

# ***OCI***

## **Full Year and Q4 2021 Results Presentation**

14 February 2022



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# Transformational Year Reaping the Rewards of our Growth Strategy and Competitive Business Model



Adjusted EBITDA of \$1.0 billion in Q4 2021 (+291%) and \$2.5 billion (+191%) for 2021. Net debt declined to \$2.2 billion as of 31 December 2021, down from \$3.0 billion at 30 September 2021. Trailing net debt / adjusted EBITDA was 0.9x as of 31 December 2021.



**Outlook:** Expect a further substantial reduction in net debt during Q1 2022. Expect H1 2022 also to be strong driven by our healthy order book, attractive farm economics for fertilizers, strong demand in industrial end markets, and advantaged feedstock costs in MENA and US.



**New capital returns policy** which combines a consistent base profit distribution to shareholders of \$400 million per year with a variable component linked to FCF. OCI announces a semi-annual interim distribution for the period H2 2021 of €1.45 per share (or c.\$350 million including a \$200 million base).



OCI signed definitive agreements for a **strategic alliance with ADQ and Alpha Dhabi Holding**, to acquire a 15% stake in the OCI Methanol Group for \$375 million, enabling the Group to pursue growth initiatives in hydrogen-based applications, including fuel.



In January 2022, Fertiglabe announced a partnership with Masdar and ENGIE to study development of a globally cost-competitive **green hydrogen facility** with capacity of up to 200MW for ammonia production in Abu Dhabi.



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**FY and Q4 2021  
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Market Outlook



Capitalizing on the  
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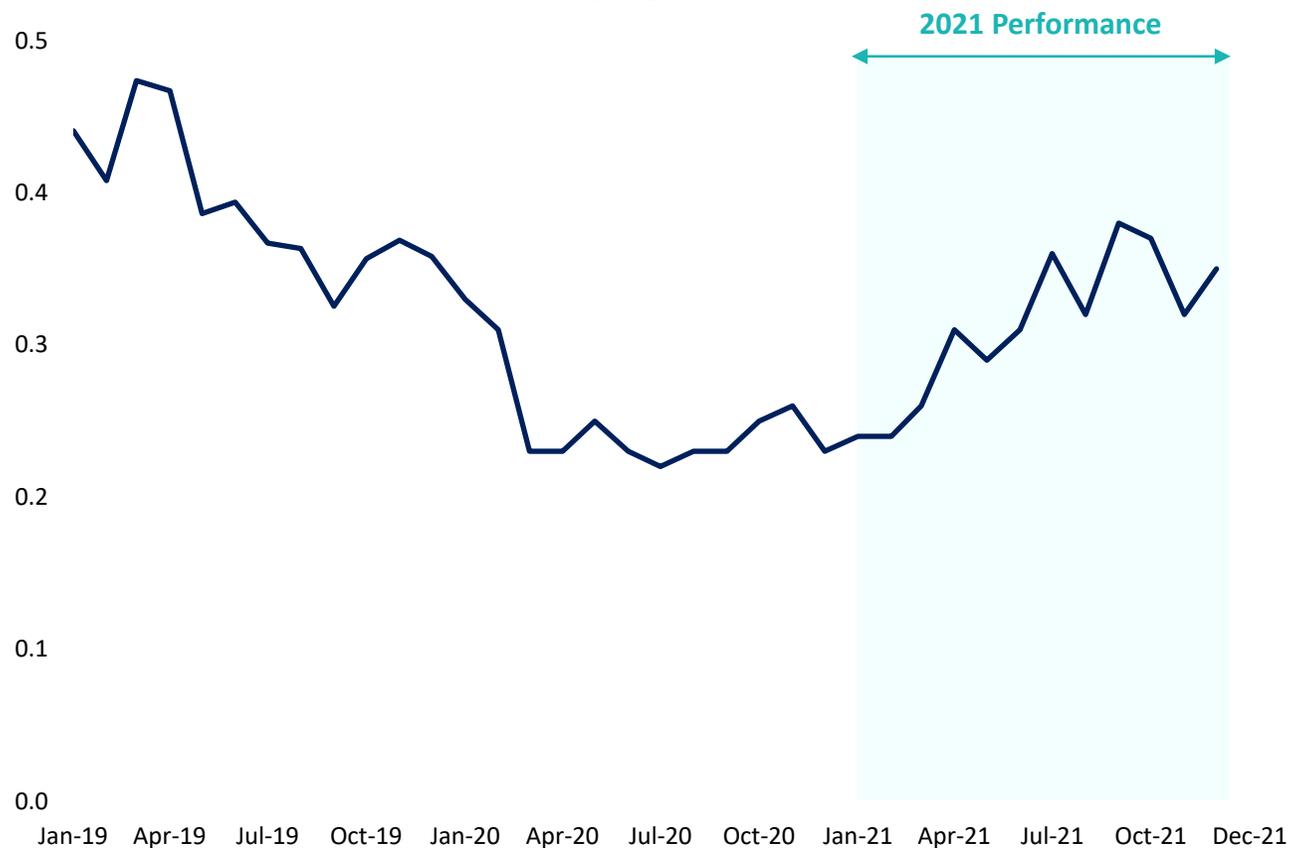


Appendix

# 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 December 2021 was 0.35 incidents per 200,000 manhours, compared to 0.38 and 0.36 in 2020 and 2019 respectively

# FY and Q4 2021 Results: Accelerating earnings and strong FCF

## Summary

### Own-produced volumes sold were lower in Q4 '21 vs. Q4 '20:

- Nitrogen volumes down 16%, due to turnarounds at Fertiglobe, partially offset by growth in ammonia and DEF
- Methanol volumes down 44% due to planned turnarounds at Natgasoline and no production from BioMCN due to the high gas price environment in Europe

Own-produced volumes sold down 7% for FY '21 vs FY '20

Third party traded volumes +21% for FY '21 vs FY '20

### Summary of Q4 and FY 2021 performance:

- Revenues +112% and Adjusted EBITDA +291% in Q4 2021
- Revenues +82% and Adjusted EBITDA +190% in FY 2021
- Adjusted net profit of \$447 million in Q4 2021, compared to a net loss of \$45 million in Q4 2020
- Free cash flow of \$789 million generated during Q4 2021, reflecting our operational performance for the quarter, net operating working capital inflows and monetization of CO<sub>2</sub> emission rights
- Net debt of \$2.2 billion as of 31 December 2021, down from \$3.0 billion at 30 September 2021 and \$3.7 billion at 31 December 2020 with trailing net debt / adjusted EBITDA of 0.9x (0.7x pro-forma for Methanol transaction)

## Key Financials<sup>1</sup> and KPIs

\$ million unless otherwise stated	Q4'21	Q4'20	% Δ	2021	2020	% Δ
<b>Revenue</b>	2,198.9	1,035.7	<b>112%</b>	6,318.7	3,474.1	<b>82%</b>
Gross Profit	811.3	127.7	536%	1,829.0	412.1	344%
Gross profit margin	36.9%	12.3%		28.9%	11.9%	
<b>Adjusted EBITDA<sup>2</sup></b>	<b>1,038.7</b>	<b>265.9</b>	<b>291%</b>	<b>2,526.5</b>	<b>869.8</b>	<b>190%</b>
EBITDA	999.5	209.9	376%	2,454.4	779.1	215%
EBITDA margin	45.5%	20.3%		38.8%	22.4%	
<b>Adjusted net income (loss) attributable to shareholders<sup>2</sup></b>	<b>447.4</b>	<b>(44.8)</b>	<b>nm</b>	<b>731.8</b>	<b>(213.4)</b>	<b>nm</b>
Reported net income (loss) attributable to shareholders	294.8	(56.9)	nm	570.5	(177.7)	nm
<b>Earnings / (loss) per share (\$)</b>						
Basic earnings per share	1.405	(0.271)	nm	2.719	(0.847)	nm
Diluted earnings per share	1.397	(0.271)	nm	2.703	(0.847)	nm
Adjusted earnings per share <sup>2)</sup>	2.134	(0.213)	nm	3.487	(1.017)	nm
Capital expenditure	84.2	51.5	63%	247.8	262.6	(6%)
Of which: Maintenance Capital Expenditure	75.4	50.4	50%	225.4	239.4	(6%)
<b>Free cash flow<sup>2, 3</sup></b>	<b>788.7</b>	<b>245.0</b>	<b>222%</b>	<b>1,593.9</b>	<b>304.7</b>	<b>423%</b>
	<b>31-Dec '21</b>	<b>31-Dec'20</b>				
Total Assets	9,811.6	9,097.0	8%			
Gross Interest-Bearing Debt	3,800.8	4,416.6	(14%)			
Net Debt	2,220.5	3,730.3	(40%)			
	<b>Q4'21</b>	<b>Q4'20</b>	<b>% Δ</b>	<b>2021</b>	<b>2020</b>	<b>% Δ</b>
<b>Sales volumes ('000 metric tons)</b>						
OCI Product Sold <sup>4</sup>	2,689.4	3,397.7	(21%)	11,440.1	12,249.0	(7%)
Third Party Traded	738.8	696.6	6%	2,953.6	2,434.7	21%
<b>Total Product Volumes</b>	<b>3,428.1</b>	<b>4,094.3</b>	<b>(16%)</b>	<b>14,393.7</b>	<b>14,683.7</b>	<b>(2%)</b>

(1) Unaudited.

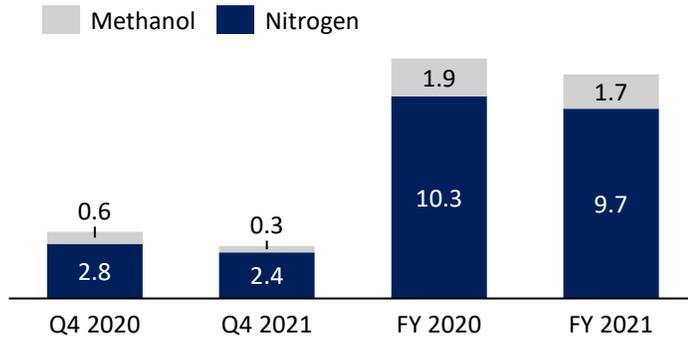
(2) OCI presents certain financial measures when discussing OCI's performance, that are not measures of financial performance under IFRS. These non-IFRS measures of financial performance (also known as non-GAAP or alternative performance measures) are presented because management considers them important 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.

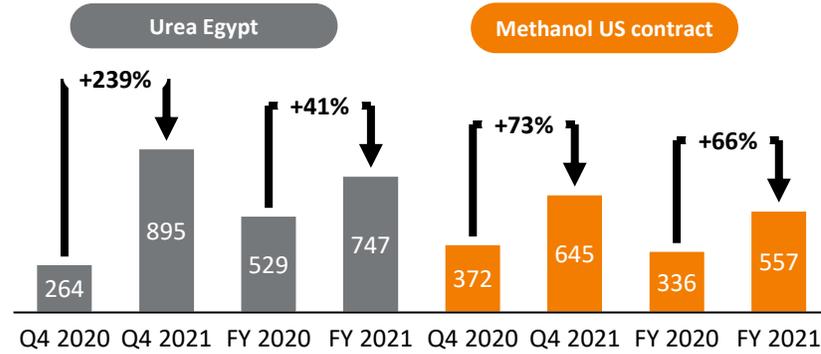
(4) Fully consolidated, not adjusted for OCI ownership stake in plants, except OCI's 50% share of Natgasoline volumes.

