Messer Group

The Owner Conducted Industrial Gas Specialist

With Core Activities In Europe and China
The task of continuing the success story of the Messer name is now in our hands. This is an opportunity which we will take with conviction.

The Board of Directors:

- Dr. Jürgen Heraeus (Chairman)
- Dr. Alexander C. Dibelius
- Wilhelm Peter Storm van’s Gravesande
- Dr. Bodo Lütte
- Dr. Karl-Gerhard Seifert

Gahlingspfad 31
D-47803 Krefeld

Limespark / Otto-Volger-Straße 3c
D-65843 Sulzbach
We are a strong brand with a bright future

- **expert** – specialized in the production, supply and applications of industrial gases for over 100 years

- **reliable** – thanks to our large product range, high quality and the most modern facilities which are strategically located to ensure punctual delivery

- **innovative** – always coming up with new applications together with our customers

- **fast** – well-positioned in local markets, which we continue to develop effectively and consistently
### The Messer Group success story

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1898</td>
<td>Adolf Messer forms the Frankfurter Acetylen-Gas-Gesellschaft Messer &amp; Cie. in Höchst for the production of acetylene developers and light fittings.</td>
</tr>
<tr>
<td>1903</td>
<td>Ernst Wiss develops the first hydrogen-oxygen cutting torch at Griesheim-Elektron. These are followed by machines and equipment for gas welding technology.</td>
</tr>
<tr>
<td>1908</td>
<td>Birth of Messer Griesheim GmbH under Hans Messer.</td>
</tr>
<tr>
<td>1965</td>
<td>Merger Adolf Messer GmbH with parts of Knapsack-Griesheim AG from Hoechst.</td>
</tr>
<tr>
<td>1966</td>
<td>Expansion in Western Europe in, among other places, France, Great Britain and Spain as well as North America.</td>
</tr>
<tr>
<td>1990</td>
<td>Expansion in Eastern and Central Europe, such as Poland and Hungary.</td>
</tr>
<tr>
<td>1998</td>
<td>The company celebrates its 100th anniversary.</td>
</tr>
<tr>
<td>2001</td>
<td>The Messer family again owns 100% of the company.</td>
</tr>
<tr>
<td>2004</td>
<td>Goldman Sachs Funds and Allianz Capital Partners assume the shares of Hoechst (Aventis).</td>
</tr>
</tbody>
</table>
Market position in Europe and China:
A few figures speak more than a thousand words

- 250,000 customers
- Over 180 locations in 35 countries
- Leader in many national markets: Bosnia-Herzegovina, Bulgaria, Croatia, Serbia and Montenegro, Slovakia, Slovenia, Hungary (in each case over 40% market share)
- Leading and innovative player in selected European markets (e.g. food technology, metallurgy, cutting and welding..) and product segments (e.g. carbon dioxide, helium, ..)
Country portfolio for Eastern Europe

- Complete product portfolio
- Center of expertise for industrial and medical applications
- High product availability for air gases, CO₂ and acetylene
- Secure cash flows from on-site facilities in
  - Austria
  - the Czech Republic
  - Finland
  - Hungary
  - Slovakia
  - Serbia
The Value-Added Chain in the Industrial Gas Sector

Sources/ Air Separation Units

Products of an Air Separation Unit

Sales

Customer Segments

- oxygen
- argon/ specialty gases
- nitrogen

- hardware
- steel cylinders
- liquid
- pipeline & on-site

Other Products:
- CO₂
- helium
- hydrogen
- acetylene
- propane

- manufacturing
- welding & cutting
- chemical
- foodstuffs
- medical
- metal
- environmental
- energy
Our most important assets: over 3600 employees, who...

- respond to customer needs quickly and unbureaucratically
- offer flexible, expert assistance to our customers
- profit from a lean structure and flat hierarchies
- are determined to make customers even more successful in their markets

### Employees according to region

- Peru: 3%
- Westeuropa: 18%
- China: 21%
- Eastern Europe: 33%
- Central Europe: 25%

### Employees according to activity

- Administration: 27%
- Sales & Marketing: 27%
- Production: 20%
- Logistics: 13%
- Gas filling: 21%
Air Separation Units: Flexibility for our customers

An air separation unit consists of a variety of components:
- Compression
- Air purification
- Cold generation
- Heat exchange
- Rectification
- Control Systems

As a gases company we can use our expertise to combine these components into an air separation unit which is optimized to meet customer needs and to allow efficient operation.
Gas delivery by tanker

Flexibility and fast delivery upon demand, these are the principal advantages of delivery by tanker

Characteristics:
• moderate and/or variable gas requirements (quantity, purity, type)
• delivery quantities and dates tailored to customer needs
• storage in vacuum insulated storage containers at the customer’s site

Products:
• cryogenic und liquefied gases

Availability:
• in all markets where the Messer Group is active
Gas delivery: cylinders and bundles

A good solution for every situation – gas supply in cylinders allows for the highest level of diversity and customisation in small quantities

Characteristics:
• lower-quantity gas requirements
• delivery amounts and dates tailored to the customer's needs
• delivery and complete supply logistics for individual cylinders, bundles and trailers right to the point of use

Products:
• up to 300 bar in compressed form
• specialty mixtures, such as those used in medicine and science

Availability:
• available directly via local Messer Group distributors and gas centers
• gas supply management from Messer
Some of our Key Customers

- TITANIUM INDUSTRY CO, OF PANGANG CO, LTD.
- Xiangtan Iron & Steel Co.
- US Steel
- OSRAM
- PSA PEUGEOT CITROËN
- Nestlé
- DMHI
- Taurus
- ABB
- The Coca-Cola Company
- Celanese
- ALSTOM
- Luftfahrt und Raumfahrt
- Bayer
- Messer