## PALL CORP

Form 10-Q
June 09, 2011

UNITED STATES<br>SECURITIES AND EXCHANGE COMMISSION<br>Washington, D.C. 20549

## FORM 10-Q

p Quarterly report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
For the quarterly period ended April 30, 2011
or
o Transition report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 For the transition period from to

Commission File Number: 001-04311

## PALL CORPORATION

(Exact name of registrant as specified in its charter)

New York
(State or other jurisdiction of
incorporation or organization)
25 Harbor Park Drive, Port Washington, NY
(Address of principal executive offices)

11-1541330
(I.R.S. Employer

Identification No.)
11050
(Zip Code)
(516) 484-5400
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes p No o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes p No o

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

| Large accelerated filer p | Accelerated filer o |
| :--- | :--- |
| Non-accelerated filer o | Smaller reporting company o |

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes o No p

The number of shares of the registrant's common stock outstanding as of June 1, 2011 was 116,318,787.

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## PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS.

## PALL CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS <br> (In thousands, except per share data) <br> (Unaudited)

|  | Apr. 30, 2011 | July 31, 2010 |  |
| :--- | ---: | ---: | ---: |
| ASSETS |  |  |  |
| Current assets: | 491,496 | $\$$ | 498,563 |
| Cash and cash equivalents | 604,893 | 566,499 |  |
| Accounts receivable | 476,109 | 415,046 |  |
| Inventories | 46,295 | 31,288 |  |
| Prepaid expenses | 205,187 | 191,363 |  |
| Other current assets | $1,823,980$ | $1,702,759$ |  |
| $\quad$ Total current assets | 770,108 | 706,435 |  |
| Property, plant and equipment | 292,917 | 283,822 |  |
| Goodwill | 65,510 | 68,827 |  |
| Intangible assets | 265,317 | 237,369 |  |
| Other non-current assets | $3,217,832$ | $\$$ | $2,999,212$ |
| Total assets | $\$$ |  |  |

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:

| Notes payable | $\mathbf{1 4 9 , 9 6 8}$ | $\$$ |
| :--- | ---: | ---: |
| Accounts payable and other current liabilities | 515,083 | 40,072 |
| Income taxes payable | 95,645 | 456,651 |
| Current portion of long-term debt | 544 | 120,051 |
| Dividends payable | 20,354 | 1,956 |
| Total current liabilities | 781,594 | 63,475 |
| Long-term debt, net of current portion | 486,632 | 74,205 |
| Income taxes payable - non-current | 167,381 | 134,353 |
| Deferred taxes and other non-current liabilities | 307,575 | 303,453 |
| Total liabilities | $1,743,182$ | $1,816,862$ |


| Stockholders' equity: |  |  |
| :--- | ---: | ---: |
| Common stock, par value $\$ .10$ per share | 12,796 | 12,796 |
| Capital in excess of par value | 245,855 | 217,696 |
| Retained earnings | $1,541,405$ | $1,394,321$ |
| Treasury stock, at cost | $(407,371)$ | $(412,335)$ |
| Stock option loans | $(133)$ | $(224)$ |
| Accumulated other comprehensive income/(loss): | 204,671 | 97,249 |
| Foreign currency translation | $(129,444)$ | $(132,577)$ |
| Pension liability adjustment | 6,871 | 5,424 |
| Unrealized investment gains | 82,098 | $(29,904)$ |
| Total stockholders' equity | $1,474,650$ | $1,182,350$ |
| Total liabilities and stockholders' equity | $3,217,832$ | $\$$ |

See accompanying notes to condensed consolidated financial statements.

## PALL CORPORATION AND SUBSIDIARIES

## CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS

(In thousands, except per share data)
(Unaudited)

|  | Three Months Ended  <br> Apr. 30, Apr. 30, <br> 2011 2010 |  |  | Nine Months EndedApr. 30,2011 $\quad$ Apr. 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | \$ 709,808 | \$ | 615,982 | \$ 1,960,517 | \$ | 1,723,322 |
| Cost of sales | 355,947 |  | 302,450 | 965,498 |  | 855,307 |
| Gross profit | 353,861 |  | 313,532 | 995,019 |  | 868,015 |
| Selling, general and administrative expenses | 209,585 |  | 187,303 | 588,983 |  | 550,973 |
| Research and development | 21,056 |  | 18,986 | 61,998 |  | 54,874 |
| Restructuring and other charges, net | 7,723 |  | 2,030 | 13,921 |  | 6,659 |
| Interest expense, net | 6,068 |  | 3,254 | 19,176 |  | 6,342 |
| Earnings before income taxes | 109,429 |  | 101,959 | 310,941 |  | 249,167 |
| Provision for income taxes | 38,360 |  | 32,268 | 92,799 |  | 62,874 |
| Net earnings | \$ 71,069 | \$ | 69,691 | \$ 218,142 | \$ | 186,293 |
| Earnings per share: |  |  |  |  |  |  |
| Basic | \$ 0.61 | \$ | 0.59 | \$ 1.87 | \$ | 1.58 |
| Diluted | \$ 0.60 | \$ | 0.58 | \$ 1.84 | \$ | 1.56 |
| Dividends declared per share | \$ 0.175 | \$ | 0.160 | \$ 0.510 | \$ | 0.465 |
| Average shares outstanding: |  |  |  |  |  |  |
| Basic | 116,899 |  | 117,589 | 116,565 |  | 117,713 |
| Diluted | 118,723 |  | 119,204 | 118,296 |  | 119,107 |

See accompanying notes to condensed consolidated financial statements.

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## PALL CORPORATION AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS <br> (In thousands) <br> (Unaudited)

|  | Nine Months Ended <br> Apr. 30, 2011 |  | Apr. 30, 2010 |  |
| :---: | :---: | :---: | :---: | :---: |
| Operating activities: |  |  |  |  |
| Net cash provided by operating activities | \$ | 280,956 | \$ | 257,041 |
| Investing activities: |  |  |  |  |
| Capital expenditures |  | $(103,142)$ |  | $(93,513)$ |
| Proceeds from sale of retirement benefit assets |  | 51,307 |  | 31,481 |
| Purchases of retirement benefit assets |  | $(63,460)$ |  | $(42,322)$ |
| Acquisitions of businesses, net of cash acquired |  | - |  | $(8,984)$ |
| Other |  | $(3,548)$ |  | $(11,798)$ |
| Net cash used by investing activities |  | $(118,843)$ |  | $(125,136)$ |
|  |  |  |  |  |
| Financing activities: |  |  |  |  |
| Notes payable |  | 109,682 |  | $(2,050)$ |
| Long-term borrowings |  | 35,145 |  | 30,096 |
| Repayments of long-term debt |  | $(298,405)$ |  | $(16,739)$ |
| Dividends paid |  | $(57,287)$ |  | $(52,600)$ |
| Net proceeds from stock plans |  | 54,487 |  | 22,762 |
| Purchase of treasury stock |  | $(64,524)$ |  | $(36,202)$ |
| Excess tax benefits from stock-based compensation |  |  |  |  |
| Net cash used by financing activities |  | $(210,103)$ |  | $(53,265)$ |
| Cash flow for period |  | $(47,990)$ |  | 78,640 |
| Cash and cash equivalents at beginning of year |  | 498,563 |  | 414,011 |
| Effect of exchange rate changes on cash and cash <br> equivalents <br> 40,923 <br> $(8,767)$ |  |  |  |  |
| Cash and cash equivalents at end of period | \$ | 491,496 | \$ | 483,884 |
| Supplemental disclosures: |  |  |  |  |
| Interest paid | \$ | 13,589 | \$ | 25,392 |
| Income taxes paid (net of refunds) |  | 79,850 |  | 75,440 |

See accompanying notes to condensed consolidated financial statements.

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## PALL CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS <br> (In thousands, except per share data)

(Unaudited)

## NOTE 1 - BASIS OF PRESENTATION

The condensed consolidated financial information of Pall Corporation and its subsidiaries (hereinafter collectively called the "Company") included herein is unaudited. Such information reflects all adjustments of a normal recurring nature, which are, in the opinion of Company management, necessary to present fairly the Company's consolidated financial position, results of operations and cash flows as of the dates and for the periods presented herein. These condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and notes set forth in the Company's Annual Report on Form 10-K for the fiscal year ended July 31, 2010 ("2010 Form $10-\mathrm{K}^{\prime \prime}$ ).

## NOTE 2 - ADOPTION OF NEW ACCOUNTING PRONOUNCEMENTS

In October 2009, the Financial Accounting Standards Board issued updated guidance amending existing revenue recognition accounting pronouncements that address multiple element arrangements. This guidance requires companies to allocate revenue in arrangements involving multiple deliverables based on the estimated selling price of each deliverable, even though such deliverables are not sold separately either by the company or other vendors. This guidance eliminates the requirement that all undelivered elements must have objective and reliable evidence of fair value before a company can recognize the portion of the overall arrangement fee that is attributable to items that already have been delivered. As a result, some companies may recognize revenue on transactions that involve multiple deliverables earlier than under previously existing authoritative guidance. This new authoritative guidance was effective for the Company beginning with its first quarter of fiscal year 2011. The adoption of this authoritative guidance did not have a material impact on the Company's condensed consolidated financial statements.

## NOTE 3 - BALANCE SHEET DETAILS

The following tables provide details of selected balance sheet items:

|  | Apr. 30, 2011 | July 31, 2010 |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Accounts receivable: | $\$$ | 534,877 | $\$$ | 493,563 |
| Billed |  | 79,994 | 83,740 |  |
| Unbilled | 614,871 | 577,303 |  |  |
| Total | $(9,978)$ | $(10,804)$ |  |  |
| Less: Allowances for doubtful accounts | $\$$ | 604,893 | $\$$ | 566,499 |

Unbilled receivables principally relate to long-term contracts recorded under the percentage-of-completion method of accounting.

| Inventories: | Apr. 30, 2011 | July 31, 2010 |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Raw materials and components | $\$$ | 145,838 | $\$$ | 125,270 |
| Work-in-process |  | 74,669 | 49,290 |  |
| Finished goods | $\$$ | 476,602 | 240,486 |  |
|  | Apr. 30, 2011 | July 31, 2010 |  |  |
| Property, plant and equipment: <br> Property, plant and equipment <br> Less: Accumulated depreciation <br> and amortization | $\$$ | $1,707,383$ | $\$$ | $1,551,538$ |

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## PALL CORPORATION AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)
(In thousands, except per share data)
(Unaudited)

## NOTE 4 - GOODWILL AND INTANGIBLE ASSETS

The following table presents goodwill, allocated by reportable segment.

|  | Apr. 30, | July 31, |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  | 2011 | 2010 |  |  |
| Life Sciences | $\$$ | 133,544 | $\$$ | 126,854 |
| Industrial |  | 159,373 |  | 156,968 |
|  | $\$$ | 292,917 | $\$$ | 283,822 |

The change in the carrying amount of goodwill is attributable to changes in foreign exchange rates used to translate the goodwill contained in the financial statements of foreign subsidiaries using the rates at each respective balance sheet date.

Intangible assets, net, consist of the following:

|  | Gross |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2011 \end{aligned}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Accumulated <br> Amortization |  | Net |  |
|  |  |  |  |  |  |  |
| Patents and unpatented technology | \$ | 103,997 | \$ | 63,853 | \$ | 40,144 |
| Customer-related intangibles |  | 26,627 |  | 5,870 |  | 20,757 |
| Trademarks |  | 6,826 |  | 4,591 |  | 2,235 |
| Other |  | 4,717 |  | 2,343 |  | 2,374 |
|  | \$ | 142,167 | \$ | 76,657 | \$ | 65,510 |

July 31,
2010
Accumulated

|  | Gross |  |  | Amortization | Net |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Patents and unpatented technology | $\$$ | 99,825 | $\$$ | 57,210 | $\$$ | 42,615 |
| Customer-related intangibles |  | 26,100 |  | 3,511 | 22,589 |  |
| Trademarks | 6,438 |  | 4,196 | 2,242 |  |  |
| Other | 3,488 |  | 2,107 | 1,381 |  |  |
|  | $\$$ | 135,851 | $\$$ | 67,024 | $\$$ | 68,827 |

Amortization expense for intangible assets for the three and nine months ended April 30, 2011 was $\$ 3,432$ and $\$ 9,941$, respectively. Amortization expense for intangible assets for the three and nine months ended April 30, 2010 was $\$ 3,161$ and $\$ 8,475$, respectively. Amortization expense is estimated to be approximately $\$ 3,578$ for the remainder of fiscal year 2011, $\$ 14,122$ in fiscal year 2012, $\$ 9,661$ in fiscal year 2013, $\$ 7,828$ in fiscal year 2014, $\$ 6,317$ in fiscal year 2015 and $\$ 5,115$ in fiscal year 2016.

## NOTE 5 - TREASURY STOCK

On November 15, 2006, the board of directors authorized an expenditure of $\$ 250,000$ to repurchase shares of the Company's common stock. On October 16, 2008, the board authorized an additional expenditure of $\$ 350,000$ to repurchase shares. The Company's shares may be purchased over time, as market and business conditions warrant. There is no time restriction on these authorizations. During the nine months ended April 30, 2011, the Company purchased 1,285 shares in open-market transactions at an aggregate cost of $\$ 64,524$ with an average price per share of $\$ 50.21$. As of April 30, 2011, $\$ 288,420$ remains to be expended under the current board repurchase authorizations. Repurchased shares are held
in treasury for use in connection with the Company's stock plans and for general corporate purposes.

During the nine months ended April 30, 2011, 2,122 shares were issued under the Company's stock-based compensation plans and 2 shares were traded in by an employee in payment of a stock option exercise at a price of $\$ 58.75$ per share and an aggregate cost of $\$ 110$. At April 30, 2011, the Company held 11,655 treasury shares.

