



Pall Corporation

FY 2013 Fact Book

Company Profile

Pall Corporation has become a global leader in the high-tech filtration, separation, and purification industry by meeting the diverse needs of customers across the broad spectrum of life sciences and industry. The company's highly engineered process solutions protect people and critical assets, while minimizing emissions and waste.

Manufacturers of all types as well as hospitals, laboratories, airlines, and municipal water suppliers rely on our filters to produce safe, high-quality products. They invest in them to protect precious fluids, the environment and prolong the life of expensive equipment. Our technological advances purify oils and gases, filter contaminants from water, protect the integrity of microelectronics and accelerate the discovery, development and scale-up of biotech drugs.

The company is organized around two broad market segments, Life Sciences and Industrial:

Pall Life Sciences

Pall Life Sciences provides cutting-edge products and services to meet the demanding needs of customers discovering, developing and producing biotech drugs, vaccines and classic pharmaceuticals. The company's membranes and membrane devices optimize detection and sample preparation in the drug research, clinical diagnostics, genomics, and proteomics markets. Pall is a leading provider of separation systems and single-use filtration and purification technologies to pharmaceutical and biotechnology companies. Within Medical, Pall technologies are often a patient's last line of defense from dangerous pathogens. For foods and beverages, our products provide critical protection from contaminants during various manufacturing steps.

Pall Industrial

Pall Industrial serves an extremely diverse range of customers in fast-growing and established markets and regions. We have a long history of providing filtration products for use in critical applications on military and commercial aerospace vehicles and we are a key supplier to the rapidly innovating and technically demanding semiconductor and consumer electronics industries. Our products also are key to the reliability of construction and mining equipment. Pall engineered solutions help municipal and industrial customers economically address mounting water quality, scarcity and demand issues. And we help energy companies maximize production and develop commercially successful cleaner-burning and alternative fuels.

Headquartered in Port Washington, Long Island, New York, Pall has operations in every major country. Pall's shares are listed on the New York Stock Exchange (PLL). <http://www.pall.com>.

Quick Facts

Executive Team

Lawrence D. Kingsley
Chairman & Chief Executive Officer

Akhil Johri
Chief Financial Officer

Michael Egholm, Ph.D.
Chief Technology Officer

Yves Baratelli
President, Life Sciences

Ruby Chandy
President, Industrial

Eric Garnier
President, Pall Asia

Wolfgang Platz
President, Pall Europe

Roya Behnia
Senior Vice President, General
Counsel & Corporate Secretary

Kenneth V. Camarco
Senior Vice President, Global
Operations & Business Systems

Ken Frank
Senior Vice President,
Pall Corporation
President, BioPharmaceuticals

Richard Jackson
Senior Vice President, Operations

R. Brent Jones
Vice President, Finance & Treasurer

H. Alex Kim
Senior Vice President, Business
Development & Strategic Planning

Julie R. Taylor
Senior Vice President, Human
Resources

Date & State of Incorporation
July 31, 1946, New York

Listed Security
PLL Common Stock (NYSE:PLL)

Fiscal Year End
July 31

Investor Relations Contact

R. Brent Jones
Vice President, Finance & Treasurer
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516.801.9754 fax
investor_relations@pall.com

Global Drivers for the Filtration Market

- Product Quality, Productivity & Innovation
- Environmental & Regulatory Requirements
- Emerging & Mutating Pathogens
- Water & Energy Management
- Global Demographic Changes

Strategies for Growth

For Top Line Growth

- Focus on growth markets and regions
- Leverage both organic & acquisitive growth opportunities
- Expand technology leadership
- Continue to build consumables revenue stream
- Emphasize systems opportunities that maximize consumables pull-through

