

# Q2 2023 Results Presentation

2 August 2023



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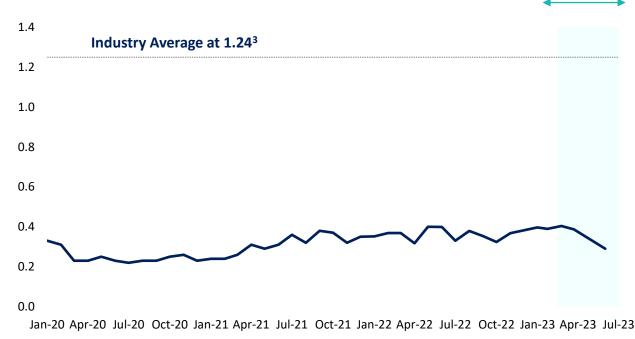


### **Safety First: Commitment to Zero Injuries**

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

Q2 2023 Performance

### 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
  - 12-month rolling recordable incident rate at the end of June
     2023 was 0.29 incidents per 200,000 manhours

# **Executive Summary**





**Q2 '23 revenues \$1.4 billion, adjusted EBITDA \$326 million**, adjusted net loss \$7 million, operating FCF (before minority dividends) \$211 million, consolidated net leverage 1.0x. Proposed interim dividend of €0.85 / share (c.\$200 million)



### Nitrogen outlook:

- Prices bottomed in Q2, started rebounding, underpinned by demand recovery, record low inventories, very tight supply
- Decade-low grain stocks driving rising crop futures and favorable farm economics incentivize significant increases in nitrogen demand, and support nitrogen price recovery
- New capacity added and ramped up during 2022 / early 2023 now absorbed, limited new supply additions 2023 2027



### Methanol outlook:

- Prices expected to be supported by macro-economic recovery, higher oil prices and improving MTO affordability
- Boosted by an accelerating delivery of methanol-fueled ships



### Hydrogen growth initiatives:

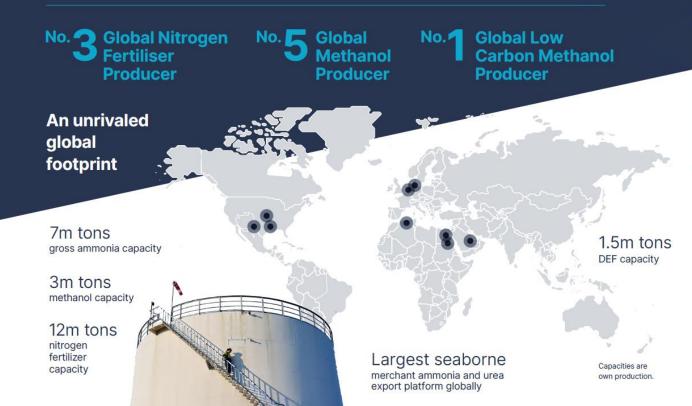
- OCI is fueling the first ever green methanol powered container vessel in partnership with A.P. Moller Maersk
- Offtake contract to supply Xpress Feeder Lines with green methanol for new container feeder ships, starting 2024
- Texas Blue Ammonia on track to start production early 2025

### At a Glance



# Revolutionizing energy-intensive industries through value-creating solutions to **power a cleaner future sooner**

We're a game-changing global leader in nitrogen, methanol, and hydrogen, driving forward the decarbonization of food, fuel, and feedstock through cleaner products and practical, real-world solutions, accelerating the world's transition to a more sustainable future.



LTM in numbers \$7.3bn revenue \$2.2bn adj. EBITDA \$1.5bn capital returned to shareholders 13.8m tons sold

>4,000 employees0.06 LTIR2.34 GHG intensity

### Our Targets

20% reduction in GHG intensity by 2030

25% female senior leaders by 2025

(1) LTM refers to last twelve months to Q2 2023

### **Key Investment Highlights**



**Global** producer and distributor of nitrogen, methanol, and hydrogen products



Versatile products with many applications play a key role in supporting food security, clean feedstocks, and powering a cleaner future



**Unique** global footprint provides structural advantage supported by strong distribution and trading platform



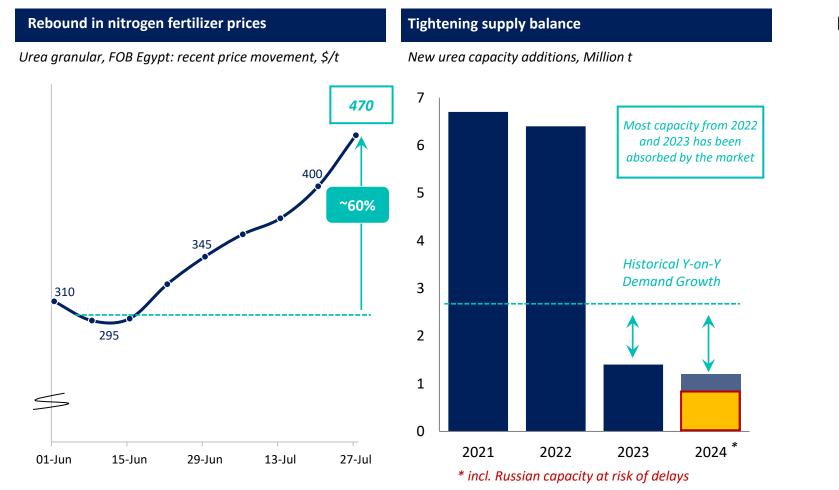
Value accretive growth opportunities, robust capital structure, strong free cash flow

conversion, and derisked balance sheet positioning OCI for growth



# **Turning Point with Strong Rebound in Nitrogen Prices & Demand**

Urea prices have increased by 60% since the trough in early June



### Drivers

- Demand recovery:
  - Farm affordability +20% since January 2023
  - Normalization of trade flows
- Record low nitrogen inventory levels
- Very tight supply
  - Very limited supply commissioning 2023 2027
  - Normalization of trade flows
- High marginal cost producers
  - Warm weather could result in further upward pressure on gas prices
  - Elevated gas forwards for next 2 winters support much higher marginal cost floors

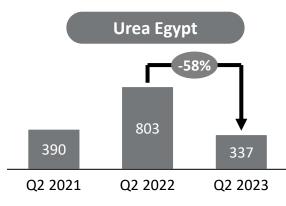


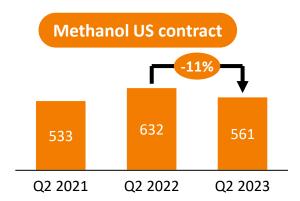
# Q2 2023 Financial Summary

**Own Produced Sales Volumes (million mt)** 

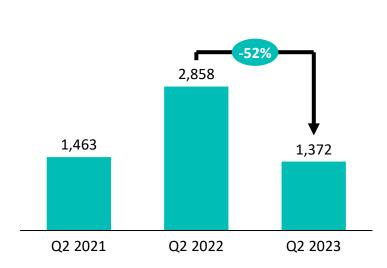
# Methanol Nitrogen 0.6 0.4 0.4 2.6 2.7 2.7 Q2 2021 Q2 2022 Q2 2023

### Key Product Benchmark Prices (\$/mt)

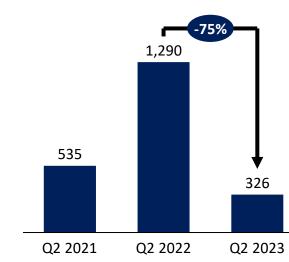




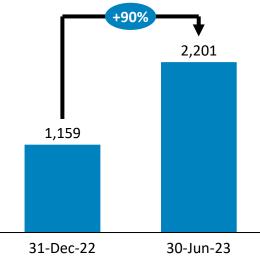
Net Revenue (\$m)





