



# Yara Clean Ammonia



**The 2<sup>nd</sup> International Fuel  
Ammonia Conference**

*28 Sep, 2022*

# YCA is a leading<sup>1</sup> global ammonia platform well-positioned to capture the market for clean ammonia

## YCA in brief

A key **enabler of decarbonization of hard-to-abate industries**, connecting upstream projects with new customer applications

The **#1 integrated midstream platform in the ammonia value chain<sup>1</sup>**, with asset-backed supply and a global footprint

Standalone entity **backed by majority owner and preferred partner Yara**, which has almost 100 years of ammonia experience

## Company highlights



**USD 3.0bn**

Q1 2022 LTM Revenues



**USD 159m**

Q1 2022 LTM EBITDA<sup>2</sup>



**>20%**

Market share of merchant/traded ammonia in 2021<sup>1</sup>



**4.1mT**

Ammonia transported and sold Q1 2022 LTM



**#12**

Owned and leased purpose-built ammonia vessels



**#18**

Terminal access in key locations<sup>3</sup>



Yara Clean Ammonia

Source: Company information

1) Based on volumes of traded ammonia in 2021 - Argus market study (2022)

2) EBITDA is defined as operating income plus depreciation and amortization and interest income and other financial income

3) YCA has exclusive access, and manages and optimizes use of Yara's ammonia tank infrastructure at terminals through sourcing and supply agreements with Yara

# Cross-sector collaboration to establish competitive Clean Ammonia Supply Chain to Japan

## Petrochemical

Asahi**KASEI**

**'TORAY'**

Innovation by Chemistry

 **SUMITOMO CHEMICAL**

## Shipping

 **ENEOS Ocean Corporation**  
[E'-ne-ohs]

 **NYK LINE**  
NIPPON YUSEN KAISHA

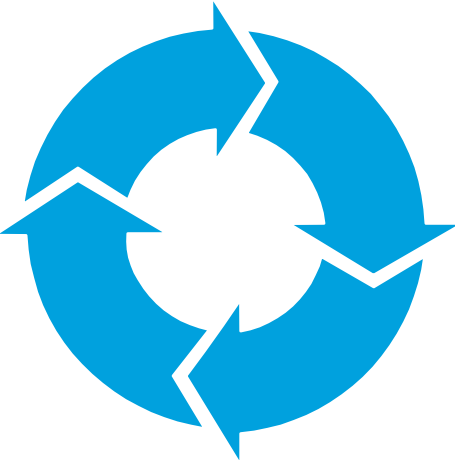
## Power Generation

Jera



 **KYUSHU ELECTRIC POWER CO., INC.**

## Refinery

 **idemitsu**



# Expanding Collaboration in Japan

MoU with  JAPAN BANK FOR INTERNATIONAL COOPERATION (Finance )



**June '22**

Yara and JBIC, a Japanese policy-based financial institution, signed on MOU to **strengthen cooperation in the field of clean ammonia to support Japanese companies' business development toward the realization of a decarbonized society.**

- **Strategic cooperation between JBIC and YARA**, under which the framework for collaboration between the two organizations is to be developed, **JBIC aims to accelerate the structuring of projects for developing the supply chain of ammonia as a fuel source.**

MoU with  SUMITOMO CHEMICAL (Industrial )



**Nov '21**

Yara and Sumitomo Chemical, one of Japan's leading chemical companies, will **collaborate on the potential supply of clean ammonia to Sumitomo Chemical**

- Clean ammonia supply for **petrochemicals, plastics and/or energy**
- **Distribution** based on Sumitomo Chemical's plants in Japan

