



# January – June 2010 Conference Call

LeadIng.



THE LINDE GROUP

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Member of the Executive Board & CFO  
2 August 2010

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## **Growth accelerating over H1 2010**

Group sales up 11.5% to €6.104 bn, comparable Gases growth improving to 7.1% in Q2

Group operating profit increased 26.4% to €1.396 bn

Reported EPS of €2.63 (+78.9%), adjusted EPS of €3.15 (+52.9%)

Operating Cash Flow up 7.3% to €902 m, driven by a 17.7% increase in Q2

## **Improving market conditions and HPO drive double-digit earnings growth**

Growth still led by our emerging market activities, especially in Asia and South America

Further economic recovery in the US, Western and Eastern Europe

HPO savings drive further margin improvement of 270 bp to 22.9%

## **2010 Outlook reinforced**

Growth in group sales and over-proportionate increase of group operating profit

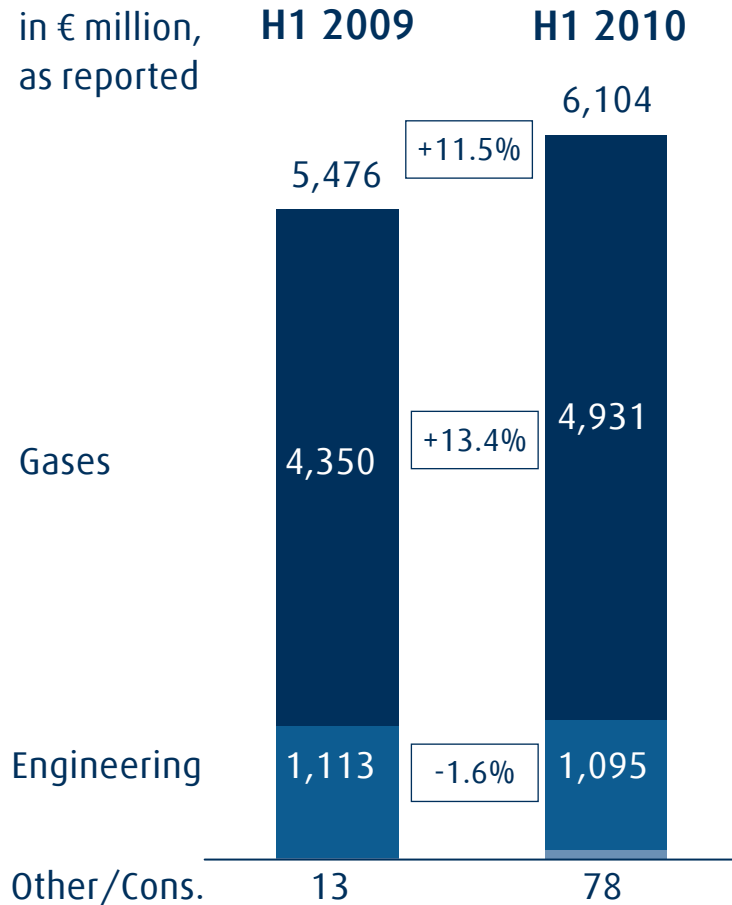
Group operating profit above record year 2008

# Group, sales by Divisions

Ongoing recovery and currencies drive group sales up 11.5%



in € million,  
as reported



## Gases Division

- Comparable\* sales growth accelerating to 7.1% in Q2
- Global economic recovery visible in all product areas, strongest growth in tonnage and bulk segments
- Supportive currency development: major translational effects on AUD and ZAR

## Engineering Division

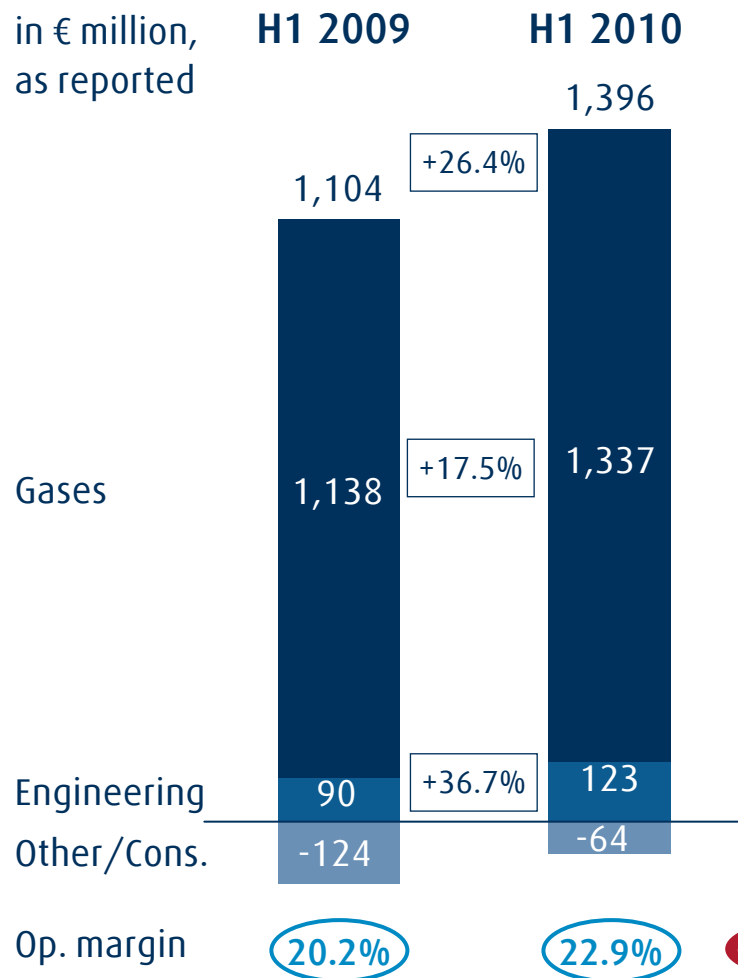
- Sales on last year's level
- Execution of order backlog fully on track

