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Acquisitions in homecare in Australia and South Korea

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 **1st in Europe and 3rd in the world for homecare**, provides prescription care for patients diagnosed with **chronic illnesses** such as COPD (chronic obstructive pulmonary disease) and sleep apnea. 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**.

The market for homecare is growing throughout the world. Air Liquide, which ranks **1st in Europe and 3rd in the world for homecare**, continues to develop its offer of services through **targeted acquisitions in Australia and South Korea**.

Air Liquide announces the **acquisition in Australia of 70% of the company Snore Australia**, a major player in the field of **sleep diagnosis**. These diagnoses help to identify and assess the degree of disorders in conditions such as sleep apnea. Created ten years ago, this company makes over **15,000 sleep diagnoses per year in its thirteen sleep laboratories**. With **72 employees**, its annual revenue amounts to **€5.6 million**. In Australia, it is estimated that around 480,000 people suffer from sleep apnea, of which only 25% have been diagnosed to date.

Air Liquide also announces the acquisition of 70% of Medions Homecare, the leading South-Korean company in home ventilation. Created in 1989, Medions Homecare treats around **400 patients** thanks to a team of **18 people**, for an annual revenue of **€3 million**. Air Liquide will use the acquisition of Medions Homecare as a basis for developing its home oxygen therapy and sleep apnea activities in this country of 48 million inhabitants. **The market for homecare in South Korea is growing by more than 15% every year**.

Pascal Vinet, Vice-President, Healthcare World Business Line and Healthcare Operations for the Group announced: *"We are delighted with this strengthened presence on the home healthcare market in Australia and with our first establishment in Korea. We are happy to welcome these new employees to the Group. These successive and targeted acquisitions in homecare are an illustration of our development strategy, which aims to extend our international network to new, high-potential markets. Healthcare is a solid and promising growth driver for Air Liquide."*

Air Liquide is the world leader in gases for industry, health and the environment, and is present in over **75 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, expand into 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.