Airgas®

Earnings Teleconference
First Quarter Ended June 30, 2010

July 21, 2010

FORWARD-LOOKING STATEMENTS

This presentation contains statements that are forward looking. Forward-looking statements include the statements identified as forward-looking in the Company's press release announcing its quarterly earnings, as well as any statement that is not based on historical fact, including statements containing the words "believes," "may," "plans," "will," "could," "should," "estimates," "continues," "anticipates," "intends," "expects" and similar expressions. All forward-looking statements are based on current expectations regarding important risk factors and should not be regarded as a representation by us or any other person that the results expressed therein will be achieved. Airgas assumes no obligation to revise or update any forward-looking statements for any reason, except as required by law. Important factors that could cause actual results to differ materially from those contained in any forward-looking statement include the factors identified in the Company's press release announcing its quarterly earnings, as well as other factors described in the Company's reports, including its March 31, 2010 Form 10-K and other forms filed by the Company with the Securities and Exchange Commission. The Company notes that forward-looking statements made in connection with a tender offer are not subject to the safe harbors created by the Private Securities Litigation Reform Act of 1995. The Company is not waiving any other defenses that may be available under applicable law.

ADDITIONAL INFORMATION

This press release does not constitute an offer to buy or solicitation of an offer to sell any securities. In response to the tender offer commenced by Air Products Distribution, Inc., a wholly owned subsidiary of Air Products and Chemicals, Inc., Airgas has filed a solicitation/recommendation statement on Schedule 14D-9 with the U.S. Securities and Exchange Commission ("SEC"). INVESTORS AND SECURITY HOLDERS OF AIRGAS ARE URGED TO READ THESE AND OTHER DOCUMENTS FILED WITH THE SEC CAREFULLY IN THEIR ENTIRETY BECAUSE THEY CONTAIN IMPORTANT INFORMATION. Investors and security holders may obtain free copies of these documents and other documents filed with the SEC by Airgas through the web site maintained by the SEC at http://www.sec.gov. Also, materials related to Air Products' Unsolicited Proposals are available in the "Investor Information" section of the Company's website at www.airgas.com, or through the following web address: http://investor.shareholder.com/arg/airgascontent.cfm. In addition, Airgas has filed a preliminary proxy statement on Schedule 14A with the SEC on July 8, 2010 in connection with the solicitation of proxies for the 2010 Annual Meeting of Airgas stockholders. Airgas expects to file a definitive proxy statement with the SEC in connection with the solicitation of proxies for the 2010 annual meeting of Airgas stockholders and may file other proxy solicitation material in connection therewith. Any definitive proxy statement will be mailed to stockholders of Airgas. INVESTORS AND SECURITY HOLDERS OF AIRGAS ARE URGED TO READ THESE AND OTHER DOCUMENTS FILED WITH THE SEC CAREFULLY IN THEIR ENTIRETY WHEN THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION. Investors and security holders will be able to obtain free copies of these documents (when available) and other documents filed with the SEC by Airgas through the web site maintained by the SEC at http://www.sec.gov.

CERTAIN INFORMATION REGARDING PARTICIPANTS

Airgas and certain of its directors and executive officers may be deemed to be participants under the rules of the SEC. Security holders may obtain information regarding the names, affiliations and interests of Airgas' directors and executive officers in Airgas' Annual Report on Form 10-K for the year ended March 31, 2010, which was filed with the SEC on May 27, 2010, and its proxy statement for the 2009 Annual Meeting, which was filed with the SEC on July 13, 2009 and its preliminary proxy statement for the 2010 Annual Meeting, which was filed with the SEC on July 8, 2010. To the extent holdings of Airgas securities have changed, such changes have been or will be reflected on Statements of Change in Ownership on Form 4 filed with the SEC. These documents can be obtained free of charge from the sources indicated above. Additional information regarding the interests of these participants in any proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will also be included in any proxy statement and other relevant materials to be filed with the SEC if and when they become available.

