• Air Liquide

FY 2022 Results

Strong performance in a challenging environment

Active signing to prepare future growth

François Jackow, Chief Executive Officer Jérôme Pelletan, Chief Financial Officer Mike Graff, Executive Vice President Pascal Vinet, Senior Vice President



01 Introduction

François Jackow - Chief Executive Officer

FY 2022 Key Takeaways

- Strong performance in an unprecedented environment
- Successfully deploying ADVANCE, reinforcing resilience of business model
- Well positioned in Energy Transition
- On-track with ambitious ESG roadmap

Strong 2022 Performance in a Very Challenging Environment



(1) Operating Income Recurring on Sales excluding energy passthrough impact (2) Excluding exceptional and significant transactions that have no impact on the operating income recurring (3) Recurring ROCE based on Recurring Net Profit (4) Cash Flow from Operations before changes in WCR on Sales excluding energy impact

Outperforming ADVANCE Trajectory









Thanks to **highly engaged and skilled teams**

(1) Group comparable sales growth 2021-2025 CAGR

(2) Recurring ROCE based on Recurring Net Profit

Active Signing, Confirming Future Growth



Record level of project signing

- **€4bn** decided in 2022
- Contributing to strong backlog



Electronics at the forefront

- >€1bn of signed investments
- Projects in Asia, U.S., Europe



Innovating for the future

- #1
- in **awarded EU Funding** for Energy Transition
- #1
- in international **patents** for **H**₂ **production**

Strong Momentum in Energy Transition: Success in Europe, US Next



Business achievements

- Awarded subsidies in CCS⁽¹⁾, Electrolysis
- Oxy-combustion and biomethane projects



Major flagship projects

- Adding low-C supply to 3 existing H₂ pipeline networks
- Low-C H₂ for SAF⁽²⁾ production



7 Joint ventures & Partnerships

• In **H**₂ **mobility**, **H**₂ for **aviation**, **CO**₂ transportation













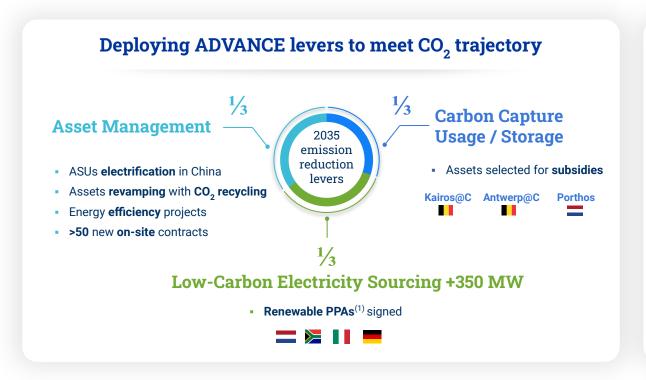
IRA⁽³⁾ accelerating opportunities



- #1 in US industrial gas market⁽⁴⁾
- Extensive pipeline network >3,700km
- Integrated proprietary technologies (ATR⁽⁵⁾, CCS⁽¹⁾)



Stable CO₂ Emissions for Second Year in a Row



External recognition

Rating agencies

COP "A-"

COP "A-"

COP "A-"

Prime"

Europe Index"

■ SBTi⁽²⁾ trajectory validation

Scopes 1 and 2 emissions in absolute value, see definition in appendix of management report (1) Power Purchase Agreement (2) Science Based Targets initiative

Leadership in ESG Beyond CO₂



Wellbeing beyond the workplace



100% of **employees** under a **common basis of care coverage** by 2025





having **access to oxygen** in low & middle income countries⁽¹⁾



Safety

-11% LTA⁽²⁾ in 2022

One ambition: **zero accident**

Committed to **shareholders**

>

New governance from 2022

(1) Thanks to Air Liquide Access Oxygen Program

(2) Lost-Time Accidents for Group employees

Delivering Value to Shareholders over the Long Term



(1) Dividend Per Share paid in the year and related to previous year result. Adjusted for the 2-for-1 share split in 2007, for free share attributions and for the capital increase completed in October 2016 (2) Subject to approval at the Shareholders' Meeting scheduled for 3 May 2023 (3) Adjusted for the free share attribution in 2022 (4) Growth rate of an investment in Air Liquide shares, including reinvested dividends and loyalty bonus, 2003-2022

