Moving forward

Create Shareholder Value

Q4 FY19
Earnings Conference Call

November 7 2019

AIR PRODUCTS

Forward-looking statements

This presentation contains "forward-looking statements" within the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, including statements about earnings guidance, business outlook and investment opportunities. These forward-looking statements are based on management's expectations and assumptions as of the date of this presentation and are not guarantees of future performance. While forward-looking statements are made in good faith and based on assumptions, expectations and projections that management believes are reasonable based on currently available information, actual performance and financial results may differ materially from projections and estimates expressed in the forward-looking statements because of many factors, including, those disclosed in our earnings release for the fourth quarter of fiscal 2019 as well as in our filings with the Securities and Exchange Commission. Except as required by law, the Company disclaims any obligation or undertaking to update or revise any forward-looking statements contained herein to reflect any change in the assumptions, beliefs, or expectations or any change in events, conditions, or circumstances upon which any such forward-looking statements are based.

Non-GAAP Financial Measures

This presentation and the discussion on the accompanying conference call contain certain financial measures that are not prepared in accordance with U.S. generally accepted accounting principles (GAAP). We have posted to our website, in the relevant Earnings Release section, reconciliations of these non-GAAP financial measures to the most directly comparable financial measures prepared in accordance with GAAP. 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.

Safety results

	FY14	FY19	FY19 vs FY14
Employee Lost Time Injury Rate	0.24	0.09	63% better
Employee Recordable Injury Rate	0.58	0.45	22% better

FY14 includes MT

Our Goal

Air Products will be the **safest, most diverse** and **most profitable** industrial gas company in the world, providing excellent service to our customers

Creating shareholder value
Management philosophy

Shareholder Value	Cash is king; cash flow drives long-term value. What counts in the long term is the increase in **per share value** of our stock, not size or growth.
CEO Focus	Capital allocation is the most important job of the CEO.
Operating Model	Decentralized organization releases entrepreneurial energy and keeps both costs and politics ("bureaucracy") down.

Five Point Plan: Moving Forward

Sustain the lead	Deploy capital	Evolve portfolio	Change culture	Belong and Matter
Safest, most diverse, and most profitable	Strategically invest significant available capacity	Grow onsite portion	4S	Inclusion
Best-in-class performance	Win profitable growth projects globally	Energy, environment and emerging markets	Committed and motivated	Enjoyable work environment
Productivity			Positive attitudes and open minds	Proud to innovate and solve challenges

FY19 Success

- Successful project execution
  - China asset buyback
  - Europe CO_2 acquisition
  - Samsung projects in Korea and China
  - Korea, Ohio, NY and Tennessee ASUs
  - Saudi Arabia Hydrogen Fueling

- New project wins
  - Minnesota, Netherlands and China ASUs
  - Korea ASUs for Posco, MEMC and Samwha
  - 2nd ASU for Big River Steel
  - California liquid hydrogen
  - Algeria helium
  - Golden Pass LNG

- Financial Highlights
  - 5th consecutive year of double-digit adjusted earnings* growth
  - Quarterly adjusted EBITDA margin* up almost 1700bp from early 2014
  - Dividend Increase – 37th consecutive year
  - Committed ~$10B of ~$18B investment capacity

- Sustainability recognition
  - 10 years on Dow Jones Sustainability North America Index
  - China Best Social Responsibility Brand
  - Bloomberg Gender-Equality Index
  - Corporate Equality Index
  - CR Magazine 100 Best Corporate Citizens List

* Non-GAAP financial measure. See website for reconciliation.

