Investor Update

Paul E. Huck
Senior Vice President and Chief Financial Officer

J. P. Morgan
Diversified Industries Conference
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Forward Looking Statement

Note: This presentation contains "forward-looking statements" within the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, including earnings guidance, projections and targets. These forward-looking statements are based on management's reasonable expectations and assumptions as of the date this release is issued regarding important risk factors. 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 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; consequences of acts of war or terrorism impacting the United States and other markets; the effects of a natural disaster; the success of cost reduction and productivity programs and 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 timing and rate at which tax credits can be utilized and other risk factors described in the Company's Form 10K for its fiscal year ended September 30, 2010. 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

- $9B company
- Diverse markets and geographies
- Positioned for continued long-term value creation

Business Segment Sales
- 33% Tonnage
- 41% Merchant
- 21% Electronics & Performance Materials
- 5% Equipment & Energy

Geographic Sales
- 39% United States
- 32% Canada/Latin America
- 22% Europe
- 7% Asia

Diagram showing the distribution of sales by business segment and geography.
Air Products Value Proposition

Profitable Growth

- **Stability**
  - Long term contracts
  - Consistent and predictable cash flows
  - Strong balance sheet

- **Growth**
  - Energy opportunities
  - Environmental solutions
  - Emerging markets

- **Improving returns**
  - Margin improvement
  - Productivity
  - Increasing dividends
Air Products Supply Modes
Stability and Profitable Growth

- **Onsite/Pipeline**
  - 15-20 year Contracts
  - Limited Volume Risk
  - Energy Pass through

- **Liquid/Bulk**
  - 3-5 year Contracts
  - Cost Recovery

- **Package Gases & Specialty Materials**
  - Short-Term Contracts
  - Differentiated Positions

- **Equipment & Services**
  - Sale of Equipment
  - PO Based

- **Onsite/Pipeline** 40%
- **Packaged Gases & Specialty Material** 27%
- **Equipment & Services** 12%
- **Liquid/Bulk** 21%
Financial Performance

non-GAAP, see appendix for reconciliation
# Q2 Financials

($millions, excluding items)  |  Q2 FY11  | Fav/(Unfav) vs.  | Q2 FY10 | Q1 FY11
--- | --- | --- | --- | ---
Sales  | $2,501  | 11%  | 5%  |
  - Volume  |  | 11%  | 2%  |
  - Price  |  | 1%  | 1%  |
  - Energy/RM pass-thru  | (2%)  | 1%  |
  - Currency  |  | 1%  | 1%  |
Operating Income  | $425  | 17%  | 5%  |
Operating Margin  | 17.0%  | 80bp  | 10bp  |
Net Income  | $309  | 16%  | 4%  |
Diluted EPS ($/share)  | 1.41  | 15%  | 4%  |
ROCE  | 13.3%  | 110bp  | 10bp  |

Non-GAAP, see appendix for reconciliation.
Macro Trends Drive Growth

Hydrogen Energy
- Leading refinery H₂ supplier
- Leader in H₂ fueling infrastructure; game-changing compression-less H₂ fueling technology

Large-scale O₂
- Clean / efficient combustion
- Gasification (IGCC, GTL, CTL, CTC)
- Oxyfuel / carbon capture

Electronic Materials
- Semiconductors and TFT-LCD materials
- SunSource™ solutions for PV; driving for grid parity

Clean Water
- Wastewater, drinking water and water reuse
- Halia™ ozone-based advanced oxidation technology

Energy, Environmental and Emerging Markets
Integrated Industrial Gas Model provides real benefits – locally and globally

**Supply Chain Leverage**
- Co-product economics
- Liquid back-up
- Density
- Product supply/outlet
- Molecule balance

**Tonnage/Onsites**

**Market Opportunity**
- New segments
  - PG only
  - Bundled
- Sales
  - Greater presence
  - Cross-selling opportunities
- Brand recognition

**Liquid/Bulk**

**Global Scale**
- Innovation
- Productivity and best practices
- Enterprise systems & processes

**Packaged Gases**

**Outcome = Higher Growth and Higher Profitability**
Integrated Model in China

PetroChina
- First outsourced H₂ for China state-owned refinery
- Oxygen and Nitrogen

Sanan Optoelectronics
- First On-site Specialty Gas Plant
- Ammonia (NH₃) for LED

