# (PALL) Pall Corporation



Sustainable, Profitable Growth



## **RW Baird** Conference

**Eric Krasnoff Chairman & Chief Executive Officer** November 11, 2009

## **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 2008 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, and 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.



## Ve 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

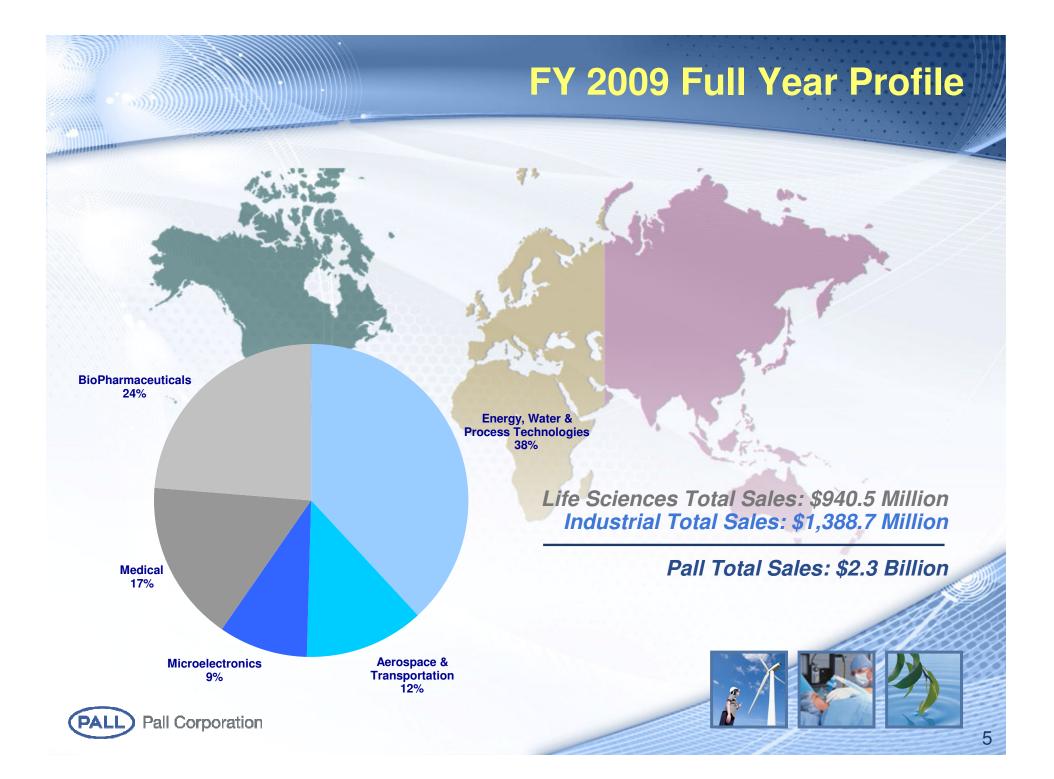
Sales & Service

~ 75% of Revenues from Consumables

**Global Presence** 

**Continuous Improvement Culture** 





## Global Drivers For The Filtration Market

Energy & Water Needs

Environmentalism

**Emerging** Pathogens

**Customer** Innovation

Regulatory Requirements





**Pall Corporation** 

PAL

## **Named A Top Green Company**

Pall was ranked **47th among the largest 500** U.S. companies in *Newsweek's* first-ever such list.

> Pall technologies help customers reduce their carbon footprints while controlling emissions.



## ENABLING A GREENER FUTURE

www.pall.com/green





## **Markets Served**

### **Pall Life Sciences**

Pall Corporation

PAL



#### **BioPharmaceuticals**

Biotechnology Drugs & Vaccines Classic Pharmaceuticals Plasma Laboratory Tools Diagnostics Proteomics and Genomics •OEM Materials & Diagnostics

#### **Transfusion Medicine** •Blood •Cell Therapy

Medical

 Veterinary Medicine Hospital - Infection Control •Water Critical Care

**Pall Industrial** 



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

Energy

Industrial

Manufacturing

Commercial Military

OEM

Aerospace &

Semiconductor Chips Consumer Electronics

Microelectronics

**Drinking Water** Industrial Water **Alternative Energy** Food & Beverage





## **Long-Term Strategic Plans**



## **GROWTH STRATEGIES**

- Total Fluid Management<sup>SM</sup>
- Integrated, Engineered Systems
- New Products
- Geographic Expansion
- Pricing Excellence
- Strategic Acquisitions
- Service Business



