

Q1 FY24 Reconciliation Tables

February 5, 2024





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Purpose of Reconciliation Tables

Our financial presentations, earnings teleconferences, and other investor and analyst communications may include references to non-GAAP ("adjusted") financial measures. Unless otherwise stated, these measures are based on our continuing operations and are generally identified by the word "adjusted" or "non-GAAP" preceding the measure. We believe these non-GAAP financial measures provide useful information to evaluate the performance of our business by providing a more complete understanding of the factors and trends that affect our financial performance. The purpose of this document is to provide reconciliations between the historical non-GAAP financial measures that we have disclosed and the most directly comparable measure calculated and presented in accordance with U.S. generally accepted accounting principles ("GAAP"). Amounts provided herein are in millions of U.S. Dollars unless otherwise indicated, except for per share data. Some calculations are on a trailing twelve-month basis and include amounts presented as "LTM" (i.e., "last twelve months"), which represents our full fiscal year for periods ended 30 September. Comparisons versus ("vs.") prior periods may include percentage (%) and basis point (bp) changes.

Our non-GAAP financial measures should be considered within the context of our complete audited and unaudited financial results for the given period, which are available in the "Investors" section of our website at www.airproducts.com. The non-GAAP financial measures supplement our GAAP disclosures and are not meant to be considered in isolation or as a substitute for the most directly comparable measures prepared in accordance with GAAP. These measures may not be comparable to similarly titled measures used by other companies.





Adjusted Diluted Earnings per Share ("EPS")

The per share impact for each non-GAAP adjustment was calculated independently and may not sum to total adjusted diluted EPS due to rounding.

Quarterly and Annual Trend FY21-FY24

Adjusted diluted EPS for fiscal years 2022 and 2021 and relevant comparisons presented below have been updated to exclude the impact of non-service related components of net periodic cost/benefit.

	2024			2023			2022	2021
	Q1	Q1	Q2	Q3	Q4	FY	FY	FY
Diluted EPS	\$2.73	\$2.57	\$1.97	\$2.67	\$3.08	\$10.30	\$10.08	\$9.12
Facility closure	_	_	_	_	_	_	_	0.08
Business and asset actions	_	_	0.69	0.23	_	0.92	0.27	_
Gain on exchange with joint venture partner	_	_	_	_	_	_	_	(0.12)
Equity method investment impairment charge	_	_	_	_	_	_	0.05	_
Non-service pension cost (benefit), net	0.08	0.07	0.08	0.07	0.08	0.29	(0.15)	(0.29)
Tax election benefit and other			_	_	_	_		(0.05)
Subtotal - Non-GAAP items	0.08	0.07	0.77	0.30	0.08	1.21	0.17	(0.38)
Adjusted Diluted EPS	\$2.82	\$2.64	\$2.74	\$2.98	\$3.15	\$11.51	\$10.25	\$8.73

	Q1 2	2024	FY	FY
	vs. Q1 2023	vs. Q4 2023	2023 vs. 2022	2022 vs. 2021
Change GAAP				
Diluted EPS \$ change	\$0.16	(\$0.35)	\$0.22	\$0.96
Diluted EPS % change	6%	(11%)	2%	11%
Change Non-GAAP				
Adjusted diluted EPS \$ change	\$0.18	(\$0.33)	\$1.26	\$1.52
Adjusted diluted EPS % change	7%	(10%)	12%	17%





Adjusted EPS Annual Trend FY14-FY21

Amounts presented in the table below are as previously reported. The per share impact for each non-GAAP adjustment was calculated independently and may not sum to total adjusted diluted EPS due to rounding.

	2021	2020	2019	2018	2017	2016	2015	2014
Diluted EPS	\$9.12	\$8.55	\$7.94	\$6.59	\$5.16	\$5.04	\$4.29	\$3.24
Change in inventory valuation method	_	_	_	(0.08)	_	_	_	_
Facility closure	0.08	_	0.10	_	_	_	_	_
Business separation costs	_	_	_	_	0.12	0.21	0.03	_
Tax (benefit) costs associated with business separation	_	_	_	_	(0.02)	0.24	_	_
Business restructuring, cost reduction, and asset actions	_	_	0.08	_	0.49	0.11	0.61	0.03
Goodwill and intangible asset impairment charge	_	_	_	_	0.70	_	_	1.27
Gain on exchange with joint venture partner	(0.12)	_	(0.13)	_	_	_	_	_
Gain on previously held equity interest	_	_	_	_	_	_	(0.05)	_
Company headquarters relocation (income) expense	_	(0.12)	_	_	_	_	_	_
Gain on land sales	_	_	_	_	(0.03)	_	(0.13)	_
India Finance Act 2020	_	(0.06)	_	_	_	_	_	_
Equity method investment impairment charge	_	_	_	_	0.36	_	_	_
Pension settlement loss	_	_	0.02	0.15	0.03	0.02	0.06	0.02
Loss on extinguishment of debt	_	_	_	_	_	0.02	0.07	_
Tax reform repatriation	_	_	(0.06)	2.16	_	_	_	_
Tax reform adjustment related to deemed foreign dividends	_	_	0.26	(0.25)	_	_	_	_
Tax reform rate change and other	_	_	_	(0.96)	_	_	_	_
Tax restructuring	_	_	_	(0.16)	_	_	_	_
Tax election benefit and other	(0.05)	_	_	_	(0.50)	_	_	(0.14)
Adjusted Diluted EPS	\$9.02	\$8.38	\$8.21	\$7.45	\$6.31	\$5.64	\$4.88	\$4.42

	vs.	FY 2020 vs. FY 2019	FY 2019 vs. FY 2018	FY 2018 vs. FY 2017	FY 2017 vs. FY 2016	vs.	vs.
Change GAAP							
Diluted EPS \$ change	\$0.57	\$0.61	\$1.35	\$1.43	\$0.12	\$0.75	\$1.05
Diluted EPS % change	7 %	8 %	20 %	28 %	2 %	17 %	32 %
Change Non-GAAP							
Adjusted diluted EPS \$ change	\$0.64	\$0.17	\$0.76	\$1.14	\$0.67	\$0.76	\$0.46
Adjusted diluted EPS % change	8 %	2 %	10 %	18 %	12 %	16 %	10 %





