

# ***OCI***

## **Investor Presentation**

September 2021



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# Record earnings, free cash flow accelerating, net debt reduced by a further \$390 million in Q2



Record adjusted EBITDA of \$535 million (+144%) achieved in Q2 2021, resulting in accelerated Free Cash Flow



Deleveraging of \$390 million during Q2, resulting in a total reduction of \$697 million since 31 Dec 2020 and a trailing net debt / adjusted EBITDA of 2.1x as of 30 Jun 2021



**Outlook:** based on current outlook for volumes and pricing, expect a drop in net leverage to below our target of 2.0x through the cycle by year-end 2021

OCI anticipates being able to start returning capital to shareholders in 2022 given the current trajectory of product markets and company leverage



OCI's current offering of low carbon products continues to expand with the ability to produce up to 365 ktpa blue ammonia in Texas, Fertiglobe partnered with ADNOC to sell its initial shipments of blue ammonia at premium price to Japan and Fertiglobe will join ADNOC and ADQ as partner in a world-scale 1 mtpa blue ammonia project



ESG ratings: OCI has been double upgraded by Sustainalytics and MSCI to Medium and BBB respectively, to be amongst the best performers in the nitrogen sector



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Fertiglobe  
performing as the  
leading global  
nitrogen exporter



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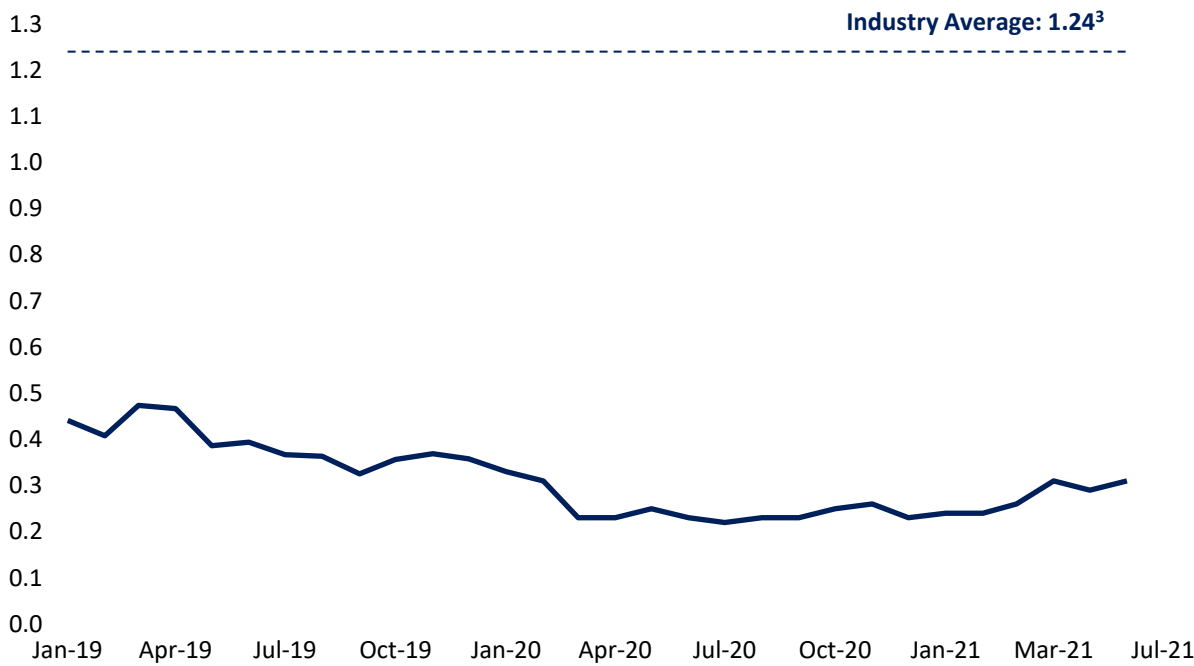
Appendix



# Safety first: commitment to zero injuries

OCI is committed to providing a safe and healthy workplace for all employees and stakeholders by implementing the highest international safety standards to avoid any potential risks to people, communities, assets or the environment

Total TRIR (Total Recordable Injury Rate)<sup>1,2</sup>



## Target zero injuries at all facilities

- Goal to achieve leadership in safety and health standards by fostering culture of zero injuries at all production facilities
- OCI has achieved some of the lowest numbers in our global industry in the past 12 months
- 12-month rolling recordable incident rate at the end of June was 0.31 incidents per 200,000 manhours

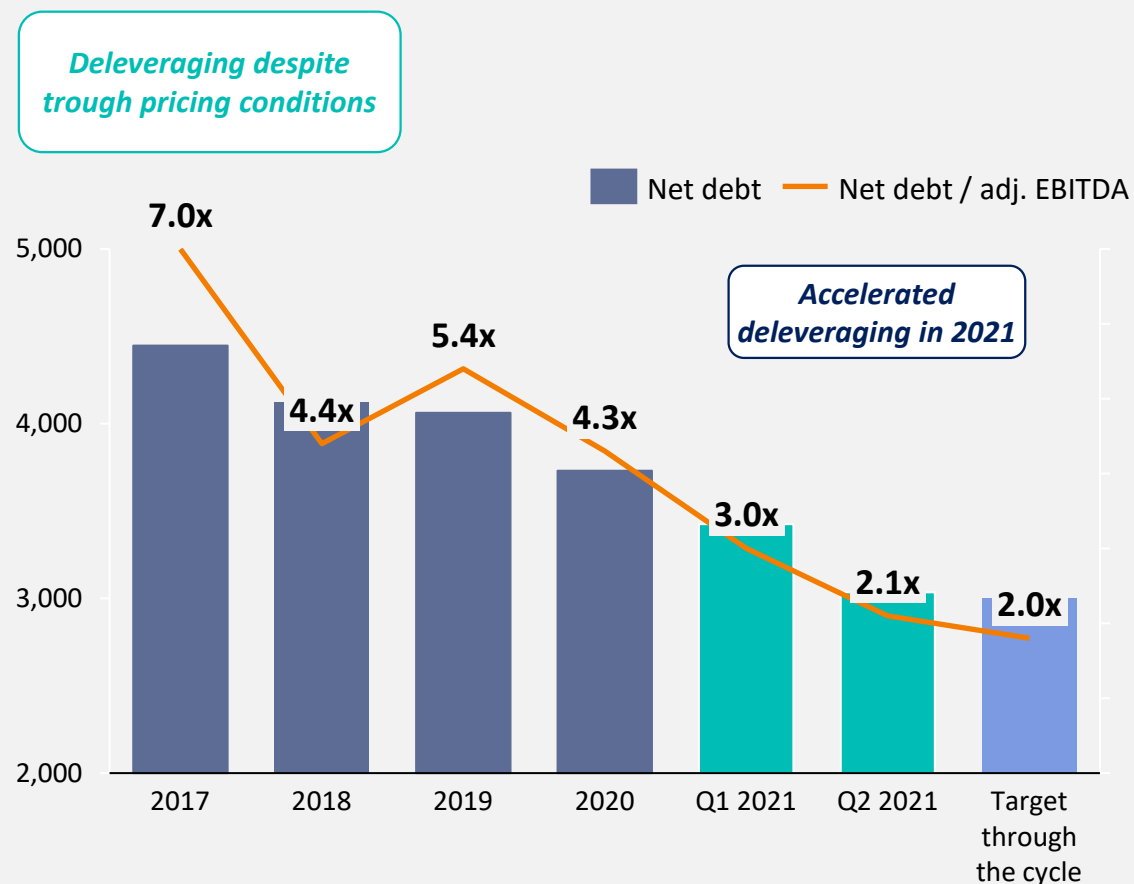
# Q2 2021 results: accelerating earnings and strong FCF

Summary		Key Financials <sup>1</sup> and KPIs							
➤	<b>Own-produced volumes sold were flat in Q2 2021 vs. Q2 2020</b>  ➤ Nitrogen volumes down 9% YoY due to phasing of sales between quarters for CAN, and turnarounds at EFC, offsetting strong growth in ammonia, melamine and DEF  ➤ Methanol volumes +69% YoY due to a significant step-up in production volumes  <b>Own-produced volumes sold +4% in H1 2021 vs H1 2020</b>	\$ million unless otherwise stated		Q2 2021	Q2 2020	% Δ	H1 2021	H1 2020	% Δ
		Revenue	1,462.9	875.4	67%	2,582.5	1,686.5	53%	
		Gross Profit	404.6	126.7	219%	745.0	204.0	265%	
		Gross profit margin	27.7%	14.5%		28.8%	12.1%		
		Adjusted EBITDA <sup>2</sup>	535.4	219.5	144%	987.2	412.5	139%	
		EBITDA	502.7	221.4	127%	933.5	397.5	135%	
		EBITDA margin	34.4%	25.3%		36.1%	23.6%		
		Adjusted net income (loss) attributable to shareholders <sup>2</sup>	121.1	(19.9)	nm	215.5	(101.9)	nm	
		Reported net income (loss) attributable to shareholders	146.3	(2.4)	nm	244.9	(83.8)	nm	
		Earnings / (loss) per share (\$)							
Basic earnings per share	0.697	(0.011)	nm	1.167	(0.400)	nm			
Diluted earnings per share	0.693	(0.011)	nm	1.160	(0.400)	nm			
➤	<b>Summary of Q2 and H1 2021 performance</b>  • Revenues +67% and Adjusted EBITDA +144% in Q2 2021 • Revenues +53% and Adjusted EBITDA +139% in H1 2021 • Adjusted net profit of \$121 million in Q2 2021 • FCF \$398 million before growth capex during Q2  • Net debt \$3.0 billion as of 30 June 2021, down \$390 million from 31 March 2021, resulting in a total reduction of \$697 million since 31 December 2020  • Trailing net debt / adjusted EBITDA was 2.1x as of 30 June 2021; expect a drop in net leverage to below our target of 2.0x through the cycle by year-end 2021			30-June-21	31-Dec-20	% Δ			
		Total Assets	9,168.6	9,097.0	1%				
		Gross Interest-Bearing Debt	4,020.8	4,416.6	(9%)				
		Net Debt	3,033.6	3,730.3	(19%)				
				Q2 2021	Q2 2020	% Δ	H1 2021	H1 2020	% Δ
		Free cash flow <sup>2, 3</sup>	397.7	175.8	126%	723.3	81.5	787%	
		Capital expenditure	30.7	68.1	(55%)	87.6	163.8	(47%)	
		Of which: Maintenance Capital Expenditure	29.5	51.9	(43%)	85.4	142.6	(40%)	
		Sales volumes ('000 metric tons)							
		OCI Product Sold <sup>4</sup>	3,231.3	3,264.7	(1%)	6,221.9	6,002.5	4%	
Third Party Traded	803.0	683.3	18%	1,335.2	1,235.6	8%			
Total Product Volumes		4,034.3	3,948.0	2%	7,557.1	7,238.2	4%		
<sup>1</sup> Unaudited <sup>2</sup> OCI N.V. uses Alternative Performance Measures ('APM') to provide a better understanding of the underlying developments of the performance of the business. The APMs are not defined in IFRS and should be used as supplementary information in conjunction with the most directly comparable IFRS measures. A detailed reconciliation between APM and the most directly comparable IFRS measure can be found in this report <sup>3</sup> Free cash flow is an APM that is calculated as cash from operations less maintenance capital expenditures less distributions to non-controlling interests plus dividends from equity accounted investees, and before growth capital expenditures and lease payments. <sup>4</sup> Fully consolidated, not adjusted for OCI ownership stake in plants, except OCI's 50% share of Natgasoline volumes									

# Accelerated deleveraging in 2021

Focus on deleveraging towards 2x net leverage through the cycle

Net Debt<sup>1</sup> (US\$ m)



<sup>1</sup> Net Debt calculated based on reported loans and borrowings less cash and cash equivalents

<sup>2</sup> Adjusted EBITDA is defined as EBITDA excluding foreign exchange and fair value gains and losses and income from equity accounted investees, adjusted for additional items and costs that management considers not reflective of the performance of our core operations

<sup>3</sup> Does not account for any IFRS16 related adjustments

## Accelerated deleveraging

- ✓ C.\$700 million deleveraging in H1 2021 and we expect a drop in net leverage to below our target of 2x through the cycle by end of 2021

## Lower interest costs

- ✓ We continue to benefit from our recent refinancing activities with a reduction in recurring interest expenses excluding debt restructuring costs of \$29 million in H1 2021 vs. H1 2020
- ✓ Strong deleveraging achieved will deliver 200bps reduction in the margin of our revolving credit facility from Q3 onwards from 3.5% to 1.5%

## Returning cash to shareholders

- ✓ OCI anticipates being able to return capital to shareholders in 2022 given the current trajectory of product markets and company leverage

## Supported by strong market fundamentals in H2 and beyond

- ✓ OCI's product prices recover significantly as markets reached an inflection point this year following a five-year downturn, and we expect to remain in a demand-driven pricing environment

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Capitalizing on the  
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Fertiglobe  
performing as the  
leading global  
nitrogen exporter




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Appendix



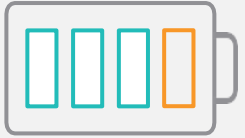
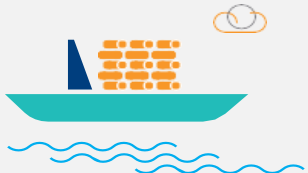
# Nitrogen is most widely and frequently used crop nutrient globally

Broad range of applications in addition to fertilizers, including emerging use cases as hydrogen carrier and clean fuel

