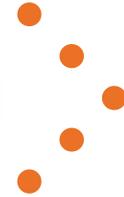


Moving forward



Create Shareholder Value

Seifi Ghasemi
Chairman, President and
Chief Executive Officer

Citi Basic Materials Conference

November 30 2016



Forward-looking statements

This presentation contains “forward-looking statements” within the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, including statements about earnings guidance and business outlook. These forward-looking statements are based on management’s reasonable expectations and assumptions as of the date this report is filed. Actual performance and financial results may differ materially from projections and estimates expressed in the forward-looking statements because of many factors not anticipated by management, including, without limitation, global or regional economic conditions (including, as to the United Kingdom and Europe, the impact of the recent “Brexit” referendum) and supply and demand dynamics in market segments into which the Company sells; the inability to eliminate stranded costs previously allocated to the Company’s Electronic Materials division after the Company’s spin-off of the division and other unexpected impacts of the spin-off; significant fluctuations in interest rates and foreign currencies from that currently anticipated; future financial and operating performance of major customers; unanticipated contract terminations or customer cancellations or postponement of projects and sales; asset impairments due to economic conditions or specific events; ability to protect and enforce the Company’s intellectual property rights; unexpected changes in raw material supply and markets; the impact of price fluctuations in natural gas and disruptions in markets and the economy due to oil price volatility; the ability to recover increased energy and raw material costs from customers; costs and outcomes of litigation or regulatory investigations; the success of productivity and operational improvement programs; the timing, impact, and other uncertainties of future acquisitions or divestitures; political risks, including the risks of unanticipated government actions; acts of war or terrorism; the impact of changes in environmental, tax or other legislation and regulatory activities in jurisdictions in which the Company and its affiliates operate; and other risk factors described in the Company’s Form 10-K for its fiscal year ended September 30, 2015. The Company disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained in this report to reflect any change in the Company’s assumptions, beliefs or expectations or any change in events, conditions, or circumstances upon which any such forward-looking statements are based.

Air Products today

~\$10
billion in sales

~17,000
employees

50+
countries

~\$30B
market cap

7+
decades in business

170,000+
customers

1800
miles of industrial
gas pipeline

750+
production
facilities

30+
industries
served

Air Products is...

...a leader in the global industrial gas industry with:

- Established leading positions in diverse end markets, including energy, chemicals, metals, electronics and manufacturing
- Growth opportunities driven by Energy, Environmental and Emerging markets
- Complementary equipment businesses
- A multi-billion project backlog with long-term contracts that generate consistent and predictable cash flows
- Leading positions in key growth regions including profitable joint ventures
- A prudent capital structure with a solid balance sheet supporting long-term profitable growth



