

PALL Pall Corporation

2009 INVESTOR DAY



Municipal & Commercial Water

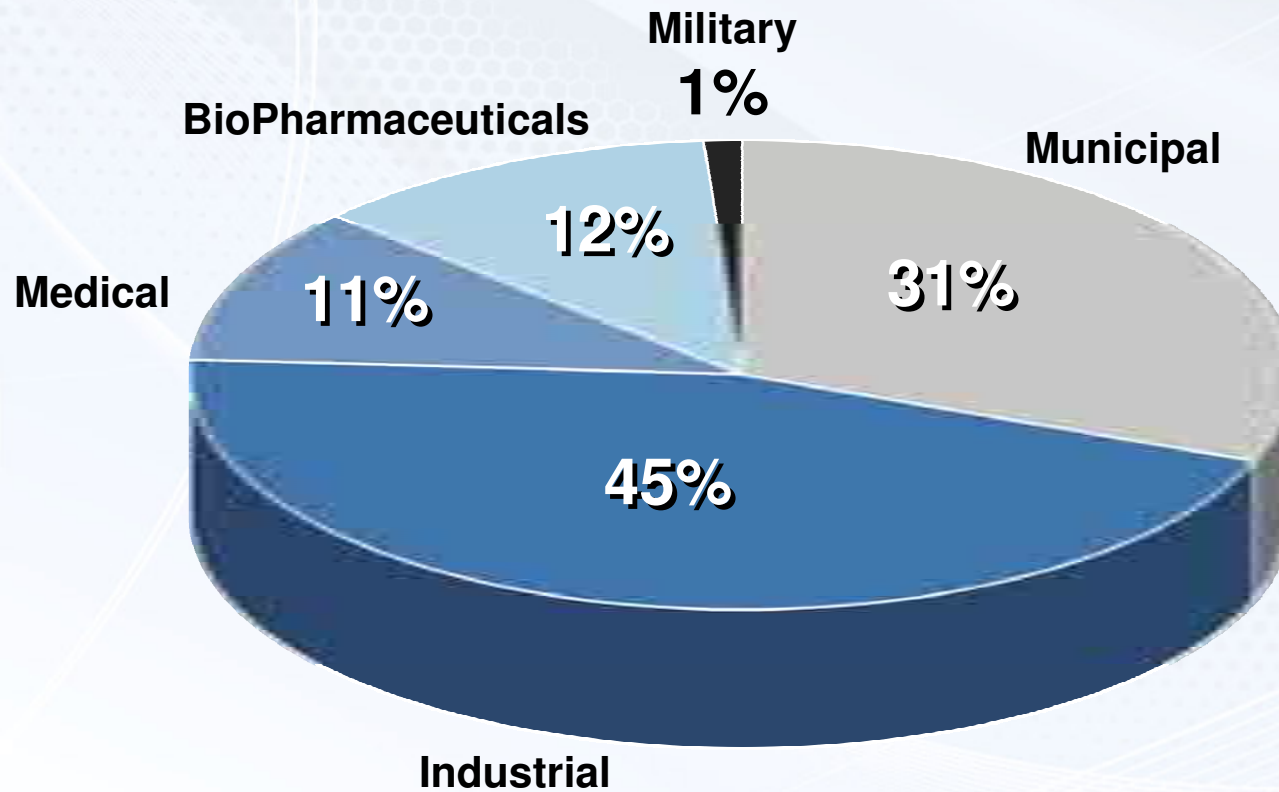
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Vice President

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Sustainable, Profitable Growth

Pall's Water Business

- ▲ Touches every market we serve
- ▲ Annual Pall FY 2009 sales for water applications approaching \$375M
- ▲ Overall opportunity → \$6.5B