Nitrogen (N)	
Industry Sector	<ul style="list-style-type: none"><li>Natural gas</li></ul>
% of Global Fertilizer Use <sup>(1)</sup>	 57%
Primary Crop Benefits	<ul style="list-style-type: none"><li>Key component of plant growth</li><li>Most commonly lacking nutrient</li><li>Essential constituent of proteins</li><li>Increases crop size</li></ul>
Application	<ul style="list-style-type: none"><li>Annual application is critical</li></ul>
Agricultural vs Industrial Uses	<ul style="list-style-type: none"><li>19% of total urea consumption and 35% of traded ammonia for industrial uses<sup>(2)</sup></li></ul>

Key Nitrogen Products
<ul style="list-style-type: none"><li><b>Urea</b> is a bulk product, easy to transport and is the most widely used and traded fertilizer globally</li><li><b>Ammonia</b> is a refrigerated liquid primarily used downstream for other nitrogen products (e.g. urea, nitrates, etc.) and has diverse industrial applications. Approximately 19mt of ammonia are traded</li><li><b>DEF</b> is a combination of urea and de-ionized water, used to reduce NOx and particulate emissions from diesel combustion. Potential growth opportunity for Fertiglobe with DEF production capabilities</li></ul>






End-Use Applications Examples			
 Fertilizers	 Animal Nutrition	 Durable Consumer Goods	 Automotive
 Plastics & Resins	 Textile	 Healthcare	 Cosmetics

Ammonia can be used as Hydrogen carriers to Store and Transport H <sub>2</sub>	
Ammonia can be a battery to store hydrogen	Low carbon ammonia as hydrogen carrier and clean fuel
	

Source: CRU 2020, OECD-FAO, Industry reports  
Notes: (1) Based on split between Nitrogen, Phosphorus and Potassium  
(2) At normalized levels

# Nitrogen outlook supported by attractive supply-demand dynamics

## Supporting Strong Pricing Outlook For 2021 and Beyond as We Recover From a 5-year Downturn

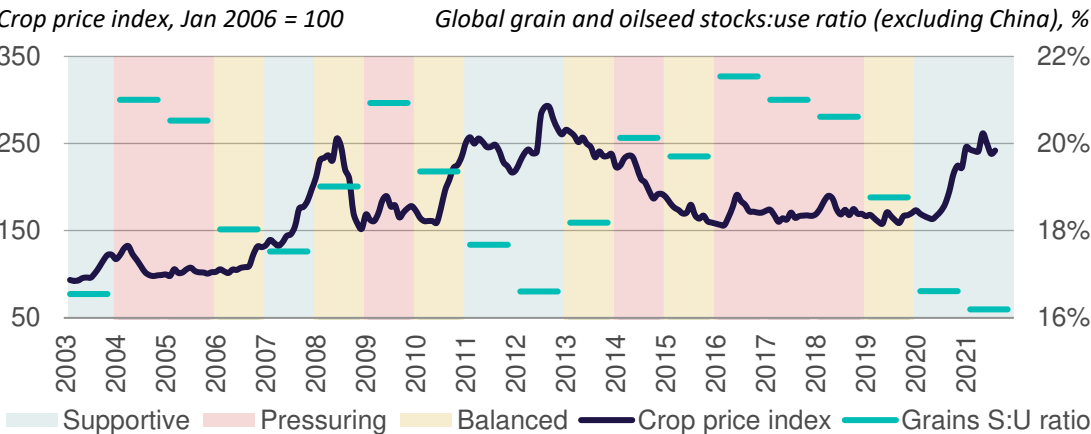
	Bull Market Drivers Support Demand Driven Environment	Prior cycle (last 5-6 years)	2021+
	<b>CROP PRICES SUPPORTIVE OF HIGHER AFFORDABILITY</b> <i>Corn Futures &gt;\$5/bushel driving healthy farm economics and nitrogen demand</i>	<b>30%</b> corn stocks-to-use ratio	<b>24%</b> corn stocks-to-use ratio
	<b>INDUSTRIAL DEMAND RECOVERY</b> <i>Strong industrial demand rebound in key markets supportive of ammonia prices Also supportive of melamine and DEF markets</i>	<b>2.3%</b> p.a global IP <sup>1</sup> growth	<b>4.1%</b> p.a global IP growth to 2025
	<b>GAS AND COAL PRICES RESET AT HIGH LEVELS</b> <i>Low storage levels in Europe, higher Asian demand raising cost floor</i>	<b>\$5/MMBtu</b> TTF	<b>\$13/MMBtu</b> TTF <sup>2</sup>
	<b>TIGHTENING NITROGEN MARKET BALANCES</b> <i>New urea capacity faces delays and accelerating Chinese closures. Structurally tighter merchant ammonia market with limited net capacity additions No new nitrates capacity additions</i>	<b>23mt</b> urea capacity vs <b>11mt</b> demand growth <sup>3</sup>	<b>15mt</b> urea capacity vs <b>16mt</b> demand growth <sup>3</sup>
	<b>ENVIRONMENTAL FOCUS DRIVES SHIFT FROM GREY TO GREEN</b> <i>Stricter mandates around environment regulations are barriers to enter this industry Global push to move towards H<sub>2</sub> economy adds incremental low-carbon ammonia demand</i>	Wave of “grey” greenfield capacity additions in US, Europe, MENA	Limited new grey capacity <sup>4</sup> from established producers and <b>8mt</b> new ESG driven ammonia demand by 2025

Source: Company Information, CRU

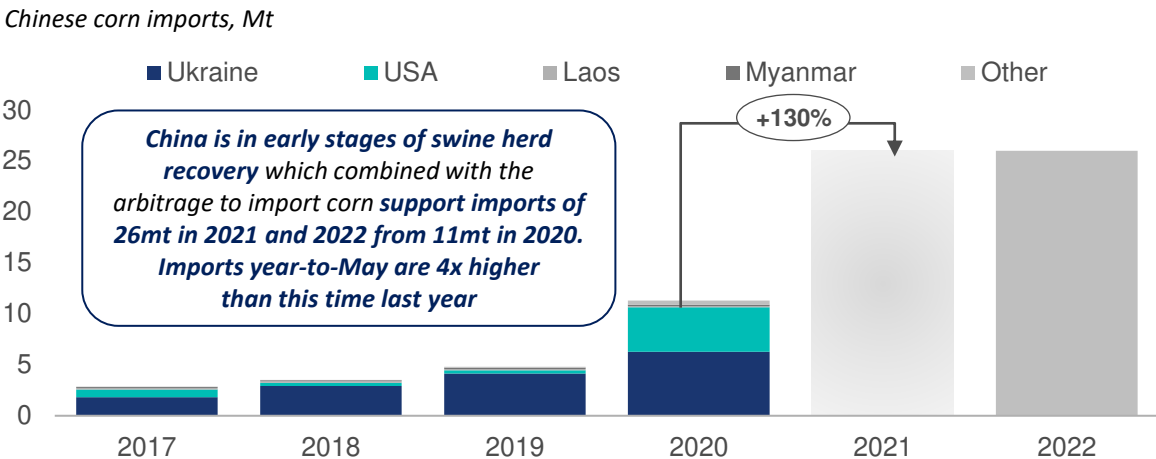
Note: (1) Industrial production over the period of 2015-2019, excluding negative Covid-19 impact in 2020 (2) Forward gas prices to end of 2023 (3) 2015 – 2019 vs 2021 – 2025 (4) Grey capacity refers to production based on conventional hydrocarbon feedstocks

# Robust agricultural fundamentals support farm incomes and corn expansion

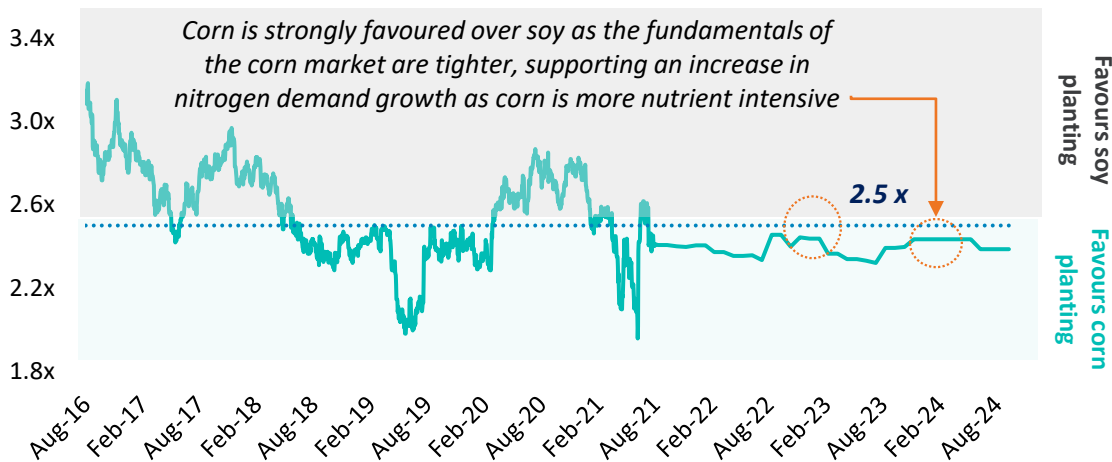
## Crop Prices Supported by “Stocks : Use” Ratio at 7 Year Lows, Requiring at Least Two More Growing Seasons to Replenish



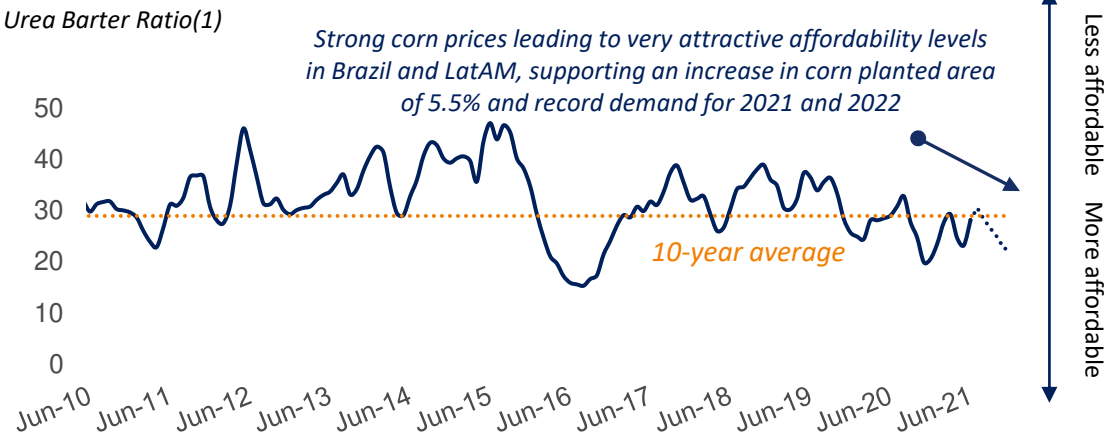
## Chinese corn imports expected higher tightening global corn markets



## Soy-to-Corn price ratio in the US favours more nutrient intensive corn



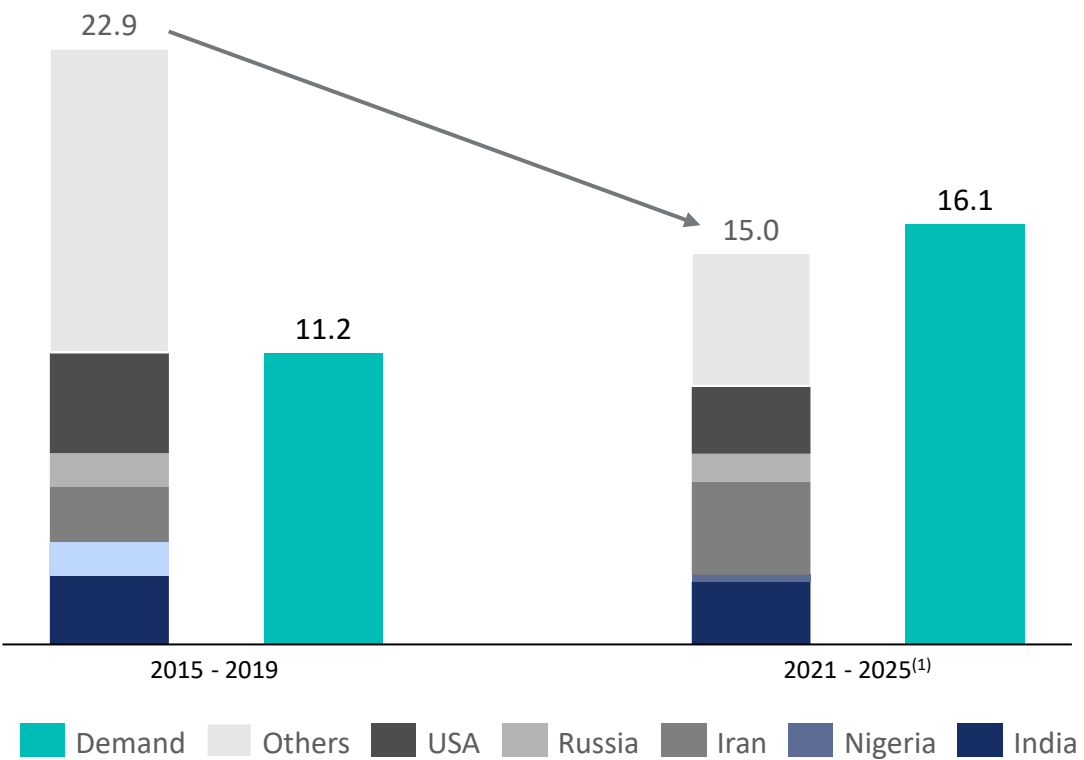
## Best Farmer Affordability in Brazil and LatAm since 2016-17



