

Presenting Borealis L.A.T

October 2021
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Fertilizer

Technical N Products

Agenda

1. Borealis at a glance
2. Geographical position
3. Challenges
4. Conclusion

Borealis at a glance

Worldwide



Head Office in **Vienna**, Austria.
Operating on **five continents**
in **120 countries**

Market Position



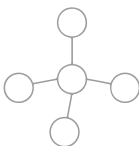
#2 among polyolefin
producers in **Europe**

Employees



More than
6,900 employees

Line of Business



Production and distribution of
polyolefins, base chemicals
and **fertilizers**

Ownership Structure



75% OMV, Austria /
25% Mubadala, United Arab
Emirates

Financial figures



Net profit 2019 – **MEUR 827**
Net sales 2019 – EUR 8.1 billion

Joint Venture



Borouge – the world's largest
integrated polyolefin complex
in Ruwais, UAE

Joint Venture



Bayport Polymers – brings
Borstar® technology to American
polyethylene markets

Circularity



Two **polyolefin recycling**
operations in Europe

Patents



120 priority patents
filed in 2019

Borealis provides pioneering solutions in three business areas



Polyolefins

Borealis works closely with its customers and industry partners to provide innovative and value-creating plastics solutions that increase end-product safety, reduce weight, lower costs and enable integration of parts.



Base Chemicals

Borealis continues to develop its profitable Base Chemicals business building on unique feedstock technology, logistics and integration strengths.



Nitrogen Business

Borealis is a leading fertilizer and melamine company in Europe with strong ambitions for further growth in selected markets worldwide.

Borealis supplies fertilizers and technical nitrogen products (TEN) via its Borealis L.A.T distribution network.

The Nitrogen division manufactures and distributes Fertilizers, Technical Nitrogen and Melamine products



