

Strategy for Success

Growing in Latin America:
Indura & Air Products

June 19 2012



Forward looking statement

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Strategic drivers

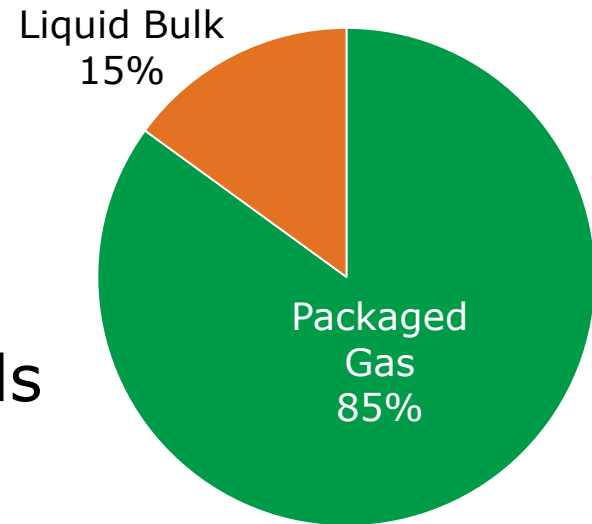
- Expands geographic presence by creating #2 position in the 2nd highest growth region
- Respected market leader with a well-known Brand
- Depth and breadth of employees

Transaction highlights

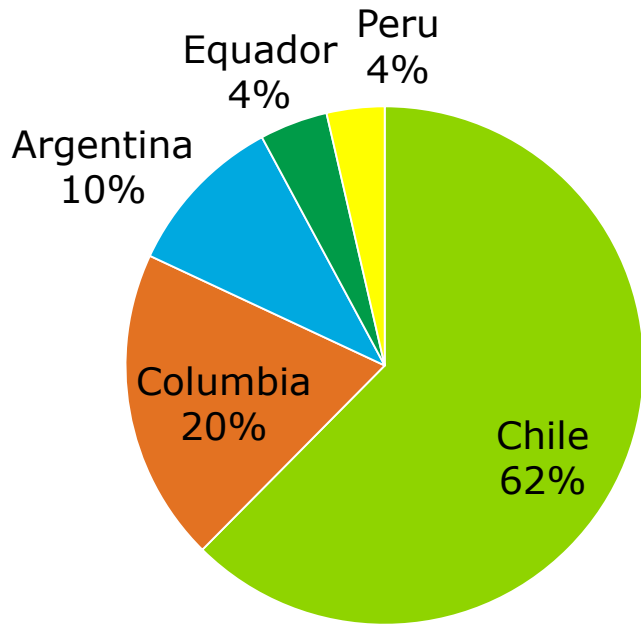
Purchase Consideration	CLP 451 billion (\$884 million) for 67% of Indura in two stages
Indura Sales	CLP 244 billion (\$478 million, March 2012 LTM)
Accretion	Accretive to FY13 EPS

Indura: The largest independent industrial gas company in Latin America:

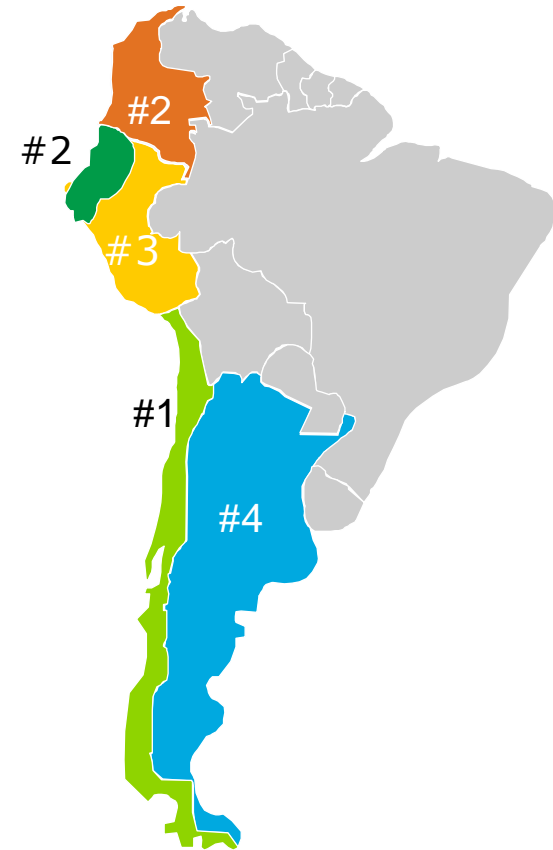
- 2,300 employees
- 50,000 customers
- 20 production plants
- Packaged Gases & Hardgoods
 - Strong brand name and recognition
 - 100 retail stores
 - 40 transfills
 - Welding and safety equipment



