

## **OCI N.V. Investor Presentation**

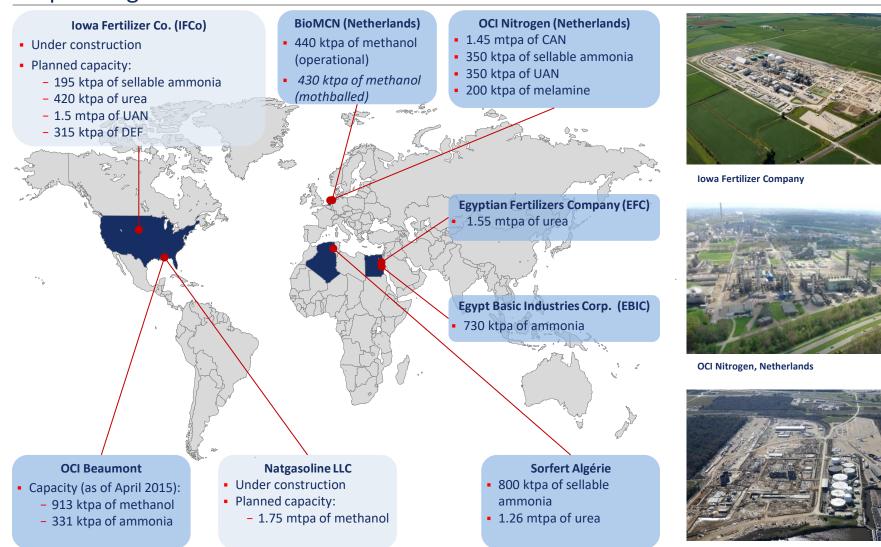
September 2016

### OCI N.V. Profile

#### Summary Overview

- Leading global natural gas-based fertilizer & chemicals producer
  - Production facilities in the United States, the Netherlands, Egypt and Algeria complemented by global distribution network
  - Current total sellable fertilizer & chemical capacity of 8.4 million metric tons
  - Natgasoline: new 50% strategic partner, Consolidated Energy AG ("CEL"), adds expertise across the methanol value chain
  - Globally competitive position with access to low cost natural gas feedstock
- Greenfield initiatives on track to boost current production capacity by 50% by end-2017
  - Iowa Fertilizer Company ("IFCo") now in commissioning phase and on track to start production in Q4 2016
  - Natgasoline 62.0% complete as at 31 July 2016, expected to start production in the second half of 2017.
- Deleveraging expected 2017 2018
  - Step-up in volumes from greenfields and higher utilization in Egypt and Algeria
  - No further growth capex: all operational cash flows used to deleverage the balance sheet
  - Tightening of global supply-demand balance for fertilizers from H2 2017 onwards supports improving underlying markets
- Trading on Euronext Amsterdam (Euronext: OCI)
  - Market Cap €3.1 billion as of September 2016





### 6 Operating Facilities in 4 Countries and 2 Under Construction



Competitive position with access to low cost natural gas feedstock

Natgasoline - aerial site view

### Ramp-up of Production Capacity 2016 - 2017

Design Capacities <sup>1</sup> ('000 metric tons)		_	Ammo	onia				Total Fertilizer				Total Fertilizer & Chemicals
Plant	Country	Ownership <sup>2</sup>	Gross	Net <sup>3</sup>	Urea	UAN <sup>4</sup>	CAN	For Sale	Methanol	<b>Melamine</b> <sup>5</sup>	DEF	For Sale
Egyptian Fertilizers Company	Egypt	100%	800	-	1,550	-	-	1,550	-	-	-	1,550
Egypt Basic Industries Corp.	Egypt	60%	730	730	-	-	-	730	-	-	-	730
OCI Nitrogen	Netherlands	100%	1,150	350	-	350	1,450	2,150	-	200	-	2,350
Sorfert Algérie	Algeria	51%	1,600	800	1,260	-	-	2,060	-	-	-	2,060
OCI Beaumont <sup>6</sup>	USA	80%	331	331	-	-	-	331	913	-	-	1,244
BioMCN <sup>7</sup>	Netherlands	100%	-	-	-	-	-	-	440			440
Current design capacity			4,611	2,211	2,810	350	1,450	6,821	1,353	200	0	8,374
Iowa Fertilizer Company <sup>8</sup>	USA	100%	875	195	420	1,505	-	2,120	-	-	315	2,435
Year-end 2016			5,486	2,406	3,230	1,855	1,450	8,941	1,353	200	315	10,809
Natgasoline LLC	USA	50%	-	-	-	-	-	-	1,750	-	-	1,750
2017			5,486	2,406	3,230	1,855	1,450	8,941	3,103	200	315	12,559

