

Moving forward



Create Shareholder Value

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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 of this presentation. 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 and supply and demand dynamics in market segments into which the Company sells; 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; the impact of competitive products and pricing; challenges of implementing new technologies; 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 impact of management and organizational changes; the success of productivity and cost reduction 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, 2014. 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.

Air Products today

\$10.4
billion in sales

21,600
employees

50+
countries

276
On Fortune 500 list

7+
decades in business

170,000+
customers

1800
miles of industrial
gas pipeline

750+
production
facilities

30+
industries
served

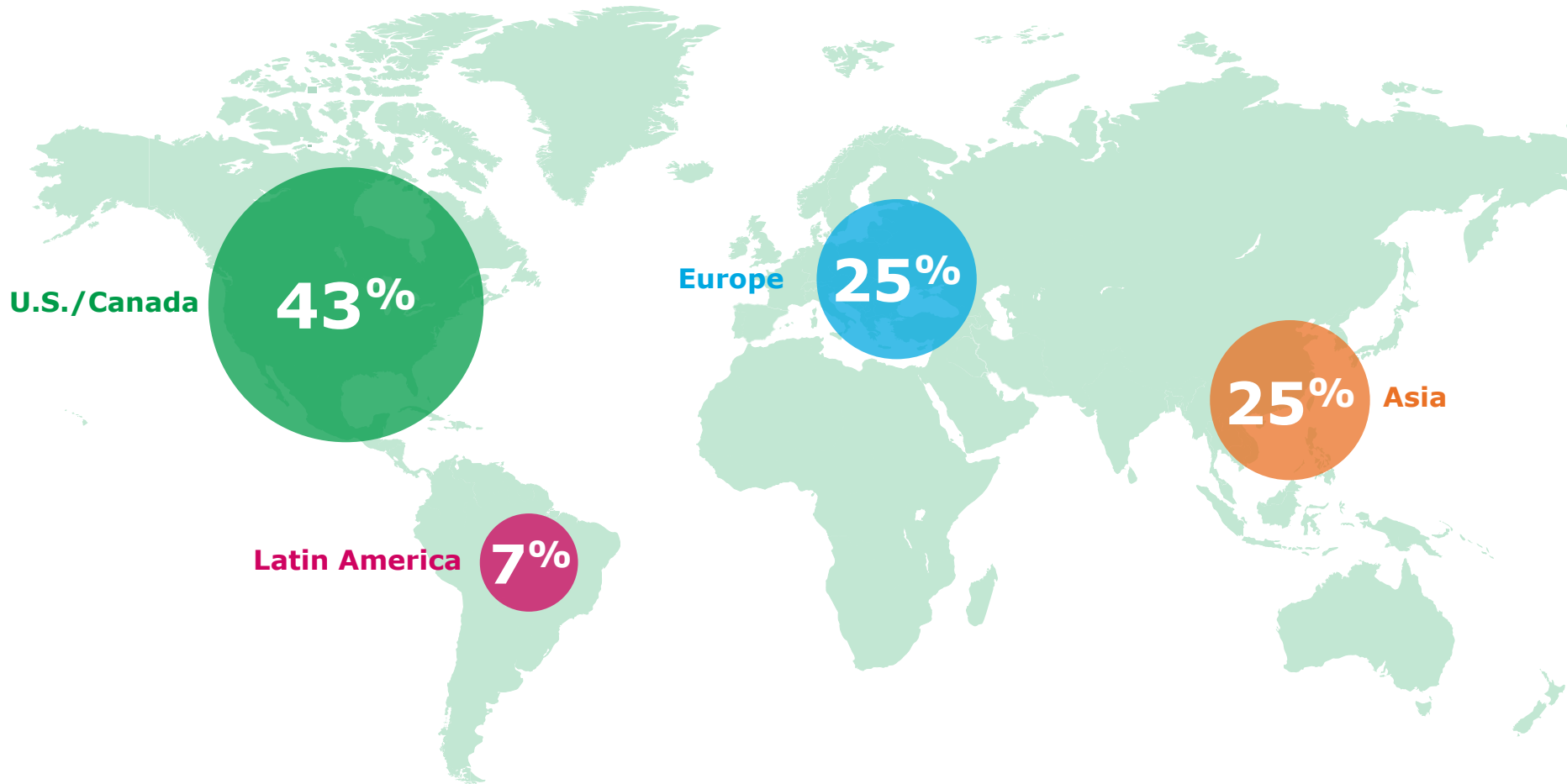
Air Products is...

