

## Q1 2018 Operating Results

### Acron Output (Veliky Novgorod, Russia)

Product, kt	Q1 2018	Q1 2017	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>512</b>	<b>501</b>	<b>2.3</b>
<i>incl. in-house consumption</i>	395	344	
<b>Nitrogen fertilisers, including</b>	<b>766</b>	<b>675</b>	<b>13.4</b>
<i>incl. in-house consumption</i>	174	156	
Ammonium nitrate	201	174	15.1
<i>incl. in-house consumption</i>	38	27	
Urea**	249	204	22.5
<i>incl. in-house consumption</i>	136	129	
Urea-ammonium nitrate (UAN)	316	297	6.3
<b>Complex fertilisers, including</b>	<b>387</b>	<b>355</b>	<b>8.8</b>
NPK	387	354	9.1
Bulk blends	0	1	-
<b>Total commercial Mineral fertilisers*</b>	<b>1,095</b>	<b>1,030</b>	<b>6.3</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Organic compounds, including</b>	<b>115</b>	<b>111</b>	<b>3.3</b>
<i>incl. in-house consumption</i>	58	55	
Methanol	26	25	7.2
<i>incl. in-house consumption</i>	21	20	
Formalin	42	41	2.3
<i>incl. in-house consumption</i>	36	35	
Urea-formaldehyde resins (UFRs)	47	46	2.0
<b>Non-organic compounds, including</b>	<b>171</b>	<b>161</b>	<b>6.1</b>
Low-density and technical-grade ammonium nitrate	32	40	-19.1
Industrial urea**	27	15	84.6
Calcium carbonate	105	100	4.9
Liquid carbon dioxide	5	5	1.1
Argon	2	1	15.6
<b>Total commercial Industrial products*</b>	<b>228</b>	<b>217</b>	<b>5.2</b>
<b>TOTAL COMMERCIAL OUTPUT*</b>	<b>1,323</b>	<b>1,247</b>	<b>6.1</b>

### Dorogobuzh Output (Smolensk region, Russia)

Product, kt	Q1 2018	Q1 2017	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>155</b>	<b>148</b>	<b>4.8</b>
<i>incl. in-house consumption</i>	158	148	
<b>Nitrogen fertilisers, including</b>	<b>298</b>	<b>301</b>	<b>-0.9</b>
<i>incl. in-house consumption</i>	97	116	
Ammonium nitrate	298	301	-0.9
<i>incl. in-house consumption</i>	97	116	
<b>Complex fertilisers, including</b>	<b>313</b>	<b>319</b>	<b>-1.9</b>
<i>incl. in-house consumption</i>	16	16	
NPK	199	186	7.1
<i>incl. in-house consumption</i>	16	16	
Bulk blends	113	133	-14.6
<b>Total commercial Mineral fertilisers*</b>	<b>495</b>	<b>488</b>	<b>1.5</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Non-organic compounds, including</b>	<b>28</b>	<b>33</b>	<b>-13.9</b>
Low-density and technical-grade ammonium nitrate	9	0	21x increase
Calcium carbonate	14	26	-47.4
Liquid carbon dioxide	6	6	-9.7
<b>Total commercial Industrial products*</b>	<b>28</b>	<b>33</b>	<b>-13.9</b>
<b>TOTAL COMMERCIAL OUTPUT*</b>	<b>523</b>	<b>520</b>	<b>0.6</b>

### North-Western Phosphorous Company Output (Murmansk region, Russia)

Product, kt	Q1 2018	Q1 2017	YOY, %
<b>Apatite concetrate</b>	<b>312</b>	<b>226</b>	<b>38.1</b>
<i>incl. in-house consumption</i>	253	220	
<b>Total commercial apatite concentrate*</b>	<b>59</b>	<b>5</b>	<b>11x increase</b>

\* Commercial products: output less in-house consumption

\*\* Q1 2017 figures are adjusted for reclassification of part of urea as industrial urea