# Q4 2021 Revenue Up 112% and Adjusted EBITDA Up 291%

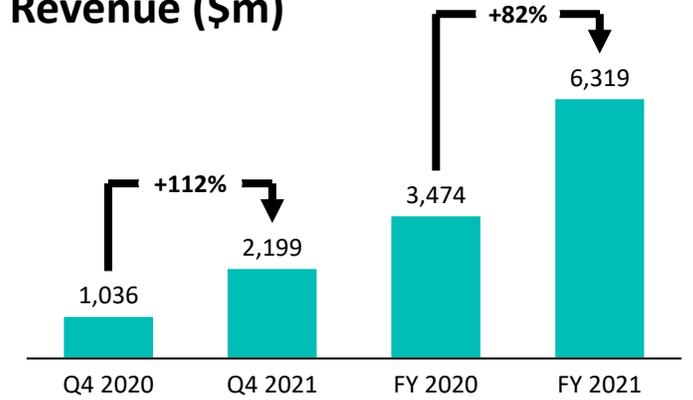
## Own-Produced Sales Volumes (Mt)



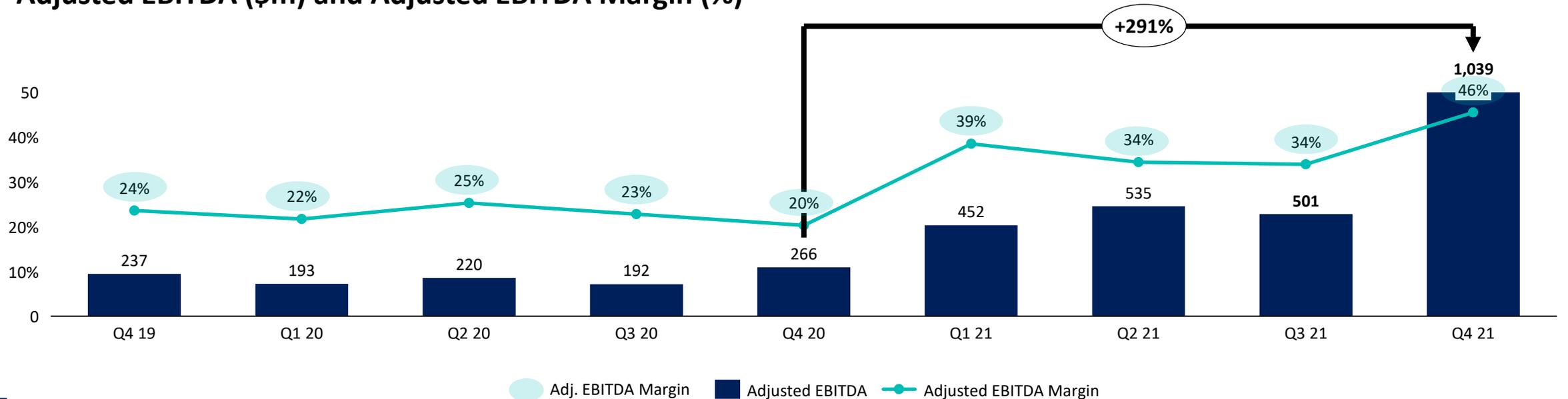
## Key Product Benchmark Prices, \$/t



## Revenue (\$m)



## Adjusted EBITDA (\$m) and Adjusted EBITDA Margin (%)

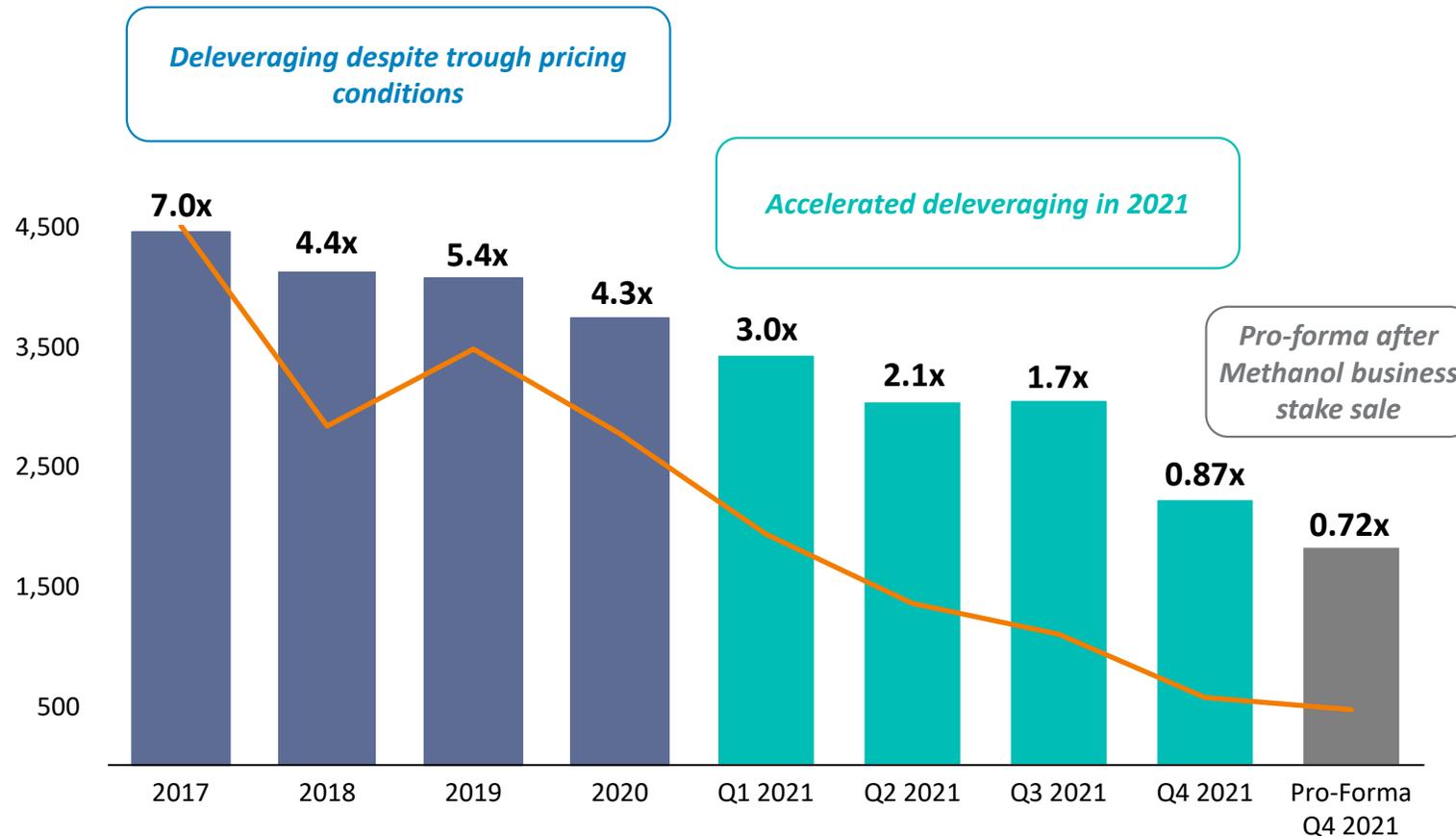


# Strong balance sheet supports consistent capital returns to shareholders

## Leverage targets achieved

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

Net debt Net debt / adj. EBITDA



(1) Net Debt calculated based on reported loans and borrowings less cash and cash equivalents.

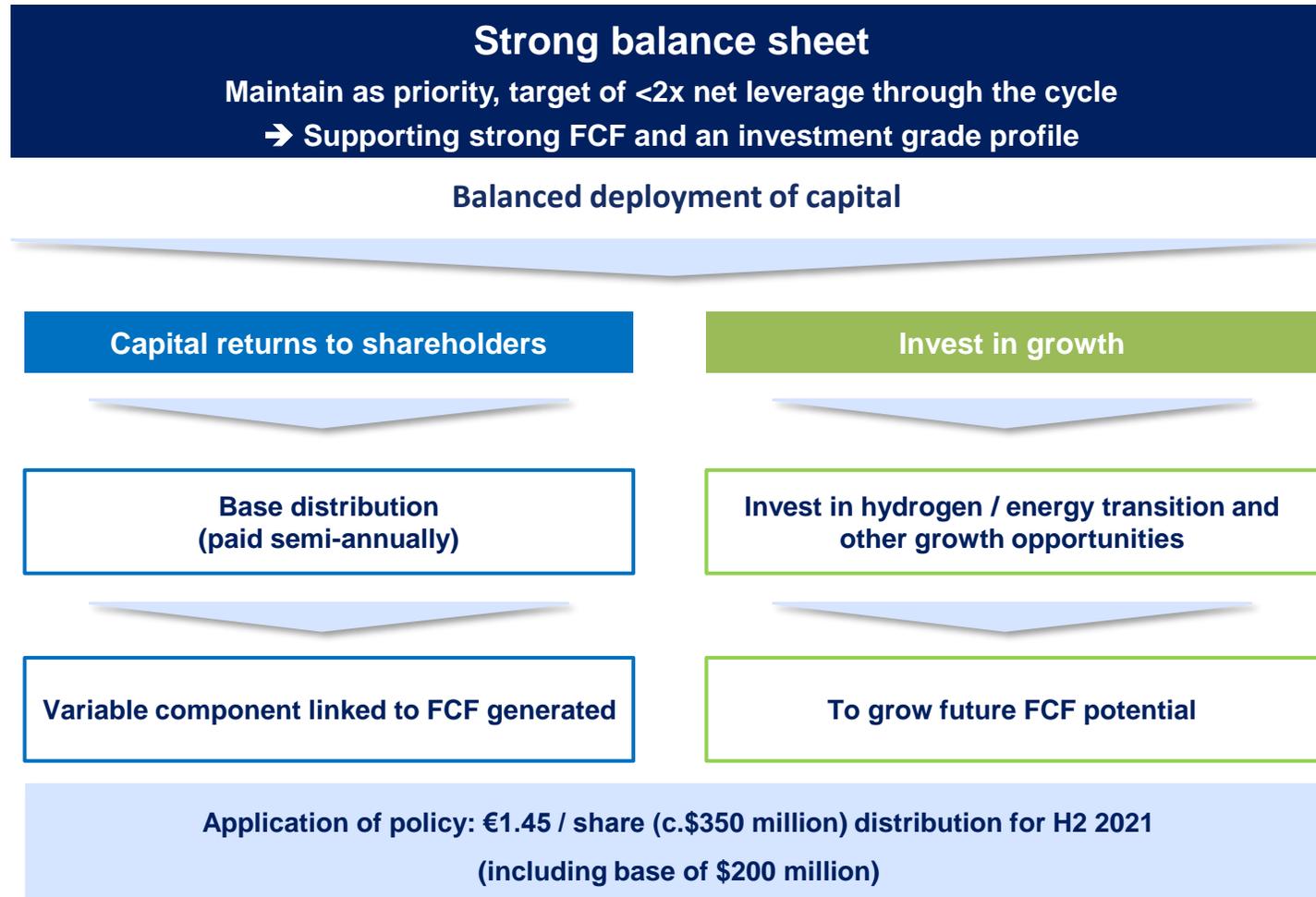
## Capital Allocation Priorities

OCI achieved its net leverage goals in 2021, which allows a number of opportunities:

- 1 Flexibility to **return capital** to shareholders
- 2 Flexibility to **invest in hydrogen** / energy transition and other growth opportunities
- 3 Further **reduction of WACD** from 4.3% at the end of 2020 to 3.2% and lower interests costs of more than \$60 million per annum, **improving FCF conversion** on an ongoing basis

# Capital allocation priorities

Committed to a consistent base distribution + a variable component linked to FCF generated<sup>1</sup>

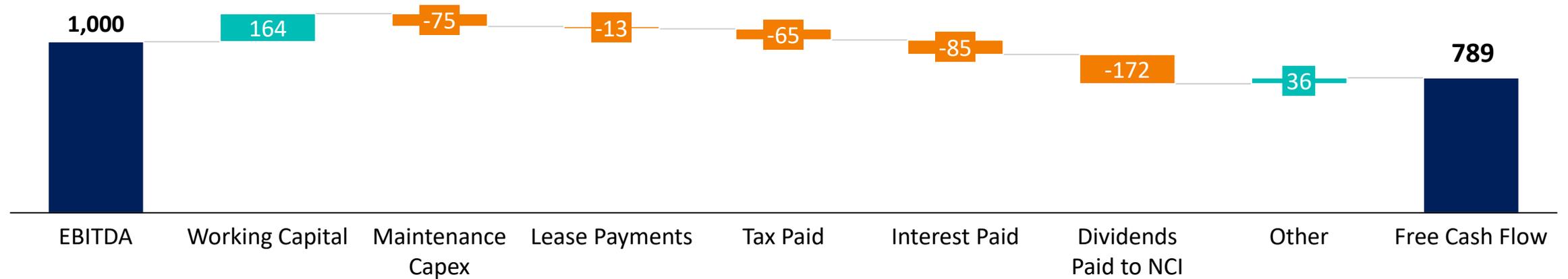


Balance availability of funds and excess FCF for dividend distribution while pursuing value accretive hydrogen / energy transition and other growth opportunities

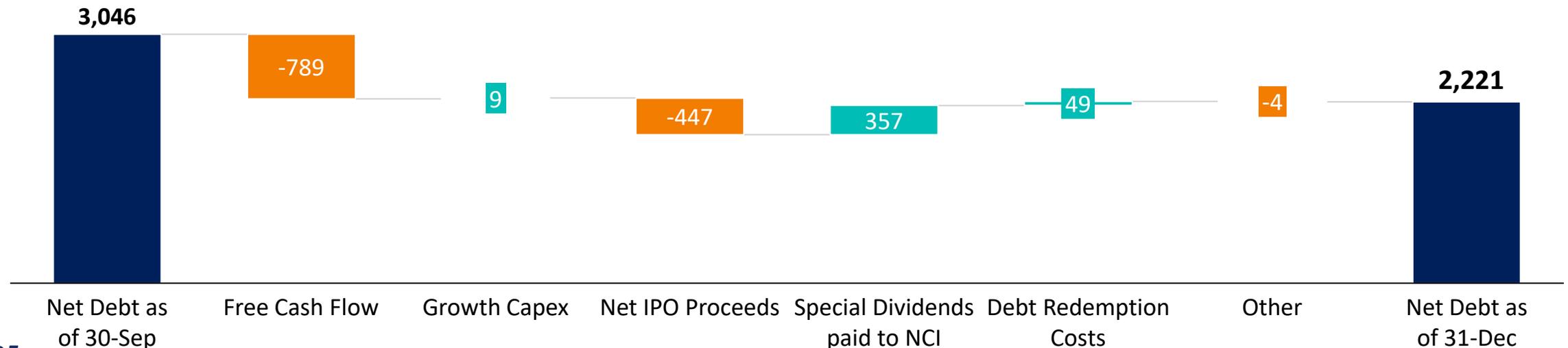
- OCI's Board of Directors has approved a new capital returns policy
  - ✓ Combines a consistent **base distribution** with a **variable component linked to FCF generated**
  - ✓ Semi-annual dividend distribution policy
- **Base dividend:**
  - ✓ \$400 million per annum
- **Variable component:**
  - ✓ Provides investors with cyclical upside
  - ✓ Based on surplus FCF after provision for growth capex and base dividends
- Going forward, the policy is subject to maintaining an investment grade credit profile with a target of net leverage below 2x through the cycle, and balance availability of funds and excess FCF for profit distribution to shareholders while pursuing value accretive ESG and other growth opportunities.

# Q4 2021 Free cash flow and net debt build-up

## Reconciliation of Q4 2021 EBITDA to Free Cash Flow



## Change in Net Debt from September 2021 to December 2021



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**Market Outlook**



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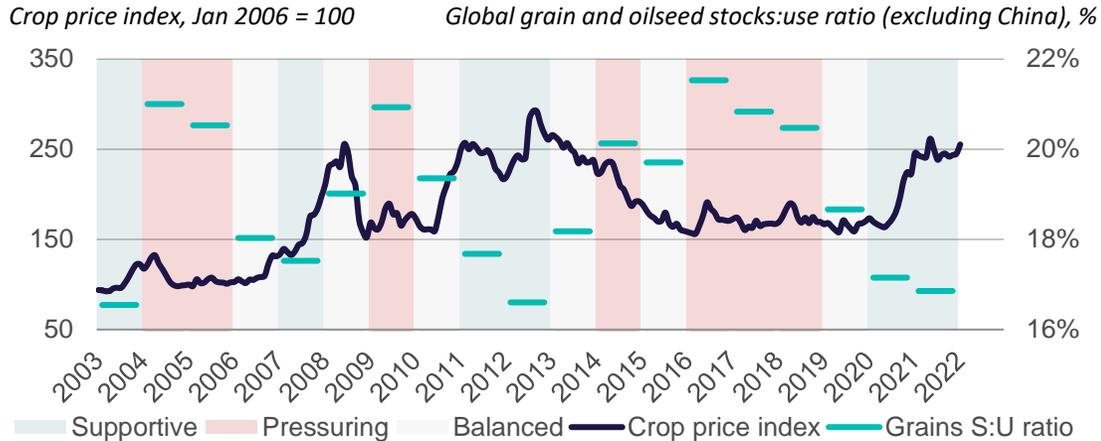
# Nitrogen outlook supported by attractive supply-demand dynamics

## Supporting Strong Pricing Outlook For 2022 and Beyond as We Recover From a 5-year Downturn

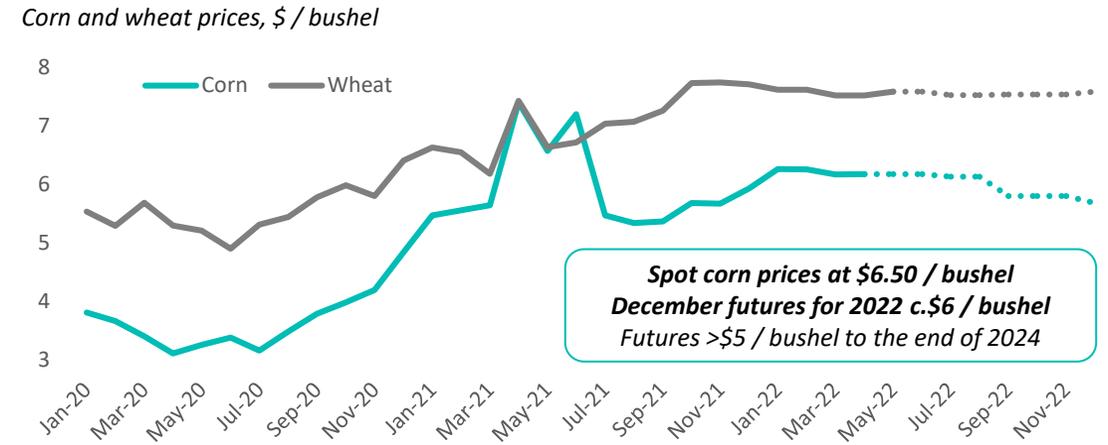
Bull Market Drivers Support Demand Driven Environment		Prior cycle (last 5-6 years)	2022+
	<p><b>CROP PRICES SUPPORTIVE OF HIGHER AFFORDABILITY</b></p> <p><i>Corn Futures &gt;\$5/bushel driving healthy farm economics and nitrogen demand</i></p>	<p><b>30%</b></p> <p>corn stocks-to-use ratio</p>	<p><b>26%</b></p> <p>corn stocks-to-use ratio</p>
	<p><b>INDUSTRIAL DEMAND RECOVERY</b></p> <p><i>Strong industrial demand rebound in key markets supportive of ammonia prices</i> <i>Also supportive of melamine and DEF markets</i></p>	<p><b>2.3%</b></p> <p>p.a global IP growth 2015-2019</p>	<p><b>3.2%</b></p> <p>p.a global IP growth 2022 - 2026</p>
	<p><b>GAS AND COAL PRICES RESET AT HIGH LEVELS</b></p> <p><i>Low storage levels in Europe, higher Asian demand raising cost floor</i></p>	<p><b>\$5/MMBtu</b></p> <p>TTF</p>	<p><b>\$22/MMBtu</b></p> <p>TTF to end of 2023</p>
	<p><b>TIGHTENING NITROGEN MARKET BALANCES</b></p> <p><i>New urea capacity faces delays and accelerating Chinese closures</i> <i>Structurally tighter merchant ammonia market with limited net capacity additions</i> <i>No new nitrates capacity additions, a ban on Russian AN exports until H2 2022 and antidumping duties on UAN in the US tightening balances further</i></p>	<p><b>23mt</b> urea capacity vs <b>11mt</b> demand growth over 2015 - 2019</p>	<p><b>14mt</b> urea capacity vs <b>18mt</b> demand growth over 2022 - 2026</p>
	<p><b>ENVIRONMENTAL FOCUS DRIVES SHIFT FROM GREY TO GREEN</b></p> <p><i>Stricter mandates around environment regulations are barriers to enter this industry</i> <i>Global push to move towards H<sub>2</sub> economy adds incremental low-carbon ammonia demand</i></p>	<p>Wave of “grey” greenfield capacity additions in US, Europe, MENA</p>	<p>Limited new grey ammonia capacity from established producers and <b>8mt</b> new ESG driven ammonia demand by 2025</p>