Executing our gasification strategy
Energy, environmental, emerging markets

Large ASUs for China coal gasification

Lu'An JV
$1.5B
2018

Jazan IG/ Gasif/Power JV
$11.5B
2020

Juitai 100% APD
$0.65B
2022

Yankuang JV
$3.5B
2023

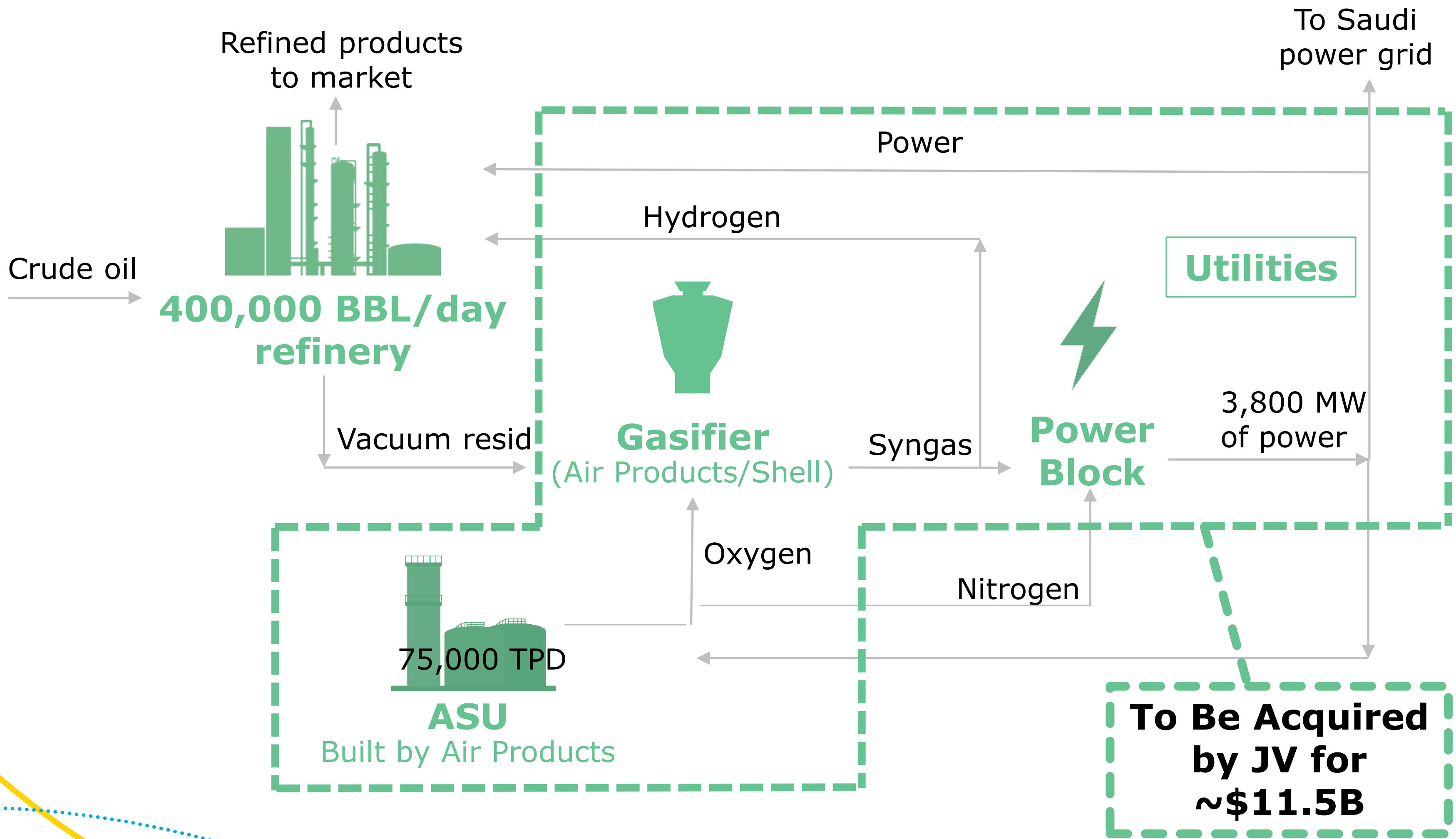
Debang JV
$0.25B
2023

GE Gasification Technology

Shell Gasification Technology

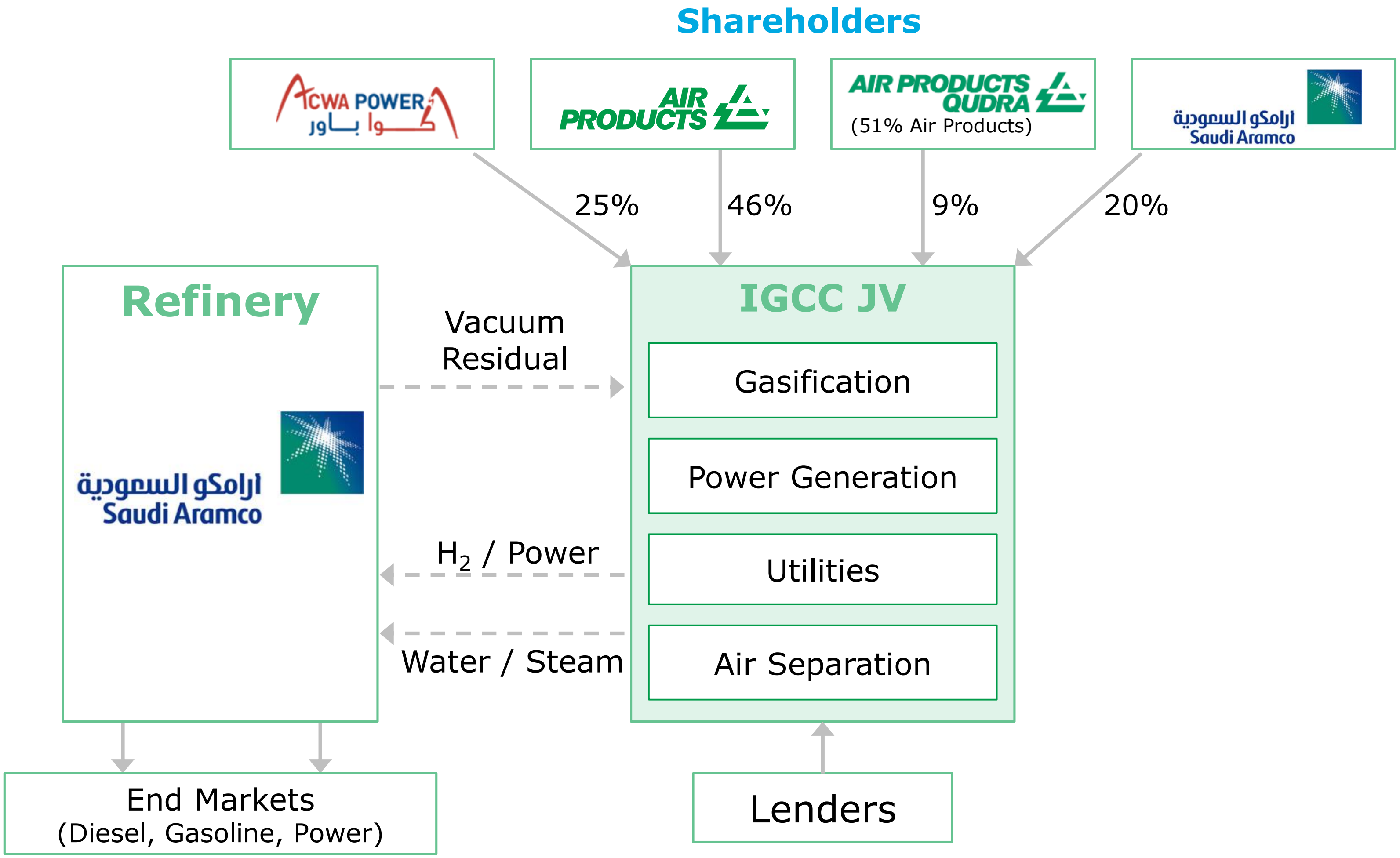
Project capital represents 100%, not APD share
Project dates represent actual or expected onstream

Jazan project
November 2019 update



Only major product flows shown

Jazan project overview



Jazan joint venture

- ASU, Gasification, Power, Utilities Assets = ~$11.5 billion
- Ownership (Air Products total ownership = 50.6%)
  - Air Products 46%
  - ACWA Power 25%
  - Saudi Aramco 20%
  - Air Products Qudra 9%
    - 51% Air Products / 49% Qudra Energy
- Funding = 40% equity / 60% non-recourse project financing
  - Air Products' equity share ~$2.3B
- JV will own and operate the facility for 25 years and receive a fixed monthly fee from Saudi Aramco
- Financial closing expected first quarter of calendar 2020
- Accounting - Air Products does not expect to consolidate JV results

Our key profitability metrics

	Q4 FY19	Full Year FY19
Adjusted EBITDA Margin*	41.9%	38.9%
Adjusted Operating Margin*	26.4%	24.3%
ROCE*	13.1%	13.1%

* Non-GAAP financial measure. See website for reconciliation.

