

AIR PRODUCTS & CHEMICALS INC /DE/  
Form 10-Q  
January 27, 2012  
Table of Contents

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

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
For the quarterly period ended 31 December 2011

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)

Delaware  
(State or Other Jurisdiction of Incorporation or Organization)

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

7201 Hamilton Boulevard, Allentown, Pennsylvania  
(Address of Principal Executive Offices)

18195-1501  
(Zip Code)

610-481-4911

(Registrant's Telephone Number, Including Area Code)

Not Applicable

(Former Name, Former Address and Former Fiscal Year, if Changed Since Last Report)

Indicate by check mark 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  No

## Edgar Filing: AIR PRODUCTS & CHEMICALS INC /DE/ - Form 10-Q

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). YES  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 31 December 2011
Common Stock, \$1 par value	210,605,272

**Table of Contents**

**AIR PRODUCTS AND CHEMICALS, INC. and Subsidiaries**

**INDEX**

	Page No.
<b>PART I. FINANCIAL INFORMATION</b>	
Item 1. Financial Statements	
<u>Consolidated Balance Sheets 31 December 2011 and 30 September 2011</u>	3
<u>Consolidated Income Statements Three Months Ended 31 December 2011 and 2010</u>	4
<u>Consolidated Comprehensive Income Statements Three Months Ended 31 December 2011 and 2010</u>	5
<u>Consolidated Statements of Cash Flows Three Months Ended 31 December 2011 and 2010</u>	6
<u>Notes to Consolidated Financial Statements</u>	7
Item 2. <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	21
Item 3. <u>Quantitative and Qualitative Disclosures About Market Risk</u>	30
Item 4. <u>Controls and Procedures</u>	30
<b>PART II. OTHER INFORMATION</b>	
Item 6. <u>Exhibits</u>	31
<u>Signatures</u>	32
<u>Exhibit Index</u>	33

**Table of Contents****PART I. FINANCIAL INFORMATION****Item 1. Financial Statements****AIR PRODUCTS AND CHEMICALS, INC. and Subsidiaries****CONSOLIDATED BALANCE SHEETS****(Unaudited)**

(Millions of dollars, except for share data)	31 December 2011	30 September 2011
<b>Assets</b>		
<b>Current Assets</b>		
Cash and cash items	\$ 407.3	\$ 422.5
Trade receivables, net	1,529.5	1,575.0
Inventories	704.1	681.4
Contracts in progress, less progress billings	155.9	146.7
Prepaid expenses	85.0	77.9
Other receivables and current assets	294.4	286.3
<b>Total Current Assets</b>	<b>3,176.2</b>	<b>3,189.8</b>
Investment in net assets of and advances to equity affiliates	1,007.2	1,011.6
Plant and equipment, at cost	17,439.2	17,227.1
Less: Accumulated depreciation	9,913.3	9,815.1
Plant and equipment, net	7,525.9	7,412.0
Goodwill	877.5	892.4
Intangible assets, net	249.8	260.7
Noncurrent capital lease receivables	1,106.7	1,042.8
Other noncurrent assets	448.0	481.4
<b>Total Noncurrent Assets</b>	<b>11,215.1</b>	<b>11,100.9</b>
<b>Total Assets</b>	<b>\$ 14,391.3</b>	<b>\$ 14,290.7</b>
<b>Liabilities and Equity</b>		
<b>Current Liabilities</b>		
Payables and accrued liabilities	\$ 1,482.1	\$ 1,641.8
Accrued income taxes	123.3	65.5
Short-term borrowings	267.9	562.5
Current portion of long-term debt	463.9	72.2
<b>Total Current Liabilities</b>	<b>2,337.2</b>	<b>2,342.0</b>
Long-term debt	3,884.2	3,927.5
Other noncurrent liabilities	1,513.3	1,512.4
Deferred income taxes	599.5	570.1
<b>Total Noncurrent Liabilities</b>	<b>5,997.0</b>	<b>6,010.0</b>
<b>Total Liabilities</b>	<b>8,334.2</b>	<b>8,352.0</b>
<b>Commitments and Contingencies</b> See Note 10		
<b>Air Products Shareholders' Equity</b>		
Common stock (par value \$1 per share; issued 2012 and 2011 249,455,584 shares)	249.4	249.4
Capital in excess of par value	794.8	805.6
Retained earnings	8,723.8	8,599.5
Accumulated other comprehensive loss	(1,275.6)	(1,253.4)
Treasury stock, at cost (2012 38,850,312 shares; 2011 39,270,328 shares)	(2,583.4)	(2,605.3)
<b>Total Air Products Shareholders' Equity</b>	<b>5,909.0</b>	<b>5,795.8</b>
<b>Noncontrolling Interests</b>	<b>148.1</b>	<b>142.9</b>
<b>Total Equity</b>	<b>6,057.1</b>	<b>5,938.7</b>
<b>Total Liabilities and Equity</b>	<b>\$ 14,391.3</b>	<b>\$ 14,290.7</b>

Edgar Filing: AIR PRODUCTS & CHEMICALS INC /DE/ - Form 10-Q

The accompanying notes are an integral part of these statements.

**Table of Contents****AIR PRODUCTS AND CHEMICALS, INC. and Subsidiaries****CONSOLIDATED INCOME STATEMENTS****(Unaudited)**

(Millions of dollars, except for share data)	Three Months Ended 31 December	
	2011	2010
<b>Sales</b>	\$ 2,423.1	\$ 2,391.7
Cost of sales	1,774.3	1,720.5
Selling and administrative	248.9	244.6
Research and development	28.1	29.2
Net loss on Airgas transaction		43.5
Other income, net	12.9	6.7
<b>Operating Income</b>	<b>384.7</b>	<b>360.6</b>
Equity affiliates income	37.1	27.8
Interest expense	29.4	31.0
<b>Income before Taxes</b>	<b>392.4</b>	<b>357.4</b>
Income tax provision	136.1	81.5
<b>Net Income</b>	<b>256.3</b>	<b>275.9</b>
<b>Less: Net Income Attributable to Noncontrolling Interests</b>	<b>8.2</b>	<b>7.3</b>
<b>Net Income Attributable to Air Products</b>	<b>\$ 248.1</b>	<b>\$ 268.6</b>
<b>Basic Earnings Per Common Share Attributable to Air Products</b>	<b>\$ 1.18</b>	<b>\$ 1.25</b>
<b>Diluted Earnings Per Common Share Attributable to Air Products</b>	<b>\$ 1.16</b>	<b>\$ 1.23</b>
<b>Weighted Average of Common Shares Outstanding (in millions)</b>	<b>210.3</b>	<b>214.2</b>
<b>Weighted Average of Common Shares Outstanding Assuming Dilution (in millions)</b>	<b>213.9</b>	<b>219.2</b>
<b>Dividends Declared Per Common Share Cash</b>	<b>\$ .58</b>	<b>\$ .49</b>

The accompanying notes are an integral part of these statements.

**Table of Contents**

**AIR PRODUCTS AND CHEMICALS, INC. and Subsidiaries**  
**CONSOLIDATED COMPREHENSIVE INCOME STATEMENTS**

(Unaudited)

(Millions of dollars)	Three Months Ended 31 December	
	2011	2010
<b>Net Income</b>	\$ 256.3	\$ 275.9
Other Comprehensive Income (Loss), net of tax:		
Translation adjustments, net of tax of \$14.0 and \$13.9	(38.2)	48.0
Net loss on derivatives, net of tax of (\$3.4) and (\$4.0)	(9.3)	(6.2)
Unrealized holding loss on available-for-sale securities, net of tax of (\$3.1)		(5.2)
Reclassification adjustments:		
Derivatives, net of tax of \$4.1 and \$4.2	9.9	7.0
Available-for-sale securities, net of tax of (\$.1)		(.2)
Pension and postretirement benefits, net of tax of \$8.9 and \$8.7	16.1	16.5
Total Other Comprehensive Income (Loss)	(21.5)	59.9
<b>Comprehensive Income</b>	234.8	335.8
<b>Comprehensive Income Attributable to Noncontrolling Interests</b>	8.9	15.1
<b>Comprehensive Income Attributable to Air Products</b>	\$ 225.9	\$ 320.7

The accompanying notes are an integral part of these statements.

**Table of Contents****AIR PRODUCTS AND CHEMICALS, INC. and Subsidiaries****CONSOLIDATED STATEMENTS OF CASH FLOWS****(Unaudited)**

(Millions of dollars)	Three Months Ended 31 December	
	2011	2010
<b>Operating Activities</b>		
Net Income	\$ 256.3	\$ 275.9
Less: Net income attributable to noncontrolling interests	8.2	7.3
Net income attributable to Air Products	\$ 248.1	\$ 268.6
Adjustments to reconcile net income to cash provided by operating activities:		
Depreciation and amortization	212.5	217.6
Deferred income taxes	26.3	(2.3)
Undistributed earnings of unconsolidated affiliates	(10.4)	14.9
Gain on sale of assets and investments	(4.9)	(.8)
Share-based compensation	11.8	10.2
Noncurrent capital lease receivables	(61.2)	(37.7)
Net loss on Airgas transaction		43.5
Payment of acquisition-related costs		(12.0)
Other adjustments	17.9	30.2
Working capital changes that provided (used) cash, excluding effects of acquisitions and divestitures:		
Trade receivables	27.8	(11.5)
Inventories	(23.3)	(10.2)
Contracts in progress, less progress billings	(9.6)	9.8
Other receivables	8.2	11.6
Payables and accrued liabilities	(58.2)	(229.3)
Other working capital	45.7	34.0
<b>Cash Provided by Operating Activities</b>	<b>430.7</b>	<b>336.6</b>
<b>Investing Activities</b>		
Additions to plant and equipment	(349.7)	(306.9)
Investment in and advances to unconsolidated affiliates	(21.2)	
Proceeds from sale of assets and investments	11.9	33.2
Change in restricted cash	2.0	(3.1)
<b>Cash Used for Investing Activities</b>	<b>(357.0)</b>	<b>(276.8)</b>
<b>Financing Activities</b>		
Long-term debt proceeds	400.1	38.5
Payments on long-term debt	(3.3)	(137.6)
Net decrease in commercial paper and short-term borrowings	(315.4)	(33.3)
Dividends paid to shareholders	(121.9)	(104.8)
Proceeds from stock option exercises	7.9	36.8
Excess tax benefit from share-based compensation	2.8	8.5
Payment for subsidiary shares from noncontrolling interests	(58.4)	
Other financing activities	(.1)	1.3
<b>Cash Used for Financing Activities</b>	<b>(88.3)</b>	<b>(190.6)</b>
<b>Effect of Exchange Rate Changes on Cash</b>	<b>(.6)</b>	<b>3.7</b>
<b>Decrease in Cash and Cash Items</b>	<b>(15.2)</b>	<b>(127.1)</b>
<b>Cash and Cash Items Beginning of Year</b>	<b>422.5</b>	<b>374.3</b>
<b>Cash and Cash Items End of Period</b>	<b>\$ 407.3</b>	<b>\$ 247.2</b>

The accompanying notes are an integral part of these statements.





