









Bank of America Merrill Lynch 2010 Health Care Conference

May 13, 2010

Sustainable, Profitable Growth

#### **Forward Looking Statements**

The matters discussed in this presentation contain "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995.

All statements regarding future performance, earnings projections, earnings guidance, management's expectations about its future cash needs and effective tax rate, and other future events or developments are forward-looking statements. Forward-looking statements are those that use terms such as "anticipate", "should", "believe", "estimate", "expect", "intend", "plan", "predict", "potential" or similar expressions about matters that are not historical facts. Forward-looking statements contained in this and other written and oral reports are based on current Company expectations and are subject to risks and uncertainties, which could cause actual results to differ materially. Such risks and uncertainties include, but are not limited to, those discussed in Part I, Item 1A, "Risk Factors" in the 2009 Form 10-K, and other reports the Company files with the Securities and Exchange Commission, including the impact of the uncertain global economic environment and the timing and strength of a recovery in the markets we serve, and the extent to which adverse economic conditions continue to affect our 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, and volatility in currency exchange rates and energy costs and other macro economic challenges currently affecting the Company, and the Company's ability to successfully complete its business improvement initiatives that include integrating and upgrading its information systems and the effect of a serious disruption in the Company's information systems on its business and results of operations. The Company makes these statements as of the date of this disclosure and undertakes no obligation to update them.

Management uses certain non-GAAP measurements to assess the Company's current and future financial performance. The non-GAAP measurements do not replace the presentation of the Company's GAAP financial results. These measurements provide supplemental information to assist management in analyzing the Company's financial position and results of operations. The Company has chosen to provide this information to facilitate meaningful comparisons of past, present and future operating results and as a means to emphasize the results of ongoing operations. Reconciliations of the non-GAAP financial measures used in this presentation to the most directly comparable GAAP measures appear in the Appendix at the end of this presentation and are also available on Pall's website at <a href="https://www.pall.com/investor">www.pall.com/investor</a>.

FLS 030910



### We Are Fluid Management Specialists

Providing enabling and process-enhancing filtration, separation and purification technologies for diverse markets, applications and geographies.



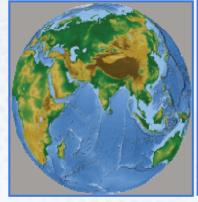
Our Vision: One day all fluids will pass through Pall products



### **About Pall Corporation**

- Materials Science
- Engineering
- ▲ Sales & Service
- ~ 75% of Revenues from Consumables
- ▲ Global Presence
- ▲ Continuous Improvement Culture









#### **Corporate Strategic Goals**

- Improve revenue, profitability and capital efficiency
- Maintain a lean culture of continuous improvement
- Expand technology and market leadership

- Provide a culture fostering productive and ethical behavior
- Align ourselves to meet customer needs