## **Long-Term Strategic Plans**



## **CORPORATE INITIATIVES**

- Establish European and Asian Management Centers
- ERP Consolidation
- Enterprise Risk Management
- Ongoing Focus on Corporate Governance



## **Long-Term Strategic Plans**



## **SUPPLY CHAIN INITIATIVES**

- Facilities/Infrastructure
   Rationalization
- Lean Manufacturing
- Procurement
- Logistics
- Inventory Reduction





## **Total Fluid Management**<sup>s</sup>™

Provide customer benefits in performance and efficiency





Leverage broad capabilities and experiences to further differentiate Pall

Doing More For The Customer

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

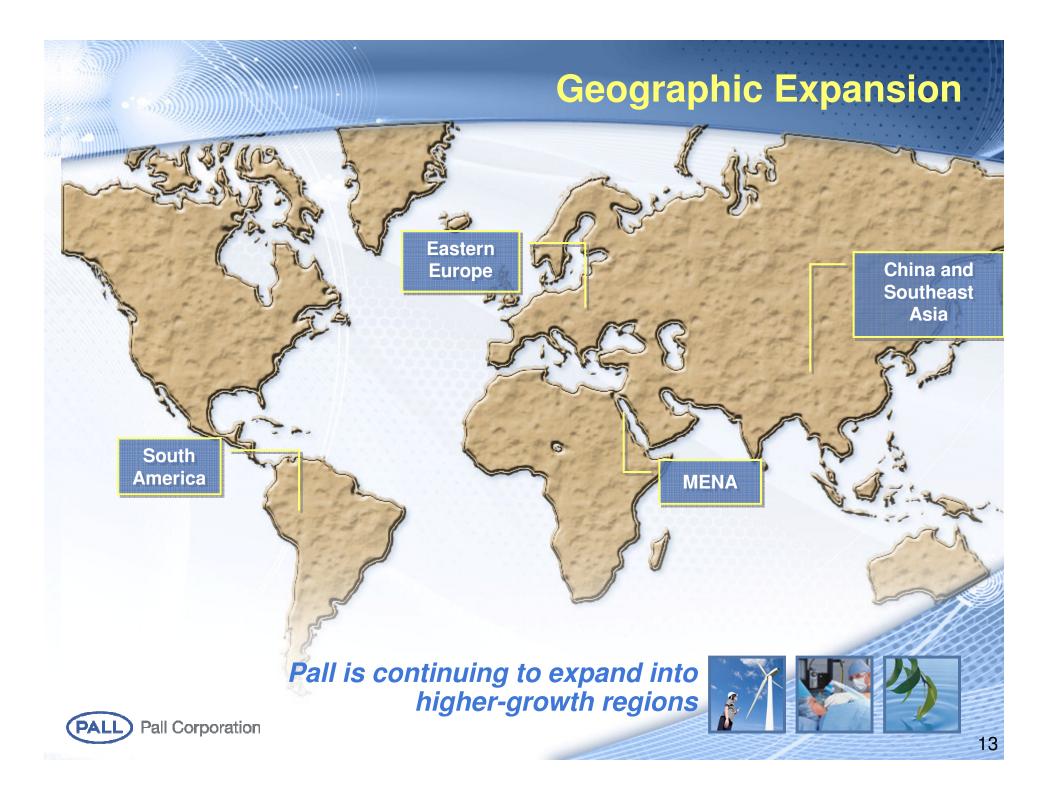




Raise the level of engagement to senior decision makers







## **Pricing Excellence Initiative**



14

# Benefits come from:

**Disciplined** pricing

Alignment of incentives to performance

Rationalizing low margin products

Improved terms and conditions





## **Pall Is A Lean Enterprise**



Process Improvement through focused team events (Kaizen)

Process Ownership through building "Lean Tools" skills throughout the organization

## **Culture Shift**

to Lean Principles through performance-based measurement and accountability

> Standardization is enabling us to improve service quality and reduce transaction times, risk and cost

15

 Kaizen Events

 FY 2007
 FY 2008
 FY 2009
 FY 2010

141<br/>Events<br/>Completed243<br/>Events<br/>Completed347<br/>Events<br/>Completed375<br/>Events<br/>Planned



## **Regional Management Centers**

Western Hemisphere Management Center in Port Washington, New York European Management Center in Fribourg, Switzerland

