

Georg Denoke CFO and Member of the Executive Board

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Agenda



- 1. Operational and Financial Performance
- 2. Strategic Focus:
 - Growth Markets
 - Energy / Environment
 - Healthcare
- 3. Outlook

Performance – Q1 2012 Profitable Growth.



Highlights

Group sales increased by 5.4% to € 3,505 m

Group operating profit* grew by 6.2% to € 808 m

Group margin increased by 20 basis points to 23.1%

EPS of € 1.68 (3M 2011: € 1.67**) and adjusted EPS of € 1.89 (3M 2011: € 1.88**)

Operations

Solid growth in all markets

Operating margin of the Gases Division at 27.5% (+20 bp)

2012 Outlook reinforced

Growth in sales and operating profit vs. record year 2011

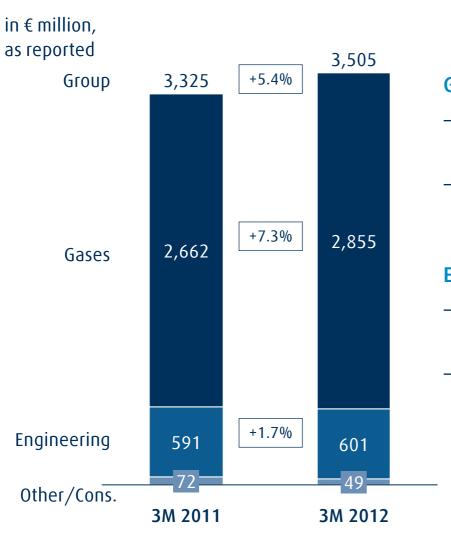
HPO: € 650-800 m of gross cost savings in 2009-2012

^{*}Operating profit defined as EBITDA incl. share of net income from associates and joint ventures

^{**}Including positive one-time effects

Group, sales by DivisionsContinued growth in all areas





Gases Division

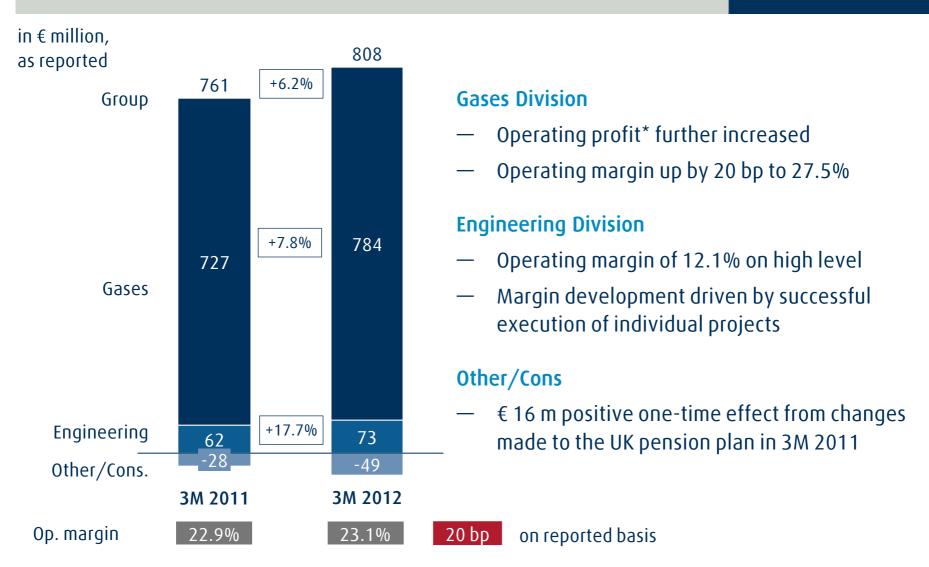
- Continued growth in all regions with comparable growth* of 4.1%
- Growth in all product areas led by Bulk

Engineering Division

- Strong order intake with more than half of the orders from Asia and Middle East
- Order backlog increased

Group, operating profit by DivisionsGroup margin further improved

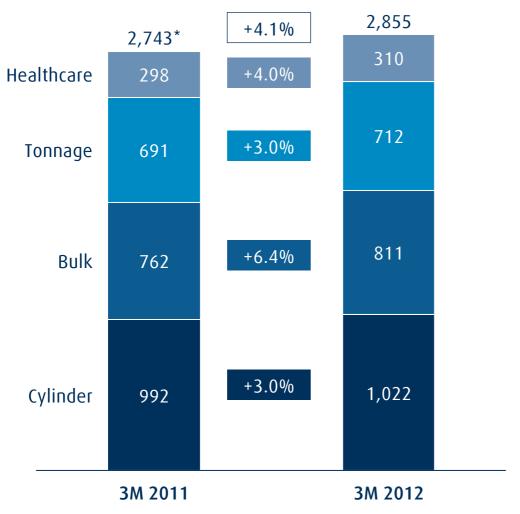




Gases Division, sales by product areas Overall strong growth of joint ventures



in € million, comparable* (consolidated)



Gases Division

Including joint ventures** comparable growth of the Gases Division 4.8%

Tonnage

Including joint ventures** comparable growth of Tonnage 5.7%

^{*}excluding currency and natural gas price effect

Gases Division, sales and operating profit by operating segment Growth momentum continues in all regions



in € million



ASIA/PACIFIC



AMERICAS



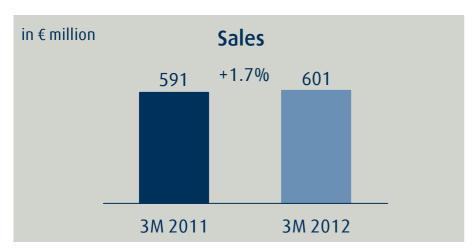
3M 2012

3M 2011

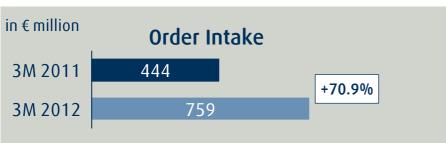
Engineering Division, key figuresStrong performance

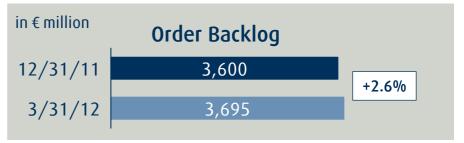


- Tonnage business supports high order intake
- Order backlog on solid level
- Strong operating profit* margin