---

**Table of Contents**

**AIR PRODUCTS AND CHEMICALS, INC. and Subsidiaries**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

(Millions of dollars unless otherwise indicated, except for share data)

**1. BASIS OF PRESENTATION AND MAJOR ACCOUNTING POLICIES**

Refer to our 2011 Form 10-K for a description of major accounting policies. There have been no material changes to these accounting policies during the first three months of 2012.

The consolidated financial statements of Air Products and Chemicals, Inc. and its subsidiaries ( we , our , us , the Company , Air Products , or registrant ) included herein have been prepared by us, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission (SEC). Certain information and footnote disclosures normally included in financial statements prepared in accordance with U.S. generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations. In our opinion, the accompanying statements reflect 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. Adjustments included herein are of a normal, recurring nature unless otherwise disclosed in the Notes. The interim results for the periods indicated herein, however, do not reflect certain adjustments, such as the valuation of inventories on the LIFO cost basis, which can only be finally determined on an annual basis. The consolidated financial statements and related Notes included herein should be read in conjunction with the financial statements and Notes thereto included in our latest Form 10-K in order to fully understand the basis of presentation. Results of operations for interim periods are not necessarily indicative of the results of operations for a full year.

**2. NEW ACCOUNTING GUIDANCE**

*New Accounting Guidance to be Implemented*

**Goodwill Impairment**

In September 2011, the FASB issued authoritative guidance that amends previous guidance related to the manner in which entities test goodwill for impairment. The new guidance provides an entity the option to first perform a qualitative assessment to determine whether it is more likely than not that the fair value of a reporting unit is less than its carrying amount. If it is determined to be more likely than not that the fair value of a reporting unit is less than its carrying amount, entities must perform the quantitative analysis of the goodwill impairment test. Otherwise, the quantitative test is optional. This guidance will be effective for us for annual and interim goodwill impairment tests performed after 30 September 2012. The implementation of this guidance does not impact our consolidated financial statements.

**Multiemployer Pension**

In September 2011, the FASB issued authoritative guidance that amends previous guidance related to the disclosure requirements for employers participating in multiemployer pension plans. The purpose of the new disclosures is to provide financial statement users with information about an employer's level of participation in and the financial health of significant plans. Current recognition and measurement guidance for an employer's participation in a multiemployer plan is not affected. This guidance will be effective for our fiscal year 2012 annual disclosures. Based on our level of participation in multiemployer plans, the impact of adopting this guidance should not be material to our consolidated financial statements.

**Statement of Comprehensive Income**

In June 2011, the FASB issued authoritative guidance that amends previous guidance for the presentation of comprehensive income. It eliminates the current option to present other comprehensive income in the statement of changes in equity. Under this revised guidance, an entity will have the option to present the components of net income and other comprehensive income in either a single continuous statement of comprehensive income or in two separate but consecutive financial statements. The standard is effective for us beginning in the first quarter of fiscal year 2013. We are currently evaluating the presentation alternatives for adopting the guidance, but we do not anticipate a material impact

on our consolidated financial statements upon adoption.

**Fair Value Measurements**

In May 2011, the FASB issued authoritative guidance that amends previous guidance for fair value measurement and disclosure requirements. The revised guidance changes certain fair value measurement principles, clarifies the application of existing fair value measurements and expands the disclosure requirements, particularly for Level 3 fair value measurements which utilize inputs that are based on our own internal assumptions. This standard is effective for us beginning in the second quarter of fiscal year 2012. We have evaluated the impact of this guidance and concluded that it will not have a material impact on our consolidated financial statements.

**Table of Contents****3. SUBSEQUENT EVENT DISCONTINUED OPERATIONS****Homecare**

In January 2012, the Board of Directors authorized the sale of our Homecare business. This business is currently reported in the Merchant Gases segment and will be accounted for as discontinued operations in the second quarter of fiscal year 2012. Assets of the Homecare business totaled approximately \$525 as of 31 December 2011.

On 8 January 2012, we reached agreements for The Linde Group to purchase our Homecare business in Belgium, Germany, France, Portugal and Spain. This business represents approximately 80% of our total Homecare business revenues.

The transactions are subject to regulatory approvals and employee consultation requirements and are expected to close in the second quarter of fiscal year 2012. Total sale proceeds of \$590 million (approximately \$767) will be received in cash at closing. This amount includes contingent proceeds of \$110 million (approximately \$143) related to future business activity in Spain and Portugal. The gain related to the contingent proceeds will be deferred until the contingency period ends and the final proceeds are realized per the terms of the agreement. We will also be entitled to receive additional cash proceeds based on a percentage of the collection of the accounts receivable recorded between 30 September 2011 and the sale closing date. We anticipate a gain on the sale of this business in the second quarter of fiscal year 2012.

We expect to sell the remaining portion of the Homecare business, which is primarily in the United Kingdom, within the next year.

**4. AIRGAS TRANSACTION**

In February 2010, we commenced a tender offer to acquire all the outstanding common stock of Airgas, Inc. (Airgas), including the associated preferred stock purchase rights. Based on a decision by the Delaware Chancery Court to uphold the decision of Airgas Board of Directors to retain the preferred stock purchase rights, we withdrew our offer on 15 February 2011.

The three months ended 31 December 2010 included an expense of \$43.5 (\$27.2 after-tax, or \$.12 per share) which was reflected separately on the consolidated income statement as Net loss on Airgas transaction. This expense included amortization of the fees related to the term loan credit facility and other acquisition-related costs. The three months ended 31 December 2010 included cash payments for acquisition-related costs of \$12.0, which was classified as an operating activity on the consolidated statements of cash flows. For additional details on this transaction, refer to Note 3, Airgas Transaction, in our 2011 Form 10-K.

**5. INVENTORIES**

The components of inventories are as follows:

	31 December 2011	30 September 2011
<b>Inventories at FIFO Cost</b>		
Finished goods	\$ 532.8	\$ 489.1
Work in process	32.5	29.9
Raw materials, supplies and other	238.2	258.2
	803.5	777.2
Less: Excess of FIFO cost over LIFO cost	(99.4)	(95.8)
	\$ 704.1	\$ 681.4

FIFO cost approximates replacement cost. Our inventories have a high turnover, and as a result, there is little difference between the original cost of an item and its current replacement cost.

**Table of Contents****6. GOODWILL**

Changes to the carrying amount of consolidated goodwill by segment for the three months ended 31 December 2011 are as follows:

	30 September	Currency	31 December
	2011	Translation	2011
Merchant Gases	\$ 575.4	\$ (16.8)	\$ 558.6
Tonnage Gases	14.1	(.2)	13.9
Electronics and Performance Materials	302.9	2.1	305.0
	\$ 892.4	\$ (14.9)	\$ 877.5

Goodwill is subject to impairment testing at least annually. In addition, goodwill is tested more frequently if a change in circumstances or the occurrence of events indicates that potential impairment exists.

**7. FINANCIAL INSTRUMENTS****Currency Price Risk Management**

Our earnings, cash flows, and financial position are exposed to foreign currency risk from foreign currency denominated transactions and net investments in foreign operations. It is our policy to minimize our cash flow volatility to changes in currency exchange rates. This is accomplished by identifying and evaluating the risk that our cash flows will change in value due to changes in exchange rates and by executing the appropriate strategies necessary to manage such exposures. Our objective is to maintain economically balanced currency risk management strategies that provide adequate downside protection.

**Forward Exchange Contracts**

We enter into forward exchange contracts to reduce the cash flow exposure to foreign currency fluctuations associated with highly anticipated cash flows and certain firm commitments such as the purchase of plant and equipment. The maximum remaining term of any forward exchange contract currently outstanding and designated as a cash flow hedge at 31 December 2011 is 2.7 years. Forward exchange contracts are also used to hedge the value of investments in certain foreign subsidiaries and affiliates by creating a liability in a currency in which we have a net equity position. The primary currency pair in this portfolio of forward exchange contracts is the Euro/U.S. dollar.

In addition to the forward exchange contracts that are designated as hedges, we utilize forward exchange contracts that are not designated as hedges. These contracts are used to economically hedge foreign currency-denominated monetary assets and liabilities, primarily working capital. The primary objective of these forward exchange contracts is to protect the value of foreign currency-denominated monetary assets and liabilities from the effects of volatility in foreign exchange rates that might occur prior to their receipt or settlement. This portfolio of forward exchange contracts comprises many different foreign currency pairs, with a profile that changes from time to time depending on business activity and sourcing decisions.

The table below summarizes our outstanding currency price risk management instruments:

	31 December 2011		30 September 2011	
	US\$	Years	US\$	Years
	Notional	Average	Notional	Average
		Maturity		Maturity
<b>Forward exchange contracts:</b>				
Cash flow hedges	\$ 1,307.6	.5	\$ 1,512.1	.4
Net investment hedges	615.8	1.7	635.8	2.0
Not designated	260.6	.1	226.3	.1
<b>Total Forward Exchange Contracts</b>	<b>\$ 2,184.0</b>	<b>.8</b>	<b>\$ 2,374.2</b>	<b>.8</b>

## Edgar Filing: AIR PRODUCTS & CHEMICALS INC /DE/ - Form 10-Q

In addition to the above, we use foreign currency-denominated debt and qualifying intercompany loans that are related to an outstanding borrowing from a third party to hedge the foreign currency exposures of our net investment in certain foreign subsidiaries. The designated foreign currency denominated debt at 31 December 2011 included 720.7 million and 30 September 2011 included 742.1 million. The designated intercompany loans were 437.0 million at 31 December 2011 and 30 September 2011.

