

## World leader in gases, technology and services for...



 A wide range of industrial processes for our customers: energy, metals, food, chemicals, automotive, pharmaceuticals, etc.



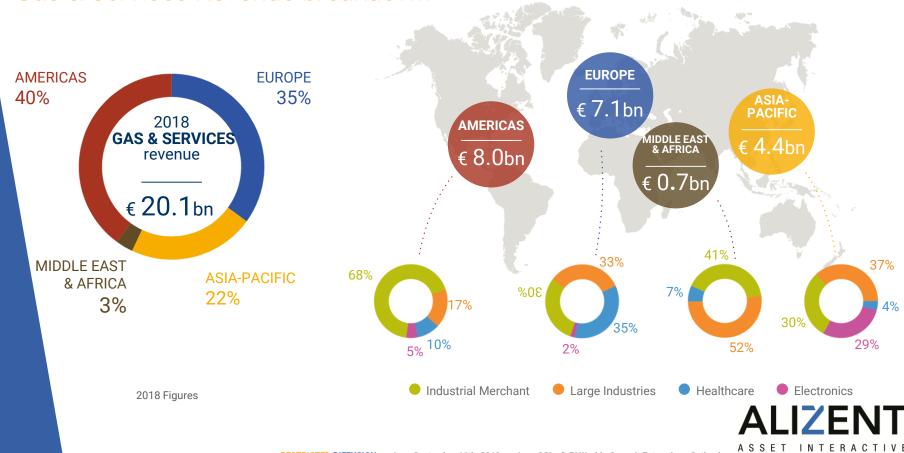


- Patients at home
- Hospitals
- Hygiene and specialty ingredients





Gas & Services Revenue breakdown



### Alizent Mission Statement



As part of IDD / Digital Direction, deliver Air Liquide Digital Transformation for asset management and production & logistics optimization

3<sup>rd</sup> Party Selected Industries | Oil & Gas, Energy, Metals, Food & Bev...

Optimize our knowledge and experience with Air Liquide and create synergies with non-competing 3rd party industries facing similar challenges by accompanying them in their Digital Transformation.



Big enough to operate **global** challenges, small enough to deal with **local** realities









**300+** employees



nationalities

300+ PLANTS
SERVED

18,000+ USERS

Over

41 COUNTRIES

### **Energy industry**













#### Food & Beverage industry



**ABInBev** 









per day











## Air Liquide Digital Transformation

## **A**ssets

The way we manage our industrial assets and extract value from them

# **C**ustomers

The way we interact with our customers and patients

# **E**cosystem

The way we work together in a networked ecosystem









## Alizent within Air Liquide

## **A**ssets

The way we manage our industrial assets and extract value from them





# Customers

The way we interact with our customers and patients



# Ecosystem

The way we work together in a networked ecosystem











## Air Liquide Activities

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**BIOMETHANE PRODUCTION UNITS,** 

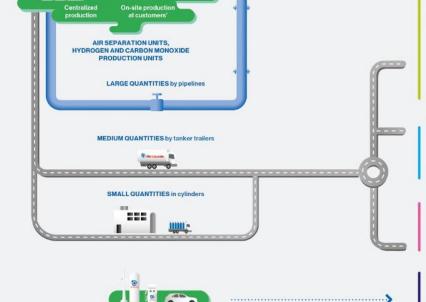
HYDROGEN CHARGING STATIONS AND OTHERS

DESIGNING INDUSTRIAL GAS PRODUCTION UNITS FOR AIR LIQUIDE AND CUSTOMERS PRODUCING DIRECTLY

> SUPPLYING GASES AND SERVICES FOR

ALL INDUSTRIES AND HEALTH

DEVELOPING NEW MARKETS AND BREAKTHROUGH **TECHNOLOGIES** 



CUSTOMERS CHOOSING TO INSOURCE THEIR GAS NEEDS

ENGINEERING & CONSTRUCTION

Building plants and equipment for gas production



CHEMICALS



REFINING



LARGE INDUSTRIES

Producing and delivering gases in large quantities



**MATERIALS & ENERGY** 





























Serving a wide range of customers thanks to the Group's expertise in gases and processes



#### HEALTHCARE

Providing gases, medical products and services to support our clients and patients. in the hospital and at home