First Quarter Recap

- Strong performance as economy emerges from recession
- 1Q11 Adjusted EPS* $0.83
  - Second-best earnings quarter in Airgas history
  - Revenues not yet recovered to pre-recessionary levels
- Same-store sales up +6% YoY
  - Daily sales improved +5% sequentially
  - Broad-based momentum, led by manufacturing
- Strategic Accounts sales up 12%; now represent 20% of total sales
- Adjusted Operating Margin* 12.3% (up 130 bps YoY)
  - Strong operating leverage on sales growth
- Raised FY11 Adj. EPS* guidance by more than 7% to $3.15 to $3.30
  - Represents 21% to 27% growth before SAP costs
- Free Cash Flow* of $113 million
- Adjusted Debt* reduction of $83 million
- Increased 2Q11 dividend by 14% to 25¢

* See attached reconciliations of non-GAAP measures

Strategic Products Overview

	1Q11 Organic Growth	1Q11 Seq. DSR Growth
Total Strategic Products	+9%	+7%
Total Same-Store Sales	+6%	+5%

Strategic Products represent more than 40% of total sales and have strong growth profiles due to:

- ***Favorable customer segments***
- ***Application development***
- ***Increasing environmental regulation***
- ***Strong cross-sell***

Strategic Products	1Q11 Organic Growth	1Q11 Seq. DSR Growth	***Quarterly Sales Commentary / Long-Term Growth Accelerators***
Safety Products	+15%	+8%	***1Q11: Broad-based increase in customer activity, most pronounced in manufacturing; continued strong existing customer penetration*** ***Long-term: Strong cross-sell, customer base under-penetrated***
Bulk Gas	+8%	+4%	***1Q11: Sequential and YoY improvement in industrial mfg, including steel, and auto; continued strength in food-freezing*** ***Long-term: Application growth, engineering solutions, sales force presence in the field***
Medical Sales	+3%	+3%	***1Q11: Relatively resilient throughout downturn; slowing in elective and non-critical procedures more than offset by new customer signings*** ***Long-term: Population demographics for respiratory therapy, full range of supply modes, strong cross-sell***
Specialty Gas	+7%	+3%	***1Q11: Higher YoY volumes; sequential improvement in demand for core spec gases, including EPA protocols*** ***Long-term: Application growth, environmental regulations, enhanced capabilities***
CO_2/Dry Ice	+5%	+19%	***1Q11: Sequential improvement due to normal seasonality of business*** ***Long-term: Food product applications, beverage market***

Consolidated Results

($ in millions, except per share amounts)	1Q11	4Q10	Seq. Var.	1Q10	YoY Var.
Sales	**$ 1,053**	**$ 983**	**+7%**	**$ 982**	**+7%**
Gas & Rent Sales Mix	*64.2%*	*63.8%*		*65.0%*	
Same-Store Sales					**+6%**
Price					*+1%*
Volume					*+5%*
Gas & Rent SSS					**+5%**
Hardgoods SSS					**+8%**
Acquired Sales Contribution					+1%
Gross Profit	$ 578	$ 535		$ 543	
Gross Margin	***54.9%***	***54.4%***	***+ 50 bps***	***55.3%***	***-40 bps***
Adjusted Operating Income*	$ 130	$ 105	+24%	$ 108	+20%
Adjusted Operating Margin*	***12.3%***	***10.7%***	***+ 160 bps***	***11.0%***	***+ 130 bps***
EPS	**$ 0.76**	**$ 0.47**	**+62%**	**$ 0.66**	**+15%**
Significant Charges Included in EPS:					
Costs related to unsolicited takeover attempt	0.03	0.18		-	
Loss on early extinguishment of debt	0.02	0.07		-	
Multi-employer pension plan withdrawal	0.02	-		-	
Income tax benefit	-	(0.03)		-	
Adjusted EPS*	**$ 0.83**	**$ 0.69**	**+20%**	**$ 0.66**	**+26%**
Weighted Average Shares Outstanding	85.3	84.7	+1%	83.3	+2%
Return on Capital (LTM) *	**10.5%**	**10.0%**		**11.8%**	
Free Cash Flow *	**$ 113**	**$ 121**		**$ 119**	
Adjusted Debt *	**$ 1,721**	**$ 1,805**		**$ 1,981**	

- ***Incremental selling day***
- ***Daily Sales Rate +5% seq.***

* See attached reconciliations of non-GAAP measures
Note: Certain reclassifications have been made to prior period financial statements to conform to the current presentation.

