FORM 10-Q
(Mark One)
/X/ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended 31 December 1996
OR
/ / TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from to
Commission file number 1-4534

AIR PRODUCTS AND CHEMICALS, INC.
(Exact Name of Registrant as Specified in Its Charter)

23-1274455
(I.R.S. Employer Identification No.)

Delaware
(State of Other Jurisdiction of
Incorporation or Organization)

7201 Hamilton Boulevard, Allentown, Pennsylvania (Address of Principal Executive Offices) trant's Telephone Number, Including Area Code

18195-1501
(Zip Code)
Registrant's Telephone Number, Including Area Code 610-481-4911

Indicate by check /x/ whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes /x/ No / /

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class
Outstanding at 7 February 1997
Common Stock, \$1 par value
120,026, 911
Page No.
Part I. Financial Information
Consolidated Balance Sheets -
31 December 1996 and 30 September 1996 ..... 3
Consolidated Income -
Three Months Ended 31 December 1996 and 1995 ..... 4
Consolidated Cash Flows -
Three Months Ended 31 December 1996 and 1995 ..... 5
Notes to Consolidated Financial Statements ..... 6
Management's Discussion and Analysis ..... 7
Part II. Other Information
Item 6. Exhibits and Reports on Form 8-K ..... 11
Signatures ..... 12

## REMARKS

The consolidated financial statements of Air Products and Chemicals, Inc. and its subsidiaries (the "Company" or "Registrant") included herein have been prepared by the Company, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Certain information and footnote disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations. In the opinion of the Company, the accompanying statements reflect all adjustments necessary to present fairly the financial position, results of operations and cash flows for those periods indicated, and contain adequate disclosure to make the information presented not misleading. Such adjustments are of a normal, recurring nature unless otherwise disclosed in the notes to consolidated financial statements. However, the results for the periods indicated herein reflect certain adjustments, such as the valuation of inventories on the LIFO cost basis, which can only be finally determined on an annual basis. It is suggested that these consolidated condensed financial statements be read in conjunction with the financial statements and notes thereto included in the Company's latest annual report on Form 10-K.

Results of operations for any three month period are not necessarily indicative of the results of operations for a full year.
(Millions of dollars, except per share)

## ASSETS

CURRENT ASSETS
Cash and cash items
Trade receivables, less allowances for doubtful accounts Inventories
Contracts in progress, less progress billings
Other current assets
TOTAL CURRENT ASSETS

## INVESTMENTS

PLANT AND EQUIPMENT, at cost
Less - Accumulated depreciation
PLANT AND EQUIPMENT, net
GOODWILL
OTHER NONCURRENT ASSETS
TOTAL ASSETS

LIABILITIES AND SHAREHOLDERS' EQUITY

## CURRENT LIABILITIES

Payables, trade and other
Accrued liabilities
Accrued income taxes
Short-term borrowings
Current portion of long-term debt
TOTAL CURRENT LIABILITIES
LONG-TERM DEBT
DEFERRED INCOME AND OTHER NONCURRENT LIABILITIES

DEFERRED INCOME TAXES
TOTAL LIABILITIES
SHAREHOLDERS' EQUITY
Common stock, par value \$1 per share
Capital in excess of par value
Retained earnings
Unrealized gain on investments
Cumulative translation adjustments
Treasury stock, at cost
Shares in trust
TOTAL SHAREHOLDERS' EQUITY

TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY

| \$ 637.8 | \$ 526.4 |
| :---: | :---: |
| 246.4 | 241.1 |
| 64.5 | 39.7 |
| 566.3 | 423.2 |
| 73.7 | 33.1 |
| 1,588.7 | 1,263.5 |
| 2,101.9 | 1,738.6 |
| 404.2 | 363.5 |
| 643.0 | 582.2 |
| 4,737.8 | 3,947. 8 |
| 124.7 | 124.7 |
| 457.5 | 461.2 |
| 2,756.9 | 2,687.2 |
| 29.8 | 40.4 |
| (69.8) | (70.2) |
| (262.8) | (211.2) |
| (457.5) | (457.5) |
| 2,578.8 | 2,574.6 |
| \$7,316.6 | \$6,522.4 |

```
CONSOLIDATED INCOME
```

