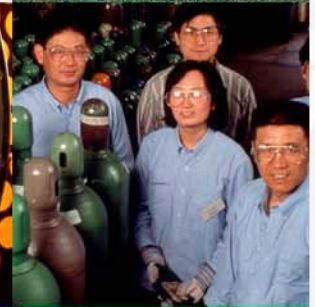
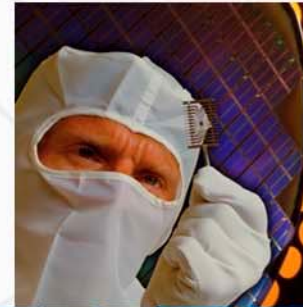




Morgan Stanley Basic Materials Conference

Domingos Bulus
President, White Martins

December 5, 2005
São Paulo, Brazil

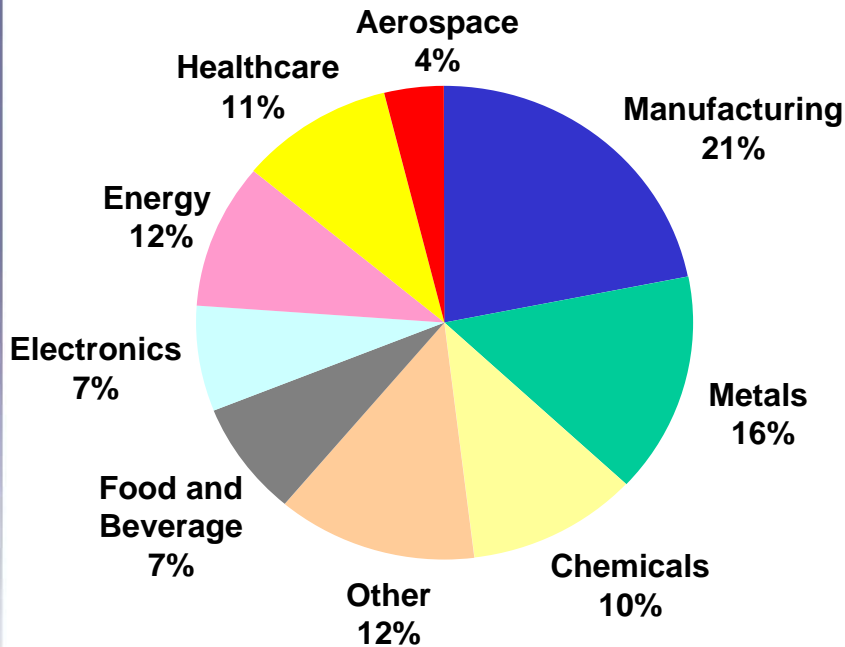


We deliver.

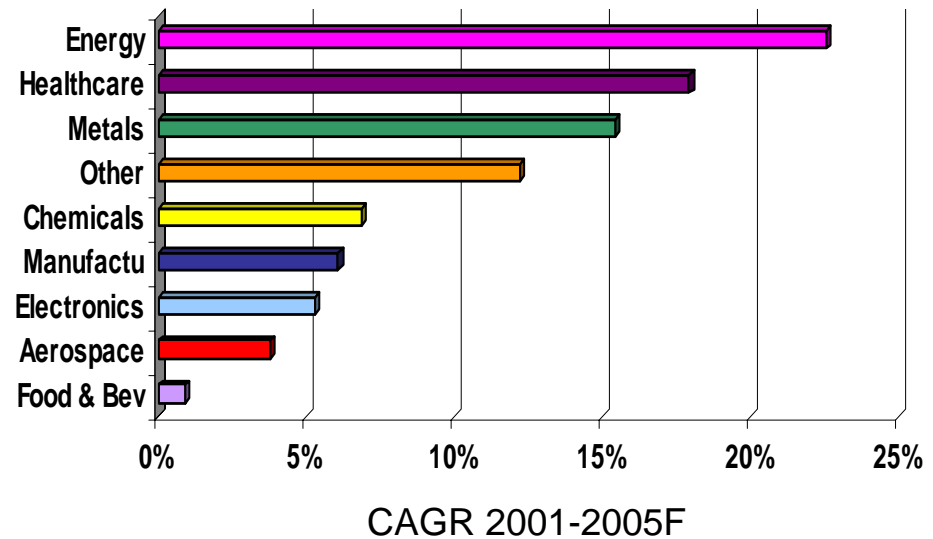
This document contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on management’s reasonable expectations and assumptions as of the date the statements are made, but involve risks and uncertainties. These risks and uncertainties include, without limitation: the performance of stock markets generally; developments in worldwide and national economies; the cost and availability of electric power, natural gas and other raw materials; the ability to achieve price increases to offset cost increases; the degree of inflation in wages and other compensation; the ability to attain expected operational efficiencies; changes in foreign currencies and interest rates; continued timely development and market acceptance of new products and applications; the impact of competitive products and pricing; the impact of changes in financial accounting standards; the impact of tax and other legislation and government regulation in jurisdictions in which the company operates; the cost and outcomes of litigation; future financial and operating performance of major customers and industries served; and the effectiveness and speed of integrating new acquisitions into the business. These risks and uncertainties may cause actual future results or circumstances to differ materially from the projections or estimates contained in the forward looking statements. The Company assumes no obligation to update or provide revisions to any forward-looking statements in response to changing circumstances.

