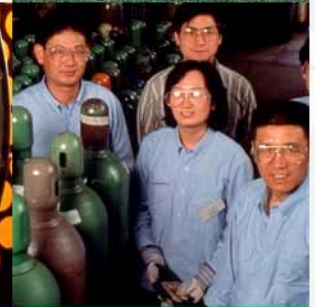
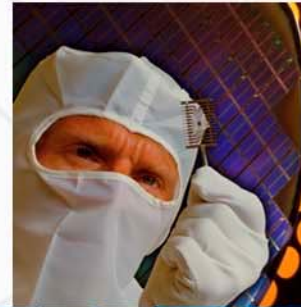




Lehman Brothers Global Chemical Industry Leaders Conference

James S. Sawyer
Senior Vice President and CFO

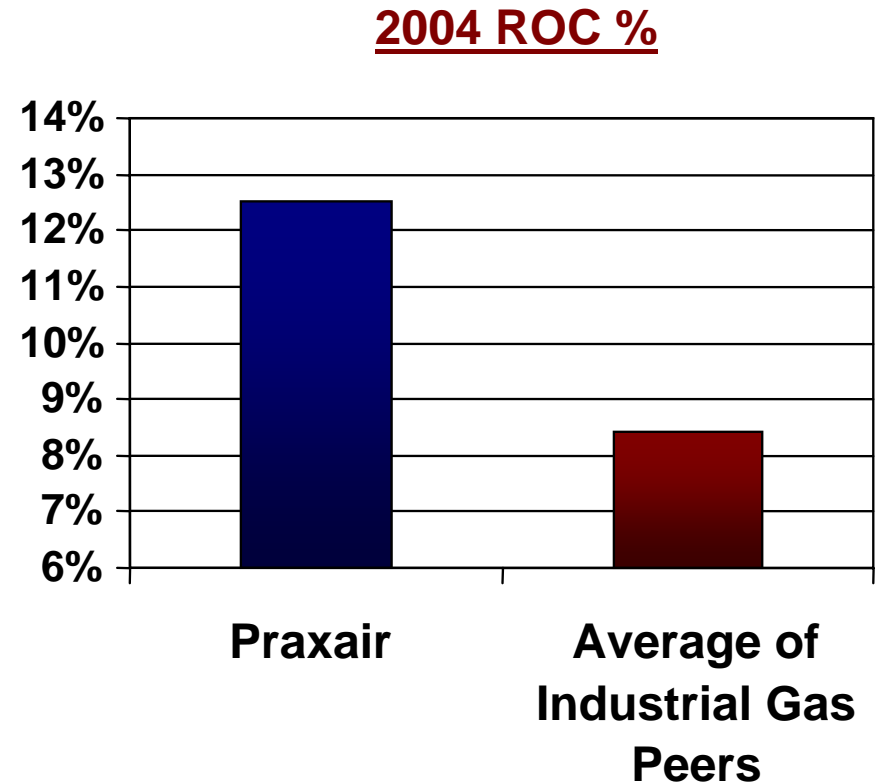
March 18, 2005



We deliver.

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.

