



M.M. Warburg Roadshow Wien

Continuously Improving.

Lead**Ing.** 



Wien 12 April 2011

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### Agenda



- 1. 2010 Operational and Financial Performance
- 2. Strategic Focus:
  - Growth Markets
  - Energy / Environment
  - Healthcare
- 3. Outlook

# Highlights 2010 Continuously Improving



### Group sales and profit on record level

Group sales up 14.8% to € 12.868 bn

Group operating profit increased by 22.6% to € 2.925 bn

Operating margin up by 140 bp to 22.7%, Gases operating margin further improved to 27%

Strong operating cash flow further improved by 13.1% to € 2.422 bn

Net debt down by € 622 m to € 5.497 bn

#### Double-digit earnings growth driven by recovery and our HPO initiatives

Growth markets keep their strong momentum, led by Greater China

Mature regions in Western Europe and the US also show improvements

HPO savings support improvement of operating margin

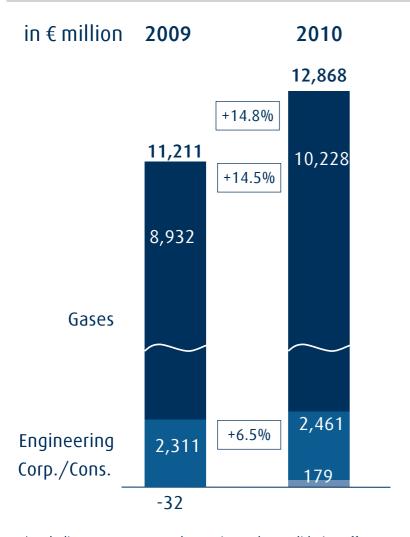
#### **Outlook**

New mid-term targets launched for 2014

## Group, sales by Divisions

### Recovery above pre-crisis level proves potential of our set-up





#### **Gases Division**

- Comparable\* sales increase of 5.7%
- Demand recovery visible in all product areas
- Ongoing currency support from weaker Euro: major translational effects on AUD and ZAR

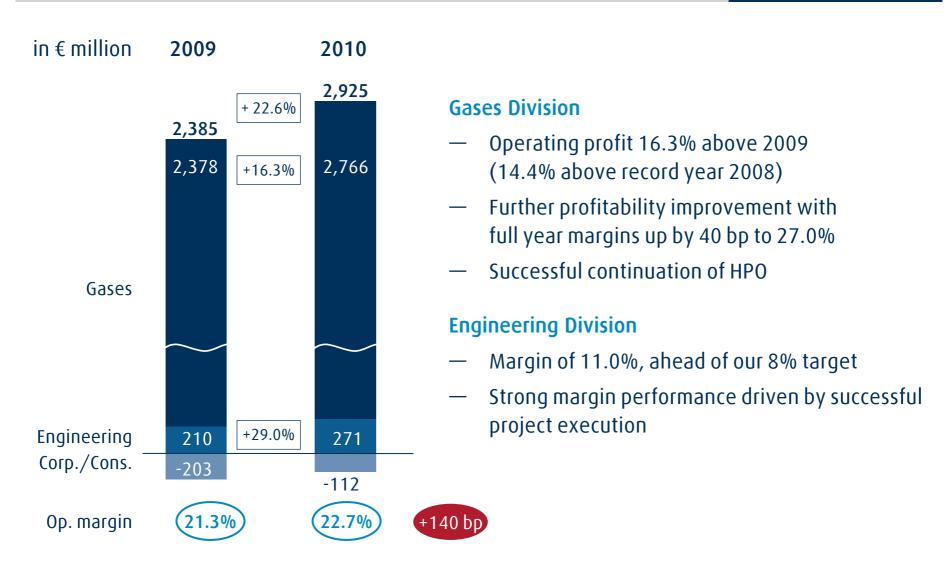
#### **Engineering Division**

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

<sup>\*</sup>excluding currency, natural gas price and consolidation effects

# **Group, operating profit by Divisions**Continuous strong margin performance in all Divisions

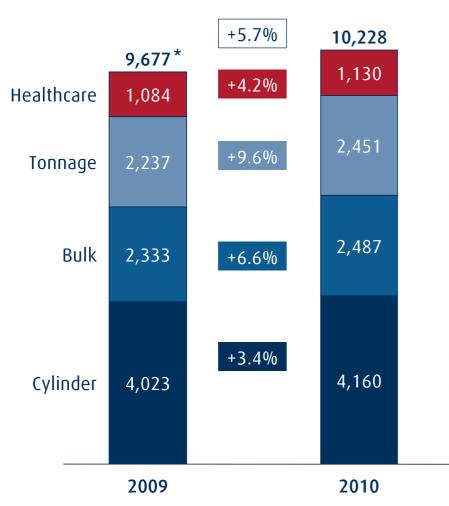




# Gases Division, sales by product areas Balanced mix as basis for growth



in € million, comparable\* (consolidated)



#### Healthcare continuous growth

— The Mega-trend continues with clear growth opportunities

#### Tonnage sales above year 2008 record level

- Strong growth of take-or-pay contracts
- Continuous contribution from project ramp-ups
- Increased opportunities in particular in Growth Markets

### Positive performance of the merchant business

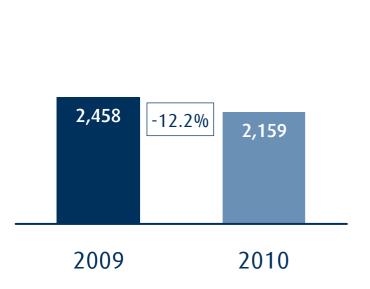
- Solid growth in bulk business
- Late cyclical cylinder business growth gains speed

# **Engineering Division**Order backlog remains high at € 4 bn

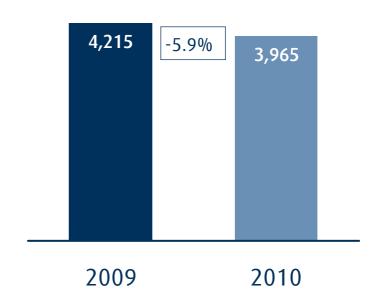


- Q4 order intake of € 621 m shows the engineering business further recovers
- Order backlog remains high with almost € 4 bn and an increased number of midsize and also smaller projects

# Order intake € 2,159 million



## Order backlog Successful project executions



### Group

### Financial key indicators at record levels



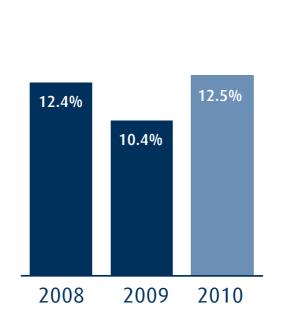
#### Further improvement in all our three key financial indicators

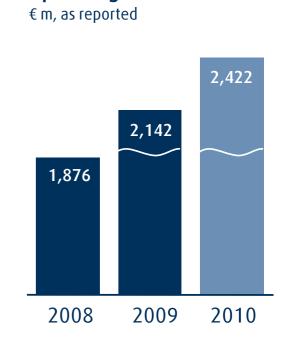
— Profitable growth for our shareholders: adjusted EPS and adjusted ROCE

