

# Messer moves forward

**Company Presentation** 

### **Contents**





















**Profile / Markets** 

### **Short profile: Messer in brief**





#### **Company**

Messer is the world's largest privately held specialist for industrial, medical and specialty gases and a highly professional and sustainable global player.



#### **Products**

Messer manufactures and supplies oxygen, nitrogen, argon, carbon dioxide, hydrogen, helium, shielding gases for welding, specialty gases, medical gases and food gases as well as many different gas mixtures.



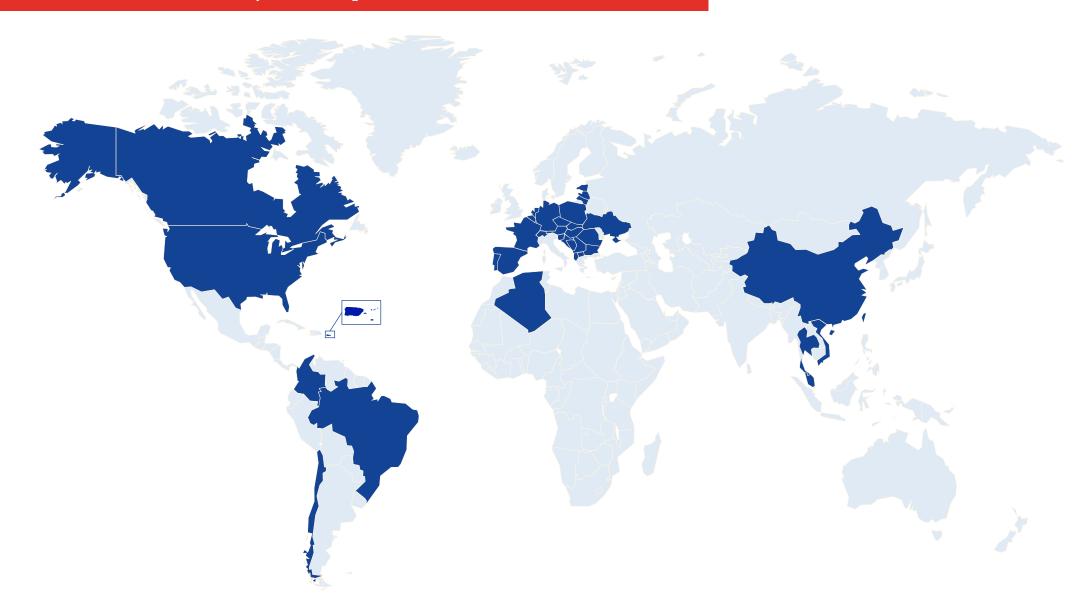
#### **Customers**

Our products are used in industry, environmental protection, medicine, the food and beverage sector, electronics industry, welding and cutting technology, 3D printing, construction and research & science.



# Successful in Asia, Europe and the Americas







**Executive Management Board** 

# Optimal division of responsibilities: the Executive Management Board of Messer\*













### Sustainable and responsible



**Bernd Eulitz**, CEO, and **Stefan Messer**, Chairman of the Supervisory Board, rely on many years of experience and mutual trust.

The management is supported by a team which acts respectfully and safely in the relevant markets in Asia, Europe and the Americas.