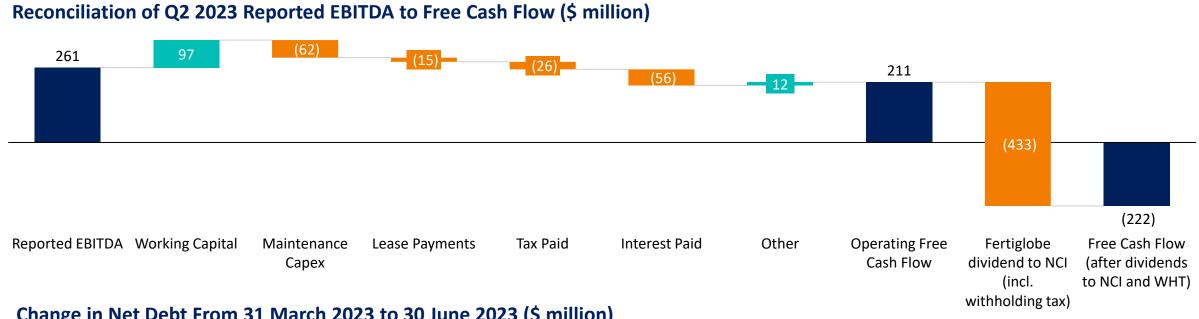




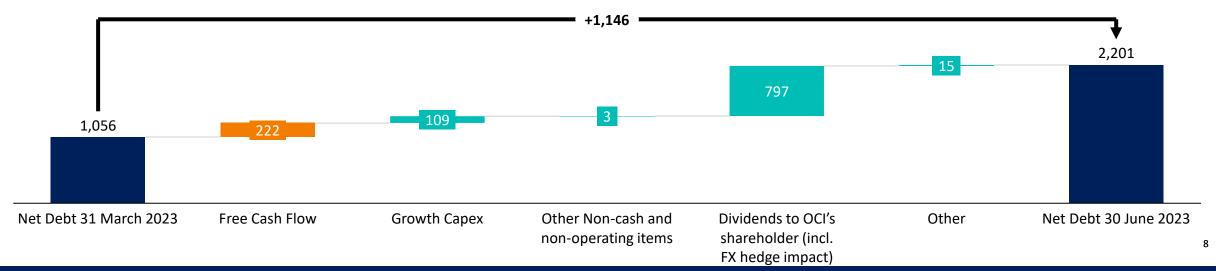




# Q2 2023 Free Cash Flow and Net Debt Build-up



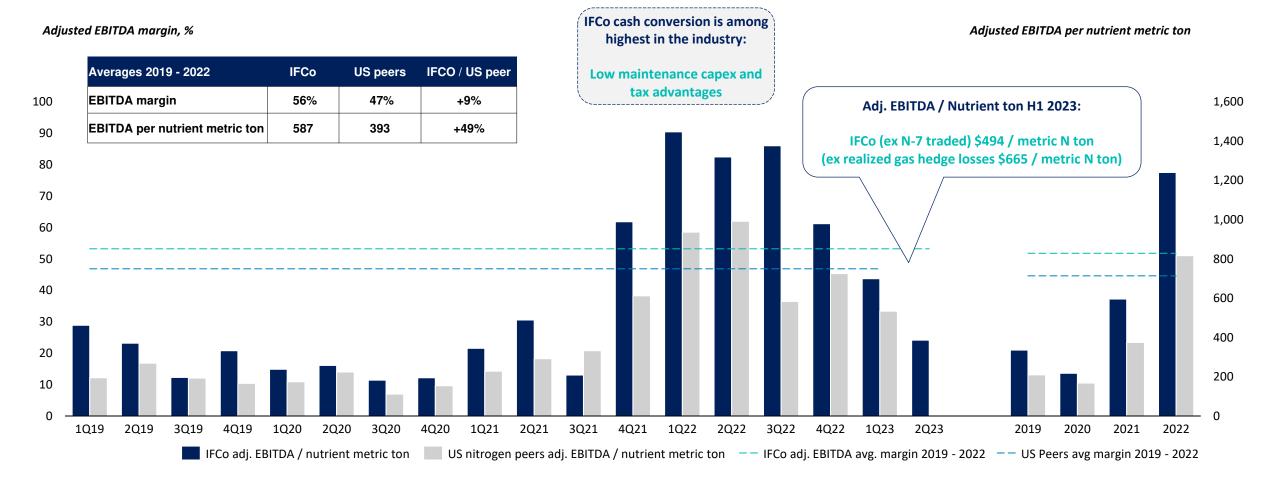
### Change in Net Debt From 31 March 2023 to 30 June 2023 (\$ million)





# **US Nitrogen Cash Conversion Consistently Among Highest in the Industry**

### IFCo achieves consistently higher EBITDA per nutrient ton and margins than US peers: US Midwest premium advantage



Source: Company information, Bloomberg

Notes (1) IFCo EBITDA per nutrient tonne based on own produced volumes and excludes N-7 traded product (2) US peers include CF Industries, Nutrien (Nitrogen Segment), LSB Industries and CVR Partners; Nutrien manufactured product only (excluding purchased product); IFCo excluding N7 traded product (3) Q1 2021 IFCo margins adjusted for one-off natural gas hedging gains during the winter freeze

**CCI**<sup>Global</sup>

# **Establishing Green Methanol as the Low-Carbon Fuel of the Shipping Industry**

OCI fuels first ever green methanol powered container ship on its maiden voyage, in partnership with Maersk

### Bunkering in Ulsan Port, Korea



- In July, OCI successfully bunkered the ship at the start of the voyage in Ulsan,
   Korea, and refueled at its second stop in the Port of Singapore
  - ✓ with OCI HyFuels ISCC EU RED certified green methanol
  - OCI will continue to fuel the ship at each of the bunkering stops on its voyage to Northern Europe including in Egypt and the Port of Rotterdam
- OCI also to supply Xpress Feeder Lines' newbuilt methanol dual-fueled container feeder ships with green methanol in the Port of Rotterdam from 2024



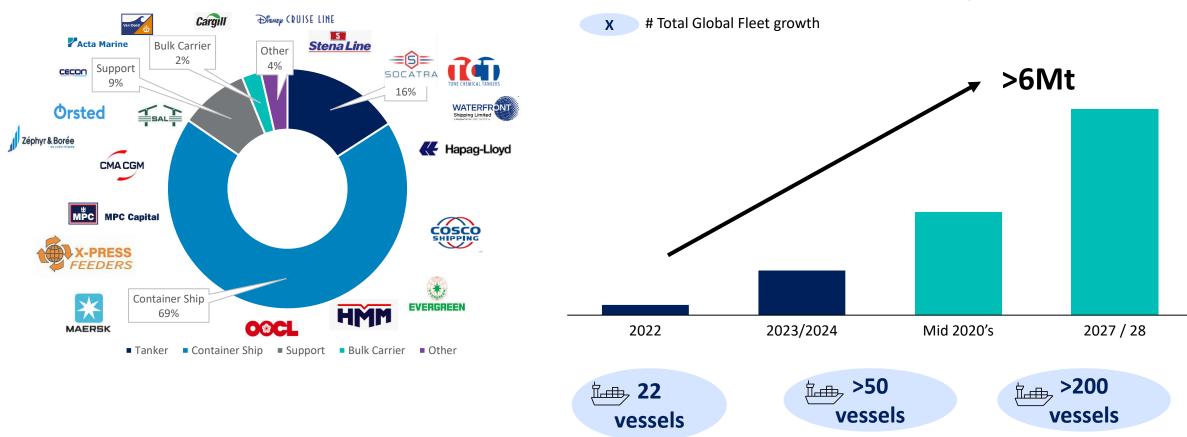
✓ OCI is the world's largest producer of green methanol and only global commercial scale supplier today



### **Methanol As Marine Fuel Accelerating Exponentially**

Methanol marine orderbook is increasing dramatically and set to accelerate further, increasing interest from the bulker segment and now also retrofits

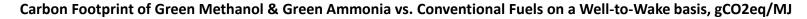
**Incremental Methanol Demand From Marine Fuels, Mt** 

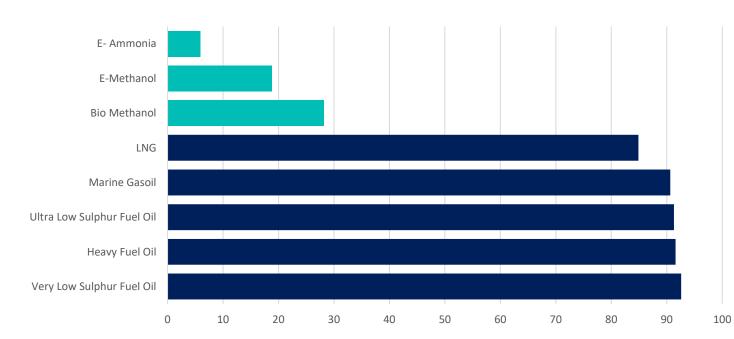


Current Confirmed Methanol DF Engines Orderbook



# **Carbon Footprint of Low Carbon Methanol & Ammonia**





Carbon footprint of marine fuels is best judged on a well-to-wake basis (vis-a-vis tank-to-wake basis)

Taking full lifecycle into account, (net) zero carbon fuels such as green ammonia and green
 methanol vastly outperform conventional fuels on carbon footprint basis

### **IMO revised strategy**

- On 7 July 2023, the **IMO adopted a revised strategy**, setting out stronger ambitions, to reduce total GHG emissions by:
  - 20% striving for 30% by 2030 (vs 2008)
  - 70% striving for 80% by 2040 (vs 2008)
  - Reach net zero 'by or around' 2050 (previously 50% GHG emissions)
- Full lifecycle emissions (well-to-wake or WtW) approach,
   will be used to measure these targets

### **FuelEU Maritime**

- Clear requirements to limit GHG intensity in or between EU ports (2% y 2025, 6% by 2030 and 80% by 2050)
- Driving significant further upside for the use of methanol / ammonia as marine fuels which will enable shipowners to reach their FuelEU goals at fleet level

### Source: Company Information, Fuel EU Maritime

Notes (1) Bio-Methanol and E-Methanol numbers based on early stage LCA calculations (2) E – Ammonia is based on 80% GHG reduction vs the fossil comparator (3) Default values used for conventional fuels as per FuelEUMartime



# Texas Blue Ammonia: On Track For Early 2025 and Ahead of Other Projects





### Milestones

- **OCI's 1.1 mtpa blue ammonia plant** 
  - First greenfield blue ammonia facility of this scale to come onstream in the US and globally
- **Well underway and in key construction phase:** 
  - Piling is complete
  - Foundations and civil works are well underway
  - Erection of steel structures has commenced
  - All long-lead equipment ordered, first deliveries H2 2023
  - OSBL (utilities, common facilities, etc.) sized for future
     expansion optionality
  - **Storage tanks** EPC awarded on a lump sum basis