2004 Sales \$6.6 Billion

End Markets



Sales Growth



Customer diversity delivers growth and stability

Why Gases Are Not Commodities!

On-Site/Pipeline Supply - 25%



- ◆ 15 year take or pay contracts
- ◆ Escalation formulas – Electricity/Gas, Inflation, Currency exposure
- ◆ Price recovers fixed and capital costs

Merchant Liquid Supply - 29%



- ◆ 5 year requirements contracts
- ◆ Sourced as by-product from on-site
- ◆ Limited distribution range – 200/250 miles

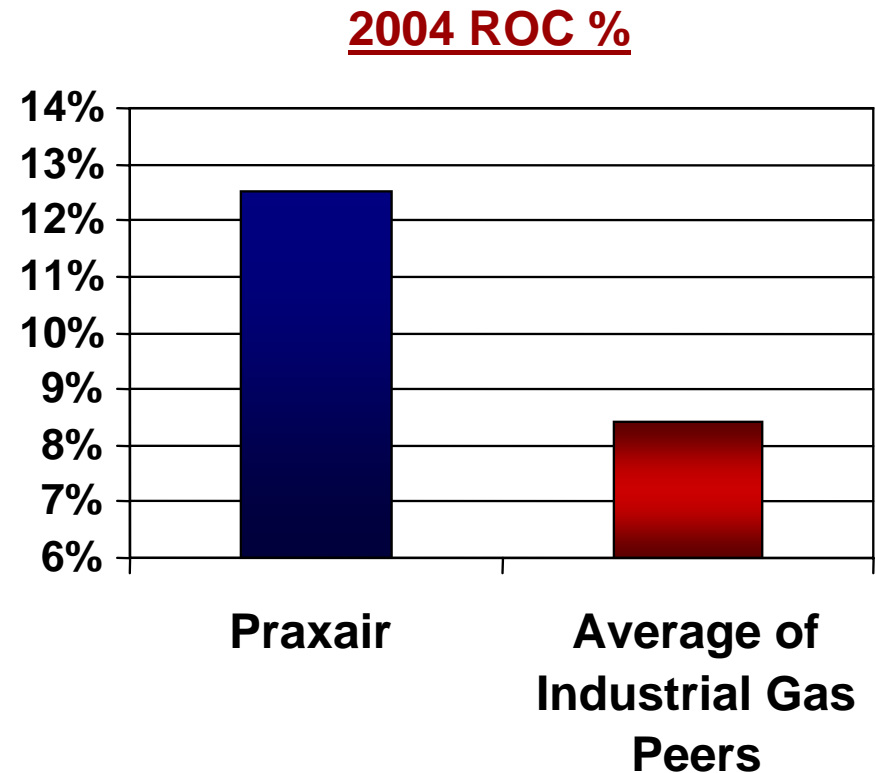
Packaged/Medical Gases - 33%



- ◆ Cylinder and equipment rental
- ◆ 40% gases revenues under contract
- ◆ Sourced as by-product from bulk

