

Unique synergetic set up

Creating value

Customer focus

Learning organisation

Profitable growth

Healthcare

Integrated business model

Leading technologies

Innovative supply concepts

Growth markets

Conference Call Q1 2015 Results

LeadIng.



THE LINDE GROUP

Analysts' Conference Call
30 April 2015

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These forward looking statements involve known and unknown risks, uncertainties and other factors, many of which are outside of Linde’s control, are difficult to predict and may cause actual results to differ significantly from any future results expressed or implied in the forward-looking statements on this presentation.

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Performance Q1 2015 Highlights

[EUR]		Q1 2014	Q1 2015	yoy [%]	yoy [%] fx adj.
Revenue	[m]	4,045	4,398	+ 8.7%	- 0.8%
Operating Profit	[m]	927	1,010	+ 9.0%	- 1.2%
Operating Margin	[%]	22.9	23.0	+ 10bp	
Operating Cash Flow	[m]	594	740	+ 24.6%	
EPS before non-recurring items		1.56	1.69	+ 8.3%	
EPS reported		1.56	1.62	+ 3.8%	

- Positive revenue development strongly supported by currency tailwinds
- Macro-economic environment remains challenging
- Positive contribution to Group development (fx adj.) from Gases could not fully compensate for the lower Engineering contribution
- Strong operating cash flow development

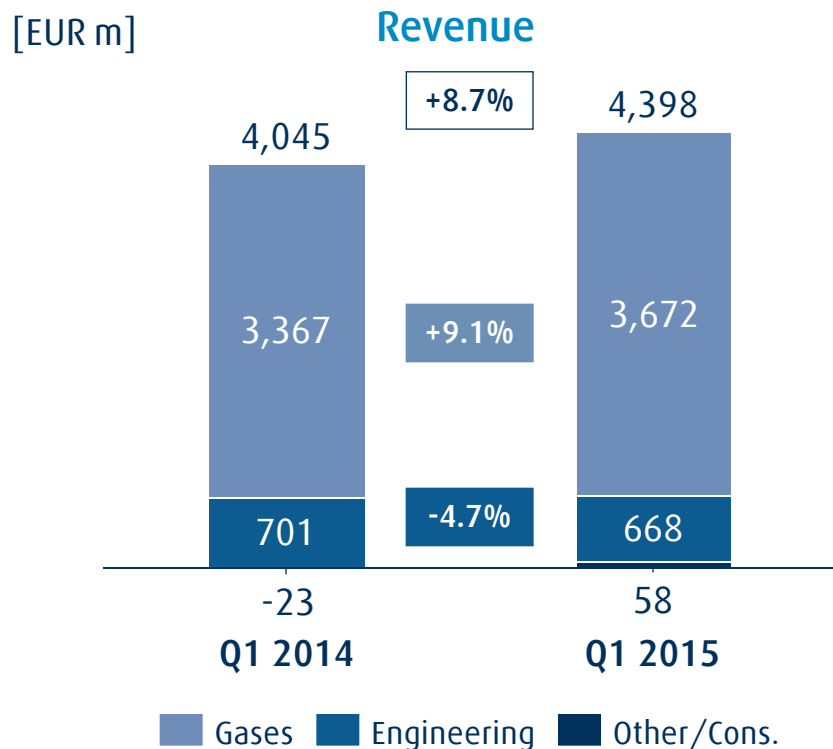
Please see definitions of key financial figures on page 17

Group | Revenue and operating profit by division

Strong revenue development in Q1 2015



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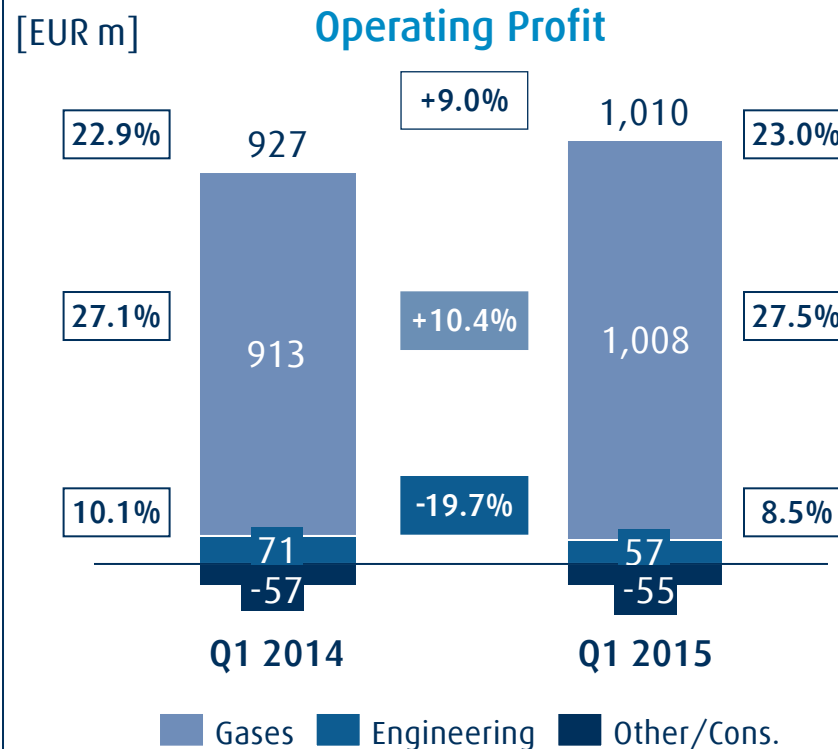


