## Create Shareholder Value

## Q4 FY'14

Earnings Conference Call

October 30, 2014


## Forward looking statements

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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

## Safety results - Q4

|  | FY13 <br> Q4 | FY14 <br> Q4 | Trend change <br> vs prior year |
| :--- | :---: | :---: | :---: |
| Fatalities | 0 | 0 | $\mathbf{0}$ |
| Employee Lost Time Injury Rate | 0.29 | 0.26 | $\mathbf{Q}$ |
| Employee Recordable Injury Rate | 0.66 | 0.57 | $\mathbf{Q}$ |

## Management Principles

Shareholder Cash is king; cash flow drives long-term value 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 minimizes costs and politics

## Our 5 Point Plan

(1) Focus on the Core
(2) Restructure the Organization
(3) Change Company Culture
(4) Control Capital / Costs
(5) Align Rewards

## Q4 Summary

| (\$millions, Continuing Operations) | Q4 FY14 | Fav/(Unfav) vs. |  |
| :---: | :---: | :---: | :---: |
| Sales | \$2,677 | 3\% | 2\% |
| - Volume (ex-PUI) |  | 3\% | 3\% |
| - PUI volume |  | (1\%) | -\% |
| - Price |  | 1\% | -\% |
| - Energy/Raw Mat'l pass-thru |  | -\% | -\% |
| - Currency |  | -\% | (1\%) |
| EBITDA | \$767 | 10\% | 10\% |
| EBITDA Margin | 28.6\% | 170bp | 220bp |
| Operating Income | \$472 | 12\% | 14\% |
| Operating Margin | 17.6\% | 130bp | 190bp |
| Net Income | \$358 | 14\% | 14\% |
| Diluted EPS (\$/share) | 1.66 | 13\% | 14\% |
| ROCE (quarter) | 11.0\% | 60bp | 120bp |

## Cash Flow Focus

| (\$ billion) | FY 14 | FY 13 | Change |
| :--- | ---: | ---: | ---: | ---: |
| EBITDA | $\$ 2.8$ | $\$ 2.6$ | $\$ 0.1$ |
| Cash Tax | $\$(0.2)$ | $\$(0.3)$ | $\$ 0.2$ |
| Interest | $\$(0.1)$ | $\$(0.1)$ | $\$ 0.0$ |
| Dividends | $\$(0.6)$ | $\$(0.6)$ | $\$(0.1)$ |
| Capex | $\$(1.9)$ | $\$(2.0)$ | $\$ 0.1$ |
| Free Cash Flow | $\$ 0.0$ | $\$(0.4)$ | $\$ 0.4$ |

- Improved Free Cash Flow (after taxes, interest, dividends and capex)
- Driven by higher EBITDA, lower capex and lower cash taxes


## FY 2014 Summary

| (\$billions,) | FY14 | FY13 | Change vs. PY |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | \$ $\Delta$ | \% $\Delta$ |
| Sales | \$10.4 | \$10.2 | \$0.3 | 3\% |
| - Volume (ex-PUI) <br> - PUI volume <br> - Energy/Raw Mat'l pa |  |  |  | $3 \%$ $(1 \%)$ $1 \%$ |
| EBITDA | \$2.8 | \$2.6 | \$0.1 | 5\% |
| EBITDA Margin | 26.5\% | 25.9\% |  | 60bp |
| Operating Income | \$1.7 | \$1.6 | \$0.1 | 6\% |
| Operating Margin | 15.9\% | 15.4\% |  | 50bp |
| EPS (\$/share) | \$5.78 | \$5.50 | \$0.28 | 5\% |
| ROCE | 9.8\% | 10.1\% |  | (30bp) |
| - Record Q4 drive | rong finish | to the y | $=Y^{\prime} 15$ |  |

## Q4 Non-GAAP items

|  | Op Income <br> \$MM | Net Income <br> \$MM | EPS <br> \$/share |
| :--- | :---: | :---: | :---: |
| Latin America impairment | $\$ 310.1$ | $\$ 275.1$ | $\$ 1.27$ |
| Tax items | - | $(31.0)$ | $(0.14)$ |
| Restructuring costs | 12.7 | 8.2 | 0.04 |
| Pension settlements | $\underline{5.5}$ | $\underline{3.6}$ | $\underline{0.02}$ |
|  | $\$ 328.3$ | $\$ 255.9$ | $\$ 1.19$ |