^{*}EBITDA incl. share of net income from associates and joint ventures

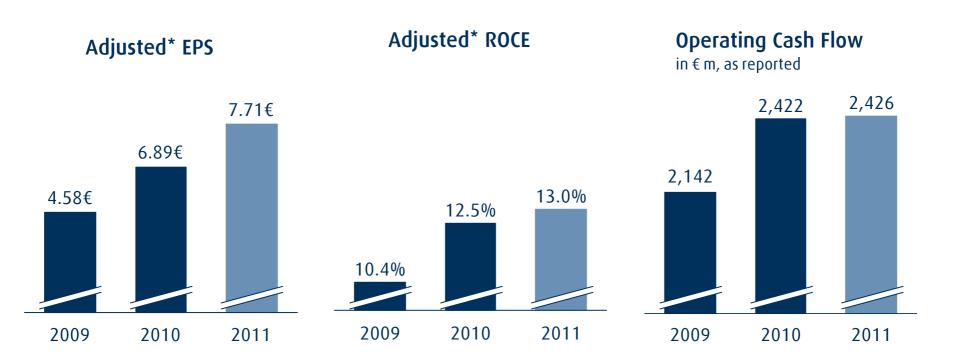
Group

Financial key indicators again on record levels



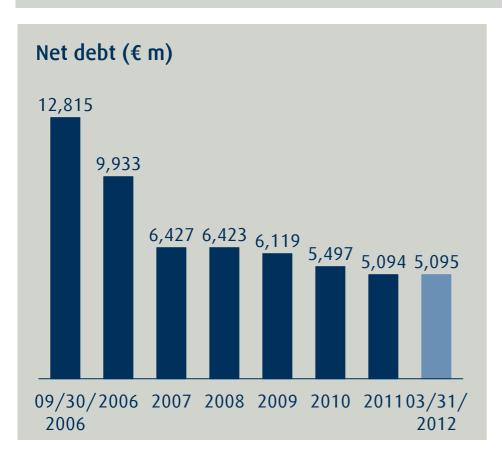
Profitable growth for our shareholders

- adjusted EPS up by 11.9%
- adjusted ROCE further improved by 50 bp



Group, solid financial positionSound financial strategy







Credit Ratings

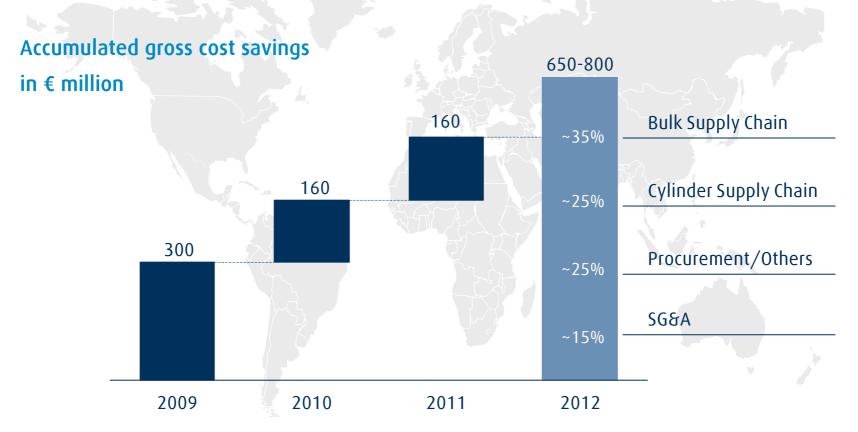
Standard&Poor's: A/A-1 with stable outlook (05/25/2012*)

— Moody's: A3/P-2 with stable outlook (05/16/2012*)

HPO (High Performance Organisation)Covering the full value chain in all regions



- HPO is fully on track with savings additional savings of ~ € 160 m in 2011
- Initiatives have been launched and rolled out in all relevant areas
- Contribution expected also in 2013 ff.
- Gross cost savings increased to € 620 m



Group, dividendsDividend increased by 13.6% to € 2.50





^{*} Comparable change: prior year figures including twelve months of BOC

Agenda



1. Operational and Financial Performance

- 2. Strategic Focus:
 - Growth Markets
 - Energy / Environment
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Mega-trends

Leveraging growth with our Gas & Engineering set-up



Growth Markets



Energy/Environment



Healthcare



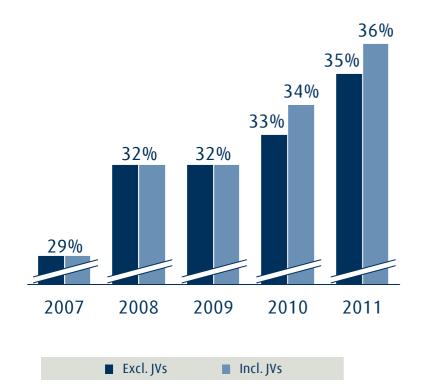
Leveraging Gases & Engineering business synergies

Mega-trend Growth Markets Strong investments in future growth



Growth Markets exposure further increased

Growth Market sales (% of Gases sales)



Majority of Capex 2011 invested in Growth Markets

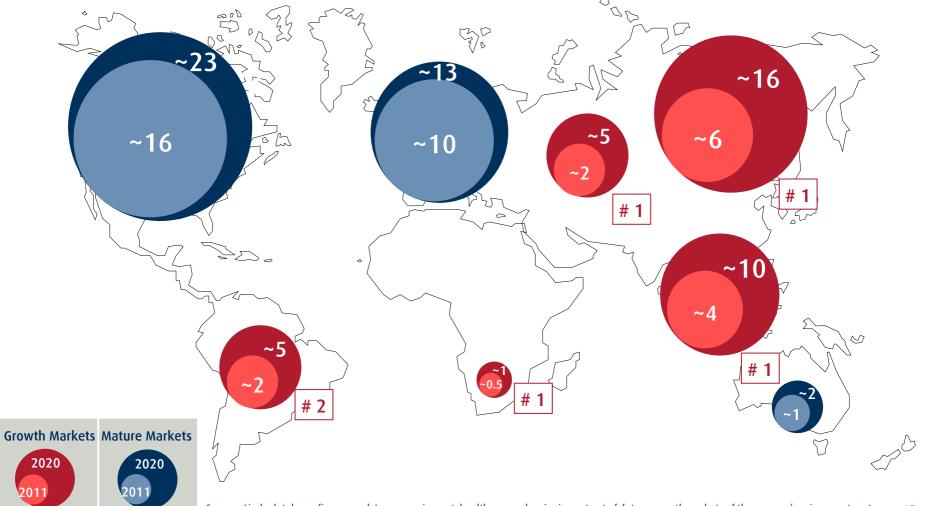
Gases Capex 2007 – 2011 in € bn



Mega-trend Growth Markets Industrial gases market 2011 vs. 2020 in € bn



Market leader in 4 out of 5 Growth Markets

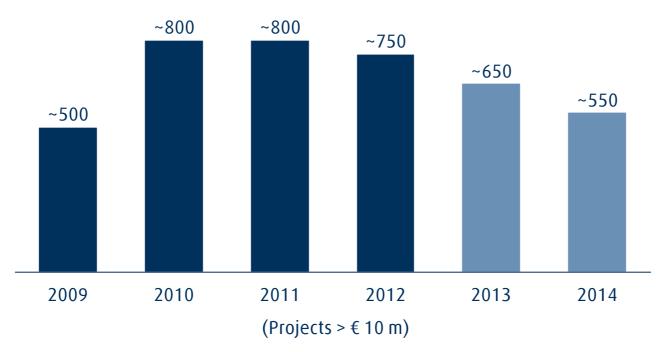


Good basis for sustainable growth



- € 4.1 bn investments between 2009-2013 (thereof € 0.6 bn in JVs @ share)
- Project amount for 2012 and 2013 further increased by around € 200 m
- 2014 project amount already at around € 550 m
- Around 70% of total project-Capex allocated to Growth Markets
- Amount of project opportunities remains with € 4.3 bn on a high level

Project amount by on-stream date (incl. JVs) in € m



Mega-trend Growth Markets

Comprehensive strategy to capture growth potential in Asia





Major investment commitments in 2011

Construction of ASU in Map Ta Phut, Thailand (largest ASU)

- Investment ~ € 78 m, on-stream date 2013*

Signed contract with PT Krakatau POSCO, Indonesia (largest ASU)

