











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

October 2019



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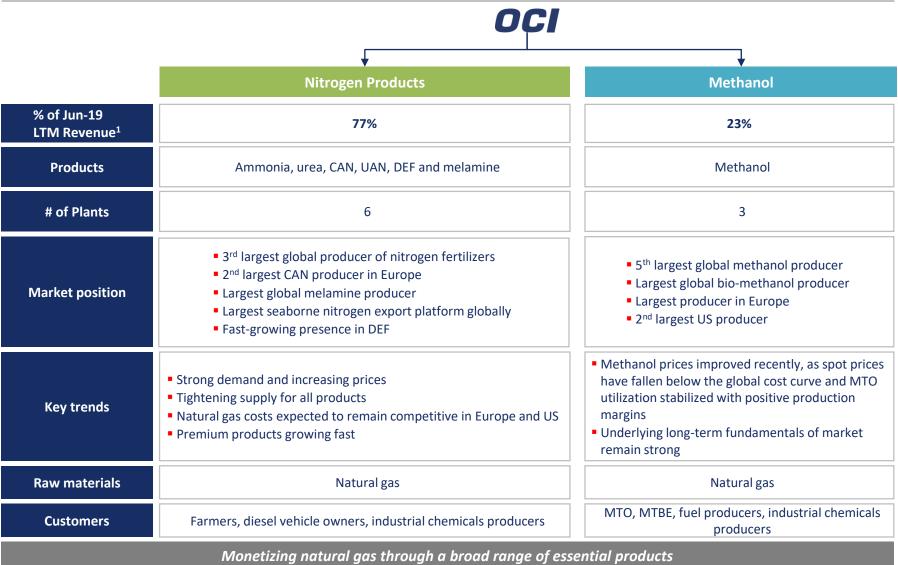
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## Agenda



## Leading Global Producer and Distributor of Nitrogen Products and Methanol



OCI

## OCI Build and Transition Phases Complete | Run-Rate Starts During Q4-2019

	OCI			OCI					
	Debut ratings			<b>Current ratings</b>					
Issuer rating	Ba2 / BB- / BB			Ba2 / BB / BB					
latform build-up			on to run- ate		Run-rate				
Bond rating	B1 / BB- / BB-			Ba3 / BB / BB					
2008 – 2017		2018	2018 - 2019 2						
+\$5b	n Capex Program			Deleveragi	ng				
<ul> <li>Completed 3 greenfield expansion projects, including the construction of IFCo, Sorfert, and Natgasoline</li> </ul>			<ul> <li>Build and transition phases complete</li> </ul>						
<ul> <li>Upgrade and debottl</li> </ul>	enecking at OCI Nitroge	n	<ul> <li>Run-rate starts Q4 2019 with full year benefit expected in 2020</li> </ul>						
<ul> <li>Refurbishment of Bic</li> </ul>	MCN		<ul> <li>Deleveraging expected despite market volatility</li> </ul>						
<ul> <li>Acquisition, refurbish Beaumont</li> </ul>	nment and debottleneck	ing of OCI	– Tar	get 2.0x net leverage t	hrough the cycle				

OCI

## Key Highlights | OCI at a Glance

#### What Differentiates OCI

Global leader in nitrogen and methanol with excellent diversification – product & geographical

Volume ramp up underway post end of capex program

Substantial cash generation and demonstrated deleveraging

Favourable position on the cost curve with state of the art asset base

Highly strategic locations allow for enhanced netback pricing globally

Supported by strong industry trends and market dynamics

#### Performance Drivers 2018 - 2020

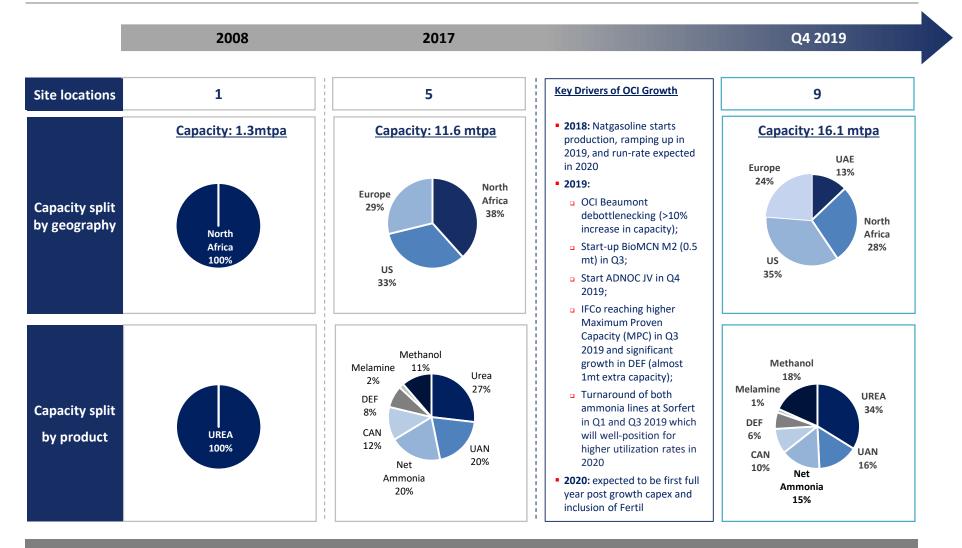
#### • Further double-digit volume ramp-up across both nitrogen