- Latin America impairment on lower Indura profitability
- Tax items includes benefit of a tax election for a non-US subsidiary partially offset by expense due to Chile tax reform
- Restructuring costs recorded as incurred


## Q4 Summary

| (\$millions, Continuing Operations) | Q4 FY14 | Fav/(Unfav) vs. |  |
| :---: | :---: | :---: | :---: |
| Sales | \$2,677 | 3\% | 2\% |
| - Volume (ex-PUI) <br> - PUI volume <br> - Price <br> - Energy/Raw Mat'l pass-thru <br> - Currency |  | $\begin{gathered} 3 \% \\ (1 \%) \\ 1 \% \\ -\% \\ -\% \end{gathered}$ | $\begin{gathered} 3 \% \\ -\% \\ -\% \\ -\% \\ (1 \%) \end{gathered}$ |
| EBITDA | \$767 | 10\% | 10\% |
| EBITDA Margin | 28.6\% | 170bp | 220bp |
| Operating Income | \$472 | 12\% | 14\% |
| Operating Margin | 17.6\% | 130bp | 190bp |
| Net Income | \$358 | 14\% | 14\% |
| Diluted EPS (\$/share) | 1.66 | 13\% | 14\% |
| ROCE (quarter) | 11.0\% | 60bp | 120bp |

## Q4 EPS Analysis

As reported EPS less non-GAAP items less disc. ops. EPS Continuing Ops. EPS

Volume
Price / raw materials Cost

PUI impact

| Q4 FY14 | Q4 FY13 | Change |
| :---: | :---: | :---: |
| \$0.48 | \$0.64 |  |
| (1.19) | (0.77) |  |
| 0.01 | (0.06) |  |
| \$1.66 | \$1.47 | \$0.19 |

$\left.\begin{array}{c}\$ 0.16 \\ 0.02 \\ 0.04 \\ (0.03)\end{array}\right]-\$ 0.22$

Currency/FX
Lower equity affiliate income
Lower interest expense
Non-controlling Interests
Higher shares outstanding
Change
(0.01)
0.02
0.01
(0.02) \$0.19

## Merchant Gases

|  |  | Fav/(Unfav) vs. |  |
| :--- | :---: | :---: | :---: |
|  | Q4 FY14 | Q4 FY13 | Q3 FY14 |
| Sales | $\$ 1,086$ | $3 \%$ | $1 \%$ |
| - Volume |  | $2 \%$ | $2 \%$ |
| - Price |  | $2 \%$ | $-\%$ |
| - Currency |  | $(1 \%)$ | $(1 \%)$ |
| Operating Income | $\$ 186$ | $5 \%$ | $7 \%$ |
| Operating Margin | $17.1 \%$ | 40 bp | 100 bp |

- Broad based volume and price strength
- Operating income leverage due to cost focus
- Best operating margins in over two years


## Merchant Gases: Q4 Sales Analysis

| \% chg vs <br> PY | US \& Canada | Europe | Asia | Latin <br> America |
| :--- | :---: | :---: | :---: | :---: |
| Sales | $6 \%$ | $6 \%$ | $1 \%$ | $(8 \%)$ |
| - volume | $1 \%$ | $3 \%$ | $2 \%$ | $(1 \%)$ |
| - price | $5 \%$ | $1 \%$ | $(1 \%)$ | $3 \%$ |
| - currency | $-\%$ | $2 \%$ | $-\%$ | $(10 \%)$ |
| LOX/LIN <br> capacity utilization | high 70's | high 70's | high 70's | mid 70's |

- US/Canada LOX/LIN volume strength and good price results
- Europe liquid bulk volumes trended up
- Asia gases volume strength
- LA volumes impacted by weaker economic activity


