



January – September 2007 Conference Call

LeadIng.



THE LINDE GROUP

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October 30, 2007



This investor presentation has been prepared independently by Linde AG (“Linde”). The presentation contains statements which address such key issues as Linde’s growth strategy, future financial results, market positions, and product development. Such statements should be carefully considered, and it should be understood that many factors could cause forecast and actual results to differ from these statements. These factors include, but are not limited to price fluctuations, currency fluctuations, developments in raw material and personnel costs, physical and environmental risks, legal and legislative issues, fiscal, and other regulatory measures. Stated competitive positions are based on management estimates supported by information provided by specialised external agencies.

Ongoing underlying growth in operating performance

- Group sales increase by 14.7% to € 8.958 bn after 9 months, Q3 sales up 18.6% to € 3.070 bn
- 9M operating profit up by 16.7% to € 1.770 bn, 20.7% increase in Q3 to € 612 mn
- Nine-months reported EPS rises to € 4.48 (06: € 3.38), on adjusted basis € 3.55 (06: € 3.50)
- Q3 reported EPS of € 0.82 (06: € 1.13) , adjusted figure € 1.37 (06: € 1.25)
- Operating Cash Flow after nine months up to € 1.170 bn
- Overall Free Cash Flow generation of € 3.474 bn in 9M

Group outlook for 2007 refined

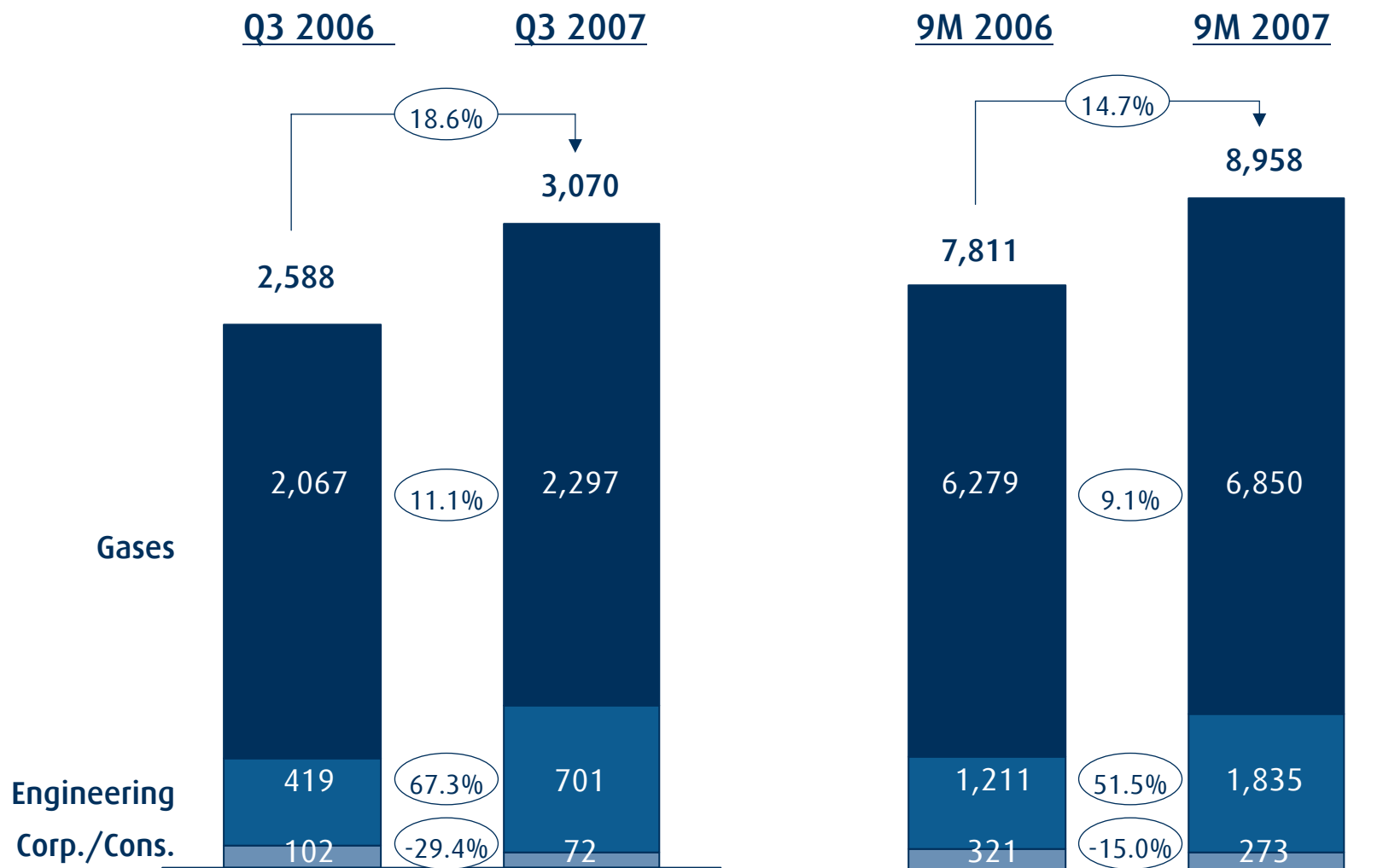
- Sales of more than € 12 bn
- Operating profit of € 2.3 – 2.4 bn
- Net debt to be below € 7.2 bn