## PALL CORPORATION AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)
(In thousands, except per share data)
(Unaudited)

## NOTE 6 - CONTINGENCIES AND COMMITMENTS

With respect to the matters described in Note 14, Contingencies and Commitments, to the Company's consolidated financial statements included in the 2010 Form 10-K and as updated in Note 6, Contingencies and Commitments, in the Company's condensed consolidated financial statements included on Form 10-Q for the first and second quarters of fiscal year 2011, under the heading Federal Securities Class Actions, Shareholder Derivative Lawsuits and Other Proceedings, no liabilities or related receivables for insurance recoveries have been reflected in the condensed consolidated financial statements as of April 30, 2011 as these amounts are not currently estimable.

The Company and its subsidiaries are subject to certain other legal actions that arise in the normal course of business. Other than those legal proceedings and claims discussed below and in the 2010 Form 10-K, the Company did not have any current other legal proceedings and claims that would individually or in the aggregate have a reasonably possible materially adverse affect on its financial condition or operating results. However, the results of legal proceedings cannot be predicted with certainty. If the Company failed to prevail in several of these legal matters in the same reporting period, the operating results of a particular reporting period could be materially adversely affected.

Shareholder Derivative Lawsuits:
The September Derivative (as defined in Notes 14, Contingencies and Commitments, to the Company's consolidated financial statements included in the 2010 Form $10-\mathrm{K}$ ) is no longer stayed.

On January 28, 2011, a third shareholder filed a derivative lawsuit in New York Supreme Court, Nassau County, against certain current directors and officers of the Company, and against the Company as nominal defendant. This action purports to bring claims on behalf of the Company similar to those alleged in the September Derivative action. The complaint seeks damages, together with various injunctive and declaratory relief.

## Environmental Matters:

With respect to the environmental matters at the Company's Ann Arbor, Michigan site, previously disclosed in Part I - Item 3 - Legal Proceedings in the Company's 2010 Form 10-K, the Company and the Michigan Department of Natural Resources and Environment (the "DNRE") reached an agreement on the principal terms to resolve all outstanding issues and presented a Joint Notice of Tentative Settlement (the "Joint Notice") to the court on November 24, 2010. The court approved the proposed changes to the clean-up program outlined in the Joint Notice and instructed the parties to submit an amended Consent Judgment incorporating such changes. In early March 2011, the Company and the DNRE executed a Third Amendment to Consent Judgment (the "Amended Consent Judgment") and presented the Amended Consent Judgment and a Stipulated Order Amending Previous Remediation Orders to the court, which the court approved on March 8, 2011. Based on the terms of the Amended Consent Judgment, the Company believes that its current environmental reserves are adequate.

The Company's condensed consolidated balance sheet at April 30, 2011 includes liabilities for environmental matters of approximately $\$ 10,980$, which relate primarily to the previously reported environmental proceedings involving a Company subsidiary, Gelman Sciences Inc., pertaining to groundwater contamination. In the opinion of management, the Company is in substantial compliance with applicable environmental laws and its current accruals for environmental remediation are adequate. However, as regulatory standards under environmental laws are becoming increasingly stringent, there can be no assurance that future developments, additional information and experience gained will not cause the Company to incur material environmental liabilities or costs beyond those accrued in its condensed consolidated financial statements.

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PALL CORPORATION AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)
(In thousands, except per share data)
(Unaudited)

## NOTE 7 - RESTRUCTURING AND OTHER CHARGES, NET

The following tables summarize the restructuring and other charges ("ROTC") recorded for the three and nine months ended April 30, 2011 and April 30, 2010:

|  | Three Months Ended Apr. 30, 2011 |  |  |  |  | Nine Months Ended Apr. 30, 2011 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Other |  |  |  |  | Other |  |  |  |  |  |
|  | Restructuring <br> (1) | Charges/ <br> (Income) <br> (2) |  | Total |  | Restructuring(1) |  | Charges/ <br> (Income) <br> (2) |  | Total |  |
| Employment contract obligations and other severance benefits | \$ 716 | \$ | 4,631 | \$ | 5,347 | \$ | 4,169 | \$ | 4,631 | \$ | 8,800 |
| Professional fees and other costs, net of receipt of insurance claim payments | 1,431 |  | 891 |  | 2,322 |  | 4,151 |  | 272 |  | 4,423 |
| Environmental matters, net of receipt of insurance claim payment | - |  | 59 |  | 59 |  | - |  | 709 |  | 709 |
| Reversal of excess restructuring reserves | (5) |  | - |  | (5) |  | (11) |  | - |  | (11) |
|  | \$ 2,142 | \$ | 5,581 | \$ | 7,723 | \$ | 8,309 | \$ | 5,612 | \$ | 13,921 |
| Cash | \$ 2,142 | \$ | 3,241 | \$ | 5,383 | \$ | 8,309 | \$ | 3,272 | \$ | 11,581 |
| Non-cash | - |  | 2,340 |  | 2,340 |  | - |  | 2,340 |  | 2,340 |
|  | \$ 2,142 | \$ | 5,581 | \$ | 7,723 | \$ | 8,309 | \$ | 5,612 | \$ | 13,921 |


|  | Three Months Ended Apr. 30, 2010 |  |  |  |  | Nine Months Ended Apr. 30, 2010 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Other |  |  |  |  | Other |  |  |  |  |  |
|  | Restructuring (1) | Charges/ <br> (Income) <br> (2) |  | Total |  | Restructuring <br> (1) |  | Charges/ <br> (Income) <br> (2) |  | Total |  |
| Severance | \$ 218 | \$ | - | \$ | 218 | \$ | 2,510 | \$ | - | \$ | 2,510 |
| Professional fees and other costs, net of receipt of insurance claim payments | 1,382 |  | 406 |  | 1,788 |  | 4,570 |  | (799) |  | 3,771 |
| Environmental matters | - |  | 50 |  | 50 |  |  |  | 991 |  | 991 |
| Asset impairment/gain on sale | (26) |  | - |  | (26) |  | 237 |  | (774) |  | (537) |
| Reversal of excess restructuring reserves | - |  | - |  | - |  | (76) |  | - |  | (76) |
|  | \$ 1,574 | \$ | 456 | \$ | 2,030 | \$ | 7,241 | \$ | (582) | \$ | 6,659 |

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| Cash | $\$$ | 1,600 | $\$$ | 456 | $\$$ | 2,056 | $\$$ | 6,265 | $\$$ | $(582)$ | $\$$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Non-cash |  | $(26)$ |  | - | $(26)$ |  | 976 | - | 983 |  |  |
|  | $\$$ | 1,574 | $\$$ | 456 | $\$$ | 2,030 | $\$$ | 7,241 | $\$$ | $(582)$ | $\$$ |
|  |  |  | 6,659 |  |  |  |  |  |  |  |  |

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## PALL CORPORATION AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)
(In thousands, except per share data)
(Unaudited)

## (1) Restructuring:

Restructuring charges reflect the expenses incurred in connection with the Company's cost reduction initiatives. Severance costs recorded in the quarter and nine months of fiscal year 2011 relate to the planned closure of a manufacturing facility in Europe.

## (2) Other Charges:

Employment contract obligations and other severance benefits:
In the three months ended April 30, 2011, the Company recorded charges related to certain employment contract obligations.
Professional fees and other costs:

In the three and nine months ended April 30, 2011 and April 30, 2010, the Company recorded legal and other professional fees related to the Federal Securities Class Actions, Shareholder Derivative Lawsuits and Other Proceedings (see Note 6, Contingencies and Commitments) which pertain to matters that had been under audit committee inquiry as discussed in Note 2, Audit Committee Inquiry and Restatement, to the consolidated financial statements included in the Company's Annual Report on Form 10-K for the fiscal year ended July 31, 2007 ("2007 Form $\left.10-\mathrm{K}^{\prime \prime}\right)$. The receipt of insurance claim payments recorded in the nine months ended April 30, 2011 and April 30, 2010, partly offset such costs in the nine months ended April 30, 2011 and more than offset such costs in the nine months ended April 30, 2010.

Environmental matters:

In the three months and nine months ended April 30, 2011, the Company increased its previously established environmental reserve related to matters in Ann Arbor, Michigan. In the three and nine months ended April 30, 2010, the Company increased its previously established environmental reserve related to matters in Pinellas Park, Florida and Ann Arbor, Michigan.

The following table summarizes the activity related to restructuring liabilities that were recorded in the nine months ended April 30, 2011 and in fiscal years 2010 and 2009.

|  | Severance |  | Other |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 |  |  |  |  |  |  |
| Original charge | \$ | 4,169 | \$ | 4,151 | \$ | 8,320 |
| Utilized |  | (447) |  | $(3,844)$ |  | $(4,291)$ |
| Translation |  | 412 |  | 60 |  | 472 |
| Balance at Apr. 30, 2011 | \$ | 4,134 | \$ | 367 | \$ | 4,501 |
| 2010 |  |  |  |  |  |  |
| Original charge | \$ | 6,034 | \$ | 5,581 | \$ | 11,615 |
| Utilized |  | $(2,031)$ |  | $(5,441)$ |  | $(7,472)$ |
| Translation |  | 1 |  | (9) |  | (8) |
| Balance at Jul. 31, 2010 |  | 4,004 |  | 131 |  | 4,135 |
| Utilized |  | $(1,038)$ |  | (135) |  | $(1,173)$ |
| Translation |  | 3 |  | 4 |  | 7 |
| Balance at Apr. 30, 2011 | \$ | 2,969 | \$ | - | \$ | 2,969 |

## PALL CORPORATION AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)
(In thousands, except per share data)
(Unaudited)

|  | Severance | Other | Total |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 2009 | $\$$ | 18,938 | $\$$ | 4,734 | $\$$ |
| Original charge | $(12,757)$ | $(4,133)$ | $(16,890)$ |  |  |
| Utilized | 412 | 20 | 432 |  |  |
| Translation | 6,593 | 621 | 7,214 |  |  |
| Balance at Jul. 31, 2009 | $(4,902)$ | $(588)$ | $(5,490)$ |  |  |
| Utilized | $(143)$ | - | $(143)$ |  |  |
| Reversal of excess reserves | $(86)$ | $(27)$ | $(113)$ |  |  |
| Translation | 1,462 | 6 | 1,468 |  |  |
| Balance at Jul. 31, 2010 | $(726)$ | $(6)$ | $(732)$ |  |  |
| Utilized | $(6)$ | - | $(6)$ |  |  |
| Reversal of excess reserves | 144 |  | - | 144 |  |
| Translation | $\$$ | 874 | $\$$ | - | $\$$ |
| Balance at Apr. 30, 2011 |  |  | 874 |  |  |

## NOTE 8 - INCOME TAXES

The Company's effective tax rate for the nine months ended April 30, 2011 and April 30, 2010 was $29.8 \%$ and $25.2 \%$, respectively. For the nine months ended April 30, 2011, the effective tax rate varied from the U.S. federal statutory rate primarily due to the benefits of foreign operations partially offset by tax costs of $\$ 8,409$ associated with the establishment of the Company's Asian headquarters recorded in the third quarter. For the nine months ended April 30, 2010, the effective tax rate varied from the U.S. federal statutory rate primarily due to the benefits of foreign operations and the resolution of a foreign tax audit.

At April 30, 2011 and July 31, 2010, the Company had gross unrecognized income tax benefits of $\$ 258,525$ and $\$ 227,256$, respectively. During the nine months ended April 30, 2011, the amount of gross unrecognized income tax benefits increased by $\$ 31,269$, primarily due to tax positions taken during the current period and the impact of foreign currency translation, partially offset by the expiration of various foreign statutes of limitation. As of April 30, 2011, the amount of net unrecognized income tax benefits that, if recognized, would impact the effective tax rate was $\$ 188,929$.

At April 30, 2011 and July 31, 2010, the Company had liabilities of $\$ 68,197$ and $\$ 62,546$, respectively, for potential payment of interest and penalties.

Due to the potential resolution of tax examinations and the expiration of various statutes of limitation, the Company believes that it is reasonably possible that the gross amount of unrecognized income tax benefits may decrease within the next twelve months by a range of zero to \$81,127.

In late-May 2011, the Internal Revenue Service ("IRS") concluded its audits of fiscal years 1999 through 2005, including the matter previously disclosed for those years in Note 2, Audit Committee Inquiry and Restatement, to the consolidated financial statements included in the 2007 Form 10-K. In closing the audit, the IRS did not assess any penalties. The Company is still in the process of calculating the financial statement impact which will be recorded in the fourth quarter of fiscal year 2011. The Company expects to reverse approximately $\$ 20,000$ to $\$ 30,000$ of previously recorded liabilities related to tax, interest and penalties that were accrued but not assessed. Additionally, the Company will not make any further cash payments to the IRS or receive any refunds with respect to these matters. When last disclosed at January 31, 2011, the Company disclosed that it may be subject to potential additional penalties that may be assessed by the U.S. and foreign taxing authorities of up to $\$ 126,519$ but did not recognize the potential additional penalties in the condensed consolidated financial statements as of January 31, 2011 as the Company concluded that it was not "more likely than not" that those potential additional penalties will be assessed. As a result of the resolution of these audits, the Company has concluded that the probability of assessment of approximately $\$ 106,000$ of these penalties is remote. There remains up to approximately $\$ 22,000$ of unrecorded potential additional penalties that may be assessed by foreign taxing authorities. The Company did not recognize the potential additional penalties that may be assessed by foreign taxing authorities in the condensed consolidated financial statements as of April 30, 2011 as the Company concluded that it was not "more likely than not" that those potential additional penalties will be assessed.

