

# Fertiglobe

An ADNOC and OCI Company



## Q3 2023 Results Presentation

7 November 2023



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# Safety First

## Commitment to Zero Injuries

12-month rolling recordable incident rate to 30 September 2023 0.13 incidents per 200,000 manhours

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



### Target Zero Injuries at All Facilities

- Achieve leadership in safety and occupational standards across the operations
- Fostering a culture of zero injuries at all production sites
- Improving health and safety monitoring, prevention, and reporting across plants
- Fertiglobe has consistently achieved some of the lowest TRIR numbers in the industry

### HSE Certifications

- OHSAS 18001 Occupational Health and Safety Management Systems
- RC 14001 Responsible Care Management Systems
- Assets are also REACH certified



Fertiglobe 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



# Fertiglobe at a Glance

Leading Nitrogen Fertilizer Exporter Globally and Unique Ammonia Platform

# Fertiglobe

An ADNOC and OCI Company

50.0% **OCI** Global



36.2% **ADNOC**



13.8% **ADX** سوق أبوظبي للأوراق المالية  
Abu Dhabi Securities Exchange



Headquartered in Abu Dhabi, UAE

Source: Company Information, CRU

Notes: (1) Maximum downstream capacities cannot be achieved at the same time. DEF production capacity not included in the 6.7mt sellable volume capacity. (2) Realized weighted average gas price based on respective gas price arrangements in Abu Dhabi, Algeria and Egypt. Gas price arrangements include cost escalation factors and in Egypt increments above certain product price levels. (3) EBITDA excluding foreign exchange and income from equity accounted investees, adjusted to exclude additional items and costs that management considers not reflective of core operations

4 World-class Strategically Located Production Facilities

50% of Assets Younger than 10 years

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

Early Mover in Sustainable Ammonia

	Q3 2023
Revenue	\$525m
Adj. EBITDA <sup>(3)</sup>	\$199m
Free cash flow	\$126m

6.7mt Sellable Volume Capacity<sup>(1)</sup>



- 5.1mt Urea Production Capacity
- 4.4mt Gross Ammonia Production Capacity
- 0.5mt DEF Production Capacity<sup>(1)</sup>

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

Feedstock Advantaged \$3.3/mmbtu (Q3 2023 Avg. Gas Price<sup>(2)</sup>)

# Fertiglobe: A Strategic Partnership With Strong Shareholder Support

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

OCI Global	50% <sup>(1)</sup>	36% <sup>(1)</sup>	ADNOC
 <p>#3 global producer of nitrogen products<sup>(2)</sup> #5 global methanol producer<sup>(2)</sup> #1 global low carbon methanol producer<sup>(2)</sup></p> <ul style="list-style-type: none"><li>• Remaining <b>OCI Global nitrogen business is predominantly nitrates-focused</b> with in-land assets in US and Europe</li><li>• Synergistic relationship with Fertiglobe through <b>sharing of global market intelligence</b></li><li>• Numerous initiatives and <b>strategic partnerships to capture energy transition potential</b></li><li>• Orascom Construction (spun off in 2015) has repeat <b>renewable power project partnerships in MENA</b></li><li>• Holds 4 seats at Fertiglobe's Board of Directors, including:<ul style="list-style-type: none"><li>• Nassef Sawiris (Executive Chair of OCI Global), Ahmed El-Hoshy (CEO of OCI Global &amp; Fertiglobe), Hassan Badrawi (CFO of OCI Global), and Philippe Ryckaert (Group Vice President of Business Development &amp; Investments of OCI Global)</li></ul></li></ul>			 <p>Leading integrated O&amp;G company, entrusted to manage the world's 7<sup>th</sup> largest proven O&amp;G reserves</p> <ul style="list-style-type: none"><li>• <b>Fully integrated energy company</b> across the entire value chain</li><li>• Key export partner of crude oil &amp; refined products to high-growth Asian markets</li><li>• <b>Industry leader for carbon capture</b> with plans to reach 5mtpa of CO<sub>2</sub> capture by 2030</li><li>• Focus on <b>downstream value creation and 2030 vision</b></li><li>• Strategy to become a <b>global leader in clean hydrogen</b></li><li>• Holds 4 seats at Fertiglobe's Board of Directors, including:<ul style="list-style-type: none"><li>• H.E. Dr. Sultan Al Jaber (Group CEO and Managing Director of ADNOC) and Khaled Salmeen (Executive Director of Downstream Industry, Marketing and Trading at ADNOC), Mohamed Alaryani (Executive Vice President, ADNOC International), and Wafa Alhammadi (Senior Vice President, Finance and Accounting, ADNOC Gas)</li></ul></li></ul>

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



# Executive Summary

- ▶ **Q3 2023 results:** Revenues and adjusted EBITDA were \$525 million and \$199 million, respectively. Adjusted net profit was \$41 million in Q3 2023 and free cash flows were \$126 million in Q3 2023.
- ▶ **9M 2023 results:** Revenues and adjusted EBITDA were \$1,770 million and \$715 million, respectively. Adjusted net profit was \$261 million in 9M 2023, while free cash flows were \$458 million.
- ▶ **Fertiglobe's Board of Directors approved dividends of \$275 million for H1 2023**, equivalent to 12 fils/share, and expects to maintain healthy dividend distributions supported by its robust free cash flow generation and supportive market fundamentals.
- ▶ **Fertiglobe reached commercial agreement on the terms of a new \$500 million term facility**, which was 1.9x oversubscribed and is expected to be executed shortly. Once the facility is executed, the proceeds will be used to refinance shorter term borrowings, further improving Fertiglobe's maturity profile and liquidity.
- ▶ Fertiglobe is on track to realize its targeted \$50 million run rate savings by the end of 2024.
- ▶ **Market outlook:**
  - ▶ Prices continued their positive trajectory in Q3 after bottoming in Q2, continuing to be underpinned by low inventories, very tight supply due to multiple production outages and healthy farmer profitability
  - ▶ Despite the recent increase in nitrogen prices, farmer affordability levels remain robust (+26% since Q3 2022) – incentivising nitrogen demand and supporting the multi-year rebuild of global grain stocks.
  - ▶ No major greenfield urea supply additions are expected until the end of 2024, with slower pace of capacity additions during 2025-2027 with potential risks of delays.

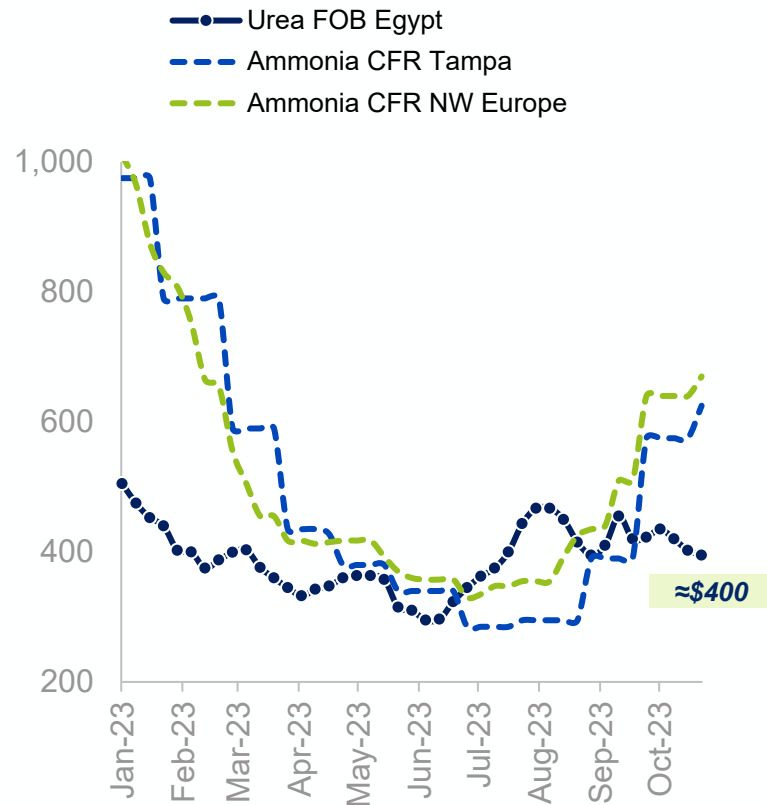


# Turning Point with Strong Rebound in Nitrogen Prices & Demand

Urea prices increased by +\$100/t from <\$300/t levels in June towards ≈\$400/t in Q3 and at the start of Q4

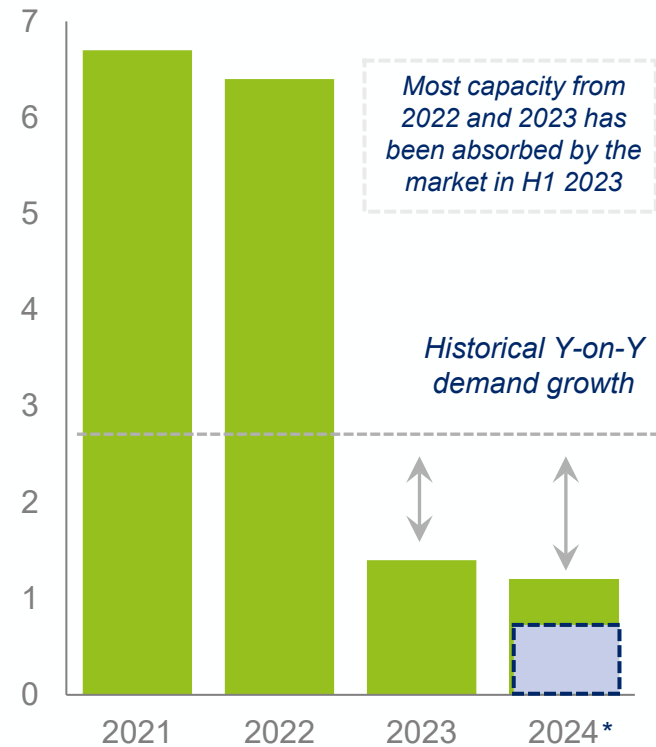
## Rebound in nitrogen fertilizer prices

Urea granular, FOB Egypt: recent price movement, \$/t



## Tightening supply balance

New urea capacity additions, Million t



\* Incl. Russian capacity at risk of delays

## Drivers

- **Demand recovery:**
  - ✓ Farm affordability +8% since January 2023
  - ✓ Increased urea import demand in APAC & EU markets
  - ✓ Record sales in India in Jul-Aug 2023, active tender activity by IPL & RCF supportive of robust import demand
- **Low nitrogen inventory levels**
- **Very tight supply**
  - ✓ Very limited supply commissioning 2023 - 2027
  - ✓ Normalization of trade flows
- **High marginal cost producers**
  - ✓ Geopolitical tensions could result in further upward pressure on gas prices
  - ✓ Elevated gas forwards for next 2 winters support much higher marginal cost floors



# Fertiglobe's Key Investment Highlights



1

Leading nitrogen fertilizer exporter globally and unique ammonia platform

2

Strategically located asset base and global distribution capabilities driving structurally higher realized prices

3

High quality asset base at attractive cost curve position underpinned by long-term feedstock contracts

4

Structural shift into a demand-driven pricing environment provides a positive industry outlook, with significant incremental ammonia demand in the medium-term from new clean energy applications

5

Multi-pronged growth strategy including unique position to capitalize on energy transition towards clean hydrogen, where low-carbon ammonia is one of the preferred carriers

6

Attractive dividend capacity supported by strong FCF generation and robust capital structure across commodity cycles



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# Q3 2023 Results Summary

## Summary

- **Own-produced volumes up 8% in Q3 2023 vs. Q3 2022**
  - Relatively unchanged own-produced ammonia sales volumes
  - 10% higher own-produced urea sales volumes driven by higher production and lower ending inventories
- **Third party traded volumes down 88% in Q3 2023 vs. Q3 2022**
- **Total own-produced and traded third party volumes of 1,510kt were down 11% in Q3 2023 vs. Q3 2022.**

## Summary of Q3 2023 Results

- Revenues and adjusted EBITDA decreased 60% and 67% YoY to \$525 million and \$199 million in Q3 2023, respectively.
- Free cash flow was \$126 million in Q3 2023 vs. \$189 million in Q3 2022.
- Q3 2023 cash capital expenditures (excluding growth capital expenditure) were \$29 million. Full year guidance maintained at \$100-130 million.
- Net cash position of \$28 million as of 30 September 2023 compared to net cash of \$287 million in December 2022.

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

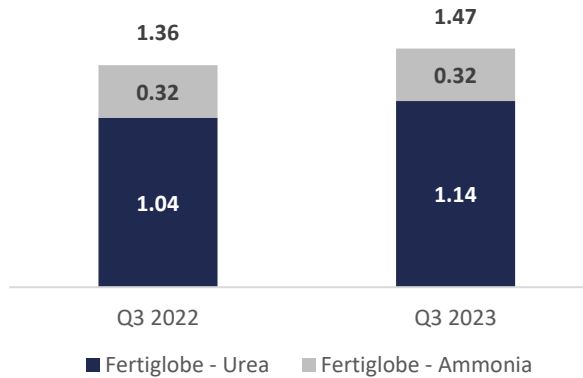
\$ million unless otherwise stated	Q3 2023	Q3 2022	% Δ	9M 2023	9M 2022	% Δ
<b>Revenue</b>	525.1	1,317.9	(60%)	1,770.3	3,974.0	(55%)
Gross Profit	153.8	583.9	(74%)	597.3	1,919.5	(69%)
Gross profit margin	29.3%	44.3%		33.7%	48.3%	
<b>Adjusted EBITDA<sup>2</sup></b>	<b>199.0</b>	<b>606.3</b>	(67%)	<b>714.5</b>	<b>2,000.9</b>	(64%)
Adjusted EBITDA margin	37.9%	46.0%		40.4%	50.3%	
<b>EBITDA</b>	<b>191.8</b>	<b>609.3</b>	(69%)	<b>704.3</b>	<b>1,998.9</b>	(65%)
EBITDA margin	36.5%	46.2%		39.8%	50.3%	
<b>Adjusted net profit attributable to shareholders<sup>2</sup></b>	<b>41.2</b>	<b>291.5</b>	(86%)	<b>260.5</b>	<b>1,090.7</b>	(76%)
Reported net profit attributable to shareholders	39.5	291.6	(86%)	254.4	1,077.6	(76%)
<b>Earnings per share (\$)</b>						
Basic earnings per share	0.005	0.035	(86%)	0.031	0.130	(76%)
Diluted earnings per share	0.005	0.035	(86%)	0.031	0.130	(76%)
Adjusted earnings per share	0.005	0.035	(86%)	0.031	0.131	(76%)
<b>Earnings per share (AED)</b>						
Basic earnings per share	0.017	0.129	(86%)	0.113	0.477	(76%)
Diluted earnings per share	0.017	0.129	(86%)	0.113	0.477	(76%)
Adjusted earnings per share	0.017	0.129	(86%)	0.113	0.481	(77%)
<b>Free cash flow</b>	<b>126.4</b>	<b>189.3</b>	(33%)	<b>457.7</b>	<b>1,498.8</b>	(69%)
Capital expenditure	33.1	23.5	41%	80.3	47.5	69%
Of which: Maintenance	28.8	18.4	57%	70.5	38.2	85%
				<b>30 Sep 23</b>	<b>31 Dec 22</b>	<b>% Δ</b>
Total Assets				5,434.2	5,530.6	(2%)
Gross Interest-Bearing Debt				1,571.3	1,155.2	36%
Net Cash				(28.0)	(286.8)	(90%)
	<b>Q3 2023</b>	<b>Q3 2022</b>	<b>% Δ</b>	<b>9M 2023</b>	<b>9M 2022</b>	<b>% Δ</b>
<b>Sales volumes ('000 metric tons)</b>						
Fertiglobe Product Sold	1,470	1,364	8%	4,247	4,158	2%
Third Party Traded	40	336	(88%)	353	848	(58%)
<b>Total Product Volumes</b>	<b>1,510</b>	<b>1,700</b>	(11%)	<b>4,600</b>	<b>5,006</b>	(8%)