# Agricultural fundamentals supports robust nitrogen demand at least until H2 2023

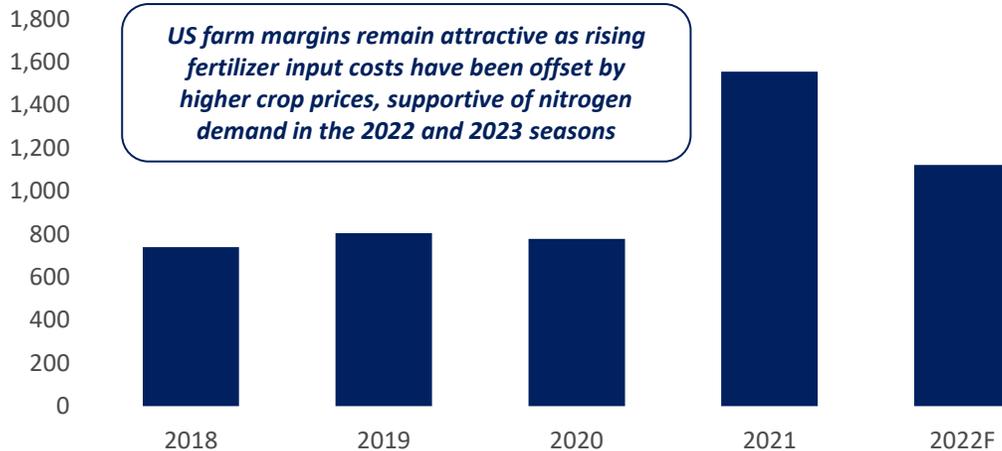
## Crop Prices Supported by “Stocks : Use” Ratio at 7 Year Lows, Requiring at Least Two More Growing Seasons to Replenish



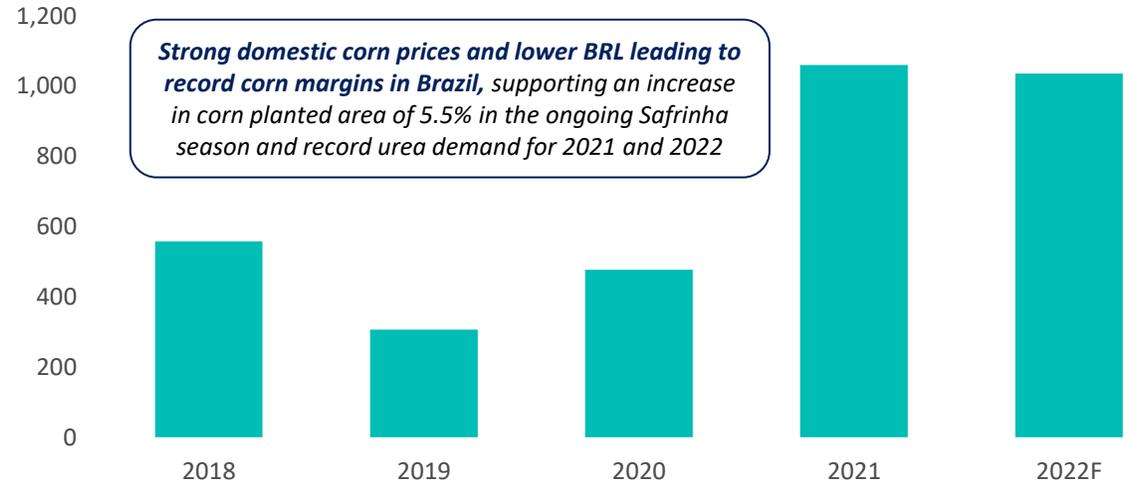
## Spot and Futures Crop prices supportive of strong fertilizer demand



## US corn operating farm margins remain healthy in 2022, \$/ha



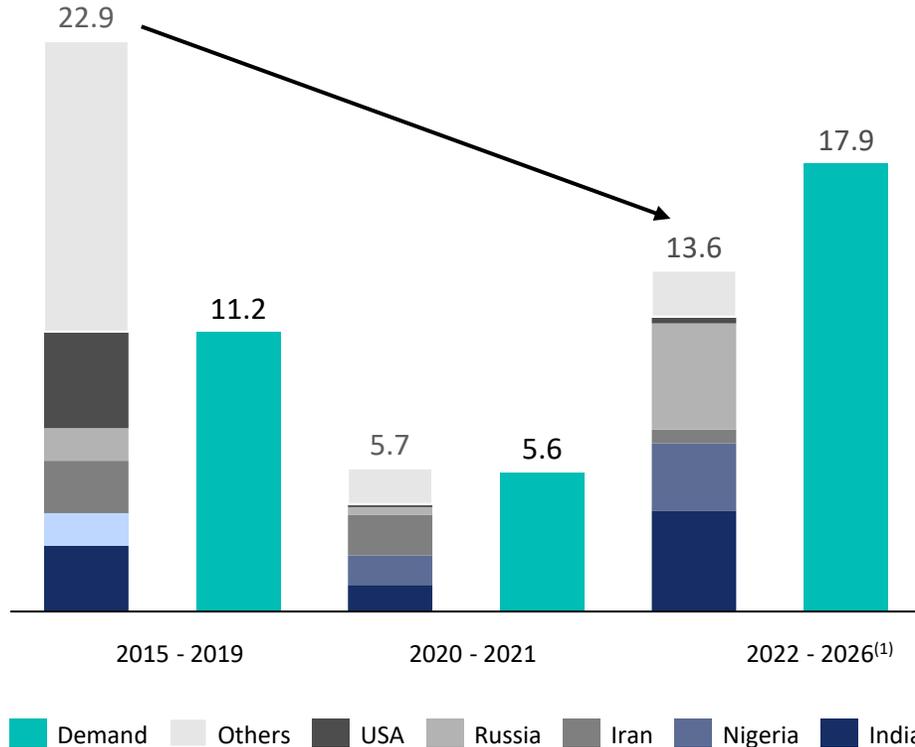
## Brazil corn operating farm margins reach record levels in 2021, \$/ ha



# Attractive nitrogen dynamics with demand expected to exceed capacity additions

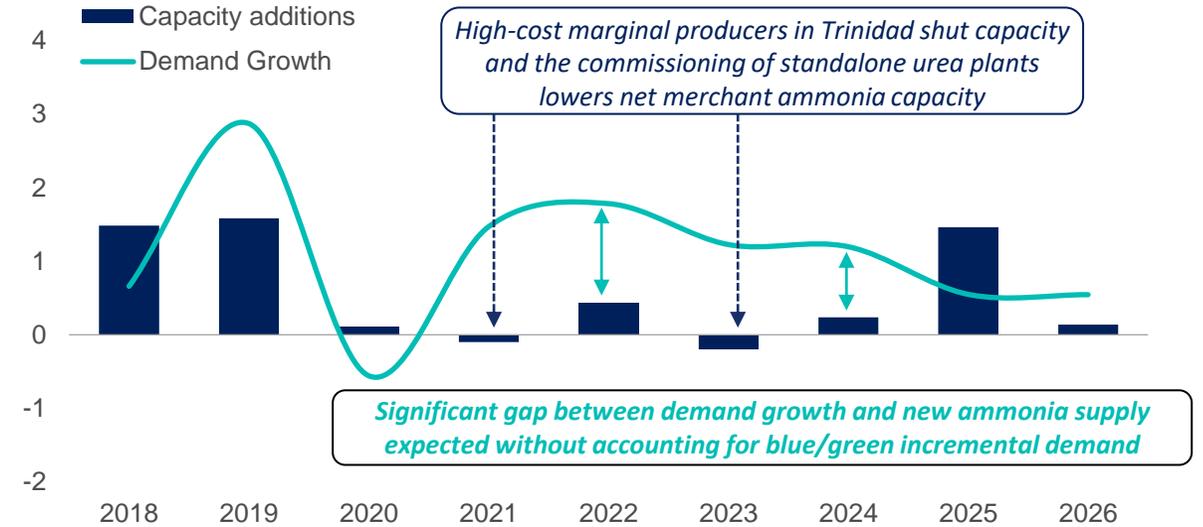
## Ex-China urea capacity additions slow relative to 2015-19, Mt

- ✓ 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

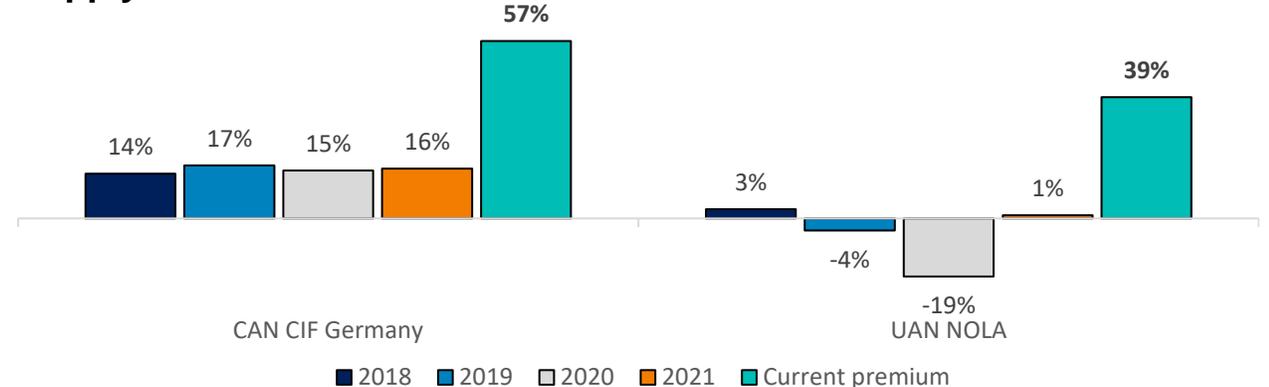


## Merchant ammonia market structurally tightening

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



## Higher nitrates premium expected to be sustained with no new supply additions<sup>2</sup>



# Supportive dynamics in China and India with Chinese urea export curtailments to at least H2 2022 and robust Indian import demand

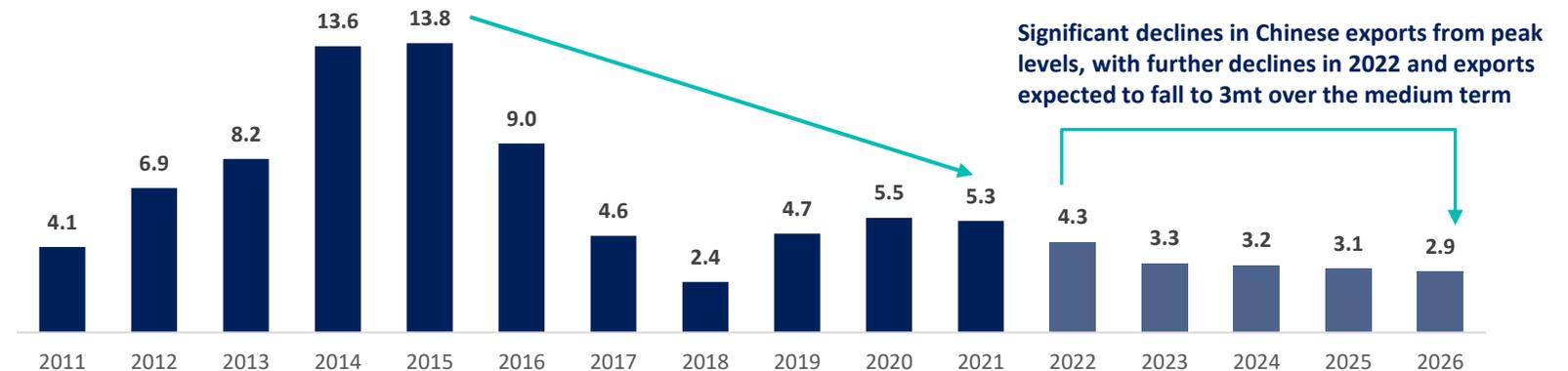
- Chinese market balances supported by:

- The government has implemented measures to curb exports and prioritise domestic supply including mandatory summer stocking requirements until H2 2022
- Low-stocks to use ratio, high domestic crop prices and government emphasizing food security is supportive of another year of crop expansion and higher fertilizer demand
- 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 2022+

- Despite the commissioning of three world-scale plants in India over 2017-2021, domestic production has been relatively flat and decreased c.600 kt in 2021
- Capacity additions in India are subject to delays and not expected to commission in line with published government timelines supporting imports
- Further upside for Indian import demand in 2022 as domestic demand is boosted by growth in crop area and subsidies favoring urea
- In the short-term, India is expected to issue frequent tenders to replenish low inventories, 2 Mt below government target, to fulfill Kharif season requirements starting in April 2022

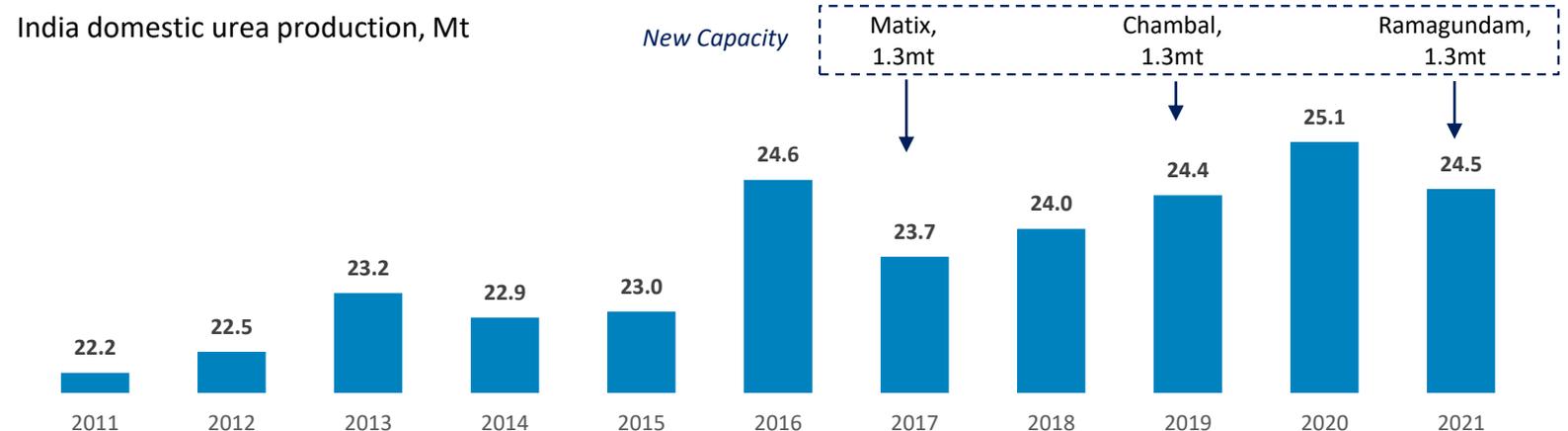
## Chinese Exports Curtailed on Domestic Demand and Closures

China urea exports, Mt



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

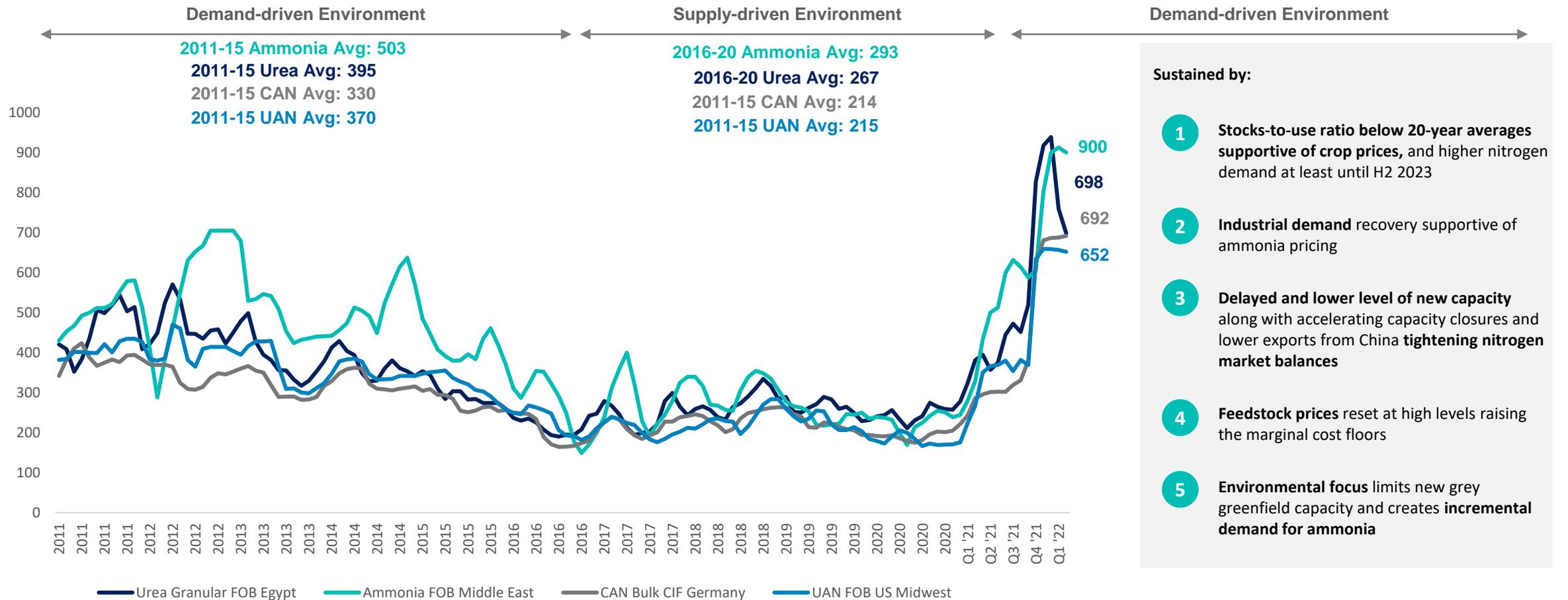
India domestic urea production, Mt



# Nitrogen fertilizer pricing supported by demand-driven environment

Strong support for nitrogen prices to reset above mid-cycle levels, given low global crop inventories, strong farm economics, higher marginal costs and recovering industrial demand

Urea, Ammonia, CAN and UAN Prices (Monthly Averages, 2011 – Q1 2022<sup>(1)</sup>), \$/t



Sustained by:

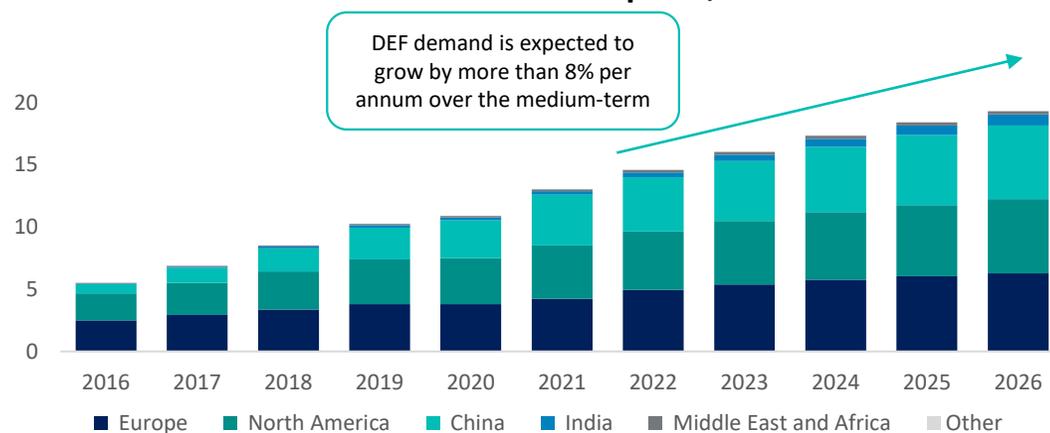
- 1 **Stocks-to-use ratio below 20-year averages supportive of crop prices**, and higher nitrogen demand at least until H2 2023
- 2 **Industrial demand** recovery supportive of ammonia pricing
- 3 **Delayed and lower level of new capacity** along with accelerating capacity closures and lower exports from China **tightening nitrogen market balances**
- 4 **Feedstock prices** reset at high levels raising the marginal cost floors
- 5 **Environmental focus** limits new grey greenfield capacity and creates **incremental demand for ammonia**

# OCI records 13% growth in DEF volumes in 2021

## Attractive Fundamental Drivers for DEF Demand

- Diesel Exhaust Fluid (DEF) is a combination of 32.5% urea and 67.5% de-ionized water. DEF is used in Selective Catalytic Reduction engines (SCR) to **reduce NOx and particulate emissions from diesel combustion**
- DEF has demonstrated a **~5% improvement in fuel economy** and uses diesel fuel more efficiently
- Electric power trains and heavy-duty trucks have been largely unsuccessful in challenging diesel in heavy segments due to poor power-to-weight ratios leaving few near-term alternatives to DEF for emissions abatement in truck and rail
- Growth driven by regulations in the US and EU requiring **replacement of older non-SCR-equipped vehicles**, coupled with **increased dosing rates in newer generation diesel engines**

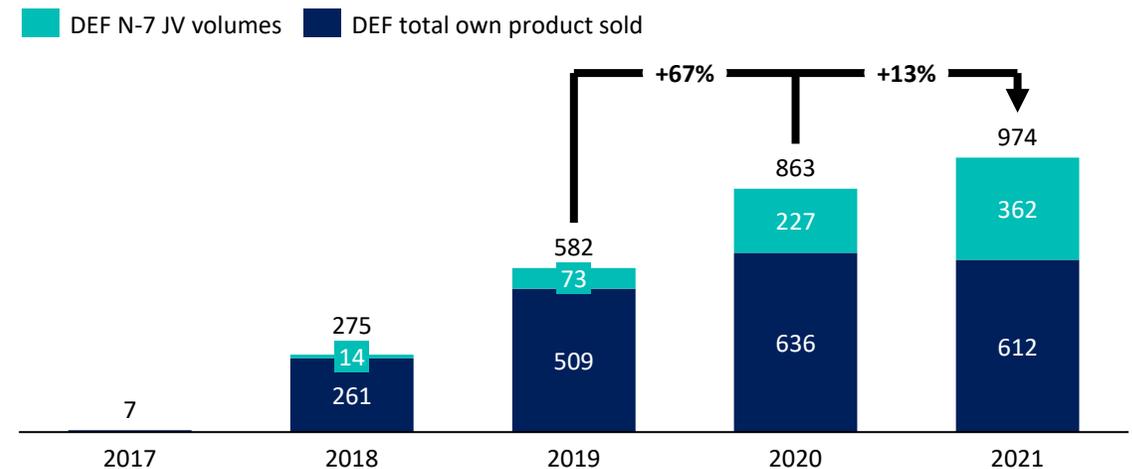
## Historic and Forecast Global DEF Consumption, Million Metric Tons