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## PALL CORPORATION AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In thousands, except per share data)
(Unaudited)

## NOTE 9 - COMPONENTS OF NET PERIODIC PENSION COST

The Company provides substantially all domestic and foreign employees with retirement benefits. Net periodic pension benefit cost for the Company's defined benefit pension plans includes the following components:

|  | Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | U.S. Plans <br> Apr. 30, $2011$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  | Foreign Plans <br> Apr. 30, $2011$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  | Total <br> Apr. 30, <br> 2011 |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  |
| Service cost | \$ | 2,014 | \$ | 1,983 | \$ | 1,304 | \$ | 1,202 | \$ | 3,318 | \$ | 3,185 |
| Interest cost |  | 3,100 |  | 3,048 |  | 4,578 |  | 4,328 |  | 7,678 |  | 7,376 |
| Expected return on plan assets |  | $(2,202)$ |  | $(2,023)$ |  | $(3,554)$ |  | $(3,252)$ |  | $(5,756)$ |  | $(5,275)$ |
| Amortization of prior service cost |  | 615 |  | 446 |  | 71 |  | 64 |  | 686 |  | 510 |
| Recognized actuarial loss |  | 1,946 |  | 608 |  | 1,415 |  | 675 |  | 3,361 |  | 1,283 |
| Gain due to curtailments and settlements |  | - |  | - |  | (23) |  | - |  | (23) |  | - |
| Net periodic benefit cost | \$ | 5,473 | \$ | 4,062 | \$ | 3,791 | \$ | 3,017 | \$ | 9,264 | \$ | 7,079 |


|  | Nine Months Ended |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | U.S. Plans |  |  |  | Foreign Plans |  |  |  | Total |  |  |  |
|  | $\begin{aligned} & \text { Apr. 30, } \\ & 2011 \end{aligned}$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2011 \end{aligned}$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2011 \end{aligned}$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  |
| Service cost | \$ | 6,044 | \$ | 5,949 | \$ | 3,912 | \$ | 3,682 | \$ | 9,956 | \$ | 9,631 |
| Interest cost |  | 9,164 |  | 9,144 |  | 13,735 |  | 13,517 |  | 22,899 |  | 22,661 |
| Expected return on plan assets |  | $(6,608)$ |  | $(6,069)$ |  | $(10,661)$ |  | $(10,148)$ |  | $(17,269)$ |  | $(16,217)$ |
| Amortization of prior service cost |  | 1,527 |  | 1,338 |  | 215 |  | 190 |  | 1,742 |  | 1,528 |
| Recognized actuarial loss |  | 3,880 |  | 1,824 |  | 4,245 |  | 2,111 |  | 8,125 |  | 3,935 |
| Gain due to curtailments and settlements |  | - |  | - |  | (71) |  | - |  | (71) |  | - |
| Net periodic benefit cost | \$ | 14,007 | \$ | 12,186 | \$ | 11,375 | \$ | 9,352 | \$ | 25,382 | \$ | 21,538 |

## NOTE 10 - STOCK-BASED PAYMENT

The Company currently has four stock-based employee and director compensation award types (Restricted Stock Unit, Stock Option Plans, Management Stock Purchase Plan ("MSPP"), and Employee Stock Purchase Plan ("ESPP")), which are more fully described in Note 15, Common Stock, to the consolidated financial statements included in the 2010 Form 10-K.

The detailed components of stock-based compensation expense recorded in the condensed consolidated statements of earnings for the three and nine months ended April 30, 2011 and April 30, 2010 are reflected in the table below.

|  | Three Months Ended |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Apr. 30, } \\ & 2011 \end{aligned}$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2011 \end{aligned}$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  |
| Restricted stock units | \$ | 4,207 | \$ | 2,522 | \$ | 10,362 | \$ | 8,631 |
| Stock options |  | 2,108 |  | 1,779 |  | 4,102 |  | 3,788 |
| ESPP |  | 1,169 |  | 1,047 |  | 3,325 |  | 3,509 |

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| MSPP |  | 1,001 |  | 946 |  | 2,956 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total | $\$$ | 8,485 | $\$$ | 6,294 | $\$$ | 20,745 | $\$$ |

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## PALL CORPORATION AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)
(In thousands, except per share data)
(Unaudited)

## NOTE 11 - EARNINGS PER SHARE

The condensed consolidated statements of earnings present basic and diluted earnings per share. Basic earnings per share is determined by dividing income available to common shareholders by the weighted average number of common shares outstanding for the period. Diluted earnings per share considers the potential effect of dilution on basic earnings per share assuming potentially dilutive shares that meet certain criteria, such as those issuable upon exercise of stock options, were outstanding. The treasury stock method reduces the dilutive effect of potentially dilutive securities as it assumes that cash proceeds (from the issuance of potentially dilutive securities) are used to buy back shares at the average share price during the period. Employee stock options and restricted stock units aggregating 98 and 803 shares were not included in the computation of diluted shares for the three months ended April 30, 2011 and April 30, 2010, respectively, because their effect would have been antidilutive. For the nine months ended April 30, 2011 and April 30, 2010, 180 and 1,341 antidilutive shares, respectively, were excluded. The following is reconciliation between basic shares outstanding and diluted shares outstanding:

|  | Three Months Ended |  | Nine Months Ended |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Apr. 30, 2011 | Apr. 30, 2010 | Apr. 30, 2011 | Apr. 30, 2010 |
| Basic shares outstanding | 116,899 | 117,589 | 116,565 | 117,713 |
| Effect of stock plans | 1,824 | 1,615 | 1,731 | 1,394 |
| Diluted shares outstanding | 118,723 | 119,204 | 118,296 | 119,107 |

## NOTE 12 - FAIR VALUE MEASUREMENTS

The Company records certain of its financial assets and liabilities at fair value, which is the price that would be received to sell an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants at the measurement date.

The current authoritative guidance discusses valuation techniques, such as the market approach (comparable market prices), the income approach (present value of future income or cash flow), and the cost approach (cost to replace the service capacity of an asset or replacement cost). Authoritative guidance utilizes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three broad levels. The following is a brief description of those three levels:

- Level 1: Use of observable inputs such as quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: Use of inputs other than quoted prices included in Level 1, which are observable for the asset or liability, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, or other inputs that are observable or can be corroborated by observable market data.
- Level 3: Use of inputs that are unobservable.


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## PALL CORPORATION AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)
(In thousands, except per share data)
(Unaudited)

The following table presents, for each of these hierarchy levels, the Company's financial assets and liabilities that are measured at fair value as of April 30, 2011:

|  | Fair Value Measurements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As of Apr. 30, 2011 |  | Level 1 |  | Level 2 |  | $\begin{aligned} & \text { Level } \\ & 3 \end{aligned}$ |  |
| Financial assets carried at fair value |  |  |  |  |  |  |  |  |
| Money market funds | \$ | 16,964 | \$ | 16,964 | \$ | - |  | - |
| Available-for-sale securities: |  |  |  |  |  |  |  |  |
| Equity securities |  | 8,715 |  | 8,715 |  | - |  | - |
| Debt securities: |  |  |  |  |  |  |  |  |
| Corporate |  | 37,661 |  | - |  | 37,661 |  | - |
| U.S. Treasury |  | 10,820 |  | - |  | 10,820 |  | - |
| Other U.S. government |  | 27,579 |  | - |  | 27,579 |  | - |
| Municipal government |  | 997 |  | - |  | 997 |  | - |
| CMO/mortgage- backed |  | 203 |  | - |  | 203 |  | - |
| Derivative financial instruments: |  |  |  |  |  |  |  |  |
| Foreign exchange forward contracts |  | 1,646 |  | - |  | 1,646 |  | - |
| Financial liabilities carried at fair value |  |  |  |  |  |  |  |  |
| Derivative financial instruments: |  |  |  |  |  |  |  |  |
| Foreign exchange forward contracts |  | 1,952 |  | - |  | 1,952 |  | - |

The following table presents, for each of these hierarchy levels, the Company's financial assets and liabilities that are measured at fair value as of July 31, 2010:

|  | Fair Value Measurements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As of |  |  |  |  |  |  |  |
|  | Jul. 31, 2010 |  | Level 1 |  | Level 2 |  | $\begin{aligned} & \text { Level } \\ & 3 \end{aligned}$ |  |
| Financial assets carried at fair value |  |  |  |  |  |  |  |  |
| Money market funds | \$ | 5,034 | \$ | 5,034 | \$ | - |  | - |
| Available-for-sale securities: |  |  |  |  |  |  |  |  |
| Equity securities |  | 5,224 |  | 5,224 |  | - |  | - |
| Debt securities: |  |  |  |  |  |  |  |  |
| Corporate |  | 27,676 |  | - |  | 27,676 |  | - |
| U.S. Treasury |  | 19,209 |  | - |  | 19,209 |  | - |
| Other U.S. government |  | 20,163 |  | - |  | 20,163 |  | - |
| Municipal government |  | 1,001 |  | - |  | 1,001 |  | - |
| CMO/mortgage- backed |  | 256 |  | - |  | 256 |  | - |
| Derivative financial instruments: |  |  |  |  |  |  |  |  |
| Foreign exchange forward contracts |  | 2,166 |  | - |  | 2,166 |  | - |

## Financial liabilities carried at fair value

Derivative financial instruments:

The Company's money market funds and equity securities are valued using quoted market prices and, as such, are classified within Level 1 of the fair value hierarchy.

The fair value of the Company's investments in debt securities are valued utilizing third party pricing services. The pricing services use inputs to determine fair value which are derived from observable market sources including reportable trades, benchmark curves, credit spreads, broker/dealer quotes, bids, offers, and other industry and economic events. These investments are included in Level 2 of the fair value hierarchy.

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## PALL CORPORATION AND SUBSIDIARIES

## NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In thousands, except per share data)
(Unaudited)

The fair values of the Company's foreign currency forward contracts are valued using pricing models, with all significant inputs derived from or corroborated by observable market data such as yield curves, currency spot and forward rates and currency volatilities. These investments are included in Level 2 of the fair value hierarchy.

The Company completed its annual goodwill impairment test for all reporting units in the third quarter of fiscal year 2011 and determined that no impairment existed. In addition, the Company had no impairment of goodwill in the prior year. In connection with the annual goodwill impairment test, the Company estimates the fair value of its reporting units using a market approach employing Level 3 inputs as defined in the fair value hierarchy.

## NOTE 13 - INVESTMENT SECURITIES

The following is a summary of the Company's available-for-sale investment securities by category which are classified within other non-current assets in the Company's condensed consolidated balance sheets. Contractual maturity dates of debt securities held by the trust at April 30, 2011 range from 2011 to 2044.

|  | Cost/ <br> Amortized <br> Cost Basis |  | Fair Value |  | Gross <br> Unrealized <br> Holding <br> Gains |  | Gross <br> Unrealized <br> Holding <br> Losses |  | Net <br> Unrealized <br> Holding <br> Gains |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| April 30, 2011 |  |  |  |  |  |  |  |  |  |  |
| Equity securities | \$ | 2,402 | \$ | 8,715 | \$ | 6,313 |  | - | \$ | 6,313 |
| Debt securities: |  |  |  |  |  |  |  |  |  |  |
| Corporate |  | 36,039 |  | 37,661 |  | 1,787 |  | (165) |  | 1,622 |
| U.S. Treasury |  | 10,252 |  | 10,820 |  | 579 |  | (11) |  | 568 |
| Other U.S. government |  | 26,601 |  | 27,579 |  | 1,006 |  | (28) |  | 978 |
| Municipal government |  | 1,000 |  | 997 |  | - |  | (3) |  | (3) |
| CMO/mortgage-backed |  | 181 |  | 203 |  | 22 |  | - |  | 22 |
|  | \$ | 76,475 | \$ | 85,975 | \$ | 9,707 |  | (207) | \$ | 9,500 |

July 31, 2010

| Equity securities | $\$$ | 2,375 | $\$$ | 5,224 | $\$$ | 2,849 | $\$$ |  | - | $\$$ | 2,849 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Debt securities: | 25,769 | 27,676 | 1,912 | $(5)$ | 1,907 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Corporate | 17,905 | 19,209 | 1,304 | - | 1,304 |  |
| U.S. Treasury | 19,009 | 20,163 | 1,159 | $(5)$ | 1,154 |  |
| Other U.S. government | 1,000 | 1,001 | 1 | - | 1 |  |
| Municipal government | 230 | 256 | 26 | - | 26 |  |
| CMO/mortgage-backed | $\$$ | 66,288 | $\$$ | 73,529 | $\$$ | 7,251 |
|  | $\$$ | $(10)$ | $\$$ | 7,241 |  |  |

The following table shows the gross unrealized losses and fair value of the Company's available-for-sale investments with unrealized losses aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position:

Less than 12 months
12 months or greater Total

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## PALL CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In thousands, except per share data)
(Unaudited)


The following table shows the proceeds and gross gains and losses from the sale of available-for-sale investments for the three and nine months ended April 30, 2011 and April 30, 2010:

|  | Three Months Ended |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Apr. 30, } \\ & 2011 \end{aligned}$ | Ap |  |  |  |  |  |
| Proceeds from sales | \$ 4,891 | \$ | 2,677 | \$ | 19,103 | \$ | 12,637 |
| Realized gross gains on sales | 72 |  | 171 |  | 766 |  | 1,114 |
| Realized gross losses on sales | 8 |  |  |  | 20 |  |  |

## NOTE 14 - NOTES PAYABLE AND LONG-TERM DEBT

On November 30, 2010, the Company established a commercial paper program under which the Company may issue up to $\$ 600,000$ of unsecured commercial paper notes. The Company's board of directors has authorized debt financings through the issuance of commercial paper plus borrowings under the Company's senior revolving credit facility of up to a maximum aggregate amount outstanding at any time of $\$ 600,000$. The proceeds of the commercial paper issuances were used for general corporate purposes, including paying down existing balances under the Company's senior revolving credit facility.

As of April 30, 2011, the Company had $\$ 150,000$ of outstanding commercial paper, all of which is recorded as current liabilities under notes payable in the Company's condensed consolidated balance sheet. Commercial paper issuances during the quarter carried interest rates ranging between $0.38 \%$ and $0.47 \%$ and original maturities between 22 and 61 days.

As of April 30, 2011, the Company does not have any outstanding borrowings under its existing senior revolving credit facility. As of July 31, 2010, the Company had $\$ 250,000$ of borrowings under its existing senior revolving credit facility, which were recorded as non-current liabilities under long-term debt, net of current portion in the condensed consolidated balance sheet.

The consolidated weighted average borrowing rate was $3.45 \%$ as of April 30, 2011 and was $3.55 \%$ as of July 31, 2010.