APD segments

FY16 Sales: \$9.5 B

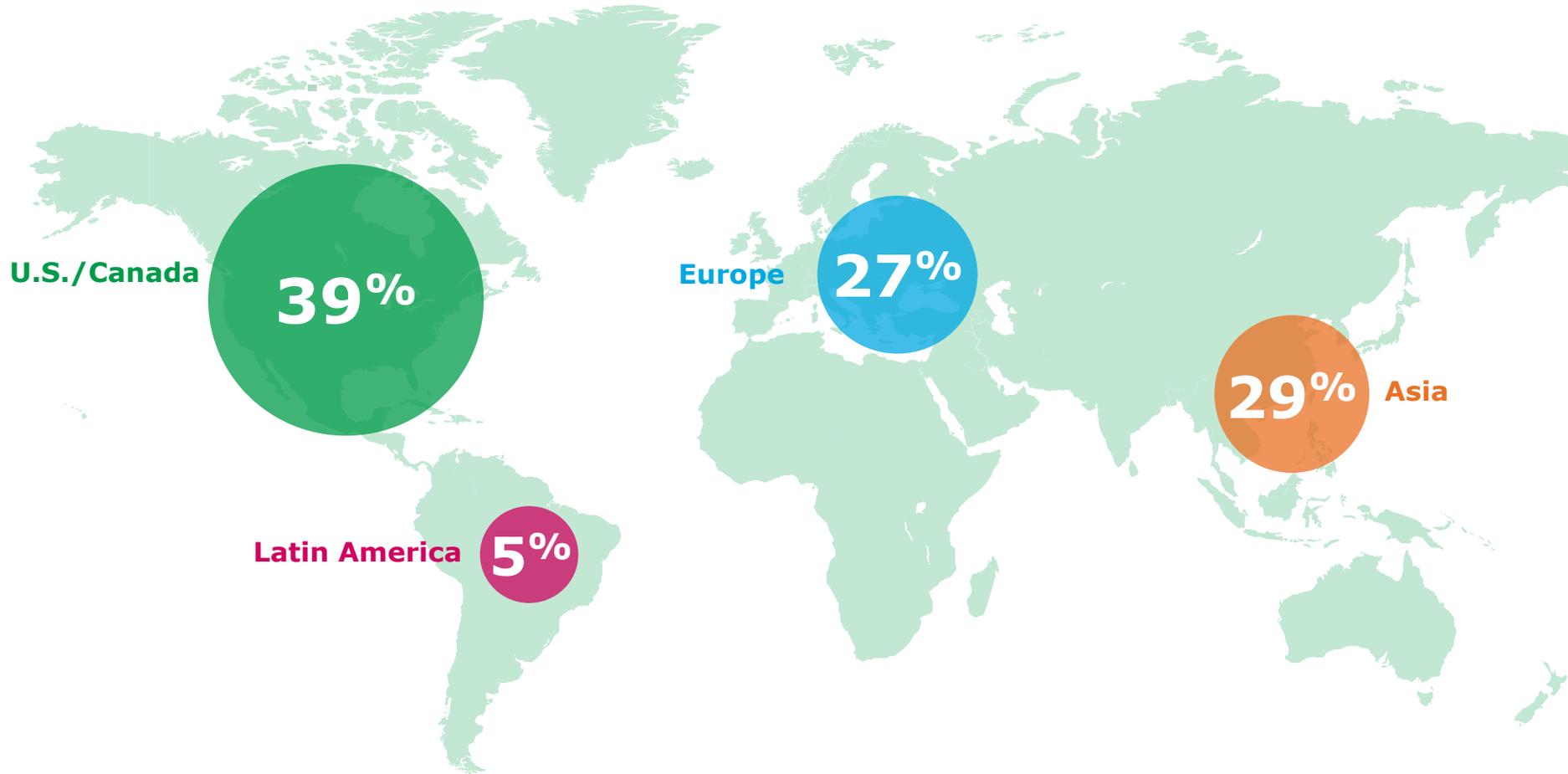


FY16 EBITDA: \$3.3 B



APD global presence

FY16 Sales = \$9.5 billion



End Markets We Serve

APD (ex MT) FY15 Sales: \$7.8 B



APD Joint Ventures

Profitable joint ventures with leadership positions in emerging markets

	Mexico	Italy	South Africa	India	Saudi Arabia	Thailand
						
Sales (\$B, 100%)	\$0.65	\$0.55	\$0.20	\$0.20	\$0.15	\$0.15
AP Ownership	40%	49%	50%	50%	25%	49%

FY 2016	Air Products (as reported)	Equity Affiliates¹ (100% basis)	Combined² (AP + 100% EA)
Sales (\$B)	\$9.5	\$2.3	\$11.8
Op Inc (\$B)	\$2.2	\$0.5	\$2.7
Op Margin	23.1%	21.1%	22.7%

Partially owned JV's create exposure to 24% more sales and 22% more op income

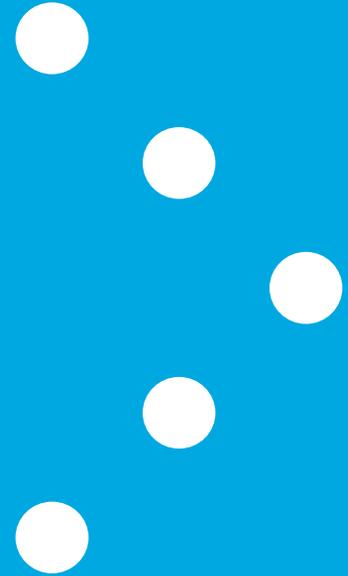
1. Please refer to financial statements for equity affiliate accounting.
 2. Non-GAAP. If Air Products was to gain controlling financial interest and then consolidate, the results would be different than shown here

Strong Growth Opportunities

- Large onsite investments driven by Energy, Environmental and Emerging market growth globally
 - Petrochemical investments in the US Gulf Coast
 - Coal Gasification in China
 - Refinery hydrogen globally
 - New wave of demand for outsourced industrial gases for Oil & Chemical industry driven by lower oil prices
- Merchant business growth driven by underlying manufacturing economy



Moving Forward



Our Goal

Air Products will be the **safest** and the **most profitable** industrial gas company in the world, providing excellent service to our customers

Creating shareholder value

Management philosophy

Shareholder Value

Cash is king; cash flow drives long-term value. What counts in the long term is the increase in **per share value** of our stock, not size or growth.

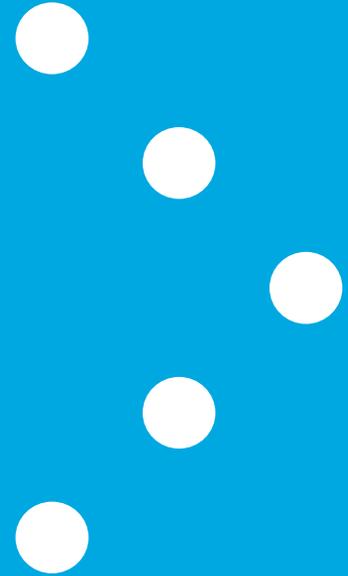
CEO Focus

Capital allocation is the most important job of the CEO.

Operating Model

Decentralized organization releases entrepreneurial energy and keeps both costs and politics (“bureaucracy”) down.

Our Strategic Plan

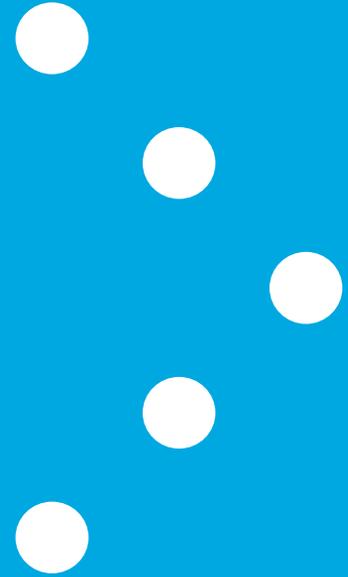


Our Plan

5 point plan summary

Focus on the core 	Restructure organization 	Change culture 	Control capital/costs 	Align rewards 
Industrial gases	Decentralize	Safety	Capex	Reward performance
Key geographies	Geographic alignment	Simplicity	Hurdle rates	EBITDA/value creation target
		Speed	Corporate cost	
		Self-confidence	Ops./Dist. efficiency	
✓	✓	=	✓ =	✓