## DEF is priced at a premium to urea and is one of OCI's fastest-growing products

- **13% YoY growth in DEF volumes** achieved in 2021 by N-7, a marketing JV with Dakota Gasification that also has the offtake for Dyno Nobel's products
- **DEF now represents c.35% of our sales volumes from IFCo** and IFCo is ideally positioned geographically to transport DEF to key customers and can produce **1 million mtpa**
- **Renewed a 3-year offtake contract with Dyno Nobel for DEF and other industrial urea products** via our N-7 partnership and have successfully grown our contractual volumes for the 2022 season

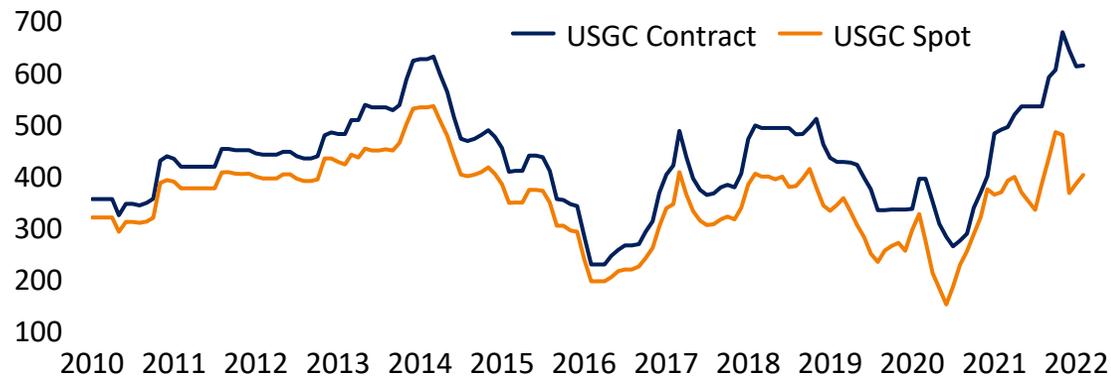
## DEF own produced and traded volumes 2017 – 2021, Mt



# Methanol market fundamentals are supportive, with significant long-term upside

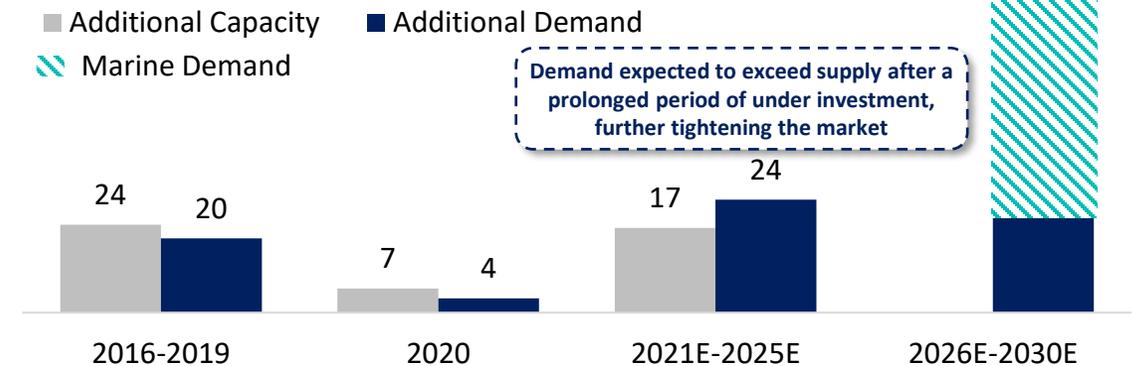
## Methanol prices supported by strong demand growth

Methanol contract and spot US prices, USD per metric tonne



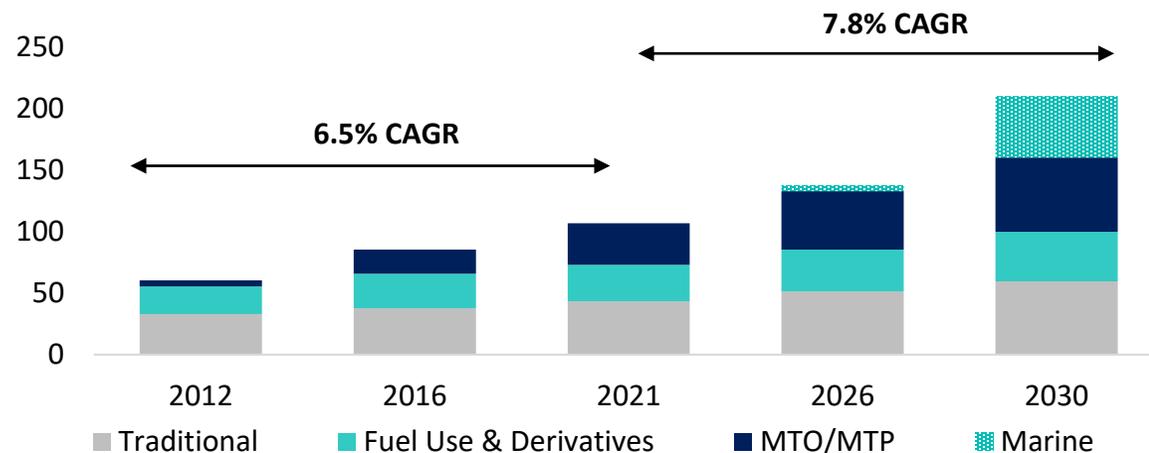
## Methanol supply & demand balance tightening

Methanol capacity vs demand growth, Million Mt



## Higher Demand Growth from the Hydrogen Transition

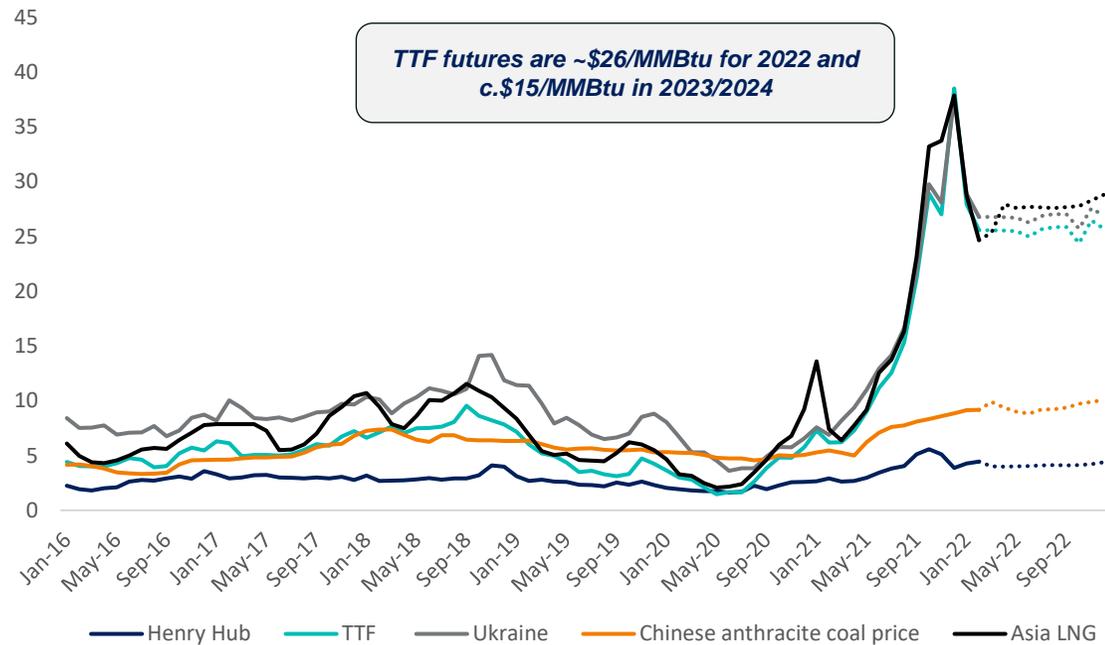
Methanol demand disaggregated by use, Mtpa



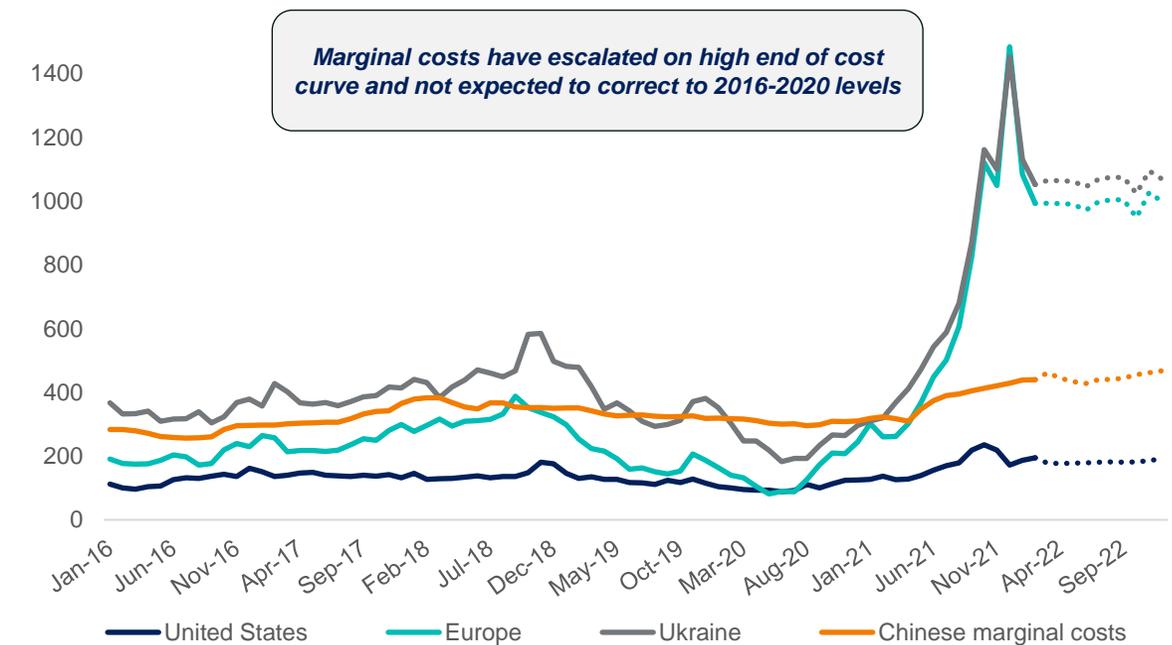
- Methanol spot prices have started 2022 off strong**, with strong downstream demand from a diversified customer base and high crude and coal providing price floor support.
  - The European contract price in Q1 2022 settled slightly higher at €483/t and in the US the contract price for February '22 was also higher at \$617/t
- Strong visibility on medium term pricing environment** with incremental demand expected to exceed new supply by ~8mtpa through 2026
- Near to medium term demand growth:** Fuel consumption picking up post COVID with higher oil prices supportive, strong activity in global industrial/construction activity and healthy MTO economics stemming from high energy and olefins prices in China
- Medium term demand only captures very conservative adoption rates of marine fuels.** As an example, Maersk has ordered up to 12 ships which alone are expected to consume ~1mtpa of methanol. Further rollout in the marine fuels segment is not yet captured
- Key long term demand growth for methanol to grow by at least 7.8% CAGR from 2021-2030E**, driven by growth in existing applications, with **significant upside demand potential** from the hydrogen transition, notably **for marine fuels application**