Growth Drivers

▲ Environmental regulations

- Purity standards
- Discharge limits

▲ Waterborne infections

▲ Industrial needs

- Water used in processes
- Equipment protection

▲ Water scarcity

▲ Rapid-delivery mobile solutions

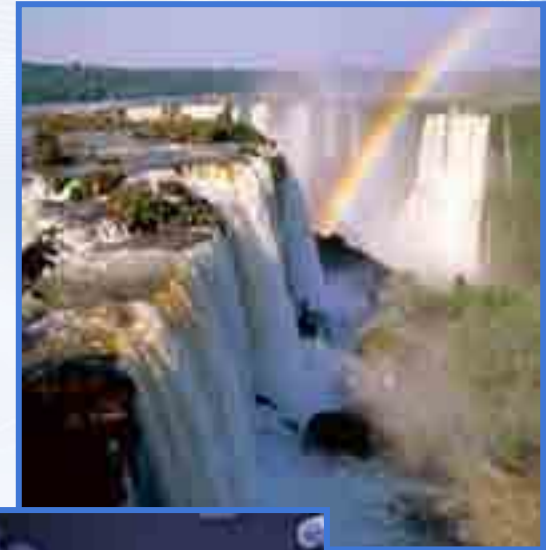
▲ Government stimulus

- The American Reinvestment and Recovery Act includes ~ \$2B for water treatment



The Challenge

- ▲ **75% of the Earth's surface is covered by water but only 1% is available for use**
- ▲ **Treatment or purification is required**
 - Drinking water
 - Industrial water
 - Medical water
- ▲ **Water is difficult to treat:**
 - Sustains living organisms
 - Enables biofilm growth
 - Universal solvent
 - Contains undesirable dissolved components
 - Used in large volumes
 - Treatment is required on a very large scale



Unique experience and core strength

▲ Microbiological control from Pall Life Sciences

- Decades of experience removing biological pathogens
- Analysis & testing
 - Envirochek®

▲ Large scale self-cleaning filter systems from Pall Industrial

- Decades of experience designing and manufacturing large scales filtrations systems
 - Condensate systems in power generation plants

▲ Material Science

- Membrane materials that resist bio-fouling
- Chemically inert membranes that tolerate aggressive chemical exposure
- Strong, durable structures



Specific Market Drivers

- ▲ Small sample of government regulations

Regulation	Country
EPA Surface Water Treatment Rule	United States
Long Term 2	United States
TrinkwV2001	Germany
EU Norms 83/98	European Union
ISBN 978 92 4 154761 1	WHO Guidelines

- ▲ Governments strive to improve standard of living
 - Large cities and small communities
- ▲ Water Scarcity
 - Increased global demand
 - “Greener” desalination



Pall's Response

- ▲ Government regulations
 - Membrane Integrity Testing
 - Innovation raises the regulatory bar
- ▲ Large and small community solutions
- ▲ New approaches to water re-use
 - The Membrane Bioreactor (MBR)
- ▲ Higher efficiency desalination



**Over 600 Systems
Sold Worldwide**



Industrial Water

▲ Water usage is staggering...

- 25 Gallons of water to generate a single kilowatt of electricity
- 40,000 gallons to produce one car
- 20 gallons for every bottle of beer or soda
- 1,850 gallons of water to refine one barrel of crude oil
- 28,100 gallons of water to process one ton of cane sugar into processed sugar
- 9.3 gallons of water to process one can of fruit or vegetables

