

Paris and Sandston (USA), October 13, 2016

## Healthcare: Air Liquide builds new specialty ingredients production facility in the U.S. for the cosmetic and pharmaceutical markets

Air Liquide announces that its subsidiaries Seppic, healthcare specialty ingredients manufacturer, and Schülke, hygiene specialist, broke ground on a green-field state of the art production facility in Sandston, Henrico County - Virginia, United States. Expected to start operations in the first half of 2018, the planned investment is over \$60 million<sup>1</sup> and will create approximately 50 new jobs in the community.

This new production facility will manufacture **ingredients** for the cutting-edge **cosmetic and pharmaceutical global markets**. The market for personal care specialty ingredients is worth more than \$10 billion globally, of which the U.S. represents 25%.

With this facility, the two companies will strengthen their proximity to American customers. The facility is located in the Northeast of the U.S., where the majority of the companies' customers are. It will be run by a **joint venture between Seppic and Schülke**, named Polykon Manufacturing. Their resulting **synergies** will enable to **create additional value** in their field of expertise while addressing the growing need for innovations in these markets.

**François Jackow**, member of the Air Liquide group's Executive Committee, supervising the Healthcare activities, said: ***"Seppic and Schülke have a long presence in the United States serving leading health and beauty care customers. This first manufacturing unit for the two companies in the U.S. will extend their innovative potential and enlarge their industrial footprint and proximity with customers within North America, while strengthening their manufacturing capabilities globally. With this investment, Air Liquide pursues the development of its Hygiene and Specialty Ingredients activities, thus strengthening the Group's Healthcare business in this region."***

### **Air Liquide Healthcare**

supplies medical gases, home healthcare services, hygiene products, medical equipment and specialty ingredients. In 2015, it served over 7,500 hospitals and 1.3 million patients at home throughout the world. The Group's Healthcare business reached €2,800 million in revenues in 2015, with the support of its 13,500 employees.

### **Seppic in brief**

Subsidiary of the Air Liquide group within the Healthcare activity, Seppic designs and supplies a wide range of specialty ingredients for health and beauty care. Present in over 100 countries through its affiliates and network of distributors, Seppic employs 630 people around the world, including 100 employees dedicated to innovation. [www.seppic.com](http://www.seppic.com)

<sup>1</sup> A 2015 investment decision

### **Schülke in brief**

Subsidiary of the Air Liquide group within the Healthcare activity and expert in hospital disinfection, Schülke designs and supplies since more than 125 years a wide range of disinfectants and antiseptics mainly for medical environment to actively contribute to patient safety. Present in 80 countries through its affiliates and network of distributors, Schülke employs over 900 people around the world, including 70 researchers. [www.schuelke.com](http://www.schuelke.com)

## **CONTACTS**

### **Corporate Communications**

Caroline Philips  
+33 (0)1 40 62 50 84  
Aurélie Wayser-Langevin  
+33 (0)1 40 62 56 19  
Caroline Brugier  
+33 (0)1 40 62 50 59

### **Air Liquide Healthcare Communications**

Coralie Gazzeri  
+33 (0)1 49 69 45 40

### **Investor Relations**

Paris  
+33 (0)1 40 62 50 87  
Radnor  
+1 (0)610 263 8277

---

The world leader in gases, technologies and services for Industry and Health, Air Liquide is present in 80 countries with approximately 68,000 employees and serves more than 3 million customers and patients\*. Oxygen, nitrogen and hydrogen are essential small molecules for life, matter and energy. They embody Air Liquide's scientific territory and have been at the core of the company's activities since its creation in 1902.

Air Liquide's ambition is to lead its industry, deliver long-term performance and contribute to sustainability. The company's customer-centric transformation strategy aims at profitable growth over the long term. It relies on operational excellence, selective investments, open innovation and a network organization implemented by the Group worldwide. Through the commitment and inventiveness of its people, Air Liquide leverages energy and environment transition, changes in healthcare and digitization, and delivers greater value to all its stakeholders.

Air Liquide's revenues amounted to €16.4 billion in 2015, and its solutions that protect life and the environment represented more than 40% of sales. On 23 May 2016, Air Liquide completed its acquisition of Airgas, which had revenues amounting to \$5.3 billion (around €4.8 billion) for the fiscal year ending 31 March 2016.

Air Liquide is listed on the Paris Euronext stock exchange (compartment A) and belongs to the CAC 40 and Dow Jones Euro Stoxx 50 indexes.

\* Following the acquisition of Airgas on 23 May 2016