- ◆ 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

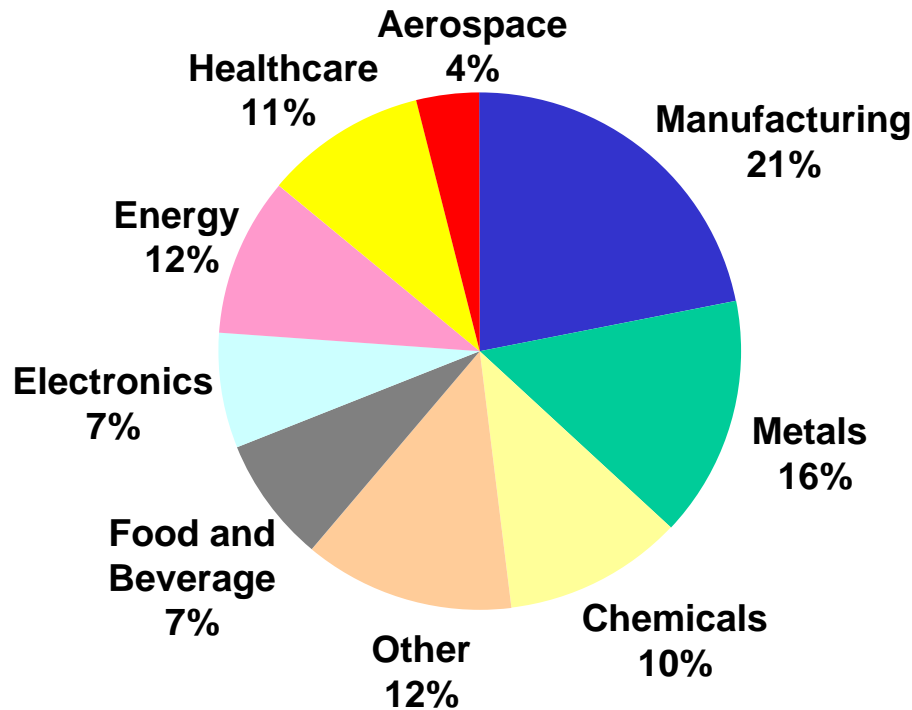


ROC=Net Operating Profit After Tax/Average Capital

Source: Bloomberg and company reports

2004 Sales \$6.6 Billion

End Markets



Organic Growth (YOY)*

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

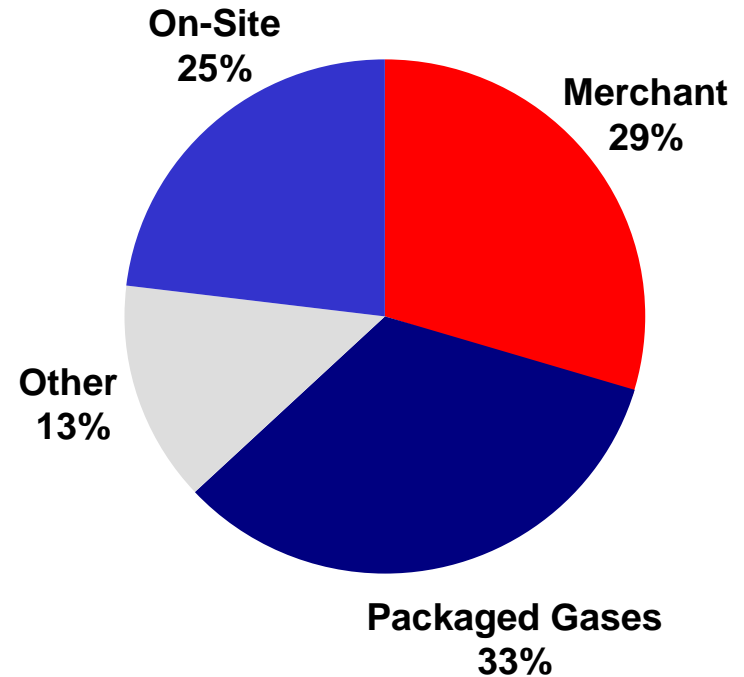
Merchant Liquid Delivery Supply

- ◆ 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



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

ENVIRONMENTAL

- ◆ Low Nox Combustion
- ◆ VOC recovery
- ◆ Hydrogen for fuel cells
- ◆ Oxygen/carbon dioxide wastewater treatment

ENERGY SAVINGS

- ◆ CoJet® - EAF / BOF
- ◆ Oxy-fuel combustion
- ◆ Cryo-freezing
- ◆ Hot O₂ – blast furnace

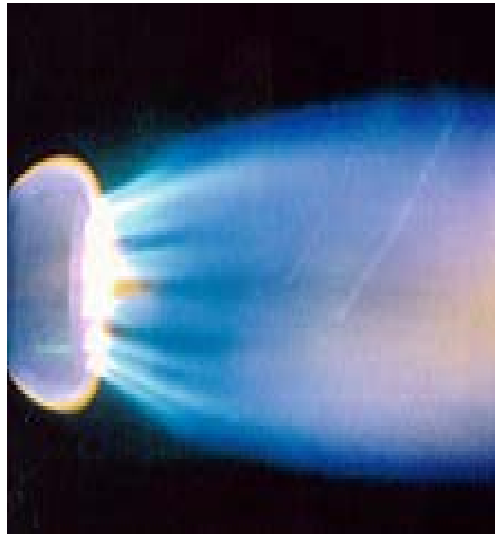
PRODUCTIVITY

- ◆ Welding mixes
- ◆ Nitrogen temperature Control – Bio pharma
- ◆ Ozone in food
- ◆ Fracturing & EOR - oil & gas

Revenue growth from applications that improve environmental performance or increase energy efficiency and customer productivity

EXTERNAL DRIVERS

- ◆ Past – Productivity
- ◆ Current
 - Energy efficiency
 - NOx reduction
- ◆ Future
 - CO₂ reduction



INDUSTRIES SERVED

- ◆ Glass
- ◆ Steel
- ◆ Cement
- ◆ Aluminum
- ◆ Utility boilers

HOW IT WORKS

- ◆ O₂ combustion eliminates nitrogen in air
- ◆ Flame temperature control

TYPICAL BENEFITS

- ◆ 10-50% energy savings
- ◆ 10-20% throughput increase
- ◆ 80-90% NOx reduction