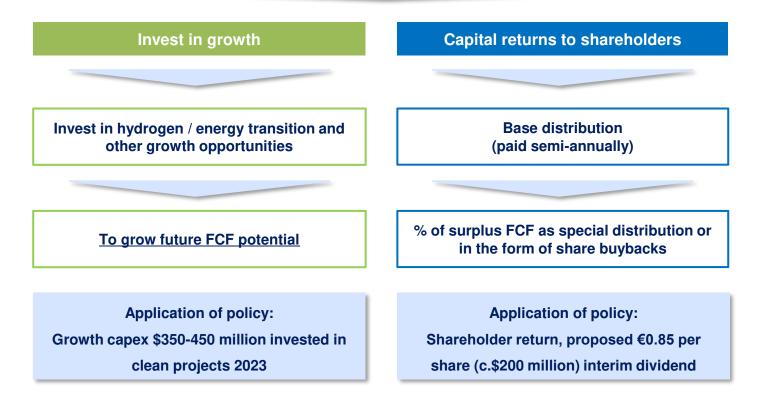


# **Capital Allocation**

Maintain as priority, target of <2x net leverage through the cycle

Supporting our Investment Grade credit rating

Balanced deployment of capital from strong through-the-cycle FCF<sup>1</sup>





Appendix – Markets



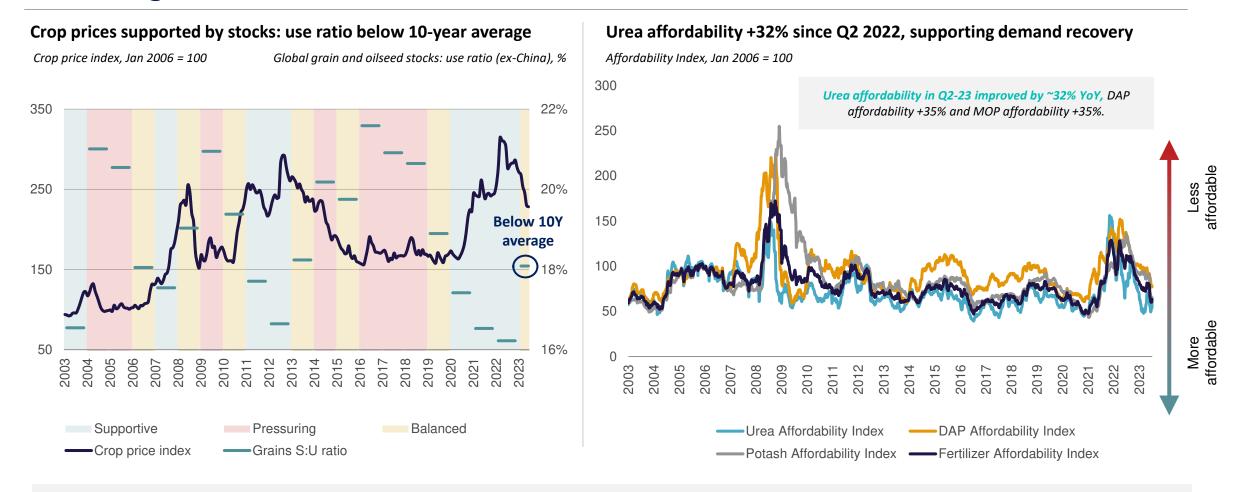
### Nitrogen Markets Bottomed During the Second Quarter and are Tightening

|     | Drivers Support Demand Driven Environment  | Prior cycle (last 5-6 years)  | Current cycle (started in 2022)  |
|-----|--|---|--|
|     | HIGH CROP PRICES and AFFORDABILITY SUPPORT NITROGEN DEMAND and PRICE<br>RECOVERY | <b>30%</b><br>Corn stocks-to-use ratio<br><b>\$3.7/bushel</b><br>Average corn price 2015 - 2019 | 26%<br>2022 corn stocks-to-use ratio<br>\$5.3/bushel<br>corn futures 2023 - 2025 <sup>1</sup>                              |
| ~~~ | GAS AND COAL PRICES RESET in 2023, remaining higher than historical levels       | <b>\$5/MMBtu</b><br>TTF (Dutch natural gas hub)   | <b>\$15/MMBtu</b><br>TTF to end of 2025 <sup>2</sup>   |
|     | TIGHTENING NITROGEN MARKET BALANCES  | <b>23mt</b> new urea capacity vs.<br><b>17mt</b> demand growth<br>2015 - 2019                   | <b>10mt</b> new urea capacity <sup>3</sup> vs.<br><b>14mt</b> demand growth<br>2023- 2027                                  |
|     | ENVIRONMENTAL FOCUS DRIVES SHIFT FROM GREY TO BLUE / GREEN                       | Wave of "grey" ammonia<br>greenfield capacity additions in<br>US, Europe, MENA                  | Limited new grey ammonia<br>capacity to 2027 and<br>significant new ESG driven<br>ammonia demand accelerating<br>post-2025 |

Source: Company Information, Argus, Industry consultants, (1) 2023 -2025 grain prices based on July 2023 futures (2) Average TTF futures from Aug-23 to Dec-25 (3) 2023 includes pro-rated capacity from 2022 and includes 2.4 million Mt Russian capacity at risk of delays due to commisioning and EPC bottlenecks from sanctions



# **Robust Agricultural Fundamentals at least until 2025**

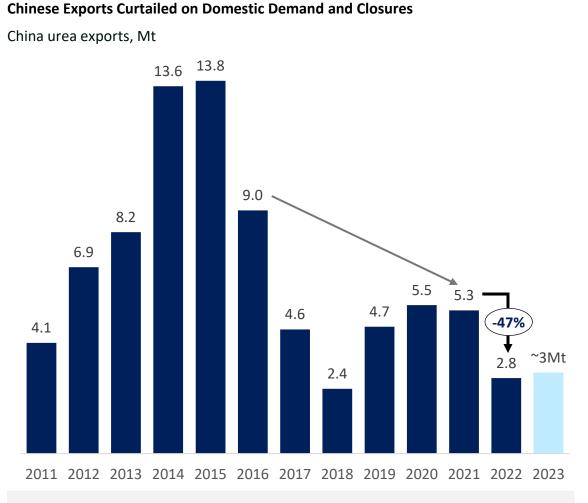


Vitrogen fertilizer demand recovered in Q2 2023, with improved affordability enabling buyers to cover deferred demand in the latter part of the quarter

- Strong underlying crop fundamentals: grain stocks-to-use ratio below the 10-year average support high farm incomes and increased planted acreage to rebuild stocks
- ✓ In the US alone, 2023-2024 corn acreage expected to be up ≈6% year-over-year to 94 million acres

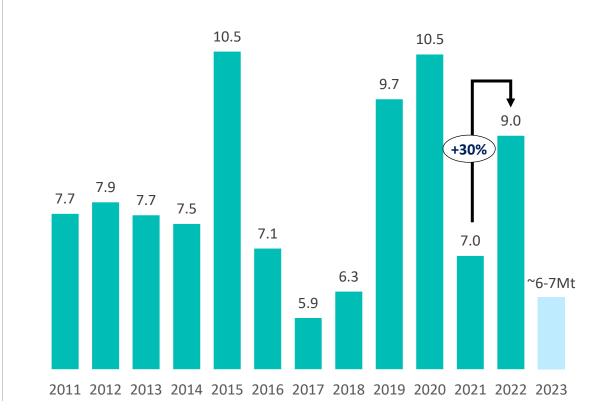


# Lower Chinese Exports And Robust Indian Imports Supportive Of Nitrogen Prices



- Medium-term exports expected ~3 Mt given environmental policy impacts and prioritization of energy & supply of fertilizers for domestic consumption
- H1 2023 exports of 1 Mt

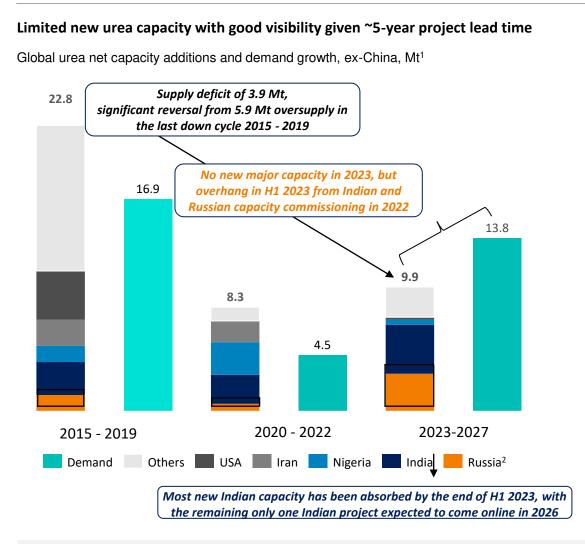




- Indian imports supported by growth in crop area and subsidies favouring urea, partially offsetting higher domestic production from new capacity ramping up
- H1 2023 imports of 2.5 Mt, with a further ~4 Mt to be imported in H2 2023

