Moving forward

Create Shareholder Value

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Credit Suisse Basic Materials Conference

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Forward-looking statements

NOTE: This presentation contains “forward-looking statements” within the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, including statements about expected outcomes of the Company’s investments in the Changzhi City project and joint venture. These forward-looking statements are based on management’s reasonable expectations and assumptions as of the date this presentation is furnished. Actual performance and financial results may differ materially from expectations reflected in the forward-looking statements because of many factors not anticipated by management, including, without limitation, the Company and the JV’s ability to obtain required operating and safety permits and other regulatory approvals, regional economic conditions and product supply and demand dynamics; political risks, including the risks of unanticipated government actions; acts of war or terrorism; future financial and operating performance of the JV’s customer; unanticipated contract termination or customer cancellation or postponement of the Changzhi City project; the Company’s ability to complete the project and operate the facility; asset impairments due to economic conditions or specific events; the impact of price fluctuations in coal to liquid products; disruptions in the Company’s business, markets or the economy due to unknown or unanticipated impacts of hurricanes; the impact of changes in environmental, tax or other legislation, accounting treatments, economic sanctions and regulatory activities; and other risk factors described in the Company’s Form 10-K for its fiscal year ended September 30, 2016. The Company disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained in this presentation 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.

Moving forward

Air Products today

$7.5 billion in sales from continuing operations	~16,000 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

