

9M 2016 Operating Results
Acron Output (Veliky Novgorod, Russia)

Product, kt	9M 2016	9M 2015	YOY, %
MINERAL FERTILISERS			
Ammonia	1,099	768	43.1
<i>incl. in-house consumption</i>	926	770	
Nitrogen fertilisers, including	1,896	1,392	36.2
<i>incl. in-house consumption</i>	462	332	
Ammonium nitrate	479	323	48.2
<i>incl. in-house consumption</i>	104	42	
Urea	581	446	30.2
<i>incl. in-house consumption</i>	358	290	
Urea-ammonium nitrate (UAN)	836	622	34.3
Complex fertilisers, including	887	858	3.3
NPK	883	858	2.9
Bulk blends	3	0	increase
Total commercial Mineral fertilisers*	2,494	1,917	30.1
INDUSTRIAL PRODUCTS			
Organic compounds, including	281	340	-17.4
<i>incl. in-house consumption</i>	147	177	
Methanol	55	68	-18.7
<i>incl. in-house consumption</i>	52	63	
Formalin	105	129	-18.1
<i>incl. in-house consumption</i>	94	114	
Urea-formaldehyde resins (UFRs)	120	143	-16.2
<i>incl. in-house consumption</i>	1	1	
Non-organic compounds, including	423	474	-10.8
Low-density and technical-grade ammonium nitrate	135	179	-24.5
Calcium carbonate	264	274	-3.5
Liquid carbon dioxide	19	17	10.2
Argon	5	4	13.7
Total commercial Industrial products*	556	637	-12.6
TOTAL COMMERCIAL OUTPUT*	3,050	2,553	19.5

Dorogobuzh Output (Smolensk region, Russia)

Product, kt	9M 2016	9M 2015	YOY, %
MINERAL FERTILISERS			
Ammonia	469	467	0.3
<i>incl. in-house consumption</i>	471	454	
Nitrogen fertilisers, including	812	787	3.2
<i>incl. in-house consumption</i>	18	19	
Ammonium nitrate	812	787	3.2
<i>incl. in-house consumption</i>	18	19	
Complex fertilisers, including	551	534	3.2
<i>incl. in-house consumption</i>	11	12	
NPK	522	486	7.4
<i>incl. in-house consumption</i>	11	12	
Bulk blends	29	48	-39.2
Total commercial Mineral fertilisers*	1,332	1,303	2.3
INDUSTRIAL PRODUCTS			
Non-organic compounds, including	84	45	88.7
Low-density and technical-grade ammonium nitrate	5	9	-46.8
Calcium carbonate	56	9	increase
Liquid carbon dioxide	23	26	-10.9
Total commercial Industrial products*	84	45	88.7
TOTAL COMMERCIAL OUTPUT*	1,416	1,347	5.1

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

Product, kt	9M 2016	9M 2015	YOY, %
Apatite concetrare	826	831	-0.6
<i>incl. in-house consumption</i>	593	572	
Total commercial apatite concentrate*	234	259	-9.9

Hongri Acron Output (Shandong Province, PRC) **

Product, kt	6M 2016	9M 2015
MINERAL FERTILISERS		
Ammonia	4	44
<i>incl. in-house consumption</i>	3	26
Complex fertilisers, including	142	455
NPK	142	455
Total commercial Mineral fertilisers*	144	472
INDUSTRIAL PRODUCTS		
Non-organic compounds, including	25	79
Hydrochloric acid	25	79
Total commercial Industrial products*	25	79
TOTAL COMMERCIAL OUTPUT*	169	551

* Commercial products: output less in-house consumption

** Hongri Acron production volumes for 6M 2016.