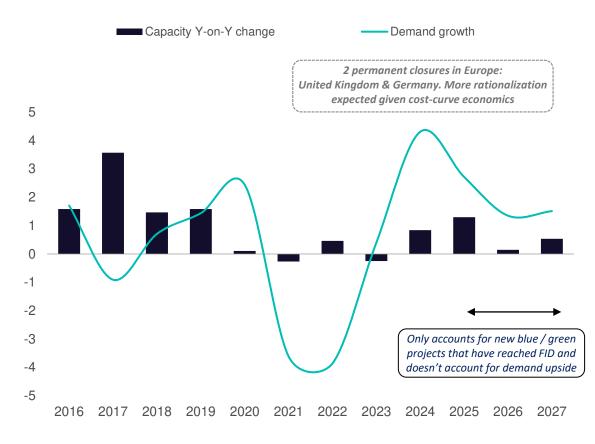


# Limited New Nitrogen Capacity, offset by Higher Demand



### Merchant ammonia market expected to be underpinned by cost curve economics

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



Increased focus on the environment is a barrier to enter this industry, limiting "grey" capacity additions in the US, EU, China and elsewhere

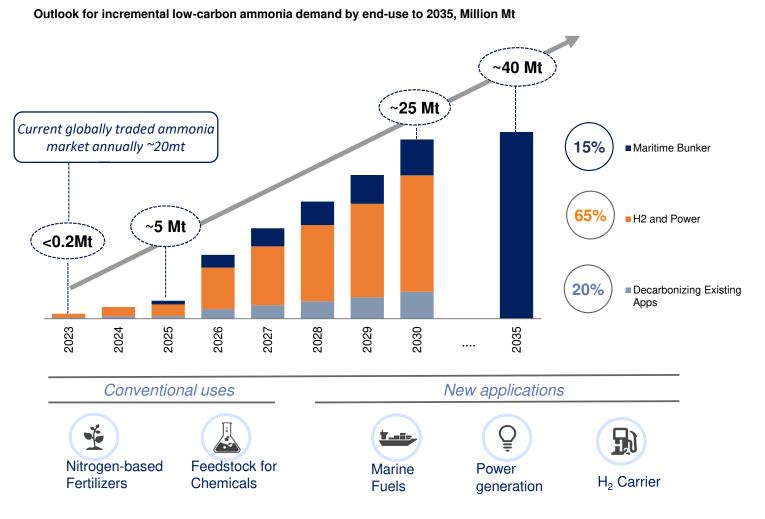
Note: (1) Based on trend demand growth of 1.8% for the period from 2024 to 2027 (2) 2.4 million Mt Russian capacity commissioning and ramp-up is still at risk of delays

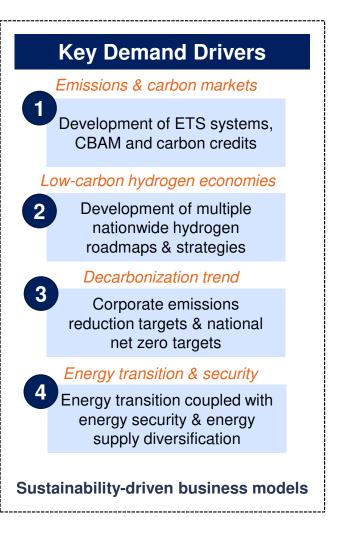
Source: Company Information, Industry Consultants



### **Incremental Ammonia Demand From New Clean Energy Applications**

### Accelerated demand growth potential post-2026 from new uses in power generation and marine fuels

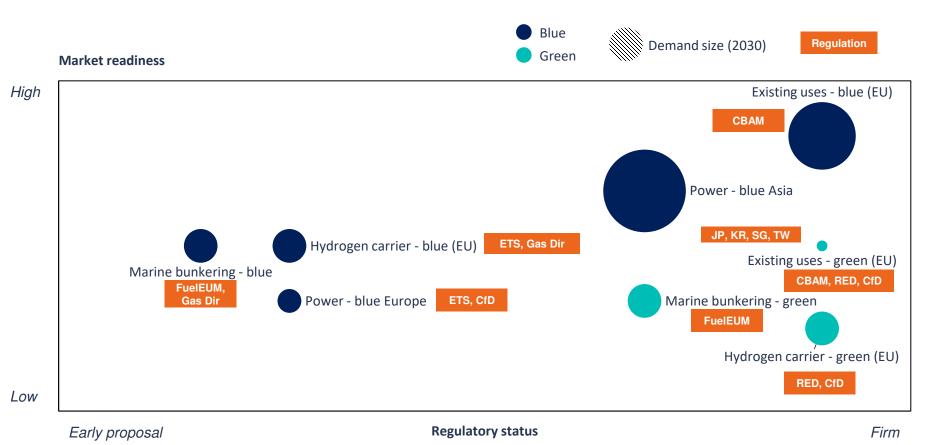






# **Ammonia Demand Snapshot**

Blue ammonia to dominate low-carbon NH3 market until 2030 due to higher cost for green / lack of concrete demand

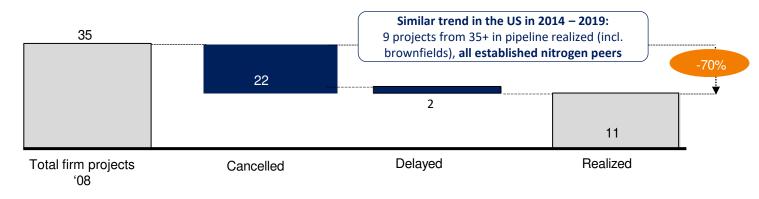


- Market readiness = demand technology readiness, economic competitiveness
- CfD = Contract for Difference scheme like SDE++ in the Netherlands, H2Global and the €50 billion industrial decarbonization fund from Germany
- **Existing uses** = fertilizers and chemicals
- Hydrogen carrier = ammonia being cracked back into hydrogen for use in refineries, mobility (ready today), steel, industrial heat, mixing in gas grid (in development)

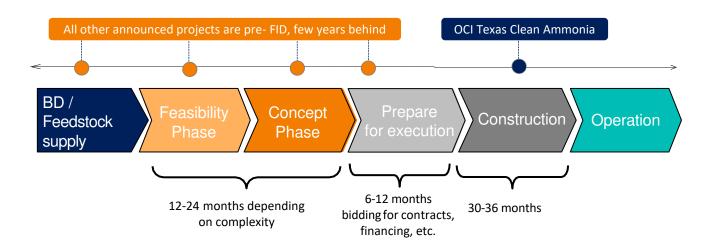


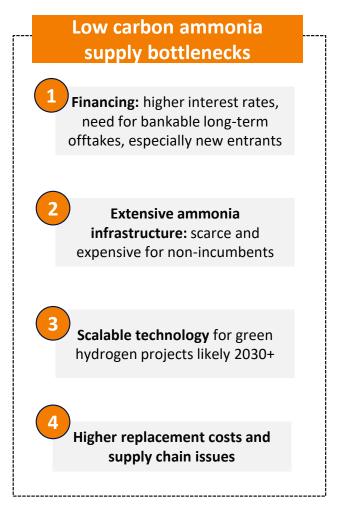
# Low Carbon Ammonia Supply Will Be Slow To Commission, OCI's Texas Blue Ahead

Only <15% of announcements get built given hurdles, and <30% of announced projects realized on time Firm nitrogen projects in 2008 pipeline, ex-China, Million Mt



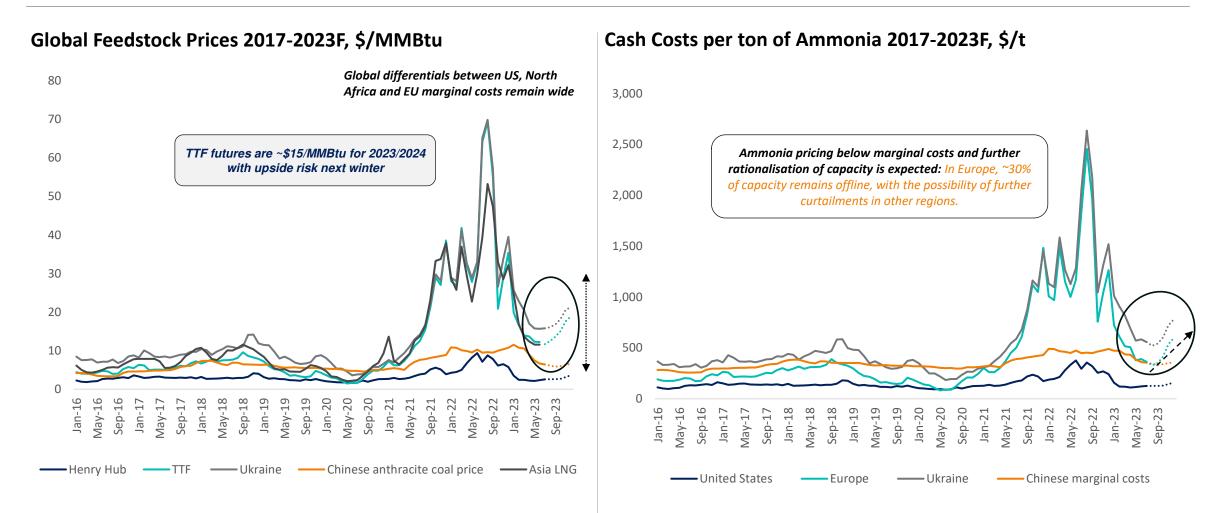
4 - 6 year typical construction time for nitrogen projects<sup>1</sup>