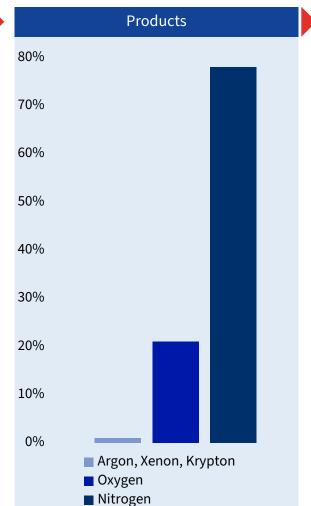
# **Production**

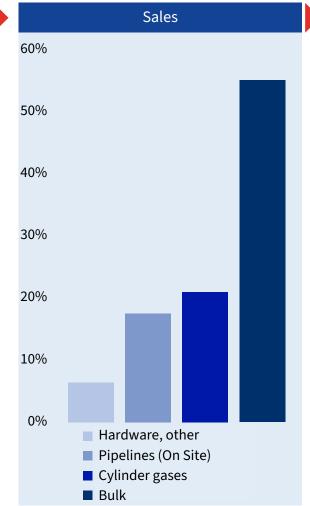
We make the most out of air

### Air gases at the heart of the value chain











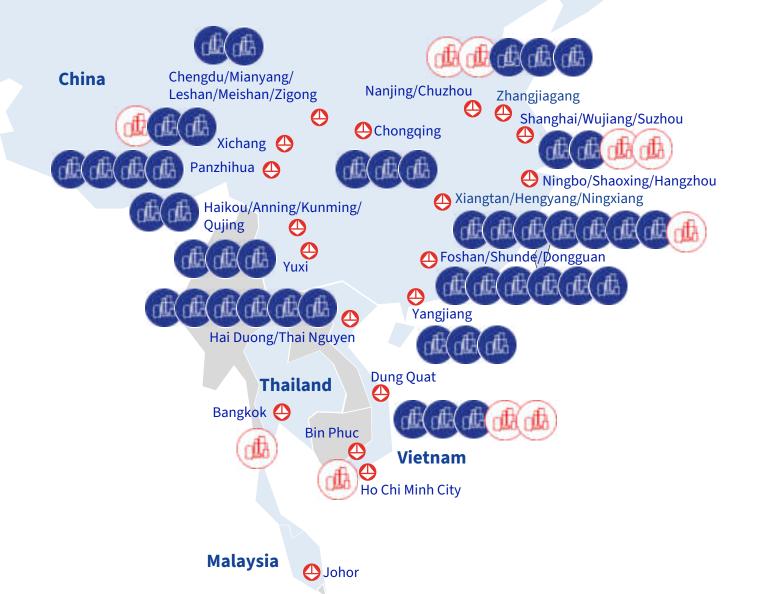
### Asia







Air separation units under construction or planned



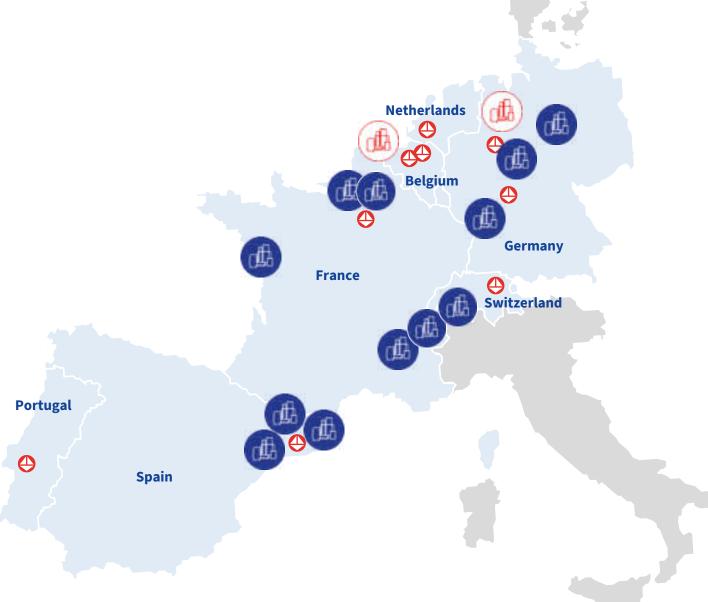
### **Western Europe**





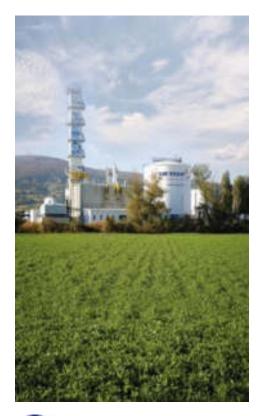


Air separation units under construction or planned



### Central Eastern Europe







Air separation units under construction or planned



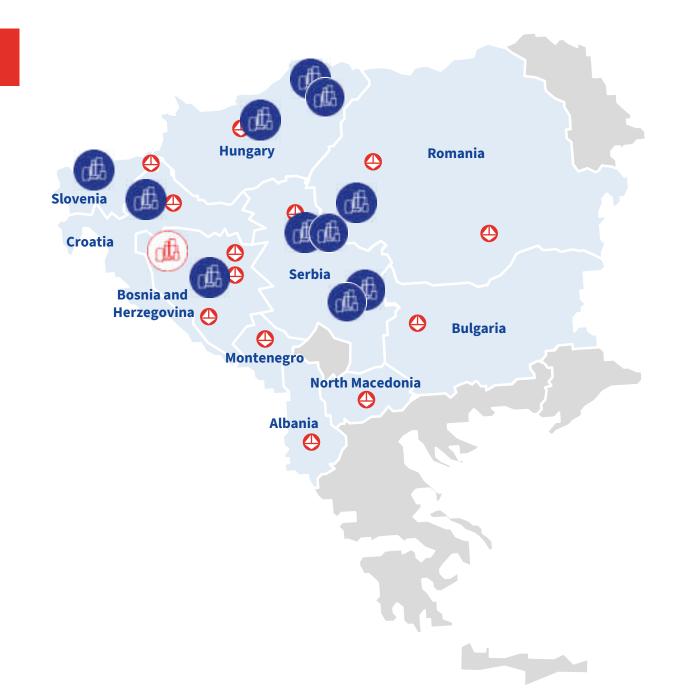
### **South Eastern Europe**







Air separation units under construction or planned



### **North America**

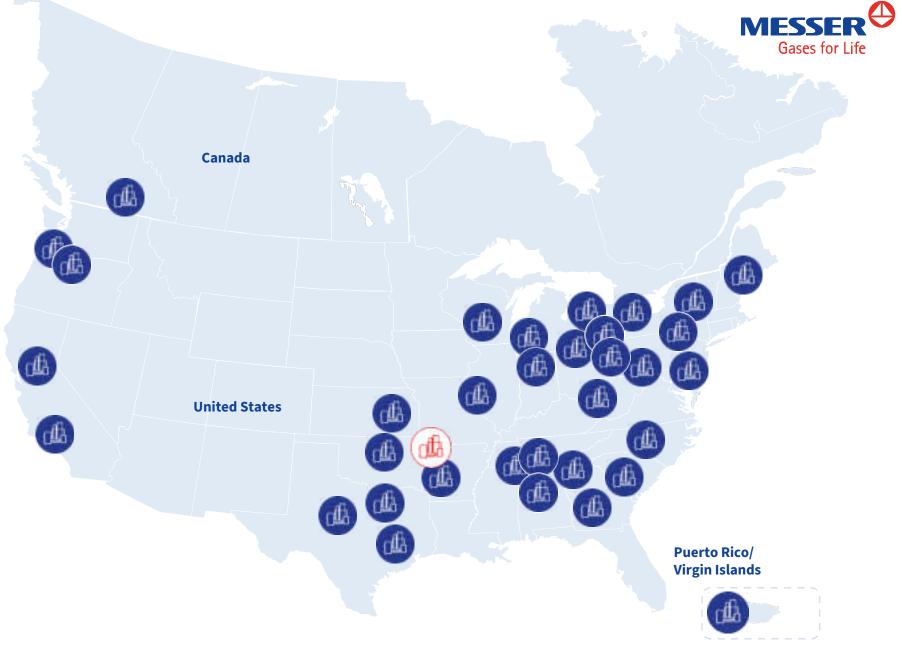




Existing air separation units



Air separation units under construction or planned



### **South America**





Existing air separation units



Air separation units under construction or planned



**MESSER** 

Gases for Life



# **Products / Applications**

We supply gas just the way you need it

### The right solution for every application



#### Reliable

for smaller jobs

- Gas cylinders or cylinder bundles
- Local distribution partners or directly from the filling plant





#### **Effective**

for medium-sized jobs

- Storage tank on site with gas supply from a road tanker
- Small dewar solution, supplied by Messer service vehicles

#### **Optimal**

for large jobs

- Gas production at the customer's site
- Air separation units
- PSA, VPSA or membrane plants
- Hydrogen and synthesis gas production facilities





#### **Perfect**

for very large jobs

 Pipeline systems directly to the industrial area or to the bulk consumer

### We make the gases which life can't do without





Shielding and fuel gases, highly developed welding gas mixtures

# Welding and cutting gases

- TIG, MIG and MAG welding
