

Paris, October 17, 2011

New contract with steelmaker in South Korea

press release



Contacts:

Corporate Communications

Corinne Estrade-Bordry
+ 33 (0)1 40 62 51 31
Garance Bertrand
+ 33 (0)1 40 62 59 62

Investor Relations

Virginia Jeanson
+33 (0)1 40 62 57 37
Annie Fournier
+33 (0)1 40 62 57 18

E&C Communications

Anette Rey
+ 33 (0)1 49 83 16 01

Air Liquide Engineering & Construction

Air Liquide's Engineering and Construction teams design, develop and build gas production units for the Group or for its customers. It comprises **3,500 employees**, spread over **15 Engineering & Construction centers** that cover its major markets.

The **steel industry has played a substantial role in turning South Korea** into a world leader in the electronics, automotive and other advanced manufacturing fields.

Air Liquide has just signed a contract with **Posco E&C**, the Engineering and Construction division of Posco, to design and build two very large Air Separation Units (ASU), each of which will have an oxygen production capacity of 3,750 tonnes per day. **This is the largest production capacity designed so far for a steelmaker by Air Liquide.** Oxygen is used to transform cast iron into steel.

These two new units will be installed at Posco's Gwangyang and Pohang sites in South Korea. The oxygen they produce will enable the Gwangyang site to support the Posco Group's increase in global steel production. The second unit will meet growing demand for oxygen in connection with the construction of a second steel plant (with a production capacity of 2 million tons per year) on the Pohang site. Posco is the largest integrated steel producer in the country and one of the most important in the world. Founded in 1968 and privatized in 2000, **Posco has led the Korean steel industry for more than four decades.** In 2010, Posco produced 33.7 million tons of crude steel.

Air Liquide has been working with Posco for more than 25 years, and has already supplied it with **17 ASUs** on these two sites in South Korea. The Group was one of the steelmaker's designated "Best Suppliers" of 2010.

François Darchis, Senior Vice-President in charge of Engineering and Construction, Research and Technology and a member of Air Liquide's Executive Committee, declared: *"We are proud to have been able to contribute to Posco's development for more than 25 years. Air Liquide's strong historical relationship with Posco and mutual trust are major factors supporting our fruitful collaboration today. A true understanding of our customers' needs and constraints lies at the heart of Air Liquide's strategy of offering customer-focused cutting-edge technology solutions."*

Air Liquide is the world leader in gases for industry, health and the environment, and is present in 80 countries with 43,600 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, homecare, fighting nosocomial infections... Air Liquide combines many products and technologies to develop valuable applications and services not only for its many 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 sustainable development approach. In 2010, the Group's revenues amounted to **€13.5 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.