



FULL YEAR AND FOURTH QUARTER 2018 EARNINGS CONFERENCE CALL PRESENTATION

MARCH 25TH, 2019

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This presentation has been prepared by OCP S.A. (“OCP”) strictly for discussion purposes, and contains certain statements that are, or may be deemed to be, “forward-looking statements” within the meaning of the safe harbor provisions set forth in the *U.S. Private Securities Litigation Reform Act of 1995*. Such statements include, but are not limited to, liabilities, strategic, industrial, commercial plans and expected future financial and operating results such as revenue growth and earnings. They are based on the current beliefs, expectations and assumptions of OCP’s management as of the date on which they are made in connection with past and/or future financial results, and are subject to significant uncertainties and risks, which OCP shall not be held liable for. These risks and uncertainties include, but are not limited to, risks and uncertainties arising from the future success of current and strategic plans and future financial and operating results and reserves; changes in such plans and results; any difficulty that OCP may experience with the realization of benefits and anticipated levels of capital expenditures for the second half of year 2019 and beyond; the current and future volatility in the credit markets and future market conditions; OCP’s strategy in connection with customer retention, growth, product development and market position; industry trends; volatility in commodity prices; changes in foreign currency, interest and exchange rates; international trade risks; changes in government policy and developments in judicial or administrative proceedings in jurisdictions which OCP is subject to; changes in environmental and other governmental regulation, including regulatory investigations and proceedings; any natural events such as severe weather, fires, floods and earthquakes or man-made or other disruptions of OCP’s operating systems, structures or equipment; the effectiveness of OCP’s processes for managing its strategic priorities; and OCP’s belief that it has sufficient cash and liquidity and/or available debt capacity to fund future financial operations and strategic business investments. Actual results may differ from those set forth in the forward-looking statements contained in this presentation, and OCP undertakes no obligation to publicly update any of its forward-looking statements, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise.

This presentation includes OCP’s financial statements which are produced in Moroccan Dirhams (the local currency) and presented in IFRS. For ease of presentation, financial information included in this presentation is translated into U.S. Dollars, and these translated figures have not been audited. For the purpose of such translated figures, OCP used the following exchange rate table, which sets forth the year average and year-end Dirham/U.S. Dollar exchange rates for the following periods:

USD/MAD

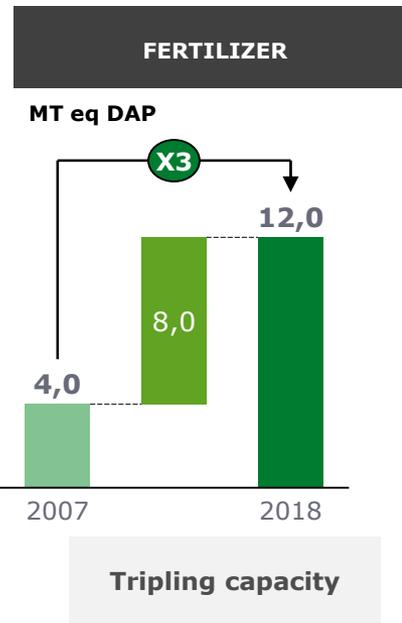
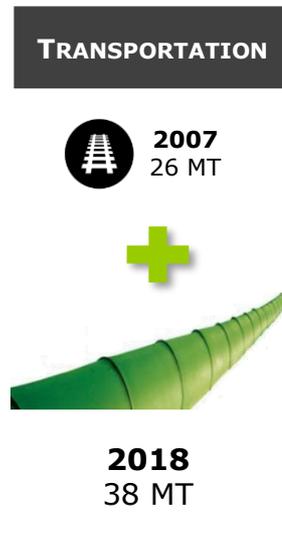
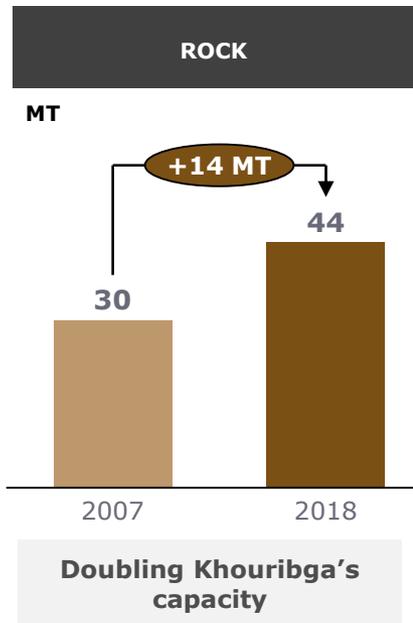
	December 2018	December 2017
Period End	9,5655	9,3276
Average	9,3862	9,6902

2018 : KEY TAKEAWAYS

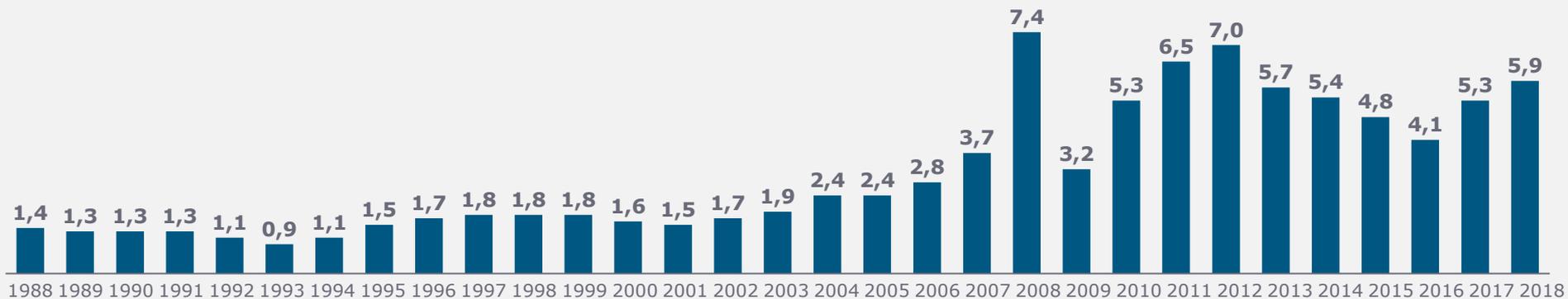


- **Significant growth amid production discipline**
- **Efficiencies increasing cost competitiveness**
- **Industry leading margins**
- **Investment grade leverage ratio**
- **Moved ahead with strategic initiatives to drive future growth**

