Strategy for Success

Innovation, Integration and Improvement

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Barclays Chemicals ROC Stars Conference

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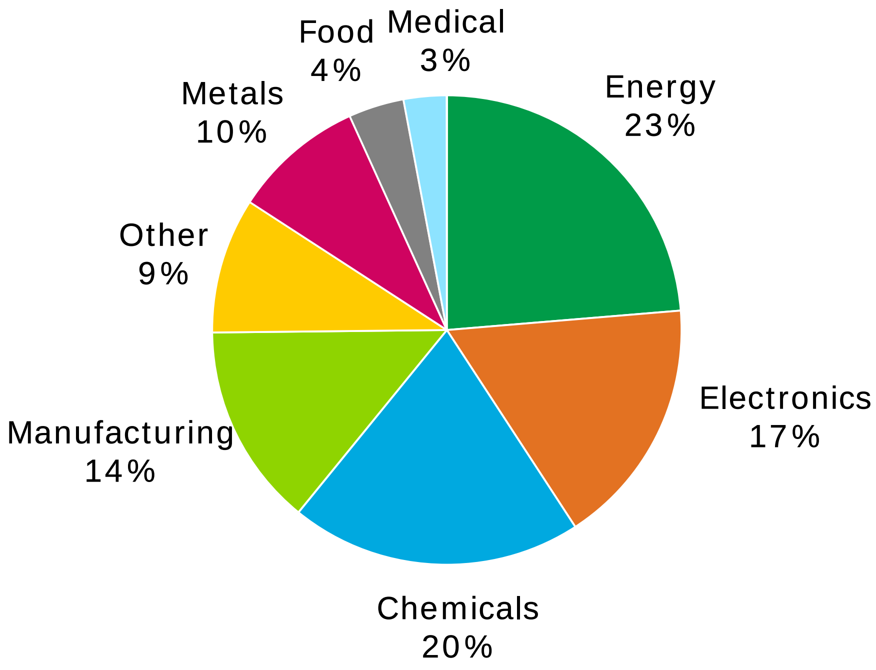
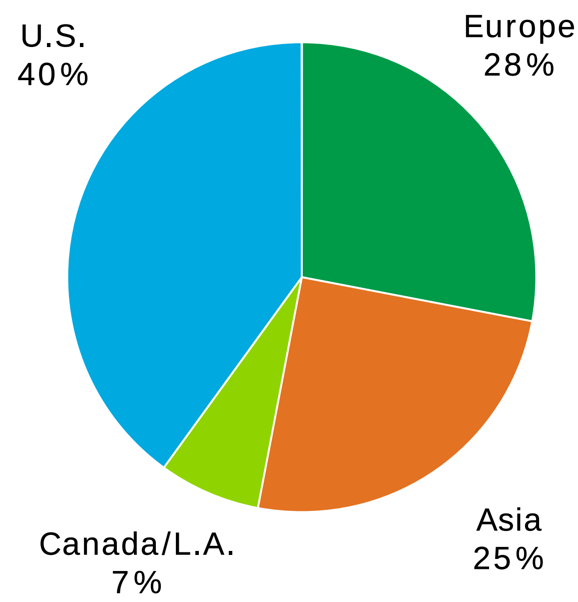
Forward Looking Statement

This presentation contains "forward-looking statements" within the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, including earnings guidance, projections, targets and business outlook. These forward-looking statements are based on management's reasonable expectations and assumptions as of the date of this release. 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, slowing of global economic recovery; renewed deterioration in global or regional economic and business conditions; weakening demand for the Company's products; future financial and operating performance of major customers and industries served by the Company; unanticipated contract terminations or customer cancellations or postponement of projects and sales; the success of commercial negotiations; asset impairments due to economic conditions or specific product or customer events; the impact of competitive products and pricing; interruption in ordinary sources of supply of raw materials; the ability to recover unanticipated increased energy and raw material costs from customers; costs and outcomes of litigation or regulatory activities; successful development and market acceptance of new products and applications; the ability to attract, hire and retain qualified personnel in all regions of the world where the Company operates; the success of productivity programs; the success and impact of restructuring and cost reduction initiatives; achieving anticipated acquisition synergies; the timing, impact, and other uncertainties of future acquisitions or divestitures; significant fluctuations in interest rates and foreign currencies from that currently anticipated; the continued availability of capital funding sources in all of the Company's foreign operations; the impact of environmental, healthcare, tax or other legislation and regulations in jurisdictions in which the Company and its affiliates operate; the impact of new or changed financial accounting guidance; the impact on the effective tax rate of changes in the mix of earnings among our U.S. and international operations; and other risk factors described in the Company's Form 10K for its fiscal year ended September 30, 2011. The Company disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained in this document 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 At a Glance

- $10B in revenues across diverse markets and geographies
- Positioned for continued long-term value creation





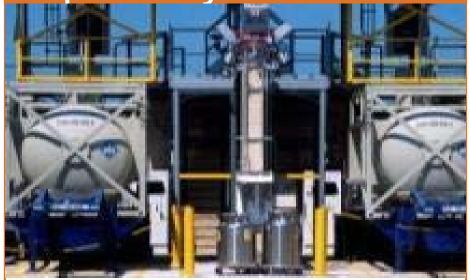
FY 2011 revised to exclude European homecare services

Air Products Supply Modes
Stability and Profitable Growth

Onsite/Pipeline

15-20 year Contracts
Limited Volume Risk
Energy Pass through

Package Gases & Specialty Materials



Short-term Contracts
Differentiated Positions

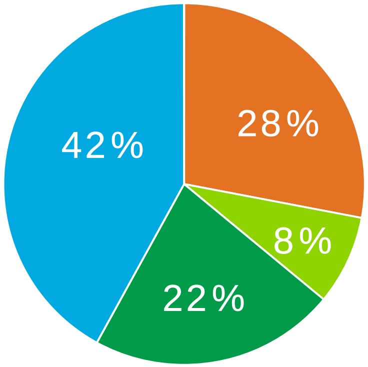
Liquid/Bulk

3-5 year Contracts
Cost Recovery

Equipment & Services

Sale of Equipment
PO Based

FY11



- Onsite/Pipeline
- Packaged Gases & Specialty Material
- Equipment & Services
- Liquid/Bulk

