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3,000+

ASUs constructed  
in more than

80

Countries

400+

Major plants  
constructed for  
the Gases Division

4,000

Completed plants

4

Core hubs

135

Years of experience

1,000

Patents &  
applications

7,200

Employees

25

Entities

3,400

Engineers

T  
echnology

E  
ngineering

P  
rocurement

C  
onstruction

## Internal use & sales to external parties

## Sales to external parties

### Air separation plants



for production of oxygen, nitrogen, argon & rare gases

25%

22%

### Natural gas plants



for purification, fractionation & conditioning of gas mixtures, recovery, liquefaction & storage of natural gas

Sales by plant type FY 2013

### Hydrogen & synthesis gas plants



for production of hydrogen, carbon monoxide, ammonia & methanol

24%

29%

### Petrochemical plants



for production & recovery of olefins, acetylene, butadiene, aromatics, poly- & alpha-olefins, polyethylene & polypropylene

# Air Separation Plants

3,000 plants in 80 countries | 300 plants owned & operated by Linde Gases



## Market trends

- Coal gasification to produce clean fuels (synthetic natural gas) / Coal-to-X-processes
- US Petrochemical industry enhancing capacity and developing new clusters

## Key features

- Highly energy efficient plants
- High safety and quality standards
- Superior plant availability and low life-cycle cost

## Product portfolio

- Standardised, pre-fabricated package plants
- Customised tonnage air separation units
- Mega and multi-train plants for gasification processes and EOR/EGR

## Example: ADNOC | Linde Gases benefits from Engineering's long-term customer relationship

**Supply of olefin plants to ADNOC**

Engineering supplied olefin crackers to ADNOC and built long-term relationship

**Foundation of JV to produce and supply industrial gases**

JV ADNOC Linde Industrial Gases Company Ltd (ASU - Elixir I)

**Offering of Enhanced Gas Recovery (EGR) to ADNOC**

Linde Engineering's expertise and experience from previous project in Mexico offered to ADNOC

**Long-term supply contract for EGR**

Linde Gases awarded long-term supply contract to deliver nitrogen for EGR (2 ASUs - Elixir II)

# Hydrogen & Synthesis Gas Plants

500 plants built worldwide | More than 100 plants operated by Linde Gases



## Market trends

- Shale gas will increase synthesis gas demand in USA
- Upgrade of refineries in CIS countries triggers demand for hydrogen
- Expanding petrochemical industry in the Middle East

## Key features

- Entire process chain for large scale production and treatment of synthesis gas and H<sub>2</sub>/CO
- Utilisation of all petrochemical feedstock, from natural gas through heavy oil to coal
- Highly efficient process (e.g. ammonia)

## Product portfolio

- Production of hydrogen, CO, synthesis gas, ammonia and methanol from hydrocarbon feedstock
- Gas processing plants (gas separation and purification)

Example: Project Sadara | efficient ammonia process enables Linde to enter a new and important cluster

**World-scale integrated chemical complex in Jubail, Saudi Arabia**

Sadara produces aromatics, MDI & TDI, amines and hydrogen peroxide

**Linde Engineering supplies sophisticated technology**

Highly energy efficient ammonia process enables very competitive offering

**Linde awarded to produce and supply industrial gases**

Linde's largest on-site petrochemical project in this region

**Linde Gases supplies carbon monoxide, hydrogen & ammonia**

Linde invested USD 380 million in the rapidly expanding petrochemical industry in Saudi Arabia

# Petrochemical & Natural Gas Plants

Proprietary technology & know-how | Delivering complex, large-scale plants.



THE LINDE GROUP

## Natural gas plants

### Key features

- Leading in the area of small- to midscale LNG plants
- Covering the full LNG value chain
- Manufacturer of cryogenic key equipment

### Market trends

- Great potential for small- to mid scale LNG plants due to new environmental regulations and price spread between oil & gas, especially in USA, Northern Europe and China

### Linde Engineering as door opener for Linde Gases

- Engineering has early involvement in US shale gas trend;
- Engineering grants access to future gases customers

## Petrochemical plants

### Key features

- Linde olefin technology accepted as leading
- Excellent market position; key cracker references
- Portfolio expansion; new product development