1) Unaudited

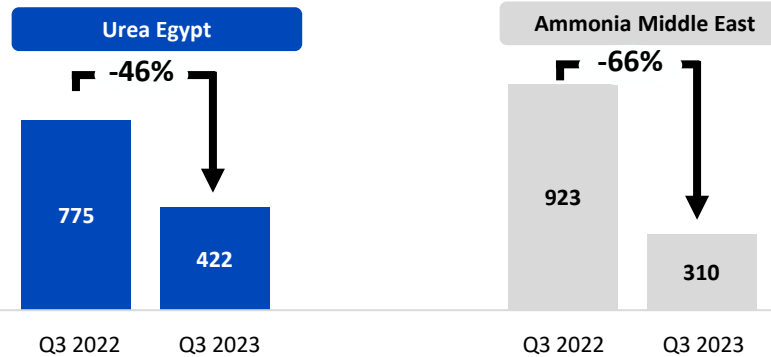
2) Fertiglobe uses Alternative Performance Measures ('APM') to provide a better understanding of the underlying developments of the performance of the business. The APMs are not defined in IFRS and should be used as supplementary information in conjunction with the most directly comparable IFRS measures. A detailed reconciliation between APM and the most directly comparable IFRS measure can be found in this report. 3) Free cash flow is an APM that is calculated as cash from operations less maintenance capital expenditures less distributions to non-controlling interests and WHT plus dividend plus dividends from equity accounted investees, and before growth capital expenditures.

# Q3 2023 Financial Summary

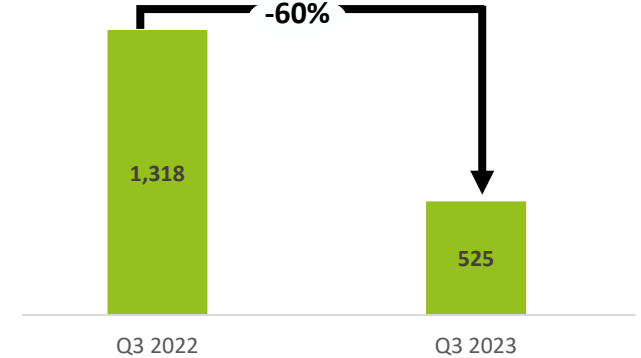
## Own-produced sales volumes (MT)



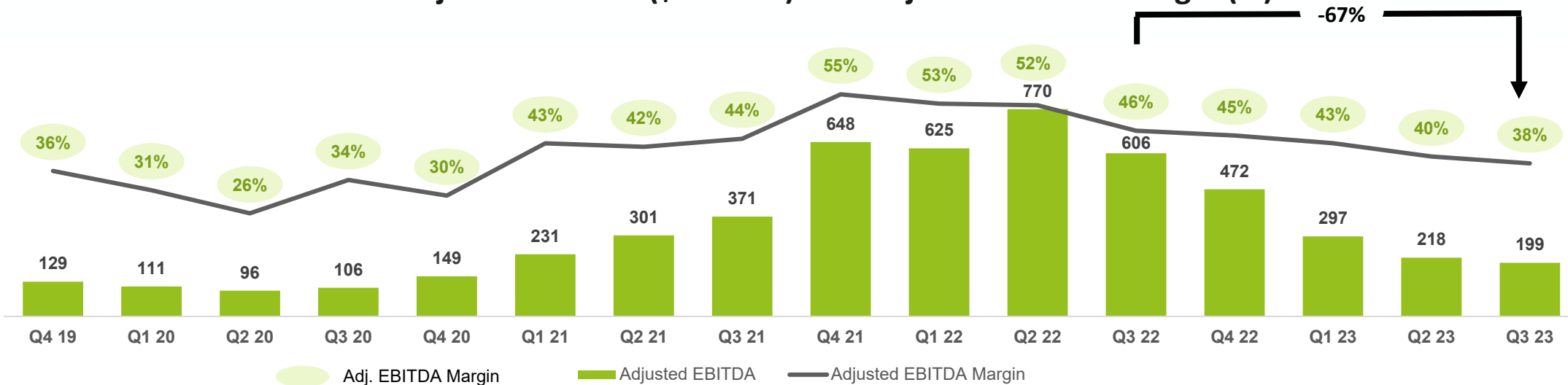
## Key Product Benchmark Prices, \$/t



## Revenue (\$m)



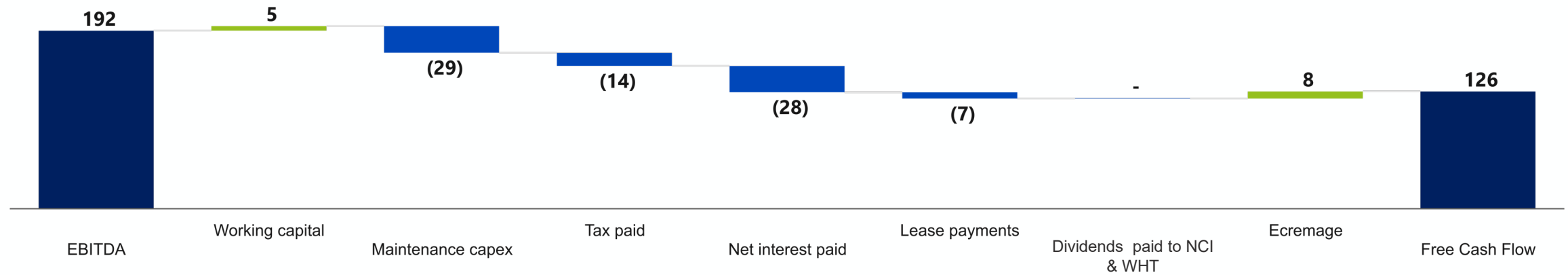
## Adjusted EBITDA (\$ million) and Adjusted EBITDA margin (%)<sup>1</sup>



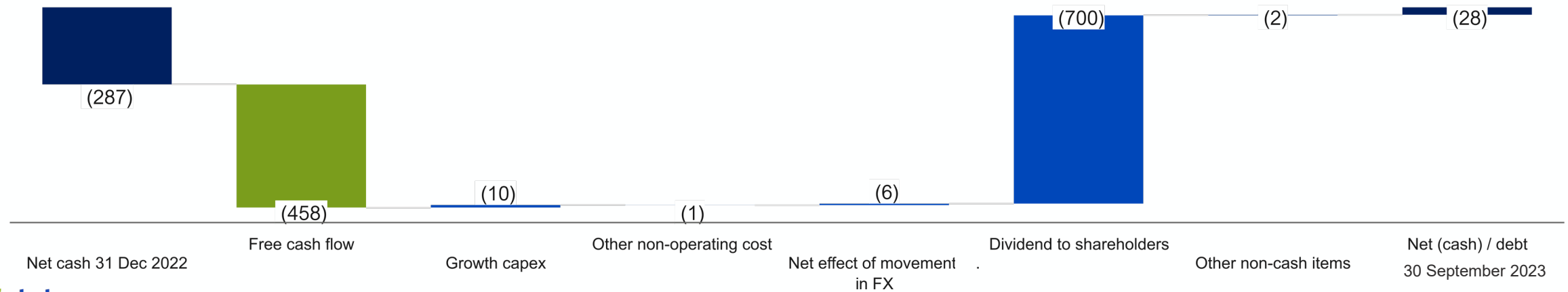


# Q3 2023 Free Cash Flow and Net Debt Build-Up

Reconciliation of Q3 2023 EBITDA to Free cash flow (\$ million)



Change in Net (Cash) Debt from 31 Dec 2022 to 30 September 2023 (\$ million)



# Strong Revenue Profile Translating Into Robust EBITDA and Cash Flow Generation Through Low Capex

## EBITDA Margin and FCF Conversion Advantages Result in Ample Dividend Capacity

### Revenue

Favourable geographical positioning and centralized commercial strategy leveraging on unique distribution platform allow for higher realized prices

### Costs

Feedstock advantage with long term gas contracts, strong conversion rates and lean overhead cost structure translate into an attractive EBITDA Margin

### FCF

Leverage consistent with investment grade rating profile due to conservative capital structure drives lower interest expense

Solid FCF generation and capital structure across commodity cycles support attractive dividend payout and superior dividend yields

Young asset base with integrated technological platform requires low maintenance capex

~\$1,770m

9M 2023  
Revenue

~40%

9M 2023  
Adj. EBITDA Margin

~\$458m

9M 2023  
Free Cash Flow

\$275m

H1 2023 Dividends Approved



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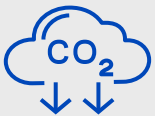
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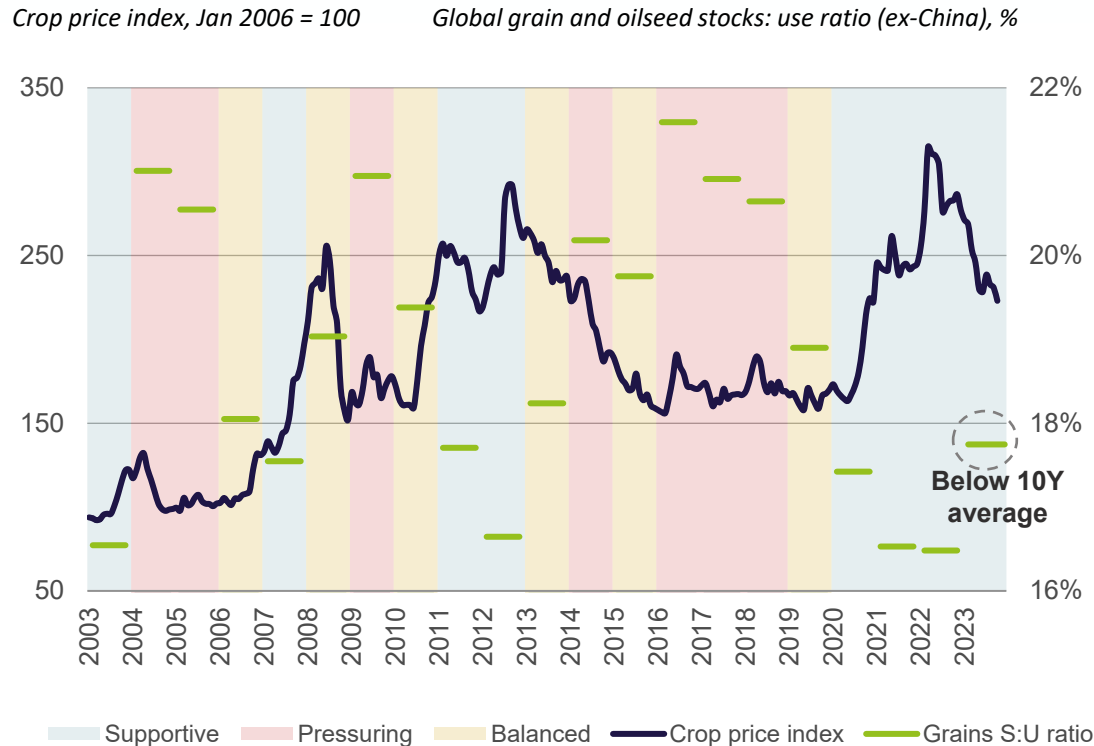
# Nitrogen Markets Continued their Recovery in Q3 and Are Tightening

Drivers Support Demand Driven Environment		Prior cycle (last 5-6 years)	Current cycle
	HIGH CROP PRICES and AFFORDABILITY SUPPORT NITROGEN DEMAND RECOVERY	<b>30%</b> Corn stocks-to-use ratio <b>\$3.7/bushel</b> Average corn price 2015 - 2019	<b>26%</b> 2022 corn stocks-to-use ratio <b>\$5.2/bushel</b> corn futures 2023 - 2025 <sup>1</sup>
	GAS AND COAL PRICES RESET in 2023, remaining higher than historical levels	<b>\$5/MMBtu</b> TTF (Dutch natural gas hub)	<b>\$16/MMBtu</b> TTF to end of 2025 <sup>2</sup>
	TIGHTENING NITROGEN MARKET BALANCES GIVEN LIMITED NET CAPACITY ADDITIONS	<b>23mt</b> new urea capacity vs. <b>17mt</b> demand growth 2015 - 2019	<b>7mt</b> new urea capacity vs. <b>13mt</b> demand growth 2024 - 2027
	ENVIRONMENTAL FOCUS DRIVES SHIFT FROM GREY TO BLUE / GREEN	Wave of "grey" ammonia greenfield capacity additions in US, Europe, MENA	Limited new grey ammonia capacity to 2027 and <b>Significant new ammonia demand from power and shipping, accelerating post-2025</b>