“Terms of Trade” drive return on capital

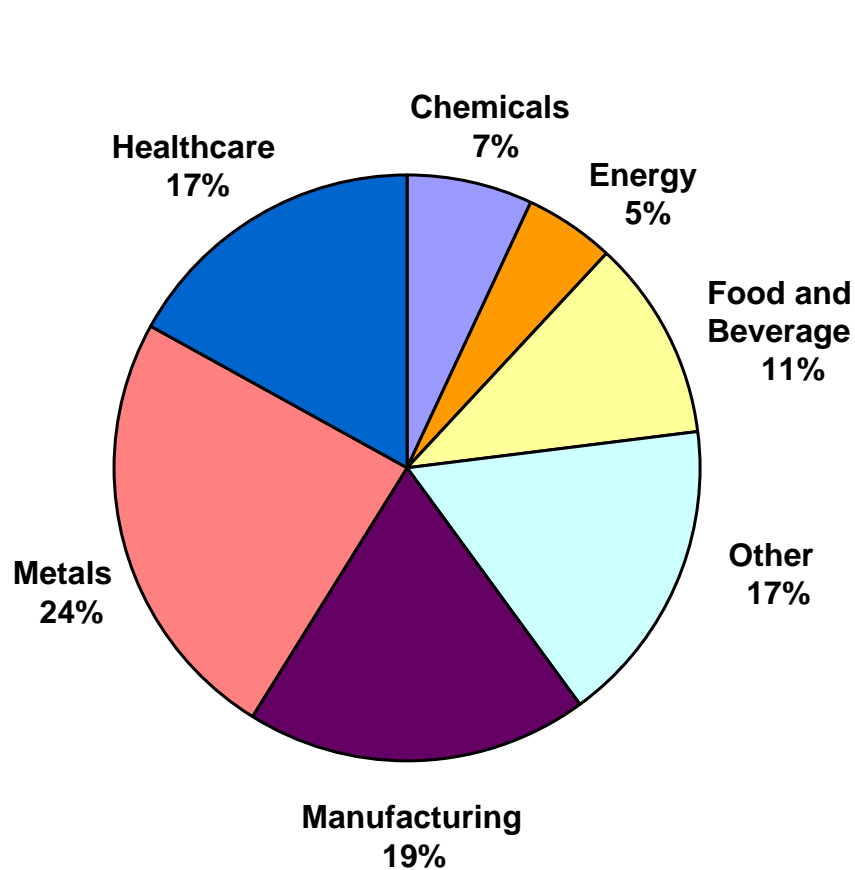
- ◆ Focus on 11 core geographies
- ◆ Leverage regional density
 - Focus where we have an advantage
- ◆ Optimized co-product economics
- ◆ Best local supplier gets growth
- ◆ Incremental growth synergy



ROC=Net Operating Profit After Tax/Average Capital

Source: Bloomberg and company reports

2004 Sales - \$866MM

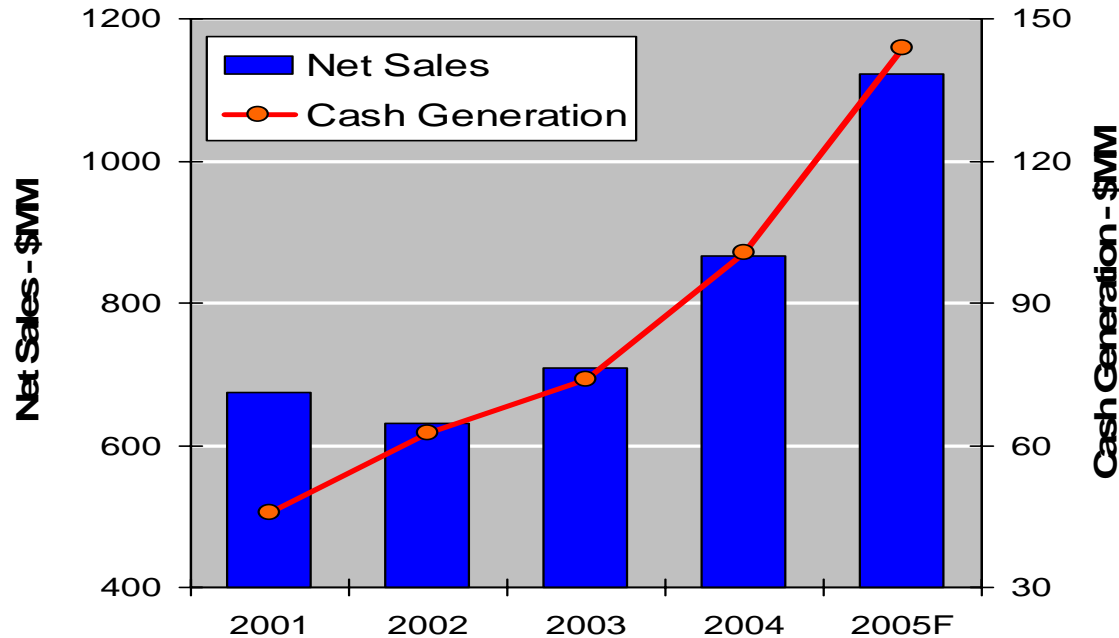


#1 position – 60% market share

- ◆ 132 production units
- ◆ 196 branches and filling stations
- ◆ 1,250 distribution vehicles
- ◆ 129,425 product deliveries / month
- ◆ 150,000 customers



