PALL Pall Corporation



Sustainable, Profitable Growth





First Quarter Fiscal 2010 Sales and Earnings

Eric Krasnoff Chairman & CEO

December 10, 2009

Forward Looking Statements

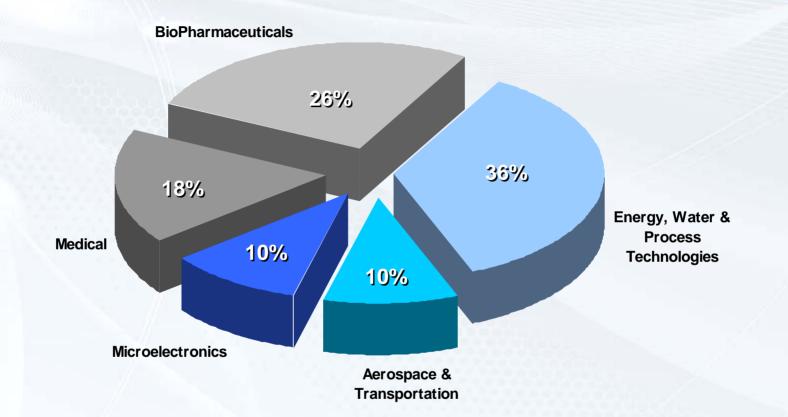
The matters discussed in this release contain "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. Results for the first quarter of fiscal year 2010 are preliminary until the Company's Form 10-Q is filed with the Securities and Exchange Commission on December 10, 2009.

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 current global recessionary environment and its likely depth and duration. the current credit market crisis, volatility in currency exchange rates and energy costs and other macro economic challenges currently affecting the Company, our customers (including their cash flow and payment practices) and vendors; the effectiveness of our initiatives to mitigate the impact of the current environment; 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 on the last slide of this presentation (in the Reconciliation Appendix) and are also available on Pall's website at <u>www.pall.com/investor</u>.



First Quarter FY 2010 Sales

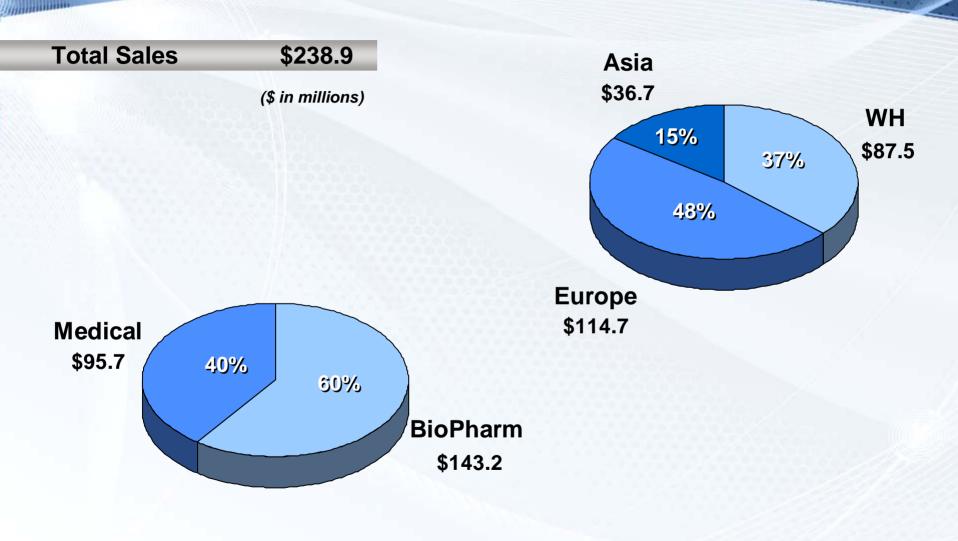


Life Sciences Total Sales: \$238.9 Million Industrial Total Sales: \$308.0 Million Pall Total Sales: \$546.9 Million



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Pall Life Sciences – Q1 FY 10





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Major Drivers – Drugs and Vaccines



BioPharmaceuticals Sales (\$ in thousands)

Q1 2010	Q1 2010 Q1 2009		LC % CHANGE		
\$143,223	\$127,923	12.0	10.3		

- Biotech drug and vaccine production continue to increase
- 16% increase in base business
- System sales down 40%



Major Drivers – Expanding Market for Blood Filters

Medical Sales (\$ in thousands)

