

## Pre-quarterly Results Communication

Air Liquide has compiled the following items for consideration to assist in the financing modeling of the Group's H1 2016 results.

- **Currency impact**

The main currency variations in H1 2016 versus H1 2015 and in Q2 2016 versus Q2 2015 were:

€ versus	H1 2016	H1 2015	Change	Q2 2016	Q2 2015	Change
US Dollar	1.115	1.115	0.0%	1.129	1.104	2.2%
Japanese Yen	124.4	134.1	<7.2%>	121.8	134.0	<9.1%>
Chinese Yuan	7.29	6.94	5.1%	7.38	6.85	7.7%
Canadian Dollar	1.48	1.38	7.8%	1.45	1.36	7.2%
Argentina Peso	16.24	9.83	65.1%	16.20	10.01	61.8%
Brazilian Real	4.13	3.30	24.9%	3.95	3.39	16.5%
South African Rand	17.2	13.3	29.4%	16.9	13.4	26.8%

The currency impact in Q1 2016 was **-1.9%** on Group revenues. Based on the evolution of foreign currency rates, the currency impact on Group sales is estimated at around **-3.0%** in Q2 2016 and **-2.4%** in H1 2016. The impacts on Gas & Services sales are expected to be very similar to the ones on Group sales.

- **Pass-through impact of Natural Gas**

The natural gas pass-through effect on Group revenues was **-2.7%** in Q1 2016. In Q2 2016, natural gas market prices in Europe and the USA are still lower than in Q2 2015 (around -22% for the Day Ahead Henry the Hub price in the USA).

In Q2 2016, the pass-through impact of Natural Gas is expected to be around **-2.3%** on Group revenues and **-2.6%** on Gas & Services revenues.

In H1 2016, the impact is estimated at around **-2.5%** on Group revenues and **-2.8%** on Gas & Services revenues.

- **Pass-through impact of Electricity**

The electricity pass-through effect on Group revenues was **-0.9%** in Q1 2016.

In Q2 2016, the electricity impact is expected to be around **-0.8%** on Group revenues and **-0.9%** on Gas & Services revenues.

In H1 2016, the impact is estimated at around **-0.8%** on Group revenues and **-0.9%** on Gas & Services revenues.

- **Airgas integration**

The closing of the Airgas acquisition was effective on May 23, 2016. Since this date, Airgas financial statements are consolidated and financial expenses linked to the acquisition debt are recorded.

**Most of the transaction costs, partial integration costs and non-recurring financial fees** will be booked in H1 2016 for an amount of approximately **100 M€ pre-tax**. In H2, the one off costs and non-recurring finance costs, including those recorded in H1, will be offset by the capital gain on divestitures.

As a result, the global impact on FY 2016 of the non-recurring charges and gains linked to the Airgas acquisition and integration should be marginal.

- **Business items**

**Large Industries:** Yanbu and Dormagen HYCO units started-up at the beginning of Q2 2015. They now move from a start-up to a ramp-up phase in terms of additional sales contribution.

**Industrial Merchant:** the latest IP estimates for Q2 2016 in the main geographies are the following:

	Q1 2016	Q2 2016
USA	<1.6%>	<0.7%>
Canada	0.3%	<0.8%>
France	0.9%	0.8%
Germany	1.5%	1.1%
Japan	<3.2%>	<1.4%>

Source: Consensus Forecasts June 13, 2016

**Healthcare:** in Q1 2016, the solid +4.1% comparable growth was driven by organic growth in Home Healthcare and Hygiene and a lower incremental contribution from acquisitions carried out at the beginning of 2015.

**Electronics:** in Q1 2016, sales grew at a strong +13.4% on a comparable basis and the Book to Bill came out at 1.0 at the end of the period.

**Engineering & Construction:** in Q1 2016, E&C sales were down -28.3% due to a slowdown in new project signing in a more difficult global environment.

- **Limited Brexit impact on Air Liquide UK business**

Air Liquide has a small presence in the UK, around 250 million euros, 1.5% of total sales. Therefore, the direct short-term impact of the Brexit is very limited.

## CONTACTS

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The world leader in gases, technologies and services for Industry and Health, Air Liquide is present in 80 countries with approximately 68,000 employees and serves more than 3 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 lead its industry, deliver long-term performance and contribute to sustainability. The company's customer-centric transformation strategy aims at profitable 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 revenues amounted to €16.4 billion in 2015, and its solutions that protect life and the environment represented more than 40% of sales. On 23 May 2016, Air Liquide completed its acquisition of Airgas, which had revenues amounting to \$5.3 billion (around €4.8 billion) for the fiscal year ending 31 March 2016.

Air Liquide is listed on the Paris Euronext stock exchange (compartment A) and belongs to the CAC 40 and Dow Jones Euro Stoxx 50 indexes.

\* Following the acquisition of Airgas on 23 May 2016