Weihe
- Onsite O₂ & N₂
- Liquid integration

Xingtaí Steel
- Existing Asset Purchase
- New ASU
- Liquid integration

Packaged gas plants co-located with key merchant markets & assets
Over 2000 CryoEase® Services microbulk installations
Equity Affiliates
$2.3B revenue on 100% basis
Important Source of Growth
Air Products: #1 Global H₂ Position in high growth market

- Maintained 40+% share over 20 years (2 x closest competitor)
- Significant Global Pipeline Networks
- Highly probable Market Growth Drivers

![Pie chart showing market share comparison]

- On-stream 2020:
  - Existing Market
  - Environmental Regulations
  - Increased Transportation Fuels
  - Heavy Crude

- On-stream 2001:
  - Air Products: 2.7 Billion scfd
  - Competitor Z
  - Competitor X
  - Competitor Y

- On-stream 2010:
  - Air Products: 5.4 Billion scfd
  - Competitor Z
  - Competitor X
  - Competitor Y

~11 Billion scfd
Global H₂ Market Growth* ~10 BSCFD
More geographically dispersed vs. earlier H₂ investments

2800 MM scfd
U.S. & Canada

1500 MM scfd
Latin America

800 MM scfd
Europe

2500 MM scfd
Asian

2500 MM scfd
Middle East & India

*Based on estimates of H₂ 2008 -2018 awards, on-stream by 2020
Hydrogen Pipeline Networks
Leading Global Hydrogen Provider

Increasing Refineries Global Competitiveness via:

- Higher Reliability
- Greater Flexibility
- Improved Efficiency
- Economies of Scale
Air Products (Texas-Louisiana) USGC H₂ Pipeline Networks - 2010 / 2012

- > 1 billion SCFD of capacity
- > 20 plants
- > 600 miles of pipeline driving:
  - Improved Supply Reliability
  - System Efficiency Optimization
  - Demand/Supply Balance
  - Future Project Development
Tonnage Gases
Significant New Markets for Oxygen

- Steel
  - Asian infrastructure growth
  - Mill modernization

- Gasification
  - Power
  - Feedstock independence
  - Low BTU hydrocarbons

- Cleaner coal
  - Power
  - CO₂ capture

200,000-300,000 tons-per-day new oxygen capacity by 2018
100+ new plants
Merchant Gases
*Strong growth in Asia*

- Largest Liquid/Bulk Share in China among global majors
- Leading Merchant positions in Taiwan, Korea and Thailand
- Leading Merchant Gases supplier in India
- Generating growth through applications and product expertise

**Asia Merchant Revenues ($ MM)**

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<th>Year</th>
<th>Revenue</th>
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<td>FY07</td>
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<td>FY08</td>
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<tr>
<td>FY09</td>
<td>600</td>
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<tr>
<td>FY10</td>
<td>800</td>
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## Merchant Gases

### Applications technology drives higher growth

<table>
<thead>
<tr>
<th>Markets</th>
<th>Applications</th>
<th>Quality</th>
<th>Productivity</th>
<th>Environment</th>
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<tbody>
<tr>
<td>Glass</td>
<td>Cleanfire® HRi™ Burner</td>
<td>✓</td>
<td>☑</td>
<td>☑</td>
</tr>
<tr>
<td>Food</td>
<td>Freshline® Dual Mode Freezer</td>
<td>✓</td>
<td>☑</td>
<td>☑</td>
</tr>
<tr>
<td>Electronic Packaging</td>
<td>NitroFAS™ II Wave soldering enhancement</td>
<td>✓</td>
<td>☑</td>
<td>☑</td>
</tr>
<tr>
<td>Cement</td>
<td>O₂ Proprietary Nozzles For alternative and low BTU value fuels</td>
<td>✓</td>
<td>☑</td>
<td>☑</td>
</tr>
</tbody>
</table>
Electronics Revenue > $1 Billion

- Onsite Gas Supply
- Specialty Gases & Chemicals
- Enabling Equipment

FY10 Revenue:
- Onsite Gas Supply: 60%
- Specialty Gases & Chemicals: 29%
- Enabling Equipment: 11%
Electronics
High Growth Markets

- Growth across all key markets
  - IC silicon (MSI) = 8%
  - TFT-LCD = 12%
  - PV = 25%
  - LED = 30%

