Strategy for Success

Innovation, Integration, and Improvement

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Goldman Sachs Basic Materials
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AIR PRODUCTS

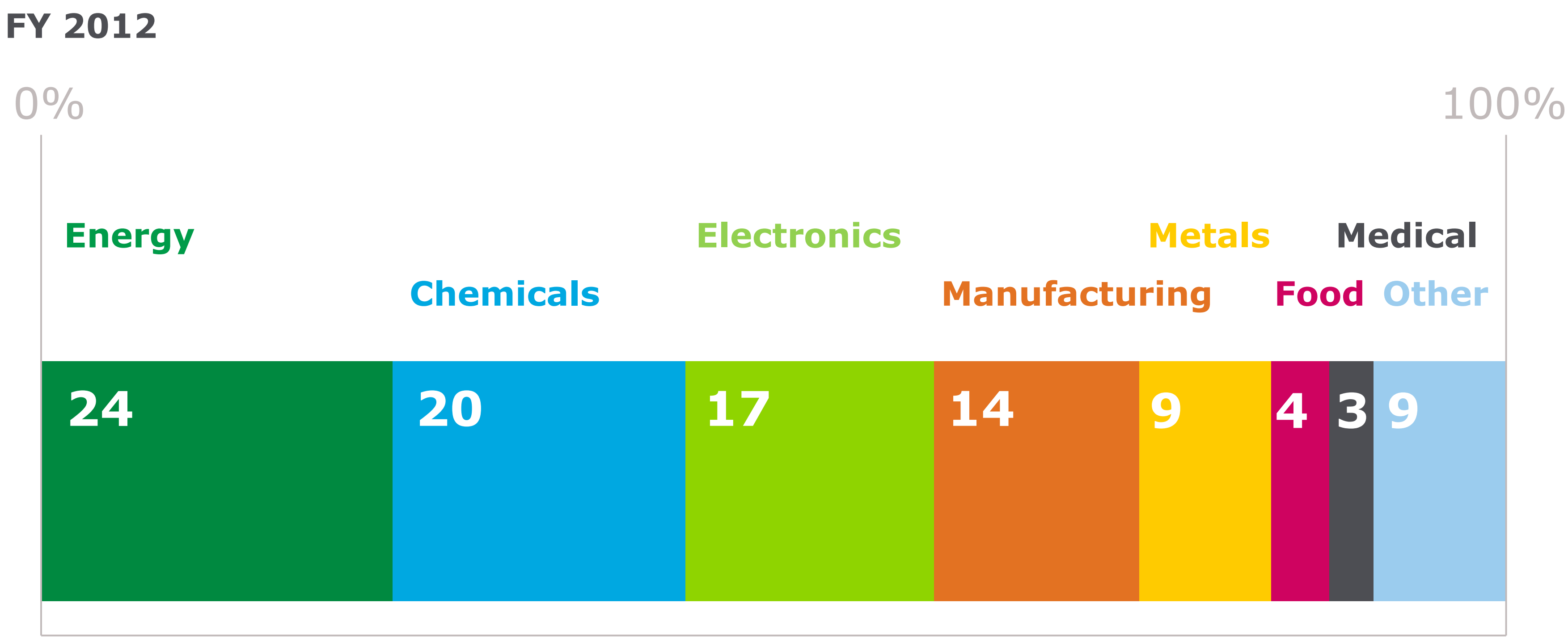
Forward looking statement

Note: This presentation contains "forward-looking statements" within the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, including statements about earnings guidance and business outlook. These forward-looking statements are based on management's reasonable expectations and assumptions as of the date of this release. 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, further deterioration in global or regional economic and business conditions; weakening demand for the Company’s products and services; future financial and operating performance of major customers; unanticipated contract terminations or customer cancellations or postponement of projects and sales; the success of commercial negotiations; asset impairments or losses due to a decline in profitability of or demand for certain of the Company’s products or businesses, 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; the success of productivity programs; the timing, impact, and other uncertainties of future acquisitions or divestitures; significant fluctuations in interest rates and foreign currencies from that currently anticipated; the impact of environmental, tax or other legislation and regulations in jurisdictions in which the Company and its affiliates operate; the impact on the effective tax rate of changes in the mix of earnings among our U.S. and international operations; and other risk factors described in the Company's Form 10K for its fiscal year ended September 30, 2012. 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.