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

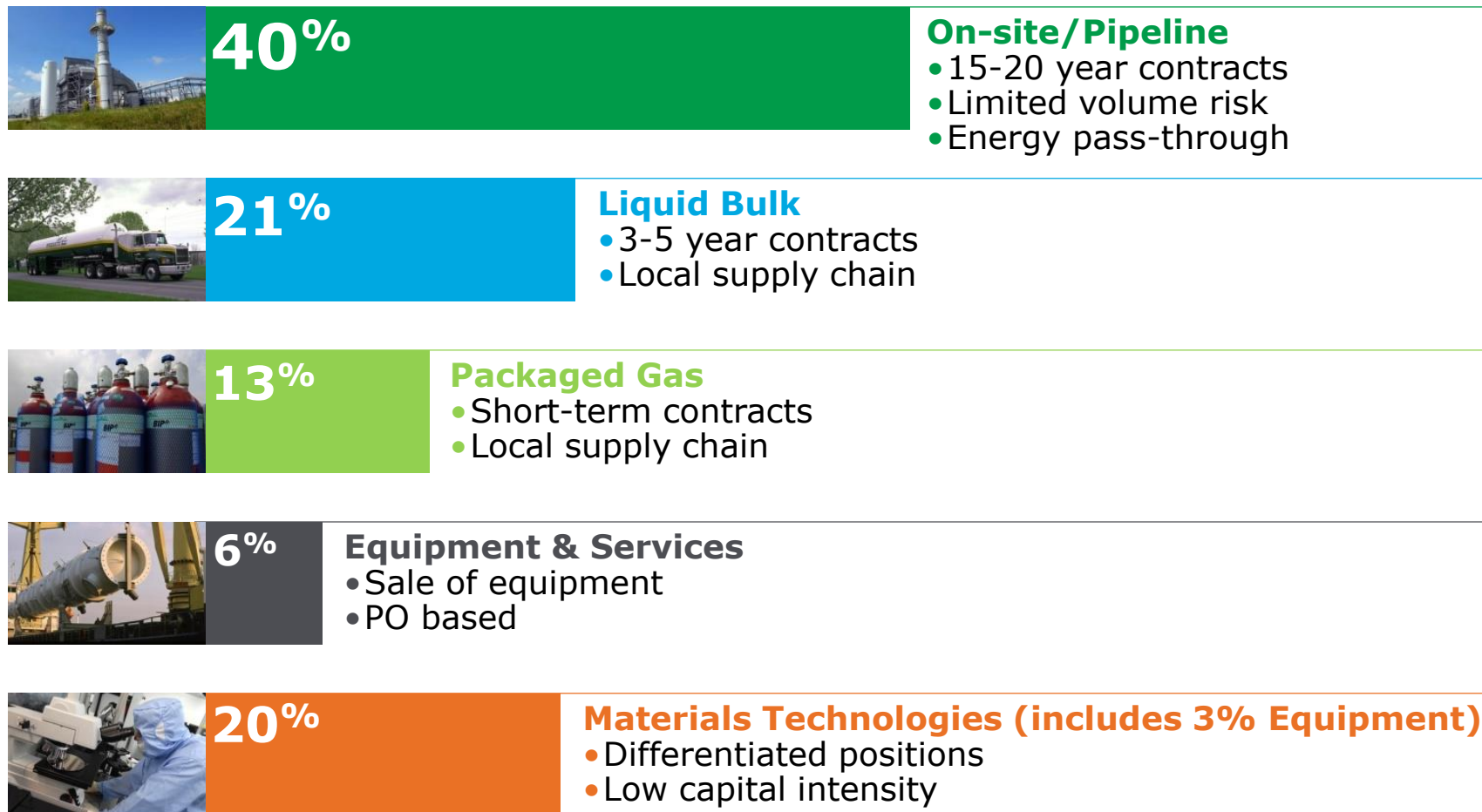
- Established leading positions in diverse end markets, including energy, chemicals, electronics and manufacturing
- Growth opportunities driven by Energy, Environmental and Emerging markets
- Complementary materials and equipment businesses
- A multi-billion project backlog with long-term contracts 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









APD supply modes



APD Joint Ventures

Profitable joint ventures with leadership positions in emerging markets

| | Mexico | Italy | South Africa | Saudi Arabia | India | Thailand |
|-------------------|---|---|--|---|---|---|
| |  |  |  |  |  |  |
| Sales (\$B, 100%) | \$0.9 | \$0.6 | \$0.2 | \$0.15 | \$0.15 | \$0.15 |
| AP Ownership | 40% | 49% | 50% | 25% | 50% | 49% |

| FY 2014 | Air Products (as reported) | Equity Affiliates ¹ (100% basis) | Combined ² (AP +100% EA) |
|--------------|-------------------------------|--|--|
| Sales (\$B) | \$10.4 | \$2.8 | \$13.2 |
| Op Inc (\$B) | \$1.7 | \$0.5 | \$2.2 |
| Op Margin | 15.9% | 19.3% | 16.6% |

Partially owned JV's create exposure to 27% more sales and 33% 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

Corporate Segment

Innovation in LNG

Reshape markets and serve emerging needs

- Full range of process options: from peak-shavers to mega-trains
- Technology of choice for emerging floating LNG market
- Recent wins in US, Malaysia, China and Russia, solid backlog, strong bidding activity



World's leading provider of patented LNG technology and equipment

Our Mission

Create Shareholder Value

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 value for shareholders

How are we going to do it at Air Products?