\*excluding currency, natural gas price and consolidation effect

# Group, operating profit by Divisions

270 bp group margin increase supported by HPO savings

in € million,  
as reported



## Gases Division

- Ongoing double-digit operating profit\* growth
- Over-proportionate growth compared to sales: operating margin of 27.1%, up 90 bp YoY
- Full commitment to our HPO initiatives: We are continuously improving our long-term profitability.

## Engineering Division

- Margin of 11.2%, ahead of our 8% target
- Successful completion of several projects

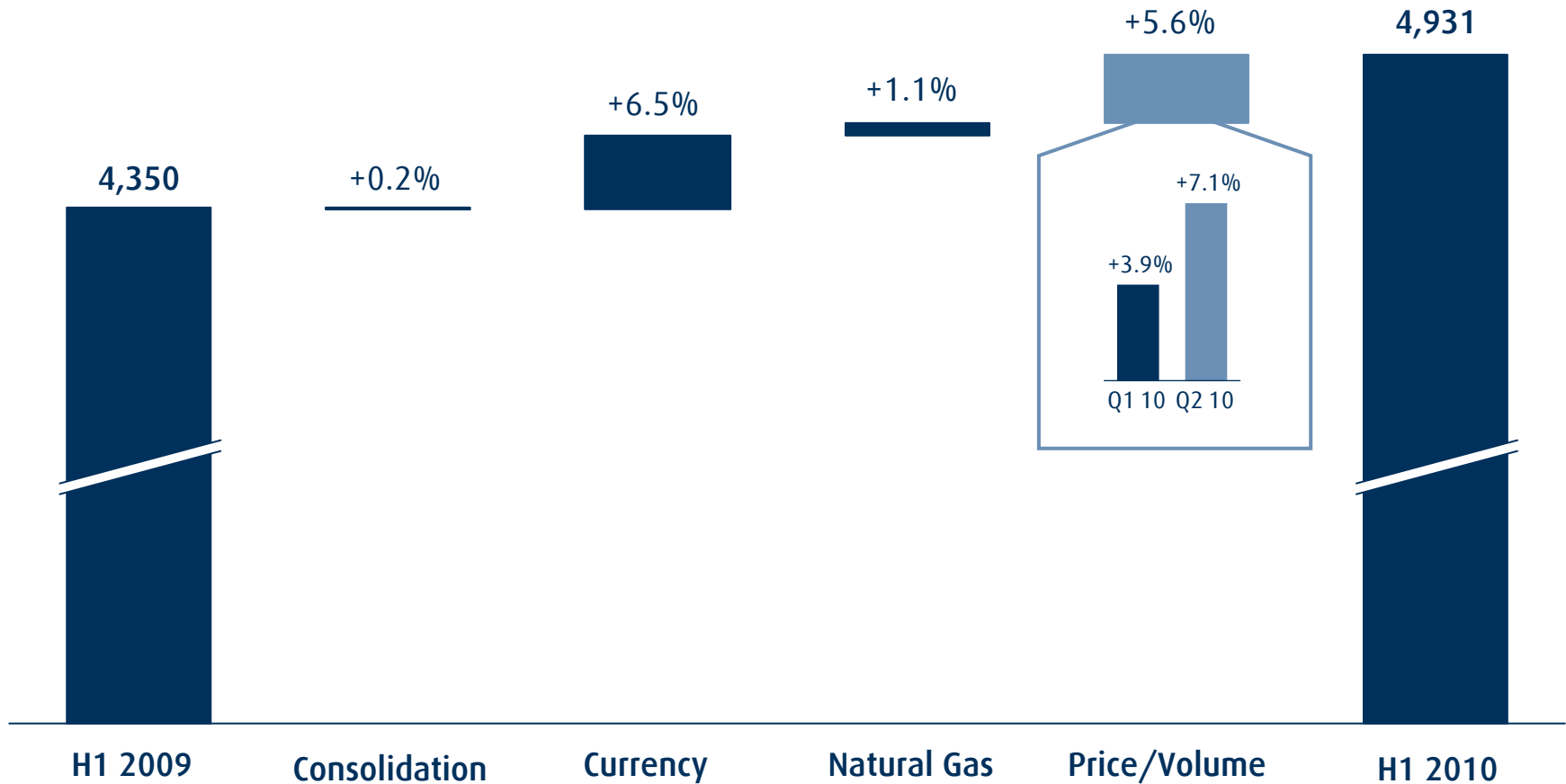
**+270 bp** on reported basis

+150 bp, adjusted for €67 m restructuring charges in H1 2009

# Division Gases, sales bridge

Q2 sales increase of 7.1% on comparable basis

in € million

