



Airgas Profile

the nation's leading single-source supplier of gases,
welding equipment and supplies, and safety products

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Airgas Overview

Airgas®, an Air Liquide company, is the leading U.S. supplier of industrial, medical and specialty gases, as well as hardgoods and related products; one of the largest U.S. suppliers of safety products; and a leading U.S. supplier of ammonia products and process chemicals.

Dedicated to improving the performance of its more than 1 million customers, Airgas safely and reliably provides products, services and expertise through its more than 18,000 associates, over 1,400 locations, robust e-Business platform, and Airgas Total Access® telesales channel.

History

Airgas was founded in 1982 with the acquisition of a local distributor, Connecticut Oxygen. Over the next 35 years, the company has grown organically and through more than 500 acquisitions to become the largest U.S. distribution network in the packaged gas industry. Airgas was acquired by Air Liquide in 2016. Together, the combined company became the world leader in gas and services for Industry and Health.

1982

Airgas founded

Growth through

500

acquisitions

2016

Acquired by Air Liquide



Serving Diverse Industries

Airgas understands industry challenges customers face. Whether customers weld, care for patients or build skylines and infrastructure, Airgas' comprehensive portfolio of products and services — backed by a network of specialists with expertise in specialty gases, bulk gases, welding, healthcare, safety and on-site supply chain management — helps more than one million customers overcome these challenges and more, every day:

- Control costs, improve efficiencies and consolidate suppliers
- Produce high quality products and increase production with minimal or no downtime
- Improve safety in the workplace

Life sciences and healthcare

Improve patient care | Achieve accurate analytical results

Airgas Healthcare supports healthcare customers in their mission to improve lives — safely delivering reliable product when the stakes are the highest. Airgas Healthcare provides medical gases including oxygen for breathing, nitrous oxide for anesthesia, and dry ice and liquid nitrogen for sample storage and shipping, in addition to on-site gas management services. Airgas Healthcare's offering helps researchers test new treatments and cures and forensic scientists analyze evidence. Airgas also offers specialty pure gases and mixtures for laboratories striving to achieve accurate measurements in analytical research.

Food and beverage

Control costs as customer demands shift | Maintain product quality | Avoid food safety incidents

From flash-freezing food and carbonating beverages to packaging delicate chips and freshly prepared meals, manufacturers count on Airgas for food- and beverage-grade gases, freezing equipment, dry ice and more to ensure their products meet quality standards and their operations run smoothly. Additionally, Airgas engineers provide application, process and technical expertise for a complete systems approach to serving customers.

Retail services

Improve customer service | Secure reliable product delivery

No matter how big or small, retail customers are treated with the high level of customer service that is synonymous with the Airgas name. Airgas offers liquid carbon dioxide and nitrogen for carbonated beverages at bars and restaurants, helium for balloons at party supply stores, and gases, welding supplies and safety products for automotive service shops — a simple solution for busy retail customers.



Manufacturing and metal fabrication

Reduce production costs | Increase efficiencies | Address skilled labor shortage

Manufacturing companies and fabricators that cut, shape, mold and join metal comprise Airgas' largest customer segment. Airgas provides premium shielding and cutting gases, welding and automation equipment, consumables and safety supplies, and services including on-site supply chain management. In addition, Airgas' Advanced Fabrication expertise and automation equipment offering helps customers address the challenges of finding skilled labor to support their growing production demands.

Construction

Implement cost controls | Improve jobsite closures | Access consistent product supply through all project phases

Construction customers benefit from Airgas as a single-source supplier for gases, welding, equipment, safety and on-site supply chain management. Construction managers who work with Airgas know they will have the supplies they need, when they need them — avoiding jobsite delays and inefficiencies. Customers can manage overall costs while meeting quality and safety standards.

Energy and chemicals

Minimize operational risks | Control costs | Improve production

Whether helping petrochemical companies monitor emissions to comply with environmental regulations or providing essential molecules required as reaction agents for various process steps in the chemical production chain, Airgas' reliability gives companies peace of mind. Designed to meet any production demand safely, the Airgas offering includes specialty and industrial gases in multiple supply modes, on-site gas generation, welding and safety products, and a variety of on-site services.

Power utilities and materials

Remain competitive in domestic markets | Implement productivity and efficiency enhancements

Airgas provides metal, power generation, water and wastewater treatment customers with reliable, innovative solutions that ensure greater production uptime, controlled costs and regulatory compliance. Airgas supplies steel, aluminum, glass, paper and cement producers with industrial and specialty gases, including EPA protocol gases, equipment, safety products and solutions to meet productivity and sustainability goals.