Adjusted EBITDA

FY24 vs. FY23 Quarterly Trend

		2024		20	23	
	LTM	Q1	Q1	Q2	Q3	Q4
Sales	\$12,422.7	\$2,997.4	\$3,174.7	\$3,200.1	\$3,033.9	\$3,191.3
Net income	\$2,376.4	\$621.6	\$583.8	\$449.9	\$610.5	\$694.4
Net income margin	19.1%	20.7%	18.4%	14.1%	20.1%	21.8%
Reconciliation of GAAP to Non-GAAP:						
Net income	\$2,376.4	\$621.6	\$583.8	\$449.9	\$610.5	\$694.4
Less: Income from discontinued operations, net of tax	7.4	_	_	_	_	7.4
Add: Interest expense	189.8	53.5	41.2	40.9	47.4	48.0
Less: Other non-operating expense, net	(53.2)	(14.8)	(0.6)	(13.9)	(11.7)	(12.8)
Add: Income tax provision	550.2	135.4	136.4	121.0	139.6	154.2
Add: Depreciation and amortization	1,386.0	349.2	321.5	339.6	339.9	357.3
Add: Business and asset actions	244.6	_		185.6	59.0	
Adjusted EBITDA	\$4,792.8	\$1,174.5	\$1,083.5	\$1,150.9	\$1,208.1	\$1,259.3
Adjusted EBITDA margin	38.6%	39.2%	34.1%	36.0%	39.8%	39.5%

	Q1 2024	
	vs. vs. vs Q2 2014 ^(A) Q1 2023 Q4 2	023
Change GAAP		
Net income \$ change	\$330.0 \$37.8 (\$72.	8)
Net income % change	113% 6% (1	0%)
Net income margin change	940 bp 230 bp (11	0)bp
Change Non-GAAP		
Adjusted EBITDA \$ change	\$527.2 \$91.0 (\$84.	8)
Adjusted EBITDA % change	81% 8% (7%)
Adjusted EBITDA margin change	1,410 bp 510 bp (3	0)bp

⁽A) Refer to page 7 for a reconciliation of fiscal year 2014 adjusted EBITDA.





Adjusted EBITDA Quarterly Trend FY17-FY22

		20)22		2021 2020					20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Sales	\$2,994.2	\$2,945.1	\$3,189.3	\$3,570.0	\$2,375.2	\$2,502.0	\$2,604.7	\$2,841.1	\$2,254.7	\$2,216.3	\$2,065.2	\$2,320.1	
Net income	\$549.6	\$536.8	\$587.1	\$593.0	\$486.7	\$477.1	\$532.3	\$618.8	\$488.9	\$490.4	\$457.1	\$494.7	
Net income margin	18.4%	18.2%	18.4%	16.6%	20.5%	19.1%	20.4%	21.8%	21.7%	22.1%	22.1%	21.3%	
Reconciliation of GAAP to Non-GAAP:													
Net income	\$549.6	\$536.8	\$587.1	\$593.0	\$486.7	\$477.1	\$532.3	\$618.8	\$488.9	\$490.4	\$457.1	\$494.7	
Less: Income (Loss) from discontinued operations, net of tax	_	_	_	12.6	10.3	_	8.2	51.8	_	(14.3)	_	_	
Add: Interest expense	30.5	32.3	32.7	32.5	36.7	36.1	35.6	33.4	18.7	19.3	32.1	39.2	
Less: Other non-operating income, net	22.6	9.1	10.5	20.2	18.6	16.8	21.1	17.2	9.1	7.1	8.1	6.4	
Add: Income tax provision	113.3	122.7	134.2	130.6	113.9	121.9	101.7	125.3	120.7	148.5	109.3	99.9	
Add: Depreciation and amortization	332.3	335.9	337.2	332.8	323.7	329.3	335.7	332.6	289.2	294.7	290.6	310.5	
Add: Facility closure	_	_	_	_	_	23.2	_	_	_	_	_	_	
Add: Business and asset actions	_	_	_	73.7	_	_	_	_	_	_	_	_	
Less: Gain on exchange with joint venture partner	_	_	_	_	_	36.8	_	_	_	_	_	_	
Less: Company headquarters relocation income (expense)	_	_	_	_	_	_	_	_	_	33.8	_	_	
Less: India Finance Act 2020 - equity affiliate income impact	_	_	_	_	_	_	_	_	_	33.8	_	_	
Add: Equity method investment impairment charge	_	_	_	14.8	_	_	_	_	_	_	_	_	
Adjusted EBITDA	\$1,003.1	\$1,018.6	\$1,080.7	\$1,144.6	\$932.1	\$934.0	\$976.0	\$1,041.1	\$908.4	\$892.5	\$881.0	\$937.9	
Adjusted EBITDA margin	33.5%	34.6%	33.9%	32.1%	39.2%	37.3%	37.5%	36.6%	40.3%	40.3%	42.7%	40.4%	

