Praxair, Inc.

James S. Sawyer
Executive Vice President and
Chief Financial Officer

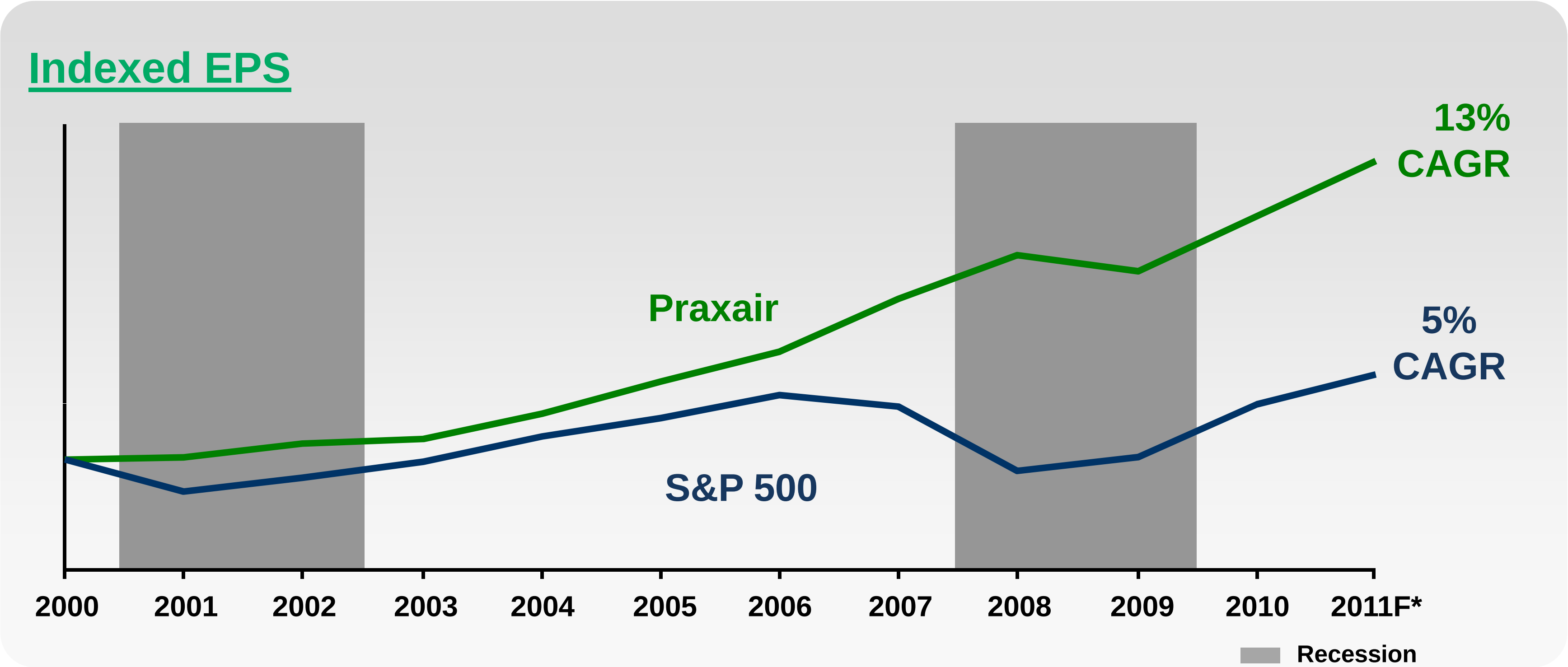
KeyBanc Capital Markets Basic Materials & Packaging Conference

September 13, 2011

Forward Looking Statement

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 and other international events and circumstances; changes in foreign currencies and in interest rates; the cost and availability of electric power, natural gas and other raw materials; the ability to achieve price increases to offset cost increases; catastrophic events including natural disasters, epidemics and acts of war and terrorism; the ability to attract, hire, and retain qualified personnel; the impact of changes in financial accounting standards; the impact of changes in pension plan liabilities; the impact of tax, environmental, healthcare and other legislation and government regulation in jurisdictions in which the company operates; the cost and outcomes of investigations, litigation and regulatory proceedings; continued timely development and market acceptance of new products and applications; the impact of competitive products and pricing; 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 statement in response to changing circumstances. The above listed risks and uncertainties are further described in Item 1A (Risk Factors) in the company's Form 10-K and 10-Q reports filed with the SEC which should be reviewed carefully. Please consider the company's forward-looking statements in light of those risks.