#### ELECTRONICS

Designing, manufacturing and providing molecules and equipment for this sector

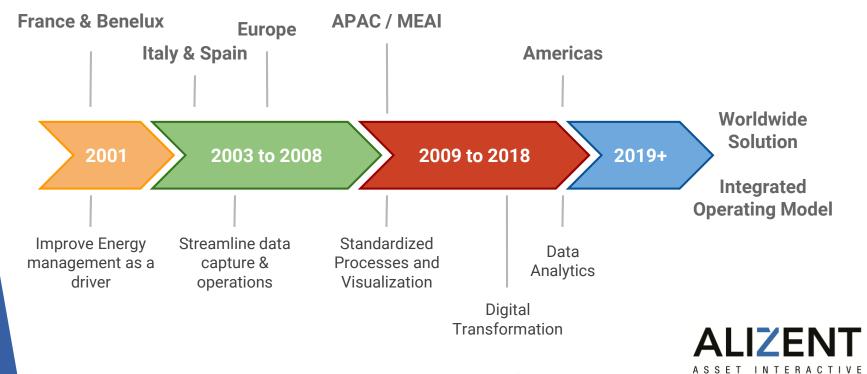


#### **GLOBAL MARKETS** & TECHNOLOGIES

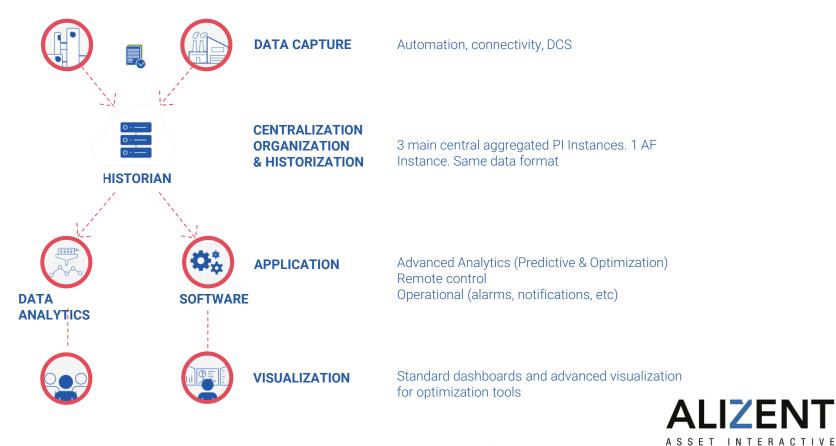
Providing technological solutions (molecules. equipment and services) for new markets



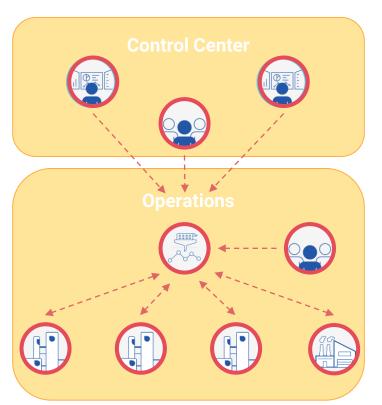
## Brief history of PI within Air Liquide



## The solution today



## Impact of the digital Transformation

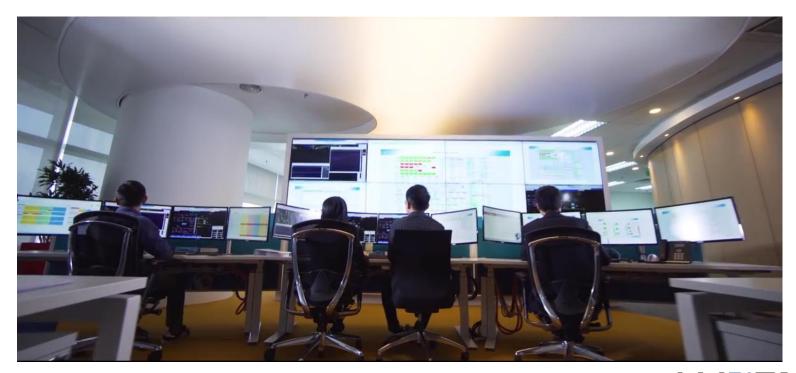


A "Control Tower" notion is introduced where analysts can be leveraged globally. Analysts are layered into a monitor (short term), predict and optimize (medium term) and analyze (long term optimization)

Operations leverage a common language and vocabulary, making the visualization tools an integral part of their work and becoming much more data driven



## **Control Tower**



Control Center in Kuala Lumpur, Malaysia



### Lessons learned



The true transformation is that of the organization



Digital is more about people than technology



Capacity to plan



Capacity to act