		20	19			20	18	2017					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Sales	\$2,224.0	\$2,187.7	\$2,224.0	\$2,283.2	\$2,216.6	\$2,155.7	\$2,259.0	\$2,298.9	\$1,882.5	\$1,980.1	\$2,121.9	\$2,203.1	
Net income	\$357.0	\$433.5	\$500.2	\$518.7	\$161.7	\$423.6	\$487.9	\$459.7	\$306.4	\$2,135.7	\$104.1	\$475.0	
Net income margin	16.0%	19.8%	22.5%	22.7%	7.3%	19.7%	21.6%	20.0%	16.3%	107.9%	4.9%	21.6%	
Reconciliation of GAAP to Non-GAAP:													
Net income	\$357.0	\$433.5	\$500.2	\$518.7	\$161.7	\$423.6	\$487.9	\$459.7	\$306.4	\$2,135.7	\$104.1	\$475.0	
Less: Income (Loss) Income from discontinued operations, net of \ensuremath{tax}	_	_	_	_	(1.0)	_	43.2	_	48.2	1,825.6	(2.3)	(5.5)	
Add: Interest expense	37.3	35.4	34.2	30.1	29.8	30.4	34.9	35.4	29.5	30.5	29.8	30.8	
Less: Other non-operating income (expense), net	18.5	13.7	17.6	16.9	9.8	11.1	12.8	(28.6)	(0.2)	5.3	3.7	7.8	
Add: Income tax provision (benefit)	132.1	107.5	109.3	131.2	291.8	56.2	107.1	69.2	78.4	94.5	89.3	(1.3)	
Add: Depreciation and amortization	258.0	262.1	269.1	293.6	227.9	240.0	245.6	257.2	206.1	211.8	216.9	231.0	
Add: Facility closure	29.0	_	_	_	_	_	_	_	_	_	_	_	
Less: Change in inventory valuation method	_	_	_	_	_	_	_	24.1	_	_	_	_	
Add: Business separation costs	_	_	_	_	_	_	_	_	32.5	_	_	_	
Add: Cost reduction and asset actions	_	_	25.5	_	_	_	_	_	50.0	10.3	42.7	48.4	
Add: Goodwill and intangible asset impairment charge	_	_	_	_	_	_	_	_	_	_	162.1	_	
Less: Gain on exchange with joint venture partner	_	_	29.1	_	_	_	_	_	_	_	_	_	
Less: Gain on land sale	_	_	_	_	_	_	_	_	_	_	_	12.2	
Add: Equity method investment impairment charge	_	_	_	_	_	_	_	_	_	_	79.5	_	
Add: Tax reform repatriation - equity method investment	_	_	_	_	32.5	_	_	(4.0)		_	_	_	
Adjusted EBITDA	\$794.9	\$824.8	\$891.6	\$956.7	\$734.9	\$739.1	\$819.5	\$822.0	\$654.9	\$651.9	\$723.0	\$769.4	
Adjusted EBITDA margin	35.7%	37.7%	40.1%	41.9%	33.2%	34.3%	36.3%	35.8%	34.8%	32.9%	34.1%	34.9%	







Adjusted EBITDA Quarterly Trend FY14-FY16

		20	16		2015 20					201	2014 ^(A)		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Sales	\$1,866.3	\$1,777.4	\$1,914.5	\$1,945.5	\$2,041.0	\$1,885.3	\$1,934.4	\$1,963.6	\$2,545.5	\$2,581.9	\$2,634.6	\$2,677.0	
Net income (loss)	\$372.0	(\$465.5)	\$354.1	\$400.9	\$337.5	\$296.9	\$333.2	\$350.0	\$299.0	\$291.6	\$323.4	\$79.1	
Net income (loss) margin	19.9%	(26.2%)	18.5%	20.6%	16.5%	15.7%	17.2%	17.8%	11.7%	11.3%	12.3%	3.0%	
Reconciliation of GAAP to Non-GAAP:													
Net income (loss)	\$372.0	(\$465.5)	\$354.1	\$400.9	\$337.5	\$296.9	\$333.2	\$350.0	\$299.0	\$291.6	\$323.4	\$79.1	
Less: Income (Loss) from discontinued operations, net of tax	84.8	(750.2)	98.4	106.5	76.7	103.4	99.4	72.2	1.3	(2.1)	(2.0)	(0.1)	
Add: Interest expense	22.2	25.7	35.1	32.2	28.8	23.2	28.1	22.7	33.3	31.5	31.3	29.0	
Add: Income tax provision	96.4	93.5	145.9	96.8	76.8	63.0	74.7	85.7	95.3	93.0	103.0	78.1	
Add: Depreciation and amortization	214.7	213.9	213.5	212.5	215.3	213.9	214.2	215.1	234.2	229.1	239.0	254.6	
Add: Business separation costs	12.0	7.4	9.5	21.7	_	_	_	7.5	_	_	_	_	
Add: Business restructuring and cost reduction actions	_	10.7	13.2	10.6	24.3	52.9	49.6	53.3	_	_	_	12.7	
Add: Goodwill and intangible asset impairment charge	_	_	_	_	_	_	_	_	_	_	_	310.1	
Less: Gain on previously held equity interest	_	_	_	_	17.9	_	_	_	_	_	_	_	
Less: Gain on land sales	_	_	_	_	_	_	_	33.6	_	_	_	_	
Add: Pension settlement loss	_	2.0	1.0	2.1	_	11.9	1.4	6.0	_	_	_	5.5	
Add: Loss on extinguishment of debt	_	_	_	6.9		_	_	16.6		_	_	_	
Adjusted EBITDA	\$632.5	\$637.9	\$673.9	\$677.2	\$588.1	\$558.4	\$601.8	\$651.1	\$660.5	\$647.3	\$698.7	\$769.2	
Adjusted EBITDA margin	33.9%	35.9%	35.2%	34.8%	28.8%	29.6%	31.1%	33.2%	25.9%	25.1%	26.5%	28.7%	

⁽A) Fiscal year 2014 is presented as previously reported in our Annual Report on Form 10-K for the fiscal year ended September 30, 2016, which included the results of the former Materials Technologies segment.