- Investment ~€ 80 m, on-stream date 2013*

Second ASU in Giheung, Korea

- Investment ~€ 120 m for Samsung; largest investment in Korea

Chongqing, China (Q2/2011)

- On-site supply contracts with CCPHC and BASF
- Large scale HYCO plant: ~€ 200 m capex, on-stream date end of 2014*

Yantai, China (Q3/2011)

- On-site supply contract with Wanhua Polyurethanes Co., Ltd.
- Two large scale ASUs: ~€ 130 m capex, on-stream date 2013/2014*

Wu'an, China (Q4/2011)

- On-site supply contract with Hebei Puyang Iron and Steel Ltd.
- Decaptivation of 7 ASUs with energy efficiency upgrade and construction of a new ASU: ~ € 120 m capex, on-stream date 2014*

Jilin, China (Q4/2011)

- On-site supply contract with Evonik Industries and Jilshen
- Hydrogen plant (SMR): ~€ 42 m capex, on-stream date 2013/2014*

Dalian, China (Q1/2012):

- On-site supply contract with chemical producer Dahua Group
- Decaptivation of 2 ASUs: investment ~ € 70 m, on-stream date 2014*

* to be expected

Mega-trend Energy/Environment



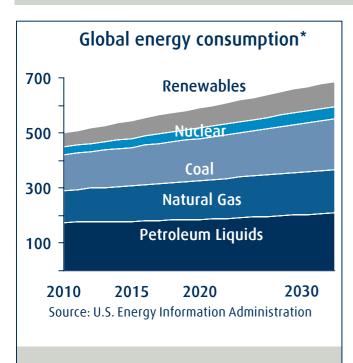


Engineering Division		Gases Division						
		Mega-projects						
	Proven te	chnology and project execution						
	Proven lor	ng-term operations track record						
		Technology Know-How						
Energy:	LNG (Mer	chant/Floating), EOR/EGR, Coal-to-X, Gas-to-X, Bio-to-X, Geothermal						
Environmen	Environment: OxyFuel, Post-combustion CO2-capture and handling, H2-fueling							
Efficiency &	Efficiency & Applications: Higher energy efficiency of plants, REBOX® oxy-fuel, WASTOX®							
	Long-term Customer Relations							
	Competitive Products and Services							
f	t Sales or customer	Commodity Customers with focus on price/energy efficiency (TCO) and reliability						

Mega-trend Energy/Environment

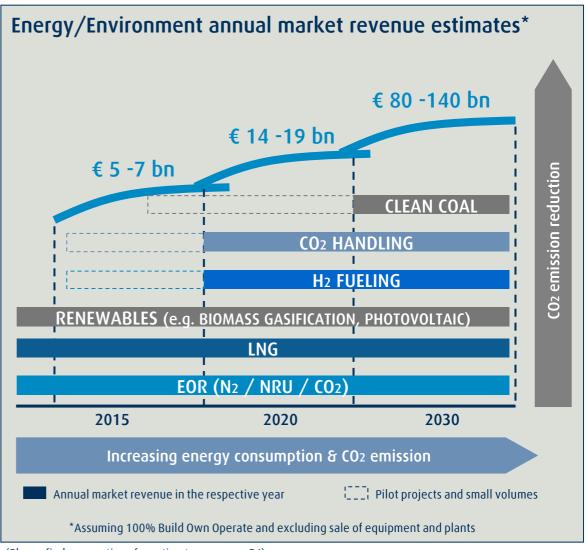
Importance of new technologies & industrial gases applications





- Fossil resources remain dominant energy source
- Fossil resources becoming scarce
- CO₂-emissions steadily increasing
- Importance of renewable energy increasing but still limited reach

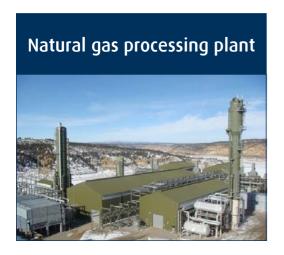
*in quadrillion British Thermal Units (equals around 10²⁷ Joules)

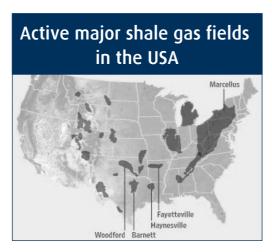


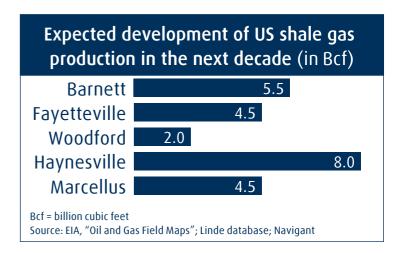
(Please find assumptions for estimates on page 54)

Mega-trend Energy/Environment Opportunities in shale gas business: Example US









Engineering

- Total order intake since 2010 > € 400 m
- Opportunities within the field of shale gas:
 - Natural gas processing plants: driven by the necessity of gas treatment for pipeline and bulk use
 - Small-mid-scale LNG plants: driven by increasing demand for merchant LNG
 - Ethane cracker: feasible for gas fields without petrochemical clusters

Gases

- Potential leverage of our operation experience into the area of shale gas
- Based on shale gas new chemical clusters develop with the need for industrial gases supply

Mega-trend HealthcareMarket environment and drivers



Market environment

Increasing and ageing population

Increasing wealth in Growth Markets

Healthcare budget pressure and regulation

Drivers of development

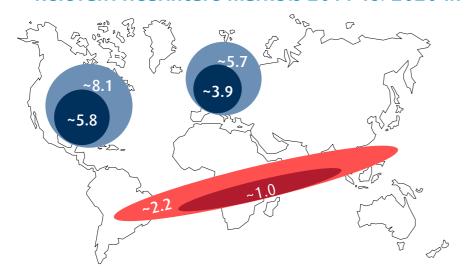
New and innovative pharmaceutical gases and services

Quality and optimum care for patients

Value creation by cost-effective and reliable products and services

Regional expansion

Relevant Healthcare markets 2011 vs. 2020 in € bn







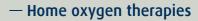
Source: Linde database, figures incl. gas therapies and intermediate care

Mega-trend HealthcareFrom medical gas provider to solutions & service provider



Development of new therapies and applications







- Ventilation services
- Sleep therapies
- Other service

Intermediate Care



- Patient centered care
- REMEO: treatment and care of chronic patients with mechanical ventilation needs

Gas Therapies



- Pulmonary hypertension & cardio-thoracic surgery
- Oxygen & Heliox therapies
- Pain relief

Hospital Care

— Bulk supply and technical assistance



- Logistics and installation
- Customer Service
- Hospital & medical gas services

Integrated service provider

Mega-trend Healthcare

Homecare: growth through innovation and regional expansion



Linde Homecare sales by operating segments 2011

EMEA AMERICAS

ASIA/

78% 18% 4% PACIFIC

Home Oxygen Therapy



Chronic respiratory diseases, patients need oxygen (COPD, Asthma)

Products: LOX, GOX and Concentrators

Sleep Therapy



Obstructive Sleep Apnea, patients need positive air pressure during sleep

Products: Positive Airway Pressure Devices, Masks

Ventilation Services



Advanced respiratory diseases
patients need mechanical
ventilation support

Products: Mechanical Ventilators, Equipment

Synergies: sales & marketing, logistics, integrated patient management, care center, adherence programme, technology development