- Expect to achieve full run-rate during Q4 2019; 2020 first full year
- ✓ IFCO achieving 110%+ utilization rates post debottlenecking
- ✓ Natgasoline ramping up
- BioMCN M2 ramped up August 2019
- ✓ OCIB debottlenecking >10% capacity increase achieved July 2019

#### Substantial reduction in execution risk

- ✓ Growth capex program completed
- ✓ IFCo ramped up and continues to push production levels up
- ✓ Sorfert reaching utilization rates in excess of 90% following 2 major turnarounds during Q1 and Q3 2019
- ✓ JV with ADNOC (Fertiglobe) adds to consolidated platform
- ✓ Natgasoline ramping up to full production
- Benign gas pricing environment in both US and Europe
- Upside from pricing with all prices below mid-cycle averages
- Demonstrated commitment to financial discipline and deleveraging
  - ✓ Significant capital structure simplification achieved
  - ✓ Will continue to prioritize FCF towards deleveraging
  - Re-affirming commitment to 2x net leverage target through the cycle

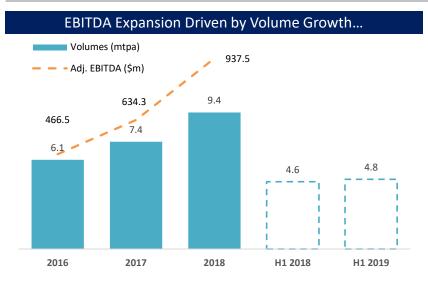
## Capacity Ramp-up Driving Volume Growth



Continued volume growth in Q4 2019 reflecting new capacities, addition of Fertil and a maturing & stable platform

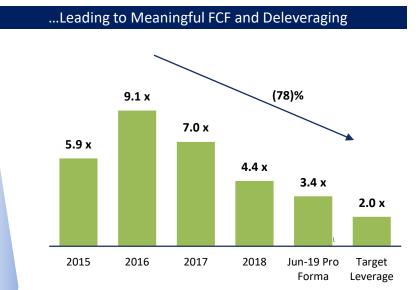


## Ramp-up in Volumes to Drive Trajectory of Deleveraging



... Paired with Decreasing CAPEX requirements...





- Significant step-up of operational cash flows expected from higher volumes as a result of ramp-up to full run rate
- Low maintenance capex of \$180 240m per year
  - Following completion of major \$5bn+ capex program
  - No remaining material growth capex going forward
- Significant synergies expected from Fertiglobe (\$60-75m)
- Potential tailwind from higher selling prices

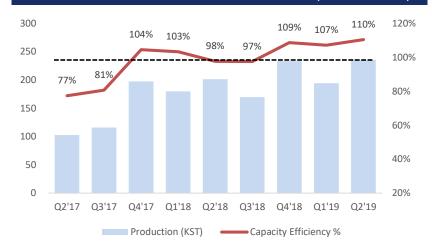
## Iowa Fertilizer Company | Continues to Push Maximum Capacity Higher

#### IFCo Reaches Record Utilization Rates

- IFCo reaches record utilization levels following 4-week debottlenecking in Q3 2019, and at better gas efficiency:
  - Consistent performance during 2019 YTD
  - Record of 117% of nameplate capacity reached in September 2019 despite warm weather (which generally limits production)
  - IFCo is expected to continue to benefit from increasing MPC in 2020
- DEF volumes also continue to ramp up:
  - Higher margin product with less seasonality than fertilizers; market growth in the US >15%
  - IFCo on target to double DEF sales volumes in 2019 (from c.260kt in 2018), further strong growth expected in 2020 towards 1 mtpa capacity



IFCo Reaches Record Utilization Rates Ammonia (Production kst)





Diesel Exhaust Fluid Volumes Set to Double (Production kst)

## OCI N.V. – ADNOC Partnership (Fertiglobe) | Strengthening Competitive Position

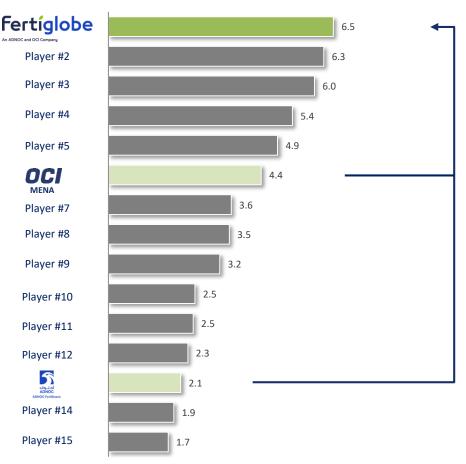
#### **First-of-its Kind Export Platform**

#### OCI N.V. and ADNOC have created Fertiglobe:

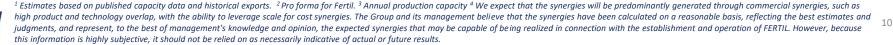
- Combining ADNOC's fertilizer business into OCI's Middle East and North Africa (MENA) nitrogen fertilizer platform
- o OCI and ADNOC own a 58% and 42% stake, respectively
- Fertiglobe has >\$1.7 billion of annual revenues based on 2018 pro forma figures<sup>2</sup>
- o OCI will fully consolidate the combined business
- Innovative approach to growth by asset contribution achieves overnight scale, without any capital outlay
- Transaction closed Sep 30th 2019
- A new global Nitrogen Fertilizer leader:
  - World's largest nitrogen fertilizer seaborne exportfocused platform
  - Leading MENA producer with 1.5<sup>3</sup> mtpa of sellable ammonia and 5.0<sup>3</sup> mtpa of urea
  - Combined platform benefits from greater geographic diversity and market access
  - Sellable capacity represents approximately 10% of 2018 combined ammonia and urea global seaborne exports
- Expected to create significant value through the unlocking of commercial and technical synergies (\$60-75m)<sup>4</sup>