Adjusted EBITDA by Segment

	Q1	Q1								Q1 2024 vs. Q4 2023	
			Q2	Q3	Q4	FY	\$	%/bp	\$	%/bp	
Americas											
Sales	\$1,252.1	\$1,384.2	\$1,373.1	\$1,260.7	\$1,351.3	\$5,369.3					
Operating income	354.4	343.0	324.2	374.8	397.7	1,439.7	\$11.4	3%	(\$43.3)	(11%)	
Operating margin	28.3%	24.8%	23.6%	29.7%	29.4%	26.8%		350 bp		(110)bp	
Reconciliation of GAAP to Non-GAAP:											
Operating income	\$354.4	\$343.0	\$324.2	\$374.8	\$397.7	\$1,439.7					
Add: Depreciation and amortization	169.7	156.0	161.7	163.1	168.5	649.3					
Add: Equity affiliates' income	37.1	16.4	28.1	29.9	34.8	109.2					
Adjusted EBITDA	\$561.2	\$515.4	\$514.0	\$567.8	\$601.0	\$2,198.2	\$45.8	9%	(\$39.8)	(7%)	
Adjusted EBITDA margin	44.8%	37.2%	37.4%	45.0%	44.5%	40.9%		760 bp		30 bp	
Asia											
Sales	\$793.8	\$777.8	\$813.9	\$822.9	\$801.5	\$3,216.1					
Operating income	211.2	235.9	233.0	240.8	196.8	906.5	(\$24.7)	(10%)	\$14.4	7%	
Operating margin	26.6%	30.3%	28.6%	29.3%	24.6%	28.2%	(\$24.7)	(10%) (370)bp	\$14.4	200 bp	
	20.070	30.370	20.0 /0	29.3 /0	24.070	20.2 /0		(370)00		200 bp	
Reconciliation of GAAP to Non-GAAP:											
Operating income	\$211.2	\$235.9	\$233.0	\$240.8	\$196.8	\$906.5					
Add: Depreciation and amortization	111.8	101.9	110.0	108.3	113.3	433.5					
Add: Equity affiliates' income	4.2	7.4	7.3	7.5	7.5	29.7	(#10.0)	/F0/ \	±0.6	20/	
Adjusted EBITDA Adjusted EBITDA margin	\$327.2 41.2%	\$345.2 44.4%	\$350.3 43.0%	\$356.6 43.3%	\$317.6 39.6%	\$1,369.7 42.6%	(\$18.0)	(5%) (320)bp	\$9.6	3% 160 bp	
-	41.270	44.470	43.0%	43.370	39.070	42.0%		(320)0þ		100 bp	
Europe	+724.2	+704.0	+752.0	+706.6	+744.7	+2.062.4					
Sales	\$731.2	\$791.9	\$752.9	\$706.6	\$711.7	\$2,963.1					
Operating income	197.6	145.8	173.2	176.1	168.3	663.4	\$51.8	36%	\$29.3	17%	
Operating margin	27.0%	18.4%	23.0%	24.9%	23.6%	22.4%		860 bp		340 bp	
Reconciliation of GAAP to Non-GAAP:											
Operating income	\$197.6	\$145.8	\$173.2	\$176.1	\$168.3	\$663.4					
Add: Depreciation and amortization	48.2	44.3	48.3	48.6	55.0	196.2					
Add: Equity affiliates' income	20.7	17.7	29.5	28.8	26.5	102.5					
Adjusted EBITDA	\$266.5	\$207.8	\$251.0	\$253.5	\$249.8	\$962.1	\$58.7	28%	\$16.7	7%	
Adjusted EBITDA margin	36.4%	26.2%	33.3%	35.9%	35.1%	32.5%		1,020 bp		130 bp	
Middle East and India											
Operating income	\$3.9	\$6.7	\$1.3	\$5.8	\$3.1	\$16.9	(\$2.8)				
Add: Depreciation and amortization	6.6	6.6	6.6	7.0	7.3	27.5					
Add: Equity affiliates' income	92.9	64.1	98.9	95.5	91.3	349.8					
Adjusted EBITDA	\$103.4	\$77.4	\$106.8	\$108.3	\$101.7	\$394.2	\$26.0				
Corporate and other											
Operating loss	(\$100.2)	(\$79.4)	(\$86.3)	(\$94.3)	(\$27.3)	(\$287.3)	(\$20.8)				
Add: Depreciation and amortization	12.9	12.7	13.0	12.9	13.2	51.8					
Add: Equity affiliates' income	3.5	4.4	2.1	3.3	3.3	13.1					
Adjusted EBITDA	(\$83.8)	(\$62.3)	(\$71.2)	(\$78.1)	(\$10.8)	(\$222.4)	(\$21.5)				





Adjusted Operating Income and Adjusted Operating Margin

	2024	20	2023		Q1 2024 vs. Q1 2023		024 023
	Q1	Q1	Q4	\$	%/bp	\$	%/bp
Sales	\$2,997.4	\$3,174.7	\$3,191.3				
Operating income	666.9	652.0	\$738.6	\$14.9	2%	(\$71.7)	(10%)
Operating margin	22.2%	20.5%	23.1 %		170 bp		(90)bp
Reconciliation of GAAP to Non-GAAP:							
Operating income	\$666.9	\$652.0	\$738.6				
No impact from non-GAAP adjustments							
Adjusted operating income	\$666.9	\$652.0	\$738.6	\$14.9	2%	(\$71.7)	(10%)
Adjusted operating margin	22.2%	20.5%	23.1 %		170 bp		(90)bp

Adjusted Net Income

2024		2023			Q1 2024 vs. Q4 2023	
Q1	Q1	Q4	\$	%	\$	%
\$621.6	\$583.8	\$694.4	\$37.8	6%	(\$72.8)	(10%)
_	_	(7.4)				
(12.3)	(11.6)	(1.8)				
\$609.3	\$572.2	\$685.2				
18.7	14.6	16.8				
\$628.0	\$586.8	\$702.0	\$41.2	7%	(\$74.0)	(11%)
	\$621.6 - (12.3) \$609.3 18.7	Q1 Q1 \$621.6 \$583.8 - - (12.3) (11.6) \$609.3 \$572.2 18.7 14.6	Q1 Q1 Q4 \$621.6 \$583.8 \$694.4 - - (7.4) (12.3) (11.6) (1.8) \$609.3 \$572.2 \$685.2 18.7 14.6 16.8	2024 2023 Q1 20 Q1 Q1 Q4 \$ \$621.6 \$583.8 \$694.4 \$37.8 - - (7.4) (12.3) (11.6) (1.8) \$609.3 \$572.2 \$685.2 18.7 14.6 16.8	Q1 Q1 Q4 \$ % \$621.6 \$583.8 \$694.4 \$37.8 6% - - (7.4) (12.3) (11.6) (1.8) \$609.3 \$572.2 \$685.2 18.7 14.6 16.8	2024 2023 Q1 2023 Q4 2





Adjusted Effective Tax Rate

	Q1 2024	Q1 2023
Income tax provision	\$135.4	\$136.4
Income before taxes	757.0	720.2
Effective tax rate	17.9 %	18.9 %
Income tax provision	\$135.4	\$136.4
Non-service pension tax impact	6.2	4.9
Adjusted income tax provision	\$141.6	\$141.3
Income before taxes	\$757.0	\$720.2
Non-service pension cost, net	24.9	19.5
Adjusted income before taxes	\$781.9	\$739.7
Adjusted effective tax rate	18.1 %	19.1 %

Changes	Q1 2024 vs. Q1 2023
Effective tax rate	(100)bp
Adjusted effective tax rate	(100)bp





Summary of Non-GAAP Adjustments

The tables below detail the non-GAAP items disclosed on the preceding pages and the impact of each on our consolidated income statements on a continuing operations basis.