- Forming
- Laser welding and cutting
- Gases for additive manufacturing
- Gases for oxyfuel technology
- Gases for surface treatment such as thermal spraying

#### **Specialty gases**

- Liquid helium for cooling superconducting magnets in MRI scanners
- High purity process and calibration gases for analytics
- Gases for the electronics industry
- Krypton and xenon for ion engines
- Specialty gases fittings and supply systems



Our wide range of specialty gases



Medical gases for clinical treatment

# Medical and pharmaceutical gases

- Anesthesia
- Pain management
- Diagnosis
- Respiratory therapy
- Surgery
- Cryotherapy
- Biobanks

#### **Food gases**

- · Cryogenic freezing
- Transport refrigeration systems B2B and home delivery
- Modified atmosphere packaging
- System solutions to optimize mixing and kneading processes
- High pressure extraction
- CO<sub>2</sub> enrichment in greenhouses



Pure gases and gas mixtures under the Gourmet brand

### In detail: welding and cutting gases



#### **Shielding gases for welding**

are distributed under standardized group-wide names, which are based on the materials being worked:

#### **Ferroline**

for plain and low-alloy steels

#### Inoxline

for high-alloy steels and Ni-based alloys

#### **Aluline**

for aluminum and non-ferrous metals

#### **Addline**

for additive manufacturing of metals

#### Other gases

for welding and cutting:

#### **Forming gas**

protects the back of the weld against oxidation

#### Lasline

for processing laser material and generating the laser beam

#### **Hycut, Nitrocut and Oxycut**

for laser cutting

#### **Combustion gases**

for oxyfuel technology



### In detail: specialty gases



Messer offers an extensive range of pure gases, standard mixtures and (on request) individual gas mixtures produced to each customer's specification.

