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Home Healthcare acquisition in Australia

press release



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Air Liquide Healthcare

Air Liquide Healthcare supplies **medical gases, home healthcare services, hygiene products, medical equipment and specialty ingredients.**

In 2012, it served over **7,500 hospitals** and **1 million patients** at home throughout the world.

The Group's Healthcare business reached **€ 2,482 million** in revenues in 2012, with **10,000 employees.**

Air Liquide in Australia

Entering Australia in 1957, Air Liquide now employs over 500 employees. The Group operates at over 100 sites and serves more than 80,000 customers in most industries and healthcare.

Air Liquide continues the development of its **home healthcare activity** with the acquisition **in Australia** of a 73.3% share of **Healthy Sleep Solutions**. This company is a **leading player** in the field of **diagnosis and treatment** for patients with **sleep disorders**, notably **sleep apnea**.

Founded in 2007 in Australia, Healthy Sleep Solutions is **specialized in sleep apnea diagnosis and treatment at the patient's home**. Through its global solutions, it provides **sleep apnea patients** with effective *Continuous Positive Airway Pressure* treatment, helping them improve their quality of life.

In Australia, it is estimated that around 600,000 people suffer from sleep apnea, of which only 25% have been diagnosed to date. In 2012, Healthy Sleep Solutions has taken care of over **10,000 patients in Australia** with the support of a team of **15 employees** and a network of **75 technicians**. The company has developed a strong relationship with an extensive number of local sleep physicians, Specialists and General Practitioners.

Relying on **sleep diagnosis at home and in laboratories**, Air Liquide will now provide in Australia complete **quality care services for patients with mild to severe sleep disorders.**

Air Liquide intends to pursue Healthy Sleep Solutions' development by favouring the **continuity of the company's management**, led by Marjan Mikel and Stephen Newton, and by relying upon **the expertise and commitment of its teams.**

Pascal Vinet, Vice President, Healthcare Global Operations and member of the Air Liquide Group Executive Committee, commented: ***"We are delighted to welcome these new employees into the Group and to be able to benefit from their expertise and dedication. After the acquisition of a majority share in the company Snore Australia, a major player in the field of sleep diagnosis, this new acquisition will reinforce our leading position in sleep apnea management in Australia. This acquisition is in line with our growth strategy in home healthcare which aims at extending our international network to new, high-potential markets. Health is a growth driver for Air Liquide."***

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Home healthcare

Air Liquide, **European leader and 3rd worldwide in home healthcare**, provides home healthcare services in compliance with medical prescription for patients suffering from **chronic diseases** such as COPD (Chronic Obstructive Pulmonary Disease), sleep apnea and diabetes. These home healthcare services are being developed in addition to hospital care, enabling **patients to enjoy better quality of life and local authorities to reduce costs**.

Home Healthcare represents **43% of Air Liquide's total 2012 Healthcare revenue**.

***Air Liquide is the world leader in gases for industry, health and the environment**, and is present in **80 countries** with **close to 50,000 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 for the good of society while delivering profitable growth and 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, home healthcare, 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 Corporate Social Responsibility and sustainable development approach**. In 2012, the Group's revenues amounted to **€ 15.3 billion** of which 82% 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.*