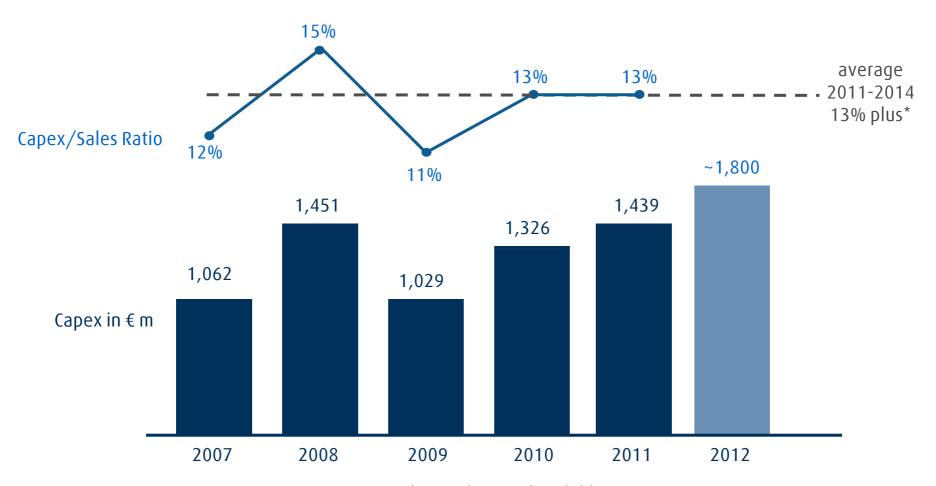
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Gases, CapexDevelopment Capex Sales Ratio 2007-2011





Data 2007-2011 @ actual average fx rates at the end of the respective year

^{*} plus: additional potential for mega-projects

Outlook - confirmed Profitable Growth.



2012	Group	 — Growth in sales and operating profit vs. 2011 — Confirmation of HPO-programme: € 650-800 m of gross cost savings in 2009-2012
	Gases	— Sales increase vs. 2011— Continuous improvement of productivity
	Engineering	 — Sales at the same level as in 2011 — Operating margin of at least 10%
2014	Group	 Operating profit of at least € 4 bn Adjusted* ROCE of 14% or above
	Gases	 Average capex/sales ratio 13% plus Revenue increase above market growth Further increase in productivity

*please see definitions on page 57

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Group, Q1 2012 Key P&L items



in € million	Q1/2011	Q1/2012	Δin %
Sales	3,325	3,505	5.4
Operating Profit	761*	808	6.2
Margin	22.9%	23.1%	+20 bp
EBIT before PPA depreciation	507	537	5.9
PPA depreciation	-61	-61	0.0
EBIT	446	476	6.7
Financial Results	-49**	-92	-87.8
Taxes	-94	-76	-19.1
Net income	303	308	1.7
Net income – Part of shareholders Linde AG	284	287	1.1
EPS in €	1.67	1.68	0.6
Adjusted EPS in €	1.88	1.89	0.7

*Including € 16 m one-time effect from changes to the UK pension plan **Includes positive one-time effect of € 30 m (repayment of BOC Edwards vendor loan)

Group, FY 2011Key P&L items



in € million	2010	2011	Δin %
Sales	12,868	13,787	7.1
Operating Profit	2,925	3,210	9.7
Margin	22.7%	23.3%	+60 bp
EBIT before PPA depreciation	1,933	2,152	11.3
PPA depreciation	-254	-242	-5.0
EBIT	1,679	1,910	13.8
Financial Results	-280	-291	3.9
Taxes	-335	-375	11.9
Net income	1,064	1,244	16.9
Net income – Part of shareholders Linde AG	1,005	1,174	16.8
EPS in €	5.94	6.88	15.8
Adjusted EPS in €	6.89	7.71	11.9

Gases Division, operating segmentsHistorical data 2011



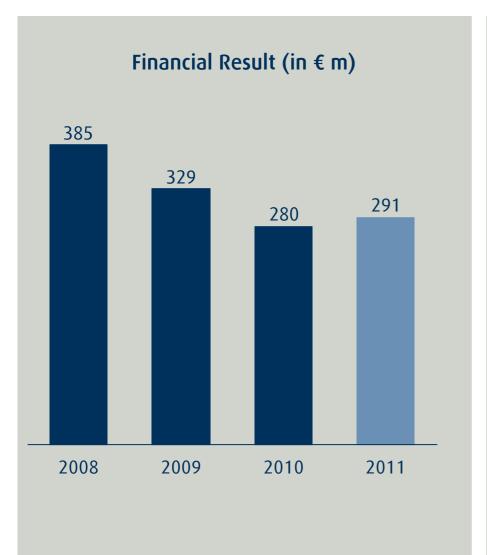
EMEA (€ m)	Q1 2011	Q2 2011	Q3 2011	Q4 2011	FY 2011
Sales	1,393	1,431	1,434	1,414	5,672
Operating profit*	395	412	408	419	1,634
Operating margin	28.4%	28.8%	28.5%	29.6%	28.8%
Asia/Pacific (€ m)	Q1 2011	Q2 2011	Q3 2011	Q4 2011	FY 2011
Sales	707	766	810	793	3,076
Operating profit*	196	210	228	238	872
Operating margin	27.7%	27.4%	28.1%	30.0%	28.3%
Americas (€ m)	Q1 2011	Q2 2011	Q3 2011	Q4 2011	FY 2011
Sales	580	593	605	606	2,384
Operating profit*	136	134	135	130	535
Operating margin	23.4%	22.6%	22.3%	21.5%	22.4%

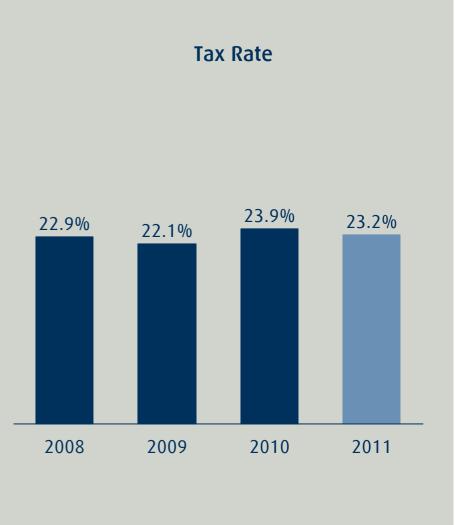
^{*} EBITDA before non-recurring items, including share of net income from associates and joint ventures

Group

Financial Result and Tax Rate







Group, Q1 2012Cash Flow Statement



in € million	Q1/2011	Q1/2012
Operating profit	761	808
Change in Working Capital	-180	-318
Other changes	-141	-105
Operating Cash Flow	440*	385**
Investments in tangibles/intangibles	-237	-321
Acquisitions/Financial investments	-13	-3
Other	43	43
Investment Cash Flow	-207	-281
Free Cash Flow before Financing	233	104
Interests and swaps	-45	-68
Dividends and other changes	-2	-33
Net debt increase (+)/decrease (-)	-186	-3

^{*} Includes positive one-off effect of € 59 m (repayment of BOC Edwards vendor loan) **A lower level of advance payments received from customers had an adverse impact