- **Responsible** allocation of capital
- **Implementation** of our 5 point plan

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 plan

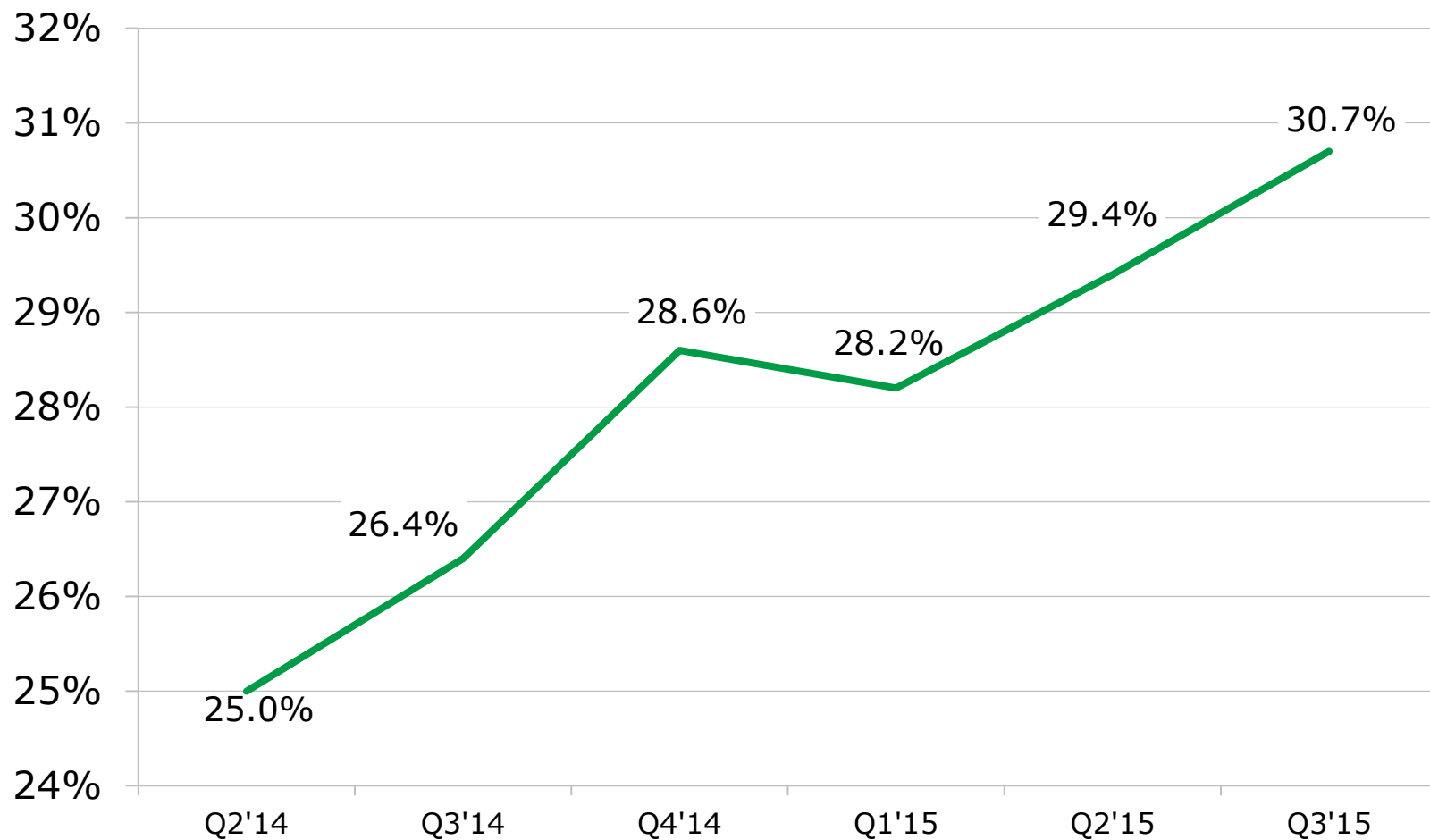
5 point plan summary

| 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 | |

Q3 Summary

| | FY14 Q3 | FY15 Q3 | Change |
|---------------------------|--------------------|--------------------|---------------|
| Sales \$millions | \$2,635 | \$2,470 | (6%) |
| EBITDA \$millions | \$696 | \$758 | +9% |
| EBITDA % margin | 26.4% | 30.7% | +430bp |
| Free Cash Flow \$millions | \$(71) | \$16 | +\$87 |
| EPS \$/share | \$1.46 | \$1.65 | +13% |