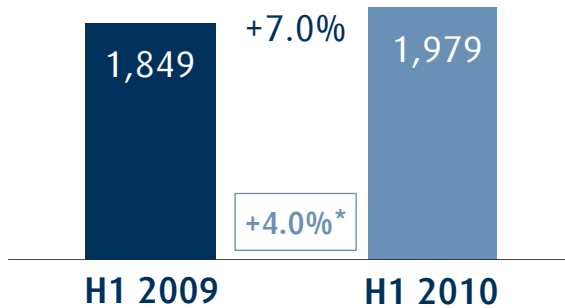


# Gases Division, sales by operating segment

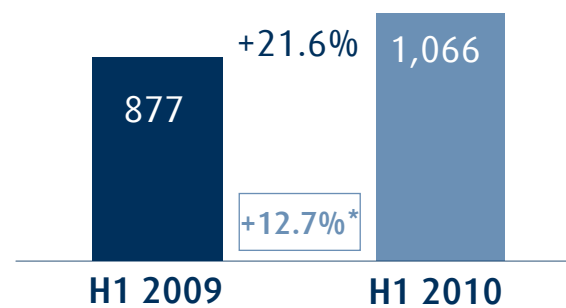
## Emerging markets show the strongest growth momentum

in € million

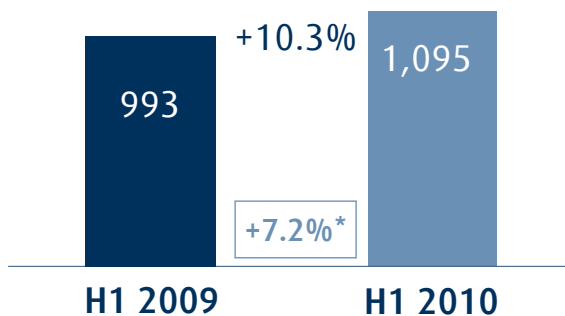
### Western Europe



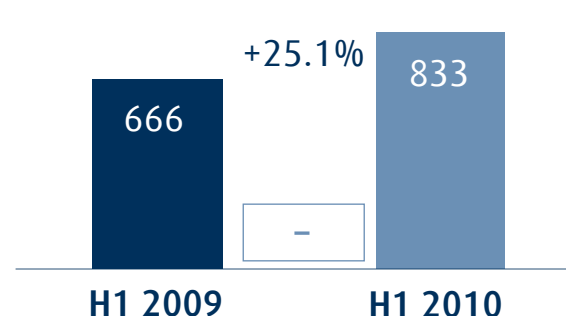
### Asia & Eastern Europe



### Americas



### South Pacific & Africa



- Volume recovery in our industrial end markets becoming more and more visible
- Strongest growth in Emerging Markets, double-digit comparable growth in Greater China and South- & East-Asia
- Improving momentum in Europe (West & East) and the US in Q2
- South Pacific and Africa continue to show major currency benefits

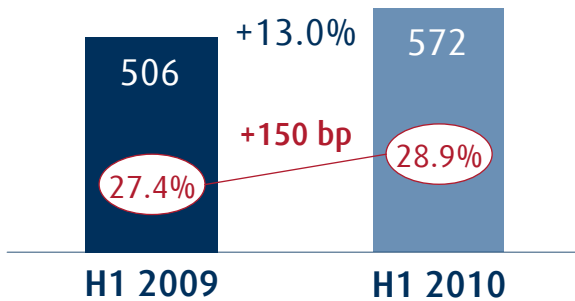
\*excluding currency, natural gas price and consolidation effect