**Adjusted ROCE** 

— Strong cash flow generation further improved: OCF up by 13.1%





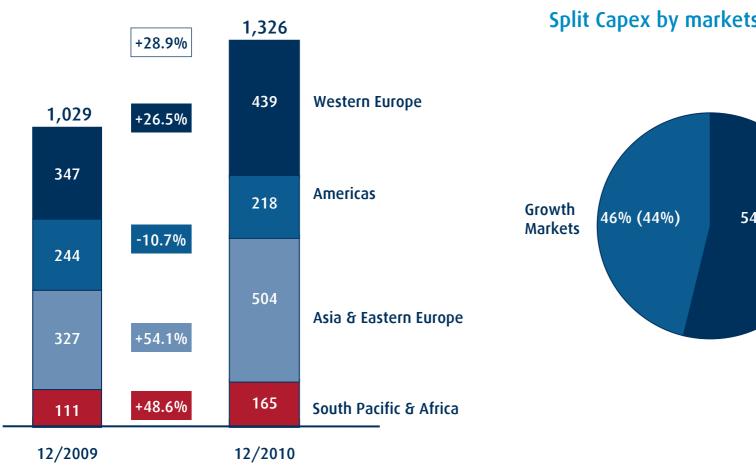


Operating Cash Flow

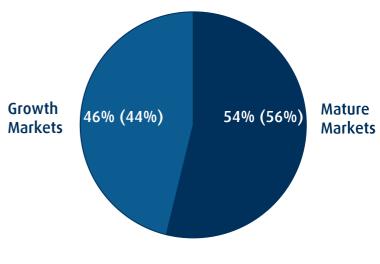
### **Gases Division** Split of Capex by operating segment



#### in € million



### Split Capex by markets 2010 (2009)



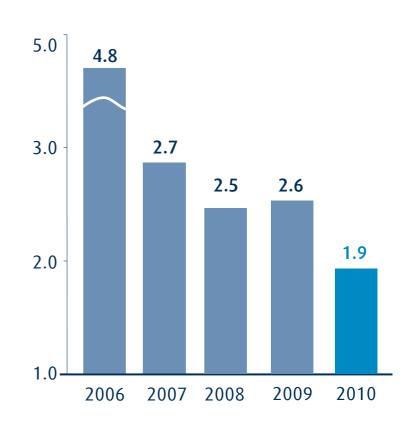
# **Group, solid financial position**Successful execution of our de-leveraging schedule



- 2010 Net debt/EBITDA ratio of 1.9x
- Rating upgrade by S&P and Moody's towards A- and A3 respectively, both with stable outlook

## Net debt in € bn 12,815 9,933 6,427 6,423 6,119 5,497 30/9/06 2006 2009 2007 2008 2010

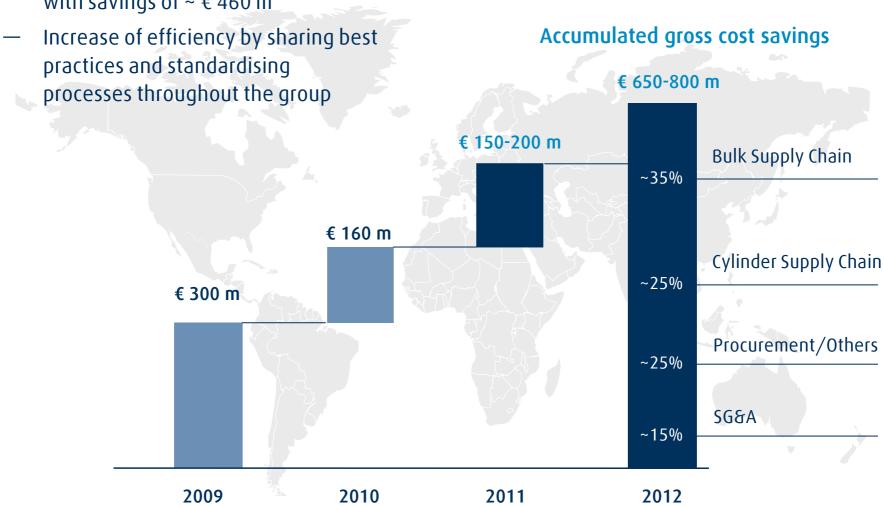
#### Net debt/EBITDA



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



 Successful start and continuation with savings of ~ € 460 m



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### Mega-trends

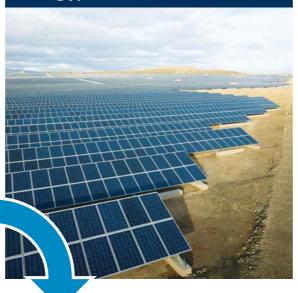
### Leveraging growth with our Gas & Engineering set-up



# **Growth Markets**



**Energy/Environment** 







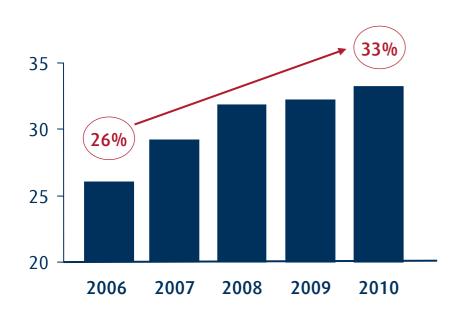
Leveraging Gases & Engineering business synergies

# Mega-trend Growth Markets Growth trend leveraged by strong investment decisions



### Growth market sales, excl. JVs

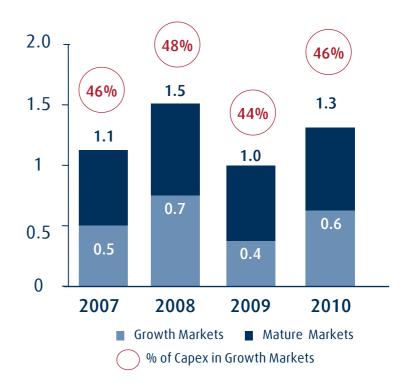
(% of total Gases sales)



