-through impact**

In Q1 2022, the energy pass-through effect was +16.4% on Group revenue and +17.2% on Gas & Services revenue. It is expected to be **between +18% and +19%** on Group and Gas & Services revenue in **Q2 2022**. For **H1 2022** it is expected to be **between +17% and +18%** or **above €1.8bn**, for both Group and Gas & Services revenue, reflecting the high energy prices.

- **Business items**

Activity highlights are detailed below **based on public information**. Unless otherwise stated, all variations in revenue outlined below are on a **comparable basis**.

Q1 2022 sales rose by **+7.9%**. The **Americas** benefited from high contribution across all business lines. Revenue in **Europe** increased markedly, thanks to a strong momentum in Industrial Merchant driven by pricing, mitigating decreasing Large Industries. Electronics was driving growth in **Asia**, while Large Industries was soft in particular in China. In **Middle East and Africa**, activities remained contrasted despite solid Industrial Merchant.

In **Q2 2022**, the environment is marked by very high energy prices especially in Europe, the war in Ukraine and Covid-19 lockdowns in China in April and in May for the Shanghai area and a few other regions.

Large Industries sales were stable (**+0.1%**) in Q1 2022 with mixed activity by region. In the Americas, demand was robust across all markets. In Europe, sales were soft in Refining and lower in the Steel industry in a context of exceptionally high energy prices and the war in Ukraine; in the Chemicals sector, demand for air gases remained stable while hydrogen sales were down. In Asia, activity was soft in China, in particular due to residual Dual Energy Control measures.

Industrial Merchant posted a strong **+11.9%** sales growth in Q1 2022 driven by the acceleration of pricing which was up +10.7%, even reaching +19.4% in Europe, and by solid volumes. In the Americas, growth was supported by the acceleration of pricing and robust volumes. Sales in Asia were driven by China and increasing pricing while the situation was contrasted in the rest of Asia. In Europe, the high level of growth was driven by record high pricing despite softening bulk volumes over the quarter.

Healthcare continued to grow (+2.6%) in Q1 2022 supported by the positive momentum of Home Healthcare activity driven by diabetes, despite a particularly high basis of comparison in 2021 related to the strong demand for medical oxygen to treat Covid-19.

Sales growth was particularly dynamic in **Electronics** in Q1 2022, at +13.7%, supported by all business segments. In Asia, growth reached +15% in Carrier Gases, benefiting from the contribution of a start-up in China as well as the ramp-up of several production plants.

Consolidated revenue of **Engineering & Construction** was up +40.3% to **€108m** in Q1 2022.

Global Markets & Technologies posted sales of **€189m** in Q1 2022, an increase of +18.3% mainly driven by strong momentum in biogas.

- **Margin**

Group Operating margin (Operating Income Recurring to sales) improved significantly by +100bps in H1 2021 excluding energy impact (+40bps As Published) to **18.0%**.

As a reminder, in Large Industries energy costs are contractually passed through to customers. As a consequence, increase in energy price does inflate the “as published” sales but has no impact on the operating income in value, resulting in the dilution of the “as published” OIR/sales ratio. **This impact is restated only for Large Industries** meaning the **OIR/sales excluding energy impact ratio is still diluted by the energy impact in other business lines**.

- **Net profit**

In H1 2021, net profit (Group share) amounted to **1,239 million euros**.

Reminder of **FY 2022 Guidance**: “Assuming no significant economic disruption, Air Liquide is confident in its ability to **further increase its operating margin** and to deliver **recurring net profit growth, at constant exchange rates**⁽¹⁾.”

(1) Operating margin excluding energy passthrough impact. Recurring net profit excluding exceptional and significant transactions that have no impact on the operating income recurring, and excluding the impact of any US tax reform in 2022.

- **EPS**

The average number of outstanding shares used to calculate the as published H1 2022 EPS is **~522,394 k** shares.

H1 2022 results will be announced on **July 28, 2022**.

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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.

A world leader in gases, technologies and services for Industry and Health, Air Liquide is present in 75 countries with approximately 66,400 employees and serves more than 3.8 million customers and patients. Oxygen, nitrogen and hydrogen are essential small molecules for life, matter and energy. They embody Air Liquide's scientific territory and have been at the core of the company's activities since its creation in 1902.

Air Liquide's ambition is to be a leader in its industry, deliver long term performance and contribute to sustainability - with a strong commitment to climate change and energy transition at the heart of its strategy. The company's customer-centric transformation strategy aims at profitable, regular and responsible growth over the long term. It relies on operational excellence, selective investments, open innovation and a network organization implemented by the Group worldwide. Through the commitment and inventiveness of its people, Air Liquide leverages energy and environment transition, changes in healthcare and digitization, and delivers greater value to all its stakeholders.

Air Liquide's revenue amounted to more than 23 billion euros in 2021. Air Liquide is listed on the Euronext Paris stock exchange (compartment A) and belongs to the CAC 40, CAC 40 ESG, EURO STOXX 50 and FTSE4Good indexes.