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

Indexed EPS

Praxair

S&P 500

12% CAGR

5% CAGR

Recession
End to End Integrated Gases Supplier

- Atmospheric Gases
  - Produced via separation of air molecules

- Process & Specialty Gases
  - Extracted from natural gas streams or chemical processes

Distribution and Supply Methods
- On-site
- Via pipeline
- Merchant liquid deliveries
- Cylinder or packaged gases

We deliver flawlessly to meet our customers requirements
Diverse Markets and Geographies

**Markets**
- Aerospace 3%
- Food & Beverage 6%
- Healthcare 8%
- Energy 11%
- Metals 18%
- Other 11%
- Electronics 9%
- Chemicals 10%
- Manufacturing 24%

**Geographies**
- United States 49%
- North America 49%
- South America 20%
- Asia 12%
- Europe 13%
- Mexico
- Canada
- Surface Technologies 6%

2011 sales
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 and equipment rental
- Sourced as by-product from bulk

Integrated supply & contract terms drive high ROC
Largest Industrial Gases Company in North America

- $5.5B Sales 2011

- On-site and Bulk Gases
  - > 400 production plants
  - > 15,000 customer locations
  - 1,500 distribution vehicles
  - Several pipeline enclaves

- Packaged & Specialty Gases
  - > 100 production facilities
  - > 500,000 customers
  - 1,100 distribution vehicles

- Unique helium, argon and rare gases production & supply capabilities

Production / Distribution density drives growth and ROC
Praxair Key Growth Drivers

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

Energy
- Global growth of refinery hydrogen
- Coal gasification in China
- Enhanced oil recovery

Environment
- Air, water, waste regulations
- Development of alternative fuels
- Potential GHG regulations

Supports annual organic sales growth of 8-12%
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**

### Per Capita Industrial Gas Consumption (% of US)

- **U.S.**
- **ME***
- **Rus**
- **Mex**
- **Brazil**
- **China**
- **India**

<table>
<thead>
<tr>
<th>Region</th>
<th>Gas Consumption (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S.</td>
<td>100%</td>
</tr>
<tr>
<td>ME*</td>
<td>52%</td>
</tr>
<tr>
<td>Rus</td>
<td>33%</td>
</tr>
<tr>
<td>Mex</td>
<td>27%</td>
</tr>
<tr>
<td>Brazil</td>
<td>22%</td>
</tr>
<tr>
<td>China</td>
<td>15%</td>
</tr>
<tr>
<td>India</td>
<td>1%</td>
</tr>
</tbody>
</table>

*GCC countries

Source: Spiritus Consulting
Best positioned and preferred supplier

- Unrivaled network
  - 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

- 2011 Sales of $2.3B
Praxair China

2011 Sales of $600 MM*

- Petrochemical
- Metals
- Gasification
- Electronics
- Food & beverage
- Other
- Under construction

Increasing density and expanding footprint
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
Emerging Markets Sales

$7.5B 2005

$10B 2010 14% CAGR for emerging market growth

$16B 2015F

- 26% Asia
- 36% Mexico
- 44% Europe

- 26% South America
- 36% US and Canada

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


<table>
<thead>
<tr>
<th>Region</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>US/Europe</td>
<td>2%</td>
</tr>
<tr>
<td>India</td>
<td>15%</td>
</tr>
<tr>
<td>China</td>
<td>20%</td>
</tr>
<tr>
<td>Middle East</td>
<td>24%</td>
</tr>
<tr>
<td>Brazil</td>
<td>25%</td>
</tr>
</tbody>
</table>

Source: Purvin & Gertz, Praxair estimates

Praxair hydrogen volumes expected to grow 20% p.a.
Strong hydrogen demand growth from refining
Hydrogen Will Be a Major Growth Driver…

2011 Sales $11B

- Electronics 24%
- Healthcare 8%
- Pharmaceuticals 8%
- Food 6%
- Aerospace 3%
- Other 11%
- Metals 18%
- Chemicals 10%
- Energy 11%

H₂ 7%

2015F ~$16B

- Electronics 20%
- Healthcare 8%
- Pharmaceuticals 10%
- Food 7%
- Aerospace 3%
- Other 8%
- Metals 16%
- Chemicals 10%
- Energy 18%

H₂ 13%

Source: Internal Analysis

… of a well-diversified business portfolio
Environmentally-Friendly Applications Technologies

- Oxy-fuel Combustion
- Renewable Biofuels
- Water Treatment
- Photovoltaics

~2-3% per year sales growth from high margin applications
Long-term Growth Objectives

Sales Growth Components

- **ASU**
  - 3% - 4%

- **Hydrogen**
  - 1% - 2%

- **New Applications**
  - 2% - 3%

- **Base Business**
  - 2% - 3%

- **Onsite project backlog**
  - Accelerates volume growth

- **Annual organic growth**
  - 8-12%

- **Follows industrial production**
Driven by emerging country and energy markets

Growing Project Backlog

Backlog by Market

- Energy 41%
- Manufacturing 26%
- Metals 11%
- Electronics 10%
- Chemicals 12%

Backlog $B

- 2006: 1.2B
- 2008: 1.8B
- 2010: 2.2B
- 2011: 2.7B

H₂ ASU

Driven by emerging country and energy markets
We Generate Strong Cash Flow and Are Able to Reinvest at A Greater Rate

*Refer to 2010 Annual Report Item 7.
Cash Flow Projections – 2011 to 2015 cumulative

Cash Flow Generated from Operations
$18B

Capital Expenditures
$11B

Cash Flow Distributed
$7B
Proven Track Record Driving Productivity

- Production
- Distribution/Logistics
- Six Sigma/Lean
- Sourcing

Productivity savings are sustainable – minimum target 5%
Long-term Growth Objectives

Annual Organic Growth

<table>
<thead>
<tr>
<th></th>
<th>8-12%</th>
<th>10-15%</th>
<th>12-18%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating Profit</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>EPS</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>After-tax return on capital*</td>
<td>15%+</td>
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</tr>
</tbody>
</table>

- Growing project backlog
- Emerging markets growth
- 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
Sustaining a Competitive Advantage

**Focus**
- Stick to our core business
- Operating discipline
- Sale of gas model

**Market Selection**
- Build density in key geographies
- Best emerging market footprint
- Capital discipline

**Technology**
- Product line advantage
- Customer applications
- Total cost of ownership

**Execution**
- Project management
- Distribution efficiencies
- Productivity culture

Execution culture…difficult to match our “Say/Do” ratio
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.