Gases

Revenue development strongly supported by exchange rate effects

Engineering

Stable development in line with progress of projects



Gases

Margin improved by 40 basis points

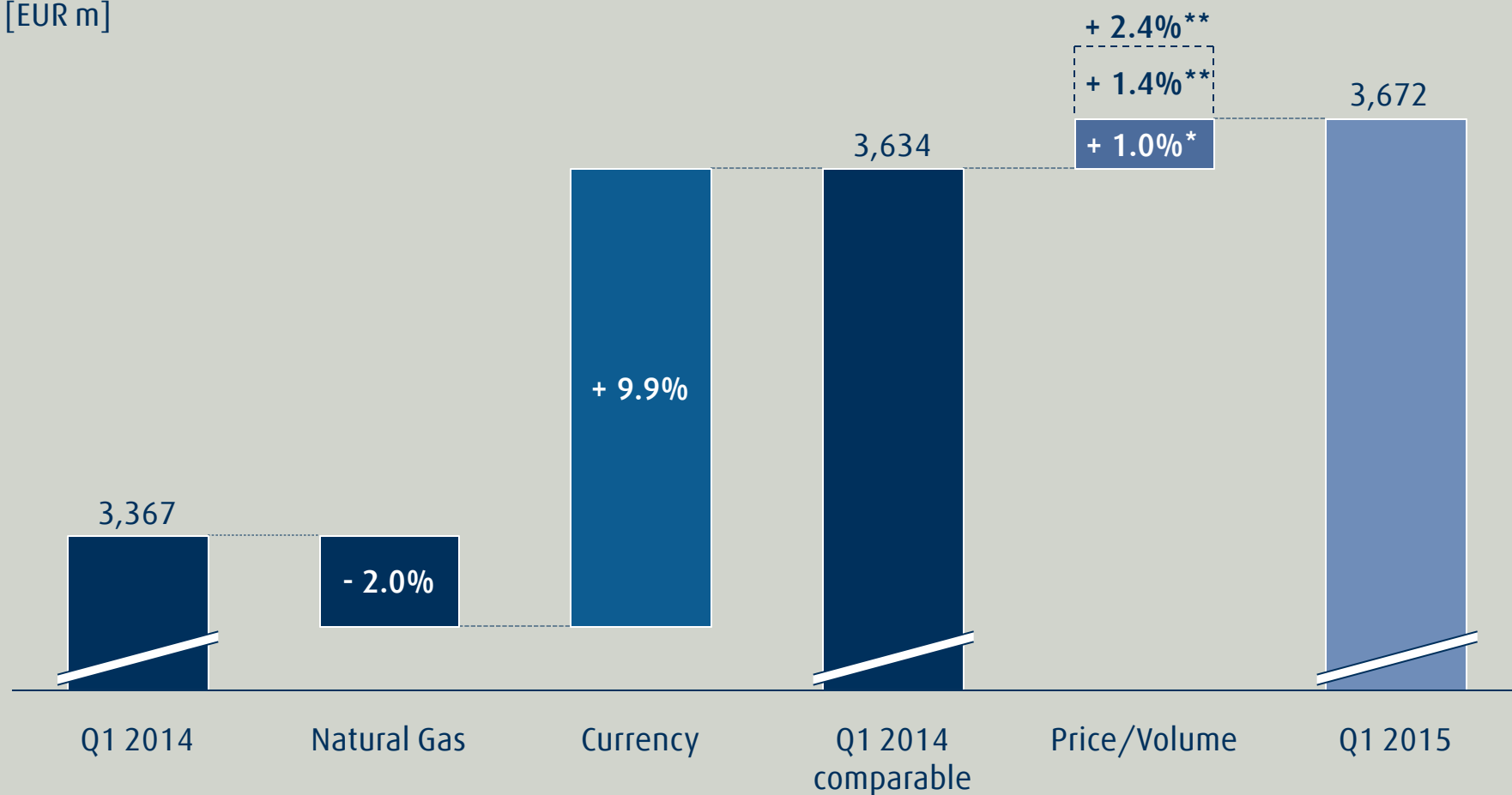
Engineering

Margin reflects change in project mix

Gases Division | Revenue bridge

Strong currency tailwind

[EUR m]



