

# First quarter results 2003 Conference Call

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## Key Facts

- Flat sales (minus 0.4 %), ex currency plus 5.9 %
- Order intake decreased by 5.1 %, partly due to consolidation effects
- Currency effects have negative impact on earnings development in Linde Gas
- EBITA of 104 million €, 19.4 % below last year (ex income from the sale of Dresdner Bank stake)
- For the full year 2003 we still expect an improvement of EBITA, although this target has become more difficult to achieve

## Income Statement

- Decreased operating profit (excl. Dresdner Bank)
- Improved financial result
- Net debt reduction by 85 million € in Q1

in million €	01/02	01/03	Δ
Sales	1,954	1,947	- 0.4 %
Sales ex currencies			+ 5.9 %
EBITDA	332	298	- 10.2 %
EBITA	129	104	- 19.4 %
EBIT	100	72	- 28.0 %
Financial result	- 53	- 38	+ 28.3 %
EBT	47	34	- 27.7 %
Taxes on income	- 28	- 23	
Proceeds from sale of Dresdner Bank stake	165	./.	
Net income before minority interests	185	11	
Net income	186	11	

# Gas and Engineering

- Minus 1.2 % in sales, plus 7.2 % ex currency & natural gas
- Lower operating profit due to currency effects

in million €	01/02	01/03	Δ
Sales	972	960	- 1.2 %
Sales (ex currencies & natural gas)		960	+ 7.2 %
EBITDA	270	253	- 6.3 %
Margin	27.8 %	26.4 %	
EBITA	157	145	- 7.6 %
margin	16.2 %	15.1 %	
EBTA	114	112	- 1.8 %

## Regional Sales

- Significant sales growth in Germany and rest of Europe
- Best performers on comparable basis:  
North America (plus 11.6 %) and Asia/Africa/Australia (plus 24 %)

in million €	01/02	01/03	Δ
Germany	211	222	+ 5.2 %
Europe	667	700	+ 4.9 %
North America	236	221	- 6.3 %
ex currency, ex natural gas price effect		236	+ 11.6 %
South America	78	52	-33.3 %
ex currency		52	+ 2.4 %
Asia / Africa / Australia	13	14	+ 10.9 %
ex currency		14	+ 24 %

## Linde Gas – Sales

- Strong growth in On-Site segment
- Declining share of cylinder business

in million €	01/02		01/03		Δ / Δ ex currency	
Bulk	253	25%	250	25%	- 1.2 %	/ + 6,7 %
Cylinder	426	43%	395	40%	- 7.5 %	/ + 0,3 %
On-Site	176	18%	204	21%	+ 15.9 %	/ + 23.3 %
Healthcare	144	14%	141	14%	- 2.1 %	/ + 10.2 %

## Highlights

- **Hydrogen:** Extension of our hydrogen capacity in Germany and Italy.
- **INO:** Sales increased from 20 to 29 million €, plus 20.8 %
  - ex currency, sales rose by 45 %



Linde Gas



## Outlook Full Year 2003

- Flat sales and earnings

## Linde Engineering

- Strong increase in sales (plus 14.1 %)
- Operating profit declined,  
due to a lower capacity utilization in the US

in million €	01/02	01/03	Δ
Sales	184	210	+ 14.1 %
Order intake	385	367	- 4.7 %
EBITDA	14	8	- 42.9 %
Margin	7.6 %	3.8 %	
EBITA	9	3	- 66.7 %
Margin	4.9 %	1.4 %	
EBTA	7	2	- 71.4 %

## Outlook Full Year 2003

- Noticeable increase in sales
- Slight increase in earnings

# Material Handling

## Material Handling

- Sales declined by 3.2 %, ex currency sales were flat
- Operating profit slightly below last year's level

In million €	01/02	01/03	Δ
Sales	685	663	-3.2 %
Order intake	756	744	- 1.6 %
EBITDA	97	90	- 7.2 %
Margin	14.2 %	13.6 %	
EBITA	20	18	- 10.0 %
Margin	2.9 %	2.7 %	
EBTA	9	12	+ 33.3 %

## Highlights

- World market for warehouse and counterbalance trucks shows first signs of recovery. Counterbalance trucks are lagging behind in Europe.
- Material Handling's order intake in Americas and Asia grew double digit.
- New truck Linde39x meets high international demand.

## Outlook Full Year 2003

- Slight increase in sales
- TRIM.100 cost savings will lead to a noticeable earnings improvement

# Refrigeration



## Refrigeration

- Ongoing difficult market situation
- Operating profit declined by 8 %

In million €	01/02	01/03	Δ
Sales	128	123	- 3.9 %
Order intake	211	203	- 3.8 %
EBITDA	- 20	-22	- 10.0 %
Margin			
EBITA	- 25	- 27	-8.0 %
Margin			
EBTA	- 27	- 28	- 3.7 %

Refrigeration

## Outlook Full Year 2003

- Flat sales and earnings



Contact us



## Investor Relations

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