#### **Global Drivers For The Filtration Market**



**Customer Innovation** 



Water & Energy Needs



Regulatory Requirements

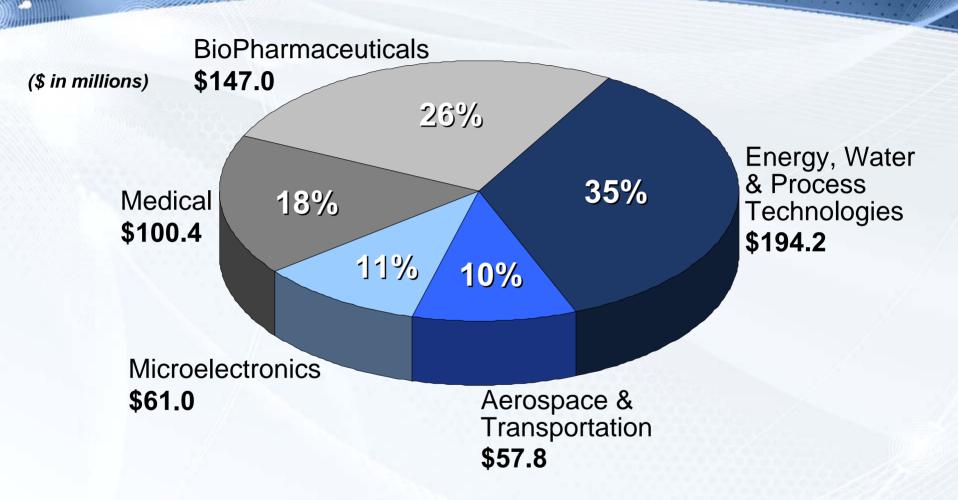


Mutating Pathogens



**Environmentalism** 

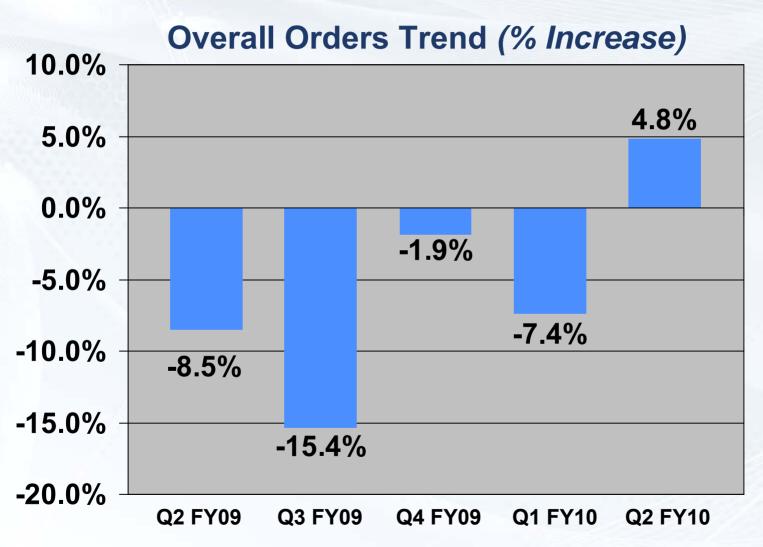
#### **Second Quarter FY 2010 Sales**



Pall Total Sales: \$560.4 Million



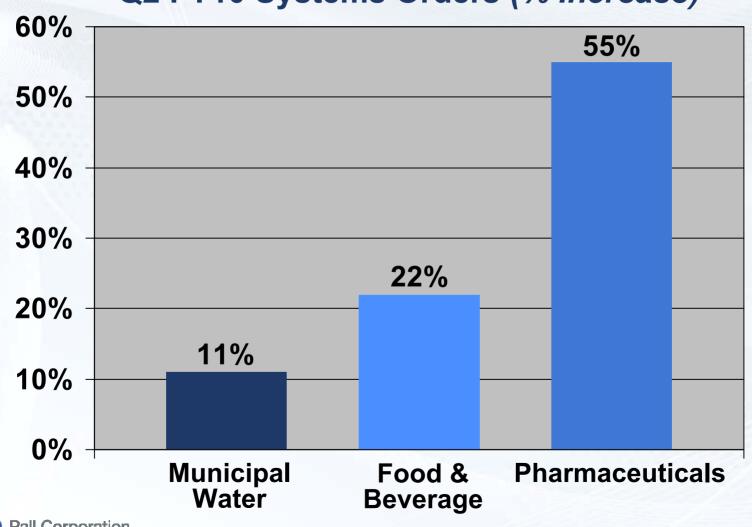
#### **Overall Orders Are Building**





### Capital Spending is Increasing in Key Submarkets







### Named A Top Green Company

- ▲ Newsweek named Pall 2nd in industrial goods and 47th among the largest 500 U.S. companies.
  - The ranking was determined by assessing each company's actual resource use, emissions, policies and strategies, along with its reputation among peers.
- ▲ Pall technologies help customers reduce their carbon footprints.