- Majority positions with industry leaders
  - #1 in IC, TFT-LCD and foundry

- #1 in Electronic industry powerhouses Korea and Taiwan

- New IP Product Development to meet customer technology needs
Performance Materials
Earth-Friendly Solutions

Replacing Toxic or Emitting Materials
• Water-based construction materials
• Low emission polyurethane foams
• Low toxicity coatings additives

Higher Efficiency Insulation Materials
• Reduced energy consumption
• Lower carbon footprint buildings

Renewable Content
• Natural-based surfactants for I&I cleaning
• Enabling vegetable base polyols for polyurethane foams
Energy & Equipment
Leveraging Sustainable Global Trends

Alt Fuel
H₂/CNG/LNG/HCNG

Existing Products + Innovation : Solutions for New Markets

Energy from Waste

Leverage Experience and Technology for Renewable Power

Carbon Capture and Storage

Leveraging Leadership and External Funding Globally

BF Plus

New Offering for Steel Industry
Sustainability at Air Products

- **Business Value**: Providing innovative solutions for the world’s most pressing challenges
- **Environmental Stewardship**: Responsibly managing our footprint through improvements and aggressive goals
- **Social Responsibility**: Improving the quality of life for our employees and plant communities
- **Governance**: Working with integrity and accountability for our stakeholders

**Water**
- Reduce consumption 10% globally by 2015

**Greenhouse Gases**
- Reduce by 7% indexed against production by 2015
Outlook

**FQ2 2011 EPS**
- Higher Merchant volumes
- Improved cost performance
- Higher E&PM volumes
- Lower tax rate
- Tonnage - lower bonuses and higher maintenance costs
- Lower Equipment results
- Japan uncertainty

FQ3 2011 EPS: $1.42-$1.47

FY 2011 EPS: $5.65-$5.75

Non-GAAP, see appendix for reconciliation.
### The Air Products opportunity

#### Stability
- Long term contracts, consistent and predictable cash flow
- Diversified across markets, geographies and distribution channels
- Global opportunity to create competitive positions in all three supply modes

#### Growth
- Solid backlog and strong growth opportunities in all geographies
- New growth opportunities in energy, environment and emerging markets
- Integrated model delivers higher growth and profitability

#### Results
- Double-digit EPS growth
- ROCE 3-5% above cost of capital
- Continued margin and return improvement

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**Well positioned for long-term value creation**
Appendix Slides
Non GAAP Appendix: ROCE FY04 and FY08

<table>
<thead>
<tr>
<th>$ Millions</th>
<th>Quarter Ended</th>
<th>FY04</th>
<th>FY08</th>
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<td>Q403</td>
<td>Q104</td>
<td>Q204</td>
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<td>Operating Income Reported</td>
<td>181.7</td>
<td>200.2</td>
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<td>Equity Affiliate Income</td>
<td>17.8</td>
<td>19.2</td>
<td>19.8</td>
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<tr>
<td>Earnings before tax as reported</td>
<td>199.5</td>
<td>219.4</td>
<td>251.1</td>
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<tr>
<td>Pension Settlement Charge</td>
<td>0.0</td>
<td>0.0</td>
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<tr>
<td>Proforma Stock Option Expense</td>
<td>(12.0)</td>
<td>(12.1)</td>
<td>(12.7)</td>
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<tr>
<td>Earnings before tax ex items</td>
<td>187.5</td>
<td>207.3</td>
<td>238.4</td>
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<tr>
<td>Effective tax rate as reported</td>
<td>26.3%</td>
<td>27.7%</td>
<td>27.6%</td>
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<tr>
<td>Earnings after tax as reported</td>
<td>147.0</td>
<td>158.6</td>
<td>181.8</td>
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<tr>
<td>Effective tax rate ex items</td>
<td>25.4%</td>
<td>27.0%</td>
<td>27.0%</td>
</tr>
<tr>
<td>Earnings after tax ex items</td>
<td>139.9</td>
<td>151.3</td>
<td>174.0</td>
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<tr>
<td>4 Qtr trailing AT earnings (numerator) - as reported</td>
<td>671.0</td>
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<tr>
<td>4 Qtr trailing AT Earnings (numerator) - ex items</td>
<td>641.3</td>
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<table>
<thead>
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<th>Denominator</th>
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<tr>
<td>Total Debt</td>
</tr>
<tr>
<td>Air Products Shareholders' Equity</td>
</tr>
<tr>
<td>Noncontrolling Interest</td>
</tr>
<tr>
<td>Total Capital</td>
</tr>
<tr>
<td>5 Qtr Average Capital (denominator)</td>
</tr>
<tr>
<td>ROCE as rptd (4 Qtr trail AT earnings / 5 pt avg capital)</td>
</tr>
<tr>
<td>ROCE ex items (4 Qtr trail AT earnings/ 5 pt avg capital)</td>
</tr>
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</table>
Non GAAP Appendix:  
**ROCE Tax Rate FY04 and FY08**