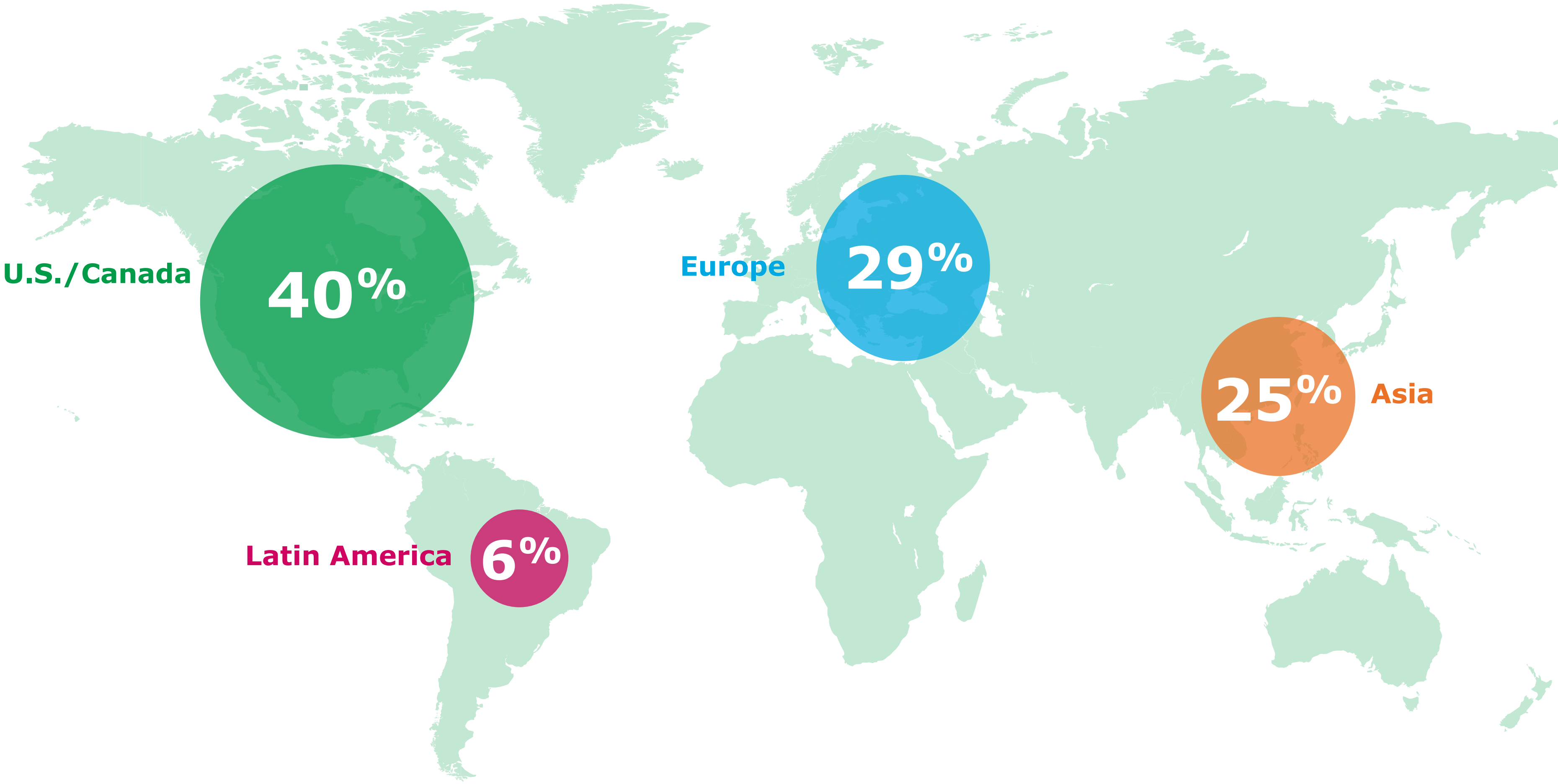
Air Products is…

…a leader in the global industrial gas industry with:

- Established leading positions in diverse end markets, including energy, chemicals, metals, manufacturing and electronics
- 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 global presence

FY16 Sales (ex MT)= $7.5 billion



AIR PRODUCTS

APD Joint Ventures

Profitable joint ventures with leadership positions in emerging markets

	Mexico	Italy	South Africa	India	Saudi Arabia	Thailand
	INFRA	SAPIO GRUPPO	AIR PRODUCTS	INOX AIR PRODUCTS LTD	AHG	BIG
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 (ex MT)	Equity Affiliates[1] (100% basis)	Combined[2] (AP +100% EA)
Sales ($B)	$7.5	$2.3	$9.8
Op Inc ($B)	$1.6	$0.5	$2.1
Op Margin	21.6%	21.1%	21.5%

Partially owned JV's create exposure to 30% more sales and operating 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

AIR PRODUCTS

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.

Three years ago

we promised to:

1 Be the safest Industrial Gas company in the world

2 Be the most profitable Industrial Gas company in the world

3 Divest non-core assets

4 Have the best balance sheet in the industry

5 Deliver 10% EPS growth every year

Three years later…

we promised to:

we delivered

1 Be the safest Industrial Gas company in the world

✓ **Done.**
We are the safest, with an 83% improvement in employee lost-time injury rate.

2 Be the most profitable Industrial Gas company in the world

✓ **Done.**
We are the most profitable, with an EBITDA margin of 34%, an increase of 900 basis points.

Based on continuing ops, non-GAAP measures, see appendix for reconciliation

Three years later…

we promised to:

3 Divest non-core assets

we delivered

✓ **Done.**
Performance Materials business sold for 15.8x EBITDA

✓ **Done.**
Electronic Materials business spun-off as Versum Materials, now trading at EV of 13.4x EBITDA

Performance Materials multiple from May 6 2016 Air Products investor presentation

Versum multiple from Factset, based on 7/28/17 EV and FY17 consensus EBITDA

Three years later…

we promised to:

4 Have the best balance sheet in the industry

5 Deliver 10% EPS growth every year

we delivered

✓ **Done.**
June 2014 Net Debt of $5.8 billion

June 2017 investment capacity of ~$5 billion

✓ **Done.**
Annual EPS growth of 10%, 16%, 10% for the last three years

FY15, FY16 based on reported continuing operations adjusted EPS. FY17 based on midpoint of July 2017 guidance.