#### **Markets Served**

#### **Pall Life Sciences**



#### Medical

Transfusion Medicine

- •Blood
- •Cell Therapy
- Veterinary Medicine

Hospital - Infection Control

- Water
- Critical Care

#### **BioPharmaceuticals**

**Biotechnology Drugs** 

Vaccines

Classic Pharmaceuticals

**Biologicals** 

**Laboratory Tools** 

Diagnostics

- Proteomics and Genomics
- OEM Materials & Diagnostics

#### **Pall Industrial**



#### Energy, Water & **Process Technologies Transportation**

**Drinking Water** 

Industrial Water

Energy

Alternative Energy

Food & Beverage

Industrial

Manufacturing

## Aerospace &

Commercial

Military **OEM** 

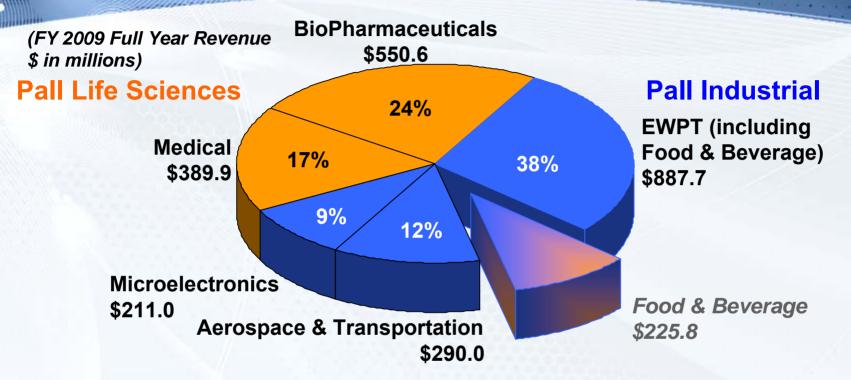
#### **Microelectronics**

Semiconductor

Consumer **Electronics** 



#### Food & Beverage Affinity to Life Sciences



## The F&B marketplace is evolving in ways that are drawing it ever closer to the Biopharmaceutical world

- Tightening regulatory environment focused on public health and manufacturing practices
- Increasing demand for tests to identify disease and spoilage organisms
- Focus on sterility assurance and process monitoring
- Use of chromatographyPall Corporation