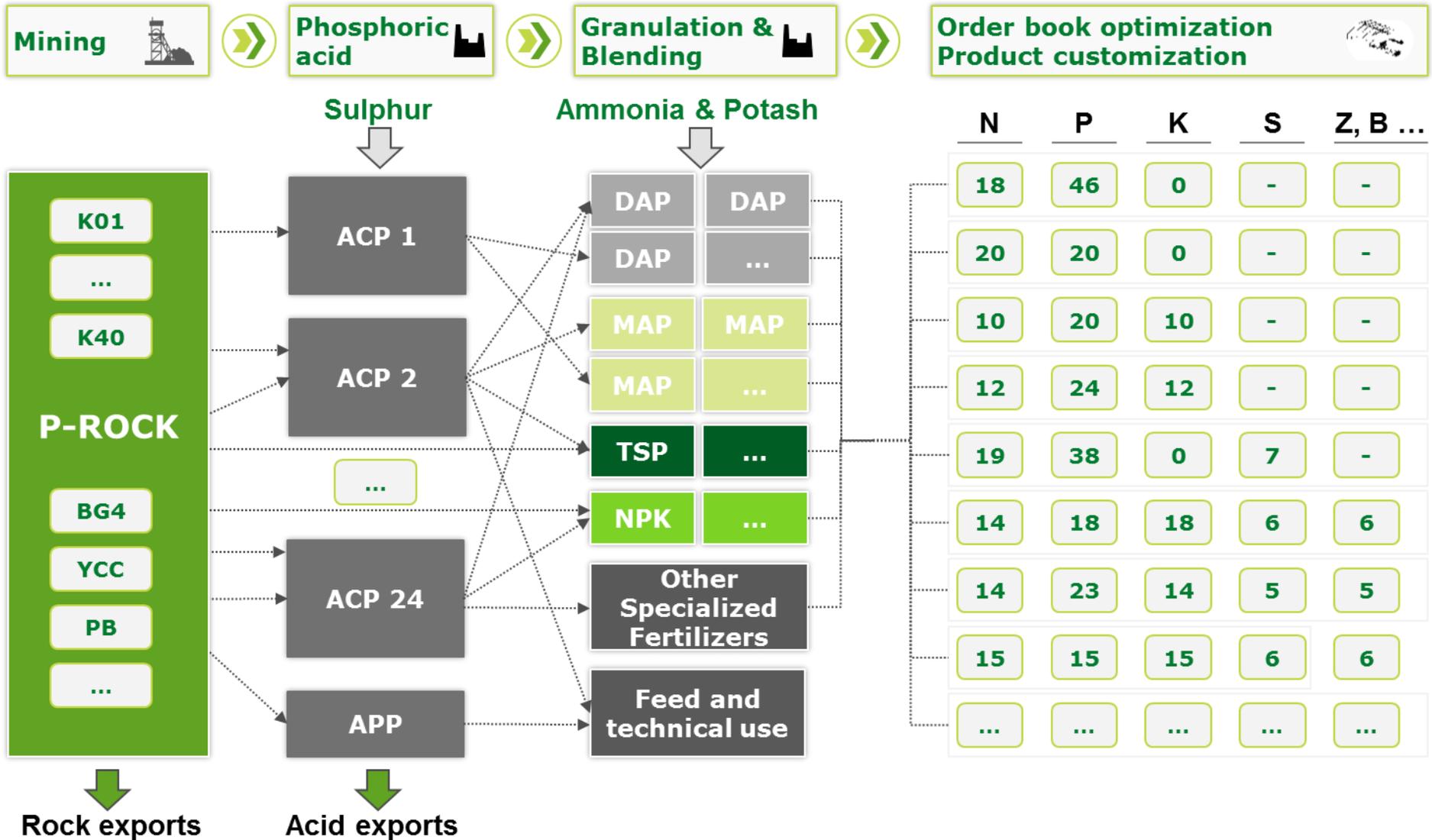
DELIVERING ON OUR INVESTMENT PROGRAM SUPPORTED GROWTH ACROSS THE VALUE CHAIN



OCP'S REVENUES (US\$ BN)

