

## OCI N.V. Corporate Presentation

September 2014

## Overview

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### **Company Overview**

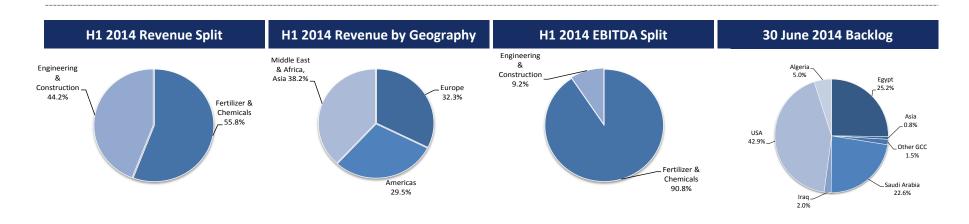
#### OCI N.V.

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- Leading global natural gas-based fertilizer & chemicals producer and engineering & construction company
- Recently announced intention to proceed with demerger of Construction Business
- Re-domiciled from Egypt to The Netherlands through an exchange and tender offer for Egypt-listed OCI S.A.E.
- Employs approximately 55,000 people worldwide

## Listing Information

- Began trading on the Euronext Amsterdam on 25 January 2013
- Market cap: EUR 5.4 billion as at 5 September 2014
- Options trading: Euronext introduced options on OCI N.V. shares as of 13 December 2013
- Index inclusions: trading as part of the AEX, STOXX Europe 600, Euronext 100 indices
- ADRs: level 1 over-the-counter ADR program on the OTCQX International Premier marketplace
- OCI Partners: listed 21.7% of the Master Limited Partnership (MLP) on NYSE on 4 October 2013; OCI N.V. owns the remaining 78.3%





### **Business Segments**















## Fertilizer & Chemicals

- Produces nitrogen fertilizers, methanol and other natural gas based products, serving agricultural and industrial customers from the Americas to Asia
- Production facilities in The Netherlands, USA, Egypt and Algeria
- Top 5 five global nitrogen-based fertilizer producer with production capacity of c. 7.5 million tons per annum (mtpa)
- Growth initiatives:
  - Greenfield nitrogen fertilizer facility of up to approximately 2 mtpa under construction in Iowa in the US
  - Engineering and full permit process for Natgasoline LLC, a greenfield world scale 1.75 mtpa methanol plant in Texas, the largest methanol production facility in the US, are in progress



CONTRACK





## Engineering & Construction

- The Engineering & Construction group ranks among the world's top global contractors
- Primarily focused on infrastructure, industrial and high-end commercial projects
- Present in the Middle East, North Africa, Europe, USA and Central Asia
- BESIX is no longer proportionately consolidated as per IFRS accounting treatment
- Backlog of \$ 5.0 billion as at 30 June 2014 (\$ 7.4 billion if proportionate consolidation for BESIX and other JV's)



## **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>Started the cement group in the mid-90s, growing production from a single line in Egypt with a capacity of 1.5 mtpa to a top 10 worldwide producer by 2007.</li> <li>Portfolio comprised an emerging market-wide platform of over 35 mtpa spanning 12 countries.</li> </ul>
1999	IPO	■ Floated on the Egyptian Exchange in 1999 at a value of c. \$ 600 million.
2007	Cement Divestment	<ul> <li>Divested the cement business in 2008 to Lafarge at an EV of \$ 15 billion.</li> <li>The Company distributed \$ 11 billion in cash dividends that year and retained \$ 2 billion 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, paving the way for further growth of its fertilizer arm.</li> <li>Acquired Royal DSM N.V.'s Agro &amp; Melamine businesses in 2010 for €310MM.</li> <li>Acquired and rehabilitated OCI Beaumont in 2011 and listed OCI Partners in October 2013.</li> <li>Started construction on c. 2mtpa production complex in Iowa, USA in November 2012.</li> <li>Now a top five global nitrogen-based fertilizer producer.</li> <li>Established Natgasoline, a wholly-owned subsidiary that will construct a world scale greenfield methanol plant in Beaumont, Texas.</li> </ul>
2013 - 2014	Transformation into OCI N.V.	<ul> <li>OCI N.V. lists on the NYSE Euronext Amsterdam and acquires OCI S.A.E.</li> <li>Announces the intention to proceed with the demerger of the Construction business</li> </ul>



## Revenue and EBITDA by Segment

#### Fertilizer & Chemicals Group:

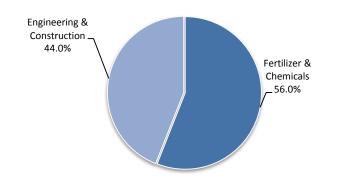
- Sorfert main driver of EBITDA growth in 2014
- Expect step-up in EBITDA from new capacities coming onstream in the United States between now and end-2016