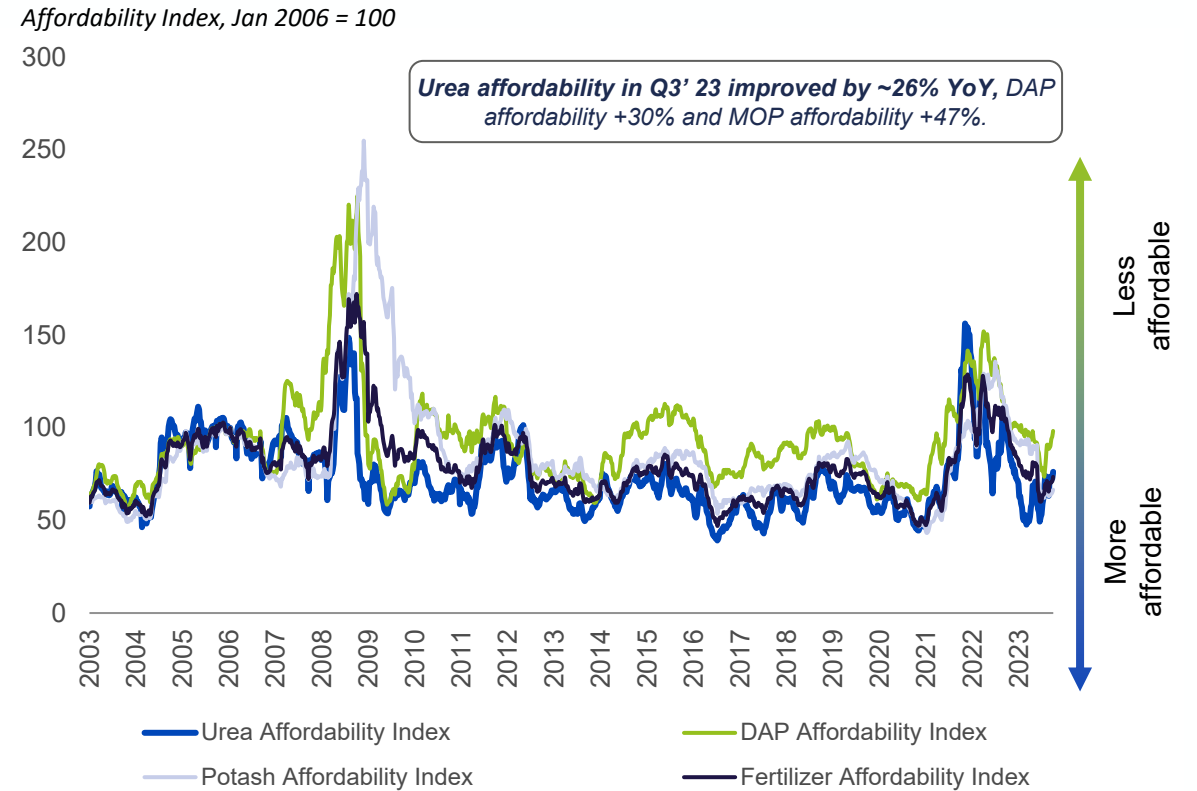


# Robust Agricultural Fundamentals at least until 2025

## Crop prices supported by stocks: use ratio below 10-year average



## Urea affordability +26% since Q3 2022, supporting demand recovery

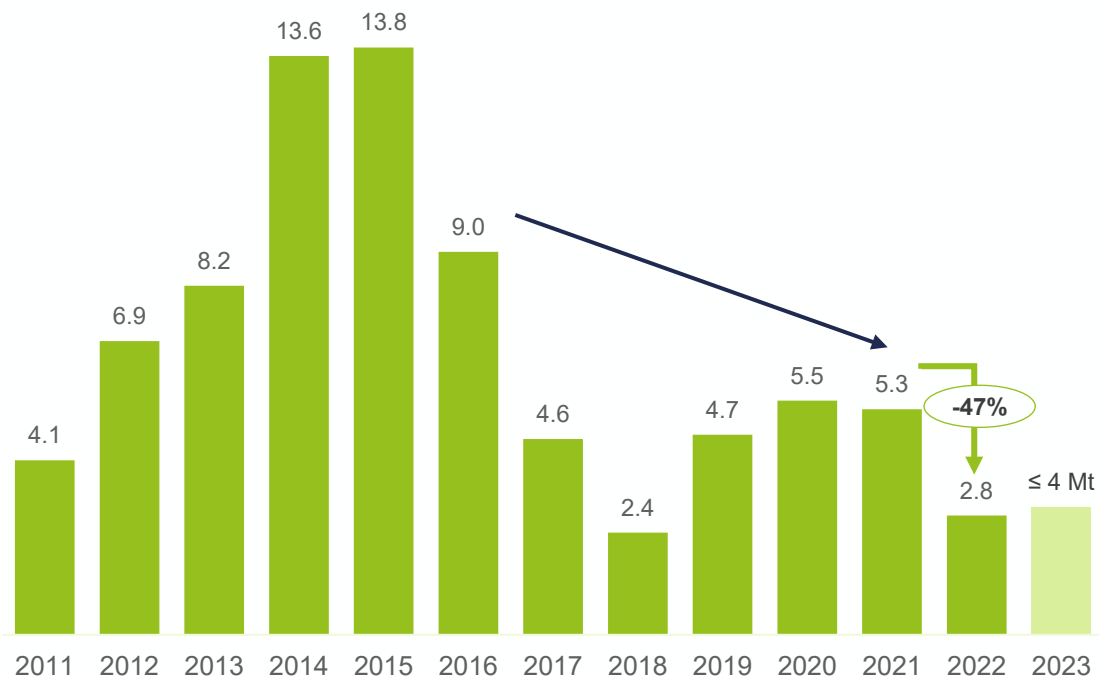


- ✓ Reduced urea import demand in India in 2023 has been offset by **robust & increased demand from other markets**, incl. Australia, Turkey, EU, Thailand, Ukraine
- ✓ **Strong underlying crop fundamentals:** grain stocks-to-use ratio below the 10-year average support high farm incomes and increased planted acreage to rebuild stocks
- ✓ In the **United States alone, 2023-2024 corn acreage** expected to be **up ≈7%** year-over-year to ≈95 million acres.

# Constrained Chinese Exports & Robust Indian Imports Supportive Of Nitrogen Prices

## Chinese Exports Curtailed on Domestic Demand and Closures

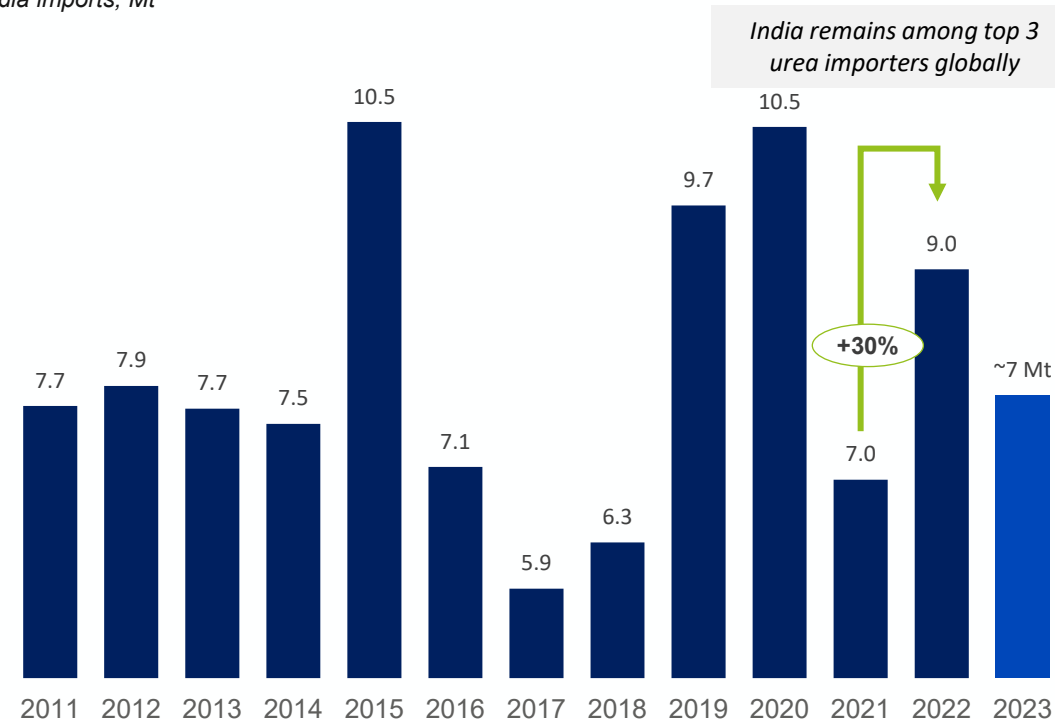
China urea exports, Mt



- Medium-term exports expected ≤ 4.0 Mt given environmental policy impact and prioritization of energy & supply of fertilizers for domestic consumption
- **Jan-Sep 2023 exports of 2.8 Mt.** Winter storage program is underway in Q4.

## Indian Imports Robust Despite New Capacity Commissioning

India imports, Mt



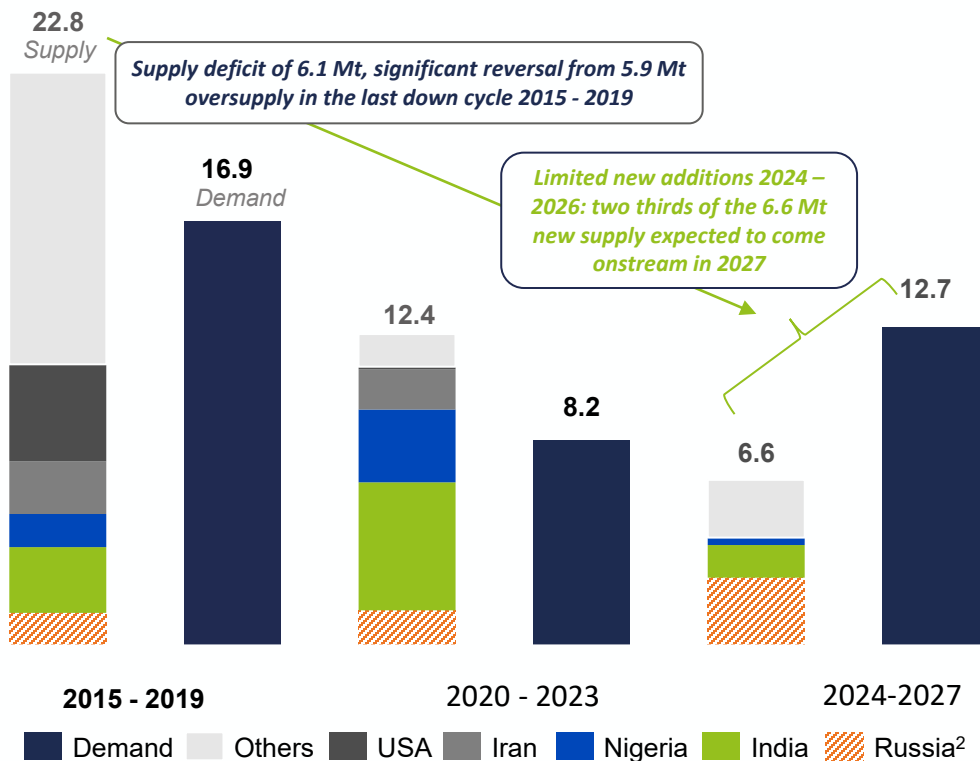
- **Indian imports supported by growth in crop area and subsidies** favouring urea, partially offsetting higher domestic production from new capacity ramping up
- **Jan-Oct 2023 imports of 5.1 Mt, with a further ~1.6 Mt expected to be shipped by end 2023**



# Limited New Nitrogen Capacity, Offset by Higher Demand

Slowdown of new urea capacity additions, with good visibility given ~5-year project lead time

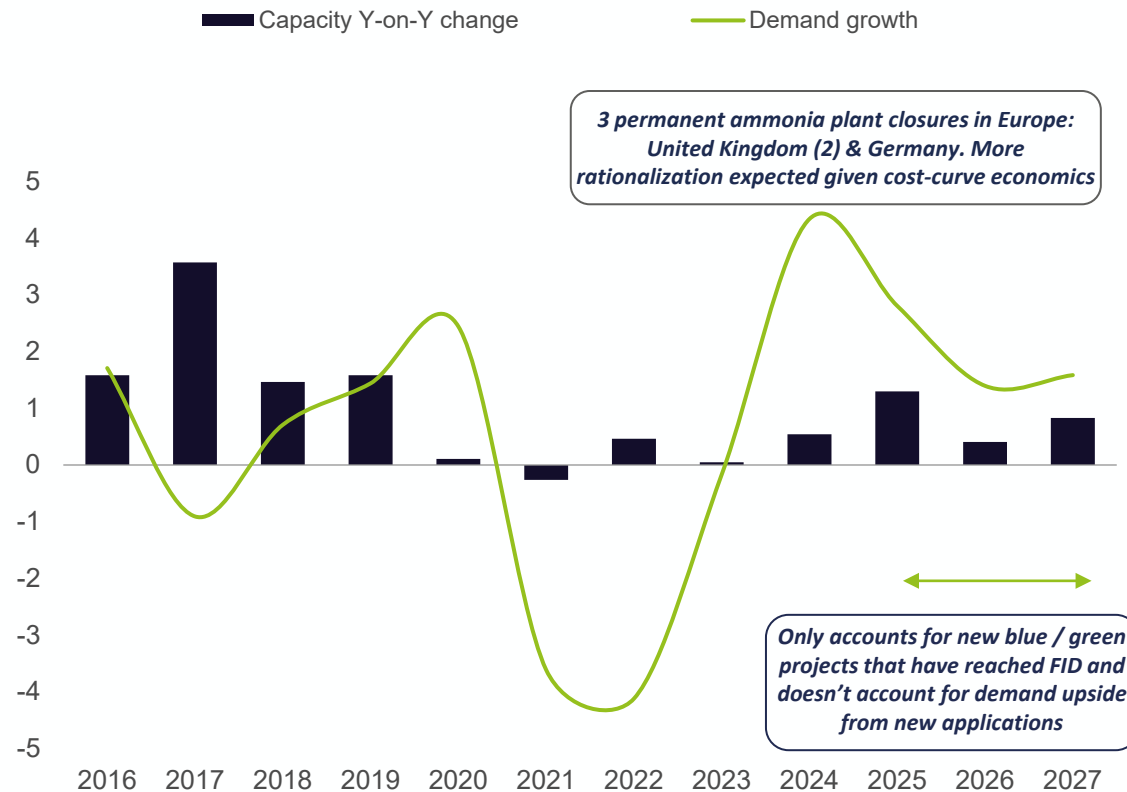
Global urea net capacity additions and demand growth, ex-China, Mt<sup>1</sup>



Most new Indian capacity was absorbed by the end of H1 2023, with the remaining only one Indian project expected to come online in 2026-27

Merchant ammonia market expected to be underpinned by cost curve economics & impact of CBAM post-2026