Indura in Latin America



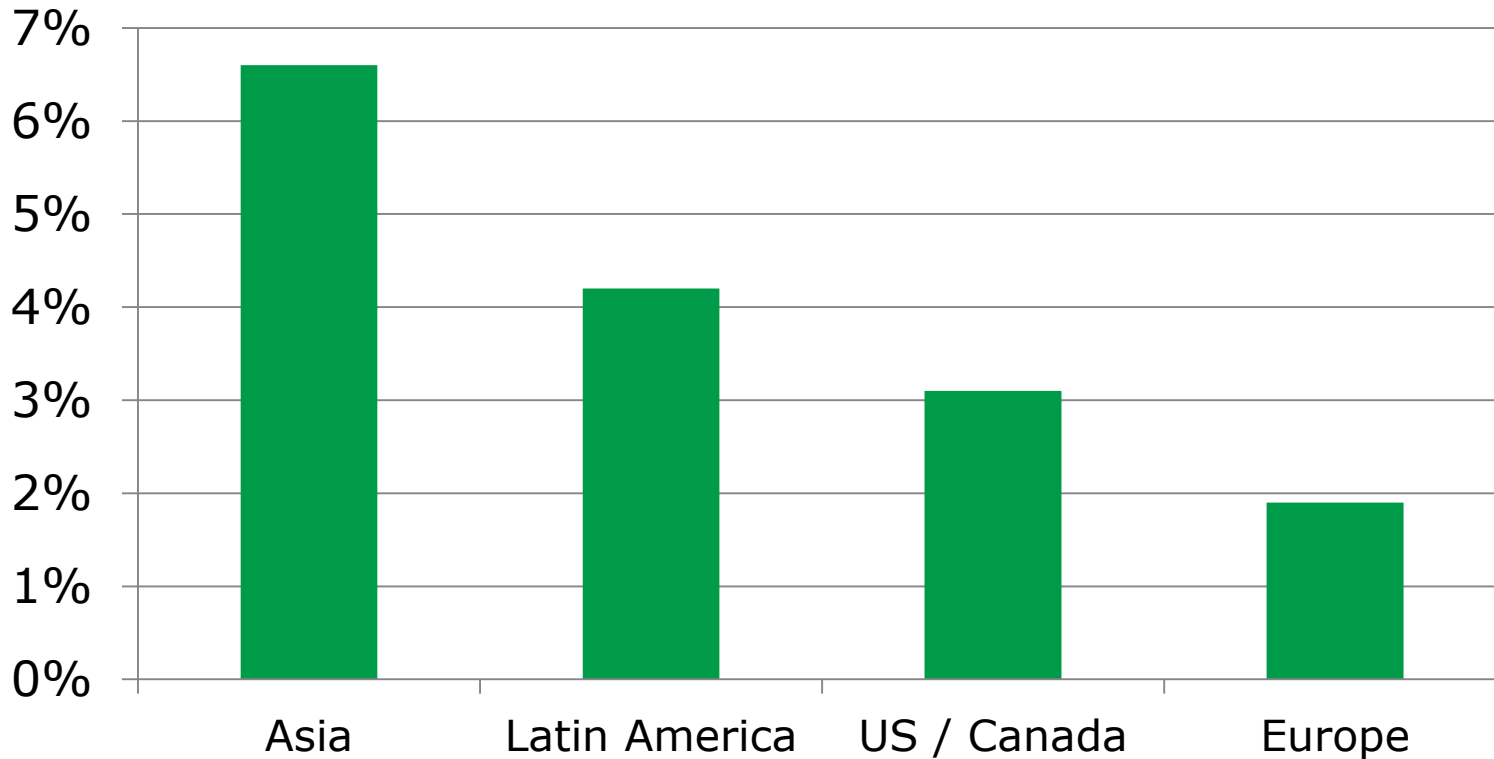
Revenue = \$478 MM



Market Position

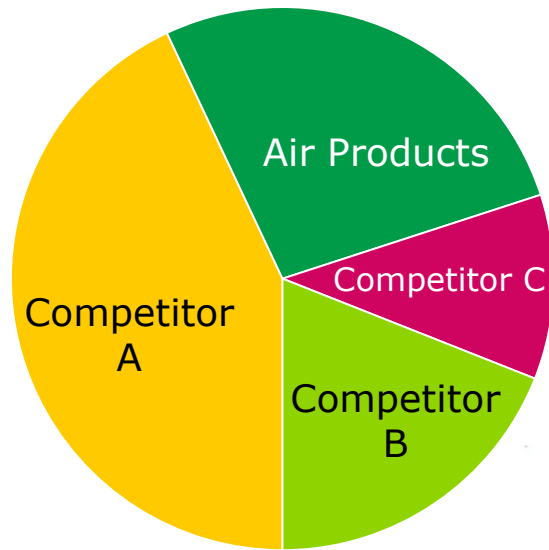
Latin American market offers high growth potential