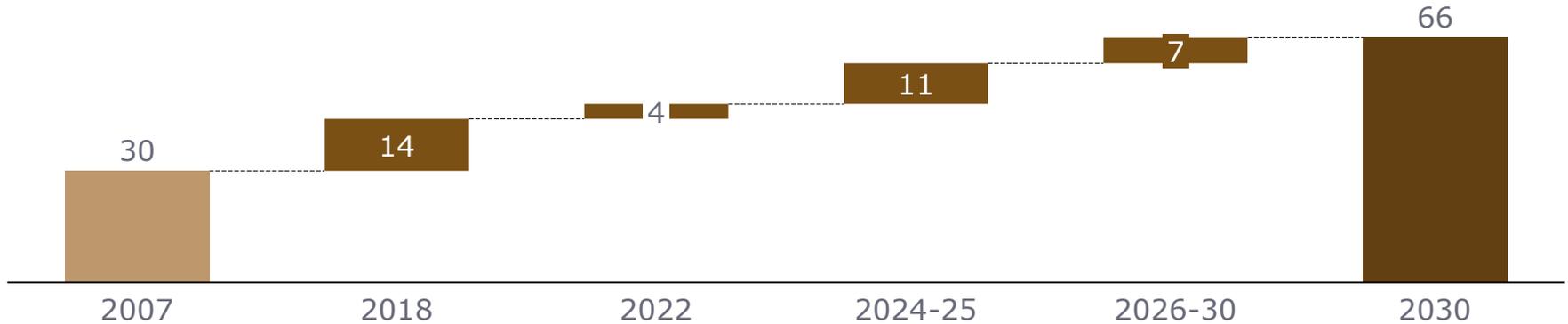


ENABLING OPTIMIZATION AND CUSTOMIZATION THROUGH A COMPETITIVE AND FLEXIBLE PRODUCTION SYSTEM

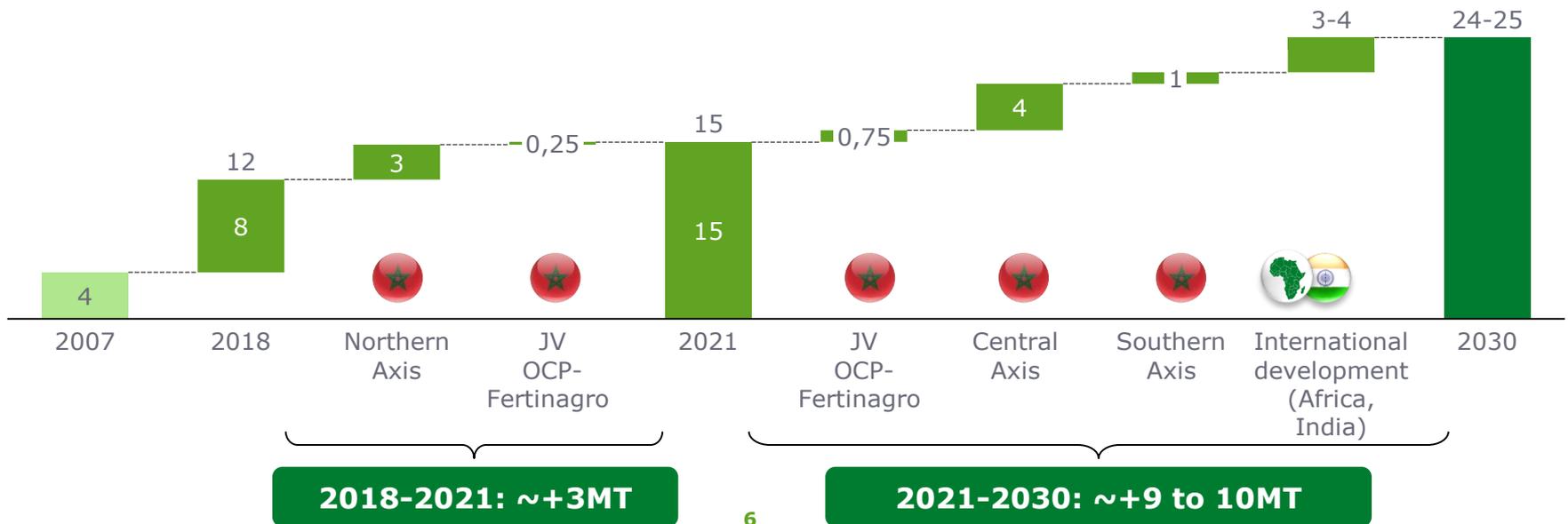


THE NEXT PHASE PROACTIVELY ADDRESSES GROWING DEMAND FOR CUSTOMIZED PRODUCTS...

ROCK CAPACITY EXPANSION: +22 MT THROUGH 2030



FERTILIZER CAPACITY EXPANSION: +12 TO 13MT THROUGH 2030



...STRENGTHENING THE UPSTREAM AND DEVELOPING THE FARMER-CENTRIC DOWNSTREAM

Cost-competitive capacity expansion



Northern Axis

Center Axis

Southern Axis



Integrated platforms

Local production units



Farmer-centric fertilizer solutions

Customized Fertilizers

Specialty Fertilizers

Services



Innovation, Science & Digital as key enablers



R&D, Innovation

Talents & Skills



MOHAMMED VI
POLYTECHNIC
UNIVERSITY



Digital

Analytics



Market Overview

STRONG PHOSPHATE FUNDAMENTALS

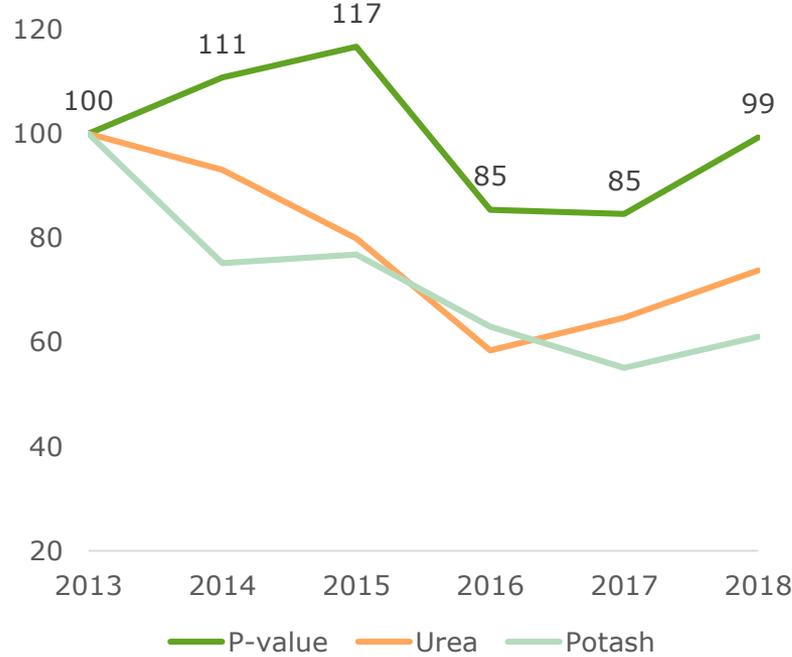
Lower affordability in 2018 - But still affordable

DAP affordability Index (base 100 in Jan 2015)



Phosphate resilience vs. other nutrients

Nutrient values (base 100 in Jan 2013)