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

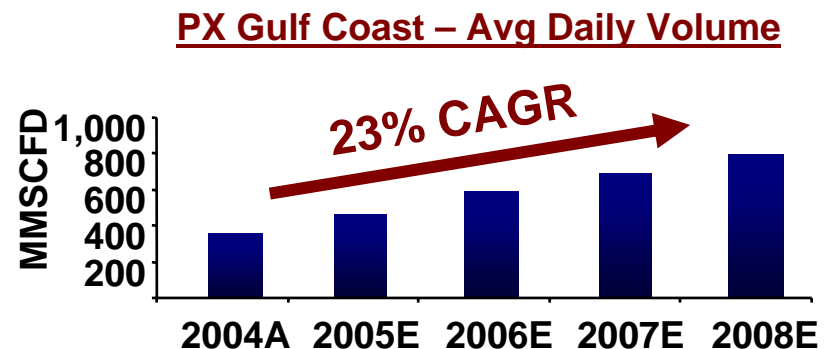
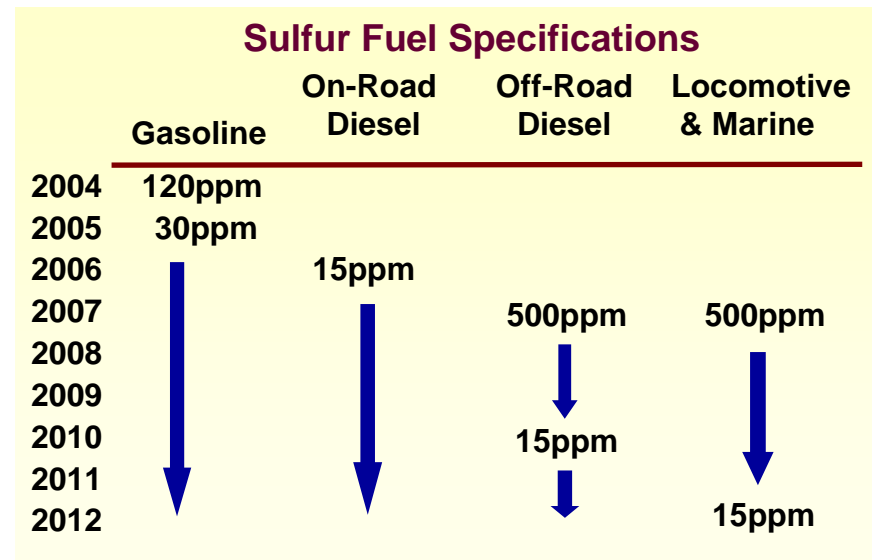
China