Adjusted EBITDA margin*

Up almost 1700 basis points

Moving forward

* Non-GAAP financial measure. See website for reconciliation.

Fiscal Year Results

($ million)	FY18	FY19	Change
Sales	$8,930	$8,919	-%
- Volume			2%
- Price			3%
- Energy/Raw Mat'l pass-thru			-%
- Currency			(3%)
- Other *(India contract modification)*			(2%)
Adjusted EBITDA*	$3,116	$3,468	11%
*- Adjusted EBITDA Margin**	*34.9%*	*38.9%*	*400bp*
Adjusted Operating Income*	$1,942	$2,170	12%
*- Adjusted Operating Margin**	*21.7%*	*24.3%*	*260bp*
Adjusted Net Income*	$1,645	$1,819	11%
Adjusted EPS* ($/share)	$7.45	$8.21	10%
ROCE*	12.4%	13.1%	70bp

- Positive price and volume growth all three regions
- Lower Jazan sale of equipment reduces sales 2%
- Double-digit profit increase due to strong operating results

* Non-GAAP financial measure. See website for reconciliation.

Full Year Adjusted EPS*

Adjusted EPS* Up $0.76 or 10%

	FY18	FY19	Change	
GAAP cont ops EPS	$6.59	$7.94		
non-GAAP items	0.86	0.27		
Adjusted EPS*	**$7.45**	**$8.21**		**$0.76**
Volume			0.40	
Price (net of variable costs)			0.81	
Other Cost			(0.17)	
				$1.04
Currency/FX				($0.20)
Tax Rate			(0.09)	
Non-operating Income			0.08	
Non-controlling Interest			(0.06)	
Other (Equity Affiliate, Shares, Interest Expense)			(0.01)	
				($0.08)

- Strong operating performance driven by price and volume
- Adjusted EPS up 13% on constant currency basis*

* Non-GAAP financial measure. See website for reconciliation.

Cash Flow Focus

($ million)	FY18	FY19	Change
Adjusted EBITDA*	$3,116	$3,468	$352
Interest, net	(81)	(65)	16
Cash Tax	(365)	(324)	41
Maintenance CapEx*	(421)	(414)	7
Distributable Cash Flow*	$2,249	$2,665	$416
	*$10.19/Share**	*$12.03/Share**	*$1.84/Share**
Dividends	(898)	(994)	(96)
Investable Cash Flow*	$1,351	$1,671	$320

- Higher Adjusted EBITDA* drives almost $2 per share increase in Distributable Cash Flow*
- Paid about 40% of Distributable Cash Flow* as dividends
- Over $1.6B of Investable Cash Flow*

* Non-GAAP financial measure. See website for reconciliation.

Capital Deployment Scorecard

Moving forward

FY18 – FY22, as of 9/30/19

Available Now (9/30/19)			
	Total Debt Capacity	$ 10.4	Assuming 3xLTM Adj EBITDA*
	Less: Net Debt*	$ 0.9	Debt minus cash
	Additional Available Now	**$ 9.5**	
Estimated Available In Future – Investable Cash Flow*		**$ 5.0**	LTM ICF x 3 years
Already Spent – FY18 through FY19		**$ 3.2**	Growth CapEx* (including M&A)
Estimated FY18 - FY22 Capacity		**$ 17.7**	

Commitments	$ 6.6	Remaining to be spent
Spent + Commitments	$ 9.8	

% Spent	*18%*
% Spent + Commitments	*55%*

- Committed to manage debt balance to maintain current targeted A/A2 rating
- Total Commitment Value ~ $7.6B; Remaining to be spent ~ $6.6B

* Non-GAAP financial measure. See website for reconciliation.