Three years later…

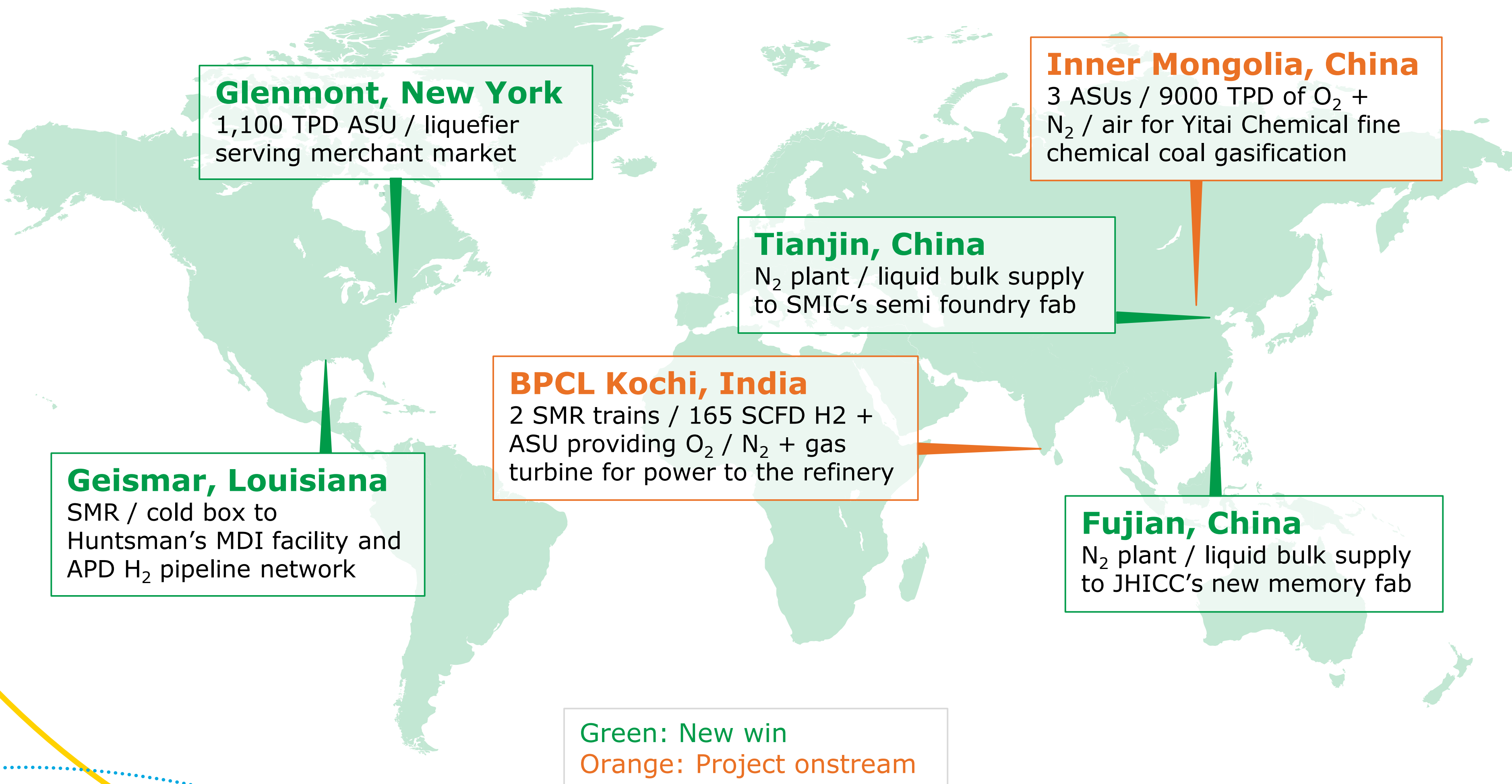
We have **delivered** what we promised.

Now we are **well positioned** to drive growth.

And we have the **balance sheet** to do it.