**Table of Contents****Debt Portfolio Management**

It is our policy to identify on a continuing basis the need for debt capital and evaluate the financial risks inherent in funding the Company with debt capital. Reflecting the result of this ongoing review, the debt portfolio and hedging program are managed with the objectives and intent to (1) reduce funding risk with respect to borrowings made by us to preserve our access to debt capital and provide debt capital as required for funding and liquidity purposes, and (2) manage the aggregate interest rate risk and the debt portfolio in accordance with certain debt management parameters.

**Interest Rate Swap Contracts**

We enter into interest rate swap contracts to change the fixed/variable interest rate mix of our debt portfolio in order to maintain the percentage of fixed- and variable-rate debt within the parameters set by management. In accordance with these parameters, the agreements are used to optimize interest rate risks and costs inherent in our debt portfolio. Our interest rate swap portfolio will generally consist of fixed to floating swaps which are designated as fair value hedges and pre-issuance interest rate swap agreements to hedge the interest rate on anticipated fixed-rate debt issuance which are designated as cash flow hedges. At 31 December 2011, outstanding interest rate swaps were denominated in U.S. dollars and Euros. The notional amount of the interest rate swap agreements are equal to or less than the designated debt instrument being hedged. When interest rate swaps are used, the indices of the swap instruments and the debt to which they are designated are the same. It is our policy not to enter into any interest rate swap contracts which lever a move in interest rates on a greater than one-to-one basis.

**Cross Currency Interest Rate Swap Contracts**

We enter into cross currency interest rate swap contracts when our risk management function deems necessary. These contracts may entail both the exchange of fixed- and floating-rate interest payments periodically over the life of the agreement and the exchange of one currency for another currency at inception and at a specified future date. These contracts effectively convert the currency denomination of a debt instrument into another currency in which we have a net equity position while changing the interest rate characteristics of the instrument. The contracts are used to hedge certain net investments in foreign operations. The current cross currency swap portfolio consists of a single fixed-to-fixed swap between U.S. dollars and British Pound Sterling.

The following table summarizes our outstanding interest rate swaps and cross currency interest rate swaps:

	31 December 2011				30 September 2011			
	US\$ Notional	Pay %	Average Receive %	Years Average Maturity	US\$ Notional	Pay %	Average Receive %	Years Average Maturity
Interest rate swaps (fair value hedge)	\$ 579.6	LIBOR	3.38%	4.3	\$ 583.9	LIBOR	3.38%	4.5
Cross currency interest rate swaps (net investment hedge)	\$ 32.2	5.54%	5.48%	2.2	\$ 32.2	5.54%	5.48%	2.5
Interest rate swaps (cash flow hedge)	\$				\$ 300.0	2.33%	LIBOR	.4

**Table of Contents**

The table below summarizes the fair value and balance sheet location of our outstanding derivatives:

	Balance Sheet Location	31 December 2011 Fair Value	30 September 2011 Fair Value	Balance Sheet Location	31 December 2011 Fair Value	30 September 2011 Fair Value
<b>Derivatives Designated as Hedging Instruments:</b>						
Forward exchange contracts	Other receivables	\$ 14.9	\$ 22.0	Accrued liabilities	\$ 39.2	\$ 33.0
Interest rate swap contracts	Other receivables	10.0	5.8	Accrued liabilities	.9	3.8
Forward exchange contracts	Other  noncurrent  assets	52.4	45.0	Other  noncurrent  liabilities	1.8	1.0
Interest rate swap contracts	Other  noncurrent  assets	42.1	42.4	Other  noncurrent  liabilities	1.8	2.2
<b>Total Derivatives Designated as Hedging Instruments</b>		\$ 119.4	\$ 115.2		\$ 43.7	\$ 40.0
<b>Derivatives Not Designated as Hedging Instruments:</b>						
Forward exchange contracts	Other receivables	\$ 1.9	\$ 3.0	Accrued liabilities	\$ 2.0	\$ 3.8
<b>Total Derivatives</b>		\$ 121.3	\$ 118.2		\$ 45.7	\$ 43.8

Refer to Note 8, Fair Value Measurements, which defines fair value, describes the method for measuring fair value, and provides additional disclosures regarding fair value measurements.



**Table of Contents**

The table below summarizes the gain or loss related to our cash flow hedges, fair value hedges, net investment hedges, and derivatives not designated as hedging instruments.

	Three Months Ended 31 December							
	Forward		Foreign Currency				Total	
	Exchange Contracts		Debt		Other <sup>(A)</sup>		2011	2010
	2011	2010	2011	2010	2011	2010	2011	2010
<b>Cash Flow Hedges, net of tax:</b>								
Net gain (loss) recognized in OCI (effective portion)	\$ (12.8)	\$ (6.2)	\$	\$	\$ 3.5	\$	\$ (9.3)	\$ (6.2)
Net (gain) loss reclassified from OCI to sales/cost of sales (effective portion)	.3	(.8)					.3	(.8)
Net loss reclassified from OCI to other income (effective portion)	8.5	7.3					8.5	7.3
Net loss reclassified from OCI to interest expense (effective portion)	.7				.3	.3	1.0	.3
Net loss reclassified from OCI to other (income) expense (ineffective portion)	.1	.2					.1	.2
<b>Fair Value Hedges:</b>								
Net gain (loss) recognized in other (income) expense <sup>(B)</sup>	\$	\$	\$	\$	\$ (.9)	\$ (14.4)	\$ (.9)	\$ (14.4)
<b>Net Investment Hedges, net of tax:</b>								
Net gain (loss) recognized in OCI	\$ 9.1	\$ 4.0	\$ 37.3	\$ 17.1	\$ .2	\$ .2	\$ 46.6	\$ 21.3
<b>Derivatives Not Designated as Hedging Instruments:</b>								
Net gain (loss) recognized in other income (expense) <sup>(C)</sup>	\$ (2.1)	\$ .2	\$	\$	\$	\$	\$ (2.1)	\$ .2

<sup>(A)</sup> Other includes the impact on other comprehensive income (OCI) and earnings primarily related to interest rate swaps.

<sup>(B)</sup> The impact of fair value hedges noted above was largely offset by gains and losses resulting from the impact of changes in related interest rates on recognized outstanding debt.

<sup>(C)</sup> The impact of the non-designated hedges noted above was largely offset by gains and losses, respectively, resulting from the impact of changes in exchange rates on recognized assets and liabilities denominated in nonfunctional currencies.

The amount of cash flow hedges' unrealized gains and losses at 31 December 2011 that are expected to be reclassified to earnings in the next twelve months are not material.

The cash flows related to all derivative contracts are reported in the operating activities section of the consolidated statements of cash flows.

**Credit Risk-Related Contingent Features**

Certain derivative instruments are executed under agreements that require us to maintain a minimum credit rating with both Standard & Poor's and Moody's. If our credit rating falls below this threshold, the counterparty to the derivative instruments has the right to request full collateralization on the derivatives' net liability position. The net liability position of derivatives with credit risk-related contingent features was \$10.6 as of 31 December 2011 and \$10.5 as of 30 September 2011. Because our current credit rating is above the various pre-established thresholds, no collateral has been posted on these liability positions.

**Counterparty Credit Risk Management**

## Edgar Filing: AIR PRODUCTS & CHEMICALS INC /DE/ - Form 10-Q

We execute all financial derivative transactions with counterparties that are highly rated financial institutions, all of which are investment grade at this time. Some of our underlying derivative agreements give us the right to require the institution to post collateral if its credit rating falls below the pre-established thresholds with Standard & Poor's or Moody's. These are the same agreements referenced in Credit Risk-Related Contingent Features above. The collateral that the counterparties would be required to post was \$79.3 as of 31 December 2011 and \$66.1 as of 30 September 2011. No financial institution is required to post collateral at this time, as all have credit ratings at or above the threshold.

**Table of Contents****8. FAIR VALUE MEASUREMENTS**

Fair value is defined as an exit price (i.e., the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date). The methods and assumptions used to measure the fair value of financial instruments are as follows:

**Derivatives**

The fair value of our interest rate swap agreements and forward exchange contracts are quantified using the income approach and are based on estimates using standard pricing models. These models take into account the value of future cash flows as of the balance sheet date, discounted to a present value using discount factors that match both the time to maturity and currency of the underlying instruments. The computation of the fair values of these instruments is generally performed by the Company. These standard pricing models utilize inputs which are derived from or corroborated by observable market data such as interest rate yield curves and currency spot and forward rates. In addition, on an ongoing basis, we randomly test a subset of our valuations against valuations received from the transaction's counterparty to validate the accuracy of our standard pricing models. Counterparties to these derivative contracts are highly rated financial institutions.

Refer to Note 7, Financial Instruments, for a description of derivative instruments, including details on the balance sheet line classifications.

**Available-for-Sale Securities**

The fair value of available-for-sale securities is based on a market approach, specifically quoted market prices in publicly traded companies from the New York Stock Exchange and NASDAQ. These investments are reported within other noncurrent assets on the consolidated balance sheet, with holding gains and losses recorded to OCI, net of tax. At 31 December 2011, we did not have any available-for-sale securities.

**Long-term Debt**

The fair value of our debt is based on estimates using standard pricing models that take into account the value of future cash flows as of the balance sheet date, discounted to a present value using discount factors that match both the time to maturity and currency of the underlying instruments. These standard valuation models utilize observable market data such as interest rate yield curves and currency spot rates. We generally perform the computation of the fair value of these instruments.

**Other Liabilities**

As of 30 September 2011, other liabilities included the obligation to purchase 25% of the remaining shares of CryoService Limited (CSL). CSL is not publicly traded and therefore, no observable market existed for the shares. The fair value of the outstanding liability was determined using an internally developed valuation model that was based on a multiple of earnings formula. On 30 November 2011, payment was remitted for this obligation and 100% of the shares are now owned. Refer to Note 13, Noncontrolling Interests, for additional information.