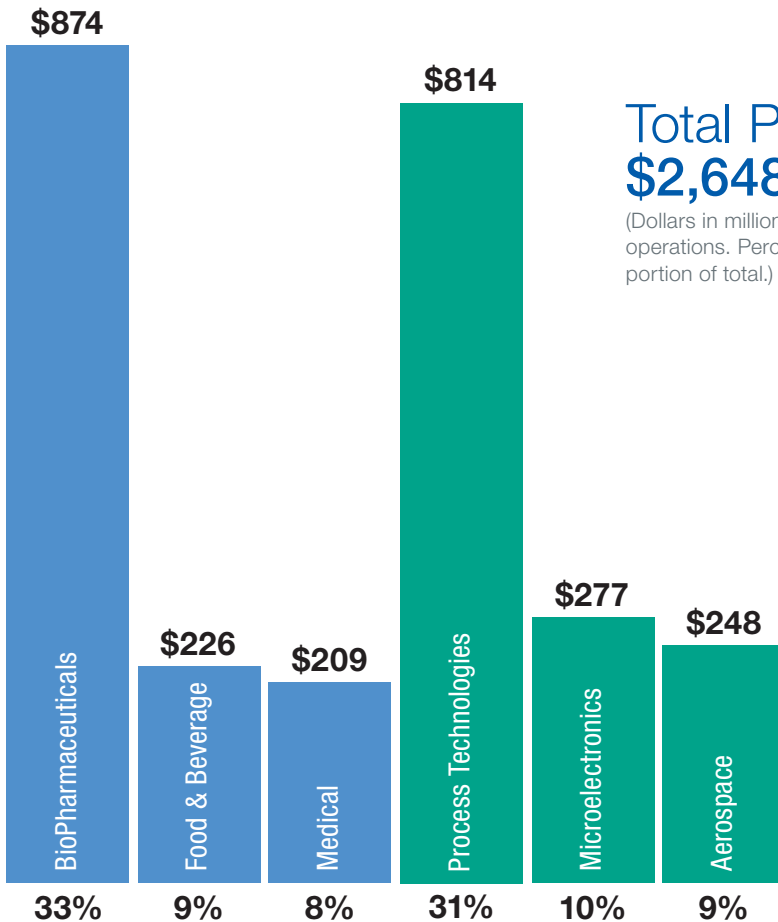
For Bottom Line Growth

- Implement best-in-class lean manufacturing principles
- Execute productivity & cost savings initiatives
- Optimize liquidity & working capital management