2013 – 2022 Manufacturing Growth Rates

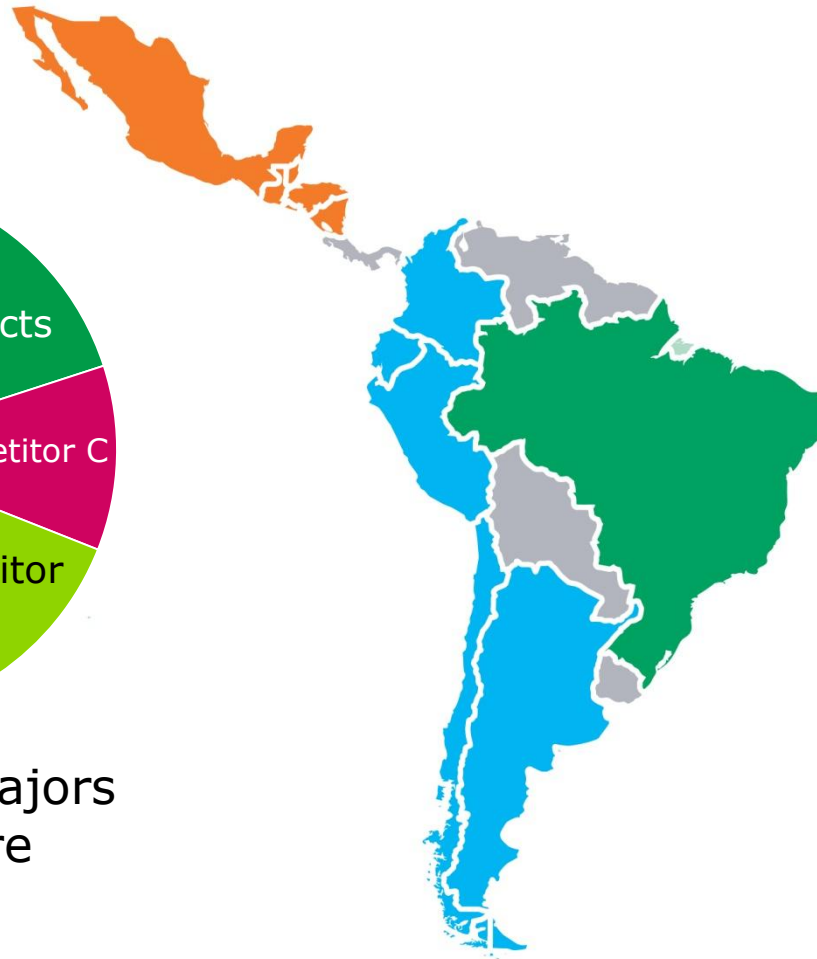


Expect double-digit Latin America Industrial Gas Market Growth

This will create a \$1.5 billion presence for Air Products in Latin America



Latin America Majors Market Share



- Air Products**
Brazil
- Via Grupo Infra:**
Mexico
Belize
Honduras
Guatemala
El Salvador
Nicaragua
- Indura:**
Chile
Peru
Ecuador
Argentina
Colombia

#1 Positions in Mexico and Chile

Notes: Market Share based on AP 2010 estimate, including 100% of JV

Acquisition economics

• Purchase Consideration (67%)	CLP 451 B (\$884MM)
- Equity	CLP 351 B
- Proportional debt	CLP 100 B

• Revenue Mar LTM (100%)	CLP 244 B (\$478MM)
• EBITDA Mar LTM (100%)	CLP 52 B (\$102MM)
• EBITDA Multiple	13x

- EPS Accretive in FY13 and beyond
- Briones family has a put option for their remaining interest

Value creation

Cost synergies

- Independent corporate costs
- Purchasing
- Shared services
- Best practices
(Indura ↔ Air Products)

Growth opportunities

- Broaden on-site presence
- Application extension
- New offerings
(Indura ↔ Air Products)
- Extension of Indura brand



Wrap-up

- Compelling strategic drivers
 - Expands geographic presence by creating #2 position in the 2nd highest growth region
 - Respected market leader with a well-known Brand
 - Depth and breadth of Employees
- Significant value creation
- Excellent fit with 2015 goals

INDURA
Tecnología a su Servicio

AIR PRODUCTS



Thank you... tell me more



AIR
PRODUCTS

2015 by 2015

\$15+ Billion in Sales

20% Operating Margin

15% Return on Capital Employed

Thank you...
tell me more