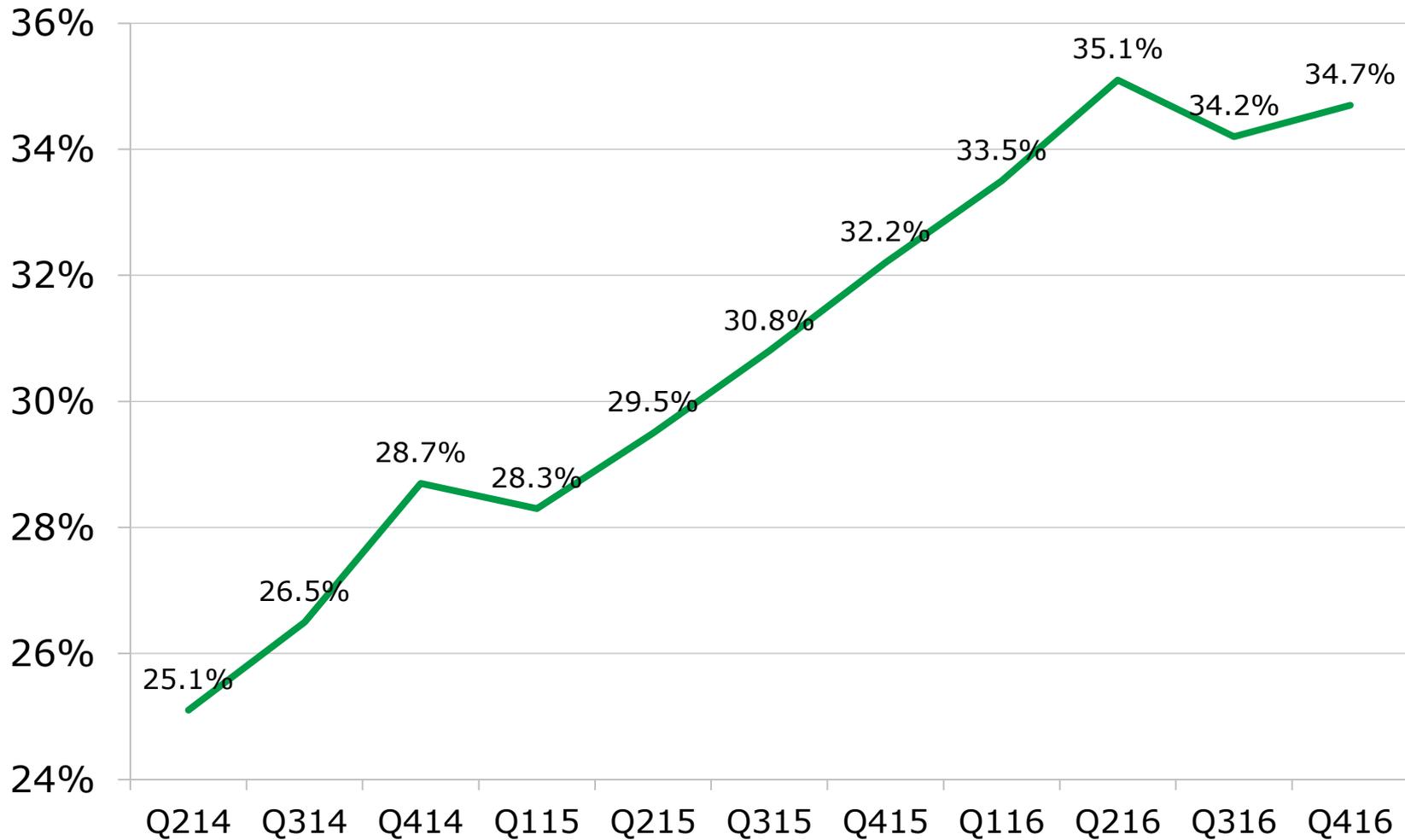
Our Results



Safety results

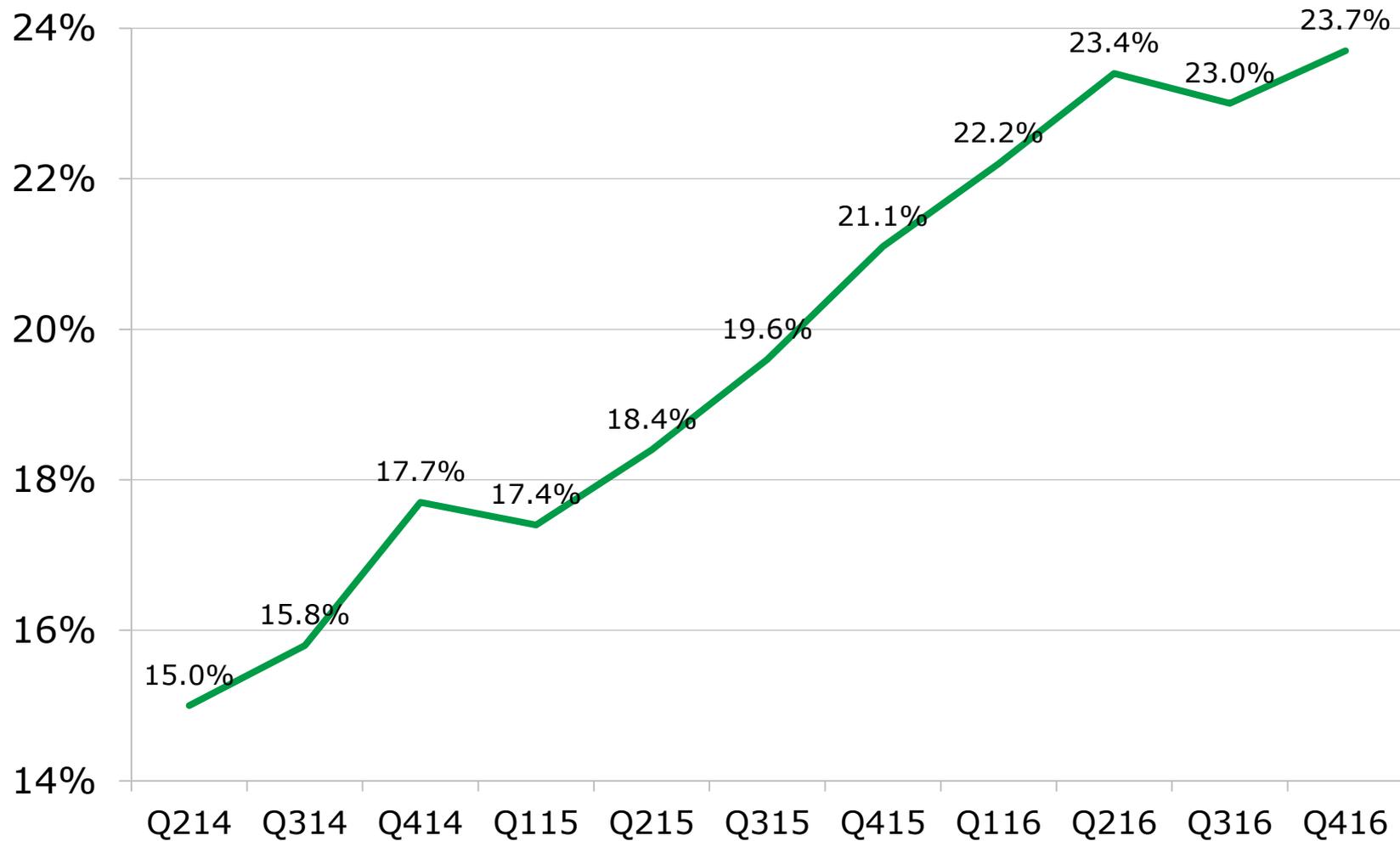
	FY15	FY16	Change
Employee Lost Time Injury Rate	0.20	0.16	20% Better
Employee Recordable Injury Rate	0.49	0.43	12% Better