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PALL CORPORATION AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)
(In thousands, except per share data)
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## NOTE 15 - DERIVATIVE FINANCIAL INSTRUMENTS

The Company manages certain financial exposures through a risk management program that includes the use of foreign exchange derivative and nonderivative financial instruments. Derivatives are executed with counterparties with a minimum credit rating of "A" by Standard \& Poor's and Moody's Investor Services, in accordance with the Company's policies. The Company does not utilize derivative instruments for trading or speculative purposes.

## Foreign Exchange Related:

a. Derivatives Not Designated as Hedging Instruments

The risk management objective of holding foreign exchange derivatives is to mitigate volatility to earnings and cash flows due to changes in foreign exchange rates. The Company and its subsidiaries conduct transactions in currencies other than their functional currencies. These transactions include non-functional currency intercompany and external sales as well as intercompany and external purchases. The Company uses foreign exchange forward contracts, matching the notional amounts and durations of the receivables and payables resulting from the aforementioned underlying foreign currency transactions, to mitigate the exposure to earnings and cash flows caused by the changes in fair value of these receivables and payables from fluctuating foreign exchange rates. The notional amount of foreign currency forward contracts entered into during the three and nine months ended April 30, 2011 was $\$ 651,343$ and $\$ 1,675,952$, respectively. The notional amount of foreign currency forward contracts outstanding as of April 30, 2011 was $\$ 265,677$.

## b. Net Investment Hedges

The Company uses a Japanese Yen ("JPY") loan outstanding to hedge its equity of the same amount in a Japanese wholly owned subsidiary. The hedge of net investment consists of a JPY 9 billion loan. The risk management objective of designating the Company's foreign currency loan as a hedge of a portion of its net investment in a wholly owned Japanese subsidiary is to mitigate the change in the fair value of the Company's net investment due to changes in foreign exchange rates.

Interest Rate Related:

As of April 30, 2011, there are no existing interest rate related derivatives.

The fair values of the Company's derivative financial instruments included in the condensed consolidated balance sheets are presented as follows:


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## PALL CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In thousands, except per share data)
(Unaudited)

| July 31, 2010 | Asset Derivatives <br> Balance Sheet Location | Fair Value |  | Liability Derivatives <br> Balance Sheet Location | Fair Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Derivatives designated as hedging instruments |  |  |  |  |  |  |
| N/A |  |  |  |  |  |  |
| Derivatives not designated as hedging instruments |  |  |  |  |  |  |
| Foreign exchange forward contracts | Other current assets | \$ | 2,166 | Other current liabilities | \$ | 555 |
| Total derivatives |  | \$ | 2,166 |  | \$ | 555 |
| Nonderivative instruments designated as hedging instruments |  |  |  |  |  |  |
| Net investment hedge |  |  |  | Long-term debt, net of current portion | \$ | ,166 |

The amounts of the gains and losses related to the Company's derivative financial instruments designated as hedging instruments for the three and nine months ended April 30, 2011 and April 30, 2010 are presented as follows:

(a) There were no gains or losses recognized in earnings related to the ineffective portion of the hedging relationship or related to the amount excluded from the assessment of hedge effectiveness for the three months ended April 30, 2010.

|  | Location of Gain or (Loss) |  |
| :---: | :---: | :---: |
| Amount of Gain | Reclassified from |  |
| Recognized in OCI on | Accumulated | Amount of Loss Reclassified from |
|  |  | Accumulated OCI into |
| Derivatives | OCI into | Earnings |
| (Effective Portion) | Earnings | (Effective Portion) (b) |
| Nine Months Ended | (Effective | Nine Months Ended |
|  | Portion) | Apr. 30, 2010 |

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|  | $\begin{aligned} & \text { Apr. 30, } \\ & 2011 \end{aligned}$ | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2011 \end{aligned}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Derivatives in cash flow hedging relationships |  |  |  |  |  |  |  |
| Interest rate swap contract | \$ N/A | \$ 345 | Interest expense | \$ | N/A | \$ | (744) |

(b) There were no gains or losses recognized in earnings related to the ineffective portion of the hedging relationship or related to the amount excluded from the assessment of hedge effectiveness for the nine months ended April 30, 2010.

## PALL CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In thousands, except per share data)
(Unaudited)

The amounts of the gains and losses related to the Company's derivative financial instruments not designated as hedging instruments for the three and nine months ended April 30, 2011 and April 30, 2010 are presented as follows:

|  | Location of Gain or (Loss) Recognized in Earnings on Derivatives | Amount of Earnings on Three Month Ended Apr. 30, 2011 | in or (Loss) erivatives $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ | ognized in <br> Nine Months <br> Ended <br> Apr. 30, <br> 2011 | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Derivatives not designated as hedging relationships |  |  |  |  |  |
| Foreign exchange forward contracts | Selling, general and administrative expenses | \$ (7,527) | \$ $(2,689)$ | \$ (11,877) | \$ $(4,779)$ |

The amounts of the gains and losses related to the Company's nonderivative financial instruments designated as hedging instruments for the three and nine months ended April 30, 2011 and April 30, 2010 are presented as follows:

(c) There were no gains or losses recognized in earnings related to the ineffective portion of the hedging relationship or related to the amount excluded from the assessment of hedge effectiveness for the three months ended April 30, 2011 and April 30, 2010.


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## relationships

Net investment hedge
$\$ \quad(3,974)$
\$ (443)
N/A
\$
(d) There were no gains or losses recognized in earnings related to the ineffective portion of the hedging relationship or related to the amount excluded from the assessment of hedge effectiveness for the nine months ended April 30, 2011 and April 30, 2010.

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## PALL CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued) <br> (In thousands, except per share data) <br> (Unaudited)

## NOTE 16 - COMPREHENSIVE INCOME

|  | Three Months Ended Apr. 30, 2011 |  | Apr. 30, 2010 |  |  | Nine Months Ended Apr. 30, 2011 |  | Apr. 30, 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net earnings | \$ | 71,069 | \$ |  | 69,691 | \$ | 218,142 | \$ | 186,293 |
| Unrealized translation adjustment |  | 62,204 |  |  | $(18,900)$ |  | 100,481 |  | $(31,765)$ |
| Income taxes |  | 3,008 |  |  | $(1,063)$ |  | 6,941 |  | (762) |
| Unrealized translation adjustment, net |  | 65,212 |  |  | $(19,963)$ |  | 107,422 |  | $(32,527)$ |
| Pension liability adjustment |  | 424 |  |  | - |  | 4,956 |  | - |
| Income taxes |  | (347) |  |  | - |  | $(1,823)$ |  | - |
| Pension liability adjustment, net |  | 77 |  |  | - |  | 3,133 |  | - |
| Change in unrealized investment gains |  | 1,699 |  |  | 625 |  | 2,259 |  | 1,856 |
| Income taxes |  | (611) |  |  | (224) |  | (812) |  | (390) |
| Change in unrealized investment gains, net |  | 1,088 |  |  | 401 |  | 1,447 |  | 1,466 |
| Unrealized gains on derivatives |  | - |  |  | 275 |  | - |  | 536 |
| Income taxes |  | - |  |  | (97) |  | - |  | (191) |
| Unrealized gains on derivatives, net |  | - |  |  | 178 |  | - |  | 345 |
| Total comprehensive income | \$ | 137,446 | \$ |  | 50,307 | \$ | 330,144 | \$ | 155,577 |

Unrealized investment gains on available-for-sale securities, net of related income taxes, consist of the following:

|  | Three Months Ended |  |  | Nine Months Ended |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | Apr. 30, 2011 | Apr. 30, 2010 | Apr. 30, 2011 | Apr. 30, 2010 |

## PALL CORPORATION AND SUBSIDIARIES

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)
(In thousands, except per share data)
(Unaudited)

## NOTE 17 - SEGMENT INFORMATION

The Company's reportable segments, which are also its operating segments, consist of the Company's Life Sciences and Industrial businesses.

As previously disclosed in the 2010 Form 10-K, the Company reorganized its operating segments during the fourth quarter of fiscal year 2010. Based on this reorganization, segment information for the three and nine months of fiscal year 2010 has been restated to reflect these changes. All discussions and amounts reported in this report are based on the reorganized segment structure.

The following table presents sales and operating profit by segment reconciled to earnings before income taxes, for the three and nine months ended April 30, 2011 and April 30, 2010.

|  | Three Months Ended Apr. 30, |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SALES: |  |  |  |  |  |  |  |  |
| Life Sciences | \$ | 368,707 | \$ | 316,972 | \$ | 1,014,501 | \$ | 902,398 |
| Industrial |  | 341,101 |  | 299,010 |  | 946,016 |  | 820,924 |
| Total | \$ | 709,808 | \$ | 615,982 | \$ | 1,960,517 | \$ | 1,723,322 |
| OPERATING PROFIT: |  |  |  |  |  |  |  |  |
| Life Sciences | \$ | 89,071 | \$ | 73,415 | \$ | 245,909 | \$ | 206,329 |
| Industrial |  | 50,603 |  | 46,862 |  | 143,884 |  | 94,470 |
| Total operating profit |  | 139,674 |  | 120,277 |  | 389,793 |  | 300,799 |
| General corporate expenses |  | 16,454 |  | 13,034 |  | 45,755 |  | 38,631 |
| Earnings before ROTC, interest expense, |  |  |  |  |  |  |  |  |
| ROTC |  | 7,723 |  | 2,030 |  | 13,921 |  | 6,659 |
| Interest expense, net |  | 6,068 |  | 3,254 |  | 19,176 |  | 6,342 |
| Earnings before income taxes | \$ | 109,429 | \$ | 101,959 | \$ | 310,941 | \$ | 249,167 |

## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.

## Forward-Looking Statements and Risk Factors

The following discussion should be read together with the accompanying condensed consolidated financial statements and notes thereto and other financial information in this Form 10-Q and in the Pall Corporation and its subsidiaries (hereinafter collectively called the "Company") Annual Report on Form 10-K for the fiscal year ended July 31, 2010 ("2010 Form 10-K"). The discussion under the subheading "Review of Operating Segments" below is in local currency (i.e., had exchange rates not changed year over year) unless otherwise indicated. Company management considers local currency change to be an important measure because by excluding the impact of volatility of exchange rates, underlying volume change is clearer. Dollar amounts discussed below are in thousands, unless otherwise indicated, except per share dollar amounts. In addition, per share dollar amounts are discussed on a diluted basis. The Company utilizes certain estimates and assumptions affecting the reported financial information as well as to quantify the impact of various significant factors that contribute to the changes in the Company's periodic results included in the discussion below.

The matters discussed in this Quarterly Report may contain "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are those that address activities, events or developments that the Company or management intends, expects, projects, believes or anticipates will or may occur in the future. 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 "may," "will," "expect," "believe," "intend, "should," "could," "anticipate," "estimate," "forecast," "project," "plan," "predict," "potential," and similar expressions. Forward-looking statements co this and other written and oral reports are based on management's assumptions and assessments in light of past experience and trends, current conditions, expected future developments and other relevant factors.

The Company's forward-looking statements are subject to risks and uncertainties and are not guarantees of future performance, and actual results, developments and business decisions may differ materially from those envisaged by the Company's forward-looking statements. Such risks and uncertainties include, but are not limited to, those discussed in Part I-Item 1A.-Risk Factors in the 2010 Form 10-K, and other reports the Company files with the Securities and Exchange Commission, including the effect of litigation and regulatory inquiries associated with the restatement of our prior period financial statements; the impact of legislative, regulatory and political developments globally and the impact of the uncertain global economic environment and the timing and strength of a recovery in the markets and regions we serve, and the extent to which adverse economic conditions may affect our sales volume and results; demand for our products and business relationships with key customers and suppliers, which may be impacted by their cash flow and payment practices, as well as delays or cancellations in shipments; our ability to obtain regulatory approval or market acceptance of new technologies; our ability to successfully complete our business improvement initiatives, which include integrating and upgrading our information systems and the effect of a serious disruption in our information systems; fluctuations in our effective tax rate; volatility in foreign currency exchange rates, interest rates and energy costs and other macro economic challenges currently affecting us; changes in product mix, market mix and product pricing, particularly relating to the expansion of the systems business; increase in costs of manufacturing and operating costs; our ability to achieve and sustain the savings anticipated from cost reduction and gross margin improvement initiatives; the effect of the restrictive covenants in our debt facilities; our ability to enforce patents and protect proprietary products and manufacturing techniques; our ability to successfully complete or integrate any acquisitions; our ability to attract and retain management talent; as well as the successful completion of the selection and integration of a new Company President and Chief Executive Officer; and the impact of pricing and other actions by competitors. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for the Company to predict all of them. The Company makes these statements as of the date of this disclosure and undertakes no obligation to update them, whether as a result of new information, future developments or otherwise.

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## Results of Operations

## Review of Consolidated Results

Sales in the third quarter of fiscal year 2011 increased $15.2 \%$ to $\$ 709,808$ from $\$ 615,982$ in the third quarter of fiscal year 2010. Sales in the nine months increased $13.8 \%$ compared to the nine months of fiscal year 2010. Exchange rates used to translate foreign subsidiary results into U.S. Dollars increased reported sales by $\$ 27,834$ in the quarter, primarily due to the weakening of the U.S. Dollar against various European currencies (the Euro, British Pound and Swiss Franc) and Asian currencies (the Japanese Yen ("JPY"), Australian Dollar, Chinese Renminbi and Singapore Dollar). In the nine months, exchange rates used to translate foreign subsidiary results into U.S. Dollars increased reported sales by $\$ 16,627$. This reflects the strengthening of the U.S. Dollar in the first half of fiscal year 2011 primarily against the Euro, offset by the weakening of the U.S. Dollar against various European and Asian currencies in the third quarter as discussed above. In local currency, sales increased $10.7 \%$ in the quarter and $12.8 \%$ in the nine months. Increased pricing contributed $\$ 2,771$ to overall sales in the quarter attributable to an improvement in Life Sciences. In the nine months, increased pricing contributed $\$ 10,314$ to overall sales, attributable to improvements in both Life Sciences and Industrial.