Group

Sales by segment, in € million



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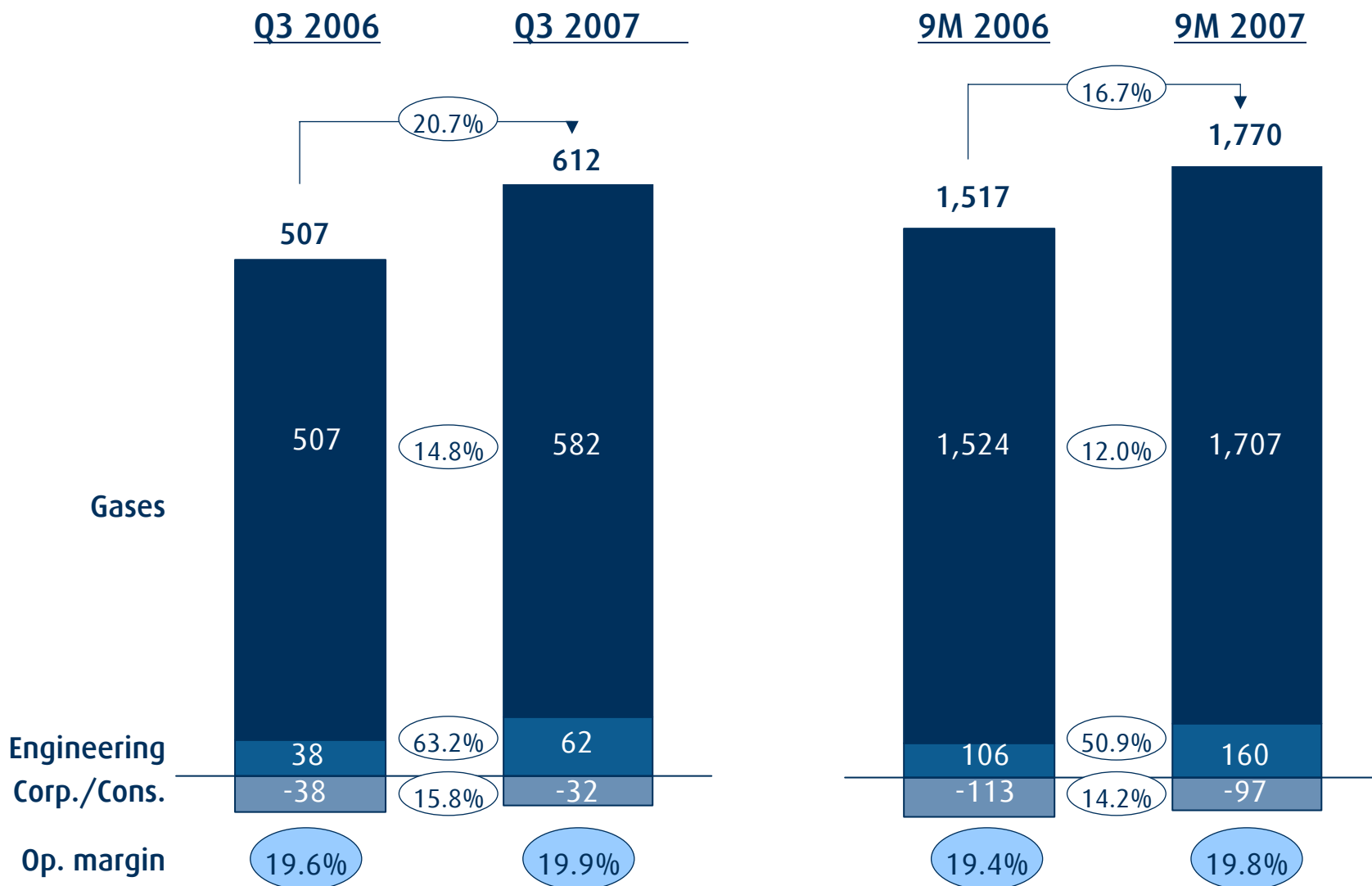