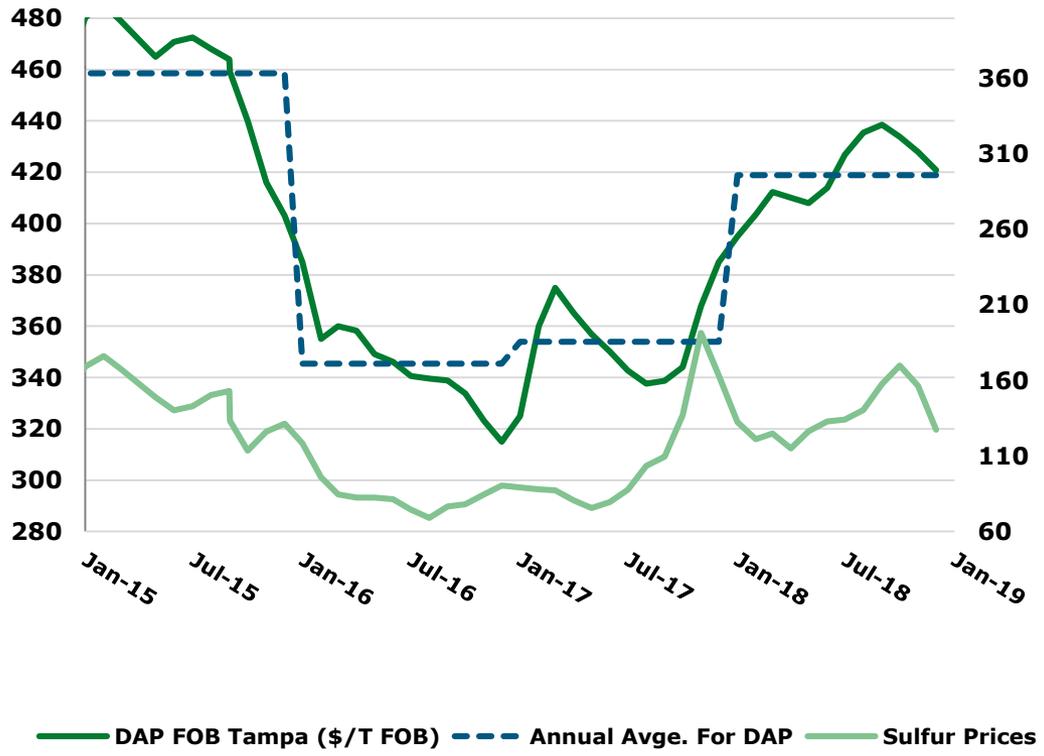


Sources: CRU, DAP affordability is a ratio between DAP average FOB prices (Tampa, North Africa, Saudi and Baltic) and the crop prices index (weighted average crop prices).

Sources: CRU, P-value is equivalent to the Commercial Gross Margin (CGM) = DAP Fob Morocco prices minus Raw material costs (Sulfur and Ammonia).

REFLECTED IN PHOSPHATE FERTILIZERS SUPPLY /DEMAND

Evolution of DAP & Sulfur price (in US\$/ton)



Market conditions in 2018

Fertilizers market characterized by rising prices:

- Supply increased but less than expected
- Overall demand was driven by Asia and the US, offsetting the decline in Europe and Africa
- Higher production costs were mainly driven by rising sulfur prices

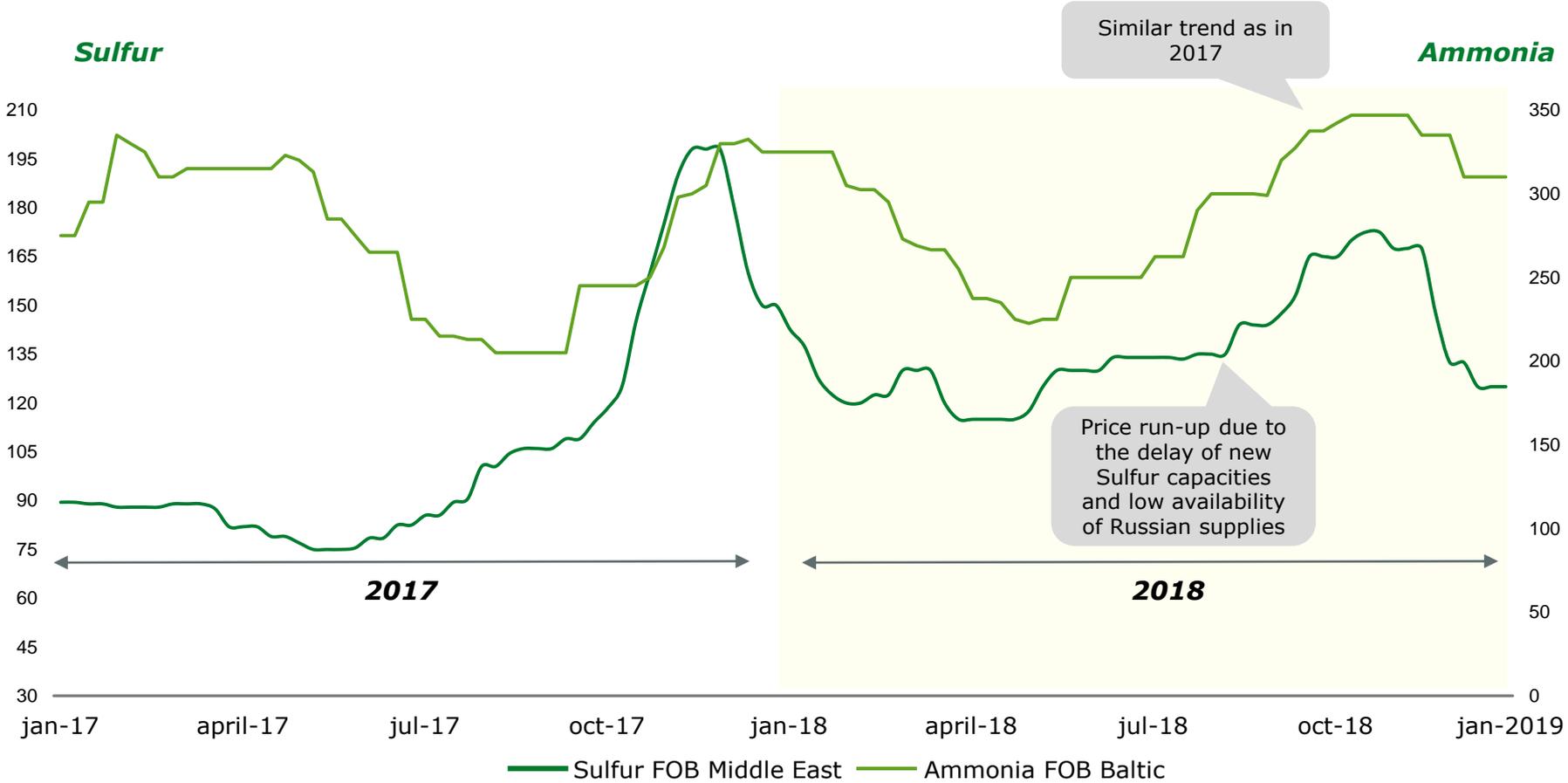
Price DAP/MAP OCP (\$/T)	Realized 2017	Realized 2018
	349	417