Q1 2010	Q1 2009	% CHANGE	LC % CHANGE		
\$95,687	\$92,406	3.6	2.6		

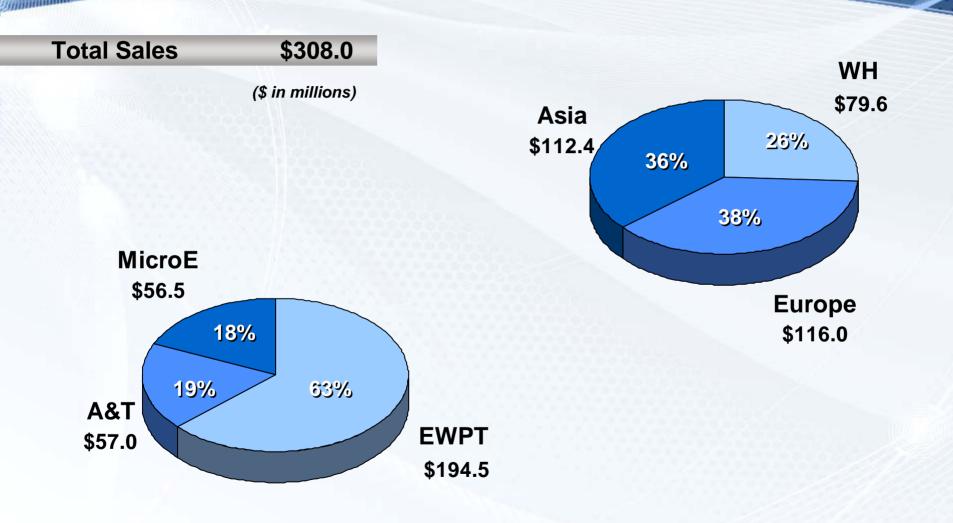
- Australia, New Zealand, Korea, Hong Kong increase blood filtration
- 16% increase in sales to Asian blood centers
- Tender wins drove blood center sales up almost 10% in Europe
- 6% volume increase in Western Hemisphere blood center sales

Major Drivers – Life Sciences New Products



- Developing enabling technologies matched to customer needs
- A host of new products were key contributors in the quarter:
 - Single-use Systems
 - Kleenpack[™] Aseptic Connection Devices
 - Acrodose[™] Systems
 - Pall-Aquasafe[™] Water Filters

Pall Industrial – Q1 FY 10





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Microelectronics



Microelectronics Sales (\$ in thousands)

Q1 2010	1 2010 Q1 2009		LC % CHANGE		
\$56,549	\$67,399	(16.1)	(19.2)		

- Sales steady sequentially over an improved 4th quarter
- Market conditions are improving
- FAB utilization rising from below 50% last year to almost 80%
- Capex and OEM purchases are projected to rise in calendar 2010

Aerospace & Transportation



A&T Sales (\$ in thousands)

Q1 2010	Q1 2009	% CHANGE	LC % CHANGE		
\$56,991	\$72,695	(21.6)	(21.6)		

- Commercial and Military Aerospace sales down
- Strong growth in Commercial Aerospace submarkets in Europe
- Reduced demand for private jets and lower aircraft utilization





Energy, Water & Process Technologies

EWPT Sales (\$ in thousands)

Q1 2010	Q1 2009	% CHANGE	LC % CHANGE		
\$194,489	\$217,599	(10.6)	(12.3)		

- Industrial Manufacturing sales sequentially stable
- Food and Beverage sales down, orders up
- Quoting activity in Municipal Water remains strong

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Lisa McDermott CFO & Treasurer December 10, 2009

Net Earnings Recap

For the Quarter

- Net earnings were \$67.0 million vs. \$43.1 million quarter over quarter
- Reported EPS of 56¢ vs. 36¢ quarter over quarter
- Pro Forma EPS of 40¢, on par with prior period