Group

Operating profit by segment, in € million



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Gases Division

Key Figures

- Sales increase of 7.5% on comparable basis for the nine-month period
- Operating profit rises 12.0% to € 1.707 bn
- Embedded Financial Lease impact on operating profit of € -96 mn in 9M
- Operating margin further on positive trend (+60 bp per September 07)

In € million	Q3 07	Δ yoy	9M 07	Δ yoy	9M Δ yoy comparable*
Sales	2,297	11.1%	6,850	9.1%	7.5%
Europe	1,173	7.1%	3,483	7.8%	6.0%
America/Africa	681	5.4%	2,203	4.1%	9.8%
Asia/Pacific	462	36.7%	1,202	24.8%	8.4%
Consolidation	-19		-38		
Operating profit**	582	14.8%	1,707	12.0%	-
Margin	25.3%	+80bp	24.9%	+60bp	

* Comparable: Excluding currency, consolidation and natural gas price effects

** EBITDA before special items and incl. share of net income from associates and joint ventures

Solid growth momentum in all regions



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Europe

Sales: € 3,483 mn
(7.8%/6.0% comp.)

- Strong organic growth all across Europe
- Further consolidations in Turkey and Algeria add to our market position in attractive growth regions

America/Africa

Sales: € 2,203 mn
(4.1%/9.8% comp.)

- **North America: € 1,493 billion (2.6%/6.9% comparable)**
 - New facility ramp-up and strong Bulk business
 - Weak US dollar impacting unfavourably
- **South America: € 375 million (15.0%/17.0% comparable)**
 - Tonnage start-ups
 - Strong Healthcare volumes
- **Africa: € 391 million (2.6%/16.6% comparable)**
 - Favourable economy carries volume and price growth

Asia/Pacific

Sales: € 1,202 mn
(24.8%/8.4% comp.)

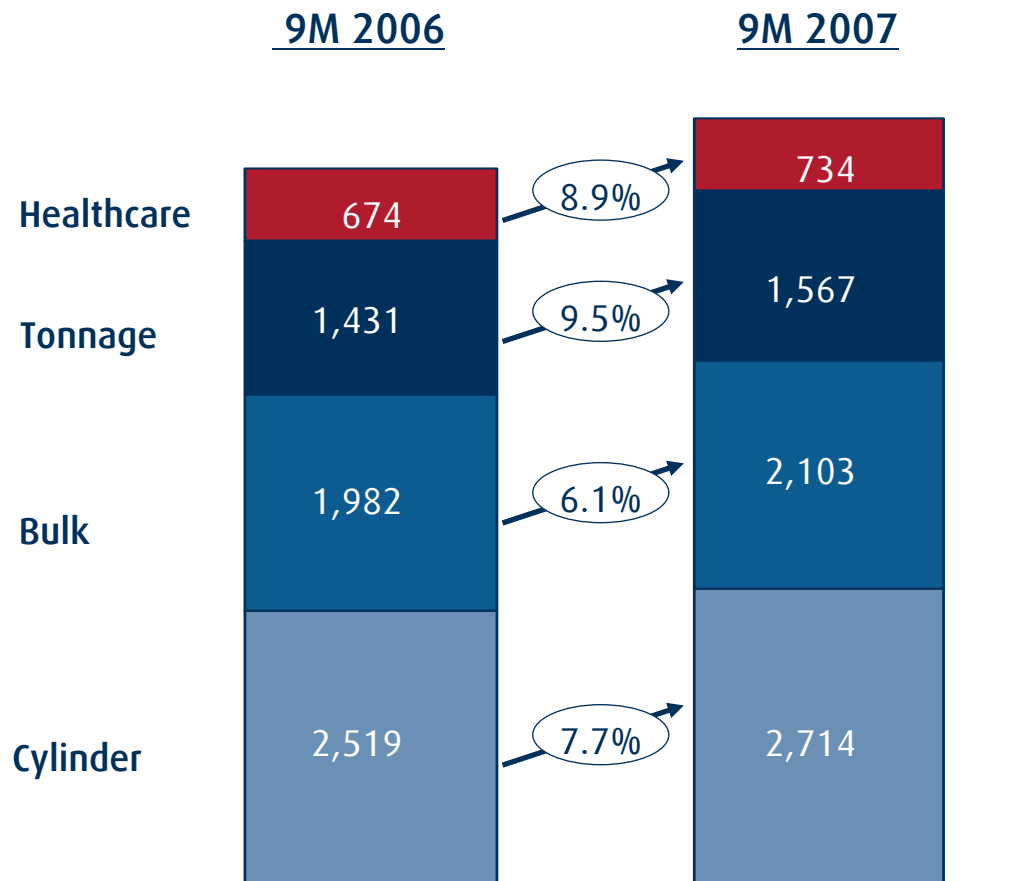
- Successful completion of portfolio alignment
- Strong growth in China driven by project start ups and high customer demand
- Prospering minerals industry drives equipment and rental business