South America Growth Trend



	2002	2003	2004	2005F
Sales Growth (ex-currency)	16%	19%	18%	13%
Operating Profit Margin	21%	16%	18%	21%

Strong growth and cash flow generation

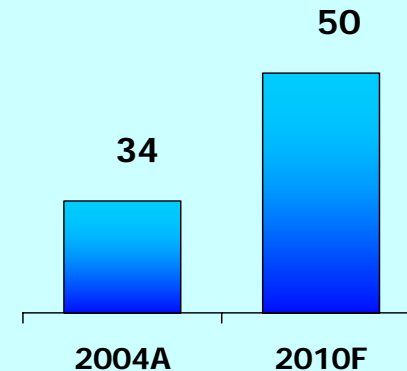
- ◆ On-Site Business
- ◆ Energy
- ◆ Healthcare
- ◆ Applications Technologies and Services



Leveraging high growth, high return segments

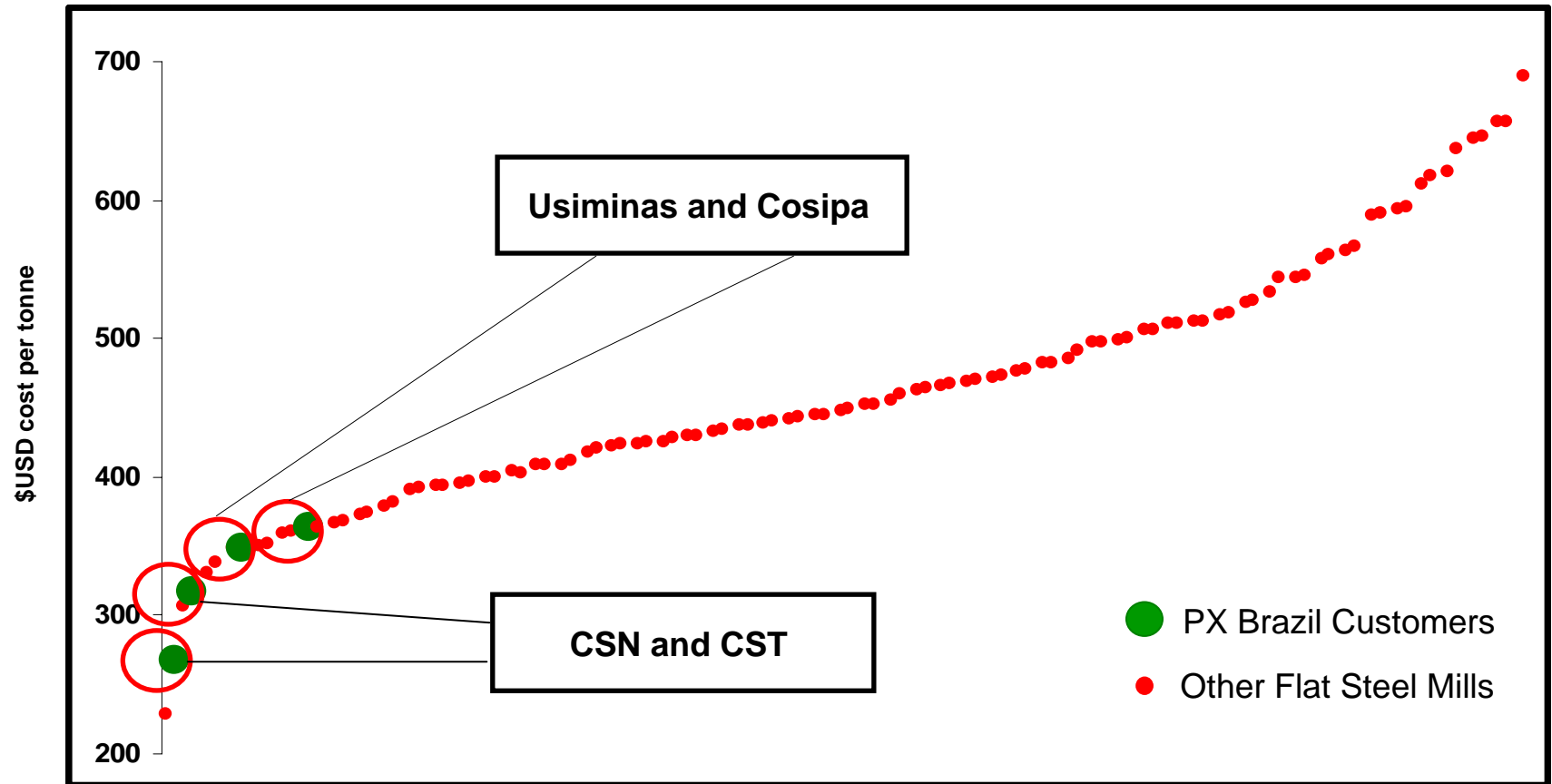
- ◆ Praxair supplies leading players in steel and petrochemical industries
- ◆ New projects – Arcelor (CST), Gerdau and Techint
- ◆ Growth opportunities from outsourcing
- ◆ Liquid by-product supports merchant markets