# Gases Division, operating profit by operating segment

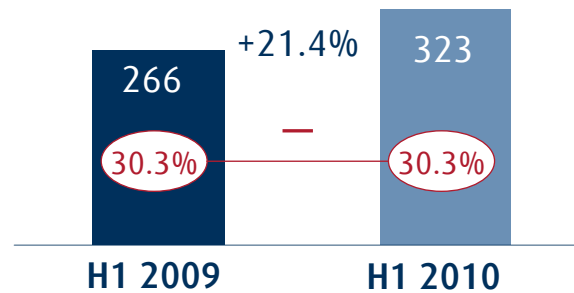
## HPO drives operating margin up to 27.1%

in € million

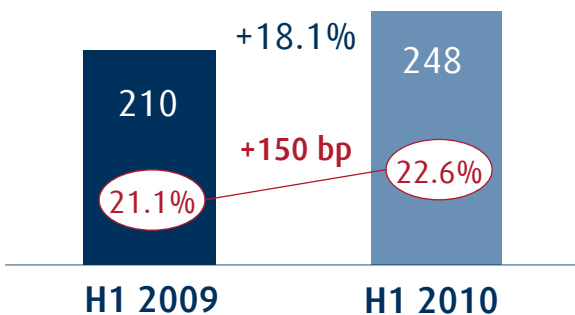
### Western Europe



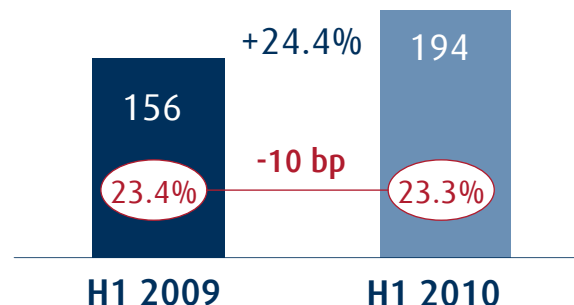
### Asia & Eastern Europe



### Americas



### South Pacific & Africa



- YoY margin improvement in the Gases Division driven by strong margin increase in Western Europe and Americas
- Margin in the operating segment Asia & Eastern Europe impacted by higher natural gas prices



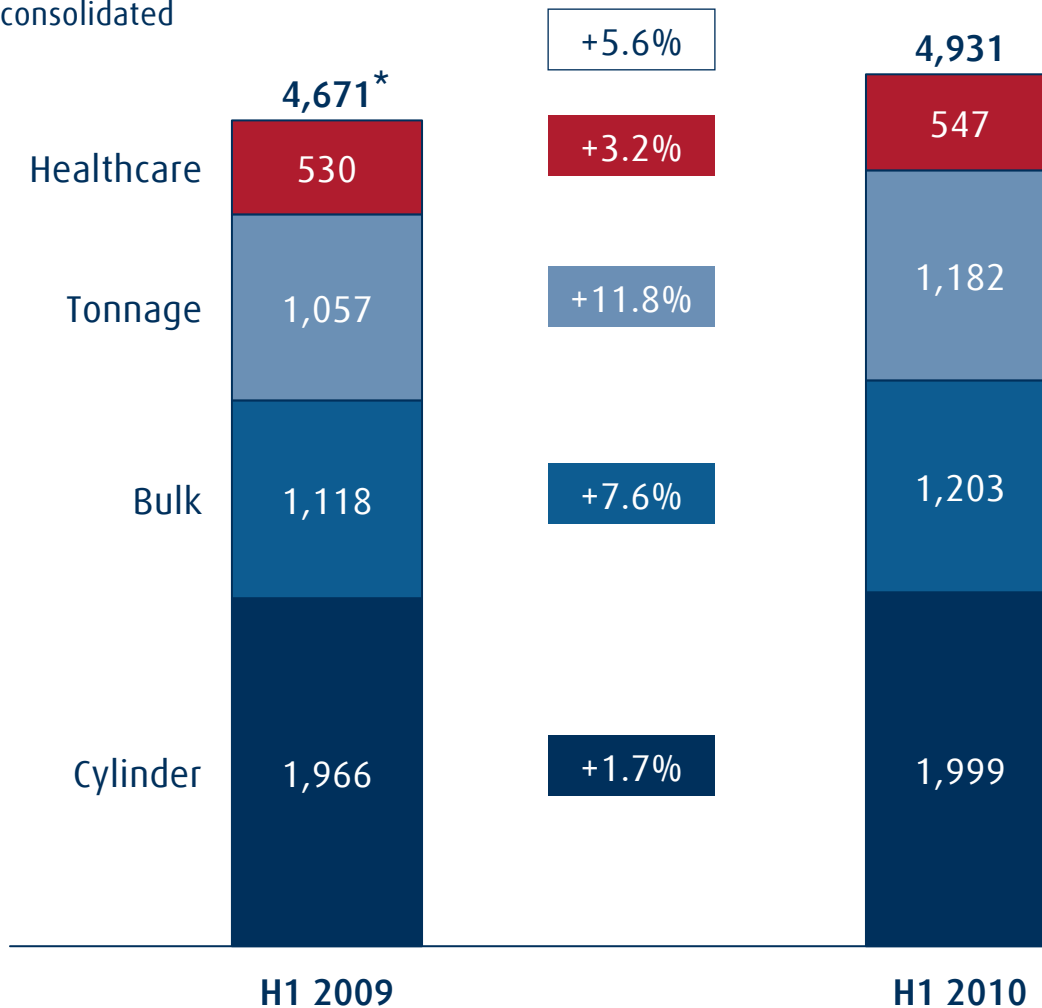
# Gases Division, sales by product areas

