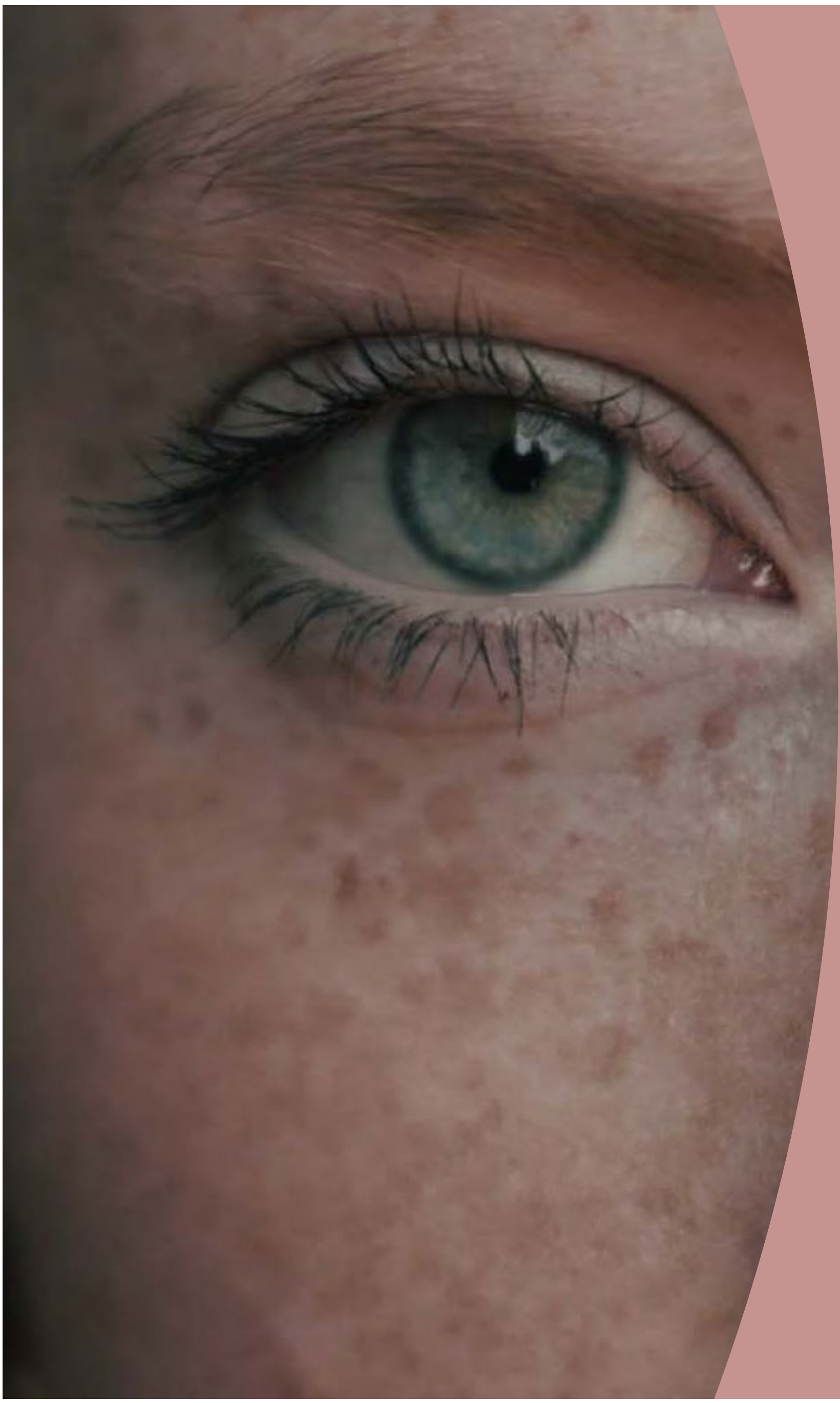


A close-up, high-resolution photograph of a person's face, focusing on the eyes which are closed. The skin is fair with visible freckles and a soft texture. The lighting is warm and natural, highlighting the contours of the face. The overall mood is serene and focused on the individual's well-being.

**Changing care.
With Value-based Healthcare.**



A close-up, circular crop of a person's eye with light blue-green irises and dark eyelashes. The eye is looking slightly to the right. The skin around the eye is fair with some freckles.

**I'm more than just a patient.
More than my health condition,
I'm a person.**

And I want a healthcare system that reflects that.

When I'm at home, I want to connect with **familiar faces who can coach me about the treatments** that I can manage myself, **who know what is important to me and support me in achieving a better quality of life.**

When I am in the hospital, I want **care teams who focus on providing me with the best care possible** instead of struggling with other issues.

I want teams who use **technology and data to design personalized care at home and better products and services at the hospital,** rather than making me feel like another fact and figure.

I want **partners** who know every part of the system and **know how to work all together to care for me.**

I want a system that treats me **as a person first,
And a patient second.**

**At Air Liquide Healthcare,
patients are at the heart of everything we do.**

Putting patients at the center of the system
is the only way forward for **a more sustainable, valuable version of healthcare.**

Join us in changing care from this new perspective.