FY 2011 revised to exclude European homecare services

Global Trends Drive Growth

Increasing Energy Demand

- Refining
- Gasification

Environmental Focus

- Refining
- Glass
- Coatings & Construction

Emerging Markets

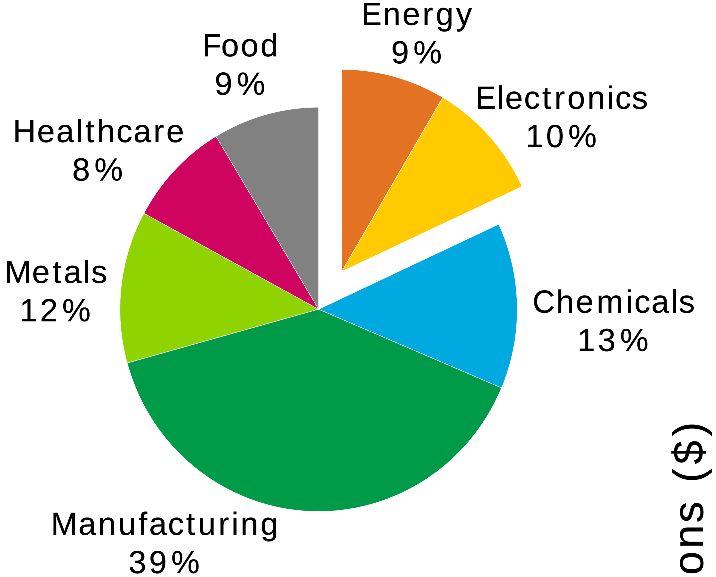
- Metals
- Chemicals
- Food
- Electronics