Praxair Delivers

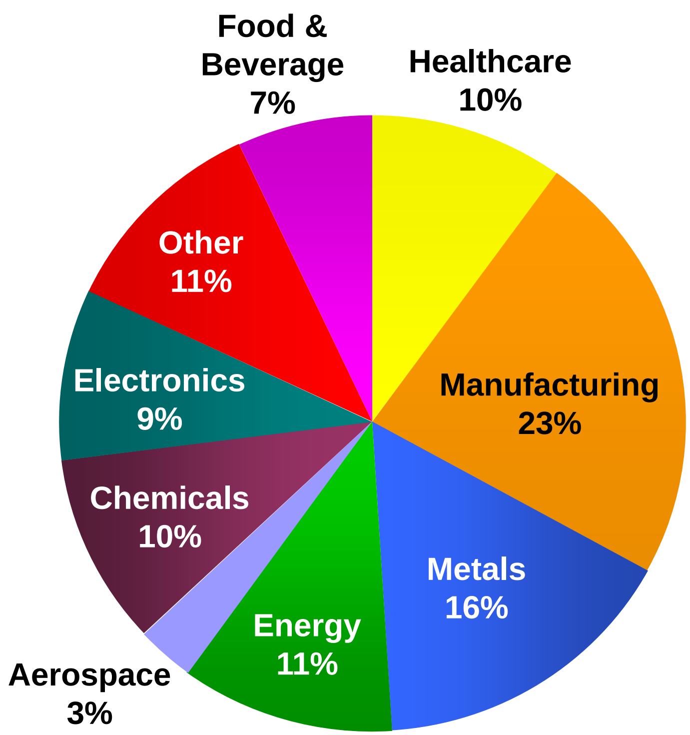


Consistent outperformance versus the S&P 500

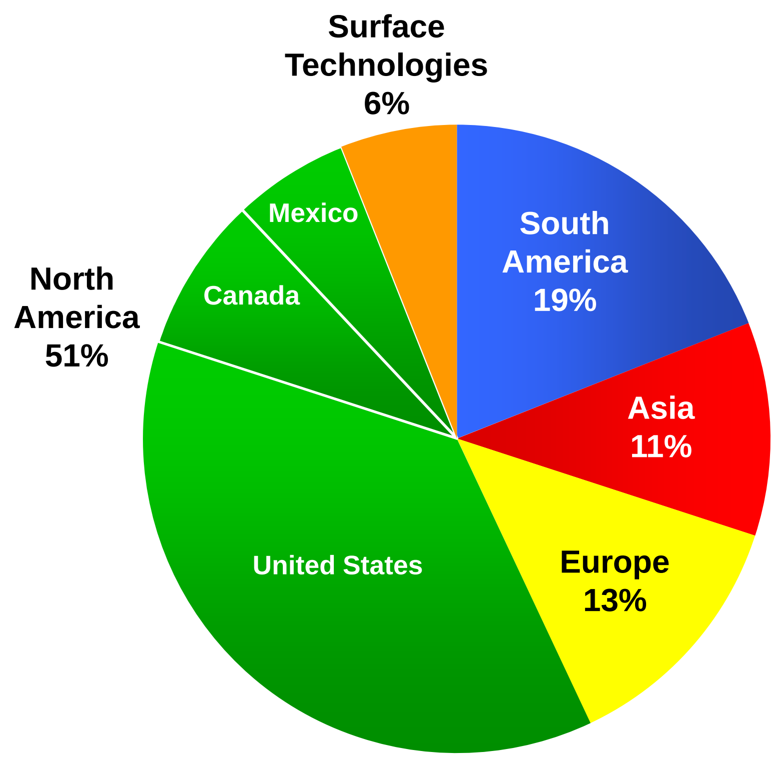
* Source: S&P

Diverse Markets and Geographies

Markets



Geographies



2010 sales

Unique Revenue Model

On-Site/Pipeline 25%

- 15-year take-or-pay contracts
- Indexed to energy, inflation, currency

Merchant Liquid 30%

- Exclusive supply agreements
- Sourced as by-product from on-site

Packaged/Medical 29%

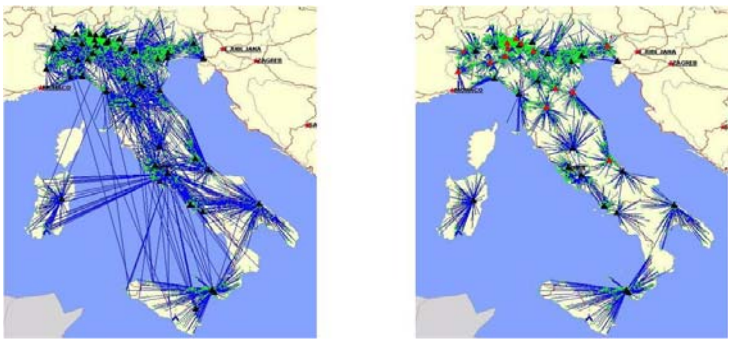
- Cylinder and equipment rental
- Sourced as by-product from bulk