*Including EUR 8m changes in consolidation from Kleenheat Gas PTY bolt-on acquisition

** Adjusted for additional effects as detailed on page 6

Gases Division | Revenue by product areas

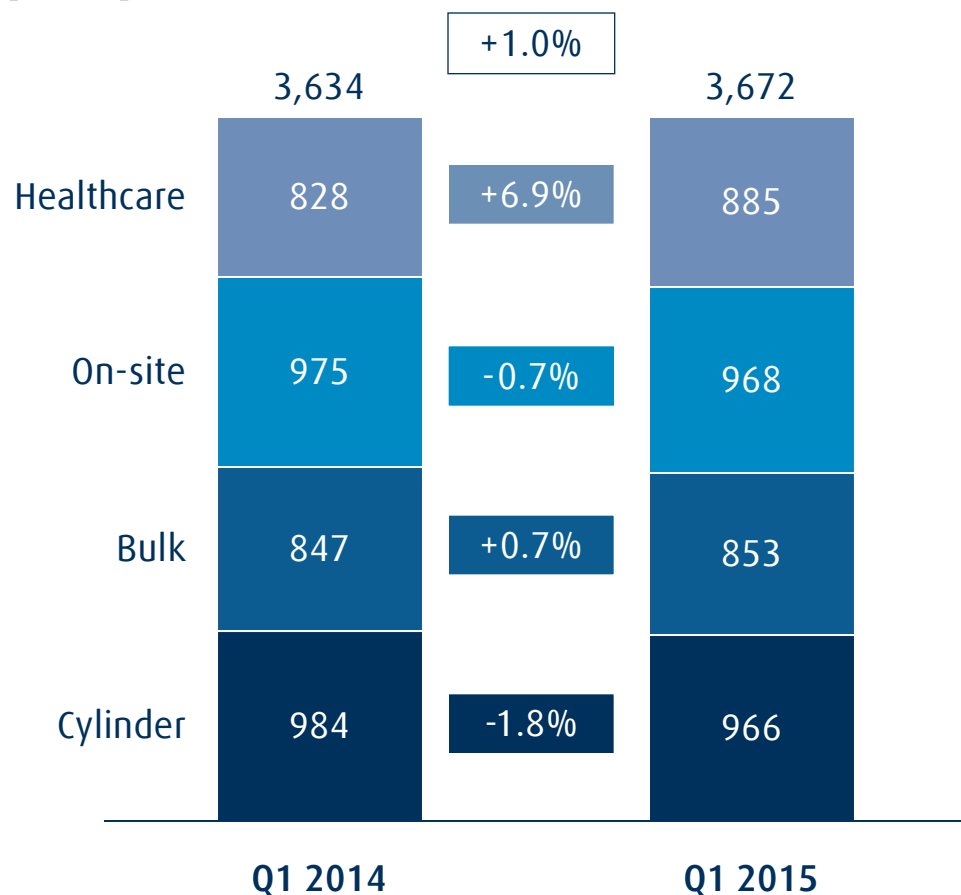
2.4% comp. growth after adjusting for additional effects



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Comparable growth*

[EUR m]



Comments / Additional effects

Healthcare

Strong growth mainly driven by Lincare

On-site

Increase of 1.1% adjusted for effects from end of contracts

Bulk

Increase of 2.7% adjusted for effects from lower LPG prices

Cylinder

Decrease of 0.4% adjusted for effects from lower LPG prices and repeal of Australian carbon tax