(Millions of dollars, except per share)

| SALES AND OTHER INCOME |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Sales |  | 1,120.9 | \$ | 947.5 |
| Other income, net |  | 9.4 |  | 3.8 |
|  |  | 1,130.3 |  | 951.3 |
| COSTS AND EXPENSES |  |  |  |  |
| Cost of sales |  | 692.7 |  | 559.4 |
| Selling, distribution and administrative |  | 241.5 |  | 220.1 |
| Research and development |  | 26.7 |  | 27.6 |
| OPERATING INCOME |  | 169.4 |  | 144.2 |
| Income from equity affiliates, net of related expenses |  | 18.7 |  | 15.8 |
| Interest expense |  | 39.9 |  | 28.7 |
| INCOME BEFORE TAXES |  | 148.2 |  | 131.3 |
| Income taxes |  | 48.3 |  | 42.3 |
| NET INCOME | \$ | 99.9 | \$ | 89.0 |
| MONTHLY AVERAGE OF COMMON |  |  |  |  |
| SHARES OUTSTANDING (in millions) |  | 110.3 |  | 111.8 |
| EARNINGS PER COMMON SHARE | \$ | . 91 | \$ | . 80 |
| DIVIDENDS DECLARED PER COMMON |  |  |  |  |
| SHARE - Cash | \$ | . 28 | \$ | . 26 |



[^0]The Company completed the sale of the landfill gas recovery business, GSF Energy Inc., during the three months ended 31 December 1996. A gain of $\$ 9.5$ million ( $\$ 5.9$ million after tax, or $\$ .05$ per share) was recorded. Sales of the landfill gas business were $\$ 20.3$ million in fiscal year 1996 with an operating loss of $\$ 3.0$ million and net income of $\$ 4.0$ million, including the net income benefit from nonconventional fuel tax credits. The gain on sale is included in the other income line of the income statement.

During the three months ended 31 December 1996, an impairment loss of $\$ 9.3$ million ( $\$ 6.0$ million after tax, or $\$ .05$ per share) was recorded in the chemicals segment. The write-down was related to production assets and the related goodwill in the polyurethane release agents product line. The impairment loss is calculated based on an offer to purchase these assets and is included in the other income line of the income statement.

On 22 October 1996, the Company obtained control of Carburos Metalicos S.A.
(Carburos). The company now owns $96.7 \%$ of the outstanding shares in Carburos.
The acquisition of the additional $70.8 \%$ ownership was completed through a series of planned tender offers over a three year period at a total cost of \$408.4 million. The acquisition was funded through the issuance of U.S. dollar debt effectively converted to Spanish Peseta liabilities through the use of interest rate and currency swap contracts and foreign exchange contracts.

Carburos is a leading supplier of industrial gases in Spain. This transaction was accounted for as a step acquisition purchase and the results for the three months ended 31 December 1996 contained approximately six weeks of consolidated operating results for Carburos. Previously, the Company accounted for its investment using the equity method. The Company has recorded a total of $\$ 212.2$ million as cumulative goodwill, which will be amortized on a straight-line basis over forty years.

The following table shows unaudited pro forma consolidated financial information for the three months ended 31 December 1996 and 1995 and the fiscal year ended 30 September 1996. This information reflects the acquisition as if it had occurred on 1 October 1995 and includes adjustments for asset valuation depreciation expense, goodwill amortization, and interest expense from acquisition debt. This information is not necessarily indicative of future consolidated results or what actual results would have been had the acquisition occurred during the periods presented.

PRO FORMA INFORMATION (Unaudited)
(Millions of dollars, except per share)

|  | Three Months Ended Twelve Months Ended <br> 31 December 30 September <br> 1996 1995 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | \$ | 1,165.8 | \$ | 1,025.0 |  | 309.7 |
| Net Income | \$ | 100.9 | \$ | 92.9 | \$ | 423.1 |
| Earnings Per Share | \$ | . 91 | \$ | . 83 | \$ | 3.79 |

## MANAGEMENT'S DISCUSSION AND ANALYSIS

FIRST QUARTER FISCAL 1997 VS. FIRST QUARTER FISCAL 1996

RESULTS OF OPERATIONS
CONSOLIDATED
Sales in the first quarter of fiscal 1997 of $\$ 1,120.9$ million were $18 \%$ higher than in the same quarter of last year while operating income was up $\$ 25.2$ million, or $17 \%$, to $\$ 169.4$ million. Profits of equity affiliates increased $\$ 2.9$ million to $\$ 18.7$ million for the three months ended 31 December 1996. Net income was $\$ 99.9$ million, or $\$ .91$ per share, compared to net income of $\$ 89.0$ million, or $\$ .80$ per share, in the year-ago quarter.