Sources: CRU, OCP Analysis

SULFUR PRICES WERE PARTICULARLY VOLATILE IN 2018

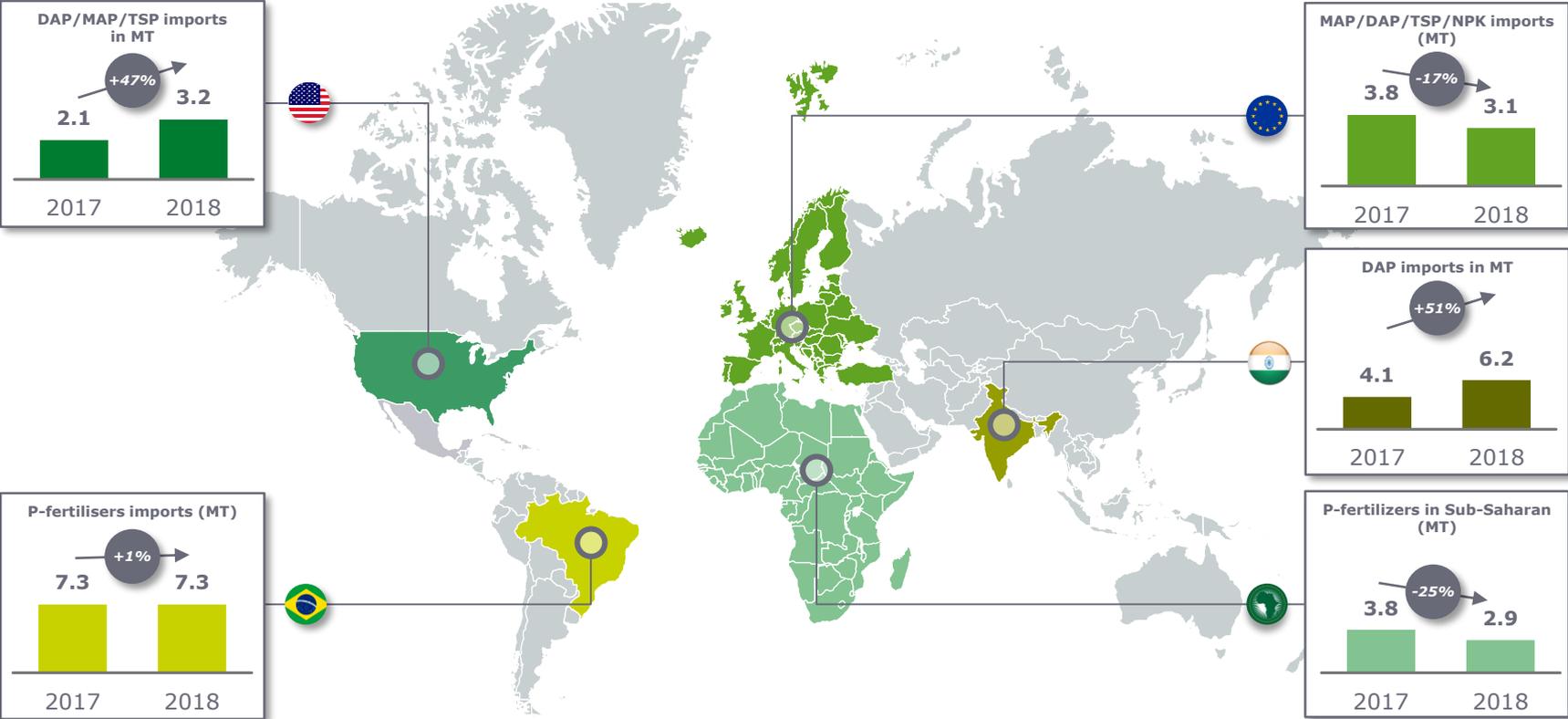
Evolution of Sulfur and Ammonia prices in 2017-2018