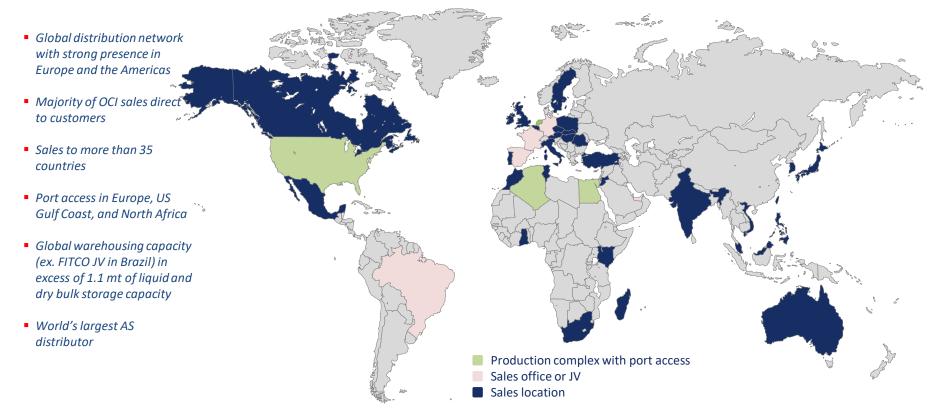
Iowa Fertilizer Company in commissioning phase and on track to start production in Q4 2016

Natgasoline LLC 62.0% complete as at 31 July 2016 – expected start of production in H2 2017

<sup>&</sup>lt;sup>1</sup> Iowa Fertilizer Company and Natgasoline LLC volumes are estimates; <sup>2</sup> Capacities in table not adjusted for OCl's stake in considered plant; <sup>3</sup> Net ammonia is remaining capacity after downstream products are produced; <sup>4</sup> Excludes EFC UAN swing capacity of 325 ktpa; OCl Nitrogen max. UAN capacity cannot be achieved when producing max. CAN capacity; <sup>5</sup> Split as 150 ktpa in Geleen and 50 ktpa in China (Chinese capacity does not account for 49% stake and exclusive right to off-take 90%); <sup>6</sup> OCl Beaumont debottlenecking initiative completed in April 2015; <sup>7</sup> Acquired June 2015 - does not include mothballed line of 430 ktpa; <sup>8</sup> IFCo expected capacities apart from net ammonia are maximum expected capacities and cannot all be achieved at the same time.



### **Global Distribution Network**





Indoor ship loading facility at the





Warehouse at port of Stein, Limburg FITCO/OCI Warehouse in Brazil



Liquid storage warehouses in Spain



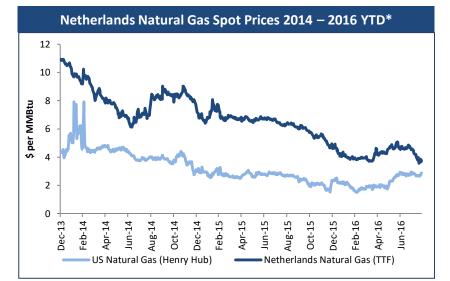
Ammonia tanks at OCI Terminal Europoort, Port of Rotterdam, Holland