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Q4 Results

($ million)	Q4FY19	Fav/(Unfav) vs. Q4FY18	Fav/(Unfav) vs. Q3FY19
Sales	$2,283	(1%)	3%
- Volume		5%	4%
- Price		3%	1%
- Energy cost pass-through		(4%)	(1%)
- Currency		(2%)	(1%)
- Other *(India contract modification)*		(3%)	-%
Adjusted EBITDA*	$957	16%	7%
*- Adjusted EBITDA Margin**	*41.9%*	*610bp*	*180bp*
Adjusted Operating Income*	$603	18%	7%
*- Adjusted Operating Margin**	*26.4%*	*420bp*	*90bp*
Adjusted Net Income*	$503	14%	5%
Adjusted EPS* ($/share)	$2.27	14%	5%
ROCE*	13.1%	70bp	40bp

- Lower Jazan sale of equipment reduces sales 2%
- India hydrogen plant converted to tolling – lowers sales 3% but no profit impact
- Adjusted EBITDA margin* up 610bp primarily driven by strong volume and price; India contract modification and energy pass-through contributed ~200bp

* Non-GAAP financial measure. See website for reconciliation.

Q4 Adjusted EPS*

Adjusted EPS* Up $0.27 or 14%

	Q4FY18	Q4FY19		Change
GAAP cont ops EPS	$2.05	$2.27		
non-GAAP items	(0.05)	0.0		
Adjusted EPS*	**$2.00**	**$2.27**		**$0.27**
Volume			0.16	
Price (net of variable costs)			0.25	
Other Cost			(0.03)	
				$0.38
Currency/FX				($0.03)
Tax Rate			(0.08)	
Non-controlling Interest			(0.04)	
Equity Affiliate Income			0.02	
Other (Interest Expense, Shares, NonOp Income)			0.02	
				($0.08)

- Strong operating performance driven by price and volume

* Non-GAAP financial measure. See website for reconciliation.

Regional Adjusted EBITDA Margin* improvement

	FY19	vs FY18
Industrial Gases - Asia	48.2%	690bp
Industrial Gases - Americas	41.0%	120bp
Industrial Gases - EMEA	36.5%	430bp

* Non-GAAP financial measure. See website for reconciliation.

Industrial Gases - Asia

	Q4FY19	Fav/(Unfav) vs. Q4FY18	Fav/(Unfav) vs. Q3FY19
Sales	$732	16%	8%
- Volume		16%	10%
- Price		3%	-%
- Energy cost pass-through		-%	-%
- Currency		(3%)	(2%)
Adjusted EBITDA*	$354	31%	6%
*- Adjusted EBITDA Margin**	*48.3%*	*550bp*	*(90bp)*
Operating Income	$231	28%	-%
- Operating Margin	*31.6%*	*310bp*	*(250bp)*

- Volume growth driven by new projects, including Lu’An, a short term contract and base business growth
- 10th consecutive quarter of year-on-year price improvement
- Volume, price and productivity drove higher profit and margin

* Non-GAAP financial measure. See website for reconciliation.

Industrial Gases - Americas

	Q4FY19	Fav/(Unfav) vs. Q4FY18	Fav/(Unfav) vs. Q3FY19
Sales	$937	(5%)	(2%)
- Volume		(2%)	(1%)
- Price		3%	1%
- Energy cost pass-through		(5%)	(2%)
- Currency		(1%)	-%
Adjusted EBITDA*	$412	3%	-%
*- Adjusted EBITDA Margin**	*43.9%*	*350bp*	*100bp*
Operating Income	$261	4%	(1%)
- Operating Margin	*27.8%*	*230bp*	*40bp*

- 5th consecutive quarter of price improvement - up in all major product lines and sub-regions
- Volume impacted by planned Gulf Coast customer outages and South America economic weakness
- Lower energy pass-through improves Adjusted EBITDA margin* by ~180 bp

* Non-GAAP financial measure. See website for reconciliation.