CROP NUTRITION

Balanced farming solutions

- Straight nitrogen
- Complex fertilizers (N/P/K)
- N+S MYNITRAS®



TECHNICAL NITROGEN

Environmentally-friendly industry solutions

- Nitric acid
- AdBlue®
- Ammonia
- Urea technical



- Melamine
- Guanidine Carbonate



More than
2000 employees



- 13 Offices
- 8 Productions sites*
- 21 own warehouses in **Europe**

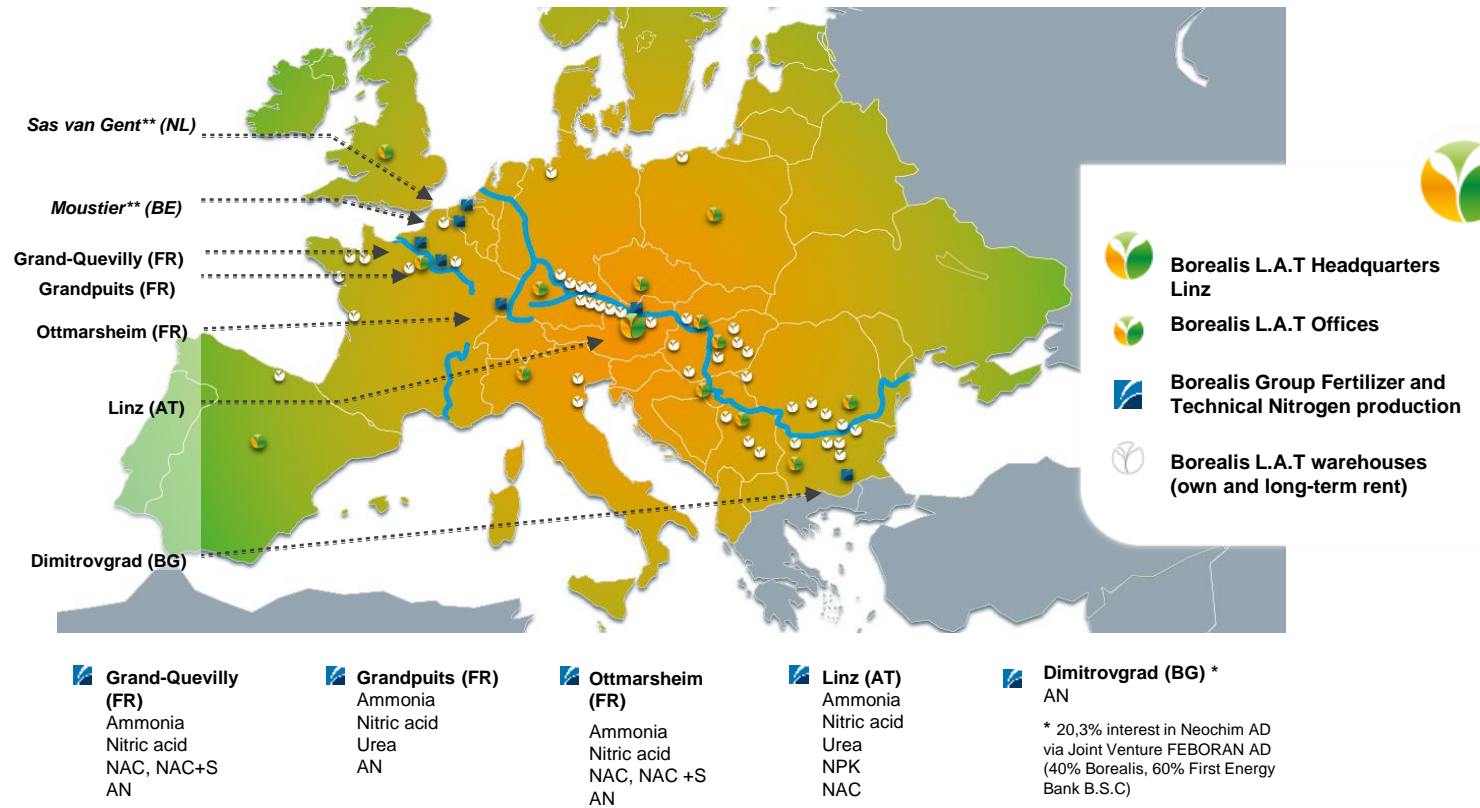


Among leading European fertilizer producers and #2 European melamine producer with global market presence

*Linz (AT), Piesteritz (DE), Grand-Quevilly, Grandpuits, Ottmarsheim (FR), Moustier (BE), Sas van Gent (NL), Dimitrov (BG)

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We supply our customers through a well-designed distribution network across Europe



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***Commercialisation of Rosier products by Rosier.*

* 20,3% interest in Neochim AD via Joint Venture FEBORAN AD (40% Borealis, 60% First Energy Bank B.S.C)

