

# Supporting successful Industrial Hubs

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LARGE  
INDUSTRIES



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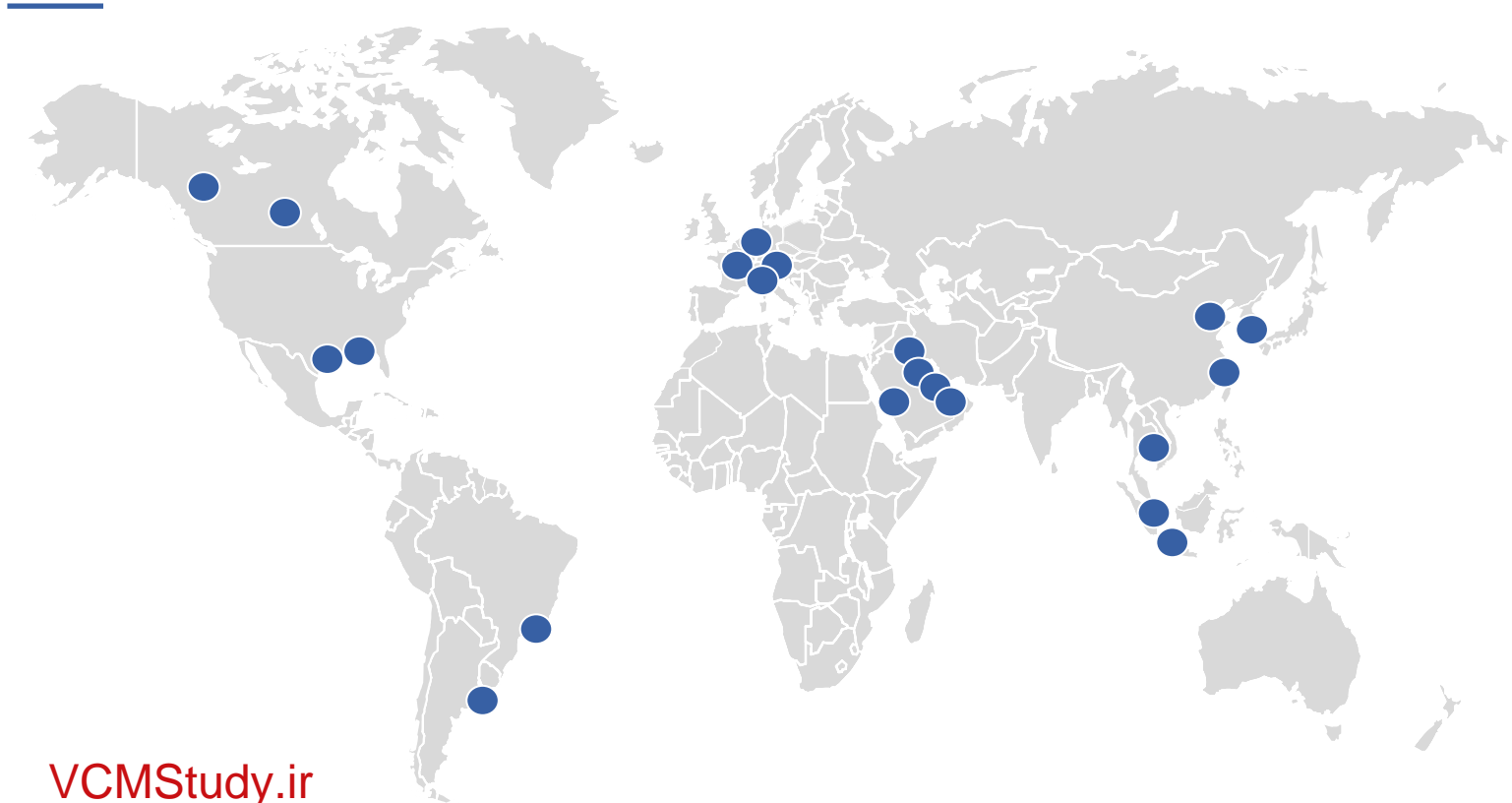
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## Iran's strategic choice: developing Industrial hubs