EBITDA Margin Trend



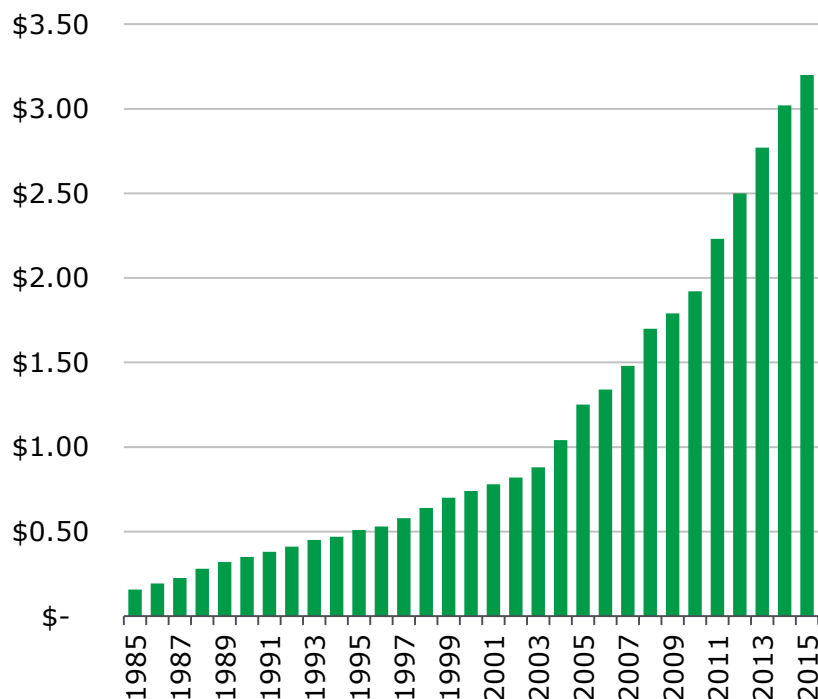
Cash Flow Focus

| (\$ million) | Q3 FY14 | Q3 FY15 | Change |
|-------------------------|---------------|---------------|-------------|
| EBITDA | \$696 | \$758 | \$62 |
| Interest | \$(31) | \$(28) | \$3 |
| Cash Tax | \$(54) | \$(106) | \$(52) |
| Maintenance Capex | <u>\$(73)</u> | <u>\$(56)</u> | <u>\$17</u> |
| Distributable Cash Flow | \$538 | \$567 | \$29 |
| Growth Capex | \$(445) | \$(377) | \$68 |
| Dividends | \$(164) | \$(174) | \$(10) |
| Free Cash Flow | \$(71) | \$16 | \$87 |

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

Cash returned to shareholders

Dividend (Per Share)



Dividends and share repurchases

- 30+ years of increasing dividends
- Long history of share repurchases
 - \$3.5 B since 2005
- Capital returned to shareholders
 - Almost \$8 B since 2005

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

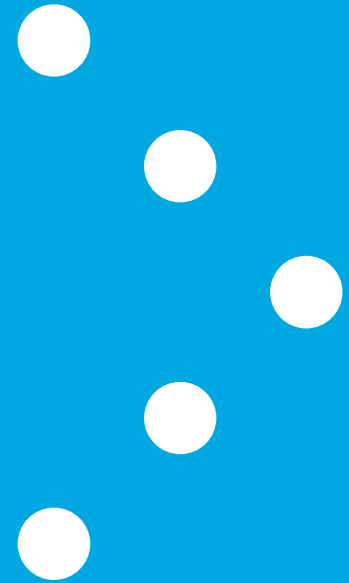
Moving forward



Thank you
tell me more



Appendix Slides



Q3 Summary

| (\$ million) | Q3 FY15 | Fav/(Unfav) vs. | |
|------------------------------|---------|-----------------|---------|
| | | Q3 FY14 | Q2 FY15 |
| Sales | \$2,470 | (6%) | 2% |
| - Volume | | 3% | 2% |
| - Price | | 1% | -% |
| - Energy/Raw Mat'l pass-thru | | (4%) | -% |
| - Currency | | (6%) | -% |
| EBITDA | \$758 | 9% | 7% |
| - EBITDA Margin | 30.7% | 430bp | 130bp |
| Operating Income | \$482 | 17% | 9% |
| - Operating Margin | 19.5% | 380bp | 120bp |
| Net Income | \$359 | 14% | 7% |
| Diluted EPS (\$/share) | \$1.65 | 13% | 6% |
| ROCE | 10.9% | 130bp | 40bp |