FY 2013 Sales by Market

Life Sciences
\$1,309

Industrial
\$1,339



FY 2013 Sales by Region



Market Segments

BioPharmaceuticals



End Markets

Process

- Biotech
- Biologics (Vaccines & Plasma)
- Classic Pharmaceuticals

Process Monitoring

- Pharma QC
- Protein Characterization

Laboratory Research Tools

- Core Lab
- OEM Diagnostics/Materials
- Laboratory QC

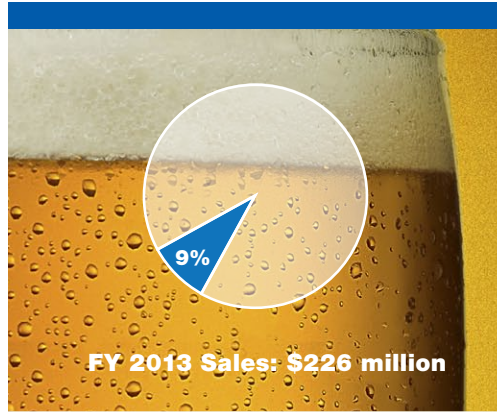
Key Business Drivers

Broadening Pall presence on biotech drugs & vaccines in full production

Increasing adoption of single-use technologies

Growth in emerging regions

Food & Beverage



End Markets

Beer

- Corporate breweries
- Microbreweries

Wine & spirits

Alcohol-free beverages

- Soft drinks
- Bottled water

Food & dairy

Key Business Drivers

Investment in technologies that increase quality & yield

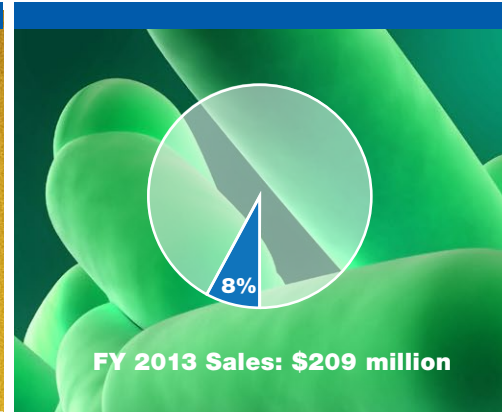
New Pall products & applications

Food & beverage safety requires rapid microbiological testing/diagnostics

Environmentally friendly products & processes

Growth in emerging regions

Medical



End Markets

OEM Healthcare

- Filter Device
- Cell Therapy
- Cardiovascular
- Infusion Therapy

Hospital/Consumer infection control

- Water (Point-Of-Use)
- Respiratory Care
- Cell Therapy (Direct)
- Infusion Therapy (Direct)

Key Business Drivers

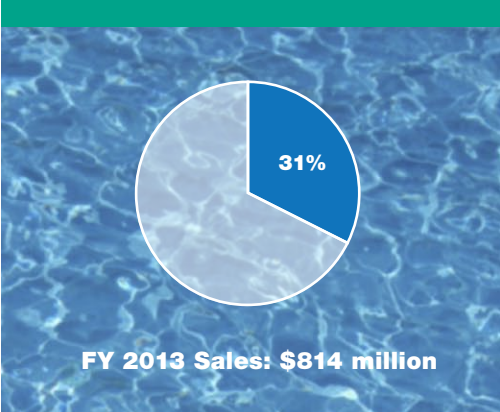
Rising standards of medical care globally

Emerging & mutating pathogens

Improving patient outcomes & preventing hospital acquired infections

Growth in emerging regions

Process Technologies



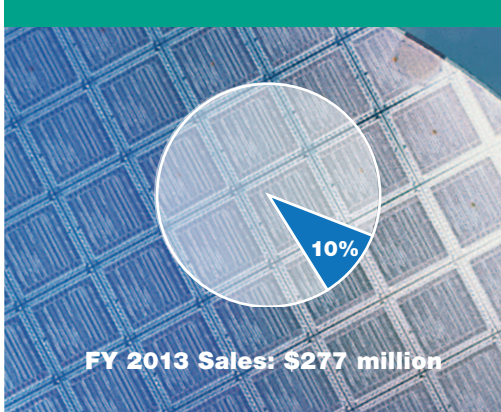
End Markets

- Oil & gas
- Fuels, chemicals & polymers
- Power generation
- Mining
- Drinking, Industrial & Mobile Water
- Nuclear
- Primary Metals
- In-Plant/Automotive

Key Business Drivers

- Aggressive investment to increase capacity, while reducing cost, emissions & waste
- Improved water quality & availability
- Growth in the mining industry
- Stringent environmental regulations
- Need for clean & alternative energy
- Growth in emerging regions

Microelectronics



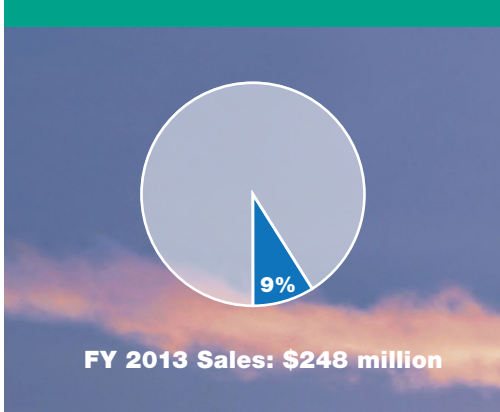
End Markets

- Semiconductors
- Displays
- Data Storage
- Ink Jet
- Photovoltaics
- High Brightness LEDs

Key Business Drivers

- FAB Utilization
- Consumer electronics spending
- Pervasive enterprise & personal computing
- New technologies such as solar cells & high-bright LED
- Highly filtration-dependent industry

Aerospace



End Markets

- Commercial aerospace
- Military aerospace
- Mobile & shipboard water
- Marine

Key Business Drivers

- Equipment reliability & economics
- New & existing commercial & military aerospace platforms
- “Stickiness” for program life
- Passenger miles

Leadership Recognition

Business Recognition

NYSE

(Since 1991) Pall Corporation is a publicly traded company listed on the New York Stock Exchange under the ticker PLL. Listed companies must continuously meet rigorous financial and governance requirements.

