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## France: new pain management outside the hospital by a medicinal gas

press release



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### Air Liquide's Healthcare Business

Air Liquide's Healthcare World Business Line serves over **6,000 hospitals** and **500,000 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 **€1,700 million** in revenues in 2008, **63%** outside France with **7,800 employees**.

**Air Liquide** has just obtained an **extended approval** from the **French Healthcare Authority (AFSSAPS\*)** for its **analgesic medication KALINOX™**. This premix 50% nitrous oxide and 50% oxygen medicinal gas offers a new response to the issues of **short painful medical treatments** (such as punctures, minor surgeries and dental care) in ambulant care services.

Already used in France for **nearly 10 years**, but **exclusively in hospitals**, KALINOX™ has contributed to **improve pain management efficiency**. Extending its use beyond the hospital to **local healthcare practitioners in France** - after training - will help them to handle painful, often anxiety-producing treatments, many of which, up to now, had been carried out exclusively in hospitals.

Already used by local healthcare practitioners in Belgium, Switzerland and Spain, KALINOX™ is a **medicinal gas with analgesic and sedative properties**, appropriate for use with all patients: **children, adults and the elderly**. Its pharmacological properties enable rapid action and elimination and make it easy for practitioners to administer. Packaged in a ready-to-use bottle, it is inhaled by the patient.

In an environment that seeks to promote healthcare cost control, this medicinal gas will encourage the transfer of some hospital treatments to ambulant care services, which are less costly and more comfortable for patients.

**Pascal Vinet**, Vice-President, Healthcare World Business Line and Healthcare Operations, commented: ***"Making KALINOX™ available to healthcare professionals in the community is part of our growth strategy and also contributes to reducing healthcare costs. Air Liquide is pursuing its strategy of innovating in ways that protect patients and improve their quality of life. Health is a growth driver for the Group."***

\* AFSSAPS: Agence Française de Sécurité Sanitaire des Produits de Santé

**Air Liquide is the world leader in gases for industry, health and the environment**, and is present in over **75 countries** with **43,000 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 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 2008, the Group's revenues amounted to **€13.1 billion**, of which almost 80% were earned 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.