## Tonnage Gases

|  | Q4 FY14 | Fav/(Unfav) vs. Q4 FY13 Q3 FY14 |  |
| :---: | :---: | :---: | :---: |
| Sales | \$806 | (4\%) | (4\%) |
| - Volume (ex-PUI) |  | (1\%) | (2\%) |
| - PUI volume |  | (4\%) |  |
| - Energy/Raw Mat'l pass thru |  | 1\% | (1\%) |
| - Currency |  | -\% | (1\%) |
| Operating Income | \$138 | 2\% | 17\% |
| - Operating Income excluding PUI |  | 10\% | 17\% |
| Operating Margin | 17.1\% | 100bp | 300bp |

- Strong profit growth (ex PUI) from cost focus
- Continued strong USGC hydrogen demand
- PUI business exit complete - headwind vs. prior year


## Equipment \& Energy

## Sales

Operating Income Sales Backlog

## Q4 FY14

\$125
\$ 27
\$520

Fav/(Unfav) vs.
$\frac{\text { Q4 FY13 }}{6 \%} \frac{\text { Q3 FY14 }}{20 \%}$
34\% 57\%

29\%

- Higher LNG project activity and cost focus drives profit improvement
- Freeport LNG win


## Electronics \& Performance Materials

|  | Q4 FY14 | Fav/(Unfav) vs. Q4 FY13 Q3 FY14 |  |
| :---: | :---: | :---: | :---: |
| Sales | \$660 | 14\% | 7\% |
| - Volume |  | 13\% | 7\% |
| - Price |  | -\% | -\% |
| - Currency |  | 1\% | -\% |
| Operating Income | \$128 | 33\% | 19\% |
| Operating Margin | 19.3\% | 280bp | 200bp |
| Electronics sales |  | 16\% | 14\% |
| Performance Materials sales |  | 11\% | (1\%) |

- Electronics sales growth across all product lines
- Performance Materials sales growth across all product lines and major regions
- Operating Income leverage from higher volumes and cost focus


## FY 2015 Outlook

## FY EPS

Capital Spending
FQ1 EPS
\$6.30-\$6.55
\$1.7-\$1.9 billion
\$1.45-\$1.50

## 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 | Geographic alignment | Simplicity | Hurdle rates | EBITDA / value |
| geographies |  | Speed | Corporate cost | creation target |
|  |  | Self-confidence | Ops. / Dist. efficiency |  |

## Appendix Slides

## Capital spending outlook

## FY15 forecast \$1.7-\$1.9 billion



## Industry leading \$3.5B backlog: Over $85 \%$ secure onsite/pipeline business model

| Plant | Capacity | Timing | Market |  |
| :--- | :--- | :--- | :---: | :---: |
| ASU/Liquid | Samsung, Xian, China | World Scale | Onstream | Electronics |
| ASU/Liquid | XLX, Xinxiang, China | 2,000 TPD O2 | Onstream | Gasif to Fertilizer |
| ASU | Tainan, Taiwan | Multiple Plants | Onstream* | Electronics |
| H2 | St. Charles, LA | World Scale | Onstream | Refinery (Pipeline) |
| Helium | Wyoming | 200 MMSCFY | Onstream | Merchant Helium |
| ASU/Liquid | PCEC, Weinan, China | 8,200 TPD O2 | Q1FY15* | Gasif to Chemicals |
| ASU | Samsung, Tangjeong, Korea | World Scale | Q1FY15 | Electronics |
| ASU/Liquid | Zhengyuan, Hebei, China | 2,000 TPD O2 | Q2FY15 | Gasif to Fertilizer |
| EfW | Tees Valley 1, UK | 50 MW | H2FY15 | Energy from Waste |
| ASU | Yankuang, Yulin, China | 12,000 TPD O2 | H2FY15* | Gasif to CTL |
| Helium | Colorado | 230 MMSCFY | H2FY15 | Merchant Helium |
| ASU | Lu'An, Changzhi City, China | 10,000 TPD O2 | FY16* | Gasif to CTL |
| H2/ASU | BPCL, India | 165 MMSCFD H2 | FY16 | Refinery / Chems |
| H2 | Scotford, Canada | 150 MMSCFD H2 | FY16 | Refinery (Pipeline) |
| EfW | Tees Valley 2, UK | 50 MW | FY16 | Energy from Waste |