Business environment further improving in all product areas



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in € million,  
comparable\*, consolidated

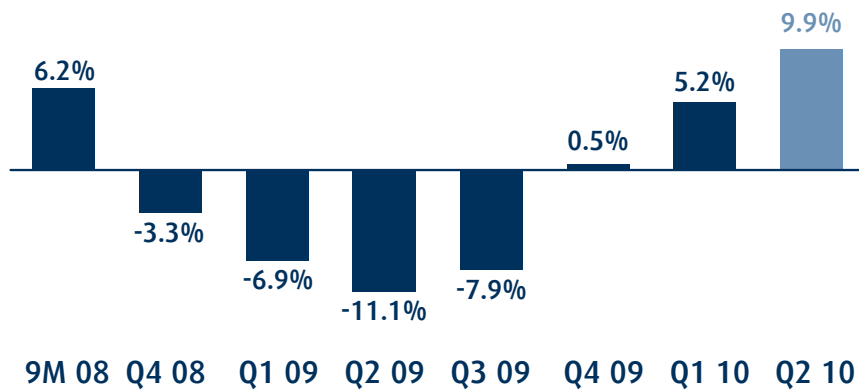


\*excluding currency, natural gas price and consolidation effect

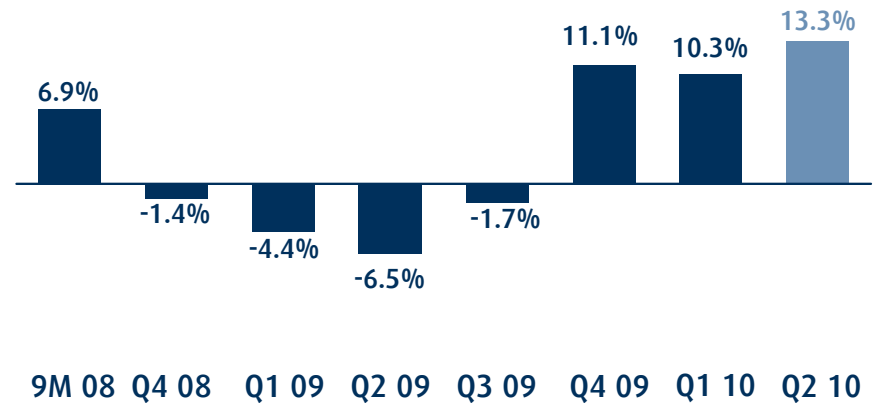
# Gases Division, product areas (comparable YoY growth)