## Further increasing footprint

in Growth Markets

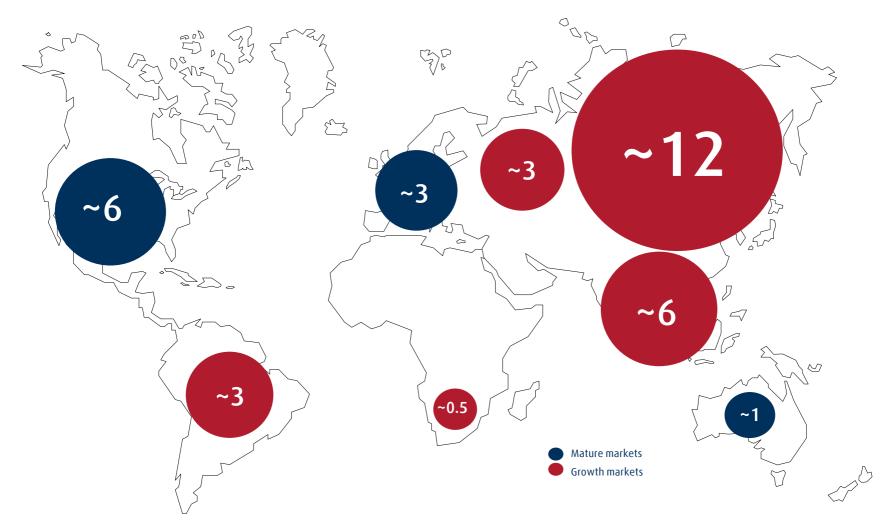
#### Gases Capex 2007 – 2010 in € bn



# Nearly half of Capex allocated to Growth Markets

# Mega-trend Growth Markets Additional industrial gases market 2010 vs. 2020 in € bn





# Mega-trend Growth Markets Leading Gases set-up in local growth markets



#### Market leader in 4 out of 5 Growth Markets



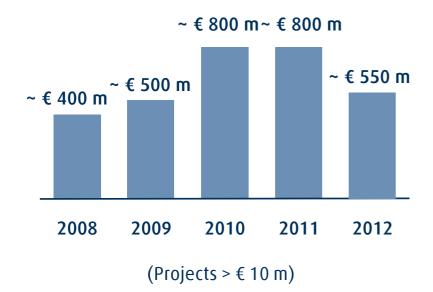
# **Gases Division, project pipeline**Good basis for sustainable growth



- € 3 bn investments between 2008-2012 (thereof € 0.6 bn in JVs @ share)
- Project amount 2012 further increased to € 550 m
- Close to 70% of total project-Capex allocated to Growth Markets
- Increasing number of project opportunities with a large portion in Growth Markets

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

Project opportunities amount 12 months forward in € bn

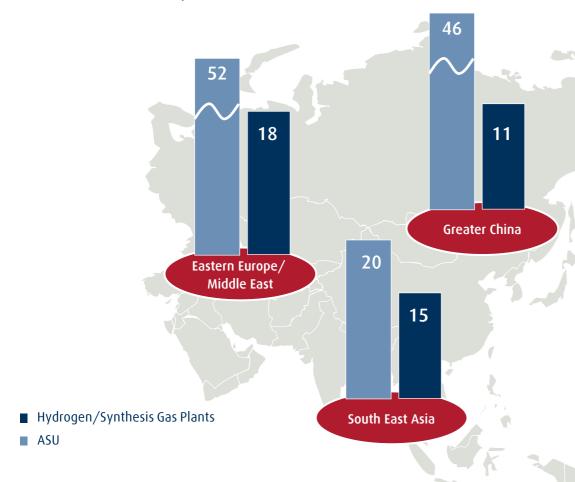




# Mega-trend Growth Markets Long-term Engineering footprint in Asia enables growth



Number of ASU and hydrogen/synthesis gas plants sold by Engineering in Middle East and Asia to external customers since the year 2000\*



#### **Greater China**

- Long-standing customer relations
- Two Engineering hubs and one manufacturing site

#### South & East Asia

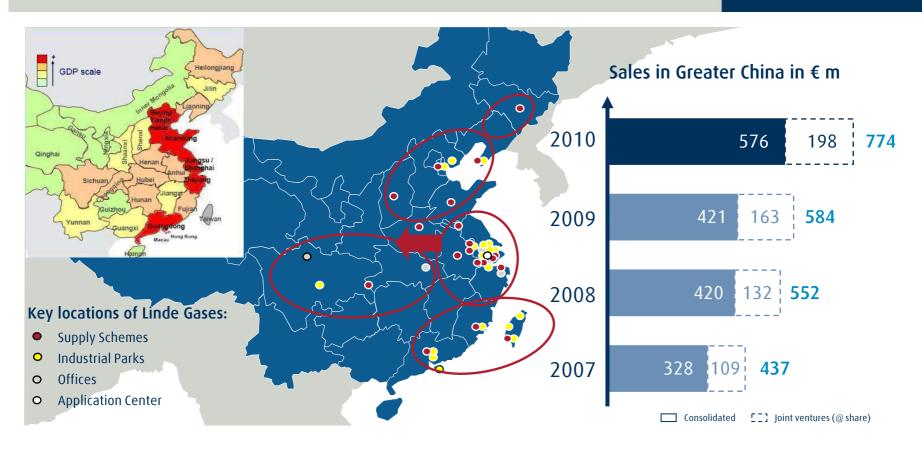
- Broad customer basis
- Two Engineering hubs in India

#### Eastern Europe & Middle East

Long-term presence and customer relations in particular in the Middle East

# Mega-trend Growth Markets Leading player in Greater China





- First international gases company in China in the 1980s
- Over 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

### Mega-trend Growth Markets Leading player in Greater China



Oil/Petrochemicals



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





**Chemicals** 











Metallurgy













**Electronics** 













**EPSON** 













Others















# Mega-trend Energy/Environment Potential Energy/Environment market is huge

Pilot projects and small volumes



- Competitive advantage due to LeadIng Engineering know-how and in particular also development of equipment
- Better use of fossil resources, e.g. enhanced oil & gas recovery
- Renewable energy,
   e.g. hydrogen fueling
- Clean Energy,e.g. Clean Coal
- Other, e.g.Photovoltaic,Coal-to-Gas

Energy/Environment annual market revenue estimates in € bn\* Existing growth markets Future growth markets € 80 -140 bn € 14 -19 bn € 5 -7 bn **CLEAN COAL** CO<sub>2</sub> HANDLING H<sub>2</sub> FUELING EOR (N2 / NRU / CO2) LNG Other (e.g. Photovoltaic, Coal-to-Gas) 2015 2020 2030 Annual market revenue in the respective year

<sup>\*</sup>Assuming 100% Build Own Operate and excluding sale of equipment and plants

# Mega-trend Energy/Environment Clean Energy development trends





## High market potential for merchant LNG:

- No natural gas pipeline grid on the Swedish East coast
- Swedish government focused on renewable energy with LNG as bridge technology
- LNG replaces LPG, light and heavy fuel oil
- LNG attractive as fuel for transportation to reduce sulphur and NOx emissions
- Supply provided by customer of Engineering Division in Norway



## World's largest biofuel plant producing LNG from landfill gas:

- Plant has produced > 2 m gallons LNG since start-up in 2009
- Fuel for around 300 refuse trucks
- Carbon emission reduction by 97% compared to diesel and 95% compared to pipeline natural gas
- 2010 California Governor's Environmental and Economic Leadership Award



## Reduction of CO<sub>2</sub> Emission by 170k tons per annum:

- Replacement of CO<sub>2</sub> generated by gas furnaces with CO<sub>2</sub> from a Shell refinery
- 85 km transportation pipeline with
   150 km of distribution lines
- Prevents combustion of 95 million cubic metres of natural gas

