Goldman Sachs Global Industrial Gases Conference 2005

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Executive Vice President

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Forward Looking Statements

The forward-looking statements contained in this announcement concerning demand for products and services, the expected macroeconomic environment, sales, margins, earnings growth rates, and other financial goals involve risks and uncertainties, and are subject to change based on various factors. These include the impact of changes in worldwide and national economies, the cost and availability of electric power, natural gas and other materials, development of operational efficiencies, changes in foreign currencies, changes in interest rates, the continued timely development and acceptance of new products and processes, the impact of competitive products and pricing, the impact of tax, accounting and other legislation, litigation, government regulation and the effectiveness and speed of integrating new acquisitions into the business.
Financial Outperformance

<table>
<thead>
<tr>
<th></th>
<th>Sales (10-year compound annual growth rate)</th>
<th>Earnings (10-year compound annual growth rate)</th>
<th>Return on Equity (10-year average)</th>
<th>Total Shareholder Return (10-year compound annual growth rate)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Praxair</td>
<td>9%</td>
<td>13%</td>
<td>21%</td>
<td>17%</td>
</tr>
<tr>
<td>S&amp;P 500</td>
<td>7%</td>
<td>11%</td>
<td>14%</td>
<td>12%</td>
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Praxair has outperformed the S & P 500 over a 10 year period

Source: Based on Standard & Poor’s Investment Services information and company data.
Driving Sustainable Growth

- Focus on 11 core geographies
- Application technologies
- Key growth platforms
  - Hydrogen
  - Healthcare
  - China
  - Electronics
- New growth opportunities
  - Oil/gas well services
  - Enhanced oil recovery
  - Brazil energy markets
  - India
- Productivity / Six Sigma
- Flawless project execution

2004 ROC %

ROC=Net Operating Profit After Tax/Average Capital

Source: Bloomberg and company reports
Diverse End Markets

2004 Sales $6.6 Billion

End Markets
- Aerospace 4%
- Manufacturing 21%
- Metals 16%
- Food and Beverage 7%
- Electronics 7%
- Energy 12%
- Healthcare 11%
- Other 12%
- Chemicals 10%

Organic Growth (Y.O.Y.)*
- Manufacturing + 10%
- Metals + 21%
- Energy + 18%
- Healthcare + 6%
- Chemicals + 8%

* Ex currency, nat gas, and acquisitions

2004 Global GDP +4%

Sales grow faster than our end markets
Why Gases Are Not Commodities!

### On-Site/Pipeline Supply
- Price recovers capital and fixed costs
- 15 year Take or Pay contracts
- Escalation formulas
  - Electricity/gas
  - Inflation
  - Currency exposure

### Merchant Liquid Delivery Supply
- Sourced as by-product from on-site
- Requirements contracts
- Open/escalation

### Packaged and Medical Gases
- Sourced as by-product from bulk
- Service provider
- Cylinder rental

Distribution Method
- On-Site 25%
- Merchant 29%
- Packaged Gases 33%
- Other 13%

Our business model delivers a higher return on capital and greater stability.
Hydrogen

2004 Global Sales - $690 MM

North America
- Strong demand from refiners
- 310 miles of pipeline on US Gulf Coast, with production capacity of 600 MMSCFD
- Significant growth areas outside of Gulf Coast

Europe
- Hydrogen production in Italy and Spain
- Sulfur reductions in fuels scheduled for 2009

China
- Caojing hydrogen plant start-up in 2005

2005 Sales forecast to approach $900 MM and expected to grow 20% p.a. through 2010
North America – Hydrogen Growth Drivers

- Low sulfur fuel regulations
- Strong demand for gasoline and diesel
- Heavy crude upgrading
- Outsourcing hydrogen supply
- Upgrading hydrogen production technology
- Canadian synthetic crude
  - Upgrading bitumen
  - Refining

Strong demand growth will continue
**Gulf Coast Hydrogen System**

- 310 miles of pipeline
- 50 customers – refining and chemicals
- Connected to 3.3 MM bpd of refining capacity
- 600 MMSCFD production capacity – TX and LA

Well positioned for customer growth
Praxair Gulf Coast Hydrogen Growth

Average Daily Volume

23% CAGR

Expect several additional SMR’s to be sited in 2005
US Rockies rig count has increased 75% since 2002

CO₂ and N₂ widely used to fracture low permeability formations during well completion

Praxair best positioned
- Location
- Expertise
- Relationships

Additional pipeline services

$200 MM revenues expected to grow 25% p.a.
Enhanced Oil Recovery (EOR)

Typical EOR Production Curve

- Primary Stage - Gravity Drainage
- Secondary Stage - Water Flooding

Recovery % of Original Oil in Place

- ~10%
- >20%
- ~15-20%

Long term potential to recover 120 B barrels of oil in NA

Sources: Falcon Environmental
PEMEX Enhanced Oil Recovery Project

PEMEX Samaria Oil Fields

- PEMEX’s main source of light crude
- Current production approx. 150 MBPD
- Production has declined from 1979 peak of 600 MBPD
- N₂ injection and new wells expected to recover additional 470 MM barrels of oil and 540 BCF of natural gas through 2018