All financial figures are FY12 unless noted otherwise

Air Products at a glance

$10B in revenues across diverse markets



Air Products at a glance

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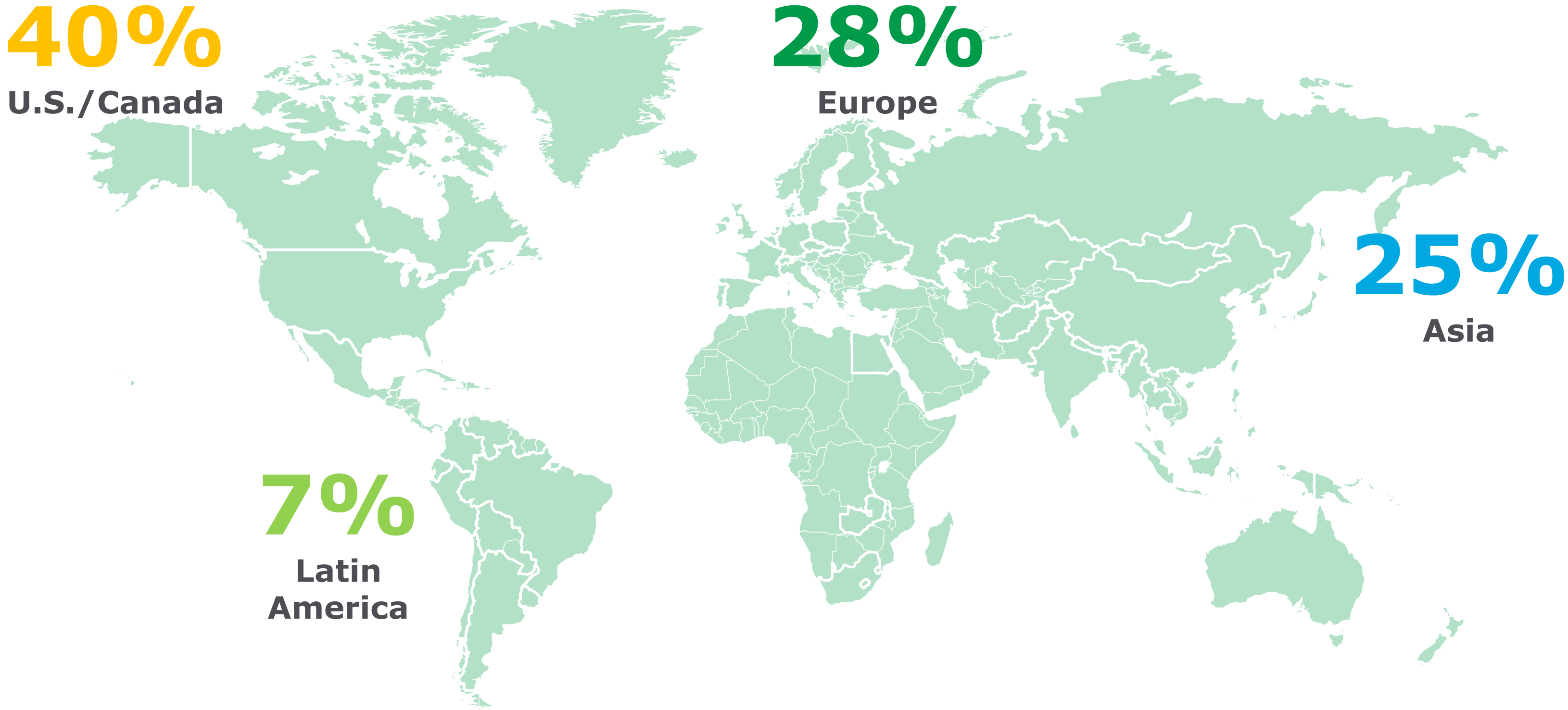

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Air Products supply modes

Stability and profitable growth

42%

Onsite/Pipeline

- 15-20 year contracts
- Limited volume risk
- Energy pass through

21%

Liquid Bulk

- 3-5 year contracts
- Cost recovery

28%

Package Gases & Specialty Materials

- Short-term contracts
- Differentiated positions

9%

Equipment & Services

- Sale of equipment
- PO based

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Global trends drive growth

- Great industry with robust business model

Increasing Energy Demand	Environmental Focus	Emerging Markets
		

- Air Products opportunities
  - H_2 for Refining
  - Oxygen for Coal Gasification
  - Manufacturing Application Growth
  - Electronics & Performance Materials
  - LNG

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Profitable joint ventures with leadership positions

	Mexico	Italy	South Africa	India	Thailand
	INFRA	SAPIO GRUPPO	AIR PRODUCTS	INOX AIR PRODUCTS LTD	BIG
Sales (100%)	$0.8B	$0.6B	$0.2B	$0.15B	$0.15B
AP Ownership	40%	49%	50%	50%	49%

FY 2012	**Air Products** (as reported)	**Equity Affiliates[1]** (100% basis)	**Combined[2]** (AP +100% EA)
Sales ($MM)	$9,612	$2,675	$12,287
Op Inc ($MM)	$1,534	$530	$2,064
Op Margin	16.0%	19.8%	16.8%

Partially owned JV's create exposure to 28% more sales and 35% more op income

1. Please refer to financial statements for equity affiliate accounting.
2. Non-GAAP. If Air Products was to gain controlling financial interest and then consolidate, the results would be different than shown here