Government, defense and aerospace

Improve efficiency and agility with consolidated supply chain | Identify and quickly implement innovation

Aerospace and defense customers in civil, government and military sectors partner with Airgas for quality products and unique solutions to meet their demanding research, development and production needs. From the airplane hangar to the rocket launch pad, these customers benefit from committing to a single-source supplier with a large gases and welding consumables offering, multiple distribution channels, and strong safety expertise.

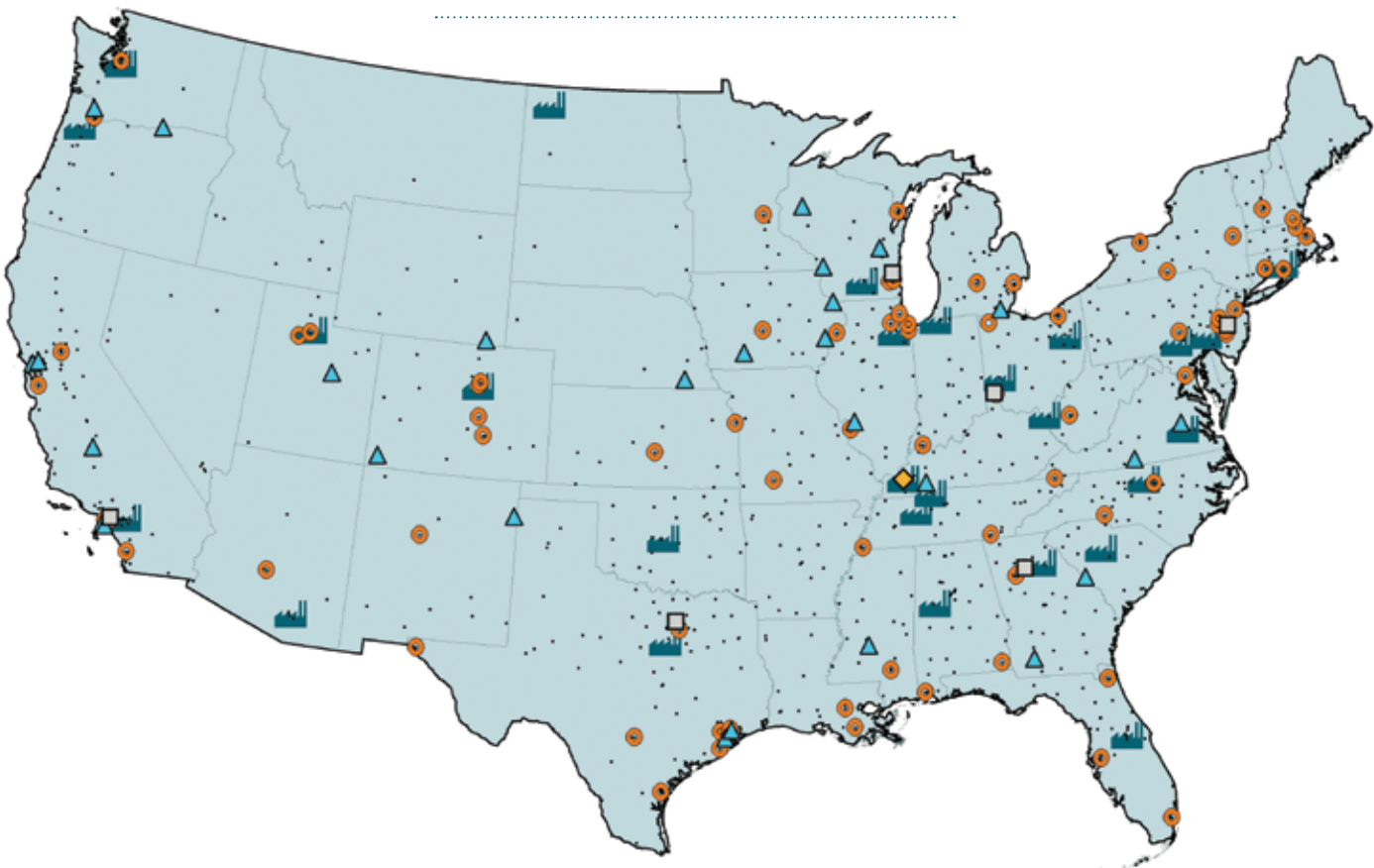


Robust Supply Chain







Airgas' comprehensive supply chain and unrivaled nationwide footprint ensure that customers have the gases and supplies they need, when and where they need them.