### Market trends

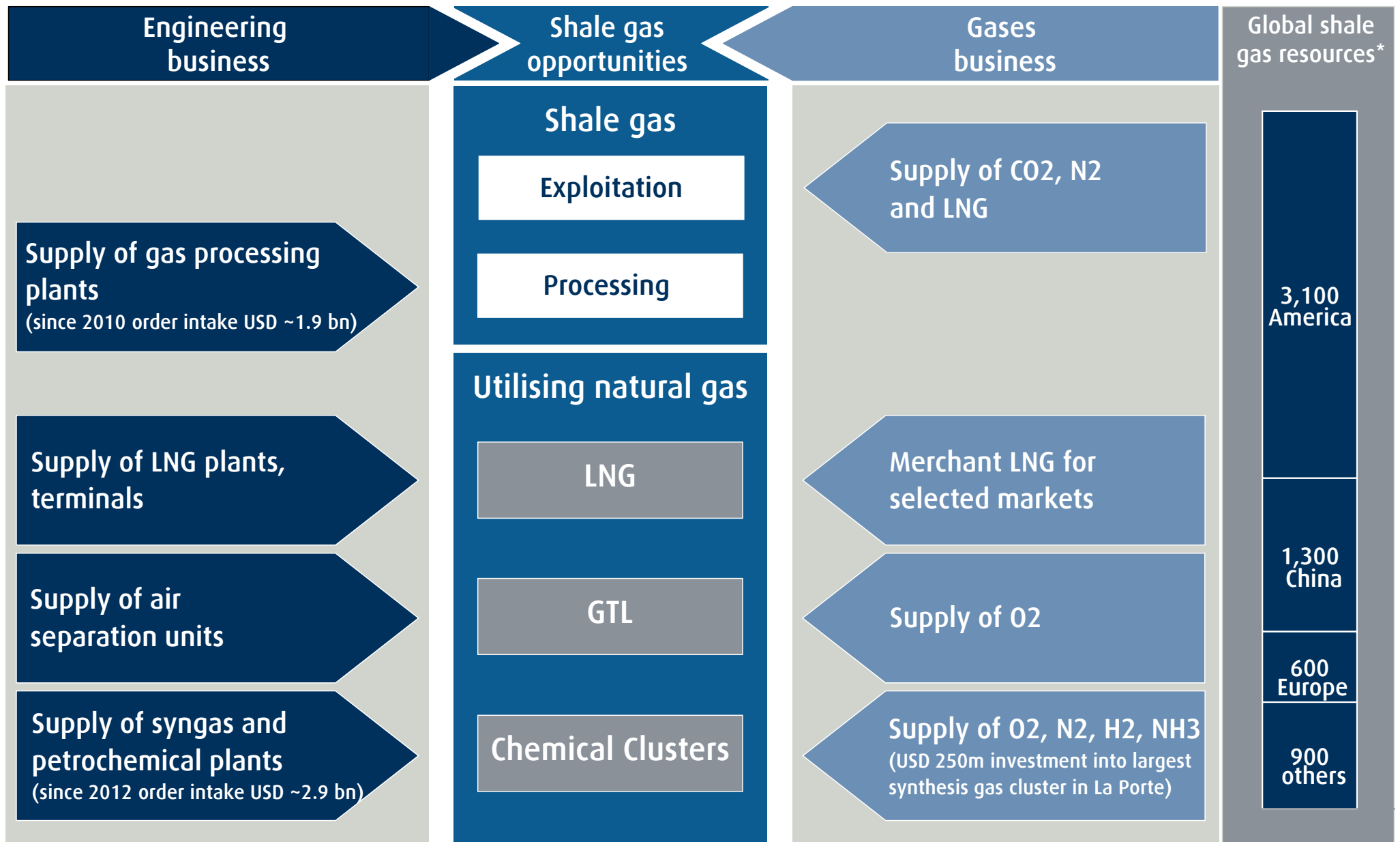
- With shale gas revolution market shifts to USA
- Gas based alternative routes to olefins gaining importance

### Linde Engineering as door opener for Linde Gases

- Engineering paving the way for long-term supply contracts (e.g. ADNOC)
- Engineering has early involvement in downstream chemicals resulting from US shale gas
- Engineering involvement in new clusters includes early access to future on-site supply contract opportunities



