

Customers rely on Praxair to deliver industrial gases reliably and cost effectively while continuously improving and adapting to industry's ever changing needs. As a result, Praxair is focused on engineering, building, and safely operating efficient and cost effective air separation units (ASUs). We believe that ownership and operation of these ASUs by Praxair under a sale-of-gas model can provide the least amount of downtime and is the best supply option over the long-term operation of plant.

Our customers enjoy several benefits from the sale-of-gas business model:

- **Gas When You Need It:** Customers can devote resources to operating their core business and leave the industrial gas supply to us. Praxair uses its in-depth expertise in project design, engineering, execution, and operation to mitigate the risks involved with the construction and day-to-day operation of an ASU. Whatever the customer's specific needs (regarding flow rate, pressure, purities), Praxair can customize the ASU operating ranges to meet those needs today, and can quickly and efficiently modify them if production parameters change in the future.
- **Capital Availability:** By having Praxair build, own and operate the ASU, customers free up a considerable amount of capital for financing other strategic investments.
- **Safety Focused Operations:** Customers can be certain that Praxair will make safety a critical part of all aspects of plant design, operation and maintenance.
- **Increased Efficiency:** Customers can pay low power and utility costs by relying on Praxair's expertise to operate the plant as effectively as possible. We drive operational excellence and are able to use our global resources to improve efficiency and up-time.
- **Improved On-Stream Reliability:** Customers can see less downtime and a reduced impact on the downstream operation of their facilities. We have the expertise to keep you running efficiently and reliably. Praxair operates hundreds of ASUs around the world, providing an extensive knowledge base from which to draw and spread investment.
- **Access to Praxair's Skilled Network:** Praxair resources are available to optimize and integrate existing and new technologies for its customers.



Flexible Options

While Praxair believes that customers will benefit most from the sale-of-gas model, Praxair can explore different business relationships to determine the optimal project approach for each situation.

Praxair is committed to working with customers to develop project proposals and business structures that address the specific needs of each project. The significant capital requirements and potential to integrate by-products from the facility into Praxair's existing businesses will be specific to each project. Praxair can draw on over one hundred years of experience and thousands of projects around the world to create the right financial structure and commercial operating agreements for success.

Praxair's business is to build and operate the best air separation units in the world and we have thousands of employees dedicated to doing just that. Our customers can feel confident that Praxair will meet all of their industrial gas needs.

For more information, call us at **1-800-PRAXAIR** or visit our website at www.praxair.com.