Fiscal 2010 First Quarter Comparative Income Statements

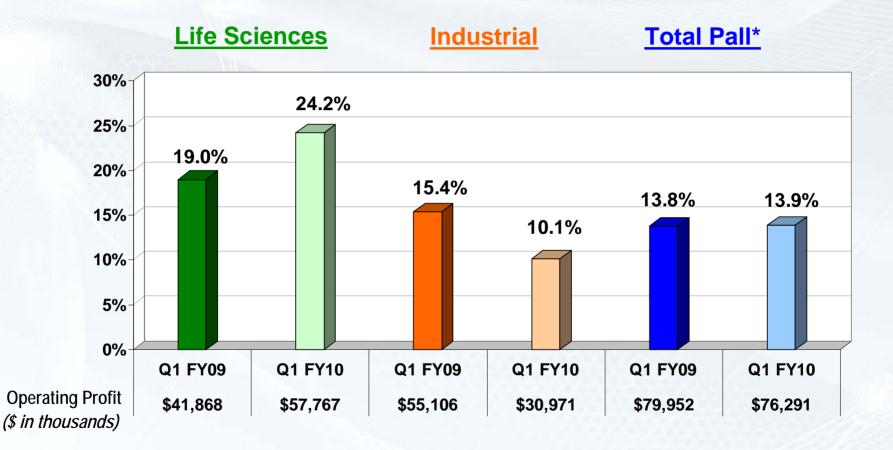
(in millions, except EPS data)	Q1	FY10	%	Q1	FY09	%
Net sales	\$	547		\$	578	
Cost of sales		277	50.6		299	51.7
Gross profit		270	49.4		279	48.3
SG&A		177	32.3		180	31.2
R&D		17	3.2		19	3.3
Earnings before interest, ROTC and taxes		76	13.9		80	13.8
Net interest		(3)	(0.5)		10	1.6
Restructuring & other charges, net (ROTC)		4			8	
Earnings before taxes	95	75	13.7		62	10.8
Income taxes		8	10.5 *		19	30.9 *
Net earnings	\$	67	12.2	\$	43	7.5
Diluted EPS	\$	0.56		\$	0.36	
Pro forma diluted EPS	\$	0.40		\$	0.40	

* Effective Tax Rate



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First Quarter Operating Profit on a Segment Basis



* Includes General Corporate Expenses



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Liquidity and Working Capital

	(Q1	Q1		
(\$ amounts in millions)		Y10	FY09		
Operating Cash Flow	\$	73	\$	51	
СарЕх		(37)		(26)	
Free Cash Flow	\$	36	\$	25	
Other Significant					
(Uses)/Sources of Cash:					
Stock Buybacks	\$	-	\$	(50)	
Dividends	\$	(34)	\$	(16)	
M&A	\$		\$	(37)	
(Repayment) Borrowing under				in .	
financing facilities	\$	2	\$	(83)	
Days in Cash Conversion Cycle		161		162	

Appendix: Reconciliation of Non-GAAP Financial Measures

First Quarter	Q1	FY10	Q1 FY09		
Diluted EPS as reported	\$	0.56	\$	0.36	
ROTC, after pro forma tax effect		0.02		0.05	
Interest adjustments, after pro forma tax effect		(0.06)		-	
Tax adjustments		(0.12)		(0.01)	
Pro forma diluted EPS	<u>\$</u>	0.40	\$	0.40	

Full Year EPS Guidance	Lo	w End	High End		
Diluted EPS guidance range	\$	2.18	\$	2.35	
ROTC, after pro forma tax effect*		0.02		0.02	
Interest adjustments, after pro forma tax effect*		(0.06)		(0.06)	
Tax adjustments*		(0.12)	-	(0.12)	
Pro forma diluted EPS guidance range	\$	2.02	\$	2.19	

* Q1 Actuals

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Appendix: Reconciliation of Non-GAAP Financial Measures

(amounts in millions)	Q1 2010	Est		stimated Es		Q1 2010 Estimate Excluding FX		% Change Excluding FX	
Sales SG&A EBIT	\$ 546.9 \$ 176.7 \$ 76.3	\$ \$ \$	578.0 180.5 80.0	\$	8.8 1.6 1.7	\$	538. 175. 74.	.1	-6.9% -3.0% -6.7%
Operating Profit (in	millions)					-Y 20	10	FY 2009	
Industrial operating	profit				\$		31.0	\$	55.1
Life Sciences opera	ting profit				\$		57.7		41.9
Total operating prof	it				\$		88.7	\$	97.0
General corporate e	xpenses				\$		(12.4)		(17.0)
Earnings before RO	ГС, interest	& ind	come ta	xes	\$		76.3	\$	80.0
ROTC					\$		(4.1)		(8.2)
Earnings before interest & income taxes				<u>\$</u>		72.2	\$	71.8	
Exclude:									
Depreciation & Amortization				\$		23.2		23.0	
EBITDA					\$		95.4	\$	94.8

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