Integrated supply & contract terms drive high ROC

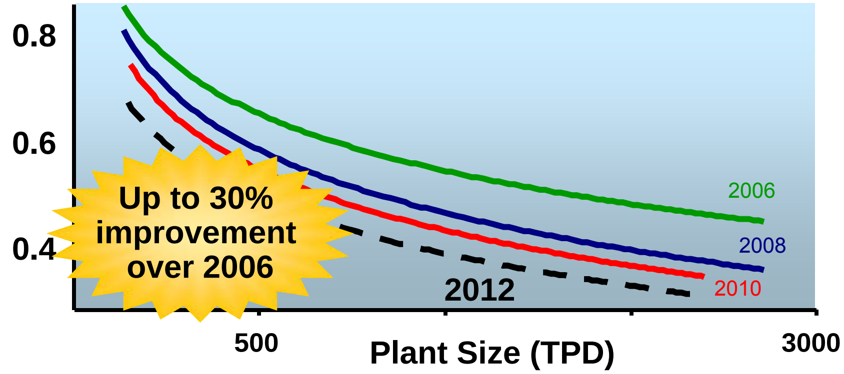
![PRAXAIR]

Productivity Programs

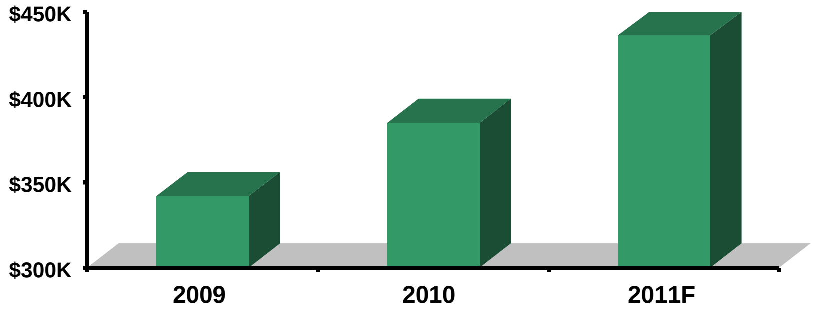
Distribution Optimization



Oxygen Cost Index ($ per ton O_2)