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

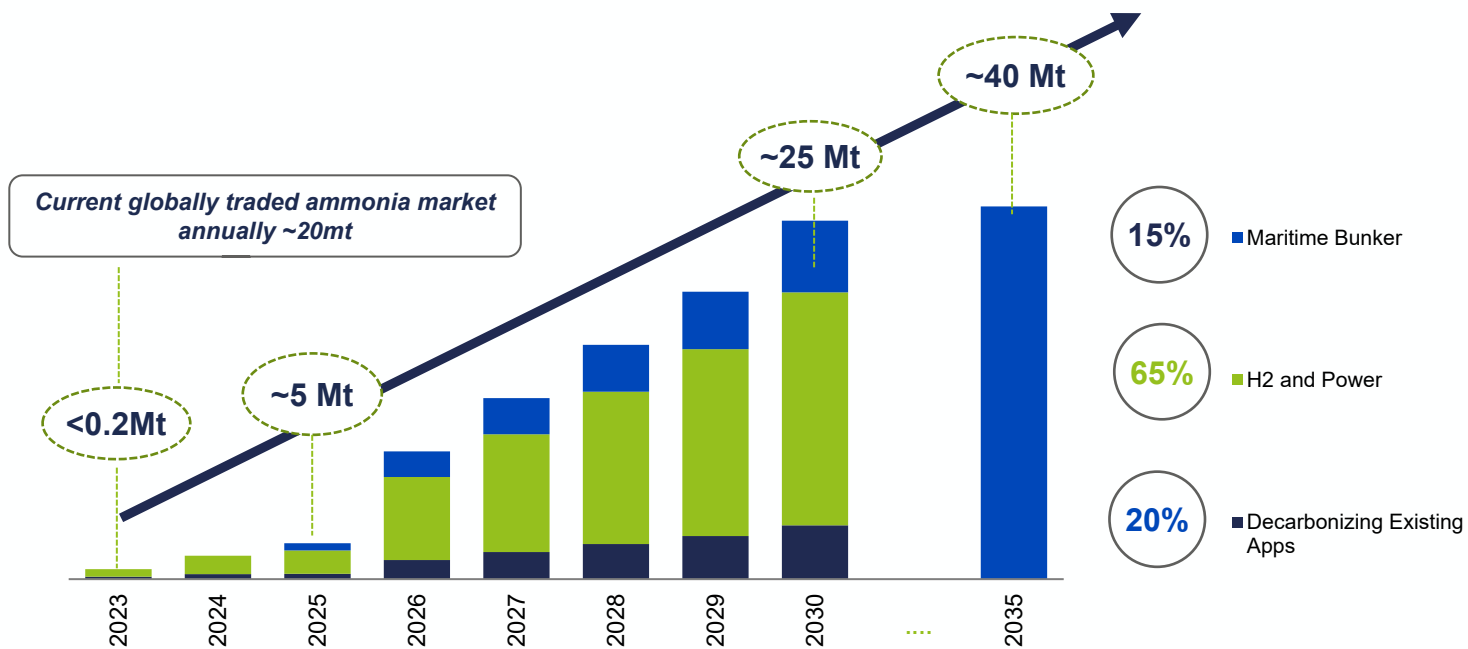


Increased focus on the environment & interest in energy transition, limiting “grey” capacity additions in the US, EU, China and elsewhere

# Incremental Ammonia Demand From New Clean Energy Applications

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

Outlook for incremental low-carbon ammonia demand by end-use to 2035, Million Mt



### Conventional uses



Nitrogen-based Fertilizers



Feedstock for Chemicals



Marine Fuels



Power generation



H<sub>2</sub> Carrier

### New applications

## Key Demand Drivers

### Emissions & carbon markets

- 1 Development of ETS systems, CBAM and carbon credits

### Low-carbon hydrogen economies

- 2 Development of multiple nationwide hydrogen roadmaps & strategies

### Decarbonization trend

- 3 Corporate emissions reduction targets & national net zero targets

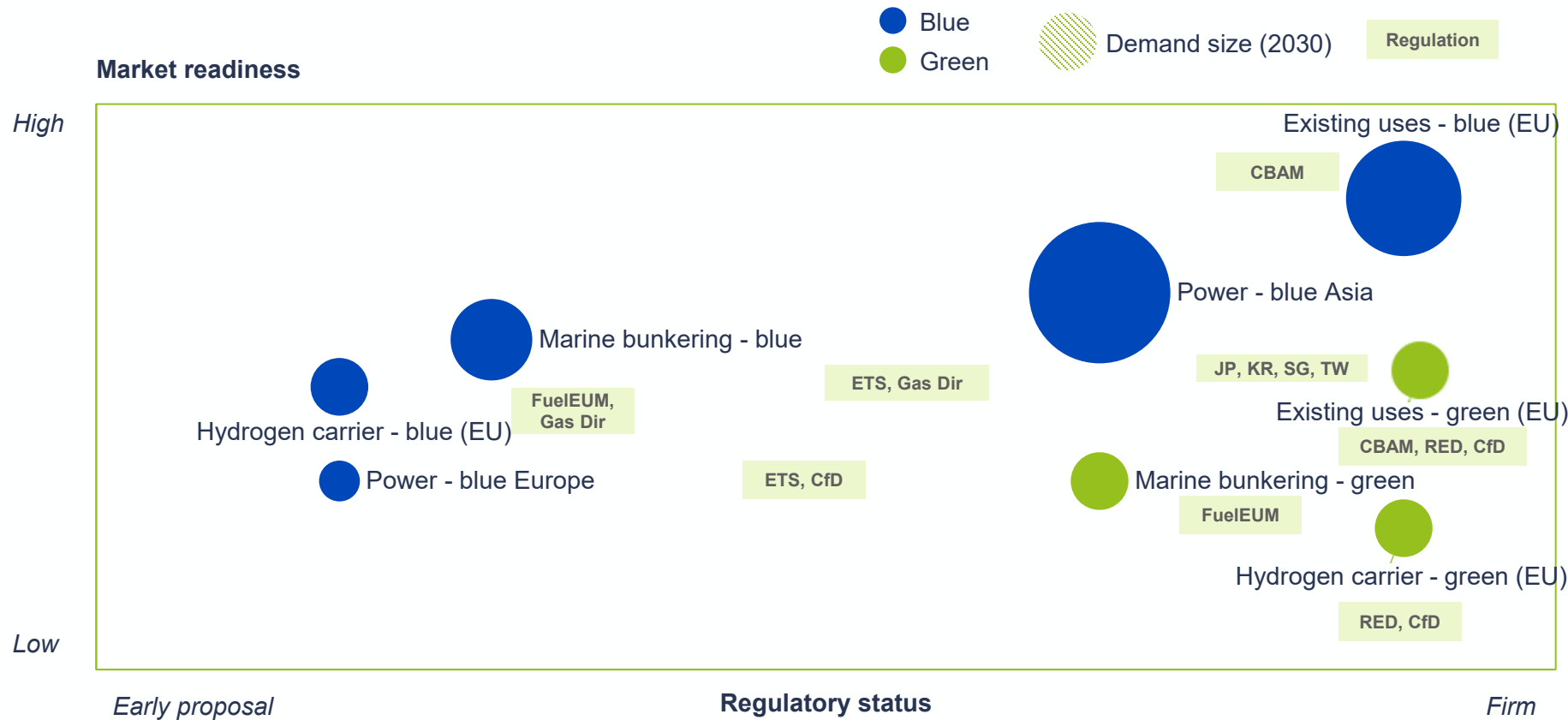
### Energy transition & security

- 4 Energy transition coupled with energy security & energy supply diversification

Sustainability-driven business models

# Ammonia Demand Snapshot

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



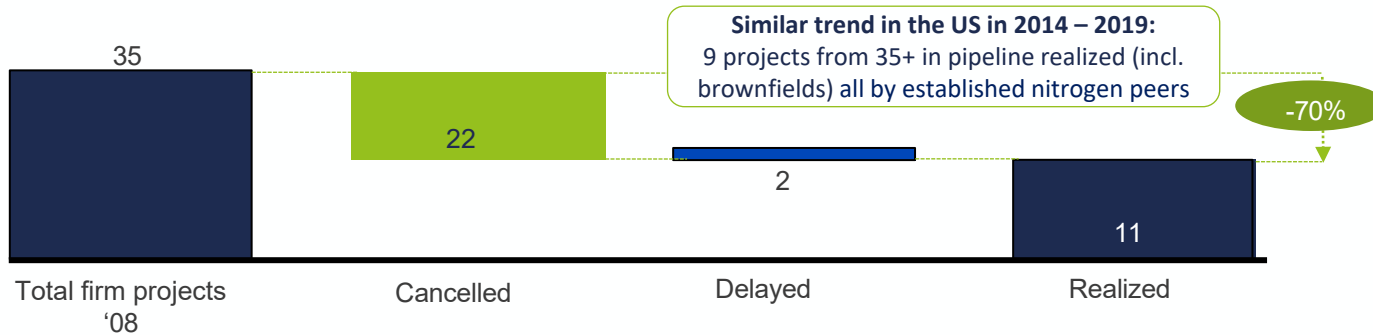
- ❑ **Market readiness** = demand technology readiness, economic competitiveness
- ❑ **CfD = Contract for Difference** scheme like SDE++ in the Netherlands, H2Global and the €50 billion industrial decarbonization fund from Germany
- ❑ **Existing uses** = fertilizers and chemicals
- ❑ **Hydrogen carrier**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



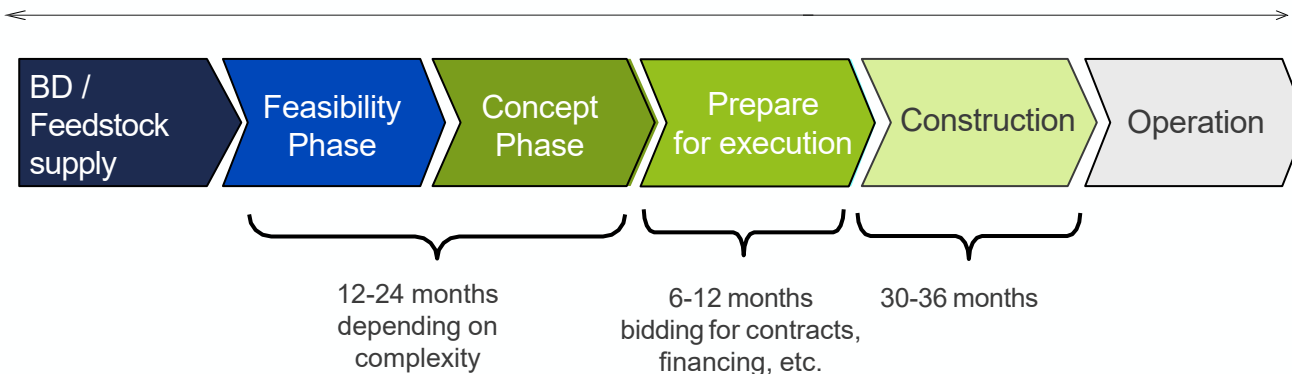
# Low Carbon Ammonia Supply Will Be Slow To Commission

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>

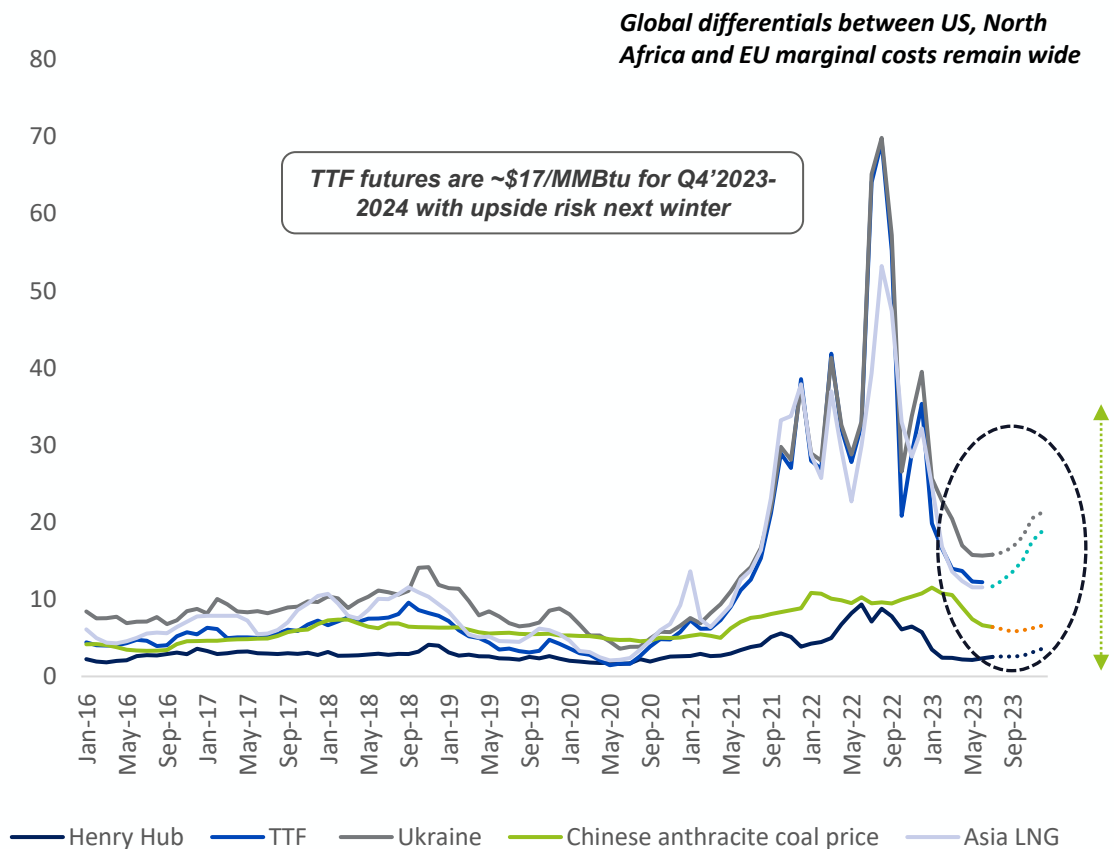


## Low carbon ammonia supply bottlenecks

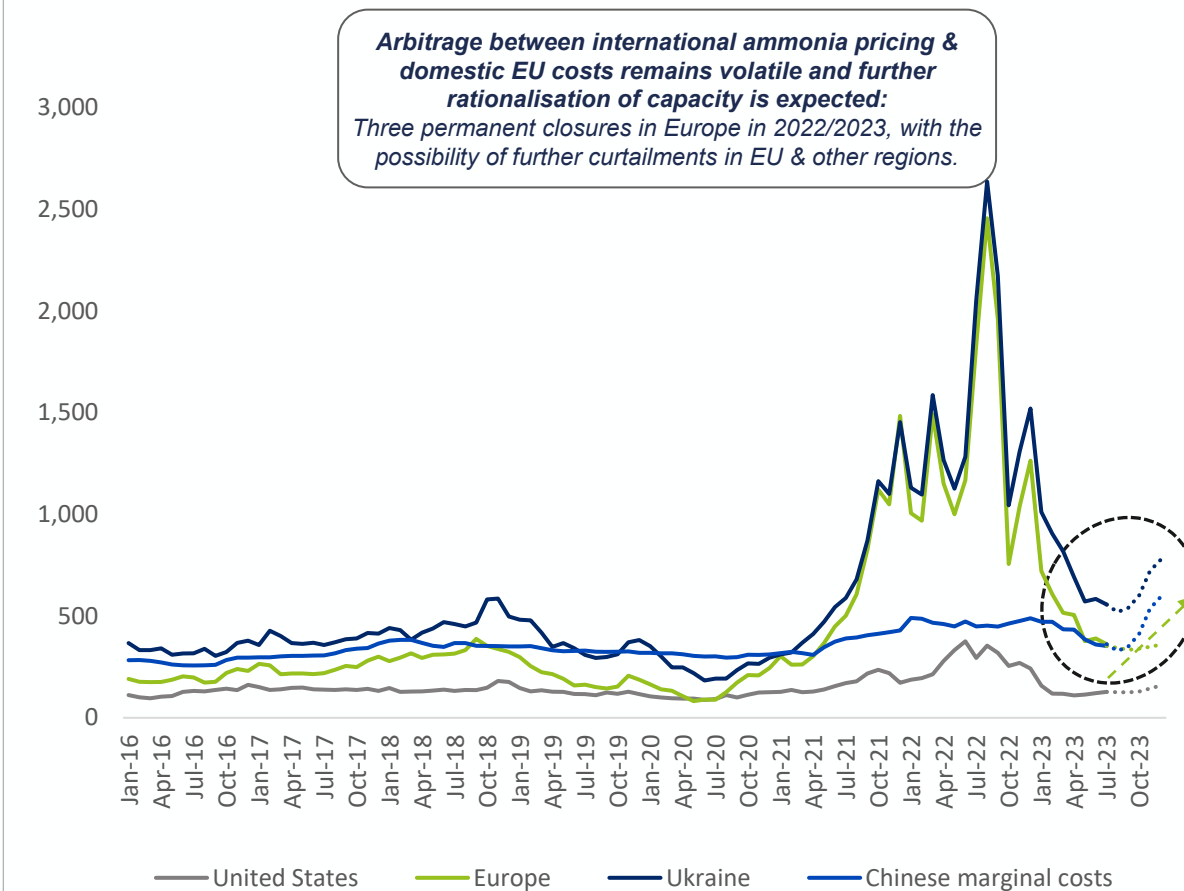
- 1 Financing:** higher interest rates, need for bankable long-term offtakes, especially new entrants
- 2 Extensive ammonia infrastructure:** scarce and expensive for non-incumbents
- 3 Scalable technology** for green hydrogen projects likely 2030+
- 4 Higher replacement costs and supply chain issues**

