

Airgas Profile



Airgas[®]
an Air Liquide company

A nationally leading single-source supplier of gases, welding equipment and supplies, and safety products



Airgas Overview

Airgas®, an Air Liquide company, is a 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.

Airgas helps its more than 1 million customers advance their business performance and reach their full potential with reliable products, services and expertise used to create, build, care, serve and sustain. With nearly 18,000 associates, over 1,400 locations, a robust eBusiness platform, and Airgas Total Access® telesales channel, Airgas is ready to help customers fill their potential, every day.



History

Airgas was founded in 1982 with the acquisition of a local distributor, Connecticut Oxygen. 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 a world leader in gas and services for Industry and Health.



1982

Airgas founded

Growth through

500+
acquisitions

2016

Acquired by
Air Liquide



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 understanding of product and industry knowledge, an unwavering commitment to safety, and a strong passion for the business while finding better ways to serve customers.

● **18,000**
Associates

● **1,400**
Locations

● **1M+**
Customers

Our Story

Every day, across every relationship, we at Airgas are here to help you deliver on your potential.

From the gases, welding and safety products you use to make great things.

To the insights that enhance your business performance.

To the steadfast support that keeps you moving forward so you reach your objectives.

Because when you fill your potential, we fill ours.

Fill Your Potential.™



Serving Diverse Industries

Airgas understands the challenges our customers face. Whether our customers create, build, care, serve or sustain, 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 1 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
- Help our customers reduce emissions and achieve eco-friendly growth

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 a wide range of cylinder and bulk products that support the research, development and manufacturing of drugs and medical devices, that support the life-sustaining efforts in these industries. 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

Increase productivity and adapt processes 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 efficiently. Additionally, Airgas engineers are backed by a team of 50+ global food experts with over 1,200 worldwide references to provide process and technical expertise.



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.



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 depend on 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.





Manufacturing and metal fabrication

Find sustainable cost savings | 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 their unique challenges and develop a plan to remain competitive.



Construction

Implement cost controls | Improve jobsite safety | 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

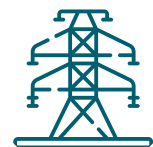
Whether helping petrochemical companies monitor emissions to comply with environmental regulations or providing essential molecules required as reaction agents for various process steps in the chemical production chain, Airgas' reliability gives companies peace of mind. Designed to meet any production 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 and 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.