#### Engineering & Construction Group:

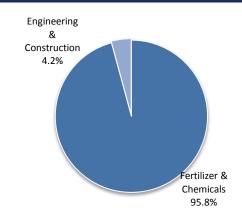
- Strong start to 2014 with \$ 2.3 billion in new awards in H1 2014 and consolidated backlog \$ 5.0 billion as of 30 June 2014
- New projects in Egypt and Saudi Arabia set to drive margin improvements

Consolidated Financials			
\$ Million	H1 2014	H1 2013	% ∆
Revenues			
Fertilizer & Chemicals	1,298.1	1,307.6	-0.7%
Engineering & Construction	1,022.1	945.1	8.2%
Group Revenues	2,320.3	2,252.7	3.0%
EBITDA			
Fertilizer & Chemicals	403.5	308.4	30.8%
Engineering & Construction	41.1	46.7	-12.0%
Corporate	-32.1	-24.2	32.6%
Group EBITDA	412.5	330.9	24.7%
EBITDA margin	17.8%	14.7%	

#### 2013 Revenue\* Split



#### 2013 EBITDA\* Split

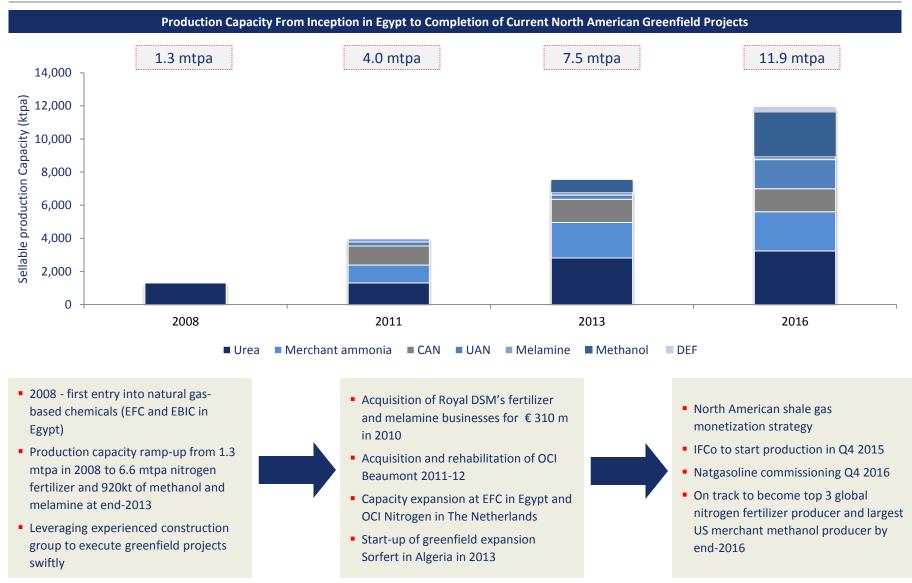




<sup>\*</sup> Revenues and EBITDA before eliminations and corporate expenses. Figures restated for the deconsolidation of BESIX and certain other JVs

Fertilizer & Chemicals Group

## Fertilizer & Chemicals Group Rapid Ramp-up of Production Capacity





## Fertilizer & Chemicals Group Expanding Product Portfolio

Design Capacities <sup>1</sup>											
		Ammoi	nia				Fertilizer				otal hemicals
Plant	Country	Gross	Net <sup>6</sup>	Urea	UAN <sup>7</sup>	CAN	for sale	Methanol M	elamine	DEF fo	or sale
Egyptian Fertilizers Company <sup>2</sup>	Egypt	800	-	1,550	-	-	1,550	-	-	-	1,550
Egypt Basic Industries Corp.	Egypt	730	730	-	-	-	730	-	-	-	730
OCI Nitrogen³	Netherlands	1,130	350	-	250	1,400	2,000	-	190	-	2,190
Sorfert Algérie	Algeria	1,600	800	1,260	-	-	2,060	-	-	-	2,060
OCI Beaumont	USA	265	265	-	-	-	265	730	-	-	995
Year End 2013		4,525	2,145	2,810	250	1,400	6,605	730	190	-	7,525
OCI Beaumont Expansion⁴	USA	305	305	-	-	-	305	913	-	-	1,218
Year End 2014		4,565	2,185	2,810	250	1,400	6,645	913	190	-	7,748
Iowa Fertilizer Company⁵	USA	770	185	420	1,505	-	2,110	-	-	315	2,425
Year End 2015		5,335	2,370	3,230	1,755	1,400	8,755	913	190	315	10,173
Natgasoline LLC	USA	-	-	-	-	-	-	1,750	-	-	1,750
Year End 2016		5,335	2,370	3,230	1,755	1,400	8,755	2,663	190	315	11,923