## Appendix: Q4 and Full Year Results



## Appendix: Guidance

## EPS Guidance

Full Fiscal Year 2015 Guidance FY14
Business Restructuring Charge
Goodwill and intangible impairment
Pension settlement loss
Income tax items
FY14 Non GAAP
FY15 Guidance (2)
\% Change

Diluted
EPS (1)
$\$ 4.59$
\$0.04
\$1.27
\$0.02
(\$0.14)
$\$ 5.78$
\$6.30-\$6.55
9\%-13\%

## Capital Expenditure Guidance

|  | $\underline{\text { SMillions }}$ |
| :--- | :---: |
| FY14 GAAP | $1,682.2$ |
| Capital lease expenditures | 202.4 |
| Purchase of noncontrolling interests | $\underline{0.5}$ |
| FY14 Non GAAP | $\underline{1,885.1}$ |
|  | $1,650-1,800$ |
| FY15 GAAP - guidance | $\underline{50-100}$ |
| Capital lease expenditures | $1,700-1,900$ |

(1) Continuing operations, attributable to Air Products
(2) Guidance provided is on a non-GAAP basis which excludes the impact of items that are non-operational in nature

## Appendix: Adjusted EBITDA Trend

| \$ Millions | Q113 | Q213 | Q313 | Q413 | FY13 | Q114 | Q214 | Q314 | Q414 | FY14 | Q414 vs PY |  | Q414 vs PQ |  | FY14 vs FY13 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  | \$ | \% | \$ | \% | \$ | \% |
| Income From Continuing Operations | 285.8 | 298.5 | 297.8 | 160.4 | 1,042.5 | 296.0 | 291.5 | 323.5 | 77.5 | 988.5 |  |  |  |  |  |  |
| Add: Interest expense | 35.8 | 35.2 | 35.4 | 35.4 | 141.8 | 33.3 | 31.5 | 31.3 | 29.0 | 125.1 |  |  |  |  |  |  |
| Add: Income tax provision | 92.2 | 95.8 | 94.1 | 25.8 | 307.9 | 94.5 | 92.1 | 102.1 | 77.3 | 366.0 |  |  |  |  |  |  |
| Add: Depreciation and amortization | 218.5 | 226.2 | 229.7 | 232.6 | 907.0 | 234.2 | 229.1 | 239.0 | 254.6 | 956.9 |  |  |  |  |  |  |
| Add Non GAAP pre-tax adjustments (1) | 0.0 | 0.0 | 0.0 | $\underline{241.7}$ (1) | 241.7 | 0.0 | 0.0 | 0.0 | 328.3 (2) | 328.3 |  |  |  |  |  |  |
| Adjusted EBITDA | 632.3 | 655.7 | 657.0 | 695.9 | 2,640.9 | 658.0 | 644.2 | 695.9 | 766.7 | 2,764.8 | 70.8 | 10\% | 70.8 | 10\% | 123.9 | 5\% |
| Sales | 2,562.4 | 2,484.2 | 2,547.3 | 2,586.5 | 10,180.4 | 2,545.5 | 2,581.9 | 2,634.6 | 2,677.0 | 10,439.0 |  |  |  |  |  |  |
| Adjusted EBITDA Margin | 24.7\% | 26.4\% | 25.8\% | 26.9\% | 25.9\% | 25.8\% | 25.0\% | 26.4\% | 28.6\% | 26.5\% |  | 170bp |  | 220bp |  | 60bp |
| (1) Q413 Non GAAP Pre-Tax Adjustments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Q413 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business restructuring and cost reduction plans | 231.6 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Advisory costs | 10.1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Q413 adjustments | $\underline{241.7}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| (2) Q414 Non GAAP Pre-Tax Adjustments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Q414 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Business restructuring and cost reduction plans | 12.7 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Goodwill and intangible impairment | 310.1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Pension settlement loss | 5.5 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Q414 adjustments | 328.3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

