Fertiglobe

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Fertiglobe

Q1 2022 Results Presentation

12 May 2022

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Fertiglobe at a Glance(1)

Leading Nitrogen Fertilizer Exporter Globally and Unique Ammonia Platform(2)

OCI 50.0%

ADX 13.8%

أدنوك ADNOC 36.2%

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Headquartered in Abu Dhabi

4 World-class Strategically Located Production Facilities

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

50% of Assets Younger than 10 years

6.7mt Sellable Volume Capacity
- **5.1mt Urea** Production Capacity
- **4.4mt Gross Ammonia** Production Capacity
- **0.5mt DEF** Production Capacity(3)

Early Mover in **Clean Ammonia**

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

Feedstock Advantaged
$4.0/mmbtu LTM (Mar-22) Avg. Gas Price(4)

$1,185m Q1 2022 Revenue

$625m Q1 2022 Adj. EBITDA(5)

Source: Company Information, CRU
Notes: (1) Capacity data as of year end 2021
(2) Based on 2021 ammonia and urea combined export production capacity in mtpa
(3) Maximum downstream capacities cannot be achieved at the same time. DEF production capacity not included in the 6.7mt sellable volume capacity
(4) Realized weighted average gas price in LTM (March 2022) based on respective gas price arrangements in Abu Dhabi, Algeria and Egypt. Gas price arrangements include cost escalation factors and in Egypt increments above certain product price levels
(5) EBITDA excluding foreign exchange and income from equity accounted investees, adjusted to exclude additional items and costs that management considers not reflective of core operations

A Strategic Partnership With Strong Shareholder Support

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

OCI

#3 global producer of nitrogen products

#1 & #2 methanol producer in EU & US, respectively

#1 bio-methanol producer

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

أدنـوك
ADNOC

Leading integrated O&G company, entrusted to manage the world's 6^{th} largest proven O&G reserves

- **Fully integrated energy company** across the entire value chain
- Key export partner of crude oil & refined products to high-growth Asian markets
- **Industry leader for carbon capture** with plans to reach 5mtpa of CO_2 capture by 2030
- Focus on **downstream value creation and 2030 vision**
- Strategy to become a **global leader in clean hydrogen**

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

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Source: Company Information

Key Fertiglobe 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

Fertiglobe Reports Strong Q1 2022 Results Supported by Healthy Market Fundamentals

Q1 2022 revenues increased to $1,185 million (+118%), adjusted EBITDA grew 171% to $625 million, driven by higher selling prices, more than offsetting lower sales volumes due to a rephasing of some deliveries to Q2 2022. Adjusted net income increased to $361 million in Q1 2022 compared to $84 million in Q1 2021.

Net cash position of $2 million in Q1 2022 (compared to net debt of $487 million, 0.3x Net Debt/EBITDA as of Dec-21) supports growth opportunities and allows for attractive dividends. This is in line with management expectations to be approximately net debt free by the end of Q1. Strong performance underscores Fertiglobe's robust and competitive position amid high energy prices in other regions.

Outlook:

- Positive market outlook until at least 2024 underpinned by favourable farm economics and low global grain stocks, exacerbated by weather-related reduced crop production and geo-political events, giving strong support for prices.
- Given the current visibility for volumes and prices, Fertiglobe expects higher EBITDA and FCF in Q2 2022 compared to Q1 2022.
- Based on the continued favourable market dynamics and resulting free cash flows, and in line with the company's dividend policy of distributing excess free cash flows to its shareholders, management now expects a cash distribution of at least $700 million for H1 2022 (payable in October 2022), compared to the previous guidance of at least $200 million. The exact dividend amount will be announced with the Q2 2022 results in August 2022.

Fertiglobe has multiple initiatives to develop blue / green ammonia, capitalizing on growth opportunities from emerging demand for clean ammonia, including a recent collaboration with Masdar and ENGIE, representing a great opportunity for the company and the UAE to play a crucial role in the global energy transition.

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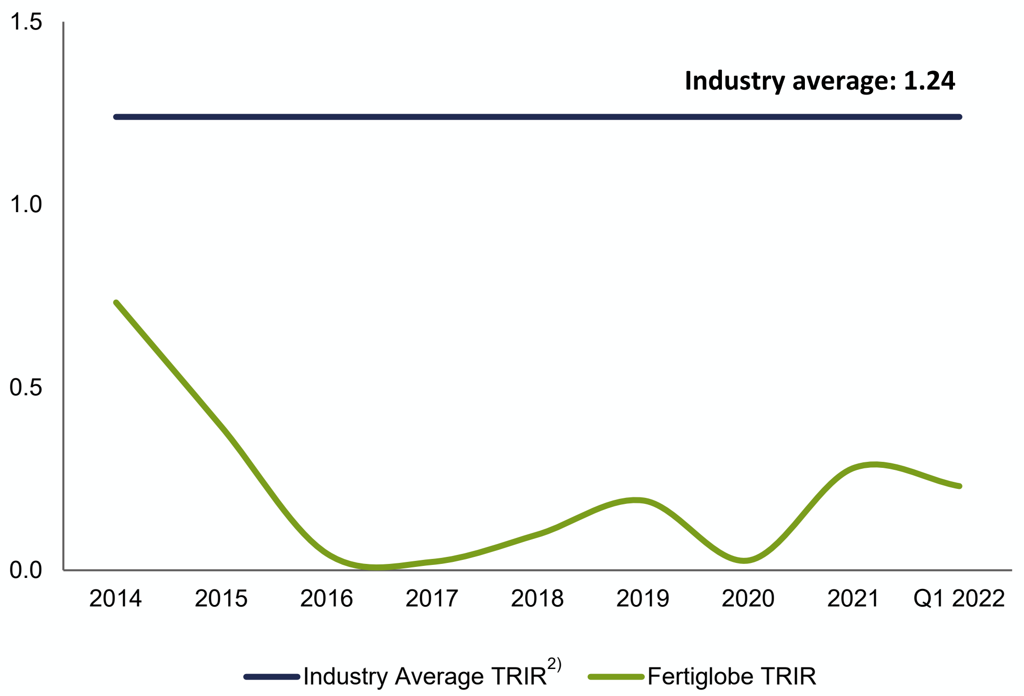
Q1 2022 Financial Performance

Fertiglobe is Committed to Maintaining the Highest Safety Standards

12-month rolling recordable incident rate to 31 March 2022 0.23 incidents per 200,000 manhours

Total TRIR (Total Recordable Injury Rate)(1)



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

ISO 9001:2015 | ISO 14001:2015 | ISO 45001 | ISO 50001:2018

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

Source: Company Information, IFA
Notes: (1) Includes both employees and contractors. Per 200,000 hours worked
(2) 2019 IFA industry estimates

Fertiglobe Reports Strong Q1 2022 Underpinned by Robust Markets

Summary

Own-produced volumes in Q1 '22 vs. Q1 '21 down 8% as a result of a build-up in inventories ahead of the application season which as typical results in higher volumes in Q2

- Ammonia volumes down 46% YoY
- Urea volumes down 5% YoY

Third party traded volumes sold +78% YoY in Q1 '22 vs. Q1 '21

Summary of Q1 2022 performance

- Revenues +118% to $1,185 million in Q1 2022 and adjusted EBITDA +171% to $625 million.
- Adjusted net profit of $361 million in Q1 2022, compared to $84 million in Q1 2021.
- FCF $521 million before growth capex in Q1 2022 compared to $151 million in Q1 2021.
- Total cash capital expenditures including growth capex were $9 million in Q1 2022, compared to $8 million in Q1 2021.
- Net debt / adjusted LTM EBITDA was almost zero as at Mar '22, compared to 0.3x in Dec-21.

Key Financials[1] and KPIs

$ million unless otherwise stated	Q1 2022	Q1 2021	% Δ
Revenue	**1,184.8**	**543.4**	*118%*
Gross Profit	587.8	189.2	*211%*
Gross profit margin	*49.6%*	*34.8%*	
Adjusted EBITDA	**624.6**	**230.8**	*171%*
Adjusted EBITDA margin	*52.7%*	*42.5%*	
EBITDA	**619.6**	**230.8**	*168%*
EBITDA margin	*52.3%*	*42.5%*	
Adjusted net Income (loss) attributable to shareholders	**361.0**	**83.6**	*332%*
Reported net income (loss) attributable to shareholders	356.5	85.2	*318%*
Earnings / (loss) per share ($)			
Basic earnings per share	0.043	0.010	*318%*
Diluted earnings per share	0.043	0.010	*318%*
Adjusted earnings per share	0.043	0.010	*332%*
Earnings / (loss) per share (AED)			
Basic earnings per share	0.158	0.038	*318%*
Diluted earnings per share	0.158	0.038	*318%*
Adjusted earnings per share	0.160	0.037	*332%*
Free cash flow	**520.8**	**151.3**	***244%***
Capital expenditure	9.4	7.9	*19%*
Of which: Maintenance Capital Expenditure	6.8	7.5	*-9%*
	31 Mar 22	**31 Dec 21**	**% Δ**
Total Assets	5,658.4	5,168.5	*9%*
Gross Interest-Bearing Debt	1,337.1	1,385.7	*-4%*
Net Debt / (cash)	(2.4)	486.6	*n/m*
	Q1 2022	**Q1 2021**	**% Δ**
Sales volumes ('000 metric tons)			
Fertiglobe Product Sold	1,254	1,504	*-17%*
Third Party Traded	276	155	*78%*
Total Product Volumes	**1,530**	**1,659**	***-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 plus dividends from equity accounted investees, and before growth capital expenditures and lease payments.

