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# WE'RE ABOUT OPTIONALITY

South American offtake and Cibra investment -September 2018

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### SOUTH AMERICAN OFFTAKE AND DOWNSTREAM INVESTMENT

- Sirius has finalised its distribution partnership arrangements for the balance of South America including Brazil
- Two part transaction
  - Offtake agreement for volumes rising to 2.5 Mtpa with Cibra; and
  - Acquisition of 30% of Cibra

#### Offtake agreement

- Contains unique downstream price participation mechanics to benefit Sirius for the duration of the contract (up to 17 years from commencement)
- Pricing is initially expected to be in line with existing agreements but with time expected to
  exceed current levels

### • 30% investment in Cibra

 Investment for shares creates optionality and protects Sirius route to market in important agricultural growth region



### **OVERVIEW OF CIBRA**

#### History and overview

- Started in current form in 2012 with the acquisition of Cibrafertil by Omimex Group
- Management team developed and operated fertilizer entity OFD Holding Inc. with assets outside Brazil in Latin America from 2005 to 2014 which was acquired by Yara for US\$377m<sup>1</sup>
- #6 fertilizer distributor in Brazil by volume

### Infrastructure and strategy

- 9 Blending plants
- 1 Distribution centre
- 1 SSP plant
- Operations and warehouses in key Brazil ports
- Innovation solution focused on mid to large farmers

### **Key statistics**

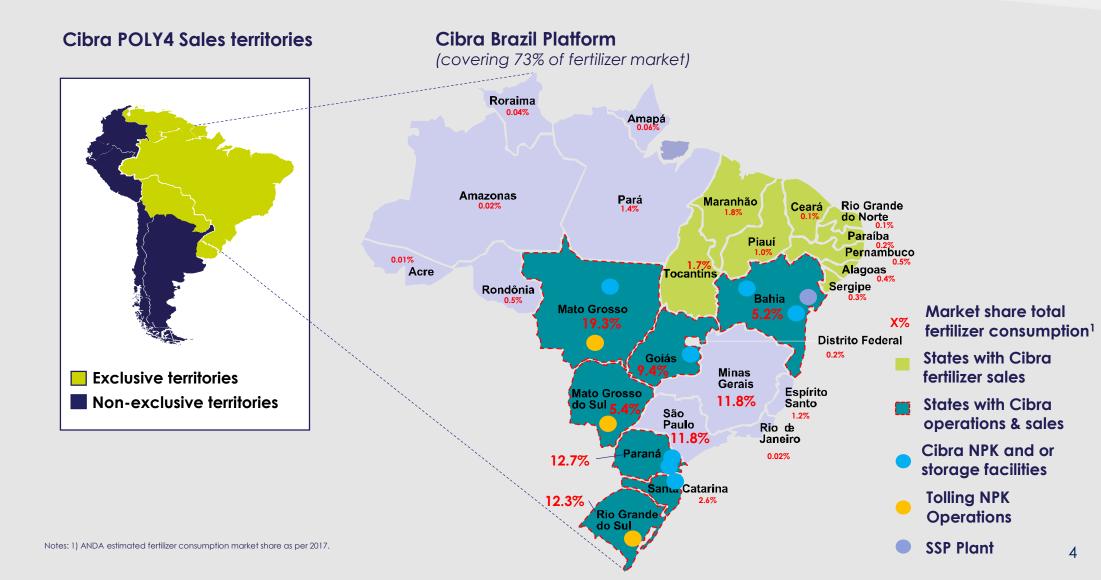
- 11 facilities in 7 states of Brazil
- 2.4 Mtpa bagging/throughput distribution capacity<sup>2</sup>
- 1.7 Mtpa production capacity<sup>3</sup>
- 540kt storage capacity
- 450 employees
- 37 highly experienced sales force
- Over 5,200 active clients
- Annual revenues of ~US\$500m