02

Strong financial FY 2022 performance in a challenging environment

Jérôme Pelletan - Chief Financial Officer



Strong Comparable Sales Growth

Sales in €m	FY 21	FY 22	FY 22/21 As published	FY 22/21 Comparable	Q4 22/21 Comparable
Gas & Services	22,267	28,573	+28.3%	+6.1%	+3.5%
Engineering & Construction	387	474	+22.6%	+20.6%	+0.1%
Global Markets & Technologies	681	887	+30.3%	+25.8%	+40.6%
Group Total	23,335	29,934	+28.3%	+7.0%	+4.5%

Impacts on FY Group Sales: +5.8% FX +15.3% Energy +0.2% Significant Scope (1)

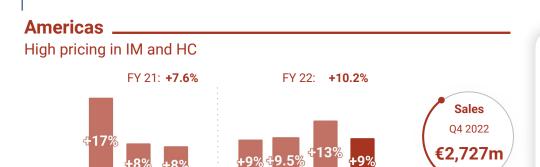


⁽¹⁾ Impact on sales of all acquisitions or disposals of a significant size for the Group

Strong Resilient Growth From Solid Mix



Q4 - Strong IM and HC in Americas and Europe



Robust H₂ in Refining in U.S.
 Softer Chemicals and Steel

Low Cogen

High-pricing >+14%

Positive volumes excluding helium

Lower O₂ for covid-19
 Strong proximity care in U.S. driven by pricing

 High pricing in ESM⁽¹⁾ and solid Carrier Gases EL

. Low E&I







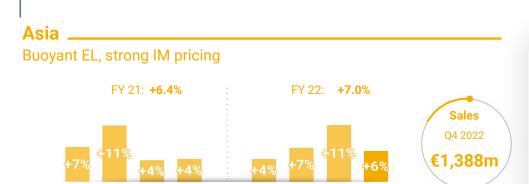
- -16% Volumes
- · Weak Steel and Chemicals across the region
 - Contrasted Refining
- Continued strong pricing +23%
- Flat volumes excluding LCO₂
- Strong HHC driven by diabetes

Outstanding Specialty Ingredients

G&S comparable sales growth (1) Electronic Specialty Materials

Europe

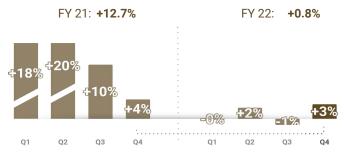
Q4 - Electronics Driving Growth in Asia, Solid AMEI



- Slower growth in China, covid-19 in Dec.
 - . Low demand in rest of Asia, esp. Singapore
- High **pricing +7.5**% across the region
 - Low activity in China (covid-19)
- >+20% growth in Carrier Gases
 - Very high E&I and ESM⁽¹⁾



Growth driven by LI and HC



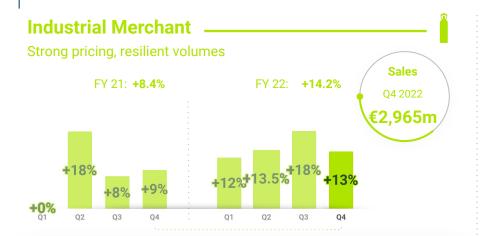
Sales Q4 2022 €261m

- LI . Strong demand in India and Egypt
- IM Sales down but >+10% excluding small divestitures
 - High pricing +9.2%
- Strong HHC in Saudi Arabia
- **HC** . Contribution from small **acquisition** in South Africa