## Cylinder business recovering further

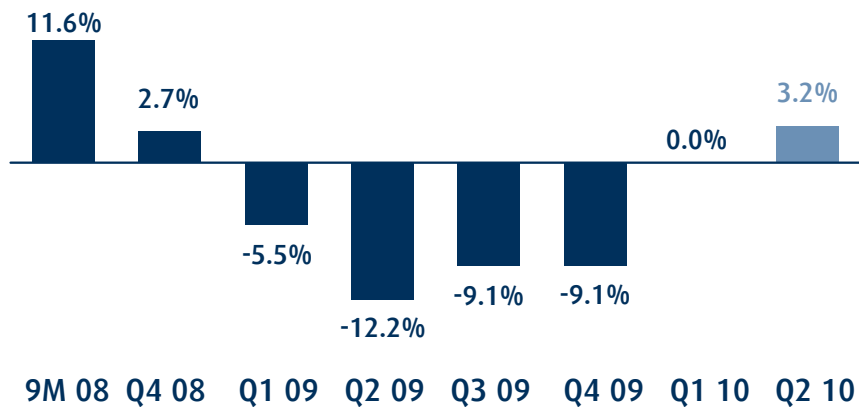
### Bulk



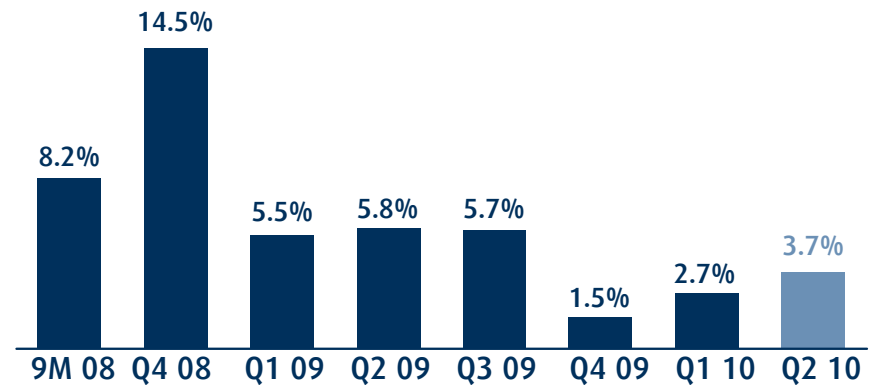
### Tonnage



### Cylinder



### Healthcare



# Gases Division, project pipeline

## Strong H1 2010, full pipeline of opportunities

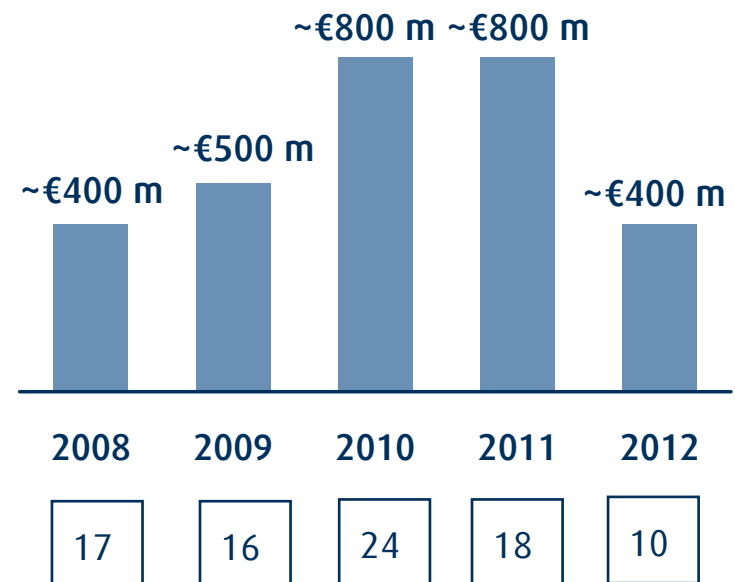
- €2.9 bn investments between 2008-2012 (thereof €0.5 bn in JVs @ share)
- 65% of project Capex allocated to emerging markets

Large projects for ~€450 m decided in H1 2010

Major contracts:

ArcelorMittal	Temirtau, Kazakhstan
Thyssen Krupp	Duisburg, Germany
TSMC	Tainan, Taiwan
Wacker	Nünchritz, Germany
Sinopec & Dynamics	Nanjing, China
BOE	Beijing, China
GCL	Xuzhou, China
Samsung	Guheung, South Korea

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



(All projects > €10 m investment)

# Engineering Division, key figures

## Underlying market environment keeps improving



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- Strong order intake of small- and mid-sized contracts across all product segments
- YoY comparison impacted by mega olefin project (Ruwais, Abu Dhabi) signed in Q2 09
- Order backlog up to €4.315 bn (year-end 2009: €4.215 bn)

in € million	H1 09	H1 10	Δ YoY
Order intake	1,299	962	-25.9%
Sales	1,113	1,095	-1.6%
Operating profit*	90	123	+36.7%
Margin	8.1%	11.2%	+310 bp

\*EBITDA before non-recurring items and incl. share of net income from associates and joint ventures

# Group, Cash Flow Statement

Operating Cash Flow up 7.3%, driven by 17.7% increase in Q2



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in € million	Q1 10	Q2 10	H1 10	H1 09
Operating profit	641	755	1,396	1,104
Change in Working Capital	-98	-3	-101	10
Other changes	-146	-247	-393	-273
<b>Operating Cash Flow</b>	<b>397</b>	<b>505</b>	<b>902</b>	<b>841</b>
Investments in tangibles/intangibles	-223	-280	-503	-543
Acquisitions/Financial investments	-6	-9	-15	-69
Other	38	44	82	76
<b>Investment Cash Flow</b>	<b>-191</b>	<b>-245</b>	<b>-436</b>	<b>-536</b>
<b>Free Cash Flow before Financing</b>	<b>206</b>	<b>260</b>	<b>466</b>	<b>305</b>
Interests and swaps	-22	-120	-142	-135
Dividends and other changes	-1	-303	-304	-322
<b>Net debt decrease (-) / increase (+)</b>	<b>-183</b>	<b>163</b>	<b>-20</b>	<b>152</b>

**Based on current consensus expectations for a moderate economic recovery**

**Group:** Growth in sales and over-proportionate operating profit increase vs 2009, operating profit above record year 2008

- Capital expenditure above 2009 level
  - Confirmation of HPO programme: €650-800 m of gross cost savings in 2009-2012
- 

**Gases:** Increase in sales and operating profit vs 2009, operating profit above record level of 2008

- Strong project pipeline in the tonnage product area
  - Volume improvement in the bulk & cylinder product areas
  - Ongoing structural growth in healthcare
- 

**Engineering:** Sales at least on 2009 level, operating margin to exceed 8% target margin in 2010

- Order backlog provides visibility for up to two years
- Further indications of improving investment climate for our key plant types

# Appendix

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# Group Financial Highlights

## Q2 2010

in € million	Q2 09	Q2 10	in %
Sales	2,781	3,210	+15.4
Operating profit	566	755	+33.4
Margin	20.4	23.5	+310 bp
EBIT before PPA depreciation	346	512	+48.0
PPA depreciation	66	72	-
EBIT	274	446	+62.8
Financial Result	-79	-83	-
Taxes	49	93	-
Net income	146	270	+84.9
Net income – Part of shareholders Linde AG	133	247	+85.7
EPS in €	0.79	1.46	+84.8
Adjusted EPS in €	1.07	1.74	+62.6