		2024	
		Q1	
	GAAP	Items ^(A)	Non- GAAP
Operating income	\$666.9	\$-	\$666.9
Equity affiliates' income	158.4	_	158.4
Interest expense	53.5	_	53.5
Other non-operating income (expense), net	(14.8)	24.9	10.1
Income before taxes	\$757.0	\$24.9	\$781.9
Income tax provision	135.4	6.2	141.6
Net income	\$621.6	\$18.7	\$640.3
Net income attributable to noncontrolling interests	12.3	_	12.3
Net income attributable to Air Products	\$609.3	\$18.7	\$628.0
Diluted EPS ^(B)	\$2.73	\$0.08	\$2.82

⁽A) For non-GAAP item details, refer to the table below.

⁽B) For non-GAAP EPS details, refer to the Adjusted Diluted EPS section on page 3.

		2024			
	Q1				
Non-GAAP Items	Before Tax	Tax	After Tax		
Non-service pension cost, net ^(C)	\$24.9	\$6.2	\$18.7		
Total Non-GAAP Items	\$24.9	\$6.2	\$18.7		

⁽C) Before tax impact reflected in "Other non-operating income (expense), net."



Summary of Non-GAAP Adjustments (continued)

	2023														
	Q1 Q2			Q3			Q4			FY					
	GAAP	Items ^(A)	Non- GAAP	GAAP	Items ^(A)	Non- GAAP									
Operating income	\$652.0	\$-	\$652.0	\$459.8	\$185.6	\$645.4	\$644.2	\$59.0	\$703.2	\$738.6	\$-	\$738.6	\$2,494.6	\$244.6	\$2,739.2
Equity affiliates' income	110.0	_	110.0	165.9	_	165.9	165.0	_	165.0	163.4	_	163.4	604.3	_	604.3
Interest expense	41.2	_	41.2	40.9	_	40.9	47.4	_	47.4	48.0	_	48.0	177.5	_	177.5
Other non-operating income (expense), net	(0.6)	19.5	18.9	(13.9)	22.9	9.0	(11.7)	22.0	10.3	(12.8)	22.4	9.6	(39.0)	86.8	47.8
Income from continuing operations before taxes	\$720.2	\$19.5	\$739.7	\$570.9	\$208.5	\$779.4	\$750.1	\$81.0	\$831.1	\$841.2	\$22.4	\$863.6	\$2,882.4	\$331.4	\$3,213.8
Income tax provision	136.4	4.9	141.3	121.0	32.6	153.6	139.6	13.2	152.8	154.2	5.6	159.8	551.2	56.3	607.5
Income from continuing operations	\$583.8	\$14.6	\$598.4	\$449.9	\$175.9	\$625.8	\$610.5	\$67.8	\$678.3	\$687.0	\$16.8	\$703.8	\$2,331.2	\$275.1	\$2,606.3
Net income attributable to noncontrolling interests	11.6	_	11.6	10.1	5.0	15.1	14.9	_	14.9	1.8	_	1.8	38.4	5.0	43.4
Net income from continuing operations attributable to Air Products	\$572.2	\$14.6	\$586.8	\$439.8	\$170.9	\$610.7	\$595.6	\$67.8	\$663.4	\$685.2	\$16.8	\$702.0	\$2,292.8	\$270.1	\$2,562.9
Diluted EPS ^(B)	\$2.57	\$0.07	\$2.64	\$1.97	\$0.77	\$2.74	\$2.67	\$0.30	\$2.98	\$3.08	\$0.08	\$3.15	\$10.30	\$1.21	\$11.51

⁽A) For non-GAAP item details, refer to the table below.

⁽B) For non-GAAP EPS details, refer to the Adjusted Diluted EPS section on page 3.

								2023							
		Q1			Q2			Q3			Q4			FY	
Non-GAAP Items	Before Tax	Tax	After Tax	Before Tax	Tax	After Tax	Before Tax	Tax	After Tax	Before Tax	Tax	After Tax	Before Tax	Tax	After Tax
Business and asset actions ^(C)	\$-	\$-	\$-	\$185.6	\$26.9	\$153.7	\$59.0	\$7.8	\$51.2	<u>\$</u>	\$-	\$-	\$244.6	\$34.7	\$204.9
Non-service pension cost, net ^(D)	19.5	4.9	14.6	22.9	5.7	17.2	22.0	5.4	16.6	22.4	5.6	16.8	86.8	21.6	65.2
Total Non-GAAP Items	\$19.5	\$4.9	\$14.6	\$208.5	\$32.6	\$170.9	\$81.0	\$13.2	\$67.8	\$22.4	\$5.6	\$16.8	\$331.4	\$56.3	\$270.1

⁽C) Before tax impact reflected in "Operating income."



⁽D) Before tax impact reflected in "Other non-operating income (expense), net"



Return on Capital Employed ("ROCE") (Non-GAAP Basis)

Return on capital employed ("ROCE") is calculated on a continuing operations basis. Management considers this measure to be useful in evaluating the Company's returns on capital.