- Liquid helium (in dewars)
- High purity gases (helium, argon, oxygen, nitrogen, hydrogen)
- Noble gases (krypton, xenon, neon)
- Standard mixtures (argon/methane, laser mixtures, etc.)
- Custom-made mixtures (calibration gases)
- Electronic gases for the manufacture of semiconductors
- Hydrocarbons (methane, acetylene, ethylene, etc.)
- Carbon dioxide and carbon monoxide
- Inorganic gases (ammonia, chlorine, sulphur dioxide, etc.)
- Classical and natural refrigerants
- Pressure cans
- Specialty gases fittings and supply systems



### In detail: gases for healthcare





#### The most important medical gases at a glance:

- Oxygen
- Nitrous oxide
- Carbon dioxide
- Nitrous oxide/oxygen mixture (50% / 50%)
- Nitric oxide

#### **Further medical gases are amongst others:**

- Argon
- Gas mixtures
- Helium
- Air
- Nitric oxide in nitrogen
- Nitrogen

#### Use in these important areas of expertise:

- Anesthesia
- Intensive care/emergency medicine
- Pulmonology
- Gynecology

### In detail: gases for healthcare



# In addition, medical gases are used in the following areas of expertise:

- Occupational medicine
- Nursing Outpatient Clinics
- Biobanks/cryobanks and research institutes
- Surgery
- Dermatology
- Obstetrics
- Cardiology
- Neonatology
- Ophthalmology
- Endoscopy
- Rheumatology

- Sports medicine
- Veterinary medicine
- Dentistry
- Pediatrics
- Radiology
- Gastroenterology



### In detail: gases for the pharmaceutical industry



#### Pharmaline: gases for the pharmaceutical industry

Messer's Pharmaline range includes specially tested gases that are geared to the needs of the pharmaceutical industry. They are designed to help manufacturers of medicinal products comply with the stipulations of EU Directive 2001/83 and adhere to GMP guidelines (good manufacturing practice).

#### The most important gases and applications:

#### Pharmaline A: Argon (Ar)

e.g. for inertisation

#### Pharmaline C: Carbon dioxide (CO<sub>2</sub>)

e.g. for the production of drugs in powder form

#### Pharmaline N: Nitrogen (N<sub>2</sub>)

e.g. for packing in modified atmosphere

Many more highly diverse applications exist for gases in the pharmaceutical industry in addition to those mentioned here.



### In detail: food gases





# Gourmet is the brand name under which Messer supplies pure gases and gas mixtures for the food industry.

Gourmet gases meet the highest quality requirements and fulfill all food regulations, such as those contained in the European regulations for EU countries or the FDA guidelines for the USA. In addition to the above examples, a wide range of food-grade gas mixtures is available.

Name	Gas	E-Nr.
Gourmet C	Carbon dioxide	E 290
Gourmet A	Argon	E 938
Gourmet He	Helium	E 939
Gourmet N	Nitrogen	E 941
Gourmet L	Nitrous oxide	E 942
Gourmet B-n/iso	n/Isobutane	E 943 a/b
Gourmet P	Propane	E 944
Gourmet O	Oxygen	E 948
Gourmet H	Hydrogen	E 949



### Hydrogen: climate-friendly energy supplier





We focus on developing technologies that make our customers' production processes more efficient and environmentally friendly. This includes clean (green, renewable) **hydrogen** (H<sub>2</sub>) as a key lever for decarbonizing industry and mobility.

#### Our solutions for the use of hydrogen

#### • H<sub>2</sub> On Site Concept

Demand-driven, cost-effective on site H<sub>2</sub> generation, including use/marketing of all by-products (e.g. O<sub>2</sub> as well as network services) for optimized plant operation.

#### • H<sub>2</sub> One Stop Shop

Comprehensive operating solution for hydrogen-powered buses in collaboration with the Toyota Group

#### • H<sub>2</sub> Refueling Station

Comprehensive services and high-performance technology for refueling fuel cell electric vehicle fleets (e.g. buses and industrial trucks)

#### On-demand delivery

of green, blue and gray H<sub>2</sub> by trailer

### Hydrogen: examples of applications



# **Emissions-free logistics processes**

Since 2004, Messer has been the technology and hydrogen supplier for one of the largest fleets of forklift trucks and other industrial handling equipment in the USA.





# Emission-free inner cities mobility

In Germany, Messer has been the technology and hydrogen supplier for REVG since November 2024, which uses it to operate its fleet of fuel cell electric buses (FCEBs).

# Environmentally friendly fuel gas alternative for oxyfuel technology

With the help of hydrogen, Messer is making oxyfuel technology more cost-effective, as well as more environmentally friendly and safer. Extensive development work has been carried out in collaboration with Messer Cutting Systems. The result: HyCut.





