

**PALL** Pall Corporation

2009 INVESTOR DAY



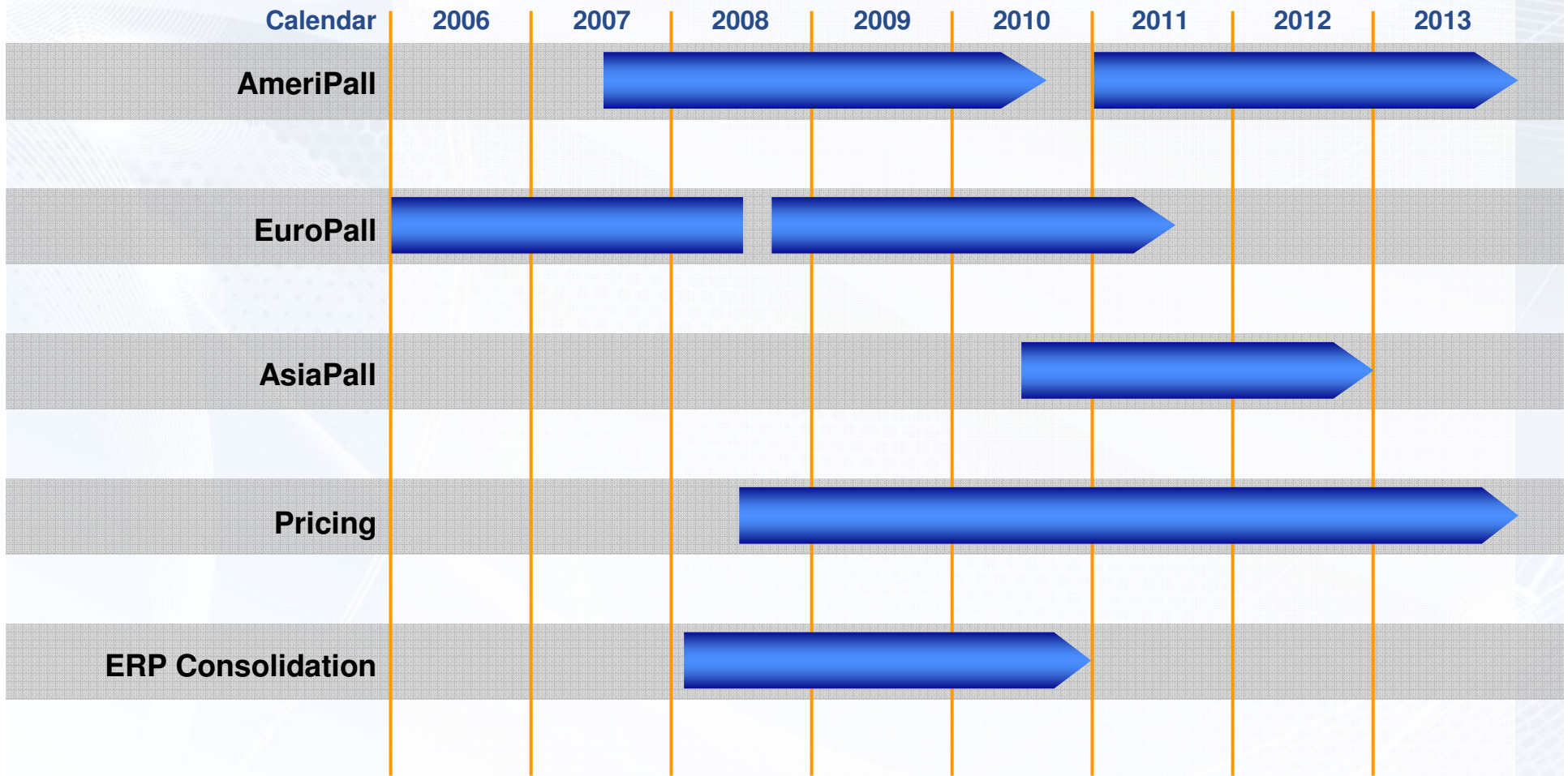
## Continuous Improvement Initiatives

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Sustainable, Profitable Growth

# Continuous Improvement Initiatives



*Launched August '07*

## AmeriPall Phase 1

- ▲ Realize SG&A savings and efficiency improvements
  - Streamline Western Hemisphere (WH) driven business processes
  - Revamp common support functions (customer-focused, demand-driven)
  - Implement enterprise system integration and enhanced IT governance
- ▲ Leverage US infrastructure to maximize growth potential in Latin America



## AmeriPall Phase 2

- ▲ Apply new ERP capabilities to streamline end-to-end processes
- ▲ Reduce non-variable cost of manufacturing
- ▲ Outsource select activities or offshore to lower cost “Centers of Excellence”
- ▲ Optimize WH sales channels
- ▲ Develop infrastructure for emerging markets in Latin America
- ▲ Improve customer service
- ▲ Streamline related transactional processes



*Launched January '06*

## **EuroPall Phase 1**

- ▲ Realize SG&A savings and efficiency improvements
  - Create pan-European organizational models for SG&A functions, and optimize spans and layers
  - Streamline business processes
  - Strengthen budgetary process
- ▲ Enhance sales and profit growth



## EuroPall Phase 2

- ▲ Realize additional SG&A savings and efficiency improvements
  - Streamline interdependent processes
  - Revamp common support functions
- ▲ Reduce non-variable costs in manufacturing
- ▲ Leverage pan-European infrastructure to maximize growth potential in Eastern Europe, MENA, and Africa
- ▲ Established European management center in Switzerland