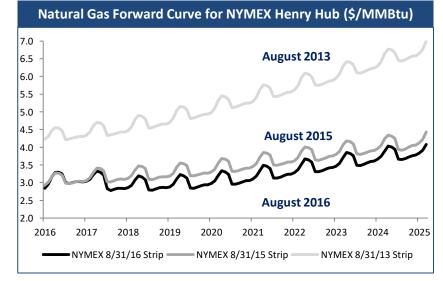


port of Stein, Limburg

### OCI is One of the Lowest-Cost Producers Globally

- European natural gas prices down to sustainably low levels:
  - Reaching a record low of ~\$3.45 / MMBtu in August 2016
  - Futures suggest natural gas prices will continue to remain low TTF futures (ICIS) 2020 just above \$5 / MMBtu
  - Abundant supply of natural gas to Europe expected LNG exports from US to Europe expected to grow
  - TTF likely to follow US natural gas price patterns (+ transport cost) resulting in potential further decline in natural gas prices
- Low and declining natural gas prices in the US:
  - Forward curve suggests cost for natural gas will remain low
  - North American producers amongst lowest cost producers globally
  - With oversupply of natural gas in Northeastern/Canadian markets, several northern gas markets currently forecasted to trade at discount to Henry Hub (Gulf gas). IFCo can take advantage of this
- North Africa cost competitive on global basis:
  - Low cost production base
  - Benefiting from long-term natural gas supply agreements





<sup>\*</sup> To COB 29 August 2016 Source: OCI, Bloomberg, ICIS

### Deleveraging 2017 - 2018

- In the second and third quarters of 2016, OCI N.V. received cash proceeds in excess of \$1.3 billion:
  - Significantly strengthening balance sheet, settling all due short-term obligations and providing financing for pursuit of growth initiatives
  - Monetised shareholder loans of c.\$470 million in Natgasoline
  - Refinanced and upsized outstanding debt at OCI Nitrogen with €550 million of term loans and revolving credit facilities
  - Received a break-up fee of \$150 million for the terminated combination agreement originally announced in August 2015
  - Received \$70 million dividend (\$63 million net of withholding taxes) over fiscal year 2015 from Sorfert in Algeria
- Deleveraging:
  - With the expected completion of IFCo in Q4 2016, Natgasoline already fully funded and no plans to initiate new projects over the next 18 to 24 months, there are no further financing requirements for growth capex
  - Starting 2017, all operational cash flows from the step-up in product volumes will be used to deleverage the balance sheet
  - Objective to achieve investment grade ratings by 2018 / 2019

**Fertilizer Assets - Overview** 



### OCI Nitrogen (Netherlands) – Highly Competitive Position in Europe

#### • One of the largest global single sites

- Highly integrated ammonia / nitrate production
- On-site facilities / utilities shared with DSM, SABIC, Lanxess and others
- Located near NW Europe customer base
  - Majority of sales in key EU6 nitrate markets
  - Top 10 customers account for >50% of sales
- Highest netback close to plant
  - Strong advantage versus potential imports
- Focus on value added products
  - Calcium Ammonium Nitrate OCIN's largest end product
  - High nitrate premium supported by excellent branding
- Melamine market has been robust throughout 2016
  - Tight supply-demand balance
  - Selling prices have improved on the levels from last year