The carrying values and fair values of financial instruments were as follows:

	31 December 2011		30 September 2011	
	Carrying Value	Fair Value	Carrying Value	Fair Value
<b>Assets</b>				
Derivatives				
Forward exchange contracts	\$ 69.2	\$ 69.2	\$ 70.0	\$ 70.0
Interest rate swap contracts	52.1	52.1	48.2	48.2
<b>Liabilities</b>				
Derivatives				
Forward exchange contracts	\$ 43.0	\$ 43.0	\$ 37.8	\$ 37.8
Interest rate swap contracts	2.7	2.7	6.0	6.0
Long-term debt, including current portion	4,348.1	4,674.3	3,999.7	4,284.5
Other liabilities			51.0	51.0

The carrying amounts reported in the balance sheet for cash and cash items, trade receivables, payables and accrued liabilities, accrued income taxes, and short-term borrowings approximate fair value due to the short-term nature of these instruments. Accordingly, these items have been

excluded from the above table.

**Table of Contents**

The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three broad levels as follows:

- Level 1 Quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2 Inputs that are observable for the asset or liability, either directly or indirectly through market corroboration, for substantially the full term of the asset or liability.
- Level 3 Inputs that are unobservable for the asset or liability based on our own assumptions (about the assumptions market participants would use in pricing the asset or liability).

The following table summarizes assets and liabilities measured at fair value on a recurring basis in the consolidated balance sheets:

	31 December 2011				30 September 2011			
	Total	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3
<b>Assets at Fair Value</b>								
Derivatives								
Forward exchange contracts	\$ 69.2	\$	\$ 69.2	\$	\$ 70.0	\$	\$ 70.0	\$
Interest rate swap contracts	52.1		52.1		48.2		48.2	
<b>Total Assets at Fair Value</b>	<b>\$ 121.3</b>	<b>\$</b>	<b>\$ 121.3</b>	<b>\$</b>	<b>\$ 118.2</b>	<b>\$</b>	<b>\$ 118.2</b>	<b>\$</b>
<b>Liabilities at Fair Value</b>								
Derivatives								
Forward exchange contracts	\$ 43.0	\$	\$ 43.0	\$	\$ 37.8	\$	\$ 37.8	\$
Interest rate swap contracts	2.7		2.7		6.0		6.0	
Other liabilities					51.0			51.0
<b>Total Liabilities at Fair Value</b>	<b>\$ 45.7</b>	<b>\$</b>	<b>\$ 45.7</b>	<b>\$</b>	<b>\$ 94.8</b>	<b>\$</b>	<b>\$ 43.8</b>	<b>\$ 51.0</b>

Refer to Note 1, Major Accounting Policies, in our 2011 Form 10-K and Note 7, Financial Instruments, in this quarterly filing for additional information on our accounting and reporting of the fair value of financial instruments.

Changes in the fair value of other liabilities, valued using significant unobservable inputs (Level 3), are presented below:

Balance at 30 September 2011	\$ 51.0
Expense included in interest expense	.8
Payment to settle liability	(52.1)
Currency translation adjustment	.3
<b>Balance at 31 December 2011</b>	<b>\$</b>

**Table of Contents****9. RETIREMENT BENEFITS**

The components of net pension cost for the defined benefit pension plans and other postretirement benefit cost for the three months ended 31 December 2011 and 2010 were as follows:

Three Months Ended 31 December	Pension Benefits				Other Benefits	
	2011		2010		2011	2010
	U.S.	International	U.S.	International		
Service cost	\$ 11.3	\$ 6.0	\$ 10.9	\$ 7.2	\$ 1.1	\$ 1.4
Interest cost	31.1	15.7	30.8	15.7	1.0	.8
Expected return on plan assets	(44.5)	(16.8)	(44.9)	(16.6)		
Prior service cost amortization	.7	.1	.6	.2		
Actuarial loss amortization	19.6	3.9	16.0	7.4	.7	1.0
Other		.6		.4		
Net periodic benefit cost	\$ 18.2	\$ 9.5	\$ 13.4	\$ 14.3	\$ 2.8	\$ 3.2

For the three months ended 31 December 2011 and 2010, our cash contributions to funded plans and benefit payments under unfunded plans were \$8.1 and \$208.7, respectively. Total contributions for fiscal 2012 are expected to be approximately \$40 to \$60. During fiscal 2011, total contributions were \$241.

**10. COMMITMENTS AND CONTINGENCIES****Litigation**

We are involved in various legal proceedings, including competition, environmental, health, safety, product liability, and insurance matters. In September 2010, the Brazilian Administrative Council for Economic Defense (CADE) issued a decision against our Brazilian subsidiary, Air Products Brasil Ltda., and several other Brazilian industrial gas companies for alleged anticompetitive activities. CADE imposed a civil fine of R\$179.2 million (approximately \$96 at 31 December 2011) on Air Products Brasil Ltda. This fine was based on a recommendation by a unit of the Brazilian Ministry of Justice whose investigation began in 2003 alleging violation of competition laws with respect to the sale of industrial and medical gases. The fines are based on a percentage of our total revenue in Brazil in 2003.

We have denied the allegations made by the authorities and filed an appeal in October 2010 with the Brazilian courts. Certain of our defenses, if successful, could result in the matter being dismissed with no fine against us. We, with advice of our outside legal counsel, have assessed the status of this matter and have concluded that although an adverse final judgment after exhausting all appeals is reasonably possible, such a judgment is not probable. As a result, no provision has been made in the consolidated financial statements. We estimate the maximum possible loss to be the full amount of the fine of R\$179.2 million (approximately \$96 at 31 December 2011) plus interest accrued thereon until final disposition of the proceedings.

We are required to provide security for the payment of the fine (and interest) in order to suspend execution of the judgment during the appeal process, during which time interest will accrue on the fine. The security is only collectible by the court in the event we are not successful in our appeal and do not timely pay the fine. The security could be in the form of a bank guarantee or in other forms which the courts deem acceptable. The form of security to be provided by us has not been finally determined.

While we do not expect that any sums we may have to pay in connection with this or any other legal proceeding would have a materially adverse effect on our consolidated financial position or net cash flows, a future charge for regulatory fines or damage awards could have a significant impact on our net income in the period in which it is recorded.

## **Table of Contents**

### **Environmental**

In the normal course of business, we are involved in legal proceedings under the Comprehensive Environmental Response, Compensation, and Liability Act (the federal Superfund law), similar state environmental laws, and the Resource Conservation and Recovery Act (RCRA) relating to the designation of certain sites for investigation or remediation. Presently, there are approximately 36 sites on which a final settlement has not been reached where we, along with others, have been designated a potentially responsible party by the Environmental Protection Agency or are otherwise engaged in investigation or remediation, including cleanup activity at certain of our current and former manufacturing sites. We continually monitor these sites for which we have environmental exposure.

Accruals for environmental loss contingencies are recorded when it is probable that a liability has been incurred and the amount of loss can be reasonably estimated consistent with the policy set forth in Note 1, Major Accounting Policies, to the consolidated financial statements in our 2011 Form 10-K. The consolidated balance sheets at 31 December 2011 and 30 September 2011 included an accrual of \$81.4 and \$82.3, respectively, primarily as part of other noncurrent liabilities. The environmental liabilities will be paid over a period of up to 30 years. We estimate the exposure for environmental loss contingencies to range from \$81 to a reasonably possible upper exposure of \$95 as of 31 December 2011.

Actual costs to be incurred at identified sites in future periods may vary from the estimates, given inherent uncertainties in evaluating environmental exposures. Using reasonably possible alternative assumptions of the exposure level could result in an increase to the environmental accrual. Due to the inherent uncertainties related to environmental exposures, a significant increase to the reasonably possible upper exposure level could occur if a new site is designated, the scope of remediation is increased, a different remediation alternative is identified, or a significant increase in our proportionate share occurs. We do not expect that any sum we may have to pay in connection with environmental matters in excess of the amounts recorded or disclosed above would have a material adverse impact on our financial position or results of operations in any one year.

### **PACE**

At 31 December 2011, \$34.9 of the environmental accrual was related to the Pace facility.

In 2006, we sold our Amines business, which included operations at Pace, Florida and recognized a liability for retained environmental obligations associated with remediation activities at Pace. We are required by the Florida Department of Environmental Protection (FDEP) and the United States Environmental Protection Agency (USEPA) to continue our remediation efforts. We estimated that it would take about 20 years to complete the groundwater remediation, and the costs through completion were estimated to range from \$42 to \$52. As no amount within the range was a better estimate than another, we recognized a pretax expense in fiscal 2006 of \$42.0 as a component of income from discontinued operations and recorded an environmental accrual of \$42.0 in continuing operations on the consolidated balance sheets. There has been no change to the estimated exposure range related to the Pace facility.

We have implemented many of the remedial corrective measures at the Pace, Florida facility required under 1995 Consent Orders issued by the FDEP and the USEPA. Contaminated soils have been bioremediated, and the treated soils have been secured in a lined on-site disposal cell. Several groundwater recovery systems have been installed to contain and remove contamination from groundwater. We completed an extensive assessment of the site to determine how well existing measures are working, what additional corrective measures may be needed, and whether newer remediation technologies that were not available in the 1990s might be suitable to more quickly and effectively remove groundwater contaminants. Based on assessment results, we completed a focused feasibility study that appears to have identified new and alternative approaches which should more effectively remove contaminants and achieve the targeted remediation goals. We continue to review the new approaches with the FDEP.

---

**Table of Contents**

**PIEDMONT**

At 31 December 2011, \$20.8 of the environmental accrual was related to the Piedmont site.