## **Strategies To Grow The Bottom Line**





## Total Fluid Management<sup>sм</sup>

Provide benefits in performance and efficiency





Leverage broad capabilities and experiences

#### **Doing More For The Customer**

Place Pall systems and products at the heart of the customer's process

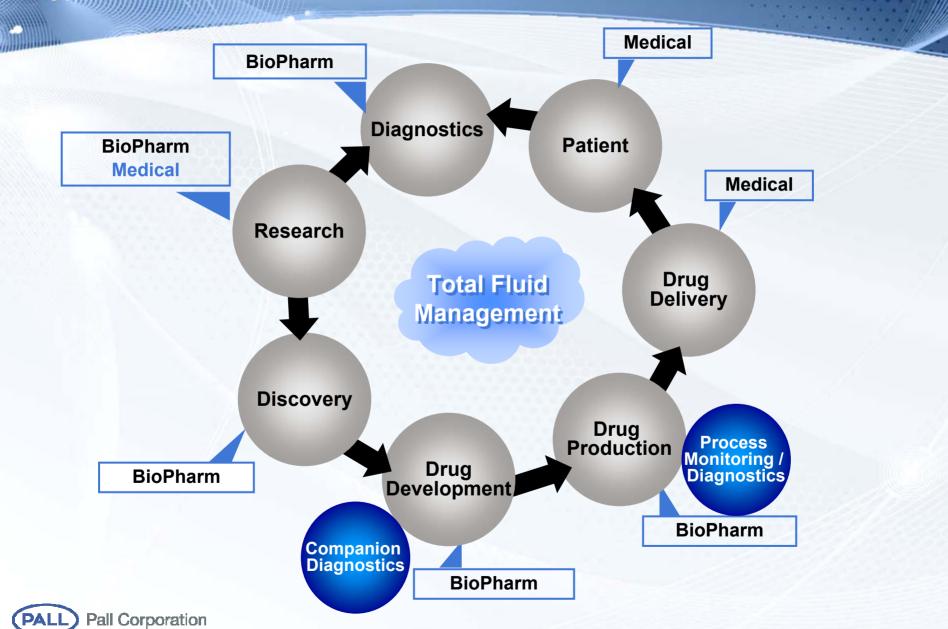




Raise the level of engagement to senior decision makers



#### **Total Fluid Management in Healthcare**



## **Focus on High Growth Markets**







**Veterinary** 



**Cellular Therapies** 



**Biotechnology** 



**Vaccines** 



**Environmental Protection** 



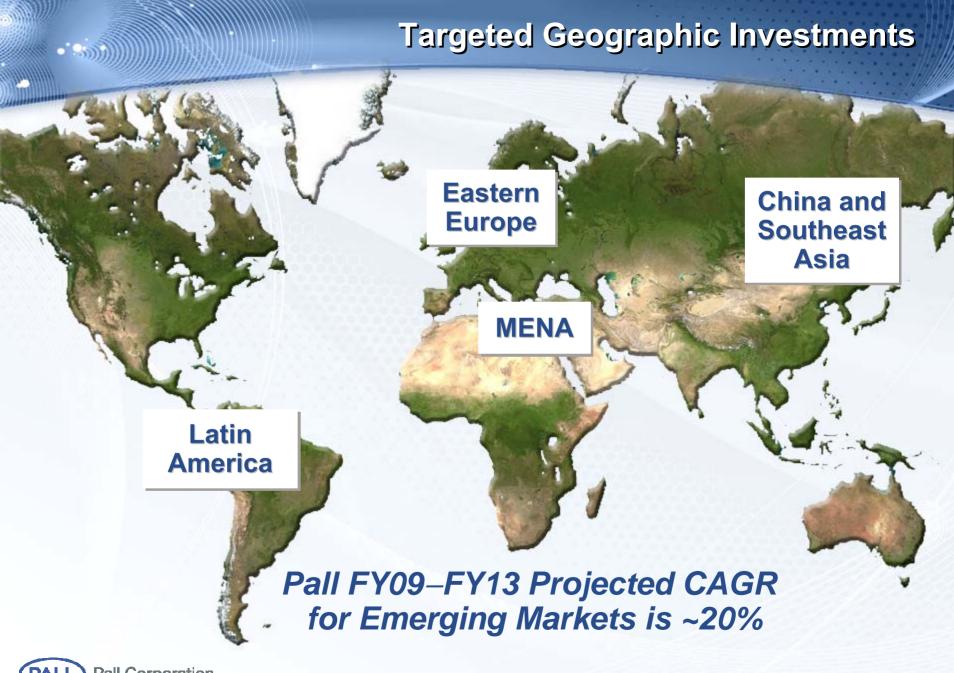
Traditional & Alternative Energy



**Electronics** 



Water



#### **Expand Technology Leadership**

- Steady stream of new technologies and products
  - Technology roadmaps for research & development
  - Technology acquisitions
  - Alliances with universities& institutes

Our goal is for 25% of revenue to come from new products







#### MicroReactor Technologies Acquisition

- Expands Pall's TFM capabilities in biopharmaceuticals process monitoring and process development.
- ▲ The FDA is strongly supportive of new tools for drug development, manufacture and quality.
- ▲ The disposable cassette has 24 individual bioreactors each of which can be independently controlled and monitored for key parameters.