<http://www.nyse.com>

Fortune 1000

(Since 1991) Pall is included in the Fortune 1000, an annual list compiled and published by *Fortune* magazine that ranks the top 1000 U.S. closely held and public corporations by revenue.

<http://money.cnn.com>

S&P 500

(Since 1987) Pall is included in the S&P 500 index—one of the most commonly used benchmarks for the overall U.S. stock market. The S&P 500 is a capitalization-weighted index published since 1957 of the prices of 500 large-cap common stocks actively traded in the United States.

<http://www.standardandpoors.com>

Environmental Recognition

ISO 14001 Certification

ISO 14001 is the international standard for environmental management systems. Worldwide, all of Pall's plants have achieved ISO 14001 certification*. Certified companies must provide assurance about their ability to satisfy quality requirements and to enhance customer satisfaction in supplier-customer relationships.

<http://www.iso.org>

Carbon Disclosure Project

(Since 2008) Pall participates in the Carbon Disclosure Project (CDP), a global initiative to inventory greenhouse gas (GHG) emissions and evaluate the risks and opportunities from climate change on business operations. Companies use their annual GHG inventory to make informed and effective policy decisions to reduce their carbon footprint.

<http://www.cdproject.net>

Cleantech Index

(Since 2006) Pall is included in the Cleantech Index—the first stock market index intended to reflect the surging demand for clean technology products and services. The index is comprised of companies that are global leaders in Cleantech across a broad range of industry sectors, from alternative energy and energy efficiency to advanced materials and air & water purification.

<http://cleantech.com>

FTSE4Good

(Since 2001) Pall has been independently assessed according to the FTSE4Good criteria, and has satisfied the requirements to become a constituent of the FTSE4Good Index Series. FTSE4Good is an equity index series that is designed to facilitate investment in companies that meet globally recognized corporate responsibility standards.

<http://www.ftse.com>

Newsweek Green Ranking

(October 2012) Pall was named for the third time, one of the greenest companies in America by *Newsweek* magazine. This year Pall was ranked 6th in the Industrial Goods sector and 108th among *Newsweek's* U.S. 500 List.

<http://www.newsweek.com>

CRC Ranking

(November 2011) Pall Manufacturing UK Limited was ranked in the top 5% of the Environment Agency's first annual Carbon Reduction Commitment (CRC) Performance League Table (PLT). The PLT ranks the relative performance of organizations participating in the CRC energy efficiency program.

<http://www.environment-agency.gov.uk>

Technology Recognition

Engineering Materials Achievement Award

(2010) Pall Corporation won the prestigious Engineering Materials Achievement Award (EMAA) for 2011 for its porous iron aluminide technology. The award, which recognizes outstanding achievements in the field of materials science, is given annually to one company by ASM International, a society dedicated to the development and commercialization of materials that advance production techniques and facilitate innovation.

<http://www.asminternational.org>

National Inventors Hall of Fame

(2008) Dr. David B. Pall, founder of Pall Corporation, was inducted into the National Inventors Hall of Fame. Dr. Pall's body of work in the field of filtration science earned him a place among legendary innovators including Alexander Graham Bell, Walt Disney, Thomas Edison and Henry Ford.

<http://www.invent.org>

National Medal of Technology

(1990) On behalf of Pall Corporation, Dr. Pall received the National Medal of Technology, the highest technology honor in the United States. Other past winners include Microsoft, Applied Materials, Proctor & Gamble and Johnson & Johnson.