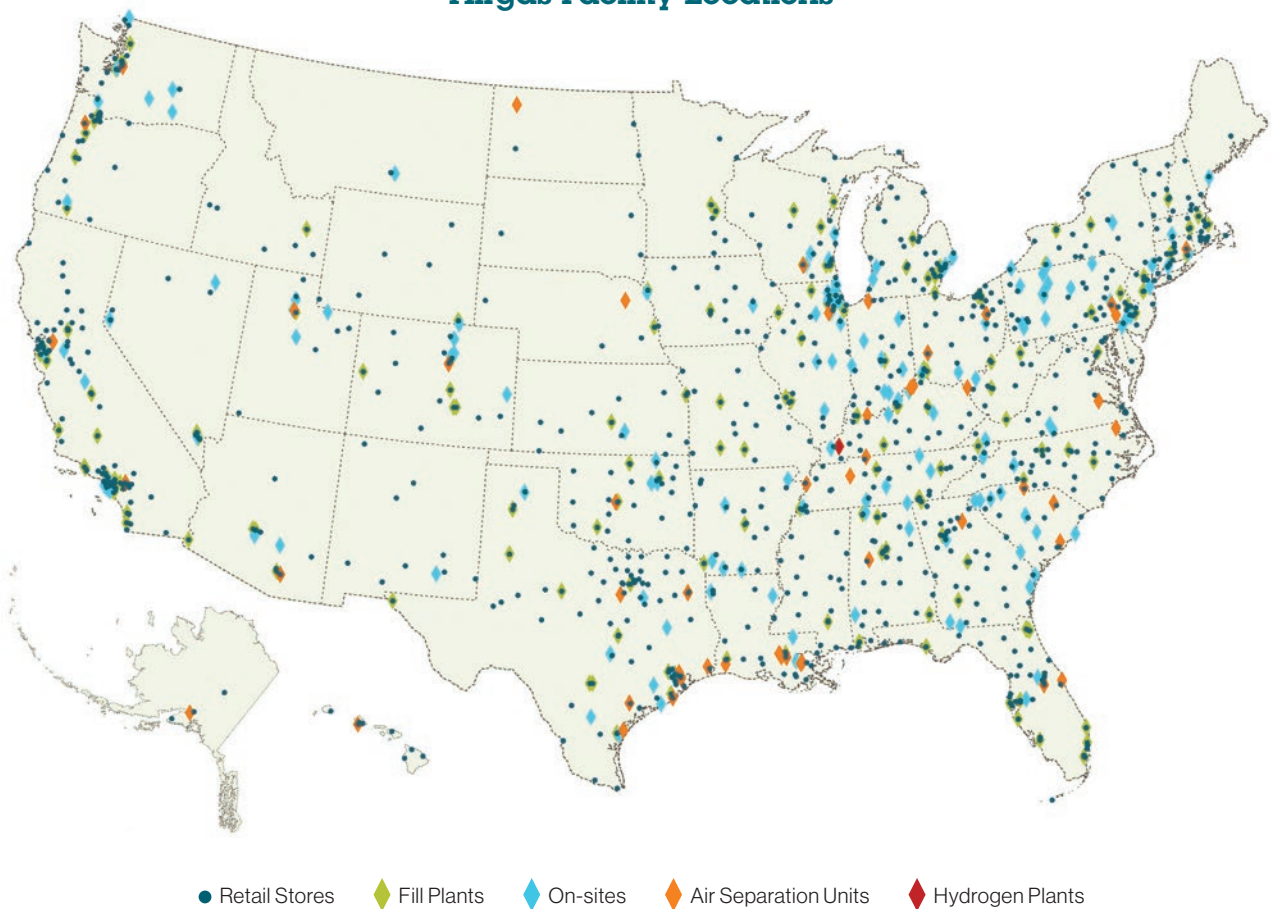


Robust Supply Chain

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

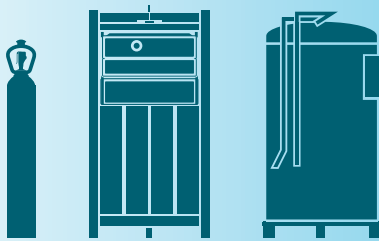
Airgas' extensive supply chain network reliably provides products and services all over the country. With more than 1,400 locations nationwide — including branches, fill plants, specialty gas labs and production sites — along with the support of Air Liquide and relationships with suppliers, Airgas is 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



Comprehensive Gas Supply Modes

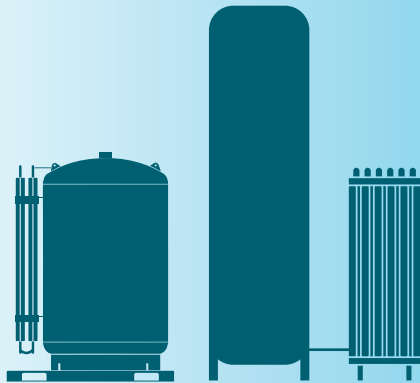
Airgas offers flexibility of supply to match customer needs.



Packaged gases supply

Compressed gases in cylinders, liquid form in dewars

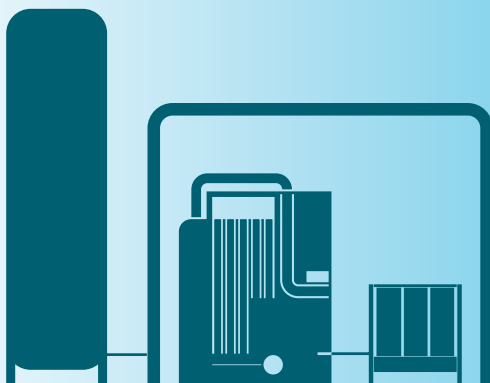
- For small and medium volumes
- Available in bundles or dewars for larger consumption
- For mobile use



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

The Unique Value of an Airgas Relationship

Delivering more than products and insights, Airgas provides the components to help you achieve greater possibilities while continually contributing to your growth.

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 eBusiness platform, and a team of expert Airgas Total Access® telesales representatives. Building solutions together, we help customers **increase quality, unlock greater competitiveness** and **improve safety** and **sustainability** of their activities.

Formed through acquisition and strategic organic growth over the past four decades, 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.



Customer Centric

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 a multi-channel 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.