G&S comparable sales growth (1) Electronic Specialty Materials

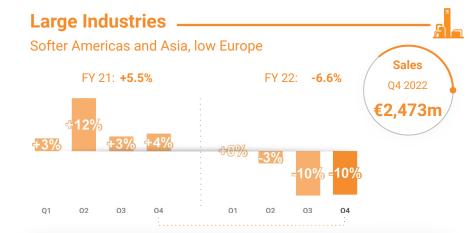


Q4 – Strong Growth in IM, Low Demand in LI





- -1% volumes excluding helium
- >50 new on-site contracts and oxy-combustion projects
- Resilient volumes in Automotive, Fabrication, Materials and Energy



- Low demand in Steel and Chemicals, mixed Refining
- Several turnarounds
- Solid contribution from start-ups and ramp-ups

G&S comparable sales growth



Q4 - Buoyant Electronics, Very Robust Healthcare

Electronics



Carrier gases and ESM leading growth drivers

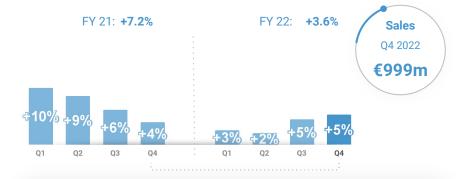


- +18% growth in Carrier Gases driven by Asia
- Significant contribution from start-ups and ramp-ups
- **Strong** growth in **ESM**⁽¹⁾ supported by pricing
- High E&I sales in Asia, lower in U.S.

Healthcare



Robust Home Healthcare and Strong Specialty ingredients



- Strong Home Healthcare driven by **Diabetes**
- Normalizing Medical O₂ volumes after covid-19
- High pricing in Medical gases, esp. in U.S.
- Outstanding Specialty Ingredients

Above +70bps OIR Margin Improvement for 3 Years in a Row

In €m	FY 21	FY 22	FY 22/21 As published	FY 22/21 Comparable
Revenue	23,335	29,934	+28.3%	+7.0%
Purchases	(9,389)	(13,813)	+47.1%	
Personnel Expenses	(4,363)	(4,963)	+13.8%	
Other net income and expenses	(3,250)	(3,830)	+17.8%	
Operating profit before depreciation	6,333	7,328	+15.7%	
Depreciation and amortization	(2,173)	(2,466)	+13.5%	
Operating income recurring (OIR)	4,160	4,862	+16.9%	+10.5%
Group OIR margin	17.8%	16.2%		
Group OIR margin excluding energy impact ⁽¹⁾		18.5%		+70bps
G&S OIR margin	19.6%	17.7%	-	
G&S OIR margin excluding energy impact ⁽¹⁾		20.3%		+70bps

⁽¹⁾ See reconciliation in appendix

Performance Focused in an Inflationary Environment



- Continued strong pricing
- Comparing with high level in Q4 21

Efficiencies



FY 2022

- Strong focus on operational efficiencies
- Procurement contribution limited by high inflation