Sales per Employee



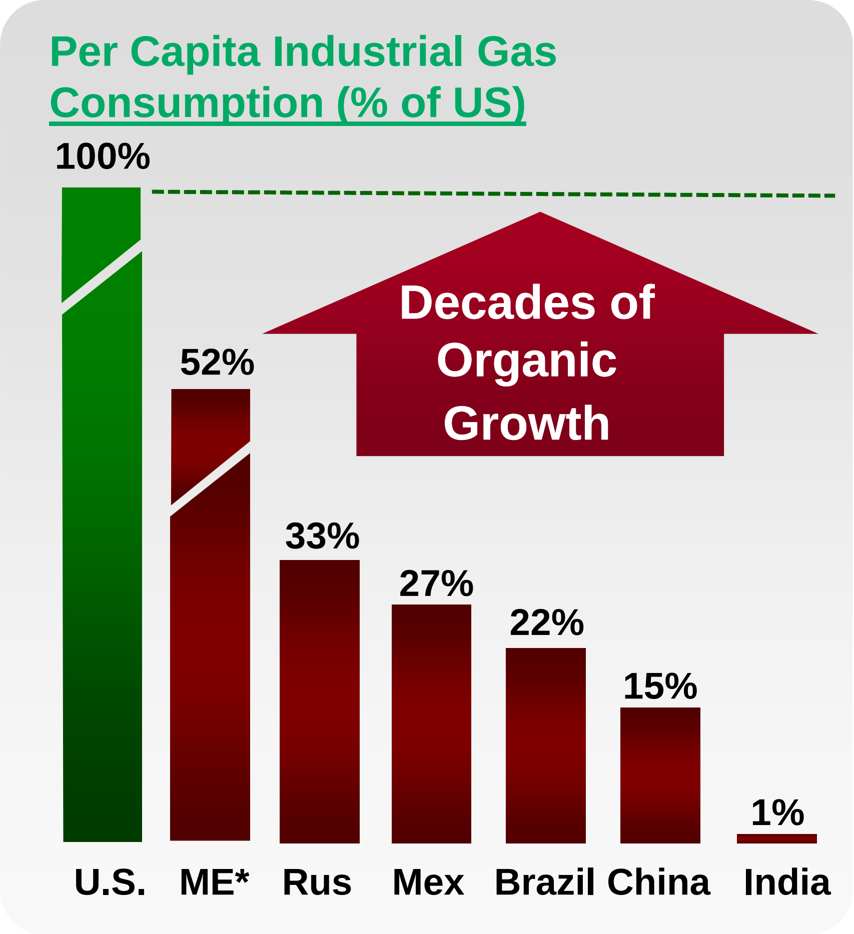
Low Cost Country Sourcing

- China
- Taiwan
- Korea
- India
- Thailand
- Brazil
- Mexico
- Russia

Target 5% of cost stack annually ~ $300 MM

Emerging Economies – Growth Outlook

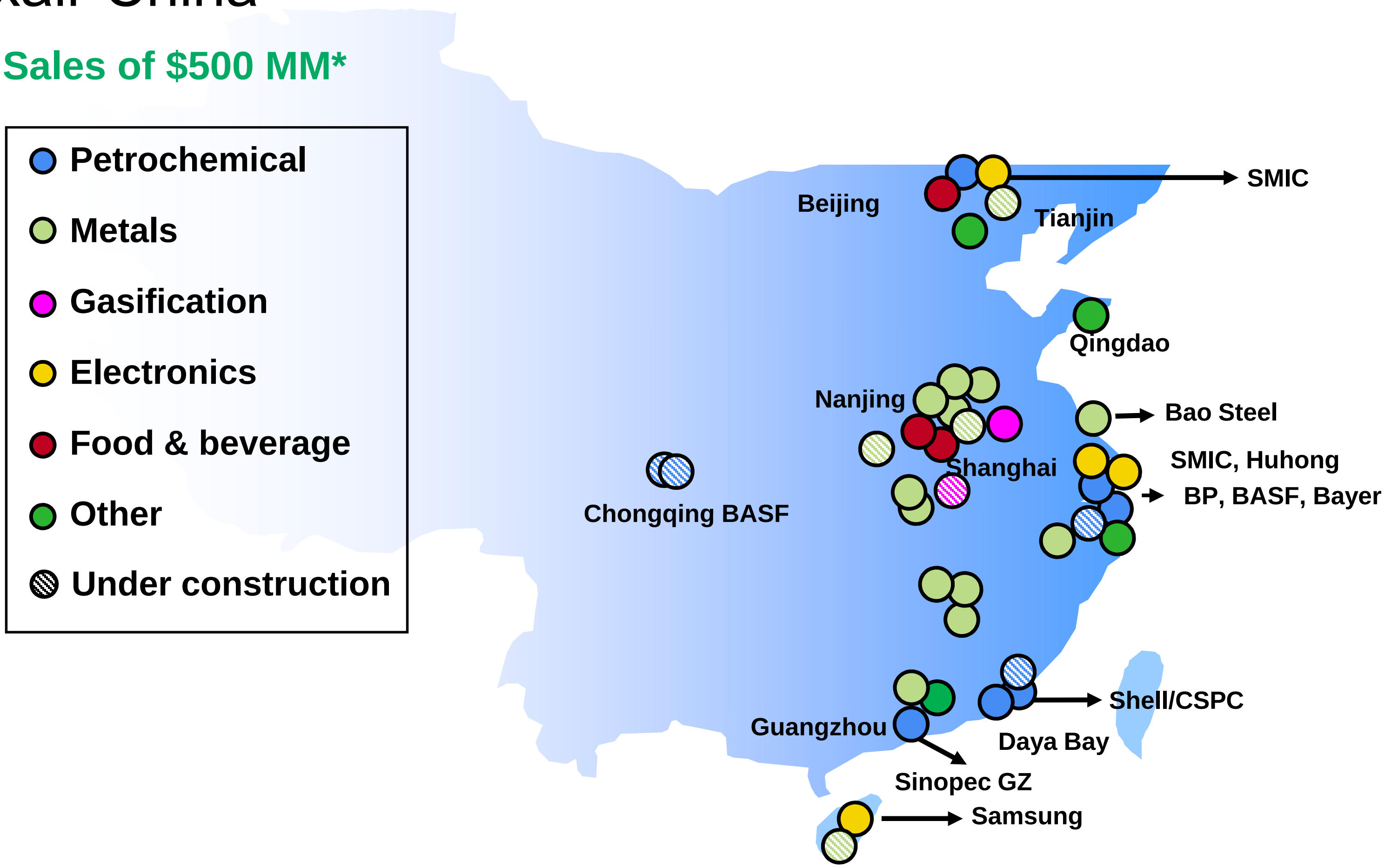
- **Brazil**
  - Growing energy, metals and manufacturing markets
  - Strong domestic growth
- **Mexico**
  - Strong growth from energy sector
  - Upswing in industrial investment
- **China**
  - Petrochemicals and gasification
  - Industrialization of inland provinces
- **India**
  - Expanding middle class
  - Infrastructure investment
- **Middle East and Russia**