Digital Revolution

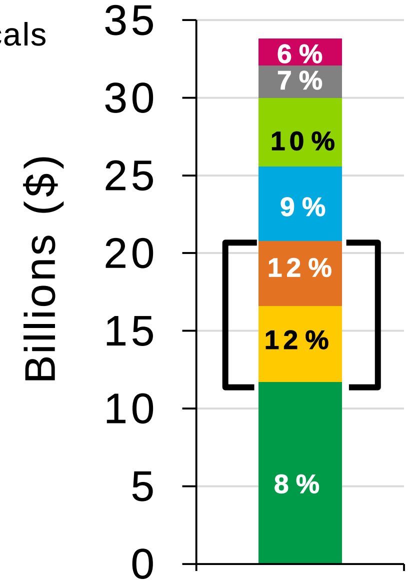
- Semiconductor
- Display

Air Products Market Exposure

2010 IG Market $63B

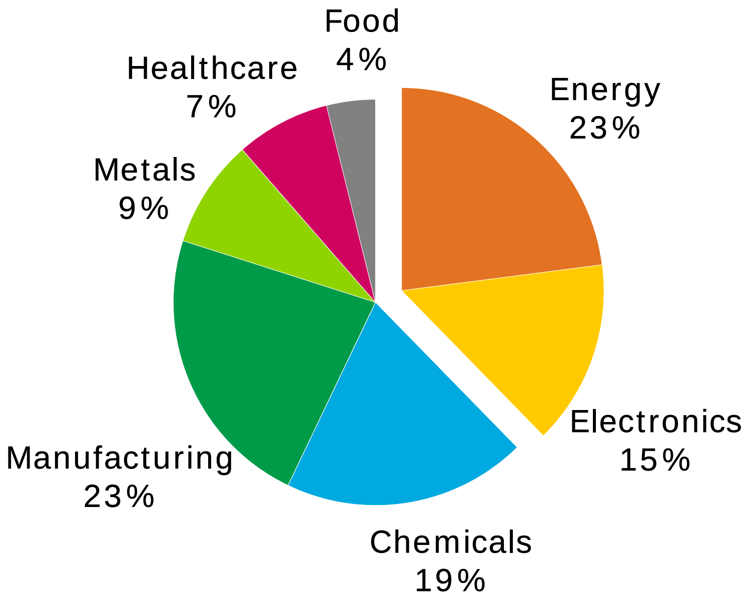


2010-2015 Market Growth = 9%



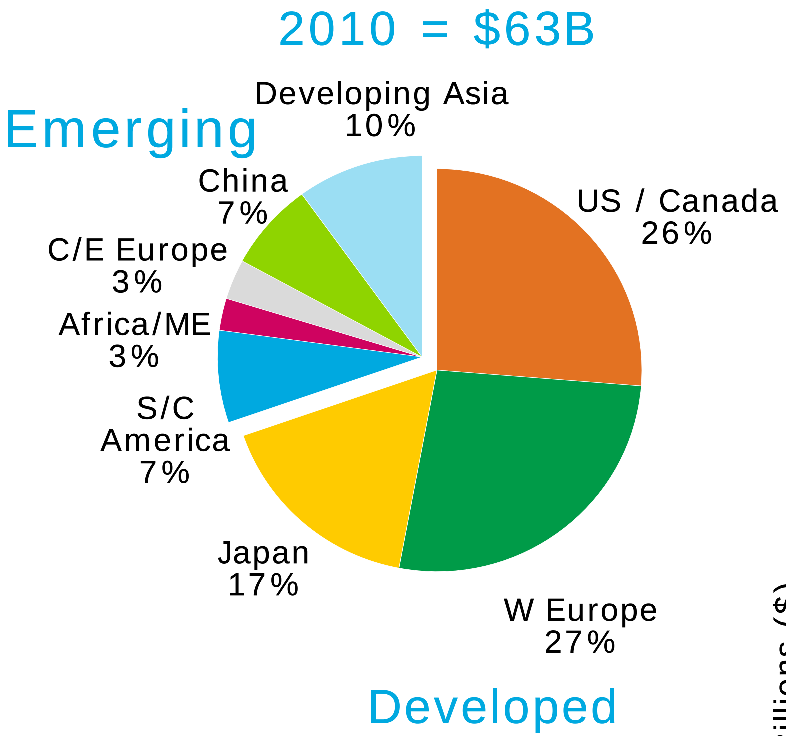
2010-2015 Growth

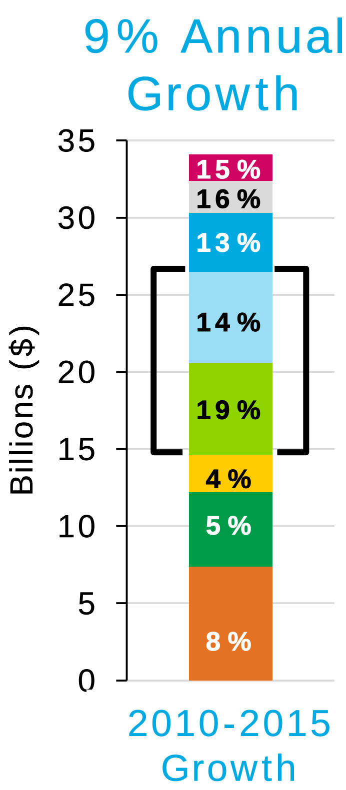
2010 APD $9B

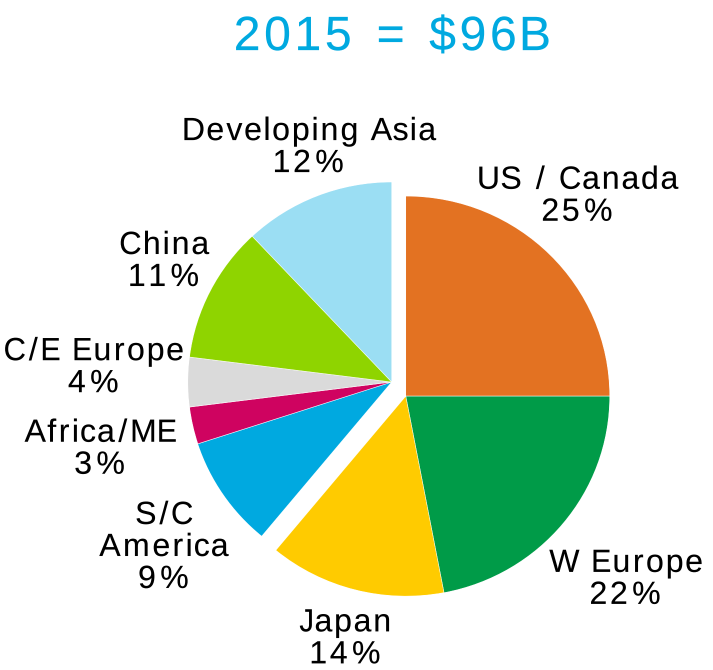


2010-2015 AP Growth = 10-11%

Global Industrial Gas Geographic Growth







Air Products Advantage:
Profitable Joint Ventures with Leadership Positions

	Mexico	Italy	South Africa	India	Thailand
	INFRA	SAPIO GRUPPO	AIR PRODUCTS	INOX AIR PRODUCTS LTD	BIG
Sales (100%)	$0.7B	$0.6B	$0.2B	$0.2B	$0.1B
AP Ownership	40%	49%	50%	50%	49%

FY 2011	**Air Products** (as reported)	**Equity Affiliates**[1] (100% basis)	**Combined**[2] (AP +100% EA)
Sales ($MM)	$10,082	$2,650	$12,732
Op Inc ($MM)	$1,671	$537	$2,208
Op Margin	16.6%	20.3%	17.3%