Future growth markets

Existing growth markets

# **Mega-trend Healthcare**Growth through innovation and regional expansion





← Additional medical gases market 2010 vs. 2020 in € bn

### Linde Healthcare development approach

Mature markets

Growth markets

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

Core: Hospital Care

Ge e Linde Healthcare

**Mature Markets** 

Other geographies



**Care Concepts** 

**Homecare** 

**Gas Therapies** 



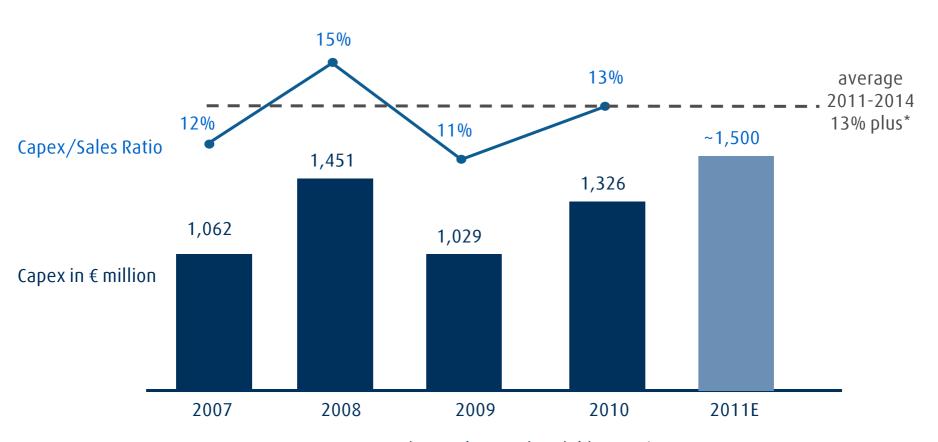
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# **Gases, Capex**Development Capex Sales Ratio 2007 - 2010





Data 2007-2010 @ actual average fx rates at the end of the respective year;

<sup>\*</sup> plus: additional potential for mega-projects

### Outlook



2011	Group	<ul> <li>— Growth in sales and operating profit vs. 2010</li> <li>— Confirmation of HPO-programme: € 650-800 m of gross cost savings in 2009-2012</li> </ul>			
	Gases	<ul> <li>— Sales increase vs. 2010</li> <li>— Operating profit to grow at a faster pace than sales</li> </ul>			
	Engineering	<ul> <li>Sales at the same level as in 2010</li> <li>Operating margin of at least 8%</li> </ul>			
2014	Group*	<ul> <li>Operating profit of at least € 4 bn</li> <li>Adjusted ROCE of 14% or above</li> </ul>			
	Gases	<ul> <li>Average capex/sales ratio 13% plus</li> <li>Revenue increase above market growth</li> <li>Further increase in productivity</li> </ul>			

<sup>\*</sup>Based on current economic projections and fx-rates

# **Summary**Continuously Improving.



#### New record levels achieved in 2010

Group sales and profit on record levels

Group operating margin and Gases operating margin further improved

Strong operating cash flow further improved

Net debt reduced to € 5.5 bn (Net debt/EBITDA ratio of 1.9x)

Proposed increase of dividend by 22.2% to € 2.20

#### Competitive set-up for sustainable profitable growth

Strong market position in Growth Markets

Leveraging business synergies of Gases & Engineering

Focus on Mega-trends Energy/Environment and Healthcare

Based on sustainable cash flow generation and solid long-term financing

Implementation of High Performance Organisation on track

Well prepared for realisation of growth potentials

### Agenda



- 1. 2010 Operational and Financial Performance
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  - High Performance Organisation
  - Growth Potential Mega-trends
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**Appendix** 

### **Group, FY 2010** Key P&L items



in € million	2009	2010	Δin %
Sales	11,211	12,868	14.8
Operating Profit	2,385	2,925	22.6
Margin	21.3%	22.7%	+140bps
EBIT before PPA depreciation	1,460	1,933	
PPA depreciation	-293	-254	
EBIT	1,167	1,679	
Financial Results	-329	-280	
Taxes	-185	-335	
Net income – Part of shareholders Linde AG	591	1,005	
Net income adjusted	772	1,167	51.2
EPS in €	3.51	5.94	
EPS in € adjusted	4.58	6.89	50.4

### **Group, Q4 2010** Key P&L items



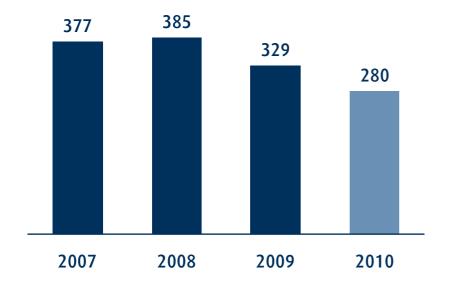
in € million	Q4/2009	Q4/2010	Δ in %
Sales	2,898	3,463	19.5
Operating Profit	644	780	21.1
Margin	22.2%	22.5%	+30bps
EBIT before PPA depreciation	381	509	
PPA depreciation	-72	-63	
EBIT	309	446	
Financial Results	-82	-50	
Taxes	-30	-80	
Net income – Part of shareholders Linde AG	174	307	
Net income adjusted	203	342	68.5
EPS in €	1.04	1.81	
EPS in € adjusted	1.20	2.01	67.5

### Group

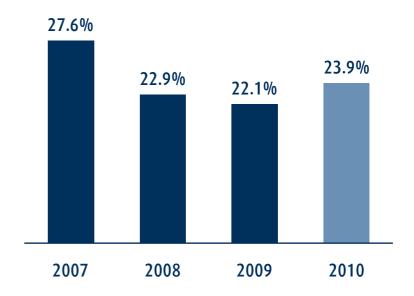
### Financial Result and Tax Rate



Financial Result (in € million)



**Tax Rate** 



# **Group, FY 2010**Cash flow statement



in € million	Q1/10	Q2/10	Q3/10	Q4/10	2010	2009
Operating Profit	641	755	749	780	2,925	2,385
Change in Working Capital	-98	-3	-25	210	84	160
Other changes	-146	-247	-93	-101	-587	-403
Operating Cash flow	397	505	631	889	2,422	2,142
Investments in tangibles / intangibles	-223	-280	-261	-428	-1,192	-1,104
Acquisitions / Financial investments	-6	-9	-20	-33	-68	-86
Other	38	44	54	59	195	200
Investment Cash flow	-191	-245	-227	-402	-1.065	-990
Free Cashflow before financing	206	260	404	487	1,357	1,152
Financing activities	-23	-423	-102	-30	-578	-630
Net debt increase (+) / reduction (-)	183	-163	302	457	-779	-522