Life Sciences segment sales (in local currency) increased $11.8 \%$ in the quarter and $12.1 \%$ in the nine months, reflecting growth in all three of its markets, with sales in the BioPharmaceuticals market particularly strong. Industrial segment sales (in local currency) increased $9.5 \%$ in the quarter and $13.6 \%$ in the nine months, reflecting strong growth in all three of its markets.

Overall systems sales increased $29.4 \%$ in the quarter and $24.6 \%$ in the nine months, reflecting strong growth in both the Life Sciences and Industrial segments. Systems sales represented $12.2 \%$ of total sales in the third quarter of fiscal year 2011 compared to $10.5 \%$ in the third quarter of fiscal year 2010. In the nine months, systems sales represented $10.8 \%$ of total sales compared to $9.8 \%$ in the nine months of fiscal year 2010 . For a detailed discussion of sales, refer to the section "Review of Operating Segments" below.

Gross margin in the third quarter of fiscal year 2011 decreased 100 basis points to $49.9 \%$ from $50.9 \%$ in the third quarter of fiscal year 2010, reflecting declines in the Life Sciences and Industrial segments of 100 basis points and 120 basis points, respectively. Gross margin in the nine months increased 40 basis points to $50.8 \%$ from $50.4 \%$. The increase in gross margin in the nine months reflects an improvement in gross margin in the Industrial segment of 140 basis points partly offset by a decline in gross margin of 50 basis points in the Life Sciences segment. For a detailed discussion of the factors impacting gross margin by segment, refer to the section "Review of Operating Segments" below.

Selling, general and administrative ("SG\&A") expenses in the third quarter of fiscal year 2011 increased by $\$ 22,282$, or $11.9 \%$ (an increase of $\$ 15,242$, or $8.1 \%$, in local currency). SG\&A expenses in the nine months increased by $\$ 38,010$, or $6.9 \%$ (an increase of $\$ 35,653$, or $6.5 \%$, in local currency). These increases are reflected in both segments and Corporate. In addition to inflationary increases in payroll and related costs, the overall increase in SG\&A (in local currency) in the quarter and nine months primarily reflects:

- increased spending on sales and marketing in three key areas:

Ø geographic expansion in Latin America, Middle East and Asia, impacting Industrial and to a lesser extent, Life Sciences,

Ø variable and performance related compensation costs, impacting both segments, and
$\emptyset$ marketing and advertising costs, impacting both segments

- investments in information technology, impacting both segments,
- costs related to the establishment of the European headquarters in Switzerland, impacting both Life Sciences and Industrial, and the Asian headquarters in Singapore, primarily impacting Industrial, and
- performance related compensation costs as well as certain governance related costs, impacting Corporate.

Furthermore, the nine months also includes the impact of these strategic and structural investments:

- costs incurred for changes in sales channels from distribution to direct, primarily impacting Life Sciences, and
- incremental costs related to a biotechnology company that was acquired late in the second quarter of fiscal year 2010.


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As a percentage of sales, SG\&A expenses were $29.5 \%$ in the quarter compared to $30.4 \%$ in the third quarter of fiscal year 2010. SG\&A expenses, as a percentage of sales were $30.0 \%$ in the nine months compared to $32.0 \%$ in the nine months of fiscal year 2010. The decline in SG\&A expenses as a percentage of sales in the quarter and nine months reflects the leverage of an increasing sales base combined with control of G\&A spending, partly offset by the increase in spending in key areas as discussed above. For a detailed discussion of SG\&A by segment, refer to the section "Review of Operating Segments" below.

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Research and development ("R\&D") expenses were $\$ 21,056$ in the third quarter of fiscal year 2011 compared to $\$ 18,986$ in the third quarter of fiscal year 2010, an increase of $\$ 2,070$, or $10.9 \%$ ( $\$ 1,806$, or $9.5 \%$ in local currency). R\&D expenses in the nine months were $\$ 61,998$ compared to $\$ 54,874$ in the nine months of fiscal year 2010, an increase of $\$ 7,124$, or $13.0 \%$ ( $\$ 7,448$, or $13.6 \%$ in local currency). The increase in R\&D expenses in the quarter and nine months reflects increased spending in both segments. As a percentage of sales, R\&D expenses were $3.0 \%$ in the quarter compared to $3.1 \%$ in the third quarter of fiscal year 2010. As a percentage of sales, R\&D expenses were $3.2 \%$, on par with the nine months of fiscal year 2010. For a detailed discussion of R\&D by segment, refer to the section "Review of Operating Segments" below.

In the third quarter and nine months of fiscal year 2011, the Company recorded restructuring and other charges ("ROTC") of $\$ 7,723$ and $\$ 13,921$, respectively. ROTC in the quarter and nine months of fiscal year 2011 was primarily comprised of severance, professional fees and other costs related to the Company's cost reduction initiatives and costs related to certain employment contract obligations (which was the primary factor in the third quarter) partly offset by the receipt of insurance claim payments. The severance costs recorded in the quarter and nine months of fiscal year 2011 relate to the planned closure of a manufacturing facility in Europe.

In the third quarter and nine months of fiscal year 2010, the Company recorded ROTC of $\$ 2,030$ and $\$ 6,659$, respectively, primarily comprised of severance, professional fees and other costs related to the Company's cost reduction initiatives. Such costs in the nine months were partly offset by the receipt of insurance claim payments.

The details of ROTC for the three and nine months ended April 30, 2011 and April 30, 2010 as well as the activity related to restructuring liabilities that were recorded in the nine months ended April 30, 2011, and in fiscal years 2010 and 2009 can be found in Note 7, Restructuring and Other Charges, Net, to the accompanying condensed consolidated financial statements.

Earnings before interest and income taxes ("EBIT") were $\$ 115,497$ in the third quarter of fiscal year 2011 compared to $\$ 105,213$ in the third quarter of fiscal year 2010. The impact of foreign currency translation increased EBIT by approximately $\$ 7,800$ in the quarter. As a percentage of sales, EBIT were $16.3 \%$ compared to $17.1 \%$ in the third quarter of fiscal year 2010. In the nine months, EBIT were $\$ 330,117$ compared to $\$ 255,509$ in the nine months of fiscal year 2010. The impact of foreign currency translation increased EBIT by approximately $\$ 8,900$ in the nine months. As a percentage of sales, EBIT were $16.8 \%$ compared to $14.8 \%$ in the nine months of fiscal year 2010.

Net interest expense in the third quarter of fiscal year 2011 was $\$ 6,068$ compared to $\$ 3,254$ in the third quarter of fiscal year 2010. Net interest in the third quarter of fiscal year 2010 reflects the reversal of $\$ 2,553$ of accrued interest primarily related to the resolution of a foreign tax audit and expiring statutes of limitation for assessment related to uncertain tax positions. Excluding these items, net interest expense increased $\$ 261$ compared to the third quarter of fiscal year 2010. Net interest expense in the nine months was $\$ 19,176$ compared to $\$ 6,342$ in the nine months of fiscal year 2010. Net interest in the nine months of fiscal year 2010 reflects the reversal of $\$ 11,537$ of accrued interest primarily related to the resolution of foreign tax audits and expiring statutes of limitation for assessment related to uncertain tax positions. Excluding these items, net interest expense increased $\$ 1,297$ compared to the nine months of fiscal year 2010, primarily driven by slightly higher average interest rates as well as debt levels throughout the nine months compared to the nine months of fiscal year 2010.

In the third quarter of fiscal year 2011, the Company's effective tax rate was $35.1 \%$ as compared to $31.6 \%$ in the third quarter of fiscal year 2010. The effective tax rate in the third quarter of fiscal year 2011 reflects tax costs of $\$ 8,409$ associated with the establishment of the Company's Asian headquarters in Singapore. Excluding this item, the effective tax rate in the third quarter of fiscal year 2011 would have been $27.4 \%$. The decrease in the third quarter of fiscal year 2011 is primarily driven by tax benefits associated with the establishment of the Company's European headquarters. In the first nine months of fiscal year 2011, the Company's effective tax rate was $29.8 \%$ as compared to $25.2 \%$ in the first nine months of fiscal year 2010. The effective tax rate in the first nine months of fiscal year 2011 reflects tax costs associated with the establishment of the Company's Asian headquarters as discussed above. The effective tax rate in the first nine months of fiscal year 2010 reflects the favorable resolution of a foreign tax audit. Excluding these items, the effective tax rate in the first nine months of fiscal year 2011 and 2010 would have been $27.1 \%$ and $31.5 \%$, respectively. The decrease in the first nine months of fiscal year 2011 is primarily driven by tax benefits associated with the establishment of the Company's European headquarters. The Company expects its effective tax rate to be approximately $27 \%$ for fiscal year 2011, exclusive of the impact of the tax costs associated with the establishment of the Company's Asian headquarters as discussed above and discrete items in the fourth quarter. The actual effective tax rate for the full fiscal year 2011 may differ materially based on several factors, including the geographical mix of earnings in tax jurisdictions, enacted tax laws, the resolution of tax audits, the timing and amount of foreign dividends, state and local taxes, the ratio of permanent items to pretax book income, and the implementation of various global tax strategies, as well as other factors.

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In late-May 2011, the Internal Revenue Service ("IRS") concluded its audits of fiscal years 1999 through 2005, including the matter previously disclosed for those years in Note 2, Audit Committee Inquiry and Restatement, to the consolidated financial statements included in the 2007 Form 10-K. In closing the audit, the IRS did not assess any penalties. The Company is still in the process of calculating the financial statement impact which will be recorded in the fourth quarter of fiscal year 2011. The Company expects to reverse approximately $\$ 20,000$ to $\$ 30,000$ of previously recorded liabilities related to tax, interest and penalties that were accrued but not assessed. Additionally, the Company will not make any further cash payments to the IRS or receive any refunds with respect to these matters.

Net earnings in the third quarter of fiscal year 2011 were $\$ 71,069$, or 60 cents per share, compared with net earnings of $\$ 69,691$, or 58 cents per share in the third quarter of fiscal year 2010. Net earnings in the nine months were $\$ 218,142$, or $\$ 1.84$ per share, compared with net earnings of $\$ 186,293$, or $\$ 1.56$ per share in the nine months of fiscal year 2010. In summary, the increase in net earnings and earnings per share in the quarter and nine months reflect the increase in EBIT partly offset by increases in net interest expense and the effective tax rate. Company management estimates that foreign currency translation increased earnings per share by 4 cents in the third quarter and 5 cents in the nine months of fiscal year 2011.

Review of Operating Segments

The following table presents sales and operating profit by segment, reconciled to earnings before income taxes, for the three and nine months ended April 30, 2011 and April 30, 2010.

|  | Apr. 30, | $\%$ | Apr. 30, | $\%$ |
| :--- | :--- | :--- | :--- | :--- |
| Three Months Ended | 2011 | Margin | 2010 | Margin | Change


| OPERATING PROFIT: |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Life Sciences | \$ | 89,071 | 24.2 | \$ | 73,415 | 23.2 | 21.3 |
| Industrial |  | 50,603 | 14.8 |  | 46,862 | 15.7 | 8.0 |
| Total operating profit |  | 139,674 | 19.7 |  | 120,277 | 19.5 | 16.1 |
| General corporate expenses |  | 16,454 |  |  | 13,034 |  | 26.2 |
| Earnings before ROTC, interest expense, net and income taxes |  | 123,220 | 17.4 |  | 107,243 | 17.4 | 14.9 |
| ROTC, net |  | 7,723 |  |  | 2,030 |  |  |
| Interest expense, net |  | 6,068 |  |  | 3,254 |  |  |
| Earnings before income taxes | \$ | 109,429 |  | \$ | 101,959 |  |  |
| Nine Months Ended | Apr. 30, <br> 2011 |  | \% <br> Margin | Apr. 30, <br> 2010 |  | $\%$ | $\%$ |
| SALES: |  |  |  |  |  |  |  |
| Life Sciences | \$ | 1,014,501 |  |  | 902,398 |  | 12.4 |
| Industrial |  | 946,016 |  |  | 820,924 |  | 15.2 |
| Total | \$ | 1,960,517 |  | \$ | 1,723,322 |  | 13.8 |


| OPERATING PROFIT: |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Life Sciences | $\$$ | 245,909 | 24.2 | $\$$ | 206,329 | 22.9 |
| Industrial | 143,884 | 15.2 | 94,470 | 11.5 | 52.3 |  |
| Total operating profit | 389,793 | 19.9 | 300,799 | 17.5 | 29.6 |  |
| General corporate expenses | 45,755 |  | 38,631 |  | 18.4 |  |
| Earnings before ROTC, interest expense, net <br> $\quad$ and income taxes | 344,038 | 17.5 | 262,168 | 15.2 | 31.2 |  |

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| Nine Months Ended | Apr. 30, $2011$ | \% <br> Margin | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ | \% <br> Margin | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ROTC, net | 13,921 |  | 6,659 |  |  |
| Interest expense, net | 19,176 |  | 6,342 |  |  |
| Earnings before income taxes | \$ 310, |  | \$ 249, |  |  |

Life Sciences:

Presented below are Summary Statements of Operating Profit for the Life Sciences segment for the three and nine months ended April 30, 2011 and April 30, 2010:

| Three Months Ended | Apr. 30, 2011 |  | \% of | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  | \% of <br> Sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
| Sales | \$ | 368,707 |  | \$ | 316,972 |  |
| Cost of sales |  | 172,158 | 46.7 |  | 144,812 | 45.7 |
| Gross margin |  | 196,549 | 53.3 |  | 172,160 | 54.3 |
| SG\&A |  | 93,567 | 25.4 |  | 86,529 | 27.3 |
| R\&D |  | 13,911 | 3.8 |  | 12,216 | 3.9 |
| Operating profit | \$ | 89,071 | 24.2 | \$ | 73,415 | 23.2 |



The tables below present sales by market and geography within the Life Sciences segment for the three and nine months ended April 30, 2011 and April 30, 2010, including the effect of exchange rates for comparative purposes.