Changing care. With Value-based Healthcare.
With you.



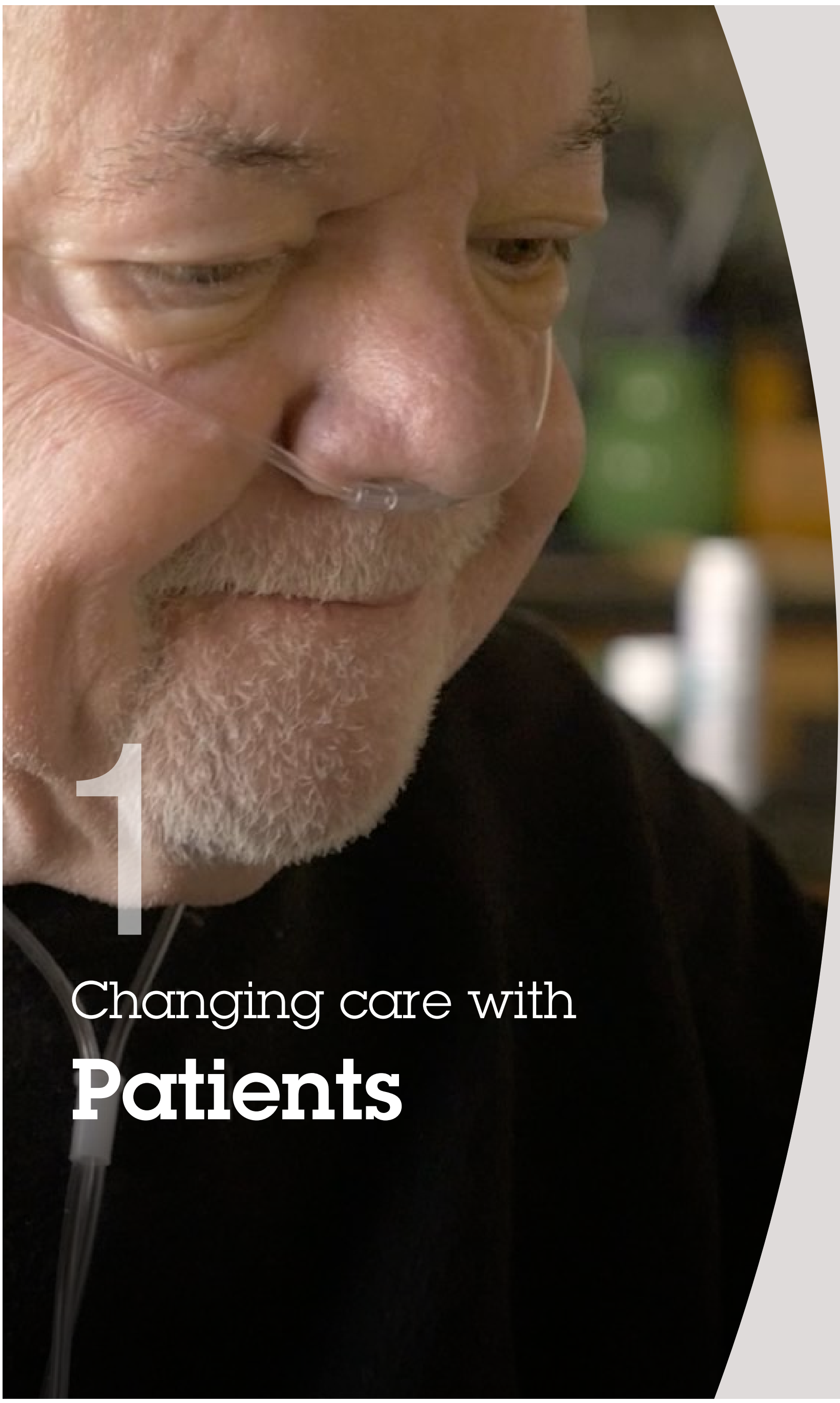
Changing care. With Value-based Healthcare. With...

- Patients..... 06
- Healthcare professionals 07
- Air Liquide Healthcare’s staff 08
- Healthcare institutions 09
- Public authorities and payers..... 10
- Manufacturers 11

A close-up photograph of a person's eyes, which are light blue and looking directly at the camera. The skin is fair with some freckles. The text is overlaid on the lower half of the image.

Value-based Healthcare

A unique patient-centric and collective approach around better outcomes
to engage all stakeholders in the healthcare transformation.



Changing care with
Patients

Empowering them and preserving their autonomy



OUR MESSAGE

With our **unrivaled patient-centric position**, we provide flexible and personalized follow-up allowing each and everyone to benefit from **better health outcomes and quality of life**.



WHAT'S IN IT FOR THE PATIENT

We **empower and support patients** to improve self care and help them to preserve their autonomy. With the ambition to improve patients' outcomes, we minimize deterioration of their conditions, with the ultimate goal to **improve their quality of life**.