**Brazil Installed Capacity
Steel Production (MM tons)
\$ 12,8 billion investment**



New capital investment indexed to US Dollars

Flat Rolled Steel Producers



* Source – Metal Bulletin Research – July 2005

PX customers in Brazil are low cost producers

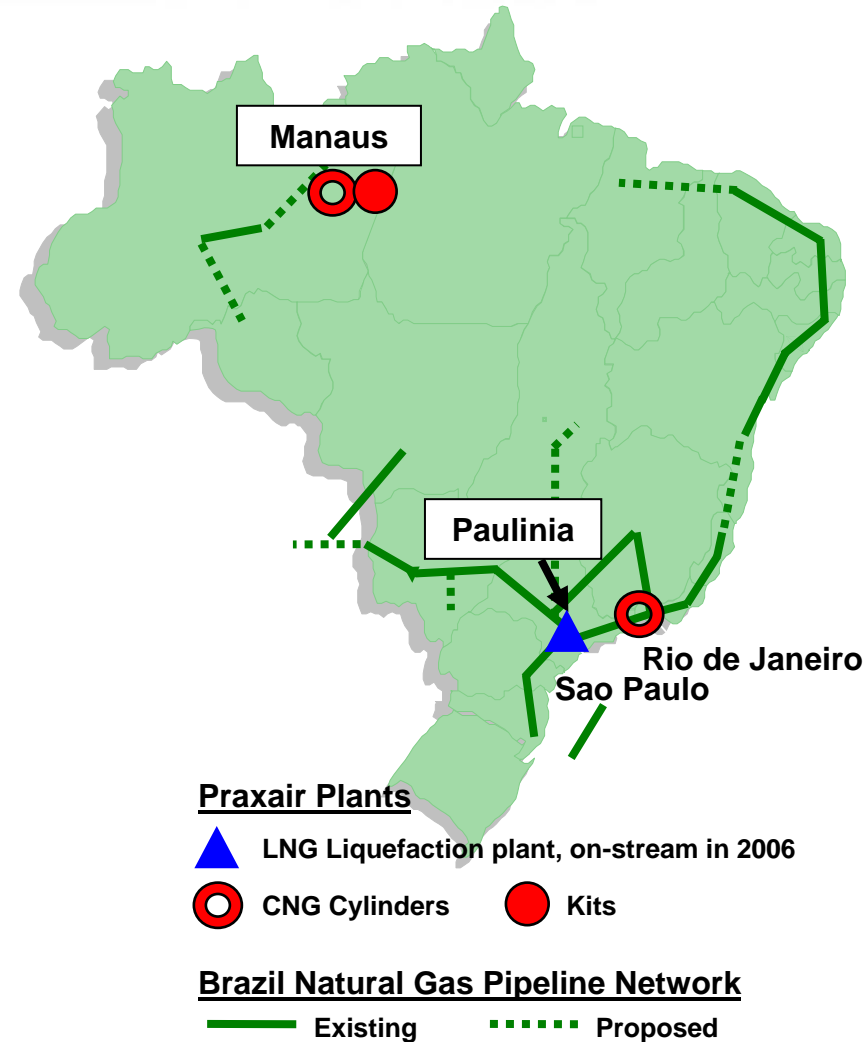
◆ Government targets

- Increase natural gas share in energy matrix
- Replace LPG to offset trade imbalance

◆ Conversions in transportation and industrial applications

- Car conversion kits
- Automotive cylinders
- Natural gas liquefaction
- JV with Petrobras for LNG distribution – “virtual pipeline”

◆ Leveraging Praxair’s production and distribution capabilities



Energy is becoming a \$100MM business

2004 Sales \$144MM

- ◆ **Homecare 2005F - \$32MM**
- ◆ **Homecare component growing rapidly**
 - Respiratory oxygen therapy
 - Home ventilation
 - Sleep therapy
 - Distribution and service
 - Gas and equipment sales and rental
- ◆ **Adjacent markets**
 - Dental and physician offices
 - Biomedical equipment rental to hospitals and clinics



Homecare growing at 20% p.a.