<table>
<thead>
<tr>
<th></th>
<th>Q104</th>
<th>Q204</th>
<th>Q304</th>
<th>Q404</th>
<th>Q108</th>
<th>Q208</th>
<th>Q308</th>
<th>Q408</th>
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<td><strong>Reported</strong></td>
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<tr>
<td>Income from Cont. Ops. Bef. Tax</td>
<td>169.0</td>
<td>187.6</td>
<td>221.8</td>
<td>217.6</td>
<td>364.9</td>
<td>352.1</td>
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<td>Noncontrolling Interest</td>
<td>(1.9)</td>
<td>(4.1)</td>
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<td>(4.5)</td>
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<td>(4.8)</td>
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<tr>
<td>Income from Cont. Ops. Before Tax, after Noncontrolling Interest</td>
<td>167.1</td>
<td>183.5</td>
<td>218.5</td>
<td>215.1</td>
<td>358.8</td>
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<td>Tax Expense</td>
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<td>Tax Rate Reported</td>
<td>26.3%</td>
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<td>26.9%</td>
<td>25.3%</td>
<td>25.0%</td>
<td>23.3%</td>
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**ITEMS**

**Operating Income**

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<td>Pension Settlement Charge</td>
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**Tax Exp**

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**Ex Items**

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<td>Income from Cont. Ops. Before Tax</td>
<td>155.1</td>
<td>171.4</td>
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<td>202.9</td>
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<td>373.9</td>
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<td>46.3</td>
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<td>96.5</td>
<td>97.6</td>
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<td>82.9</td>
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<tr>
<td>Tax Rate ex Items</td>
<td>25.4%</td>
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<td>27.0%</td>
<td>24.5%</td>
<td>26.9%</td>
<td>26.1%</td>
<td>25.0%</td>
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## Non GAAP Appendix: FY04 and FY08 Operating Margin

### ($ Millions)

<table>
<thead>
<tr>
<th>FY04 and FY08 - Total Co.</th>
<th>GAAP Measure</th>
<th>Non GAAP Adjusts.</th>
<th>Non GAAP Measure</th>
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<tr>
<td></td>
<td>FY04</td>
<td>FY08</td>
<td>FY04 (1)</td>
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<tr>
<td>Sales</td>
<td>6,163.2</td>
<td>10,414.5</td>
<td>6,163.2</td>
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<tr>
<td>Operating Income</td>
<td>836.9</td>
<td>1,495.8</td>
<td>(49.0)</td>
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<td>Operating Margin</td>
<td>13.6%</td>
<td>14.4%</td>
<td>12.8%</td>
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(1) Proforma Stock Option Expense
(2) Q208 Pension Settlement
## Non GAAP Appendix: Operating Margin Trend

($millions)

<table>
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<tr>
<th></th>
<th>Q109</th>
<th>Q209</th>
<th>Q309</th>
<th>Q409</th>
<th>Q110</th>
<th>Q210</th>
<th>Q310</th>
<th>Q410</th>
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<td>Sales</td>
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<td>1,955.4</td>
<td>1,976.2</td>
<td>2,129.3</td>
<td>2,173.5</td>
<td>2,249.0</td>
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<td>114.1</td>
<td>260.4</td>
<td>143.8</td>
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<td>345.0</td>
<td>340.6</td>
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### Non GAAP Adjustments

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<td>Global Cost Reduction Plan</td>
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<td>Customer Bankruptcy and Asset Actions</td>
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<td>Non GAAP Operating Income</td>
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<td>Non GAAP Operating Margin</td>
<td><strong>13.1%</strong></td>
<td><strong>15.6%</strong></td>
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<table>
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</table>
Appendix: Q2 FY11 Results and Guidance

($ Millions, except per share data)