# Attractive nitrogen dynamics with demand expected to exceed capacity additions

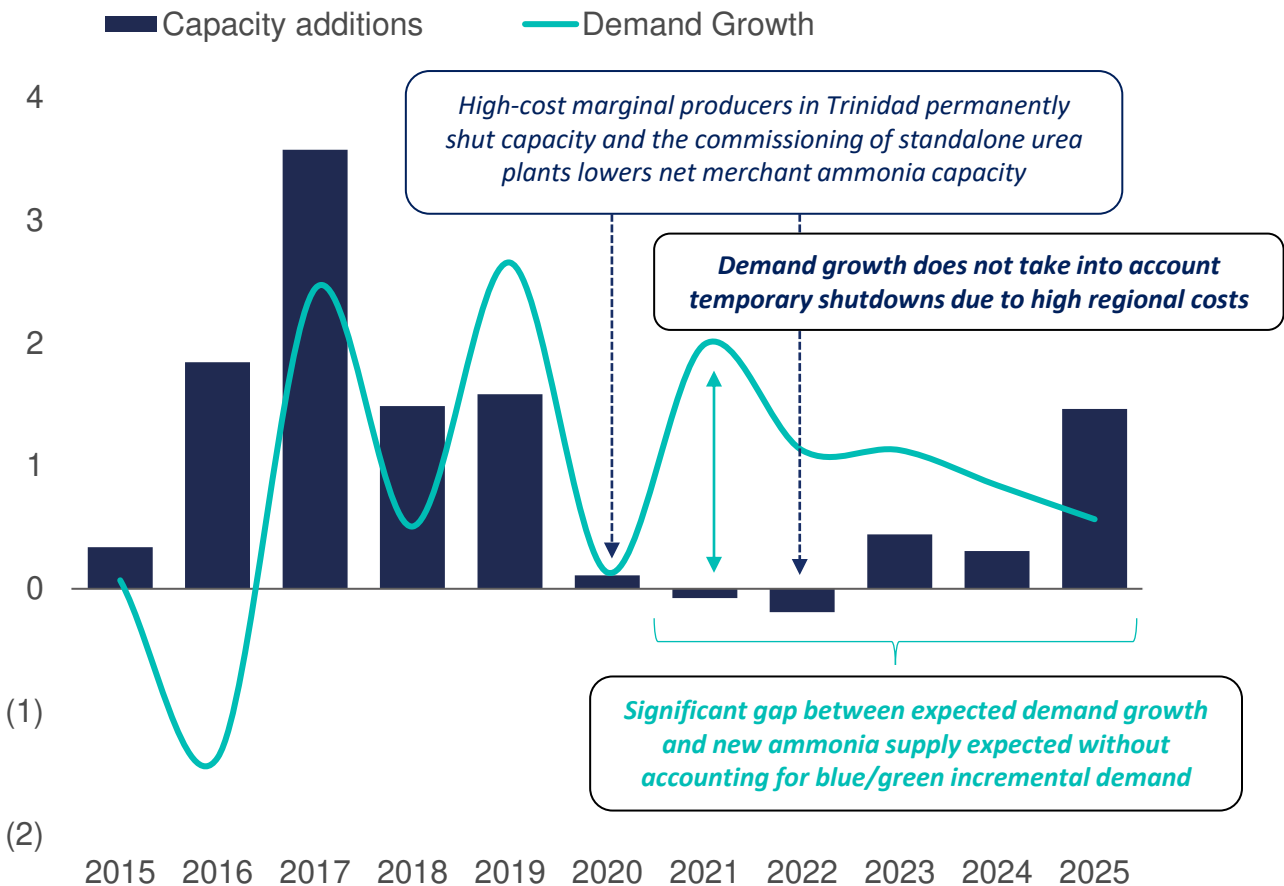
## Ex-China urea capacity additions slow relative to 2015-19, Mt

- ✓ Demand growth expected to exceed supply growth, and new supply subject to delays and utilization rates expected to be slow to ramp up, limiting the impact on the traded market
- ✓ Increased focus on the environment is a barrier to enter this industry, limiting “grey” capacity additions in the US, EU, China and elsewhere
- ✓ Good visibility on supply additions given 4-6 years lead time to build a new plant



## Positive net ammonia demand outlook before accounting for growth in blue / green ammonia and merchant market structurally tightening

Global ammonia and net capacity additions ex-China ex-urea, Mt



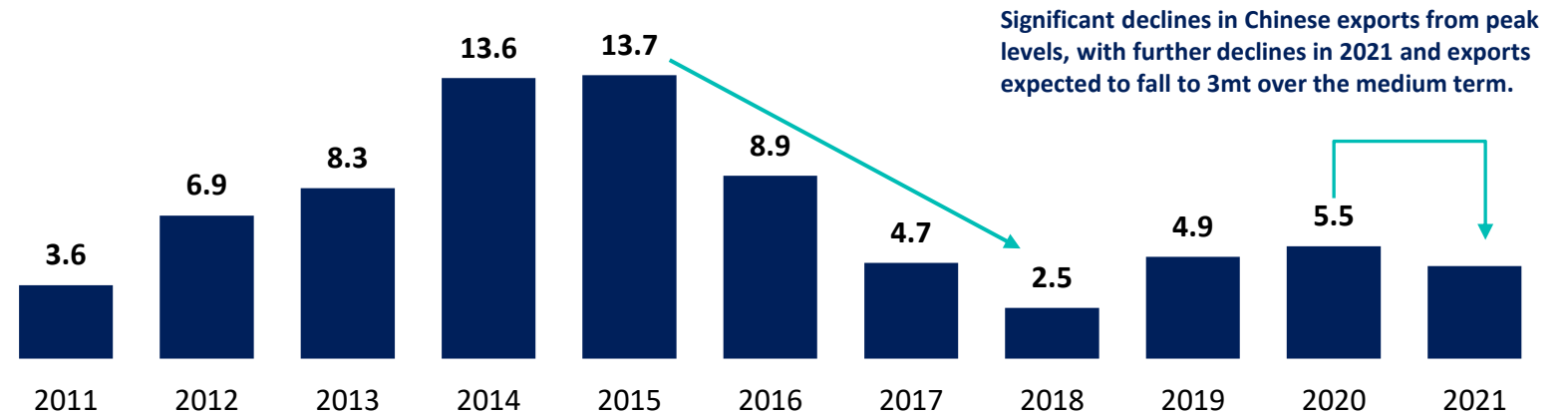
# Supportive dynamics in China and India with declining marginal urea exports and stable Indian domestic production

## Chinese market balances supported by:

- **Low-stocks to use ratio, high domestic crop prices and government emphasizing food security** has resulted in second consecutive year of increasing fertilizer demand in 6 years
- Significant **recovery in domestic industrial demand** driven by growth in resins and higher DEF demand
- **Capacity closures** due to environmental regulations resulting in lower exports in 2021+
- In the short-term, the **government is expected to implement measures to curb exports and prioritise domestic supply**

## Chinese Exports Curtailed on Domestic Demand and Closures

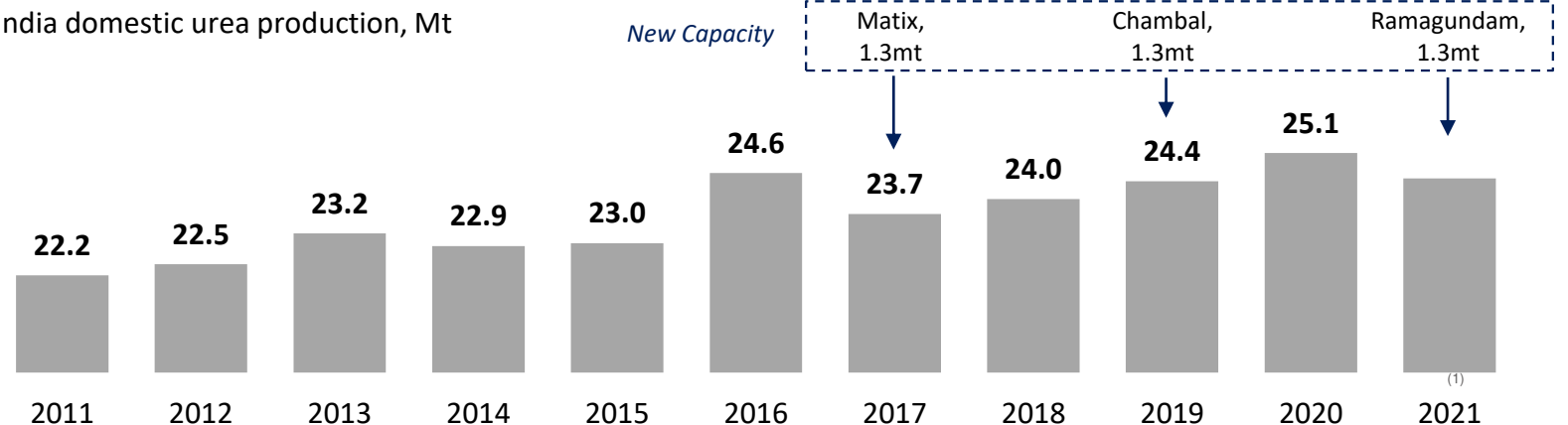
China urea exports, Mt



- Despite the commissioning of three world-scale plants in India over 2017-2021, **domestic production has been relatively flat** and decreased 1 Mt YTD 2021
- **Capacity additions in India are subject to delays** and not expected to commission in line with published government timelines supporting imports
- **India is expected to remain a net importer over the medium term** with further upside as domestic demand is forecast to be robust supported by growth in crop area and subsidies favoring urea

## Indian Supply Has Remained Flat Despite New Capacity Commissioning, Supportive of Imports

India domestic urea production, Mt

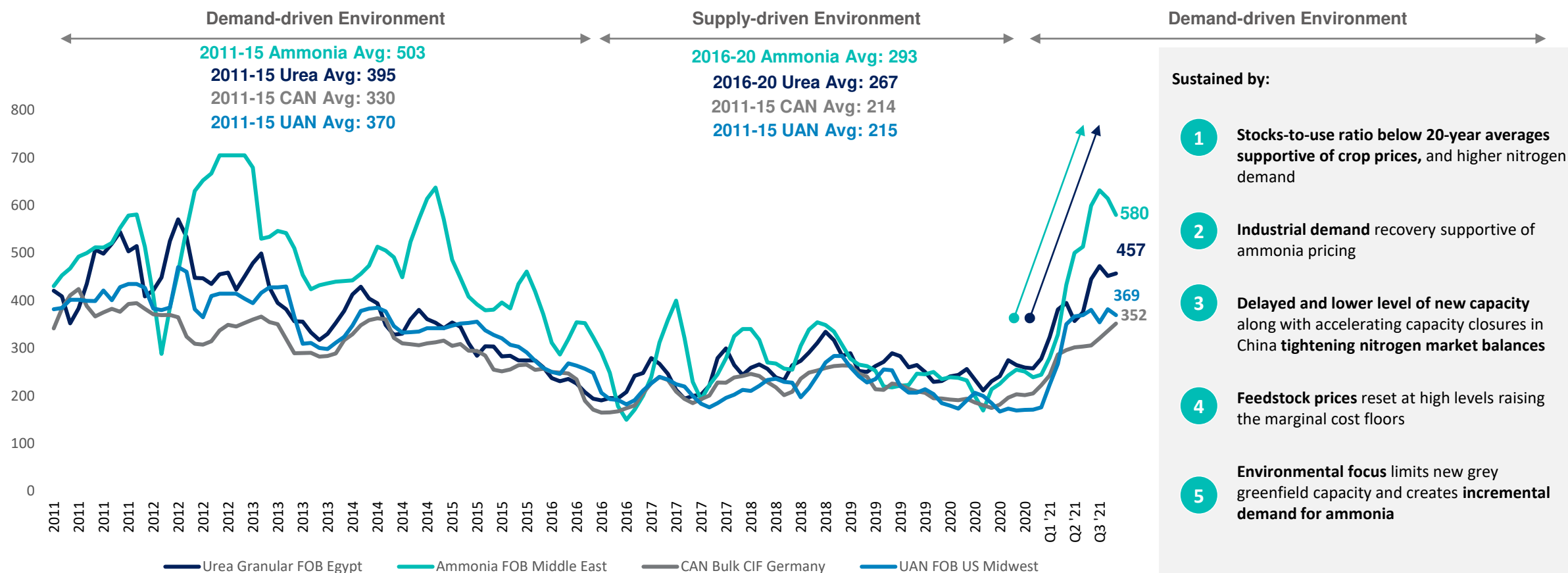


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# Nitrogen fertilizer pricing supported by demand-driven environment

**Strong Support for Current Nitrogen Price Levels from Low Global Crop Inventories, Strong Farm Economics, Continued Strong Fertilizer Demand and Recovering Industrial Demand**

Urea, Ammonia, CAN and UAN Prices (Monthly Averages, 2011 - Q3 2021<sup>(1)</sup>), \$/t