#### Urea and Ammonia Global Seaborne Export League Table<sup>1</sup>

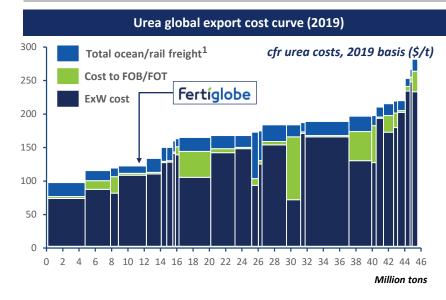
Sellable Ammonia and Urea Export League Table (mtpa)



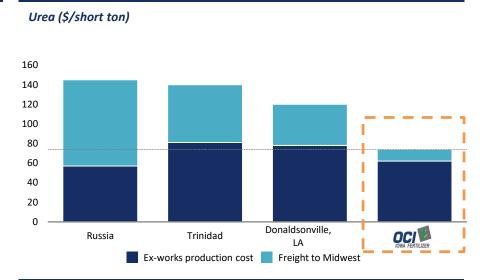
Source: Company estimates, public filings, CRU, Fertecon, Integer.



## Favourable Positions on the Global Cost Curve for Fertilizers...

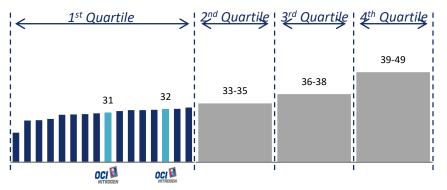


IFCo well-positioned on the cost curve<sup>2</sup>



#### Competitive energy efficiency of European ammonia plants<sup>3</sup>

(GJ/mt NH<sub>3</sub> LHV)



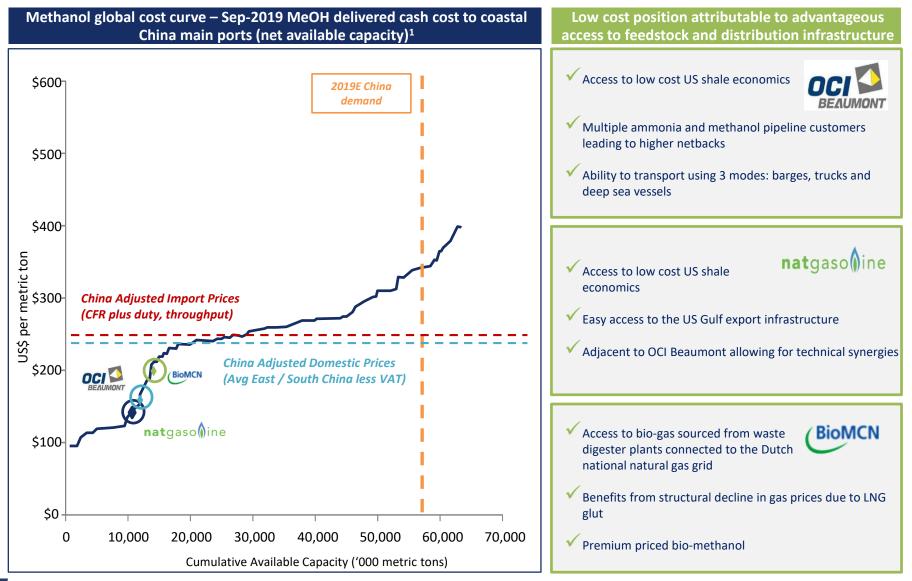
Source: Integer, Company information, peer public filings, broker estimates, IFA, Argus <sup>1</sup> Weighted average of top three global export destinations

<sup>2</sup> Charts reflect ex-works and do not include transport benefit to customer or benefit of Midwest premium

<sup>3</sup> Based on IFA report published in March 2016 for operating years 2013-2014. OCI Nitrogen's two ammonia lines are represented

#### **Key Cost Items**

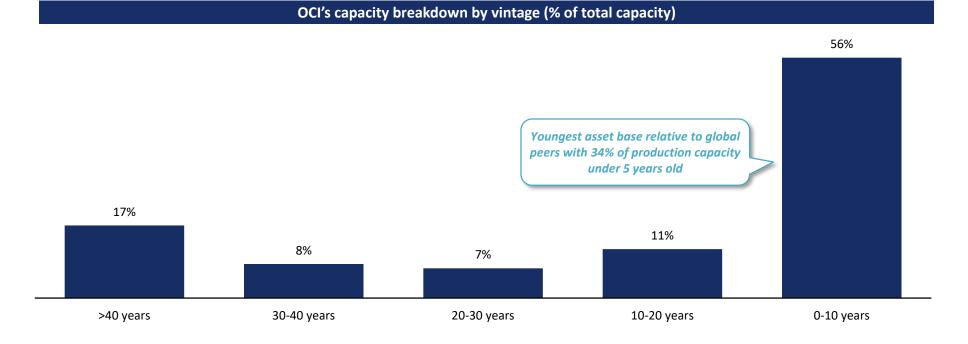
- Location is key as freight increases cost: OCI benefits from well-positioned locations across its platform with proximity to end users
- **Fertiglobe** has significant competitive advantage as result of long-term fixed gas supply agreements
  - Strategic locations with access to key ports on the Mediterranean, Red Sea and Arabian Gulf
- As a new greenfield facility, **IFCo** has lower energy costs than average for US plants and is positioned in the lowest quartile of global cost curves
  - High netbacks supported by IFCo's strategic location in the US MidWest
- OCI Nitrogen is in top quartile plant on a gas to ammonia conversion efficiency perspective compared to European peers as a result of significant investment by OCI