# Higher costs for marginal producers supportive of prices

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



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



- **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 c.\$26/MMBtu for 2022 with the risk skewed to the upside given Nord Stream 2 pipeline delays
  - ✓ High Chinese coal prices on the back of increased environmental inspections and reduced imports, is expected to provide support for urea marginal costs in H2 22
- **Higher marginal costs have steepened the global cost curves and provide support for nitrogen and methanol pricing into 2022 and beyond**

Source: Bloomberg, CCTD, CRU, OCI, Gas futures as of 13 February 2022

Notes: (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 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

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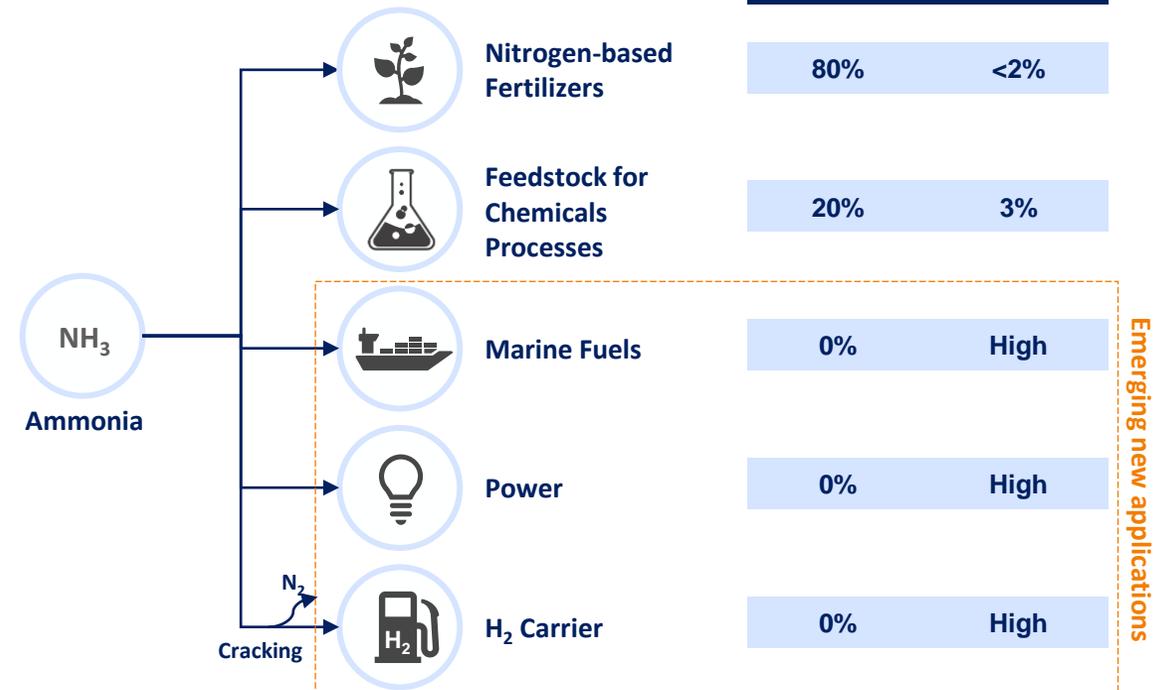
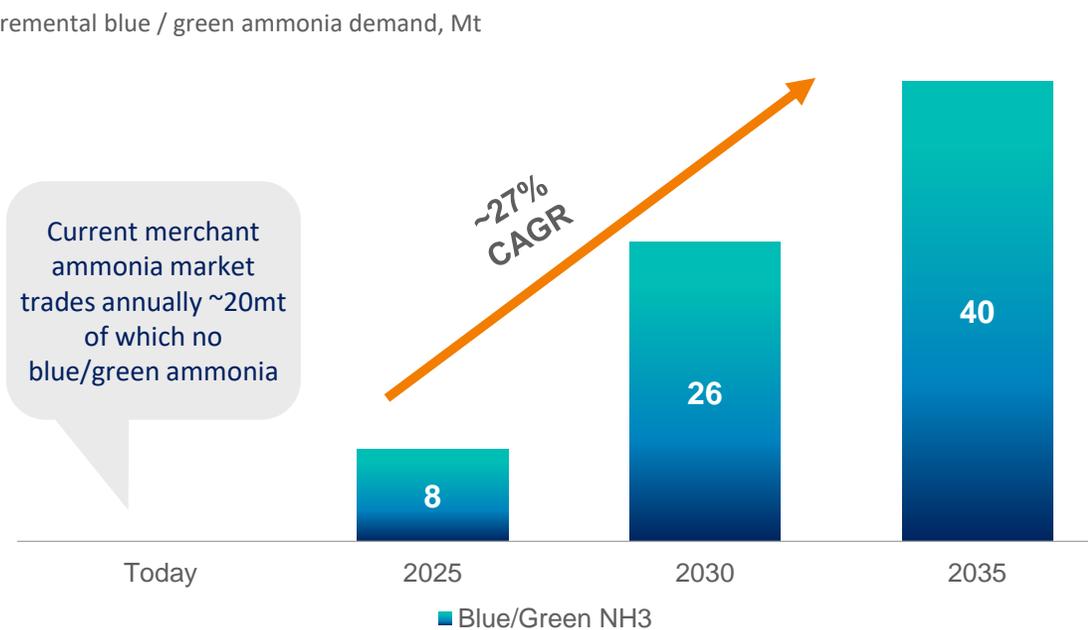
# Significant incremental ammonia demand from new clean energy applications

## Clean Hydrogen is strongly positioned to lead the world's energy transition, and ammonia is the key enabler

- Clean hydrogen use in energy applications will be a major contributor to emission reduction across industries where abatement is difficult (e.g. steel, power, shipping, etc)
- **Ammonia is one of the most efficient ways to transport and store clean hydrogen**, as hydrogen is difficult to store and transport due to low boiling temperature (-252 C)
- On the back of this transition, **several new applications are emerging** which individually would create an end market multiple times as large as the current ammonia merchant
- Incremental demand for clean ammonia is expected to tighten the conventional market further as grey capacity is decarbonized to cater to the new clean ammonia demand

### Blue/Green Ammonia to Make Up ~50% of Merchant Market vs Zero Today

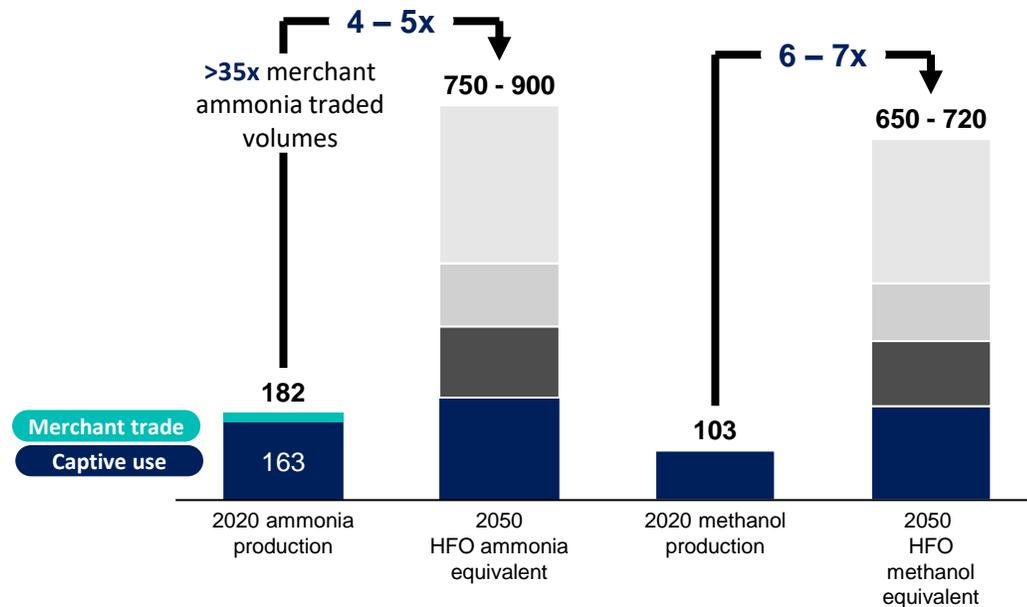
Incremental blue / green ammonia demand, Mt



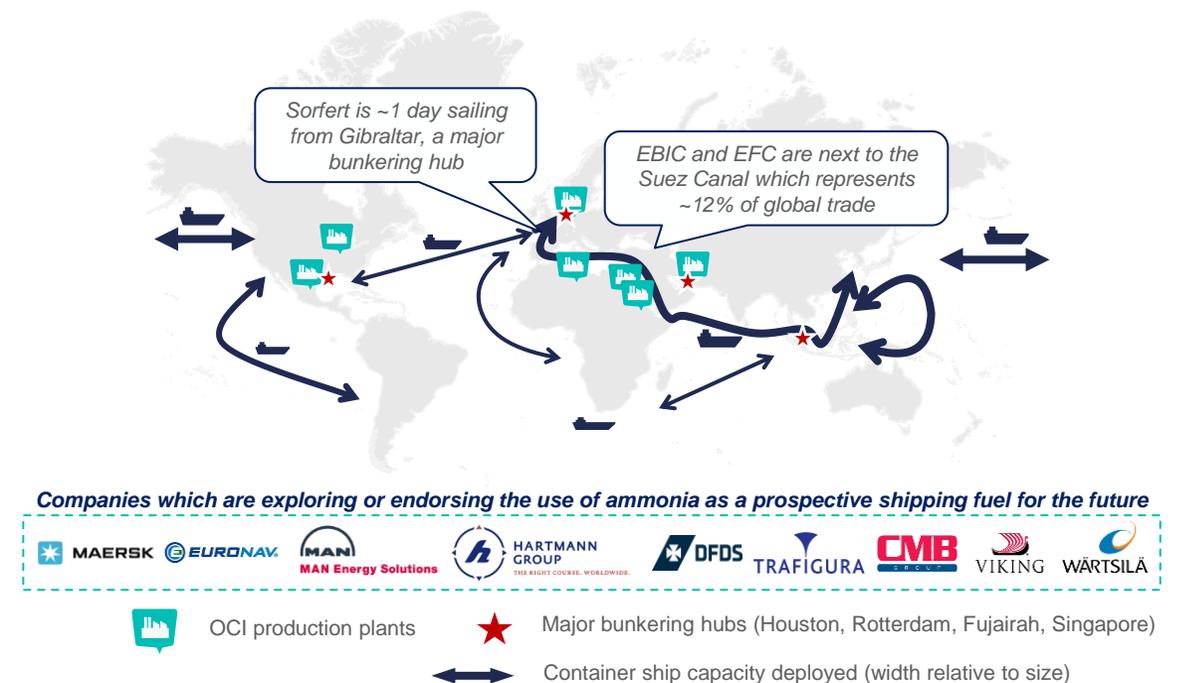
# Marine fuel represents a substantial market opportunity for OCI