The earnings for the quarter included two special items. During the three months ended 31 December 1996, the Company recorded a gain of $\$ 9.5$ million ( $\$ 5.9$ million after tax, or $\$ .05$ per share) on the sale of the landfill gas recovery business. The results of the first quarter also included an impairment loss of $\$ 9.3$ million ( $\$ 6.0$ million after tax or $\$ .05$ per share).

Sales and operating income increased due primarily to volume gains in both domestic tonnage gases and the chemicals segment coupled with the Carburos acquisition. Equipment and services contributed to the sales growth through the initial booking of several large projects. Operating income also increased from margin improvement in domestic merchant gases and favorable foreign exchange impacts in the corporate segment. Income from equity affiliates increased due mainly to favorable foreign exchange impacts and tax adjustments.

## SEGMENT ANALYSIS

The segment results for the three months ended 31 December 1995 have been restated. The business to be divested (American Ref-Fuel) and the landfill gas recovery business sold in November 1996 are included in the corporate and other segment, while the continuing businesses from the environmental and energy segment (power generation and Pure Air(TM)), are now included in the equipment and services segment.

INDUSTRIAL GASES - Sales of \$614.5 million in the first quarter of fiscal 1997 were up $12 \%$ while operating income increased $14 \%$ to $\$ 118.3$ million. On 22 October 1996, the Company obtained control of Carburos. The results for the three months ended 31 December 1996 contained approximately six weeks of consolidated operating results for Carburos. Previously, the Company accounted for its investment using the equity method. This completed acquisition provided sales growth of $\$ 35.3$ million and approximately half of the operating profit improvement. Additional factors driving the growth were strong volume gains in domestic tonnage gases and lower production and distribution costs in domestic merchant gases. Excluding Carburos, European results were lower due to competitive pressures in Northern Europe and planned maintenance outages at two major tonnage facilities. Unfavorable European currency effects decreased both sales and operating income by $1 \%$.

Equity affiliates' income for the first quarter of fiscal 1997 was $\$ 12.0$ million compared to $\$ 9.2$ million in the prior year. The increase of $\$ 2.8$ million was due primarily to favorable foreign exchange effects and tax adjustments.

CHEMICALS- Sales in the first quarter of 1997 of $\$ 346.2$ million increased $\$ 36.5$ million while operating income decreased $\$ 3.6$ million to $\$ 44.5$ million. The $12 \%$ sales increase resulted from strong volume growth in most product lines, especially polyurethane intermediates. The prior year period was impacted by an extended customer outage. The results for the first quarter of 1997 included an impairment loss of $\$ 9.3$ million related to production assets and the related goodwill in the polyurethane release agents product line. Excluding this writedown, operating income increased $12 \%$ or $\$ 5.7$ million. Operating income increased mainly on the volume gains in polyurethane intermediates.

EQUIPMENT AND SERVICES - Sales of $\$ 159.0$ million increased $\$ 77.1$ million from the year-ago quarter while operating income was up $\$ 1.0$ million to $\$ 5.6$ million. This year's results included the initial sales booking for several large projects being sold to unconsolidated affiliates. Sales backlog for the equipment product line continues to grow at $\$ 431.3$ million at 31 December 1996. This high quality backlog compares to $\$ 305.7$ million at 30 September 1996 and $\$ 266.4$ million at 31 December 1995.

Equity affiliates' income for the first quarter of fiscal 1997 increased \$1.5 million to $\$ 3.5$ million. The improved results reflect improved operating performance at the power generation facilities.

CORPORATE AND OTHER - Sales in the first quarter of 1997 of $\$ 1.2$ million decreased from $\$ 5.0$ million due to the sale of the landfill gas recovery business. Operating income was up $\$ 13.2$ million to income of $\$ 1.0$ million. The results for the first quarter included a gain of $\$ 9.5$ million related to the sale of the landfill gas recovery business, GSF Energy Inc. Excluding this gain, operating income was up $\$ 3.7$ million due to favorable foreign exchange impacts.