- ◆ Caojing hydrogen plant start-up in 2005

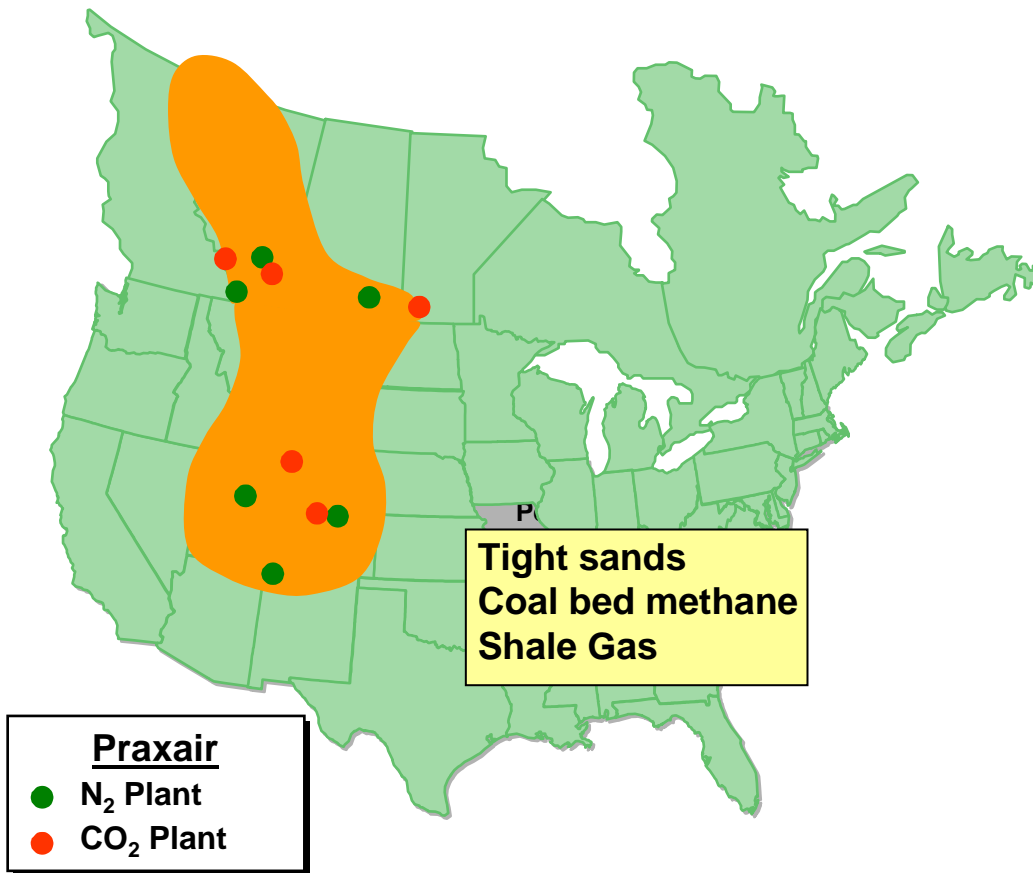


2005 Sales forecast to approach \$900 MM and expected to grow 20% p.a. through 2010

- ◆ 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



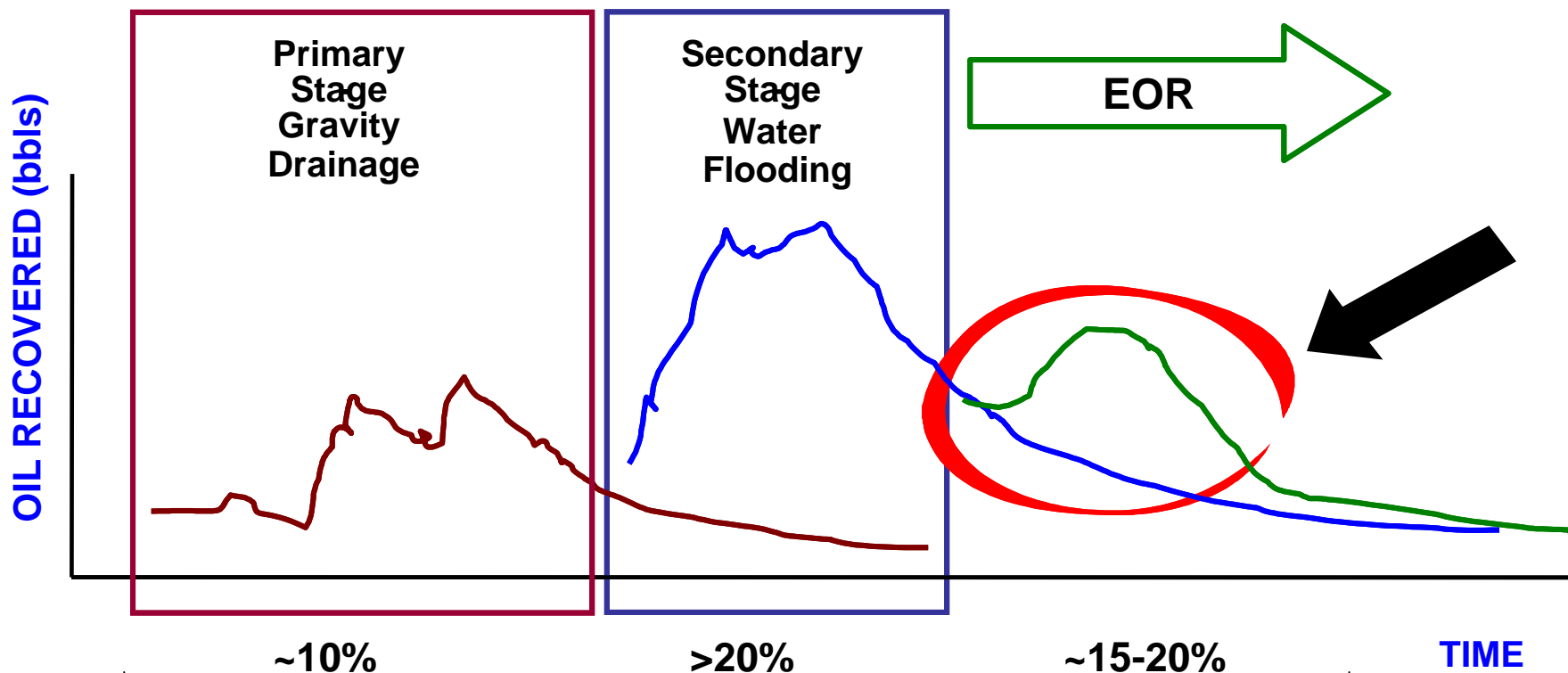
Expect several additional SMR's to be sited in 2005



- ◆ 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.

Typical EOR Production Curve



Recovery % of Original Oil in Place

Sources: Falcon Environmental

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

PEMEX Samaria Oil Fields

- ◆ PEMEX's main source of light sweet 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