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Life Sciences segment sales increased $11.8 \%$ in the third quarter of fiscal year 2011 compared to the third quarter of fiscal year 2010. The increase in sales in the quarter reflects growth in consumables and systems sales of $10.4 \%$ and $32.3 \%$, respectively. In the nine months, Life Sciences segment sales increased $12.1 \%$ reflecting growth in consumables and systems sales of $10.7 \%$ and $36.8 \%$, respectively.

Systems sales represented $8.0 \%$ of total Life Sciences sales in the third quarter of fiscal year 2011 compared to $6.7 \%$ in the third quarter of fiscal year 2010. In the nine months, systems sales represented $6.7 \%$ of total Life Sciences sales compared to $5.4 \%$ in the nine months of fiscal year 2010.

Increased pricing (primarily in the BioPharmaceuticals market) contributed $\$ 3,111$, or about $1 \%$, to overall sales growth in the quarter and the volume related sales increase was about $11 \%$. In the nine months, increased pricing contributed $\$ 8,119$, or about $1 \%$, to overall sales growth and the volume related sales increase was about $11 \%$. Life Sciences sales represented approximately $52 \%$ of total Company sales in the third quarter compared to $51 \%$ in the third quarter of fiscal year 2010. In the nine months, Life Sciences sales represented approximately $52 \%$ of total Company sales, on par with the nine months of fiscal year 2010.

Sales in the BioPharmaceuticals market, which is comprised of two submarket groupings (Pharmaceuticals and Laboratory) increased 16.0\% and $18.0 \%$ in the quarter and nine months, respectively. The sales results by the submarkets that comprise BioPharmaceuticals are discussed below:

- Sales in the Pharmaceuticals submarket, which represented approximately $45 \%$ of total Life Sciences sales, increased $17.0 \%$ in the third quarter of fiscal year 2011 compared to the third quarter of fiscal year 2010. Consumables sales increased $15.5 \%$, while systems sales grew $34.5 \%$. Sales in the nine months increased $18.9 \%$, reflecting an increase in consumables and systems sales of $16.4 \%$ and $54.0 \%$, respectively. All three geographies reported double-digit sales growth in the quarter and nine months. The sales results in all geographies reflect overall growth in the marketplace as pharmaceutical manufacturers introduce new drugs and increase production levels. The biologicals drug market is strong, particularly in the biotech, vaccine and plasma sectors. In addition to the above factors, the Western Hemisphere also benefited from a change in route to market from distributor sales to direct. The sales results in Asia also reflects growth in emerging markets (China and India) and strong sales growth in Korea, Japan (some of which is timing, related to increased production in the third quarter which is not expected to be sustained) and Singapore (as customer factories built in the last two years ramp up production). Sales growth in Asia has also been favorably impacted, as drug producers in China move towards adopting Federal Drug Administration manufacturing standards to facilitate exporting their products to the U.S. and Europe.
- Sales in the Laboratory submarket, which represented less than $10 \%$ of Life Sciences sales, grew $10.5 \%$ and $13.0 \%$ in the third quarter and nine months, respectively, with all geographies contributing. The growth in this submarket was driven by increased end-user demand fueled by underlying growth in the pharmaceutical marketplace.

Sales in the Medical market, which is comprised of blood filtration product sales and other infection and patient protection products sold to hospitals, original equipment manufacturers ("OEM") and cell therapy developers, increased $5.0 \%$ and $4.4 \%$ in the quarter and nine months, respectively.

- Sales of blood filtration products, which represented approximately $17 \%$ of total Life Sciences sales, increased $1.7 \%$ in the third quarter reflecting increased sales in the Western Hemisphere, the Company's largest blood filtration region, accompanied by an increase in Europe. Sales of blood filtration products in the nine months were flat compared to the nine months of fiscal year 2010, reflecting increased sales in the Western Hemisphere offset by a decline in Europe. The growth in blood filtration sales in the Western Hemisphere was achieved despite a drop in blood collections, reflecting new product conversions at certain customers and increased sales to independent blood centers. The growth in Europe in the quarter was primarily driven by the U.K. new blood center tender. Sales in Europe were down in the nine months as pricing pressure in parts of the region has caused the Company to rationalize some blood filtration business.


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- OEM sales, which represented less than $10 \%$ of total Life Sciences sales, grew $12.4 \%$ in the third quarter and $12.5 \%$ in the nine months primarily driven by increased IV filter sales in the Western Hemisphere and Europe. Regulatory requirements in the U.S. are driving an increase in IV sales in the Western Hemisphere, while growth in Europe reflects increased sales in France fueled by increased end-user demand.
- Sales to Hospitals, which represented less than $10 \%$ of total Life Sciences sales, increased $4.8 \%$ and $6.9 \%$ in the third quarter and nine months, respectively, primarily reflects an increase in Pall-AquasafeTM water filter sales in the Western Hemisphere.

Sales in the Food \& Beverage market increased $11.8 \%$ and $9.5 \%$ in the quarter and nine months, respectively, reflecting growth in all three geographies. Consumables sales increased $7.8 \%$ and $7.9 \%$ in the quarter and nine months, respectively. Systems sales increased $29.7 \%$ in the quarter and $18.2 \%$ in the nine months. The overall sales increase in the quarter and nine months was primarily driven by improving market conditions, growth in emerging markets and new market applications. The Company's food contact compliance products are also positively impacting revenue growth.

Life Sciences gross margin in the third quarter of fiscal year 2011 decreased 100 basis points to $53.3 \%$ from $54.3 \%$ in the third quarter of fiscal year 2010. The decrease in gross margin in the quarter reflects the following factors:

- unfavorable absorption of manufacturing overhead and certain inventory-related charges, which in the aggregate reduced gross margin by an estimated 290-310 basis points,
- unfavorable mix which reduced gross margin by an estimated $30-50$ basis points primarily comprised of the negative impact from an increase in systems sales, as discussed above, which typically have lower gross margins than consumables,
- cost savings and the benefit of exchange rates on foreign currency denominated sourced goods primarily in the Euro-zone, which outpaced inflation, that in the aggregate increased gross margin by an estimated 190-210 basis points, and
- favorable pricing, which increased gross margin by an estimated 30-50 basis points.

Life Sciences gross margin in the nine months decreased 50 basis points to $54.3 \%$ from $54.8 \%$ in the nine months of fiscal year 2010. The decline in gross margin in the nine months reflects the following factors:

- unfavorable absorption of manufacturing overhead and certain inventory-related charges, which in the aggregate reduced gross margin by an estimated 150-170 basis points,
- cost savings, which outpaced inflation and the detriment of exchange rates on foreign currency denominated sourced goods primarily in the Euro-zone, that in the aggregate increased gross margin by an estimated $70-90$ basis points, and
- favorable pricing, which increased gross margin by an estimated 20-40 basis points.

SG\&A expenses in the third quarter of fiscal year 2011 increased by $\$ 7,038$, or $8.1 \%$ (an increase of $\$ 3,896$, or $4.5 \%$ in local currency), compared to the third quarter of fiscal year 2010. SG\&A expenses in the nine months, increased by $\$ 11,870$, or $4.7 \%$ (an increase of $\$ 12,367$, or $4.9 \%$ in local currency) compared to the nine months of fiscal year 2010. In addition to inflation, the increase in SG\&A in local currency in the quarter and nine months principally reflects the impact of increased sales and marketing spending and investments in information technology. Furthermore, the nine months also includes costs related to the establishment of the European headquarters in Switzerland, costs incurred for changes in sales channels from distribution to direct and incremental costs related to a biotechnology company that was acquired late in the second quarter of fiscal year 2010. SG\&A as a percentage of sales decreased to $25.4 \%$ from $27.3 \%$ in the third quarter of fiscal year 2010. SG\&A as a percentage of sales in the nine months decreased to $26.1 \%$ from $28.1 \%$ in the nine months of fiscal year 2010. The decrease in SG\&A as a percentage of sales in the quarter and nine months reflects the leverage of the increase in sales combined with control of G\&A spending, partly offset by the increase in spending in key areas as discussed above.

R\&D expenses were $\$ 13,911$ compared to $\$ 12,216$ in the third quarter of fiscal year 2010, an increase of $\$ 1,695$, or $13.9 \%$ ( $\$ 1,475$, or $12.1 \%$ in local currency). R\&D expenses in the nine months were $\$ 40,056$ compared to $\$ 34,954$ in the nine months of fiscal year 2010, an increase of $\$ 5,102$, or $14.6 \%$ ( $\$ 5,480$, or $15.7 \%$ in local currency). The increase in R\&D expenses in the quarter and nine months reflects increased headcount as well as expenses to support projects in the Medical and BioPharmaceuticals markets. As a percentage of sales, R\&D expenses in the quarter were $3.8 \%$ compared to $3.9 \%$ in the third quarter of fiscal year 2010. As a percentage of sales, R\&D expenses were $3.9 \%$ in the nine months, on par with the nine months of fiscal year 2010.

Operating profit dollars in the quarter were $\$ 89,071$, an increase of $\$ 15,656$, or $21.3 \%$ ( $\$ 10,919$, or $14.9 \%$ in local currency) compared to the third quarter of fiscal year 2010. Operating profit dollars in the nine months were $\$ 245,909$, an increase of $\$ 39,580$, or $19.2 \%$ ( $\$ 36,152$, or $17.5 \%$ in local currency) compared to the nine months of fiscal year 2010. Operating margin in the quarter improved to $24.2 \%$ from $23.2 \%$ in the third quarter of fiscal year 2010. Operating margin in the nine months improved to $24.2 \%$ from $22.9 \%$ in the nine months of fiscal year 2010.

Industrial:

Presented below are summary Statements of Operating Profit for the Industrial segment for the three and nine months ended April 30, 2011 and April 30, 2010:

| Three Months Ended | Apr. 30, 2011 | \% of <br> Sales | Apr. 30, 2010 | \% of Sales |
| :---: | :---: | :---: | :---: | :---: |
| Sales | \$ 341,101 |  | \$ 299,010 |  |
| Cost of sales | 183,789 | 53.9 | 157,638 | 52.7 |
| Gross margin | 157,312 | 46.1 | 141,372 | 47.3 |
| SG\&A | 99,564 | 29.2 | 87,740 | 29.3 |
| R\&D | 7,145 | 2.1 | 6,770 | 2.3 |
| Operating profit | \$ 50,603 | 14.8 | \$ 46,862 | 15.7 |
| Nine Months Ended | Apr. 30, 2011 | \% of <br> Sales | Apr. 30, 2010 | \% of <br> Sales |
| Sales | \$ 946,016 |  | \$ 820,924 |  |
| Cost of sales | 502,191 | 53.1 | 447,551 | 54.5 |
| Gross margin | 443,825 | 46.9 | 373,373 | 45.5 |
| SG\&A | 277,999 | 29.4 | 258,983 | 31.5 |
| R\&D | 21,942 | 2.3 | 19,920 | 2.4 |
| Operating profit | \$ 143,884 | 15.2 | \$ 94,470 | 11.5 |

The tables below present sales by market and geography within the Industrial segment for the three and nine months ended April 30, 2011 and April 30, 2010, including the effect of exchange rates for comparative purposes.

| Three Months Ended | $\begin{aligned} & \text { Apr. 30, } \\ & 2011 \end{aligned}$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  | \% | Exchange <br> Rate |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Change in |  |  |  |
|  |  |  | Change |  |  |  |
| By Market |  |  |  |  |  |  |  |  |
| Aeropower | \$ | 123,171 |  |  | \$ | 107,849 | 14.2 | \$ | 3,677 | 10.8 |
| Energy \& Water |  | 136,026 |  |  |  | 118,841 | 14.5 |  | 5,163 | 10.1 |
| Microelectronics |  | 81,904 |  | 72,320 | 13.3 |  | 4,761 | 6.7 |
| Total Industrial | \$ | 341,101 | \$ | 299,010 | 14.1 | \$ | 13,601 | 9.5 |


| By Geography |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Western Hemisphere | $\$$ | 112,401 | $\$$ | 96,147 | 16.9 | $\$$ | 535 | 16.3 |

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| Europe | 103,094 |  | 90,956 | 13.3 | 4,479 | 8.4 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Asia | 125,606 | 111,907 | 12.2 | 8,587 | 4.6 |  |
| Total Life Sciences | $\$$ | 341,101 | $\$$ | 299,010 | 14.1 | $\$$ |


| Nine Months Ended | $\begin{aligned} & \text { Apr. 30, } \\ & 2011 \end{aligned}$ |  | $\begin{aligned} & \text { Apr. 30, } \\ & 2010 \end{aligned}$ |  | \% |  |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Exchange | Change in |  |
|  |  |  | Rate | Local |  |
|  |  |  | Change |  |  | Currency |
| By Market |  |  |  |  |  |  |  |  |
| Aeropower | \$ | 346,334 |  |  | \$ | 299,519 | 15.6 | \$ | 752 | 15.4 |
| Energy \& Water |  | 366,030 |  |  |  | 331,569 | 10.4 |  | 3,615 | 9.3 |
| Microelectronics |  | 233,652 |  |  |  | 189,836 | 23.1 |  | 9,346 | 18.2 |
| Total Industrial | \$ | 946,016 | \$ | 820,924 | 15.2 | \$ | 13,713 | 13.6 |
|  |  |  |  |  |  |  |  |  |
| By Geography |  |  |  |  |  |  |  |  |
| Western Hemisphere | \$ | 317,948 | \$ | 241,755 | 31.5 | \$ | 1,022 | 31.1 |
| Europe |  | 271,432 |  | 256,126 | 6.0 |  | $(6,820)$ | 8.6 |
| Asia |  | 356,636 |  | 323,043 | 10.4 |  | 19,511 | 4.4 |
| Total Life Sciences | \$ | 946,016 | \$ | 820,924 | 15.2 | \$ | 13,713 | 13.6 |

Industrial segment sales increased $9.5 \%$ in the third quarter of fiscal year 2011, with all markets contributing. The increase in sales in the quarter reflects growth in consumables and systems sales of $6.4 \%$ and $28.0 \%$, respectively. In the nine months, Industrial segment sales increased $13.6 \%$ reflecting growth in consumables and systems sales of $12.5 \%$ and $19.6 \%$, respectively. Systems sales represented $16.7 \%$ of total Industrial sales in the third quarter of fiscal year 2011 compared to $14.5 \%$ in the third quarter of fiscal year 2010. In the nine months, systems sales represented $15.2 \%$ of total Industrial sales compared to $14.5 \%$ in the nine months of fiscal year 2010.