Equity affiliates' income for the first quarter of fiscal 1997 decreased $\$ 1.7$ million to $\$ 3.1$ million.

## INTEREST

Interest expense was $\$ 39.9$ million compared to $\$ 28.7$ million in the first quarter of fiscal 1996. The increase in expense was due primarily to a higher level of debt outstanding due to the share repurchase program and the capital investment program which included the Carburos acquisition.

INCOME TAXES
The effective tax rate on income was $32.6 \%$ for the quarter ended 31 December 1996 compared with $32.2 \%$ for the same quarter in fiscal 1996. The slight increase in the effective tax rate was due to the Company no longer receiving nonconventional fuel tax credits due to the sale of the landfill gas recovery business.

## LIQUIDITY AND CAPITAL RESOURCES

Capital expenditures during the first three months of fiscal 1997 totaled $\$ 617.4$ million compared to $\$ 311.3$ million in the corresponding period of the prior year. Additions to plant and equipment increased from $\$ 184.1$ million during the first three months of fiscal 1996 to $\$ 303.0$ million during the current period primarily in support of growth in the worldwide industrial gas business. Investments in unconsolidated affiliates were $\$ 20.1$ million during the first three months of fiscal 1997 versus $\$ 126.4$ million last year. Prior year numbers included the acquisition of an additional $21.5 \%$ of the outstanding shares of Carburos at a cost of $\$ 120.0$ million. On 22 October 1996, the company obtained control of Carburos through the acquisition of an additional $49.1 \%$ shares at a cost of $\$ 288.4$ million. Including this acquisition, capital expenditures are expected to be approximately $\$ 1.3$ billion in fiscal 1997. It is anticipated that these expenditures will be funded with cash from operations supplemented with proceeds from financing activities.

Cash provided by operating activities during the first three months of fiscal 1997 ( $\$ 229.1$ million) combined with cash provided by debt financing (\$524.6 million), and proceeds from the sale of assets and investments (\$36.4 million) were used largely for capital expenditures ( $\$ 617.4$ million), purchase of the Company's common stock for treasury ( $\$ 75.0$ million), and cash dividends ( $\$ 30.2$ million). Cash and cash items increased $\$ 82.0$ million from $\$ 78.7$ million at the beginning of the fiscal year to $\$ 160.7$ million at 31 December 1996. The net increase in commercial paper outstanding was $\$ 193.0$ million.

Total debt at 31 December 1996 and 30 September 1996, expressed as a percentage of the sum of total debt and shareholders' equity, was $52 \%$ and $46 \%$, respectively. Total debt increased from \$2,194.9 million at 30 September 1996 to $\$ 2,741.9$ million at 31 December 1996. During the first quarter of fiscal 1997, the Company issued $\$ 231$ million in debt securities with maturities ranging from three to seven years and fixed coupon rates of $6.01 \%$ to $6.86 \%$ or variable rates tied to LIBOR. Additionally, $\$ 53.0$ million of $7.03 \%$, nine year U.S. dollar debt was issued by a foreign subsidiary. The Carburos acquisition was financed primarily through the issuance of U.S. dollar debt effectively converted to Spanish Peseta liabilities through the use of interest rate and currency swap contracts and foreign exchange contracts.

There was \$563.0 million of commercial paper outstanding at 31 December 1996. The Company's revolving credit commitments amounted to $\$ 600.0$ million at 31 December 1996 with funding available in 13 currencies. No borrowings were outstanding under these commitments. Additional commitments totaling \$15.8 million are maintained by the Company's foreign subsidiaries, of which $\$ 2.4$ million was utilized at 31 December 1996.

At 31 December 1996, the Company had an unutilized shelf registration for $\$ 408.0$ million of debt securities. Subsequent to 31 December 1996, the Company issued $\$ 100.0$ million in notes due in 2009, with a one-time put option exercisable by the investor after two years. The coupon rate on this note is indexed to LIBOR for the first two years.