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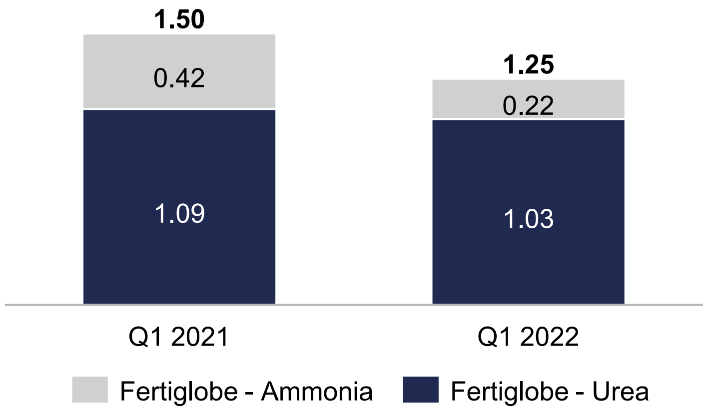
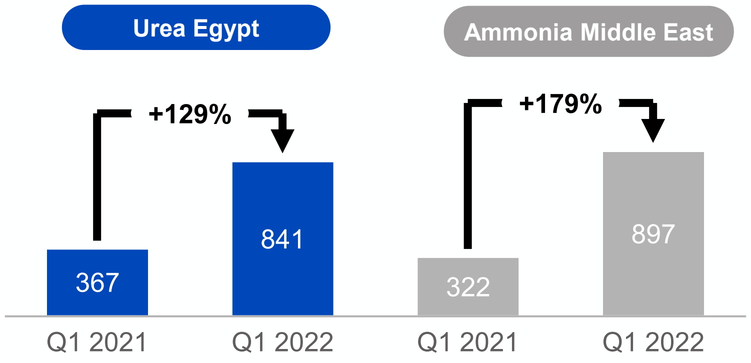
Fertiglobe Reports Strong Earnings in Q1 2022

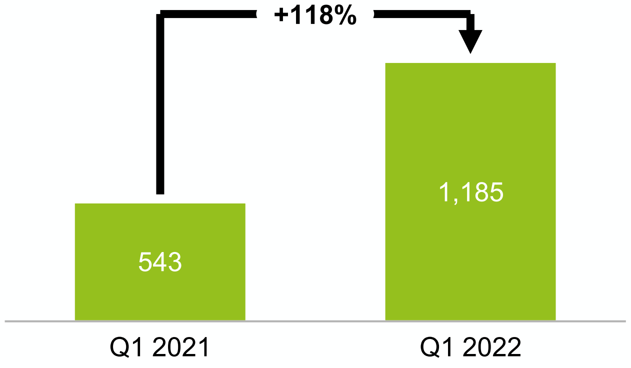
Own-Produced Sales Volumes (Mt)



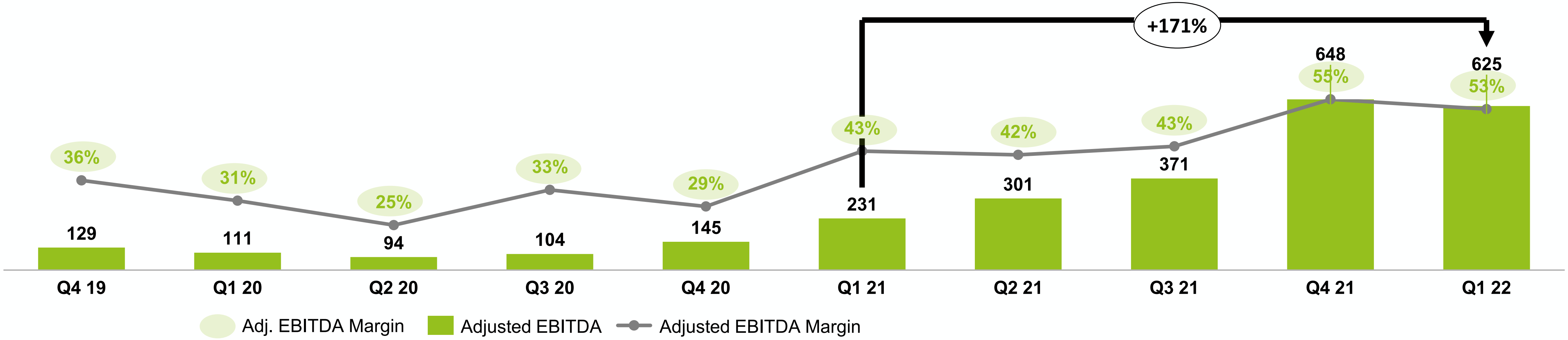
Key Product Benchmark Prices, $/t



Revenue ($m)



Adjusted EBITDA ($ million) and Adjusted EBITDA margin (%)[1]



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Note: (1) 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

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

Operations located in tax-advantaged regions / tax-free zones result in a low cash tax rate

Young asset base with integrated technological platform requires low maintenance capex

~$1.2bn
Q1 2022 Revenue

~53%
Q1 2022 Adj. EBITDA Margin(1)

~$615m
Q1 2022 Adj. EBITDA(1) - Capex

>$700(2)
H1 2022 Dividend (to be paid in October 2022)

Source: Company Information
Note: (1) 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
(2) Compared to previous management guidance of at least $200m

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Nitrogen Markets

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)	Next cycle (starting in 2022)
CROP PRICES SUPPORTIVE OF HIGHER AFFORDABILITY ***Corn Futures >$5/bushel*** *driving healthy farm economics and nitrogen demand*	**30%** corn stocks-to-use ratio	**26%** corn stocks-to-use ratio
INDUSTRIAL DEMAND RECOVERY ***Strong industrial demand rebound*** *in key markets supportive of ammonia prices* *Also supportive of DEF markets*	**2.3%** p.a global IP growth 2015 -2019	**3.4%** p.a global IP growth 2022- 2026
GAS AND COAL PRICES RESET AT HIGH LEVELS *Low storage levels in Europe, higher Asian demand* ***raising cost floor***	**$5/MMBtu** TTF (Dutch natural gas hub)	**$28/MMBtu** TTF to the end of 2023[1]
TIGHTENING NITROGEN MARKET BALANCES ***New urea capacity*** *is limited, faces delays and accelerating Chinese closures* ***Structurally tighter merchant ammonia market*** *with limited net capacity additions*	**23mt** new urea capacity vs. **11mt** demand growth over 2015 - 2019	**12mt** new urea capacity vs. **18mt** demand growth over 2022 – 2026
ENVIRONMENTAL FOCUS DRIVES SHIFT FROM GREY TO GREEN *Stricter mandates around environment regulations are barriers to enter this industry* *Global push to move towards H_2 economy adds* ***incremental low-carbon ammonia demand***	Wave of "grey" greenfield capacity additions in US, Europe, MENA	Limited new grey ammonia capacity from established producers and **8mt** new ESG driven ammonia demand by 2025

Source: Company Information, CRU, Industry Reports, Hydrogen Council. (1) Average TTF from Jan-22 to Dec-23

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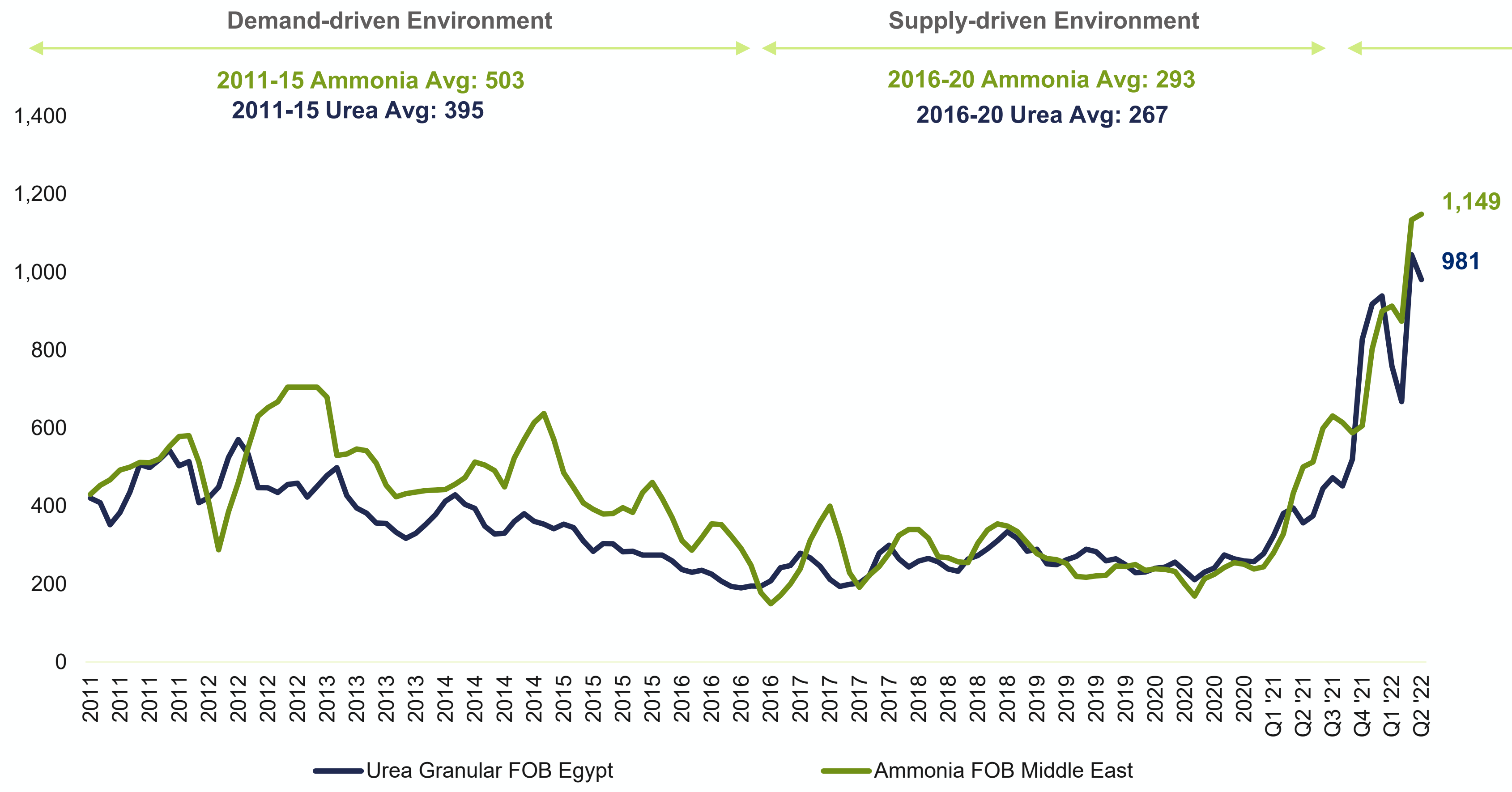
Nitrogen Fertilizer Pricing Supported by Demand-Driven Environment

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 and Ammonia Prices (Monthly Averages, 2011 – Q2 2022[1], $/t



Sustained by:

1. **Stocks-to-use ratio at 10-year lows supportive of crop prices, higher planted acreage** and demand at least until 2024
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. Delays in Russian capacity and geopolitics also tightening fundamentals
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**