	2024	2023				2022				
ROCE (GAAP Basis):	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	
Net income	\$621.6	\$694.4	\$610.5	\$449.9	\$583.8	\$593.0	\$587.1	\$536.8		
Total liabilities and equity	34,118.2	32,002.5	30,929.5	29,435.4	28,278.3	27,192.6	27,489.0	27,449.7	27,125.3	
Four-Quarter Trailing Net Income	\$2,376.4	\$2,338.6	\$2,237.2	\$2,213.8	\$2,300.7				_	
÷ Five-Quarter Average Total Liabilities and Equity	30,952.8	29,567.7	28,665.0	27,969.0	27,507.0					
ROCE (GAAP Basis)	7.7%	7.9%	7.8%	7.9%	8.4%					
Change vs. prior year	(70)bp									
Change vs. prior quarter	(20)bp									
ROCE (Non-GAAP Basis):										
Net income	\$621.6	\$694.4	\$610.5	\$449.9	\$583.8	\$593.0	\$587.1	\$536.8		
Income from discontinued operations, net of tax	_	(7.4)	_	· —	_	(12.6)	· —	· —		
Interest expense	53.5	48.0	47.4	40.9	41.2	32.5	32.7	32.3		
Business and asset actions	_	_	59.0	185.6	_	73.7	_	_		
Equity method investment impairment charge	_	_	_	_	_	14.8	_	_		
Non-service pension cost (benefit), net	24.9	22.4	22.0	22.9	19.5	(11.3)	(9.5)	(11.9)		
Tax other ^(A)	(15.8)	(14.4)	(22.0)	(41.3)	(12.7)	(19.7)	(3.8)	(3.1)		
Return After-Tax (Non-GAAP Basis)	\$684.2	\$743.0	\$716.9	\$658.0	\$631.8	\$670.4	\$606.5	\$554.1		
Total Capital										
Total liabilities and equity	\$34,118.2	\$32,002.5	\$30,929.5	\$29,435.4	\$28,278.3	\$27,192.6	\$27,489.0	\$27,449.7	\$27,125.3	
Less: Payables and accrued liabilities	2,717.9	2,890.1	3,062.2	2,489.3	2,552.0	2,771.6	2,544.4	2,407.1	2,310.6	
Less: Accrued income taxes	166.9	131.2	108.8	128.2	159.9	135.2	107.9	104.6	119.8	
Less: NGHC debt and partners' equity (see page 14 for detail)	2,510.5	1,998.0	605.1	479.3	478.4	477.3	298.9	_	_	
Less: Noncurrent operating lease liabilities	635.1	631.1	635.5	632.3	627.4	592.1	612.4	581.0	583.9	
Less: Other noncurrent liabilities	1,111.5	1,118.0	1,144.6	1,096.3	1,117.7	1,099.1	1,113.8	1,155.8	1,147.8	
Less: Deferred income taxes	1,250.0	1,266.0	1,215.8	1,258.2	1,246.1	1,247.4	1,308.6	1,249.0	1,209.6	
Capital Employed (Non-GAAP Basis)	\$25,726.3	\$23,968.1	\$24,157.5	\$23,351.8	\$22,096.8	\$20,869.9	\$21,503.0	\$21,952.2	\$21,753.6	
Less:										
Cash and cash items, net of NGHC cash (see page 14 for detail)	1,560.3	1,538.8	1,549.9	2,113.2	2,907.0	2,436.3	2,699.7	2,348.7	2,953.7	
Short-term investments	271.8	332.2	268.7	271.3	19.6	590.7	357.6	848.9	728.6	
Adjusted Capital Employed (Non-GAAP Basis) ^(B)	\$23,894.2	\$22,097.1	\$22,338.9	\$20,967.3	\$19,170.2	\$17,842.9	\$18,445.7	\$18,754.6	\$18,071.3	
Four-Quarter Trailing Return After-Tax—Non-GAAP	\$2,802.1	\$2,749.7	\$2,677.1	\$2,566.7	\$2,462.8					
÷ Five-Quarter Average Capital Employed—Non-GAAP	23,860.1	22,888.8	22,395.8	21,954.7	21,635.1					
ROCE (Non-GAAP Basis)	11.7%	12.0%	12.0%	11.7%	11.4%					
Change vs. prior year	30 bp									
Change vs. prior quarter	(30)bp									
Four-Quarter Trailing Return After-Tax—Non-GAAP	\$2,802.1	\$2,749.7	\$2,677.1	\$2,566.7	\$2,462.8					
÷ Five-Quarter Average Capital Employed—Non-GAAP, Excluding Cash		20,483.3	19,753.0	19,036.1	18,456.9					
Adjusted ROCE (Non-GAAP Basis) ^(B)	12.9%	13.4%								
Change vs. prior year	(40)bp									
Change vs. prior quarter	(50)bp									
	ì									



⁽A) Represents the tax impact on interest expense and our pre-tax non-GAAP adjustments. For details on the effective tax rate, refer to page 10.
(B) We provide adjusted ROCE (Non-GAAP Basis) to illustrate the extent to which cash impacts the denominator of our ROCE calculation. Cash represents total cash and cash items, net of NGHC cash, and short-term investments.



ROCE Adjustments for NGHC

We adjust the denominator in our ROCE calculation on a non-GAAP basis to exclude the debt associated with the NEOM Green Hydrogen Company joint venture ("NGHC") as well as the equity attributable to our joint venture partners, both of which are summarized in the table below. Because NGHC's indebtedness and the contributions of our joint venture partners are consolidated in our financial statements, we make this adjustment to provide management and our investors with a measure that is more representative of the Company's return on capital on an ongoing basis. Likewise, when adjusting ROCE on a non-GAAP basis for cash, we exclude the impact of cash held by NGHC.