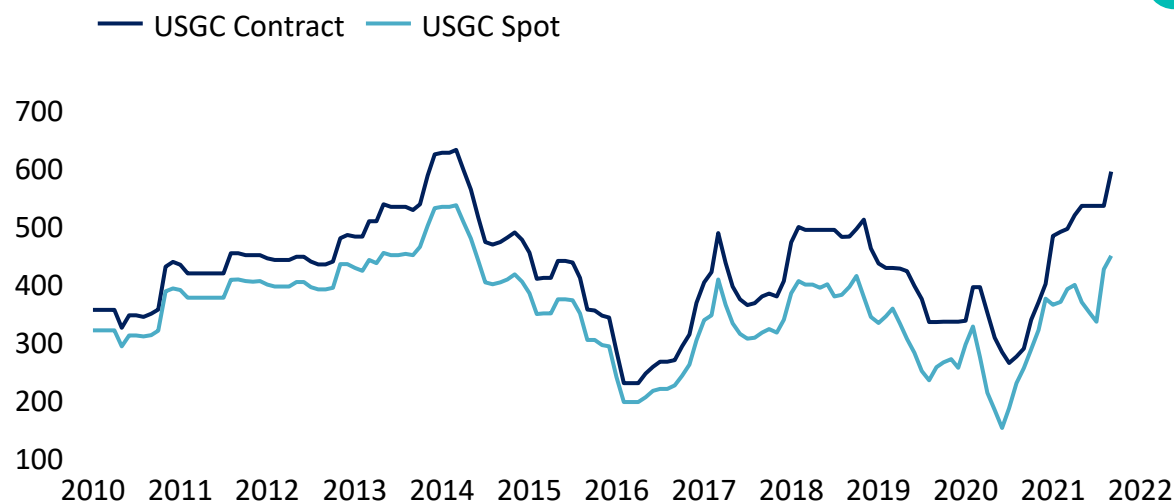


Source: CRU  
 Note: (1) Q3 2021 until 2 September 2021



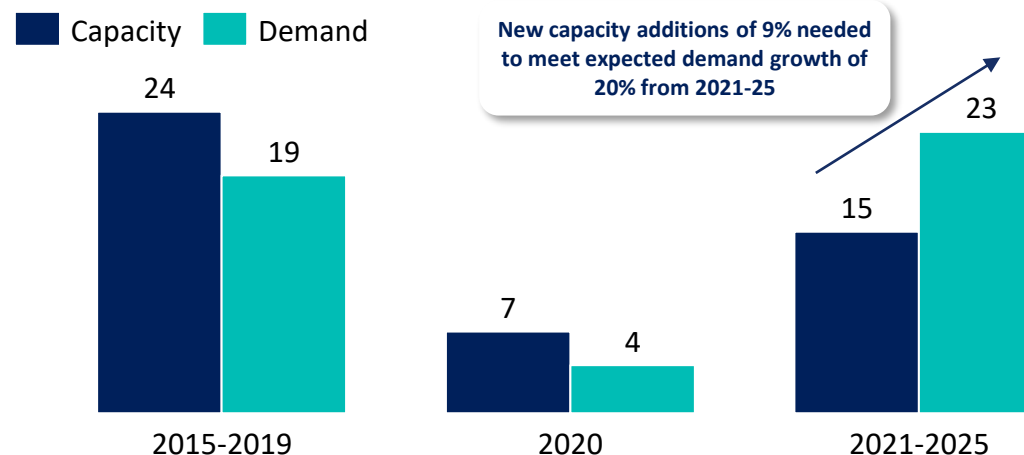
# Methanol prices have rebounded and market fundamentals remain supportive

## Methanol prices benefit from demand recovering



## Methanol supply & demand balance tightening

Methanol capacity vs demand growth, Million Mt



### ■ Methanol spot prices have rebounded since reaching trough levels in 2020

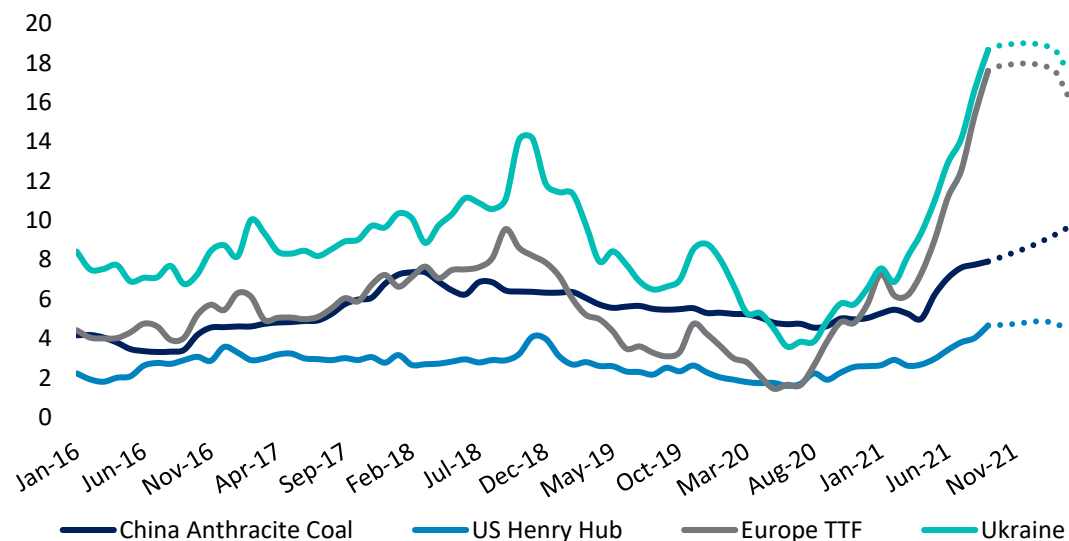
- Strength in recent spot pricing has supported contract prices in Q3 2021 in Europe and the US
- The European contract price in Q3 2021 settled at \$479/t and in the US the contract price for September '21 was higher at \$596/t

### ■ Demand has been improving gradually:

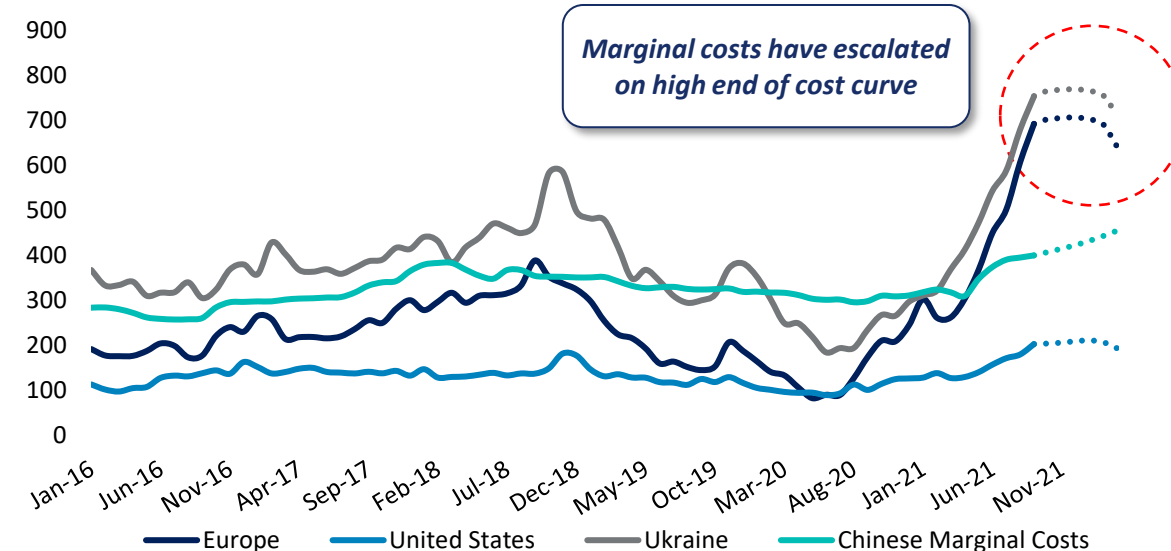
- Downstream demand recuperating: fuel consumption picking up and higher oil prices supportive; and gradual return of global industrial and construction activity
- Run-rate transportation demand remains behind pre-Covid levels in the US and Europe, providing further upside
- Strong demand is set to continue, with operating rates for major derivatives (formaldehyde, MTBE and MMA) at maximum rates in Europe and the US
- Healthy MTO economics stemming from high energy and olefins prices in China

# Higher costs for marginal producers supportive of prices

Global Feedstock Prices 2017-2022F, \$/MMBtu



Cash Costs per ton of Ammonia 2017-2022F, \$/t



## OCI gas consumption per region at run-rate production

Significant advantage from fixed gas price contracts

Fertiglobe fixed price weighted avg H1 2021  
c.\$2.8 / mmBtu



- Recovery in gas prices has been driven by low storage levels in Europe and higher global demand for gas particularly in Asia

- ✓ TTF futures point towards gas prices of ~\$18/MMBtu for the balance of the year and Q1 2022, ~\$13/MMBtu to end of 2023(3)
- ✓ Significant increase in Chinese coal prices on the back of coal production falling short, as a result of increased environmental inspections and reduced imports, which is expected to continue to support urea marginal costs

Note: Average North American production assumed to be 37.2 MMBtu per ton of ammonia for feedstock; Average European production assumed at 37.8 MMBtu per ton of ammonia for feedstock; Average Ukrainian production assumed at 38 MMBtu per ton of ammonia for feedstock; Chinese production assumed to be 1.12 tons of coal for feedstock

Source: Bloomberg, CCTD, CRU, OCI

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Fertiglobe  
performing as the  
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Appendix


# Green Hydrogen Is Expected to Grow 10x by 2030

In a Decarbonized World by 2050, Hydrogen Demand Could Grow up to 10-fold, Supported by Drop in Production Costs and Regulatory Push to Address Climate Change


Supportive Regulatory Environment




EU to invest >€1tn by 2030 to reduce GHG emissions by 55%  
*EU has committed €37bn of funding* to promote Green H2 in Southern Mediterranean (including Egypt and Algeria) between 2021- 2027



US announced \$2tn Climate Change Bill investing in clean energies and GHG emissions reduction of 51% by 2030

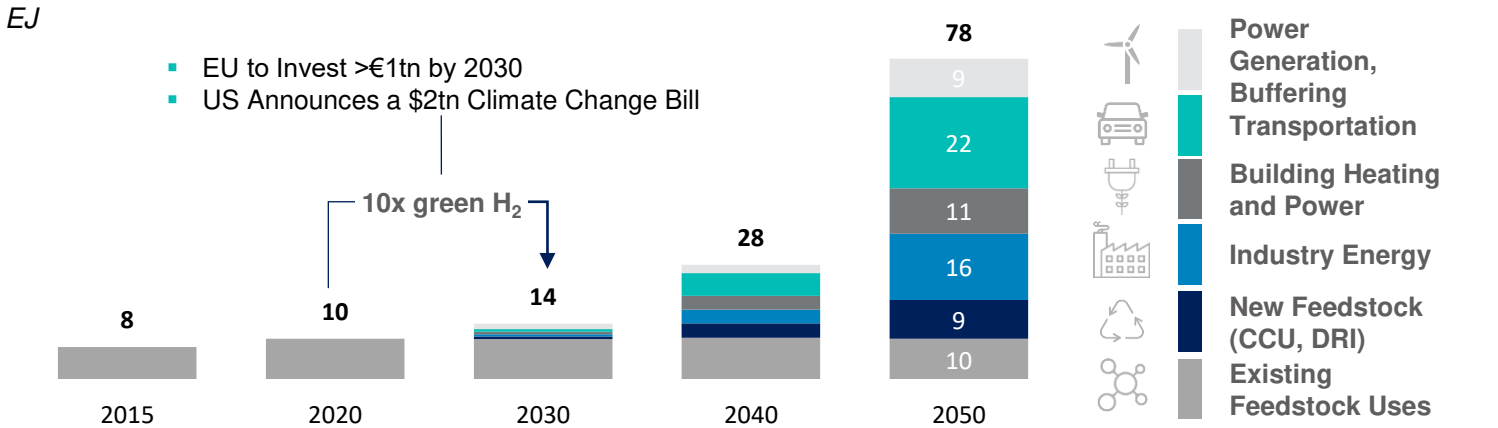


Japan aims to build a “hydrogen society” by 2030 and achieve carbon neutrality by 2050

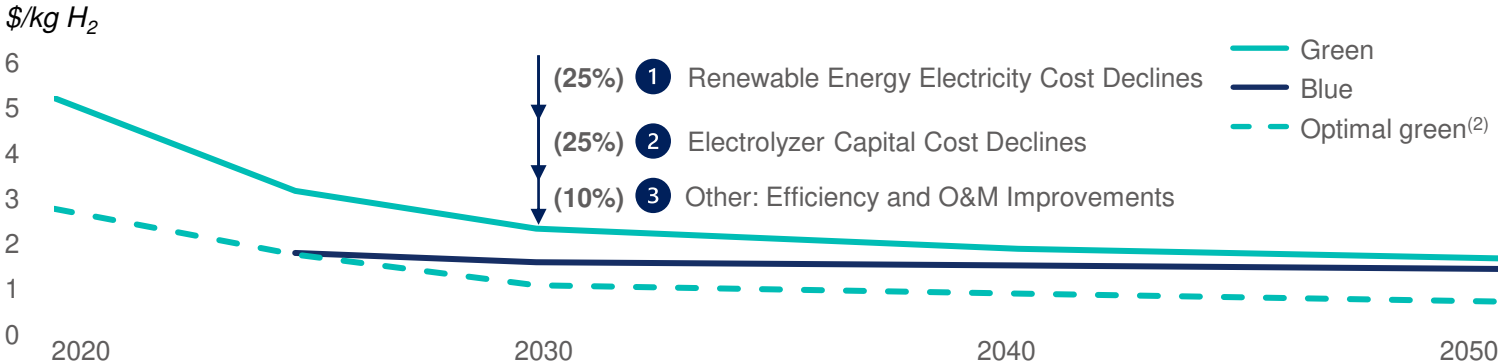


India’s government to **require refiners and fertilizers to use green hydrogen from 2023**, paving the way for a major acceleration in the nation’s hydrogen economy