- Synergies
- Competitiveness
- Reliability

# Industrial hubs: a successful model worldwide

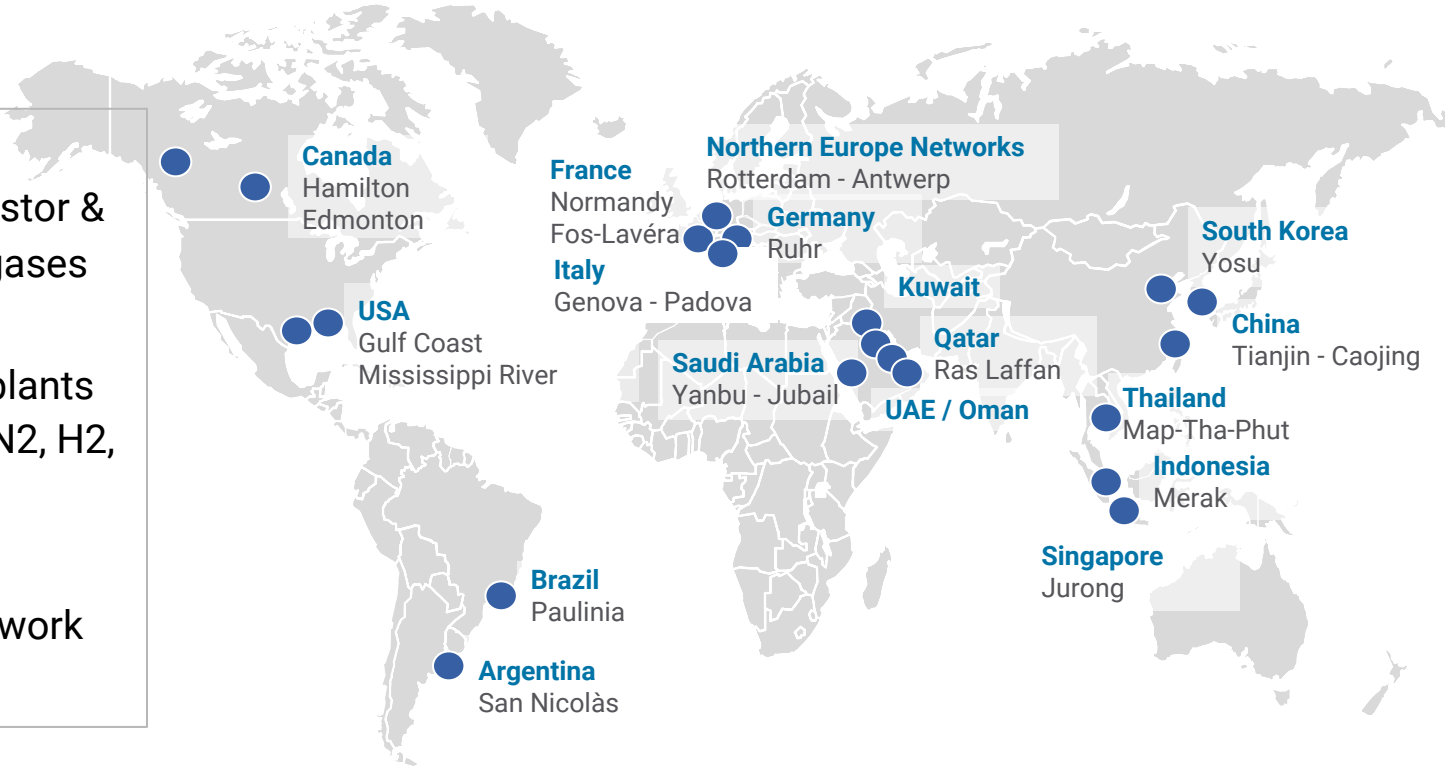


# A model trusted and supported by Air Liquide

→ Present in **all large industrial hubs** as investor & operator of Industrial gases

→ Largest number of plants for IG (**450 plants** O<sub>2</sub>, N<sub>2</sub>, H<sub>2</sub>, CO, Syngas)

→ Largest pipeline network (**9,300km**)