*GCC countries
Source: Spiritus Consulting

Praxair China

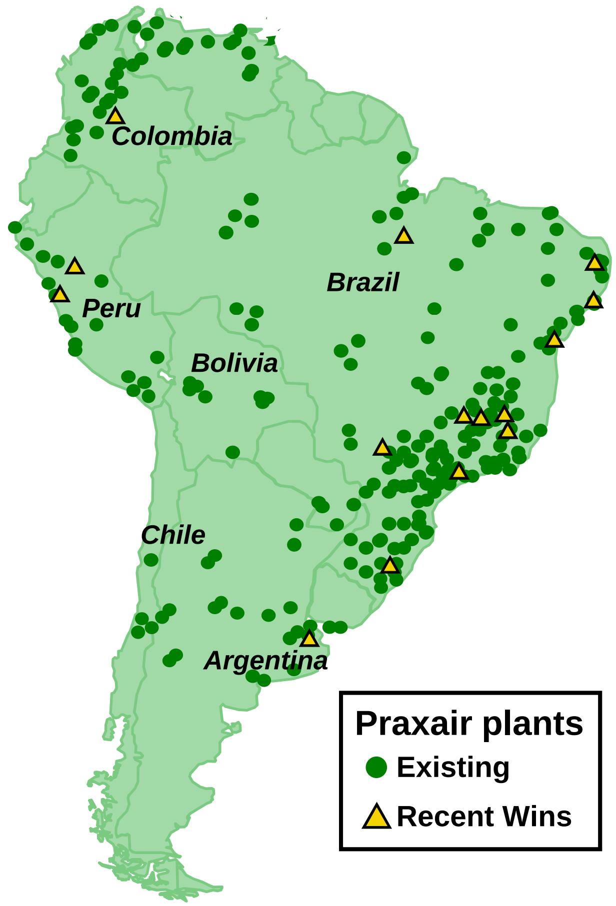
2010 Sales of $500 MM*



Increasing density and expanding footprint

* Combined Sales

South America



- **Unrivaled network**
  - **32,000 TPD production capacity**
  - **145 production units**
  - **285 branches and filling stations**
  - **2,050 distribution vehicles**
  - **150,000 customers**
- **Largest markets include metals, manufacturing, healthcare, food and beverage, energy and chemicals**
- **Strong growth from project backlog**
- **Expanding domestic demand**
- **2010 Sales of $2B**

Best positioned and preferred supplier

Expanding in the Middle East and Russia

Growth Drivers

- **Massive infrastructure investment**
  - Metals, Petrochemicals
- **Energy production**

Middle East

- **ROC Group jv – leading position in UAE and Kuwait**
- **New oxygen contract for steel co – Bahrain**

Russia

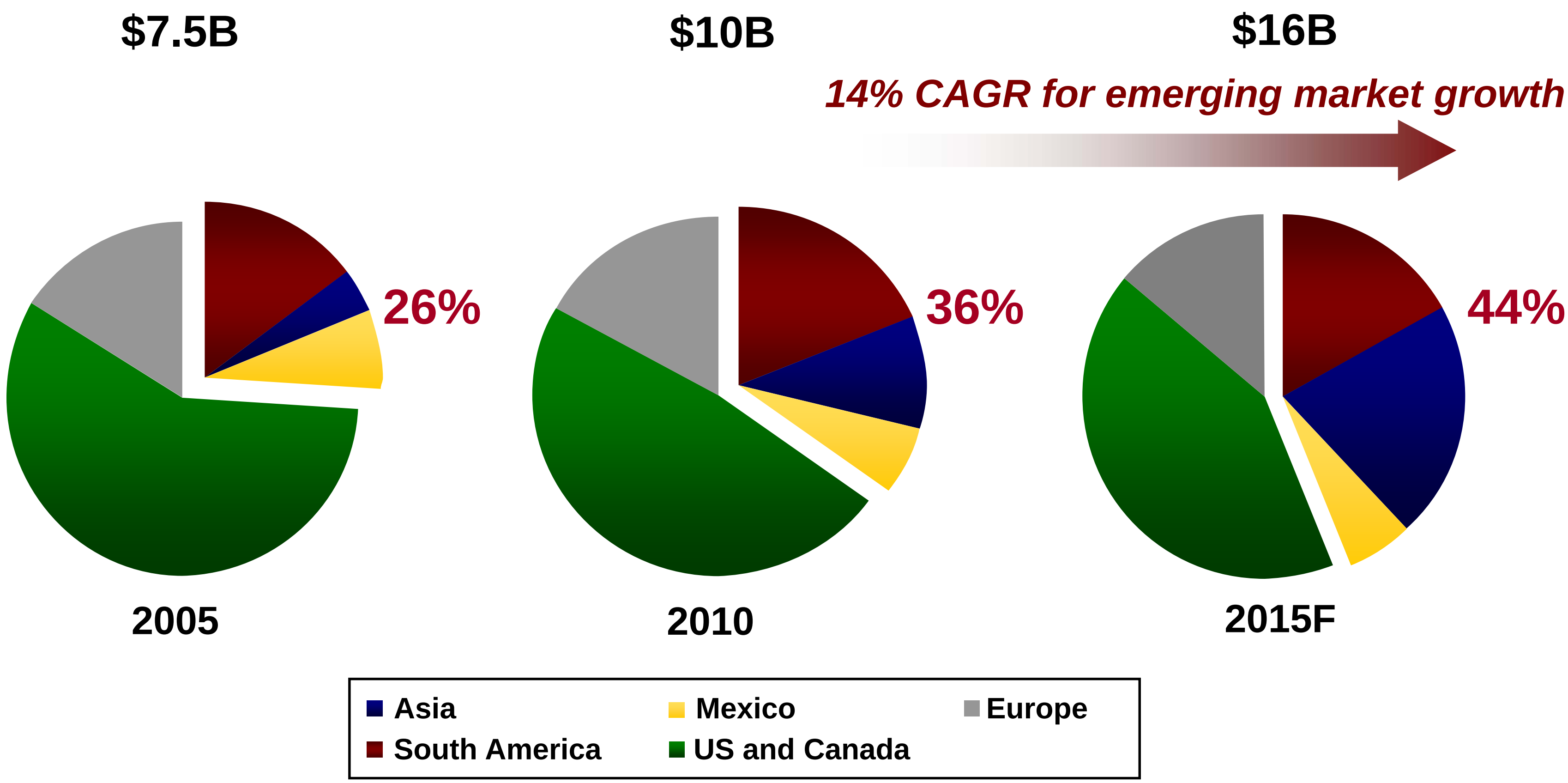
- **Attractive opportunities in Urals district and Volgograd region – diverse industries**
- **Significant outsourcing opportunity – replace inefficient ASUs**