# **Emission-free fuel** for heavy industry

Messer has developed emissionfree technologies for melting applications, is involved in several EU-funded H<sub>2</sub> research projects and manufactures H<sub>2</sub>-approved burners and burner control systems.

### All about CO<sub>2</sub>: ASCO Carbon Dioxide AG



#### **Provider of individual and complete CO<sub>2</sub> solutions**

#### CO<sub>2</sub> recovery plants ("Carbon Capture"):

- CO<sub>2</sub> recovery from stack gas
- CO<sub>2</sub> recovery from gas by-products
- CO<sub>2</sub> recovery from dry ice productions

#### **CO<sub>2</sub> equipment and accessories:**

- Transfer pumps, vaporizers
- Detectors, flowmeters
- CO<sub>2</sub> testers
- CO<sub>2</sub> storage tanks, both stationary and transportable

#### **Dry ice technologies**

- Dry ice production technologies for pellets, slices and blocks
- Automated dry ice packaging and dosing solutions
- ASCO dry ice blasting equipment and accessories







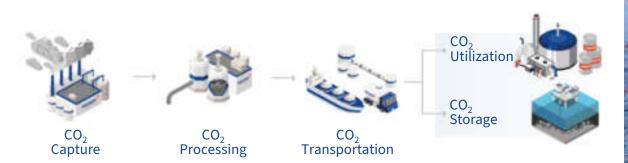


### ZeCarb: Carbon Capture as a Service



# "ZeCarb" is our service brand for "Carbon Capture as a Service" (CCaaS) solutions.

- With "ZeCarb", Messer is responding to the growing global demand for solutions to decarbonize industrial processes, also known as "Carbon Capture Utilization & Storage" (CCUS). We cover the entire CCUS value chain and offer customers single source approach.
- With ZeCarb, we help various industries such as steel, cement, glass, paper or chemical production or from fossil-fired power plants to achieve their "net zero" climate targets by capturing CO<sub>2</sub> emissions at the source. Here we can rely on decades of experience in the field of CO<sub>2</sub> recovery.







**Industries / Competence Centers** 





#### **Environmental technology**

Our technologies and gases help with decarbonization, with wastewater treatment in sewage treatment plants, with treating drinking water, with neutralizing alkaline wastewater and process water, and with exhaust air purification in large-scale industrial facilities.



#### **Chemical industry**

Messer supplies gases for chemical and synthetic processes, for example for reactor cooling and for the inerting of containers and reactors.



#### **Paper production**

Carbon dioxide from Messer reduces chemicals in pulp washing, pH control and is used for environmentally friendly removal of stickies.



#### Plastics, rubber and specialty chemicals

Messer provides gases for processing and recycling plastics and rubber, including cryogenic grinding for 3D printing powder and pyrolysis of waste. Advanced cryogenic applications like solvent recovery and reactor cooling enable emissions control and precise temperature regulation in specialty chemical processes.





#### **Construction industry**

We supply gases to cool down fresh concrete and cement before processing or to reliably stabilize soil during drilling work. We support the decarbonization of the industry by neutralizing wastewater with CO<sub>2</sub>.



#### **Mobility**

We supply gases for airbags, air conditioning and tires, for emission control and cleaning, and for fuel cell electric buses (FCEB) and industrial trucks.



#### Research

We support research institutes, universities and development centers with our high purity and laboratory gases, test gases, operating gases and gas mixtures.



#### Microtechnology and electronics assembly

Our portfolio also includes gases that are used as filling or protective gases in tablet displays or processor boards. We support electronics assembly industry with our inerting know-how.





#### Food

Under a modified atmosphere, foodstuffs in their packaging retain their shelf life for longer. In addition, gases preserve optimum product properties during cooling and freezing, and ensure a perfect cold chain during transport and delivery of food "to the door".



#### **Beverage industry**

Messer supplies carbon dioxide to make lemonade or beer fizz refreshingly and keep for longer.



#### **Healthcare and pharmaceuticals**

Gases of the highest purity are needed for a wide variety of medical applications. Ultra-pure gases are also required for pharmaceuticals and medical products, for applications in the pharmaceutical industry, as process aids and inactive ingredients. Messer supplies them.