# Group Financial Highlights

H1 2010



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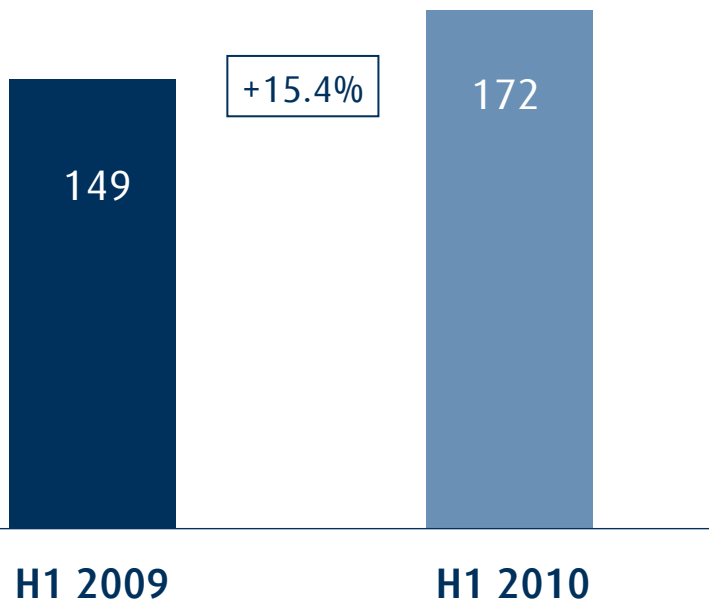
in € million	H1 09	H1 10	in %
Sales	5,476	6,104	+11.5
Operating profit	1,104	1,396	+26.4
Margin	20.2	22.9	+270 bp
EBIT before PPA depreciation	669	922	+37.8
PPA depreciation	146	125	-
EBIT	523	797	+52.4
Financial Result	-158	-151	-
Taxes	91	163	-
Net income	274	483	+76.3
Net income – Part of shareholders Linde AG	248	445	+79.4
EPS in €	1.47	2.63	+78.9
Adjusted EPS in €	2.06	3.15	+52.9

# Gases Division, Joint Ventures

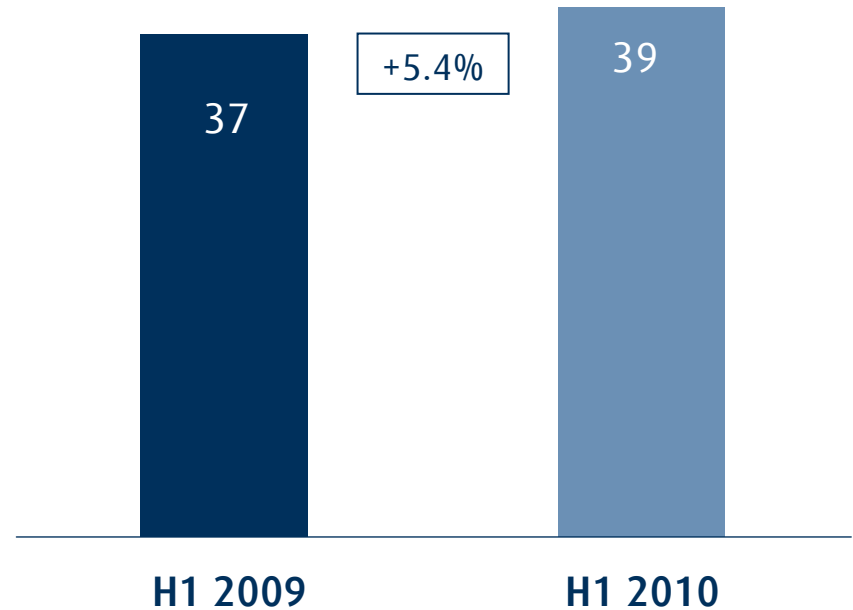
## Asian projects drive growth of our JV sales