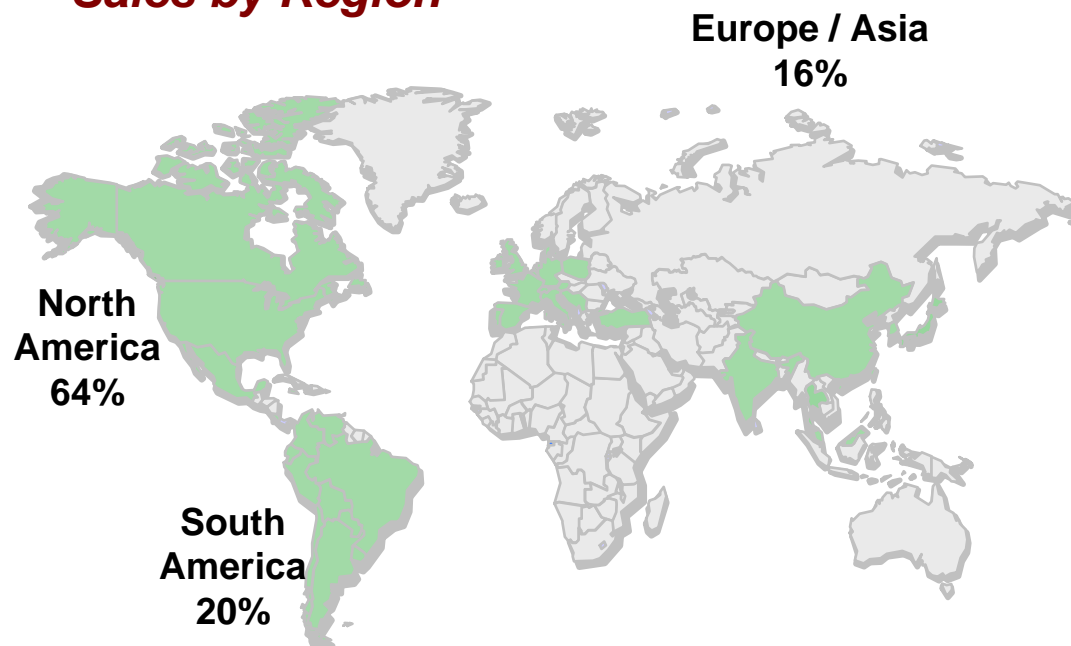
Praxair

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



2004 Global Sales - \$740 MM*

Sales by Region



- ◆ **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

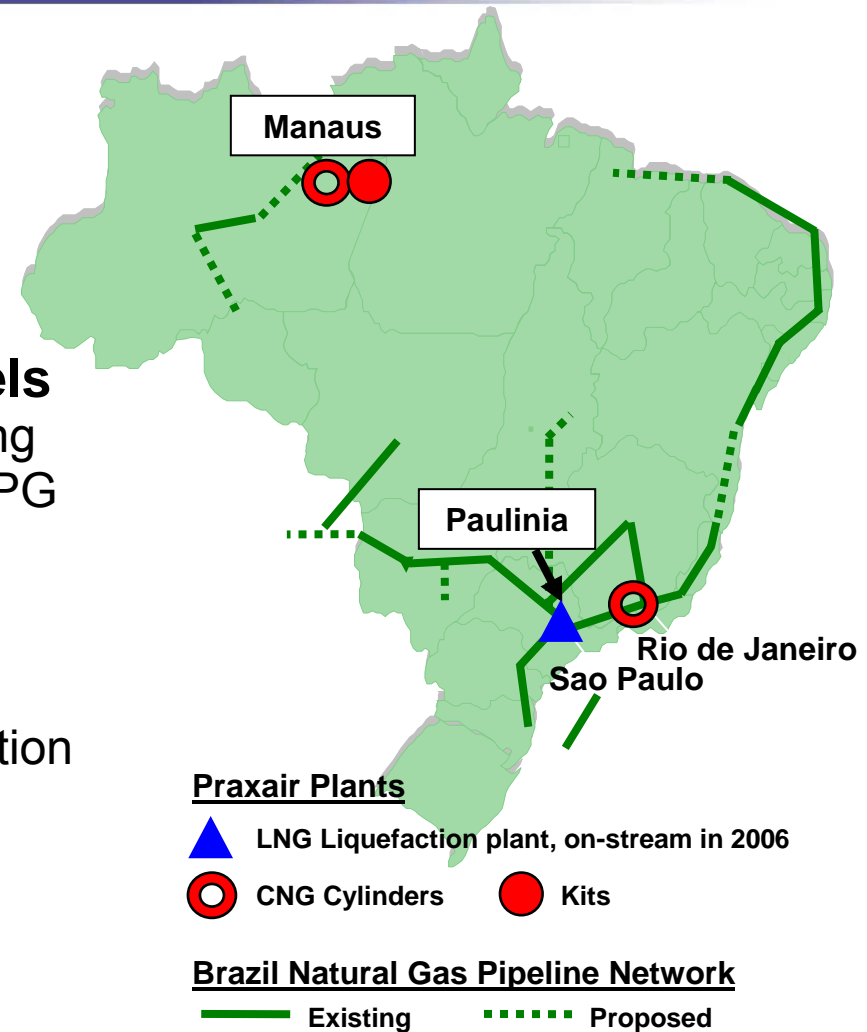
- ◆ **Transition patients from hospital to home**

