



Knowledge grows

# Ammonia Energy Association Annual Conference

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11 November 2024



# 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 1.8bn**

Q3 2024 LTM Revenues



**USD 120m**

Q3 2024 LTM EBITDA<sup>2</sup>



**>20%**

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



**3.7mT**

Ammonia transported and sold Q3 2024 LTM



**#14**

Owned and leased purpose-built ammonia vessels



**#18**

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

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

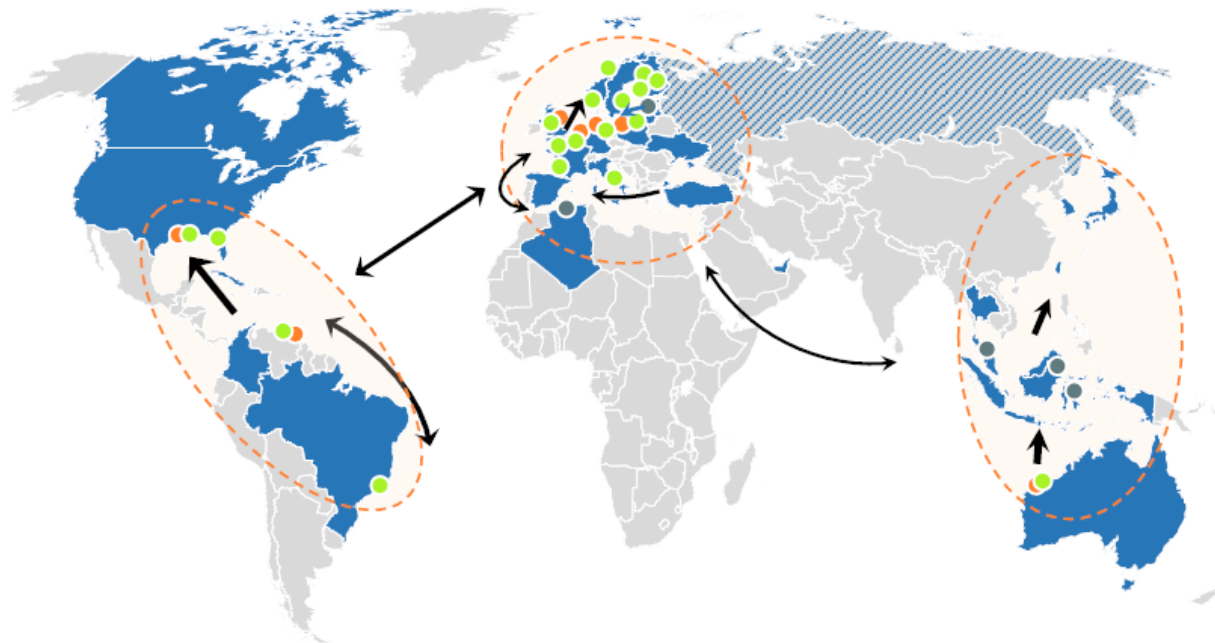
3) YCA has exclusive access, and manages and optimizes use of Yara's ammonia tank infrastructure at terminals through sourcing and supply agreements with Yara



Yara Clean Ammonia

# Unrivalled ammonia system is Yara's core competitive edge

## Yara's global ammonia system



- World's largest ammonia system, highly scalable
- Balance between asset-backed and third-party sourcing provides unique flexibility, market insight, and competitive supply
- Unique ability to optimize offtake based on value creation:
  - 1-3 million tonnes of internal high-value demand in the Yara system
  - Yara is in a pole position to serve new markets for low-emission ammonia and crop nutrition
  - Flexibility to handle shifts in market development and regulatory change

← Trade flows    ● Terminal access<sup>1</sup>    ● Export production sites    ● Third-party terminals