- Operating margin up about 330bp excluding the impact of lower energy pass-thru

Appendix: Q315 Results

Moving forward

(\$ Millions, except per share data)

| | GAAP Measure | | | | Non GAAP Adjustments (2) | | Non GAAP Measure | | | |
|--------------------------------------|--------------|-------------|---------------|---------------|--------------------------|-------------|------------------|-------------|---------------|---------------|
| | | | \$ | % | | | | | \$ | % |
| <u>Q315 vs. Q314 - Total Company</u> | <u>Q315</u> | <u>Q314</u> | <u>Change</u> | <u>Change</u> | <u>Q315</u> | | <u>Q315</u> | <u>Q314</u> | <u>Change</u> | <u>Change</u> |
| Sales | 2,470.2 | 2,634.6 | (164.4) | (6%) | | | 2,470.2 | 2,634.6 | (164.4) | (6%) |
| Operating Income | 422.5 | 413.8 | 8.7 | 2% | 59.8 | | 482.3 | 413.8 | 68.5 | 17% |
| Operating Margin | 17.1% | 15.7% | | 140bp | | | 19.5% | 15.7% | | 380bp |
| Income from Cont. Ops. (1) | 318.8 | 314.0 | 4.8 | 2% | 39.8 | | 358.6 | 314.0 | 44.6 | 14% |
| Diluted EPS - Cont. Ops. (1) | \$1.47 | \$1.46 | \$0.01 | 1% | 0.18 | | \$1.65 | \$1.46 | \$0.19 | 13% |
| <u>Q315 vs. Q215 - Total Company</u> | <u>Q315</u> | <u>Q215</u> | <u>Change</u> | <u>Change</u> | <u>Q315</u> | <u>Q215</u> | <u>Q315</u> | <u>Q215</u> | <u>Change</u> | <u>Change</u> |
| Sales | 2,470.2 | 2,414.5 | 55.7 | 2% | | | 2,470.2 | 2,414.5 | 55.7 | 2% |
| Operating Income | 422.5 | 374.4 | 48.1 | 13% | 59.8 | 68.0 | 482.3 | 442.4 | 39.9 | 9% |
| Operating Margin | 17.1% | 15.5% | | 160bp | | | 19.5% | 18.3% | | 120bp |
| Income from Cont. Ops. (1) | 318.8 | 290.0 | 28.8 | 10% | 39.8 | 46.1 | 358.6 | 336.1 | 22.5 | 7% |
| Diluted EPS - Cont. Ops. (1) | \$1.47 | \$1.33 | \$0.14 | 11% | 0.18 | 0.22 | \$1.65 | \$1.55 | \$0.10 | 6% |

(1) Attributable to Air Products

(2) FY15 Non GAAP Adjustments

| | Q215 | | |
|---|-------------------------|----------------------------|------------|
| | <u>Operating Income</u> | <u>Inc. From Cont. Ops</u> | <u>EPS</u> |
| Business restructuring/cost reduction actions | 55.4 | 38.2 | 0.18 |
| Pension settlement loss | 12.6 | 7.9 | 0.04 |
| Total Q215 Adjustments | 68.0 | 46.1 | 0.22 |
| | Q315 | | |
| | <u>Operating Income</u> | <u>Inc. From Cont. Ops</u> | <u>EPS</u> |
| Business restructuring/cost reduction actions | 58.2 | 38.8 | 0.18 |
| Pension settlement loss | 1.6 | 1.0 | 0.00 |
| Total Q315 Adjustments | 59.8 | 39.8 | 0.18 |

Appendix: Adjusted EBITDA Trend

| \$ Millions | Q114 | Q214 | Q314 | Q414 | FY14 | Q115 | Q215 | Q315 | Q315 vs PY | | Q315 vs PQ | |
|------------------------------------|------------|------------|------------|------------------|--------------|-----------------|-----------------|-----------------|------------|-------|------------|-------|
| | | | | | | | | | \$ | % | \$ | % |
| Income From Continuing Operations | 296.0 | 291.5 | 323.5 | 77.5 | 988.5 | 337.5 | 296.9 | 333.2 | | | | |
| Add: Interest expense | 33.3 | 31.5 | 31.3 | 29.0 | 125.1 | 29.1 | 23.4 | 28.2 | | | | |
| Add: Income tax provision | 94.5 | 92.1 | 102.1 | 77.3 | 366.0 | 106.5 | 87.1 | 103.5 | | | | |
| Add: Depreciation and amortization | 234.2 | 229.1 | 239.0 | 254.6 | 956.9 | 235.5 | 233.3 | 233.0 | | | | |
| Add Non GAAP pre-tax adjustments | <u>0.0</u> | <u>0.0</u> | <u>0.0</u> | <u>328.3</u> (1) | 328.3 | <u>14.5</u> (2) | <u>68.0</u> (2) | <u>59.8</u> (2) | | | | |
| Adjusted EBITDA | 658.0 | 644.2 | 695.9 | 766.7 | 2,764.8 | 723.1 | 708.7 | 757.7 | 61.8 | 9% | 49.0 | 7% |
| Sales | 2,545.5 | 2,581.9 | 2,634.6 | 2,677.0 | 10,439.0 | 2,560.8 | 2,414.5 | 2,470.2 | | | | |
| Adjusted EBITDA Margin | 25.8% | 25.0% | 26.4% | 28.6% | <u>26.5%</u> | 28.2% | 29.4% | 30.7% | | 430bp | | 130bp |