Airgas' extensive supply chain network reliably provides products and services all over the country. With more than 1,400 locations nationwide — including branches, fill plants, specialty gas labs and production sites — along with the support of Air Liquide and relationships with suppliers, Airgas is able to get customers what they need, when they need it. Various modes of distribution and supply chain redundancy maximize Airgas' reliability while minimizing risk for customers.

Airgas Facility Locations

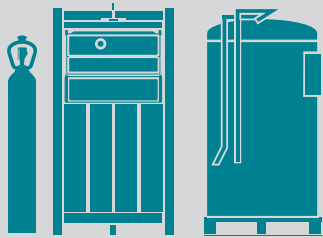


MAP LEGEND

-  Air Separation Unit
-  CO₂ Plant
-  Specialty Gas Lab
-  Hydrogen Plant
-  Hardgoods Distribution Center
-  Branch/Plant

Comprehensive Gas Supply Modes

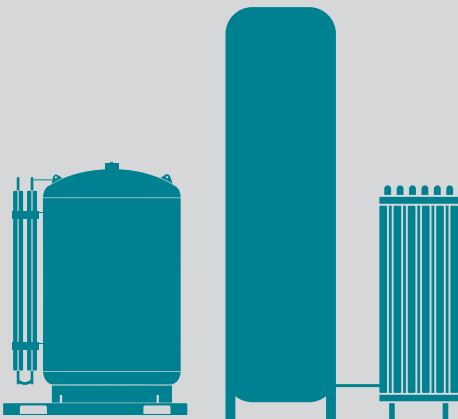
Airgas offers flexibility of supply to match customer needs.



Packaged gases supply

Compressed gases in cylinders, liquid form in dewars

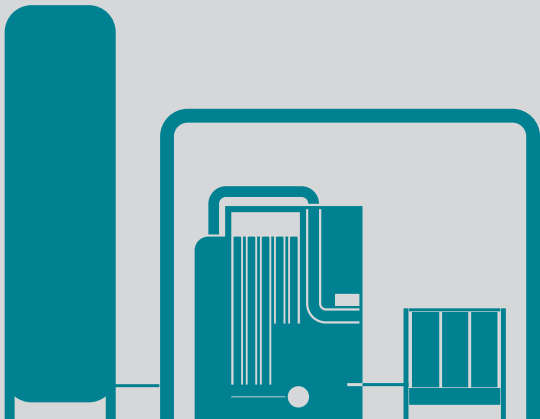
- For small and medium volumes
- Available in bundles or dewars for larger consumption
- For mobile use



Bulk & MicroBulk supply

Delivered by trailers, in liquid form

- For large volumes
- When cryogenic use is required

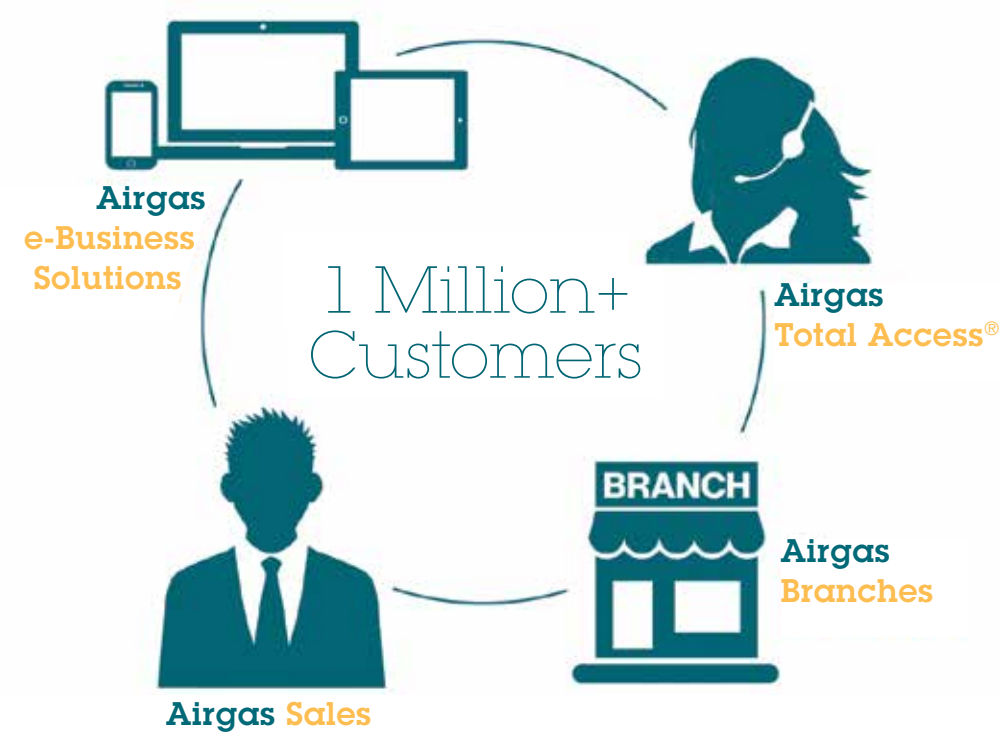


On-site supply

- For even larger volumes and higher gas flow rates
- At customers' premises, even in remote locations
- For nitrogen, oxygen and hydrogen

