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. Additionally, financial projections or estimates exclude the impact of special items which the company believes are not indicative of ongoing business performance. 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.
Kelcey E. Hoyt  
Director, Investor Relations

Kelcey Hoyt was named director of Investor Relations for Praxair, Inc. in 2010.

Hoyt joined Praxair in 2002 and held a variety of management positions in corporate accounting before being appointed finance director for the onsite and helium units of Praxair’s North American Industrial Gases business in 2008. She was appointed controller for the eastern division in 2009. Before joining Praxair, she was an audit manager for KPMG and a communications manager at Xerox. Hoyt is a certified public accountant and holds a bachelor’s degree in business administration from Pace University, New York.
Praxair Snapshot

Industrial Gases
- Critical to customer; small part of their cost
- Local production and distribution
- Long-term contracts

Praxair Industry-Leading Results
- Operating margin* 23%
- Return on capital* 13%
- Operating cash flow 22% of sales

1H15 Sales

By Segment

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>54%</td>
</tr>
<tr>
<td>South America</td>
<td>14%</td>
</tr>
<tr>
<td>Europe</td>
<td>12%</td>
</tr>
<tr>
<td>Asia</td>
<td>14%</td>
</tr>
<tr>
<td>PST</td>
<td>6%</td>
</tr>
</tbody>
</table>

By Supply Mode

<table>
<thead>
<tr>
<th>Supply Mode</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>On-Site</td>
<td>29%</td>
</tr>
<tr>
<td>Merchant</td>
<td>35%</td>
</tr>
<tr>
<td>Packaged Gases</td>
<td>28%</td>
</tr>
<tr>
<td>Other</td>
<td>8%</td>
</tr>
</tbody>
</table>

By End Market

<table>
<thead>
<tr>
<th>End Market</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Metals</td>
<td>25%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>17%</td>
</tr>
<tr>
<td>Energy</td>
<td>13%</td>
</tr>
<tr>
<td>Other</td>
<td>7%</td>
</tr>
<tr>
<td>Food / Bev</td>
<td>9%</td>
</tr>
<tr>
<td>Healthcare</td>
<td>8%</td>
</tr>
<tr>
<td>Aerospace</td>
<td>3%</td>
</tr>
<tr>
<td>Chemicals</td>
<td>10%</td>
</tr>
<tr>
<td>Electronics</td>
<td>8%</td>
</tr>
</tbody>
</table>

Consistently leading the industry in profitability and return on capital

*Praxair 1H15 non-GAAP measure; refer to Form 10-Q for reconciliation
Diverse End-Markets and the Gases We Supply

**Manufacturing**
- 25%
- Cutting
- Welding
- Glass
- Automotive

**Metals**
- 17%
- Steel production
- Stainless steel
- Metal finishing / coating
- Inerting

**Energy**
- 13%
- Refining
- Natural gas fracking
- Enhanced oil recovery
- LNG in Brazil

**Chemicals**
- 10%
- Production
- Coal gasification
- Syngas production
- Process control

**Food & Bev**
- 9%
- Carbonation
- Freezing
- Inerting
- Aquaculture

**Electronics**
- 8%
- Semiconductor
- Photovoltaics
- Flat Panel

**Healthcare**
- 8%
- Hospitals
- MRI
- Anesthesia

**Gases**
- Atmospheric: $O_2$, $N_2$, $Ar$
- Process: $H_2$, $He$, $CO_2$, $CO$
- Rare: $Xe$, $Kr$, $Ne$
- Spec Gases: $N_2O$, $SiH_4$, High Purity, Blends

% of 1H15 sales
Advantages of Praxair’s Integrated Supply Model

- **CUSTOMERS**
  - Pipeline
  - On-Site
  - Merchant
  - Packaged

- **CONTRACTS**
  - **Long-term**: 15 – 20 years
  - Take-or-pay provisions ensure base return
  - Cost pass-through
  - **Medium-term**: 3 – 7 years
  - Exclusive contracts
  - Low-cost energy purchase & efficient production drives profitability
  - **Short-term**: 1 – 3 years or purchase order contracts
  - Bundle offerings to maximize customer value

Integrated supply and contract terms drive strong return on capital
Select Geographic Footprint

% of 1H15 sales

- 54% Sales
  - Largest integrated system
  - U.S. petchem build-out
  - Strength in manufacturing
- 14% Sales
  - Right-sized costs
  - Leverage to recovery
- 14% Sales
  - Unrivalled network
  - Growing healthcare, food and beverage
- 14% Sales
  - Application technology driven growth
  - India strength

#1 industrial gases supplier in the Americas…
Resilient Profitability Trends

Praxair OP & EBITDA Margins as % of Sales*

Consistent margin growth driven by capital discipline, price and productivity

* Non-GAAP measures. See Reconciliation in Form 10-Ks and June 30, 2015 Form 10-Q.
Strong Cash Flow Projections & Disciplined Capital Allocation

Cash Flow Generation from Operations
~25% of sales

Cash Flow Distribution
~11% of sales

Cash Flow Investment
~14% of sales

Balanced use of cash to maximize return to shareholders
…drives consistently strong shareholder returns

Free Cash Flow

Operational Cash Flow (OCF)
Capex
Free Cash Flow (FCF) (1)

$1.0B
$0.7B
$1.6B

Returned to Shareholders ($B)

Dividend
Net Share Repurchases

Operating Cash Flow average ~22% of sales

(1) Non-GAAP measure. Free cash flow equals operating cash flow minus capital expenditures.
(2) Dividend Payout Ratio calculated as dividend per share / non-GAAP EPS.
Sustaining a Competitive Advantage

High performance culture…drives future results

Strategy
- Select geographies – best footprint
- Core industrial gas
- Sale of gas model
- Integrated supply
- Build density

Technology
- Product line advantage
- Lowest total cost of ownership
- Innovations for customers

Execution
- Safety
- Operational discipline
- Capital investment
- Productivity
- Contract management
- Project execution
- Integrity and compliance

People
- High performers
- Disciplined operators
- Detail-oriented
- Nimble and adaptive
- Excellent leaders
- Non-hierarchical
Sustainability Highlights

**Best-in-Class Safety Performance:**

- **Safety First:** 20x better than US OSHA industrial average lost workday case rate

**Eco-Portfolio:**

- **$60+MM Energy Savings per Year:** 32% of revenue

**GHG:**

- **250+ Sites & 12,500+ Employees Participated in Praxair's Zero Waste Program**

- **2x net GHG benefit through PX applications**

**Beneficiaries Globally:**

- **335,946**

**Leadership Recognition:**

- **90% of Leadership in emerging economies is local**

**Recognition:**

- **12 consecutive years named to the Dow Jones Sustainability Indices**

- **7 consecutive years as CDP Climate Disclosure Leader 2014**

- **2015 Forbes' America's Best Employers List**

**Service:**

- **125MM people served by water applications**