Middle East

Russia

Same business model – select new geographies

Emerging Markets Sales



Accelerating growth in emerging markets

Energy Markets Drive Hydrogen Growth

- **New Refinery Capacity**
  - **Self-sufficiency in emerging countries**
  - **Middle East exports**
- **More Hydrogen Intensity per Barrel**
  - **Shift to heavier more sour crude**
  - **Tighter fuel specifications**
  - **More complex refineries**
- **Increased Hydrogen Outsourcing**
  - **From ~20% to ~30% in 2015**

Refining Capacity Growth (2010 – 2015)

US/Europe	2%
India	15%
China	20%
Middle East	24%
Brazil	25%

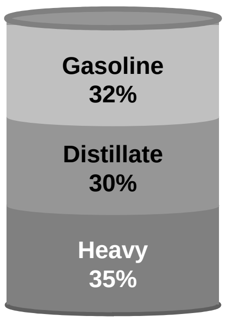
Source: Purvin & Gertz, Praxair estimates

Praxair hydrogen volumes expected to grow 20% p.a.

Hydrogen for Refining

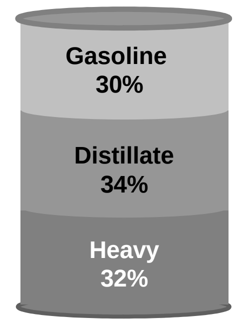
Crude Availability | **Refinery Product Mix**