Industrial Gases - EMEA

		Fav/(Unfav) vs.	
	Q4FY19	Q4FY18	Q3FY19
Sales	$489	(12%)	(1%)
- Volume		5%	2%
- Price		4%	-%
- Energy cost pass-through		(5%)	(1%)
- Currency		(4%)	(2%)
- Other *(India contract modification)*		(12%)	%
Adjusted EBITDA*	$193	11%	2%
*- Adjusted EBITDA Margin**	*39.5%*	*810bp*	*110bp*
Operating Income	$121	14%	(2%)
- Operating Margin	*24.7%*	*560bp*	*(20p)*

- Volume growth due to acquisition and hydrogen demand
- 7th consecutive quarter of price improvement - all major product lines and sub-regions
- Adjusted EBITDA up 16% on constant currency basis*
- India contract modification and lower energy pass-through improve Adjusted EBITDA margin* by ~600bp

* Non-GAAP financial measure. See website for reconciliation.

Industrial Gases - Global

	Q4FY19	Fav/(Unfav) vs. Q4FY18
Sales	$81	($19)
Adjusted EBITDA*	$9	($6)
Operating Income	$6	($6)

- Results down on lower Jazan Sale of Equipment activity

* Non-GAAP financial measure. See website for reconciliation.

Corporate

	Q4FY19	Fav/(Unfav) vs. Q4FY18
Sales	$44	$20
Adjusted EBITDA*	($11)	$25
Operating Income	($16)	$24

- Golden Pass LNG project and lower corporate costs contributed
- LNG prospects continue to improve

* Non-GAAP financial measure. See website for reconciliation.

Outlook*

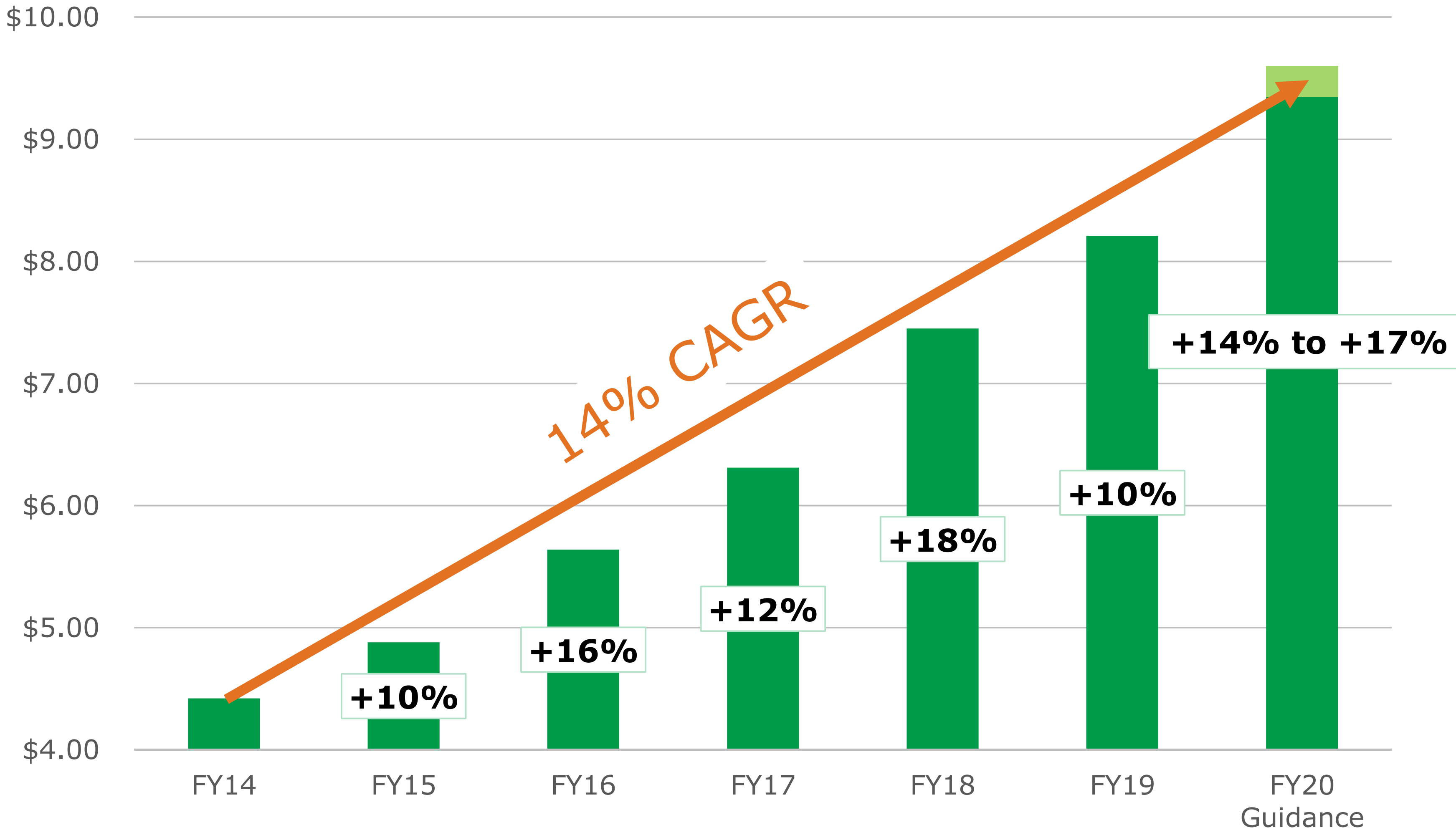
Q1 Adj. EPS*	vs PY	FY Adj. EPS*	vs PY
$2.05 - $2.10	+10% to +13%	$9.35 to $9.60	+14% to +17%