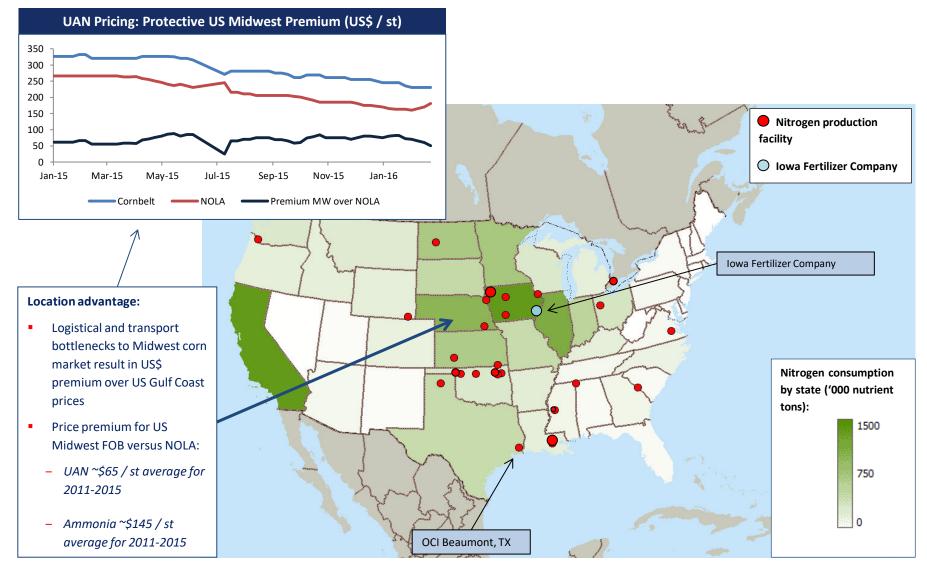








### IFCo Can Benefit from Significant US Midwest Price Premium over Gulf Coast

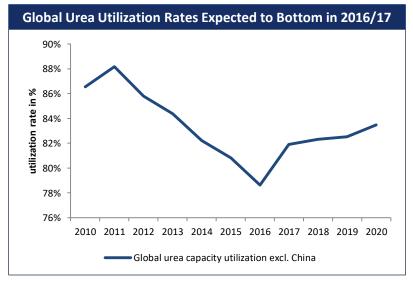


Source: OCI, Integer, CRU

### US Expected to Remain Import Market, Tightening Global Supply-Demand Balance

- Since 2012, at least 24 new North American ammonia plants have been announced, however, at least 17 projects have been cancelled / delayed or construction has not started
  - No further additions expected until at least 2020 in the US
- New urea capacity additions set to peak in 2016, both globally and in the US, expected to result in significant tightening of global supply-demand balance:
  - North America: new urea additions in first and second quarter of 2017, thereafter no committed expansions until 2020
  - Global supply additions expected to start declining significantly from H2 2017
  - Global demand expected to grow 1.5-2.5% from 2015 2020
- US and US Midwest expected to remain a net importer of nitrogen fertilizers in the foreseeable future

Committed New US Ammonia Projects 2016 – 2020 <sup>1)</sup>						
Company	Location	Build type	End market	kt/yr	Start-up	
CF Donaldsonville II	la, USA	Brownfield	Nitrogen Fertilizer	1,155	2016	
Simplot Rock Springs	WY, USA	Brownfield	Industrial	190	2016	
Dyno Nobel Waggaman	LA, USA	Greenfield	Industrial	800	2016	
Iowa Fertilizer Company	IA, USA	Greenfield	Nitrogen Fertilizer	730	2016	
CF Port Neal II	IA, USA	Brownfield	Nitrogen Fertilizer	730	2016	
LSB Industries El Dorado	AR, USA	Brownfield	Industrial	340	2016	
BASF & Yara Freeport	TX, USA	Brownfield	Industrial	750	2017	



1) Includes proposed new plants designed to produce at least 75K ammonia tons per year

Source: Fertecon, OCI

Source: CRU, Integer, OCI

### China Exports Have Declined, Costs Going Up

- Chinese urea exports have declined 25% from January July 2016 compared to same period in 2015
- Input costs (coal prices) have increased in recent months
- Urea selling prices currently below break-even costs of many producers, mostly in China





Source: CRU, Fertecon, CFMW

Source: IHS Energy



### Iowa Fertilizer Company – Greenfield Project

#### Overview

- Greenfield nitrogen fertilizer and industrial chemical production facility
- Located in Wever, Iowa
- Technology is supplied by KBR (ammonia), Stamicarbon (urea solution), and Uhde (urea granulation and UAN)

