

Pre-Q3 2023 Sales Communication

Air Liquide has compiled the following items for consideration to assist in the financial modeling of the Group Q3 2023 sales. This document is not intended to provide additional information beyond existing disclosures.

- **Significant perimeter impact**

In September 2022, the Group announced a MOU with the local management team in Russia with the objective to transfer its activities in the framework of an MBO. In parallel, as a consequence of the evolution of the geopolitical context, the activities of the Group in **Russia** are **no longer consolidated starting September 1, 2022**. It generates a scope impact qualified as “significant perimeter” for approximately **€-40m** of sales in **Q3 2023**.

The **acquisition of Sasol's 16 ASUs** was finalized on June 24th 2021 for around €480m. After a first phase operating in tolling mode, energy cost is now passed through to sales as of October 1, 2022, generating a new and separate scope impact qualified as “significant perimeter” for approximately **€+90m** of sales in **Q3 2023**.

- **Currency impact**

Main currency variations (from the largest to the smallest impact on Group sales in Q3 2023):

€ versus	Q3 2022	Q3 2023	Change
US Dollar	1.007	1.088	+8.1%
Chinese Renminbi	6.897	7.884	+14.3%
Argentinian Peso	139.1	347.3	+149.7%
South African Rand	17.15	20.28	+18.3%

In Q2 2023, the currency impact was -4.0% on both Group and Gas & Services revenue. It is estimated to be **between -6% and -7%** in **Q3 2023** for both Group and Gas & Services revenue.

- **Energy pass-through impact (in Large Industries)**

In Q2 2023, the energy pass-through effect was -7.2% on Group revenue and -7.6% on Gas & Services revenue. It is expected to be **between -13% and -14%** on Group and Gas & Services revenue in **Q3 2023**.

- **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**.

Large Industries revenue, down -3.7% in Q2 2023 in a context of weak demand, saw a significant improvement compared to a 2nd half of 2022 which was heavily impacted by the sharp increase in energy prices, in Europe in particular. In the Americas, customer shutdowns penalized Large Industries sales (-4.6% in Q2 2023) while volumes remained solid overall in the US Gulf Coast. In Europe, Large Industries revenue in the first half presented a significant improvement compared to the 2nd half of 2022, sales in Q2 remaining sequentially stable compared to Q1 2023. In Asia, sales (-6.6% in Q2 2023) were impacted in particular by weak demand and customer shutdowns.

As a reminder, in **Q3 2022**, Large Industries sales were down by -10.4% with volumes decreasing by only -2%, the gap being explained by an effect related to the calculation of the energy impact in a context of exceptionally strong increase of energy prices in Europe. Please refer to the [dedicated slides published last year](#).

Industrial Merchant revenue continued to grow strongly (+9.6%) in Q2 2023, driven by a high price effect of +8.6%, although softening while comparing with a high base in 2022, and growing volumes. In the Americas, sales were up sharply by +7.2% driven by a high price effect (+5.3%) and positive volumes. In Europe, the very strong increase in sales of +14.3% benefited from a price effect that remained very high at +16.4% and flat volumes excluding Helium and liquid CO₂. In Asia, the sharp increase in sales of +13.1% was supported by a price effect of +8.5% and a strong increase in volumes in China. As a reminder, the pricing impact in **Q3 2022** was at the record level of +18.0%, with respectively +29.9% in Europe, +16.1% in the Americas and +9.3% in Asia.

The strong growth in sales in **Healthcare (+8.7%)** in Q2 2023, was supported by the increase in prices of medical gases in an inflationary context and the dynamism of Home Healthcare.

Electronics sales were up +2.6% in Q2 2023. Following double-digit growth in the 1st quarter, revenue increase was more moderate in the 2nd quarter due to a very high basis of comparison in 2022 (comparable growth reached +17%) and lower demand from memory manufacturers. As a reminder, comparable sales growth in **Q3 2022** was at a record level of +21%, therefore the comparison basis for Q3 2023 will be exceptionally high.

Consolidated revenue of **Engineering & Construction** was down **-16.0%** to **€93m** in Q2 2023 compared to the high sales to third-party customers in Q2 2022.

Global Markets & Technologies posted sales of **€201m** in Q2 2023, an increase of **+5.1%**. **Organic growth** reached **+18%**, excluding the divestiture of the biogas distribution for mobility and the manufacture of small-scale cryogenic vessels businesses.

Q3 2023 sales will be announced on **October 25, 2023**.

CONTACTS

Investor Relations

irteam@airliquide.com

Disclaimer

This document may contain forward-looking statements (including objectives and trends) about Air Liquide's financial situation, operating results, business activities and strategy.

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 73 countries with approximately 67,100 employees and serves more than 3.9 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.

Taking action today while preparing the future is at the heart of Air Liquide's strategy. With ADVANCE, its strategic plan for 2025, Air Liquide is targeting a global performance, combining financial and extra-financial dimensions. Positioned on new markets, the Group benefits from major assets such as its business model combining resilience and strength, its ability to innovate and its technological expertise. The Group develops solutions contributing to climate and the energy transition—particularly with hydrogen—and takes action to progress in areas of healthcare, digital and high technologies.

Air Liquide's revenue amounted to more than 29.9 billion euros in 2022. Air Liquide is listed on the Euronext Paris stock exchange (compartment A) and belongs to the CAC 40, CAC 40 ESG, EURO STOXX 50, FTSE4Good and DJSI Europe indexes.