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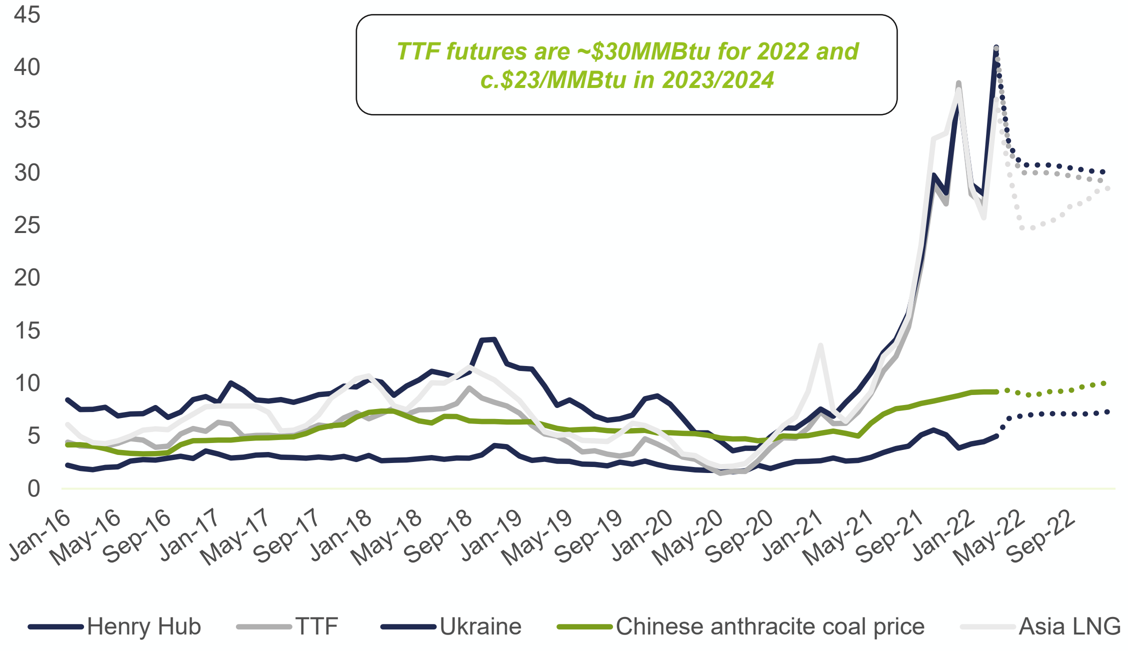
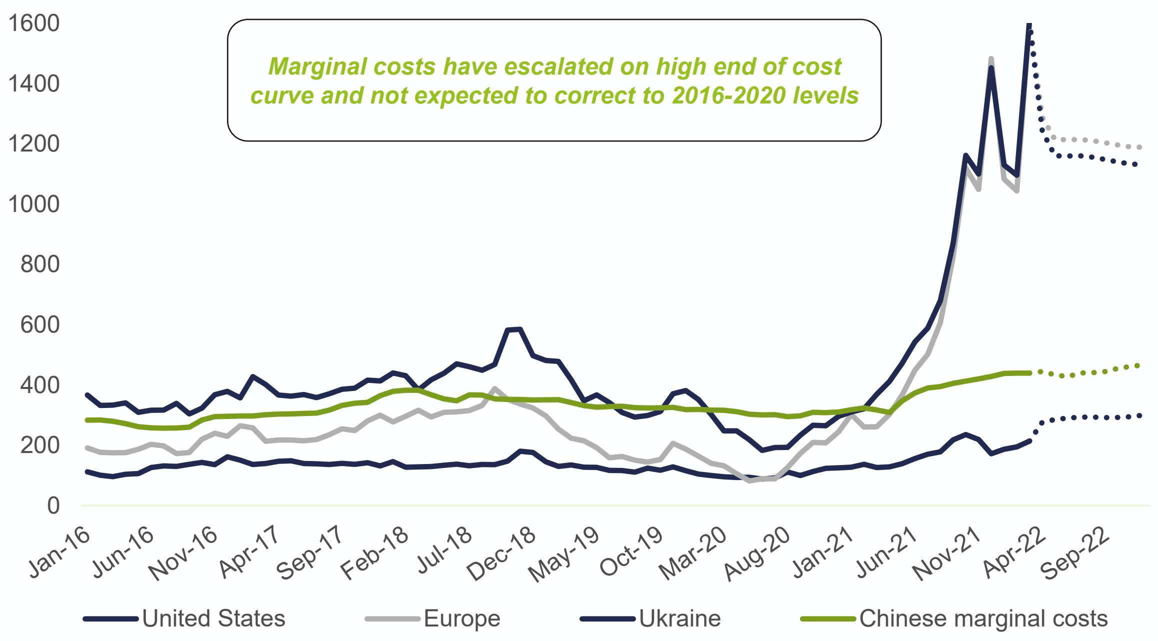
Source: CRU. (1) Q2 2022 to 10 May 2022

Higher Costs for Marginal Producers Supportive of Nitrogen Prices

Global Feedstock Prices 2017-2022F, $/MMBtu



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



- **Surge in gas prices has been driven by limited Russian gas flows, lower than average storage levels in Europe and higher global demand for gas resulting in highly volatile gas markets**
  - ✓ **TTF futures point towards gas prices of c.$30/MMBtu** for 2022 and expected to remain volatile given risks around Russian gas flows into Europe
  - ✓ **High Chinese coal prices** on the back of increased environmental inspections and reduced imports, are expected to provide support for urea prices in H2 2022
- **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 10 May 2022. (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.

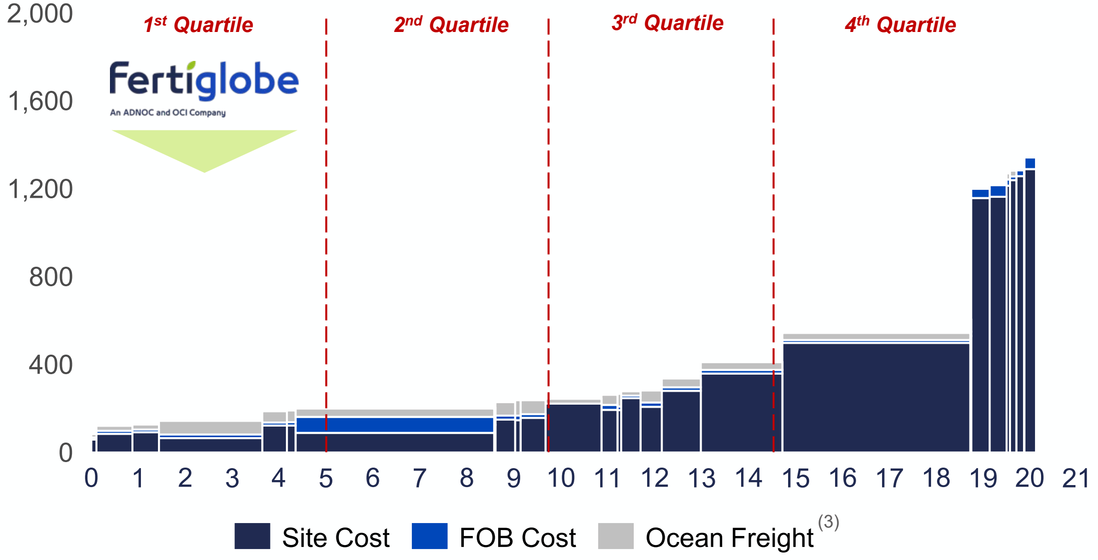
Fertiglobe Positioned in the 1st Quartile of Urea and Ammonia Cost Curves

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

- 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
- Freight and logistical advantage to most major markets allow Fertiglobe to capitalise on higher pricing in markets during peak demand periods

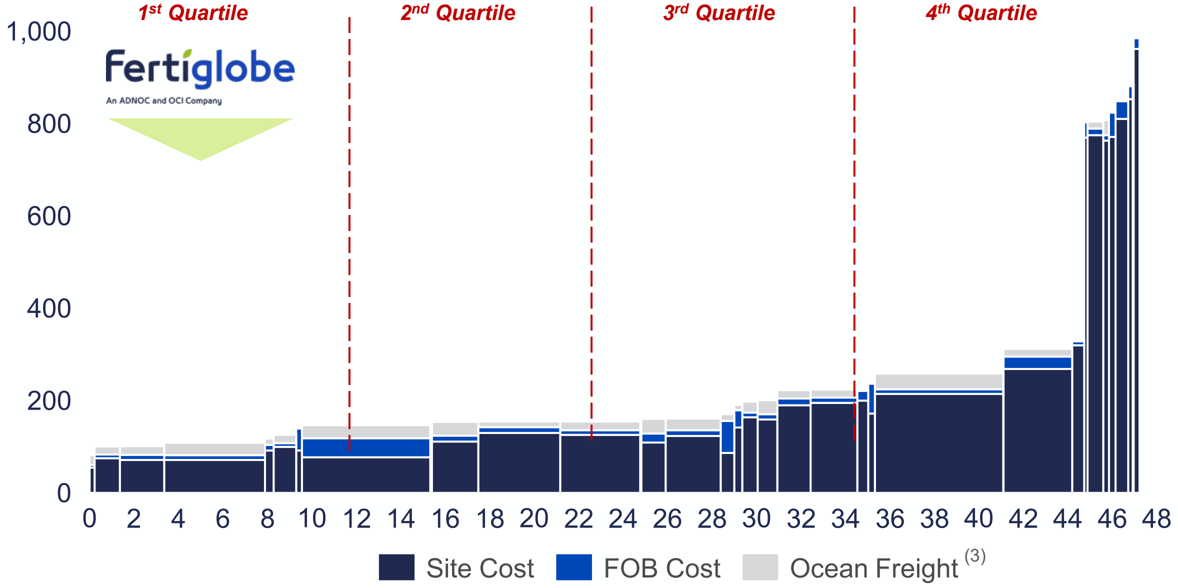
2022 Fertiglobe Situated in 1st Quartile of Ammonia Cost Curve ($/t)

Y axis: Ammonia CFR delivered costs in 2022
X axis: Exports by Region, Million mt, Ammonia



2022 Fertiglobe Situated in 1st Quartile of Urea Cost Curve ($/t)

Y axis: Urea CFR delivered costs in 2022
X axis: Exports by Region, Million mt, Urea



Source: Company Information, CRU 2022 forecast as of May 2022
Notes: (1) Realized weighted average gas price in Q1 2022 based on respective gas price arrangements in Abu Dhabi, Algeria and Egypt. Gas price arrangements include cost escalation factors and in Egypt increments above certain product price levels
(2) Based on blended CFR cost for Fertiglobe
(3) Weighted average freight costs (cost to CFR) of top three global export destinations

Geopolitical Landscape Tightens Markets Further

Recent Russia-Ukraine developments' impacts on trade and commodity outlook

SANCTIONS:

Fertilizer is exempt from some financial sanctions, but transactions are difficult, and new projects are subject to delays

PORTS:

Black Sea ports are closed, ammonia pipeline switched off (1.5 – 2Mt exports) and product movements from Baltics slowing

SHIPPING:

Suspension by number of shipping companies to and from Russia and higher insurance premiums

ENERGY:

Russia supplies 40% of European gas, and 5-7% of global coal and oil, resulting in volatile energy markets

COMMODITIES:

Russia and Ukraine supply 18-28% of global corn and wheat, raising global food security concerns in already tight markets

Russian and Ukraine shares of global nitrogen and grain markets

Export Share	Russia	Ukraine	Belarus
Ammonia	24%	1%	-
Urea	14%	2%	1%
Wheat	18%	10%	-
Corn	2%	16%	~0%

Source: CRU, Industry Publications.