Group, FY 2011Cash Flow Statement



in € million	Q1 11	Q2 11	Q3 11*	Q4 11*	2011*	2010
Operating profit	761	798	804	847	3,210	2,925
Change in Working Capital	-180	6	60	39	-75	84
Other changes	-141	-267	-142	-159	-709	-587
Operating Cash Flow	440	537	722	727	2,426	2,422
Investments in tangibles/intangibles	-237	-310	-346	-452	-1,345	-1,192
Acquisitions/Financial investments	-13	-1	-41	-23	-78	-68
Other	43	33	40	53	169	195
Investment Cash Flow	-207	-278	-347	-422	-1,254	-1,065
Free Cash Flow before Financing	233	259	375	305	1,172	1,357
Interests and swaps	-45	-114	-123	-56	-338	-298
Dividends and other changes	-2	-385	-7	-11	-405	-280
Net debt increase (+)/decrease (-)	-186	240	-245	-238	-429	-779

^{*} excluding investments in securities of € 600 m in Q3 and € 1,052 m in Q4

Group, solid financial positionEarly refinancing of existing financial debt

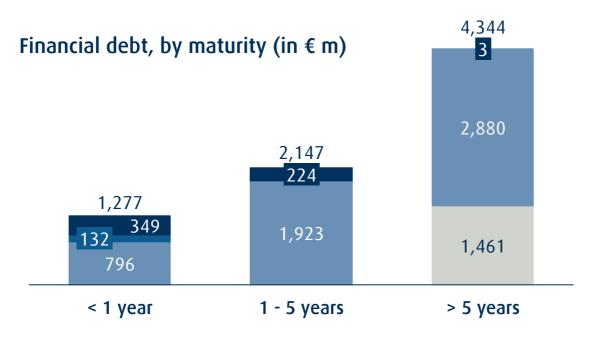


Continuous efforts to extend the Group's maturity profile

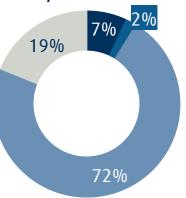
- Issuance of € 500 m 7 years senior notes in June 2012
- More than 80% of total financial debt is due beyond 2012
- Approx. 56% of total financial debt has a longer maturity than 5 years

Balanced mix of various financing instruments

- Strong focus on long-term bond financing
- Strategic funding in EUR, GBP, USD and AUD







- Other Bonds
- Subordinated Bonds (*callable in 2013/2016)
- Commercial Paper
- Bank Loans

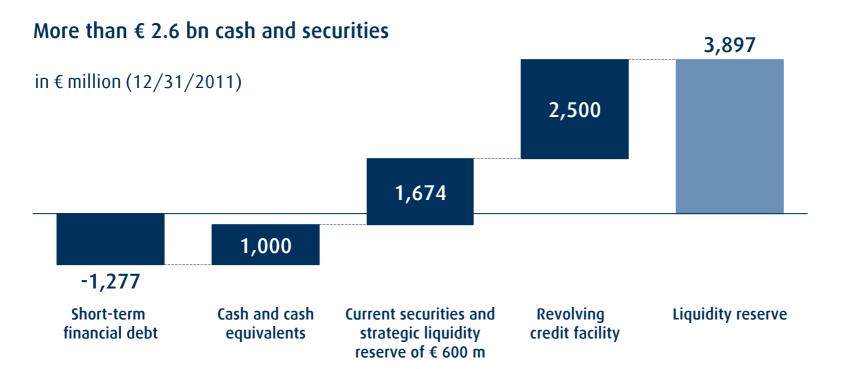
Figures as of March 2012

Group, solid financial positionLiquidity reserve again further strengthened



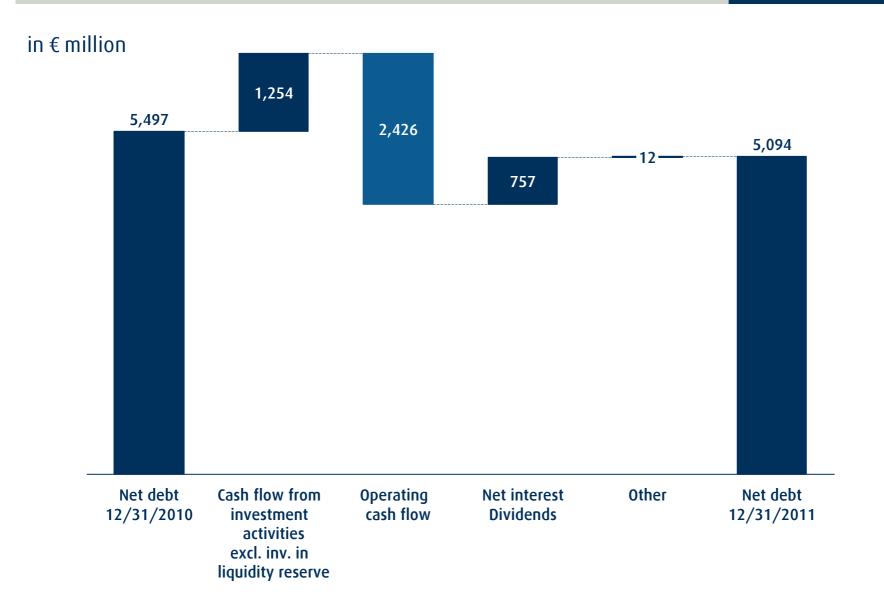
€ 2.5 bn committed revolving credit facility

- Arranged in May 2010 with 25 national and international banks
- Maturing in 2015
- No financial covenants
- Fully undrawn



Group, solid financial positionNet debt reduction of € 403 million





Group, Pensions

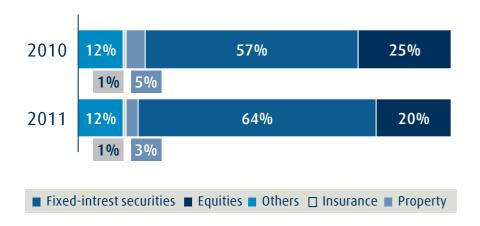
Performance and key figures 2011



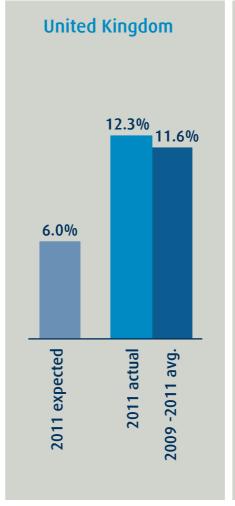
Net obligation

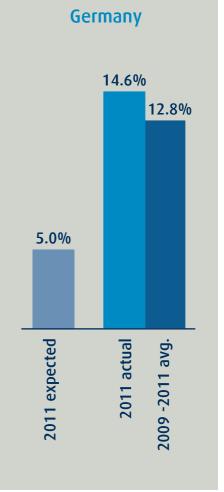
in € million	DBO	Plan asset	Net obligation
01/01/2011	4,971	4,467	504
Service costs	88		88
Net financing	253	254	-1
Actuarial losses/gains	335	153	182
Contributions/payments	-213	-13	-200
Other	-33	-19	-14
12/31/2011	5,401	4,842	559