(1) Q414 Non GAAP Pre-Tax Adjustments

| | <u>Q414</u> |
|---|--------------|
| Business restructuring/cost reduction actions | 12.7 |
| Goodwill and intangible impairment | 310.1 |
| Pension settlement loss | <u>5.5</u> |
| Total Q414 adjustments | <u>328.3</u> |

(2) FY15 Non GAAP Pre-Tax Adjustments

| | <u>Q115</u> | <u>Q215</u> | <u>Q315</u> |
|---|-------------|-------------|-------------|
| Business restructuring/cost reduction actions | 32.4 | 55.4 | 58.2 |
| Gain on previously held equity investment | (17.9) | - | - |
| Pension Settlement Loss | - | <u>12.6</u> | <u>1.6</u> |
| Total FY15 adjustments | <u>14.5</u> | <u>68.0</u> | <u>59.8</u> |

Appendix: Adjusted EBITDA by Segment

Moving forward

| \$ Millions | Q114 | Q214 | Q314 | Q414 | FY14 | Q115 | Q215 | Q315 | Q315 vs PY | | Q315 vs PQ | |
|------------------------------------|--------|--------|--------|--------|---------|--------|-------|--------|------------|--------|------------|-------|
| | | | | | | | | | \$ | % | \$ | % |
| <u>Gases - Americas</u> | | | | | | | | | | | | |
| Operating Income | 184.5 | 169.6 | 188.9 | 219.6 | 762.6 | 211.2 | 182.0 | 206.5 | | | | |
| Add: Depreciation and amortization | 104.0 | 99.4 | 105.6 | 105.4 | 414.4 | 103.6 | 103.3 | 103.9 | | | | |
| Add Equity Affiliates' Income | 17.6 | 12.6 | 14.7 | 16.0 | 60.9 | 17.2 | 15.1 | 17.3 | | | | |
| Adjusted EBITDA | 306.1 | 281.6 | 309.2 | 341.0 | 1,237.9 | 332.0 | 300.4 | 327.7 | 18.5 | 6% | 27.3 | 9% |
| Adjusted EBITDA Margin | 32.4% | 27.3% | 29.1% | 32.9% | 30.4% | 33.1% | 33.7% | 36.5% | | 740bp | | 280bp |
| <u>Gases - EMEA</u> | | | | | | | | | | | | |
| Operating Income | 85.2 | 87.5 | 85.7 | 92.8 | 351.2 | 81.3 | 71.0 | 87.6 | | | | |
| Add: Depreciation and amortization | 54.9 | 55.0 | 54.9 | 55.4 | 220.2 | 51.1 | 47.6 | 47.0 | | | | |
| Add Equity Affiliates' Income | 9.7 | 9.3 | 13.5 | 11.6 | 44.1 | 10.3 | 8.0 | 12.1 | | | | |
| Adjusted EBITDA | 149.8 | 151.8 | 154.1 | 159.8 | 615.5 | 142.7 | 126.6 | 146.7 | (7.4) | (5%) | 20.1 | 16% |
| Adjusted EBITDA Margin | 27.2% | 28.0% | 28.7% | 30.7% | 28.6% | 28.5% | 28.2% | 32.2% | | 350bp | | 400bp |
| <u>Gases - Asia</u> | | | | | | | | | | | | |
| Operating Income | 82.7 | 71.2 | 83.8 | 72.7 | 310.4 | 90.5 | 84.7 | 100.9 | | | | |
| Add: Depreciation and amortization | 46.4 | 48.1 | 50.0 | 60.8 | 205.3 | 49.6 | 50.3 | 51.9 | | | | |
| Add Equity Affiliates' Income | 9.6 | 7.6 | 13.4 | 7.4 | 38.0 | 14.6 | 9.4 | 12.7 | | | | |
| Adjusted EBITDA | 138.7 | 126.9 | 147.2 | 140.9 | 553.7 | 154.7 | 144.4 | 165.5 | 18.3 | 12% | 21.1 | 15% |
| Adjusted EBITDA Margin | 35.1% | 34.7% | 40.2% | 35.2% | 36.3% | 38.8% | 36.7% | 39.6% | | (60)bp | | 290bp |
| <u>Gases - Global</u> | | | | | | | | | | | | |
| Operating Income | (10.3) | (14.6) | (14.4) | (18.0) | (57.3) | (17.9) | (7.9) | (24.1) | | | | |
| Add: Depreciation and amortization | 1.7 | 1.6 | 1.7 | 2.1 | 7.1 | 4.3 | 5.5 | 4.2 | | | | |
| Add Equity Affiliates' Income | 0.7 | 0.3 | 0.7 | 4.1 | 5.8 | 0.4 | (0.2) | 0.0 | | | | |
| Adjusted EBITDA | (7.9) | (12.7) | (12.0) | (11.8) | (44.4) | (13.2) | (2.6) | (19.9) | (7.9) | | (17.3) | |
| <u>Materials Technologies</u> | | | | | | | | | | | | |
| Operating Income | 64.3 | 93.8 | 96.6 | 124.3 | 379.0 | 104.6 | 124.2 | 131.5 | | | | |
| Add: Depreciation and amortization | 24.5 | 22.7 | 24.5 | 27.4 | 99.1 | 24.0 | 23.3 | 22.7 | | | | |
| Add Equity Affiliates' Income | 0.6 | 0.6 | 0.8 | 0.6 | 2.6 | 0.6 | 0.7 | 0.3 | | | | |
| Adjusted EBITDA | 89.4 | 117.1 | 121.9 | 152.3 | 480.7 | 129.2 | 148.2 | 154.5 | 32.6 | 27% | 6.3 | 4% |
| Adjusted EBITDA Margin | 18.6% | 23.4% | 23.2% | 27.2% | 23.3% | 24.7% | 27.8% | 28.6% | | 540bp | | 80bp |
| <u>Corporate/Other</u> | | | | | | | | | | | | |
| Operating Income | (17.9) | (19.3) | (23.6) | (16.2) | (77.0) | (22.7) | (8.8) | (17.6) | | | | |
| Add: Depreciation and amortization | 2.7 | 2.3 | 2.3 | 3.5 | 10.8 | 2.9 | 3.3 | 3.3 | | | | |
| Add Equity Affiliates' Income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | | | | |
| Adjusted EBITDA | (15.2) | (17.0) | (21.3) | (12.7) | (66.2) | (19.8) | (5.5) | (14.3) | 7.0 | | (8.8) | |