On 30 June 2008, we sold our Elkton, Maryland and Piedmont, South Carolina production facilities and the related North American atmospheric emulsions and global pressure sensitive adhesives businesses. In connection with the sale, we recognized a liability for retained environmental obligations associated with remediation activities at the Piedmont site. This site is under active remediation for contamination caused by an insolvent prior owner. The sale of the site triggered expense recognition. Prior to the sale, remediation costs had been capitalized since they improved the property as compared to its condition when originally acquired. We are required by the South Carolina Department of Health and Environmental Control to address both contaminated soil and groundwater. Numerous areas of soil contamination have been addressed, and contaminated groundwater is being recovered and treated. We estimated that it would take until 2015 to complete source area remediation and another 15 years thereafter to complete groundwater recovery, with costs through completion estimated to be \$24. We recognized a pretax expense in 2008 of \$24.0 as a component of income from discontinued operations and recorded an environmental liability of \$24.0 in continuing operations on the consolidated balance sheets. There has been no change to the estimated exposure.

**PAULSBORO**

At 31 December 2011, \$8.0 of the environmental accrual was related to the Paulsboro site.

During the first quarter of 2009, management committed to a plan to sell the production facility in Paulsboro, New Jersey and recognized a \$16.0 environmental liability associated with this site. The change in the liability balance since it was established is a result of spending and changes in the estimated exposure. In December 2009, we completed the sale of this facility. We are required by the New Jersey state law to investigate and, if contaminated, remediate a site upon its sale. We estimate that it will take several years to complete the investigation/remediation efforts at this site.

**Agreement to Purchase Shares in Equity Affiliate**

In September 2011, we entered into an agreement to acquire 25% of the outstanding shares of Abdullah Hashim Industrial Gases & Equipment Co. Ltd. (AHG). The transaction is subject to regulatory approval and customary local closing conditions. The closing date is expected to occur early in calendar year 2012. AHG is a company of the privately-owned Abdullah Hashim Group, based in the Kingdom of Saudi Arabia. AHG is the largest private industrial gases company in Saudi Arabia. It is comprised of three businesses, including industrial gases, equipment and consumables and refrigerants. The transaction will be recorded as an investment in net assets of and advances to equity affiliates in the Merchant Gases segment.

**11. SHARE-BASED COMPENSATION**

We have various share-based compensation programs, which include stock options, deferred stock units, and restricted shares. During the three months ended 31 December 2011, we granted 1,079,860 stock options at a weighted-average exercise price of \$82.64 and an estimated fair value of \$21.43 per option. The fair value of these options was estimated using a Black Scholes option valuation model that used the following assumptions: expected volatility of 29.0%-30.4%; expected dividend yield of 2.3%; expected life in years of 7.3-9.0; and a risk-free interest rate of 1.7%-2.1%. In addition, we granted 232,475 deferred stock units at a weighted-average grant-date fair value of \$82.66 and 34,595 restricted shares at a weighted-average grant-date fair value of \$82.64. Refer to Note 18, Share-Based Compensation, in our 2011 Form 10-K for information on the valuation and accounting for these programs.

Share-based compensation cost charged against income in the three months ended 31 December 2011 was \$11.8 (\$7.7 after-tax). Of the share-based compensation cost recognized for the three months ended 31 December 2011, \$10.1 was a component of selling and administrative expense, \$1.4 a component of cost of sales, and \$.3 a component of research and development. Share-based compensation cost charged against income in the three months ended 31 December 2010 was \$10.2 (\$6.3 after-tax). The amount of share-based compensation cost capitalized in 2012 and 2011 was not material.



**Table of Contents****12. EQUITY**

The following is a summary of the changes in total equity for the three months ended 31 December:

	Three Months Ended 31 December					
	Air Products	2011 Non- controlling Interests	Total Equity	Air Products	2010 Non- controlling Interests	Total Equity
Balance at 30 September	\$ 5,795.8	\$ 142.9	\$ 5,938.7	\$ 5,546.9	\$ 150.7	\$ 5,697.6
Net Income	248.1	8.2	256.3	268.6	7.3	275.9
Components of Other Comprehensive						
Income (Loss), net of tax						
Translation adjustments	(39.0)	.8	(38.2)	40.1	7.9	48.0
Net loss on derivatives	(9.2)	(.1)	(9.3)	(6.1)	(.1)	(6.2)
Unrealized holding loss on available-for-sale securities				(5.2)		(5.2)
Reclassification adjustments:						
Derivatives	9.9		9.9	7.0		7.0
Available-for-sale securities				(.2)		(.2)
Pension and postretirement benefits	16.1		16.1	16.5		16.5
Total Other Comprehensive Income (Loss)	(22.2)	.7	(21.5)	52.1	7.8	59.9
Comprehensive Income	225.9	8.9	234.8	320.7	15.1	335.8
Dividends on common stock (per share \$.58, \$.49)	(122.2)		(122.2)	(105.3)		(105.3)
Share-based compensation expense	11.8		11.8	10.2		10.2
Issuance of treasury shares for stock option and award plans	(2.3)		(2.3)	31.6		31.6
Tax benefit of stock option and award plans	4.2		4.2	13.3		13.3
Purchase of noncontrolling interests	(4.4)	(1.9)	(6.3)	(6.1)		(6.1)
Contribution from noncontrolling interests					1.4	1.4
Other equity transactions	.2	(1.8)	(1.6)	(1.3)		(1.3)
Balance at 31 December	\$ 5,909.0	\$ 148.1	\$ 6,057.1	\$ 5,810.0	\$ 167.2	\$ 5,977.2

**13. NONCONTROLLING INTERESTS**

In June 2010, we entered into agreements to increase our ownership percentage from 72% to 97% of CryoService Limited (CSL), a cryogenic and specialty gases company in the U.K. At 30 September 2011, the liability to purchase the additional 25%, based on a multiple of earnings formula, was reported in payables and accrued liabilities on the consolidated balance sheet. On 30 November 2011, we remitted consideration of £33.2 million (\$52.1) to fulfill this obligation. Refer to Note 8, Fair Value Measurements, for a rollforward of the liability balance. For additional information, refer to Note 19 in our 2011 Form 10-K.

In the first quarter of 2012, we entered into an agreement to purchase the remaining 3% shares of CSL, increasing our ownership percentage to 100%. On 30 November 2011, we remitted consideration of £4.0 million (\$6.3) to purchase the remaining 3% shares of CSL.

The following table presents the effect of changes in ownership interests in subsidiaries on Air Products shareholder's equity:

	Three Months Ended 31 December	
	2011	2010
Net Income Attributable to Air Products	\$ 248.1	\$ 268.6
Transfers to noncontrolling interests:		
Decrease in Air Products capital in excess of par value for purchase of noncontrolling interests	(4.4)	(6.1)

Edgar Filing: AIR PRODUCTS & CHEMICALS INC /DE/ - Form 10-Q

Changes from net income attributable to Air Products and transfers to noncontrolling interests	\$ 243.7	\$ 262.5
--	----------	----------

**Table of Contents****14. EARNINGS PER SHARE**

The following table sets forth the computation of basic and diluted earnings per share (EPS):

	Three Months Ended 31 December	
	2011	2010
<b>NUMERATOR</b>		
Net Income Attributable to Air Products (used in basic and diluted EPS)	\$ 248.1	\$ 268.6
<b>DENOMINATOR</b> (in millions)		
Weighted average number of common shares outstanding	210.3	214.2
Effect of dilutive securities		
Employee stock options	2.8	4.1
Other award plans	.8	.9
	3.6	5.0
Weighted average number of common shares outstanding assuming dilution	213.9	219.2
<b>BASIC EPS ATTRIBUTABLE TO AIR PRODUCTS</b>	\$ 1.18	\$ 1.25
<b>DILUTED EPS ATTRIBUTABLE TO AIR PRODUCTS</b>	\$ 1.16	\$ 1.23

Options on 4.1 million and 2.1 million shares were antidilutive and therefore excluded from the computation of diluted earnings per share for the three months ended 31 December 2011 and 2010, respectively.

**15. INCOME TAXES**

We have been challenged by the Spanish tax authorities predominantly over income tax deductions taken by certain of our Spanish subsidiaries during fiscal years 2005-2011. Although we continue to believe that all positions taken were compliant with applicable laws, in November 2011 we reached a settlement with the Spanish tax authorities for 41.3 million (approximately \$56) in resolution of all tax issues under examination. Of this settlement, \$43.8 (\$.20 per share) increased our income tax expense and had an 11.2% impact in our effective tax rate for the three months ended 31 December 2011. The cash payment for the settlement was principally paid in January 2012.

As of 31 December 2011, our unrecognized tax benefits include an amount related to certain transactions of a Spanish subsidiary for years 1991 and 1992, a period before we controlled this subsidiary. In March 2009 the Spanish appeals court (Audiencia Nacional) ruled in favor of our Spanish subsidiary. The Spanish government appealed this court decision to the Spanish Supreme Court. We did not reverse the liability accrued for these unrecognized tax benefits as this decision was appealed. On 25 January 2012, the Spanish Supreme Court released its decision affirming the decision of the Audiencia Nacional and deciding in favor of Air Products. As a result, in the second quarter we will record a reduction in unrecognized tax benefits of approximately \$60, including interest, which will reduce income tax expense in an equal amount.

**16. SUPPLEMENTAL INFORMATION****Debt Issuance**

On 3 November 2011, we issued a \$400.0 senior fixed-rate 3.0% note that matures 3 November 2021.

**Share Repurchase Program**

On 15 September 2011, the Board of Directors authorized the repurchase of up to \$1,000 of our outstanding common stock. We repurchase shares pursuant to Rules 10b5-1 and 10b-18 under the Securities Exchange Act of 1934, as amended, through repurchase agreements established with several brokers. During the first three months of fiscal year 2012, no shares were repurchased. At 31 December 2011, \$1,000 in share repurchase authorization remained.



**Table of Contents****17. BUSINESS SEGMENT AND GEOGRAPHIC INFORMATION**

Our segments are organized based on differences in product and/or type of customer. We have four business segments consisting of Merchant Gases, Tonnage Gases, Electronics and Performance Materials, and Equipment and Energy.