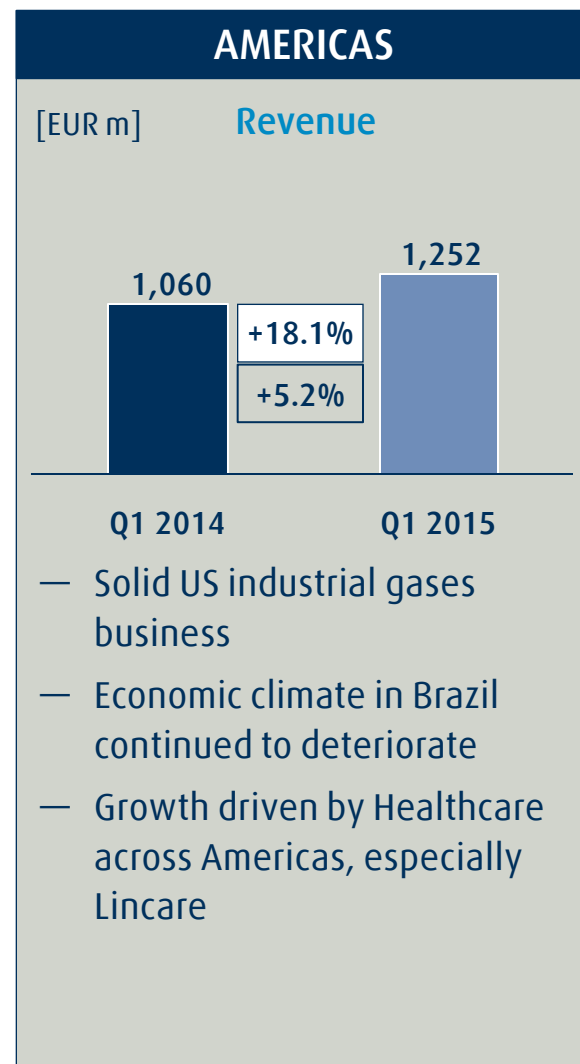
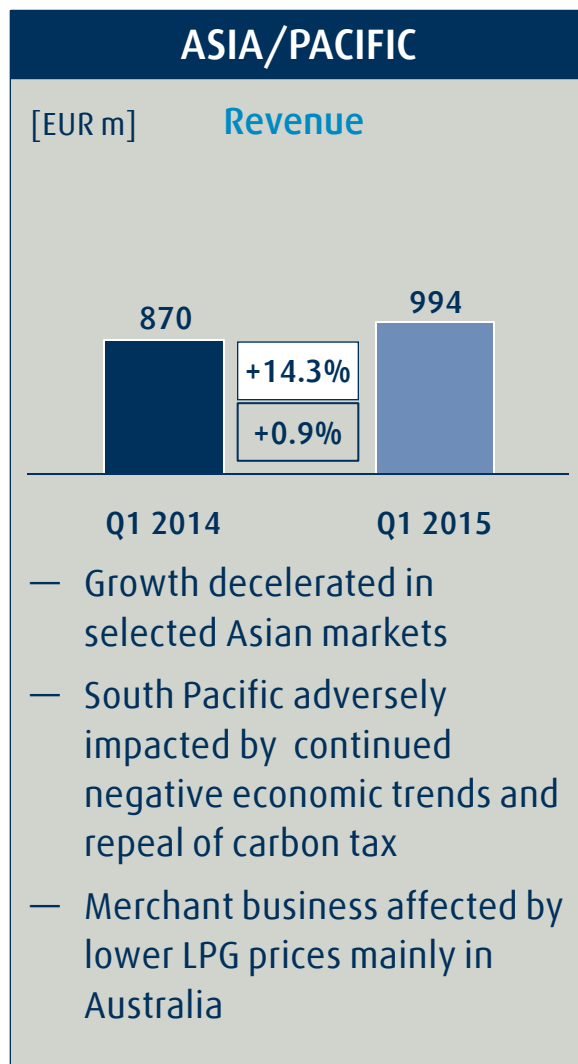
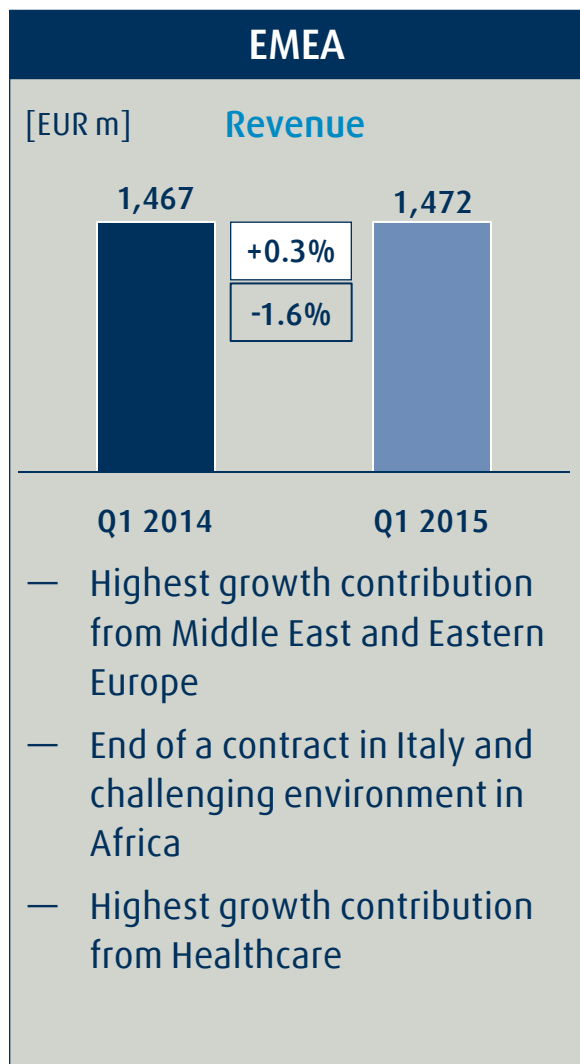
*Excludes currency and natural gas price effect