Segment Results

Distribution

($ in millions)	1Q11	4Q10	Seq. Var.	1Q10	YoY Var.
Sales	**$ 932**	**$ 889**	**+5%**	**$ 875**	**+7%**
Gas & Rent Sales Mix	*59.7%*	*60.1%*		*60.9%*	
Same-Store Sales					**+5%**
Price					*+1%*
Volume					*+4%*
Gas & Rent SSS					**+3%**
Hardgoods SSS					**+8%**
Gross Profit	$ 517	$ 491		$ 490	
Gross Margin	***55.5%***	***55.3%***	***+ 20 bps***	***56.1%***	***-60 bps***
Adjusted Operating Income*	$ 107	$ 100	+7%	$ 90	+19%
Adjusted Operating Margin*	***11.5%***	***11.2%***	***+ 30 bps***	***10.3%***	***+ 120 bps***

- ***Incremental selling day***
- ***Daily Sales Rate +3% seq.***

All Other Operations

($ in millions)	1Q11	4Q10	Seq. Var.	1Q10	YoY Var.
Sales	**$ 128**	**$ 100**	**+28%**	**$ 113**	**+14%**
Same-Store Sales					**+13%**
Gross Margin	***46.9%***	***43.3%***	***+ 360 bps***	***46.7%***	***+ 20 bps***
Operating Income	$ 23	$ 5	+317%	$ 18	+25%
Operating Margin	***17.7%***	***5.4%***	***+ 1230 bps***	***16.1%***	***+ 160 bps***

* See attached reconciliations of non-GAAP measures
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Capital Expenditures

($ in millions)	**1Q11**	**1Q10**
Cylinders and Bulk Tanks	$ 19	$ 16
Machinery and Equipment	13	14
Computers	1	2
Rental Welders	-	-
Construction-in-Process, Buildings & Land	22	27
Other ^	6	8
TOTAL	**$ 61**	**$ 67**
% of Sales	***5.8%***	***6.9%***

^ Includes Vehicles, Furniture & Fixtures and other items not specifically identified.

2Q11 & FY11 Guidance Summary

- **Guidance**

	2Q11	FY11 (Updated)
Adjusted EPS	**$0.78 to $0.82**	**$3.15 to $3.30**
YoY % Growth	+15% to +21%	+18% to +23%
SAP implementation costs included in guidance	*$0.03*	*$0.10*
YoY % Growth ex- SAP costs	*+19% to +25%*	*+21% to +27%*
Same-Store Sales Growth	**High Single Digits**	**Mid to High Single Digits**
Operating Margin		**12.0% to 12.5%**
Capex		**~5.5% of Sales**

- **Assumptions**
  - Tax rate 38%-39%
  - Includes SAP implementation costs
  - Includes acquisitions closed through 7/20/10
  - Does not incorporate the impact of debt extinguishment or multi-employer pension plan withdrawal charges, if any, or future costs related to unsolicited takeover attempt

