

Strategic Business Objectives

(2012)

Achieve sustainable safety performance of 2.0 for recordable injuries and 3.0 for bulk and packaged vehicle accident rates



Achieve world class quality through on time delivery, product specification accuracy and shipping/billing document accuracy



Achieve over \$50M in net cost savings from Six Sigma projects



Construct ASUs in Des Moines, San Antonio, S. California, and other U.S. locations



Achieve #1 or #2 market share in industrial packaged and specialty gases in each market served by an ASU



Establish an On-site O₂, N₂ and H₂ capability and an installed base



Establish Platinum Products as the top revenue and profit source for Electronics Gases



Achieve \$1.5B revenue, 13% operating profit, 14% return on capital employed (ROCE) and fund sustaining operations from operating cash



MATHESON

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