EBITDA Margin Trend



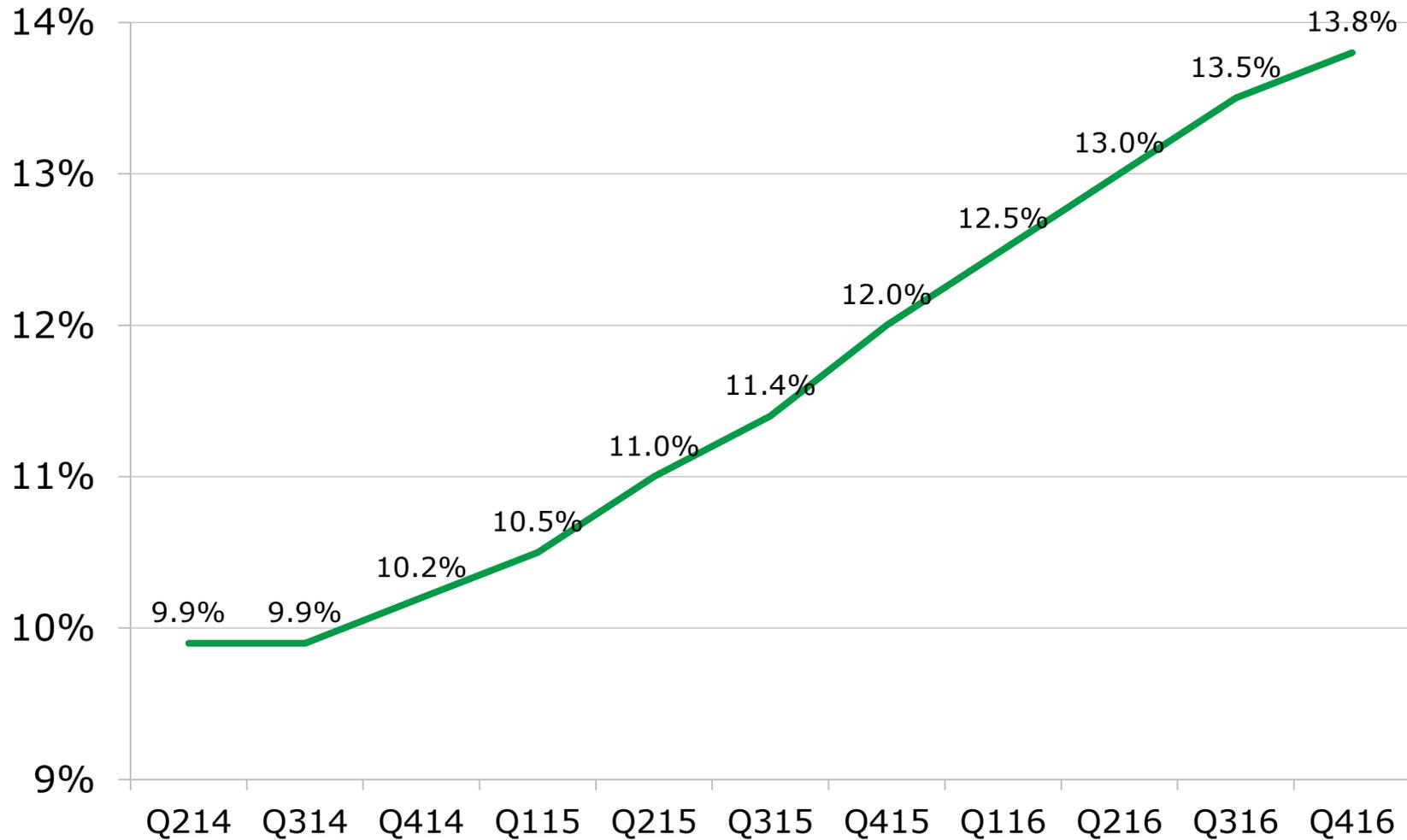
Based on continuing ops, non-GAAP measures, see appendix for reconciliation
FY14 information not audited

EBIT Margin Trend



Based on continuing ops, non-GAAP measures, see appendix for reconciliation
FY14 information not audited

ROCE Trend



Based on continuing ops, non-GAAP measures, see appendix for reconciliation
FY14 information not audited

Full Fiscal Year Summary

	FY15	FY16	Change
Sales \$billions	\$9.9	\$9.5	(4%)
EBITDA \$billions	\$3.0	\$3.3	+10%
EBITDA % margin	30.2%	34.4%	+420bp
Free Cash Flow \$millions	\$411	\$913	+\$502
EPS \$/share	\$6.60	\$7.55	+14%
ROCE	12.0%	13.8%	+180bp

Fiscal Year Cash Flow Focus

(\$ million)	FY15	FY16	Change
EBITDA	\$2,984	\$3,273	\$289
Interest	(104)	(116)	(12)
Cash Tax	(393)	(441)	(48)
Maintenance Capex	(250)	(271)	(21)
Distributable Cash Flow	\$2,238	\$2,445	\$207
<i>DCF (\$/share)</i>	<i>\$10.30</i>	<i>\$11.20</i>	
Growth Capex	(1,149)	(811)	338
Dividends	(678)	(721)	(43)
Free Cash Flow	\$411	\$913	\$502