Large oxygen plant costs

FY09 **FY10** **FY12** **FY15**

Cost reduced through

- Product definition
- Product development
- Replication and improvement

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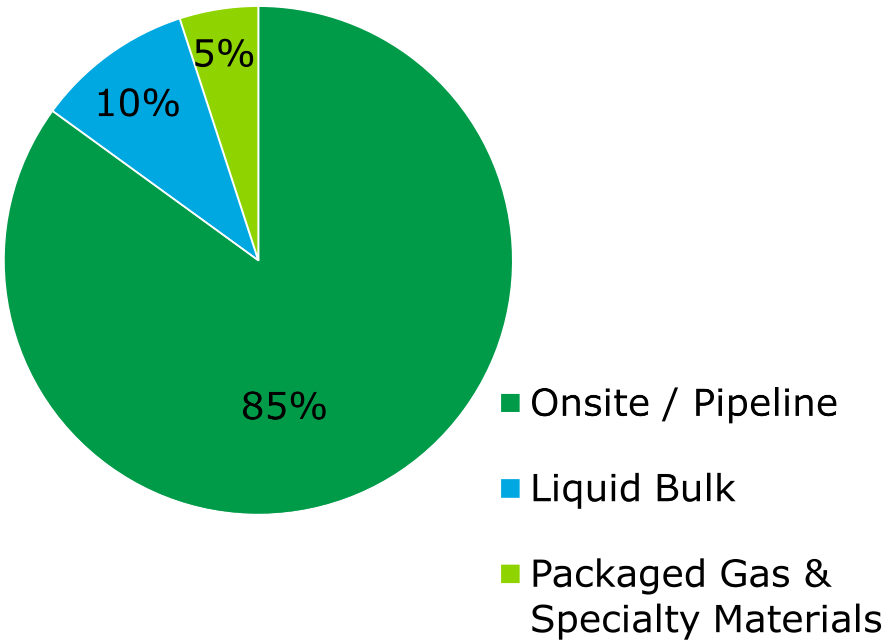
Energy from waste—Tees Valley, UK

- Strategic drivers
  - Innovative growth opportunity
  - Onsite business model
  - Proven competencies
- Project highlights
  - Solid execution
  - On budget
  - On schedule for early FY15

Project	Gasify 350,000 TPY of waste into 50 MW of power in Tees Valley, U.K.
Key Partners	Fortune 150 company– power purchase Fortune 100 bank – renewable credit purchase Impetus – waste provider AlterNRG – Westinghouse gasification technology
Economic Dimensions	~$500MM capital ~$130MM annual revenue

Robust investment opportunities



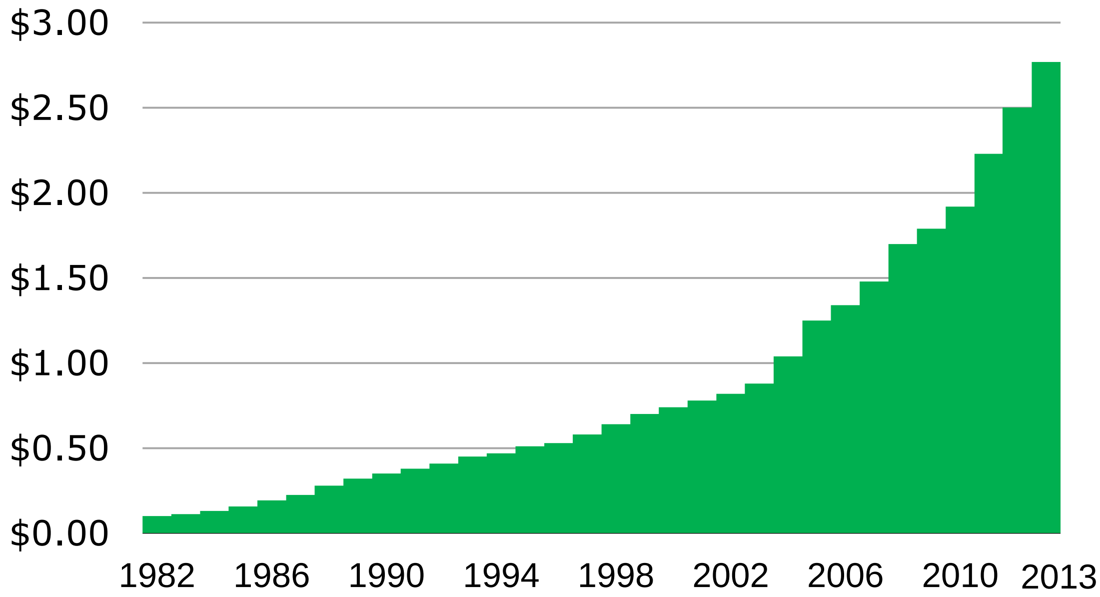
- Record $3B backlog
- Solid bidding activity
- Focusing investment … leveraging core industrial gas positions

Cash priorities:

Long term strategy in current environment

- Invest in core projects at good returns
- Dividend increases each year
- Strive to maintain A bond rating
- Share repurchase

31 consecutive years of dividend increase



Leveraging leadership positions to drive improvement

Load existing assets

Execute on backlog

Productivity and actions to improve despite weaker economy

to deliver shareholder value

Thank you

tell me more