# **Elevated Costs for Marginal Producers Supportive of Nitrogen Prices**

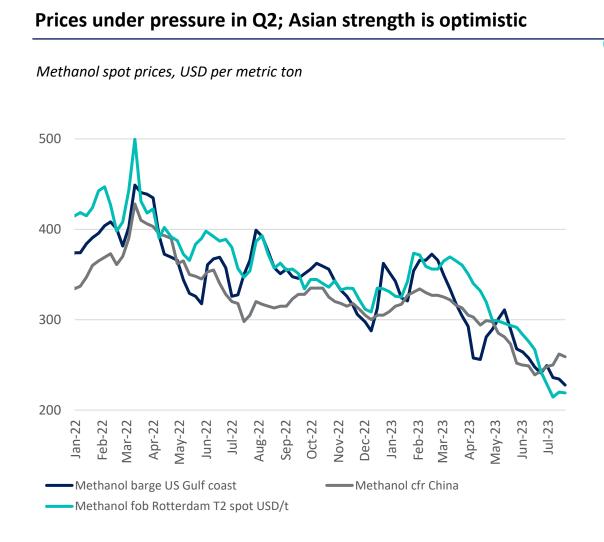


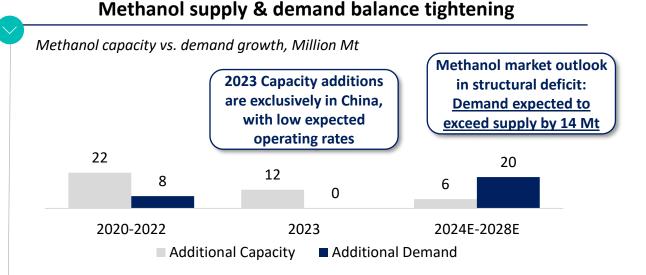
Source: Bloomberg, CCTD, CRU, OCI, Gas futures as of 18 July 2023

(1) Cash costs includes feedstock costs, and variable costs such as labour, SG&A, power. It does not include debt servicing or maintenance capex (2) Average North American production assumed to be 37.2 MMBtu per ton of ammonia for feedstock; Average European production assumed at 35 MMBtu per ton of ammonia for feedstock; Chinese production assumed to be 1.12 tons of coal for feedstock.



# **Significant Medium - Long-term Upside for Methanol**





### Despite short term weakness, positive methanol outlook in medium-term sustained:

- **Rebound in China through end 2023**, supported by government stimulus for domestic demand
- **2 Limited new capacity, offset by incremental demand** and potential rationalization of older, less efficient supply capacity
- **High oil and coal prices supportive,** and methanol cheaper fuel (vs LNG, gasoline)
  - Accelerating demand as a hydrogen carrier, especially into marine fuels



Appendix – Select Hydrogen Growth Projects Overview



### A Global Nitrogen and Methanol Producer with State-of-the-Art Assets

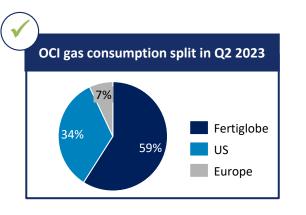


(1) Based on MPC and downstream capacity of all entities as of Q2'23, based on sellable capacity. DEF production capacity not included in Fertiglobe sellable volume capacity. (2) Includes 50% of Natgasoline capacity and includes 365ktpa of ammonia capacity at OCIB. (3) Gas price structure in Egypt and Algeria include profit sharing arrangements and Algerian gas contract expiring in Nov-23 (4) Excludes corporate costs and intercompany profit eliminations



# **OCI Benefits From Structural Cost Advantages That Are Hard To Replicate**

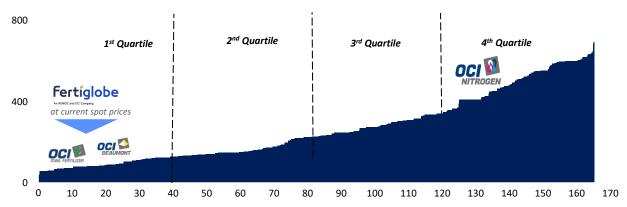
### Low-Cost Position Attributable to Advantageous Access to Feedstock, Young Age and Distribution Infrastructure



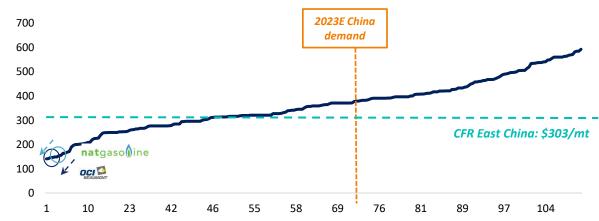
- All nitrogen and methanol sites outside Europe (93% of gas consumption in Q2 2023) are 1<sup>st</sup> quartile on global cost curve
- OCI's European plants are top quartile on gas to ammonia conversion efficiency perspective at 31 GJ/NH<sub>3</sub> ton vs European peers

### Ammonia Global Cost Curve, FOB plant cash costs

Y axis: Ammonia FOB costs in 2023, \$/t ; X axis: Gross ammonia global production, million mt,



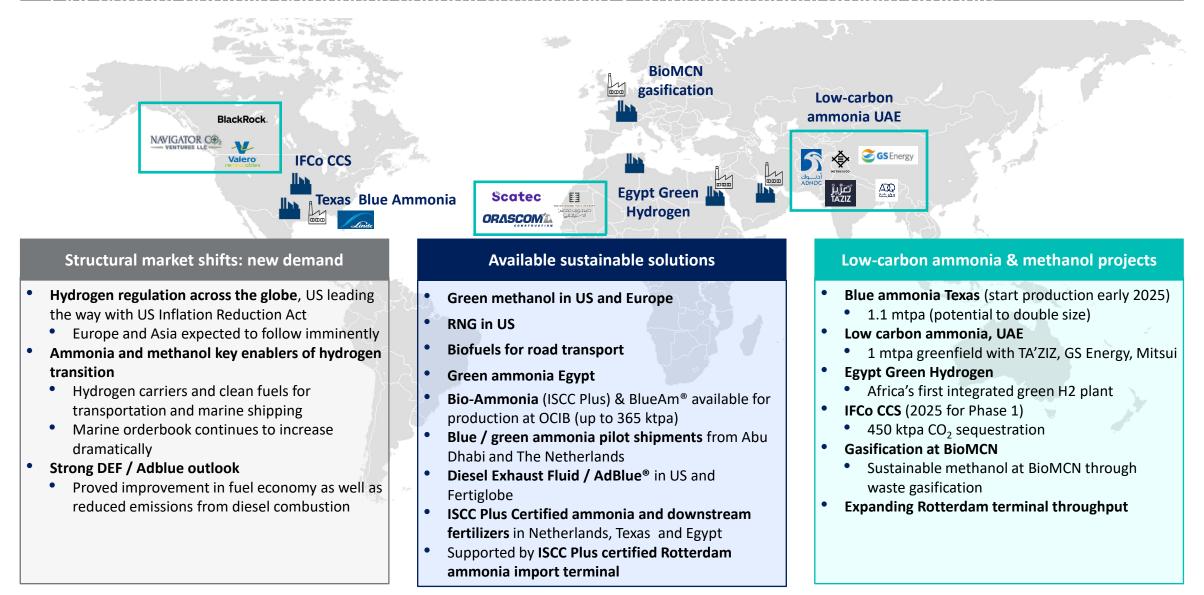
### Methanol Global Cost Curve, delivered cash costs to coastal China



Y axis: 2023 costs to coastal China, \$/t; X axis: Cumulative Available Capacity, '000 mt

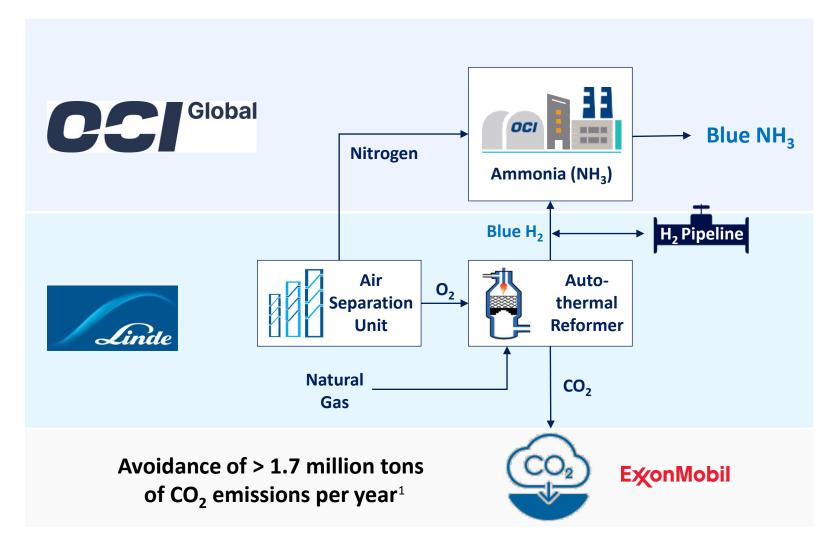


# **OCI** is at the forefront of the global Energy Transition





# Linde to Supply Clean Hydrogen and Nitrogen to OCI's Blue Ammonia Project

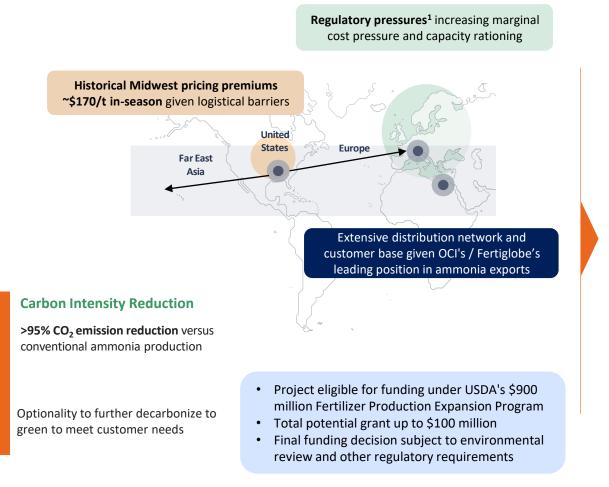


- Linde to supply 100% of facility's needs
- Linde's total investment ~\$1.8 billion
  - Connected to US Gulf Coast H2 pipeline network
- Linde signed an agreement with ExxonMobil in April for CO<sub>2</sub> offtake and sequestration
- OCI's total investment cost: ~\$1 billion