Sweet / Light Crude

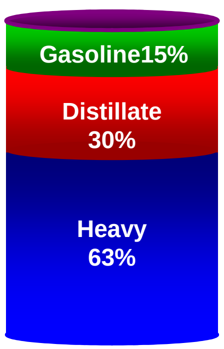


Simple Refinery

- Hydrogen self-sufficient
- Intensity 100-150 scf per barrel

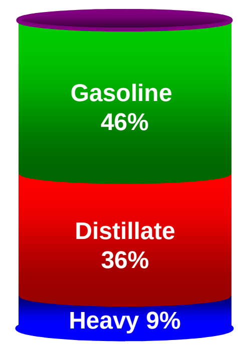


Sour / Heavy Crude



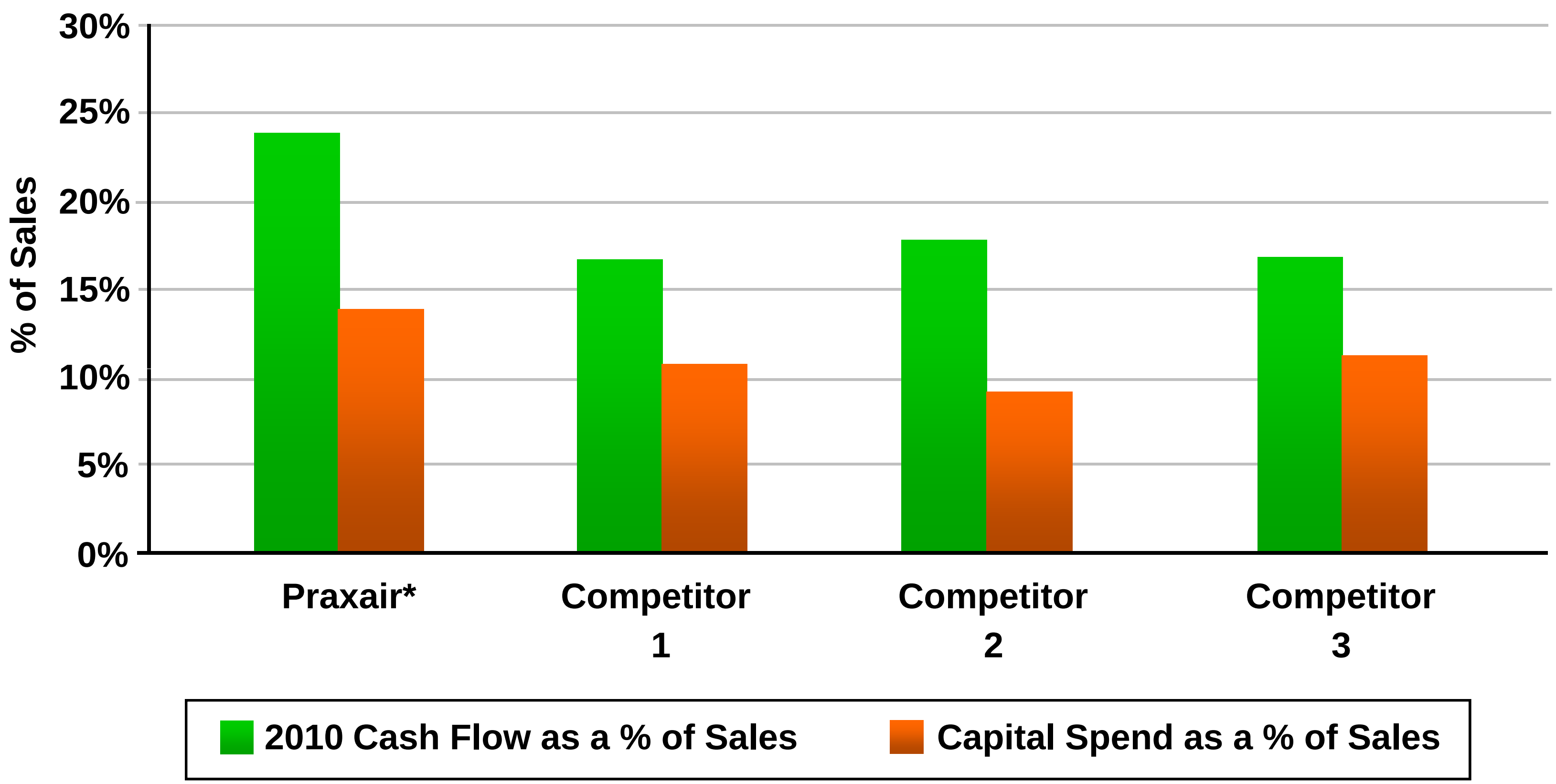
Complex Refinery

- Hydrocracker; volume expansion
- Intensity 800-1200 scf per barrel



Complex refineries produce higher value-added products

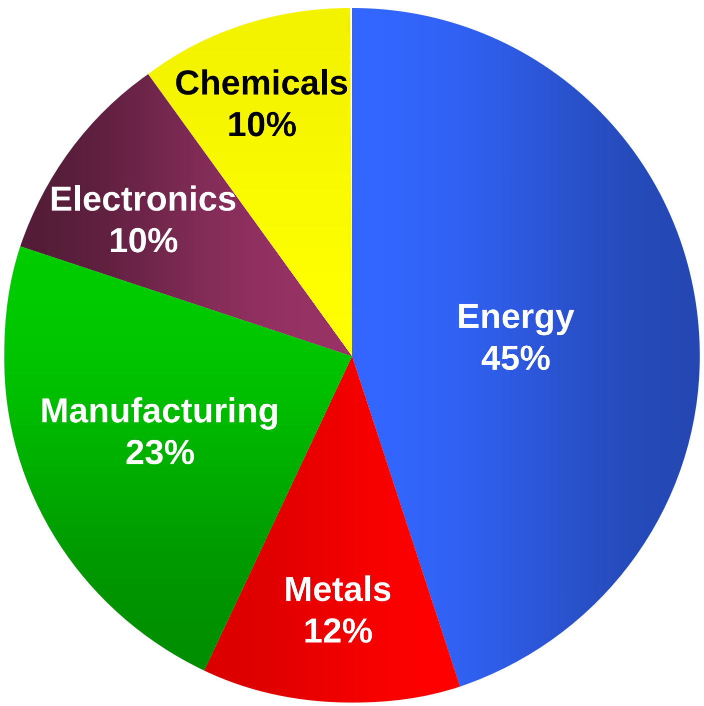
We Generate Strong Cash Flow and Are Able to Reinvest at A Greater Rate



