

We are Air Products.



- We make transportation fuels cleaner with *hydrogen* . . .
- We make semiconductors faster and displays brighter with *electronic materials* . . .
- We make coatings and adhesives more environmentally friendly with *performance materials* . . .
- We make remote natural gas economical to transport with *liquefied natural gas heat exchangers* . . .
- We make the cost of energy cheaper by supplying *oxygen* for coal gasification . . .
- We make the future *hydrogen* economy possible with *fueling infrastructure* . . .



Air Products has been enabling its customers to become more productive, energy-efficient and sustainable for more than 70 years. With our atmospheric gases, process and specialty gases, performance materials, equipment, and technologies, we supply innovative solutions to energy, environment and emerging markets. Our aim at Air Products is to develop lasting relationships with our customers and communities based on human qualities: an understanding of their needs, integrity and honesty in the way we do business, and a passion for exceeding expectations.

Over 70 Years of Growth

Air Products was established in 1940 in Detroit, Michigan, on the strength of a simple but then revolutionary idea: the “on-site” concept of producing and selling industrial gases, primarily oxygen. At the time, most oxygen was sold as a highly compressed gas product in cylinders that weighed five times more than the gas itself. Air Products proposed building oxygen gas generating facilities adjacent to large-volume users, thereby reducing distribution costs. The concept of piping the gas directly from the generator to the point of use proved sound and technically solvable.

Air Products Today

- Over 18,000 employees around the world
- Operations in more than 40 countries
- Fiscal 2011 revenues of approximately \$10 billion
- Ranked 265th in sales among Fortune magazine’s May 2012 list of the 500 largest U.S. corporations

Serving a Diversity of Markets

Merchant Gases

Industrial and medical customers depend on our oxygen, nitrogen, argon, helium, hydrogen, and medical and specialty gases for a wide range of applications. We supply most merchant gas in liquid form to small and larger customers—delivered by the Air Products tankers you see on the road. We provide smaller quantities of our “packaged” gases in cylinders and dewars for customers who require more exacting quantities for their processes. Our proprietary on-site gas generation devices (cryogenic and noncryogenic) meet customers’ varying purity, pressure and flow rate requirements economically. Major end markets include glassmaking, steel, nonferrous, oil field services, pulp and paper, water systems, metal manufacturing, chemical processing, rubber and plastics, packaging, food and beverage, medical, research and analytical, aerospace, and electronics.

Tonnage Gases, Equipment and Energy

Through our Tonnage Gases segment, we supply hydrogen, carbon monoxide, synthesis gas, nitrogen and oxygen via large on-site facilities or pipeline systems to meet the needs of large-volume, or tonnage, industrial gas users. We either construct a gas plant adjacent to or near the customer’s facility or

deliver product through a pipeline from a nearby location. In our Equipment and Energy segment, we design and manufacture cryogenic and gas processing equipment for air separation, hydrocarbon recovery and purification, and natural gas liquefaction (LNG); and equipment for helium distribution. We are pioneering technologies to serve the changing needs of future industrial and energy markets. Major end markets include petroleum refining, chemical and petrochemical manufacturing, oil and gas recovery and processing, coal gasification, steel and primary metals processing.

Electronics and Performance Materials

Our electronics gases, materials, services and related equipment enable silicon and compound semiconductors and LCDs to power our digital world. We also supply critical materials and services to light-emitting diode (LED) and photovoltaics manufacturers. In our performance materials end markets, our expertise in surface chemistry is being put to work to develop better-performing products and eco-friendly formulations. Major end markets include silicon and compound semiconductors (ICs), thin-film transistor liquid crystal displays (TFT-LCDs), photovoltaic devices, LEDs, coatings, inks, adhesives, civil engineering, personal care, institutional and industrial cleaning, mining, oil field and and polyurethane production.



For additional corporate, financial, product or environmental information about Air Products, please visit the company’s Web site at www.airproducts.com.

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