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1 Inelastic demand:

Fertiglobe is uniquely positioned to help address grain shortfalls and overall food security concerns arising from events such as COVID-19 and the Russia-Ukraine conflict, by producing and delivering essential products to the global agricultural markets

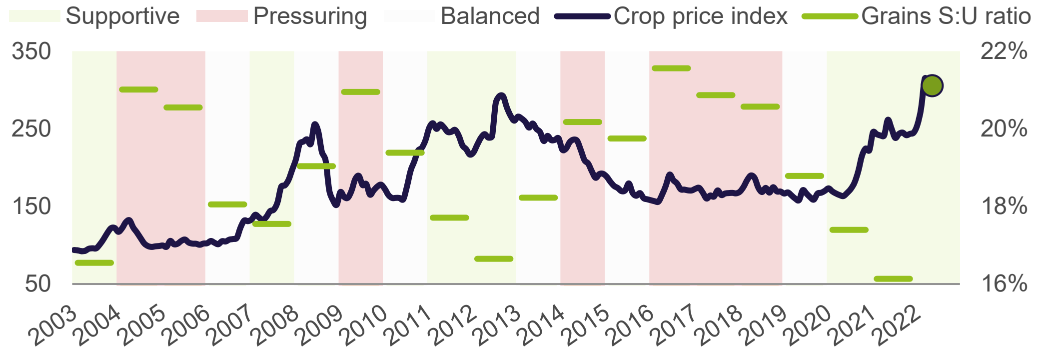
2 Global diversification of assets, products and feedstock:

Fertiglobe's flexible business model is a natural hedge against location specific events, including weather patterns, gas price fluctuations and other factors, allowing for lower operational risk and profitability through the cycle

Agricultural Fundamentals Supports Robust Nitrogen Demand Until 2024

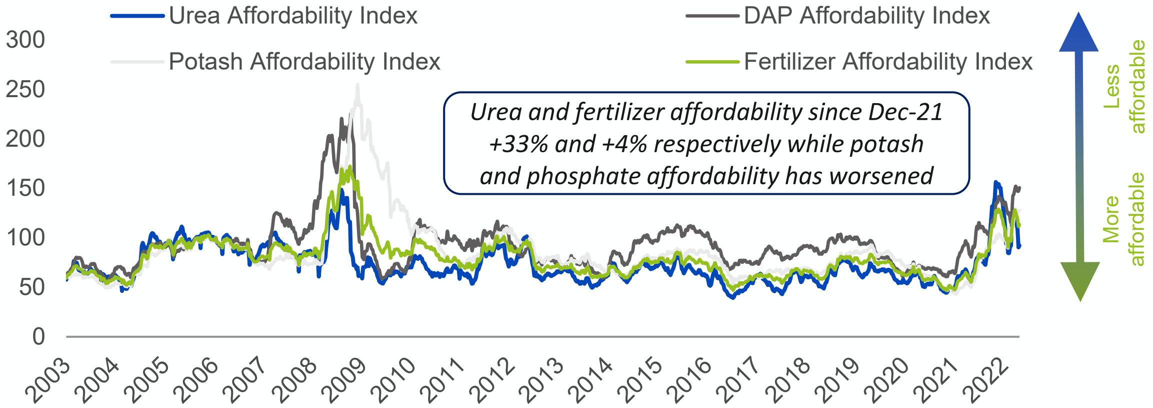
Crop prices supported by stocks : use ratio at 10 year lows, requiring at least until 2024 to replenish

Crop price index, Jan 2006 = 100　　*Global grain and oilseed stocks:use ratio (ex-China), %*



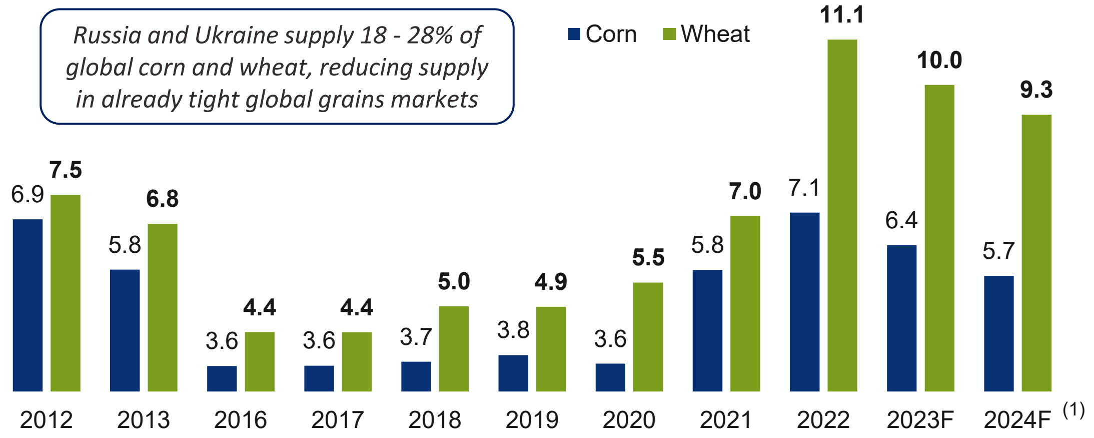
Attractive fertilizer affordability as crop price increases outpace inputs

Fertilizer affordability Index, January 2006=100



Medium-term crop prices supported and incentive to plant corn

US Corn and wheat prices, $ / bushel



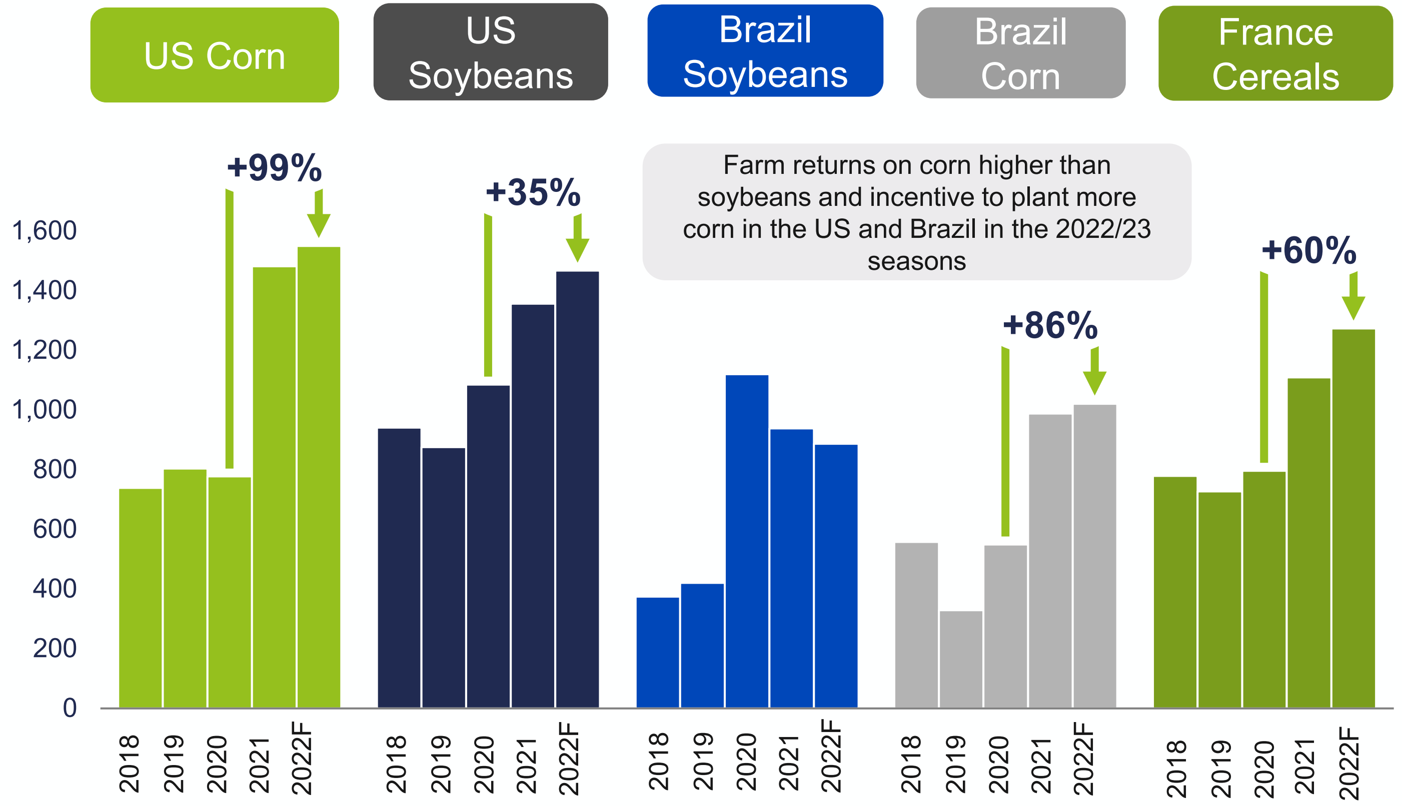
US farmers incentivised to plant corn over soybeans, $/ha

US CME Soybean to corn ratio

Source: Company information, CRU, Bloomberg, CME, USDA. Notes (1) 2023 and 2024 grain prices based on December futures

High Farm Incomes Supportive Of Demand

Farm operating margins (revenue above operating costs), USD/ha



Higher crop futures reflective of tight market conditions

Higher profitability: Higher farm revenues exceed higher fertilizer and operating costs

Incentivised increased planted acreage of all crops and nitrogen demand to maximise yields until 2024

1. **Supportive farm incomes in 2022:**

   Farm margins are very attractive in key grain exporting regions as rising input costs have been offset by higher crop prices, incentivising farmers to plant more acres across all crops. High forward grain prices is supportive of sustaining farm incomes and strong demand until at least 2024

2. **Inelastic nitrogen demand:**

   Demand for nitrogen is inelastic compared to other fertilizers (phosphates and potash) and farmers cannot cut nitrogen application by more than 5-10% without realising an immediate loss on yields. Additional demand upside with switching to more nitrogen use in India

3. **Farmers locking in input costs:**

   Farmers in US, Europe and Brazil are **hedging their operating margins, by selling forward their new crop at current high forward grain pricing. At the same time, they are incentivised to purchase nitrogen**, secure input costs and lock in margins. This is supportive of nitrogen demand and pricing over the summer period.