Acting for the Future

Community Engagement



Operation Homefront

Airgas supports Operation Homefront, a non-profit organization providing military families with programs that offer relief, resiliency and recurring support during difficult periods. The company has donated well over \$1 million since 2008. In addition, thousands of Airgas associates across the country have been involved in local activities and fundraisers to support the organization, including donation drives, golf and bowling tournaments, and more.

Airgas High School Welding Initiative

Since 2019, Airgas annually selects high school welding programs to sponsor with monetary grants and equipment donations, as part of the High School Welding initiative, to help advance students' careers in welding. These programs are selected because of: high unmet need at the school; a productive welding program with the potential to graduate job-ready welders; passionate teachers; and enthusiastic Airgas local champions.

Airgas acts for a sustainable future and builds meaningful relationships in our workplaces and with the communities and customers we serve.

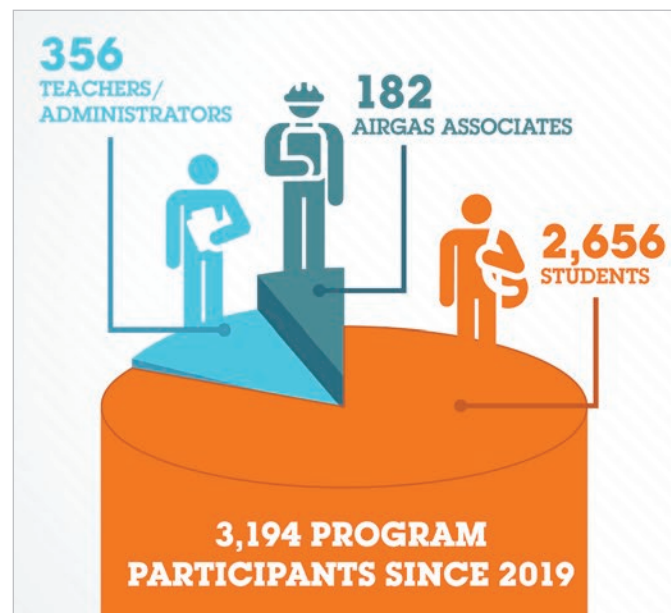
Airgas' commitment to social and climate responsibility focuses on helping our customers environmentally optimize their processes while reducing our own carbon footprint; ensuring a reliable, efficient, local supply of essential molecules to all customers, including healthcare providers; engaging a diverse and inclusive workforce; acting safely with business integrity and making a meaningful difference by creating a sustainable future.

Taking Climate Actions

In our company, Airgas is reducing our emissions and contributing to Air Liquide's commitment to carbon neutrality by 2050, with key milestones in 2025 and 2035 by increasing the share of renewable electricity in our energy purchases, improving the energy efficiency of our production units and reducing the carbon footprint of our operations, assets and product transportation.

With our customers, we are acting for a clean industry by developing low-carbon solutions, helping customers reduce their direct emissions, boosting customer processes to achieve better energy efficiency and providing gas and other products that have been produced and supplied using a lower carbon footprint.

For our planet, we are contributing to the development of a new, low-carbon society with acceleration in hydrogen development, contributing to the decarbonization of industry ecosystems, developing a circular economy with Air Liquide through biomethane production and usages and developing carbon-free hydrogen usages, for clean mobility, renewable energy storage and industrial processes.



High School Welding Education Initiative

2019–2021
Report Card



Diversity and Inclusion

Equality. Diversity. Inclusion.
Better together, everywhere we go.

Airgas strives to be the supplier of choice, delivering the highest sustainable value for our customers and communities. A diverse and inclusive workplace is the way we get there, where all are equal and innovation thrives.

Our Diversity and Inclusion Council is representative of all parts of our business and works with Human Resources and leaders to move our business forward in ensuring all associates are treated with respect and our work environment is safe and inclusive.

We are committed to providing associates with opportunities to grow and develop, regardless of race, color, religion, national origin, sex, sexual orientation, gender identity, protected veteran status or disability.



For three consecutive years, Airgas has earned Silver Recognition and been named to the Military Friendly® Employers list. Military Friendly® sets the standard for organizations providing the best opportunities for veterans and their spouses. With over 1,000 veterans currently employed, Airgas continues our history of supporting veterans and military families, actively recruiting associates with military experience and working to incorporate policies and provide tools that support associates currently in the service.

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 associate 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 5,500 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.





An Air Liquide company

As an Air Liquide company, a 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 3.8 million customers and patients; and employs nearly 18,000 associates within Air Liquide's global workforce of 64,500 employees.

Airgas
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