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President and COO

Q4FY 2000
6 - 7 November 2000

Forward-Looking Statements

The forward-looking statements contained in this presentation are based on current expectations regarding important risk factors. Actual results may differ materially from those expressed. Factors that might cause forward-looking statements to differ materially from actual results include, among other things, overall economic and business conditions; demand for the goods and services of Air Products; competitive factors in the industries in which it competes; changes in government regulation; success of implementing cost reduction programs; the timing, impact and other uncertainties of future acquisitions or combinations within relevant industries; fluctuations in interest rates and foreign currencies; the impact of tax and other legislation and regulations in the jurisdictions in which Air Products and its affiliates operate; and the timing and rate at which tax credits can be utilized.

FY 2000 – An Excellent Year

P&L Summary - Fiscal 2000

(\$Millions)	Fiscal Year		
	<u>2000</u>	<u>1999</u>	<u>B/(W)%</u>
Sales	\$5,467	\$5,020	9
Selling & Administration **	689	673	(2)
Operating Income **	880	769	14
Earnings Per Share **	\$2.46	\$2.09	18
ORONA (%) **	11.1%	10.4%	
Capital Spending	971	1,108	12

** Excludes Disclosed Items



the
Air Products
Difference

The Difference is . . .

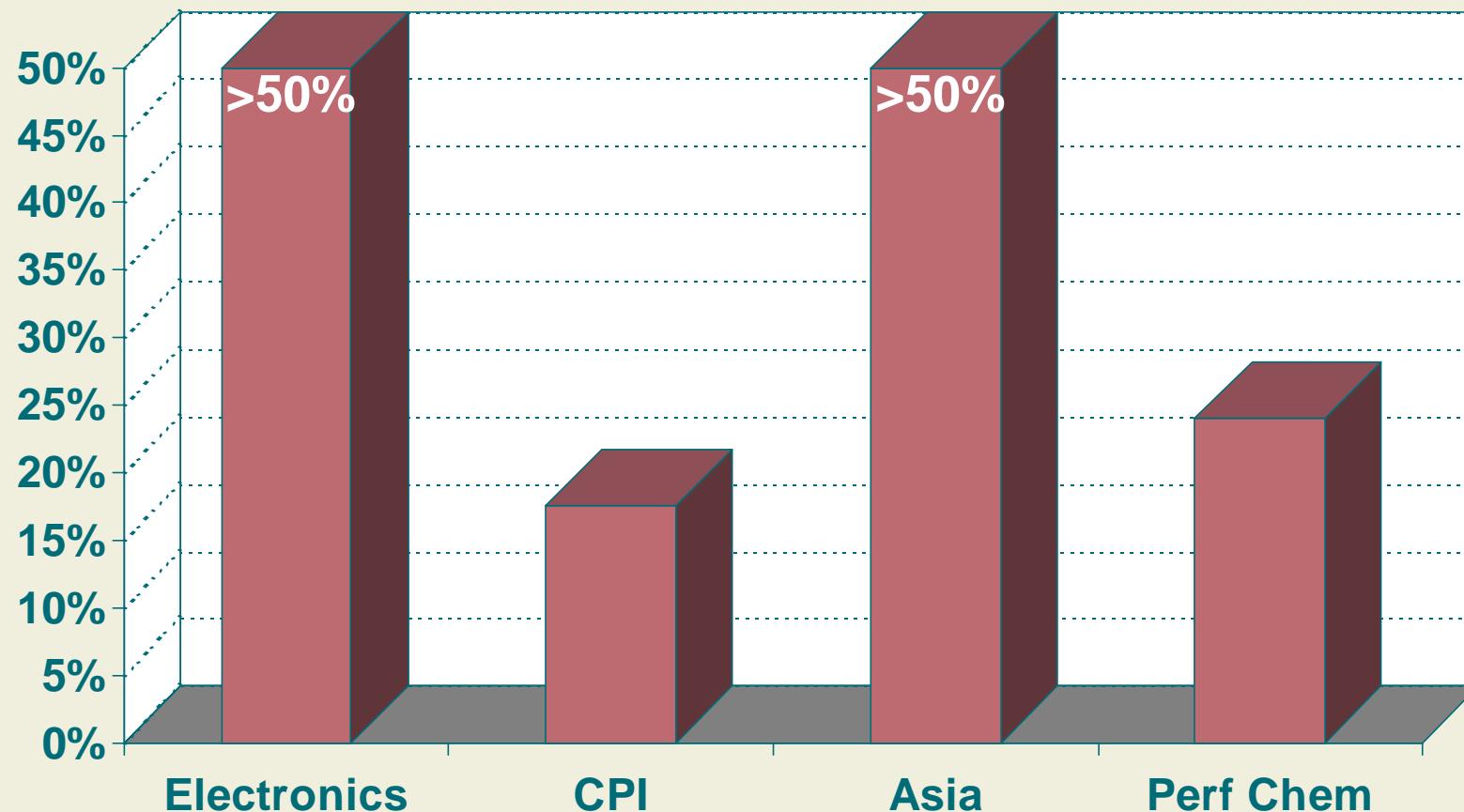
- **Gases and Chemicals . . . One Company**
- **Growth Oriented Portfolio**
- **Producing More Value-Added Products**
- **Embedded Services**
- **Relationships / Franchises / Leverage**
- **Highly-Trained, Motivated Talent Pool to Deliver It**