#### **EPC Progress**

- IFCo now in commissioning phase and on track to start production in Q4 2016:
  - Completion of testing and pre-commissioning of the ammonia plant planned for September
  - Start of ammonia production in Q4 2016, shortly afterwards followed by downstream production

#### Products & Feedstock

- IFCo's diversified nitrogen fertilizer product portfolio includes design capacities of 1.5 mt of UAN, 875 kt of ammonia and 420 kt of urea, in addition to 315 kt of diesel exhaust fluid (DEF)
- DEF can become important part of total production: demand growing strongly, allyear-round product and not correlated to agricultural markets
- Optionality to source natural gas feedstock from both southern and northern markets





Ammonia Tanks



### Iowa Fertilizer Company – Construction Progress





### Iowa Fertilizer Company – Construction Progress



Ammonia Compressors



Water Treatment Plan



Central Control Room



Nitric Acid Tank - Downstream



### Upside Potential from Egyptian Operations

#### Improving Gas Supply in Egypt

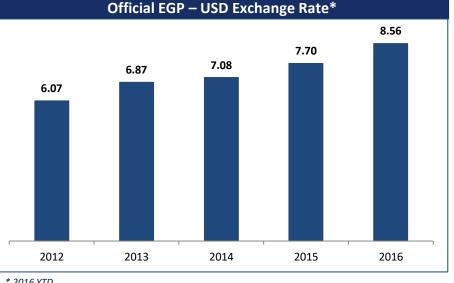
- Egyptian government ramps up LNG imports
  - Lower global LNG pricing and availability of LNG conducive to continued supply to industry
  - First shipments of imported LNG arrived in April 2015
  - A second floating storage and regasification unit (FSRU) was fully commissioned by the end of October 2015
  - EGAS is launching tender to lease a third FSRU to be operational by Q1 2017
- Egypt's domestic production of natural gas expected to improve from 2017:
  - Two recent large discoveries of natural gas fields (ENI's Zohr and BP's West Nile Delta) are expected to start production in 2017
  - Further discoveries in past 12 months
  - ENI's discovery of a "supergiant" gas field in the Egyptian offshore, is the largest ever found in the Mediterranean
  - Field could hold a potential of 30 tcf of lean gas in place, representing one of the world's largest natural gas finds

#### **Upside Potential**

- Improved gas supply from November 2015
  - EFC has been operating at utilization rates in excess of 70% in H1 2016 and over 80% in July 2016
  - EBIC expected to operate at up to 50% rate as second FSRU has docked at EBIC's jetty, temporarily restricting exports
  - EBIC is expected to return to high utilization rates once the construction of a dedicated jetty for import of LNG has been finalized, expected by the end of Q2 2017.

#### Devaluation of EGP vs USD

Cost structure and debt in EGP benefit from devaluation



### Sorfert Deleveraging Rapidly

#### **Strong Cash Flow Generation**

- Benefits from competitive low price long-term gas contract
- Significant contributor to Consolidated Group EBITDA first dividend of \$63 million net of withholding taxes received
- Rapid deleveraging in Sorfert set to continue as a result of strong cash flow generation and devaluation of Algerian Dinar (DZD)
  - DZD devalued by 25% during 2015 on average vs 2014
  - DZD 2016 YTD has devalued 9% vs average for 2015
- Planned turnaround from end-July to beginning of September 2016 expected to result in significant improvement in reliability and utilization rates



#### Plant Overview

- 1.26 mtpa urea and 1.8 mtpa gross ammonia export-focused production complex in Algeria
- New facility, started up at end-2013
- OCI ownership 51%, Sonatrach 49%
- Strategic location with easy port access
- Largest integrated nitrogen fertilizer producer in Africa