▲ Pall's opportunity is in the need to reuse and recycle water

▲ Many drivers are similar

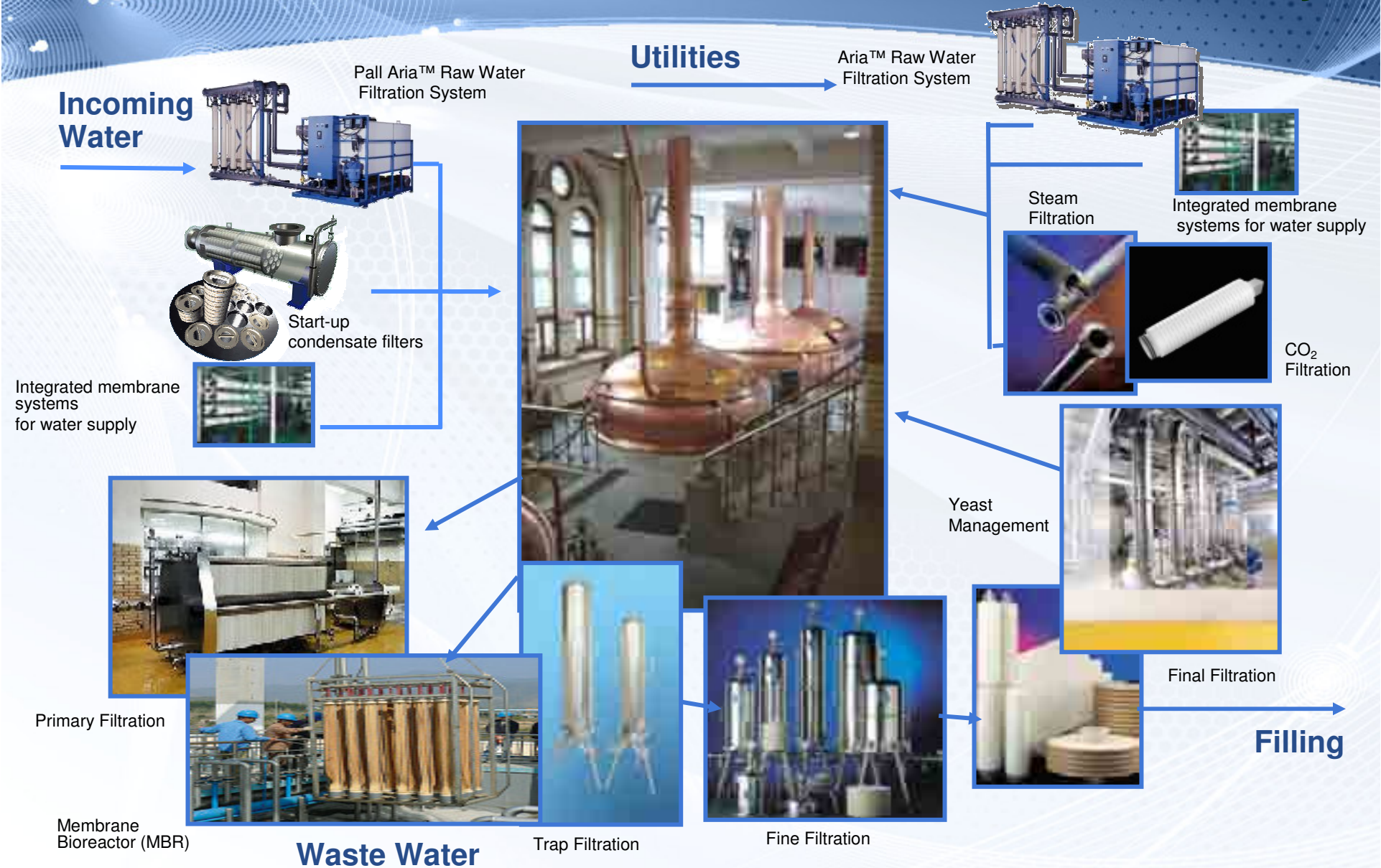
- Environmental regulation
- Water scarcity
- Cost

▲ Plus more demanding drivers

- Removal of dissolved contaminants
- Discharge limits



TFM in a Brewery



Other Water & The Future

▲ Water opportunities exist in every aspect of Pall's business

- Beyond municipal and industrial
 - Medical
 - Military
 - Agriculture
 - Food & Beverage

▲ Looking Ahead

- The world supply of clean water will continue to shrink
- Demand will increase
- Government regulations will strengthen and widen
- Climate change will create droughts and floods
- Global industrialization will put further demands on the water supply



**ENABLING A
GREENER
FUTURE**