#### **Metalworking industry**

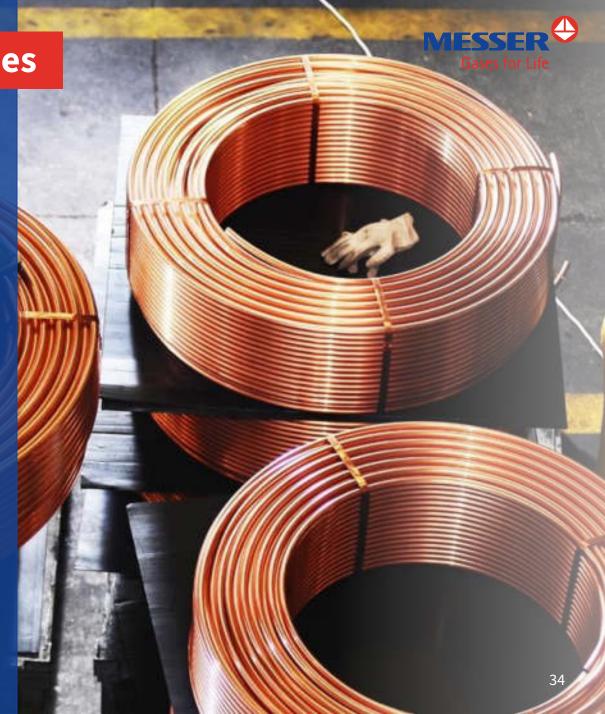
Messer supplies, for example, shielding gases and gas mixtures for material processing and finishing, 3D printing of metals, thermal spraying, laser welding and cutting, and MAG welding of unalloyed steels.



With a wide range of gases and applications, Messer helps improve productivity in the production of iron, glass, steel, copper and aluminum, as well as other non-ferrous metals. Our Oxipyr burners, with both oxyfuel and H<sub>2</sub>-O<sub>2</sub> combustion, help decarbonize processes.



Annealing, hardening, tempering, carburizing or sintering - processes based mainly on the application of nitrogen and hydrogen - give metals the properties required by the stringent standards in this industry.



### **Application technology**





## OXIPYR: burners and burner control systems

- Decarbonization and process optimization
- Production increase and reduction of emissions
- Oxyfuel burners for hydrogen, natural gas and liquid fuels
- Gas supply and furnace control systems

# BIOX: capacity increase for wastewater treatment plants

- Cutting of peak loads
- Reducing foaming or odor issues
- High oxygen transfer rate (up to 100%)
- Different options
- Plug & play





# **Grinding with cryogenic technology**

- Low temperatures for efficient production
- High throughput
- Fine and uniform powders
- No melting or sticking
- Inert atmosphere
- No loss of aromas
- Suitable for various materials

#### **DuoCondex**

- Emissions control and solvent recovery with cryogenic condensation
- Efficient waste gas purification
- Compliance with regulations
- Cost-effective recovery
- Tailor-made systems
- Pilot plants available for trails



### **Focus on competences**







# Messer statement: vision, purpose and values shape our action



### **Our vision:**

As the leading privately-held provider of industrial, medical and specialty gases solutions, we are the first choice for customers and employees.

### Our purpose:

Gases for Life

#### **Our values:**

**Customer focus:** make customers our focus.

**Employee orientation:** enhance employee orientation.

**Responsibility:** sustain safety and responsibility.

**Entrepreneurship:** empower entrepreneurship.

**Trust and respect:** raise trust and respect.



### **Commitment to inclusion**



Our commitment to inclusion is driven by our values of employee orientation, responsibility, trust and respect. This commitment is also anchored in the International Human Rights Principles and anti-discrimination practices, aligned with internationally recognized frameworks:

- The Ten Principles of the UN Global Compact
- The Labor Standards of the International Labor Organization (ILO)
- The International Bill of Human Rights (UN)



Our vision for inclusion is to foster a culture where all employees are heard and feel their talents are valued, nurturing an environment where everyone can thrive.

An environment where inclusivity is present and employees feel they belong is paramount for our business. It enables innovative solutions to our customers and enhances the experience of our employees. In that way, we attract, keep and develop the best talent in the market.

Our global approach is structured in three main pillars: education, engagement and process. As part of the program, regional and local teams are responsible for developing and implementing tailored strategies, respecting cultural aspects and complying with local legislation.

### Our corporate sustainability commitments





How we help protect our planet

#### **Environment**

- Reduce Scopes 1 and 2 emissions intensity worldwide by 40 percent by 2030 compared with 2019. This ratio is expressed in kg of CO<sub>2</sub>e per euro of EBITDA and calculated using the market-based method.
- Optimize energy consumption.
- Identify and mitigate climate-related risks to our assets and operations.
- Increase the use of renewable energy.
- Increase fuel efficiency and optimize our logistics.
- Develop innovative gas applications that help our customers use resources more efficiently and reduce their carbon footprint.
- Manage water, waste, and refrigerants in our operations responsibly.



How we value people

#### Social

- Practice behaviors that prevent accidents and injuries to achieve zero accidents among our employees, in logistics and among our customers.
- Support the health, safety, and rights of our employees and workers across our value chain.
- Promote diversity and inclusion.
- Increase the proportion of women to 30 percent at first and second management levels by 2030.
- Provide employees with opportunities for education, training and career development.
- Be a dependable and responsible member of the communities in which we operate.
- Engage in discussions with our stakeholders about Messer's ESG programs and progress.