Portfolio Management

7 divestitures



Middle-East, Mexico



Sweden, France

20 acquisitions



China

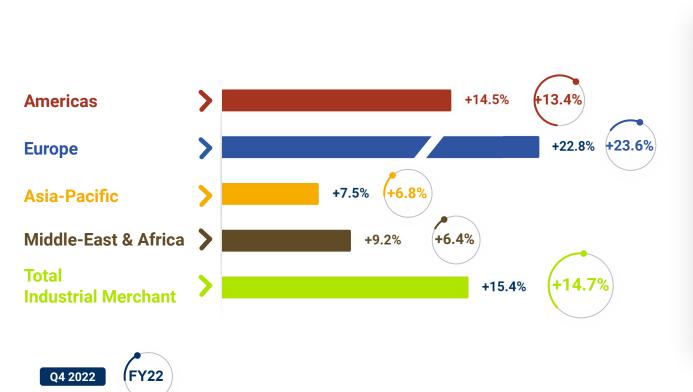


U.S., Netherlands, China, Italy, Brazil



U.S., South Africa, France

+15% IM Pricing for FY 22, Effectively Managing Energy Cost & Inflation





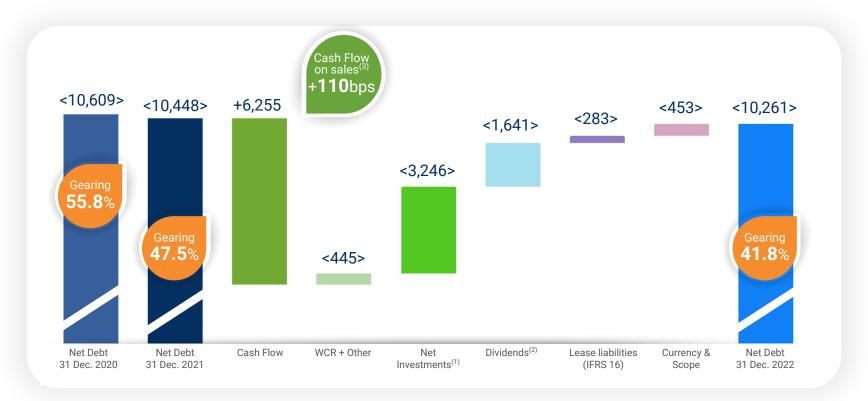
Strong Leverage on Recurring Net Profit

In €m	FY 21	FY 22	FY 22/21 As published	FY 22/21 Excl. FX
Revenue	23,335	29,934	+28.3%	+22.5%
Operating income recurring	4,160	4,862	+16.9%	+7.2
Other non-recurring operating income & expenses	(151)	(571)		exclud
Operating income	4,010	4,291		energ pass-thr
Net financial costs and other net financial expenses	(408)	(386)		impa
Income taxes	(915)	(1,002)		
Tax rate	25.4%	25.7%		
Share of profit of associates	5	1		
Minority interests	120	145		
Net profit (Group share)	2,572	2,759	+7.3%	
Earnings per share (in €)	4.94 ⁽¹⁾	5.28	+7.0%	
Recurring net profit ⁽²⁾	2,572	3,162	+22.9%	+17.3%

⁽¹⁾ Adjusted for the free share attribution performed in June 2022

⁽²⁾ Excl. exceptional and significant transactions that have no impact on the operating income recurring

Strong Cash Flow Generation Allocated to Dividends and >€3bn Capex



⁽¹⁾ Including acquisitions, transactions with minority shareholders, net of divestitures

⁽²⁾ Including treasury shares and capital increase

⁽³⁾ Cash Flow from Operations before changes in WCR on Sales excluding energy impact

Strong Investment Momentum Aligned with ADVANCE

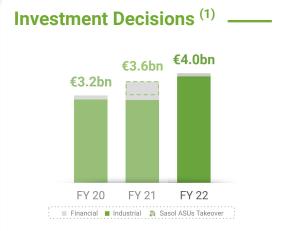
Investment Opportunities (1) —



High level of 12-month opportunities:

- >40% in Energy Transition driven by H₂ in Europe
 - Electronics projects mainly in Asia and US (CHIPs ACT)

Mid-term US IRA opportunities on top



Record activity signing:

- Very high EL, mainly Asia
- Strong LI, driven by Europe
- Energy Transition:
 low-C H₂ for SAF⁽²⁾, IM oxy-combustion projects, biogas, energy efficiencies and ASUs electrification in China

(3) Industrial projects with investment > €10m (see definition in appendix)



Strong Backlog:

 Well balanced between LI and EL and throughout the regions

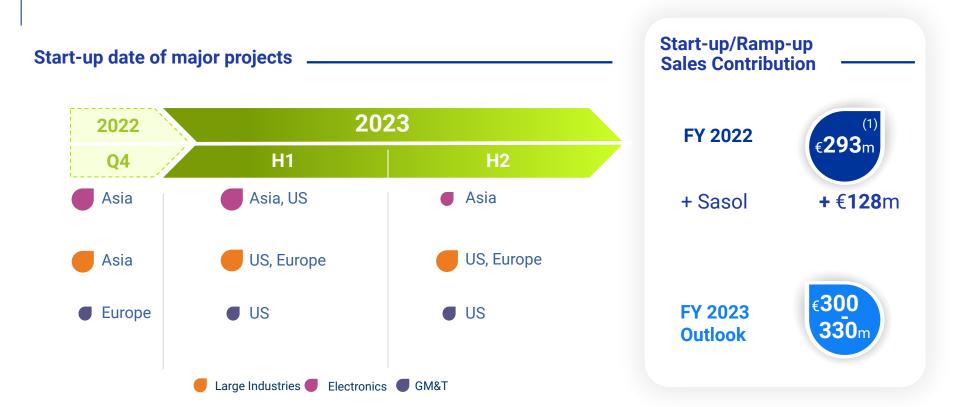
€1.3bn of yearly sales after full ramp-up