* Excluding HQ sales & CC adjustments

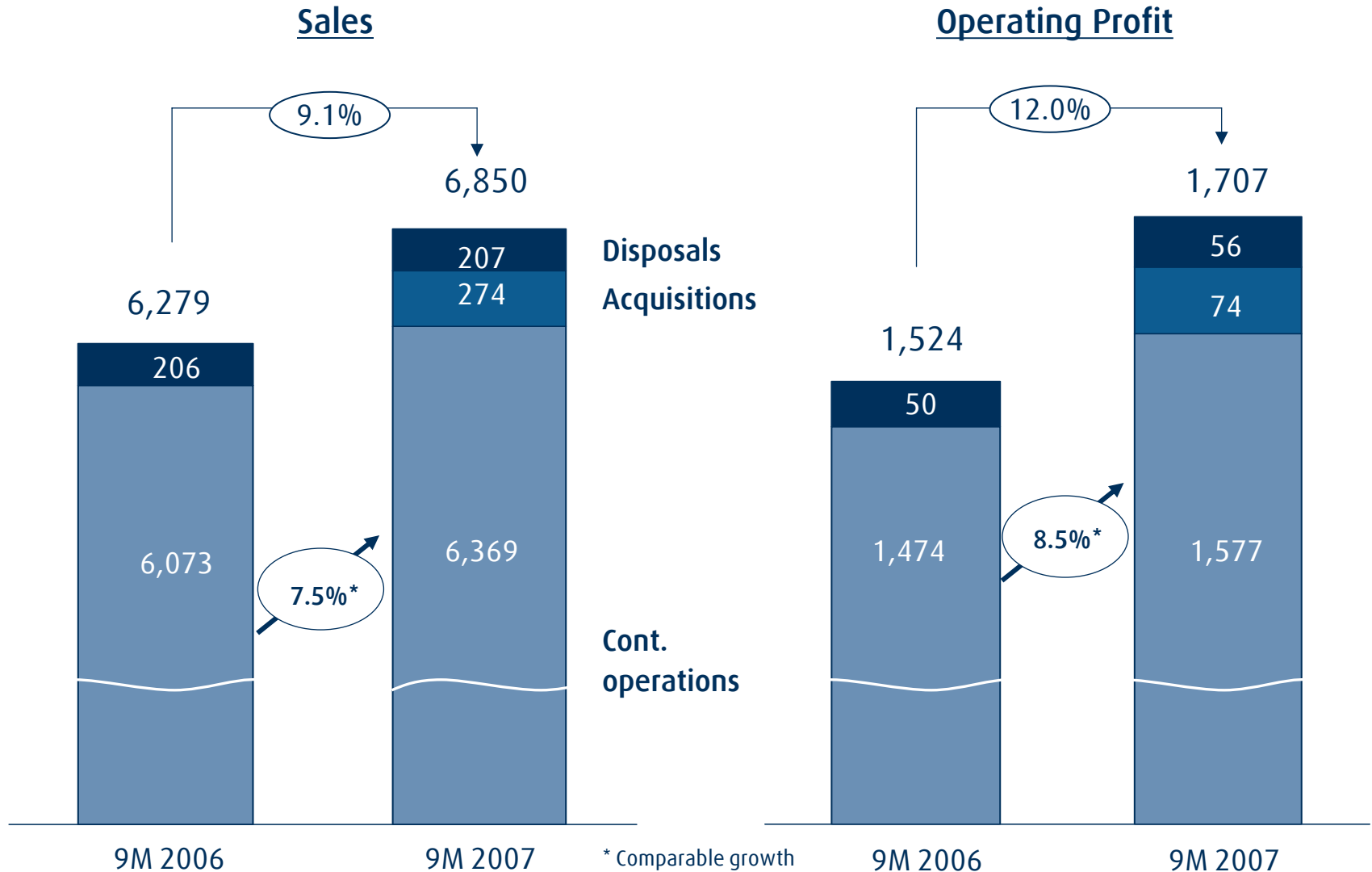
** Comparable: Excluding currency, consolidation and natural gas price effects