In US\$/ton



Sources: CRU, OCP Analysis

GROWING DEMAND IN 2018 FROM INDIA AND THE US MORE THAN OFFSET LOWER IMPORTS FROM AFRICA AND EUROPE

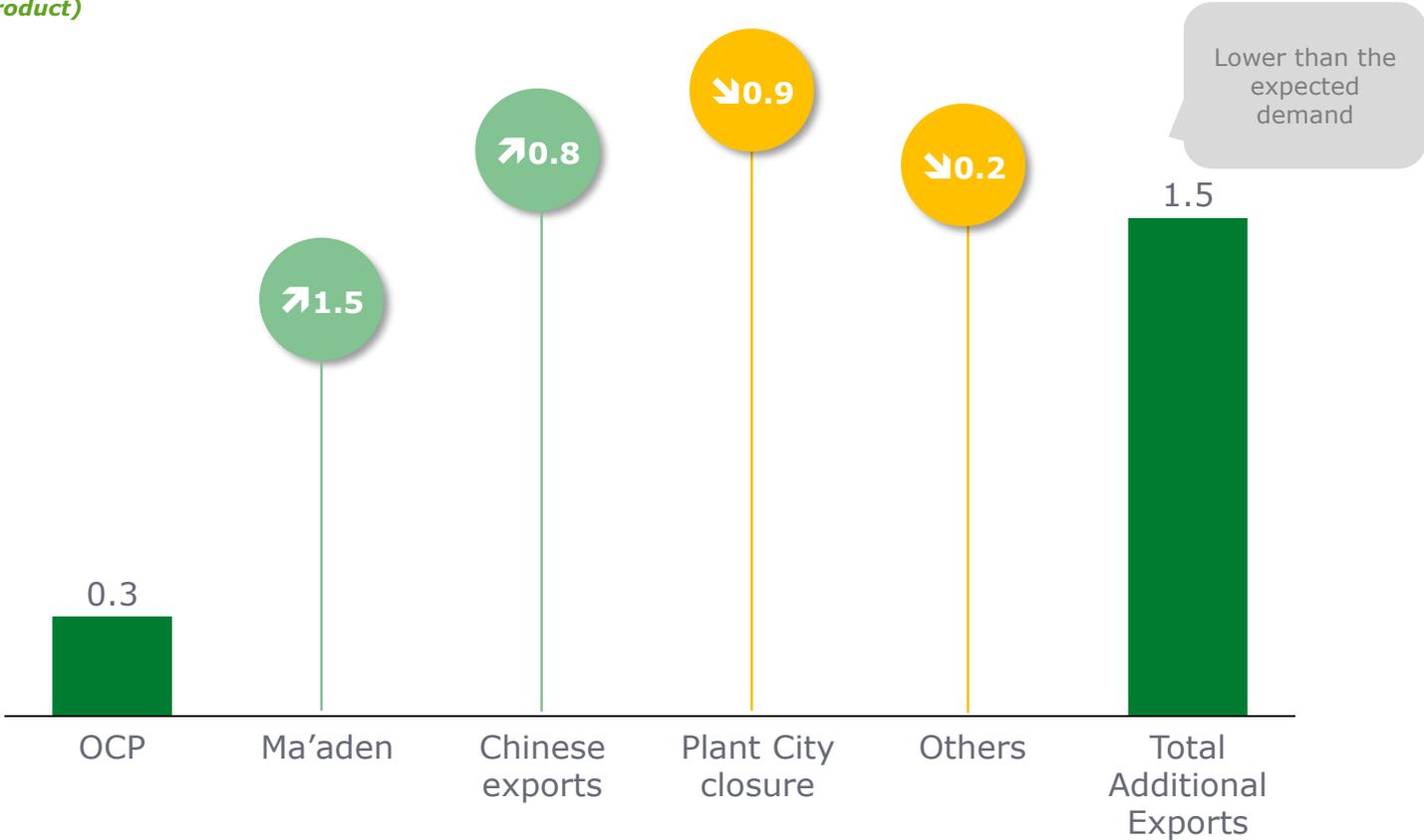


Sources: GTIS, OCP

ON THE SUPPLY SIDE, IMPACT OF ADDITIONAL CAPACITIES WAS OFFSET BY CLOSURES

DAP/MAP/NPS Phosphate Fertilizers trade Incremental Changes FY 2018

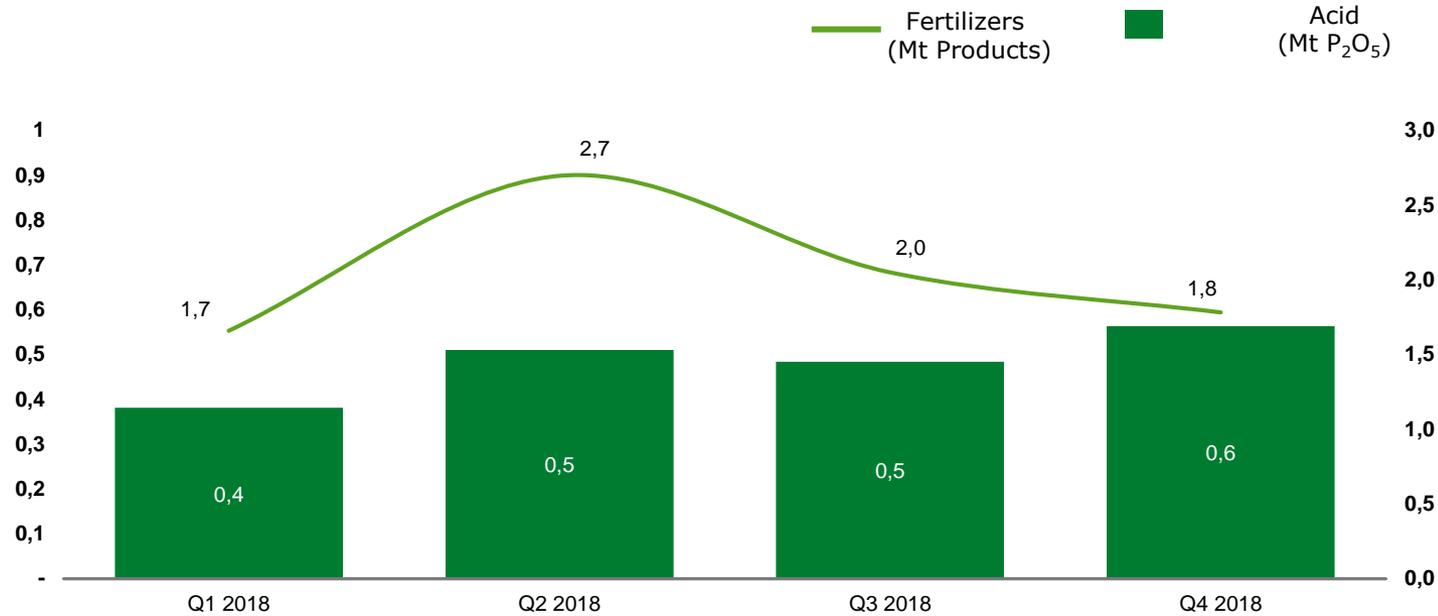
(MT product)



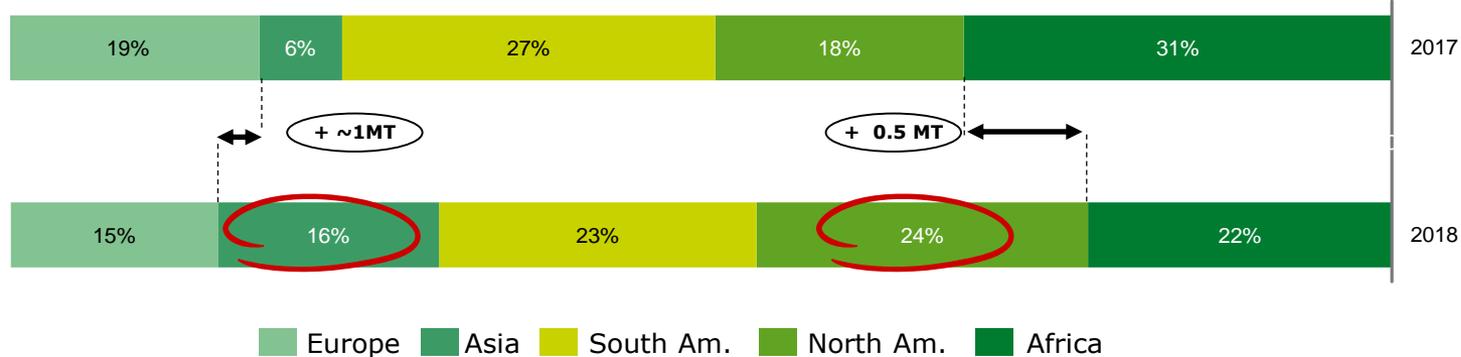
Sources: Estimates OCP, Companies websites, GTIS, CRU

THANKS TO ITS INDUSTRIAL FLEXIBILITY AND COMMERCIAL AGILITY, OCP HAS OPTIMIZED ITS ACHIEVEMENTS IN 2018

Industrial Flexibility
(Export Acid/fertilizers in 2018)