Gases Division | Revenue by operating segment

Strong revenue development in Asia/Pacific and Americas



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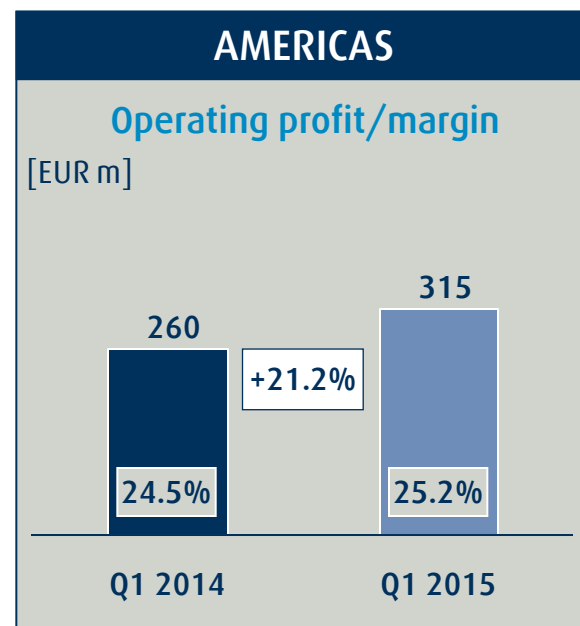
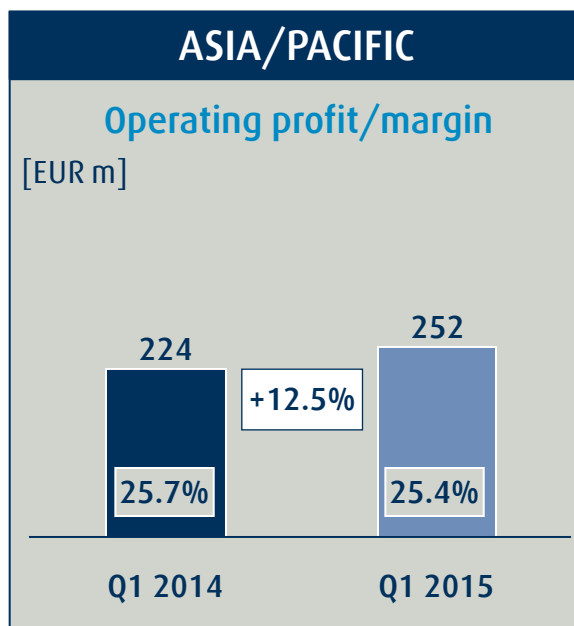
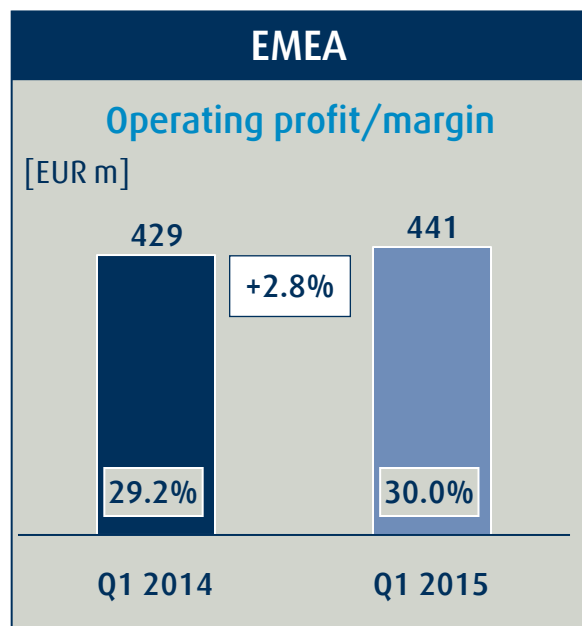
Reported growth
 Comparable growth: excluding currency and natural gas price effect

Gases Division | Operating profit by operating segment

Operating profit margin of 27.5%



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Operating profit/margin development

- Margin improvement in EMEA primarily due to higher contributions from UK, Eastern Europe and Middle East
- Positive operating profit development in Asia/Pacific supported by China
- Margin in Americas mainly driven by North American business