# Opportunities resulting from US shale gas

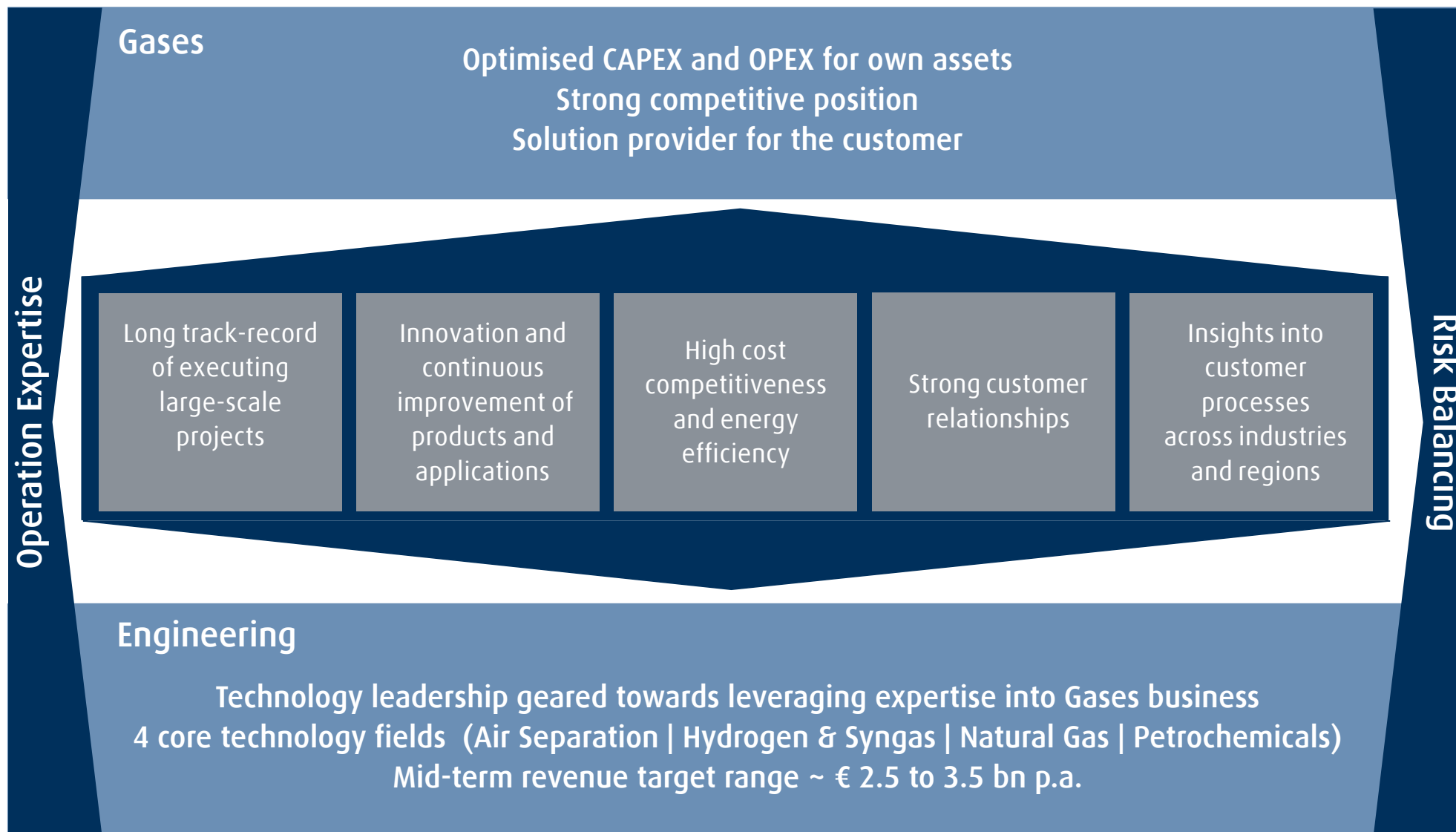


\*Source: U.S. Energy Information Administration, April 2011, in trill. cubic feet



# Linde Group | Integrated Gases & Engineering setup

## Leveraging a unique synergetic setup



## Financial calendar

Full year report 2014:	13 March 2015
Report Q1 2015:	30 April 2015
AGM 2015:	12 May 2015
Dividend payment:	13 May 2015

## Linde share information

Type of share:	Bearer shares
Stock exchanges:	All German stock exchanges
Security reference number:	ISIN DE0006483001 CUSIP 648300

## Linde ADR information

Ticker Symbol:	LNEGY
DR ISIN:	US5352230204
Depository Bank:	Deutsche Bank
Structure:	ADR Level I, Sponsored

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