Air Liquide

⁽¹⁾ See definitions in appendix (2) Sustainable Aviation Fuel

⁽⁴⁾ Russian projects have been removed from Backlog

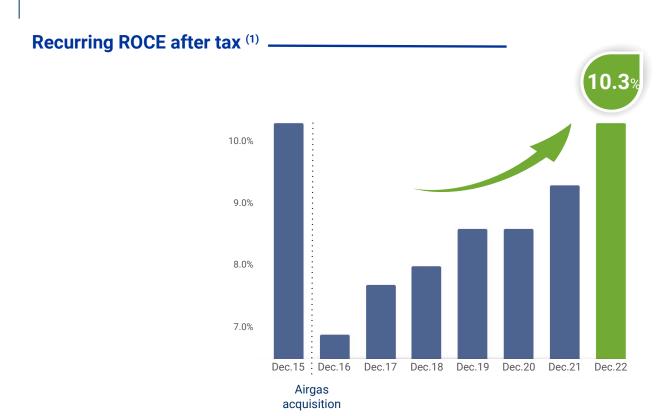
Significant Number of Start-ups Expected in 2023



⁽¹⁾ **Excluding** the additional contribution from **Sasol ASUs takeover** accounted for in **Significant Perimeter** and **excluding ramp-ups in Russia** from September 2022. At constant exchange rate and excl. energy passthrough impact

Air Liquide

ADVANCE Objective of >10% ROCE Achieved One Year Ahead



(1) Recurring ROCE based on Recurring Net Profit

2023 Guidance





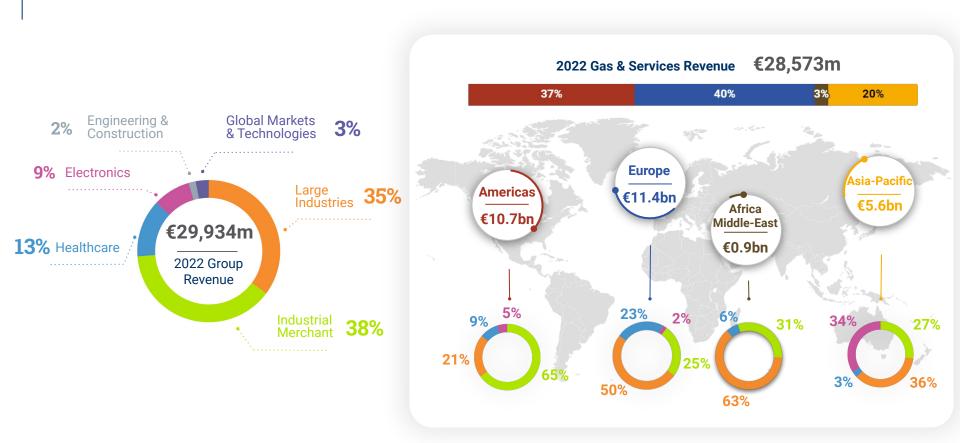
Air Liquide is confident in its ability to further increase its operating margin and to deliver recurring net profit growth, at constant exchange rates. (1)