Ahead of schedule on mid-term earnings goal of $4.20+ per share in calendar 2012

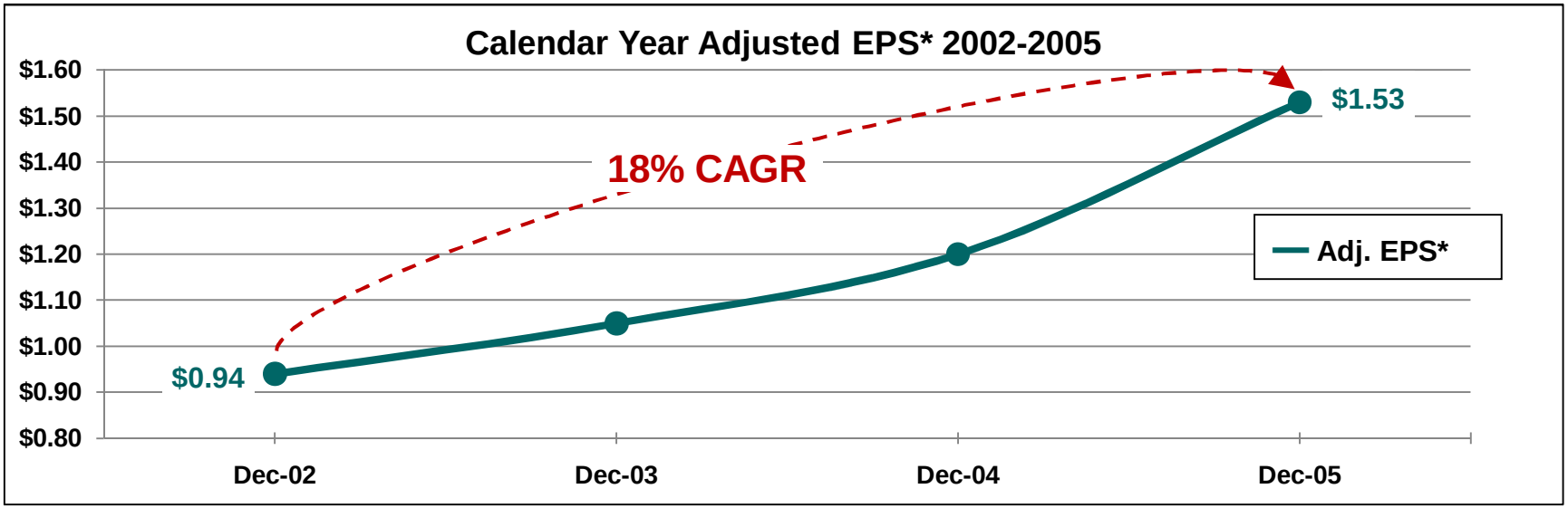
Path to 2Q11 & FY11 EPS Guidance

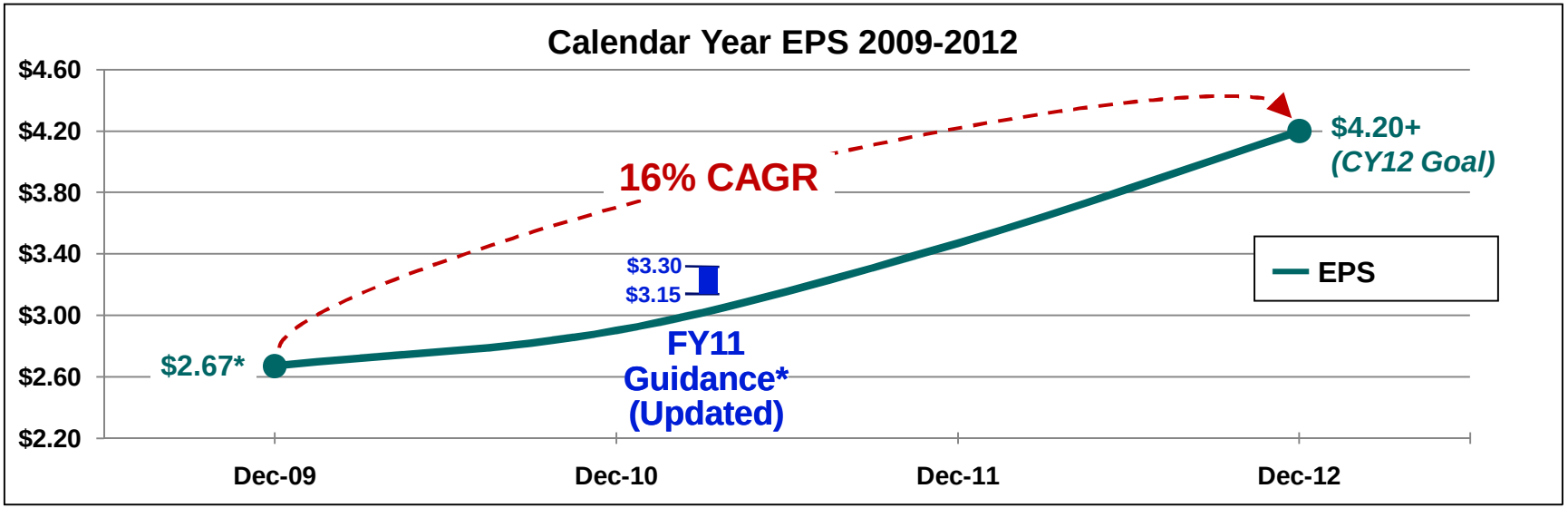
2Q11	
1Q11 Adjusted EPS*	$0.83
Refrigerants & Rental Welder Business	(0.05)
SAP Implementation	(0.01)
Sales Growth / Price Increase Improving Economy Operating Efficiencies	0.01 - 0.05 *(+1% to +6%)*
EPS Guidance	**$0.78 - $0.82**