# Elevated Costs for Marginal Producers Supportive of Nitrogen Prices

Global Feedstock Prices 2017-2023F, \$/MMBtu



Cash Costs per ton of Ammonia 2017-2023F, \$/t



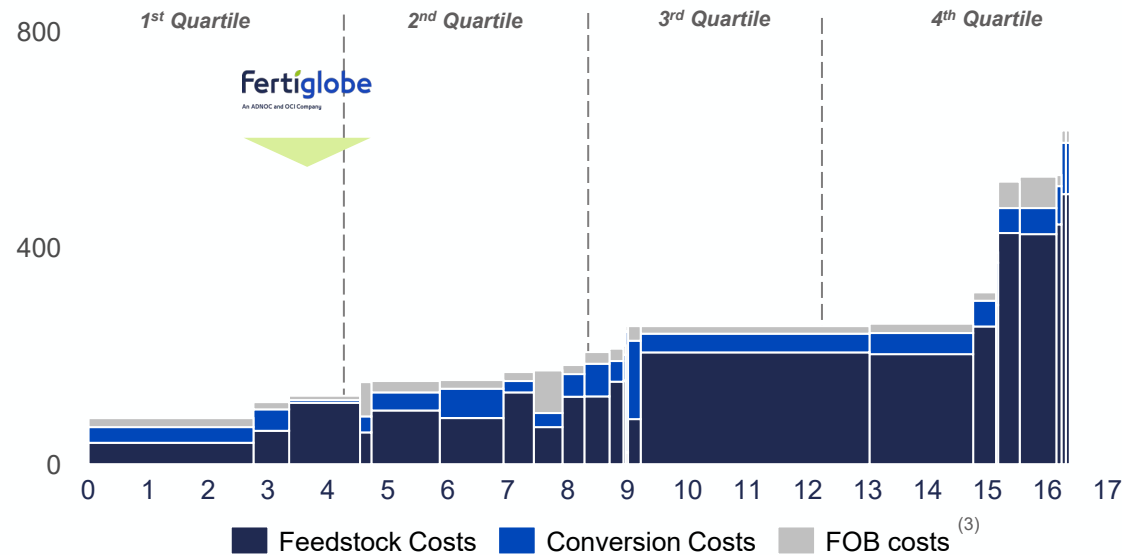
# Fertiglobe Positioned on First Quartile of Nitrogen Cost Curves

## Benefit from attractively priced, long-term gas contracts and low conversion costs

- Long-term attractive gas supply agreements with EGPC in Egypt, Sonatrach in Algeria, and ADNOC in Abu Dhabi supporting advantageous cost position
- Young asset base with high gas efficiency and high reliability, resulting in lower costs per tonne
- Local currency denominated costs, allowing for lower overhead costs. The recent devaluation of the Egyptian pound is expected to have a positive impact on our cost base.
- Operations located in tax-advantaged regions, resulting in a low effective cash tax rate
- Freight and logistical advantage to most major markets allow Fertiglobe to capitalize on higher pricing in markets during peak demand periods
- Situated in the 1<sup>st</sup> quartile of the ammonia and urea cost curves
  - In Algeria and the UAE, gas prices are fixed with annual escalation factors<sup>1</sup>
  - In Egypt, gas prices are linked to the weighted-average selling price of urea and ammonia as part of a revenue sharing mechanism

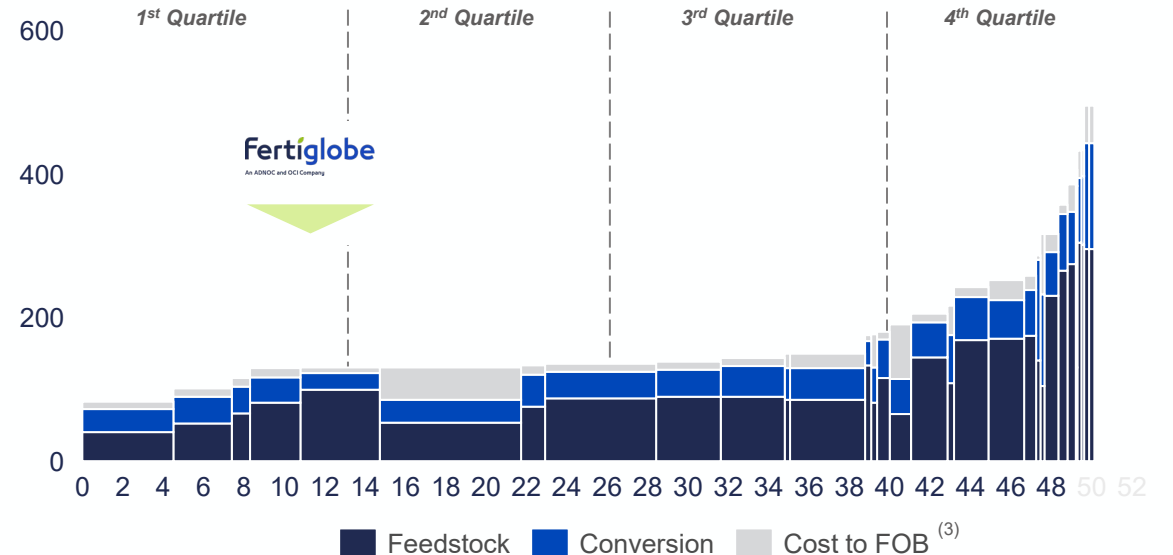
### Ammonia Global Cost Curve, FOB plant cash costs, \$/t

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



### Urea Global Cost Curve, FOB cash costs, \$/t

Y axis: Urea FOB costs in 2023; X axis: Global urea production, Million mt



## Profit sharing mechanism with gas suppliers ensures top quartile positioning through the cycle



# Table of Contents

Highlights



Q3 2023 Financial  
Performance & Updates



Market Outlook



Appendix



**Fertiglobe**

An ADNOC and OCI Company



# Appendix

Q3 2023 *Results*



# 30 September 2023 Leverage Position

## Fertiglobe Ends Sep 2023 with Net Cash of \$28 million

\$ million	30-Sep-23	31-Dec-22
<b>Cash and bank balances</b>	<b>1,599.3</b>	<b>1,442.0</b>
Loans and borrowings - current	63.6	89.6
Loans and borrowings - non-current	1,507.7	1,065.6
<b>Total borrowings</b>	<b>1,571.3</b>	<b>1,155.2</b>
<b>Net debt / (cash)</b>	<b>(28.0)</b>	<b>(286.8)</b>
Net debt / (cash) divided by Adj. EBITDA	0.0x	(0.1x)

### Key Highlights

- In December 2022, Fertiglobe refinanced its existing bridge facility with a new three-year facility amounting to \$300 million, and a new five-year facility amounting to \$600 million, extending Fertiglobe's weighted average debt maturity from 2 years to 4 years. Fertiglobe also increased the capacity of its existing Revolving Credit Facility (RCF) by \$300 million to \$600 million, and extended the maturity to December 2027 (from August 2026), providing ample liquidity.
- Following quarter-end, Fertiglobe has reached commercial agreement with a group of its core relationship banks on the terms of a new \$500 million term facility, which is expected to be executed shortly. Once the facility is executed, the proceeds will be used to refinance shorter term borrowings, further improving Fertiglobe's maturity profile and liquidity, in line with the company's commitment to an investment grade capital structure.
- In June 2022, Fertiglobe was issued first time investment grade ratings by S&P, Moody's and Fitch (BBB-, Baa3 and BBB-, respectively), recognizing its strong free cash flow generation, conservative financial policy and robust outlook.
- Fertiglobe paid a total of \$1,450 million in cash dividends for 2022, including the \$750 million H1 2022 dividends paid in October 2022, and the \$700 million H2 2022 dividends paid in April 2023.



# Reconciliation of Adjusted EBITDA and Adjusted Net Profit

## Reconciliation of reported operating profit to adjusted EBITDA

\$ million	Q3 2023	Q3 2022	9M 2023	9M 2022	Adjustment in P&L
Operating profit as reported	119.3	549.2	495.5	1,814.0	
Depreciation and amortization	72.5	60.1	208.8	184.9	
EBITDA	191.8	609.3	704.3	1,998.9	
<b>APM adjustments for:</b>					
Movement in provisions	-	-	2.1	5.0	Cost of sales
Cost optimization program	6.6	-	6.6	-	Cost of sales and SG&A expense
Insurance recovery	-	(3.0)	-	(3.0)	Other income
Pre-operating expenditures related to projects	0.6	-	1.5	-	SG&A expense
<b>Total APM adjustments</b>	<b>7.2</b>	<b>(3.0)</b>	<b>10.2</b>	<b>2.0</b>	
<b>Adjusted EBITDA</b>	<b>199.0</b>	<b>606.3</b>	<b>714.5</b>	<b>2,000.9</b>	

## Reconciliation of reported net profit to adjusted net profit

\$ million	Q3 2023	Q3 2022	9M 2023	9M 2022	Adjustment in P&L
Reported net profit attributable to shareholders	39.5	291.6	254.4	1,077.6	
<b>Adjustments for:</b>					
Adjustments at EBITDA level	7.2	(3.0)	10.2	2.0	
Forex loss/(gain) on USD exposure	(10.9)	39.4	0.4	6.4	Finance income and expense
Other financial expense	-	0.3	-	10.0	Finance expense
Non-controlling interest	7.0	(37.6)	(2.9)	(6.1)	Uncertain tax positions / minorities
Tax effect of adjustments	(1.6)	0.8	(1.6)	0.8	Taxes
<b>Total APM adjustments at net profit level</b>	<b>1.7</b>	<b>(0.1)</b>	<b>6.1</b>	<b>13.1</b>	
<b>Adjusted net profit attributable to shareholders</b>	<b>41.2</b>	<b>291.5</b>	<b>260.5</b>	<b>1,090.7</b>	

# Reconciliation of EBITDA to Free Cash Flow and Change in Net Debt

## Reconciliation of EBITDA to Free Cash Flow and Change in Net Debt/(Cash)

\$ million	Q3 2023	Q3 2022	9M 2023	9M 2022
<b>EBITDA</b>	<b>191.8</b>	<b>609.3</b>	<b>704.3</b>	<b>1,998.9</b>
Working capital	5.1	(50.2)	(1.7)	(36.6)
Maintenance capital expenditure	(28.8)	(18.4)	(70.5)	(38.2)
Tax paid	(14.2)	(35.9)	(47.0)	(169.6)
Net interest paid	(28.4)	(16.8)	(55.2)	(39.8)
Lease payments	(6.8)	(3.7)	(17.7)	(10.7)
Dividends paid to non-controlling interests and withholding tax	-	(368.3)	(83.1)	(435.6)
<b>Ecremage</b>	<b>7.7</b>	<b>73.3</b>	<b>28.6</b>	<b>230.4</b>
<b>Free Cash Flow</b>	<b>126.4</b>	<b>189.3</b>	<b>457.7</b>	<b>1,498.8</b>
<b>Reconciliation to change in net debt/(cash):</b>				
Growth capital expenditure	(4.3)	(5.1)	(9.8)	(9.3)
Other non-operating items	(12.1)	(3.9)	1.0	(6.8)
Net effect of movement in exchange rates on net debt/(cash)	(15.1)	18.7	(5.7)	(6.5)
Dividend to shareholders	-	-	(700.0)	(340.0)
<b>Other non-cash items</b>	<b>(0.6)</b>	<b>(0.3)</b>	<b>(2.0)</b>	<b>(5.9)</b>
<b>Net Cash Flow in Net Debt/(Cash)</b>	<b>94.3</b>	<b>198.7</b>	<b>(258.8)</b>	<b>1,130.3</b>