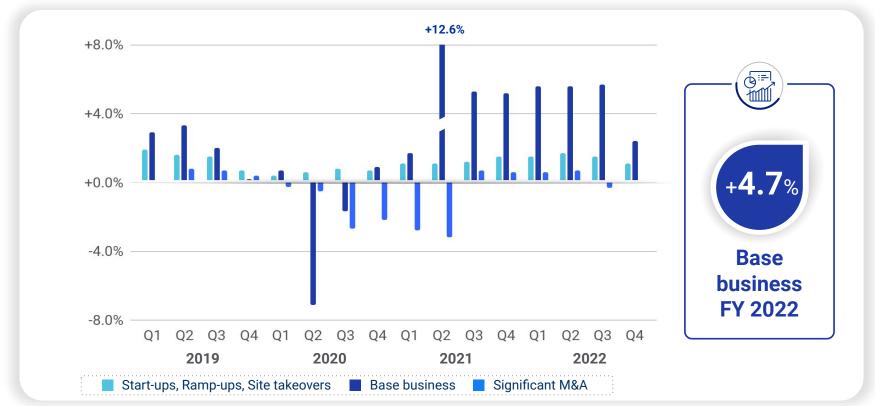
(1) Operating margin excluding energy passthrough impact. Recurring net profit excluding exceptional and significant transactions that have no impact on the operating income recurring