<table>
<thead>
<tr>
<th></th>
<th>GAAP Measure</th>
<th>Non GAAP Measure</th>
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<tbody>
<tr>
<td></td>
<td>Q211</td>
<td>Q210</td>
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<tr>
<td>Sales</td>
<td>2,501.3</td>
<td>2,249.0</td>
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<tr>
<td>Operating Income</td>
<td>419.5</td>
<td>340.6</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>16.8%</td>
<td>15.1%</td>
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<tr>
<td>Net Income Attributable to Air Products</td>
<td>304.3</td>
<td>252.0</td>
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<tr>
<td>Diluted EPS Attributable to Air Products</td>
<td>$1.39</td>
<td>$1.16</td>
</tr>
</tbody>
</table>

|                                | GAAP Measure | Non GAAP Measure |
|                                | Q211 | Q111 | Change | Change | Q211 (1) | Q111 (1) | Change | Change |
| Sales                          | 2,501.3 | 2,391.7 | 109.6 | 5% | 2,501.3 | 2,391.7 | 109.6 | 5% |
| Operating Income               | 419.5 | 360.6 | 58.9 | 16% | 5.0 | 43.5 | 424.5 | 404.1 | 20.4 | 5% |
| Operating Margin               | 16.8% | 15.1% | 170bp | 17.0% | 16.9% | 10bp |
| Net Income Attributable to Air Products | 304.3 | 268.6 | 35.7 | 13% | 4.4 | 27.2 | 308.7 | 295.8 | 12.9 | 4% |
| Diluted EPS Attributable to Air Products | $1.39 | $1.23 | $0.16 | 13% | $0.02 | $0.12 | $1.41 | $1.35 | $0.06 | 4% |

(1) Acquisition - related costs

|                                | Diluted EPS |
| Q3 FY11 Guidance               | $1.17 |
| Q3 FY10 GAAP                   | $0.11 |
| Acquisition - related costs   | $1.28 |
| Q3 FY10 Non GAAP               | $1.42-$1.47 |
| % Change                      | 11%-15% |

Fiscal year 2011 guidance

- **Diluted EPS**
  - Q3 FY10 GAAP: $1.17
  - Acquisition - related costs: $0.11
  - Q3 FY10 Non GAAP: $1.28
  - Q3 FY11 Guidance (1): $1.42-$1.47
  - % Change: 11%-15%

- **Fiscal year 2011 guidance**
  - FY10 GAAP: $4.74
  - Acquisition - related costs: $0.28
  - FY10 Non GAAP: $5.02
  - FY11 Guidance (1): $5.65-$5.75
  - % Change: 13%-15%

(1) Excludes acquisition - related costs
# Appendix: ROCE

<table>
<thead>
<tr>
<th>$ Millions</th>
<th>Q109</th>
<th>Q209</th>
<th>Q309</th>
<th>Q409</th>
<th>Q110</th>
<th>Q210</th>
<th>Q310</th>
<th>Q410</th>
<th>Q111</th>
<th>Q211</th>
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</thead>
<tbody>
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<td><strong>Numerator</strong></td>
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<tr>
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<td>260.4</td>
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<td>328.0</td>
<td>345.0</td>
<td>340.6</td>
<td>336.4</td>
<td>367.0</td>
<td>360.6</td>
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<td>Earnings before tax as reported</td>
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<td>360.2</td>
<td>371.9</td>
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<td>0.0</td>
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<tr>
<td>Customer Bankruptcy and Asset Actions</td>
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<td>0.0</td>
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<td>37.9</td>
<td>34.7</td>
<td>43.5</td>
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<tr>
<td>Earnings before tax ex items</td>
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<td>336.4</td>
<td>360.2</td>
<td>371.9</td>
<td>396.2</td>
<td>406.8</td>
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<tr>
<td>Effective tax rate as reported</td>
<td>25.8%</td>
<td>17.5%</td>
<td>26.0%</td>
<td>24.5%</td>
<td>24.7%</td>
<td>22.9%</td>
<td>25.2%</td>
<td>22.8%</td>
<td>26.1%</td>
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<tr>
<td>Earnings after tax as reported</td>
<td>213.3</td>
<td>142.1</td>
<td>266.5</td>
<td>280.8</td>
<td>280.7</td>
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<tr>
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<td>26.0%</td>
<td>24.5%</td>
<td>25.6%</td>
<td>24.4%</td>
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<tr>
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<td>294.8</td>
<td>307.5</td>
<td>322.5</td>
<td>326.5</td>
<td>337.6</td>
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</table>