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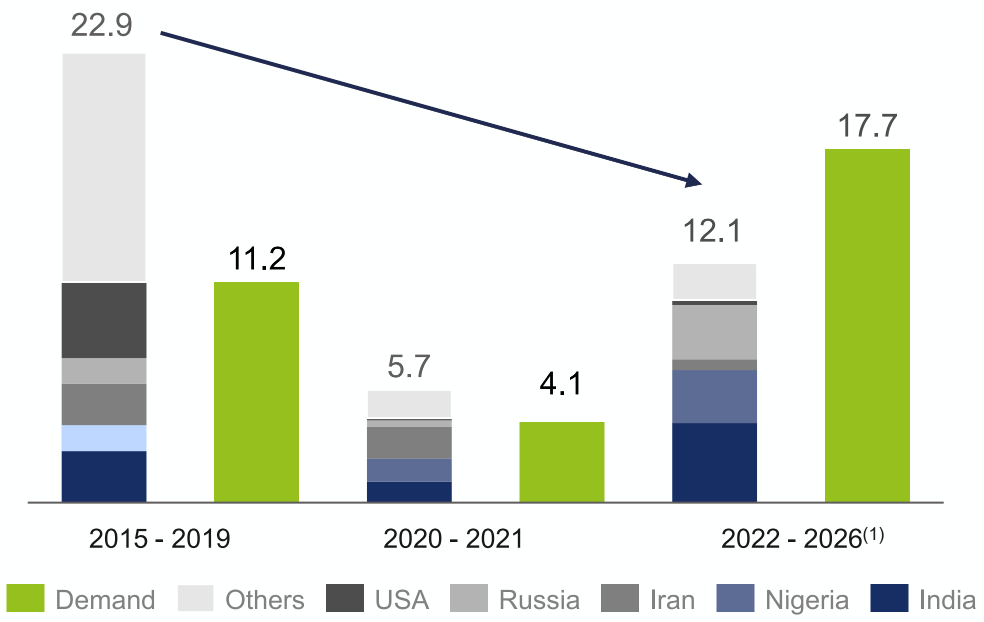
Source: Company information, CRU, Bloomberg, CME, USDA

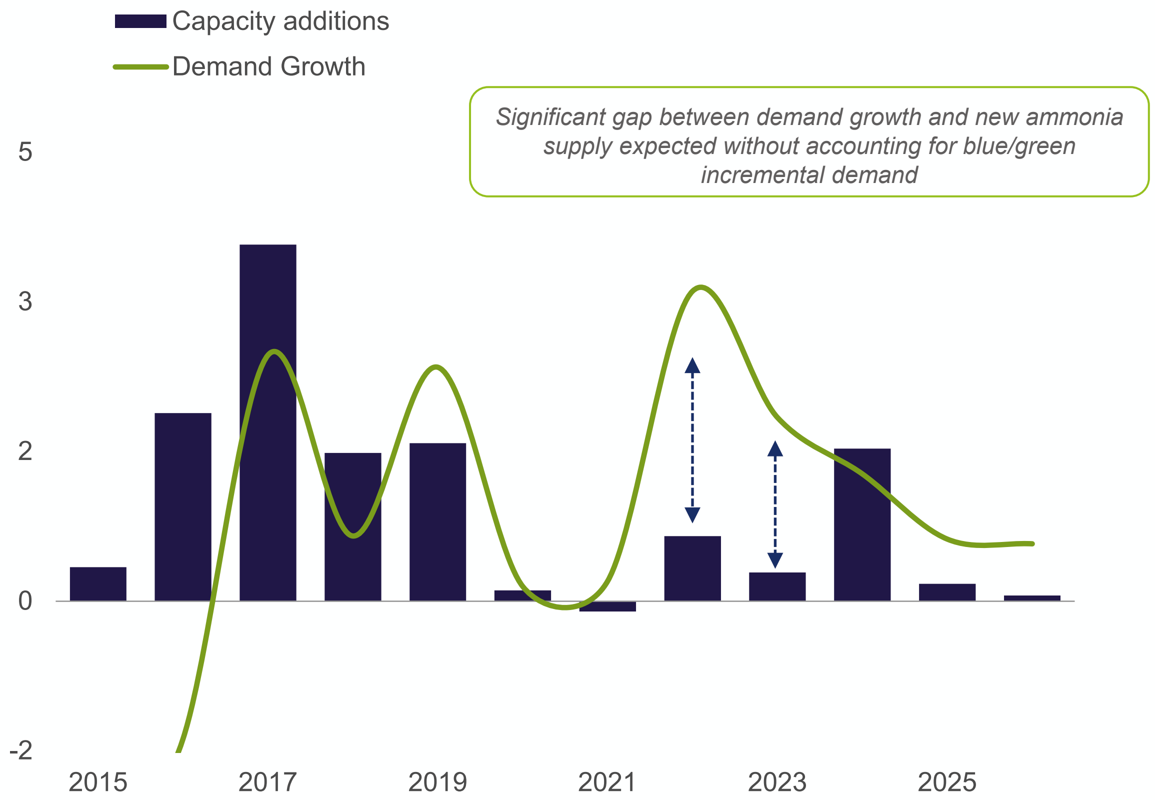
Attractive Nitrogen Dynamics with Demand Expected to Exceed Capacity Additions

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



Merchant ammonia market structurally tightening

Global ammonia net capacity additions and demand growth, ex-China ex-urea, 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*
- ✓ *Russia: Ukraine conflict tightens market fundamentals further, as Russia accounts for c.25% of global merchant ammonia trade, 15% of global urea trade and 25% of global UAN trade*
- ✓ *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***

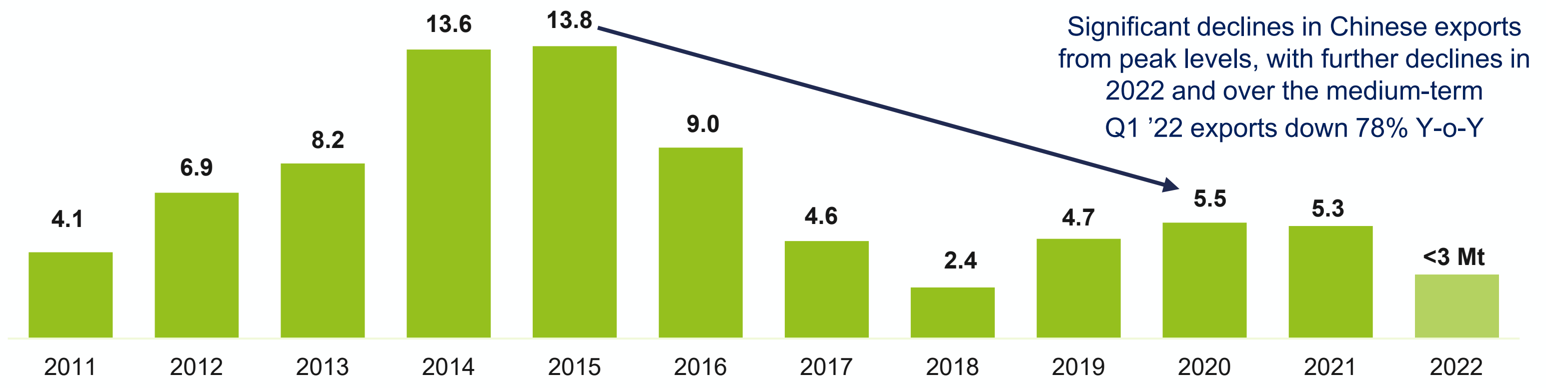
Source: CRU, Company Information
Note: (1) Based on trend demand growth of 2% for the period 2023 - 2026

Lower Chinese Exports And Higher Indian Imports Supportive Of Nitrogen Prices

- **Lower Chinese exports as a result of**:
  - **Government implemented measures to curb exports and prioritise domestic supply until H2 2022.** Ongoing discussions for export restrictions to stay in place until June 2023, capping medium term exports below 3 million Mt.
  - **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
  - **Tight environmental regulations,** capacity closures closures and winter production cuts also contributing to lower exports in 2022+

Chinese Exports Curtailed on Domestic Demand and Closures

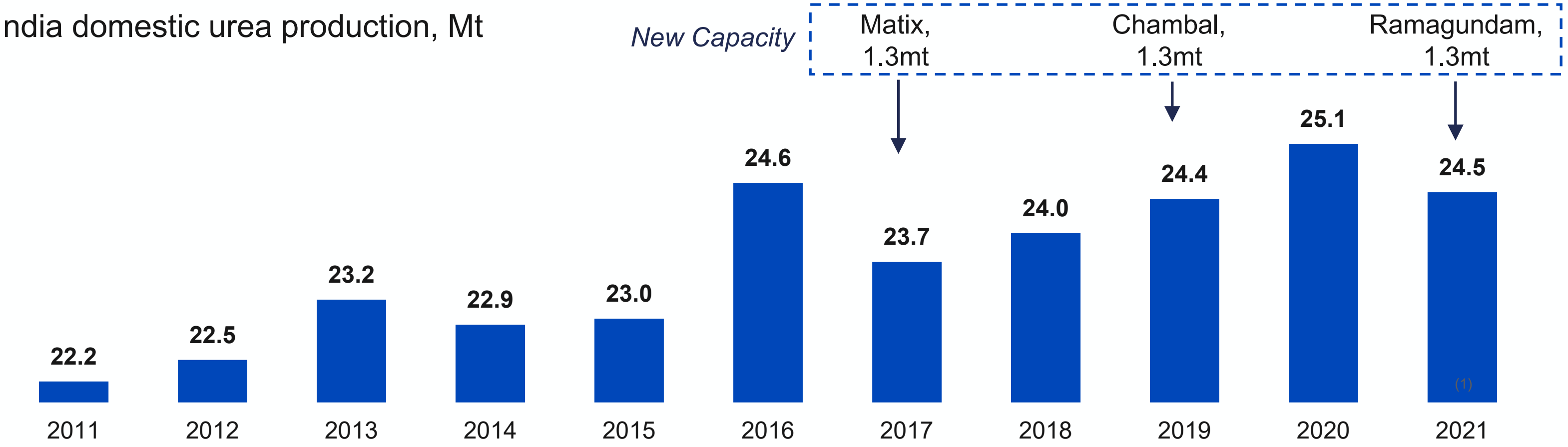
China urea exports, Mt



- Despite the commissioning of three world-scale plants in India over 2017-2021, **domestic production has been relatively flat** and decreased 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 on the back of higher rice and wheat pricing, good monsoons forecast and subsidies favoring urea
- In the short-term, **India is expected to issue frequent tenders** to replenish low inventories, to fulfill Kharif season requirements (April – September)

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

India domestic urea production, Mt



Source: CRU, MMFMS, China Customs, Company Information

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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 H_2 Economy Acting As Its Best Carrier

		Hydrogen Production		Conversion to Ammonia
Conventional	Grey	Natural Gas/Coal →	H_2 from SMR →	Grey Ammonia ~2.2 t CO_2/t
Clean	Blue		↓ CO_2 Storage (CCS) →	Blue Ammonia ~0.2-0.9 t CO_2/t
	Green	Wind / Solar / Hydro →	H_2 from Electrolysis →	Green Ammonia ~0 t CO_2/t
			N from Air Separation Unit →	↑

One of the most efficient hydrogen carrier, as hydrogen is difficult to store and transport due to low boiling temperature (-252 C)

Ammonia End Uses

Conventional Uses

Fertilizer
Urea, Nitrates, other fertilizers

Industrial
Chemical feedstock, NOx abatement, industrial heat

Emerging Uses

Power Generation
Emissions Reductions, Co-firing in thermal plants, e.g. in OECD Asia