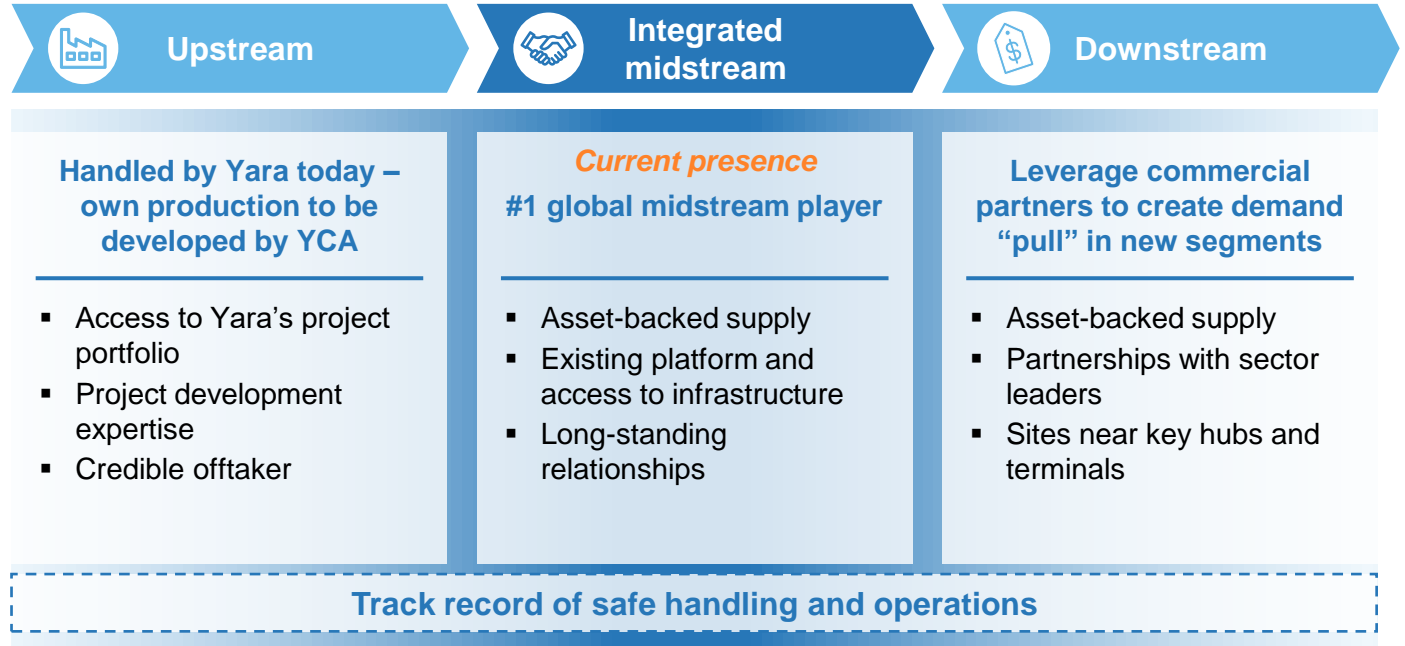
# YCA's strategy builds on existing success factors and competitive edge

## Key success factors

-  **Reliable and asset-backed supply**
-  **Global scale and flexibility**
-  **~100 years of ammonia experience**
-  **Track record of safe operations**
-  **Market insight**
-  **Existing long-term customer relationships**

Unique starting position as the market leader in midstream ammonia<sup>1</sup>

## YCA's competitive edge



Integration will remain critical in building scale and creating value in the developing clean ammonia market

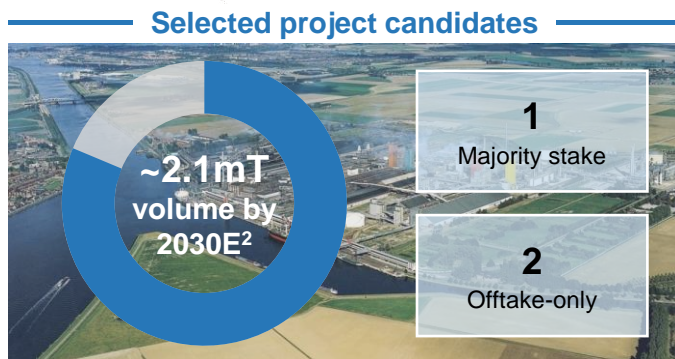
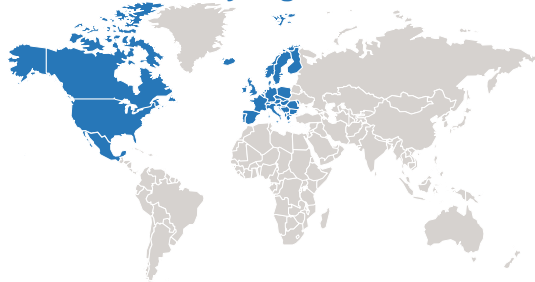


# Growth supported by solid upstream projects, building on YCA's leading<sup>1</sup> midstream position

**Blue ammonia**

Robust pipeline with solid project economics and profitability without need for further subsidies

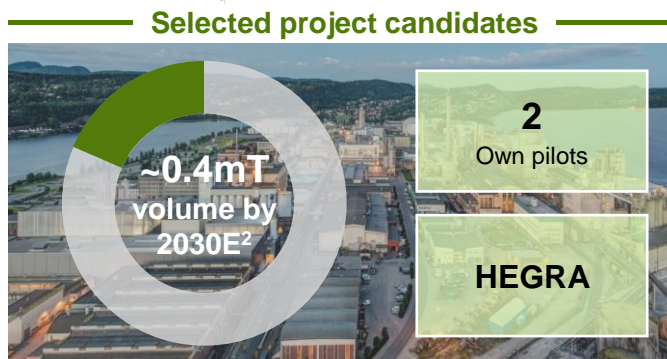
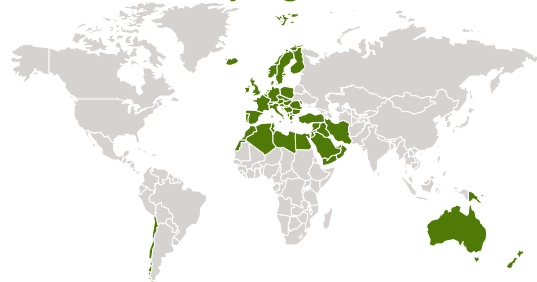
**Key regions**



