

Pre-Q1 2018 Sales Communication

Air Liquide has compiled the following items for consideration to assist in the financial modeling of the Group Q1 2018 sales.

- **Significant perimeter impact**

As a reminder, **Airgas refrigerants** activity (in the Industrial Merchant business line) was divested in October 2017. It will generate a significant perimeter impact in 2018, notably **-0.7%** in **Q1 2018** at the Group level:

At the Group level	Q1 2018	Q2 2018	Q3 2018	Q4 2018
€m	-35	-36	-26	-1
%	-0.7%	-0.7%	-0.5%	-

- **Currency impact**

Main currency variations:

€ versus	Q1 2017	Q1 2018	change
US Dollar	1.065	1.229	+15.4%
Chinese Yuan	7.33	7.81	+6.5%
Japanese Yen	121.0	133.1	+10.0%
Argentine Peso	16.63	24.58	+47.8%

The currency impact in Q4 2017 was **-5.4%** on Group revenues and **-5.6%** at the Gas & Services level. Based on the evolution of foreign currency rates, the currency impact on **Group sales** is estimated around **-8%** in **Q1 2018**. The impact on **Gas & Services** sales is expected to be around **-9%**.

- **Energy Pass-through impact**

In Q4 2017, the energy pass-through effect on Group revenue was **+0.5%**. In **Q1 2018**, it is expected to be around **-0.5%** on Group and Gas & Services revenue.

- **Business items**

- **Large Industries:** Q4 2017 comparable growth stood at +0.6%, impacted by a very high comparison basis linked to an exceptional customer indemnity in Europe. The recent start-up of the world's largest oxygen production unit for Sasol in South Africa end of December 2017 will contribute to the Q1 2018 sales growth.
- **Industrial Merchant** comparable growth accelerated along the year in 2017 and posted an increase of +5.3% in Q4 2017, at the top of the range of NEOS objective. Underlying trends of end markets are confirmed worldwide. An unfavourable negative working day impact, around -0.5 day, is expected in Q1 2018.
- **Healthcare:** Q4 2017 showed a high comparable sales growth of +6.7%. It benefited from bolt-on acquisitions.
- **Electronics:** comparable growth rose by +7.4% in Q4 2017, benefiting from start-ups in Carrier Gases, good momentum in Advanced Materials. It was also supported by very strong Equipment & Installation sales in Asia.
- **Engineering & Construction:** sales gradually stabilized during the second half of 2017 and were up +3.0% in the fourth quarter.

Q1 2018 revenue will be announced on **April 25, 2018**.

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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 65,000 employees and serves more than 3.5 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 revenue amounted to 20.3 billion euros in 2017 and its solutions that protect life and the environment represented more than 40% of sales. Air Liquide is listed on the Euronext Paris stock exchange (compartment A) and belongs to the CAC 40, EURO STOXX 50 and FTSE4Good indexes.