## Appendix: ROCE

| \$ Millions |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter Ended | Q112 | Q212 | Q312 | Q412 | Q113 | Q213 | Q313 | Q413 | Q114 | Q214 | Q314 | Q414 |
| Numerator |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Income Reported |  | 287.9 | 482.8 | 157.9 | 372.4 | 389.7 | 383.1 | 179.2 | 385.6 | 384.7 | 413.8 | 144.1 |
| Equity Affiliate Income |  | 35.5 | 41.7 | 39.5 | 41.4 | 39.8 | 44.2 | $\underline{42.4}$ | 38.2 | 30.4 | 43.1 | 39.7 |
| Earnings before tax as reported |  | 323.4 | 524.5 | 197.4 | 413.8 | 429.5 | 427.3 | 221.6 | 423.8 | 415.1 | 456.9 | 183.8 |
| Cost Reduction / Restructuring Charge |  | 86.8 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 231.6 | 0.0 | 0.0 | 0.0 | 12.7 |
| Gain on previously held equity interest |  | 0.0 | (85.9) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PUl business actions |  | 0.0 | 0.0 | 54.6 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| PV market actions |  | 0.0 | 0.0 | 186.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Customer Bankruptcy |  | 0.0 | 0.0 | 9.8 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Advisory Costs |  | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 10.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Pension Settlement Loss |  | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 5.5 |
| Goodwill and intangible impairment |  | 0.0 | 0.0 | $\underline{0.0}$ | $\underline{0.0}$ | $\underline{0.0}$ | 0.0 | $\underline{0.0}$ | 0.0 | $\underline{0.0}$ | 0.0 | 310.1 |
| Earnings before tax ex items |  | 410.2 | 438.6 | 447.8 | 413.8 | 429.5 | 427.3 | 463.3 | 423.8 | 415.1 | 456.9 | 512.1 |
| Effective tax rate as reported |  | 3.0\% | 26.7\% | 11.2\% | 24.4\% | 24.3\% | 24.0\% | 13.9\% | 24.2\% | 24.0\% | 24.0\% | 49.9\% |
| Earnings after tax as reported |  | 313.7 | 384.5 | 175.3 | 312.8 | 325.1 | 324.7 | 190.8 | 321.2 | 315.5 | 347.2 | 92.1 |
| Effective tax rate ex items |  | 24.5\% | 24.7\% | 24.5\% | 24.4\% | 24.3\% | 24.0\% | 24.1\% | 24.2\% | 24.0\% | 24.0\% | 24.0\% |
| Earnings after tax ex items |  | 309.7 | 330.3 | 338.1 | 312.8 | 325.1 | 324.7 | 351.6 | 321.2 | 315.5 | 347.2 | 389.2 |
| 4 Qtr trailing AT earnings (numerator) - as reported |  |  |  |  | 1,186.3 | 1,197.7 | 1,137.9 | 1,153.4 | 1,161.8 | 1,152.2 | 1,174.7 | 1,076.0 |
| 4 Qtr trailing AT Earnings (numerator) - ex items |  |  |  |  | 1,290.9 | 1,306.3 | 1,300.7 | 1,314.2 | 1,322.6 | 1,313.0 | 1,335.5 | 1,373.1 |
| Denominator |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Debt | 4,614.4 | 4,739.4 | 4,216.9 | 5,291.9 | 6,035.7 | 5,981.2 | 6,130.3 | 6,273.6 | 6,168.3 | 6,167.1 | 6,136.0 | 6,118.5 |
| Air Products Shareholders' Equity | 5,909.0 | 6,262.7 | 6,513.6 | 6,477.2 | 6,299.3 | 6,365.5 | 6,540.8 | 7,042.1 | 7,264.0 | 7,370.9 | 7,696.7 | 7,365.8 |
| Redeemable Noncontrolling Interest |  |  |  | 392.5 | 390.7 | 398.7 | 371.8 | 375.8 | 358.7 | 343.6 | 341.4 | 287.2 |
| Noncontrolling Interest | 148.1 | 144.7 | 133.8 | 146.1 | 151.9 | 151.9 | 150.6 | 156.8 | 158.7 | 156.9 | 159.5 | 155.6 |
| Total Capital | 10,671.5 | 11,146.8 | 10,864.3 | 12,307.7 | 12,877.6 | 12,897.3 | 13,193.5 | 13,848.3 | 13,949.7 | 14,038.5 | 14,333.6 | 13,927.1 |
| 2 Qtr Average Capital (denominator) |  |  |  |  | 12,592.7 | 12,887.5 | 13,045.4 | 13,520.9 | 13,899.0 | 13,994.1 | 14,186.1 | 14,130.4 |
| 5 Qtr Average Capital (denominator) |  |  |  |  | 11,573.6 | 12,018.7 | 12,428.1 | 13,024.9 | 13,353.3 | 13,585.5 | 13,872.7 | 14,019.4 |
| ROCE as rptd (4 Qtr trail AT earnings / 5 pt avg capital) |  |  |  |  | 10.3\% | 10.0\% | 9.2\% | 8.9\% | 8.7\% | 8.5\% | 8.5\% | 7.7\% |
| ROCE ex items (4 Qtr trail AT earnings/ 5 pt avg capital) |  |  |  |  | 11.2\% | 10.9\% | 10.5\% | 10.1\% | 9.9\% | 9.7\% | 9.6\% | 9.8\% |
| Instantaneous ROCE ex items (Qtr earnings AT x 4) / 2 pt avg capital) |  |  |  |  | 9.9\% | 10.1\% | 10.0\% | 10.4\% | 9.2\% | 9.0\% | 9.8\% | 11.0\% |