AIR PRODUCTS

Major projects around the world…



AIR PRODUCTS

Air Products and Lu'An Clean Energy Company to form $1.3B JV

Air Products and Lu’An Clean Energy Company to form $1.3B JV

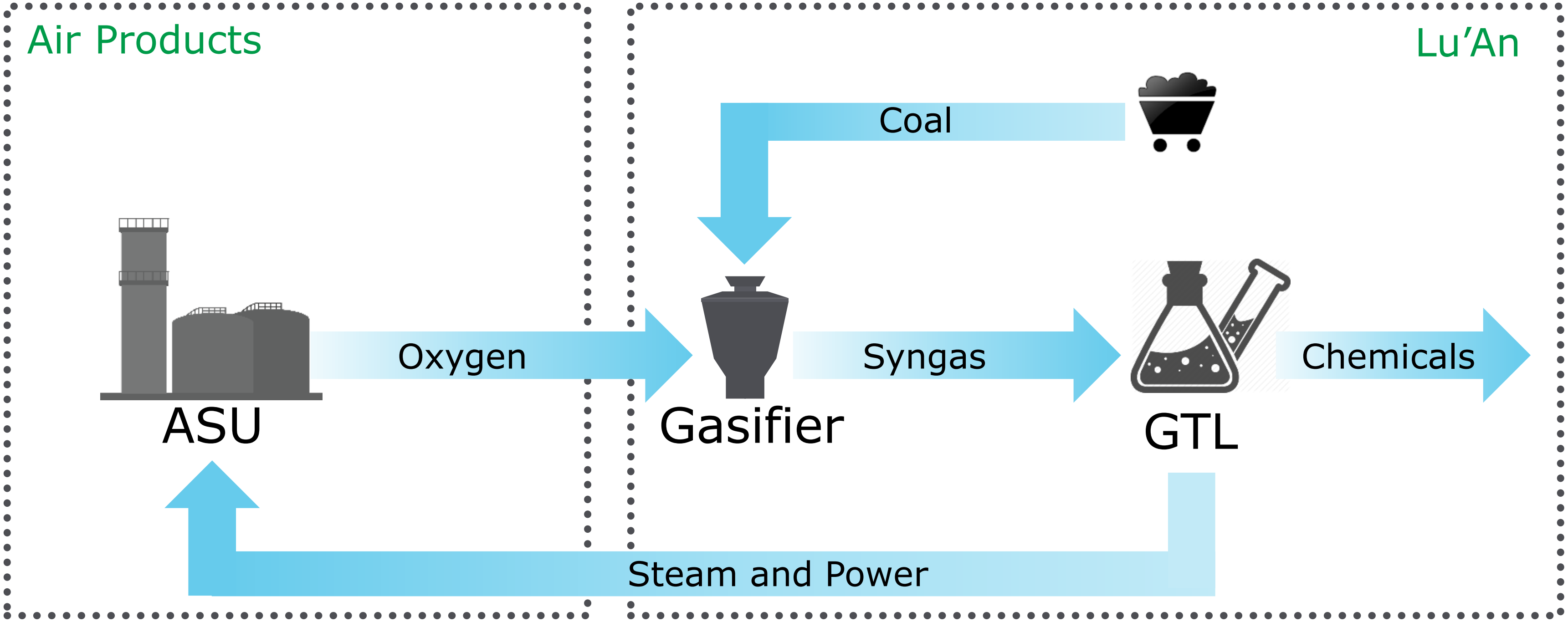
- JV: Air Products Lu’An (Changzhi) Co., Ltd.
  - Ownership = 60% APD / 40% Lu’An
  - APD will fully consolidate JV financials
  - JV will receive coal, steam and power from Lu’An
  - JV will supply syngas to Lu’An under long-term onsite contract
  - Expected to close post-initial operational startup & regulatory/government approval
- Assets – Shanxi, China

Air Products	Lu’An
• Contributes 4 ASUs currently under construction (~\$300 million) • Contributes ~\$500 million	• Contributes gasification and syngas clean-up currently under construction (~\$1 billion) • Receives ~\$500 million

Perfect fit with our strategy

- Five-Point Plan
  - Focus on the core: Industrial Gases
- $8 billion capital available over next three years:
  - M&A
  - **Asset buyback**
  - **Expanded scope**
- Onsite business model: secure and stable cash flow
  - Base facility payment structure