FY11 (Updated)	
FY10 Adjusted EPS*	$2.68
Variable Compensation Reset (Bonus/Commissions)	(0.10)
SAP Implementation	(0.10)
Tax Rate / Share Count	(0.06)
Sales Growth / Price Increase Improving Economy Operating Efficiencies	0.73 - 0.88 *(+27% to +33%)*
Adjusted EPS* Guidance	**$3.15 - $3.30**

* See attached reconciliations of non-GAAP measures

Post-Recession EPS Growth





* See attached reconciliations of non-GAAP measures

Note: "CAGR" = Compound Annual Growth Rate

Significant Upside Remains for Airgas Shareholders

- Acquisition opportunities still abundant in a highly-fragmented industry – considerable leverage to our premier distribution infrastructure
- Sales & marketing alignment by customer segment only recently expanded to all target segments – tremendous leverage to fast-growing Strategic Accounts program
- Customer-centric operating culture will enhance cross-sell opportunities for an already compelling product and service offering
- Strategic Products growth will continue to outperform the core business during the economic recovery
- SAP platform to unlock significant yet-to-be-quantified incremental benefits – provide upside to our mid-term financial targets
- Agility to identify and quickly integrate adjacencies – opportunities for additional adjacencies

Non-GAAP Reconciliations:

Adjusted Operating Income & Adjusted Operating Margin

Consolidated Airgas

(Dollars in thousands)	Three Months Ended June 30, 2010	March 31, 2010	June 30, 2009
Net sales	$ 1,052,656	$ 983,308	$ 981,991
Operating income	$ 122,751	$ 81,883	$ 107,909
Operating margin	11.7%	8.3%	11.0%
Plus:			
Costs related to unsolicited takeover attempt	3,787	23,435	-
Multi-employer pension plan withdrawal charges	3,204	-	-
Adjusted operating income	**$ 129,742**	**$ 105,318**	**$ 107,909**
Adjusted operating margin	**12.3%**	**10.7%**	**11.0%**

Distribution Segment

(Dollars in thousands)	Three Months Ended June 30, 2010	March 31, 2010	December 31, 2009	September 30, 2009	June 30, 2009
Net sales	$ 931,840	$ 889,139	$ 854,476	$ 860,267	$ 874,592
Operating income	$ 103,844	$ 99,875	$ 89,306	$ 92,388	$ 89,749
Operating margin	11.1%	11.2%	10.5%	10.7%	10.3%
Plus:					
Multi-employer pension plan withdrawal charges	3,204	-	4,950	1,700	-
Adjusted operating income	**$ 107,048**	**$ 99,875**	**$ 94,256**	**$ 94,088**	**$ 89,749**
Adjusted operating margin	**11.5%**	**11.2%**	**11.0%**	**10.9%**	**10.3%**