- Improved Distributable Cash Flow and positive Free Cash Flow
- Higher EBITDA and reduced capex, partially offset by higher cash taxes and dividends

Regional Industrial Gases EBITDA Margin

	FY15	FY16	Delta
Gases Americas	34.9%	41.6%	670bp
Gases EMEA	30.4%	35.6%	520bp
Gases Asia	38.4%	41.0%	260bp

- Taking the Lead productivity programs drive margin improvement

FY16

- Focus on the core Industrial Gases
 - Completed spin-off of Versum Materials
 - Announced sale of PMD to Evonik
- Major projects onstream
 - Yulin China oxygen
 - Scotford Canada hydrogen
 - Big River Steel Arkansas ASU/liquid
- Significant progress on Jazan project
- Major project wins
 - PKEDZ Nanjing China ASU
 - Chemours Tennessee ASU
 - Ulsan, Korea ASU
 - Other projects not disclosed at customers' requests





Spin-off of Versum Materials & sale of PMD are expected to create \$2.6 billion for APD

	Sale of PMD	Spin of EMD
Sale price of PMD	\$3.8 billion	
Gross proceeds from Versum spin-off		~\$1 billion
<u>Expected tax</u>	<u>~\$1 billion</u>	<u>\$0 billion</u>
After tax proceeds	~\$2.8 billion	~\$1 billion
<u>Debt pay down</u>	<u>~\$0.5 billion</u>	<u>~\$0.7 billion</u>
Net Capacity	~\$2.3 billion	~\$0.3 billion

- Air Products expects to pay down debt to maintain its current targeted A/A2 rating, debt pay down assumed at 2xEBITDA

Driving Business Improvement

- First \$300 million
 - Overhead reductions enabled by restructuring
 - **Complete & Delivered**
- Second \$300 million
 - Operational improvements enabled by empowered organization
 - **Ahead of Commitments**

<u>\$ million</u>	<u>Original Plan</u>	<u>Actual / Updated Plan</u>
FY16	\$37	\$75
FY17	\$75	\$100
FY18	\$75	\$125
FY19	\$75	
FY20	\$37	

Outlook

	FY16 Q1 EPS	FY17 Q1 EPS	Delta	FY16 EPS	FY17 EPS	Delta
Excludes PMD	\$1.36	\$1.40 to \$1.50	Up 3% to 10%	\$5.74	\$6.25 to \$6.50	Up 9% to 13%
Includes PMD	\$1.50	\$1.60 to \$1.70	Up 7% to 13%	\$6.53	\$7.10 to \$7.35	Up 9% to 13%

FY17 Capital Spending = Approx. \$1.2 billion

Outlook as of Oct 27 2016 Earnings Release
 FY 16 based on estimate of EMD & PMD discontinued operations
 FY 17 guidance;

- No EMD/Versum business included
- Capex does not include any significant acquisitions

Non-GAAP measures, see appendix for reconciliation

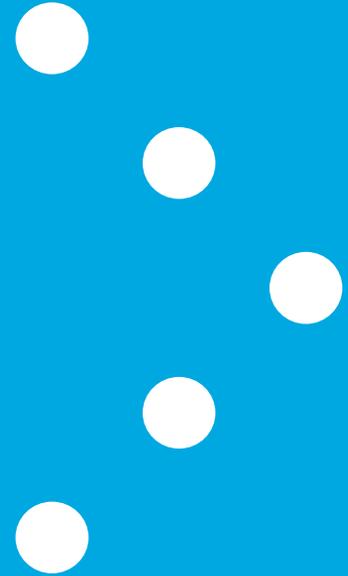
Moving forward

- Major restructuring of Air Products is behind us
- Our focus is now on profitable growth
- We now have the balance sheet to pursue growth opportunities for;
 - Acquisitions
 - Energy projects
 - Environmental projects
 - Emerging market growth
- In addition, we are committed to growing our dividend while maintaining our current A credit rating
- We will consider share repurchases if market conditions create a compelling opportunity

Our competitive advantage

The only sustainable element
of long-term competitive
advantage is the degree of
commitment and **motivation**
of the people in the enterprise

Appendix Slides



Appendix: Q416 and Full Year FY16 Results



(\$ Millions, except per share data)

	GAAP Measure				Non GAAP Adjusts.		Non GAAP Measure				
	Q416	Q415	\$ Change	% Change	Q416 (2)	Q415 (3)	Q416	Q415	\$ Change	% Change	
Q416 vs. Q415 - Total Company											
Sales	2,463.0	2,449.4	13.6	1%			2,463.0	2,449.4	13.6	1%	
Operating Income	547.0	474.3	72.7	15%	37.2	42.6	584.2	516.9	67.3	13%	
Operating Margin	22.2%	19.4%		280bp			23.7%	21.1%		260bp	
Income from Cont. Ops. (1)	402.0	346.0	56.0	16%	38.8	52.7	440.8	398.7	42.1	11%	
Diluted EPS - Cont. Ops. (1)	\$1.84	\$1.59	\$0.25	16%	0.17	0.24	\$2.01	\$1.83	\$0.18	10%	
Q416 vs. Q316 - Total Company											
Sales	2,463.0	2,434.4	28.6	1%	37.2	24.7	2,463.0	2,434.4	28.6	1%	
Operating Income	547.0	535.1	11.9	2%	37.2	24.7	584.2	559.8	24.4	4%	
Operating Margin	22.2%	22.0%		20bp			23.7%	23.0%		70bp	
Income from Cont. Ops. (1)	402.0	355.7	46.3	13%	38.8	64.1	440.8	419.8	21.0	5%	
Diluted EPS - Cont. Ops. (1)	\$1.84	\$1.63	\$0.21	13%	0.17	0.29	\$2.01	\$1.92	\$0.09	5%	
FY16 vs. FY15 - Total Company											
Sales	9,524.4	9,894.9	(370.5)	(4%)	92.5	184.9	9,524.4	9,894.9	(370.5)	(4%)	
Operating Income	2,106.0	1,708.3	397.7	23%	92.5	184.9	2,198.5	1,893.2	305.3	16%	
Operating Margin	22.1%	17.3%		480bp			23.1%	19.1%		400bp	
Income from Cont. Ops. (1)	1,515.3	1,284.7	230.6	18%	132.5	149.1	1,647.8	1,433.8	214.0	15%	
Diluted EPS - Cont. Ops. (1)	\$6.94	\$5.91	\$1.03	17%	0.61	0.69	\$7.55	\$6.60	\$0.95	14%	