in € million

### Proportionate Sales (not incl. in the Group top-line)



### Share of Net Income (contribution to operating profit)

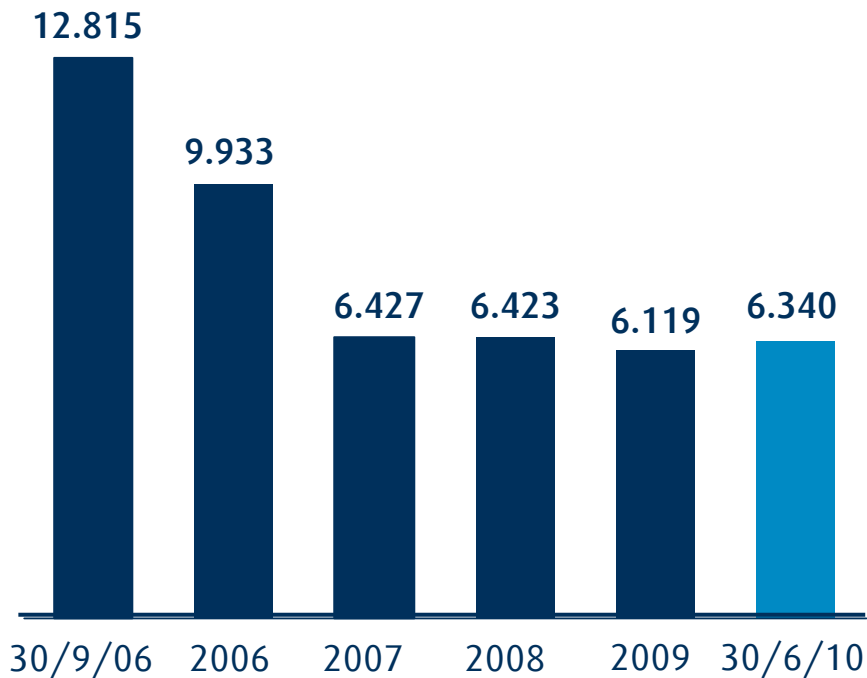


# Group, solid financial position

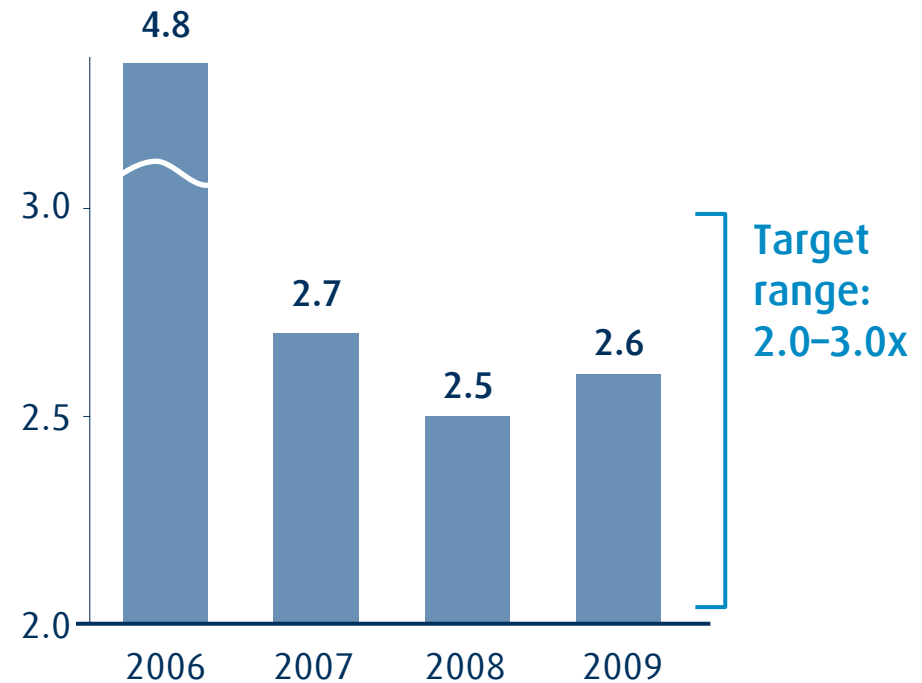
Successful deleveraging rewarded with rating upgrade

2009 Net debt/EBITDA ratio of 2.6x, well within our target range of 2-3x

Net debt in € bn



Net debt/EBITDA



Rating upgrade by S&P and Moody's towards A- and A3 respectively, both with stable outlook

### Purchase Price Allocation (PPA)

Impact in H1 2010: €125 m (H1 2009: €146 m)

Expected impact FY 2010: €200-250 m

#### Background:

- The difference between the purchase cost of BOC and related acquisitions in Asia and their net asset value has been allocated to assets on the Linde balance sheet (for BOC, see Linde 2007 annual report, p. 99).
- The revaluation of these assets leads to additional depreciation and amortisation charges according to the useful life of the assets.
- Goodwill is not amortised but subject to a yearly impairment test.
- Depreciation & Amortisation from PPA is excluded from the calculation of Adjusted EPS.

### IFRIC 4: Embedded Finance Lease (EFL)

Impact\* in H1 2010 : €-58 m (H1 2009 : €-63 m)

Expected impact\* FY 2010: €-112 m \*(on Sales and EBITDA)

#### Background:

- Tonnage contracts dedicated to one single customer (> 95% of sales), who covers all major market risks, have to be treated under IFRS like an embedded finance lease.
- The related cash flow streams are therefore no more booked as sales and operating profit but recognised as amortisation of financial receivables in the balance sheet and financial income in the P&L.
- EBITDA multiple comparison with peers needs to be adjusted for IFRIC 4
- Very minor impact on EPS, no impact on Free Cash Flow

# Definition of financial key figures



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



Thank you for your attention.

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