Partially owned JV's create exposure to 26% more sales and 32% more op income

Notes: 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

Accelerating Air Products Growth

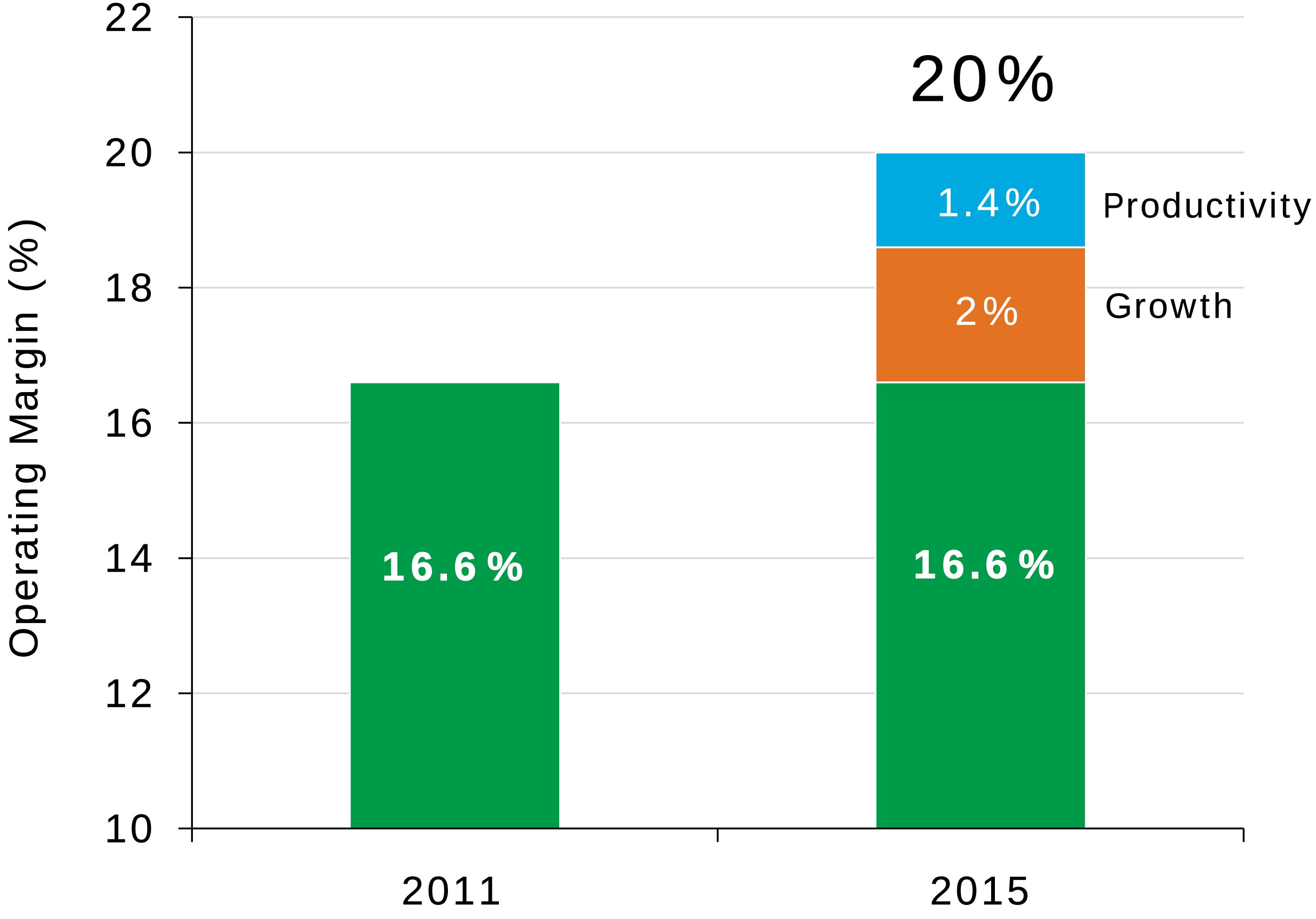
2010-2015

Growth Component	**% Increase**
Market Growth	9%
Air Products Market Position	1%-2%
Consolidation / M&A	1%-2%
Total	**11-13%**

2015 by 2015

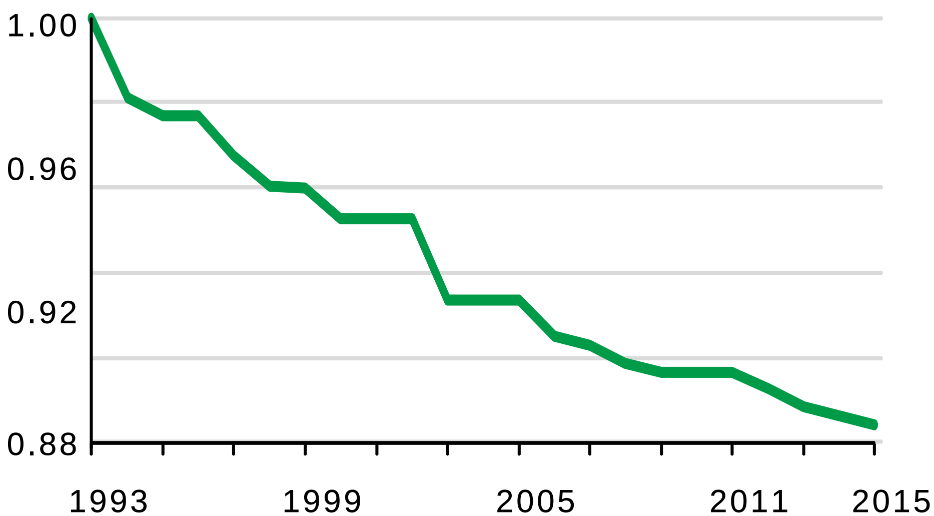
Revenue Growth	Operating Margin	Return on Capital
11%-13% per year	**20%**	**15%**
From $9B in 2010 to $15B+ in 2015	From 16.5% in 2010 to 20% in 2015	From 12.5% in 2010 to 15% in 2015