How we operate

#### Governance

- Rely on global frameworks for Compliance Management, Risk Management, and Internal Controls.
- Promote compliance, good governance and ethical business conduct both within Messer and among its business partners.
- Ensure mechanisms are in place to report incidents and protect whistleblowers.
- Safeguard data and promote cybersecurity.
- Handle personal and business data in a legally compliant manner.



# **Key figures**

Messer is more than you expect

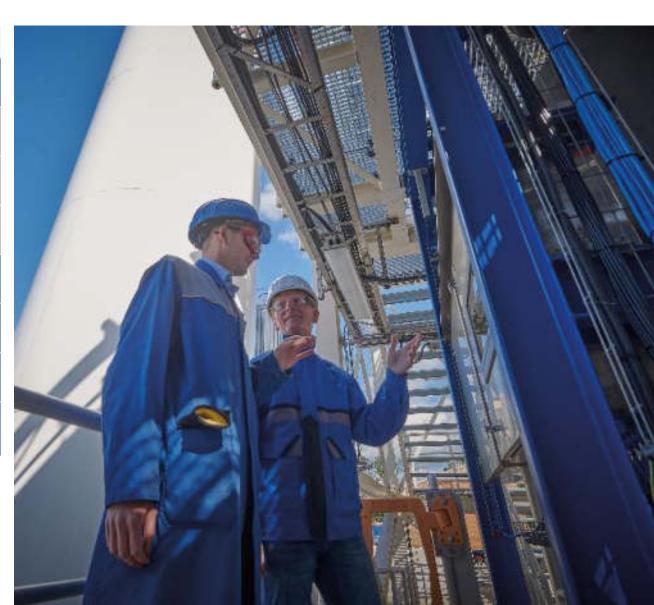
# Key figures 2024



		Total, approx.
Sales	In billion euro	4.5
Americas	In billion euro	2.4
Europe	In billion euro	1.3
Asia	In billion euro	0.8
EBITDA	In billion euro	1.4
EBITDA Margin	In percentage	31
Investments	In million euro	878
Employees	Contractual employment relationships in FTE*	More than 11,800

<sup>\*</sup> Full Time Equivalent

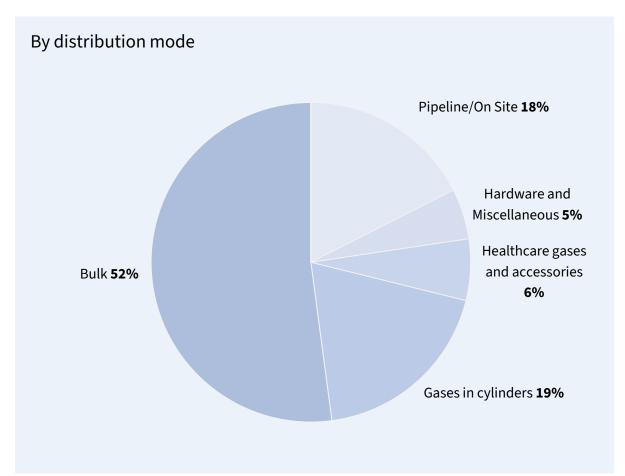
Source: Annual report 2024

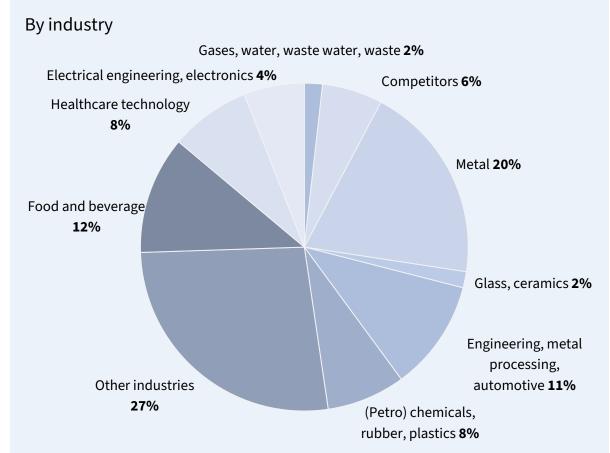


# Sales by distribution mode and industry



### 2024: Sales approx. 4.5 billion € overall







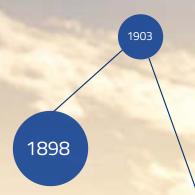
# Structure

A global player

### Since 1898: this history has a future



Ernst Wiss develops the first hydrogen-oxygen cutting torch and machines for autogenous welding and cutting technology at Griesheim-Elektron.



Adolf Messer founds the Frankfurter Acetylen-Gas-Gesellschaft Messer & Cie. in Höchst for the manufacture of acetylene developers and lighting fixtures.

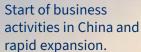


1990

Europe.