# **OCI's Texas Blue Ammonia Economics**

### **Unparalleled Global Ammonia Logistical Capabilities and Export Platform**



### **Disciplined Commercial Strategy Focused on Maximising Netbacks**



**Optimal location in Texas with key infrastructure in place:** next to existing Beaumont facilities, easy access to key markets

 $\checkmark$  Expected unlevered IRR of 15 – 20% at midcycle grey pricing<sup>2</sup>

✓ Sensitivity: Every \$50/t incremental blue premium adds 4% IRR



Access to Premium US Midwest market with NuStar pipeline connection to OCI's Iowa plant and key ammonia infrastructure



Gateway to premium European market with Rotterdam ammonia infrastructure: expanding throughput capacity to 1.2 Mt to decarbonise full value chain in Europe (in phase 2 will increase to 3 Mt). Benefits from introduction of CBAM expected in 2026



**Targeting new growth markets** for co-fired coal power generation in Far East given regulatory push and renewables constraints

Source: Company Information.



### Appendix



### Q2 2023 Results

million in April 2023

| Summary  |   | Key Finar         | ncials <sup>1</sup> and K | Pls              |                  |                   |             |
|--|---|-------------------|---------------------------|------------------|------------------|-------------------|-------------|
|  | \$ million unless otherwise stated  | Q2 '23            | Q2 '22                    | %Δ               | H1 '23           | H1 '22            | %Δ          |
| Strong operational performance across the platform                         | Revenue   | 1,372.1           | 2,857.7                   | (52%)            | 2,743.4          | 5,185.5           | (47%)       |
|  | Gross profit  | 199.5             | 1,169.4                   | (83%)            | 396.9            | 2,032.9           | (80%)       |
| Own product sales volumes were 3.1 million metric tons during Q2 2023,     | Gross profit margin   | 14.5%             | 40.9%                     |                  | 14.5%            | 39.2%             |             |
| flat YoY:  | Adjusted EBITDA <sup>1</sup>  | 325.6             | 1,289.9                   | (75%)            | 661.8            | 2,260.0           | (71%)       |
|  | EBITDA  | 261.5             | 1,229.2                   | (79%)            | 510.6            | 2,164.9           | (76%)       |
| > Total own-produced nitrogen product sales volumes were flat vs Q2 '22    | EBITDA margin   | 19.1%             | 43.0%                     |                  | 18.6%            | 41.7%             |             |
|  | Adjusted net profit / (loss) attributable to  |                   |                           |                  |                  |                   |             |
| Total own-produced methanol sales volumes increased 9% vs Q2 '22           | shareholders <sup>1</sup>   | (6.5)             | 527.5                     | (101%)           | (21.7)           | 881.7             | (102%)      |
|  | Reported net profit / (loss) attributable to  |                   |                           |                  |                  |                   |             |
|  | shareholders  | (90.4)            | 476.7                     | (119%)           | (162.1)          | 886.4             | (118%)      |
|  | Earnings per share (\$)   | (0.400)           |                           | (1100()          | (0 == 0)         |                   | (44664)     |
| Summary of Q2 2023 performance:  | Basic earnings per share  | (0.429)           | 2.269                     | (119%)           | (0.770)          | 4.218             | (118%)      |
|  | Diluted earnings per share  | (0.429)           | 2.256                     | (119%)           | (0.770)          | 4.194             | (118%)      |
| Q2 2023 revenues decreased 52% to \$1.4 billion, adjusted EBITDA           | Adjusted earnings per share   | (0.031)           | 2.510                     | (101%)           | (0.103)          | 4.196             | (102%)      |
| decreased 75% to \$326 million YoY, mostly due to lower selling prices     | Capital expenditure   | 170.6             | 74.1                      | 130%             | 327.1            | 125.5             | 161%        |
|  | <i>Of which: Maintenance Capital Expenditure</i><br><b>Free cash flow</b> <sup>12</sup> | 61.7              | 45.1                      | 37%              | 165.0            | 89.3              | 85%         |
| Adjusted net loss was \$7 million in Q2 2023, versus adjusted net profit   |   | (221.9)           | 928.4                     | (124%)           | (71.1)           | 1,537.7           | (105%)      |
| of \$528 million in Q2 2022  |   | 30-Jun-23         | 31-Dec-22                 | %Δ               |                  |                   |             |
|  | Total Assets  | 9,428.5           | 9,771.1                   | (4%)             |                  |                   |             |
| H1 2023 revenues were \$2.7 billion, adjusted EBITDA \$662 million and     | Gross Interest-Bearing Debt   | 3,853.0           | 2,875.7                   | 34%              |                  |                   |             |
|  | Net Debt  | 2,201.5           | 1,158.7                   | 90%              |                  |                   |             |
| adjusted net loss \$22 million   |   |                   |                           | ~ ~              |                  |                   |             |
| Non-antine Free Cash Flat and a still a \$244 willing and Free Cash Flat   |   | Q2 '23            | Q2 '22                    | %Δ               | H1 '23           | H1 '22            | %Δ          |
| Operating Free Cash Flow was positive \$211 million and Free Cash Flow     | Sales volumes ('000 metric tons)  |                   |                           |                  |                  |                   |             |
| (after minority distributions) was an outflow of \$222 million in Q2 2023  | OCI Product Sold <sup>1</sup>   | 3,075.2           | 3,061.5                   | 0%               | 5,348.9          | 5,650.0           | (5%)        |
|  | Third Party Traded  | 796.5             | 900.0                     | (12%)            | 1,370.1          | 1,754.6           | (22%)       |
| Net debt was \$2.2 billion as of 30 June 2023, or consolidated net         | Total Product Volumes   | 3,871.7           | 3,961.5                   | (2%)             | 6,719.0          | 7,404.6           | (9%)        |
| leverage of 1.0x, after cash returns to OCI's shareholders of almost \$800 | (1) Unaudited.<br>(2) OCI presents certain financial measures when discussi             | ina OCI's perform | ance, that are not i      | measures of fina | ncial performanc | e under IFRS. The | se non-IFRS |

(2) OCI presents certain financial measures when discussing OCI's performance, that are not measures of financial performance under IFRS. These non-IFRS measures of financial performance (also known as non-GAAP or alternative performance measures) are presented because management considers them important supplemental measures of OCI's performance and believes that similar measures are widely used in the industry in which OCI operates.
 (3) 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.

(4) Fully consolidated, not adjusted for OCI proportionate ownership stake in plants, except OCI's 50% share of Natgasoline volumes.



# Sales Volumes by Segment (1/2)

| '000 metric tons         | Q1'23 | Q2'23 | Q1'22 | Q2'22 | Q3'22 | Q4'22 | FY 2022 |
|--------------------------|-------|-------|-------|-------|-------|-------|---------|
| Nitrogen US <sup>1</sup> |       |       |       |       |       |       |         |
| Own Product              | 415   | 681   | 502   | 593   | 494   | 676   | 2,265   |
| Ammonia                  | 16    | 65    | 4     | 47    | 6     | 89    | 146     |
| Urea                     | 42    | 23    | 12    | 10    | 7     | 10    | 38      |
| UAN                      | 182   | 411   | 260   | 319   | 262   | 323   | 1,164   |
| DEF                      | 175   | 181   | 226   | 218   | 219   | 254   | 917     |
| Traded Third Party       | 193   | 473   | 336   | 405   | 528   | 229   | 1,498   |
| Ammonia                  | 11    | 57    | 5     | 34    | 43    | 33    | 116     |
| Urea                     | 98    | 274   | 226   | 194   | 264   | 67    | 751     |
| UAN                      | 16    | 6     | 12    | 45    | 62    | 24    | 142     |
| AS                       | 15    | 50    | 8     | 21    | 26    | 15    | 69      |
| DEF                      | 52    | 85    | 85    | 111   | 133   | 90    | 419     |
| Total                    | 608   | 1,154 | 838   | 999   | 1,022 | 904   | 3,763   |
| Nitrogen EU <sup>1</sup> |       |       |       |       |       |       |         |
| Own Product              | 249   | 527   | 462   | 511   | 336   | 323   | 1,633   |
| Ammonia                  | 44    | 103   | 70    | 97    | 70    | 74    | 312     |
| CAN                      | 177   | 345   | 291   | 277   | 236   | 214   | 1,019   |
| UAN                      | 18    | 62    | 69    | 107   | 15    | 28    | 219     |
| Melamine                 | 10    | 18    | 31    | 30    | 15    | 7     | 84      |
| Traded Third Party       | 72    | 70    | 99    | 184   | 214   | 164   | 660     |
| UAN                      | 36    | 25    | 13    | 14    | 64    | 98    | 188     |
| AS                       | 36    | 45    | 87    | 170   | 150   | 66    | 473     |
| Total                    | 321   | 598   | 561   | 695   | 550   | 487   | 2,293   |
| Fertiglobe <sup>2</sup>  |       |       |       |       |       |       |         |
| Own Product              | 1,363 | 1,414 | 1,254 | 1,541 | 1,364 | 1,272 | 5,431   |
| Ammonia                  | 236   | 290   | 223   | 357   | 321   | 325   | 1,227   |
| Urea                     | 1,127 | 1,117 | 1,031 | 1,183 | 1,042 | 947   | 4,204   |
| DEF                      | -     | 7     | -     | -     | -     | -     | -       |
| Traded Third Party       | 165   | 134   | 276   | 236   | 321   | 200   | 1,033   |
| Ammonia                  | 31    | 64    | 52    | 27    | 120   | 44    | 242     |
| Urea                     | 134   | 70    | 224   | 209   | 202   | 156   | 791     |
| Total                    | 1,528 | 1,548 | 1,530 | 1,777 | 1,685 | 1,472 | 6,464   |