- Ammonia and methanol are the only practical alternatives for long-distance shipping, even without decarbonization technologies, since they have a lower environmental footprint than HFO
  - Ammonia burns cleanest when used as energy source vs other fuels, therefore using blue ammonia in a ship would potentially result in >50% GHG reduction
- 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
- The existing footprint creates **strategic potential for bunkering stations stopovers, with limited investment** for ammonia and methanol-fueled ship engines
- Major ship owners, engine manufacturers and ports, are all endorsing the use of ammonia and methanol as the shipping fuel of the future

2050 Outlook potential for Ammonia and Methanol in the Marine Fuels Industry as a substitute for HFO, Mt<sup>1,2</sup>

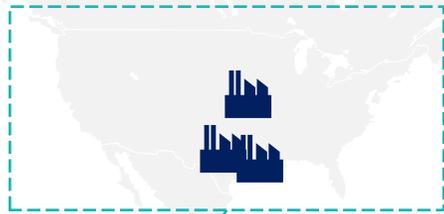


OCI's Network Located at Key Bunkering Hubs on Major Shipping Lanes



# OCI is driving the hydrogen transition with many key initiatives underway

Numerous strategic partnerships with industry leaders and lower carbon projects being developed across our global asset base



**5+** Projects being explored or developed in the **US**

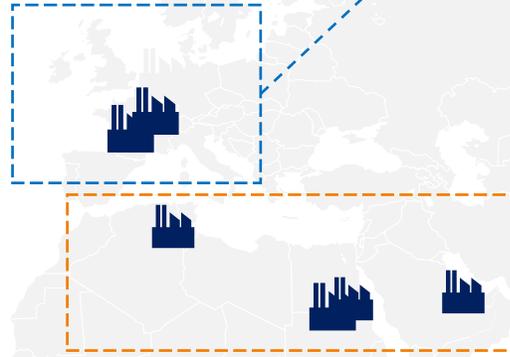
*Selected examples:*



**IFCo CCS:** project to capture and store CO<sub>2</sub> produced on site, backed by BlackRock's Global Energy & Power Infrastructure Fund III and commercially anchored by Valero. Navigator CO<sub>2</sub> Ventures will provide CO<sub>2</sub> transportation and storage services



**OCIB Blue Ammonia:** OCI Beaumont has the ability to produce blue ammonia using low carbon hydrogen, scalable up to its full ammonia production capacity of 365 ktpa



**12+** Projects being explored or developed in **Europe**

*Selected examples:*



**FUREC Waste-to-Hydrogen:** partnership with RWE to purchase green and circular hydrogen from mixed waste gasification at minimal investment for OCI. Expected to generate ~380 ktpa CO<sub>2</sub> total abatement, of which 160 ktpa at OCIN



**Renewable Methanol from Green Hydrogen:** BioMCN partnership with Nouryon and RWE to produce green hydrogen through offtake with 20MW electrolyzer (scalable to 60MW) and 50MW electrolyzer respectively

**6+** Projects being explored or developed in the **MENA region**

*Selected examples:*



**Fertil Blue:** 70kt scale-up of blue ammonia capacity by 2024 through a debottlenecking program in Abu Dhabi. Pilot shipments of blue ammonia in partnership with ADNOC from the UAE to Itochu, Idemitsu and Inpex in Japan



**EBIC Green:** largest (100MW) independently owned electrolyzer project to come online in the world, to produce 90kt of green ammonia. Partnership with Scatec, Sovereign Fund of Egypt and Orascom Construction. Plug Power selected as technology provider



**Blue Ammonia Project in Abu Dhabi:** world-scale blue ammonia facility with a capacity of up to 1 mtpa, in TA'ZIZ, a new industrial ecosystem part of Ruwais Industrial Complex in Abu Dhabi. Partnership with ADNOC and ADQ

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## Appendix

### *FY and Q4 2021 Results*

# Reconciliation of adjusted EBITDA and adjusted net income

## Reconciliation of Reported Operating Income to Adjusted EBITDA

\$ million	Q4 '21	Q4 '20	2021	2020	Adjustment in P&L
Operating profit as reported	734.7	56.4	1,562.8	187.0	
Depreciation and amortization	264.8	153.5	891.6	592.2	
<b>EBITDA</b>	<b>999.5</b>	<b>209.9</b>	<b>2,454.4</b>	<b>779.2</b>	
<u>APM adjustments for:</u>					
Natgasoline	20.5	28.9	94.5	65.9	OCI's share of Natgasoline EBITDA
Unrealized Result Natural Gas Hedging	20.5	2.0	(10.0)	(8.6)	COGS
Unrealized Result EUA Derivatives	10.4	-	(1.7)	-	COGS
Gain on Purchase Related to Fertiglobe	-	-	-	(13.3)	Other income
Hurricane Laura	-	0.5	-	10.0	
Mandatory Inspection Costs OCIN	-	-	-	7.2	
Other including provisions	(12.2)	24.6	(10.7)	29.5	
<b>Total APM adjustments</b>	<b>39.2</b>	<b>56.0</b>	<b>72.1</b>	<b>90.7</b>	
<b>Adjusted EBITDA</b>	<b>1,038.7</b>	<b>265.9</b>	<b>2,526.5</b>	<b>869.8</b>	

## Reconciliation of Reported Net Income to Adjusted Net Income

\$ million	Q4 '21	Q4 '20	2021	2020	Adjustment in P&L
<b>Reported net profit (loss) attributable to shareholders</b>	<b>294.8</b>	<b>(56.9)</b>	<b>570.5</b>	<b>(177.7)</b>	
<u>Adjustments for:</u>					
Adjustments at EBITDA level	39.2	56.0	72.1	90.7	
Add back: Natgasoline EBITDA adjustment	(20.5)	(28.9)	(94.5)	(65.9)	
Result from associate (change in unrealized gas hedging Natgasoline and insurance)	52.1	2.7	(12.2)	(13.5)	Finance expenses
Accelerated depreciation and impairment of PP&E	130.0	-	300.7	2.2	Depreciation & impairment
Recognition of previously unused tax losses IFCo	(100.5)	-	(197.2)	-	Income tax
Expenses related to refinancing	48.9	51.3	61.7	51.3	
Forex (gain)/loss on USD exposure	(1.8)	(71.9)	1.4	(108.5)	Finance income and expense
Non-controlling interest adjustment / release interest accrual / uncertain tax positions	8.0	3.5	34.1	8.7	Uncertain tax positions / minorities
Tax effect of adjustments	(2.8)	(0.6)	(4.8)	(0.7)	Income tax
<b>Total APM adjustments at net profit / (loss) level</b>	<b>152.6</b>	<b>12.1</b>	<b>161.3</b>	<b>(35.7)</b>	
<b>Adjusted net profit / (loss) attributable to shareholders</b>	<b>447.4</b>	<b>(44.8)</b>	<b>731.8</b>	<b>(213.4)</b>	

# Reconciliation of EBITDA to free cash flow and change in net debt

\$ million	Q4'21	Q4'20	2021	2020
<b>EBITDA</b>	999.5	209.9	2,454.4	779.1
Working capital	163.5	229.2	101.8	143.5
Maintenance capital expenditure	(75.4)	(50.4)	(225.4)	(239.4)
Lease payments	(13.0)	(12.9)	(47.3)	(45.9)
Tax paid	(64.8)	(12.5)	(131.2)	(25.4)
Interest paid	(85.1)	(105.9)	(204.9)	(279.1)
Dividends from equity accounted investees	-	0.4	2.6	3.0
Dividends paid to non-controlling interests (NCI)	(171.6)	(16.8)	(442.7)	(43.2)
Other	35.6	4.0	86.6	12.1
<b>Free Cash Flow</b>	<b>788.7</b>	<b>245.0</b>	<b>1,593.9</b>	<b>304.7</b>
Reconciliation to change in net debt:				
Growth capital expenditure	(8.6)	(1.1)	(22.4)	(23.2)
Cash received for Fertiglobe closing settlement	-	-	-	166.8
Special dividend Fertiglobe paid to non-controlling interests (NCI)	(357.0)	-	(357.0)	-
IPO proceeds (net)	447.0	-	447.0	-
Other non-operating items	28.1	0.5	(76.5)	(4.4)
Net effect of movement in exchange rates on net debt	(19.6)	(5.3)	3.1	(41.7)
Debt redemption cost	(48.9)	(51.3)	(61.7)	(51.3)
Other non-cash items	(4.2)	(1.3)	(16.5)	(19.4)
<b>Net Cash Flow / Decrease (Increase) in Net Debt</b>	<b>825.4</b>	<b>186.5</b>	<b>1509.9</b>	<b>331.5</b>

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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 (50% OCI / 36.2% ADNOC /13.8% ADX)

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

**United States**

**OCI Beaumont (Texas, US)**



Product	ktpa
Methanol	1,004 <sup>1</sup>
Ammonia	356



- ✓ Strategically located on the Texas Gulf Coast
- ✓ Capable of producing both methanol and bio-methanol

**Natgasoline LLC (Texas, US)**



Product	ktpa
Methanol	1,807

- **Ownership:** 50%<sup>2</sup>
- ✓ Commercial production started in June 2018
- ✓ One of the world's largest methanol plants

**OCI Fuels**

- ✓ Wholly owned entity that sells our biofuel production from OCI Beaumont and BioMCN to the fuel market and industrial customers
- ✓ Secures sizeable amounts of biogas from various landfills, anaerobic digesters and wastewater treatment plants

**Only methanol producer with production plants in the US and Europe and largest global bio-methanol producer**

**Global**

**OCI Methanol Marketing**

- ✓ Wholly owned subsidiary marketing OCI's 3.0Mt of methanol portfolio globally
- ✓ The distribution platform's global footprint and distribution allows it to optimize trade flows to enhance netback pricing
- ✓ Distribution offices in Houston, New York and Amsterdam, with centralized commercial decision-making

**Europe**

**BioMCN (The Netherlands)**



Product	ktpa
Methanol	991

- **Acquired:** 2015
- ✓ Connected to the national natural gas grid – itself connected to the integrated NW Europe network
- ✓ Easy logistical access to major European end markets via rail and sea freight from Delfzijl and road and barge from terminal in Rotterdam
- ✓ Winner of Dutch National Enlightenmentz Awards for an innovative green methanol production process converting carbon dioxide and hydrogen into bio-methanol
- ✓ Capable of producing both methanol and bio-methanol

# Flexible production capabilities to maximize returns

Max. Proven Capacities <sup>1</sup> ( <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	OCI NV
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)

# *OCI*

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