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

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

Note: Revenue = Mar 2012 LTM
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

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

- Purchase Consideration (67%)
  - Equity
  - Proportional debt
    - CLP 451 B ($884MM)
    - CLP 351 B
    - 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
Thank you...tell me more
2015 by 2015

$15+ Billion in Sales
20% Operating Margin
15% Return on Capital Employed
Thank you...
tell me more