Global Energy Demand Supplied with Hydrogen<sup>(1)</sup>



Production Cost of Hydrogen Expected to Come Down Rapidly



Source: Hydrogen Council, McKinsey  
 Note: (1) Subject to supportive regulatory environment , subsidies, technology advancements and national environmental targets  
 (2) Optimal green refers to green ammonia produced using wind/solar energy in the Middle East

# OCI will capture the transition potential with numerous key initiatives underway

Strategic partnerships with industry leaders on announced projects in Europe, and lower carbon projects being developed across our global asset base



## Blue ammonia

**Various CCS projects** in development in the Netherlands, US and MENA

In the Netherlands, CO<sub>2</sub> emissions from the ammonia production process to be captured and stored under the North Sea

**~485 KTPA CO<sub>2</sub> abatement potential at OCI Nitrogen**

OCI will be able to produce blue ammonia using low carbon hydrogen at OCI Beaumont, Texas up to its full ammonia production capacity of 365 ktpa, starting H2 2021



## Blue and green ammonia

**Fertiglobe joined TA'ZIZ as partner in a new 1 mtpa world-scale blue ammonia project** in Abu Dhabi. FID expected in 2022, targeted start-up in 2025

**Green ammonia pilot project** in concept phase to produce green ammonia at EBIC in Egypt (tax free zone), using attractively priced wind/solar energy or waste gasification

**Fertil blue ammonia project in UAE through debottlenecking** of up to 70ktpa by 2024. Fertiglobe partnered with ADNOC to sell its initial shipments to Japan at premium price



## Bio-fuels and bio-feedstocks

OCI produces bio-methanol and low carbon ammonia from **biogas**. Supply agreements of biofuel blends with Essar Oil and ExxonMobil UK entities

**#1**  
**Bio-methanol Producer**

**Bio-methanol has 60% GHG savings potential vs petrol / gasoline and is a 2<sup>nd</sup> generation biofuel**



## FUREC Waste-to-Hydrogen<sup>1</sup>

**Partnership with RWE** to purchase green and circular hydrogen from mixed waste gasification at **minimal investment for OCI**

**Approved in Round 1 and submitted to the EU Innovation Fund application Round 2**

Target to be **operational by 2024**

**~380 KTPA CO<sub>2</sub> total abatement identified in the broader value chain, of which 160 KTPA at OCI Nitrogen**



## Renewable methanol from green hydrogen<sup>1</sup>

**1. Partnership with Nouryon** to produce green hydrogen through offtake produced with 20MW electrolyser and can be scaled up to 60MW in the future

**2. Partnership with RWE** to produce green hydrogen through offtake produced with a 50MW electrolyser with direct connection to RWE's Westereems wind farm

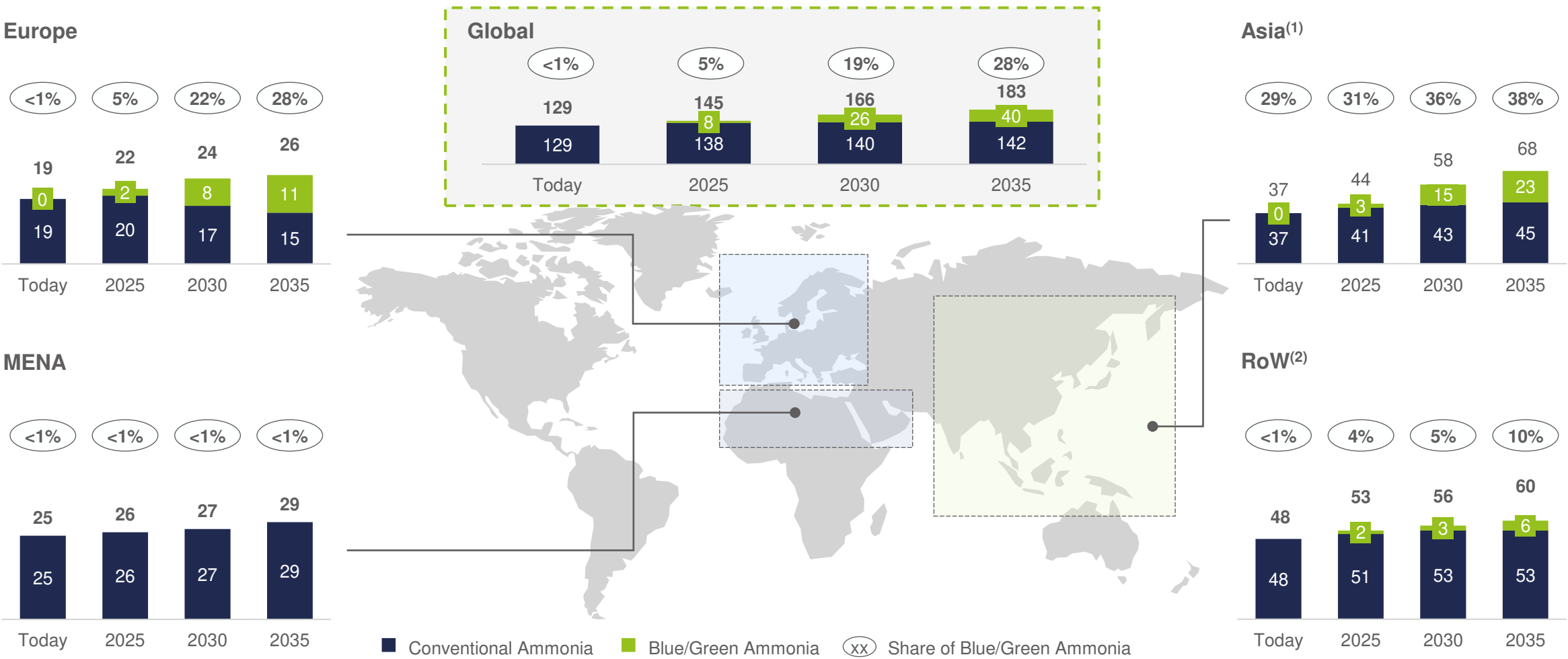
Target to be **operational by 2024**

**~45 KTPA CO<sub>2</sub> phase 1 abatement at BioMCN**

Up-scalable in multiple phases

# Clean ammonia market expected to experience substantial growth

Global clean ammonia demand is expected to reach 40mt by 2035 driven by Europe and Asia

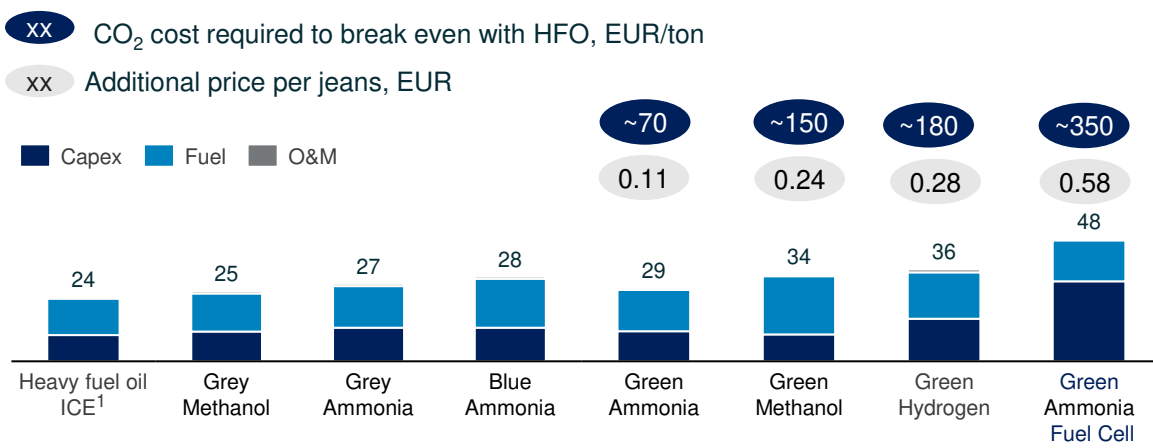


Source: Fertecon Ammonia outlook 2021, EU Commission, IEA, Strategy Consultant  
Notes: (1) Excl. China  
(2) North America, Latin America, Oceania, rest of Africa, Global Marine Applications and Global Sustainable Fertilizers (excl. Europe)

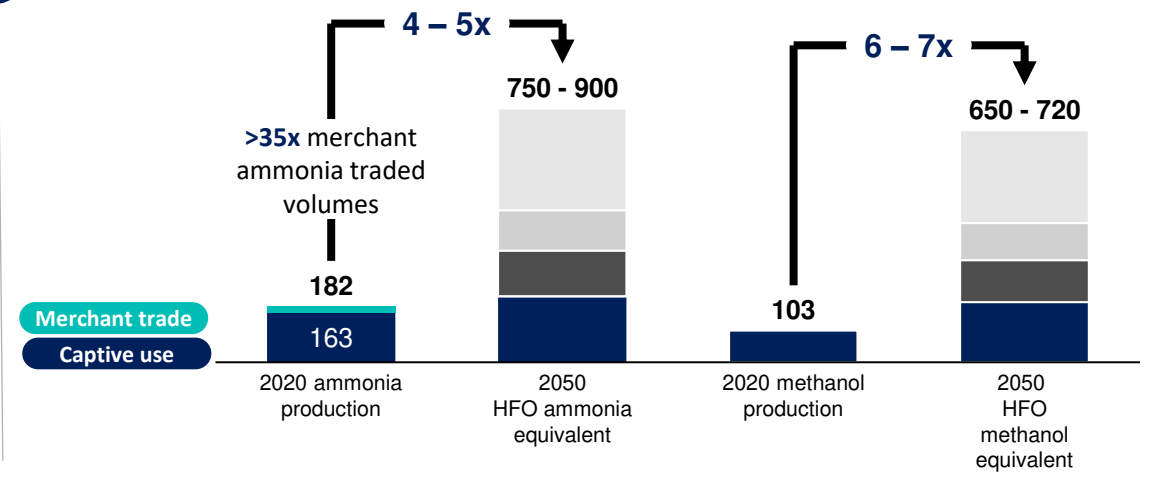


# Zero carbon shipping needs ammonia and methanol: exponential potential demand

Grey and blue ammonia and methanol pathways close to cost parity<sup>1</sup>  
€ mn per annum



Ammonia and methanol shipping demand by 2050<sup>2</sup>  
Metric ton



- Ammonia and methanol are the only practical alternatives for long-distance shipping, even without the implementation of decarbonization technologies, they have a lower environmental footprint than HFO
  - Using blue ammonia in a ship would start the decarbonization pathway with an improvement potential of >50% GHG reduction
- With global infrastructure in place, these products can bridge the transition from “grey” to “green” until the industry has fully scaled up to products based solely on renewable energy sources.
- Maritime HFO fuel demand is expected to grow to ~430 Mt by 2050, translating in ammonia and methanol equivalents of 650 - 900 Mt while the current combined global production is ~290 Mt
  - A typical Panamax container ship consumes 100 kt ammonia / 93 kt methanol p.a. → 13% of EBIC’s ammonia capacity or 9% of OCI Beaumont’s methanol capacity as fuel, saving ~140 kt of CO<sub>2</sub> emissions p.a.
- Several new announcements in the shipping sector, including major ship owners, engine manufacturers and ports, all endorsing the use of ammonia and methanol as the shipping fuel of the future

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Q2 2021 Financial  
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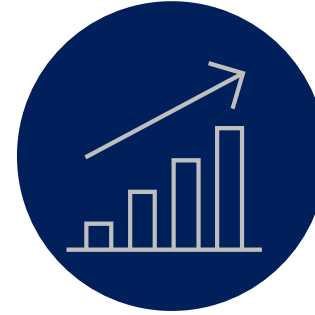
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Nitrogen and  
Methanol  
Market Outlook



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Capitalizing on the  
Hydrogen  
Opportunity



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**Fertiglobe  
performing as the  
leading global  
nitrogen exporter**



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Appendix

# Fertiglobe at a Glance<sup>(1)</sup>

## Leading Nitrogen Fertilizer Exporter Globally and Unique Ammonia Platform<sup>(2)</sup>



**4 World-class Strategically Located** Production Facilities

**Global In-House Distribution Capabilities,**  
including ~1,000kt Storage Capacity

**6.6mt Sellable Volume** Capacity

- **5.1mt Urea** Production Capacity
- **4.4mt Gross Ammonia** Production Capacity
- **0.5mt DEF** Production Capacity<sup>(3)</sup>

Logistics allowing for  
Excellent Freight and  
**Transport Advantaged, Duty-free Delivery** to East and West

**Feedstock Advantaged**  
\$2.8/mmbtu H1 2021  
Avg. Fixed Gas Price<sup>(4)</sup>

**50%**  
of Assets Younger  
than 10 years

Early Mover in  
**Clean Ammonia**

**\$781m**  
LTM Jun-21 Adj. EBITDA<sup>(5)</sup>  
**\$532m**  
H1 2021 Adj. EBITDA<sup>(5)</sup>

Source: Company Information, CRU

Notes: (1) Capacity data as of year end 2020

(2) Based on 2020 ammonia and urea combined export production capacity in mtpa

(3) Maximum downstream capacities cannot be achieved at the same time. DEF production capacity not included in the 6.6mt sellable volume capacity

(4) Realized weighted average gas price in H1 2021 based on respective gas price arrangements in Abu Dhabi, Algeria and Egypt. Gas price arrangements include cost escalation factors and in Egypt increments above certain product price levels

(5) EBITDA excluding foreign exchange and income from equity accounted investees, adjusted to exclude additional items and costs that management considers not reflective of core operations

# A Strategic Partnership With Strong Shareholder Support

Partnership Geared Towards Growth and Value Creation, Supported by Shareholders with a Strong Track Record