- Total sellable capacity of nitrogen-based fertilizer and chemicals 7.5 mtpa at year-end 2013, expected to increase to 11.9 mtpa at year-end 2016 with the addition of OCI Beaumont's post-expansion capacity, Iowa Fertilizer Company (IFCo) and Natgasoline LLC
- Cost competitive on global basis:
  - Early mover advantage in the US, where natural gas prices are amongst the lowest in the world due to shale gas boom
  - Presence in heart of US market: currently the US imports up to 80% of methanol and up to 40% of ammonia demand
  - Existing low-cost production base in Egypt and Algeria
- OCI Nitrogen is the second largest CAN producer in Europe and the largest melamine producer in the world
- IFCo is the first world-scale nitrogen fertilizer plant to be built in the US in 25 years
- Natgasoline LLC will be the largest methanol production facility in the US
- OCI Beaumont is the largest integrated ammonia and methanol producer in the US

Note: all tonnage is in thousand metric tons per year and refers to total design capacity, Iowa Fertilizer Company and Natgasoline LLC volumes are estimates

<sup>&</sup>lt;sup>1</sup> Table not adjusted for OCI's stake in considered plant; <sup>2</sup> Also has a 325 thousand metric ton per year (ktpa) UAN line to capitalize on seasonal UAN price premiums over urea (swing capacity); <sup>3</sup> Also has 500 ktpa of captive urea liquor capacity used to produce downstream products; <sup>4</sup> OCI Beaumont Expansion is expected design capacity once the debottlenecking initiative is completed; <sup>5</sup>IFCo design capacities apart from net ammonia are gross capacities and cannot all be achieved at the same time; <sup>6</sup> Net ammonia is remaining capacity after downstream products are produced; <sup>7</sup> Excludes EFC UAN swing capacity.

## Fertilizers & Chemicals Group

## Organic Growth Initiatives in the United States: Iowa Fertilizer Company

Plant Overview

- **Strategic location:** in the heart of the US Midwest corn belt benefiting from a first mover advantage in the US for greenfield plants broke ground on 19 November 2012 and scheduled to begin production in Q4 2015
- Construction capabilities: leveraged Orascom Engineering & Construction as the EPC contractor
- Investment cost: approximately \$ 1.8 bn

Financing

- Issued \$ 1.2 bn Midwest Disaster Area tax-exempt bond
  - The bond was 3x oversubscribed and has an average interest rate of 5.12%
- The bond issuance is rated BB- by both S&P and Fitch and represents the largest non-investment grade transaction ever sold in the US tax-exempt market

Construction
Progress on
Schedule

Construction c.63% complete as of 31 July 2014







## Fertilizers & Chemicals Group

## Organic Growth Initiatives in the United States - OCI Beaumont & Natgasoline LLC

## OCI Beaumont

- Largest integrated ammonia-methanol plant in North America
- Competitive location on Gulf Coast, strong ammonia / methanol economics in the US market and attractive natural gas feedstock costs
- Newly rehabilitated full capacity utilization rates achieved in Q4 2012
- Adding c. 15% capacity to ammonia and c. 25% to methanol through a \$ 220-230 million debottlenecking scheduled for completion in Q4 2014
- Completed IPO of 21.7% of OCI Partners LP (OCIP), the owner and operator or OCI Beaumont, in October 2013
  - OCIP priced on 3 October at \$ 18/unit
  - Net proceeds to OCI were \$ 295 million
  - Current market value to OCI is \$ 1.2 billion

### Natgasoline LLC

- Largest greenfield methanol plant in North America at 5,000 metric tons per day of capacity (c. 1.75 million mtpa)
- Project will help close the growing 5 million ton deficit in the US market to help make the industry more self-sufficient
- Located in Beaumont, Texas on a portion of a 514 acre plot adjacent to OCI Beaumont
- Groundbreaking ceremony held in March 2014
- Signed Basic Engineering and License agreements, engineering and procurement contract and oxygen agreement with Air Liquide
- Full permit process is on-going
- Commissioning expected in late 2016