	2024		20	202	22		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Long-term debt	\$1,930.4	\$1,274.4	\$ —	\$-	\$-	\$ —	\$-
Long-term debt – related party	_	_	_	476.7	447.3	447.3	269.5
Noncontrolling interests	580.1	723.6	605.1	2.6	31.1	30.0	29.4
Total NGHC debt and partners' equity	\$2,510.5	\$1,998.0	\$605.1	\$479.3	\$478.4	\$477.3	\$298.9
Cash and cash items	\$1,962.6	\$1,617.0	\$1,637.7	\$2,242.4	\$3,131.0	\$2,711.0	\$2,957.4
Less: NGHC cash	402.3	78.2	87.8	129.2	224.0	274.7	257.7
Cash and cash items, net of NGHC cash	\$1,560.3	\$1,538.8	\$1,549.9	\$2,113.2	\$2,907.0	\$2,436.3	\$2,699.7





Cash Flow and Capital Deployment

Reconciliation to Investable Cash Flow

	LTM
Adjusted EBITDA	\$4,793
Interest, net ^(A)	(243)
Cash Tax ^(B)	(647)
Maintenance CapEx ^(C)	(680)
Distributable Cash Flow	\$3,223
Dividends	(1,526)
Investable Cash Flow	\$1,697

		2024
	LTM	Q1
Cash Provided by Operating Activities	\$3,113.0	\$626.6
Working capital changes that (provided) used cash:		
Trade receivables	(102.1)	(11.8)
Inventories	75.2	48.6
Other receivables	151.6	64.5
Payables and accrued liabilities	224.2	268.5
Other working capital	107.9	(0.2)
Undistributed earnings of equity method investments	319.9	41.5
Share-based compensation	(57.6)	(13.8)
Noncurrent lease receivables	(80.2)	(20.0)
Maintenance CapEx ^(C)	(680.0)	(179.0)
Other items, net ^(D)	150.7	13.7
Distributable Cash Flow	3,222.6	\$838.6
Dividends paid to shareholders	(1,526.1)	(388.9)
Investable Cash Flow	\$1,696.5	\$449.7

Distributable Cash Flow	\$3,222.6	
÷ Weighted average common shares - diluted (in millions)	222.8	
Distributable Cash Flow Per Share	\$14.46	

 $^{^{(}A)}$ A reconciliation of "Interest, net" for the last twelve months is provided on page $\underline{16}$.

2024



⁽B) Cash paid for taxes, net of refunds, for the last twelve months was: Q1FY24 \$90.1; Q2FY23 \$238.5; Q3FY23 \$160.6; and Q4FY23 \$158.2.

⁽C) Maintenance CapEx is a component of "Additions to plant and equipment, including long-term deposits" on the consolidated statements of cash flows. Maintenance CapEx represents capital spending to maintain or replace existing capacity or assets to maintain existing profitability. Refer to the "Capital Expenditures" section on page 17 for additional information.

⁽D) "Other items, net" includes items such as pension contributions and expense, deferred tax expense, and other changes to noncurrent assets and liabilities.



Reconciliation to Investable Cash Flow (continued)

			2023		
	Q1	Q2	Q3	Q4	FY
Cash Provided by Operating Activities	\$719.3	\$638.7	\$845.4	\$1,002.3	\$3,205.7
Working capital changes that (provided) used cash:					
Trade receivables	(40.4)	(121.6)	211.2	(179.9)	(130.7
Inventories	102.8	9.5	21.2	(4.1)	129.4
Other receivables	6.7	56.3	35.5	(4.7)	93.8
Payables and accrued liabilities	257.6	193.7	(75.9)	(162.1)	213.3
Other working capital	10.9	113.8	(21.9)	16.2	119.0
Undistributed (Distributed) earnings of equity method investments	(17.2)	95.3	52.0	131.1	261.2
Share-based compensation	(16.1)	(15.1)	(14.6)	(14.1)	(59.9
Noncurrent lease receivables	(19.4)	(20.1)	(21.4)	(18.7)	(79.6
Maintenance CapEx ^(A)	(154.0)	(157.0)	(157.0)	(187.0)	(655.0
Other items, net ^(B)	(50.7)	(93.7)	(41.0)	271.7	86.3
Distributable Cash Flow	\$799.5	\$699.8	\$833.5	\$850.7	\$3,183.5
Dividends paid to shareholders	(359.4)	(359.8)	(388.7)	(388.7)	(1,496.6
Investable Cash Flow	\$440.1	\$340.0	\$444.8	\$462.0	\$1,686.9
Distributable Cash Flow Per Share:					
Distributable Cash Flow					\$3,183.5
÷ Weighted average common shares – diluted (in millions)					222.7
Distributable Cash Flow Per Share					\$14.30

⁽A) Maintenance CapEx is a component of "Additions to plant and equipment, including long-term deposits" on the consolidated statements of cash flows. Maintenance CapEx represents capital spending to maintain or replace existing capacity or assets to maintain existing profitability. Refer to the "Capital Expenditures" section on page 17 for additional information.

Interest, net

For investable cash flow, we define "interest, net" as interest expense, less other non-operating income (expense), net. A reconciliation of "interest, net" is provided below:

	_	2024			2023		
	LTM	Q1	Q1	Q2	Q3	Q4	FY
Interest expense	\$189.8	\$53.5	\$41.2	\$40.9	\$47.4	\$48.0	\$177.5
Less: Other non-operating income (expense), net	(53.2)	(14.8)	(0.6)	(13.9)	(11.7)	(12.8)	(39.0)
Interest, net	\$243.0	\$68.3	\$41.8	\$54.8	\$59.1	\$60.8	\$216.5



⁽B) "Other items, net" includes items such as pension contributions and expense, deferred tax expense, and other changes to noncurrent assets and liabilities.



Capital Expenditures

Capital expenditures is a non-GAAP financial measure that we define as the sum of cash flows for additions to plant and equipment, including long-term deposits, acquisitions (less cash acquired), investment in and advances to unconsolidated affiliates, and investment in financing receivables on our consolidated statements of cash flows. Additionally, we adjust additions to plant and equipment to exclude NEOM Green Hydrogen Company ("NGHC") expenditures funded by the joint venture's non-recourse project financing as well as our partners' equity contributions to arrive at a measure that we believe is more representative of our investment activities. Substantially all the funding we provide to NGHC is limited for use by the venture for capital expenditures.