4 Qtr trailing AT earnings (numerator) - as reported 902.7 970.1 1,112.4 1,146.8 1,165.8 1,218.5

4 Qtr trailing AT Earnings (numerator) - ex items 1,010.5 1,092.0 1,149.6 1,205.6 1,251.3 1,294.1

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<thead>
<tr>
<th><strong>Denominator</strong></th>
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<td>4,145.2</td>
<td>4,501.5</td>
<td>4,418.7</td>
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<td>3,992.0</td>
<td>4,395.9</td>
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<tr>
<td>Air Products Shareholders’ Equity</td>
<td>4,726.1</td>
<td>4,638.1</td>
<td>4,928.3</td>
<td>4,791.9</td>
<td>5,039.9</td>
<td>5,265.6</td>
<td>5,231.4</td>
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<td>5,810.0</td>
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<tr>
<td>Noncontrolling Interest</td>
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<td>126.7</td>
<td>134.6</td>
<td>138.1</td>
<td>150.2</td>
<td>152.7</td>
<td>140.5</td>
<td>150.7</td>
<td>167.2</td>
<td>174.0</td>
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<tr>
<td>Total Capital</td>
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<td>8,867.2</td>
<td>9,208.1</td>
<td>9,431.5</td>
<td>9,602.8</td>
<td>9,761.7</td>
<td>9,559.9</td>
<td>9,825.9</td>
<td>9,969.2</td>
<td>10,395.1</td>
</tr>
</tbody>
</table>

5 Qtr Average Capital (denominator) 9,228.6 9,374.3 9,512.8 9,636.4 9,743.9 9,902.4

| ROCE as rptd (4 Qtr trail AT earnings / 5 pt avg capital) | 9.8% | 10.3% | 11.7% | 11.9% | 12.0% | 12.3% |
| ROCE ex items (4 Qtr trail AT earnings/ 5 pt avg capital) | 10.9% | 11.6% | 12.1% | 12.5% | 12.8% | 13.1% |

Instantaneous ROCE ex items (Qtr earnings AT x 4) / 2 pt avg capital 11.8% 12.2% 12.7% 13.3% 13.2% 13.3%
### Appendix: ROCE Tax Rate

<table>
<thead>
<tr>
<th>ITEMS</th>
<th>Q209</th>
<th>Q309</th>
<th>Q409</th>
<th>Q110</th>
<th>Q210</th>
<th>Q310</th>
<th>Q410</th>
<th>Q111</th>
<th>Q211</th>
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<tbody>
<tr>
<td>Reported</td>
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<tr>
<td>Income Before Taxes</td>
<td>257.4</td>
<td>144.8</td>
<td>332.3</td>
<td>340.3</td>
<td>343.3</td>
<td>338.9</td>
<td>371.5</td>
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<td>Tax Expense</td>
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<td>83.5</td>
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<td>77.6</td>
<td>93.5</td>
<td>81.5</td>
<td>110.3</td>
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<tr>
<td>Tax Rate Reported</td>
<td>25.8%</td>
<td>17.5%</td>
<td>26.0%</td>
<td>24.5%</td>
<td>24.7%</td>
<td>22.9%</td>
<td>25.2%</td>
<td>22.8%</td>
<td>26.1%</td>
</tr>
</tbody>
</table>

#### ITEMS

**Operating Income**
- Global Cost Reduction Plan: 124.0
- Pension Settlement Charge: 8.0
- Customer Bankruptcy and Asset Actions: 32.1
- Acquisition - related costs: 23.4 37.9 34.7 43.5 5.0

**Tax Exp**
- Global Cost Reduction Plan: 39.8
- Supp. Pension Plan Charge: 3.0
- Customer Bankruptcy and Asset Actions: 11.1
- Acquisition - related costs: 8.8 14.2 12.9 16.3 0.6

**Ex Items**
- Income Before Taxes: 257.4 308.9 332.3 340.3 366.7 376.8 406.2 400.9 426.8
- Tax Expense: 66.5 79.3 86.3 83.5 93.7 91.8 106.4 97.8 110.9
- Tax Rate ex Items: 25.8% 25.7% 26.0% 24.5% 25.6% 24.4% 26.2% 24.4% 26.0%
Thank you...
tell me more