### Group

### Free Cash Flow before Financing (2010 vs. 2009)



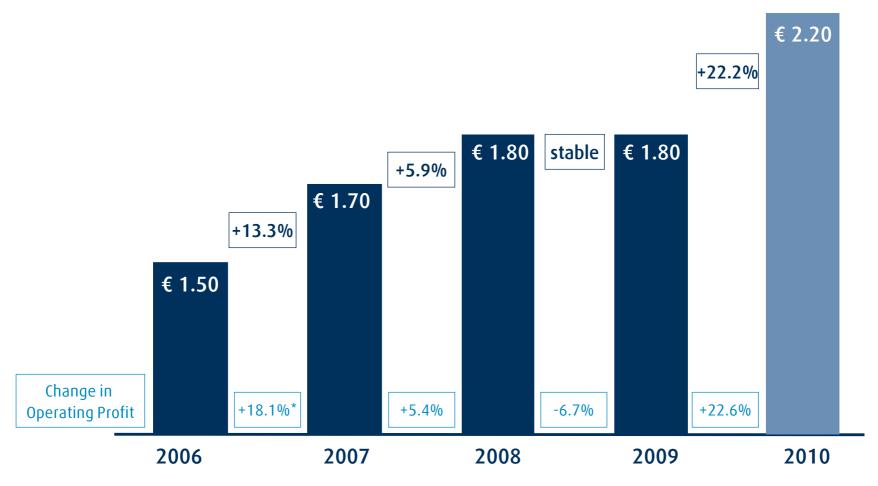
in € million		Investing CF	Operating CF	Fre	e CF 2010 vs. 200	)9
Q1	2010 2009	-191 -282	397 412	20 13	(+58.5%)	
Q2	2010 2009	-245 -254	505 429	2 <i>6</i> 17	(+48.6%)	
Q3	2010 2009	-227 -179	631 583	40	(+0.0%)	
Q4	2010 2009	-402 -275	889 718	48	37 43	
Total Total	2010 2009	-1,065 -990	2,422 2,142		357 152 +17.8%	2.4

### Group, dividends

### Proposed dividend increased by 22.2% to € 2.20



### Consistent dividend policy

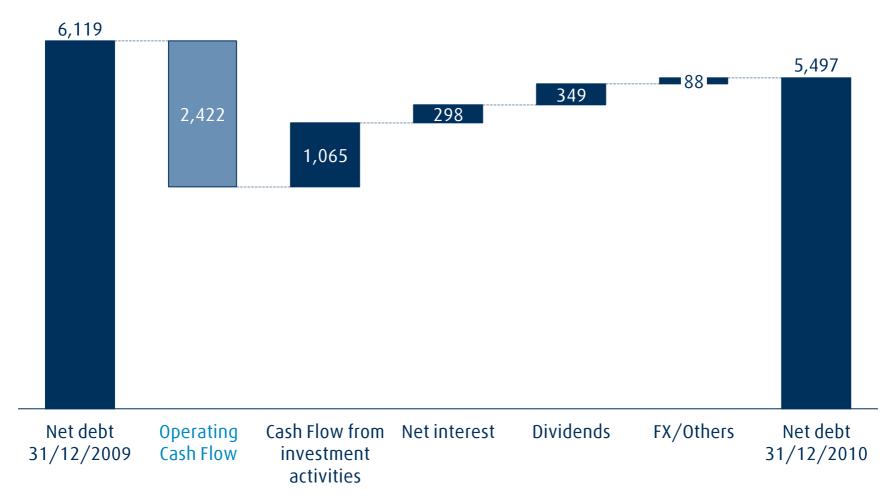


<sup>\*</sup> Comparable change: prior year figures including twelve months of BOC

# **Group, solid financial position**Net debt reduction of € 622 million



#### in € million



# **Group, solid financial position**Stable long-term financing



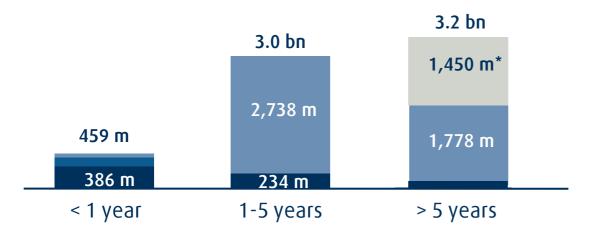
#### Well-spread and long-dated maturity profile

- Regular issues have continuously lengthened our refinancing schedule
- More than 90% of total financial debt is due beyond 2011
- Approx. 50% of total financial debt has a longer maturity than 5 years

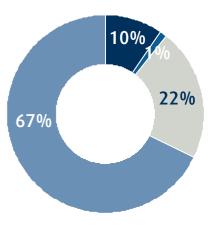
#### Balanced mix of various financing instruments

- Long-term bond financing covers approx. 90% of financial debt
- Strategic funding in EUR, GBP, USD and AUD

#### Financial debt, by maturity (in €)



# Financial debt, by instrument



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

# **Group, solid financial position**Liquidity reserve further strengthened



#### € 2.5 bn committed revolving credit facility maturing in 2015

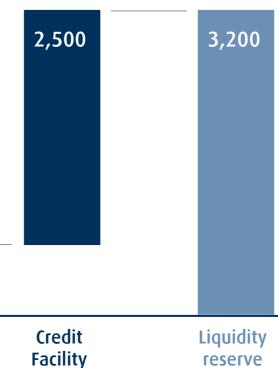
- Arranged in May 2010 with 25 national and international banks
- Replaced € 2 bn syn loan maturing in 2011 and € 1.6 bn forward start facility 2011/2013
- No financial covenants
- Fully undrawn

#### More than € 1 bn cash





Cash & Securities



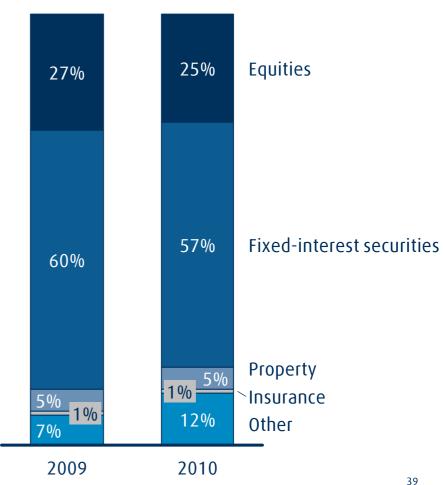
## Group, Pensions Key figures



### **Net obligation**

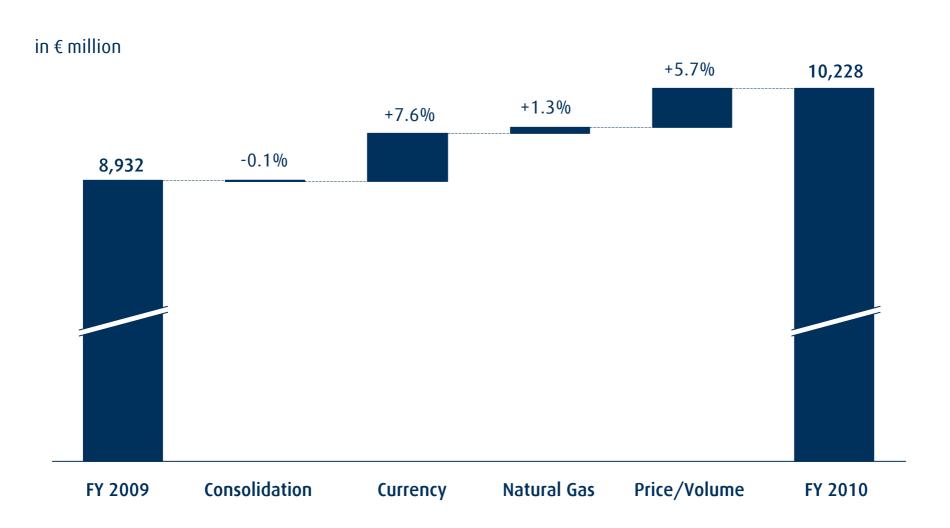
in € million	DBO	Plan asset	Net obligation
01.01.2010	4,744	3,896	848
Service costs	93		93
Net financing	265	246	19
Actuarial gains/losses	-92	141	-233
Contributions/payments	-217	-9	-208
FX	209	200	9
Other	-31	-7	-24
31.12.2010	4,971	4,467	504

