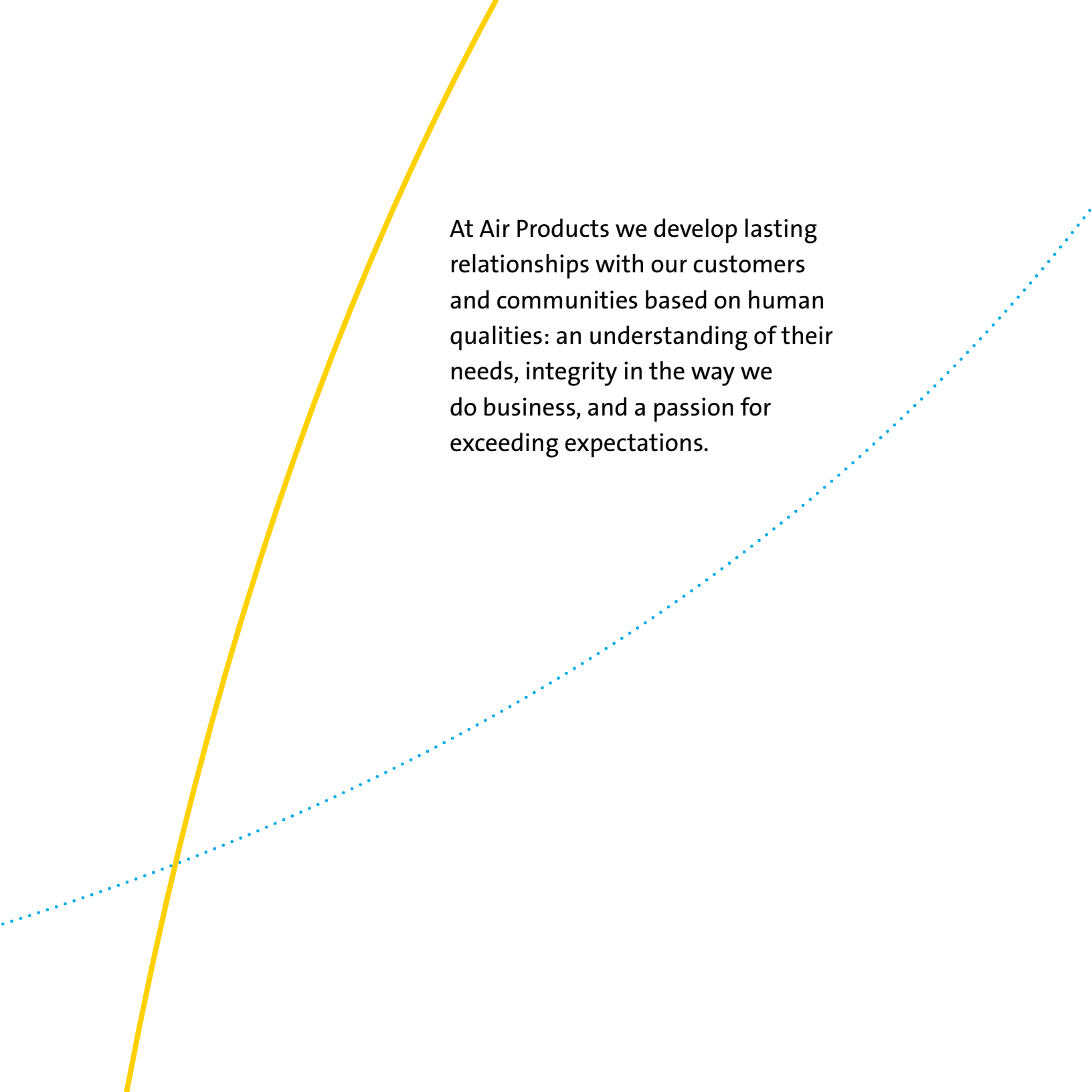




**tell me more**

**Who We Are**



At Air Products we develop lasting relationships with our customers and communities based on human qualities: an understanding of their needs, integrity in the way we do business, and a passion for exceeding expectations.

Understanding.  
Integrity.  
Passion.

Words that describe our people—  
the heart of the Air Products difference.

# Relationships built on understanding

Relationships are the rock on which we've built our company. They are rooted in an understanding of the needs and interests of the people who depend on us. Customers. Investors. Our own people. We gain that understanding through dialogue, to arrive at a moment of discovery, for mutual gain. Tell me more captures the spirit of that continuing conversation.

That's how we've always done it. It goes back to our founder, Leonard Parker Pool. He understood what industrial gas users wanted. Then he found a way to give it to them, fundamentally changing the industry forever. Listening, understanding, providing—it's the Air Products way.



How does a corporation achieve

# extraordinary results?

Through motivated, high-performing people who realize their own dreams. That approach has worked for us.

We offer our people work to challenge them, resources to support them, earnings to reward their effort, and room to spread their wings. The goal is to serve and satisfy their interests and ours at the same time. Only when we succeed as individuals can we succeed as a team. That's why we look for the most talented people and give them opportunity to grow.



# More than just a business

There's more to business than business. At Air Products, we've made a handsome profit for our investors for seven decades, through an enterprise with global reach and impact. But we've achieved much more than that.

We've also earned a reputation around the world for integrity and accountability, as a good neighbor and a faithful friend. We are a leader in safety and the environment, in sustainable development and community action, in ethical behavior and corporate governance. This has gained for us the respect of our customers, our suppliers, our investors, our neighbors, and our own people as well. We build relationships that stand the test of time. Our enduring values are at the heart of our proud tradition of excellence.



How does a corporation  
become the

best  
company to work for?



That's an ambitious goal—to be the best company to work for. Is it realistic? We think so. It complements our other aims—serving our customers, achieving excellent results, and being more than a profit generator. Here's how we expect to do it.

We provide an atmosphere of inclusion and respect. We value everyone's opinion. We provide our people challenging, satisfying work and the opportunity to develop their talents and advance their careers. And above all, we make sure our people are as safe and sound when they return home as they are when they arrive for work.

We want our people to feel valued and take pride in contributing to a great enterprise. We want them to know they work in an atmosphere of trust where they can say what they think and make a difference. We expect them to continue to learn and grow. We reward them for their commitment and contribution. And we hope they sense that they are part of something special.

That, in essence, is the Air Products experience for Air Products people.

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