Marine
Ammonia engine or fuel cell

H_2 Energy Carrier

Source: Fertecon Ammonia Outlook, Argus Green Ammonia Conference 2021
Note: (1) Carbon Capture and Storage

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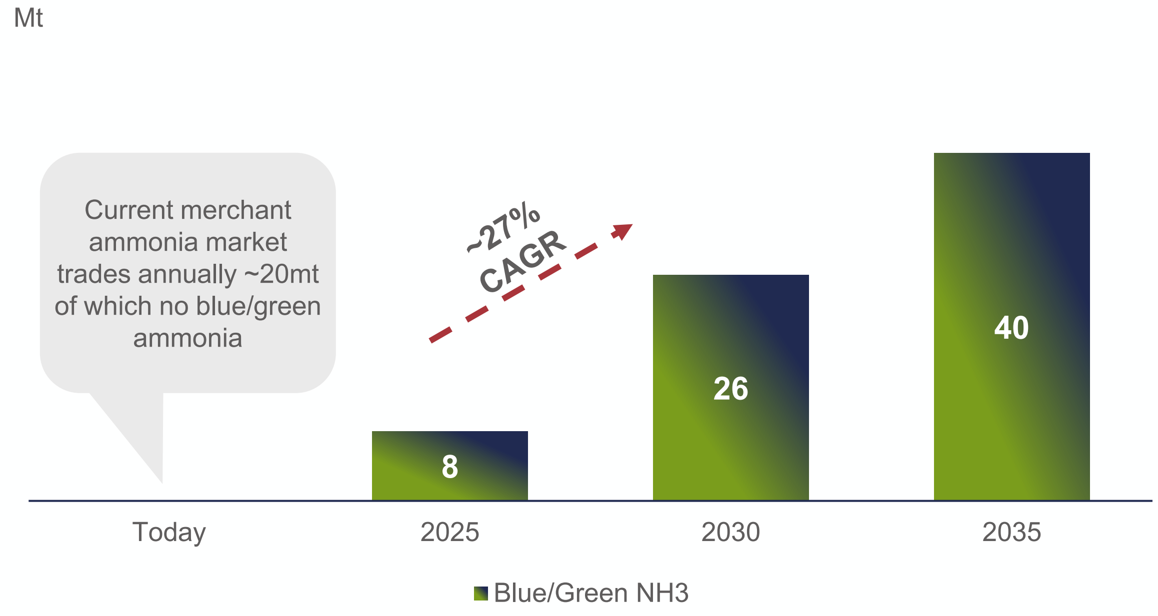
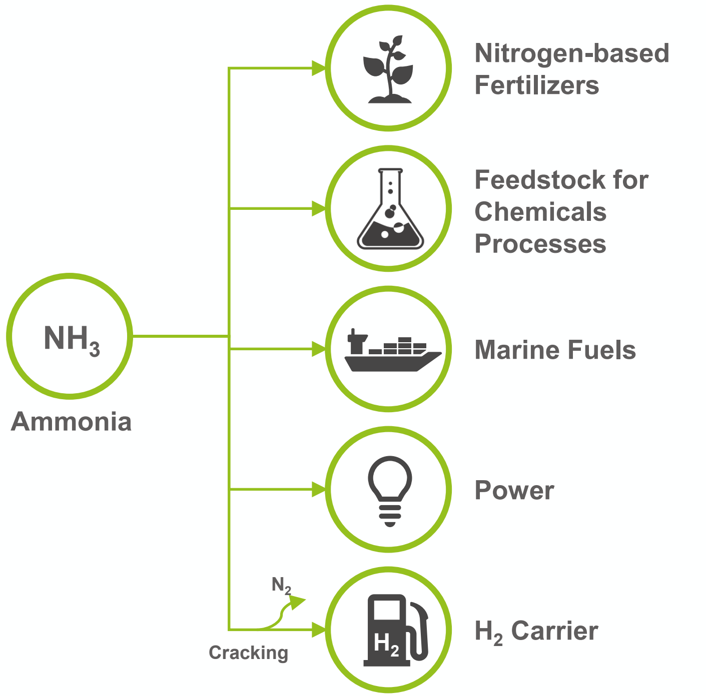
Significant Incremental Ammonia Demand in the Medium-Term from New Clean Energy Applications

Clean Hydrogen is Strongly Positioned to Lead the World's Energy Transition, and Ammonia is the Key Enabler for Such Clean Hydrogen Energy

- 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





	Today %	Annual Growth
Nitrogen-based Fertilizers	80%	<2%
Feedstock for Chemicals Processes	20%	3%
Marine Fuels	0%	High
Power	0%	High
H_2 Carrier	0%	High

Source: Hydrogen Council, MMSA, CRU, IEA, Argus, Strategy Consultant, EU Commission, Fertecon

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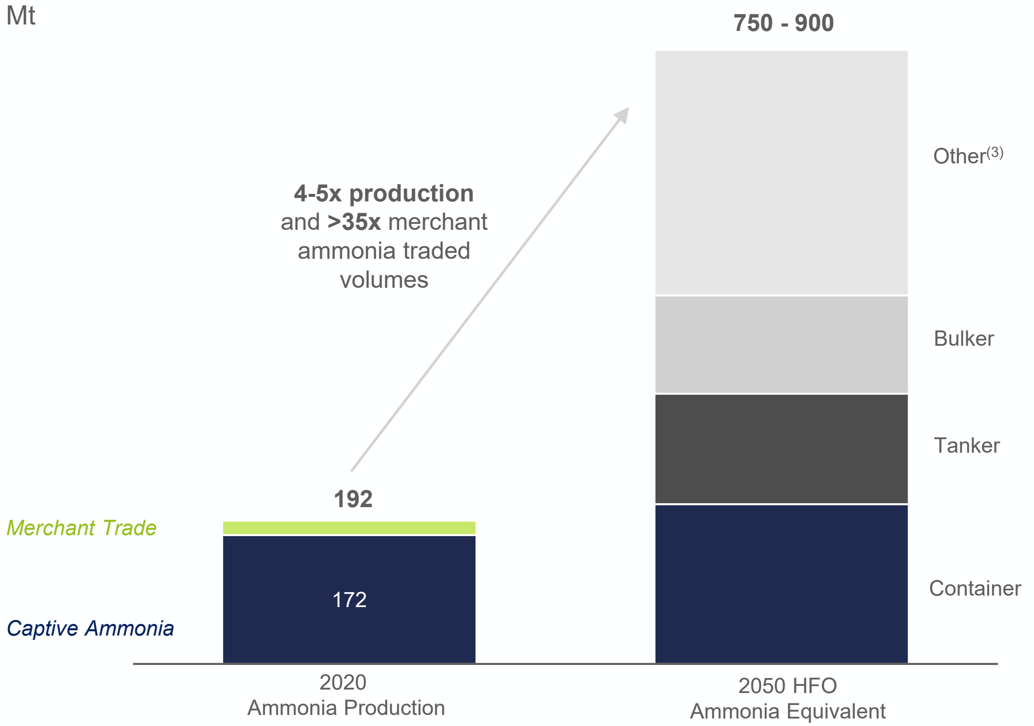
Marine Fuel Represents a Substantial Market Opportunity for Fertiglobe

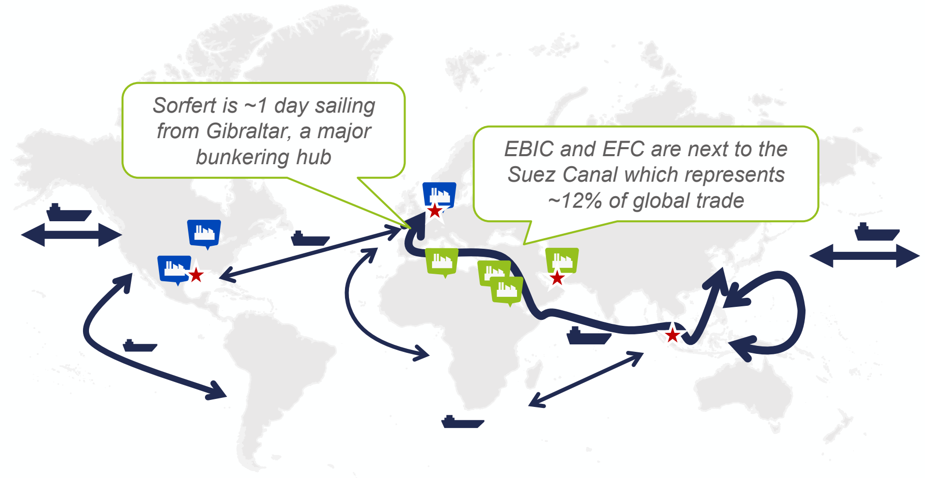
Shipping Accounts for ~3% of GHG Emissions Worldwide

- Ammonia as a marine fuel is **one of the most practical alternatives to Heavy Fuel Oil (HFO) -** burns cleanest when used as an energy source vs. other fuels (>50% reduction in GHG when using blue ammonia)
- **Major ship owners and engine manufacturers** are pursuing or exploring the use of ammonia as the shipping fuel of the future
- The existing footprint creates **strategic potential for bunkering stations stopovers, with limited investment** for ammonia fueled ship engines

2050 Outlook potential for Ammonia in the Marine Fuels Industry as a substitute for HFO[1,2]



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



Companies which are exploring or endorsing the use of ammonia as a prospective shipping fuel for the future

MAERSK, EURONAV, MAN Energy Solutions, HARTMANN GROUP, DFDS, TRAFIGURA, CMB GROUP, VIKING, WÄRTSILÄ

Fertiglobe production plants

Other OCI NH_3 production plants

Major bunkering hubs (Houston, Rotterdam, Fujairah, Singapore)

Container ship capacity deployed (width relative to size)

Source: Hydrogen Council, MMSA, CRU, IEA, Argus, Strategy Consultant
Notes: (1) HFO refers to heavy fuel oil
(2) Lower end when burned in more efficient fuel cells, higher end of the range when burned in internal combustion engines