03
Appendix

FY 2022 - Beneficial Mix of Geographies and Activities



Main Components of Gas & Services Sales Growth



See definitions in appendix

Q4 Sales and FY 2022 OIR margin by Geographies

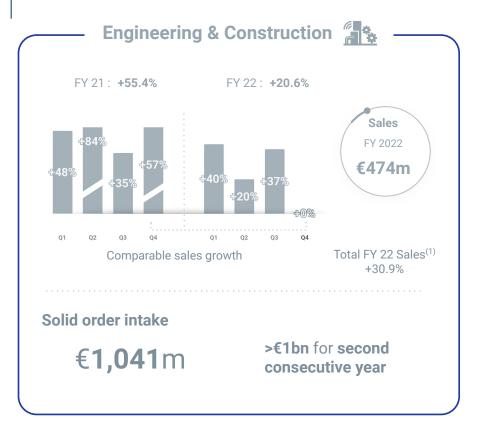


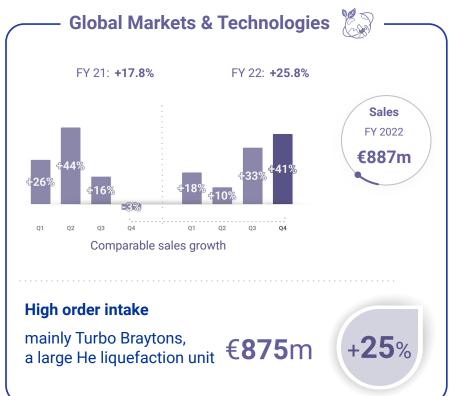




⁽¹⁾ Excluding energy impact

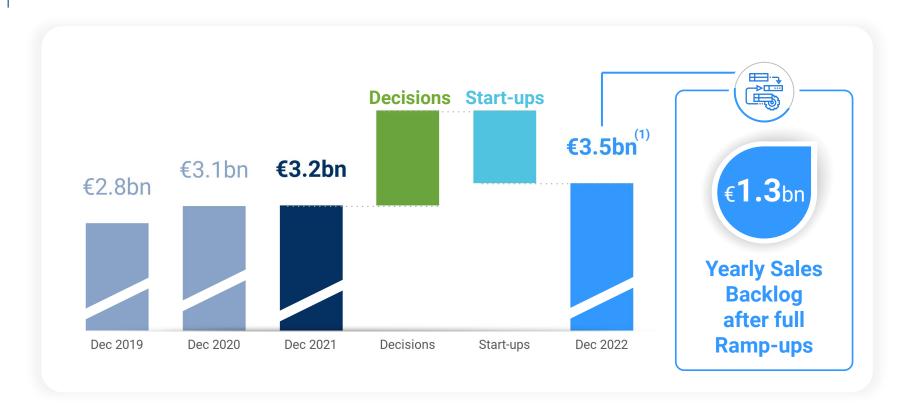
FY 2022- High E&C and GM&T





(1) Including internal sales

Strong and Diversified Backlog at €3.5bn



See definitions in appendix (1) Russian projects have been removed



Consolidated P&L

In €m	FY 21	FY 22
Revenue	23,335	29,934
Operating costs	(17,002)	(22,606)
Operating profit before depreciation	6,333	7,328
Depreciation and amortization	(2,173)	(2,466)
Operating income recurring	4,160	4,862
Other non-recurring operating income & expenses	(151)	(571)
Operating income	4,010	4,291
Net financial costs and other net financial expenses	(408)	(386)
Income taxes	(915)	(1,002)
Share of profit of associates	5	1
Profit for the period	2,692	2,904
- Minority interests	120	145
- Net profit (Group share)	2,572	2,759
Basic earnings per share (in €)	4.94 ⁽¹⁾	5.28

⁽¹⁾ Adjusted for the free share attribution performed in June 2022



Consolidated Balance Sheet Simplified

In €m

ASSETS	31/12/2021	31/12/2022
Goodwill	13,992	14,587
Fixed assets	23,984	25,459
Other non-current assets *	1,216	1,234
Total non-current assets	39,192	41,280
Inventories & work in-progress	1,585	1,961
Trade receivables & other current assets	3,611	4,216
Cash and cash equivalents *	2,311	2,019
Total current assets	7,507	8,196
Assets held for sale	84	42
Total assets	46,783	49,518

	31/12/2021	31/12/2022
Net debt	10,448	10,261
Net debt to equity ratio	47.5%	41.8%

EQUITY AND LIABILITIES	31/12/2021	31/12/2022
Shareholders' equity	21,462	23,736
Minority interests	537	836
Total equity	21,999	24,572
Provisions & Deferred tax liabilities	4,419	4,457
Non-current borrowings	10,506	10,169
Non-current lease liabilities	1,033	1,052
Other non-current liabilities *	382	372
Total equity and non current liabilities	38,339	40,622
Provisions	309	282
Trade payables & other current liabilities	5,614	6,258
Current lease liabilities	228	228
Current borrowings *	2,256	2,113
Total current liabilities	8,407	8,881
Liabilities held for sale	37	15
Total equity and liabilities	46,783	49,518



^{*} Including fair value of derivatives

Cash Flow Statement

in €m	FY 21	FY 22
Funds provided by operations	5,292	6,255
Changes in Working Capital	377	(397)
Other cash items	(98)	(48)
Net cash from operating activities	5,571	5,810
Purchases of PPE* and intangible assets	(2,917)	(3,273)
Purchases of financial assets and the impact of changes in scope	(660)	(136)
Proceeds from sale of PPE*, intangible and financial assets	225	167
Net cash in investing activities	(3,352)	(3,242)
Distribution	(1,418)	(1,487)
Increase in capital stock	175	38
Purchase of treasury shares	(40)	(192)
Transactions with minority shareholders	(37)	(4)
Change in borrowings and lease liabilities (incl. net interests)	(497)	(1,136)
Impact of Exchange rate changes and net debt of newly consolidated companies & others	17	(165)
Change in net cash and cash equivalents	420	(378)
Net cash and cash equivalents at the end of the period	2,139	1,761

^{*} PPE: Property, plant and equipment

Impact of Currency and Energy on G&S Revenue

in €m	Q1 21	Q2 21	Q3 21	Q4 21	Q1 2	2 Q2 22	Q3 22	Q4 22
€/USD	(165)	(169)	(19)	+74	+141	+271	+373	+274
€/JP¥	(14)	(25)	(10)	(10)	(5)	(10)	(16)	(23)
€/SGD	(7)	(5)	+1	+5	+10	+18	+24	+18
€/BRL	(23)	(6)	+1	+1	+9	+16	+14	+14
€/Rmb	(8)	+1	+29	+40	+52	+59	+62	+6
€/CAN	(5)	+5	+8	+13	+13	+17	+25	+8
€/TRY	(4)	(4)	(3)	(5)	(13)	(13)	(10)	(23)
€/ARS	(18)	(14)	(4)	+7	(5)	(4)	(7)	(62)
Others	(22)	(3)	+19	+22	+16	+35	+35	(19)
Currency Impact	(266)	(220)	+22	+147	+218	+389	+500	+193
in €m	Q1 21	Q2 21	Q3 21	Q4 21	Q1 2	2 Q2 22	Q3 22	Q4 22
Natural Gas Impact	+133	+171	+342	+609	+607	+690	+1014	+193
in €m	Q1 21	Q2 21	Q3 21	Q4 21	Q1 2	2 Q2 22	Q3 22	Q4 22
Electricity Impact	+46	+68	+99	+254	+267	+267	+412	+134