Pension plan assets portfolio structure



Performance of major pension plans

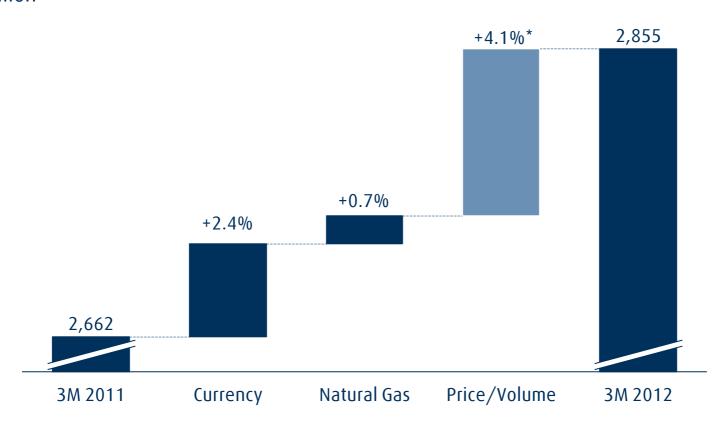




Gases Division, sales bridge Q1 2012 sales increased by 4.1% on comparable basis



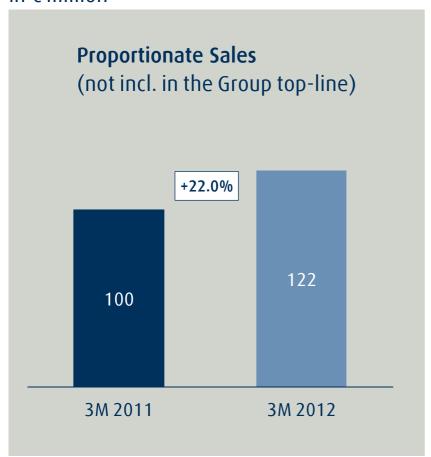
in € million

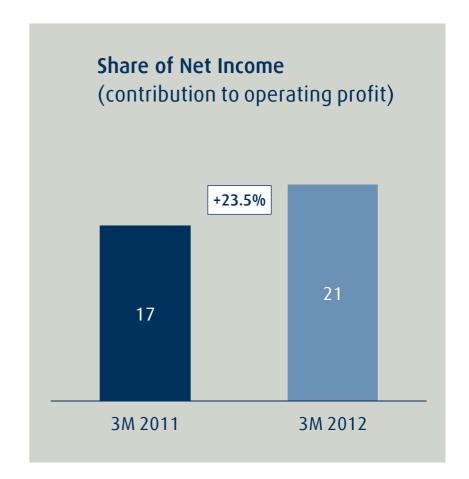


Gases DivisionJoint ventures



in € million



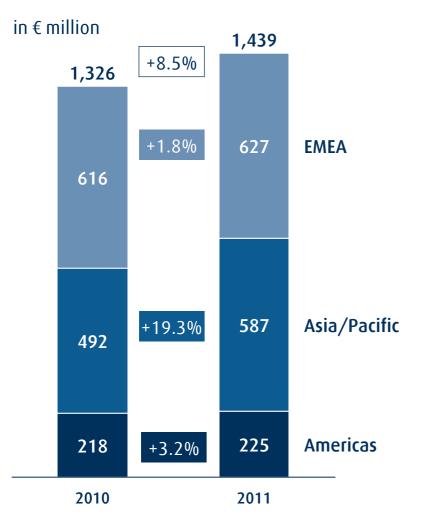


Gases Division, Split of Capex

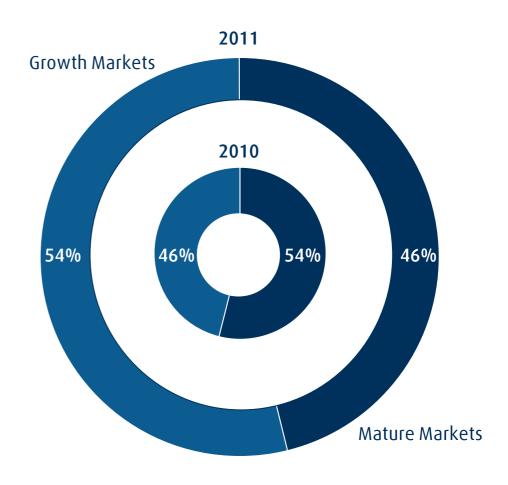
Growth Markets Capex increased to above 50 percent



Split Capex by operating segments

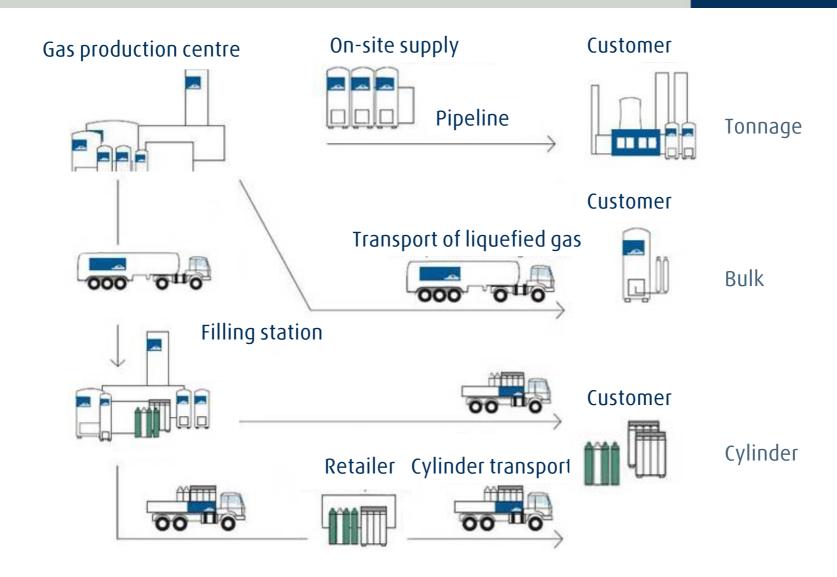


Split Capex by markets



Gases DivisionFrom source to customer





Gases Division

Various distribution mix served from one product source





- 15-year take-or-pay contracts (incl. base facility fees)
- Add. growth in JVs & Embedded Finance Lease projects



- Multi-year contracts
- Application-driven





- Hospital care & Homecare
- Bulk & cylinder gases
- Structural growth



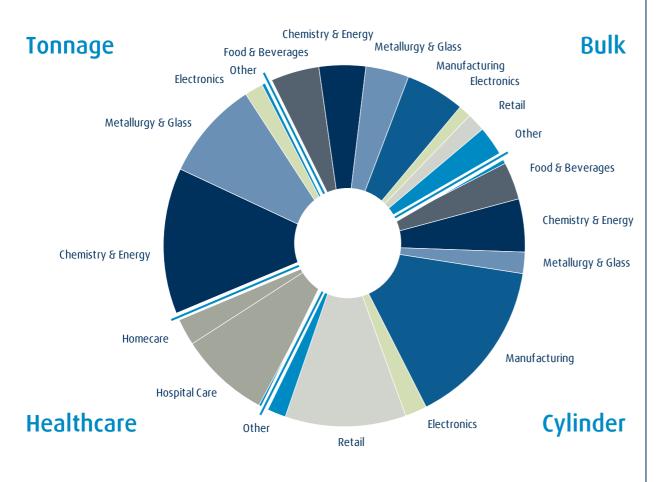
- High customer loyalty
- Includes specialty gases
- Cylinder rentals

Gases Division

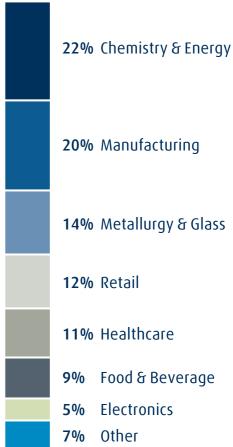
Stability driven by a broad customer base