The impact of pricing reduced overall sales growth slightly in the quarter. In the nine months, increased pricing contributed $\$ 2,195$, or about $0.5 \%$, to overall sales growth and, as such, the volume increase was $13.1 \%$. Industrial sales represented approximately $48 \%$ of total Company sales in the third quarter compared to $49 \%$ in the third quarter of fiscal year 2010. In the nine months, Industrial sales represented approximately $48 \%$ of total Company sales, on par with the nine months of fiscal year 2010.

The Aeropower market is comprised of sales of air, water, lubrication, fuel and machinery and hydraulic protection products to OEM and end-user customers in Military and Commercial Aerospace as well as in the Machinery \& Equipment submarkets, which consist of a grouping of producers of mobile equipment and trucks, pulp and paper, mining equipment, automotive products and metals. Sales in the Aeropower market increased $10.8 \%$ and $15.4 \%$ in the quarter and nine months, respectively. The sales results by the submarkets that comprise Aeropower are discussed below:

- Sales in the Machinery \& Equipment submarket, which represented approximately $20 \%$ of total Industrial sales, increased $23.5 \%$ in both the quarter and nine months, with all geographies contributing to the growth. The increase in Machinery \& Equipment sales in the quarter and nine months was driven by growth in the mining and primary metals sectors as well as an increase in OEM in-plant activities related to an increase in demand for manufacturing capacity. Furthermore, the Western Hemisphere benefited from an increase in sales to mobile OEM customers (construction and mining) as they increased build rates to meet demand.
- Sales to the Military Aerospace submarket, which represented less than $10 \%$ of total Industrial sales, decreased $15.9 \%$ in the quarter primarily reflecting the impact of spending cutbacks by European governments. In the nine months, sales to the Military Aerospace submarket decreased $3.7 \%$ reflecting spending reductions in Europe as discussed above, partly offset by an increase in the Western Hemisphere reflecting increased shipments of spares to the U.S. government.
- Sales to the Commercial Aerospace submarket, which represented less than $10 \%$ of total Industrial sales, increased $12.5 \%$ and $18.5 \%$ in the third quarter and nine months, respectively, with all geographies contributing to the growth. The growth in Commercial Aerospace sales was primarily driven by a modest increase in OEM production rates, an increase in aftermarket sales related to improving market conditions, and modest improvement in the business jet market.


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Sales in the Energy \& Water market, which is comprised of three submarkets; Fuels \& Chemicals, Municipal Water, and Power Generation, increased $10.1 \%$ and $9.3 \%$ in the third quarter and nine months, respectively. The sales results by submarket are discussed below:

- Sales in the Fuels \& Chemicals submarket, which represented approximately $20 \%$ of total Industrial sales, increased $9.6 \%$ in the third quarter reflecting increases in the Western Hemisphere and Europe, partly offset by a decline in Asia. Consumables sales increased $14.7 \%$, while systems sales declined $7.4 \%$. In the nine months, sales in the Fuels \& Chemicals submarket increased $1.1 \%$ reflecting increases in the Western Hemisphere and Europe, partly offset by a decline in Asia. Consumables sales increased $13.5 \%$, while systems sales declined $32.8 \%$. The growth in the Western Hemisphere and Europe in the quarter and nine months was driven by robust activity in the oil and gas sector, accompanied by growth in the chemicals, polymers and alternative energy sectors. The decline in Asia in the quarter primarily reflects weakness in the electronics-grade chemical marketplace. In the nine months, the decline in Asia primarily reflects a low level of investment activity in fiscal year 2010 that negatively impacted systems sales in the current year as well as weakness in the electronics-grade chemical marketplace.
- Sales in the Power Generation submarket, which represented approximately $10 \%$ of total Industrial sales, increased $14.6 \%$ and $14.1 \%$ in the quarter and nine months respectively. The growth in the quarter and nine months was driven by Asia, reflecting strong demand in the wind-turbine market and the Western Hemisphere, driven by sales of water treatment and condensate systems to power stations. A decrease in sales in Europe, related to overall weakness in the marketplace, particularly in the turbine OEM sector, partly offset the above.
- Municipal Water submarket sales, which represented approximately $10 \%$ of total Industrial sales, increased $7.2 \%$ in the third quarter and $28.1 \%$ in the nine months compared to the same periods of fiscal year 2010. By geography, sales in the Western Hemisphere (the Company's largest Municipal Water region) grew $12 \%$ in the quarter and almost $55 \%$ in the nine months, driven by municipalities upgrading to membrane filtration to comply with environmental regulations. Sales in Europe increased $9.5 \%$ in the quarter and $1.7 \%$ in the nine months. Growth in Europe in the quarter primarily reflects timing of shipments. Growth in the nine months in Europe was hampered by a reduction in publicly funded projects (primarily in the leachate sector) due to the fiscal challenges of local governments. In Asia, the Company's smallest Municipal Water region, sales were down about $30 \%$ in the quarter and nine months, respectively, related to timing of large systems projects.

Microelectronics sales increased $6.7 \%$ in the quarter reflecting double-digit growth in the Western Hemisphere and Europe. Sales in Asia grew in the mid-single digits. Overall, the sales growth in the quarter reflects continued strength in the semiconductor marketplace in all geographies. The display market in Asia was also particularly strong. Microelectronics sales increased $18.2 \%$ in the nine months reflecting double-digit growth in all geographies. Overall, the sales growth in the nine months reflects the same factors as in the quarter, as well as an increase in OEM activity. Increased demand for consumer electronics, including tablets and smart phones, continue to positively impact sales growth in this market.

Industrial gross margin in the quarter decreased 120 basis points to $46.1 \%$ from $47.3 \%$ in the third quarter of fiscal year 2010. The decline in gross margin in the quarter reflects the following factors:

- unfavorable mix which reduced gross margin by an estimated 290-310 basis points comprised of the following:
$\emptyset$ a negative impact from an increase in systems sales, as discussed above, which typically have lower gross margins than consumables, and
$\emptyset \quad$ a negative impact from consumables market mix, primarily in the Aeropower market and Power Generation and Municipal Water submarkets,
- cost savings, including improved efficiency in manufacturing operations, which outpaced inflation, that in the aggregate increased gross margin by an estimated 170-190 basis points.


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Gross margin in the nine months increased 140 basis points to $46.9 \%$ from $45.5 \%$ in the nine months of fiscal year 2010. The improvement in gross margin in the nine months reflects cost savings, including improved efficiency in manufacturing operations along with leverage from increased volume, which outpaced inflation, that in the aggregate increased gross margin by an estimated 300-320 basis points. This was partly offset by the impact of unfavorable mix comprised of the following:
$\emptyset$ a negative impact from an increase in systems sales, as discussed above, which typically have lower gross margins than consumables, and
$\emptyset$ a negative impact from consumables market mix, primarily in the Aeropower market and Power Generation and Municipal Water submarkets.

SG\&A expenses in the third quarter of fiscal year 2011 increased by $\$ 11,824$, or $13.5 \%$ (an increase of $\$ 7,950$, or $9.1 \%$ in local currency), compared to the third quarter of fiscal year 2010. SG\&A expenses in the nine months increased by $\$ 19,016$, or $7.3 \%$ (an increase of $\$ 16,119$, or $6.2 \%$ in local currency), compared to the nine months of fiscal year 2010. In addition to inflation, the increase in SG\&A in local currency in the quarter and nine months principally reflects the impact of increased sales and marketing spending, investments in information technology, and costs related to the establishment of the European headquarters in Switzerland and Asian headquarters in Singapore. SG\&A expenses as a percentage of sales decreased to $29.2 \%$ in the quarter from $29.3 \%$ in the third quarter of fiscal year 2010. SG\&A expenses as a percentage of sales decreased to $29.4 \%$ in the nine months from $31.5 \%$ in the nine months of fiscal year 2010 . The decrease in SG\&A as a percentage of sales in the quarter and nine months reflects the leverage of the increase in sales combined with control of G\&A spending, partly offset by the increase in spending in key areas as discussed above.

R\&D expenses were $\$ 7,145$ in the third quarter of fiscal year 2011 compared to $\$ 6,770$ in the third quarter of fiscal year 2010, an increase of $\$ 375$, or $5.5 \%$ ( $\$ 330$, or $4.9 \%$ in local currency). R\&D expenses were $\$ 21,942$ in the nine months compared to $\$ 19,920$ in the nine months of fiscal year 2010, an increase of $\$ 2,022$, or $10.2 \%$ ( $\$ 1,966$, or $9.9 \%$ in local currency). As a percentage of sales, R\&D expenses were $2.1 \%$ in the quarter compared to $2.3 \%$ in the third quarter of fiscal year 2010 . As a percentage of sales, R\&D expenses were $2.3 \%$ in the nine months compared to $2.4 \%$ in the nine months of fiscal year 2010.

Operating profit dollars in the third quarter of fiscal year 2011 were $\$ 50,603$, an increase of $\$ 3,741$, or $8.0 \%$ ( $\$ 622$, or $1.3 \%$ in local currency) compared to the third quarter of fiscal year 2010. Operating profit dollars in the nine months were $\$ 143,884$, an increase of $\$ 49,414$, or $52.3 \%$ ( $\$ 44,194$, or $46.8 \%$ in local currency) compared to the nine months of fiscal year 2010 . Operating margin in the quarter decreased to $14.8 \%$ from $15.7 \%$ in the third quarter of fiscal year 2010. Operating margin in the nine months increased to $15.2 \%$ from $11.5 \%$ in the nine months of fiscal year 2010.

## Corporate:

Corporate expenses in the third quarter of fiscal year 2011 were $\$ 16,454$ compared to $\$ 13,034$ in the third quarter of fiscal year 2010, an increase of $\$ 3,420$ or $26.2 \%$ ( $\$ 3,397$, or $26.1 \%$ in local currency). The increase in Corporate expenses in the quarter primarily reflects increases in performance related compensation costs, professional fees for certain governance related matters and payroll and related costs, partly offset by an increase in foreign currency transaction gains. Corporate expenses in the nine months were $\$ 45,755$ compared to $\$ 38,631$ in the nine months of fiscal year 2010, an increase of $\$ 7,124$ or $18.4 \%$ ( $\$ 7,167$, or $18.6 \%$ in local currency). The increase in Corporate expenses in the nine months primarily reflects increases in performance related compensation costs, professional fees for certain governance related matters and payroll and related costs.

## Liquidity and Capital Resources

Non-cash working capital, which is defined as working capital excluding cash and cash equivalents, notes receivable, notes payable and the current portion of long-term debt, was approximately $\$ 701,000$ at April 30, 2011 as compared with $\$ 608,000$ at July 31, 2010. Excluding the effect of foreign exchange (discussed below), non-cash working capital increased approximately $\$ 40,100$ compared to July 31, 2010.

The Company's balance sheet is affected by spot exchange rates used to translate local currency amounts into U.S. Dollars. In comparing spot exchange rates at April 30, 2011 to those at July 31, 2010, the Euro, the British Pound and JPY have strengthened against the U.S. Dollar. The effect of foreign currency translation increased non-cash working capital by $\$ 52,857$, including net inventory, net accounts receivable and other current assets by $\$ 30,225, \$ 42,687$ and $\$ 11,162$, respectively, as compared to July 31,2010 . Additionally, foreign currency translation increased accounts payable and other current liabilities by $\$ 31,278$ and decreased current income taxes payable by $\$ 61$.

Net cash provided by operating activities in the nine months of fiscal year 2011 was $\$ 280,956$ as compared to $\$ 257,041$ in the nine months of fiscal year 2010, an increase of $\$ 23,915$, or about $9 \%$. Although cash flow in the nine months of fiscal year 2011 benefited from continued improvement in working capital management as discussed below, the benefit to cash flow in the nine months of fiscal year 2010 was greater as the improvement in the cash conversion cycle versus fiscal year 2009 was more pronounced.

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The Company's full cash conversion cycle, defined as days in inventory outstanding ("DIO") plus days sales outstanding ("DSO") less days payable outstanding ("DPO"), decreased to 130 days in the quarter ended April 30, 2011 from 137 days in the quarter ended April 30, 2010. This improvement reflects a decrease in DIO and DSO partly offset by a decrease in DPO. In the quarter ended January 31, 2011, the full cash conversion cycle decreased to 145 days from 155 days in the quarter ended January 31, 2010, reflecting a decrease in DIO and DSO partly offset by a decrease in DPO. In the three months ended October 31, 2010, the full cash conversion cycle decreased to 142 days from 161 days in the quarter ended October 31, 2009 reflecting a decrease in DIO and DSO, as well as an increase in DPO.

Free cash flow, which is defined as net cash provided by operating activities less capital expenditures, was $\$ 177,814$ in the nine months of fiscal year 2011, as compared with $\$ 163,528$ in the nine months of fiscal year 2010. The increase in free cash flow reflects the increase in net cash provided by operating activities as discussed above, partly offset by an increase in capital expenditures. The Company utilizes free cash flow as one way to measure its current and future financial performance. Company management believes this measure is important because it is a key element of its planning. The following table reconciles net cash provided by operating activities to free cash flow.

|  | Apr. 30, 2011 | Apr. 30, 2010 |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Net cash provided by operating activities | $\$$ | 280,956 | $\$$ | 257,041 |
| Less capital expenditures |  | 103,142 |  | 93,513 |
| Free cash flow | $\$$ | 177,814 | $\$$ | 163,528 |

Overall, net debt (debt net of cash and cash equivalents) as a percentage of total capitalization (net debt plus equity) was 9.0\% at April 30, 2011 as compared to $19.4 \%$ at July 31, 2010. Net debt decreased by approximately $\$ 139,200$ compared with July 31, 2010, comprised of a decrease in gross debt of $\$ 152,800$ partly offset by a decrease in cash and cash equivalents of $\$ 48,000$. The impact of foreign exchange rates decreased net debt by about $\$ 34,400$.