Gases Division

Sales by product segment, 9M 2007*



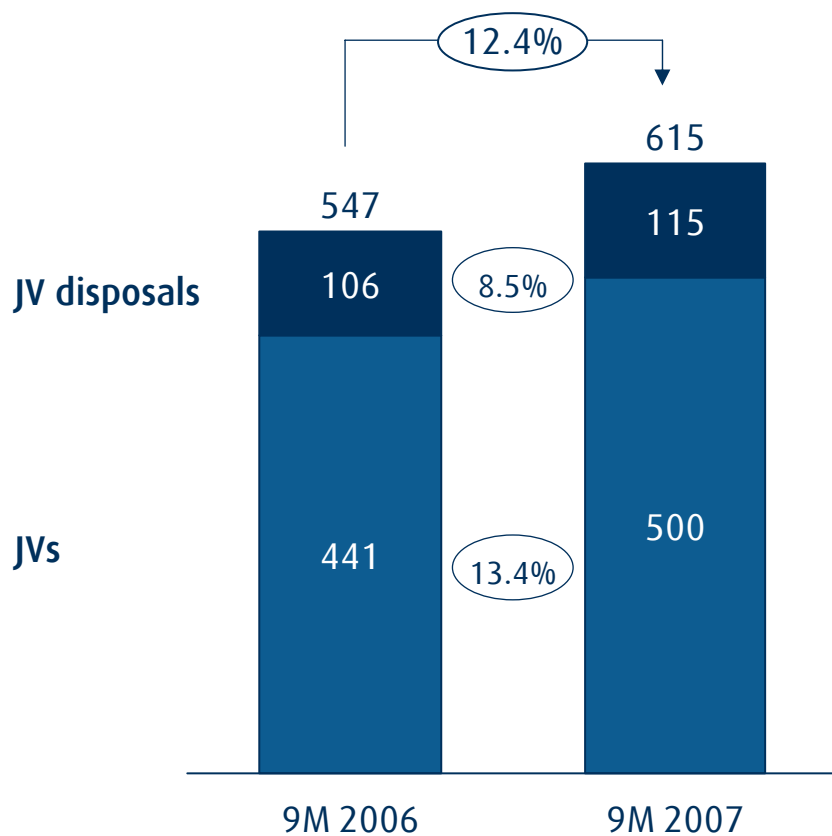
* In € million, unconsolidated, comparable (excluding currency, consolidation and natural gas price effects)



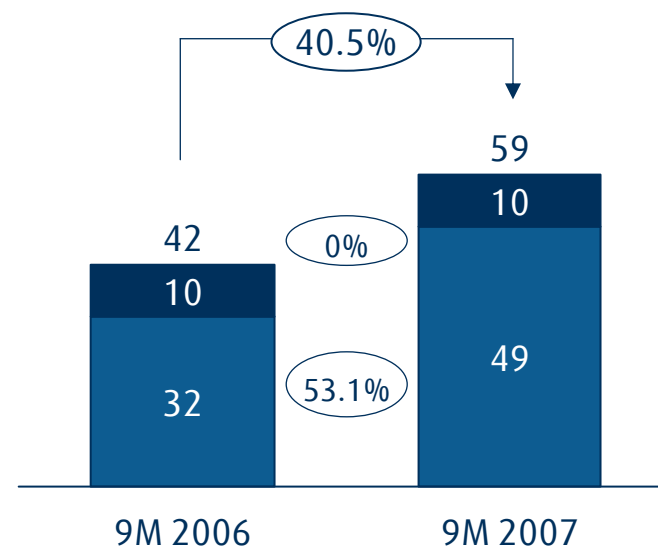
Gases Division

Proportionate contribution of JVs, 9M 2007 (in € million)

Sales (like-for-like)



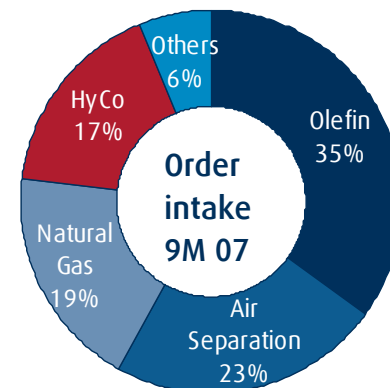
Net Income (like-for-like)



Engineering Division

Key Figures

- Order intake as of September close to high level of 2006
- Nine-months sales rise 51.5% to € 1.835 bn
- Increase in 9-months operating profit of 50.9% to € 160 mn
- Order backlog stable at € 4.6 bn per September