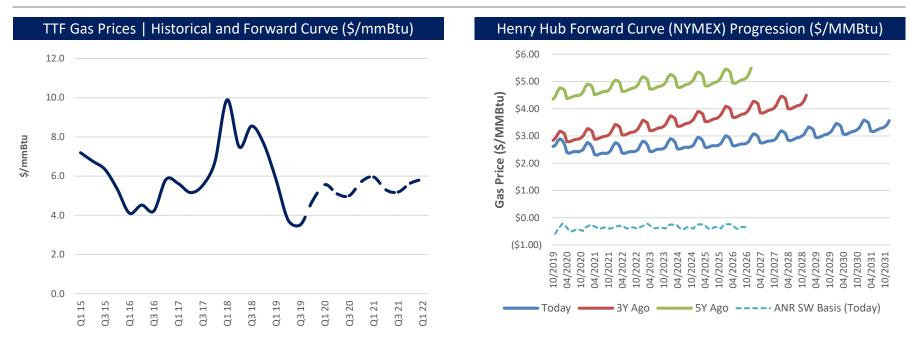
## ...and Also Strong Position on the Methanol Global Cost Curve

Source: MMSA Note: Assumes 100% capacity utilization <sup>1</sup> Cost curve assumes delivery costs to China

## State-of-the-Art and Young Asset Base



- Invested over \$5 billion since 2010 in growth and improvement capital expenditures (of which, approximately 80% on expansion projects and 20% of improvements)
- Age profile of our assets allows us to maintain high utilization rates with low maintenance capex requirements

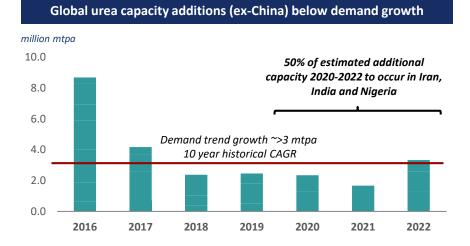


## Structurally Low Gas Prices Enhance our Competitive Cost Position

- European TTF gas prices dropped >50% in H1 2019 compared to H1 2018 despite coal to gas switching dynamics
- We expect to continue to benefit from materially lower gas prices in both Europe and the United States:
  - A wave of investment in LNG is resulting in an increase in cheap energy (global LNG effective capacity is set to grow by over 20% from 2018 to 2021)
- In the US, Henry Hub decreased to very competitive prices that are significantly below the levels of last year:
  - The forward curve suggests this will remain for the foreseeable future, which will continue to keep our US operations at the very low end of the global cost curve



## Structural Supply-Demand Imbalance Expected to Support Fertilizer Prices



- No further new capacity start-ups in the remainder of 2019
- New planned capacities prone to delays due to availability of feedstock, construction delays and other factors
- Chinese exports at low levels, but will be required in tightening market



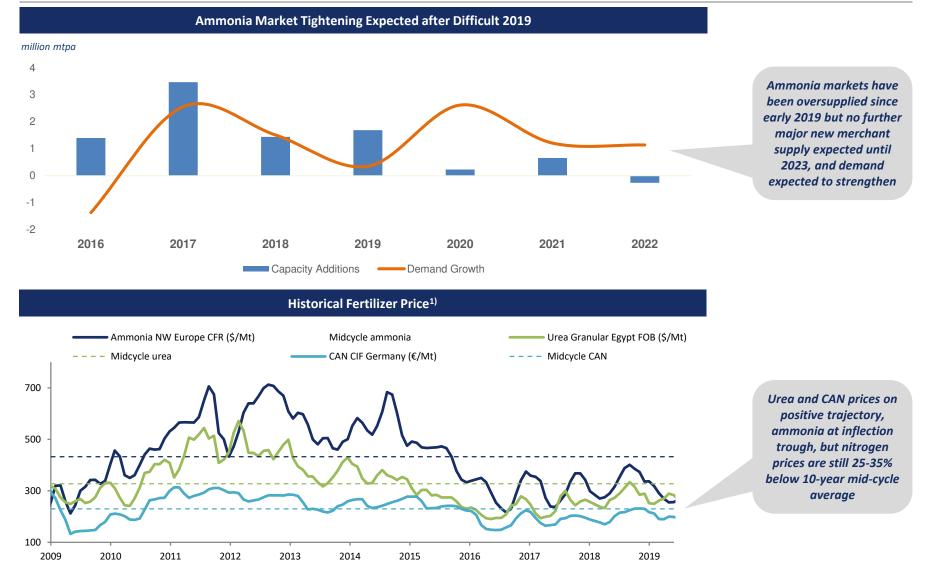
- Improved trajectory for nitrogen prices mainly due to:
  - Large capacity additions of 2015 2018 being absorbed
  - Lower Chinese exports
  - Demand from importing regions

