

Tokyo, January 11th, 2017

## Air Liquide Japan agreed on joint sales promotion for hand disinfection products

**Air Liquide Japan** Ltd. has agreed with **Kyorin Pharmaceutical Company**, Limited (head-office: Chiyoda-Ku, Tokyo, President: Mitsutomo Miyashita), which is a subsidiary of Kyorin Holdings, Inc (head-office: Chiyoda-Ku, Tokyo, President: Minoru Hogawa) upon their **partnership** in sales promotion and supply for Air Liquide Japan's **hygiene product group, specialized in hand antiseptics**. This partnership will become effective in around spring 2017.

The hand hygiene product group covered in this agreement include alcohol hand hygiene agents, named "Puremist<sup>®</sup>" and "Purerubbing<sup>®</sup>", antimicrobial soap, "Microshield<sup>®</sup>", hand soap and lotion, "Gentle Cleanser" and "Lotion Moisturizer," which are used for infection control at hospitals and medical institutions. Since **Schulke & Mayr** GmbH, Air Liquide's entity specialized in hygiene and nosocomial-infection-related products, acquired the Japanese business in December 2015, Air Liquide Japan has been engaged into the sales expansion of the products in Japan.

Kyorin Pharmaceutical Group has been devoted to its environmental hygiene business to contribute, via the control over environmental infection, to meeting the medical needs for health amid the growing importance on daily preventive control of infection at medical institutions in Japan. Entering into the partnership with Air Liquide Japan, Kyorin shall aim even further at expanding its product portfolio.

Serving also as a provider of medical gases, equipment and services in the healthcare field, Air Liquide Japan has firmly built its presence in healthcare field inside Japan. By utilizing the wide-ranging network of pharmaceutical and medical business operations developed by Kyorin, Air Liquide Japan shall further develop its support structure and sales network to respond quickly to its customer needs and thereby reinforce its business.

**Shiro Yahara, President of Air Liquide Japan, commented, "Making the partnership with Kyorin Pharmaceutical Company and jointly marketing this product group, we are convinced that our Company will reach the market more broadly and deeply. To unequivocally demonstrate our policy, "Customer First," we will improve further on our corporate and service structure to precisely meet customers' demands in the healthcare field."**

### **Air Liquide in Japan**

**Established in 1907** in Japan, Air Liquide now serves **15,000 customers** across the country, particularly in Electronics, thanks to its **2,000 employees**. The Group also has a Research and Technology Centre in Tsukuba (near Tokyo) and an Engineering center in Kobe. Japan serves as a technology & research base for Air Liquide in Asia and beyond.

### **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 destined 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)

### **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 more than **1.3 million patients** at home throughout the world. The Group's Healthcare business reached **€ 2,799 million in revenues in 2015**, with the support of its **13,500 employees**. Home healthcare represents **50% of Air Liquide's revenue in Healthcare in 2015**.

\*These data do not include Airgas, whose acquisition was completed on May 23, 2016.

### **Kyorin Pharmaceutical Company**

Kyorin Pharmaceutical Group aims to evolve itself to a sustainably growing company supporting people's healthy lives, based on its long term vision "HOPE 100", by focusing on pharmaceutical business, combined with other healthcare businesses. At the 2nd stage of "HOPE 100", it intends for growth in environmental hygiene business, synergy with existing businesses, under the growth strategy, "to pool the next core business pipelines by developing one key business pillar in healthcare business".

## **CONTACTS**

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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