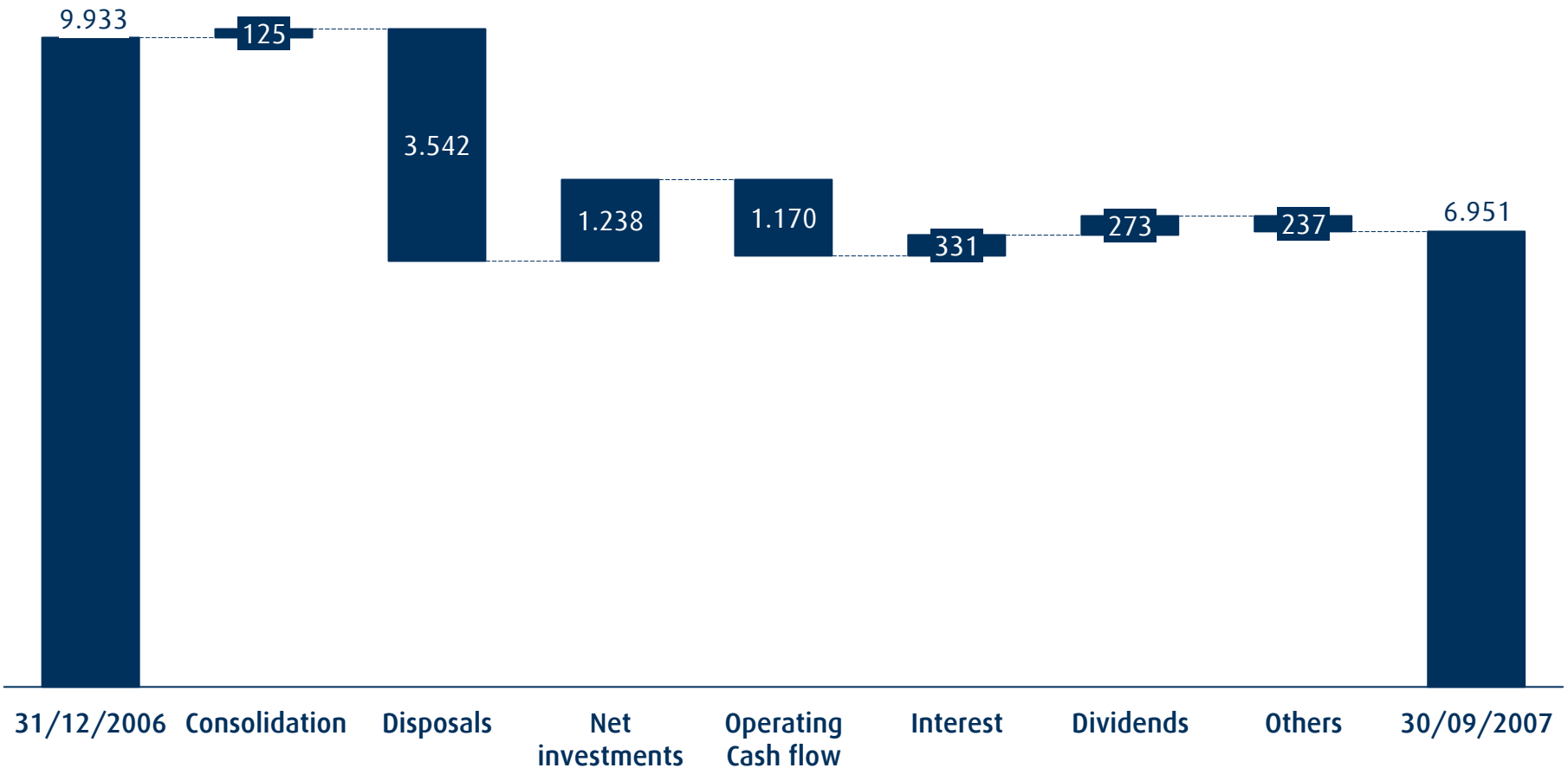
In € million	Q3 07	Δ yoy	9M 07	Δ yoy
Order intake	749	-43.9%	2,248	-12.3%
Sales	701	67.3%	1,835	51.5%
Operating profit*	62	63.2%	160	50.9%
Margin	8.8%	-30bp	8.7%	-10bp

* EBITDA before special items and incl. share of net income from associates and joint ventures

Net debt of € 6.951 billion

Year-end net debt expected to be below € 7.2 billion

in Mio. €



No major maturities until April 2012 after issuance of senior benchmark bonds in April at attractive rates:

€ 1 bn, 5 year with fixed coupon of 4,375% (at midswap + 24bp)

€ 1 bn, 10 years with fixed coupon of 4,750% (at midswap + 45 bp)

GBP 300 mn, 16 years with fixed coupon of 5,875% (at UKT 5%, 2025 + 109 bp)