# AL IG Networks rely on multisources and multiclients...

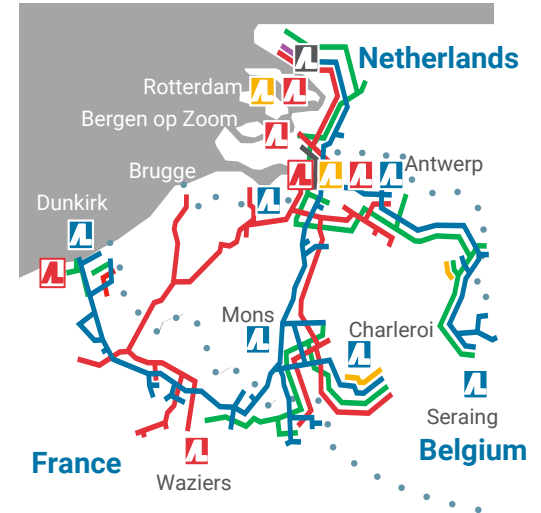
**U.S. Gulf Coast**  
3,300 km





**Singapore**  
190 km



**Northern Europe**  
2,800 km





 Oxygen & nitrogen facility


 Oxygen


 Nitrogen


 Argon

 Hydrogen and/or carbon monoxide facility

 Hydrogen

 Carbon monoxide

 Cogeneration facility

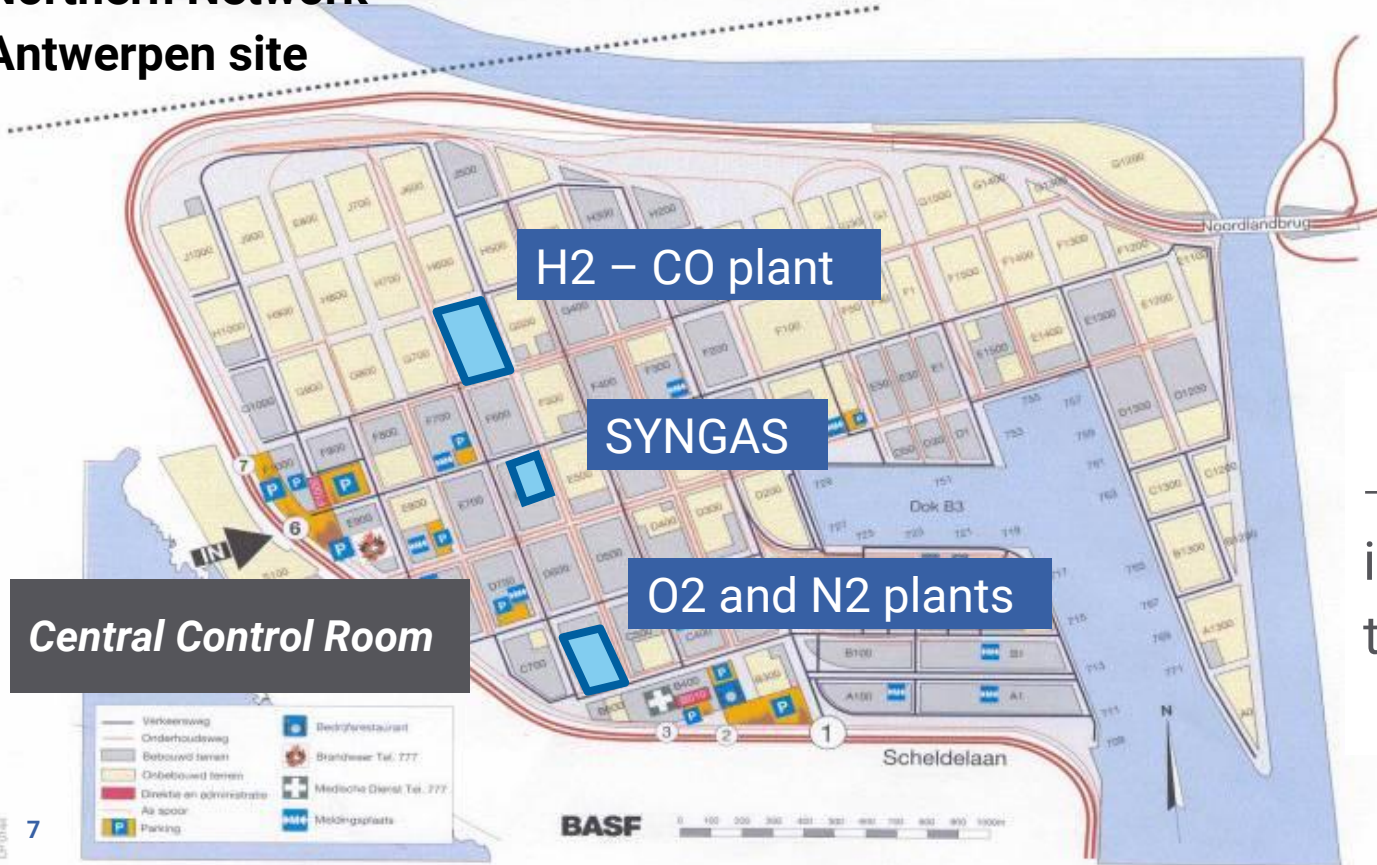
 Synthetic gas facility

 Hydrogen source



# ... long term strategic partnerships

## Northern Network Antwerpen site



→ **Anchor site** is integrated within the larger network