## Appendix

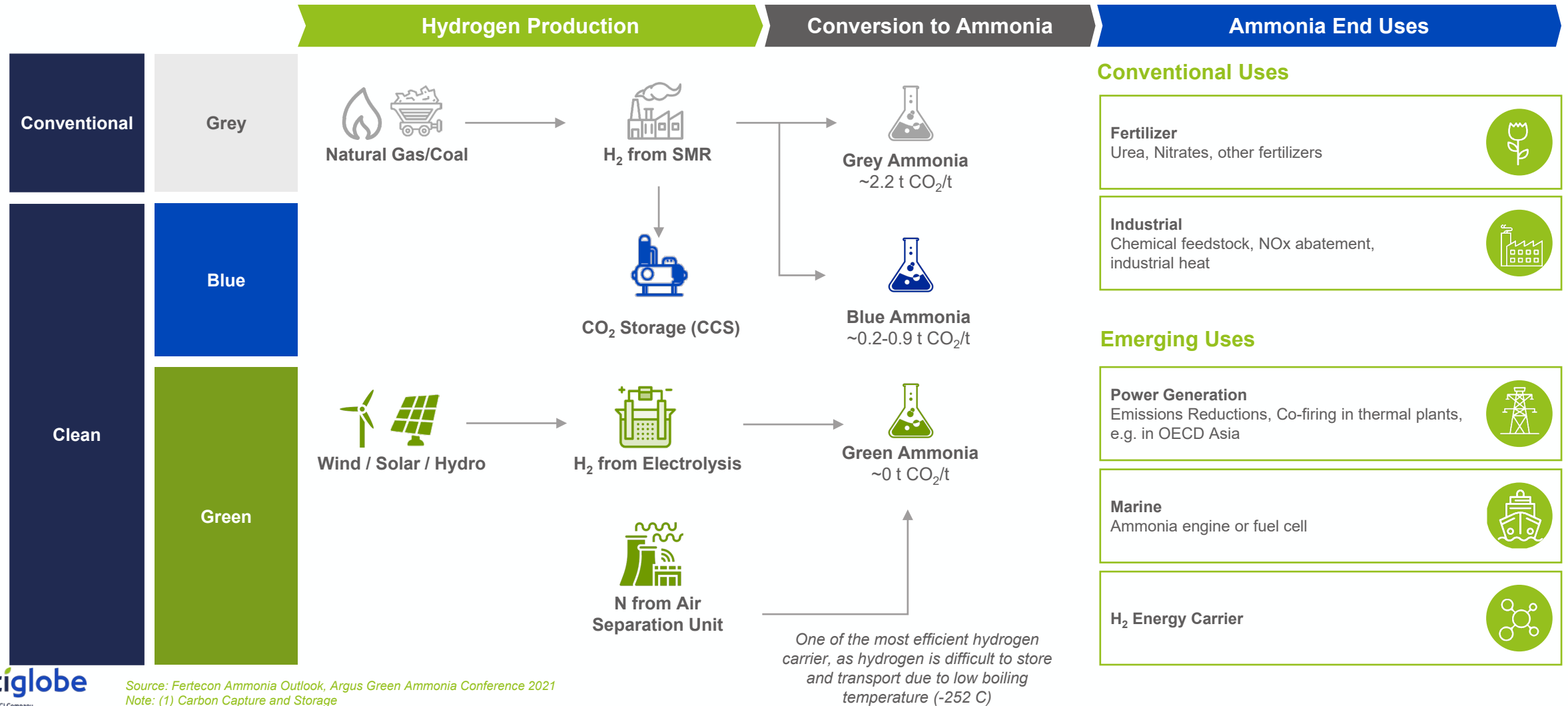
### *Hydrogen and Clean Ammonia Potential*





# Ammonia is Well Positioned to Capture the Hydrogen Opportunity

With >40% of Grey Hydrogen Use Today, Ammonia is a Building Block in the Emerging H2 Economy Acting As Its Best Carrier



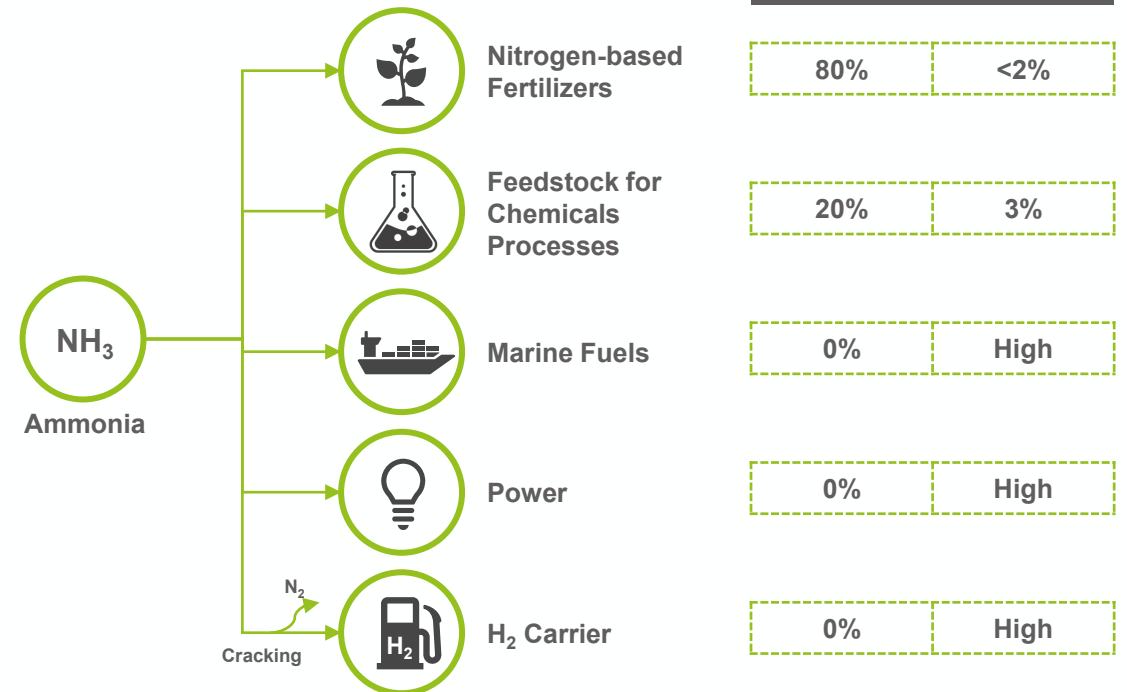
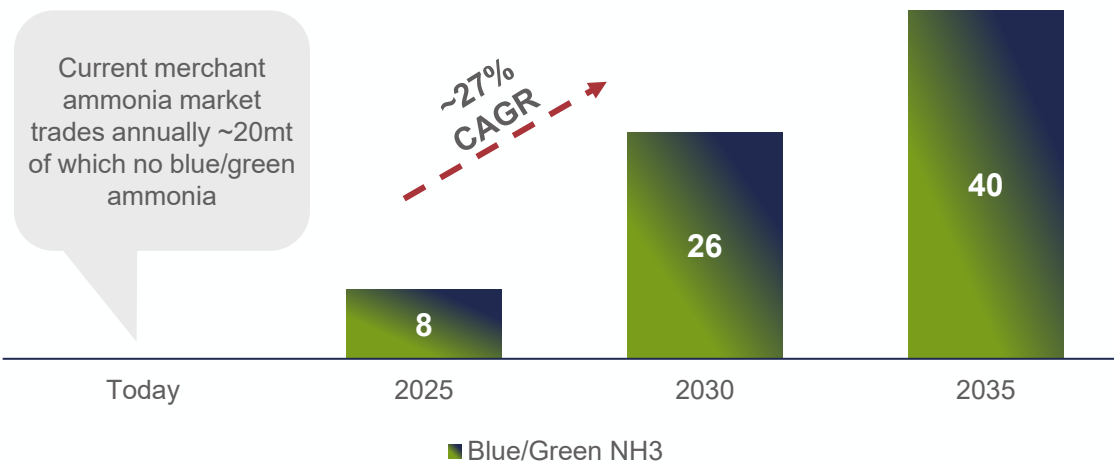
# Significant Incremental Ammonia Demand From New Clean Energy Applications

## 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. power and shipping)
- **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 market
- 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

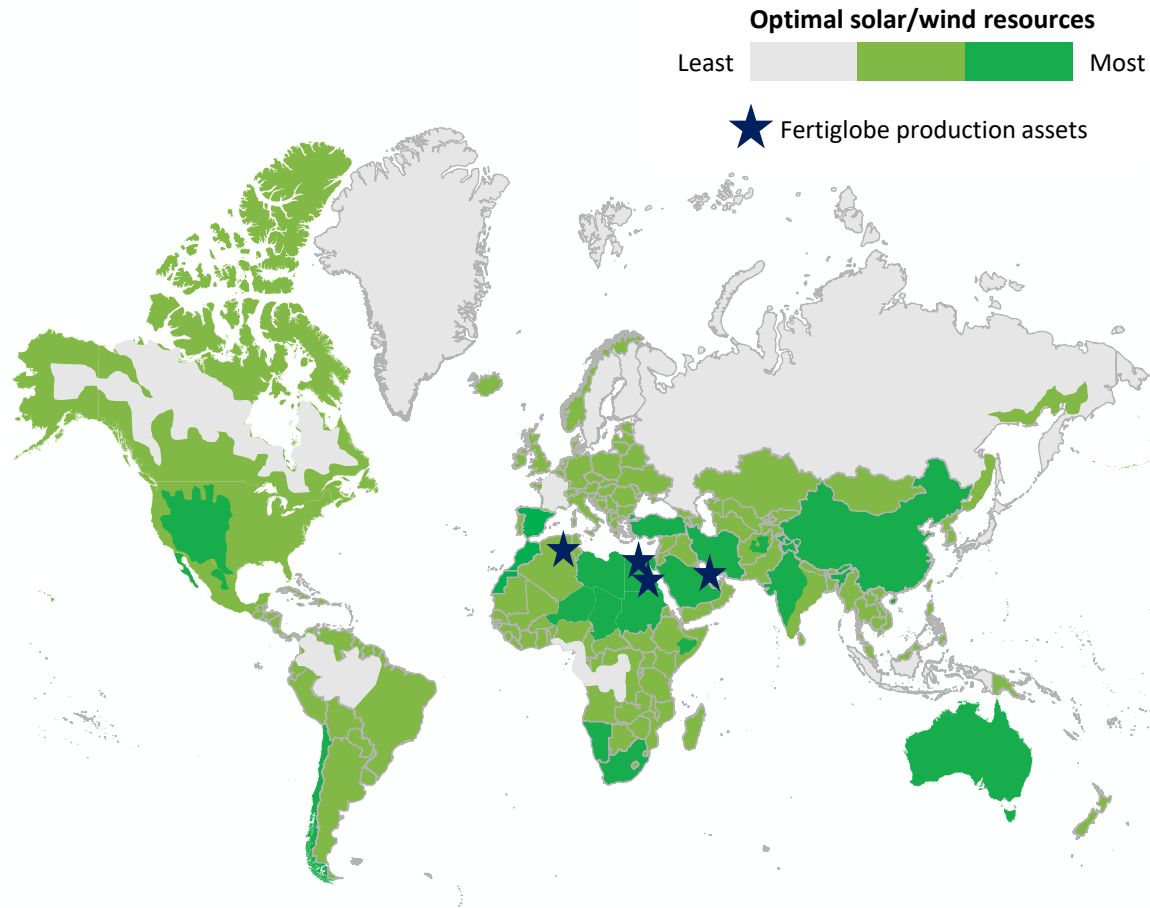
### Blue/Green Ammonia to Make Up ~50% of Merchant Market vs Zero Today

Mt



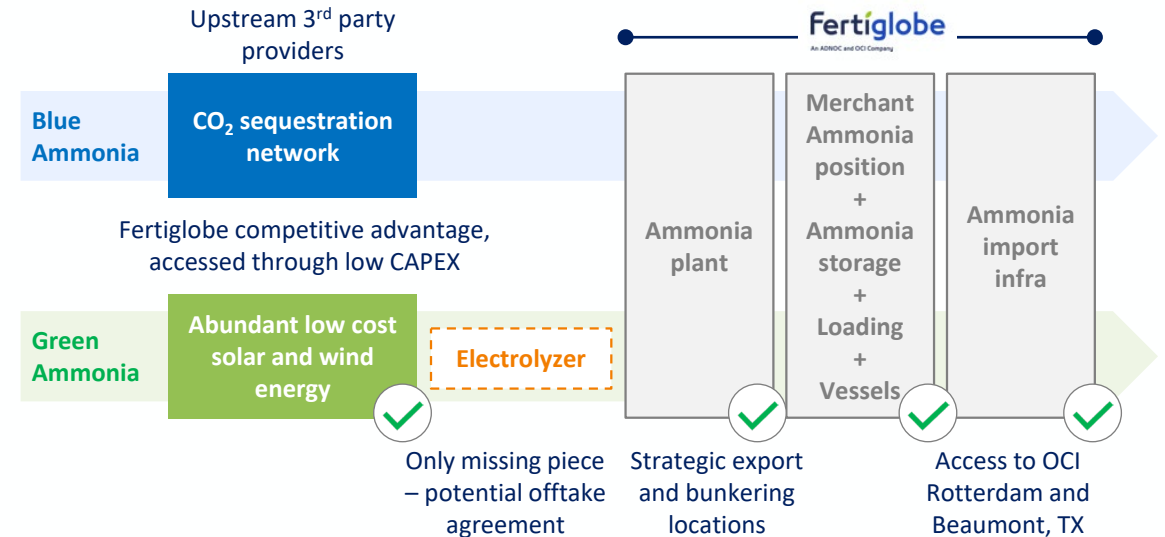
# Fertiglobe is Very Well Positioned to Capture the Hydrogen Potential

## Located in Proximity to Renewable Energy Sources and Shipping Hubs



**Plants with ample access to low cost solar and wind sources and located on the busiest shipping lanes in the world**

## Asset Base with Existing Access to the Entire Hydrogen Supply Chain



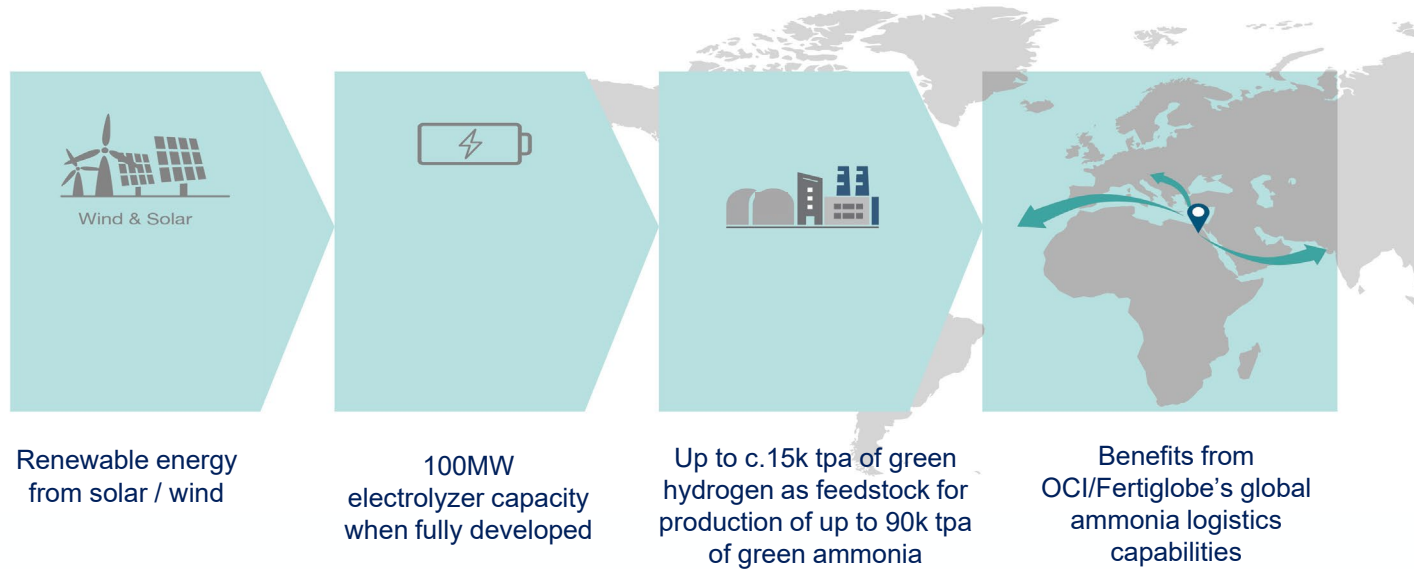
- Fertiglobe is a plug-and-play for low carbon ammonia, with significant competitive advantages in comparison to other greenfield projects
- Ready to benefit from blue and green ammonia opportunities with practically all critical necessary pieces in place
- Can use electrolyzers incrementally with variable output to ammonia synthesis in line with typical renewable feedstocks
- Fertiglobe is evaluating and developing a number of lower carbon projects across its global asset base