◆ Strong pipeline of new applications technologies

- Laser cutting
- Slag free welds
- Shielding gas for stainless steel
- Modified-atmosphere packaging
- Wastewater treatment
- Furnace aluminum remelting
- pH control

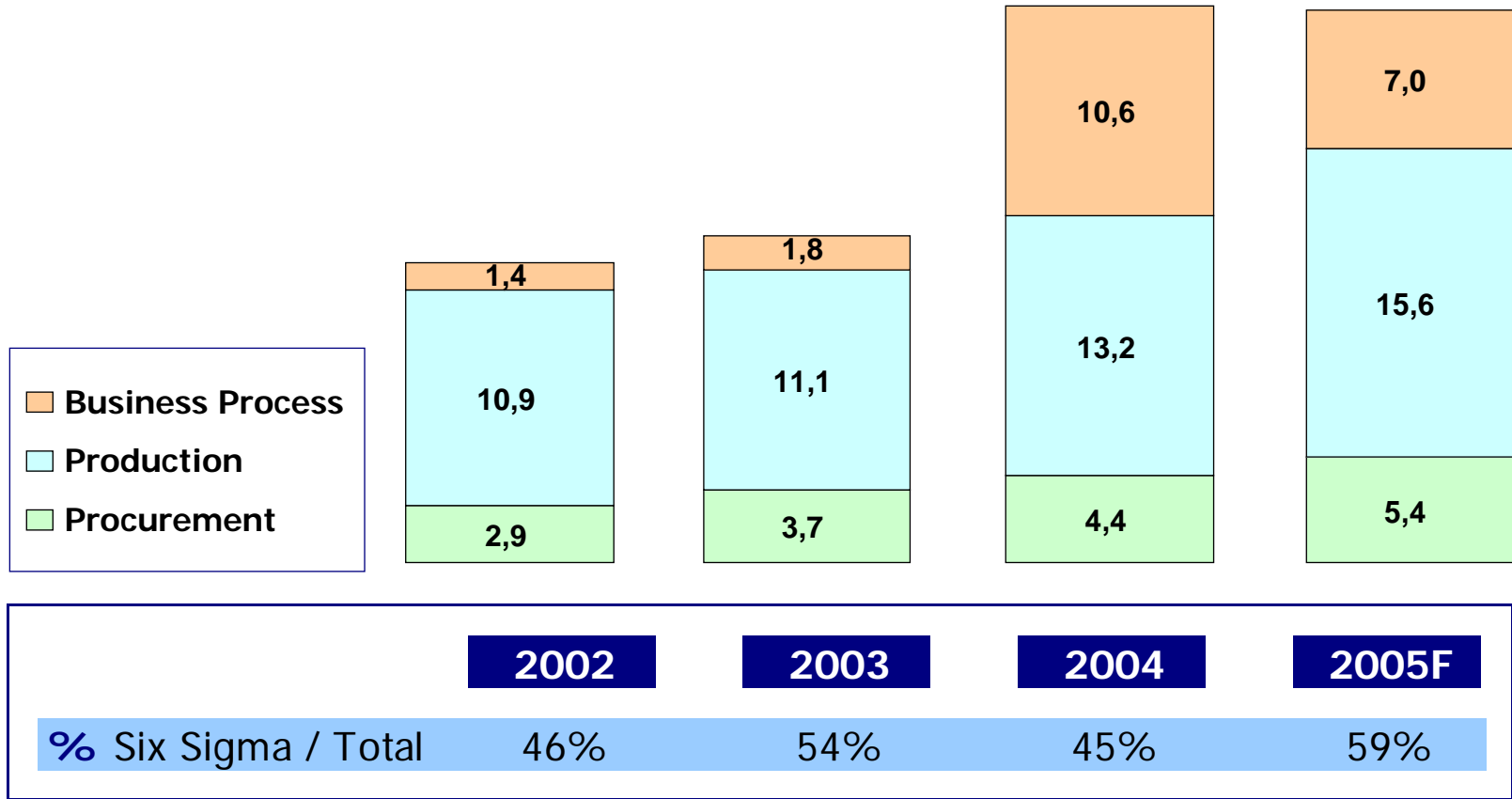


◆ Creating value for customers

- Improve product quality, increase productivity, lower operating costs and environmental compliance/remediation