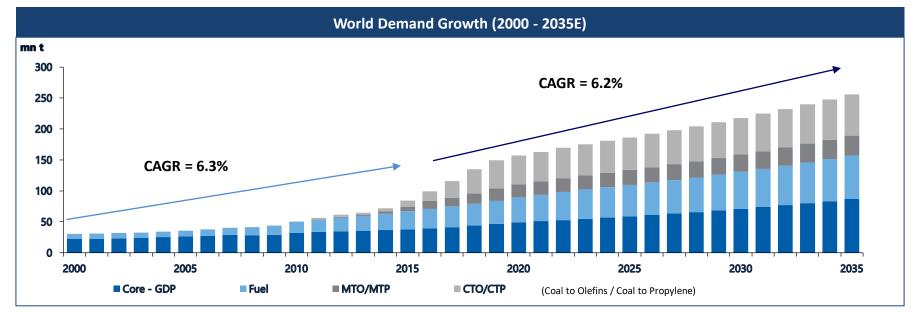


**Methanol Assets - Overview** 



### Methanol – Robust and Growing Global Market

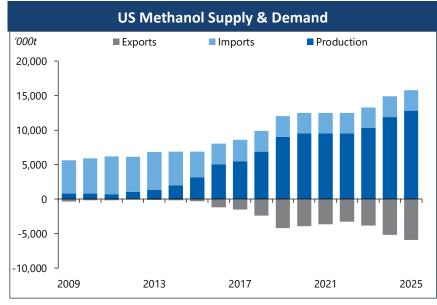
- Methanol is one of the world's most widely used industrial chemicals with diversity of applications from paints and plastics, furniture and carpeting, to car parts and windshield wash fluid
- Excluding CTO/CTP, 2015 methanol demand is estimated to be 78 million tons
- Demand growth expected to remain robust: CAGR of 6.2% over next 20 years driven by growth for core derivatives, fuel applications, MTO/MTP
  - Global methanol consumption has grown at a CAGR of 6.3% from 2000 to 2015 and 10.3% from 2009-2014
  - MTO (methanol-to-olefins) in China strong driver of demand growth: it accounted for almost 18% of the country's merchant methanol market in 2015
  - Additional three MTO plants expected in China in next few months





### US Expected to Remain Net Importer of Methanol

- In 2015, the U.S. imported approximately 3.7 million metric tons of methanol to meet its supply deficit (57% of consumption)
  - The U.S. sources a majority of its imports from Trinidad, which is facing structural shortages in natural gas reserves and government rationing
- U.S. methanol demand is expected to increase at a CAGR of c.6% between 2015 and 2020, driven by GDP
- At the same time, supply growth is expected to remain limited in the US from 2016 2019
  - US expected to remain net importer of methanol in the foreseeable future
  - US producers are at low end of the global methanol cost curve



#### US Methanol Capacity Expansion ('000 mt)

Timing	Name	Location	Ownership	Capacity
2012	OCI Beaumont	Beaumont, TX	OCI	730
2013	LyondellBasell	Channelview, TX	LyondellBasell	780
2015	Methanex Geismar 1	Geismar, LA	Methanex	1,000
	Pampa Fuels LLC	Pampa, TX	G2X Energy	65
	OCI Beaumont	Beaumont, TX	ОСІ	185
	Fairway LLC	Clear Lake, TX	Celanese/Mitsui JV	1,300
2016	Methanex Geismar 2	Geismar, LA	Methanex	1,000
2017	Natgasoline LLC	Beaumont, TX	OCI/CEL	1,750

Source: Argus JJ&A



### **OCI** Partners - Overview



#### **Facility Overview**

- OCI's facility near Beaumont, TX ("OCI Beaumont") is an integrated methanol and ammonia facility strategically located on the Texas Gulf Coast
- OCI N.V. acquired the Beaumont plant from Eastman Chemical Company in May 2011. Previously the Beaumont plant was owned by Terra Industries and DuPont, and was shut down from 2004 until OCI's acquisition in 2011
- Following a comprehensive upgrade, methanol and ammonia production commenced in July 2012 and December 2011, respectively
- Production capacity increased by 25% following completion of a debottlenecking project both lines restarted in Q2 2015