Appendix: ROCE

Moving forward

| \$ Millions | | | | | | | | | | | |
|---|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Quarter Ended | Q113 | Q213 | Q313 | Q413 | Q114 | Q214 | Q314 | Q414 | Q115 | Q215 | Q315 |
| Numerator | | | | | | | | | | | |
| Operating Income Reported | | 389.7 | 383.1 | 179.2 | 385.6 | 384.7 | 413.8 | 144.1 | 430.0 | 374.4 | 422.5 |
| Equity Affiliate Income | | 39.8 | 44.2 | 42.4 | 38.2 | 30.4 | 43.1 | 39.7 | 43.1 | 33.0 | 42.4 |
| Earnings before tax as reported | | 429.5 | 427.3 | 221.6 | 423.8 | 415.1 | 456.9 | 183.8 | 473.1 | 407.4 | 464.9 |
| Cost Reduction / Restructuring Charge | | 0.0 | 0.0 | 231.6 | 0.0 | 0.0 | 0.0 | 12.7 | 32.4 | 55.4 | 58.2 |
| Gain on previously held equity interest | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | (17.9) | 0.0 | 0.0 |
| Advisory Costs | | 0.0 | 0.0 | 10.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Pension Settlement Loss | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 5.5 | 0.0 | 12.6 | 1.6 |
| Goodwill and intangible impairment | | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 310.1 | 0.0 | 0.0 | 0.0 |
| Earnings before tax ex items | | 429.5 | 427.3 | 463.3 | 423.8 | 415.1 | 456.9 | 512.1 | 487.6 | 475.4 | 524.7 |
| Effective tax rate as reported | | 24.3% | 24.0% | 13.9% | 24.2% | 24.0% | 24.0% | 49.9% | 24.0% | 22.7% | 23.7% |
| Earnings after tax as reported | | 325.1 | 324.7 | 190.8 | 321.2 | 315.5 | 347.2 | 92.1 | 359.6 | 314.9 | 354.7 |
| Effective tax rate ex items | | 24.3% | 24.0% | 24.1% | 24.2% | 24.0% | 24.0% | 24.0% | 24.1% | 24.1% | 24.9% |
| Earnings after tax ex items | | 325.1 | 324.7 | 351.6 | 321.2 | 315.5 | 347.2 | 389.2 | 370.1 | 360.8 | 394.0 |
| 4 Qtr trailing AT earnings (numerator) - as reported | | | | | 1,161.8 | 1,152.2 | 1,174.7 | 1,076.0 | 1,114.4 | 1,113.8 | 1,121.3 |
| 4 Qtr trailing AT Earnings (numerator) - ex items | | | | | 1,322.6 | 1,313.0 | 1,335.5 | 1,373.1 | 1,422.0 | 1,467.3 | 1,514.1 |
| Denominator | | | | | | | | | | | |
| Total Debt | 6,035.7 | 5,981.2 | 6,130.3 | 6,273.6 | 6,168.3 | 6,167.1 | 6,136.0 | 6,118.5 | 6,089.0 | 5,930.2 | 5,863.2 |
| Air Products Shareholders' Equity | 6,299.3 | 6,365.5 | 6,540.8 | 7,042.1 | 7,264.0 | 7,370.9 | 7,696.7 | 7,365.8 | 7,351.5 | 7,332.5 | 7,586.0 |
| Redeemable Noncontrolling Interest | 390.7 | 398.7 | 371.8 | 375.8 | 358.7 | 343.6 | 341.4 | 287.2 | 288.7 | 280.0 | 277.9 |
| Noncontrolling Interest | 151.9 | 151.9 | 150.6 | 156.8 | 158.7 | 156.9 | 159.5 | 155.6 | 151.8 | 143.8 | 145.3 |
| Total Capital | 12,877.6 | 12,897.3 | 13,193.5 | 13,848.3 | 13,949.7 | 14,038.5 | 14,333.6 | 13,927.1 | 13,881.0 | 13,686.5 | 13,872.4 |
| 2 Qtr Average Capital (denominator) | | | | | 13,899.0 | 13,994.1 | 14,186.1 | 14,130.4 | 13,904.1 | 13,783.8 | 13,779.5 |
| 5 Qtr Average Capital (denominator) | | | | | 13,353.3 | 13,585.5 | 13,872.7 | 14,019.4 | 14,026.0 | 13,973.3 | 13,940.1 |
| ROCE as rptd (4 Qtr trail AT earnings / 5 pt avg capital) | | | | | 8.7% | 8.5% | 8.5% | 7.7% | 7.9% | 8.0% | 8.0% |
| ROCE ex items (4 Qtr trail AT earnings/ 5 pt avg capital) | | | | | 9.9% | 9.7% | 9.6% | 9.8% | 10.1% | 10.5% | 10.9% |
| Instantaneous ROCE ex items (Qtr earnings AT x 4) / 2 pt avg capital) | | | | | 9.2% | 9.0% | 9.8% | 11.0% | 10.6% | 10.5% | 11.4% |