- ◆ **Strong organic growth**

Expect sales of \$900 MM in 2005

*includes 6 mos. HCS acquisition

- ◆ **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



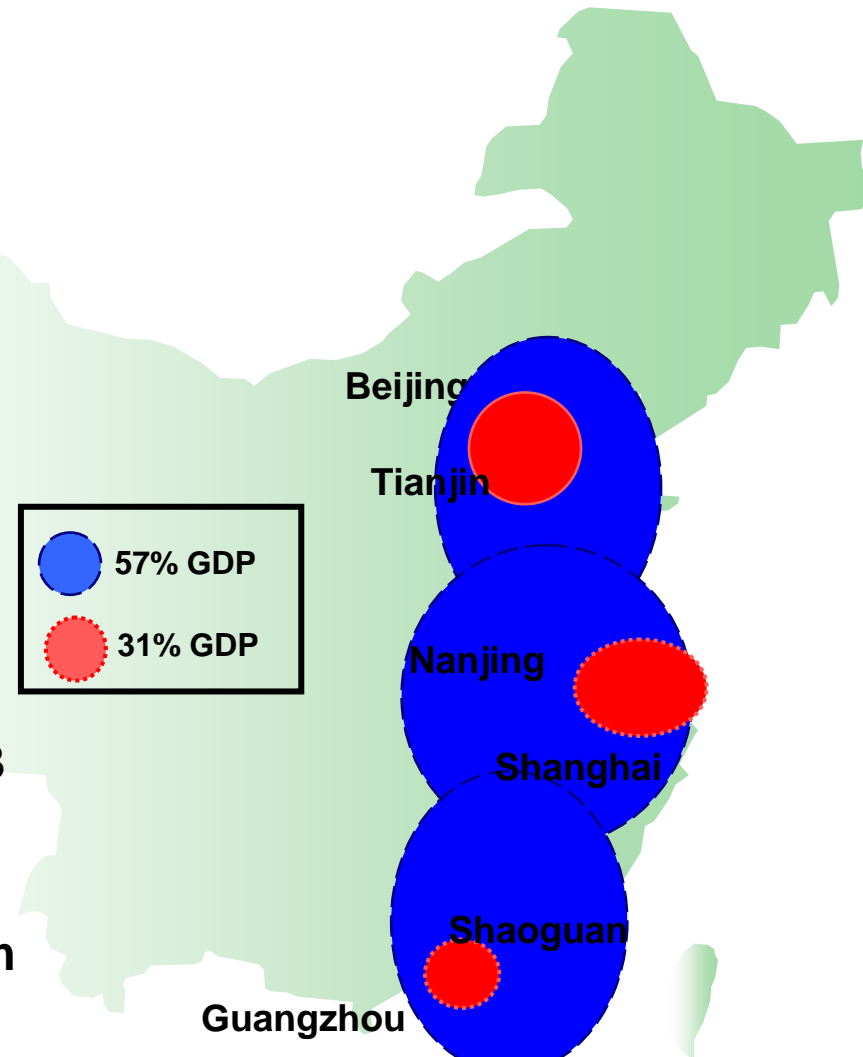
Source: Praxair Estimates

Natural gas business driving growth in South America

Praxair China Strategy



- ◆ **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 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



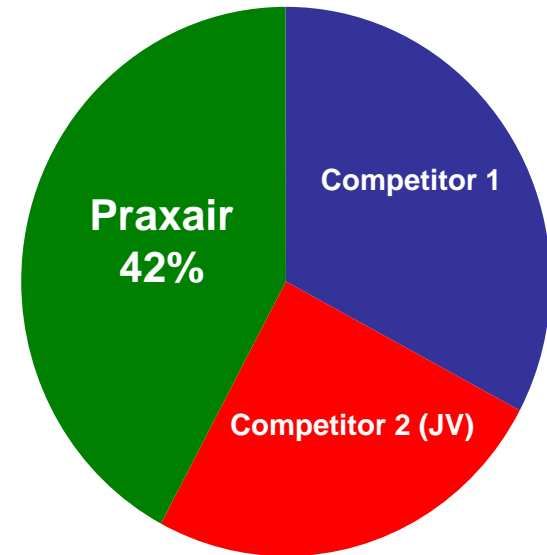
- ◆ **Economy gaining momentum**
- ◆ **Paradigm shift in gas buying pattern**
 - “Sale of plant” to “Sale of gas”
- ◆ **Gas industry to register double-digit growth from 2005-10**
- ◆ **Praxair #1 position**
 - Strong relationships with industry leaders
- ◆ **Recent business wins**
 - Tata Steel
 - Saint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



**~\$50 MM
Sales**

Industrial Gas Market Supplied By Global Players

(\$260 MM)