**Minimal capex required to add green/blue hydrogen capacity compared to greenfield projects**



# Green Hydrogen and Ammonia Project in Egypt

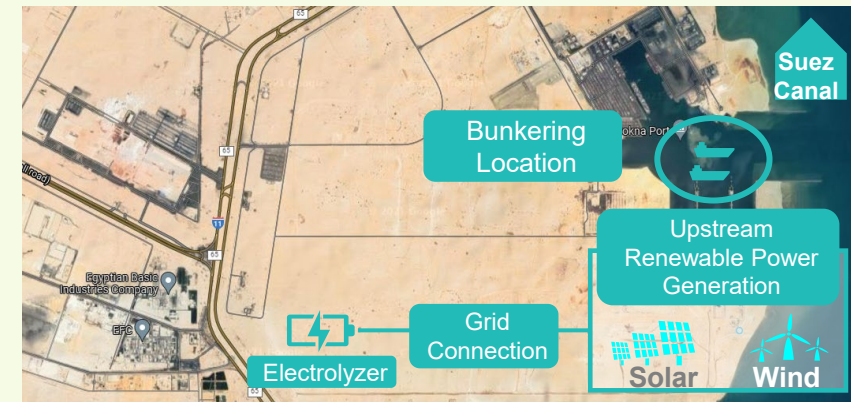
## Africa's first integrated green hydrogen plant



### Milestones

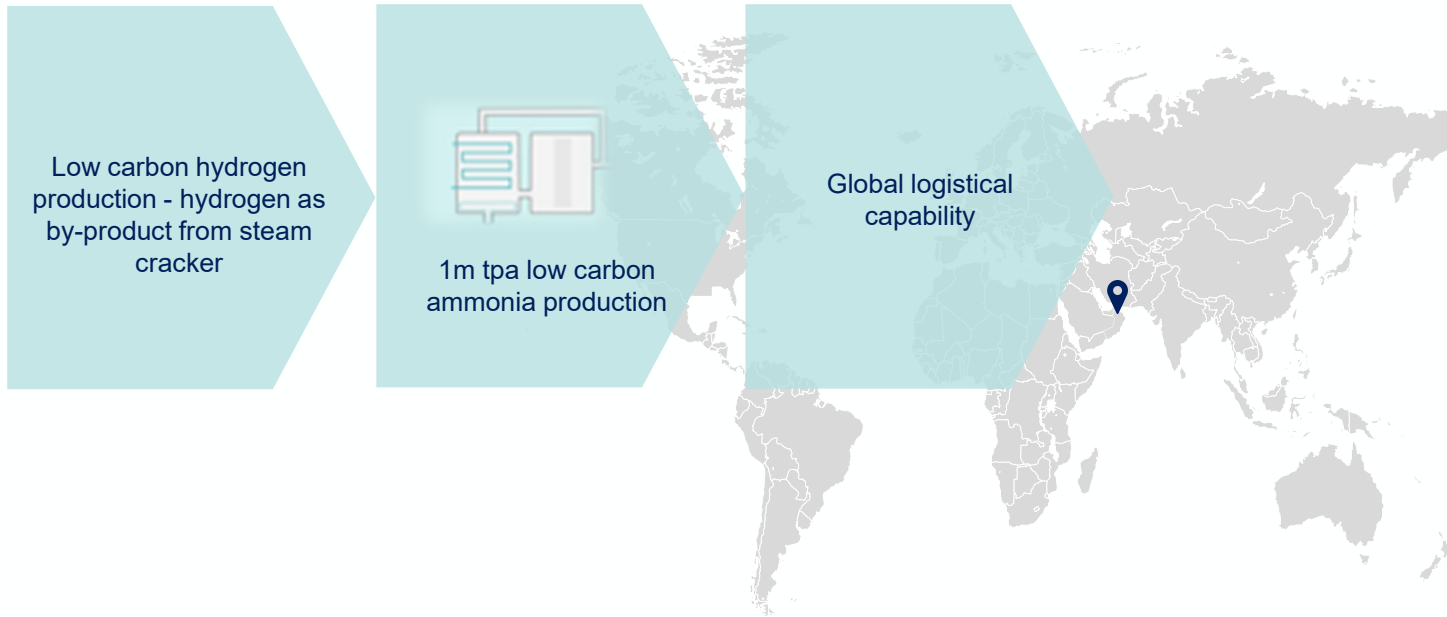
- ✓ Project started commissioning of the first phase during COP27 in November 2022
- ✓ On-spec green ammonia production started in Q1 2023
- ✓ Evaluating engineering and technology choices for the full-scale 100 MW plant:
- ✓ Aim to reach Final Investment Decision (FID) in 2023
  - ✓ Received ISCC PLUS certification for renewable ammonia production from Fertiglobe's Egypt facilities in Q4 2022
  - ✓ We are considering various global government incentives to support the project to achieve final investment decision

### Project partners



# Ta'ziz Low Carbon Ammonia project in the UAE

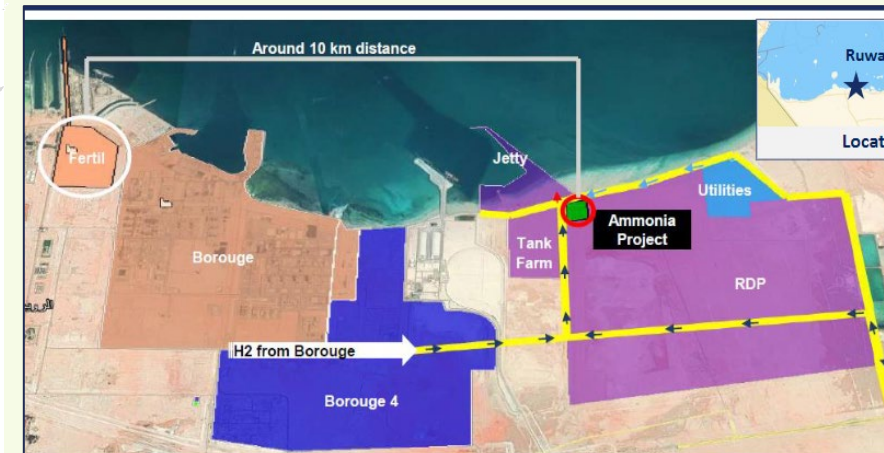
## World-scale 1mpa low-carbon ammonia production capacity



### Milestones

- ✓ **2021:** Announced world scale 1 million tons low-carbon ammonia facility in partnership with ADNOC and ADQ (Ta'ziz), GS Energy Corporation and Mitsui & Co., Ltd
- ✓ **Signing of Shareholders' Agreement** announced in January 2023
- ✓ On behalf of the project, **Fertiglobe signed the EPC contract with Tecnimont S.p.A**

### Project partners



Located in Ta'ziz Industrial Chemicals Zone, adjacent to Ruwais Industrial Complex which will supply attractive hydrogen and nitrogen feedstocks

## Appendix

### *Fertiglobe: Strategic Positioning*





# 4 World-Scale Assets Leveraging a Global Centralised Commercial Platform



Total Fertiglobe Capacity (mtpa)			
Gross ammonia	4.4	Urea	5.1
Net ammonia	1.6	DEF	0.5 <sup>(3)</sup>

UAE	Egypt	Algeria																
<b>Fertil (100%)</b>	<b>Egyptian Fertilizer Company (100%)</b>	<b>Sorfert (51%)</b>																
<table border="1"> <thead> <tr> <th>Product</th> <th>mtpa</th> </tr> </thead> <tbody> <tr> <td>Urea</td> <td>2.2</td> </tr> <tr> <td>DEF</td> <td>0.1<sup>(3)</sup></td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>Commissioned 1983 (line I) and 2013 (line II)</li> <li>Fully integrated</li> <li>180kt on-site Urea storage capacity</li> <li>Has its own jetty for loading connected to the plant</li> </ul>	Product	mtpa	Urea	2.2	DEF	0.1 <sup>(3)</sup>	<table border="1"> <thead> <tr> <th>Product</th> <th>mtpa</th> </tr> </thead> <tbody> <tr> <td>Urea</td> <td>1.7</td> </tr> <tr> <td>DEF</td> <td>0.4<sup>(3)</sup></td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>Commissioned 2000 (line I) and 2006 (line II)</li> <li>Fully integrated</li> <li>Built by Orascom Construction</li> <li>Capable of exporting from Mediterranean and Red Sea</li> </ul>	Product	mtpa	Urea	1.7	DEF	0.4 <sup>(3)</sup>	<table border="1"> <thead> <tr> <th>Product</th> <th>mtpa</th> </tr> </thead> <tbody> <tr> <td>Ammonia</td> <td>0.7</td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>Commissioned 2009</li> <li>Minority Partners: Egyptian General Petroleum Corporation and private individuals</li> <li>Built by Orascom Construction</li> <li>Direct pipeline to EFC and 8km from Sokhna Port</li> </ul>	Product	mtpa	Ammonia	0.7
Product	mtpa																	
Urea	2.2																	
DEF	0.1 <sup>(3)</sup>																	
Product	mtpa																	
Urea	1.7																	
DEF	0.4 <sup>(3)</sup>																	
Product	mtpa																	
Ammonia	0.7																	
<p>Technology Provider</p> <p>HALDOR TOPSØE</p>	<p>Technology Provider</p>	<p>Technology Provider</p>																
<p>Technology Provider</p>	<p>Technology Provider</p>	<p>Technology Provider</p>																

**UAE**

Fertiglobe Distribution

**Distribution Business (100%)**

**Distribution and Trading**

- Own product and 3<sup>rd</sup> party urea and ammonia
- Urea distribution benefits from leased/owned distribution infrastructure as well as partnership agreements with key regional distributors
- Ammonia distribution benefits from 3 ammonia vessels currently chartered (2 long-term and 1 medium-term)

Source: Company Information

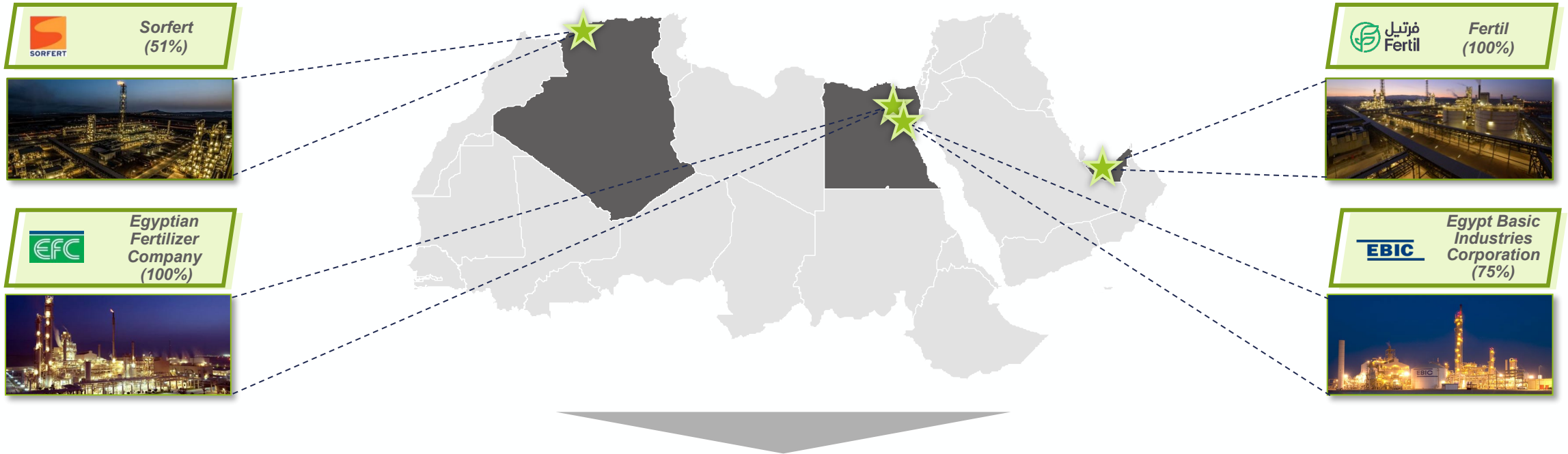
Notes: (1) Fertiglobe is headquartered in Abu Dhabi and was established as an ADGM company in 2019  
 (2) Fertiglobe increased its ownership in EBIC from 60% to 75% in Aug-21, by acquiring a 15% stake from a KBR-led consortium, which includes Mitsubishi, JGC and Itochu

(3) Maximum downstream capacities cannot be achieved at the same time. DEF production capacity not included in the 6.7mt sellable volume capacity

(4) N-7 is a 50/50 JV between OCI and Dakota Gasification Company (DGC) and distributes Fertiglobe's volumes in North America

# Strategically Located Asset Base and Global Distribution Platform

## Diversified Production Footprint in Geographically Advantaged Positions



Unique production platform in export-focused locations with global reach

Fully integrated assets located East and West of the Suez Canal

Multiple interchangeable supply points with ability to deliver ammonia and urea from any of three countries

Plug-and-play for low carbon ammonia with ability to add both blue and green ammonia without prohibitive greenfield capex spending with projects already underway

# Global In-House Commercial Capabilities in Ammonia & Urea

## Strategy Focused on Selling Downstream to Customers and Limiting Role for Traders/Intermediaries, Leading to Structurally Higher Netbacks