■ Countries present<sup>2</sup>

# As market leader today, YCA provides a unique starting point to develop the clean ammonia value chain

## Yara Clean Ammonia

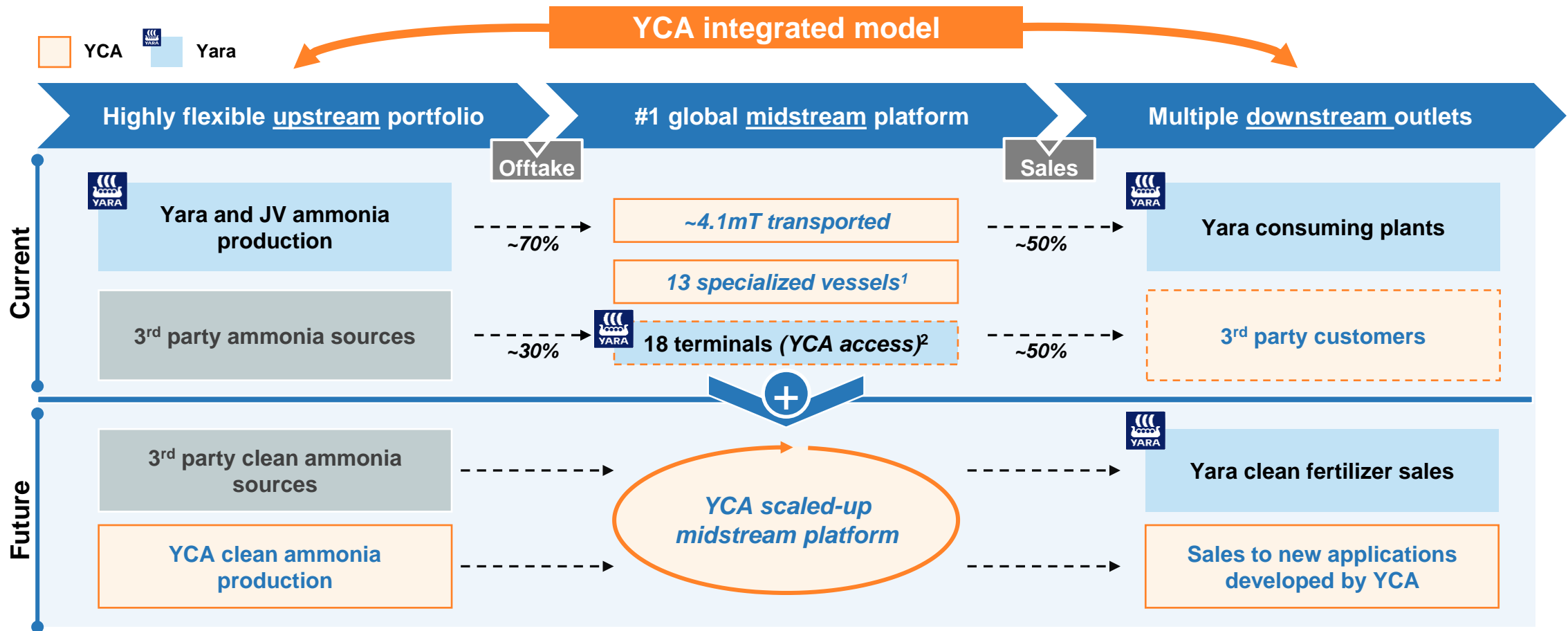


Global No.1 with **>20%** market share of merchant / traded ammonia in 2020

### Key success factors for YCA

- ✓ **Reliable, asset-backed supply and attractive offtaker**
- ✓ **Deep industry know-how**, market insight and track record of safe handling
- ✓ Access to **specialized fleet of 14 ships with deep-sea connection** to all key bunkering hubs
- ✓ **Global network of 18 terminals** located in key geographies<sup>1</sup>
- ✓ **Existing long-term customer relationships**
- ✓ **Scalable platform** and business model

# YCA is the clear #1 in ammonia, built on a global integrated business model backed by Yara



Asset-backed and active across the value chain from sourcing to sales, YCA has >20% market share<sup>3</sup> in traded ammonia

Source: Company information

1) Including leased and YCA-owned vessels

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

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



# YCA's strategic ambition

YCA aims to significantly grow its leading<sup>1</sup> global position as the world's largest ammonia platform, driving the development of clean ammonia globally:

- *Enabling the energy transition by connecting low-carbon energy sources to food, fuel and energy markets through **world-scale production, logistics and sales***
- *Leveraging existing **midstream platform** to capture leading market shares across the clean ammonia value chain*
- ***Bold, long-term, trusted, and reliable; partnering with like-minded industry leaders to unlock the low carbon and renewable ammonia value chains***



***Building on our leading ammonia position to serve new market segments and profitably decarbonize own production***