(3) Other includes cruise, ferry, tugs, offshore, car carriers, etc

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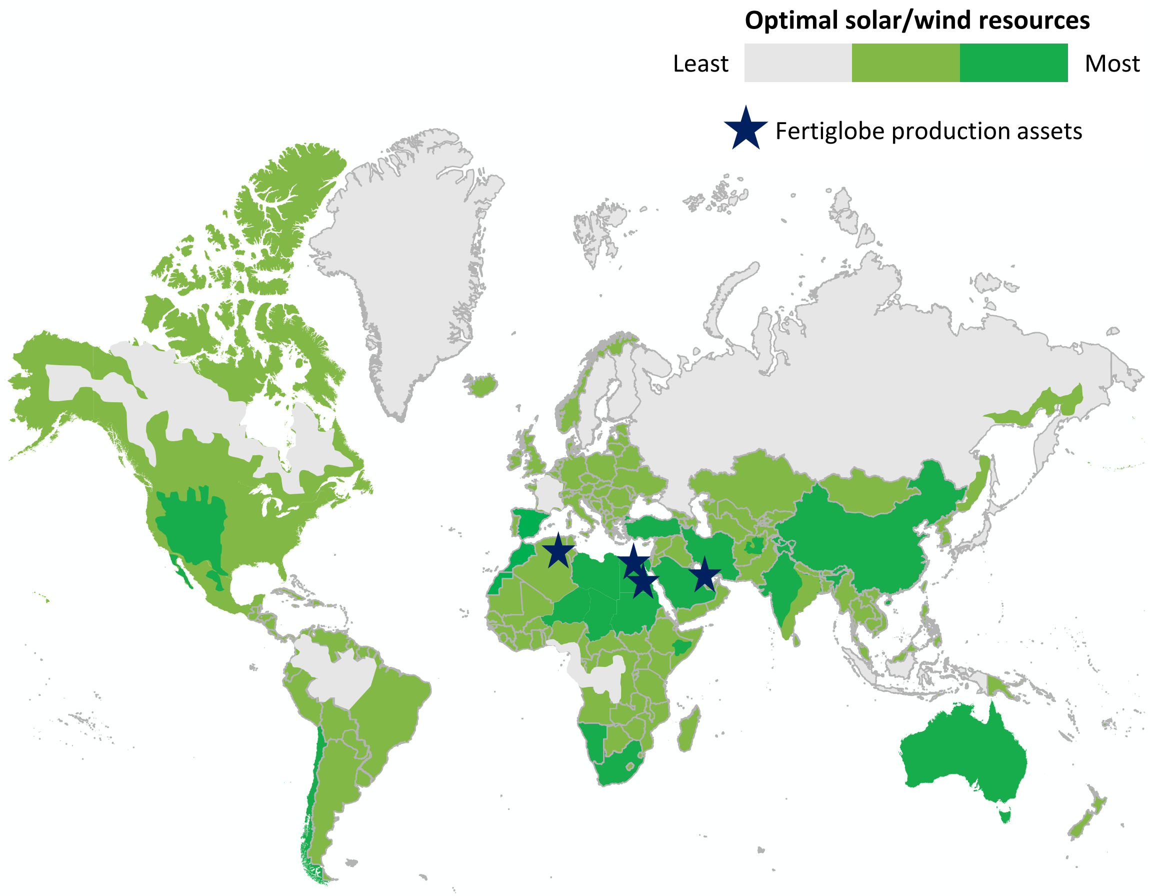
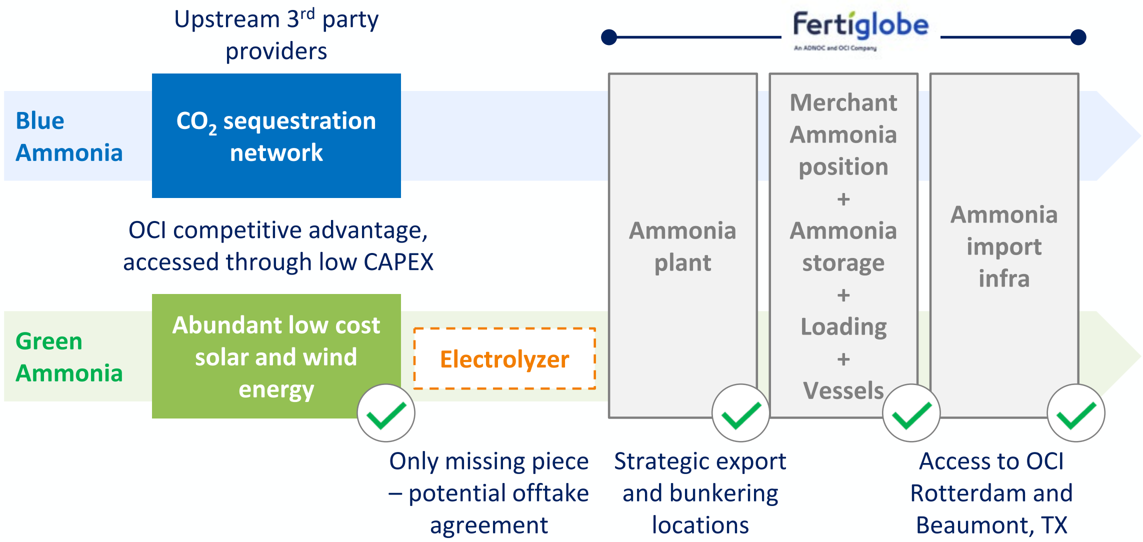
Fertiglobe is Very Well Positioned to Capture the Hydrogen Potential

Located in Proximity to Renewable Energy Sources and Shipping Hubs



Plants with <u>ample access to low cost solar and wind sources</u> 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

<u>Minimal capex required</u> to add green/blue hydrogen capacity compared to greenfield projects

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Source: Derived from IEA hydrogen cost from hybrid solar PV and onshore wind systems in the long term.

Fertiglobe Clean Ammonia Execution Roadmap

Q2 2021
Announcement of Fertiglobe participation world-scale **Blue Ammonia** Project in Abu Dhabi

Q3 2021
Production of first **pilot batch** of **Blue Ammonia** out of Fertil

Q1 2022
Signed collaboration agreement with Masdar and Engie for 200MW green hydrogen facility

FID Blue Ammonia Project in Abu Dhabi in partnership with ADNOC/ADQ

Abu-Dhabi **Blue Ammonia** plant start-up with a production capacity of **1,000 ktpa**

2021 | 2022 | 2023 | 2024 | 2025

Q3 2021
Signed an agreement with Scatec and the Sovereign Fund of Egypt to develop a 50-100 MW electrolysis plant in Egypt to produce up to **90 ktpa** of **Green Ammonia**

Implementation of **Green Ammonia** project in Egypt subject to feasibility. Modular investment strategy starting with small scale hydrogen intake with ability to incrementally grow

Targeted operational start of 200 MW Green Hydrogen Facility in Ruwais, UAE, for the production of green ammonia, in collaboration with Masdar and Engie.

Fertiglobe is also exploring other solutions to reduce its carbon footprint such as switching to renewable electricity

Source: Company Information

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Appendix

Q1 2022 Results

31 March 2022 Net Debt

H1 2022 Dividend Expected To Be At Least $700 million

$ million	31-Mar-22	31-Dec-21
Cash and bank balances	**1,339.5**	**899.1**
Loans and borrowings - current	132.9	59.6
Loans and borrowings - non-current	1,204.2	1,326.1
Total borrowings	**1,337.1**	**1385.7**
Net debt (cash)	**(2.4)**	**486.6**
Net debt / LTM Adj. EBITDA	0.0x	0.3x

Key Highlights

- In October 2021, Fertiglobe closed a $1.1 billion bridge facility to right-size its capital structure. As a result, Fertiglobe ended Q3 2021 with pro forma net debt of c.$1.1 billion, implying net debt / adjusted EBITDA of c.1.1x (on a pro forma basis). Strong earnings and cash conversion during Q4 2021 resulted in a $626 million reduction in net debt to $487 million as at 31 December 2021 (as compared to Q3 2021 pro forma net debt), and net debt / EBITDA to 0.3x.
- Fertiglobe ended **Q1 2022** with a net cash position of $2 million, in line with management expectations to be approximately net debt free by the end of Q1 2022, supporting growth opportunities and allowing for attractive dividends
- Fertiglobe substantially distributes all of the Company's distributable free cash flow after providing for growth opportunities, while maintaining an investment grade credit profile. Based on the continued favourable market dynamics and resulting free cash flows, **Fertiglobe updated its the H1 2022 interim dividend guidance to at least $700 million** (payable in October 2022), compared to previous guidance of at least $200 million.

Reconciliation of Adjusted EBITDA and Adjusted Net Income

Reconciliation of reported operating income to adjusted EBITDA

$ million	Q1'22	Q1 '21	Adjustment in P&L
Operating profit as reported	557.6	167	
Depreciation and amortization	62.0	63.8	
EBITDA	619.6	230.8	
APM adjustments for:			
Movement in provisions	5.0	-	Cost of sales
Total APM adjustments	**5.0**	**-**	
Adjusted EBITDA	**624.6**	**230.8**	

Reconciliation of reported net income to adjusted net income

$ million	Q1'22	Q1 '21	Adjustment in P&L
Reported net profit (loss) attributable to shareholders	356.6	85.2	
Adjustments for:			
Adjustments at EBITDA level	5.0	-	
Forex (gain)/loss on USD exposure	(14.6)	(4.3)	*Finance income and expense*
Non-controlling interest	14.0	2.7	*Minorities*
Total APM adjustments at net income level	**4.4**	**(1.6)**	
Adjusted net income / (loss) attributable to shareholders	**361.0**	**83.6**	

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

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

$ million	Q1'22	Q1 '21
EBITDA	**619.6**	**230.8**
Working capital	(79.4)	(59.2)
Maintenance capital expenditure	(6.8)	(7.5)
Tax paid	(56.4)	(15.7)
Net interest paid	(11.7)	(8.8)
Lease payments	(1.3)	(1.3)
Dividends paid to non-controlling interests[1)]	(3.8)	-
Ecremage	60.6	13.0
Free Cash Flow	**520.8**	**151.3**
Reconciliation to change in net debt:		
Growth capital expenditure	(2.6)	(0.4)
Other non-operating items	-	0.8
Net effect of movement in exchange rates on net debt	(25.7)	1.0
Dividend to shareholders	-	(31.9)
Other non-cash items	(3.5)	(0.5)
Net Cash Flow / Decrease in Net Debt	**489.0**	**120.3**

1) Includes EBIC dividends paid to minority shareholder in January 2022 (accumulated dividend covering 2020 to 2021).