#### Sales volumes (Mtpa)<sup>4</sup>





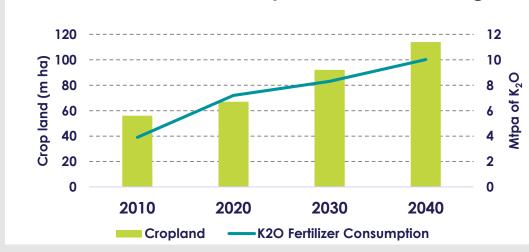
### **REGIONAL OVERVIEW**



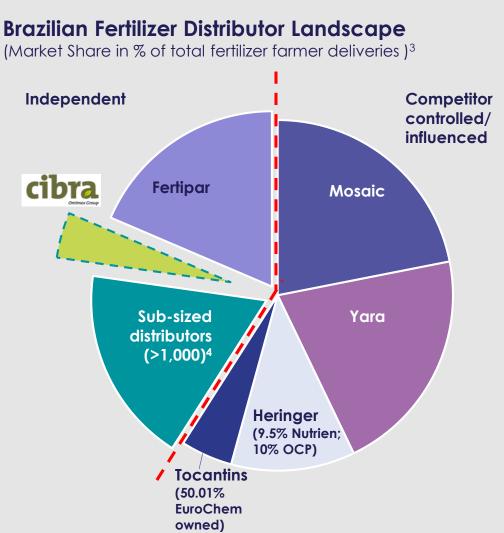


### **GROWING AND CONSOLIDATING MARKET**

- Market continues to grow with global fertilizer producers increasingly moving downstream over the last 5 years
- 4 out of the top 6 distributors are controlled / influenced by large POLY4 substitution product (e.g. MOP/SSP) producers
- Quality of distribution platform of strategic importance as ~74% of the fertilizer is imported<sup>1</sup>







Notes: 1) ANDA database. 2) Brazilian cropping land expansion according to INPE and UNEP. K2O fertilizer consumption actual and forecasted by Fertecon. 3) Brazil fertilizer market share estimated based on farmer deliveries (e.g. ANDA, CRU). Fertilizer producer OCP and PCS (currently Nutrien)acquired minority stakes in Fertilizantes Heringer (OCP 10%; Nutrien 9.5%) at an acquisition value of US\$55.7m respectively in 2015. Eurochem acquired a controlling stake of 50% + 1 share in 2016 in Fertilizantes Tocantins (Tocantins) but did not disclose any financials. 4) Represents category of over a 1,000 sub-sized regional fertilizer distributors.



# TAKE-OR-PAY OFFTAKE

Key components	Description
Countries	<ul> <li>Exclusivity for Brazil, Bolivia, Guyana, French Guyana, Paraguay, Surinam, Uruguay and Venezuela</li> <li>Non-exclusive in other South American countries where existing exclusivity has not been contracted (Argentina, Chile, Colombia, Ecuador, and Peru)</li> </ul>
Volumes	<ul> <li>Ramping up to 2.5 Mtpa in the seventh year of the contract</li> <li>Ability to roll forward and backwards certain volumes between contract years</li> </ul>
Pricing	<ul> <li>Innovative structure where by firm take-or-pay commitment price set on a similar formula basis to existing offtake agreements</li> <li>Sirius participates in realisation price upside from sales downstream</li> <li>Pricing expected to be in-line with other offtake agreements in early years but with upside potential</li> </ul>
Term	<ul> <li>7 years from commencement of production</li> <li>Two five-year extension options</li> </ul>



# **CIBRA INVESTMENT**

Key terms	Description
Structure	<ul> <li>Sirius to acquire 30% of Cibrafertil Companhia Brasileira De Fertilizantes S.A. and OFD Supply Inc. (together the "Cibra Group Companies")</li> <li>Consideration is the issue of a total of 95m fully paid SXX shares</li> </ul>
Management	<ul> <li>Management of Cibra Group Companies unchanged with Sirius fully supporting the current management and growth strategies</li> </ul>
Conditions	<ul> <li>Conclusion of satisfactory due diligence by Sirius</li> <li>Waiver of certain contractual restrictions in financing agreements</li> </ul>
Corporate Governance	<ul> <li>Right for Sirius to appoint a director of Cibra Group Companies boards</li> <li>Chris Fraser to be appointed as Sirius representative on the boards of the Cibra Group Companies</li> </ul>
Shareholder Agreement Protections	<ul> <li>Customary pre-emptive rights, transfer restrictions and change of control protections</li> <li>Range of strategic matters customary for an investment of this size and nature which require unanimous approval of the parties to the agreement</li> </ul>



## **RATIONALE FOR SIRIUS**

Key markets for the long-term of Sirius given location and continued growth

Cibra stake and offtake gives Sirius a unique position in these key markets

- Brazil fertilizer market has grown rapidly from 24.5 Mtpa in 2010 to 34.7 Mtpa in 2017<sup>1</sup>
- Brazilian market for primary POLY4 substitution products is expected to grow by 2.4% per annum until 2030<sup>2</sup>
- Cibra management team has significant market and distribution expertise in South America
- Brazilian market constantly evolving with multiple corporate transactions on distribution assets the last few years
- Downstream strategy being deployed by fertilizer majors (Yara, Mosaic and Eurochem)
- Important for Sirius to have influence on its destiny in these important markets
- Shareholding provides protection for route to market and delivers future optionality