#### Summer Season Fertilizer Prices More resilient than in Previous Years



Egypt Granular Urea Spot, \$/t

OCI

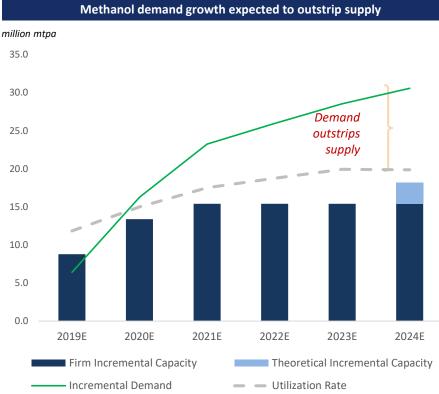


## Structural Supply-Demand Imbalance Expected to Support Fertilizer Prices

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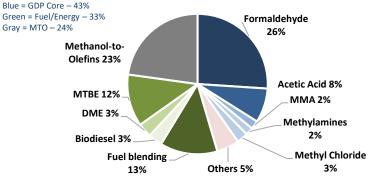
Source: Company information and estimates, CRU, Fertecon, Integer, company reports, International Fertilizer Association ("IFA") <sup>1</sup> Midcycle average prices are defined as average prices for last ten years

## New Merchant Global Methanol Supply Expected to be Below Demand Growth

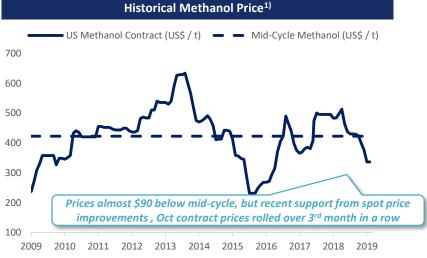


- Good visibility into next 4-6 years of capacity additions given shortage of start-up activity today
- Demand growth expected at in mid-single digits (excl. captive MTO/MTP) driven by core derivatives (GDP growth), fuel applications, and MTO/MTP

## 2018 Global Methanol Demand by Derivative (100% = 91 mt)

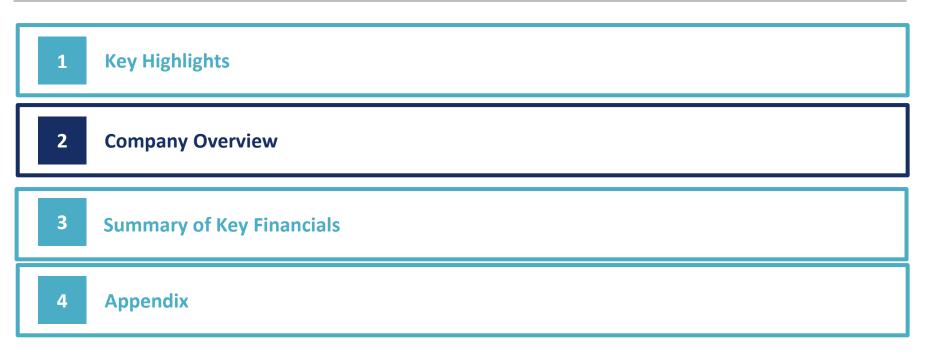


#### Incremental methanol demand in the medium term of ~3-4mn tons from new MTO facilities



Source: Company information and estimates, MMSA, Argus, IMF, IHS, company reports <sup>1</sup> Midcycle average prices are defined as average prices for last ten years

## Agenda



## A Leading Global Provider and Distributor in Nitrogen Products and Methanol



Geographically diverse production footprint in premium commanding locations

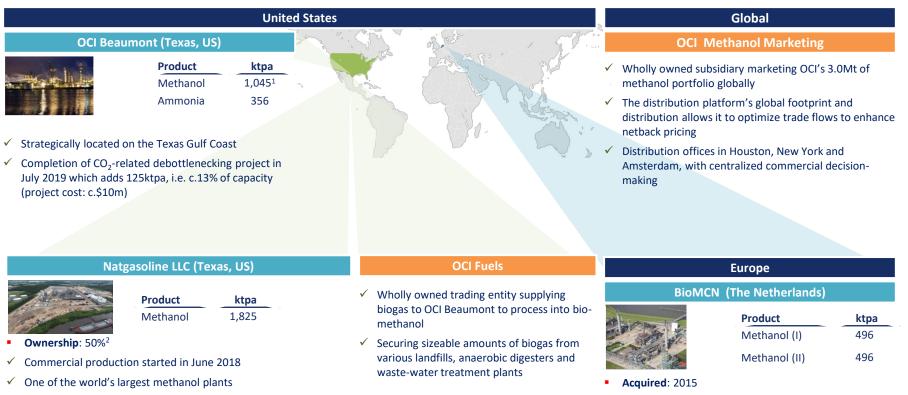
Fertilizers Industrial Chemicals

## Nitrogen Production Capacity and Commercial Footprint





## Methanol Production Capacity and Commercial Footprint



- ✓ Connected to the national natural gas grid itself connected to the integrated NW Europe network
- ✓ Easy logistical access to major European end markets via rail and sea freight from Delfzijl and road and barge from terminal in Rotterdam
- Winner of Dutch National Enlightenmentz Awards for an innovative green methanol production process converting carbon dioxide and hydrogen into biomethanol
- ✓ BioMCN's second line M2 started production in Q3 2019