(1) Attributable to Air Products

(2) Non GAAP Adjustments - FY16

	Q116			Q216			Q316			Q416			FY16		
	Op Inc	Cont Ops	EPS	Op Inc	Cont Ops	EPS									
Business restructuring/cost reduction actions				8.6	7.1	0.03	14.2	9.3	0.04	11.1	7.6	0.03	33.9	24.0	0.11
Pension settlement loss				2.6	1.6	0.01	1.0	0.6	-	2.8	1.9	0.01	6.4	4.1	0.02
Business separation costs	12.0	12.0	0.06	7.4	8.9	0.04	9.5	6.5	0.03	23.3	20.9	0.09	52.2	48.3	0.22
Tax costs associated with businesses separation									0.22		4.1	0.02	-	51.8	0.24
Loss on extinguishment of debt	-	-	-	-	-	-	-	-	-	-	4.3	0.02	-	4.3	0.02
Total Adjustments	12.0	12.0	0.06	18.6	17.6	0.08	24.7	64.1	0.29	37.2	38.8	0.17	92.5	132.5	0.61

(3) Non GAAP Adjustments - FY15

	Q115			Q215			Q315			Q415			FY15		
	Op Inc	Cont Ops	EPS	Op Inc	Cont Ops	EPS									
Business restructuring/cost reduction actions	32.4	21.7	0.10	55.4	38.2	0.18	58.2	38.8	0.18	61.7	54.5	0.25	207.7	153.2	0.71
Pension settlement loss				12.6	7.9	0.04	1.6	1.0	-	7.0	4.8	0.02	21.2	13.7	0.06
Gain on previously held equity interest	(17.9)	(11.2)	(0.05)										(17.9)	(11.2)	(0.05)
Business separation costs										7.5	7.5	0.03	7.5	7.5	0.03
Gain on land sales										(33.6)	(28.3)	(0.13)	(33.6)	(28.3)	(0.13)
Loss on extinguishment of debt	-	-	-	-	-	-	-	-	-	-	14.2	0.07	-	14.2	0.07
Total Adjustments	14.5	10.5	0.05	68.0	46.1	0.22	59.8	39.8	0.18	42.6	52.7	0.24	184.9	149.1	0.69

Appendix: Adjusted EBITDA Trend

\$ Millions	Q115	Q215	Q315	Q415	FY15	Q116	Q216	Q316	Q416	FY16	Q416 vs PY		Q416 vs PQ		FY16 vs FY15	
											\$	%	\$	%	\$	%
Income From Continuing Operations	339.2	298.8	334.9	351.5	1,324.4	386.2	387.6	363.0	408.9	1,545.7						
Add: Interest expense	29.1	23.4	28.2	22.8	103.5	22.2	25.7	35.0	32.6	115.5						
Add: Income tax provision	107.1	87.7	104.1	119.4	418.3	135.9	132.5	179.5	138.6	586.5						
Add: Depreciation and amortization	235.5	233.3	233.0	234.6	936.4	232.7	232.1	230.6	230.5	925.9						
Add Non GAAP pre-tax adjustments (1)	<u>14.5</u>	<u>68.0</u>	<u>59.8</u>	<u>59.2</u>	<u>201.5</u>	<u>12.0</u>	<u>18.6</u>	<u>24.7</u>	<u>44.1</u>	<u>99.4</u>						
Adjusted EBITDA	725.4	711.2	760.0	787.5	2,984.1	789.0	796.5	832.8	854.7	3,273.0	67.2	9%	21.9	3%	288.9	10%
Sales	2,560.8	2,414.5	2,470.2	2,449.4	9,894.9	2,355.8	2,271.2	2,434.4	2,463.0	9,524.4						
Adjusted EBITDA Margin	28.3%	29.5%	30.8%	32.2%	30.2%	33.5%	35.1%	34.2%	34.7%	34.4%	250bp		50bp		420bp	

(1) Non GAAP Pre-Tax Adjustments

	Q115	Q215	Q315	Q415	FY15	Q116	Q216	Q316	Q416	FY16
Business restructuring/cost reduction actions	32.4	55.4	58.2	61.7	207.7	0.0	8.6	14.2	11.1	33.9
Pension Settlement Loss	0.0	12.6	1.6	7.0	21.2	0.0	2.6	1.0	2.8	6.4
Gain on previously held equity investment	(17.9)	0.0	0.0	0.0	(17.9)	0.0	0.0	0.0	0.0	0.0
Business separation costs	0.0	0.0	0.0	7.5	7.5	12.0	7.4	9.5	23.3	52.2
Gain on land sales	0.0	0.0	0.0	(33.6)	(33.6)	0.0	0.0	0.0	0.0	0.0
Loss on extinguishment of debt	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>16.6</u>	<u>16.6</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>6.9</u>	<u>6.9</u>
Non GAAP pre-tax adjustments	<u>14.5</u>	<u>68.0</u>	<u>59.8</u>	<u>59.2</u>	<u>201.5</u>	<u>12.0</u>	<u>18.6</u>	<u>24.7</u>	<u>44.1</u>	<u>99.4</u>