WHAT AIR LIQUIDE HEALTHCARE BRINGS

Our teams understand **what matters most to patients** and are capable of providing **personalized support** thanks to our capacity to interact with patients at each moment of the care pathway. This allows us to have updated clinical data to share with healthcare professionals to **improve the overall care management**.



2

Changing care with
**Healthcare
professionals**

Helping to develop together a common care pathway around patients' needs



OUR MESSAGE

Thanks to our unrivaled proximity, we allow healthcare professionals to focus on medical value and clinical decisions, **improving care management and collective focus on patients' outcomes** and helping reduce the burden of the disease.



WHAT'S IN IT FOR THE PATIENT

By providing visibility over patients' relevant health data, our dedicated team of healthcare experts works closely with healthcare professionals to **ensure proper follow-up and best outcomes for patients.**



WHAT AIR LIQUIDE HEALTHCARE BRINGS

We **collect and measure outcomes** during the patient pathway with the objective to demonstrate that we can improve those outcomes for patients. By performing medico-economic studies, our objective is to demonstrate that we can **find efficiencies for the healthcare system.** Furthermore, thanks to our technical expertise, we are able to recommend the best devices for each and every patient depending on their needs.



3

Changing care with
**Air Liquide
Healthcare's
staff**

Being the proud ambassadors of “Changing care. With you.” with the objective to have **a positive impact on patients’ quality of life and healthcare system sustainability**



OUR MESSAGE

Our staff has a sense of purpose and is the protagonist of the collective transformation of the healthcare system for chronic patients **by generating value each time we interact with patients and healthcare stakeholders.**



WHAT'S IN IT FOR THE PATIENT

We are committed to a patient-centric approach, **putting them at the heart of what we do.** With a unique and empathetic understanding of patients’ needs, and thanks to our unrivaled proximity, we are capable of providing **personalized support with the aim to improve the outcomes that matter most to them.**



WHAT AIR LIQUIDE HEALTHCARE BRINGS

By aligning all the healthcare stakeholders around patients’ outcomes, we can play a key role to make the healthcare system more sustainable for the future, **by delivering a better quality of care for patients.**



4

Changing care with
**Healthcare
institutions**

Making the link between the hospital and patients at home in a way that guarantees a safe and more human environment for the patients and contributes to optimize the resources at the hospital



OUR MESSAGE

By being the link between hospitals and patients at home thanks to our excellence in home healthcare services, **our Value-based Healthcare approach is able to create efficiencies in the system.**



WHAT'S IN IT FOR THE PATIENT

We discharge the hospitals allowing them to focus on acute care and **bringing to patients personalized care at home** with the goal to improve their quality of life and well-being.



WHAT AIR LIQUIDE HEALTHCARE BRINGS

Air Liquide Healthcare currently serves **1.9 million patients** worldwide living with chronic diseases at home. We offer ongoing support following discharge from hospital thanks to **our complete value service adapted to each patient's needs.**



Changing care with
**Public authorities
and payers**

Demonstrating how we aim at contributing to the **sustainability of the healthcare system** and at **providing the best outcomes at the best cost**



OUR MESSAGE

By developing a long term, value-driven and patient-centric approach, we can address the public health issues of **chronic diseases management and ageing of the population** through a better allocation of care at the right time and place, with the goal to drive cost efficiencies for the healthcare system.



WHAT'S IN IT FOR THE PATIENT

Our objective is to contribute to **maintaining or even improving the quality of life** of patients at home under safe and optimized conditions, helping them avoid long term complications, and enabling a better allocation of care through flexible and adaptable care.



WHAT AIR LIQUIDE HEALTHCARE BRINGS

We are the value **partner present at every step of the patient pathway** providing our expertise and services in every location of care: from hospitals, community care centres, and to home. Thanks to our operational excellence and our capacity to provide medico-economic evidence, we are aiming at driving **cost efficiencies and new reimbursement models**, and contributing to the sustainability of the healthcare system.



6

Changing care with **Manufacturers**

Leveraging our unique know-how of care services and technological expertise to **help patients make the best possible use of their allocated devices**



OUR MESSAGE

The thorough knowledge, direct access to patients in their homes, and the technological expertise provided by our staff allow us to **recommend and adapt the best device for each patient, providing optimized use of the device.**



WHAT'S IN IT FOR THE PATIENT

Air Liquide Healthcare **facilitates patients' daily use of their devices.** Continuously **analyzing and sharing patients' clinical data with healthcare professionals,** we can help provide them with the best adapted care plans and empower them in their treatment follow-up.



WHAT AIR LIQUIDE HEALTHCARE BRINGS

Thanks to our technological knowledge and proximity with patients, **we identify the best and personalized solution, facilitating patients treatment adherence** and making us a key partner to provide optimized use and results of the selected devices. We are also able to broadly distribute these medical devices, share patient feedback and first-hand knowledge allowing manufacturers to continuously innovate.



**Changing care. With Value-based Healthcare.
With you.**