**Green ammonia**

Early mover strategy where government support will be required – anticipated lower costs in the future will increase competitiveness

**Key regions**



Well-positioned with a maturing project hopper and additional long-term opportunities

**Key success factors**

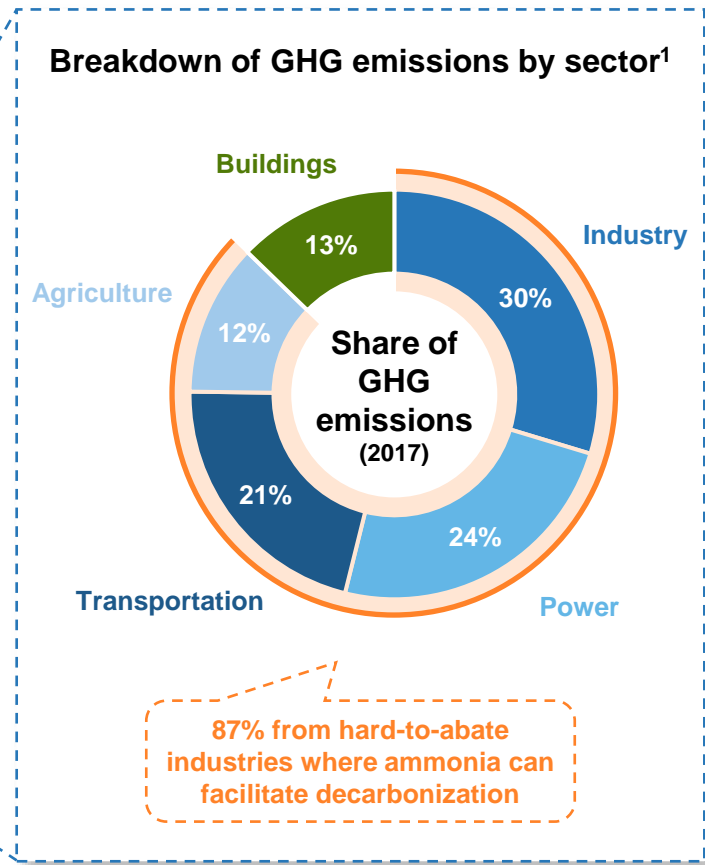
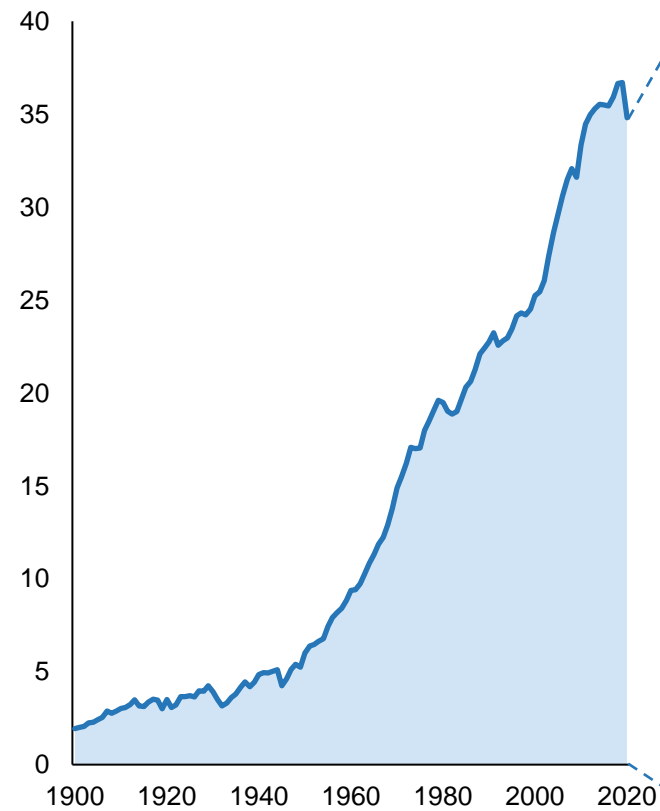
- ✓ Access to existing production assets that can be converted to blue or green at lower costs compared to greenfield investments
- ✓ Knowledge and experience built through Yara's almost 100 years of ammonia track record and over 8mT ammonia production capacity<sup>3</sup>
- ✓ Market leading position makes YCA the preferred offtaker and partner for Yara and other third-parties, in turn enabling new projects







# Ammonia – key to decarbonize the world

## Rapid growth in GHG emissions from hard-to-abate industries

BnT CO<sub>2</sub> p.a.



## Ammonia is an attractive solution

- 
**Clean ammonia available through existing blue and green production methods**
- 
**Highly versatile with multiple direct applications**
- 
**Ideal energy carrier with favorable performance across clean fuel KPIs<sup>2</sup>**
- 
**Well-established global infrastructure and storage network**