## Appendix: ROCE Tax Rate

(\$ Millions)
Reported
Income Before Taxes
Tax Expense
Tax Rate Reported

## ITEMS

Operating Income
Pension Settlement Loss
Cost Reduction / Restructuring Charges
86.8
(85.9)

PUl business actions
PV market actions
Customer Bankruptcy
Advisory Costs
Goodwill and intangible impairment

## Tax Exp

Pension Settlement Loss
Spanish tax settlement
Spanish tax ruling
Cost Reduction / Restructuring Charges
Gain on previously held equity interest
PUI divestiture loss
PV market actions
Customer Bankruptcy
Advisory Costs
Goodwill and intangible impairment
Income tax items
Ex Items
Income Before Taxe
Tax Expense

| 380.8 | 412.6 | 408.9 |
| :---: | :--- | :--- |
| 93.3 | 102.0 | 100.3 |
| $\mathbf{2 4 . 5 \%}$ | $\mathbf{2 4 . 7 \%}$ | $\mathbf{2 4 . 5} \%$ |

## Capital Expenditure - non-GAAP basis

| FY | \$MM |
| :---: | :---: |
| 2015 Forecast | $\$ 1.7-\$ 1.9$ billion |
| 2014 | $\$ 1,885$ |
| 2013 | $\$ 1,997$ |
| 2012 | $\$ 2,088$ |
| 2011 | $\$ 1,539$ |
| 2010 | $\$ 1,298$ |
| 2009 | $\$ 1,475$ |
| 2008 | $\$ 1,355$ |
| 2007 | $\$ 1,635$ |

Includes Capital Expenditures - GAAP basis, plus Capital Lease expenditures and Purchase of non-controlling interests.

2012 excludes $\$ 0.7 B$ for Indura equity
2007-2010 includes European Homecare Services

## Air Products EPS

|  | FY11 | FY12 | FY13 | FY14 | FY15 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 | $\$ 1.25$ | $\$ 1.26$ | $\$ 1.30$ | $\$ 1.34$ | $\$ 1.45-\$ 1.50$ |
| Q2 | $\$ 1.33$ | $\$ 1.31$ | $\$ 1.37$ | $\$ 1.32$ | - |
| Q3 | $\$ 1.37$ | $\$ 1.41$ | $\$ 1.36$ | $\$ 1.46$ | - |
| Q4 | $\$ 1.41$ | $\$ 1.42$ | $\$ 1.47$ | $\$ 1.66$ | - |
| FY | $\$ 5.36$ | $\$ 5.40$ | $\$ 5.50$ | $\$ 5.78$ | $\$ 6.30-\$ 6.55$ |

## Thank you

## tell me more

## PRODUCTS