## Agenda



## Product Sales Volumes ('000 metric tons)

	Q2 2019	Q2 2018	%Δ	H1 2019	H1 2018	%Δ
Own Product						
Ammonia	592.1	537.5	10%	959.6	1,061.5	(10%)
Urea	857.1	806.5	6%	1,305.3	1,471.4	(11%)
Calcium Ammonium Nitrate (CAN)	618.1	343.8	80%	726.8	566.8	28%
Urea Ammonium Nitrate (UAN)	459.2	372.3	23%	699.1	714.1	(2%)
Total Fertilizer	2,526.5	2,060.1	23%	3,690.8	3,813.8	(3%)
Methanol <sup>1)</sup>	396.0	307.8	29%	794.1	650.1	22%
Melamine	32.9	35.4	(7%)	68.1	69.7	(2%)
Diesel Exhaust Fluid (DEF)	128.9	59.5	117%	225.9	100.4	125%
Total Industrial Chemicals	557.8	402.7	39%	1,088.1	820.2	33%
Total Own Product Sold	3,084.3	2,462.8	25%	4,778.9	4,634.0	3%
Traded Third Party						
Ammonia	22.6	98.8	(77%)	112.4	145.5	(23%)
Urea	114.5	56.4	103%	186.2	129.0	44%
UAN	3.4	23.5	(86%)	10.2	48.0	(79%)
Methanol	151.1	52.9	186%	247.6	84.5	193%
Ammonium Sulphate (AS)	177.2	154.5	15%	379.0	322.5	18%
DEF	19.8	0.0	nm	28.6	0.0	nm
Total Traded Third Party	488.6	386.1	27%	964.0	729.5	32%
Total Own Product and Traded Third Party	3,572.9	2,848.9	25%	5,742.9	5,363.5	7%



## **Overview Q2 2019 Results**

### Highlights

Summary	Key Financials <sup>1</sup> and KPIs							
Own-produced volumes sold +25% in Q2 2019 vs. Q2 2018		Q2 2019	Q2 2018	%Δ	H1 2019	H1 2018	%Δ	
<ul> <li>Quarterly record of 3.1 million metric tons</li> <li>Total nitrogen fertilizer volumes +23%</li> </ul>	Revenue	953.5	792.7	20%	1,550.0	1,537.5	1%	
Record DEF volumes	Gross Profit	165.4	160.3	3%	217.9	330.0	(34%)	Total
Methanol volumes +29% driven by Natgasoline	Adjusted EBITDA <sup>2)</sup>	275.1	203.5	<b>3</b> 5%	404.4	438.6	(8%)	Volu (ov
	EBITDA <sup>2)</sup>	221.6	215.2	3%	343.8	467.3	(26%)	produce 3 <sup>rd</sup> p
Revenues increased 20% in Q2 2019 vs. Q2 2018	Adj. net income (loss) attributable to shareholders	36.9	3.1	nm	(45.3)	14.4	nm	traded
<ul> <li>Driven by the higher sales volumes, partly reflecting volume deferrals in first quarter</li> </ul>	Net income (loss) attributable to shareholders	19.9	(39.5)	nm	(61.3)	(15.0)	nm	for Ju Aug 20 2018.
[]		30-Jun-19	31-Mar-19	%Δ				ov prod
<ul> <li>Adjusted EBITDA increased 35% in Q2 2019 vs. Q2 2018</li> <li>To a quarterly record, driven by the higher revenues and</li> </ul>	Gross Debt	4,530.1	4,672.6	(3%)				volume of which
lower natural gas costs	Net Debt	4,052.6	4,162.9	(3%)				prod
<ul> <li>Sales offset by one-off negative effects of \$35m mostly from an unplanned shutdown at OCI Beaumont</li> </ul>		00 0010	00.0040	0/ •			0/ 1	nitro volume
		Q2 2019	Q2 2018	%Δ	H1 2019	H1 2018	% Δ	and me volui
Free cash flow of \$151 million during Q2 2019	Free cash flow <sup>2)</sup>	150.9	133.3	13%	135.0	247.3	(45%)	+69
Net debt down \$110 million during Q2 2019	Capital Expenditure	48.7	89.1	(45%)	108.4	132.0	(18%)	
	Of which: maintenance capital expenditure	26.7	38.3	(30%)	45.3	58.4	(22%)	
Recent events <ul> <li>BioMCN's second line and expansion at OCI Beaumont</li> </ul>	Sales volumes ('000 metric tons) <sup>3)</sup>							
successfully started production during summer, increasing OCI's proportionate methanol capacity by 27% to 2.95 mtpa	OCI Product	3,084.3	2,462.8	25%	4,778.9	4,634.0	3%	
OCI Beaumont downtime utilized to accelerate debottleneck	Third Party Traded	488.6	386.1	27%	964.0	729.5	32%	
of the plant, currently running >110% of its previous capacity	Total Product Volumes	3,572.9	2,848.9	<b>25%</b>	5,742.9	5,363.5	7%	