New applications add 2% p.a. to sales growth

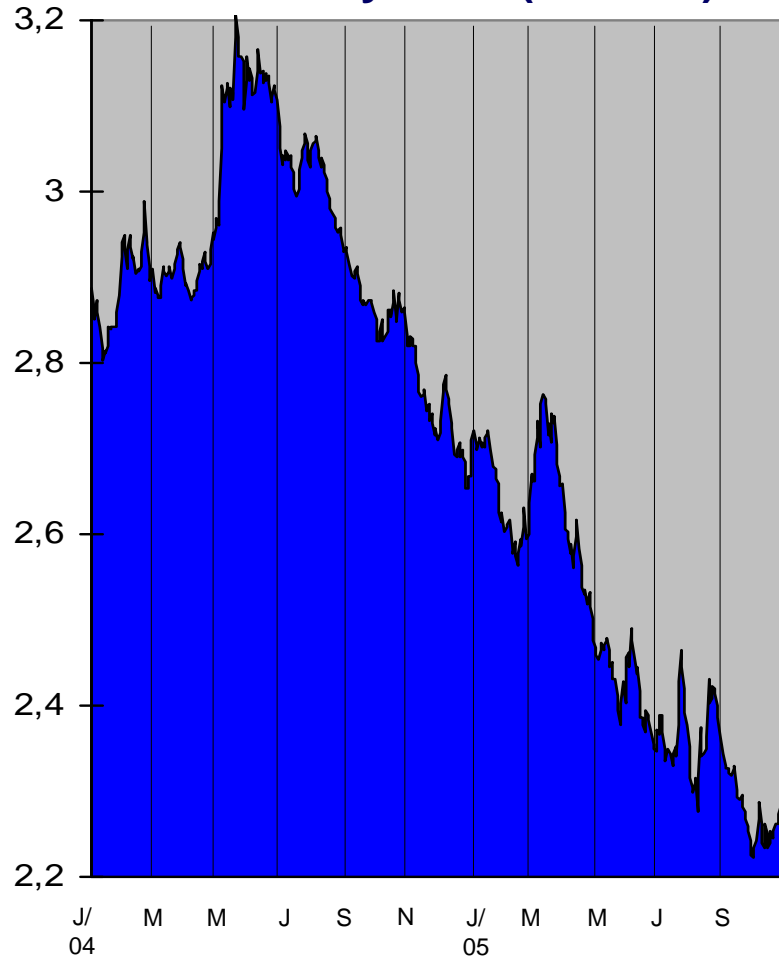
Six Sigma and Operational Excellence



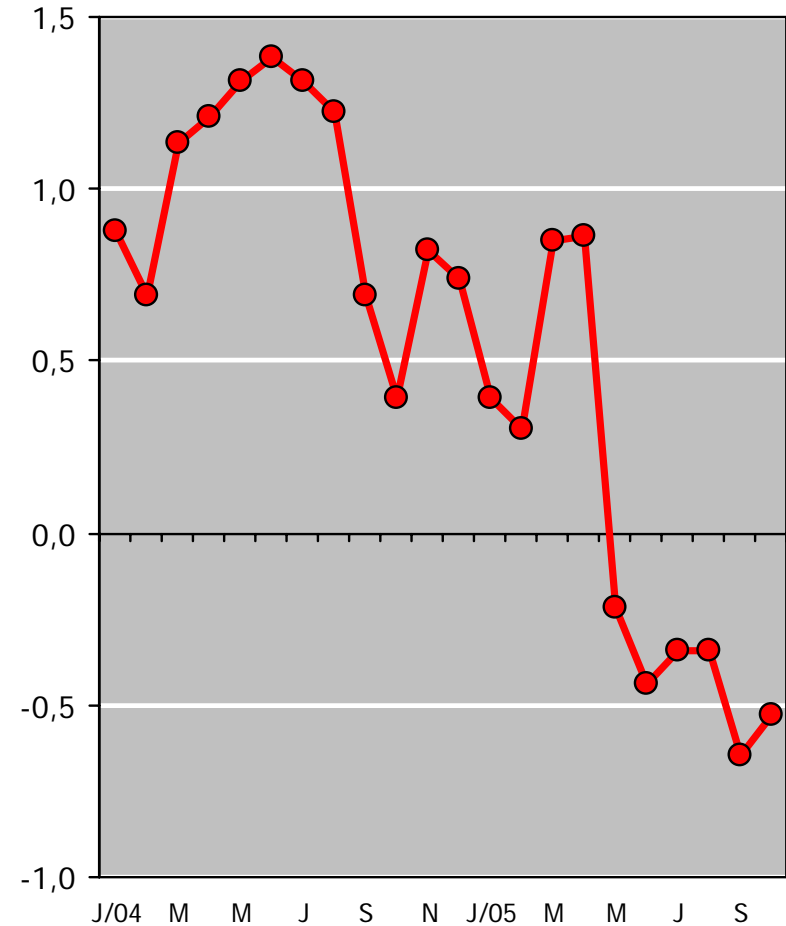
USD \$MM

Sustainable cost savings

Currency Rate (R\$/US\$)