### Pension plan assets portfolio structure



# **Gases Division, 2010 sales bridge** Comparable growth of 5.7%

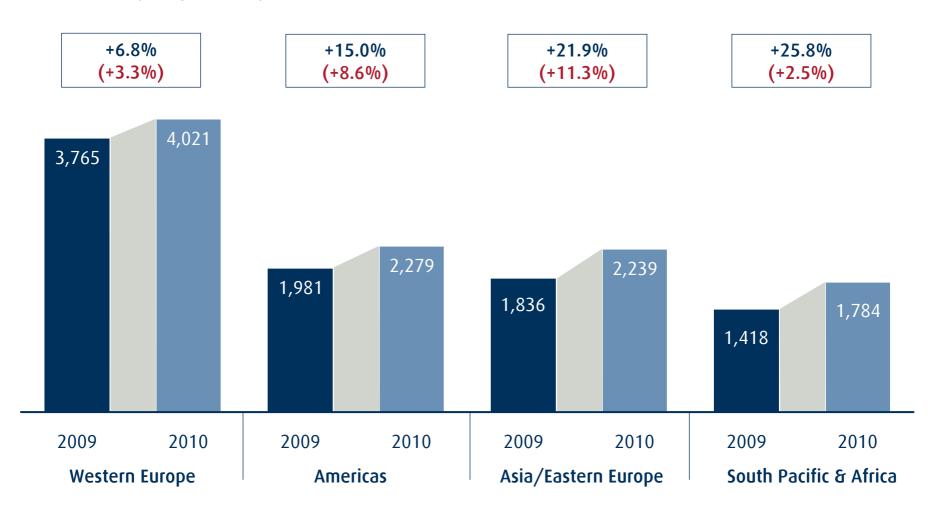




# Gases Division, sales by operating segment Growth markets show strongest momentum



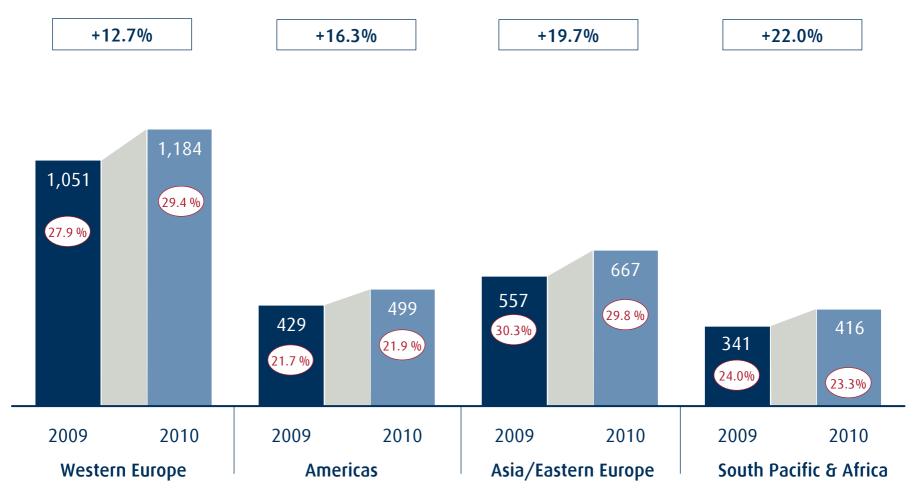
#### in € million (comparable\*)



# Gases Division, operating profit by operating segment Growth in all regions supported by HPO





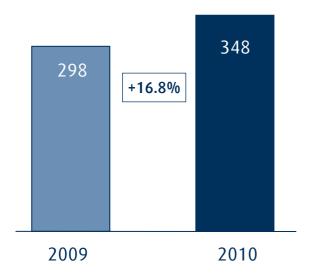


# Gases Division Joint ventures

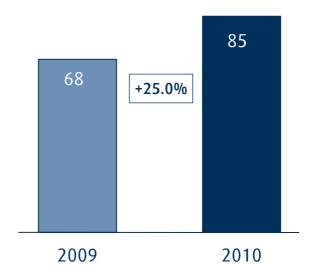


#### in € million

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



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



### Gases Division, product areas

### 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

# **Tonnage** Global #2

Healthcare Global #2



- > 70% of revenues from
- > 30% market share

Bulk Global #1 **Cylinder** Global #1



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



- High customer loyalty
- Includes specialty gases
- Cylinder rentals

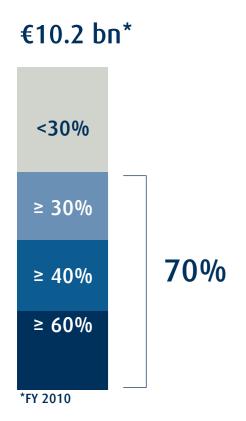
# Gases Division, local business model 70% of revenues come from a leading market position