Source: Praxair Estimates

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

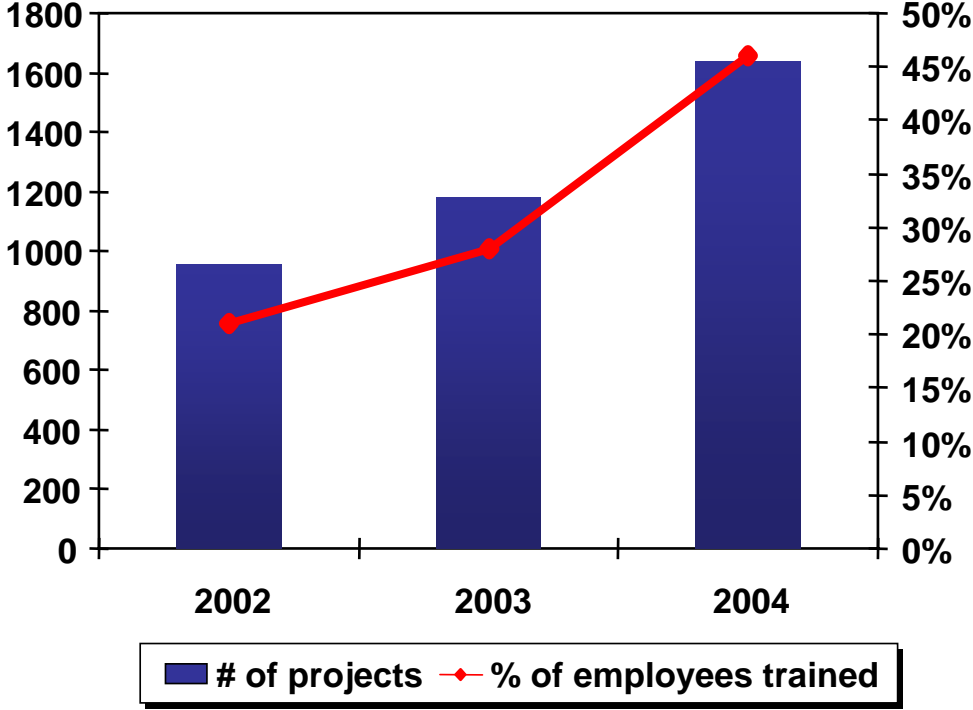
Increasing Productivity Gains



Sources of Cost Savings

(\$MM)	<u>2003</u>	<u>2004</u>	<u>2005F</u>
Procurement	25	26	26
Plant Operations	58	65	78
Business Process	<u>27</u>	<u>54</u>	<u>46</u>
Total	110	145	150

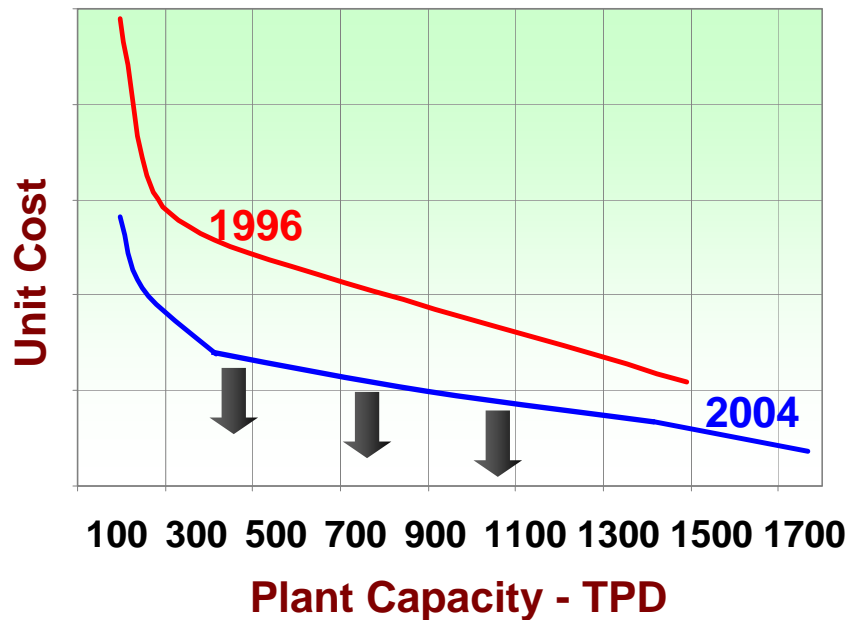
Six Sigma # of projects and % of workforce trained



Accelerating productivity initiatives using Six Sigma

Cryogenic High Purity Oxygen

2004 Plant Projects Variance From Budget



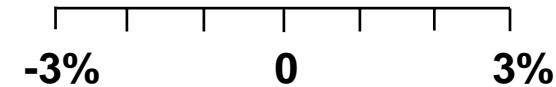
Cost



Schedule



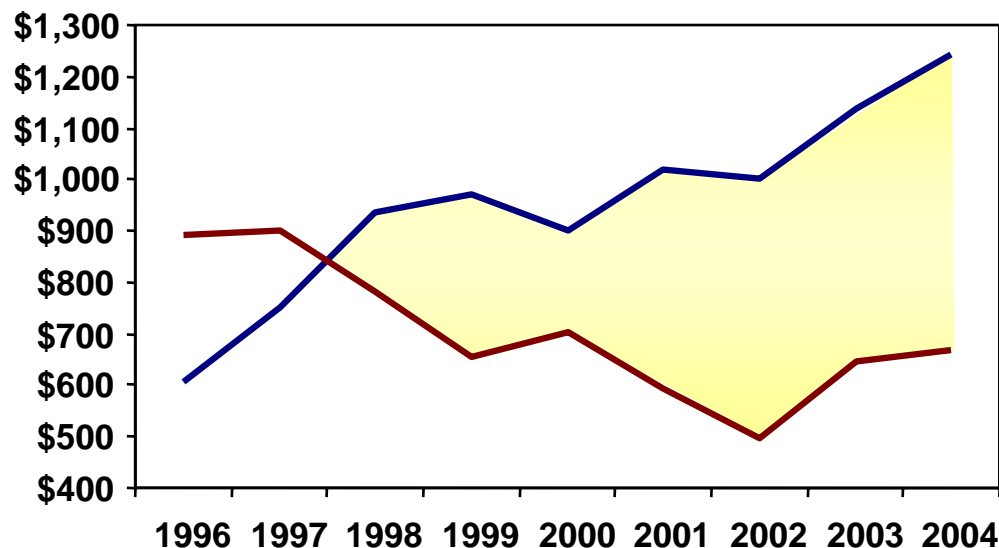
Power Efficiency



Flawless execution assures that expected returns will be achieved

- ◆ 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)