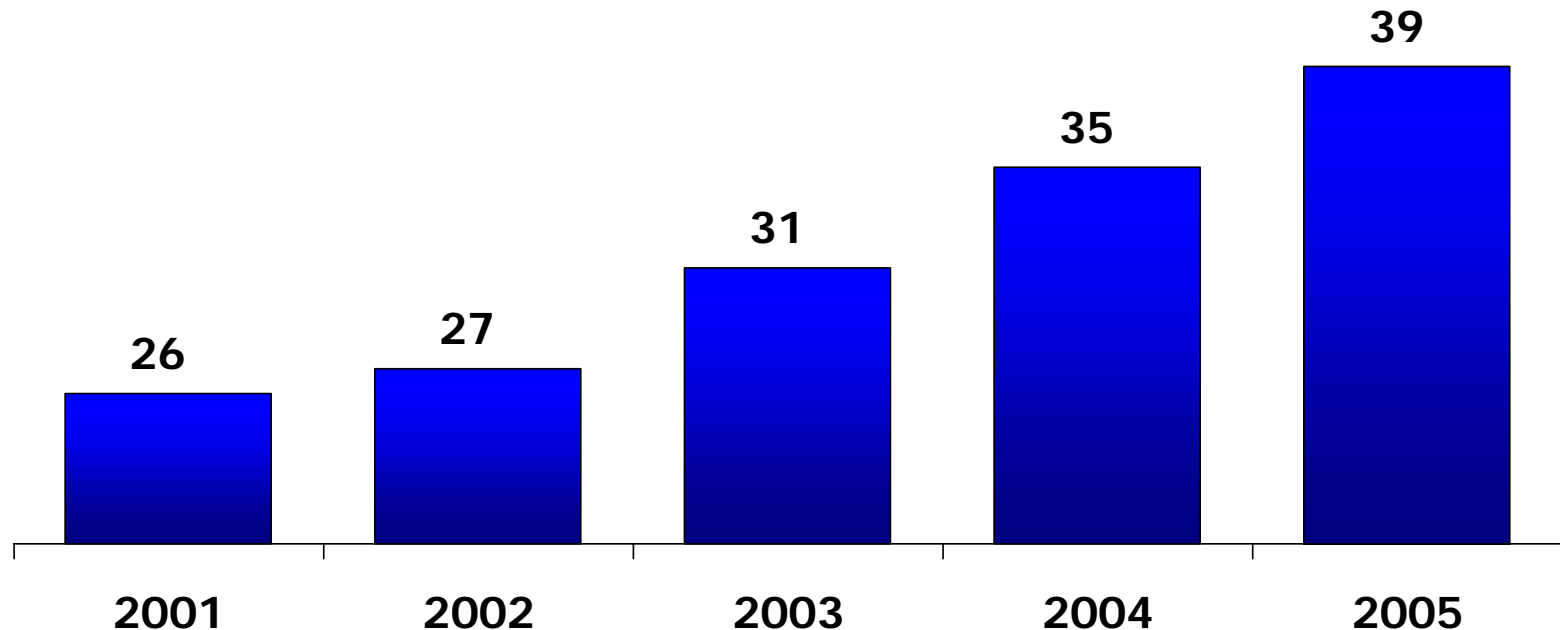


Monthly Inflation Rate (%)



Currency and inflation in line with risk reduction

South America - Percent of Total Sales



(*) dollar denominated = contracts that are denominated in dollars or indexed to energy prices

Growing the business while reducing currency risks

	2005	2006
Inflation	5,3%	4,6%
GDP Growth	3,3%	3,5%
Industrial Production - %	4,2%	4,5%
Trade Balance (US\$ bi)	42,0	35,2
Interest Rate (% eop)	18,0%	15,5%
Foreign Investment (US\$ bi)	16,0	16,0
Currency Rate (R\$/US\$ avg)	2,30	2,50

Source: Brazilian Central Bank

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