Appendix: Adjusted EBITDA by Segment

\$ Millions	Q115	Q215	Q315	Q415	FY15	Q116	Q216	Q316	Q416	FY16	Q416 vs PY		Q416 vs PQ		FY16 vs FY15	
											\$	%	\$	%	\$	%
Gases - Americas																
Operating Income	211.2	182.0	206.5	208.7	808.4	211.8	224.2	234.5	224.7	895.2						
Add: Depreciation and amortization	103.6	103.3	103.9	106.1	416.9	108.8	109.4	111.9	112.4	442.5						
Add Equity Affiliates' Income	<u>17.2</u>	<u>15.1</u>	<u>17.3</u>	<u>15.0</u>	<u>64.6</u>	<u>14.5</u>	<u>7.7</u>	<u>15.9</u>	<u>14.6</u>	<u>52.7</u>						
Adjusted EBITDA	332.0	300.4	327.7	329.8	1,289.9	335.1	341.3	362.3	351.7	1,390.4	21.9	7%	(10.6)	(3%)	100.5	8%
Adjusted EBITDA Margin	33.1%	33.7%	36.5%	36.6%	34.9%	40.1%	42.8%	43.5%	40.1%	41.6%		350bp		(340)bp		670bp
Gases - EMEA																
Operating Income	81.3	71.0	87.6	90.8	330.7	91.7	89.4	103.4	98.3	382.8						
Add: Depreciation and amortization	51.1	47.6	47.0	48.6	194.3	46.7	48.3	45.1	45.6	185.7						
Add Equity Affiliates' Income	<u>10.3</u>	<u>8.0</u>	<u>12.1</u>	<u>12.0</u>	<u>42.4</u>	<u>7.6</u>	<u>7.2</u>	<u>11.3</u>	<u>10.4</u>	<u>36.5</u>						
Adjusted EBITDA	142.7	126.6	146.7	151.4	567.4	146.0	144.9	159.8	154.3	605.0	2.9	2%	(5.5)	(3%)	37.6	7%
Adjusted EBITDA Margin	28.5%	28.2%	32.2%	32.9%	30.4%	33.3%	34.5%	37.4%	37.2%	35.6%		430bp		(20)bp		520bp
Gases - Asia																
Operating Income	90.5	84.7	100.9	104.4	380.5	116.7	104.4	118.1	109.9	449.1						
Add: Depreciation and amortization	49.6	50.3	51.9	51.1	202.9	51.7	48.5	49.2	47.7	197.1						
Add Equity Affiliates' Income	<u>14.6</u>	<u>9.4</u>	<u>12.7</u>	<u>9.4</u>	<u>46.1</u>	<u>11.7</u>	<u>17.4</u>	<u>14.8</u>	<u>13.9</u>	<u>57.8</u>						
Adjusted EBITDA	154.7	144.4	165.5	164.9	629.5	180.1	170.3	182.1	171.5	704.0	6.6	4%	(10.6)	(6%)	74.5	12%
Adjusted EBITDA Margin	38.8%	36.7%	39.6%	38.5%	38.4%	43.6%	41.9%	40.7%	38.2%	41.0%		(30)bp		(250)bp		260bp
Gases - Global																
Operating Income	(17.9)	(7.9)	(24.1)	(1.7)	(51.6)	(19.3)	(10.9)	(13.9)	22.8	(21.3)						
Add: Depreciation and amortization	4.3	5.5	4.2	2.5	16.5	2.1	1.8	2.0	2.0	7.9						
Add Equity Affiliates' Income	<u>0.4</u>	<u>(0.2)</u>	<u>0.0</u>	<u>(1.0)</u>	<u>(0.8)</u>	<u>(0.5)</u>	<u>0.0</u>	<u>(0.1)</u>	<u>0.5</u>	<u>(0.1)</u>						
Adjusted EBITDA	(13.2)	(2.6)	(19.9)	(0.2)	(35.9)	(17.7)	(9.1)	(12.0)	25.3	(13.5)	25.5			37.3		22.4
Materials Technologies																
Operating Income	104.6	124.2	131.5	116.4	476.7	127.2	129.3	135.2	138.5	530.2						
Add: Depreciation and amortization	24.0	23.3	22.7	22.8	92.8	19.6	20.0	18.6	19.2	77.4						
Add Equity Affiliates' Income	<u>0.6</u>	<u>0.7</u>	<u>0.3</u>	<u>0.6</u>	<u>2.2</u>	<u>0.4</u>	<u>0.2</u>	<u>0.5</u>	<u>0.6</u>	<u>1.7</u>						
Adjusted EBITDA	129.2	148.2	154.5	139.8	571.7	147.2	149.5	154.3	158.3	609.3	18.5	13%	4.0	3%	37.6	7%
Adjusted EBITDA Margin	24.7%	27.8%	28.6%	28.5%	27.4%	30.0%	30.2%	29.7%	30.7%	30.2%		220bp		100bp		280bp
Corporate/Other																
Operating Income	(22.9)	(9.1)	(17.8)	(1.7)	(51.5)	(5.5)	(4.5)	(17.5)	(10.0)	(37.5)						
Add: Depreciation and amortization	2.9	3.3	3.3	3.5	13.0	3.8	4.1	3.8	3.6	15.3						
Add Equity Affiliates' Income	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>						
Adjusted EBITDA	(20.0)	(5.8)	(14.5)	1.8	(38.5)	(1.7)	(0.4)	(13.7)	(6.4)	(22.2)	(8.2)			7.3		16.3