Process monitoring market is projected to reach \$1.9 billion by 2013

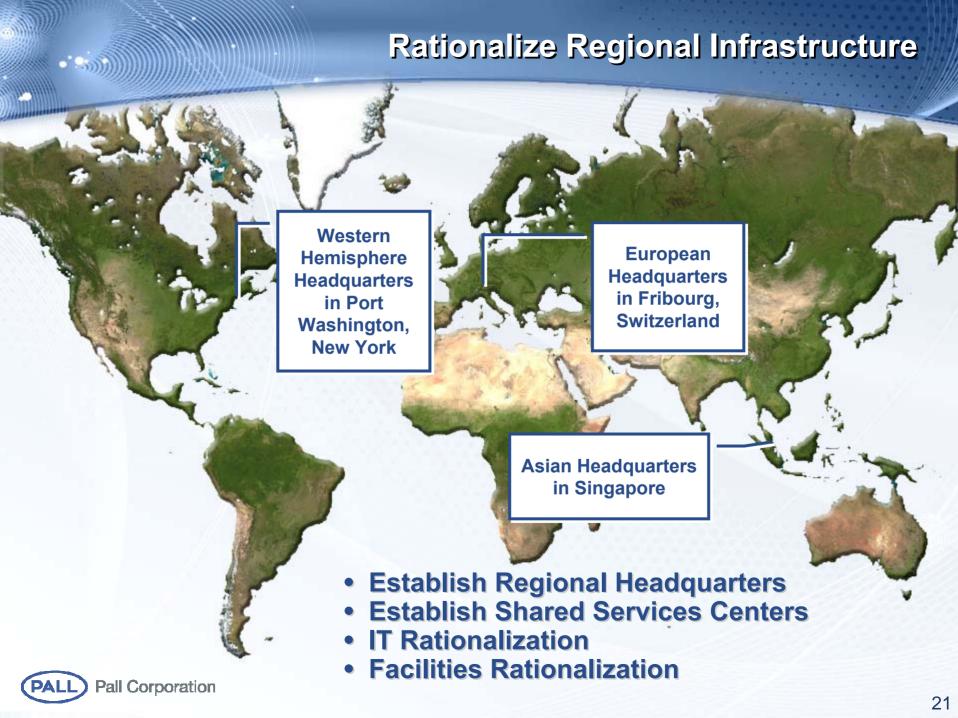


#### **Strategies To Grow The Bottom Line**



**Cost Improvement Initiatives** 





#### Fiscal 2010 Outlook

\$ in millions (except FY 2009 I		Actuals		
for earnings per share data)		%	FY2010 Goals	FY2010 Guidance As of 3/11/10
Total Pall Sales	\$2,329	-3.4% <sup>(2)</sup>	Mid to high single digits (1)	Mid-single digits <sup>(1)</sup>
Life Sciences Sales	\$940	3.0% (2)	Mid-single digits (2)	Mid-single digits (2)
Industrial Sales	\$1,389	-7.3% <sup>(2)</sup>	Flat (2)	Low-single digit decline (2)
<b>Gross Profit</b>	\$1,101	47.3%	48.0%-49.0%	48.0%-49.0%
SG&A and R&D	\$771	33.1%	33.0%-33.5%	33.5%
Pro forma EBIT (5)	\$330	14.2%	14.5%-15.5%	14.5%-15.5%
Income Taxes (3)	29.7%		31.3%	31.6%
Pro forma Net Earnings <sup>(5)</sup>	\$212	9.1%	9.5%-11.0%	9.5%-10.0%
Pro forma EPS – Diluted <sup>(5)</sup>	\$1.77		\$2.02 <b>-</b> \$2.19 <sup>(4)</sup>	\$1.95 <b>-</b> \$2.05 <sup>(4)</sup>
Operating Cash Flow	\$327		\$320-\$360	\$320-\$350
Сарех	\$133		\$125-\$135	\$125-\$135

<sup>(1)</sup> Estimates the effects of foreign currency translation of approximately 6% and 3% for 2010 Goals and Guidance, respectively.

<sup>(5)</sup> Excludes Restructuring and Other Charges



<sup>(2)</sup> In Local Currency

<sup>(3)</sup> Underlying Tax Rate

<sup>(4)</sup> Estimated \$0.17 and \$0.09 benefit from foreign currency translation for 2010 Goals and Guidance, respectively.