Commercial agility
(Breakdown of exp. fertilizer)



Source: OCP

MARKET DYNAMICS IN 2019



Demand

- Expected growth across all regions amidst lower grains stock-to-use ratios
 - Continued consumption growth in India, US and Brazil
 - Recovery on Europe & Africa

→ **Softer prices in 1H amidst lower costs & high inventories**



Supply

- High inventories in India & US as deferred supply from 2018 might weigh on the S/D in those particular regions
- Additional Capacities from OCP, Maaden, Egypt and Turkey to be partially offset by capacities closures in Canada
- China avails for exports remains a wild card

→ **Likely recovery in 2H**



Feedstock

- Softening Raw materials
 - Expected lower ammonia prices due to additional capacities (Ramp-up in US, Russia & Indonesia)
 - Softening sulfur prices on the back of additional capacities in Saudi Arabia & China and enhanced avails from Russia

→ **Sliding Raw material prices**

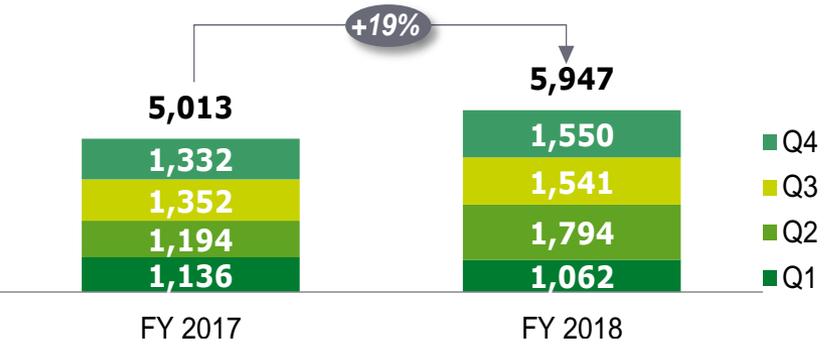


Financial Overview

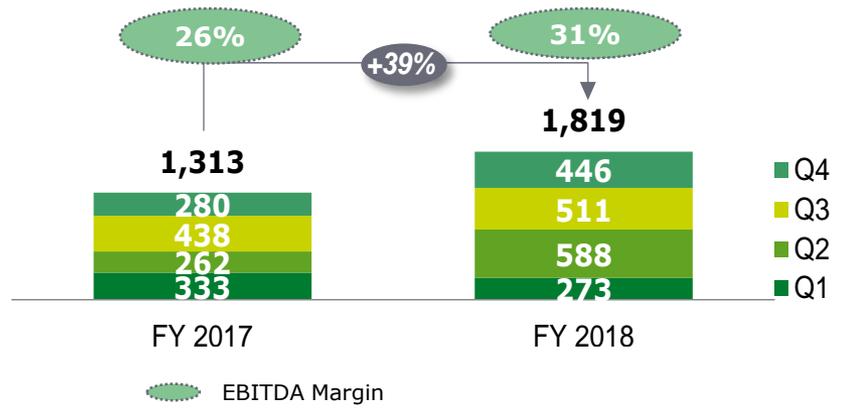
FINANCIAL SNAPSHOT

In US\$m