2011: Split of product areas by major end-customer groups



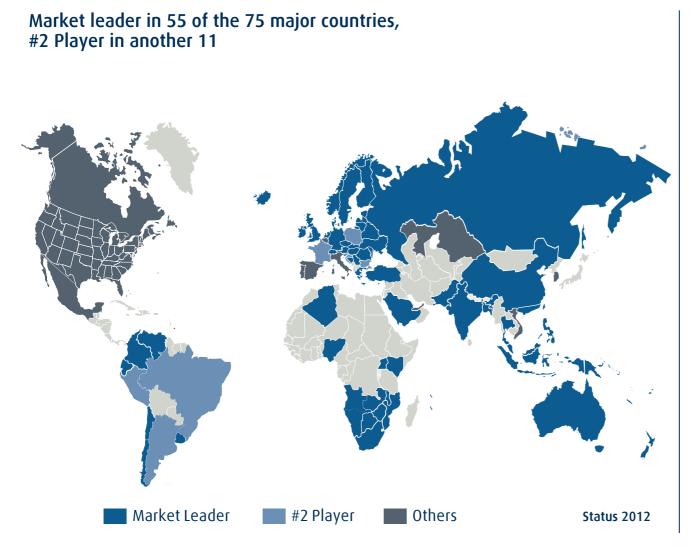
2011: Split of sales by major end-customer groups



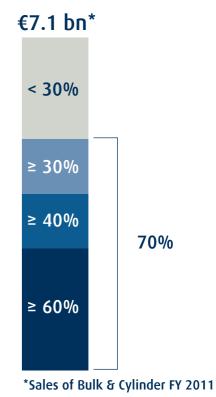
Gases Division, local business model



70% of revenues come from a leading market position



Sales split by market share Bulk & Cylinder



Linde Engineering with leading market position in all segments







Worldwide #1

Hydrogen & Synthesis
Gas Plants



Worldwide #2

Petrochemical Plants



Worldwide #2

Natural Gas Plants



Worldwide #3

Production of plants for Linde Gas and 3rd party customers

Providing chemistry and energy related solutions to 3rd party customers





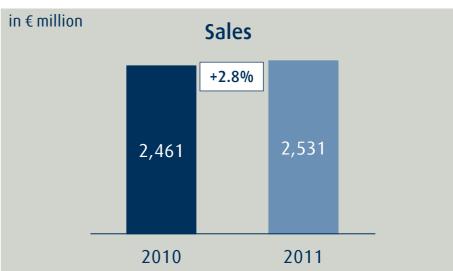
- LE Locations
- Project companies, rep. and sales offices

Supporting the energy/environmental mega-trend and leveraging customer relations for gas projects

Engineering Division, key figuresOrder intake up by 3.5%





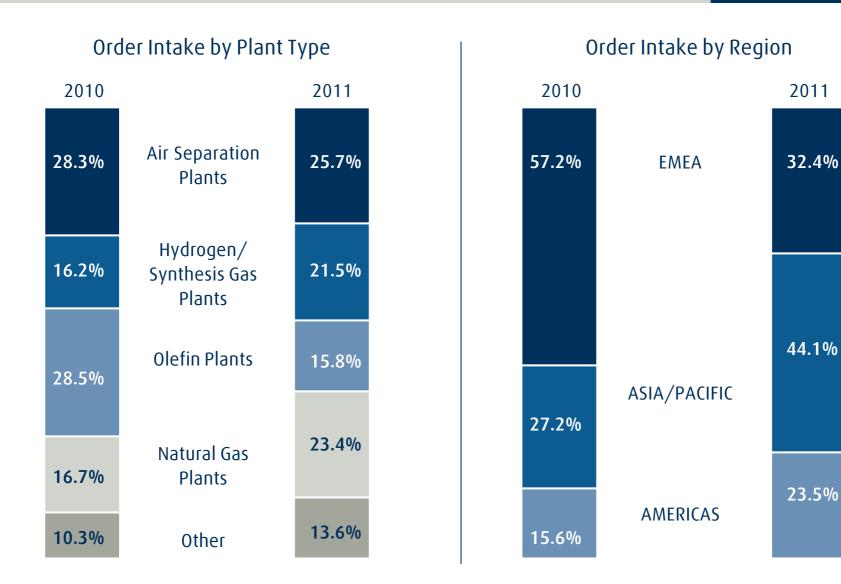






Engineering DivisionFY 2011 order intake by plant type and region

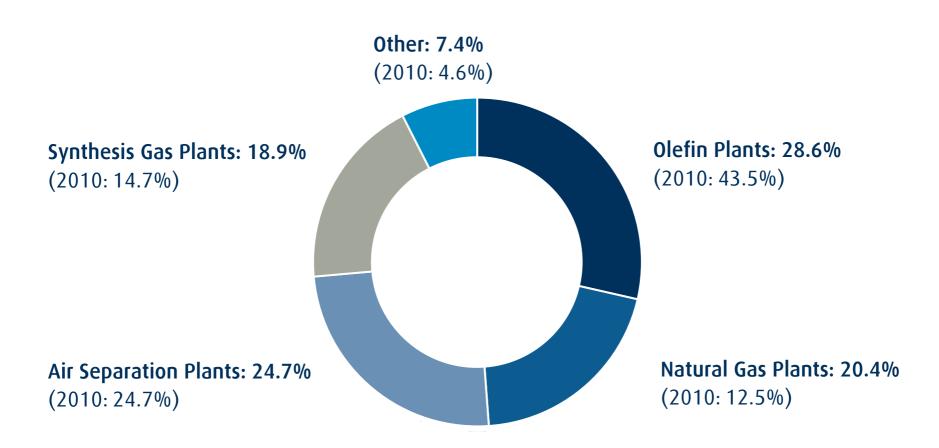




Engineering DivisionSolid and diversified order backlog

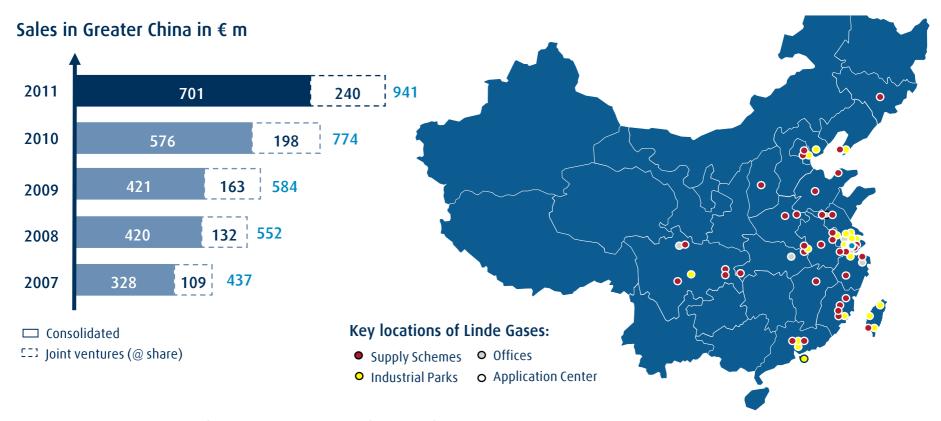


Order backlog by plant type (12/31/2011)