**#3 global producer of nitrogen products**  
**#1 & #2 methanol producer in EU & US, respectively**  
**#1 bio-methanol producer**

- Remaining **OCI NV nitrogen business is predominantly nitrates focused** with in-land assets
- Synergistic relationship with Fertiglobe through **sharing of global market intelligence**
- Numerous initiatives and **strategic partnerships to capture the energy transition potential**
- Orascom Construction (spun off in 2015) has repeat **renewable power project partnerships in MENA**



**Leading integrated O&G company, entrusted to manage the world's 6<sup>th</sup> largest proven O&G reserves**

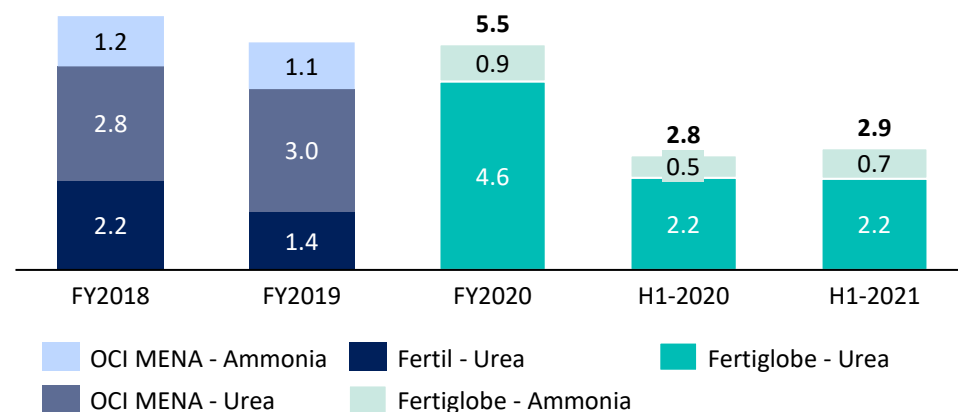
- **Fully integrated energy company** across the entire value chain
- Key export partner of crude oil & refined products to high-growth Asian markets
- **Industry leader for carbon capture** with plans to reach 5mtpa of CO<sub>2</sub> capture by 2030
- Focus on **downstream value creation and 2030 vision**
- Strategy to become a **global leader in clean hydrogen**

**Complimentary business to both OCI and ADNOC ecosystems, uniquely positioned to capture value**

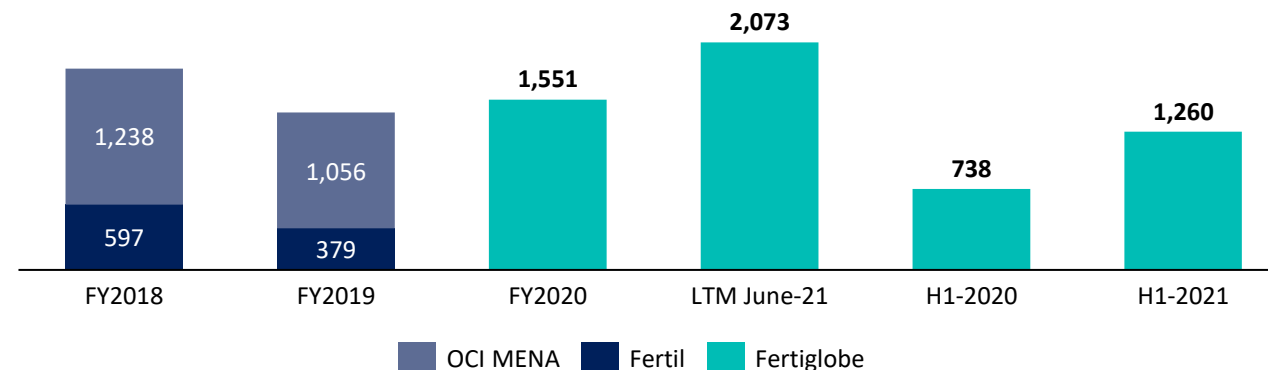


# Fertiglobe performs as the leading global nitrogen exporter

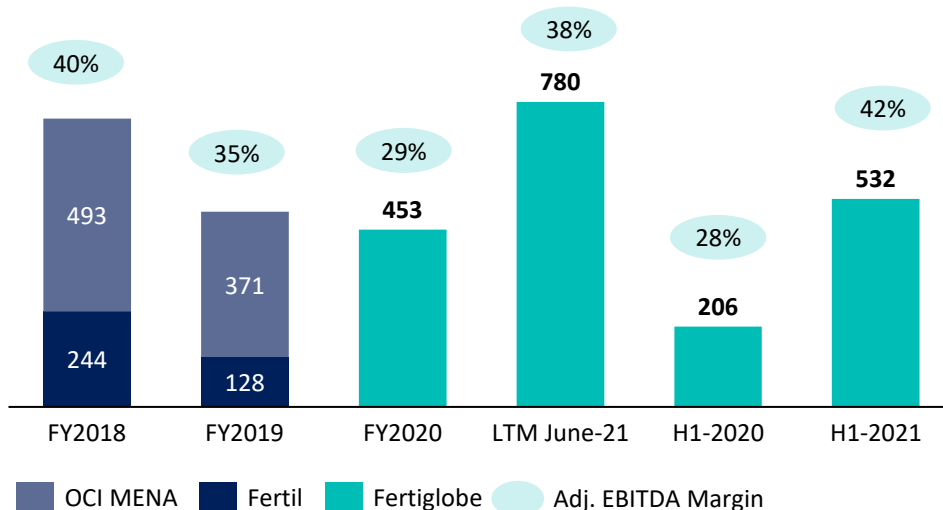
## Own-Produced Sales Volumes (Mt)



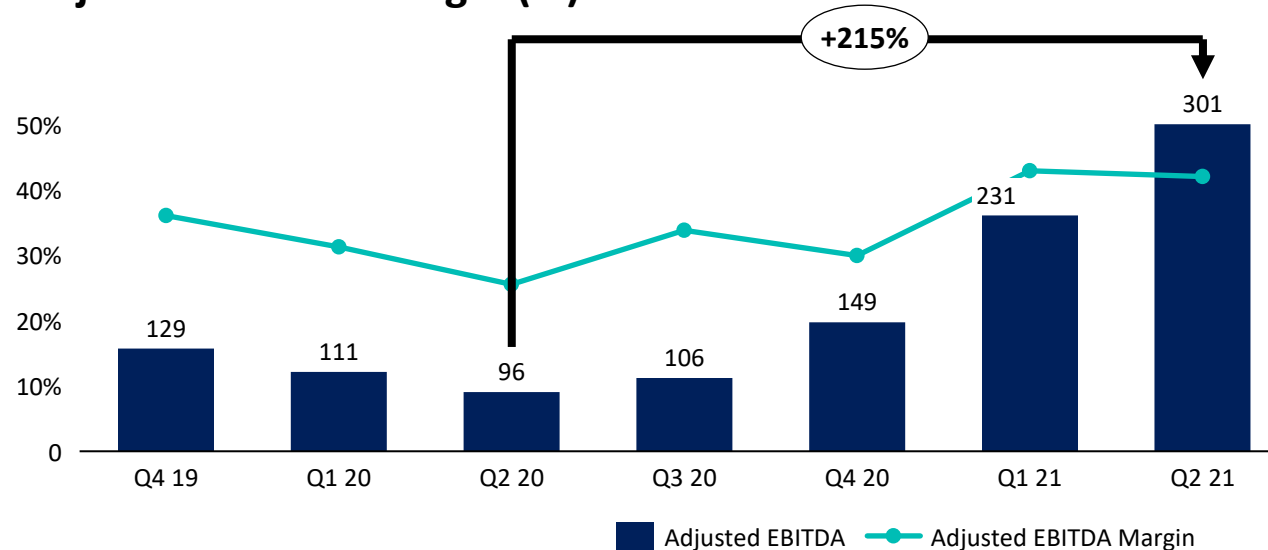
## Revenue (\$m)



## Adjusted EBITDA (\$ million)



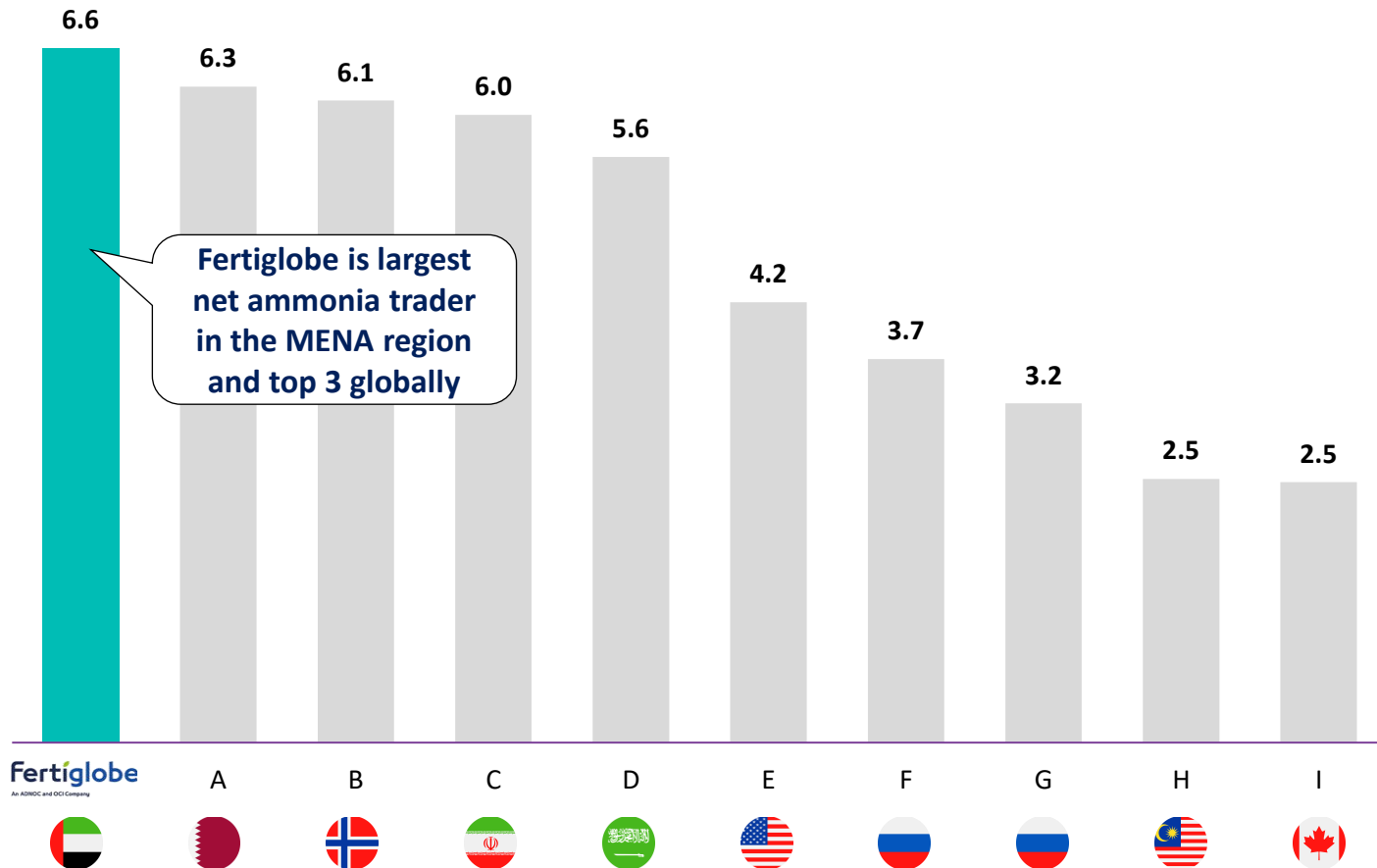
## Adjusted EBITDA margin (%)<sup>1,2</sup>