Roadmap to 20% Margin

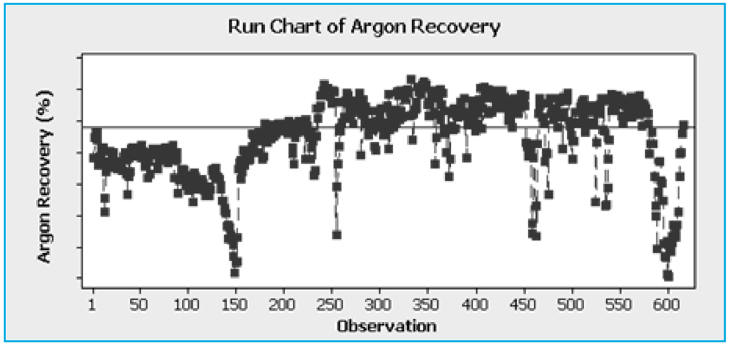


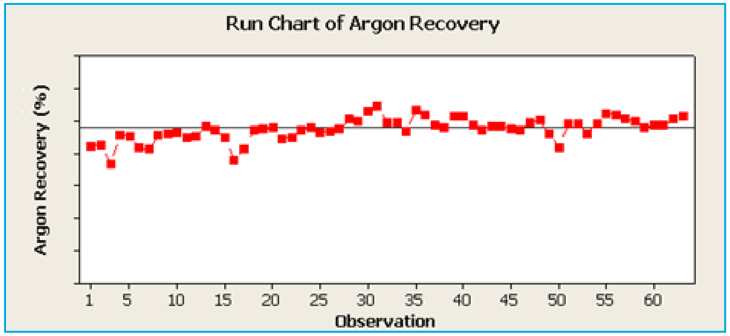
Variable Cost Leverage

Hydrogen Efficiency



Argon Recovery



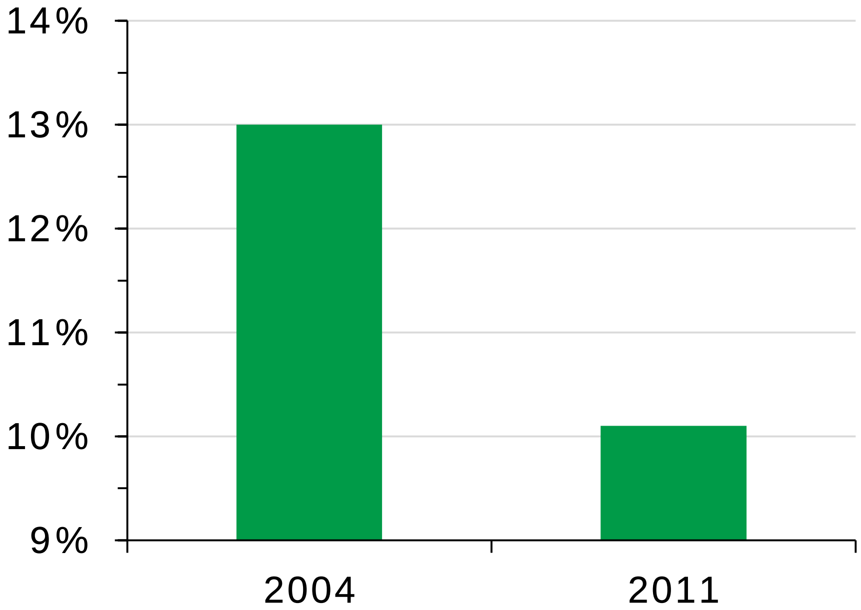


$100MM/year improvement

Fixed Cost Leverage

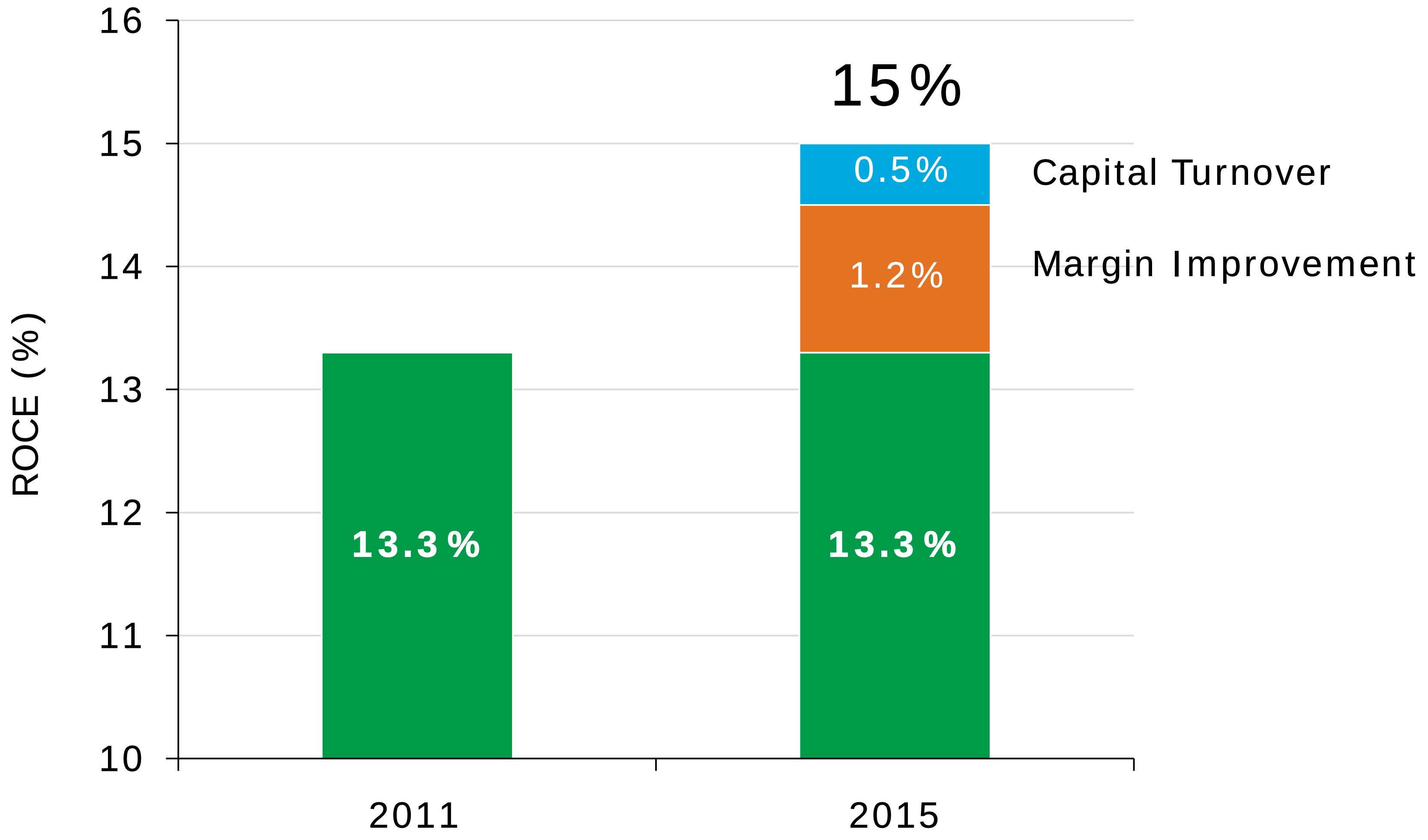
Operating Service Center

SG&A as a % of Sales

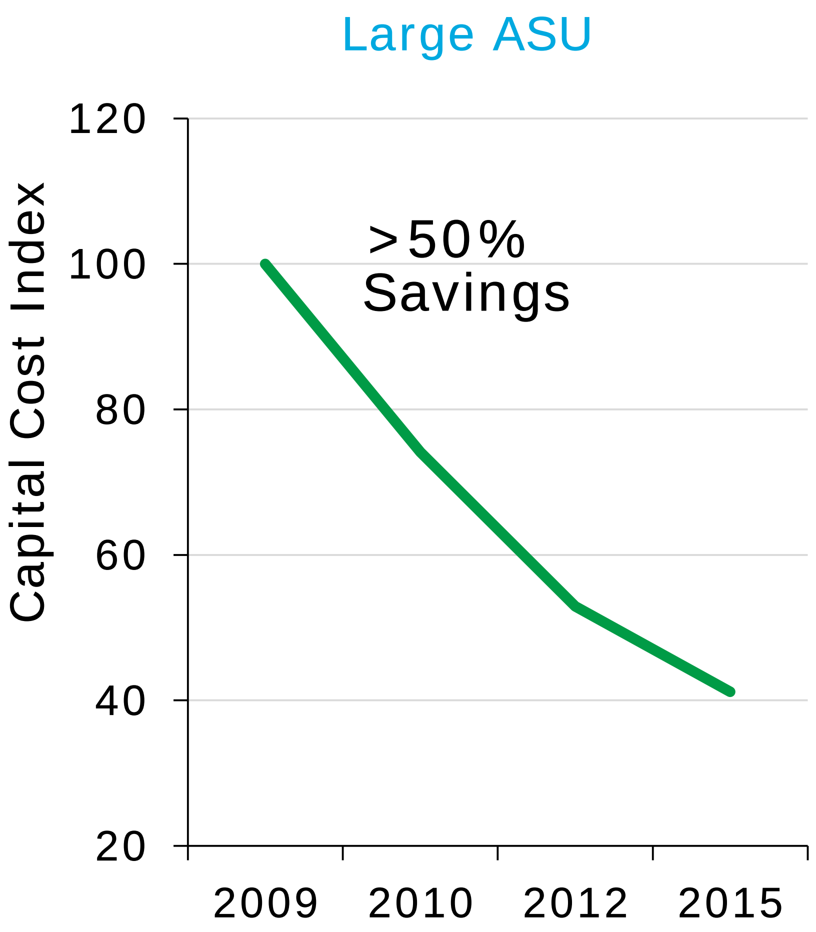


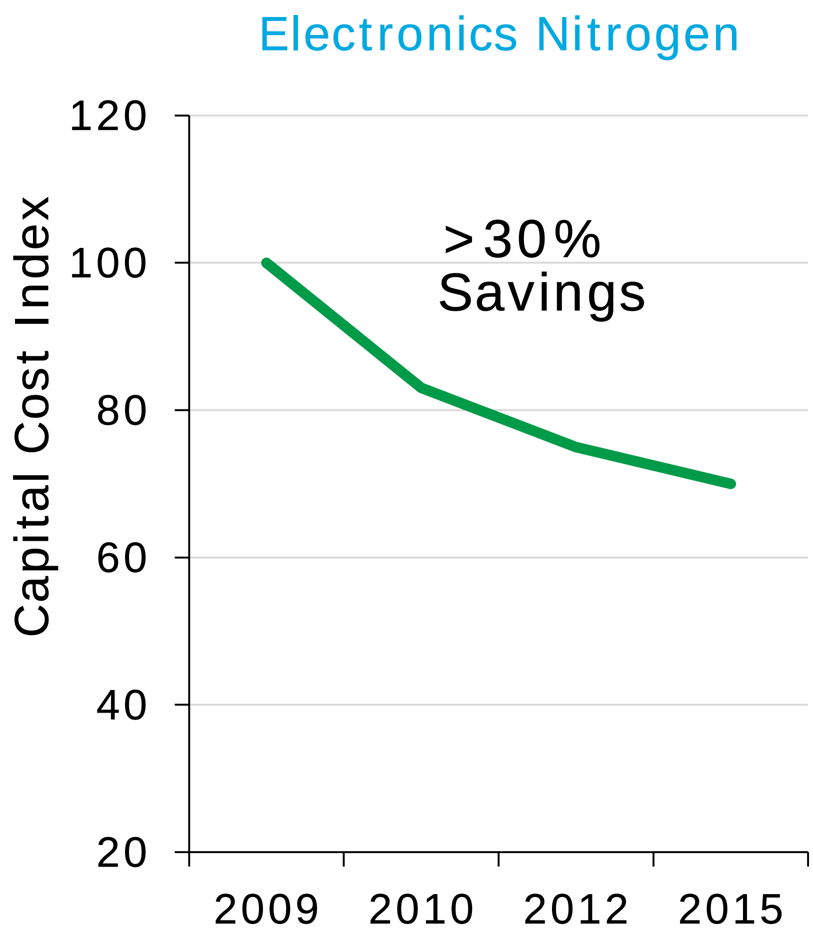
$50MM/year improvement

Driving Returns Higher

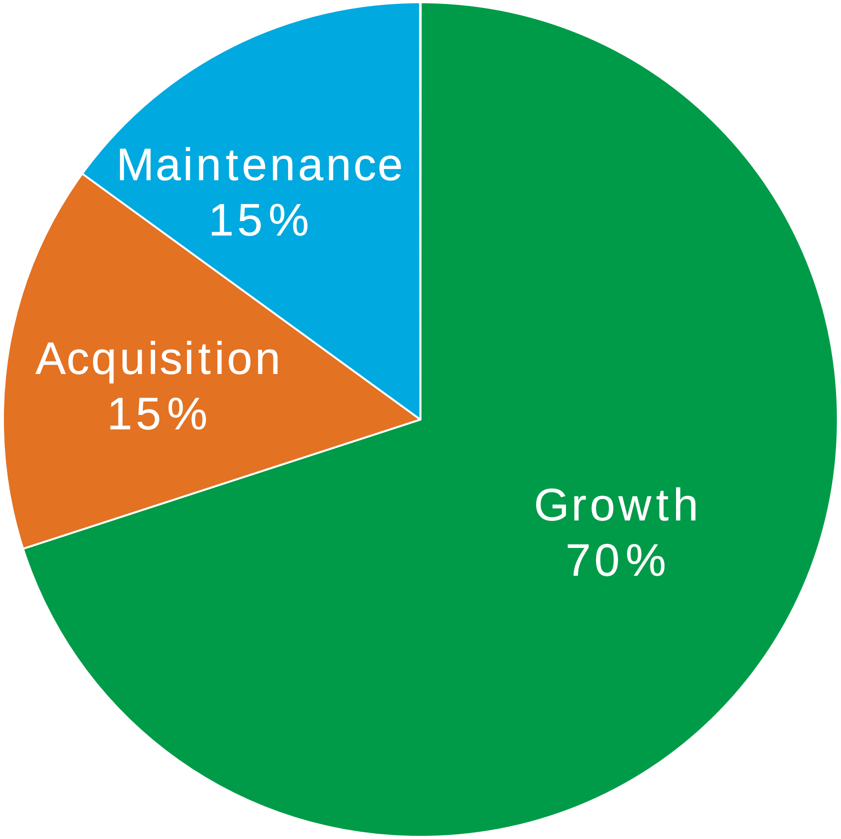


Driving Capital Cost Lower





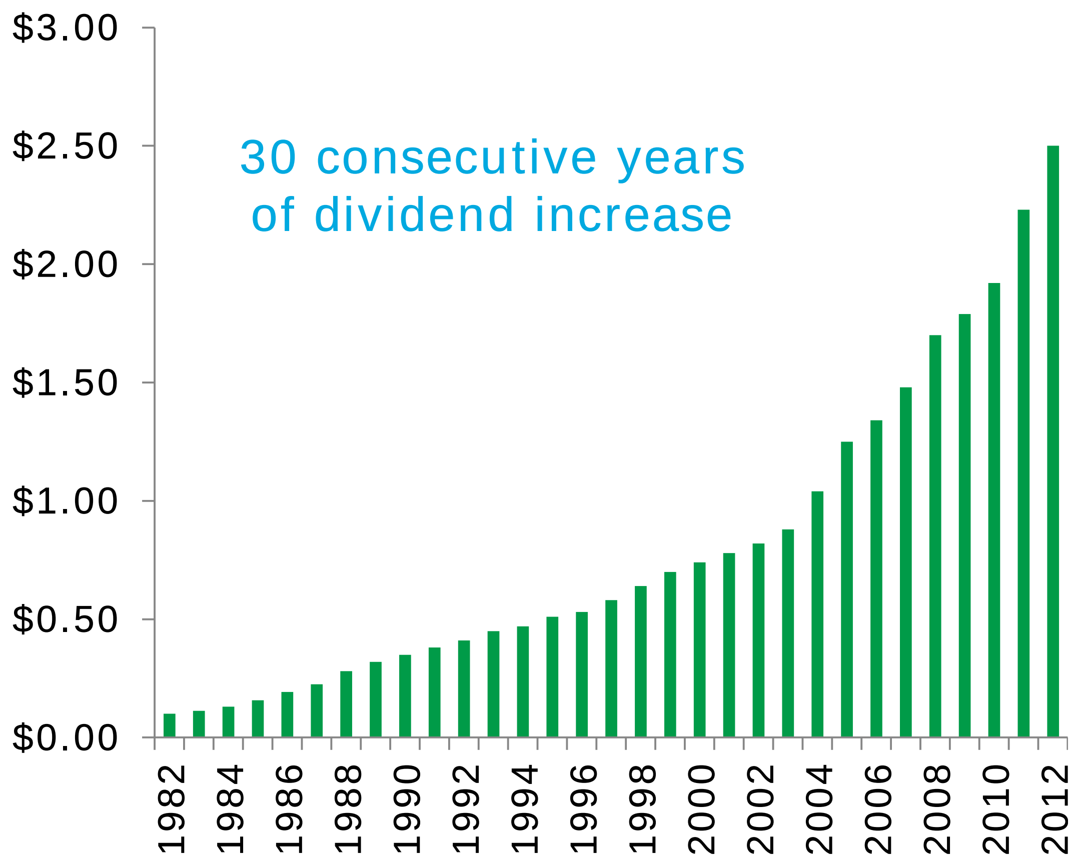