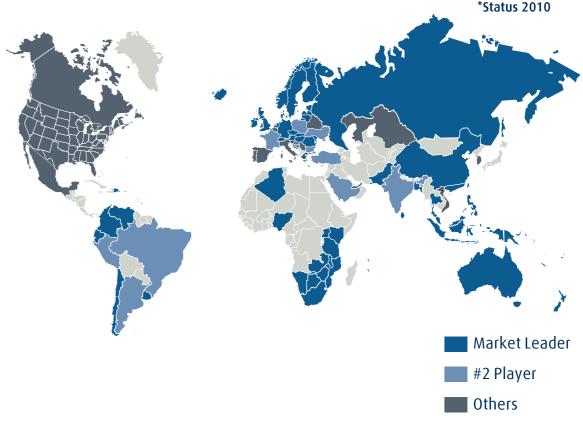


In bulk & cylinder: >70% of revenues from >30% market share positions

Sales split by market shares

Market leader in 47 of the 75 major countries, #2 Player in another 15



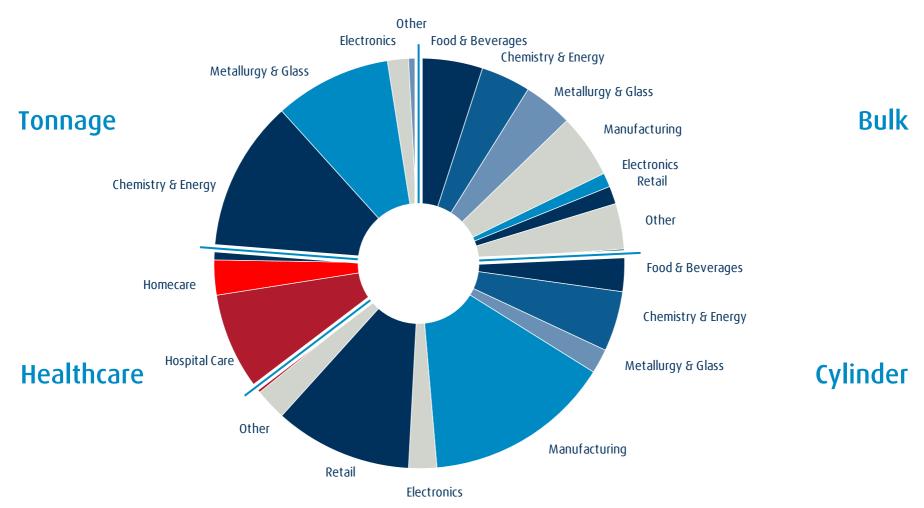


### **Gases Division**

### Stability driven by a broad customer base



#### 2010: Split of product areas by major end-customer groups



# **Engineering Division**Global set-up with leading market position in all segments





Top1

Hydrogen/ Synthesis Gas Plants



Top2

**Olefin Plants** 



Top2

**Natural Gas Plants** 



Top3

Providing plants for the gases business and 3rd party customers

Providing chemistry and energy related solutions to 3rd party customers

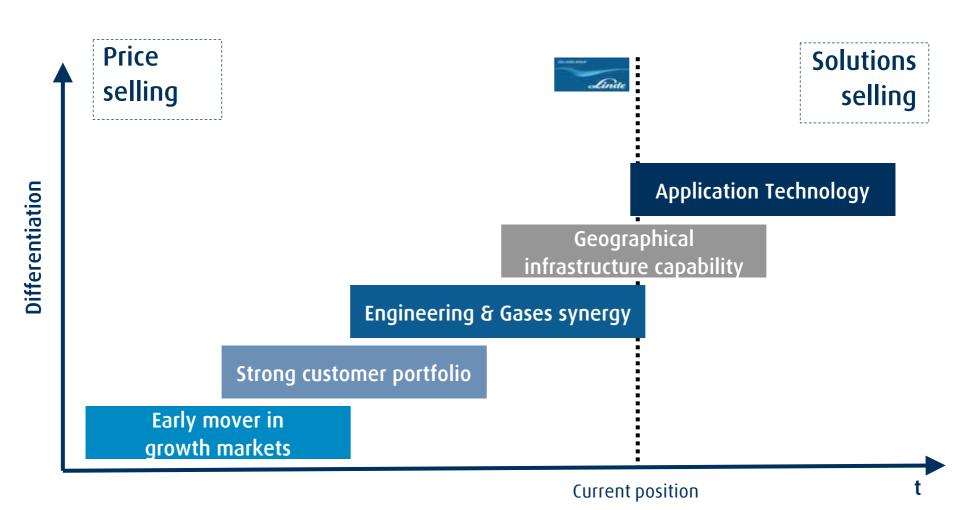


- Engineering base
- Sales office

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

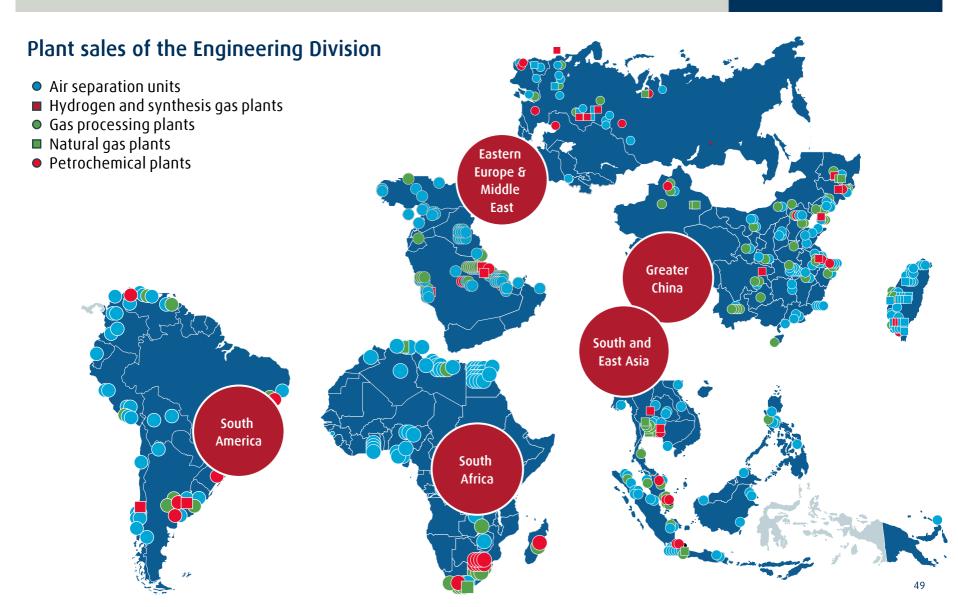
# Mega-trend Growth Markets Business approach in Growth Markets





# Mega-trend Emerging Markets Strong customer relationships in Engineering





# Clean Energy market estimation 2020 & 2030 top down



#### General assumptions:

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

Market size in € bn					
	Assumptions for 2030	2015	2020	2030	
LNG merchant/floating	<ul> <li>Based on penetration rate of LNG replacing existing fuels;</li> <li>Merchant LNG projects based on geographical set up and existing infrastructure</li> <li>Floating LNG projects</li> </ul>	3-4	6-10	11-23	
Enhanced Oil Recovery Nitrogen Rejection Unit	<ul> <li>Single to double digit number of large N2 EOR/NRU projects</li> <li>Double digit number of large CO2 EOR projects including industrial CO2 capture and pipeline (overlapping w/CCS)</li> </ul>	1-1.5*	4-5*	18-35*	
Carbon Capture & Clean Coal	- Triple-digit number of 1 GW Carbon Capture (1.5 Gt/a CO2 at EUR25-40/t)			30-50	
CO <sub>2</sub> networks	<ul> <li>Installation of significant pipeline network and corresponding compression (1.5 Gt/a handling fee CO2 at EUR 10-15/t)</li> </ul>	small	1	15-25	
Hydrogen fuelling	<ul> <li>Installation of a significant fuel station infrastructure</li> <li>Corresponding annual H2 consumption of some bn tons p.a.</li> </ul>	small	1	10-15	
Photovoltaic	- Includes all gases used for manufacturing of photovoltaic cells only	1	2	3	
	Range	5-7	14-19	80-140	

<sup>\*</sup> Assuming 100% Build Own Operate and excluding sale of equipment and plants

### 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, Photo-Vattenfall Pilot Project, Liquified Natural **OxyFuel** voltaic 6 GWp of nominal capacity Gas (LNG) Hammerfest, Norway Schwarze Pumpe, Germany Waste Management JV **RWE/BASF Pilot Project,** Post-comb. Gas-To-Liquid Pearl GTL project, Bio to Liquids plant started up in 2009 Niederaussem, Germany CO<sub>2</sub> capture **Qatar Shell GTL LTd** (GTL) Recycling CO<sub>2</sub> (OCAP, NId) Choren/Sun Fuel Pilot Biomass-RECTISOL® CO2 wash, used CO<sub>2</sub> handling CO<sub>2</sub> 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<sup>1</sup> 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, ...