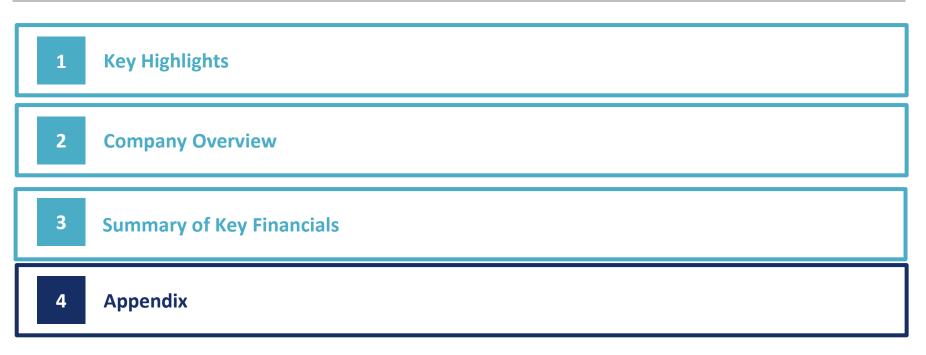


Note: Q2 Results per reported results, EBITDA includes impact of IFRS16. <sup>1</sup> Unaudited <sup>2</sup> OCI N.V. uses Alternative Performance Measures (APMs) to provide a better understanding of the underlying performance of the business. 24 The APMs are not defined in IFRS and should be used as supplementary information in conjunction with the most directly comparable IFRS measures. <sup>3</sup> Not adjusted for OCI ownership stake in plant, except 50% OCI's share of Natgasoline volumes

## Prudent Financial Policy, with a Short-term Focus on Deleveraging

- Focus on deleveraging towards 2.0x net leverage
  - Free cash flow will be prioritized to deleverage
- Continue to optimise and simplify capital structure
  - Reduce weighted average cost of debt and extend debt maturity profile
  - Opportunistically evaluate financing opportunities
  - This may include refinancing of other subsidiary debt at the OCI NV level
- Over 50% of total run-rate natural gas volumes have fixed price long term contracts
  - MENA assets benefit from 20 25 year contracts
- Well-matched currency profiles of cash flows and debt provides a natural hedge
- The Group maintains comprehensive business and insurance coverage
- The Group continuously evaluates M&A opportunities to grow the business
- These are evaluated based on their contributions to the overall financial profile of the Group

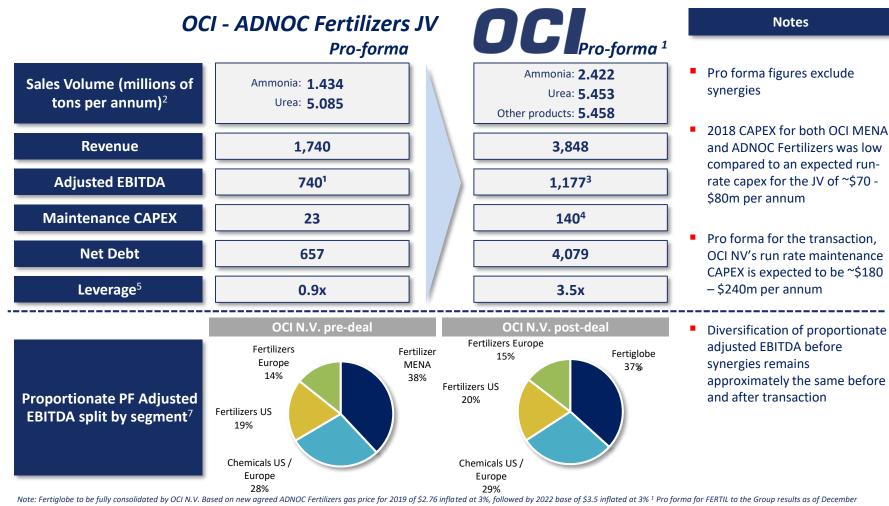
## Agenda



## **Compelling Combination with Robust Financial Profile**

Pro-forma FY 2018 consolidated financials based on 2019 ADNOC Fertilizers gas prices