# Largest nitrogen fertilizer exporter globally and unique ammonia platform

~10% of combined ammonia and urea global seaborne exports

## 2020 Ammonia and Urea Combined Export Production, Mtpa<sup>1,2</sup>



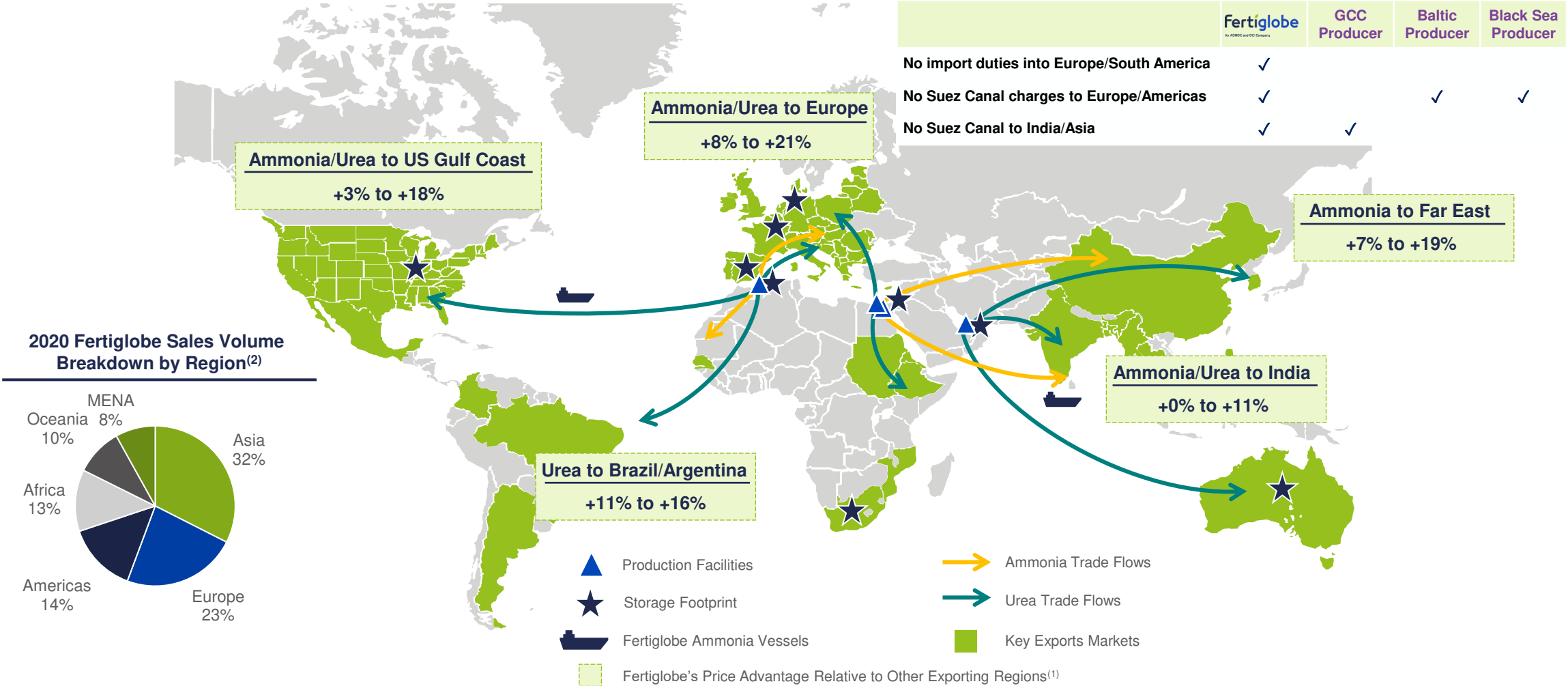
## Significant scale advantages

- 1 Large scale strategically located platform with ability to **direct volumes to highest netback markets**
- 2 Global distribution with **access to all key markets** from advantageous freight locations
- 3 **Strongly positioned to attract and grow third party traded volumes**, further increasing distribution scale and market penetration
- 4 **Enhanced economic returns** through ability to reliably service large orders, negotiate better commercial terms and lower transportation costs
- 5 Leadership in merchant ammonia and **advantage in expected transition to clean hydrogen economy**



# Structurally higher realised net-backs relative to other exporting regions

Low-freight Costs, Duty-free Access to Key Importing Markets and Direct-to-customer Strategy Enables Structural Netback Advantages of Fertiglobe

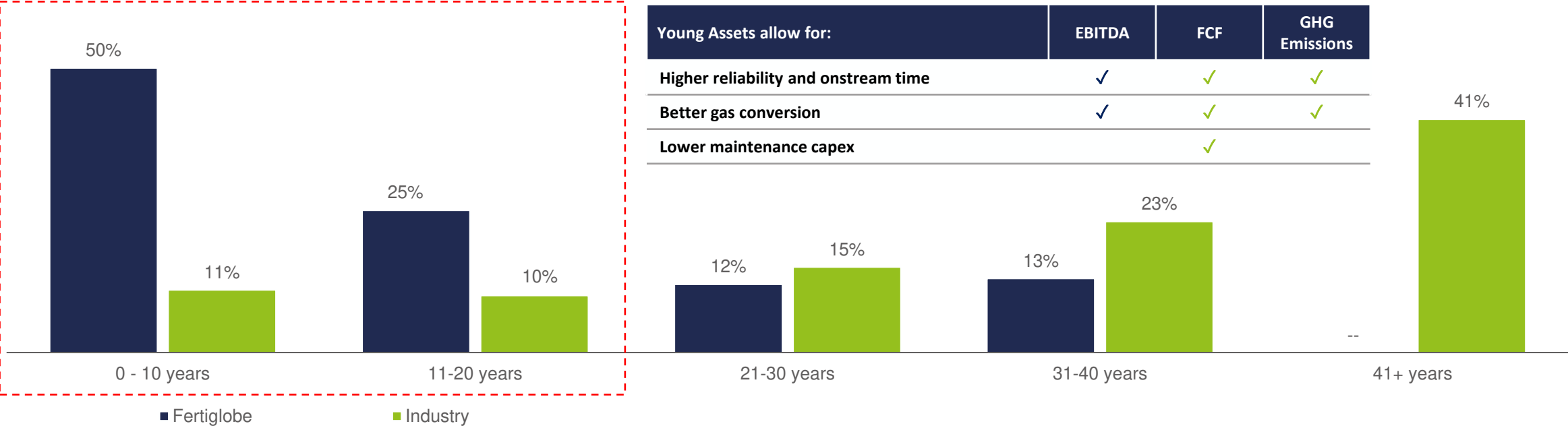


Source: CRU, Company Information  
 Notes: (1) Fertiglobe illustrative realized price differential vs. peers in key exports markets (as of June 2021 – including Duties, Freight rates, Suez Canal fees and trader margin): Illustrative netback premiums compared to typical Russian and Middle East producers for all markets with the exception of India and Far East compared to typical North African and Russian producers. Premium ranging from second closest exporters to widest gap  
 (2) Asia includes India

# High Quality Asset Base with 50% of Capacity Younger than 10 Years

## Young Asset Base Drives Output, Cost and GHG Emission Advantages

Asset Base Age<sup>(1)</sup> vs. Industry Average<sup>(2)</sup>



Young Assets allow for:	EBITDA	FCF	GHG Emissions
Higher reliability and onstream time	✓	✓	✓
Better gas conversion	✓	✓	✓
Lower maintenance capex		✓	

- Well-maintained asset base with 50% of capacity younger than 10 years<sup>(1)</sup>, resulting in low maintenance costs and high reliability, while allowing for much better environmental footprint vs. coal and older gas producing plants
- By comparison, ~80% of ammonia plants globally are >20 years
- Fertiglobe plants have overlapping technologies, allowing for cost-efficient and synergistic maintenance
- Large, dedicated in-house maintenance team with world-class experience, sharing best practices across assets

Technology Providers

Ammonia

Uhde

ThyssenKrupp

KBR

HALDOR TOPSOE

Urea

Uhde

ThyssenKrupp

Stamicarbon

Source: Company Information, Phillip Townsend Associates, CRU  
Notes: (1) Sample size of 142 worldwide operational plants as of 31 December 2020. Fertiglobe data is based on production capacity weighted by age. The industry data is based on a simple average and not weighted by capacity  
(2) Includes ammonia plants only

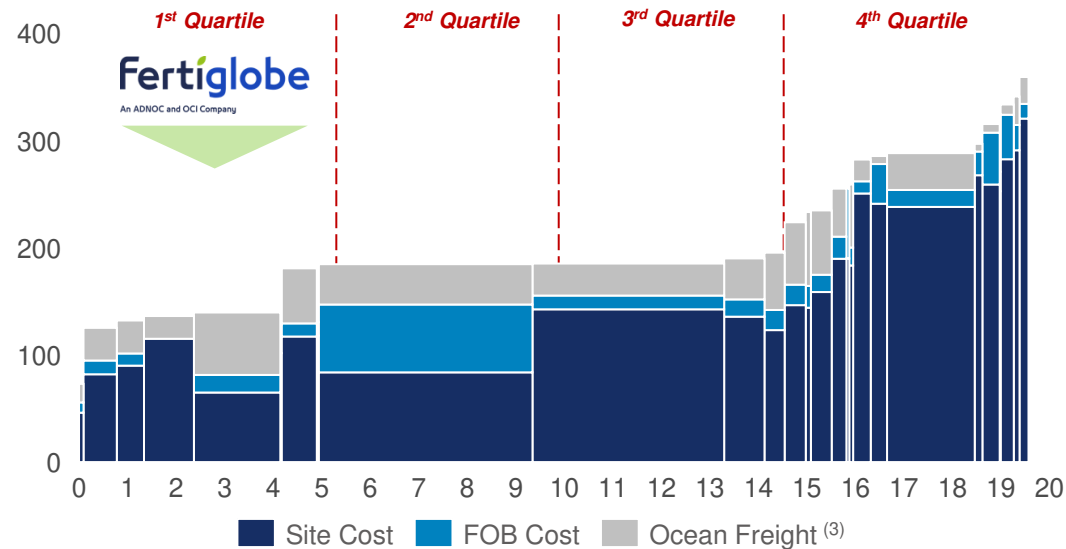
# Fertiglobe positioned in the 1<sup>st</sup> quartile of urea and ammonia cost curves

## Fertiglobe Benefits From Attractively Priced, Long-term Fixed Feedstock Gas Contracts<sup>(1)</sup> and Low Conversion Costs, Positioning It in the 1<sup>st</sup> Quartile of the Ammonia and Urea Cost Curves<sup>(2)</sup>

- Long-term fixed gas supply agreements with EGPC in Egypt, Sonatrach in Algeria, and ADNOC in Abu Dhabi supporting advantageous cost position
- Young asset base with high gas efficiency and high reliability, resulting in lower costs per tonne
- Local currency denominated costs, allowing for lower overhead costs
- Freight and logistical advantage to most major markets allow Fertiglobe to capitalise on higher pricing in markets during peak demand periods

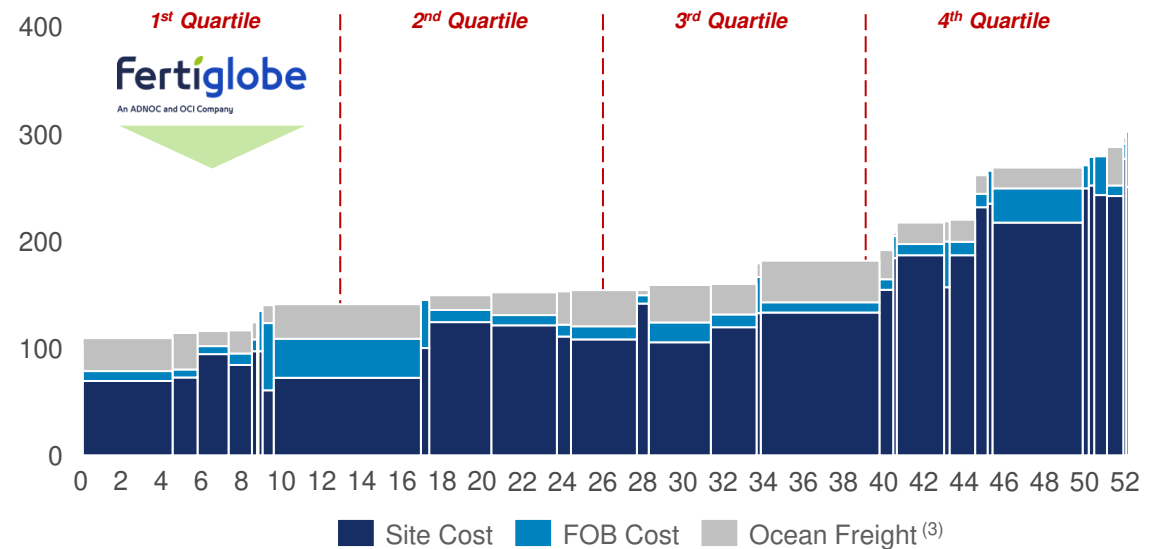
### 2021 Fertiglobe Situated in 1<sup>st</sup> Quartile of Ammonia Cost Curve (\$/t)

Y axis: Ammonia CFR delivered costs in 2021  
X axis: Exports by Region, Million mt, Ammonia



### 2021 Fertiglobe Situated in 1<sup>st</sup> Quartile of Urea Cost Curve (\$/t)

Y axis: Urea CFR delivered costs in 2021  
X axis: Exports by Region, Million mt, Urea



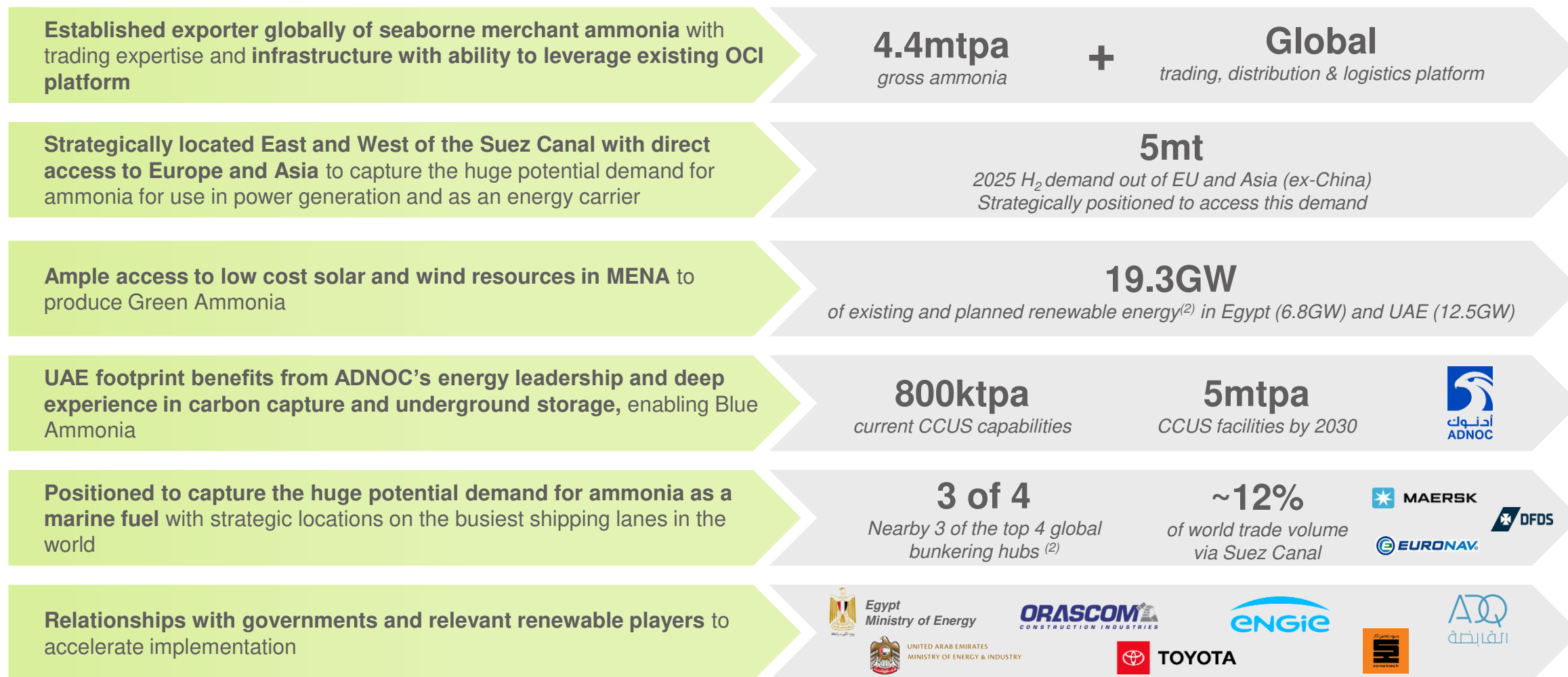
Source: Company Information, CRU as of September 2021