<sup>1</sup> Shanghai Cooking & Chemical Corporation

# Mega-trend Healthcare

### High potential for medical gases and related services



#### Linde Global Business Unit Healthcare:

- Second largest global medical gas business
- Active in more than 50 countries with approx 3,000 employees

### Market Environment

- Increasing & ageing population
- Healthcare budget pressures & increasing regulation
- Healthcare quality issues & shortage of care providers
- Increasing wealth in Growth Markets
- Power patients

### **Healthcare Challenges & Opportunities**

- Increased use of medical gases & related devices, services
- Increase in chronic diseases
- Therapies offering quality of life & cost reductions
- Privatization of care/outsourcing of services

Linde's product offer

**Hospital Care** 

**Care Concepts** 

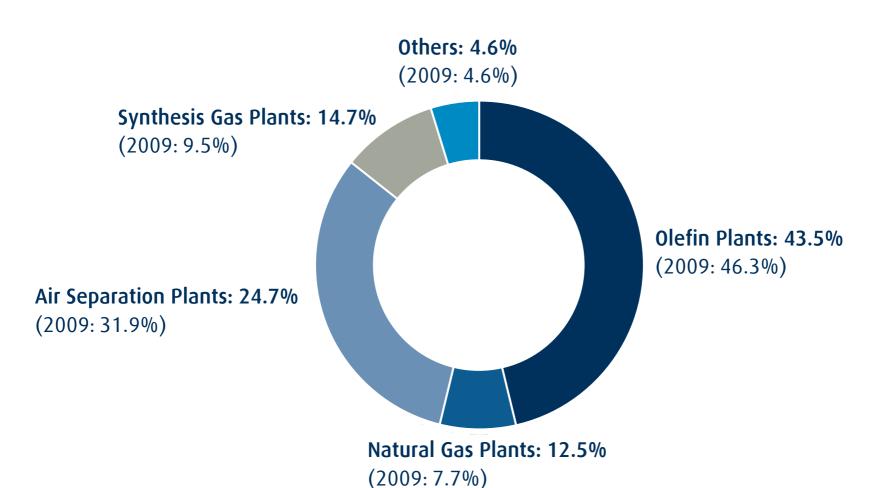
Homecare

Gas Therapies

# **Engineering Division**Order backlog diversified and of high quality

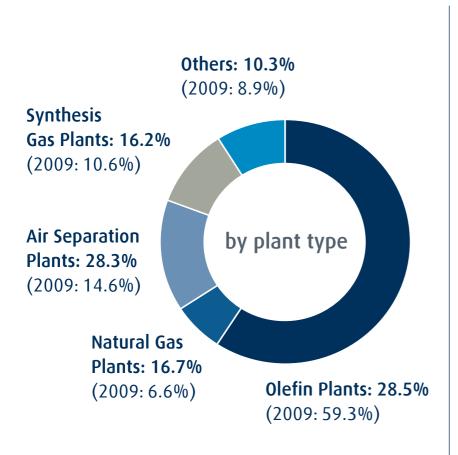


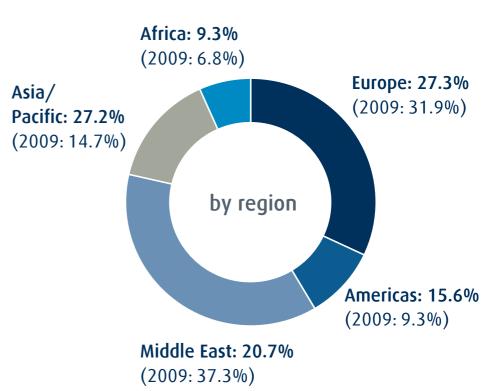
#### Order backlog by plant type (31/12/2010)



# **Engineering Division**FY 2010 order intake by plant type and region







## Group

# Reconciliation of Capital Employed



	31.12.2009	31.12.2010			
in € million	Key Financial Figures	As reported	Non-GAAP adjustment	Key Financial Figures	Effects
Equity incl. minority interest	8,235	11,362	-790	10,572	PPA and disposal effects
Plus: net debt	6,119	5,497		5,497	
Plus: liabilities from financial services	28	49		49	
Less: receivables from financial services	645	392		392	
Balance of financial debt	5,502	5,154		5,154	
Net pension obligations	887	552		552	
Capital employed	14,624	17,068	-790	16,278	
Average Capital employed	14,066	16,322		15,451	
Return on Capital Employed (ROCE)	10.4 %	10.3 %		12.5 %	

# **Group**Reconciliation of EPS



	31.12.2009	31.12.2010			
in € million	Key Financial Figures	As reported	Non-GAAP adjustment	Key Financial Figures	Effects
EBIT before special items	1,460	1,679	254	1,933	PPA
Taxes on income	-297	-335	-92	-427	deferred taxes on PPA
Earnings after taxes and minority interest	772	1,005	162	1,167	
EPS (in €)	4.58	5.94		6.89	
Weighted average no. of shares (in million)	168,6	169,3		169,3	

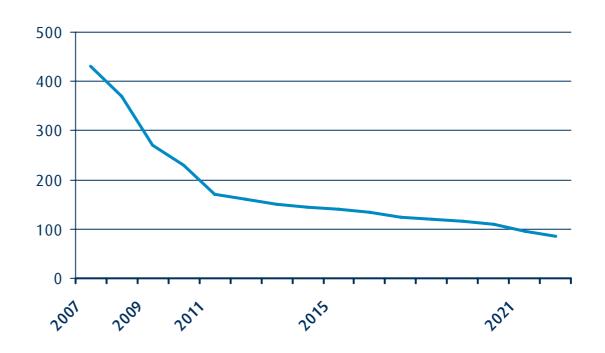
# **Group, Purchase Price Allocation**Confirmation of expected Depreciation & Amortisation



Development of depreciation and amortisation (in € million)
Impact in 2010: € 254 million

#### Expected range

2011	> 200 – 250
2012 > 175 - 225	
2022	< 100



# 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 services + net pension obligations - cash and cash equivalents - receivables from financial services
adjusted EPS	Return	earnings after tax and minority interests + depreciation/amortization from purchase price allocation +/- special items
	Shares	average outstanding shares

### **Investor Relations**



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#### Financial Calendar

Interim Report January to March: 4 May 2011

Annual General Meeting: 12 May 2011

— Interim Report January to June: 29 July 2011

Interim Report January to September: 28 October 2011