## Fertilizer & Chemicals Group 5 Operating Production Facilities in 4 Countries and 2 Under Construction

#### OCI Beaumont - MLP (78.3%1) OCI Nitrogen (100%) Egyptian Fertilizers Company (EFC) (100%) USA-based Netherlands-based Egypt-based Capacity: Capacity: Capacity: - 265 ktpa of ammonia - 1.55 mtpa of urea = 1.4 mtpa of CAN - 350 ktpa of sellable ammonia - 730 ktpa of methanol - 325 ktpa of UAN<sup>2</sup> Ammonia production began in November - 250 ktpa of UAN - 190 ktpa of melamine 2011 Methanol production began in July 2012 Increasing capacity to c. 913 ktpa of methanol and c. 305 ktpa of ammonia, completion in Q4 2014 Egypt Basic Industries Corp. (EBIC) (60%) Natgasoline LLC (100%) Egypt-based USA-based Capacity: 730 ktpa of ammonia Greenfield Planned capacity: 1.75 ktpa of methanol Completion expected Q4 2016 Iowa Fertilizer Company (100%) Sorfert Algérie (51%) USA-based Algeria-based Greenfield Capacity: Planned capacity: - 800 ktpa of sellable ammonia - 185 ktpa of sellable ammonia - 1.26 mtpa of urea - 250 ktpa of urea Commissioned August 2013 - 1.5 mtpa of UAN - 315 ktpa of DEF



<sup>&</sup>lt;sup>1</sup> Completed IPO of 21.7% of entity in October 2013.

Start production expected in Q4 2015

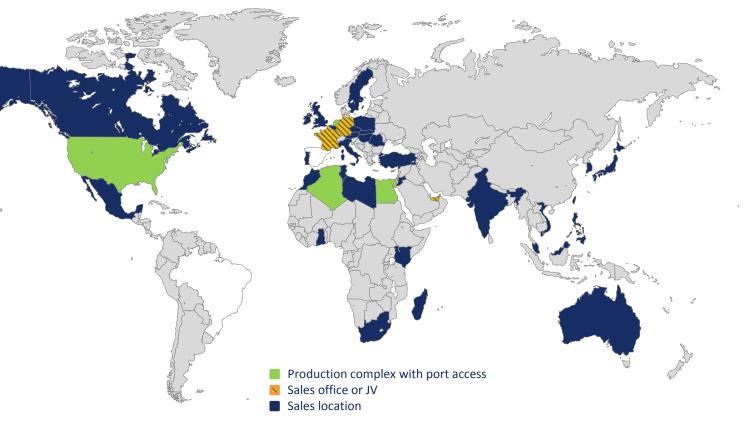
<sup>&</sup>lt;sup>2</sup> UAN will be produced at Fertilizer & Chemicals Group's discretion subject to market conditions. Product capacities are swing capacities based on the product mix produced.

## Fertilizer & Chemicals Group Global Distribution Presence – 6.6 million tons sold in 2013

 A global distribution network with a strong presence in Europe and strategic joint ventures in Brazil and the USA

While OCI maintains good relations with major international fertilizer traders, the majority of OCI sales are direct to customers

- Sales to more than 35 countries
- Port access in Europe, the United States Gulf Coast, and North Africa
- Global warehousing capacity (ex. FITCO JV in Brazil) exceeds 1.1 million metric tons of liquid and dry bulk storage capacity
- World's largest AS distributor with 1 mtpa from Lanxess and 750 mtpa from DFI (a DSM subsidiary)





Indoor ship loading facility at the port of Stein, Limburg



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



**Engineering & Construction Group** 

## Engineering & Construction Group Diversified Geographic Presence with a Wide Range of Core Competencies

#### **Orascom Construction**

- Core markets: Egypt, Algeria, Saudi Arabia and USA
- 2014 ENR Rankings: 67 on International Contractors list; 138 on Global Contractors list as OCI N.V. (excludes BESIX)
- Leading MENA industrial and infrastructure contractor
- Key clients include Petrofac, KBR, FLSmidth; key partners include Vinci, Bouygues, Alstom



Abu Qir Thermal Power Plant - Egypt



Cairo Metro Line 3 - Egypt

#### Weitz

- Core markets: USA
- 2014 ENR Rankings: 120 on Top 400 Contractors list
- Top 50 US contractor present in 12 states; largest contractor in Iowa
- Key clients include AVIVA, Prudential, AT&T, Wells Fargo, and Cargill Inc.