Mega-trend Growth Markets Leading player in Greater China





- First international gases company in China in the 1980s
- Around 4,000 employees / around 50 wholly-owned companies and JVs / around 150 operational plants
- Serving pillar industries chemical, oil & petrochemicals, metallurgy, manufacturing, electronics
- Industry-leading remote operations center, nation wide monitoring capabilities based in Shanghai

Growing with leading companies in key industries A diverse customer portfolio to match an integrated business



Oil/Petrochemicals



扬子石化-巴斯夫有限责任公司 **BASF-YPC Company Limited**







Chemicals











Metallurgy







BAOSTEEL







Electronics

























Healthcare





















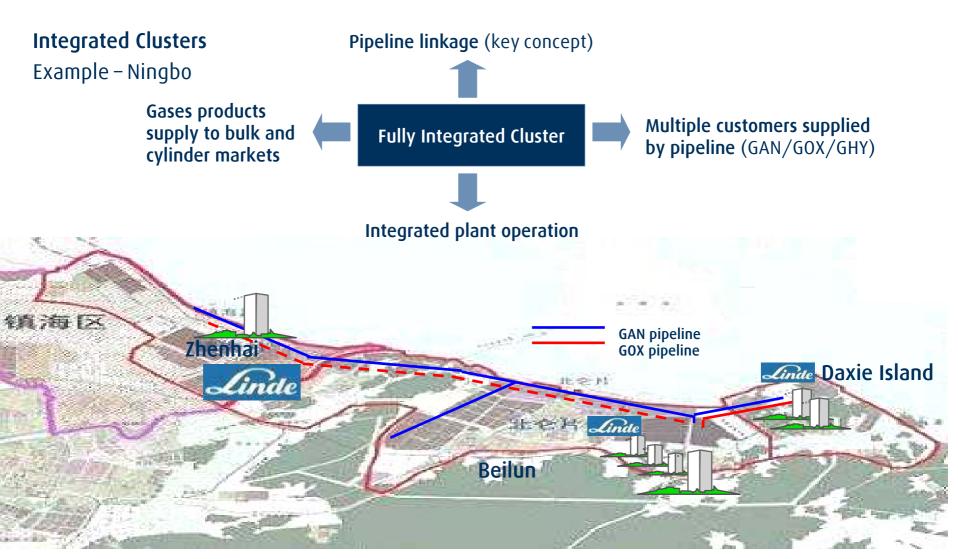






Gases Division in China Integrated offer in selected industrial poles





Clean Energy market estimation 2020 & 2030 top down



Market size in € bn	2015	2020	2030	Assumptions for 2030
Clean Coal			20 - 40	- Triple-digit number of 1 GW Carbon Capture (1.5 Gt/a CO ₂ at EUR25-40/t)
CO ₂ networks	small	1	15 - 25	 Installation of significant pipeline network and corresponding compression (1.5 Gt/a handling fee CO₂ at EUR 10-15/t)
H ₂ fueling	small	1	10 - 15	 Installation of a significant fuel station infrastructure Corresponding annual H₂ consumption of some bn tons p.a.
EOR/EGR*	1.5	4 - 5	18 - 35	 Single to double digit number of large N₂ EOR/NRU projects Double digit number of large CO₂ EOR projects including industrial CO₂ capture and pipeline (overlapping w/CCS)
LNG	3 - 4	6 - 10	11 - 23	 Based on penetration rate of LNG replacing existing fuels Merchant LNG projects based on geographical set up and existing infrastructure Floating LNG projects
Renewables	1	2	3	Includes mainly gases used for manufacturing of photovoltaic cells
Range	5 - 7	14 - 19	18-140	* Assuming 100% Build Own Operate and excluding sale of equipment and plants.

General assumptions:

- Market numbers are directional only and w/o inflation or currency
- Oil price development at 80-100 USD/bll
- Outsourced gases market only (excl. captive market or equipment sales)

Mega-trend Energy/Environment Current and future growth markets for Gases & Engineering



Better use of fossil resources: Renewable energy: Clean energy: Existing growth markets Developing growth markets Future growth markets Signed Gases contracts for Statoil plant, Hammerfest, Photo-Vattenfall Pilot Project, Liquified Natural **OxyFuel** voltaic 6 GWp of nominal capacity Gas (LNG) Floating LNG Schwarze Pumpe, Germany Waste Management JV **RWE/BASF Pilot Project,** Post-comb. Pearl GTL project, Gas-To-Liquid Bio to Liquids plant started up in 2009 Niederaussem, Germany CO₂ capture **Qatar Shell GTL LTd** (GTL) Recycling CO₂ (OCAP, NId) Choren/Sun Fuel Pilot Biomass-RECTISOL® CO2 wash, used CO₂ handling CO₂ scrubbing CO₂SINK, Ketzin, Germany Conversion Project, Germany at Hammerfest LNG plant Statoil LNG plant, Norway **Turbines for geothermal** ASUs and Rectisol for coal Geothermal Coal-to-Gas project in France gasifications in China H₂ Mobility Initiative launched Automotive Tonnage contract with Coal Hydrogen with key industrial partners liquefaction Bayer/SCCC* in China **Enhanced Oil&** Pemex Cantarell project, Mexico Gas Recovery Adnoc Joint Venture, Abu Dhabi Tonnage contracts with Shell, Refinery EMAP, Chevron, CITGO,... Hydrogen

Higher efficiency in energy use: Sustained growth in traditional end markets REBOX® oxy-fuel (steel), WASTOX® (aluminium), Oxygen burner (glass), Water Treatment, ...

*Shanghai Cooking & Chemical Corporation

Group

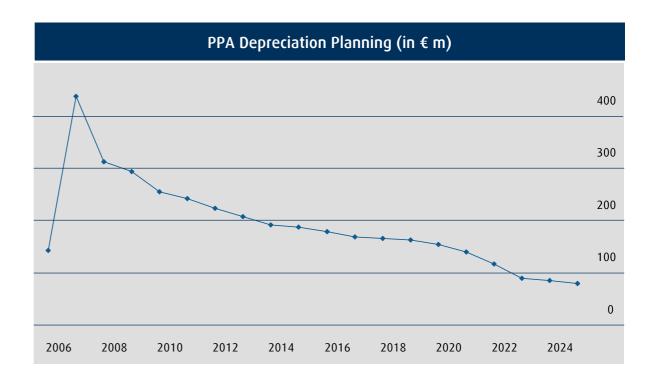
PPA – Expected Depreciation & Amortisation



- Development of depreciation and amortisation
- Impact in Q1 2012: € 61 million

Expected range in € m

2012	210 – 225
2013	190 - 210
2022	< 125



Group, Definition of financial key figures



Operating Profit	Return	EBITDA (incl. IFRIC 4 adjustment) excl. finance costs for pensions excl. special items incl. share of net income from associates and joint ventures
adjusted ROCE	Return	Operating profit - depreciation / amortisation excl. depreciation/amortization from purchase price allocation
	Average Capital Employed	equity (incl. minorities) + financial debt + liabilities from financial leases + net pension obligations - cash, cash equivalents and securities - receivables from financial leases
adjusted EPS	Return	earnings after tax and minority interests + depreciation/amortization from purchase price allocation +/- special items
	Shares	average outstanding shares

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Financial Calendar

— Interim Report January to June: 27 July 2012

Interim Report January to September: 29 October 2012