- ▲ Established European Management Center in Fribourg, Switzerland to:
  - Centralize European leadership
  - Improve logistics planning and execution
  - Enhance sales channel management

## Why Fribourg?

- Central location
- Multi-lingual, productive workforce
- Business-friendly environment



*Fribourg facility opened  
November 24, 2009*

- ▲ Realize SG&A savings and efficiency improvements
  - Create pan-Asian (zone-based) organizational models for SG&A functions, and optimize spans and layers
  - Streamline “single function” and “interdependent” business processes
- ▲ Optimize non-manufacturing facilities footprint and reduce non-variable costs in manufacturing
- ▲ Leverage pan-Asian infrastructure to maximize growth in high potential geographies





▲ Established Asian Management Center in Singapore to:

- Centralize Asian leadership
- Improve logistics planning and execution
- Enhance sales channel management



# Pricing Excellence

*Launched July '08*

- ▲ Implement value-based pricing – adjust prices to align with “delivered value” to customers
- ▲ Improve transaction pricing performance
- ▲ Strengthen pricing infrastructure
  - Create Industrial and Life Sciences Pricing Offices to execute pricing strategy
  - Establish processes and develop tools, training modules, and incentive mechanisms to institutionalize price management
- ▲ Successfully tested proposed pricing actions in select submarkets and recently rolled out globally



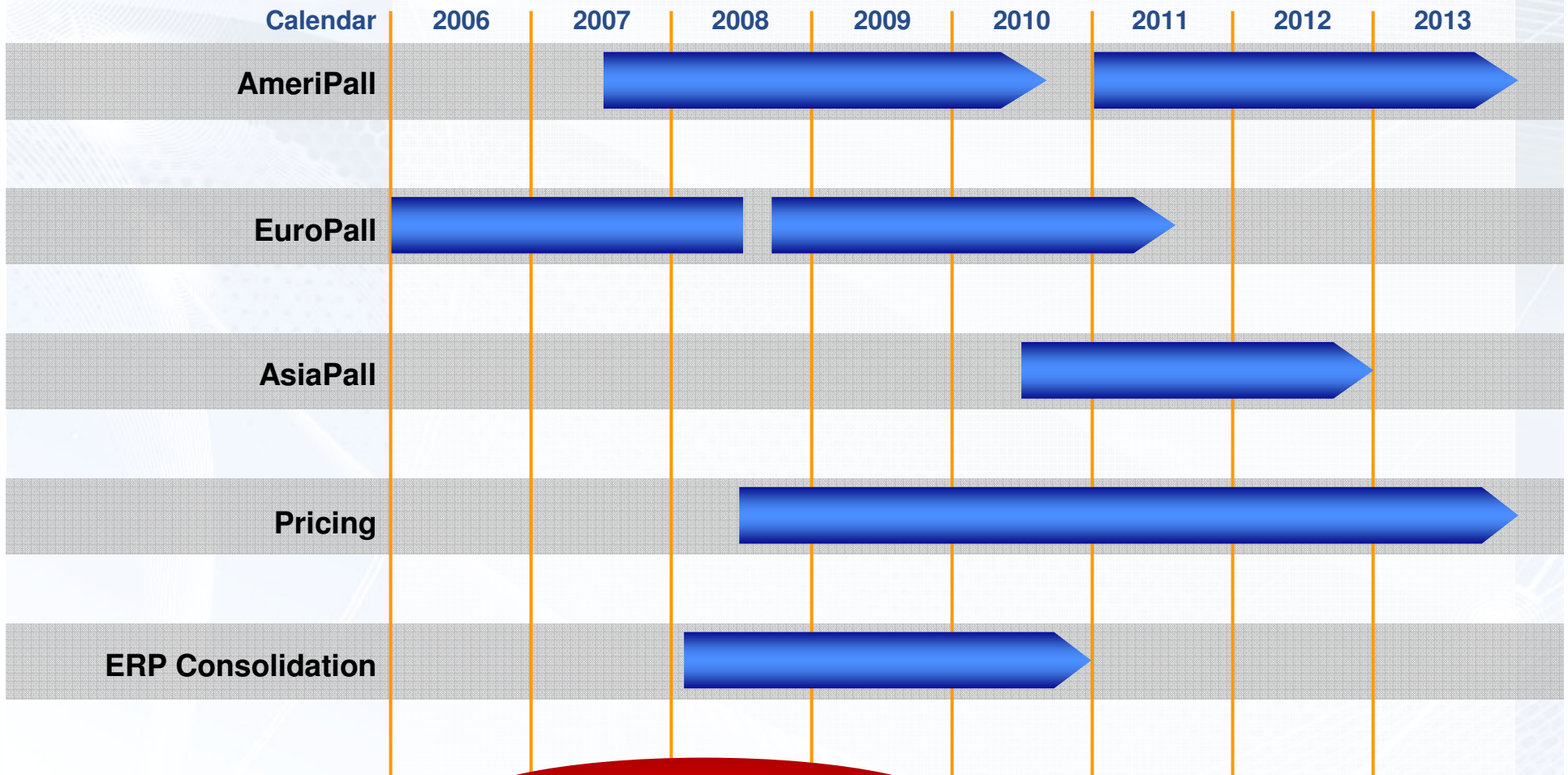
# ERP Consolidation

*Launched February '08*

- ▲ Consolidate and harmonize enterprise systems to:
  - Align with business needs
  - Convert divergent data streams into useful business intelligence faster
  - Spend less time mining data and more time leveraging information to drive business decisions
  - Support geographic expansion plans (through standardized business processes)



# Continuous Improvement Initiatives



**Disciplined execution**