Capacity				
Product	Current Produ	Product Storage Capacity		
	Metric Tons/ Day	Metric Tons/ Year	Metric Tons	
Methanol	2,500	912,500	42,000 (two tanks)	
Ammonia	907	331,000	33,000 (two tanks)	



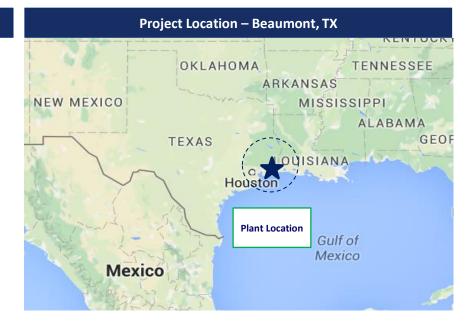
### Natgasoline – Greenfield Scheduled for Completion in 2017

#### Natgasoline LLC Overview

- World scale greenfield methanol production complex currently under development, located in Beaumont, Texas
- Expected to produce approximately 1.75 million metric tons of methanol per year
- Well positioned in the US Gulf Coast to take advantage of the growing demand for methanol, with ease of access to domestic US demand as well as to international markets including Europe and Asia
- Air Liquide Global E&C Solutions is supplying proven Lurgi MegaMethanol<sup>®</sup> process technology
- Natgasoline will benefit from operational expertise of its sponsors CEL and OCI both are global leaders in methanol and related petrochemical production

#### Significant Progress to Date

- Commissioning expected H2 2017
- Overall project progress 62.0% complete as of 31 July 2016
- Engineering: Air Liquide's progress is approximately 99%
- **Procurement:** All proprietary & long lead equipment are on site
- Construction: Site preparation and piling work complete with foundation work, piping installation and steel erection well underway. Mechanical subcontractor has mobilized with equipment setting, steel erection and pipe installation activities started

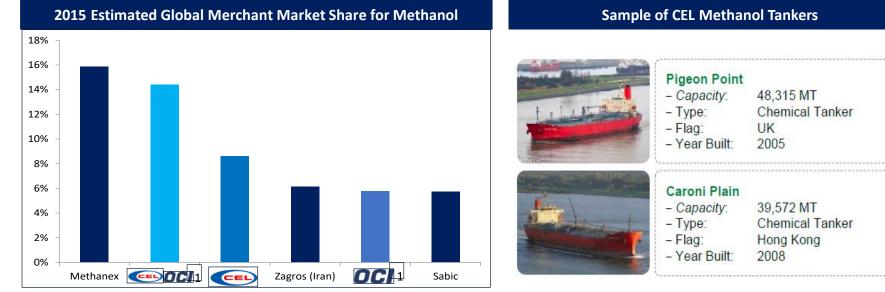




### Natgasoline – Strategic Partnership with Consolidated Energy

#### • 50% Strategic Partner:

- In April 2016, OCI and CEL entered into definitive agreements for an investment by CEL in a 50% stake in Natgasoline in participation with OCI
- CEL adds expertise across the value chain:
- One of the world's largest merchant producers of methanol based on capacity; currently sells ~4.1 mtpa of methanol
- Largest marketer of methanol in North America and 2nd largest globally
- Large distribution network (including a dedicated fleet of 11 ocean-going vessels)
- Vast methanol EPC experience: built more than 10 plants with a total of \$3.2 billion investment over past 15 years



1) Represents 100% of methanol capacity at OCI Beaumont and includes Natgasoline capacity.



