



## Acquisition of a major homecare provider in France

press release

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### Air Liquide's Healthcare Business

Air Liquide's Healthcare World Business Line serves over **6,000 hospitals** and **600,000 patients** throughout the world. It provides **gases, hygiene products and medical equipment** to its hospital customers and **homecare** to patients in cities.

The Group's Healthcare business made **€1,824 million** in revenues in **2009**, **64%** outside France with **8,000 employees**.

### Homecare

Air Liquide, which ranks **1<sup>st</sup> in Europe** and **3<sup>rd</sup> in the world** for homecare, provides prescription care for patients diagnosed with **chronic illnesses** such as COPD (chronic obstructive pulmonary disease), sleep apnea and diabetes. These homecare treatments are being developed in addition to hospital care, enabling patients to enjoy **better quality of life and local authorities to reduce costs**.

Homecare represents **42% of Air Liquide's total 2009 Healthcare revenue**.

Ageing population and the rise of chronic diseases, both major public health challenges, lead to the **development of homecare**. The market for home respiratory assistance in Europe alone amounts to over **€2 billion**.

Air Liquide, the **European homecare leader**, announces the acquisition in France of **ADEP Assistance**, a specialist in home respiratory healthcare.

Created more than forty years ago within the French Association for polio sufferers and the disabled (ADEP), ADEP Assistance today takes care of nearly **13,000 chronic patients** in the regions of Ile de France and Picardie, with a highly-qualified multidisciplinary team of **140 employees**. It reached a turnover of **€21 million** in 2009.

ADEP Assistance is recognised for the quality of its services in **home respiratory assistance**, in particular invasive and non invasive ventilation, and for its expertise in **paediatrics** and the **treatment at home of patients with severely disabling diseases** requiring sophisticated equipment (for example neuromuscular diseases). It is a **pioneer** in the care of tracheotomised and ventilated patients.

**Annie Leroy**, General Manager of ADEP Assistance, said: *"We are delighted to join a leader with whom we share the same values, and above all, the desire to position the patient and the healthcare professionals at the heart of our preoccupations."*

**Pascal Vinet**, Vice-President, Healthcare World Business Line and Healthcare Operations for the Air Liquide Group, declared: *"Our business of home healthcare provider in France is strengthened by this acquisition which complements our service offering. This reinforces our leading position in homecare in Europe. ADEP Assistance will now be able to rely on the resources of the Healthcare operations of the Air Liquide Group to continue its development at the service of patients. We are delighted to welcome these new employees into the Group. Health is one of the Air Liquide growth drivers."*

**Air Liquide is the world leader in gases for industry, health and the environment**, and is present in **80 countries with 42,300 employees**. Oxygen, nitrogen, hydrogen and rare gases have been at the core of Air Liquide's activities since its creation in 1902. Using these molecules, Air Liquide continuously reinvents its business, anticipating the needs of current and future markets. The Group innovates to enable progress, to achieve dynamic growth and a consistent performance.

**Innovative technologies** that curb polluting emissions, lower industry's energy use, recover and reuse natural resources or develop the energies of tomorrow, such as hydrogen, biofuels or photovoltaic energy... Oxygen for hospitals, homecare, fighting nosocomial infections... Air Liquide combines many products and technologies to develop valuable applications and services not only for its customers but also for society.

**A partner for the long term**, Air Liquide relies on employee commitment, customer trust and shareholder support to pursue its vision of sustainable, competitive growth. The **diversity** of Air Liquide's teams, businesses, markets and geographic presence provides a solid and sustainable base for its development and strengthens its ability to push back its own limits, conquer new territories and build its future.

**Air Liquide explores the best that air can offer to preserve life, staying true to its sustainable development approach**. In 2009, the Group's revenues amounted to **€12 billion**, of which almost 80% were generated outside France. Air Liquide is listed on the Paris Euronext stock exchange (compartment A) and is a member of the CAC 40 and Dow Jones Euro Stoxx 50 indexes.