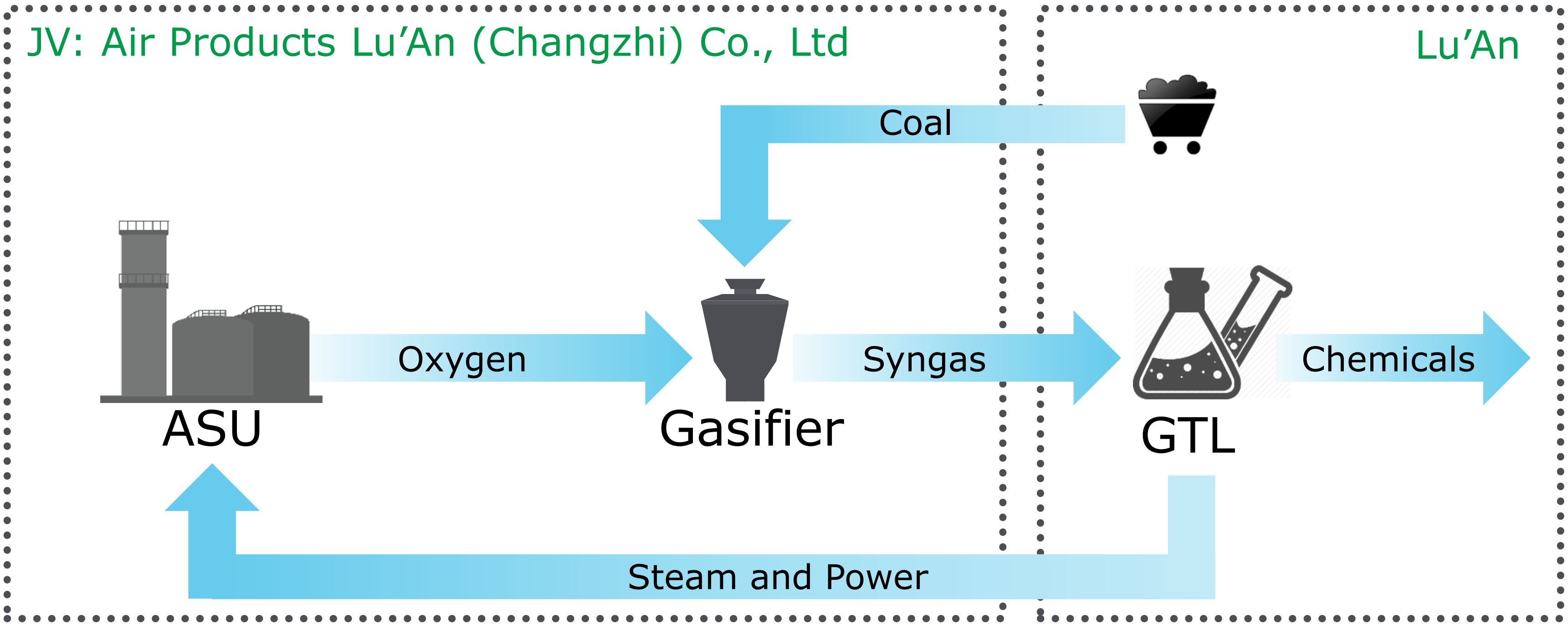
Lu’An Changzhi City, Shanxi, China
Major processes – **Before JV**



Energy, Environment & Emerging Market growth

Only major product flows shown

Lu'An Changzhi City, Shanxi, China
Major processes – **After JV**



Energy, Environment & Emerging Market growth

Only major product flows shown

Coal-to-Liquids project

- Air Products Lu'An JV (Coal-to-Syngas)
  - Air Products four ASUs to supply 10,000+ tpd oxygen and 6,000+ tpd nitrogen
  - Proven technology for syngas production
    - Four Shell gasifiers
    - Lurgi Rectisol syngas cleanup
- Lu'An Clean Energy Company (Syngas-to-Liquids)
  - Produce ~1.8million TPY of oils & chemicals
  - Commercially-proven SynFuels Fischer Tropsch advanced gas to liquids technology
  - Owned by Lu'an Mining Group company
    - Founded 1959
    - 2015 sales: $26B
    - Assets: $28B

Air Products onsite business model

Moving forward

- Lu’An focus on downstream oils and chemicals
- Lu’An responsible for:
  - Capital cost and startup of gasification and syngas cleanup
  - Coal, steam and power supply to JV
- Air Products responsible for:
  - Capital cost and startup of ASUs
  - ASU and syngas operations management expertise
- JV
  - Project construction essentially complete prior to JV
  - Own/operate ASUs, gasification and syngas clean-up system
  - Syngas supply agreement from JV to Lu’An
    - 20-year term
    - Coal, steam & power provided under processing services agreement
- APD Financials (fully consolidate on APD P&L)
  - Invest ~$800 million = ~$300 million ASUs + ~$500 million
  - Returns consistent with our commitments

Lu’An Clean Energy Project Expansion: profitable growth aligned with our strategy