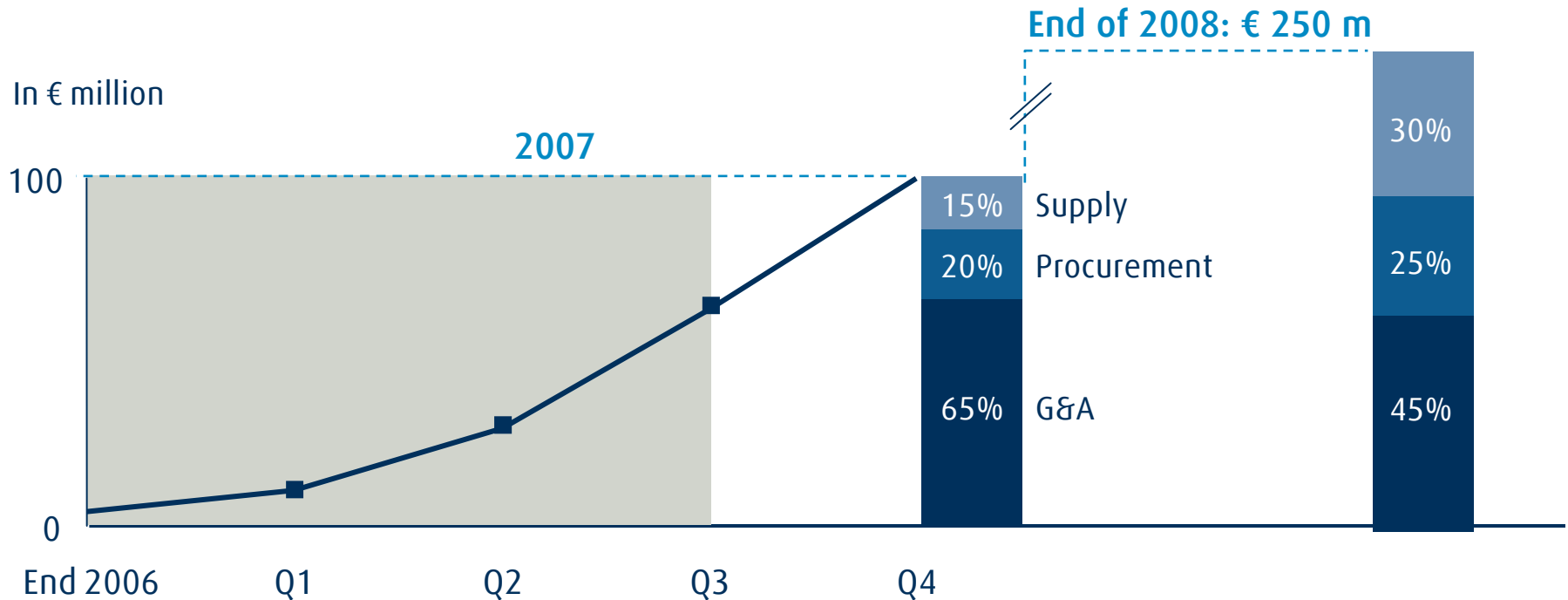
Outstanding capital market debt maturing in:

- 2008 approx. € 350 mn
- 2009 approx. € 625 mn (incl. nominal € 238 mn convertible)
- 2010/2011 approx. € 20 mn. in total (Afrox, South Africa)

Group – Cash Flow Statement

Key elements

(In € million)	Q1/2007	Q2/2007	Q3/2007	9M 2007	9M 2006
Operating profit before unusual items	569	589	612	1,770	1,390
Change in Working Capital	-79	70	-2	-11	235
Funds from operations	490	659	610	1,759	1,625
P&L Taxes as reported	-201	-94	-64	-359	-279
Accrued taxes on disposals	160	-	-	160	-
Payed taxes on disposals	-	-176	-51	-227	-
Other changes	-36	-57	-70	-163	-355
Cashflow from operating activities	413	332	425	1,170	991
Disposal proceeds	1,810	1,732	-	3,542	-
Net investing activities	-280	-482	-476	-1,238	-11,969
Free Cashflow	1,943	1,582	-51	3,474	-10,978



- Confirmation of € 50 mn P&L impact in 2007
- G&A initiatives largely contribute to the impact in 2007, mainly driven by FTE reduction; Former BOC's headquarters closed end of Q3, restructuring of central functions largely done; restructuring of regional overheads progressing well
- Procurement and supply synergies to be realized on an on-going basis
- Best-practice roll-out ("best-of-both") progressing site by site, yielding first results
- Synergy initiative progress being continuously implemented, tracked and followed up by central Programme Management

Outlook

Double-digit growth of sales and operating profit in 2007



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Group

2007:

- Sales of more than € 12 bn
- Operating profit of € 2.3 -2.4 bn
- Net debt to be below € 7.2 bn

Gases Division

- Sales increase above market growth
- Overproportionate increase of operating profit

Engineering Division

- Further significant increase of sales and operating profit in 2007 based on high order backlog and positive market environment
- 2007: Sales to reach at least € 2.4 bn

Appendix

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- Sales increase by 14.7% to € 8.958 bn
- Accelerating improvement in operating profit to € 1.770 bn (+16.7%)
- PPA impact of € -335 mn (€-134 mn in Q3), book gain on disposals of € 574 mn