Strong Growth Opportunities Drive Disciplined Investment



$13-14B Capital Spending - 2011 to 2015

Cash Priorities Remain Consistent

- Invest in the best return projects
- Maintain A bond rating
- Dividend increase each year
- Share repurchase with excess cash



Guidance/Outlook

Third Fiscal Quarter

FQ2 2012 EPS $1.31

- Higher Merchant volumes
- Higher Tonnage volumes
- Higher Electronics & Performance Materials vols.

- Lower Tonnage bonuses (timing)
- Lower Equipment & Energy results

FQ3 2012 EPS $1.40-$1.45

Full Fiscal Year 2012

Prior FY’12 EPS incl. HC $5.90-$6.30

FY’12 EPS excluding HC $5.60-$6.00

Revised FY’12 EPS $5.47-$5.60

- Reflects ...
  - Lower Merchant volumes
  - Lower Electronics volumes
  - Tax rate about 25%

CapEx forecast at top of range

~$2.2B, up 40% vs PY

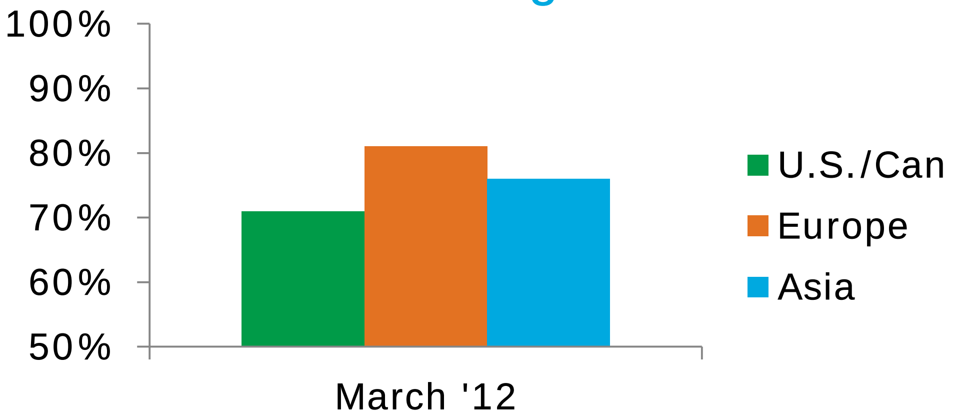
non-GAAP, see appendix for reconciliation

Near Term Focus

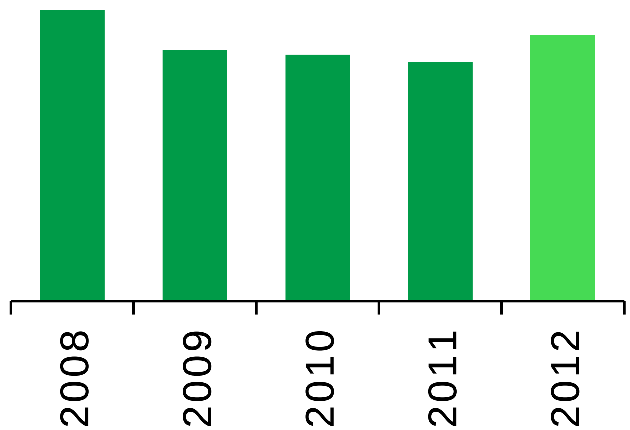
- Drive volume growth in North America and Asia
- Improve pricing and reduce costs in Europe
- Deliver Tonnage growth to the bottom line
- Continue improving Electronics & Performance Materials
- Sign more LNG orders
- Drive down operating costs