## Five-Year Goals As Presented at Pall Investor Day – December 17, 2009

\$ in millions (except for	FY2009 Actuals		FY2013 Goals			
earnings per share data)		%	%	<b>\$</b> (2)		
Sales	\$2,329		5.5%-8.0% (1)	\$3,040	\$3,340	
Gross Profit	\$1,101	47.3%	50.0%-52.0%	\$1,525	\$1,725	
Life Sciences Gross Margin	\$490	52.1%	56.5%-58.5%	\$740	\$825	
Industrial Gross Margin	\$611	44.0%	45.5%-46.5%	\$785	\$900	
SG&A	\$700	30.0%	27.5%-26.5%	\$840	\$890	
R&D	\$71	3.1%	Approx 3.0%	\$100	\$105	
Pro forma EBIT	\$330 <sup>(4)</sup>	14.2%	19.5%-22.0%	\$590	\$730	
Life Sciences Operating Profit	\$200	21.3%	27.0%-29.7%	\$355	\$415	
Industrial Operating Profit	\$186	13.4%	16.9%-19.3%	\$290	\$370	
Income Taxes (3)	29.7%		24.0%-26.0%	\$150	\$170	
Pro forma Net Earnings	\$212 <sup>(4)</sup>	9.1%	13.5%-16.0%	\$415	\$535	
Pro forma EPS - Diluted	\$1.77 <sup>(4)</sup>			\$3.67	\$4.77	

<sup>(1)</sup> LC 4-year sales CAGR



<sup>(2)</sup> Includes the effects of using exchange rates as of November 30, 2009 for planning purposes

<sup>(3)</sup> Underlying Tax Rate

<sup>(4)</sup> Excludes Restructuring and Other Charges

## Liquidity and Working Capital - FY 2013

(\$ in millions)	FY 2009	FY 2013		
Days in Inventory	118	<90		
Days Sales Outstanding	68	<65		
Operating Cash Flow	\$327	>\$650		
Capex	5.7% of Sales	4%-4.5% of Sales		



# Pall Corporation Financial Summation FY 2013 Midpoint View

#### FY2013 at Midpoint

- ▲ Sales of about \$3.2 billion A four-year CAGR (local currency) of 6.7% versus 4.7% during the four years ended FY09
- ▲ EBIT of \$660 million and 20.7% margin versus 14.2%\* in FY09
- ▲ Effective tax rate of 24% 26%
- ▲ Net Earnings of \$475 million and 14.9% margin versus 9.1%\* in FY09
- ▲ ROE of about 25% versus 17.4% in FY09
- ▲ Operating Cash Flow of over \$650 million

#### FY13 Midpoint EPS of \$4.22 versus \$1.77\*\* in FY09

- \* Excludes Restructuring and Other Charges
- \*\* Pro forma















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**APPENDIX** 

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# Appendix: FY 2009 Reconciliation of Non-GAAP Financial Measures

\$ in millions (except for earnings per share data)	\$	EPS	Tax Rate (%)
As reported ROTC after pro forma tax effect Tax adjustments	\$ 196 22 (6)	\$ 1.64 0.19 (0.06)	27.8% -0.2% <u>2.1</u> %
Pro forma diluted EPS	\$ 212	\$ 1.77	<u>29.7</u> %

Operating Profit	\$		
Industrial operating profit	\$	186	
Life Sciences operating profit	\$	200	
Total operating profit	\$	386	
General corporate expenses	\$	(56)	
Earnings before ROTC, interest & income taxes	\$	330	
ROTC	\$	(31)	
Earnings before interest & income taxes	\$	299	



# Appendix: FY 2010 Reconciliation of Non-GAAP Financial Measures

	EPS		Tax Rate		
Full Year 2010 Guidance	Lo	w End	Hi	gh End	(%)
Guidance range	\$	2.11	\$	2.21	26.1%
ROTC, after pro forma tax effect*		0.02		0.02	0.2%
Interest adjustments, after pro forma tax		(0.06)		(0.06)	0.3%
Tax adjustments*		(0.12)		(0.12)	<u>4.7</u> %
Pro forma guidance range	\$	1.95	\$	2.05	<u>31.6</u> %

<sup>\*</sup> Q1 Actuals