Appendix: ROCE Tax Rate

| (\$ Millions) | <u>Q213</u> | <u>Q313</u> | <u>Q413</u> | <u>Q114</u> | <u>Q214</u> | <u>Q314</u> | <u>Q414</u> | <u>Q115</u> | <u>Q215</u> | <u>Q315</u> |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <u>Reported</u> | | | | | | | | | | |
| Income Before Taxes | 394.3 | 391.9 | 186.2 | 390.5 | 383.6 | 425.6 | 154.8 | 444.0 | 384.0 | 436.7 |
| Tax Expense | 95.8 | 94.1 | 25.8 | 94.5 | 92.1 | 102.1 | 77.3 | 106.5 | 87.1 | 103.5 |
| Tax Rate Reported | 24.3% | 24.0% | 13.9% | 24.2% | 24.0% | 24.0% | 49.9% | 24.0% | 22.7% | 23.7% |
| <u>ITEMS</u> | | | | | | | | | | |
| <u>Operating Income</u> | | | | | | | | | | |
| Cost Reduction / Restructuring Charges | | | 231.6 | | | | 12.7 | 32.4 | 55.4 | 58.2 |
| Pension Settlement Loss | | | | | | | 5.5 | | 12.6 | 1.6 |
| Gain on previously held equity interest | | | | | | | | (17.9) | | |
| Advisory Costs | | | 10.1 | | | | | | | |
| Goodwill and intangible impairment | | | | | | | 310.1 | | | |
| <u>Tax Exp</u> | | | | | | | | | | |
| Cost Reduction / Restructuring Charges | | | 73.7 | | | | 4.5 | 10.7 | 17.2 | 19.4 |
| Pension Settlement Loss | | | | | | | 1.9 | | 4.7 | 0.6 |
| Gain on previously held equity interest | | | | | | | | (6.7) | | |
| Advisory Costs | | | 3.7 | | | | | | | |
| Goodwill and intangible impairment | | | | | | | 1.3 | | | |
| Income tax items | | | | | | | 31.0 | | | |
| <u>Ex Items</u> | | | | | | | | | | |
| Income Before Taxes | 394.3 | 391.9 | 427.9 | 390.5 | 383.6 | 425.6 | 483.1 | 458.5 | 452.0 | 496.5 |
| Tax Expense | 95.8 | 94.1 | 103.2 | 94.5 | 92.1 | 102.1 | 116.0 | 110.5 | 109.0 | 123.5 |
| Tax Rate ex Items | 24.3% | 24.0% | 24.1% | 24.2% | 24.0% | 24.0% | 24.0% | 24.1% | 24.1% | 24.9% |

Moving forward



Thank you
tell me more