**Business Segment Information**

	Three Months Ended	
	31 December	
	2011	2010
<b>Sales to External Customers</b>		
Merchant Gases	\$ 989.3	\$ 987.8
Tonnage Gases	809.8	766.0
Electronics and Performance Materials	535.2	526.0
Equipment and Energy	88.8	111.9
<b>Segment and Consolidated Totals</b>	<b>\$ 2,423.1</b>	<b>\$ 2,391.7</b>
<b>Operating Income</b>		
Merchant Gases	\$ 191.6	\$ 200.5
Tonnage Gases	111.4	115.6
Electronics and Performance Materials	78.1	68.9
Equipment and Energy	7.3	20.2
Segment total	\$ 388.4	\$ 405.2
Net loss on Airgas transaction		(43.5)
Other	(3.7)	(1.1)
<b>Consolidated Total</b>	<b>\$ 384.7</b>	<b>\$ 360.6</b>

	31 December	30 September
	2011	2011
<b>Identifiable Assets <sup>(A)</sup></b>		
Merchant Gases	\$ 5,082.3	\$ 5,091.7
Tonnage Gases	4,593.8	4,464.3
Electronics and Performance Materials	2,548.0	2,488.9
Equipment and Energy	313.2	335.6
Segment total	\$ 12,537.3	\$ 12,380.5
Other	846.8	898.6
<b>Consolidated Total</b>	<b>\$ 13,384.1</b>	<b>\$ 13,279.1</b>

<sup>(A)</sup> Identifiable assets are equal to total assets less investment in net assets of and advances to equity affiliates.

**Geographic Information**

	Three Months Ended	
	31 December	
	2011	2010
<b>Sales to External Customers</b>		
North America	\$ 1,098.2	\$ 1,125.9
Europe	702.0	729.2
Asia	573.3	481.8

Edgar Filing: AIR PRODUCTS & CHEMICALS INC /DE/ - Form 10-Q

Latin America/Other	49.6	54.8
<b>Total</b>	\$ 2,423.1	\$ 2,391.7

Geographic information is based on country of origin. The Europe region operates principally in Belgium, France, Germany, the Netherlands, Poland, the U.K. and Spain. The Asia region operates principally in China, Korea, and Taiwan.

**Table of Contents**

**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**  
(Millions of dollars, except for share data)

The disclosures in this quarterly report are complementary to those made in our 2011 Form 10-K. An analysis of results for the first quarter of 2012 is provided in the Management's Discussion and Analysis to follow.

All comparisons in the discussion are to the corresponding prior year unless otherwise stated. All amounts presented are in accordance with U.S. generally accepted accounting principles (GAAP), except as noted.

Captions such as net income attributable to Air Products and diluted earnings per share attributable to Air Products are simply referred to as net income and diluted earnings per share throughout this Management's Discussion and Analysis, unless otherwise stated.

The discussion of first quarter results that follows includes comparisons to non-GAAP financial measures. These non-GAAP measures exclude the Spanish tax settlement in 2012 and the net loss on Airgas transaction in 2011. The presentation of non-GAAP measures is intended to enhance the usefulness of financial information by providing measures that our management uses internally to evaluate our baseline performance on a comparable basis. The reconciliation of reported GAAP results to non-GAAP measures is presented on pages 26-27.

**FIRST QUARTER 2012 VS. FIRST QUARTER 2011**

**FIRST QUARTER 2012 IN SUMMARY**

Sales of \$2,423.1 increased 1%, or \$31.4. Underlying sales increased 1%, primarily due to higher pricing in the Merchant Gases and Electronics and Performance Materials segments. Overall volumes were flat as higher volumes from new plants in Tonnage Gases were offset by lower volumes in our Equipment, Performance Materials, and Merchant Gases businesses.

Operating income of \$384.7 increased 7%, or \$24.1, and operating margin of 15.9% increased 80 basis points (bp). On a non-GAAP basis, operating income decreased 5%, or \$19.4, and operating margin decreased 100bp primarily from lower volumes in Merchant Gases, lower Equipment sales and an unfavorable currency impact.

Net income of \$248.1 decreased 8%, or \$20.5, and diluted earnings per share of \$1.16 decreased 6%, or \$.07. On a non-GAAP basis, net income decreased 1%, or \$3.9, and diluted earnings per share increased 1%, or \$.01. A summary table of changes in diluted earnings per share is presented below.

**Table of Contents****Changes in Diluted Earnings per Share Attributable to Air Products**

	Three Months Ended 31 December		Increase
	2011	2010	(Decrease)
<b>Diluted Earnings per Share</b>	<b>\$ 1.16</b>	<b>\$ 1.23</b>	<b>\$ (.07)</b>
Net loss on Airgas transaction		.12	(.12)
Spanish tax settlement	.20		.20
<b>Diluted Earnings per Share Non-GAAP Basis</b>	<b>\$ 1.36</b>	<b>\$ 1.35</b>	<b>\$ .01</b>
<b>Operating Income (after-tax)</b>			
Underlying business			
Volume			\$ (.05)
Price/raw materials			(.02)
Costs			.02
Currency			(.02)
<b>Operating Income</b>			<b>(.07)</b>
<b>Other (after-tax)</b>			
Equity affiliates income			.03
Income tax rate			.02
Average shares outstanding			.03
<b>Other</b>			<b>.08</b>
<b>Total Change in Diluted Earnings per Share Non-GAAP Basis</b>			<b>\$ .01</b>

**RESULTS OF OPERATIONS****Discussion of Consolidated Results**

	Three Months			
	Ended 31 December			
	2011	2010	\$ Change	Change
Sales	\$ 2,423.1	\$ 2,391.7	\$ 31.4	1%
Operating income GAAP Basis	384.7	360.6	24.1	7%
Operating income Non-GAAP Basis	384.7	404.1	(19.4)	(5)%
Operating margin GAAP Basis	15.9%	15.1%		80bp
Operating margin Non-GAAP Basis	15.9%	16.9%		(100bp)
Equity affiliates income	37.1	27.8	9.3	33%

	% Change from Prior Year
Underlying business	
Volume	%
Price	1%
Currency	%
Energy and raw material cost pass-through	%
<b>Total Consolidated Change</b>	<b>1%</b>

Underlying sales increased 1%, primarily due to higher pricing of 1% driven by our Merchant Gases and Electronics and Performance Materials segments. Volumes were flat as higher volumes from new plants in Tonnage Gases were offset by lower volumes in the Merchant Gases, Performance Materials, and Equipment businesses.





**Table of Contents****Operating Income**

Operating income of \$384.7 increased 7%, or \$24.1. On a non-GAAP basis, operating income of \$384.7 decreased 5%, or \$19.4. Underlying business decreased by \$13 primarily due to unfavorable volume mix of \$12 and lower recovery of raw material costs in pricing of \$5, partially offset by lower costs of \$4. The decrease in costs was due to productivity efforts which more than offset inflation. Unfavorable currency translation and foreign exchange impacts decreased operating income by \$6. On a GAAP basis, prior year operating income includes a \$43.5 net loss related to the Airgas transaction.

**Equity Affiliates Income**

Income from equity affiliates of \$37.1 increased \$9.3, primarily due to a prior year charge for the anticipated sale of a plant in one of our affiliates in Asia.

**Selling and Administrative Expense (S&A)**

S&A expense of \$248.9 increased \$4.3, primarily due to inflation. S&A as a percent of sales increased to 10.3% from 10.2%.

**Research and Development (R&D)**

R&D expense of \$28.1 decreased \$1.1. R&D, as a percent of sales, remained flat at 1.2%.

**Net loss on Airgas Transaction**

In the first quarter of 2011, an expense of \$43.5 (\$27.2 after-tax, or \$.12 per share) was recognized related to the Airgas transaction. Refer to Note 4, Airgas Transaction, to the consolidated financial statements for details.

**Other Income, Net**

Items recorded to other income arise from transactions and events not directly related to our principal income earning activities.

Other income of \$12.9 increased \$6.2, primarily due to an increase in net gains on asset sales. Otherwise, no individual items were significant in comparison to the prior year.

**Interest Expense**

	Three Months Ended 31 December	
	2011	2010
Interest incurred	\$ 37.3	\$ 34.7
Less: capitalized interest	7.9	3.7
Interest expense	\$ 29.4	\$ 31.0

Interest incurred increased \$2.6. The increase was driven primarily by a higher average debt balance, partially offset by a lower average interest rate on the debt portfolio. The change in capitalized interest is driven by an increase in project spending which qualified for capitalization.

**Effective Tax Rate**

The effective tax rate equals the income tax provision divided by income before taxes. On a GAAP basis, the effective tax rate was 34.7% and 22.8% in the first quarter of 2012 and 2011, respectively. The current year rate includes expense of \$43.8 related to the Spanish tax settlement. Refer to Note 15 for details. On a non-GAAP basis, the effective tax rate was 23.5% and 24.4% in the first quarter of 2012 and 2011, respectively. The decrease in the effective tax rate was primarily due to the geographic mix and amount of taxable income.

## Edgar Filing: AIR PRODUCTS & CHEMICALS INC /DE/ - Form 10-Q

On 25 January 2012, the Spanish Supreme Court released its decision affirming the decision of the Spanish appeals court (Audiencia Nacional) and deciding in favor of Air Products as discussed in Note 15, Income Taxes. As a result, in the second quarter we will record a reduction in unrecognized tax benefits of approximately \$60, including interest, which will reduce income tax expense in an equal amount. There is no cash impact from this decision.

### **Net Income**

Net income was \$248.1 compared to \$268.6 and diluted earnings per share was \$1.16 compared to \$1.23. On a non-GAAP basis, net income was \$291.9 compared to \$295.8 and diluted earnings per share was \$1.36 compared to \$1.35. A summary table of changes in earnings per share is presented on page 22.

**Table of Contents****Subsequent Event Homecare**

In January 2012, the Board of Directors authorized the sale of our Homecare business. This business is currently reported in the Merchant Gases segment and will be accounted for as discontinued operations in the second quarter of fiscal year 2012.

On 8 January 2012, we reached agreements for The Linde Group to purchase our Homecare business in Belgium, Germany, France, Portugal and Spain. The business represents approximately 80% of our total Homecare business revenues.

The transactions are subject to regulatory approvals and employee consultation requirements and are expected to close in the second quarter of fiscal year 2012. Total sale proceeds of Euro 590 million (approximately \$767) will be received in cash at closing. We anticipate a gain on the sale of this business in the second quarter of fiscal year 2012. We expect to sell the remaining portion of the Homecare business, which is primarily in the United Kingdom, within the next year.