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# Sales Volumes by Segment (2/2)

| '000 metric tons                                      | Q1'23 | Q2'23 | Q1'22 | Q2'22 | Q3'22 | Q4'22 | FY 2022 |
|---|-------|-------|-------|-------|-------|-------|---------|
| Methanol <sup>1</sup>                                 |       |       |       |       |       |       |         |
| Own Product   | 247   | 501   | 370   | 417   | 401   | 369   | 1,557   |
| Ammonia <sup>2</sup>                                  | 25    | 99    | 89    | 47    | 84    | 83    | 302     |
| Methanol  | 222   | 402   | 282   | 370   | 317   | 286   | 1,255   |
| Traded Third Party                                    | 143   | 119   | 144   | 74    | 78    | 109   | 405     |
| Methanol  | 130   | 96    | 144   | 74    | 64    | 99    | 381     |
| Ethanol & Other                                       | 14    | 23    | -     | -     | 14    | 10    | 23      |
| Total   | 390   | 620   | 514   | 491   | 478   | 478   | 1,962   |
| IC Elimination for Downstream Production <sup>3</sup> |       |       |       |       |       |       |         |
| Own Product   | -     | (47)  | -     | -     | -     | -     | -       |
| Ammonia   | -     | (47)  | -     | -     | -     | -     | -       |
| Total Own Product                                     | 2,274 | 3,075 | 2,588 | 3,061 | 2,595 | 2,641 | 10,886  |
| Total Traded Third Party                              | 574   | 796   | 855   | 900   | 1,141 | 701   | 3,596   |
| Total Own Product and Traded Third Party              | 2,847 | 3,872 | 3,443 | 3,962 | 3,736 | 3,341 | 14,482  |



# **Reconciliation of Adjusted EBITDA and Adjusted Net Income**

### **Reconciliation of Reported Operating Income to Adjusted EBITDA**

| \$ million                                | Q2 '23 | Q2 '22  | Comment   |
|---|--------|---------|---|
| Operating profit as reported              | 108.8  | 1,082.7 |   |
| Depreciation, amortization and impairment | 152.7  | 146.5   |   |
| EBITDA                                    | 261.5  | 1,229.2 |   |
| APM adjustments for:                      |        |         |   |
| Natgasoline                               | 29.0   | 39.0    | OCI's share of Natgasoline EBITDA               |
| Unrealized result natural gas hedging     | 15.8   | 23.8    | (Gain) / loss at OCIB, IFCo and the Netherlands |
| Unrealized result EUA derivatives         | -      | (2.1)   | (Gain) / loss at OCIN                           |
| Provisions & other                        | 19.3   | -       |   |
| Total APM adjustments at EBITDA level     | 64.1   | 60.7    |   |
| Adjusted EBITDA                           | 325.6  | 1,289.9 |   |

### Reconciliation of Reported Net Profit / (Loss) to Adjusted Net Profit / (Loss)

| \$ million  | Q2 '23 | Q2 '22 | Adjustment in P&L                    |
|---|--------|--------|--------------------------------------|
| Reported net profit / (loss) attributable to shareholders | (90.4) | 476.7  |                                      |
|   |        |        |                                      |
| Adjustments for:  |        |        |                                      |
| Adjustments at EBITDA level                               | 64.1   | 60.7   |                                      |
| Add back: Natgasoline EBITDA adjustment                   | (29.0) | (39.0) |                                      |
| Result from associate (unrealized gas hedging)            | (1.0)  | 17.9   | (Gain) / loss at Natgasoline         |
| Forex (gain) / loss on USD exposure                       | 15.7   | (54.4) | Finance income / expense             |
| Expenses related to refinancing                           | -      | 65.2   | Finance expense                      |
| Accelerated depreciation and impairments of PP&E          | 0.7    | 6.0    | Depreciation & impairment            |
| Recognition of valuation allowance                        | 44.4   | -      | Income tax                           |
| NCI adjustment / uncertain tax positions                  | 8.0    | 12.0   | Minorities / uncertain tax positions |
| Other adjustments   | (5.2)  | (4.4)  | Finance income / expense             |
| Tax effect of adjustments                                 | (13.8) | (13.2) | Income tax                           |
| Total APM adjustments at net profit / (loss) level        | 83.9   | 50.8   |                                      |
| Adjusted net profit / (loss) attributable to shareholders | (6.5)  | 527.5  |                                      |



# **Financial Statements – Income Statement**

|  |      | Three-month period ended | Three-month period ended | Six-month period ended | Six-month period ended |
|--|------|--------------------------|--------------------------|------------------------|------------------------|
| \$ millions  | Note | 30 June 2023             | 30 June 2022             | 30 June 2023           | 30 June 2022           |
| Revenue  | (15) | 1,372.1                  | 2,857.7                  | 2,743.4                | 5,185.5                |
| Cost of sales  | (12) | (1,172.6)                | (1,688.3)                | (2,346.5)              | (3,152.6)              |
| Gross profit   |      | 199.5                    | 1,169.4                  | 396.9                  | 2,032.9                |
| Other income   |      | 1.6                      | 1.9                      | 6.9                    | 6.5                    |
| Selling, general and administrative expenses   | (12) | (74.0)                   | (88.6)                   | (177.0)                | (167.0)                |
| Other expenses   |      | (18.3)                   | -                        | (18.3)                 |                        |
| Operating profit   |      | 108.8                    | 1,082.7                  | 208.5                  | 1,872.4                |
| Finance income   | (13) | 70.0                     | 116.2                    | 142.3                  | 188.4                  |
| Finance cost   | (13) | (128.7)                  | (170.7)                  | (256.5)                | (256.3)                |
| Net finance cost   |      | (58.7)                   | (54.5)                   | (114.2)                | (67.9)                 |
| Share of results of equity-accounted investees   |      | (0.8)                    | (1.8)                    | (26.8)                 | 61.1                   |
| Profit before income tax   |      | 49.3                     | 1,026.4                  | 67.5                   | 1,865.6                |
| Income tax   | (14) | (70.6)                   | (138.6)                  | (52.9)                 | (278.6)                |
| Net profit / (loss)  |      | (21.3)                   | 887.8                    | 14.6                   | 1,587.0                |
| Other comprehensive income:  |      |                          |                          |                        |                        |
| Items that are or may be reclassified subsequently to profit or loss                           |      |                          |                          |                        |                        |
| Movement in hedge reserve  |      | (6.2)                    | 8.2                      | 0.1                    | 25.0                   |
| Movement in hedge reserve equity-accounted investees   |      | 1.2                      | -                        | (0.4)                  | -                      |
| Currency translation differences   |      | 8.3                      | (53.3)                   | 23.0                   | (85.2)                 |
| Currency translation differences from equity-accounted investees                               |      | 0.1                      | (2.3)                    | 0.7                    | (3.4)                  |
| Items that will not be reclassified to profit or loss  |      | -                        |                          |                        |                        |
| Changes in the fair value of financial assets at fair value through other comprehensive income |      | (10.3)                   | 0.7                      | (4.6)                  | 3.3                    |
| Other comprehensive income, net of tax   |      | (6.9)                    | (46.7)                   | 18.8                   | (60.3)                 |
| Total comprehensive income   |      | (28.2)                   | 841.1                    | 33.4                   | 1,526.7                |
| Net profit / (loss) attributable to owners of the Company                                      |      | (90.4)                   | 476.7                    | (162.1)                | 886.4                  |
| Net profit / (loss) attributable to non-controlling interests                                  |      | 69.1                     | 411.1                    | 176.7                  | 700.6                  |
| Net profit / (loss)  |      | (21.3)                   | 887.8                    | 14.6                   | 1,587.0                |
| Total comprehensive income attributable to owners of the Company                               |      | (96.7)                   | 437.1                    | (158.3)                | 854.3                  |
| Total comprehensive income attributable to non-controlling interests                           |      | 68.5                     | 404.0                    | 191.7                  | 672.4                  |
| Total comprehensive income   |      | (28.2)                   | 841.1                    | 33.4                   | 1,526.7                |
| Basic earnings per share (in USD)  |      | (0.429)                  | 2.269                    | (0.770)                | 4.218                  |
| Diluted earnings per share (in USD)  |      | (0.429)                  | 2.256                    | (0.770)                | 4.194                  |