Des Moines Regional ICA Regional Wastewater Plant



AVIVA USA - Des Moines, Iowa

#### Contrack

- Core markets: USA and territories, the Middle East and Central Asia
- 2014 ENR Rankings: 142 on Top 400 Contractors list
- Preferred US Government contractor for the last 10 years in Central Asia and MENA
- Key clients include US Army Corps of Engineers



**Qatar Education City - Qatar** 



**Camp Bastion - Afghanistan** 

#### **BESIX**

- Core markets: Europe, Middle East and North Africa
- 2014 ENR Rankings: 69 on International Contractors list; 99 on Global Contractors list
- More than 100 years of infrastructure and high-end commercial experience
- Key clients include Siemens, Qatar Petroleum, Samsung, and ProRail



Port of Tangiers - Morocco



Ferrari World - Abu Dhabi

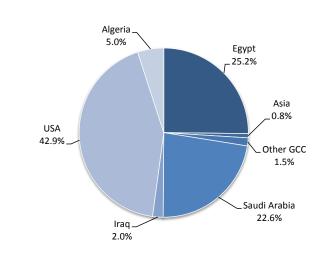
## Engineering & Construction Group Promising Outlook

#### **Growth Prospects**

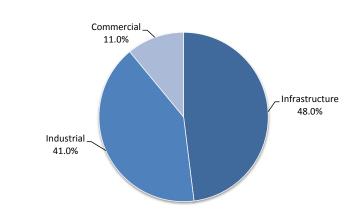
#### Backlog:

- Strong start to 2014 with \$ 2.3 billion in new awards in H1
   2014, already exceeding \$ 1.4 billion achieved in 2013
- Consolidated backlog increased 28% during Q2 2014 to \$ 5.0 billion
- Focus on key markets in the MENA region and United States and on key infrastructure and industrial segments
- Well-positioned to take advantage of infrastructure and industrial spending across the MENA region
  - Egypt bidding pipeline for new projects accelerating
  - Saudi Arabia becoming increasingly important in the backlog
  - Other markets in the region, including Dubai, Abu Dhabi and Algeria are also offering strong growth opportunities
- Positive outlook for construction markets in the United States, where a rebounding economy and an increase in energy spending will create new awards opportunities
- Backlog will drive revenue growth and margin improvements
  - We expect margin improvements later this year when new projects with higher margins fully come onstream

#### Backlog by Geography (30 June 2014)



#### **Backlog by Sector**





H1 2014 Results

## Consolidated Results<sup>1)</sup> *Financial Highlights*

\$ Million	H1 2014	H1 2013*	% ∆	2013*
Revenue	2,320.3	2,252.7	3.0%	4,460.7
EBITDA	412.5	330.9	24.7%	637.9
EBITDA Margin	17.8%	14.7%		14.3%
Net Income Attributable to Shareholders	39.5	55.9	-29.3%	295.2
Net Income Margin	1.7%	2.5%		6.6%
Total Assets	10,714.5			10,496.4
Gross Interest-Bearing Debt	5,939.1			5,890.3
Cash and Cash Equivalents	1,704.5			1,990.2
Net Debt	4,234.6			3,900.1

<sup>\*</sup> Restated – as of 1st January 2014, BESIX and certain other JVs in both the Fertilizer & Chemicals Group and Engineering & Construction Group are accounted for under the equity method (IFRS 11)

#### **Highlights:**

- Since 1 January 2014, OCI has recognized BESIX and certain other JV's according to the equity method rather than proportional consolidation (IFRS 11), in compliance with IFRS-EU standards.
- The adoption of IFRS 11 has resulted in the following changes to the previously reported 2013 financials (full year) using proportionate consolidation:
  - o Fertilizer & Chemicals Group: about \$ 117 million lower revenues and \$ 3 million lower EBITDA on a consolidated basis for 2013
  - o Engineering & Construction Group: about \$ 1,522 million lower revenues and \$ 102 million lower EBITDA on a consolidated basis for 2013
  - No impact on net income attributable to shareholders
- On a comparable basis, consolidated EBITDA improved 24.7% from \$ 330.9 million in H1 2013 to \$ 412.5 million in H1 2014.
  - The Fertilizer & Chemicals Group EBITDA was the main driver of growth and improved 30.8% to \$ 403.5 million in H1 2014.
  - The Engineering & Construction Group EBITDA margin stood at 4.0% for H1 2014, versus 4.9% in the same period last year
  - o Corporate costs amounted to \$ 32.1 million in the first half of 2014 and \$ 23.9 million in the same period last year



## Fertilizer & Chemicals Group Highlights Financial Snapshot

\$ Million	H1 2014	H1 2013*	% Δ	2013*
Revenue	1,298.1	1,307.6	-0.7%	2,516.0
EBITDA	403.5	308.4	30.8%	635.0
EBITDA Margin	31.1%	23.6%		25.2%