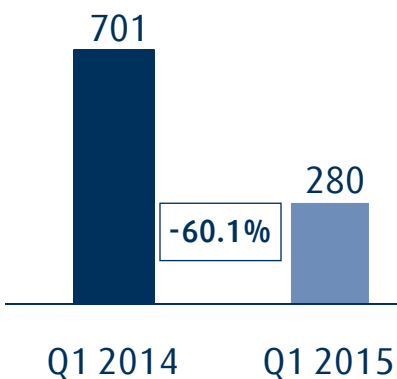
□ Reported growth □ Operating profit margin

Engineering Division | Key figures

Order backlog remains at a high level

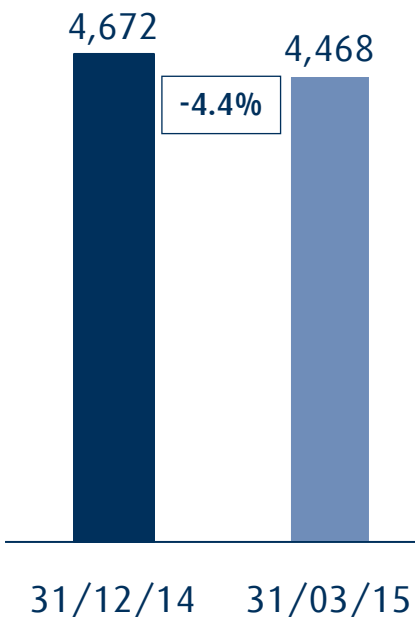
Order Intake

[EUR m]



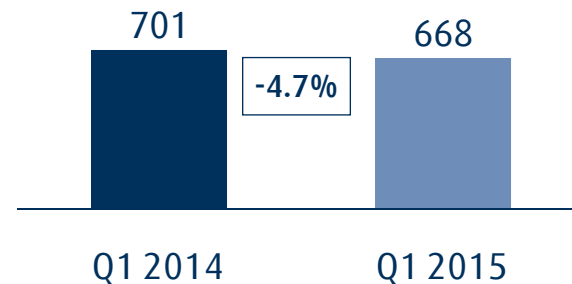
Order Backlog

[EUR m]



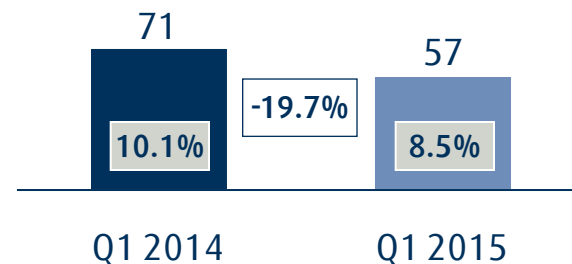
Revenue

[EUR m]



Operating Profit

[EUR m]



- Revenue development in line with project progress
- Order intake impacted by postponement of investment decisions in particular in the petrochemical industry

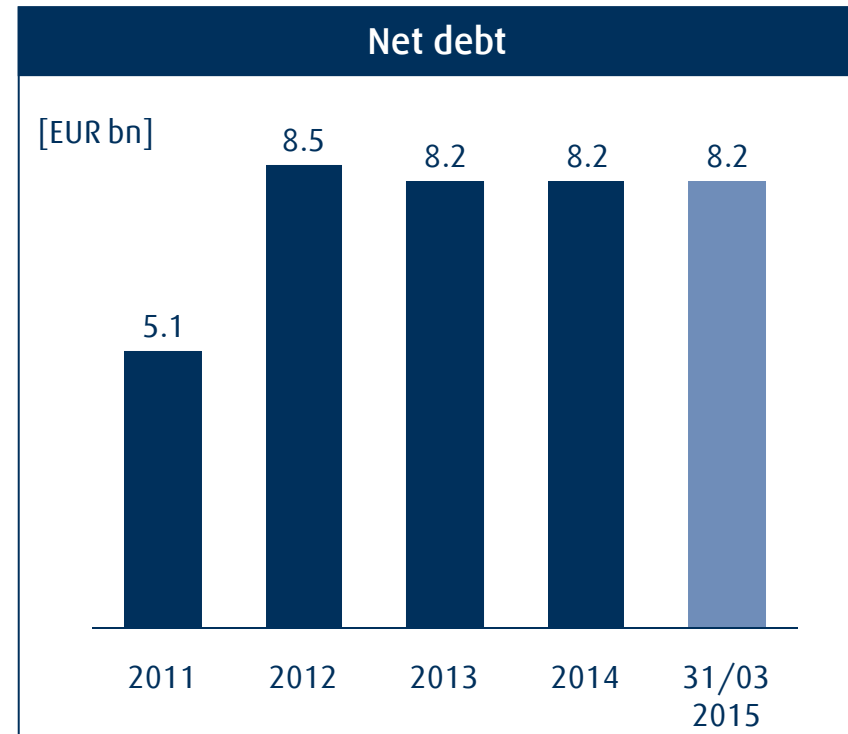
Financial Performance | Key indicators

Financial position remains solid



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Cash flow			
[EUR m]	Q1 2014	Q1 2015	Δ in %
Operating cash flow	594	740	+24.6%
Investment cash flow*	-419	-476	-13.6%
Free cash flow before financing*	175	264	+50.9%
Change in cash and financial debt	127	206	+62.2%