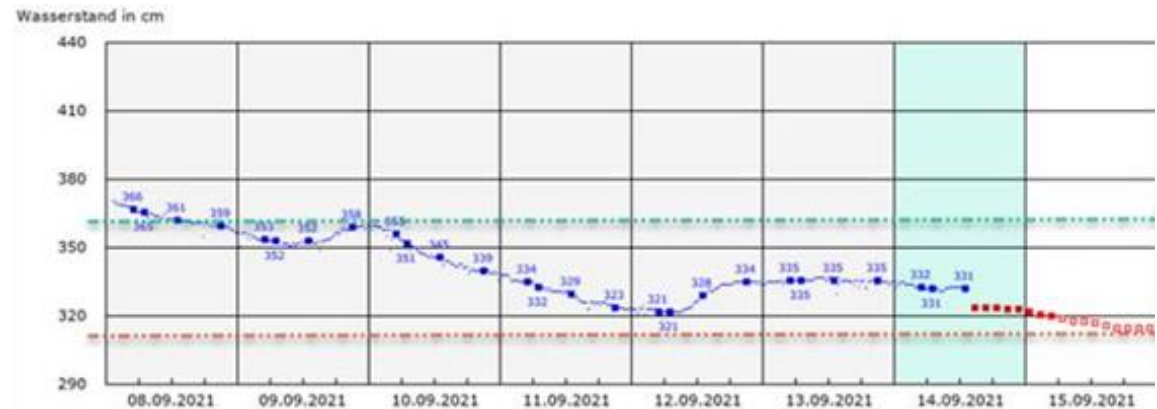
Challenges

Waterlevels

- ❑ Rapidly changing, especially in Germany
- ❑ Lack of forecasting model

➔ Direct cost impact

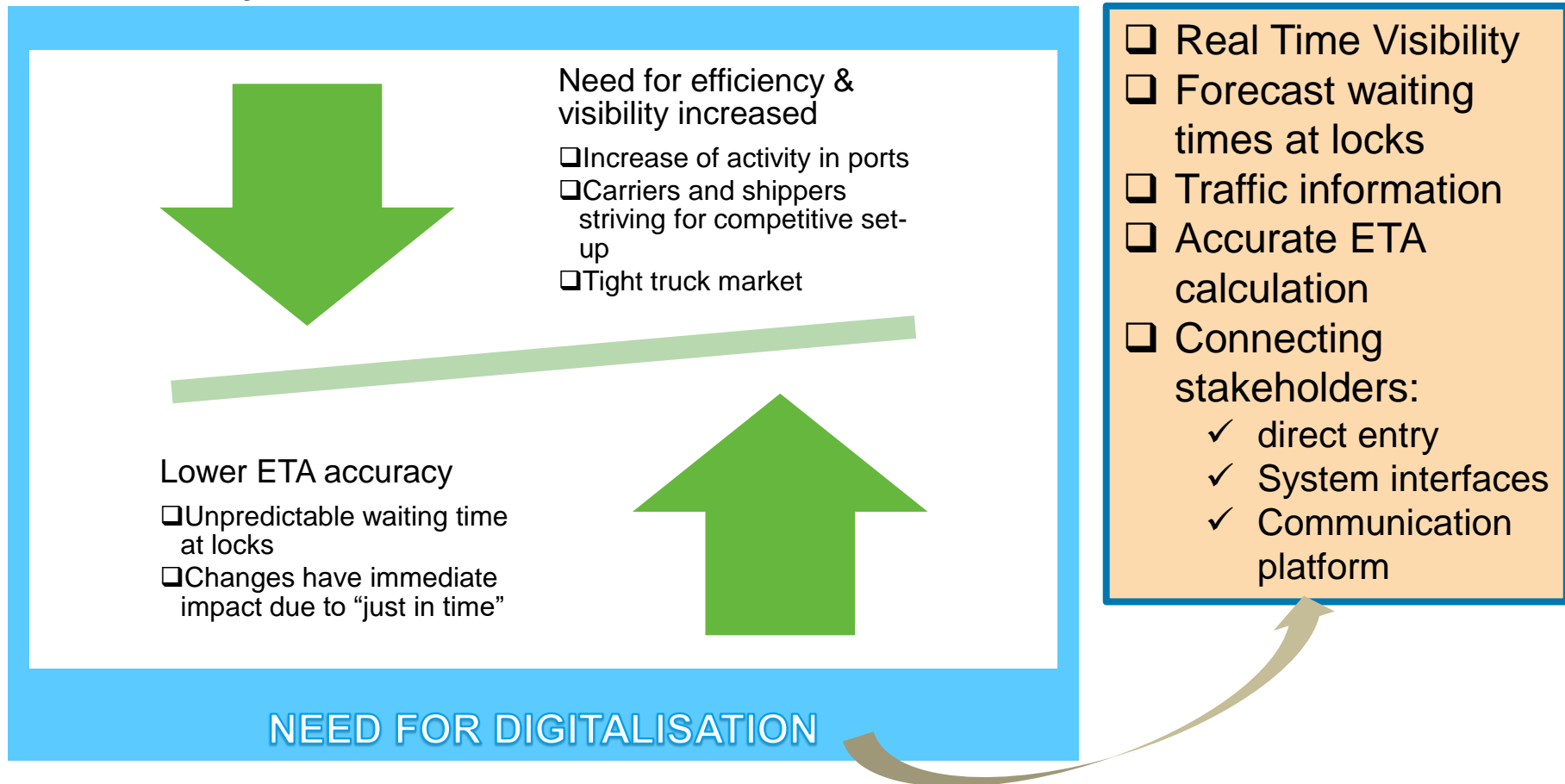
➔ Direct volume impact



- ❑ Time of good waterlevels is short (Feb-June)
 - Yearly lock maintenance in this period

Challenges

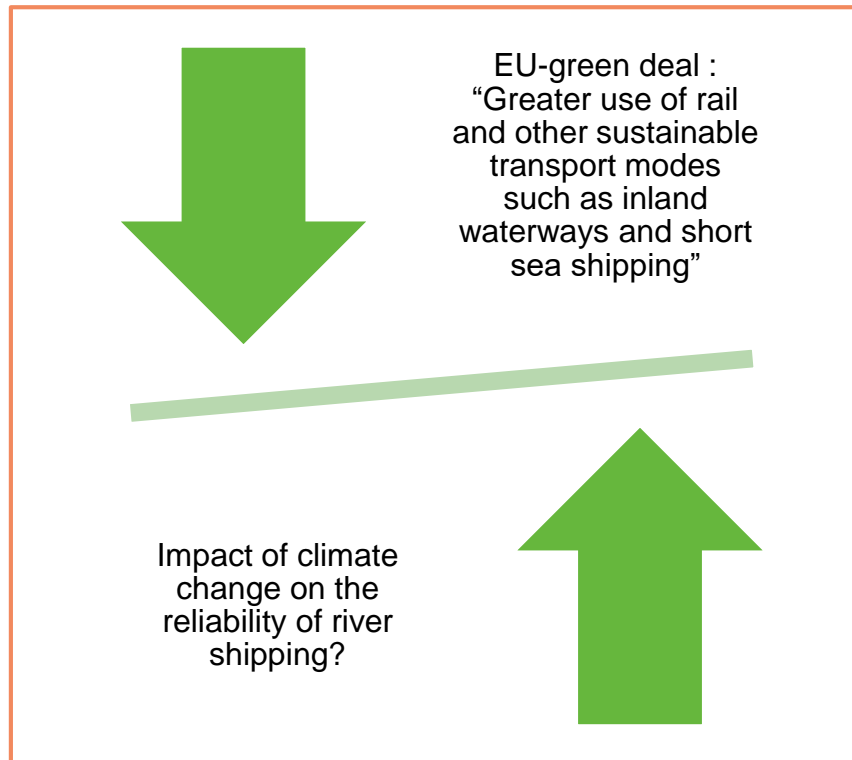
ETA accuracy



Challenges

Sustainability

- ❑ More extreme and unpredictable weather
- ❑ Need for long-term study and investment programme



- ❑ Is river system set-up for additional capacity?
- ❑ Investment programme?
- ❑ Higher need for efficiency
- ❑ Higher need for digitalisation

Challenges Safety

Safety is a mindset

Goal Zero remains a top priority for Borealis NITRO

If we can't do it safe, we don't do it at all

NITRO's priorities
2021

Health, safety &
security



Goal Zero Safety Moments



Looking for partners to join the safety journey

Conclusion

River transports are the backbone of our European distribution network -
Danube in Central and Eastern Europe, Rhine in West Europe

We need a robust and reliable system, from point of loading to point of
discharge

We need to take decisions today to be ready for the future

Digitalisation is key

Join us in the Safety journey



Thank you

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growing with joy.