The Company believes the above adjusted operating income and adjusted operating margin computations help investors assess the Company's operating performance without the impact of charges associated with the Company's withdrawal from multi-employer pension plans and costs related to Air Products' unsolicited takeover attempt. Non-GAAP numbers should be read in conjunction with GAAP financial measures, as non-GAAP metrics are merely a supplement to, and not a replacement for, GAAP financial measures. It should be noted as well that our adjusted operating income and adjusted operating margin computations may be different from the adjusted operating income and adjusted operating margin computations provided by other companies. Certain reclassifications have been made to prior period financial statements to conform to the current presentation.

Non-GAAP Reconciliations:

Adjusted Earnings Per Diluted Share

Quarterly

	Three Months Ended			
	June 30, 2010	March 31, 2010	September 30, 2009	June 30, 2009
Earnings per diluted share	$ 0.76	$ 0.47	$ 0.65	$ 0.66
Adjustments to earnings per diluted share:				
Costs related to unsolicited takeover attempt	0.03	0.18	-	-
Loss on debt extinguishment	0.02	0.07	0.02	-
Multi-employer pension plan withdrawal charges	0.02	-	0.01	-
Non-recurring tax benefit	-	(0.03)	-	-
Adjusted earnings per diluted share	$ 0.83	$ 0.69	$ 0.68	$ 0.66

Annual

	Year Ended March 31, 2010	(Guidance Range) Year Ended March 31, 2011			
		Low	YoY Change	High	YoY Change
Earnings per diluted share	$ 2.34	$ 3.08		$ 3.23	
Adjustments to earnings per diluted share:					
Costs related to unsolicited takeover attempt	0.18	0.03		0.03	
Loss on debt extinguishment	0.14	0.02		0.02	
Multi-employer pension plan withdrawal charges	0.05	0.02		0.02	
Non-recurring tax benefit	(0.03)	-		-	
Adjusted earnings per diluted share	$ 2.68	$ 3.15	18%	$ 3.30	23%

The Company believes that adjusted earnings per diluted share above provide investors meaningful insight into the Company's earnings trend without the impact of debt extinguishment charges, multi-employer pension plan withdrawal charges, and costs related to the unsolicited takeover attempt. Non-GAAP numbers should be read in conjunction with GAAP financial measures, as non-GAAP metrics are merely a supplement to, and not a replacement for, GAAP financial measures. It should be noted as well that our adjusted earnings per diluted share metric may be different from adjusted earnings per diluted share metrics provided by other companies.

Non-GAAP Reconciliations:

Adjusted Earnings Per Diluted Share – Calendar Year Basis

	Calendar Year Ended December 31,				
	2009	2005	2004	2003	2002
Earnings per diluted share	$ 2.55	$ 1.48	$ 1.18	$ 1.04	$ 0.82
Adjustments:					
Loss on debt extinguishment	0.07	-	-	-	-
Multi-employer pension plan withdrawal charges	0.05	-	-	-	-
Legal Settlement	-	-	-	-	0.08
Restructuring charge (recovery)	-	-	(0.01)	-	0.03
Insurance gain	-	-	-	(0.02)	-
Fire Losses	-	-	-	0.02	-
Acquisition integration costs	-	0.01	0.03	-	-
Employee separation costs	-	0.01	-	-	-
Hurricane losses	-	0.02	-	-	-
Losses from discontinued operations	-	0.01	-	0.01	0.01
Adjusted earnings per diluted share	**$ 2.67**	**$ 1.53**	**$ 1.20**	**$ 1.05**	**$ 0.94**

The Company believes that adjusted earnings per diluted share above provide investors meaningful insight into the Company's earnings trend without the impact of debt extinguishment charges, multi-employer pension plan withdrawal charges, the settlement of material litigation, restructuring charges, insurance gains, fire losses, the costs of the BOC acquisition integration, employee separation costs, hurricane losses and losses from discontinued operations. Non-GAAP numbers should be read in conjunction with GAAP financial measures, as non-GAAP metrics are merely a supplement to, and not a replacement for, GAAP financial measures. It should be noted as well that our adjusted earnings per diluted share metric may be different from adjusted earnings per diluted share metrics provided by other companies.