- Improvement in EBITDA resulted in a higher operating cash flow
- Stable net debt and increased EBITDA led to lower Net debt/EBITDA ratio of 2.0x

* Excluding investments in / disposals of securities; 2015: EUR -51 EUR m; 2014: EUR -148m

Outlook

Confirmed.

Short-term outlook*		2015
Group	Revenue	18.2 to 19.0 billion Euros
	Operating Profit	4.1 to 4.3 billion Euros
	ROCE	9 to 10 percent
Gases Division	Revenue	14.9 to 15.4 billion Euros
	Operating Profit	4.05 to 4.25 billion Euros
Engineering Division	Revenue	3.0 to 3.3 billion Euros
	Operating Margin	Around 8 percent
Medium-term outlook**		2017
Group	Operating Profit	4.5 to 4.7 billion Euros
	ROCE	11 to 12 percent
	Efficiency	750 to 900 million Euros

Please see definitions of key financial figures on page 17

* Dependent on economic development and exchange rate development

** As communicated at 9M 2014 reporting and based on exchange rates prevailing at that point in time



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Group | Q1 2015

Key P&L items

[EUR m]	FY 2014	Q1 2014	Q1 2015	Δ in %
Revenue	17,047	4,045	4,398	+8.7
Operating profit	3,920	927	1,010	+9.0
Operating margin	23.0%	22.9%	23.0%	+10bp
PPA depreciation for BOC	-227	-51	-63	-23.5
Depreciation & amortisation (excl. PPA BOC)	-1,742	-358	-404	-12.8
Non-recurring items (expenses for restructuring)	-66	-	-20	-
EBIT	1,885	518	523	+1.0
Financial result	-365	-96	-98	-2.1
Taxes	-358	-101	-101	-
Profit for the year – attributable to Linde AG shareholders	1,102	290	300	+3.4
EPS reported [EUR]	5.94	1.56	1.62	+3.8

Group | Q1 2015

Cash flow statement



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[EUR m]	FY 2014	Q1 2014	Q1 2015	Δ in %
Operating profit	3,920	927	1,010	+9.0
Change in working capital	62	-174	-161	+7.5
Other changes	-681	-159	-109	+31.4
Operating cash flow	3,301	594	740	+24.6
Investments in tangibles/intangibles	-1,957	-484	-442	+8.7
Acquisitions	-65	-27	-71	-163.0
Other (incl. financial investments)	309	92	37	-59.8
Investment cash flow*	-1,713	-419	-476	-13.6
Free cash flow before financing*	1,588	175	264	+50.9
Pension funding	-300	-	-	-
Interests and swaps, dividends	-1,003	-41	-52	-26.8
Other changes	-26	-7	-6	+14.3
Change in cash and financial debt	259	127	206	+62.2

* Excluding investments in / disposals of securities; 2015: EUR -51 EUR m; 2014: EUR -148m

Gases Division | Quarterly data

Reporting segments



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EMEA [EUR m]	Q1 2014	Q1 2015	Q2 2014	Q3 2014	Q4 2014	FY 2014
Revenue	1,467	1,472	1,511	1,519	1,438	5,980
Operating profit	429	441	460	455	434	1,778
Operating margin	29.2%	30.0%	30.4%	30.0%	29.3%	29.7%

Asia / Pacific [EUR m]	Q1 2014	Q1 2015	Q2 2014	Q3 2014	Q4 2014	FY 2014
Revenue	870	994	946	1,006	990	3,812
Operating profit	224	252	252	261	273	1,010
Operating margin	25.7%	25.4%	26.6%	25.9%	27.6%	26.5%

Americas [EUR m]	Q1 2014	Q1 2015	Q2 2014	Q3 2014	Q4 2014	FY 2014
Revenue	1,060	1,252	1,035	1,077	1,142	4,314
Operating profit	260	315	238	258	291	1,047
Operating margin	24.5%	25.2%	23.0%	24.0%	25.5%	24.3%