Customer Centric

Airgas Omnichannel Approach



Airgas is dedicated to providing excellent customer service, collaborating with customers to improve productivity and finding solutions that help their businesses succeed.

Committed to offering an outstanding customer experience, Airgas is a one-stop shop where customers can find a broad range of industrial, medical and specialty gases and related equipment from a single source along with the application expertise to help them improve efficiency and become more competitive.

Airgas offers an "omnichannel" approach for customers to engage through retail stores, field sales, catalogs, telesales, Airgas.com and other digital solutions. Our Strategic Accounts program focuses on large, multi-location customers whose product and service requirements span our broad offering.

Airgas provides more than products, offering our 1 million customers tailored innovations, continuous improvements and an unrivaled buying experience, in person, on the phone, and online.

Trusted Locally Nationwide

Airgas provides personal, attentive, and helpful service everywhere customers are located.

Customers can interact and transact with Airgas in the way that best meets their needs, online, in store, or on the phone, anytime and anywhere. This includes a network of 900+ Airgas retail locations, the Airgas.com e-Business platform, and a team of expert Airgas Total Access telesales representatives.

Formed through acquisition and strategic organic growth over 36 years, now part of the Air Liquide Group, Airgas is present in all 50 states. Our national footprint is combined with a regional structure that keeps service close to local customers.



Committed to Safety

Airgas' top priority and core value is the safety of our associates, customers, and the communities in which we operate.

The Airgas Safety program is rooted in the belief that you must know your hazards before you can control them. With detailed safety policies and training, Airgas empowers each employee with the knowledge and skills to safely perform their jobs and to identify and correct unsafe work practices. Annually, all Airgas associates pledge their commitment to Airgas' safety policies and procedures.

Safety extends beyond our plants and branches. With more than 6,000 vehicles in its fleet, Airgas remains steadfastly focused on maintaining a safe driving record. Through rigorous training and commitment to safety by our drivers, Airgas continually achieves one of the lowest accident rates in the industry.

Airgas operates the largest U.S. hazmat organization specifically trained to handle compressed gases, the Airgas Emergency Response Organization (AERO). Specially trained AERO teams located throughout the country respond quickly to emergencies that arise in the communities in which Airgas operates.



Converging on Sustainability and Corporate Responsibility

Airgas acts responsibly to help preserve the environment and to be a good neighbor in the communities we serve.

Airgas aims to minimize our impact on the environment and maximize our involvement in the community. Airgas' corporate responsibility efforts focus on safety, business integrity, energy efficiency, air quality and emissions reduction, associate development and community engagement.

Company-wide initiatives include our ongoing support of Operation Homefront as well as other efforts to support military service members and veterans.

Airgas takes an entrepreneurial approach to community engagement efforts. Associates are empowered to support charities and organizations in the communities they serve, often partnering with local welding training programs to provide safety equipment, welding materials and training.





Valuing Our Associates

Airgas recognizes the value of our hardworking associates, encourages individual initiative, and provides opportunities for personal and professional growth.

Airgas' 18,000 unique associates share an entrepreneurial spirit and dedication to customer success. Associates are empowered to share ideas, take initiative, and make decisions. Airgas encourages collaboration, offers continued training and development programs, and fosters career advancement opportunities.

With a deep reservoir of product and industry knowledge, an unwavering commitment to safety, and a strong passion for the business, our associates take on every challenge and find the best way to serve customers.

An Air Liquide Company

As an Air Liquide company, the world leader in gases, technology and services for Industry and Health, Airgas offers customers an unrivaled global footprint and industry leading technology and innovations.

Airgas operates the Air Liquide Group's Industrial Merchant and Healthcare activities in the United States. Airgas represents close to 30 percent of Air Liquide's global gas and services revenue; serves more than 1 million of Air Liquide's 3.5 million customers; and employs more than 18,000 associates within Air Liquide's global workforce of 65,000 employees.



Airgas

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