**Expansion of business** 

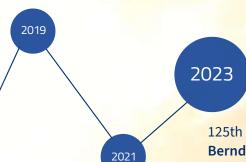
in Eastern and Central



1995



Messer Group acquires significant parts of Linde's business in the USA with CVC Capital Partners Fund VII, as well as Linde's activities in Canada, Brazil, Colombia and Praxair in Chile.



Transformation of Messer Group GmbH into Messer SE & Co. KGaA.



1908



2001

Goldman Sachs Funds

The Messer brand is back in Germany.

2008

125th anniversary of Messer.

Bernd Eulitz takes over as
CEO and Stefan Messer
becomes Chairman of the
Supervisory Board. Acquisition
of all shares from CVC Capital
Partners Fund VII. GIC becomes
Messer's new strategic partner
as a minority shareholder.

# Ready to meet any challenge: the Supervisory Board of Messer



















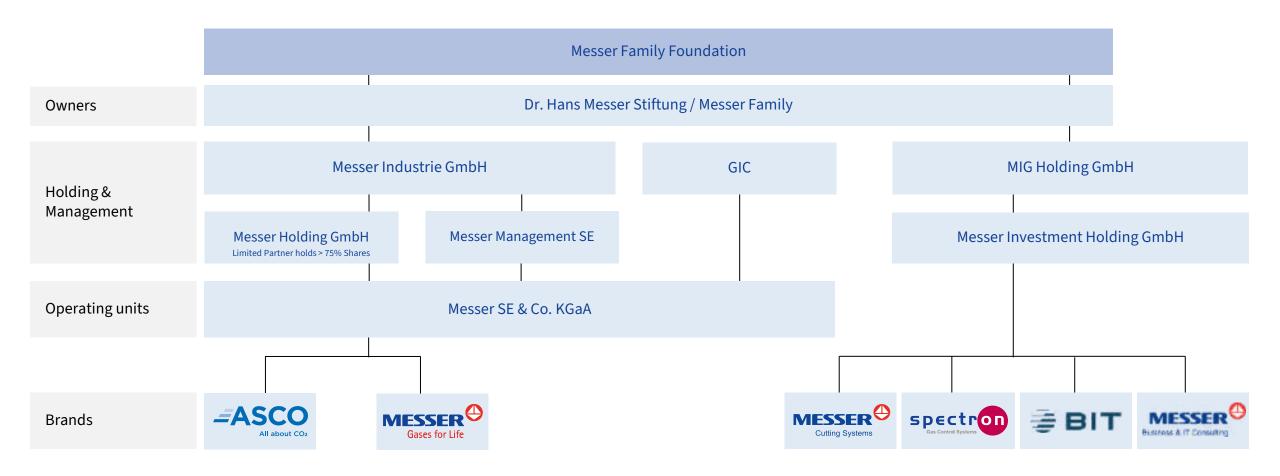




Observer GIC: Henry Ormond

### **Shareholder structure\***





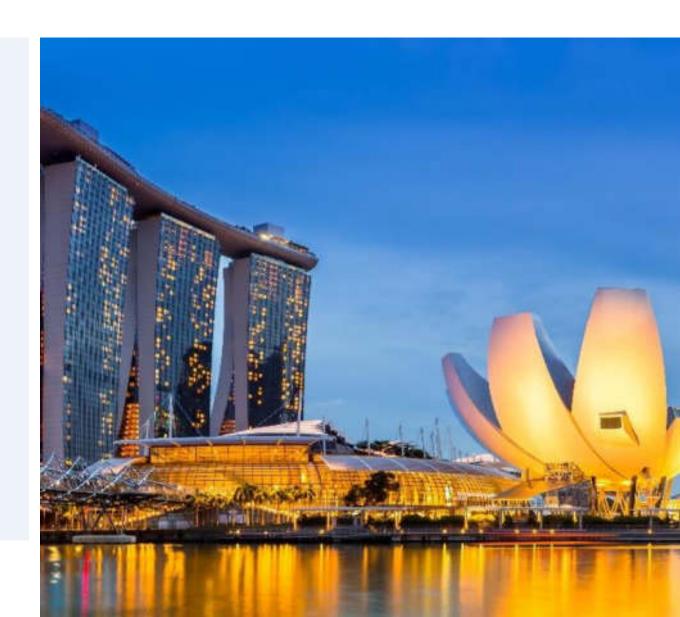
# Partnership for profitable growth

MESSER Gases for Life

GIC is a leading global investment firm established in 1981 to secure Singapore's financial future. As the manager of Singapore's foreign reserves, GIC takes a long-term, disciplined approach to investing and is uniquely positioned across a wide range of asset classes and active strategies globally.

In 2023, GIC became a strategic partner and long-term minority shareholder in Messer. GIC has a track record of partnering with family businesses around the world and supports Messer's strategy for sustainable, profitable growth.







# Messer moves on

We look forward to working with you.