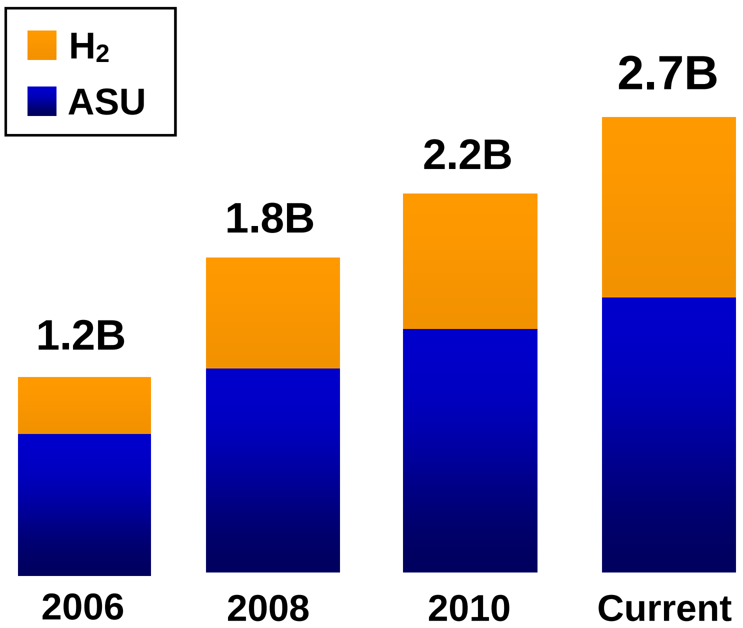
*Refer to 2010 Annual Report Item 7.

Growing Project Backlog

Backlog by Market



Backlog $B



Driven by emerging country and energy markets

Long-term Growth Objectives

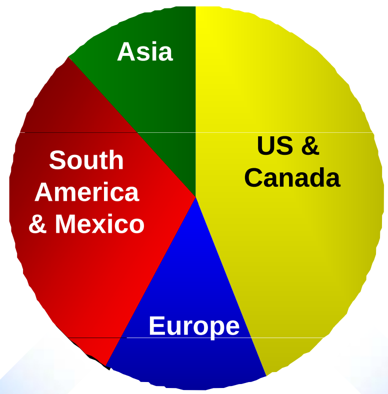
Sales Growth Components

ASU	3% - 4%	Onsite project backlog
Hydrogen	1% - 2%	Onsite project backlog
New Applications	2% - 3%	Accelerates volume growth
Base Business	2% - 3%	Follows industrial production

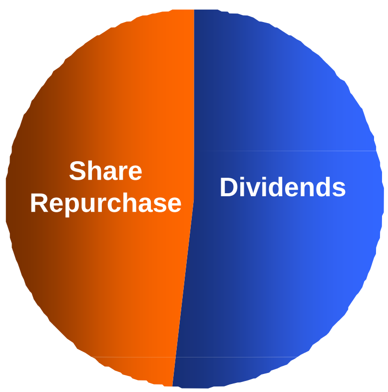
Annual organic growth 8-12%

Cash Flow Projections – 2011 to 2015 cumulative

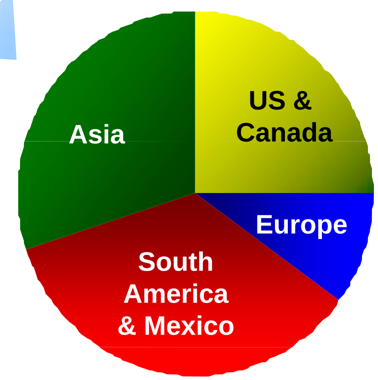
Cash Flow Generated from Operations
$18B



Cash Flow Distributed
$7B



Capital Expenditures
$11B



Long-term Growth Objectives

Annual Organic Growth

Sales	**8-12%**
Operating Profit	**10-15%**
EPS	**12-18%**
After-tax return on capital*	**15%+**

- Growing project backlog
- Emerging markets growth
- Modest recovery in US/EU

- Continued productivity
- Pricing > cost inflation

- EBITDA ~30% of sales
- Capex ~15% of sales

Free cash flow for increasing dividends and share purchases

**Non-GAAP measure, see page 39 of the 2010 annual report*

Principles of Sustainable Development

Governance and Integrity
Maintain strong systems and a culture of global corporate governance, compliance, ethics, human rights, integrity and accountability.

Strategic Leadership
Stay current with, and take advantage of, emerging global opportunities, developments and challenges to position Praxair for the future.

Customer Commitment
Focus relentlessly on the delivery of customer value through continuous innovation that helps our customers enhance their product quality, service, reliability, productivity, safety, energy efficiency and environmental performance.

Environmental Responsibility
Achieve continuous environmental performance improvement and energy efficiency in our operations.

Employee Safety and Development
Provide opportunities that allow employees to develop to their fullest potential in a creative, inclusive and safe environment.

Community Support
Participate in community development in regions where we operate.

Financial Performance
Maintain year-on-year recognition from shareholders and stakeholders for top-tier financial performance.

Stakeholder Engagement and Communication
Partner with internal and external stakeholders to achieve a strong, secure and sustainable society, economy and environment.

Dow Jones Sustainability Indexes
Member 2010/11

CARBON DISCLOSURE PROJECT
Global Carbon Disclosure Leadership Index
Global Carbon Performance Leadership Index

INCLUDED IN ETHIBEL SUSTAINABILITY INDICES EXCELLENCE EUROPE & GLOBAL

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