Delivering
the
Difference

Leadership positions drove performance in 2000 . . .

FY00/99 Operating Income Growth



Electronics – Systemically Integrated . . .



. . . to capitalize on the IT revolution



Internet Access
And Infrastructure



PC's and
Servers



Cell Phones And
Hand-held
Devices



Digital
Photography

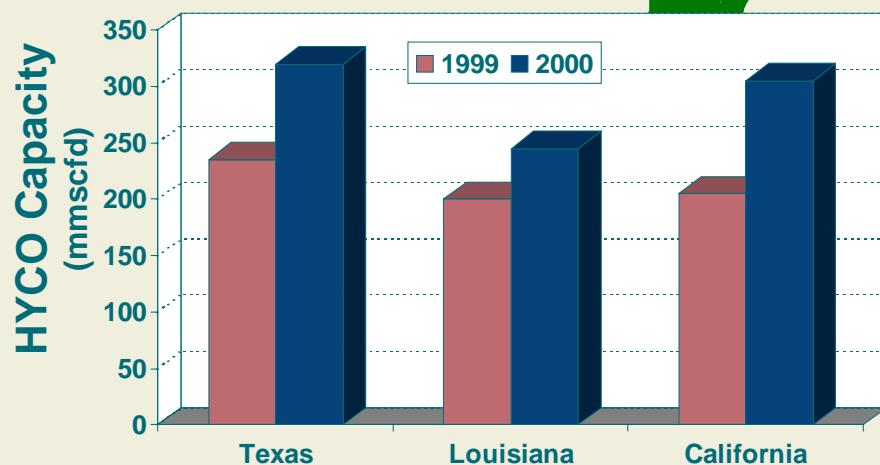


Games and
Entertainment



Displays
And Other

Expanding Key CPI Franchises