See Note 3 to the Consolidated Financial Statements for further information.

**Segment Analysis****Merchant Gases**

	Three Months Ended 31 December		\$ Change	Change %
	2011	2010		
Sales	\$ 989.3	\$ 987.8	\$ 1.5	%
Operating income	191.6	200.5	(8.9)	(4)%
Operating margin	19.4%	20.3%		(90bp)
Equity affiliates income	32.1	28.8	3.3	11%

**Merchant Gases Sales**

	% Change from Prior Year
Underlying business	
Volume	(1)%
Price	1%
Currency	%
<b>Total Merchant Gases Sales Change</b>	<b>%</b>

Underlying sales were flat due to lower volumes of 1% and higher pricing of 1%.

In the U.S./Canada, sales increased 2%, with price up 3%, partially offset by reduced volumes of 1%. The increase in pricing was across most product lines as we took actions to recover higher costs. In Europe, sales decreased 2%, with volumes down 2% and an unfavorable currency impact of 1%, partially offset by higher price of 1%. Volumes were down primarily due to overall weakness in the region. In Asia, sales increased 2%, with volumes up 1% and a favorable currency impact of 2%, partially offset by reduced pricing of 1%. Liquid argon pricing was down due to favorable spot pricing in China in the prior year.

**Merchant Gases Operating Income and Margin**

Operating income was lower primarily due to lower volumes of \$8, lower recovery of raw material costs in pricing of \$2, and an unfavorable currency impact of \$1, partially offset by lower costs of \$2. Operating margin decreased 90bp from prior year, primarily due to lower volumes.

**Merchant Gases Equity Affiliates Income**

Merchant Gases equity affiliates income increased primarily as a result of higher volumes.

**Table of Contents****Tonnage Gases**

	Three Months Ended 31 December		\$ Change	Change
	2011	2010		
Sales	\$ 809.8	\$ 766.0	\$ 43.8	6%
Operating income	111.4	115.6	(4.2)	(4)%
Operating margin	13.8%	15.1%		(130bp)

**Tonnage Gases Sales**

	% Change from Prior Year
Underlying business	
Volume	6%
Energy and raw material cost pass-through	1%
Currency	(1)%
<b>Total Tonnage Gases Sales Change</b>	<b>6%</b>

Sales increased 6%, or \$43.8. Volumes increased 6% primarily driven by new plants. Higher energy and raw material contractual cost pass-through to customers increased sales by 1%. Currency decreased sales by 1%.

**Tonnage Gases Operating Income and Margin**

Operating income was lower by 4% due to higher operating costs of \$8, primarily driven by higher maintenance costs, and an unfavorable currency impact of \$2, partially offset by increased volumes of \$6. Operating margin decreased 130 bp from prior year, primarily due to higher maintenance costs.

**Electronics and Performance Materials**

	Three Months Ended 31 December		\$ Change	Change
	2011	2010		
Sales	\$ 535.2	\$ 526.0	\$ 9.2	2%
Operating income	78.1	68.9	9.2	13%
Operating margin	14.6%	13.1%		150bp

**Electronics and Performance Materials Sales**

	% Change from Prior Year
Underlying business	
Volume	1%
Price	1%
Currency	%
<b>Total Electronics and Performance Materials Sales Change</b>	<b>2%</b>

Sales increased due to higher volumes of 1% and higher pricing of 1%. Electronics sales increased 4%, reflecting increased volumes in the tonnage and equipment businesses. Performance Materials sales decreased 1%, due to lower volumes of 6%, partially offset by higher pricing of 4% and favorable currency of 1%. The decrease in volumes was across all product lines.

**Electronics and Performance Materials Operating Income and Margin**

Operating income was higher primarily from lower operating costs of \$13 and higher volumes of \$2, partially offset by lower recovery of raw material costs in pricing of \$3 and unfavorable currency of \$3. Operating margin improved primarily due to better cost performance.

**Table of Contents****Equipment and Energy**

	Three Months Ended 31 December		\$ Change	Change
	2011	2010		
Sales	\$88.8	\$111.9	\$(23.1)	(21)%
Operating income	7.3	20.2	(12.9)	(64)%

**Equipment and Energy Sales and Operating Income**

Sales of \$88.8 and operating income of \$7.3 decreased due to lower air separation unit and LNG heat exchanger activity.

The sales backlog for the Equipment business at 31 December 2011 was \$310, compared to \$334 at 30 September 2011.

**Other**

Other operating income (loss) includes other expense and income that cannot be directly associated with the business segments, including foreign exchange gains and losses and interest income. Also included are LIFO inventory adjustments, as the business segments use FIFO and the LIFO pool adjustments are not allocated to the business segments. Corporate general and administrative costs and research and development costs are fully allocated to the business segments.

Other operating loss was \$(3.7) compared to \$(1.1). No individual items were significant in comparison to the prior year.

**RECONCILIATION OF NON-GAAP FINANCIAL MEASURES**

The presentation of non-GAAP measures is intended to enhance the usefulness of financial information by providing measures which our management uses internally to evaluate our baseline performance on a comparable basis. Presented below are reconciliations of the reported GAAP results to the non-GAAP measures.

**CONSOLIDATED RESULTS**

	Operating Income	Operating Margin <sup>(b)</sup>	Net Income	Diluted EPS
2012 GAAP	\$ 384.7	15.9%	\$ 248.1	\$ 1.16
2011 GAAP	360.6	15.1%	268.6	1.23
Change GAAP	\$ 24.1	80bp	\$ (20.5)	\$ (.07)
% Change GAAP	7%		(8)%	(6)%
2012 GAAP	\$ 384.7	15.9%	\$ 248.1	\$ 1.16
Spanish tax settlement			43.8	.20
2012 Non-GAAP Measure	\$ 384.7	15.9%	\$ 291.9	\$ 1.36
2011 GAAP	\$ 360.6	15.1%	\$ 268.6	\$ 1.23
Net loss on Airgas transaction (tax impact \$16.3) <sup>(a)</sup>	43.5	1.8%	27.2	.12
2011 Non-GAAP Measure	\$ 404.1	16.9%	\$ 295.8	\$ 1.35
Change Non-GAAP Measure	\$ (19.4)	(100bp)	\$ (3.9)	\$ .01
% Change Non-GAAP Measure	(5)%		(1)%	1%



**Table of Contents**

	Effective Tax Rate	
	2012	2011
Income Tax Provision GAAP	\$ 136.1	\$ 81.5
Income before taxes GAAP	\$ 392.4	\$ 357.4
Effective Tax Rate GAAP	34.7%	22.8%
Income Tax Provision GAAP	\$ 136.1	\$ 81.5
Net loss on Airgas transaction tax impact		16.3
Spanish tax settlement	(43.8)	
Income Tax Provision Non-GAAP Measure	\$ 92.3	\$ 97.8
Income before taxes GAAP	\$ 392.4	\$ 357.4
Net loss on Airgas transaction		43.5
Income before taxes Non-GAAP Measure	\$ 392.4	\$ 400.9
Effective Tax Rate Non-GAAP Measure	23.5%	24.4%

(a) Based on average statutory tax rate of 37.44%

(b) Operating Margin is calculated by dividing operating income by sales.

**PENSION BENEFITS**

Refer to Note 9, Retirement Benefits, to the consolidated financial statements for details on pension cost and cash contributions. For additional information on our pension benefits and associated accounting policies, refer to the Pension Benefits section of Management's Discussion and Analysis and Note 15, Retirement Benefits, to the consolidated financial statements in our 2011 Form 10-K.

**LIQUIDITY AND CAPITAL RESOURCES**

We have maintained a strong financial position through the first three months of 2012. We continue to have consistent access to commercial paper markets and cash flow from operations and financing activities are expected to meet liquidity needs for the foreseeable future.

As of 31 December 2011, we had \$395.2 of foreign cash and cash items compared to a total amount of cash and cash items of \$407.3. If the foreign cash and cash items are needed for operations in the U.S. or we otherwise elect to repatriate the funds, we may be required to accrue and pay U.S. taxes on a significant portion of these amounts. However, since we have significant current investment plans outside the U.S., it is our intent to permanently reinvest the majority of our foreign cash and cash items outside the U.S. Further, our current plans do not demonstrate a need to repatriate foreign funds in order to fund U.S. operations.

The narrative below refers to the consolidated statements of cash flows included on page 6.

**Operating Activities**

Net cash provided by operating activities increased \$94.1, or 28%. The increase resulted from the favorable impact of changes in working capital of \$186.2, partially offset by unfavorable adjustments to income to reconcile to cash provided by operating activities of \$71.6 and lower net income of \$20.5.

Changes in working capital increased cash provided by operating activities \$186.2 and primarily included:

A \$171.1 positive cash flow variance from payables and accrued liabilities resulting primarily from higher pension contributions in the prior year.

A \$39.3 positive cash flow variance in trade receivables. This increase was primarily the result of lower sales partially offset by the slower collection of receivables.



**Table of Contents**

A \$24.2 net negative cash flow variance in the other working capital accounts. The decrease is primarily from changes in contracts in progress due to higher spending in the Europe and Asia regions and higher inventory levels. Unfavorable adjustments to reconcile net income to cash provided by operating activities were \$71.6 and primarily included:

A non-cash charge of \$31.5 for the Airgas transaction in the prior year.

An increase in the undistributed earnings of equity affiliates of \$25.3 due to higher dividend payments in the prior year.

**Investing Activities**

Cash used for investing activities increased \$80.2 and primarily included:

Higher capital expenditures for plant and equipment of \$42.8.

A \$21.3 negative cash flow variance from lower proceeds from the sale of assets and investments.

Higher investments and advances to unconsolidated affiliates of \$21.2.