Appendix: ROCE

Moving forward



	<u>Q114</u>	<u>Q214</u>	<u>Q314</u>	<u>Q414</u>	<u>Q115</u>	<u>Q215</u>	<u>Q315</u>	<u>Q415</u>	<u>Q116</u>	<u>Q216</u>	<u>Q316</u>	<u>Q416</u>
Numerator												
GAAP Net Income from continuing operations attributable to Air Products		285.7	315.9	104.2	326.3	291.9	320.5	346.0	377.8	379.8	355.7	402.0
Add Interest Expense Impact												
Before tax interest expense		31.5	31.3	29.0	29.1	23.4	28.2	22.8	22.2	25.7	35.0	32.6
Interest expense tax impact		<u>(7.6)</u>	<u>(7.5)</u>	<u>(14.4)</u>	<u>(7.0)</u>	<u>(5.3)</u>	<u>(6.7)</u>	<u>(5.8)</u>	<u>(5.8)</u>	<u>(6.6)</u>	<u>(11.6)</u>	<u>(8.2)</u>
Add net interest expense Impact		23.9	23.8	14.6	22.1	18.1	21.5	17.0	16.4	19.1	23.4	24.4
Add Net income attributable to non controlling interests		<u>8.0</u>	<u>9.5</u>	<u>(25.0)</u>	<u>12.9</u>	<u>6.9</u>	<u>14.4</u>	<u>5.5</u>	<u>8.4</u>	<u>7.8</u>	<u>7.3</u>	<u>6.9</u>
GAAP Earnings After Tax		317.6	349.2	93.8	361.3	316.9	356.4	368.5	402.6	406.7	386.4	433.3
Items, after-tax												
Business restructuring/cost reduction actions				8.2	21.7	38.2	38.8	54.5		7.1	9.3	7.6
Pension settlement loss				3.6		7.9	1.0	4.8		1.6	0.6	1.9
Gain on previously held equity interest					(11.2)							
Goodwill and intangible impairment				308.8								
Business separation costs								7.5	12.0	8.9	6.5	20.9
Tax costs associated with business separation											47.7	4.1
Income tax items				(31.0)								
Gain on land sales								(28.3)				
Loss on extinguishment of debt		-	-	-	-	-	-	14.2	-	-	-	4.3
Subtotal Items		0.0	0.0	289.6	10.5	46.1	39.8	52.7	12.0	17.6	64.1	38.8
NON GAAP Earnings After-Tax		317.6	349.2	383.4	371.8	363.0	396.2	421.2	414.6	424.3	450.5	472.1
Denominator												
Total Debt	6,168.3	6,167.1	6,136.0	6,118.5	6,089.0	5,930.2	5,863.2	5,879.0	5,817.8	5,818.0	5,683.7	6,225.2
Air Products Shareholders' Equity	7,264.0	7,370.9	7,696.7	7,365.8	7,351.5	7,332.5	7,586.0	7,249.0	7,367.1	6,916.6	7,045.4	7,079.6
Redeemable Noncontrolling Interest	358.7	343.6	341.4	287.2	288.7	280.0	277.9	0.0	0.0	0.0	0.0	0.0
Noncontrolling Interest	158.7	156.9	159.5	155.6	151.8	143.8	145.3	132.1	131.9	136.5	134.8	133.8
Less assets of discontinued operations	<u>(362.5)</u>	<u>(411.9)</u>	<u>(475.3)</u>	<u>(591.4)</u>	<u>(688.6)</u>	<u>(724.3)</u>	<u>(845.1)</u>	<u>(893.6)</u>	<u>(938.2)</u>	<u>(20.4)</u>	<u>(18.8)</u>	<u>(19.4)</u>
Total Capital	13,587.2	13,626.6	13,858.3	13,335.7	13,192.4	12,962.2	13,027.3	12,366.5	12,378.6	12,850.7	12,845.1	13,419.2
Calculation												
GAAP earnings after-tax - 4 qtr trailing					1,121.9	1,121.2	1,128.4	1,403.1	1,444.4	1,534.2	1,564.2	1,629.0
Five-quarter average total capital					<u>13,520.0</u>	<u>13,395.0</u>	<u>13,275.2</u>	<u>12,976.8</u>	<u>12,785.4</u>	<u>12,717.1</u>	<u>12,693.6</u>	<u>12,772.0</u>
GAAP ROCE					8.3%	8.4%	8.5%	10.8%	11.3%	12.1%	12.3%	12.8%
Non GAAP earnings after-tax - 4 qtr trailing					1,422.0	1,467.4	1,514.4	1,552.2	1,595.0	1,656.3	1,710.6	1,761.5
Five-quarter average total capital					<u>13,520.0</u>	<u>13,395.0</u>	<u>13,275.2</u>	<u>12,976.8</u>	<u>12,785.4</u>	<u>12,717.1</u>	<u>12,693.6</u>	<u>12,772.0</u>
Non GAAP ROCE					10.5%	11.0%	11.4%	12.0%	12.5%	13.0%	13.5%	13.8%

Appendix: FY17 Guidance

Historical Air Products (As Reported)	Diluted EPS	
	Q1	Full Year
2016 GAAP	\$1.73	\$6.94
Business separation costs	0.06	0.22
Tax costs associated with business separation	-	0.24
Business restructuring and cost reduction actions	-	0.11
Pension settlement loss	-	0.02
Loss on extinguishment of debt	-	0.02
2016 Non-GAAP Measure	\$1.79	\$7.55

Excluding Electronic Materials	Q1	Full Year
2016 Non-GAAP Measure	\$1.79	\$7.55
Adjusted Continuing Operations ^(A)	(0.29)	(1.02)
2016 Restated Non-GAAP Measure	\$1.50	\$6.53
2017 Non-GAAP Outlook	1.60-1.70	7.10-7.35
Change Non-GAAP	\$.10-.20	\$.57-.82
% Change Non-GAAP	7%-13%	9%-13%

Excluding Electronic Materials and Performance Materials	Q1	Full Year
2016 Non-GAAP Measure	\$1.79	\$7.55
Adjusted Continuing Operations ^(A)	(0.43)	(1.81)
2016 Restated Non-GAAP Measure	\$1.36	\$5.74
2017 Non-GAAP Outlook	1.40-1.50	6.25-6.50
Change Non-GAAP	\$.04-.14	\$.51-.76
% Change Non-GAAP	3%-10%	9%-13%

^(A)Air Products' current estimates are preliminary and could change as the Company finalizes the accounting for the discontinued operations, which will be reported in future filings.

Moving forward



Thank you
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