In € million	Q3 07	Δ yoy	9M 07	Δ yoy
Sales	3,070	18.6%	8,958	14.7%
Operating profit*	612	20.7%	1,770	16.7%
EBIT before PPA and exceptionals	420	-	1,147	-
Financial result	-73	-	-277	-
EBT	213	-	1,109	-
Net income	150	-	764	-
EPS reported	0.82	-	4.48	-
EPS adjusted**	1.37	9.6%	3.55	1.4%

* EBITDA before special items and incl. share of net income from associates and joint ventures

** adjusted for depreciation/amortisation from PPA and special items

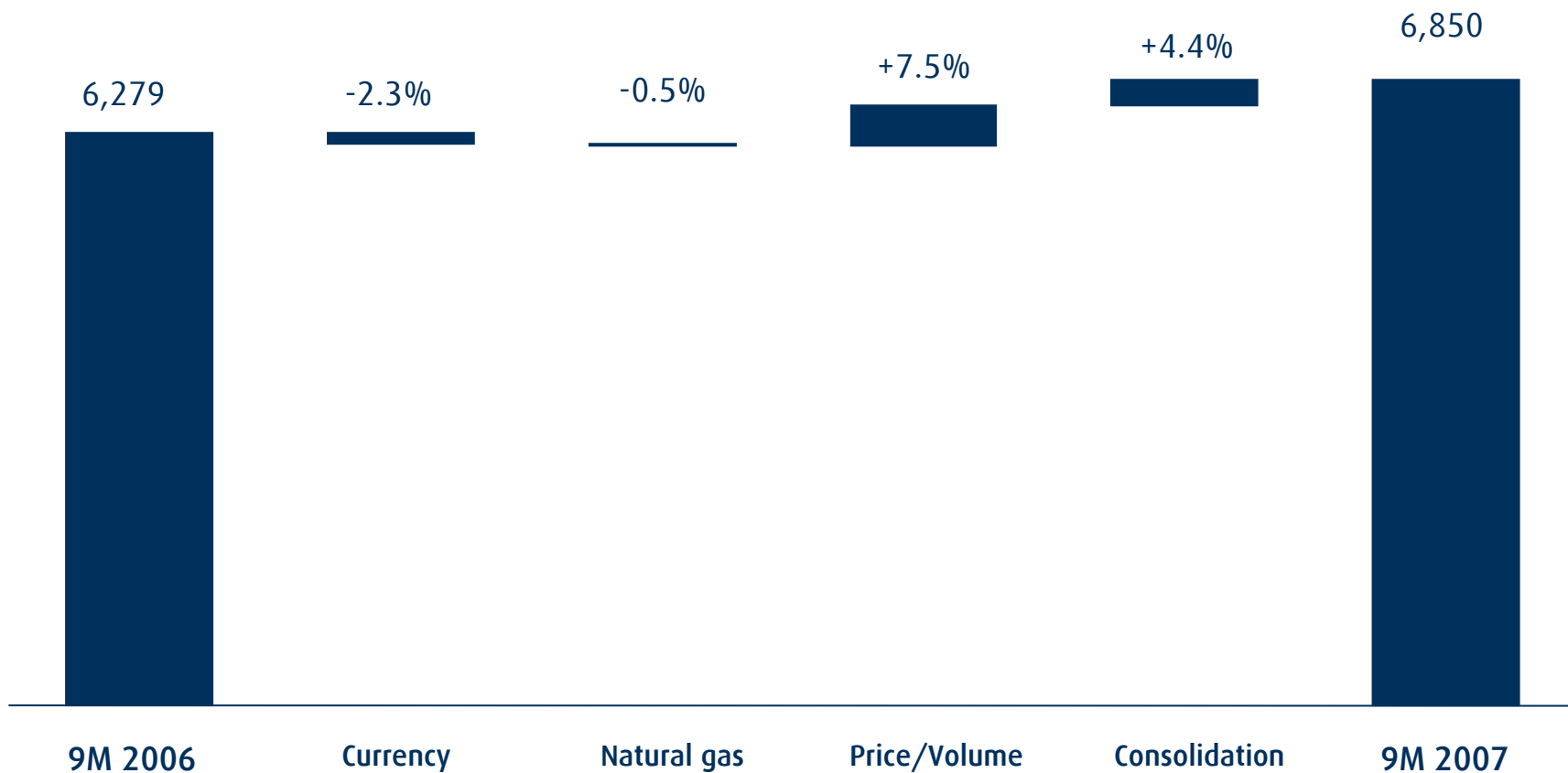
Gases Division

Sales bridge 9M/07: underlying growth of 7.5%



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In € million



Thank you for your attention

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