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Appendix

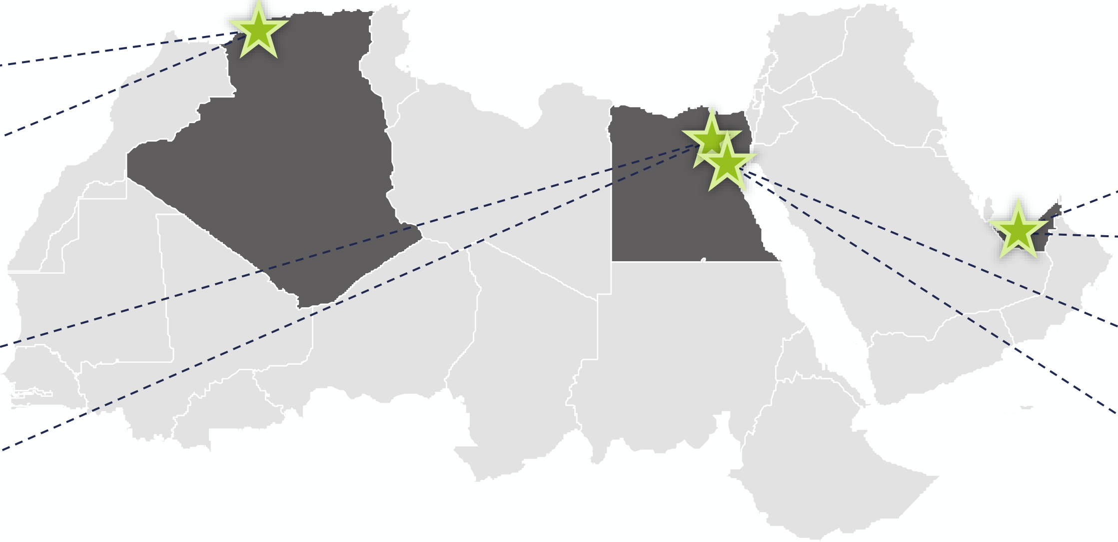
About Fertiglobe

Strategically Located Asset Base and Global Distribution Platform

Diversified Production Footprint in Geographically Advantaged Positions

Sorfert (51%)

Egyptian Fertilizer Company (100%)



Fertil (100%)

Egypt Basic Industries Corporation (75%)

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

Source: Company Information

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4 World-Scale Assets Leveraging a Global Centralised Commercial Platform

Fertiglobe (1)
An ADNOC and OCI Company

Total Fertiglobe Capacity (mtpa)			
Gross ammonia	4.4	Urea	5.1
Net ammonia	1.5	DEF	0.5(3)

UAE

Fertil (100%)

Product	mtpa
Urea	2.1
DEF	0.1(3)

- Commissioned 1983 (line I) and 2013 (line II)
- Fully integrated
- 180kt on-site Urea storage capacity
- Has its own jetty for loading connected to the plant

Technology Provider

HALDOR TOPSOE, Uhde ThyssenKrupp, Stamicarbon

Egypt

Egyptian Fertilizer Company (100%)

Product	mtpa
Urea	1.7
DEF	0.4(3)

- Commissioned 2000 (line I) and 2006 (line II)
- Fully integrated
- Built by Orascom Construction
- Capable of exporting from Mediterranean and Red Sea

Technology Provider

Stamicarbon, Uhde ThyssenKrupp

Egypt Basic Industries Corporation (75%)(2)

Product	mtpa
Ammonia	0.7

- Commissioned 2009
- Minority Partners: Egyptian General Petroleum Corporation and private individuals
- Built by Orascom Construction
- Direct pipeline to EFC and 8km from Sokhna Port

Technology Provider

KBR

Algeria

Sorfert (51%)

Product	mtpa
Urea	1.3
Ammonia	0.8

- Commissioned 2013
- Minority Partner: Sonatrach
- Fully integrated
- Built by Orascom Construction
- 8km from Arzew Port and 11km from Bethouia Port

Technology Provider

Stamicarbon, Uhde ThyssenKrupp

UAE

Fertiglobe Distribution

Distribution Business (100%)

Distribution and Trading

- Own product and 3rd 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 6.6mt 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

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 Net-backs

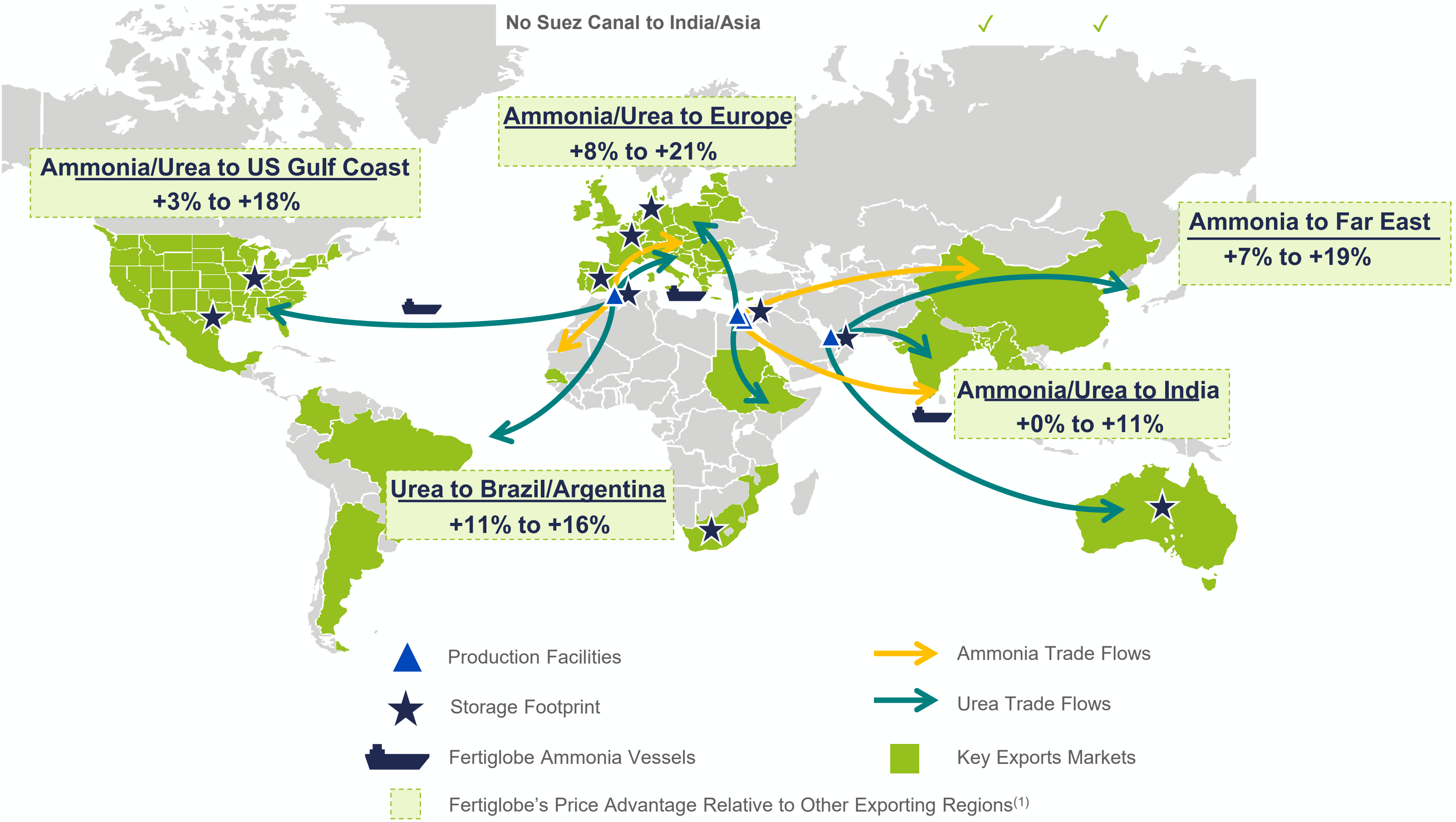
10% global market share of combined ammonia and urea

#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 taking market share away from traders 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

	Fertiglobe (An ADNOC and OCI Company)	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	✓	✓		



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Fertiglobe Gas Contracts Overview

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

	فرتيل Fertil	EFC (1)	EBIC	SORFERT
Gas Supplier	ADNOC	GASCO(2)	EGPC(2)	Sonatrach
Contract Start Date	2019	2005 - 2006	2008	2013
Contract End Date	2044	2030 - 2031	2028	2033
Annual Contract Volume (m mmbtu)	56.0	33.5	24.0	60.7
Contract Pricing Mechanism ($ / mmbtu)	Price determined in bi-lateral agreement: ○ $3.5 in 2022 ○ Escalation of +3% p.a.	Price determined in bi-lateral agreement: ○ $4 floor ○ *Cost escalation factors above certain product benchmark price levels*		Price is determined by national decree, with a contractual price stabilization until November 2023 ○ USD 1.25/MMBtu in 2021 and increases annually by 5%. With additional profits paid to Sonatrach under Ecremage 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
Gas Supplier Participation in FG Equity	✓ 36% of FG	NA	✓ 15% of EBIC	✓ 49% of Sorfert

Source: Company Information
Notes: (1) Different tenors refer to Line I and Line II
(2) EGPC and GASCO are subsidiaries of EGAS the Egyptian national oil & gas company

Profit Sharing Mechanisms – Sensitivity to Product Prices

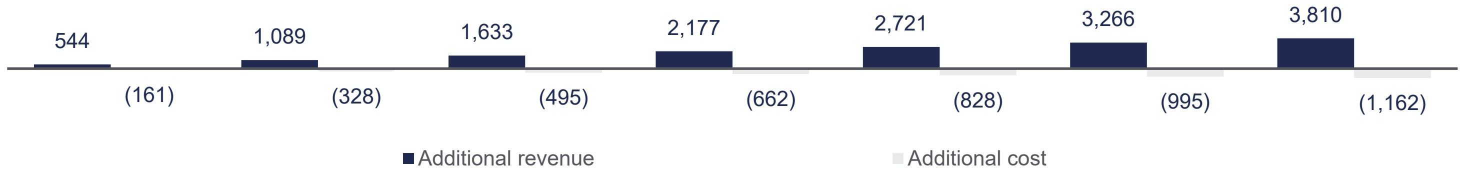
Fertiglobe Has Profit Sharing Mechanisms that Provide the Egyptian and Algerian Governments with Greater Income Participation as Product Pricing Increases[(1)]

Illustrative Impact of Product Prices on Reported EBITDA

	2021A	@ 2021A + Sensitized Pricing						
		+$100/t	+$200/t	+$300/t	+$400/t	+$500/t	+$600/t	+$700/t
12M Avg Urea Benchmark Price (FOB Egypt, in $ / t)	530	630	730	830	930	1,030	1,130	1,230
12M Avg Ammonia Benchmark Price (FOB Black Sea, in $ / t)	555	655	755	855	955	1,055	1,155	1,255
Gas Rates[(2)] (in $ / mmbtu)	3.3	3.7	3.9	4.1	4.4	4.8	5.2	5.5

EBITDA Sensitivity

Revenue vs. Cost Increase (in $mn)



	2021A	+$100/t	+$200/t	+$300/t	+$400/t	+$500/t	+$600/t	+$700/t
Reported EBITDA Impact	$1,551 m *(2021)*	+$383 m	+$760 m	+$1,138 m	+$1,515 m	+$1,893 m	+$2,270 m	+$2,648 m

For a $100/t increase above 2021 urea/ammonia prices, everything else equal, Fertiglobe reported EBITDA increases by ~$375m

Source: Company Information

*Note: (1) **Egypt:** natural gas arrangements include cost escalation factors above certain product benchmark levels. Impact of higher gas pricing above $4/mmbtu is significantly outweighed by the positive impact of higher revenue realized at such product pricing levels. **Algeria**: the partnership agreement with Sonatrach contains an incentive payment based on product prices driven formula, which is effectively a cost, compensating the Algerian state for Sorfert's competitive gas price.*

(2) Does not include take-or-pay costs and fixed costs

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Thank you