# natgaso

### Natgasoline: Aerial Site







### Natgasoline: Site Photos



**Reformer Box Erection** 



Intermediate Methanol Storage Tanks





Pipe Rack Erection

**Columns and ASU** 



### BioMCN (Netherlands) - Unlocking Strategic Value

#### **BioMCN Overview**

- OCI acquired BioMCN in June 2015 for EUR 15M
- BioMCN is one of Europe's largest methanol producers and a pioneer in bio-methanol
- Consists of two plants, of which one operational (440 ktpa) and one mothballed (430 ktpa)
- The plant site is located at the Chemical Park Delfzijl, The Netherlands, is connected to the national natural gas grid and has easy logistical access to major European end markets via road, rail, barge and sea freight
- BioMCN sources bio-gas from waste digestion plants through the Dutch national gas grid by purchasing bio-gas certificates to label methanol as biomethanol

#### **Strategic Location in The Netherlands**





#### Strategic Value

- Low investment cost for entry into European market, 15
   20% market share
- Methanol consumption in Western Europe is currently more than 7 mtpa , of which more than 5 mtpa is imported - deficit is expected to continue to increase for foreseeable future.
- Entry into the biomethanol market
- Weaker European natural gas market will lower future feedstock costs

OCI N.V. History



### **Company History**

1950 - Present	Construction	<ul> <li>Established in the 1950s by Onsi Sawiris as a construction contractor in Egypt</li> <li>Developed into a leading industry player across the Middle East, Asia, USA and Europe</li> </ul>
1996 - 2007	Cement Build-Up	<ul> <li>Developed cement group from a single production line in Egypt with capacity of 1.5 mtpa to become a top 10 worldwide producer by 2007</li> <li>Portfolio comprised an emerging market-wide platform of nearly 44 mtpa spanning 12 countries</li> </ul>
1999	IPO	<ul> <li>Floated on the Egyptian Exchange in 1999 at a value of c. \$ 600 m</li> </ul>
2007	Cement Divestment	<ul> <li>Divested the cement business to Lafarge at an EV of \$ 15 bn</li> <li>Distributed \$ 11 bn in cash dividends and retained \$ 2 bn which was seed money for fertilizer initiatives</li> </ul>
2008- Present	Natural Gas Based Products	<ul> <li>Purchased EFC, increased its stake in EBIC to 60%, and started greenfield construction in Algeria</li> <li>Acquired Royal DSM N.V.'s Agro &amp; Melamine businesses in 2010</li> <li>Acquired and rehabilitated OCI Beaumont in 2011 and listed OCI Partners in October 2013</li> <li>Started construction of IFCo, a c. 2mtpa production complex in Iowa, USA in November 2012</li> <li>Established Natgasoline that will construct a world scale greenfield methanol plant in Beaumont, Texas</li> </ul>
2013 - 2014	Creation of OCI N.V.	<ul> <li>OCI N.V. lists on the NYSE Euronext Amsterdam and acquires OCI S.A.E. (former parent listed in Egypt)</li> <li>Started production at Sorfert in Algeria in August 2013</li> </ul>
2015 - 2016	Transformation	<ul> <li>Orascom Construction demerged: \$ 1.4 bn repayment of capital to OCI N.V. shareholders</li> <li>OCI N.V. becomes pure-play natural gas-based fertilizer &amp; chemicals company</li> <li>Natgasoline: CEL becomes 50% strategic partner</li> </ul>

Listing Information



#### **Listing Information**

- Headquartered in Amsterdam, The Netherlands
- Trading on Euronext Amsterdam since 25 January 2013 (Euronext: OCI)
- Number of shares: 210,306,101
- Demerger of Construction business effective 9 March 2015:
  - \$ 1.4 bn repayment of capital to OCI N.V. shareholders, equivalent to c.EUR 6 per share
- Options trading: Euronext introduced options on OCI N.V. shares as of 13 December 2013
- Index inclusions: trading as part of the AMX, STOXX Europe 600, Euronext 100 indices
- OCI Partners: listed 21.7% of the Master Limited Partnership (MLP) on NYSE on 4 October 2013
  - Following capital contributions in exchange for common units in 2014 and 2015, OCI N.V. owns 79.88%



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