Merchant Opportunity

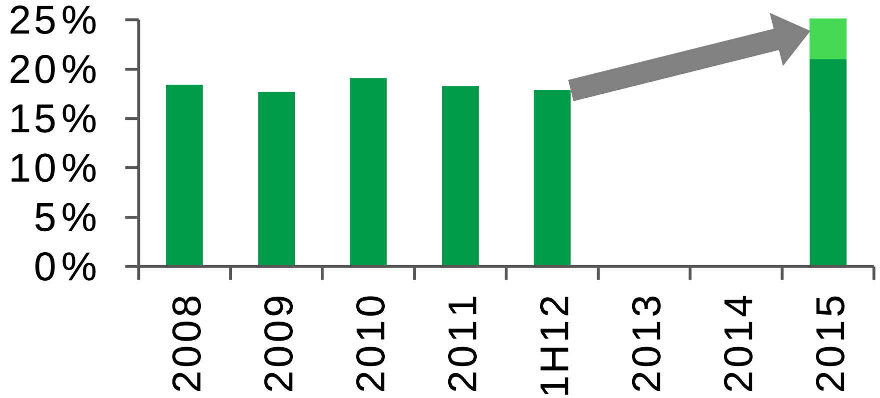
Loading



Signings (MTD)



Operating Margin



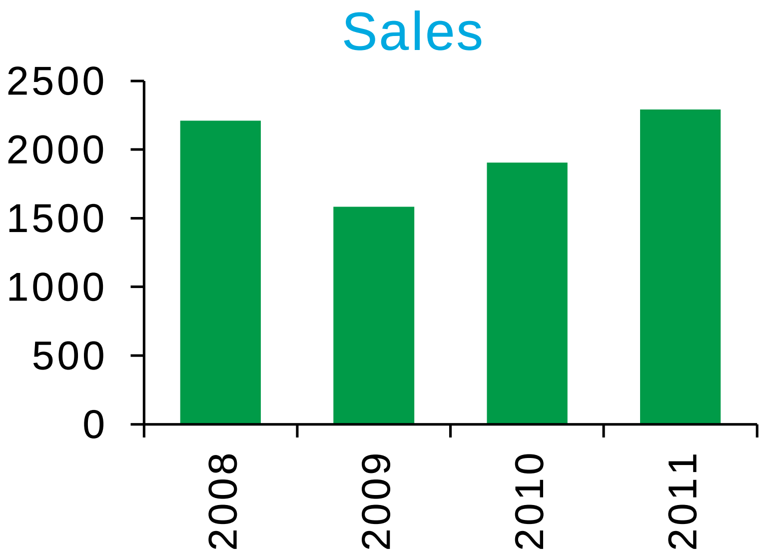
2015 Goal

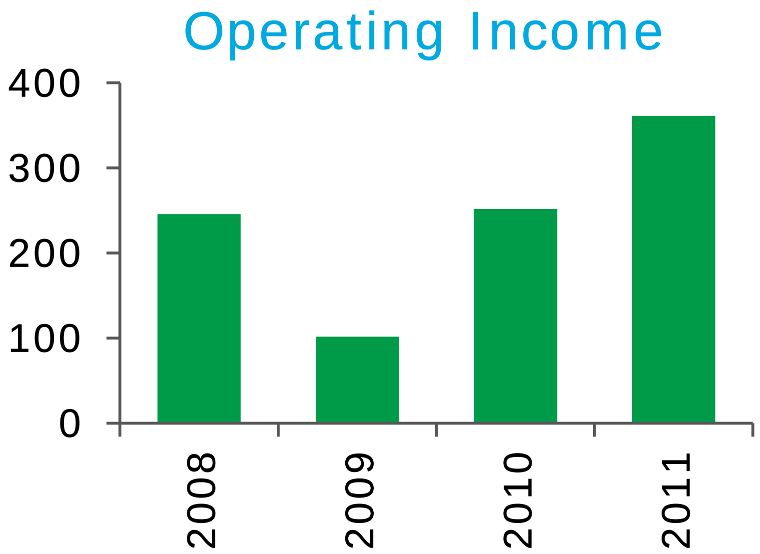
21%-24%

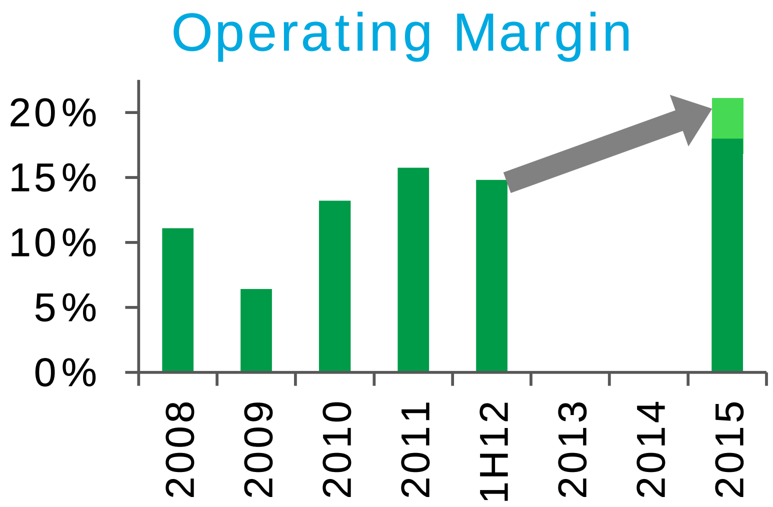
Tonnage Backlog

Plant	Location	Capacity	Timing
Hydrogen			
H2	Luling, LA	120 MMSCFD H2	Onstream
H2 Pipeline	Gulf Coast, US	180 miles	Q4FY12
H2	Petrochina, Chengdu, China	90 MMSCFD H2	H1FY13
H2	Marathon, Detroit	60 MMSCFD H2	H1FY13
H2	St. Charles, LA	World Scale	FY14
Gasification			
ASU/Liquid	Petrochina, Chengdu, China	World Scale	H1FY13
ASU	PCEC, Weinan, China	8,200 TPD O2	H2FY13
ASU/Liquid	Wison, Nanjing, China	1,500 TPD O2	FY14
ASU	Shaanxi, China	12,000 TPD O2	FY14
ASU/Liquid	XLX, Henan, China	2,000 TPD O2	FY14
Steel			
ASU/Liquid	Gent, Belgium	2,000 TPD O2	H2FY13

Electronics & Performance Mat'ls Improvement







2015 Goal

18% - 21%

Air Products Opportunity

- Asset leverage
- Record capital spending and project backlog
- #1 position in energy
- #1 position in electronics
- 2015 goals

2015 by 2015

$15+ Billion in Sales

20% Operating Margin

15% Return on Capital Employed

AIR PRODUCTS

Thank you…
tell me more