



UPSTREAM



BENEFICIATION



ORE RESERVES

Reserves (categories A + B + C1) of high-quality apatite-nepheline ore from igneous rock deposits

1,899
mln t

Reserves life (at current extraction rates)

>50
years

Average P_2O_5 content

14.77%

Harmful impurities

(the lowest compared to apatite deposits elsewhere)

< 1 mg
Cd / kg P_2O_5

Apatite-nepheline ore extracted

38.1 +7.9%
mln t

Recovery rate for phosphate rock

91.6%

Production of phosphate rock (P_2O_5 content over 39%)

10.5 +3.9
mln t

Nepheline concentrate produced

1.2 +22%
mln t

OUR BUSINESS MODEL

PhosAgro is a vertically integrated Russian company with assets spanning the entire phosphate-based and nitrogen fertilizer production chain, from mining to sales. Self-sufficient in premium quality phosphate rock containing almost no harmful impurities, the Company is uniquely positioned to produce some of the world's finest and purest mineral fertilizers.

The Group has two strategic business units (segments).



PHOSPHATE SEGMENT

The segment focuses mainly on the production and distribution of ammophos, diammonium phosphate, sodium triphosphate and other phosphate-based and complex fertilizers at the sites located in Cherepovets, Balakovo and Volkhov, and production and distribution of phosphate rock extracted from the apatite-nepheline ore mined and processed in Kirovsk.



NITROGEN SEGMENT

The segment engages mainly in the production and distribution of ammonia, ammonium nitrate and urea at the site located in Cherepovets.

PROCUREMENT

Cost of annual potash consumption

13.7
RUB bln

Cost of annual sulphur consumption

8.1
RUB bln

Cost of annual natural gas consumption

12.6
RUB bln





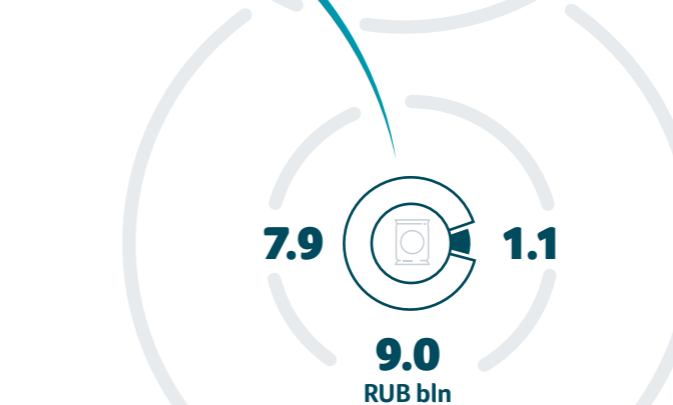
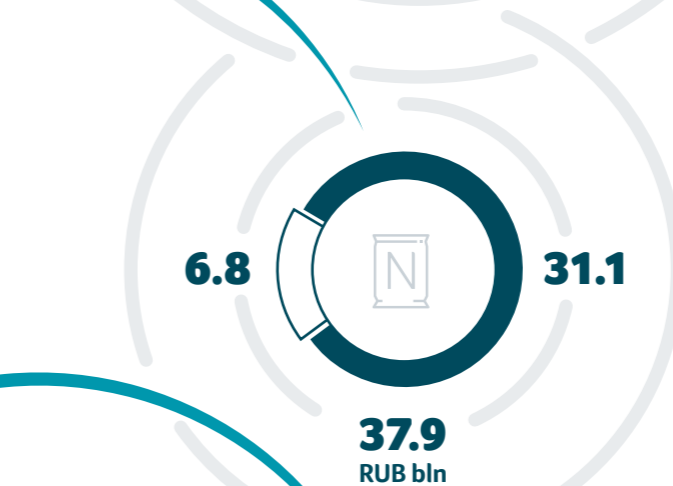
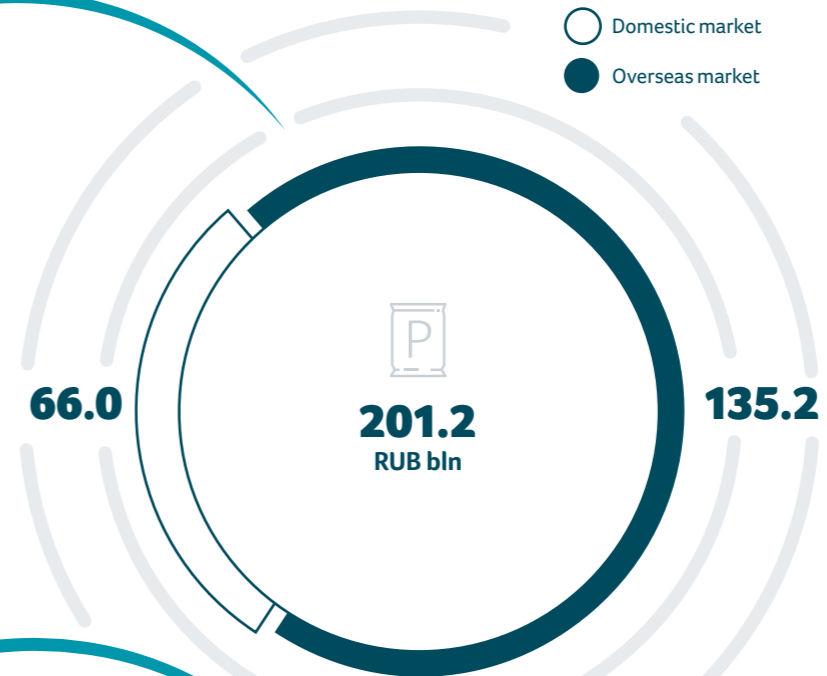
REVENUE

Total

248.1

RUB bln

○ Domestic market
● Overseas market



DOWNSTREAM

PHOSPHATE-BASED PRODUCTS

Phosphate rock

70.5%
intra-group sales

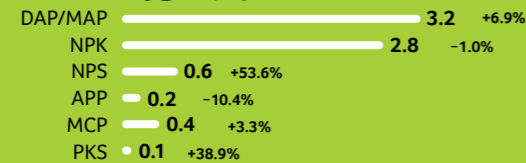
11.3%
domestic sales

18.0%
export sales

Phosphate-based fertilizers

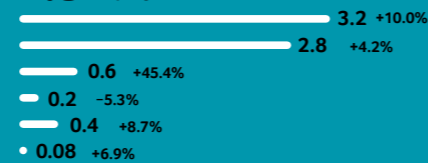
Production volume

7.3 mln t



Sales volume

7.3 mln t



Nepheline concentrate

1.2 mln t +21.0%

Phosphate rock

3.3 mln t +9.9%

NITROGEN-BASED PRODUCTS

Ammonium nitrate (AN)

0.6 mln t +6.3%

Urea

1.7 mln t +5.9%

Ammonia

1.9 mln t +3.4%

0.5 mln t -14.9%

1.7 mln t +5.7%

OTHER PRODUCTS

0.2 mln t +1.8%

Gross profit margin

45%

DISTRIBUTION AND SALES

STAKEHOLDERS

INVESTMENT AND FINANCE COMMUNITY

Dividends
24.9
RUB bln

REGIONAL AND MUNICIPAL AUTHORITIES

Regional and municipal budgets
13.6
RUB bln

EMPLOYEES

Social benefits package
94.3
RUB thousand

Average salary
87.2
RUB thousand

Training expenses per employee
21.7
RUB thousand

COMMUNITY

Investment in regional development and charity programmes
2.9
RUB bln

BUSINESS PARTNERS

Procurement
90.2
RUB bln

Local procurement
18.7
RUB bln