Asia Gases: A \$750 Million Business*

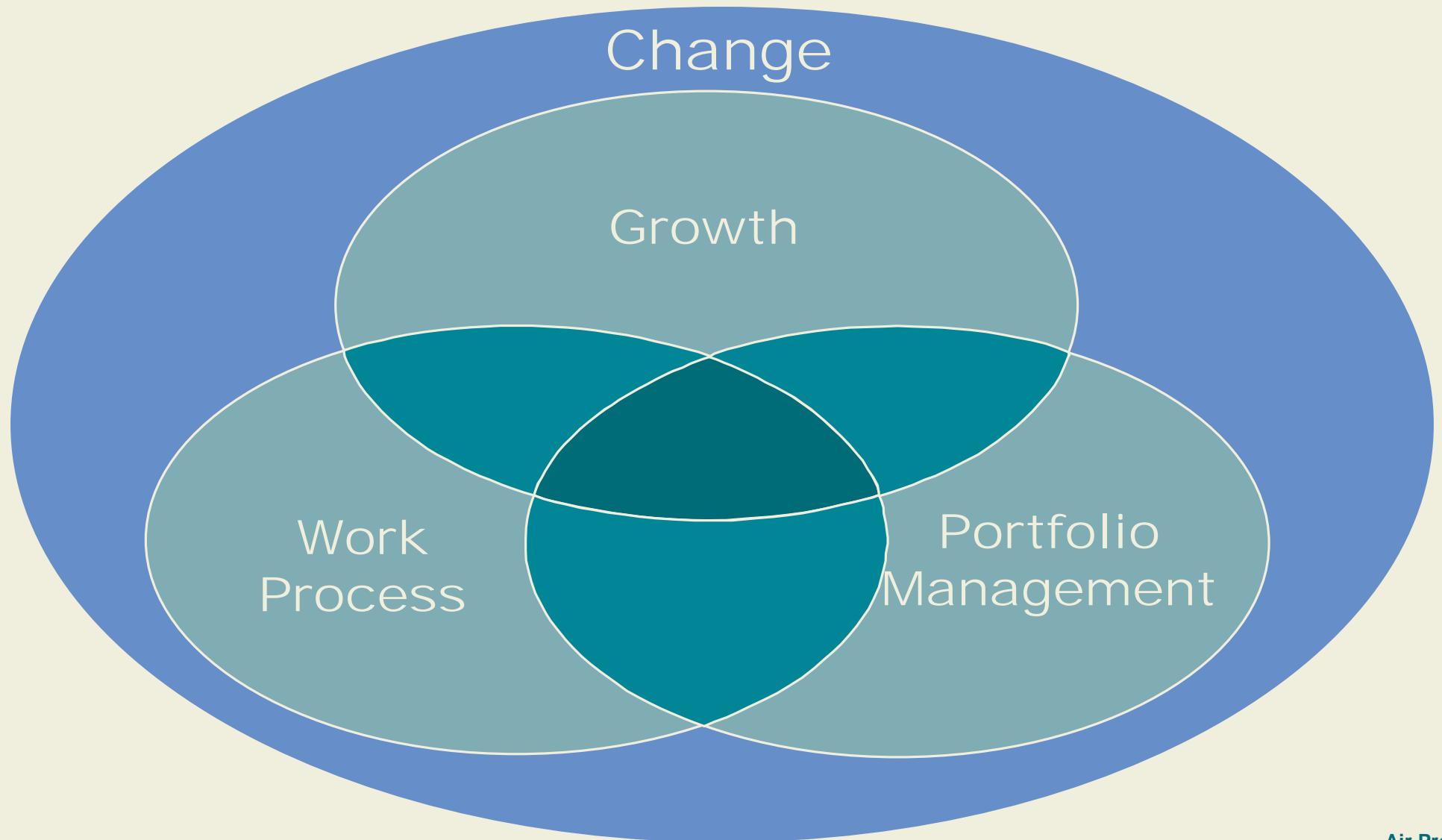


	Market Size (\$M)	2000 - 2010 Forecasted Market Growth
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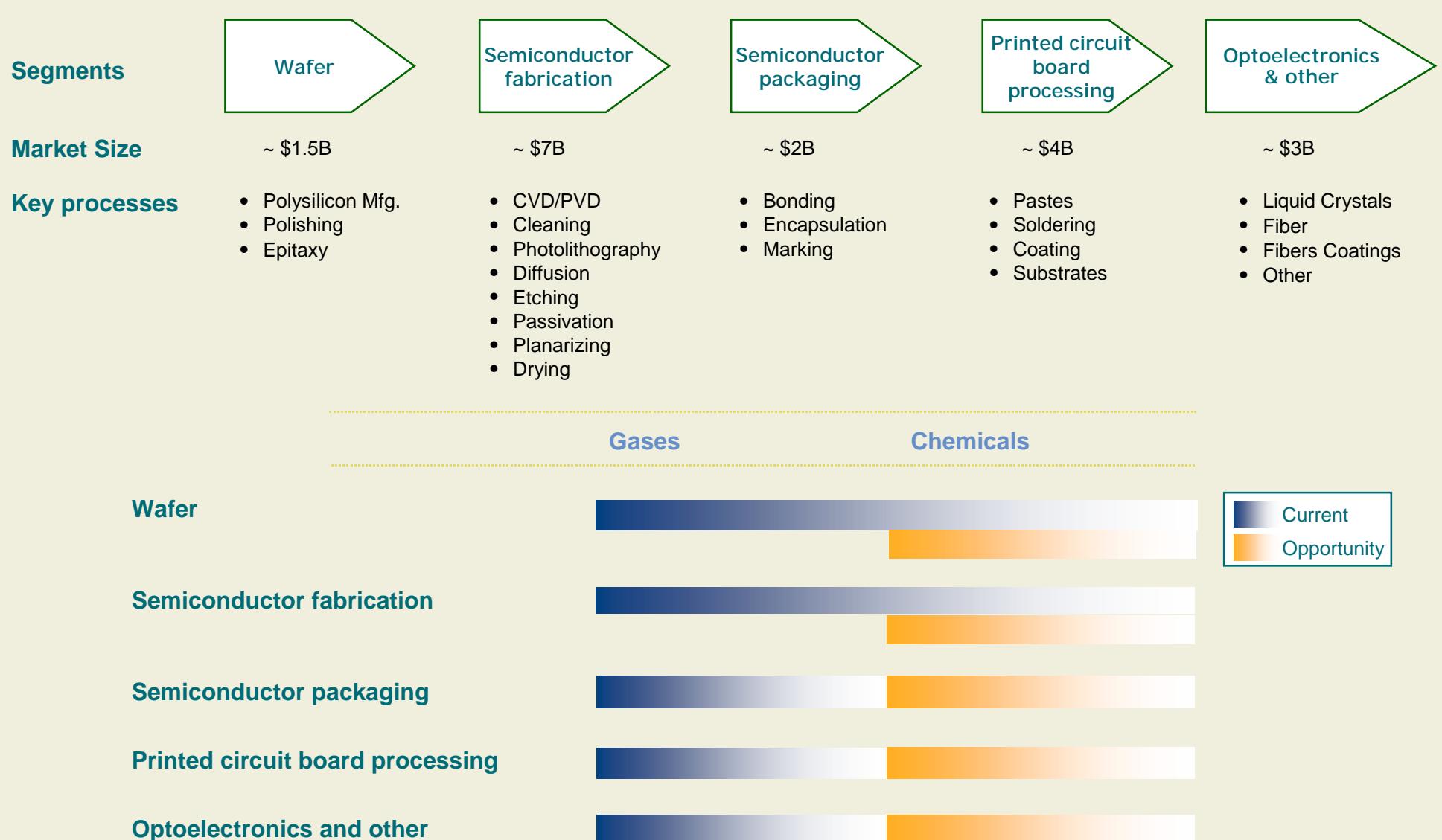
China / H.K.	900	12 – 13%
Korea	500+	8%
Taiwan	500	8%
Thailand	200+	10%
Singapore	200	7%
Malaysia	100+	8%
Indonesia	100	10 – 12%

* 100% Basis

Four Interdependent Corporate Initiatives



Electronic Chemical Opportunities



E-Business – Drives Growth and Work Process Opportunities

- **VerticalNet / Microsoft** – capture customers from VerticalNet's 57 industry focused websites
- **APDirect** – our on-line ordering function for customers
- **Elemica** – one of the 22 founders...streamlines interactions with our major trading partners
- **CoNext Leveraged Sourcing Network** – “Fortune 10” buying leverage through Ariba-based software

Our E-Business Approach:

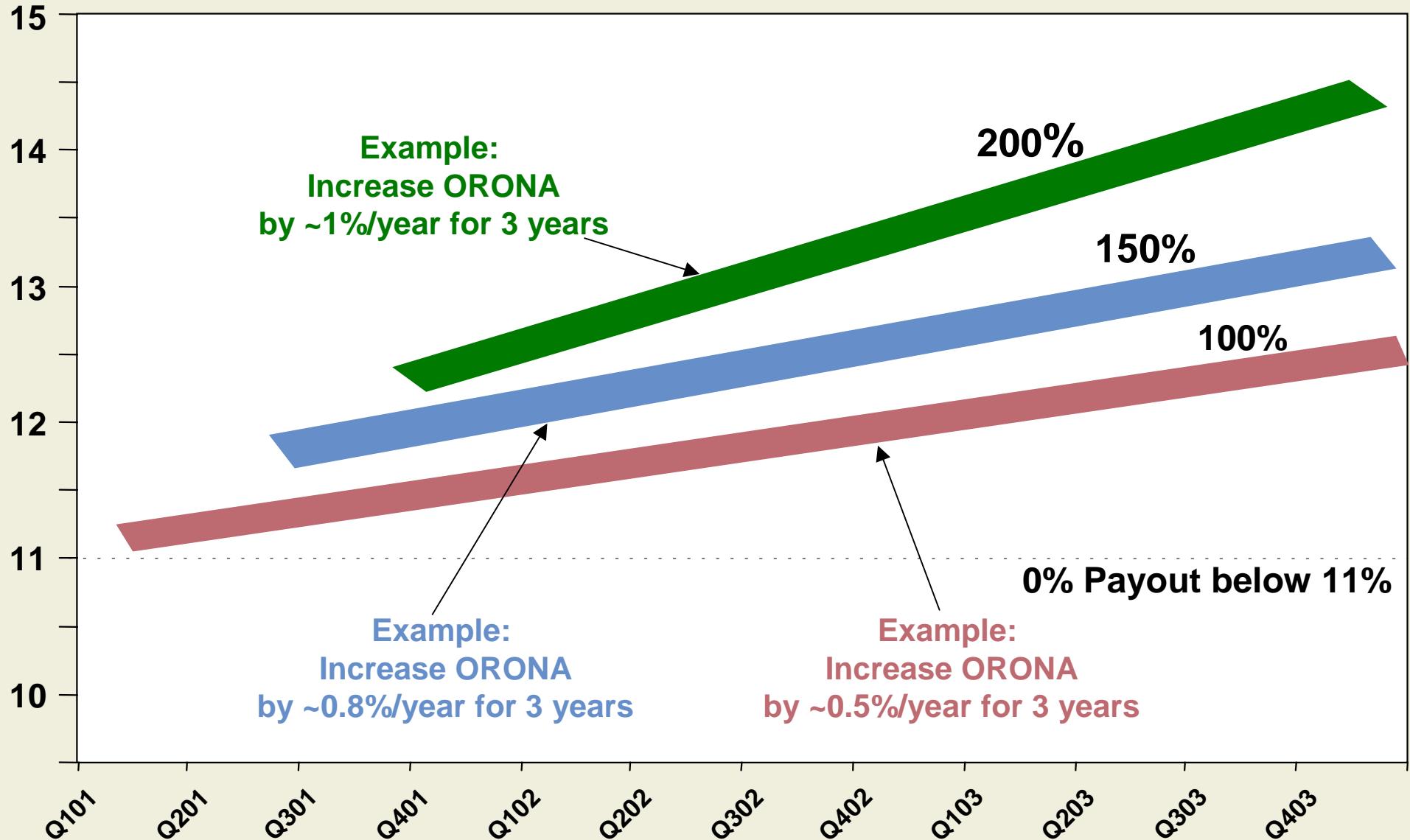
Make selective investments supporting our strategies to boost top line growth, lower costs, and streamline processes

New Incentive Compensation Plan

New Performance Shares Program

- **Tied to ORONA**
- **Top 50 Executives**
- **3-Year Plan**
- **Rewards Continuous Improvement**

Performance Pay tied to improving ORONA



Outlook for 2001

- **World Economy**
 - Uncertain picture
 - Electronics and CPI remain healthy
- **Energy and Raw Materials**
 - High
 - Duration?
- **Pricing**
 - Cost Recovery timing
 - Continued Pricing actions
- **Productivity**
 - Work Process
 - Structural Changes

Thank you

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www.airproducts.com