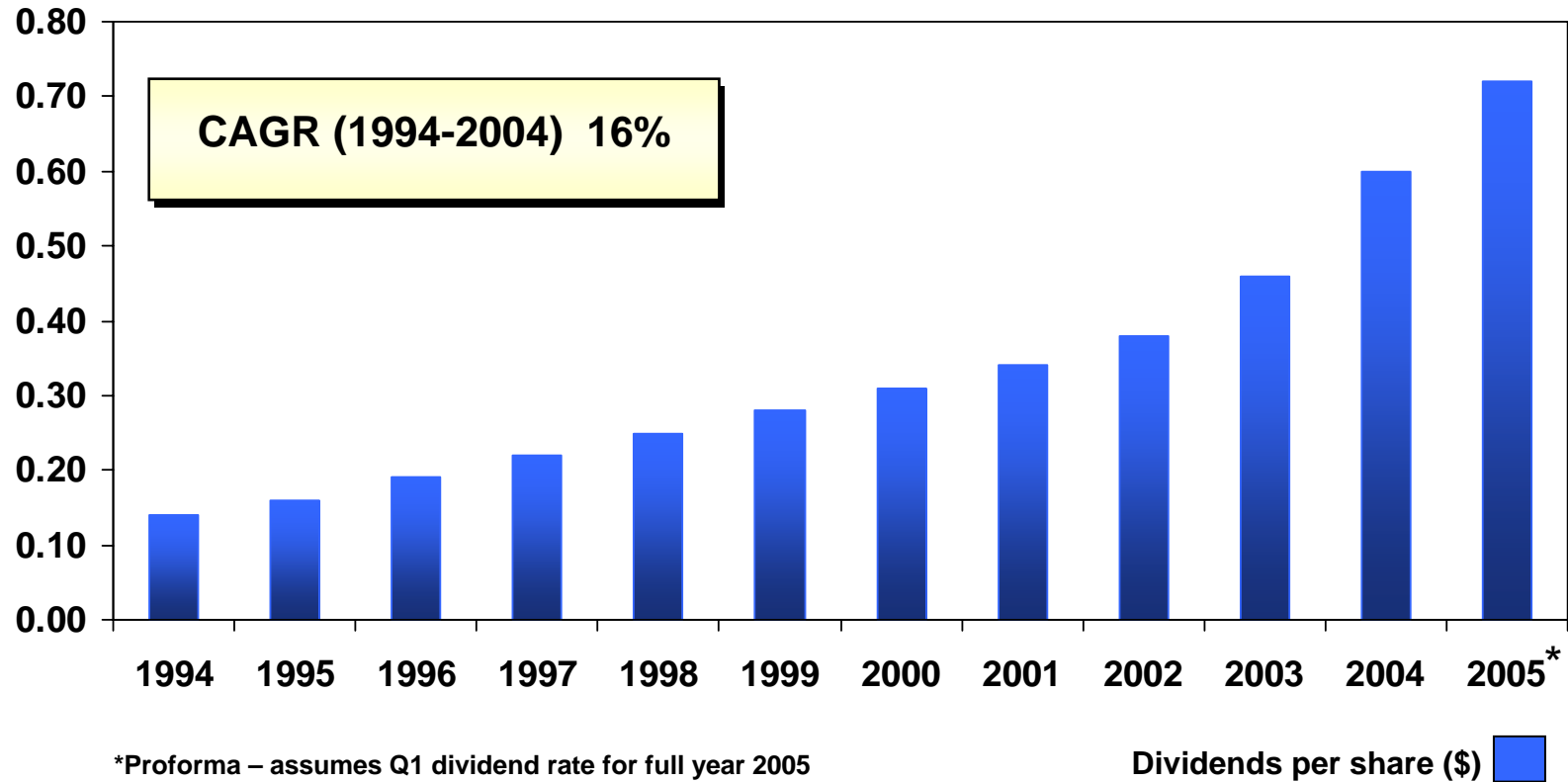


— Operating Cash Flow — CAPEX⁽²⁾
Free Cash Flow⁽¹⁾

1) Non-GAAP measure. Free cash flow equals operating cash flow minus capital expenditures.

2) Excludes Leased Asset Purchase in 2003

Increasing Dividends



Dividend increased 20% in Q1 2005

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 intensity¹ 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.

¹Intensity is per-unit-of-production measure