Praxair

- 15 year Take or Pay contract
- >6500 TPD of nitrogen production
- Delivered via pipeline to multiple injection wells
- Start-up Q1 2007
Healthcare

2004 Global Sales - $740 MM*

- Homecare 60%
  - Home oxygen
  - Sleep therapy
  - Home medical equipment

- Hospital Services 40%
  - Oxygen supply systems
  - Portable Grab ‘n Go® cylinders
  - Analytical gases
  - MRI helium and servicing
  - Cryo preservation

- Transition patients from hospital to home
- Strong organic growth

Sales by Region

North America 64%
South America 20%
Europe / Asia 16%

Expect sales of $900 MM in 2005

*includes 6 mos. HCS acquisition

Goldman Sachs Conference - London 4/13/05
Brazil: Growth from Energy Markets

- Increasing role of natural gas
  - Greater availability / supply
  - Govt. promoting natural gas use
  - Competitive prices

- Conversions from alternative fuels
  - 3.5% of cars converted and growing
  - Replacing industrial/commercial LPG

- Praxair participating actively
  - CNG cylinders & conversion kits
    - Market growing at 6-7% p.a.
  - JV with Petrobras for LNG distribution
  - Areas not served by pipeline
  - First plant: Q1 2006 start-up

Source: Praxair Estimates

Natural gas business driving growth in South America
Leading position in steel with strongest producers

Leading position in semi-conductors
- Shanghai - SMIC & Tailong
- Beijing - SMIC 300mm wafer fab

Shell Nanhai Complex
- Shell & CNOOC $4.3B
- O₂, N₂ & Ar supply

Caojing petrochemical park
- 50/50 JV with Air Liquide
- BP, BAYER, BASF & SINOPEC $8B
- O₂, N₂, H₂ & CO supply

Six major projects to come on-stream in 2005-2007

2004 After tax return on capital above 12%
**Praxair India Set To Grow Strongly**

- Economy gaining momentum
- Paradigm shift in gas buying pattern
  - “Sale of plant” to “Sale of gas”
- Gas industry to register double-digit growth from 2005-10
- Praxair #1 position
  - Strong relationships with industry leaders
- Recent business wins
  - Tata Steel
  - Saint Gobain
  - Owens Corning
  - Hospet Steel

**Industrial Gas Market Supplied By Global Players**

- **Praxair** 42%
- Competitor 1
- Competitor 2 (JV)

- ~$50 MM Sales

**Sales of $110 MM expected to grow ~20% p.a. through 2010**

Source: Praxair Estimates
Increasing Productivity Gains

Sources of Cost Savings

<table>
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<tr>
<th>($MM)</th>
<th>2003</th>
<th>2004</th>
<th>2005F</th>
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<tbody>
<tr>
<td>Procurement</td>
<td>25</td>
<td>26</td>
<td>26</td>
</tr>
<tr>
<td>Plant Operations</td>
<td>58</td>
<td>65</td>
<td>78</td>
</tr>
<tr>
<td>Business Process</td>
<td>27</td>
<td>54</td>
<td>46</td>
</tr>
<tr>
<td>Total</td>
<td>110</td>
<td>145</td>
<td>150</td>
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Accelerating productivity initiatives using Six Sigma
Process Engineering Lowers Capital Costs

Cryogenic High Purity Oxygen

Flawless execution assures that expected returns will be achieved

2004 Plant Projects Variance From Budget

- Cost: -3%
- Schedule: +1%
- Power Efficiency: +1%

Plant Capacity - TPD

Unit Cost

100 300 500 700 900 1100 1300 1500 1700
Robust Cash Flow Generation

- Operating cash flow 9% CAGR
- Capital spending discipline - increased hurdle rates
- Uses of free cash flow
  - Dividends
  - Selective acquisitions
  - Share repurchases
  - Debt reduction

Free Cash Flow 1996-2004 ($MM)

1) Non-GAAP measure. Free cash flow equals operating cash flow minus capital expenditures.
2) Excludes Leased Asset Purchase in 2003
Why Praxair?

- Strong, sustainable, organic growth
- Diverse end markets and applications technology
- High return on capital
- Long term customer retention
- Substantial free cash flow generation
- Capital and operating discipline
- Strong corporate governance

We deliver.
Principles of Sustainability

Governance and Integrity
Foster a culture of integrity and accountability throughout the company through rigorous compliance with all laws, and by establishing and following effective corporate governance practices.

Customer Commitment
Continuously develop new products and applications that help our customers improve their productivity, energy efficiency and environmental performance. Provide the highest levels of service, reliability and quality to our customers.

Environmental Responsibility
Continue to improve the efficiency of energy consumption. Reduce the intensity\(^1\) of air emissions, including greenhouse gases.

Employee Safety and Development
Maintain a safe work environment with a goal of zero accidents. Provide training and career opportunities that allow employees to develop to their fullest potential. Increase the diversity of our workforce so that it is more representative of the communities in which we operate.

Community Support
Help to improve the welfare and future of the communities in which we operate by sharing our knowledge, expertise and resources related to environmental protection, and community health, safety and security.

Financial Performance
Continuously improve our financial performance and provide attractive returns to our shareholders. Generate operating cash flow to reinvest in business growth and pay dividends.

\(^1\)Intensity is per-unit-of-production measure