FY20 Capital Expenditure = $4 - $4.5 billion

(Includes Jazan ASU / Gasifier / Power JV)

* Non-GAAP financial measure. See website for reconciliation.

Air Products Adjusted EPS*



* Non-GAAP financial measure. See website for reconciliation.

Our competitive advantage

The only sustainable element
of long-term competitive
advantage is the degree of
commitment and **motivation**
of the people in the enterprise

Appendix slides

Major projects

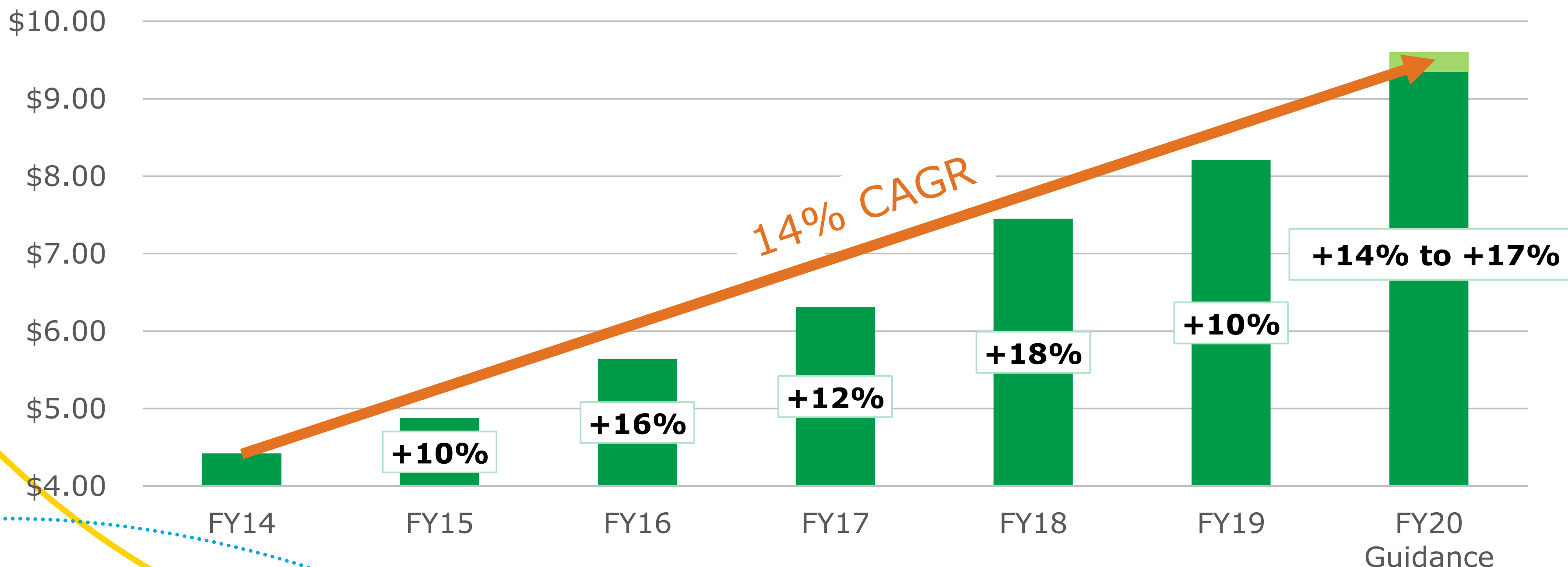
* Multiple Phases

Plant	Customer/Location	Capacity	Timing	Market
ONSTREAM (last five quarters)				
ASU/Gasifier	AP(60%)/Lu'An JV - Shanxi, China	10,000 TPD O2, ~$1.5B total JV	OS Q418*	Gasif to Chemicals
ASU/Liquid	Ulsan, Korea	1750 TPD	Q1 FY19	Pipeline
ASU – Ph 3/4	Samsung Pyeongtaek, Korea	World Scale	Q1 FY19*	Electronics
Liquid ASU	Middletown, Ohio	400 TPD	Q1 FY19	Merchant
ASU/LAR	Chemours, Tennessee	Not disclosed	Q1 FY19	Chemicals
Liquid ASU	Glenmont, NY	1100 TPD LXNLAR	Q3 FY19	Merchant
ASU/H2/Air	Samsung Xi'an, China	World Scale	Q3 FY19*	Electronics
PROJECT COMMITMENTS				
Syngas	BPCL Ph 2, India	Not disclosed	Q2 FY 20	Chemicals
H2/CO	Geismar, Lousiana	50MMH2+6.5MMCO	Q2 FY 20	Chem/Pipeline
ASU/H2	Samsung Giheung, Korea	World Scale	Q3 FY 20	Electronics
Liquid ASU	Minnesota	Not disclosed	2021	Merchant
Liquid H2	LaPorte, TX	~30 tons per day	2021	Merchant
