

## Q1 2020 Operating Results

### Acron Output (Veliky Novgorod, Russia)

Product, kt	Q1 2020	Q1 2019	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>491</b>	<b>531</b>	<b>-7.6</b>
<i>incl. in-house consumption</i>	447	437	
<b>Nitrogen fertilisers, including</b>	<b>780</b>	<b>929</b>	<b>-16.1</b>
<i>incl. in-house consumption</i>	170	286	
Ammonium nitrate	270	188	43.4
<i>incl. in-house consumption</i>	53	108	
Urea	245	315	-22.3
<i>incl. in-house consumption</i>	117	178	
Urea-ammonium nitrate (UAN)	265	426	-37.7
<b>Complex fertilisers, including</b>	<b>416</b>	<b>421</b>	<b>-1.0</b>
<i>incl. in-house consumption</i>	9	10	
NPK	389	384	1.2
<i>incl. in-house consumption</i>	9	10	
Bulk blends	28	37	-23.8
<b>Total commercial Mineral fertilisers*</b>	<b>1,061</b>	<b>1,148</b>	<b>-7.6</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Organic compounds, including</b>	<b>112</b>	<b>124</b>	<b>-9.3</b>
<i>incl. in-house consumption</i>	55	63	
Methanol	27	27	1.1
<i>incl. in-house consumption</i>	20	23	
Formalin	40	45	-11.7
<i>incl. in-house consumption</i>	35	40	
Urea-formaldehyde resins (UFRs)	45	52	-12.6
<i>incl. in-house consumption</i>	1	0	
<b>Non-organic compounds, including</b>	<b>236</b>	<b>184</b>	<b>28.3</b>
Low-density and technical-grade ammonium nitrate	73	48	51.6
Industrial urea	45	29	56.1
Calcium carbonate	111	100	11.2
Liquid carbon dioxide	5	5	2.7
Argon	2	2	-13.4
<b>Total commercial Industrial products*</b>	<b>293</b>	<b>244</b>	<b>19.8</b>
<b>TOTAL COMMERCIAL OUTPUT*</b>	<b>1,353</b>	<b>1,392</b>	<b>-2.8</b>

### Dorogobuzh Output (Smolensk region, Russia)

Product, kt	Q1 2020	Q1 2019	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>186</b>	<b>150</b>	<b>24.5</b>
<i>incl. in-house consumption</i>	187	149	
<b>Nitrogen fertilisers, including</b>	<b>335</b>	<b>313</b>	<b>7.0</b>
Ammonium nitrate	335	313	7.0
<b>Complex fertilisers, including</b>	<b>202</b>	<b>190</b>	<b>6.2</b>
NPK	202	190	6.2
<b>Total commercial Mineral fertilisers*</b>	<b>536</b>	<b>503</b>	<b>6.5</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Non-organic compounds, including</b>	<b>13</b>	<b>12</b>	<b>9.5</b>
Low-density and technical-grade ammonium nitrate	4	0	Increase
Calcium carbonate	2	6	-67.1
Liquid carbon dioxide	7	6	19.6
<b>Total commercial Industrial products*</b>	<b>13</b>	<b>12</b>	<b>9.5</b>
<b>TOTAL COMMERCIAL OUTPUT*</b>	<b>549</b>	<b>515</b>	<b>6.6</b>

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

Product, kt	Q1 2020	Q1 2019	YOY, %
<b>Apatite concetrate</b>	<b>256</b>	<b>258</b>	<b>-1.0</b>
<i>incl. in-house consumption</i>	209	223	
<b>Total commercial apatite concentrate*</b>	<b>47</b>	<b>35</b>	<b>33.9</b>

\* Commercial products: output less in-house consumption