Praxair, Inc.

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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; the impact of information technology system failures, network disruptions and breaches in data security; 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.
Unique Revenue Model

On-Site/Pipeline 25%
- 15-year take-or-pay contracts
- Indexed to energy, inflation, currency

Merchant Liquid 32%
- Exclusive supply agreements
- Sourced as by-product from on-site

Packaged/Medical 27%
- Cylinder rental and specialty gas focus
- Sourced as by-product from bulk

Integrated supply & contract terms drive high ROC
Diverse Markets

Manufacturing 24%
- Cutting – O₂
- Welding – O₂, N₂, Ar, H₂, He, blends
- Glass – O₂, N₂, Ar, H₂, He
- Automotive – O₂, N₂, Ar, H₂, Xe, Ne

Metals 18%
- Steel production – O₂
- Stainless steel – Ar, O₂
- Metal finishing / coating – H₂
- Inerting – Ar, N₂

Energy 11%
- Refining – H₂
- Natural gas fracturing – N₂
- Enhanced oil recovery – N₂, CO₂
- LNG in Brazil

Chemicals 10%
- Production – O₂, N₂, H₂
- Coal gasification – O₂
- Syngas production – CO
- Process control – specialty gases

Electronics 9%
- Semiconductor – process gases
- Photovoltaics – N₂, Ar, SiH₄
- Flat panel - O₂, N₂, Ar, H₂, He, NH₃

Healthcare 8%
- Hospitals – O₂, N₂, CO₂
- MRI – He
- Sterilization – sterilant gases
- Anesthesia – N₂O

Food & Bev 6%
- Carbonation – CO₂
- Freezing – N₂, CO₂
- Inerting – N₂
- Hydrogenation – H₂

% of 2011 sales
Current Macroeconomic Trends

North America - 52%
- Manufacturing
- Energy
- Chemicals
- Metals
- Healthcare
- Food & Bev
- Electronics

South America – 20%
- Metals
- Chemicals
- Manufacturing
- Healthcare
- Food & Bev
- Energy

Europe – 15%
- Manufacturing
- Metals
- Chemicals
- Healthcare
- Food & Bev
- Electronics

Asia – 13%
- Metals
- Manufacturing
- Chemicals
- Food & Bev
- Energy
- Electronics

% of 2011 sales
Secular Growth Drivers Intact

Emerging Economies
- Infrastructure development & domestic consumption
- Migrating application technologies
- Outsourcing of captive production

Energy
- Global growth of refinery hydrogen
- Coal gasification in China
- Oil and gas well services

Environment
- Air, water, waste regulations
- Development of alternative fuels
- Resource-efficient solutions
New project development activity remains solid
Strong Shale Activity Drives Significant Opportunities

- Praxair #1 in N. A.
- Significant assets
- $350MM sales*
- Shale opportunity

Oil & Gas Services

New Projects

- Ethane crackers, methanol and derivatives
- Hydrocracking for refineries

US Industry

- Chemical industry and manufacturing competitiveness
- Potential 0.5% increase in I.P.

* 2012 estimates
Global Shift to “Complex” Refining

Volume expansion; Hydrogen intensity 800-1200 scf per barrel
Best positioned and preferred supplier

South America

2011 Sales $ 2.3B

- Unrivaled network, strong #1 position
- 100 years of operations
- Fully-integrated on-site, merchant and packaged gases business

Solid underlying fundamentals

- Infrastructure development
- 2014 World Cup and 2016 Olympics
- Domestic demand
- Exports of metals
- Energy

Strong growth from project backlog
Pipeline Complexes at Caojing

- **Praxair Facility at SCIP**

- **Layout of Shanghai Chemical Industry Park**

- **50/50 Joint venture**
- Expanding to 2 ASU’s and 2 HYCO units
- >$20 B investment - Bayer, Sinopec, BASF and BP
- Expansions with Bayer, Sinopec/BP
Strong Position in Key Geographies in India

- Large on-sites in key geographies with blue chips
  - Long-term (15 years) take or pay contracts
  - Inflation protection via cost pass through provisions

- Consolidating leadership in south and east
  - Acquisitions
  - Filling stations
  - Optimize “cost to serve”

- India’s 1st sale of gas Hydrogen plant at IOCL, Paradeep
Expanding in the Middle East and Russia

**Growth Drivers**
- Massive infrastructure investment – Metals, Petrochemicals
- Energy production

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

**Russia**
- Attractive opportunities in Urals district, Volgograd region and N. Novgorod – diverse industries
- Significant outsourcing opportunity – replace inefficient ASUs

Same business model – select new geographies
Eco-portfolio – 26% of 2011 sales…

Oxy-fuel Combustion

VOC emissions control

Water Treatment

Energy efficient windows

…help customers reduce their environmental footprint
We Generate Strong Cash Flow and Are Able to Reinvest and Return to Shareholders at A Greater Rate

% of Sales (3-yr average)

Source: Bloomberg
* Ex-Praxair
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.