REVENUES



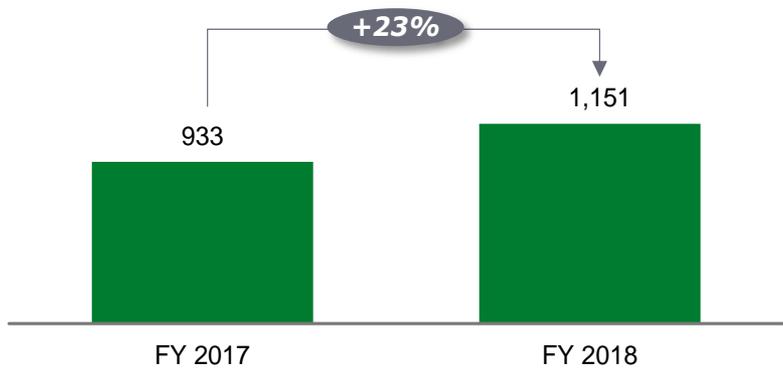
EBITDA



EBIT



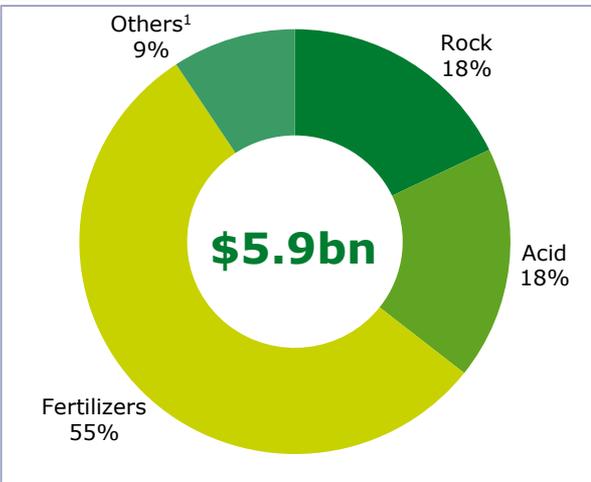
CAPITAL EXPENDITURES



REVENUE BREAKDOWN BY SEGMENT

In US\$m

Revenue breakdown in 2018



ROCK



ACID



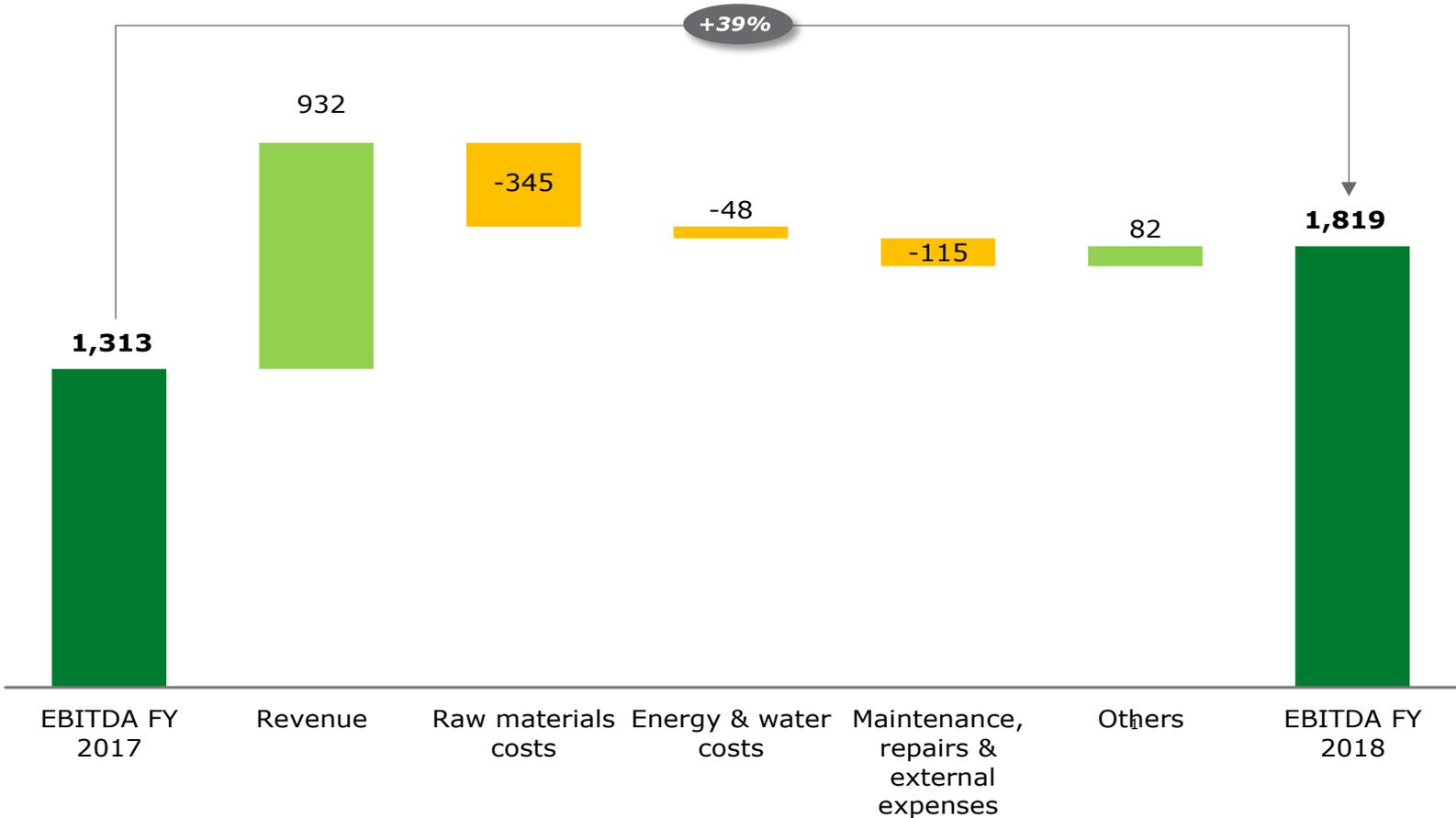
FERTILIZERS



Notes: ¹include revenue from freight & revenue from Joint Ventures activities

EBITDA EVOLUTION: ~\$1.8bn IN 2018 DRIVEN BY STRONG REVENUES AND COST EFFICIENCIES

In US\$m

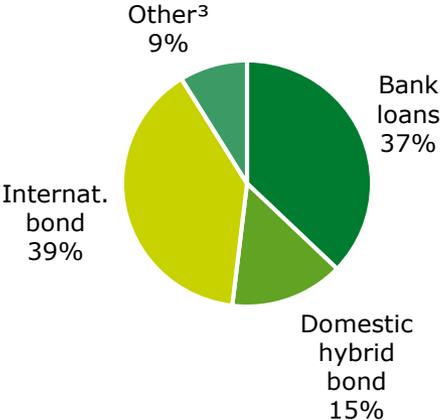


Note: ¹include revenue from stock sold, taxes expenses, FX effects, and other charges

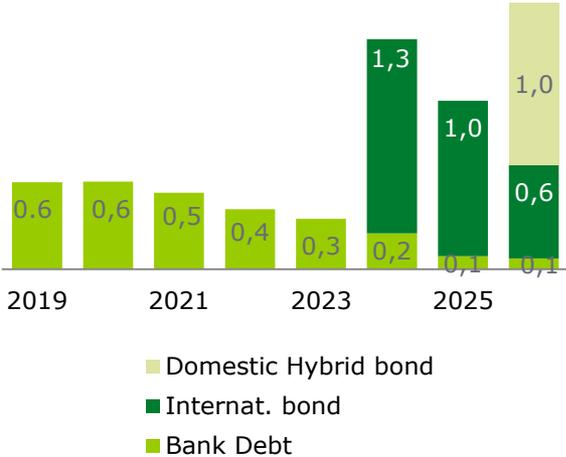
LIQUIDITY SNAPSHOT & LEVERAGE

In US\$m

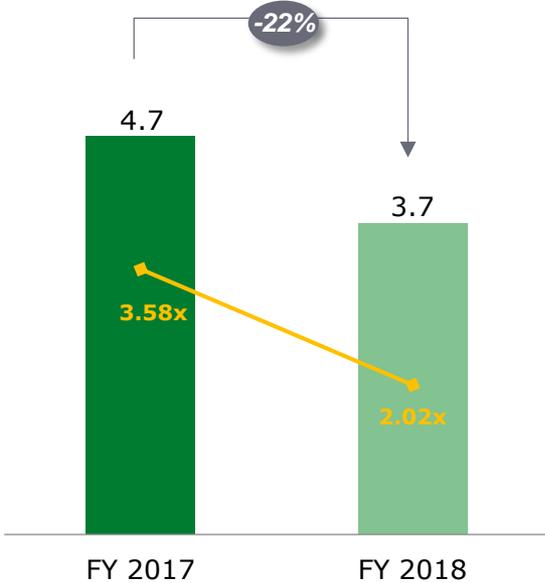
Debt Profile Snapshot^{1;2}



Debt Maturity Schedule



Net financial Debt & leverage



Source: OCP
 1. As at 31 December 2018, "Other" includes current financial debts, bank overdraft and accrued interests
 2. USD/MAD exchange rates of 9.5655 as of 31/12/2018
 3. Other notably includes Sovereign guaranteed bank loan, Domestic bond, Finance lease liabilities



THANK YOU