Reconciliation: OIR Margin Excluding Energy Price Passthrough Impact

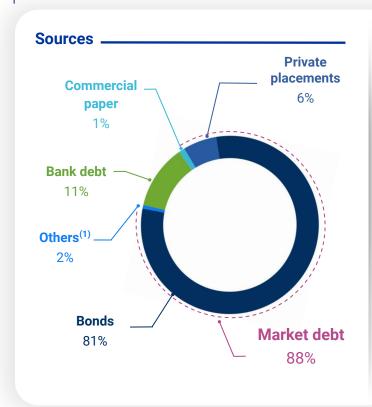
		FY 21	FY 22	Natural gas impact ⁽¹⁾	Electricity impact ⁽¹⁾	FY 22 excl. energy impact	Variation excl. energy impact
Revenue	Group	23,335	29,934	2,541	1,073	26,320	
	Gas & Services	22,267	28,573	2,541	1,073	24,959	
Operating Income Recurring (OIR)	Group	4,160	4,862			24,959 4,862	
	Gas & Services	4,362	5,062			5,062	
OIR Margin	Group	17.8%	16.2%			18.5%	+70bps
	Gas & Services	19.6%	17.7%			20.3%	+70bps

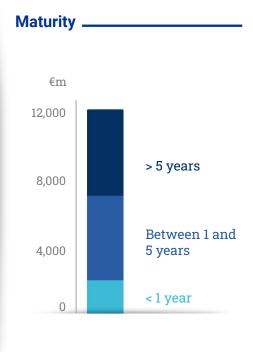


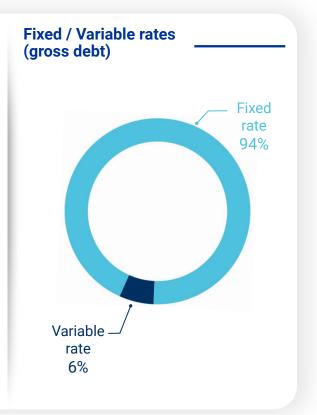
⁽¹⁾ Includes the currency effect linked to the considered energy impact

Energy impact = Share of sales indexed to energy year (N-1) x (Average energy price in year (N) - Average energy price in year (N-1)) in LI

Financing Structure as of December 31, 2022







(1) Others: put options granted to minority shareholders

Investment Cycle – Definitions

Investment opportunities at end of the period

- Investment opportunities under consideration by the Group for decision within 12 months.
- Industrial projects with investment value > €5m for Large Industries and > €3m for other business lines.
- Includes asset replacements or efficiency projects. Excludes maintenance and safety.

Investment backlog at end of the period

- Cumulated industrial investment value of projects decided but not yet started.
- Industrial projects with value > €10m, including asset replacements or efficiency projects, excluding maintenance and safety.

Sales backlog

Cumulated expected sales per year generated by the current investment backlog after full ramp-up.

Decisions of the period

- Cumulated value of industrial and financial investment decisions.
- Industrial, growth and non-growth projects including asset replacements, efficiency, maintenance and safety.
- Financial decisions (acquisitions).

Regular and Sustained performance CAGR over 30 years(1)



(1) Calculated according to prevailing accounting rules over 30 years (2) Based on current year results and proposed for payment the following year. Adjusted for the 2-for-1 share split in 2007, for free share attributions and for the capital increase completed in October 2016

For further information, please contact:

Upcoming events

2023 First Quarter Revenue: April 27, 2023



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L'Air Liquide S.A.

Corporation for the study and application of processes developed by Georges Claude with registered capital of 2,878,025,870.50 euros



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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.

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