Group | Currency impact

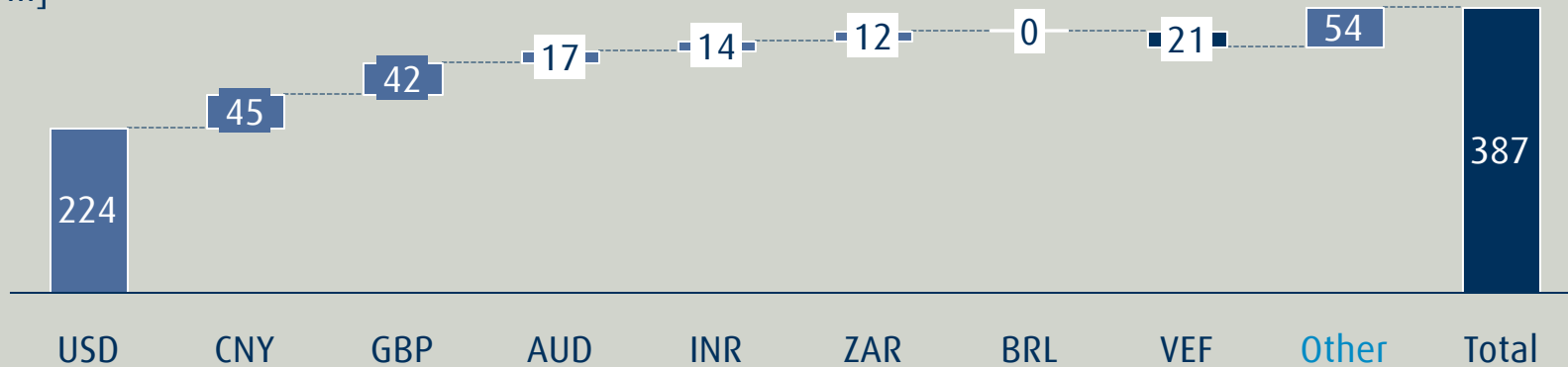
Impact on revenue and operating profit in Q1 2015



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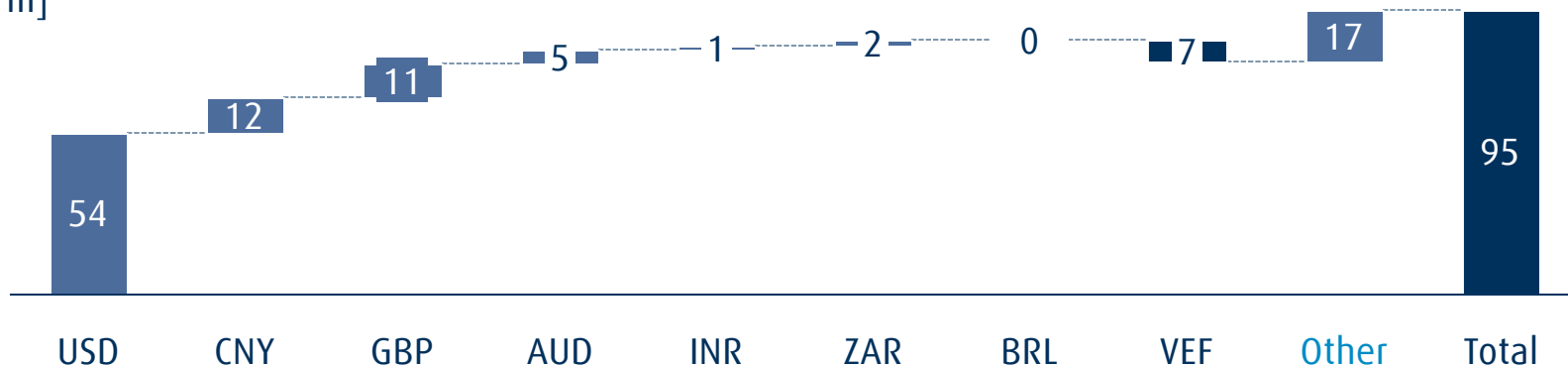
Positive impact on Group revenue in Q1 2015

[EUR m]



Positive impact on Group operating profit in Q1 2015

[EUR m]



Operating Profit

Return

EBIT before non-recurring items
adjusted for amortisation of intangible
assets and depreciation of tangible assets

Return on Capital Employed (ROCE)

Return

EBIT
before non-recurring items

Average Capital Employed

Equity (incl. non-controlling interests)
+ financial debt
+ liabilities from finance leases
+ net pension obligations
- cash, cash equivalents and securities
- receivables from finance leases

Earnings per Share (EPS) before non-recurring items

Return

Profit for the period
before non-recurring items
attributable to Linde AG
shareholders

Shares

Number of
weighted average
outstanding shares

Earnings per Share (EPS)

Return

Profit for the period
attributable to Linde AG
shareholders

Shares

Number of
weighted average
outstanding shares

Financial calendar

AGM 2015:	12 May 2015
Dividend payment:	13 May 2015
Report H1 2015:	29 July 2015
Report 9M 2015:	28 October 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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