<sup>\*</sup> H1 2013 and 2013 results have been restated to comply with IFRS 11

#### **Operational performance:**

- On a comparable basis, the Fertilizer & Chemicals Group's revenue decreased 0.7% year-on-year to \$ 1,298.1 million, as higher volumes, primarily driven by Sorfert, were offset by generally lower product prices
- Volume sold reached 3.7 million metric tons in the first half of 2014, a 16.9% improvement over the first half of 2013
- Volume sold that was produced by OCI reached 2.5 million metric tons in H1 2014, a 35.0% improvement over the first half of 2013
- EBITDA improved 30.8% from \$ 308.4 million in H1 2013 to \$ 403.5 million in H1 2014.
  - o The EBITDA margin stood at 31.1% for the half year, as compared to 23.6% in the first half of 2013
  - o Higher volumes (primarily from Sorfert) were the main driver of EBITDA growth
- Second quarter EBITDA was higher than in the first quarter, despite a lower result at EFC, as all other plants improved quarter on quarter.

#### **Growth initiatives:**

- OCI Beaumont has received all permits for its debottlenecking project during July and August 2014
- Construction at Iowa Fertilizer Company (IFCo) was almost 63% complete as at 31 July 2014
- Ground-breaking for Natgasoline LLC was achieved in March 2014 and the full permit process is ongoing



## Fertilizer & Chemicals Group Highlights *Q2 and H1 2014 Sales Volumes*

Product – Sales Volumes	Q2 2014	Q2 2013	% Δ	Q1 2014	Q1 2013	% Δ	H1 2014	H1 2013	% Δ
Granular Urea				'			'		
OCI Product Sold	315.7	116.1	171.8%	429.7	158.5	171.1%	745.4	274.7	171.4%
Third Party Traded	0.9	36.7	-97.6%	25.6	343.6	-92.6%	26.5	380.3	-93.0%
Total Granular Urea	316.6	152.8	107.1%	455.3	502.1	-9.3%	771.9	655.0	17.9%
Ammonia									
OCI Product Sold	360.1	254.5	41.5%	313.0	208.6	50.1%	673.1	463.1	45.4%
Third Party Traded	135.4	40.6	233.5%	112.0	28.0	300.1%	247.4	68.6	260.7%
Total Ammonia	495.5	295.1	67.9%	425.0	236.6	79.7%	920.6	531.7	73.1%
Calcium Ammonium Nitrate (CAN)									_
OCI Product Sold	177.3	274.0	-35.3%	383.0	268.0	42.9%	560.3	542.0	3.4%
Total CAN	177.3	274.0	-35.3%	383.0	268.0	42.9%	560.3	542.0	3.4%
Urea Ammonium Nitrate (UAN)									_
OCI Product Sold	50.3	72.0	-30.1%	104.9	90.1	16.4%	155.2	162.1	-4.3%
Third Party Traded	7.3	55.9	-86.9%	36.3	13.0	179.1%	43.6	68.9	-36.7%
Total UAN	57.6	127.9	-54.9%	141.2	103.1	36.9%	198.8	231.0	-13.9%
Ammonium Sulphate (AS)									_
Third Party Traded	381.2	362.0	5.3%	475.4	414.5	14.7%	856.6	776.5	10.3%
Total (AS)	381.2	362.0	5.3%	475.4	414.5	14.7%	856.6	776.5	10.3%
Total Fertilizers									_
Total OCI Product Sold	903.4	716.6	26.1%	1,230.6	725.2	69.7%	2,134.0	1,441.9	48.0%
Total Third Party Traded	524.8	495.2	6.0%	649.3	799.1	-18.7%	1,174.1	1,294.3	-9.3%
Total Fertilizers	1,428.2	1,211.8	17.9%	1,879.9	1,524.3	23.3%	3,308.1	2,736.2	20.9%
Industrial Chemicals									_
Melamine	43.6	35.0	24.7%	41.8	38.7	8.2%	85.5	73.7	16.0%
Methanol	161.6	169.4	-4.6%	141.4	182.9	-22.7%	303.0	352.3	-14.0%
Total industrial chemicals	205.2	204.4	0.4%	183.2	221.6	-17.3%	388.5	426.0	-8.8%
Total									
Total OCI Product Sold	1,108.6	921.0	20.4%	1,413.9	946.8	49.3%	2,522.5	1,867.9	35.0%
Total Third Party Traded	524.8	495.2	6.0%	649.3	799.1	-18.7%	1,174.1	1,294.3	-9.3%
Total Product Volumes	1,633.4	1,416.2	15.3%	2,063.2	1,745.9	18.2%	3,696.6	3,162.1	16.9%