<http://www.uspto.gov>

Fiscal 2013 Financial Highlights

(In millions, except for per share data)	Years Ended July 31	
	2013	2012
Net sales	\$ 2,648.1	\$ 2,671.7
Cost of sales	\$ 1,276.1	\$ 1,291.6
Gross profit	1,372.0	1,380.1
Selling, general and administrative expenses	810.4	843.2
Research and development	94.2	82.9
Restructuring and other charges (ROTC), net	40.2	66.9
Interest expense, net	15.6	20.2
Loss on extinguishment of debt	—	—
Earnings from continuing operations before income taxes	411.6	366.9
Provision for income taxes	81.6	86.0
Net earnings from continuing operations	\$ 330.0	\$ 280.9
Earnings from discontinued operations, net of income taxes	\$ 244.9	\$ 38.4
Net earnings	\$ 574.9	\$ 319.3
Earnings per share: Basic	\$ 2.93	\$ 2.42
Diluted	\$ 2.89	\$ 2.39

Forward-Looking Statements

The matters discussed in this report contain "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are those that address activities, events or developments that the Company or management intends, expects, projects, believes or anticipates will or may occur in the future. All statements regarding future performance, earnings projections, earnings guidance, management's expectations about its future cash needs, dilution from the disposition or future allocation of capital and effective tax rate, and other future events or developments are forward-looking statements. Forward-looking statements are those that use terms such as "may," "will," "expect," "believe," "intend," "should," "could," "anticipate," "estimate," "forecast," "project," "plan," "predict," "potential," and similar expressions. Forward-looking statements contained in this and other written and oral reports are based on management's assumptions and assessments in light of past experience and trends, current conditions, expected future developments and other relevant factors.

The Company's forward-looking statements are subject to risks and uncertainties and are not guarantees of future performance, and actual results, developments and business decisions may differ materially from those envisaged by the Company's forward-looking statements. Such risks and uncertainties include, but are not limited to, those discussed in Part I—Item 1A.—Risk Factors in the 2013 Form 10-K, and other reports the Company files with the Securities and Exchange Commission, including: the impact of legislative, regulatory and political developments globally; the impact of the uncertain global economic environment; the extent to which adverse economic conditions may affect the Company's sales volume and results; demand for our products and business relationships with key customers and suppliers, which may be impacted by their cash flow and payment practices; delays or cancellations in shipments; the Company's ability to develop and commercialize new technologies or obtain regulatory approval or market acceptance of new technologies; increase in costs of manufacturing and operating costs; the Company's ability to achieve and sustain the savings anticipated from its structural cost initiatives; the Company's ability to meet its regulatory obligations; changes in product mix, market mix and product pricing, particularly relating to the expansion of the systems business; the Company's ability to successfully complete the Company's business improvement initiatives, which include supply chain enhancements and integrating and upgrading the Company's information systems; the effect of a serious disruption in the Company's information systems; fluctuations in the Company's effective tax rate; the Company's ability to enforce patents and protect proprietary products and manufacturing techniques; the Company's ability to successfully complete or integrate any acquisitions; volatility in foreign currency exchange rates, interest rates and energy costs and other macroeconomic challenges currently affecting the Company; the impact of pricing and other actions by competitors; the effect of litigation and regulatory inquiries associated with the restatement of the Company's prior period financial statements; the Company's ability to attract and retain management talent or the loss of members of its senior management team; and the effect of the restrictive covenants in the Company's debt facilities.

Factors or events that could cause the Company's actual results to differ may emerge from time to time, and it is not possible for the Company to predict all of them. The Company makes these statements as of the date of this disclosure and undertakes no obligation to update them, whether as a result of new information, future developments or otherwise.



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Pall Corporation has offices and plants throughout the world.



**Better Lives.
Better Planet.SM**

To see how Pall is helping enable a greener, safer and more sustainable future, visit www.pall.com/green.

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