Non-GAAP Reconciliations:

Adjusted Cash from Operations, Adjusted Capital Expenditures & Free Cash Flow

(Amounts in thousands)	Three Months Ended June 30, 2010	Three Months Ended March 31, 2010	Three Months Ended June 30, 2009
Net cash (used) provided by operating activities	$ (129,679)	$ 188,312	$ 162,259
Adjustments to cash provided by operating activities:			
Cash used by the securitization of trade receivables	295,000	(27,100)	15,900
Stock issued for employee stock purchase plan	3,580	4,092	3,888
Tax benefit realized from the exercise of stock options	1,952	11,620	1,334
Adjusted cash from operations	**$ 170,853**	**$ 176,924**	**$ 183,381**
Capital expenditures	$ (61,121)	$ (61,154)	$ (67,312)
Adjustments to capital expenditures:			
Proceeds from sales of plant & equipment	3,338	5,577	2,510
Adjusted capital expenditures	**$ (57,783)**	**$ (55,577)**	**$ (64,802)**
Free Cash Flow	**$ 113,070**	**$ 121,347**	**$ 118,579**

The Company believes that free cash flow and adjusted cash from operations provide investors meaningful insight into the Company's ability to generate cash from operations, which is available for servicing debt obligations and for the execution of its business strategy, including acquisitions, the prepayment of debt, the payment of dividends, or to support other investing and financing activities. Non-GAAP numbers should be read in conjunction with GAAP financial measures, as non-GAAP metrics are merely a supplement to, and not a replacement for, GAAP financial measures. It should be noted as well that our free cash flow and adjusted cash from operations metrics may be different from free cash flow and adjusted cash from operations metrics provided by other companies.

Non-GAAP Reconciliations:

Return on Capital & Adjusted Debt

(In thousands)	June 30, 2010	March 31, 2010	June 30, 2009
Adjusted operating Income - Trailing Four Quarters	$ 451,496	$ 429,683	$ 497,922
Five Quarter Average of Total Assets	$ 4,507,863	$ 4,428,239	$ 4,320,704
Five Quarter Average of Securitized Trade Receivables	217,577	288,500	337,380
Five Quarter Average of Current Liabilities (exclusive of debt)	(425,637)	(419,959)	(444,625)
Five Quarter Average Capital Employed	$ 4,299,803	$ 4,296,780	$ 4,213,459
Return on Capital	**10.5%**	**10.0%**	**11.8%**

The Company believes this return on capital computation helps investors assess how effectively the Company uses the capital invested in its operations. Our management uses return on capital as one of the metrics for determining employee compensation. Non-GAAP numbers should be read in conjunction with GAAP financial measures, as non-GAAP metrics are merely a supplement to, and not a replacement for, GAAP financial measures. It should be noted as well that our return on capital computation information may be different from the return on capital computations provided by other companies.

(In thousands)	June 30, 2010	March 31, 2010	June 30, 2009
Current portion of long-term debt	$ 9,589	$ 10,255	$ 11,033
Long-term debt, excluding current portion	1,711,630	1,499,384	1,675,194
Net debt	1,721,219	1,509,639	1,686,227
Securitization of trade receivables	-	295,000	295,000
Adjusted debt	**$ 1,721,219**	**$ 1,804,639**	**$ 1,981,227**

Prior to April 1, 2010, the Company used adjusted debt to provide investors with a more meaningful measure of the Company's debt obligations by adjusting for funds received under the trade receivables securitization program, the outstanding amounts of which were previously not recognized on the Company's balance sheet. On April 1, 2010, the Company adopted new accounting guidance which affected the presentation of its trade receivables securitization program. Under the new guidance, proceeds received under the securitization are treated as secured borrowings, and therefore are reflected on the balances sheet. Previously, they were treated as proceeds from the sale of trade receivables.