The Company's 5-year senior revolving credit facility contains financial covenants which require the Company to maintain a minimum consolidated net interest coverage ratio of $3.5: 1$, based upon trailing four quarters results, and a maximum consolidated leverage ratio of $3.5: 1$, based upon trailing four quarters results. In addition, the facility includes other covenants that under certain circumstances can restrict the Company's ability to incur additional indebtedness, make investments and other restricted payments, enter into sale and leaseback transactions, create liens and sell assets. As of April 30, 2011, the Company was in compliance with all related financial and other restrictive covenants, including limitations on indebtedness.

The Company manages certain financial exposures through a risk management program that includes the use of foreign exchange and interest rate derivative financial instruments. Derivatives are executed with counterparties with a minimum credit rating of "A" by Standard and Poor's and Moody's Investor Services, in accordance with the Company's policies. The Company does not utilize derivative instruments for trading or speculative purposes.

The Company conducts transactions in currencies other than their functional currency. These transactions include non-functional currency intercompany and external sales as well as intercompany and external purchases. The Company uses foreign exchange forward contracts, matching the notional amounts and durations of the receivables and payables resulting from the aforementioned underlying foreign currency transactions, to mitigate the exposure to earnings and cash flows caused by changing foreign exchange rates. The risk management objective of holding foreign exchange derivatives is to mitigate volatility to earnings and cash flows due to changes in foreign exchange rates. The notional amount of foreign currency forward contracts entered into during the three and nine months ended April 30, 2011 was $\$ 651,343$ and $\$ 1,675,952$, respectively. The notional amount of foreign currency forward contracts outstanding as of April 30, 2011 was $\$ 265,677$. The Company's foreign currency balance sheet exposures resulted in the recognition of gains within SG\&A of approximately $\$ 8,364$ and $\$ 11,859$ in the three and nine months ended April 30, 2011, respectively, before the impact of the measures described above. Including the impact of the Company's foreign exchange derivative instruments, the net recognition within SG\&A was a gain of approximately $\$ 837$ and a loss of approximately $\$ 18$ in the quarter and nine months ended April 30, 2011, respectively.

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On November 30, 2010, the Company established a commercial paper program under which the Company may issue up to $\$ 600,000$ of unsecured commercial paper notes. The Company's board of directors has authorized debt financings through the issuance of commercial paper plus borrowings under the Company's senior revolving credit facility of up to a maximum aggregate amount outstanding at any time of $\$ 600,000$. The proceeds of the commercial paper issuances were used for general corporate purposes, including paying down existing balances under the Company's senior revolving credit facility.

As of April 30, 2011, the Company had $\$ 150,000$ of outstanding commercial paper, all of which is recorded as current liabilities under notes payable in the Company's condensed consolidated balance sheet. Commercial paper issuances during the quarter carried interest rates ranging between $0.38 \%$ and $0.47 \%$ and original maturities between 22 and 61 days. As of April 30, 2011, the Company does not have any outstanding borrowings under its existing senior revolving credit facility.

The Company utilizes cash flow generated from operations and its senior revolving credit facility to meet its short-term liquidity needs. Company management considers its cash balances, lines of credit and access to the commercial paper and other credit markets, along with the cash typically generated from operations, to be sufficient to meet its anticipated liquidity needs.

In the nine months of fiscal year 2011, capital expenditures were $\$ 103,142$ ( $\$ 43,197$ expended in the third quarter). Depreciation and amortization expense in the third quarter of fiscal year 2011 were $\$ 22,564$ and $\$ 3,471$, respectively. Depreciation and amortization expense in the nine months of fiscal year 2011 were $\$ 64,643$ and $\$ 10,059$, respectively.

Depreciation expense was $\$ 19,539$ and amortization expense was $\$ 3,206$ in the third quarter of fiscal year 2010. In the nine months of fiscal year 2010, depreciation expense was $\$ 61,169$ and amortization expense was $\$ 8,672$.

On November 15, 2006, the board of directors authorized an expenditure of $\$ 250,000$ to repurchase shares of the Company's common stock. On October 16, 2008, the board authorized an additional expenditure of $\$ 350,000$ to repurchase shares. At July 31, 2010, there was $\$ 352,944$ remaining under the current stock repurchase programs. The Company repurchased stock of $\$ 64,524$ in the nine months of fiscal year 2011 leaving $\$ 288,420$ remaining at April 30, 2011 under the current stock repurchase programs. Net proceeds from stock plans were $\$ 54,487$ in the nine months of fiscal year 2011.

In the nine months of fiscal year 2011, the Company paid dividends of $\$ 57,287$ compared to $\$ 52,600$ in the nine months of fiscal year 2010, an increase of $8.9 \%$. The Company increased its quarterly dividend by $9.4 \%$ from 16 cents to 17.5 cents per share, effective with the dividend declared on January 20, 2011.

## Recently Issued Accounting Pronouncements

In May 2011, the Financial Accounting Standards Board issued amendments to fair value measurement and disclosure requirements. This guidance amends United States generally accepted accounting principles ("U.S. GAAP") to conform with measurement and disclosure requirements in International Financial Reporting Standards ("IFRS"). The amendments change the wording used to describe the requirements in U.S. GAAP for measuring fair value and for disclosing information about fair value measurements, and they include those that clarify the Board's intent about the application of existing fair value measurement and disclosure requirements and those that change a particular principle or requirement for measuring fair value or for disclosing information about fair value measurements. In addition, to improve consistency in application across jurisdictions, some changes in wording are necessary to ensure that U.S. GAAP and IFRS fair value measurement and disclosure requirements are described in the same way (for example, using the word shall rather than should to describe the requirements in U.S. GAAP). This amended guidance is to be applied prospectively and is effective for the Company beginning with its third quarter of fiscal year 2012. The Company is currently evaluating this guidance and has not yet determined the impact the adoption will have on its consolidated financial statements.

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.

There is no material change in the market risk information disclosed in Item 7A of the 2010 Form 10-K.

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## ITEM 4. CONTROLS AND PROCEDURES.

There are a number of significant business improvement initiatives designed to improve processes and enhance customer and supplier relationships and opportunities. These include information systems upgrades and integrations that are in various phases of planning or implementation and contemplate enhancements of ongoing activities to support the growth of the Company's financial shared service capabilities and standardization of its financial systems. When taken together, these changes, which will occur over a multi year period, are expected to have a favorable impact on the Company's internal control over financial reporting. The Company is employing a project management and phased implementation approach that will provide continued monitoring and assessment in order to maintain the effectiveness of internal control over financial reporting during and subsequent to implementation of these initiatives.

In connection with the aforementioned business improvement initiatives, during the second and third quarters of fiscal year 2011, certain significant operations migrated and are expected to continue to migrate in future fiscal quarters to the Company's global enterprise resource planning ("ERP") software system. The purpose of the ERP system is to facilitate the flow of information between all business functions inside the boundaries of the Company and manage the connections to outside stakeholders. Built on a centralized database and utilizing a common computing platform, the ERP system consolidates business operations into a more uniform, enterprise wide system environment. The Company's ERP implementation is accompanied by process changes and improvements, including those that impact internal control over financial reporting. During the third quarter, the Company also centralized the management of its Asian operations resulting in significant changes to aspects of the internal control environment. In connection with these migrations and continuing process changes, the Company has instituted material changes in its internal control over financial reporting.

As of the end of the period covered by this report, the Company carried out an evaluation, under the supervision and with the participation of the Company's management, including the Company's chief executive officer and chief financial officer, of the effectiveness of the Company's disclosure controls and procedures pursuant to Rule 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended. Based on this evaluation, the chief executive officer and chief financial officer concluded that the Company's disclosure controls and procedures are effective.

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## PART II. OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS.
(In thousands)

As previously disclosed in the 2010 Form $10-\mathrm{K}$, the Company is subject to various regulatory proceedings and litigation, including with respect to various environmental matters. The information in the 2010 Form 10-K was updated in Part II - Item 1 - Legal Proceedings, in the Company's Form 10-Q for the first and second quarters of fiscal year 2011. Reference is also made to Note 6 , Contingencies and Commitments, to the accompanying condensed consolidated financial statements.

Shareholder Derivative Lawsuits:

The September Derivative (as defined in Note 14, Contingencies and Commitments, to the Company's consolidated financial statements included in the 2010 Form $10-\mathrm{K}$ ) is no longer stayed.

On January 28, 2011, a third shareholder filed a derivative lawsuit in New York Supreme Court, Nassau County, against certain current directors and officers of the Company, and against the Company as nominal defendant. This action purports to bring claims on behalf of the Company similar to those alleged in the September Derivative action. The complaint seeks damages, together with various injunctive and declaratory relief.

Environmental Matters:

With respect to the environmental matters at the Company's Ann Arbor, Michigan site, previously disclosed in Part I — Item 3 — Legal Proceedings in the Company's 2010 Form 10-K, the Company and the Michigan Department of Natural Resources and Environment (the "DNRE") reached an agreement on the principal terms to resolve all outstanding issues and presented a Joint Notice of Tentative Settlement (the "Joint Notice") to the court on November 24, 2010. The court approved the proposed changes to the clean-up program outlined in the Joint Notice and instructed the parties to submit an amended Consent Judgment incorporating such changes. In early March 2011, the Company and the DNRE executed a Third Amendment to Consent Judgment (the "Amended Consent Judgment") and presented the Amended Consent Judgment and a Stipulated Order Amending Previous Remediation Orders to the court, which the court approved on March 8, 2011. Based on the terms of the Amended Consent Judgment, the Company believes that its current environmental reserves are adequate.

The Company's condensed consolidated balance sheet at April 30, 2011 includes liabilities for environmental matters of approximately $\$ 10,980$, which relate primarily to the previously reported environmental proceedings involving a Company subsidiary, Gelman Sciences Inc., pertaining to groundwater contamination. In the opinion of management, the Company is in substantial compliance with applicable environmental laws and its current accruals for environmental remediation are adequate. However, as regulatory standards under environmental laws are becoming increasingly stringent, there can be no assurance that future developments, additional information and experience gained will not cause the Company to incur material environmental liabilities or costs beyond those accrued in its condensed consolidated financial statements.

## ITEM 1A. RISK FACTORS.

There is no material change in the risk factors reported in Item 1A of the 2010 Form 10-K. This report contains certain forward-looking statements that reflect management's expectations regarding future events and operating performance and speak only as of the date hereof. These statements are subject to risks and uncertainties, which could cause actual results to differ materially. For a description of these risks see "Management's Discussion and Analysis of Financial Condition and Results of Operations - Forward-Looking Statements and Risk Factors."

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS.
(a) During the period covered by this report, the Company did not sell any of its equity securities that were not registered under the Securities Act of 1933, as amended.
(b) Not applicable.
(c) The following table provides information with respect to purchases made by or on behalf of the Company or any "affiliated purchaser" of shares of the Company's common stock.
$\left.\begin{array}{lllllll} & \text { (In thousands, except per share data) } & & \begin{array}{l}\text { Approximate } \\ \text { Dollar }\end{array} \\ \text { Value of Shares }\end{array}\right)$
(1) On November 15, 2006, the board authorized an expenditure of $\$ 250,000$ to repurchase shares of the Company's common stock. On October 16, 2008, the board authorized an additional expenditure of $\$ 350,000$ to repurchase shares. The Company's shares may be purchased over time, as market and business conditions warrant. There is no time restriction on these authorizations. During the nine months ended April 30, 2011, the Company purchased 1,285 shares in open-market transactions at an aggregate cost of $\$ 64,524$, with an average price per share of $\$ 50.21$. As of April $30,2011, \$ 288,420$ remains to be expended under the current board repurchase authorizations. Repurchased shares are held in treasury for use in connection with the Company's stock plans and for general corporate purposes.

## ITEM 6. EXHIBITS.

See the Exhibit Index for a list of exhibits filed herewith or incorporated by reference herein.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Pall Corporation

June 9, 2011
/s/ LISA MCDERMOTT
Lisa McDermott
Chief Financial Officer
and Treasurer
/s/ FRANCIS MOSCHELLA
Francis Moschella
Vice President - Corporate Controller
Chief Accounting Officer

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## EXHIBIT INDEX

Exhibit

| Number | Description of Exhibit |
| :---: | :---: |
| 3(i)* | Restated Certificate of Incorporation of the Registrant as amended through September 1, 2010, filed as Exhibit 3(i) to the Registrant's Annual Report on Form 10-K for the fiscal year ended July 31, 2010. |
| 3(ii)* | By-Laws of the Registrant as amended through March 16, 2011, filed as Exhibit 3(ii) to the Registrant's Current Report on Form 8-K filed on March 22, 2011. |
| $31.1 \dagger$ | Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. |
| $31.2 \dagger$ | Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. |
| $32.1 \dagger$ | Certification of Chief Executive Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, 18 U.S.C. Section 1350. |
| $32.2 \dagger$ | Certification of Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, 18 U.S.C. Section 1350. |
| 101.INS | XBRL Instance Document** |
| 101.SCH | XBRL Taxonomy Extension Schema Document** |
| 101.CAL | XBRL Taxonomy Extension Calculation Linkbase Document** |
| 101.LAB | XBRL Taxonomy Extension Label Linkbase Document** |
| 101.PRE | XBRL Taxonomy Extension Presentation Linkbase Document** |
| 101.DEF | XBRL Taxonomy Extension Definition Linkbase Document** |

* Incorporated herein by reference.
$\dagger$ Exhibit filed herewith.
** Users of this data are advised pursuant to Rule 406T of Regulation S-T that this interactive data file is deemed not filed or part of a registration statement or prospectus for the purposes of section 11 or 12 of the Securities Act of 1933, as amended, is deemed not filed for purposes of section 18 of the Securities and Exchanges Act of 1934, as amended, and otherwise is not subject to liability under these sections.