Industrial Gases

Expanded scope

Onsite business model

Shareholder value creation

AIR PRODUCTS

Q3FY17
Quarterly Earnings

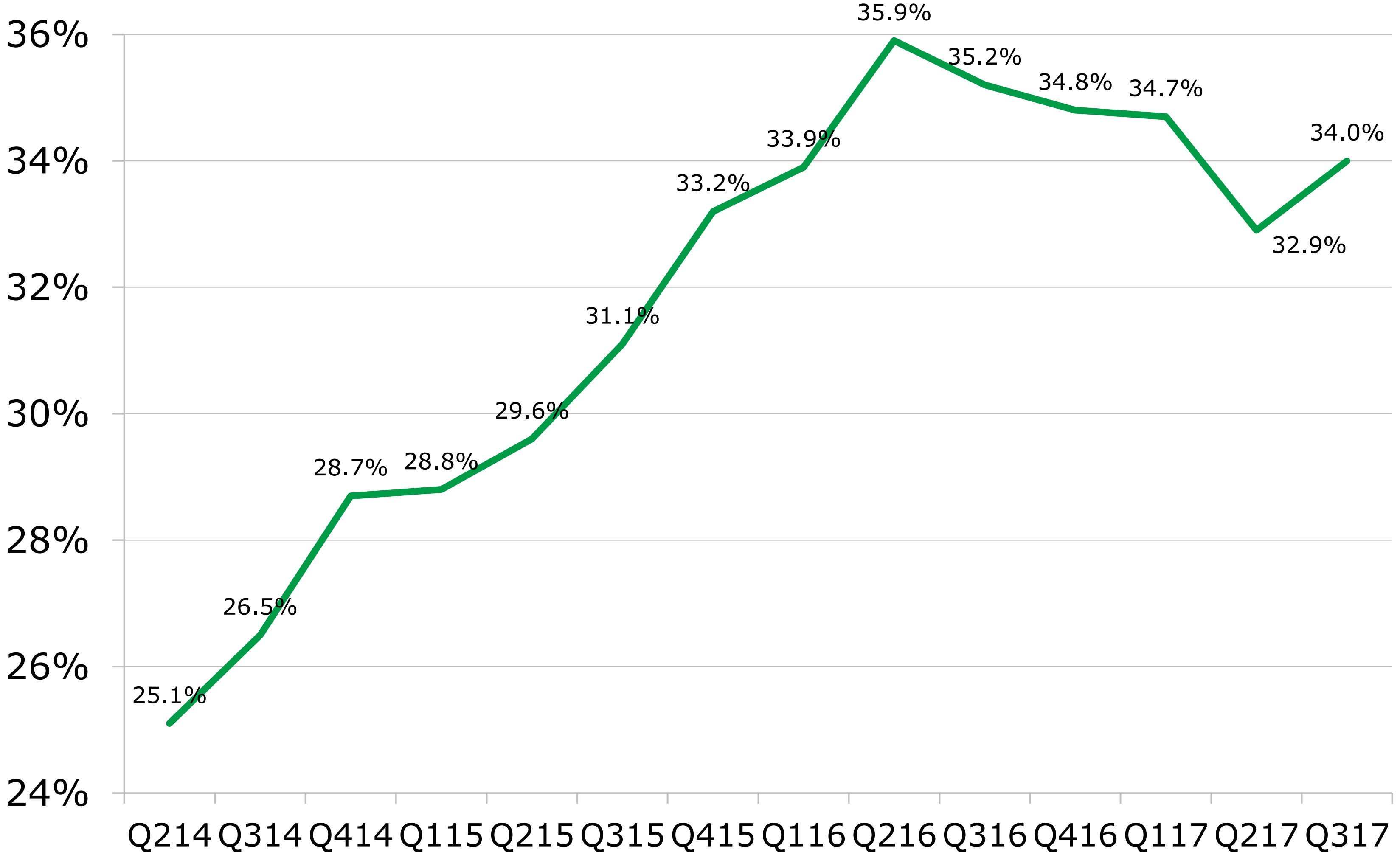
Safety results

	FY14	FY16	Q317 YTD	FY17 vs FY14
Employee Lost Time Injury Rate	0.24	0.18	0.04	83% Better
Employee Recordable Injury Rate	0.58	0.44	0.29	50% Better