Notes: (1) Realized weighted average gas price in H1 2021 based on respective gas price arrangements in Abu Dhabi, Algeria and Egypt. Gas price arrangements include cost escalation factors and in Egypt increments above certain product price levels

(2) Based on blended CFR cost for Fertiglobe

(3) Weighted average freight costs (cost to CFR) of top three global export destinations

# Fertiglobe is Ideally Positioned to Capitalize on the Hydrogen Opportunity

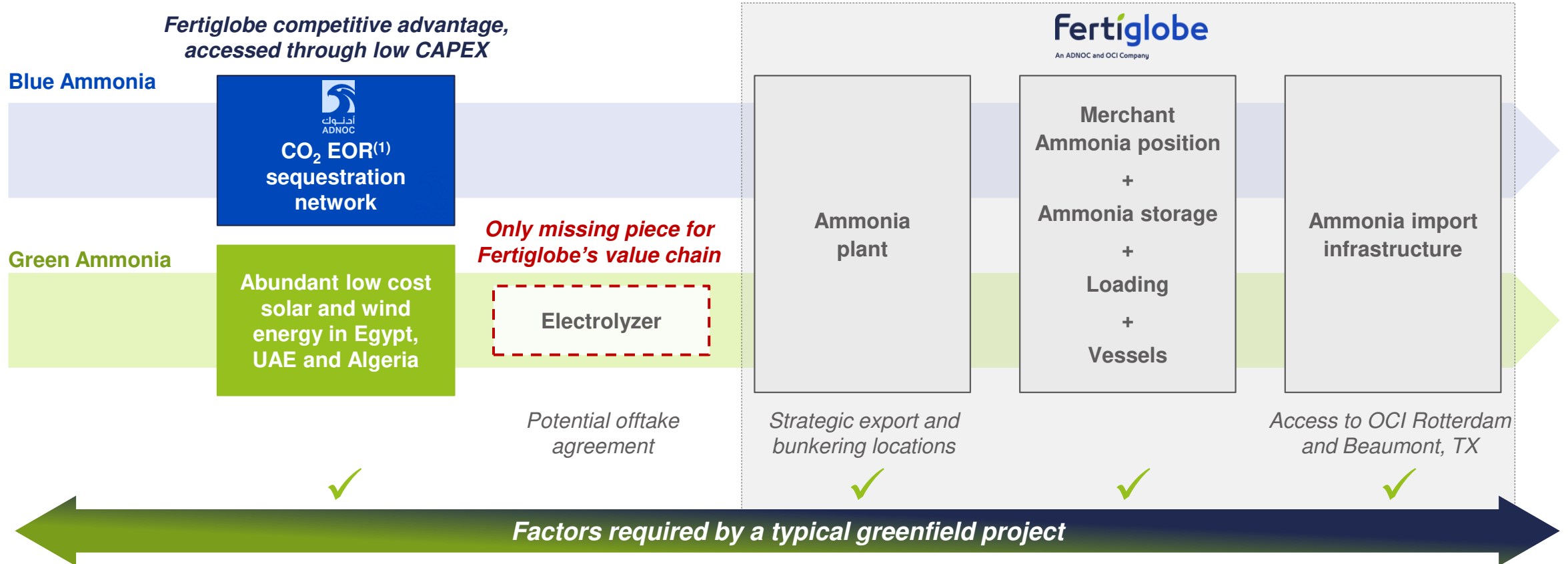


Source: Company Information, BMI, SEA-LNG

Notes: (1) Existing and planned wind and solar projects (2) Fujairah, Rotterdam (exposure through OCI) and Houston

# Fertiglobe is Plug-and-Play for Low Carbon Ammonia

Huge Competitive Advantage in Low Carbon Ammonia Relative to Greenfields



- Fertiglobe and its sponsors have existing access to the entire supply chain needed for Blue and Green ammonia plants
- Potential to incrementally add green/blue hydrogen capacity without all or nothing greenfield capex spending
- Can use electrolyzers incrementally with variable output to ammonia synthesis in line with typical renewable feedstocks
- Complimentary to ADNOC and OCI's strategy

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Appendix

*About OCI*



# Nitrogen production capacity and commercial footprint

## Nitrogen Footprint

### Iowa Fertilizer Company (IFCo) - Iowa, US

- Production and sales started April 2017

Product <sup>1</sup>	ktpa
Ammonia (net)	195
UAN	1,832
Urea	438
DEF	1,019



### N-7 Marketing JV



- Established: May 2018
- JV between OCI and Dakota Gasification Company on marketing of nitrogen products
- Ammonia, Urea, UAN, and DEF
- Since Jan 2020 exclusive marketer of Dyno Nobel DEF in North America

### OCI Nitrogen – Netherlands

- Acquired: 2010

Product <sup>1</sup>	ktpa
Ammonia (net)	350
CAN	1,560
UAN	730
Melamine	219



### Egyptian Fertilizer Co (EFC) – Egypt

- Acquired: 2008

Product	ktpa
Urea	1,714
DEF	350



### Egypt Basic Industries Corp (EBIC) – Egypt

- Acquired: 2009

Product	ktpa
Ammonia	748



### Sorfert Algerie – Algeria

- Commissioned: 2013

Product	ktpa
Urea	1,259
Ammonia (net)	803



**Fertiglobe**  
An ADNOC and OCI Company

### Fertil (Abu Dhabi)

- Added in 2019 merger
- Commissioned: 1980 (Fertil 1) & 2009 (Fertil 2)

Product	Ktpa
Urea	2,100
DEF	100

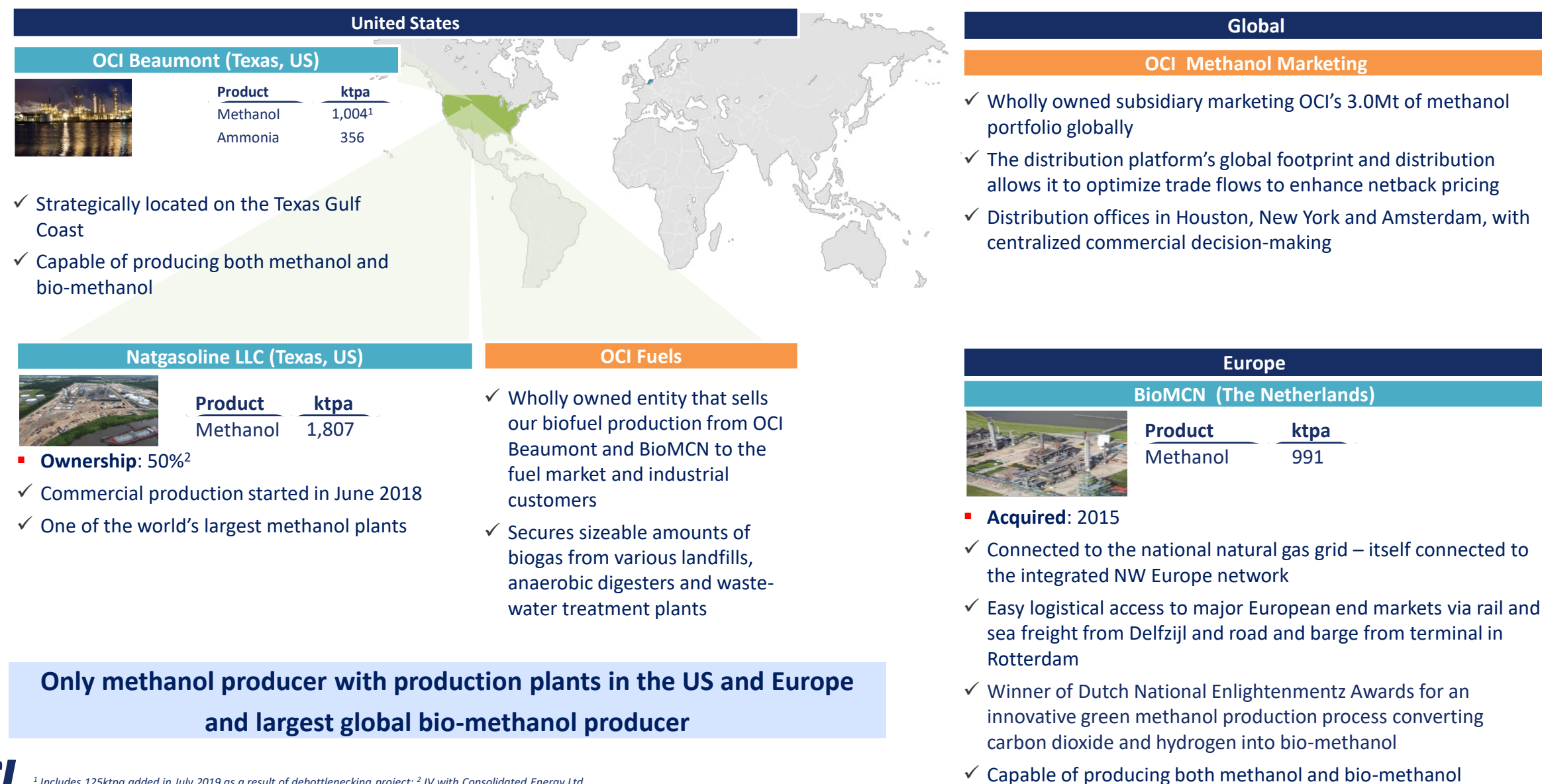


Perimeter of Fertiglobe JV (58% OCI / 42% ADNOC)

Production footprint facilitates a global approach to our commercial strategy / Bespoke footprint focused on low cost base and advantaged logistics to end-user

<sup>1</sup> Maximum downstream capacities cannot be all achieved at the same time

# Methanol production capacity and commercial footprint



# Flexible production capabilities to maximize returns

Max. Proven Capacities <sup>1</sup> (‘000 metric tons)												
Plant	Country	Ammonia (Gross)	Ammonia (Net) <sup>3</sup>	Urea	UAN	CAN	Total			Total		Total <sup>2</sup>
							Fertilizer	Melamine <sup>4</sup>	DEF	Nitrogen	Methanol	
Iowa Fertilizer Company <sup>5</sup>	USA	926	195	438	1,832	-	2,465	-	1,019	3,484	-	3,484
OCI Nitrogen <sup>5</sup>	Netherlands	1,196	350	-	730	1,560	2,640	219	-	2,859	-	2,859
Egyptian Fertilizers Company	Egypt	876	—	1,714	-	-	1,714	-	350	2,064	-	2,064
Egypt Basic Industries Corp.	Egypt	748	748	—	-	-	748	-	—	748	-	748
Sorfert Algérie	Algeria	1,606	803	1,259	-	-	2,062	-	—	2,062	-	2,062
Fertil	UAE	1,205	—	2,100	-	-	2,100	-	100	2,200	-	2,200
OCI Beaumont	USA	365	356	-	-	-	356	-	-	356	1,004	1,360
BioMCN	Netherlands	-	-	-	-	-	-	-	-	-	991	991
Natgasoline LLC	USA	-	-	-	-	-	-	-	-	-	1,807	1,807
<b>Total MPC</b>		<b>6,922</b>	<b>2,452</b>	<b>5,511</b>	<b>2,562</b>	<b>1,560</b>	<b>12,085</b>	<b>219</b>	<b>1,469</b>	<b>13,773</b>	<b>3,802</b>	<b>17,575</b>
Excluding 50% of Natgasoline		-	-	-	-	-	-	-	-	-	(904)	(904)
<b>Total MPC with 50% of Natgasoline</b>		<b>6,922</b>	<b>2,452</b>	<b>5,511</b>	<b>2,562</b>	<b>1,560</b>	<b>12,085</b>	<b>219</b>	<b>1,469</b>	<b>13,773</b>	<b>2,898</b>	<b>16,671</b>

<sup>1</sup> 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; <sup>2</sup> Total capacity is not adjusted for OCI's ownership stakes or downstream product mix limitations (see below), except OCI's 50% stake in Natgasoline; <sup>3</sup> Net ammonia is estimated sellable capacity based on a certain product mix; <sup>4</sup> 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%; <sup>5</sup> 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)



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