# Financial Statements – Cash Flow Statement (1/2)

|  |      | Three-month period ended | Three-month period ended | Six-month period ended | Six-month period ended |
|--|------|--------------------------|--------------------------|------------------------|------------------------|
| \$ millions  | Note | 30 June 2023             | 30 June 2022             | 30 June 2023           | 30 June 2022           |
| Net profit / (loss)  |      | (21.3)                   | 887.8                    | 14.6                   | 1,587.0                |
| Adjustments for:   |      |                          |                          |                        |                        |
| Depreciation, amortization and impairment                                | (12) | 152.7                    | 146.5                    | 302.1                  | 292.5                  |
| Interest income  | (13) | (23.2)                   | (8.4)                    | (28.9)                 | (11.1)                 |
| Interest expense   | (13) | 65.0                     | 113.6                    | 111.9                  | 157.5                  |
| Net foreign exchange (gain) / loss and others                            | (13) | 16.9                     | (50.7)                   | 31.2                   | (78.5)                 |
| Share of results of equity-accounted investees                           |      | 0.8                      | 1.8                      | 26.8                   | (61.1)                 |
| Equity-settled share-based payment transactions                          |      | 2.7                      | 2.2                      | 5.4                    | 4.4                    |
| Impact difference in profit-sharing non-controlling interests            |      | 8.0                      | 93.8                     | 22.4                   | 154.1                  |
| Income tax expense   | (14) | 70.6                     | 138.6                    | 52.9                   | 278.6                  |
| Changes in:  |      |                          |                          |                        |                        |
| Inventories  |      | 146.2                    | 21.8                     | 121.1                  | (156.7)                |
| Trade and other receivables  |      | 59.0                     | 190.0                    | 172.7                  | -                      |
| Trade and other payables   | (11) | (118.9)                  | (144.3)                  | (156.9)                | 24.0                   |
| Provisions   | (16) | 10.1                     | (10.7)                   | 4.6                    | (8.8)                  |
| Cash flows:  |      |                          |                          |                        |                        |
| Interest paid  |      | (62.2)                   | (51.4)                   | (79.6)                 | (68.7)                 |
| Lease interest paid  |      | (2.7)                    | (2.0)                    | (5.1)                  | (4.1)                  |
| Interest received  |      | 5.9                      | (1.6)                    | 11.4                   | 1.0                    |
| Settlement interest derivatives  |      | -                        | 4.4                      | -                      | 4.4                    |
| Income tax paid  | (14) | (26.1)                   | (82.1)                   | (45.9)                 | (139.5)                |
| Withholding tax paid on subsidiary dividends                             | (14) | (20.5)                   | (15.1)                   | (20.5)                 | (15.1)                 |
| Cash flow from operating activities                                      |      | 263.0                    | 1,234.2                  | 540.2                  | 1,959.9                |
| Investments in property, plant and equipment and intangible fixed assets | (8)  | (170.5)                  | (74.1)                   | (327.0)                | (125.5)                |
| Proceeds from sale of property, plant and equipment                      | (8)  | (0.5)                    |                          | 1.2                    | -                      |
| Dividends from equity-accounted investees                                |      | 1.2                      | 1.4                      | 1.2                    | 1.4                    |
| Investment in financial assets   |      | -                        | -                        | (9.0)                  | -                      |
| Cash flow used in investing activities                                   |      | (169.8)                  | (72.7)                   | (333.6)                | (124.1)                |



# **Financial Statements – Cash Flow Statement (2/2)**

|  |      | Three-month period ended | Three-month period ended | Six-month period ended | Six-month period ended |
|--|------|--------------------------|--------------------------|------------------------|------------------------|
| \$ millions  | Note | 30 June 2023             | 30 June 2022             | 30 June 2023           | 30 June 2022           |
| Cash flow used in investing activities                       |      | (169.8)                  | (72.7)                   | (333.6)                | (124.1)                |
| Proceeds from borrowings                                     | (10) | 565.8                    | 838.8                    | 1,176.4                | 839.0                  |
| Repayment of borrowings                                      | (10) | (76.5)                   | (959.2)                  | (225.2)                | (1,511.5)              |
| Payment of lease obligations                                 |      | (12.2)                   | (12.1)                   | (25.6)                 | (19.7)                 |
| Purchase of treasury shares                                  |      | -                        |                          | -                      | (0.2)                  |
| Newly incurred transaction costs / call premium              | (10) | (0.5)                    | (51.6)                   | (13.4)                 | (52.0)                 |
| Distributions paid to owners of the Company                  |      | (814.2)                  | (320.4)                  | (814.2)                | (320.4)                |
| Dividends paid to non-controlling interests                  |      | (412.6)                  | (235.0)                  | (412.6)                | (301.7)                |
| Proceeds from the sale of shares in OCI Methanol Group       |      | -                        |                          | -                      | 375.0                  |
| Fees related to the sale of shares in OCI Methanol Group     |      | -                        | -                        | -                      | (1.3)                  |
| Settlement FX derivatives                                    | (13) | 16.9                     | (3.4)                    | 16.4                   | (0.8)                  |
| Cash flows used in financing activities                      |      | (733.3)                  | (742.9)                  | (298.2)                | (993.6)                |
| Net cash flow  |      | (640.1)                  | 418.6                    | (91.6)                 | 842.2                  |
| Net increase in cash and cash equivalents                    |      | (640.1)                  | 418.6                    | (91.6)                 | 842.2                  |
| Cash and cash equivalents at start of period                 |      | 2,269.4                  | 1,590.9                  | 1,717.0                | 1,197.3                |
| Effect of exchange rate fluctuations on cash held            |      | 9.9                      | (13.0)                   | 13.8                   | (43.0)                 |
| Cash and cash equivalents at end of period                   |      | 1,639.2                  | 1,996.5                  | 1,639.2                | 1,996.5                |
| Cash and cash equivalents in statement of financial position |      | 1,651.5                  | 2,097.4                  | 1,651.5                | 2,097.4                |
| Bank overdraft repayable on demand                           |      | (12.3)                   | (100.9)                  | (12.3)                 | (100.9)                |
| Cash and cash equivalents in statement of cash flows         |      | 1,639.2                  | 1,996.5                  | 1,639.2                | 1,996.5                |



# **Flexible Production Capabilities to Maximize Returns**

| Max. Proven Capacities <sup>1</sup><br>('000 metric tons) |             |                    |                               |       |       |       |            |                       |       |          |          |                    |
|---|-------------|--------------------|-------------------------------|-------|-------|-------|------------|-----------------------|-------|----------|----------|--------------------|
|   |             |                    |                               |       |       |       | Total      |                       |       | Total    |          | Total <sup>2</sup> |
| Plant   | Country     | Ammonia<br>(Gross) | Ammonia<br>(Net) <sup>3</sup> | Urea  | UAN   | CAN   | Fertilizer | Melamine <sup>4</sup> | DEF   | Nitrogen | Methanol | OCI NV             |
| Iowa Fertilizer Company <sup>5</sup>                      | USA         | 926                | 195                           | 438   | 1,832 | -     | 2,465      | -                     | 1,019 | 3,483    | -        | 3,483              |
| OCI Nitrogen <sup>5</sup>                                 | Netherlands | 1,199              | 350                           | -     | 730   | 1,560 | 2,640      | 222                   | -     | 2,862    | -        | 2,862              |
| Egyptian Fertilizers Company                              | Egypt       | 887                | —                             | 1,679 | -     | -     | 1,679      | -                     | 350   | 2,029    | -        | 2,029              |
| 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         | 1,228              | —                             | 2,245 | -     | -     | 2,245      | -                     | 100   | 2,345    | -        | 2,345              |
| OCI Beaumont  | USA         | 365                | 365                           | -     | -     | -     | 365        | -                     | -     | 365      | 982      | 1,347              |
| BioMCN <sup>6</sup>                                       | Netherlands | -                  | -                             | -     | -     | -     | -          | -                     | -     | -        | 991      | 991                |
| Natgasoline LLC   | USA         | -                  | -                             | -     | -     | -     | -          | -                     | -     | -        | 1,807    | 1,807              |
| Total MPC   |             | 6,959              | 2,461                         | 5,621 | 2,562 | 1,560 | 12,204     | 222                   | 1,469 | 13,894   | 3,780    | 17,674             |
| Excluding 50% of Natgasoline                              |             | -                  | -                             | -     | -     | -     | -          | -                     | -     | -        | (903)    | (903)              |
| Total MPC with 50% of Natgasoline                         |             | 6,959              | 2,461                         | 5,621 | 2,562 | 1,560 | 12,204     | 222                   | 1,469 | 13,894   | 2,876    | 16,771             |

(1) Capacities are maximum proven capacities (MPC) per line at 365 days. OCI Beaumont's capacity addition is an estimate of 2,690 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 based on a certain product mix; (4) Melamine capacity split as 166 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; (6) BioMCN plant is down due to high gas price environment