<sup>•</sup> Total chemicals volume sold reached 3.7 million metric tons, a 16.9% improvement over H1 2013

<sup>•</sup> OCI N.V. production volumes sold reached 2.5 million metric tons, an increase of 35.0% over H1 2013



## Engineering & Construction Group Highlights Financial Snapshot

\$ Million	H1 2014	H1 2013*	% Δ	2013*
Revenue	1,022.2	945.1	8.2%	1,976.5
EBITDA	41.1	46.7	-12.0%	28.0
EBITDA Margin	4.0%	4.9%		1.4%

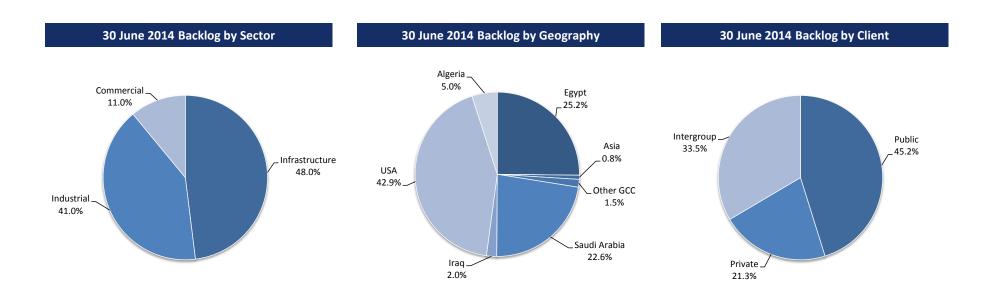
<sup>\*</sup> The 2013 results have been restated and now equity account for BESIX and certain other construction JVs (IFRS 11) rather than proportionate consolidation

- H1 2014 revenue grew 8.2% year-on-year to \$ 1,022.2 million, as revenues in Egypt recovered, in addition to a pick-up in revenues in the United States and Saudi Arabia
  - Since 1 January 2014, OCI has recognized BESIX and certain other construction JV's according to the equity method rather than proportional consolidation, in compliance with IFRS-EU standards
  - o The adoption of IFRS 11 has resulted in about \$ 1,522 million lower revenues and \$ 102 million lower EBITDA on a consolidated basis for the Engineering & Construction Group in 2013, compared with the figures previously reported under proportionate consolidation
  - It has also been reflected in consolidated backlog
- EBITDA margin stood at 4.0% for H1 2014, versus 4.9% in the same period last year, but represents a strong increase compared to the 1.4% achieved during the full year 2013
  - EBITDA margins in the first half of this year reflect the impact of closure of some older projects with low profitability and cancellation of some projects in Afghanistan where the US government has contracted its activities



## Engineering & Construction Group Highlights Backlog and New Awards Snapshot as at 30 June 2014

- Consolidated backlog stood at \$ 5.0 billion as at 30 June 2014, a 28% increase compared with the backlog of \$ 3.9 billion as at 31 March 2014
- Infrastructure and industrial work constitute 89% of the backlog as at 30 June 2014
- New awards totalled \$ 1.8 billion during Q2 2014
- New awards included about \$ 950 million related to Natgasoline and Iowa Fertilizer Company in Q2 2014
- New awards in Saudi Arabia amounted to about \$ 460 million during the second quarter of 2014
- Had we continued to consolidate BESIX and certain other construction JV's proportionately, backlog would have stood at \$ 7.4 billion as of 30 June 2014 (compared to \$ 5.9 billion as of 31 March 2014) and new awards \$ 2.5 billion during Q2 2014 (\$ 1.0 billion during Q1 2014).





### **Debt Overview**

- Total gross debt outstanding of \$ 5,939 million as at 30 June 2014, a small (0.8%) increase over 31 December 2013
- The majority of OCI N.V's total debt outstanding is held at the operating company level and is financed through operating cash flows
- OCI N.V.'s debt profile is detailed in the table below:

OCI N.V. Consoli	OCI N.V. Consolidated Debt Breakdown as at 30 June 2014						
\$ Million	Description	Companies	Gross Debt	Cash	Net debt		
Joint Venture Debt	<ul> <li>Debt at entities where OCI's stake is less than 100%</li> <li>Debt is non-recourse to OCI N.V., although consolidated on the group's balance sheet</li> </ul>	<ul><li>Sorfert</li><li>EBIC</li><li>OCI Beaumont</li><li>Construction JVs</li></ul>	2,359	282	2,077		
Operating Company Debt	<ul> <li>100% owned operating companies' debt is organized against operating company cash flow and is non-recourse to Holding Company level</li> <li>Corporate support is available from OCI N.V.</li> </ul>		1,775	457	1,318		
Project Finance Debt	<ul> <li>Project finance debt which can remain with companies after completion of construction</li> <li>All project finance debt is ring-fenced and non-recourse to OCI N.V.</li> <li>Debt is raised through banks or capital markets</li> <li>Long tenures financed by operating cash flow</li> </ul>	:	1,170	831	339		
Holding Company Debt	<ul> <li>Full responsibility of OCI N.V.</li> <li>Supported by investment asset values and dividends received from subsidiaries</li> </ul>	OCI N.V. OCI S.A.E	635	134	501		
Total Debt			5,939	1,704	4,235		

• OCI N.V.'s net debt position of \$ 4,234.6 million as at 30 June 2014 is an 8.6% increase over 31 December 2013, mainly due to capital expenditure for IFCo

\$ Million	30 June 2014	31 December 2013*
Long-term interest-bearing debt	4,824.0	4,462.4
Short-term interest-bearing debt	1,115.1	1,427.9
Gross interest-bearing debt	5,939.1	5,890.3
Cash & cash equivalents	1,704.5	1,990.2
Net debt	4,234.6	3,900.1





Appendix

## **Consolidated Income Statement**

\$ million	H1 2014	H1 2013*
Revenue	2,320.3	2,252.7
Cost of sales	-1,920.7	-1,884.2
Gross Profit	399.6	368.5
Selling, General and Admin Expenses	-179.9	-179.6
Other operating income	28.0	21.7
Other operating expense	-3.2	-7.1
Transaction costs	0.0	-80.0
Operating profit / (loss)	244.5	123.5
Depreciation & Amortisation	-179.9	-127.4
EBITDA	412.5	330.9
Interest Income	7.3	8.7
Interest Expenses	-180.0	-159.1
Foreign exchange gain (loss)	26.7	127.8
Net financing cost	-146.0	-22.6
Income from associates (net of tax)	16.7	27.8
Income before taxes and minority	115.2	128.7
Income tax	-29.6	-50.3
Income before minority interest	85.6	78.4
Minority Interest	-46.1	-22.5
Net Income attributable to shareholders	39.5	55.9

<sup>\*</sup> Restated – as of 1st January 2014, BESIX and certain other JVs are accounted for under the equity method (IFRS 11)



## **Consolidated Balance Sheet**

\$ million	30 June 2014	31 December 2013*
ASSETS		
Non-current assets		
Property, plant and equipment (net)	5,098.6	4,773.4
Goodwill	996.5	984.3
Investment in associated companies	528.5	525.7
Other investments	50.1	51.0
Deferred tax assets	64.4	67.6
Long - term receivables	72.0	76.8
Total non-current assets	6,810.1	6,478.8
Current assets		
Inventories	386.5	367.5
Trade and other receivables	1,341.4	1,282.1
Due from clients	469.8	375.4
Cash on hand and at banks	1,704.5	1,990.2
Assets held for sale	2.3	2.4
Total current assets	3,904.5	4,017.6
Total assets	10,714.6	10,496.4

<sup>\*</sup> Restated – as of 1st January 2014, BESIX and certain other JVs are accounted for under the equity method (IFRS 11)



## **Consolidated Balance Sheet**

\$ million	30 June 2014	31 December 2013*
EQUITY		
Share capital	272.1	272.1
Share premium	1,441.8	1,441.8
Reserves	89.8	87.6
Retained earnings	-40.7	-80.2
Total shareholders' equity	1,763.0	1,721.3
Minority interest in subsidiary companies	380.9	366.3
Total equity	2,143.9	2,087.6
LIABILITIES		
Non-current liabilities		
Long-term loans	4,824.0	4,462.4
Trade and other payables	77.5	75.8
Provisions	10.1	19.1
Deferred tax liabilities	362.3	375.7
Income tax payables	437.1	414.7
Total non - current liabilities	5,711.0	5,347.7
Current liabilities		
Bank overdraft and current portion of long-term loans	1,115.1	1,427.9
Trade and other payables	1,167.2	1,038.8
Due to clients	111.5	140.6
Provisions	105.1	107.5
Income taxes payable	360.7	346.3
Current liabilities	2,859.6	3,061.1
Total liabilities	8,570.6	8,408.8
Total equity and liabilities	10,714.5	10,496.4

<sup>\*</sup> Restated – as of 1st January 2014, BESIX and certain other JVs are accounted for under the equity method (IFRS 11)



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# OGI



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