Capital expenditures are detailed in the table below:

	Three Months Ended 31 December	
	2011	2010
Additions to plant and equipment	\$349.7	\$306.9
Investment in and advances to unconsolidated affiliates	21.2	
Capital expenditures on a GAAP basis	\$370.9	\$306.9
Capital lease expenditures <sup>(A)</sup>	28.2	62.1
Purchase of noncontrolling interests <sup>(A)</sup>	6.3	
Capital expenditures on a Non-GAAP basis	\$405.4	\$369.0

<sup>(A)</sup> We utilize a non-GAAP measure in the computation of capital expenditures and include spending associated with facilities accounted for as capital leases and purchases of noncontrolling interests. Certain contracts associated with facilities that are built to provide product to a specific customer are required to be accounted for as leases, and such spending is reflected as a use of cash within cash provided by operating activities. Additionally, the purchase of noncontrolling interests in a subsidiary is accounted for as an equity transaction and will be reflected as a financing activity in the statement of cash flows. The presentation of this non-GAAP measure is intended to enhance the usefulness of information by providing a measure which our management uses internally to evaluate and manage our expenditures.

**Financing Activities**

Cash used for financing activities decreased \$102.3, primarily due to a net increase in borrowings of \$213.8, partially offset by the payment for subsidiary shares from noncontrolling interests of \$58.4, lower proceeds from stock option exercises of \$28.9 and higher dividends paid to shareholders of \$17.1.

Our borrowings (short- and long-term proceeds, net of repayments) were a net increase of \$81.4 as compared to net repayments of \$132.4 during 2011. Borrowings in 2012 included a \$400.0 senior fixed-rate 3.0% note issued on 3 November 2011. Payments in 2012 included \$316.4 of net commercial paper repayments. Payments in 2011 included a \$125.0 maturing medium-term note.

## Edgar Filing: AIR PRODUCTS & CHEMICALS INC /DE/ - Form 10-Q

Total debt at 31 December 2011 and 30 September 2011, expressed as a percentage of the sum of total debt and total equity, was 43.2% and 43.4%, respectively. Total debt increased from \$4,562.2 at 30 September 2011 to \$4,616.0 at 31 December 2011.

## **Table of Contents**

As of 30 September 2011, a 4.25% Eurobond for \$401.6 maturing in 2012 was classified as long-term debt because of our intent and ability to refinance the debt under our \$2,170.0 committed credit facility maturing in 2015 and our intent to refinance via the U.S. or European public or private placement markets. As of 31 December 2011, we no longer intend to refinance this Eurobond and have reclassified it from long-term debt to current portion of long-term debt on the consolidated balance sheet.

During fiscal year 2011, we increased our total multicurrency revolving facility to a total of \$2,170.0 maturing on 30 June 2015. Our only financial covenant is a leverage ratio (long-term debt divided by the sum of long-term debt plus equity) of no greater than 60%. As of 31 December 2011, no borrowings were outstanding under these commitments. Additional commitments totaling \$472.9 are maintained by our foreign subsidiaries, of which \$429.4 was borrowed and outstanding at 31 December 2011.

We are in compliance with all of the financial and other covenants under our debt agreements.

On 15 September 2011, the Board of Directors authorized the repurchase of up to \$1,000 of our outstanding common stock. During the first three months of fiscal year 2012, no shares were repurchased. At 31 December 2011, \$1,000 in share repurchase authorization remains.

## **CONTRACTUAL OBLIGATIONS**

We are obligated to make future payments under various contracts such as debt agreements, lease agreements, unconditional purchase obligations, and other long-term obligations. There have been no material changes to contractual obligations as reflected in the Management's Discussion and Analysis in our 2011 Form 10-K.

## **COMMITMENTS AND CONTINGENCIES**

Refer to Note 16, Commitments and Contingencies, to the consolidated financial statements in our 2011 Form 10-K and for current updates on Litigation and Environmental matters refer to Note 10, Commitments and Contingencies, in this quarterly filing.

## **OFF-BALANCE SHEET ARRANGEMENTS**

There have been no material changes to off-balance sheet arrangements as reflected in the Management's Discussion and Analysis in our 2011 Form 10-K. We are not a primary beneficiary in any material variable interest entity. Our off-balance sheet arrangements are not reasonably likely to have a material impact on financial condition, changes in financial condition, and results of operations or liquidity.

## **RELATED PARTY TRANSACTIONS**

Our principal related parties are equity affiliates operating in the industrial gas business. We did not engage in any material transactions involving related parties that included terms or other aspects that differ from those which would be negotiated at arm's length with clearly independent parties.

## **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

Management's Discussion and Analysis of our financial condition and results of operations is based on the consolidated financial statements and accompanying notes that have been prepared in accordance with U.S. generally accepted accounting principles. The preparation of these financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Our significant accounting policies are described in Note 1, Major Accounting Policies, to the consolidated financial statements and the critical accounting policies and estimates are described in the Management's Discussion and Analysis included in our 2011 Form 10-K. Information concerning our implementation and impact of new accounting standards issued by the FASB is included in Note 2, New Accounting Guidance, to the consolidated financial statements. There have been no changes in accounting policy in the current period that had a material impact on our financial condition, change in financial condition, liquidity, or results of operations.

## **NEW ACCOUNTING GUIDANCE**

## Edgar Filing: AIR PRODUCTS & CHEMICALS INC /DE/ - Form 10-Q

See Note 2, New Accounting Guidance, to the consolidated financial statements for information concerning our implementation and impact of new accounting guidance.

## **Table of Contents**

### **FORWARD-LOOKING STATEMENTS**

This report contains forward-looking statements within the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on management's reasonable expectations and assumptions as of the date this report is filed. 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, slowing of global economic recovery; renewed deterioration in global or regional economic and business conditions; weakening demand for the Company's products; future financial and operating performance of major customers and industries served by the Company; unanticipated contract terminations or customer cancellations or postponement of projects and sales; the success of commercial negotiations; asset impairments due to economic conditions 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; successful development and market acceptance of new products and applications; the ability to attract, hire and retain qualified personnel in all regions of the world where the Company operates; the success of productivity programs; the success and impact of restructuring and cost reduction initiatives; achieving anticipated acquisition synergies; the timing, impact, and other uncertainties of future acquisitions or divestitures; significant fluctuations in interest rates and foreign currencies from that currently anticipated; the continued availability of capital funding sources in all of the Company's foreign operations; the impact of environmental, healthcare, tax or other legislation and regulations in jurisdictions in which the Company and its affiliates operate; the impact of new or changed financial accounting guidance; 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, 2011. 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.

### **Item 3. Quantitative and Qualitative Disclosures About Market Risk**

Information on our utilization of financial instruments and an analysis of the sensitivity of these instruments to selected changes in market rates and prices is included in our 2011 Form 10-K.

There were no material changes to market risk sensitivities for interest rate risk on fixed debt or foreign currency exchange rate risk since 30 September 2011.

The net financial instrument position increased from a liability of \$4,261.1 at 30 September 2011 to a liability of \$4,598.7 at 31 December 2011. The increase is primarily due to the impact of a higher book value of long-term debt (excluding exchange rate impacts), partially offset by the impact of a stronger U.S. Dollar on the translation of foreign currency debt.

### **Item 4. Controls and Procedures**

We maintain a comprehensive set of disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act). As of 31 December 2011 (the Evaluation Date), an evaluation of the effectiveness of our disclosure controls and procedures was carried out under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer. Based upon that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that, as of the end of the period covered by this report these disclosure controls and procedures were effective.

During the quarter that ended on the Evaluation Date, there was no change in internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

**Table of Contents**

**PART II. OTHER INFORMATION**

**Item 6. Exhibits.**

Exhibits required by Item 601 of Regulation S-K

- 10.1 Form of Award Agreement under the Long-Term Incentive Plan of the Company, used for FY2012 awards.
- 12. Computation of Ratios of Earnings to Fixed Charges.
- 31.1. Certification by the Principal Executive Officer pursuant to Rule 13a-14(a) or Rule 15d-14(a) of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 31.2. Certification by the Principal Financial Officer pursuant to Rule 13a-14(a) or Rule 15d-14(a) of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 32. Certification by the Principal Executive Officer and Principal Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- 101.INS XBRL Instance Document
- 101.SCH XBRL Taxonomy Extension Schema
- 101.CAL XBRL Taxonomy Extension Calculation Linkbase
- 101.LAB XBRL Taxonomy Extension Label Linkbase
- 101.PRE XBRL Taxonomy Extension Presentation Linkbase
- 101.DEF XBRL Taxonomy Extension Definition Linkbase

The certification attached as Exhibit 32 that accompanies this Quarterly Report on Form 10-Q, is not deemed filed with the Securities and Exchange Commission and is not to be incorporated by reference into any filing of Air Products and Chemicals, Inc. under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, whether made before or after the date of this Form 10-Q, irrespective of any general incorporation language contained in such filing.

In accordance with Rule 406T of Regulation S-T, the information in these exhibits shall not be deemed to be filed for purposes of Section 18 of the Exchange Act, or otherwise subject to the liability of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.



**Table of Contents**

**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)

Date: 27 January 2012

By:

/s/ Paul E. Huck  
Paul E. Huck  
Senior Vice President and Chief Financial Officer

32

**Table of Contents**

**EXHIBIT INDEX**

- 10.1 Form of Award Agreement under the Long-Term Incentive Plan of the Company, used for FY2012 awards.
- 12. Computation of Ratios of Earnings to Fixed Charges.
- 31.1. Certification by the Principal Executive Officer pursuant to Rule 13a-14(a) or Rule 15d-14(a) of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 31.2. Certification by the Principal Financial Officer pursuant to Rule 13a-14(a) or Rule 15d-14(a) of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 32. Certification by the Principal Executive Officer and Principal Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- 101.INS XBRL Instance Document
- 101.SCH XBRL Taxonomy Extension Schema
- 101.CAL XBRL Taxonomy Extension Calculation Linkbase
- 101.LAB XBRL Taxonomy Extension Label Linkbase
- 101.PRE XBRL Taxonomy Extension Presentation Linkbase
- 101.DEF XBRL Taxonomy Extension Definition Linkbase

The certification attached as Exhibit 32 that accompanies this Quarterly Report on Form 10-Q, is not deemed filed with the Securities and Exchange Commission and is not to be incorporated by reference into any filing of Air Products and Chemicals, Inc. under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, whether made before or after the date of this Form 10-Q, irrespective of any general incorporation language contained in such filing.

In accordance with Rule 406T of Regulation S-T, the information in these exhibits shall not be deemed to be filed for purposes of Section 18 of the Exchange Act, or otherwise subject to the liability of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.