A reconciliation of cash used for investing activities to our reported capital expenditures is provided below:

_		2024
	LTM	Q1
Cash Used for Investing Activities	\$7,325.8	\$1,665.6
Proceeds from sale of assets and investments	25.6	4.2
Purchases of investments	(676.4)	(55.5)
Proceeds from investments	425.6	120.1
Other investing activities	16.0	12.9
NGHC expenditures not funded by Air Products' equity ^(A)	(1,231.0)	(361.6)
Capital Expenditures ^(B)	\$5,885.6	\$1,385.7

	2023								
	Q1	Q2	Q3	Q4	FY	2022	2021	2020	2019
Cash Used for Investing Activities	\$256.2	\$2,219.8	\$1,923.8	\$1,516.6	\$5,916.4	\$3,857.2	\$2,732.9	\$3,560.0	\$2,113.4
Proceeds from sale of assets and investments	4.0	3.2	6.1	12.1	25.4	46.2	37.5	80.3	11.1
Purchases of investments	(19.2)	(271.3)	(152.9)	(196.7)	(640.1)	(1,637.8)	(2,100.7)	(2,865.5)	(172.1)
Proceeds from investments	591.5	20.1	154.4	131.0	897.0	2,377.4	1,875.2	1,938.0	190.5
Other investing activities	1.7	(52.9)	56.0	_	4.8	7.0	5.8	3.9	(14.3)
NGHC expenditures not funded by Air Products' equity ^(A)	(109.7)	(225.6)	(320.7)	(323.1)	(979.1)	_	_	_	
Capital Expenditures ^(B)	\$724.5	\$1,693.3	\$1,666.7	\$1,139.9	\$5,224.4	\$4,650.0	\$2,550.7	\$2,716.7	\$2,128.6

⁽A) Reflects the portion of "Additions to plant and equipment, including long-term deposits" that is associated with NGHC, less our approximate cash investment in the joint venture.



⁽B) Reflects remaining cash used for investing activities attributable to capital expenditures.



Capital Expenditures (continued)

The components of our capital expenditures are detailed in the table below:

<u> </u>		2024
	LTM	Q1
Additions to plant and equipment, including long-term deposits	\$5,237.7	\$1,445.5
Investment in and advances to unconsolidated affiliates	912.0	_
Investment in financing receivables	966.9	301.8
NGHC expenditures not funded by Air Products' equity ^(A)	(1,231.0)	(\$361.6)
Capital expenditures	\$5,885.6	\$1,385.7

			2023						
	Q1	Q2	Q3	Q4	FY	2022	2021	2020	2019
Additions to plant and equipment, including long-term deposits	\$834.2	\$1,006.9	\$1,322.4	\$1,462.9	\$4,626.4	\$2,926.5	\$2,464.2	\$2,509.0	\$1,989.7
Acquisitions, less cash acquired	_	_	_	_	_	65.1	10.5	183.3	123.2
Investment in and advances to unconsolidated affiliates	_	912.0	_	_	912.0	1,658.4	76.0	24.4	15.7
Investment in financing receivables	_	_	665.0	0.1	665.1	_	_	_	_
NGHC expenditures not funded by Air Products' equity ^(A)	(109.7)	(225.6)	(320.7)	(323.1)	(979.1)			_	
Capital expenditures	\$724.5	\$1,693.3	\$1,666.7	\$1,139.9	\$5,224.4	\$4,650.0	\$2,550.7	\$2,716.7	\$2,128.6

⁽A) Reflects the portion of "Additions to plant and equipment, including long-term deposits" that is associated with NGHC, less our approximate cash investment in the joint venture.





Net Debt

We define net debt as total debt, which includes short-term borrowings, the current portion of long-term debt, and long-term debt, less cash and cash items and short-term investments. We adjust total debt to exclude debt associated with the NGHC joint venture. Likewise, the adjustment for cash and cash items to arrive at net debt does not include cash held by NGHC.

A reconciliation of total debt to our reported net debt is provided below:

	31 December 2023
Short-term borrowings	\$16.4
Current portion of long-term debt	218.0
Long-term debt	11,715.4
Long-term debt – related party	157.9
Total Debt	\$12,107.7
Less: Long-term debt (NGHC)	1,930.4
Adjusted Total Debt	\$10,177.3
Less: Cash	
Cash and cash items, net of NGHC cash (see page 14 for detail)	\$1,560.3
Short-term investments	271.8
Subtotal	\$1,832.1
Net Debt	\$8,345.2





Outlook

Adjusted Diluted EPS

The guidance provided below is on an adjusted continuing operations basis and is compared to adjusted historical diluted EPS attributable to Air Products. These adjusted measures exclude the impact of certain items that we believe are not representative of our underlying business performance, such as the non-service components of net periodic benefit/cost for our defined benefit pension plans, the incurrence of costs for business, asset, and cost reduction actions and impairment charges, or the recognition of gains or losses on certain disclosed items. The per share impact for each of our non-GAAP adjustments is calculated independently and may not sum to total adjusted diluted EPS due to rounding.

It is not possible, without unreasonable efforts, to identify the timing or occurrence of similar future events or the potential for other transactions that may impact future GAAP EPS. Furthermore, it is not possible to identify the potential significance of these events in advance; however, any of these events, if they were to occur, could have a significant effect on our future GAAP EPS. Accordingly, management is unable to fully reconcile, without unreasonable efforts, our forecasted range of adjusted EPS on a continuing operations basis to a comparable GAAP range.

	Dilute	ed EPS
	Q2	Full Year
2023 Diluted EPS	\$1.97	\$10.30
Business and asset actions	0.69	0.92
Non-service pension cost, net	0.08	0.29
2023 Adjusted Diluted EPS	\$2.74	\$11.51
2024 Adjusted Diluted EPS Outlook	\$2.60-\$2.75	\$12.20-\$12.50
\$ Change	(0.14)-0.01	0.69-0.99
% Change	(5%)-0%	6%-9%

Capital Expenditures

It is not possible, without unreasonable efforts, to reconcile our forecasted capital expenditures to future cash used for investing activities because we are unable to identify the timing or occurrence of our future investment activity, which is driven by our assessment of competing opportunities at the time we enter into transactions. These decisions, either individually or in the aggregate, could have a significant effect on our cash used for investing activities.

We expect capital expenditures for fiscal year 2024 to be \$5.0 billion to \$5.5 billion.