# ... and on 4 key success factors



## Best in class technologies and state of the art equipment

« too much at risk for our clients and large investors »  
« AL own technologies, own workshop & proprietary equipments »



## Competitiveness

« OTF model needs to be cheaper than self built model »



## Operational excellence

Safety  
Availability: > 99.9%

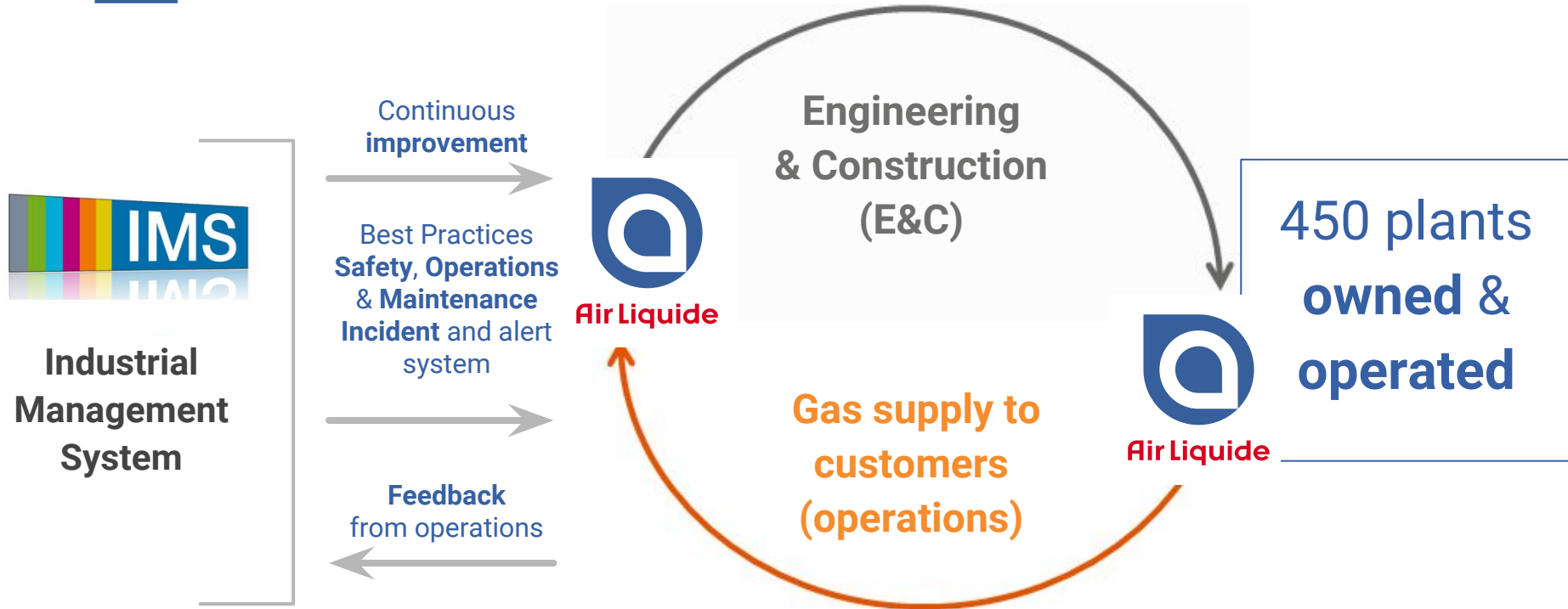


## Financing and business model

FDI, Partnerships



# Operational excellence is supported by a virtuous cycle



# A model trusted by more than 400 leading industries



# Now, going forward together

Farj O2/ N2



by



Air Liquide



World largest  
MeOH site



by

**Lurgi**



**Air Liquide**  
creative oxygen