The Company enters into interest rate swap agreements to change the fixed/variable interest rate mix of the debt portfolio in order to maintain the percentage of fixed and variable debt within certain parameters set by management. In accordance with these parameters, the agreements are used to reduce interest rate risks and costs inherent in the Company's debt portfolio. Accordingly, the Company enters into agreements to both effectively convert variable-rate debt to fixed-rate debt and to effectively convert fixed-rate debt to variable-rate debt which is indexed principally to LIBOR rates. The Company has also entered into interest rate swap contracts to effectively convert the stated variable rates to interest rates based on LIBOR. The fair value gain (loss) on the variable to variable swaps is equally offset by a fair value loss (gain) on the related debt agreement.

The notional principal and fair value of interest rate swap agreements at 31 December 1996 and 30 September 1996 were as follows:
(Millions of dollars)


The Company is also party to interest rate and currency swap contracts. These contracts effectively convert the currency denomination of a debt instrument into another currency in which the Company has a net equity position while changing the interest rate characteristics of the instrument. The notional principal of interest rate and currency swap agreements outstanding at 31 December 1996 was $\$ 273.6$ million. The fair value of the agreements was a loss of $\$ 17.5$ million, of which a $\$ 12.5$ million gain related to the currency component was recognized in the financial statements. The remaining $\$ 30.0$ million loss was related to the interest component (reflecting that current interest rates are generally lower than the interest rates paid under the interest rate and currency swap agreements) and has not been recognized in the financial statements. As of 30 September 1996 interest rate and currency swap agreements were outstanding with a notional principal amount and fair value of $\$ 273.6$ million and a loss of $\$ 15.5$ million, respectively.

The estimated fair value of the Company's long-term debt, including current portion, as of 31 December 1996 is $\$ 2,330.7$ million compared to a book value of $\$ 2,175.6$ million.

During the first quarter of fiscal 1997, 1.1 million shares of the Company's outstanding common stock were repurchased at a cost of $\$ 75.0$ million. The remainder of the program will be paced by the disposition of American Ref-Fuel and ongoing capital investment requirements

PART II. OTHER INFORMATION

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K.
(a)(12) Computation of Ratios of Earnings to Fixed Charges.
(a)(27) Financial Data Schedule, which is submitted electronically to the Securities and Exchange Commission for information only, and not filed.
(b) Current Reports on Form 8-K dated 23 October 1996 and 25 October 1996 were filed by the registrant during the quarter ended 31 December 1996 in which Item 5 of such form was reported.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Air Products and Chemicals, Inc. (Registrant)

By: /s/ A. H. Kaplan
A. H. Kaplan

Vice President - Finance (Chief Financial Officer)

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

## EXHIBITS

To

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarter ended 31 December 1996

Commission File No. 1-4534

AIR PRODUCTS AND CHEMICALS, INC.
(Exact name of registrant as specified in its charter)
(a)(12) Computation of Ratios of Earnings to Fixed Charges.
(a)(27) Financial Data Schedule, which is submitted electronically to the Securities and Exchange Commission for information only, and not filed.

AIR PRODUCTS AND CHEMICALS, INC., AND SUBSIDIARIES COMPUTATION OF RATIOS OF EARNINGS TO FIXED CHARGES (Unaudited)

## EARNINGS:

Income before extraordinary item and the cumulative effect of accounting changes:
Add (deduct):
Provision for income taxes Fixed charges, excluding capitalized interest
Capitalized interest amortized during the period
Undistributed earnings of less-than-fifty-percent-owned affiliates

Earnings, as adjusted

## FIXED CHARGES

Interest on indebtedness, including capital lease obligations
Capitalized interest
Amortization of debt discount premium and expense
Portion of rents under operating leases representative of the interest factor

Fixed charges
RATIO OF EARNINGS TO FIXED CHARGES:
$\left.\begin{array}{cccc} & & & \begin{array}{c}\text { Three } \\ \text { Months }\end{array} \\ \text { Ended }\end{array}\right)$

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE
CONSOLIDATED BALANCE SHEET AND THE CONSOLIDATED STATEMENT OF INCOME FILED AS PART OF FORM 10-Q AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FORM 10-Q.

1,000,000
U.S. DOLLARS


[^0]:    *Excludes capital leases of $\$ 1.0$ million and $\$ .8$ million for the three months ended 31 December 1996 and 1995.
    **Excludes debt of $\$ 1.1$ million to former shareholders of company acquired in fiscal 1997.