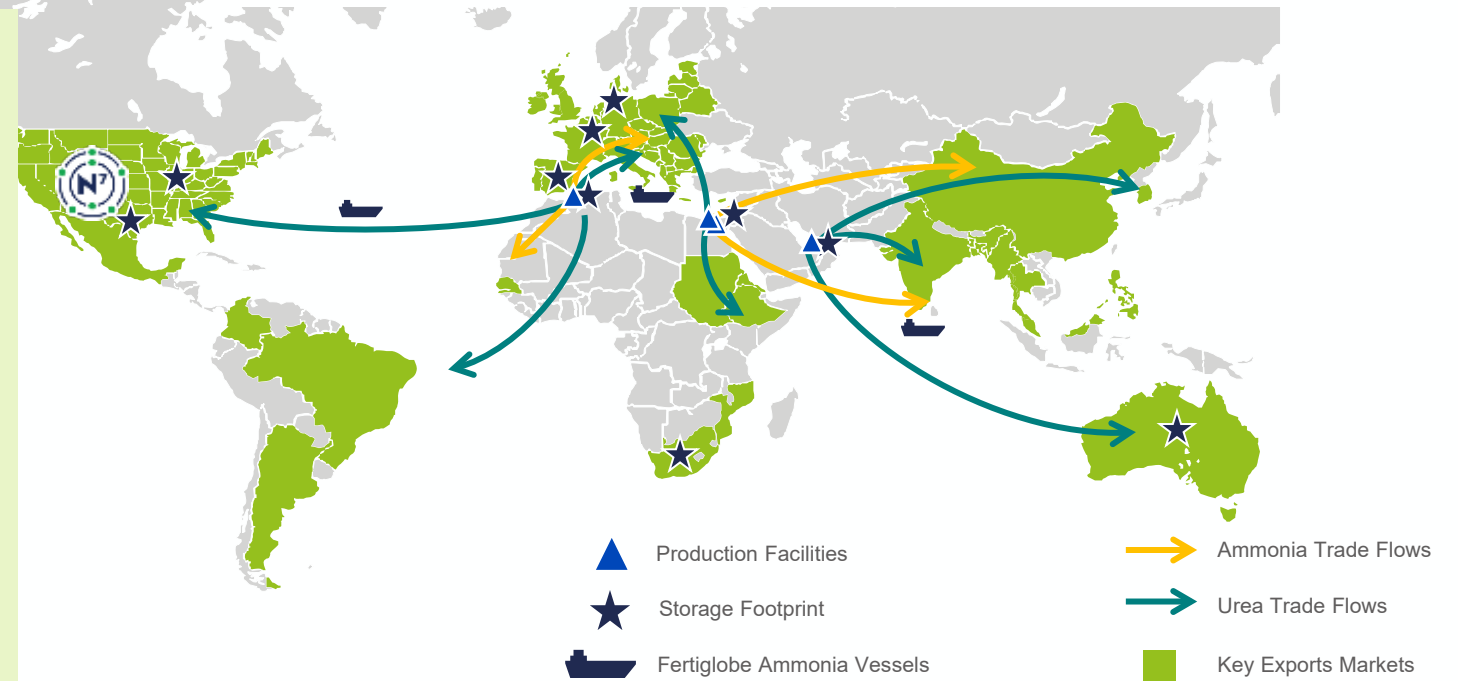
10% global market share of combined ammonia and urea

#1 net ammonia export production capacity in MENA and top 3 globally

### Structural advantage supplemented by strong in-house capabilities and trading platform

- Ability to generate strong trading margins and move third party product reducing trader market share who create volatility
- Fertiglobe as both the producer and the trader always targets value creation
- Low-freight costs, duty-free access to key importing markets and direct-to-customer strategy
- Flexible approach to allocate volumes to the highest netback markets
- Diversified customer base and footprint expansion in Latin America and Asia
- Extensive inland storage and distribution infrastructure in the US with N-7 JV and in Europe
- Fertiglobe benefits from structurally higher realized prices compared to peers - even in the event of a removal of duties into markets such as Europe - given freight, distribution advantage and flexible business model

	Fertiglobe <small>An ADNOC and OCI Company</small>	GCC Producer	Baltic Producer	Black Sea Producer
No import duties into Europe/South America	✓			
No Suez Canal charges to Europe/Americas	✓		✓	✓
No Suez Canal to India/Asia	✓	✓		
Inland distribution infrastructure in US and Europe	✓		✓	

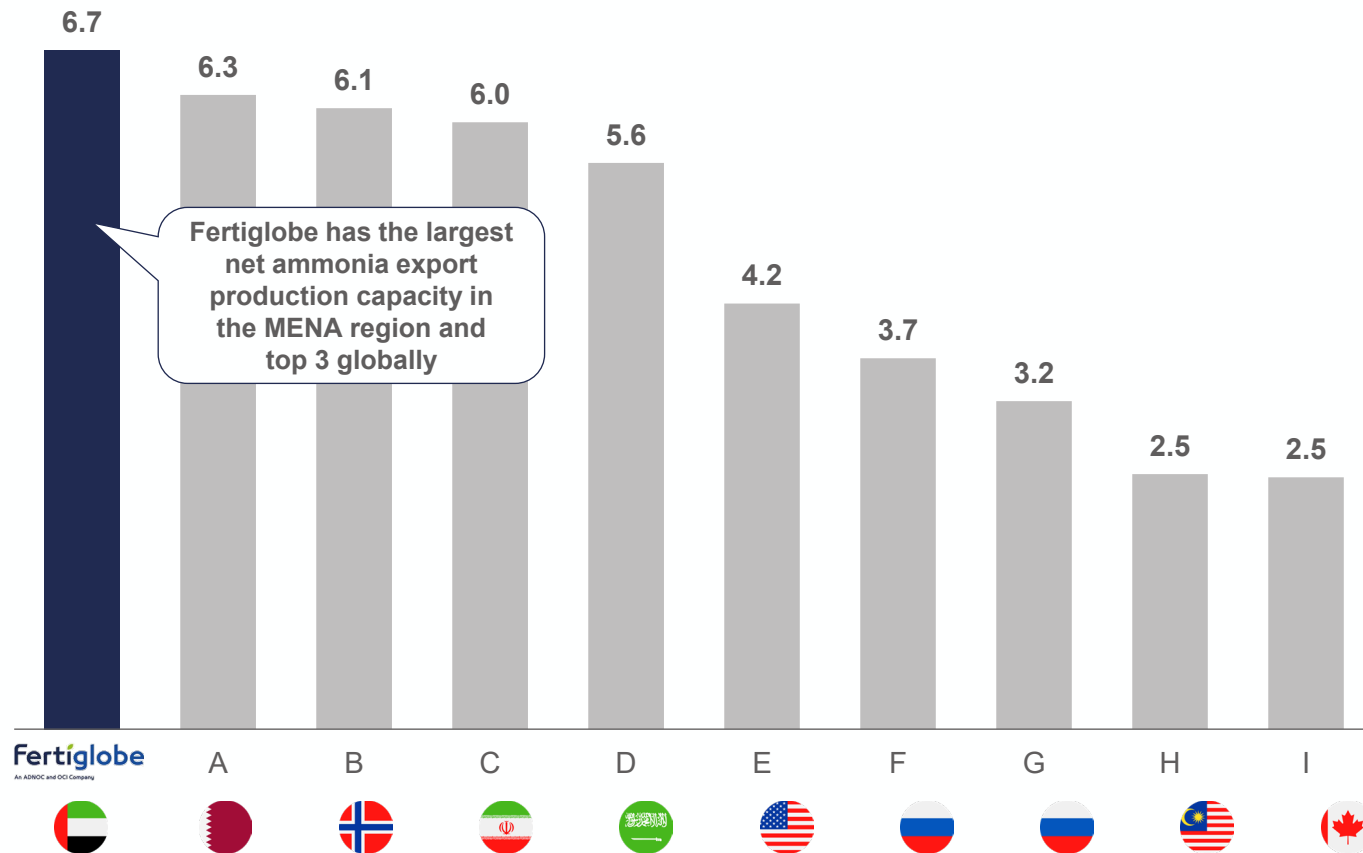


# Leading Nitrogen Fertilizer and Ammonia Exporter Globally

~10% of Combined Ammonia and Urea Global Seaborne Exports

Ammonia and Urea Combined Export Production Capacity<sup>(1)</sup>

Mtpa



## Significant Scale Advantages

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

Source: Annual Reports and websites, CRU and Argus capacity tables

Note: (1) As of Dec-22. Ammonia and urea only, excl. nitrates. Excludes non-seaborne production sold to domestic and regional customers



# Fertiglobe Gas Contracts Overview

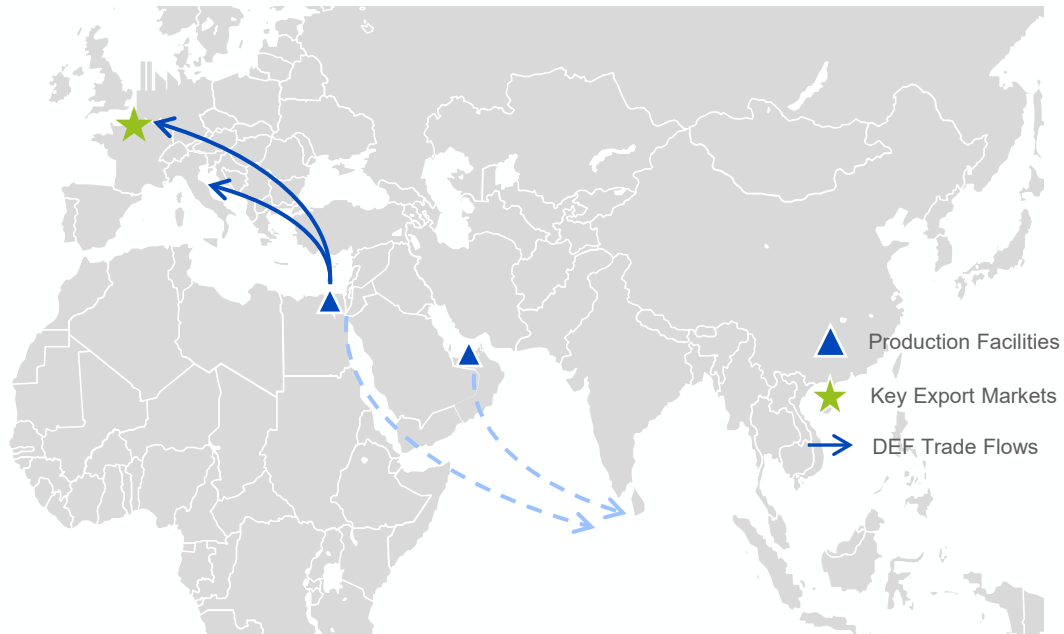
## Attractively Priced Fixed Gas Contracts Ensure Fertiglobe is Competitive Through the Nitrogen Cycle

	 فرتيل Fertil	 EFC <sup>(1)</sup>	 EBIC	 SORFERT
<b>Gas Supplier</b>	ADNOC	GASCO <sup>(2)</sup>	EGPC <sup>(2)</sup>	Sonatrach
<b>Contract Start Date</b>	2019	2005 - 2006	2008	2013
<b>Contract End Date</b>	2044	2030 - 2031	2028	2033
<b>Annual Contract Volume (mmBtu)</b>	56.0	33.5	24.0	60.7
<b>Contract Pricing Mechanism (\$/m mBtu)</b>	<p>Price determined in bi-lateral agreement:</p> <ul style="list-style-type: none"> <li>○ \$3.6/mmBtu in 2023</li> <li>○ Escalation of +3% p.a.</li> </ul>	<p>Price determined in bi-lateral agreement:</p> <ul style="list-style-type: none"> <li>○ \$4/mmBtu floor</li> <li>○ <i>Cost escalation factors above certain product benchmark price levels</i></li> </ul>	<p>Price is determined by national decree, with a contractual price stabilization until September 2023, negotiations commenced recently</p> <ul style="list-style-type: none"> <li>○ \$1.4/mmBtu in 2023 and increases annually by 5%. With additional profits paid to Sonatrach under Ecremage</li> </ul> <p>Following the expiry of the pricing stabilization mechanism, the price of natural gas will be determined in accordance with applicable regulation. Regulation provides that the sale price of natural gas will be freely negotiated with Sonatrach</p>	
<b>Gas Supplier Participation in FG Equity</b>	 36% of FG	NA	 15% of EBIC	 49% of Sorfert

# Fertiglobe Diversifies Product Offering via DEF

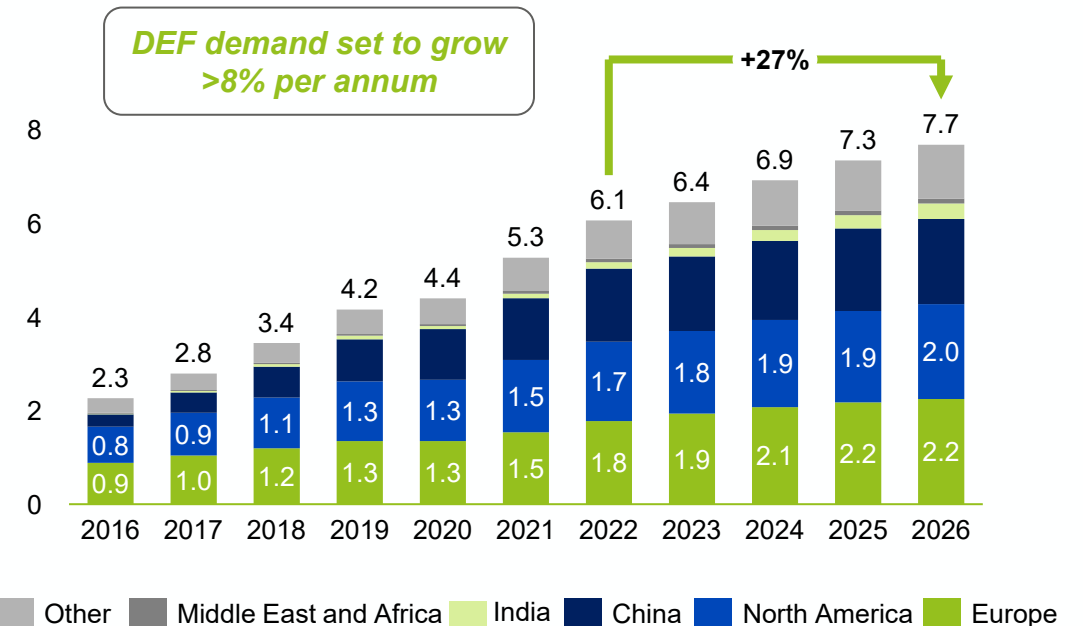
- **Diesel Exhaust Fuel (DEF)**, also known as AdBlue® in Europe, is a urea solution used to **reduce NOx and particulate emissions from diesel combustion**
- DEF has demonstrated a **~5% improvement in fuel economy**
- Demand is supported by increasingly stricter emission regulations, making Europe a key market for AdBlue® sales.
- **Fertiglobe has the capacity to produce 0.5 million tonnes of DEF** at its facilities in Egypt and the UAE, and both facilities being able to quickly ramp up production

## Exports of trial shipments of AdBlue® from Fertiglobe’s plant in Egypt to Europe in Q4 2022 and early 2023



## Attractive Fundamental Drivers for DEF Demand

Global DEF Consumption, Million Metric Urea Equivalent Tons



# Fertiglobe

An ADNOC and OCI Company