Asian Management Center in Singapore

We continue to streamline operations





# PALL Pall Corporation



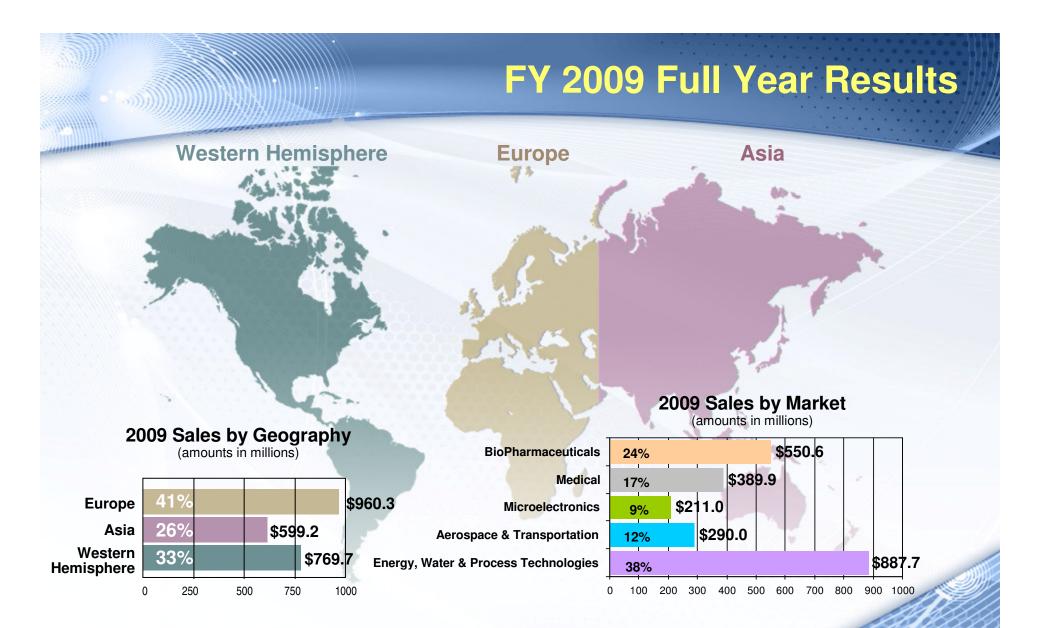
Sustainable, Profitable Growth





## RW Baird Conference

Lisa McDermott CFO & Treasurer November 11, 2009



Total Sales: \$2.3 Billion





## Fiscal 2009 Twelve Months Comparative Income Statements

In millions, except EPS data	FY 2009	%	FY2008	%
Net sales	\$2,329		\$2,572	
Cost of sales	1,228	52.7	1,361	52.9
Gross profit	1,101	47.3	1,211	47.1
SG&A	700	30.0	749	29.1
R&D	71	3.1	72	2.8
Earnings before interest, ROTC and taxes	330	14.2	390	15.2
Net interest	28	1.2	33	1.3
Restructuring & other charges, net (ROTC)	31		32	
Earnings before taxes	271	11.6	325	12.7
Income taxes	75	27.8*	108	33.3*
Net earnings	\$196	8.4	\$217	8.4
Diluted EPS	\$1.64		\$1.76	
Pro forma diluted EPS	\$1.77		\$1.97	

\*Effective Tax Rate





# Liquidity and Working Capital

\$ amounts in millions	YTD FY 2009	YTD FY 2008
Operating Cash Flow	\$327	\$326*
CapEx	(133)	(124)
Free Cash Flow	\$194	\$202
Other Significant (Uses)/Sources of Cash:		
Stock Buybacks	\$(96)	\$(149)
Dividends	\$(65)	\$(60)
M&A	\$(37)	-
(Repayment) Borrowing under financing facilities	\$(24)	\$112
Days in Cash Conversion Cycle	129	136

\*Excludes \$135 million deposit to IRS





## **Pall Investor Day**



# Pall will refresh its 2013 goals at the upcoming Investor Day on December 17, 2009.

## ENABLING A GREENER FUTURE

www.pall.com/green









ENABLING A GREENER FUTURE

## Appendix: Reconciliation of Non-GAAP Financial Measures

Twelve Months	FY 2009	FY 2008
Diluted EPS as reported	\$1.64	\$1.76
ROTC after pro forma tax effect	\$0.19	\$0.17
Tax adjustments	\$(0.06)	\$0.04
Pro forma diluted EPS	\$1.77	\$1.97