ASU/Liquid	Eastman, Kingsport, Tennessee	Not disclosed	2021	Gasifier/Merchant
Liquid H2	California	Not disclosed	2021	Merchant
ASU/Liquid	Big River Steel, Arkansas	>250 TPD + liquid	2021	Steel/Merchant
ASU/Gasifier/ Power	AP / ACWA / SA / APQ – Jazan, Saudi Arabia	$11.5B total JV	2020*	Gasif to Refinery
ASU/Gasifier	AP 100% - Jiutai – Hohhot, China	$0.65B investment	2022*	Gasif to Chemicals
ASU/Gasifier	AP (~55-60%) / YK-SFEC - Shaanxi, China	40,000 TPD O2, $3.5B total JV	2023*	Gasif to Chemicals
ASU/Gasifier	AP (80%) / Debang – Lianyung City, China	~$250 million total JV	2023	Gasif to Chemicals / Merchant

Air Products Adjusted EPS*

Moving forward

FY14	FY15	FY16	FY17		FY18	FY19	FY20
				Q1	$1.79	$1.86	$2.05 - $2.10[1]
				Q2	$1.71	$1.92	
				Q3	$1.95	$2.17	
				Q4	$2.00	$2.27	
$4.42	**$4.88**	**$5.64**	**$6.31**		**$7.45**	**$8.21**	**$9.35 - $9.60[1]**



[1] Outlook

* Non-GAAP financial measure. See website for reconciliation.

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Capital Expenditure*

FY	$MM
2020 Outlook	$4 - $4.5 billion
2019	$2,129
2018	$1,914
2017	$1,056
2016	$908
2015	$1,201

Quarter	2019 $MM
Q1	$403
Q2	$668
Q3	$559
Q4	$498

* Non-GAAP financial measure. See website for reconciliation.

Moving forward

Thank you

tell me more

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