FY14 includes MT
FY16 & FY17 exclude MT

Moving forward

EBITDA Margin Trend



FY15-17 based on continuing ops
FY14 as previously reported, including MT
Non-GAAP measures, see appendix for reconciliation

AIR PRODUCTS

Outlook

FY16 Q4 EPS	FY17 Q4 EPS	Delta	FY16 EPS	FY17 EPS	Delta
$1.49	**$1.65 to $1.70**	Up 11% to 14%	$5.64	**$6.20 to $6.25**	Up 10% to 11%

FY17 Capital Spending = Approx. $1 billion

Guidance does not include any significant acquisitions
Non-GAAP measures, see appendix for reconciliation

Moving Forward

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:
  - M&A
  - Asset buyback
  - Expanded scope
- Continue to grow EPS by at least 10% per year
- In addition, we are committed to growing our dividend while maintaining our current A credit rating

Moving forward

Thank you

tell me more

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: Adjusted EBITDA Trend

Moving forward

$ Millions	Q116	Q216	Q316	Q416	FY16	Q117	Q217	Q317	Q317 vs PY		Q317 vs PQ	
									$	%	$	%
Income From Continuing Operations	287.2	284.7	255.7	294.4	1,122.0	258.2	310.1	106.4				
Add: Interest expense	22.2	25.7	35.1	32.2	115.2	29.5	30.5	29.8				
Less: Other non-operating income (expense), net	0.0	0.0	0.0	0.0	0.0	0.0	9.7	9.8				
Add: Income tax provision	96.4	93.5	145.9	96.8	432.6	78.4	94.5	89.3				
Add: Depreciation and amortization	214.7	213.9	213.5	212.5	854.6	206.1	211.8	216.9				
Add Non GAAP pre-tax adjustments (1)	12.0	20.1	23.7	41.3	97.1	80.2	14.4	289.8				
Adjusted EBITDA	632.5	637.9	673.9	677.2	2,621.5	652.4	651.6	722.4	48.5	7%	70.8	11%
Sales	1,866.3	1,777.4	1,914.5	1,945.5	7,503.7	1,882.5	1,980.1	2,121.9				
Adjusted EBITDA Margin	33.9%	35.9%	35.2%	34.8%	34.9%	34.7%	32.9%	34.0%		(120)bp		110bp

(1) Non GAAP Pre-Tax Adjustments

	Q116	Q216	Q316	Q416	FY16	Q117	Q217	Q317
Business separation costs	12.0	7.4	9.5	21.7	50.6	30.2	0.0	0.0
Cost reduction and asset actions	0.0	10.7	13.2	10.6	34.5	50.0	10.3	42.7
Pension Settlement Loss	0.0	2.0	1.0	2.1	5.1	0.0	4.1	5.5
Loss on extinguishment of debt	0.0	0.0	0.0	6.9	6.9	0.0	0.0	0.0
Goodwill and intangible impairment charge	0.0	0.0	0.0	0.0	0.0	0.0	0.0	162.1
Equity method investment impairment charge	0.0	0.0	0.0	0.0	0.0	0.0	0.0	79.5
Non GAAP pre-tax adjustments	12.0	20.1	23.7	41.3	97.1	80.2	14.4	289.8

AIR PRODUCTS

Appendix: FY17 EPS Outlook

Moving forward

Q417 Guidance vs Prior Year	Diluted EPS (1)
Q416 GAAP	$1.32
Business separation costs	$0.09
Tax costs associated with business separation	$0.02
Cost reduction and asset actions	$0.03
Pension settlement loss	$0.01
Loss on extinguishment of debt	$0.02
Q416 Non GAAP	$1.49
Q417 Guidance (2)	$1.65-$1.70
% Change	11%-14%

FY17 Guidance vs Prior Year	
FY16 GAAP	$5.04
Business separation costs	$0.21
Tax costs associated with business separation	$0.24
Cost reduction and asset actions	$0.11
Pension settlement loss	$0.02
Loss on extinguishment of debt	$0.02
FY16 Non GAAP	$5.64
FY17 Guidance (2)	$6.20-$6.25
% Change	10%-11%

(1) Continuing operations, attributable to Air Products
(2) Guidance excludes the impact of certain items, if applicable, that we believe are not representative of our underlying business