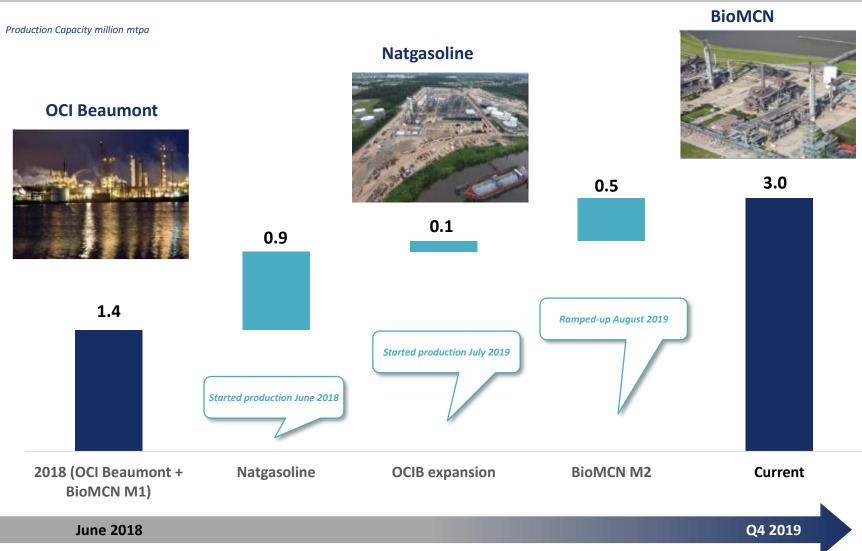
*\$ million except otherwise stated* 



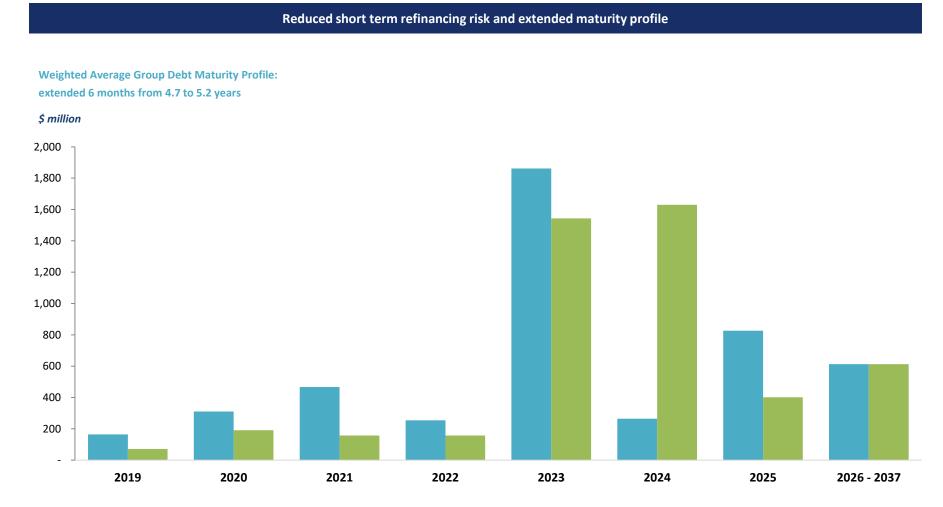
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Note: Fertiglobe to be fully consolidated by OCI N.V. Based on new agreed ADNOC Fertilizers gas price for 2019 of \$2.76 inflated at 3%, followed by 2022 base of \$3.5 inflated at 3% <sup>1</sup> Pro forma for FERTIL to the Group results as of December 31<sup>st</sup>, 2018, these numbers were calculated by, and are the responsibility of, the Group's management. The Group and its management believe that these have been calculated on a reasonable basis, reflecting the best estimates and judgments, and represents, to the best of management's knowledge and opinion, the true performance of FERTIL for the relevant period. However, because this information is highly subjective, it should not be relied on as necessarily indicative of actual or future results <sup>2</sup> Own-produced and third-party traded; <sup>3</sup> Calculated by adding the adjusted EBITDA including lost profit from business interruption for the Company with the adjusted EBITDA presented for Fertil excluding synergies <sup>4</sup> Excludes growth CAPEX of \$157m for FY18 <sup>5</sup> Net debt / adjusted EBITDA <sup>6</sup> Includes 58% of Fertiglobe pro-rata adjusted EBITDA <sup>7</sup> Excludes Other and Eliminations items

## Ramp-Up of Methanol Capacity 2018 - 2019



## Debt Maturity Profile – Pre and Post Refinancing October 2019



Status Quo Now

## Flexible Production Capabilities to Maximize Production of Most Profitable Products

Max. Proven Capacities <sup>1</sup> ('000 metric tons)												
							Total			Total		Total <sup>2)</sup>
Plant	Country	Ammonia (Gross)	Ammonia (Net) <sup>3</sup>	Urea	UAN	CAN	Fertilizer	Melamine <sup>₄</sup>	DEF	Nitrogen	Methanol	OCI NV
Iowa Fertilizer Company <sup>5</sup>	USA	914	195	438	1,757	-	2,390	-	1,019	3,409	-	3,409
OCI Nitrogen <sup>5</sup>	Netherlands	1,184	350	-	730	1,549	2,629	219	-	2,849	-	2,849
Egyptian Fertilizers Company	Egypt	876	-	1,648	-	-	1,648	-	-	1,648		1,648
Egypt Basic Industries Corp.	Egypt	730	730	-	-	-	730	-	-	730		730
Sorfert Algérie	Algeria	1,606	803	1,259	-		2,062	-	-	2,062		2,062
Fertil	UAE	1,205	-	2,100	-		2,100	-	-	2,100		2,100
OCI Beaumont	USA	356	356	-	-	-	356	-	-	356	1,045	1,401
BioMCN	Netherlands	-	-	-	-	-	-	-	-	-	991	991
Natgasoline LLC	USA	-	-	-	-		-	-		-	1,825	1,825
Total MPC		6,871	2,434	5,445	2,487	1,549	11,916	219	1,019	13,154	3,861	17,015
Excluding 50% of Natgasoline											-913	-913
Total MPC with 50% of Natgasoli	ine	6,871	2,434	5,445	2,487	1,549	11,916	219	1,019	13,154	2,949	16,102

#### Notes:



1 Capacities are maximum proven capacities (MPC) per line at 365 days. OCI Beaumont's capacity addition is an estimate of 2,853 tpd x 365 and BioMCN's M2 capacity is an estimate based on 1,250 tpd x 365 days; 2 Total capacity is not adjusted for OCI's ownership stakes or downstream product mix limitations (see below), except OCI's 50% stake in Natgasoline; 3 Net ammonia is estimated sellable capacity; 4 Melamine capacity split as 164 ktpa in Geleen and 55 ktpa in China. OCI Nitrogen owns 49% of a Chinese melamine producer, and exclusive right to off-take 90%; 5 OCI Nitrogen and IFCo each cannot achieve all downstream production simultaneously (i.e.: OCI Nitrogen cannot maximize production of UAN, CAN and melamine simultaneously, and IFCo cannot maximize production of UAN, urea and DEF simultaneously)

# OCI



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