

## 2017 Operating Results

### Acron Output (Veliky Novgorod, Russia)

Product, kt	2017	2016	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>1,992</b>	<b>1,614</b>	<b>23.4</b>
<i>incl. in-house consumption</i>	1,420	1,296	
<b>Nitrogen fertilisers, including</b>	<b>2,593</b>	<b>2,575</b>	<b>0.7</b>
<i>incl. in-house consumption</i>	520	603	
Ammonium nitrate	761	688	10.6
<i>incl. in-house consumption</i>	91	121	
Urea**	882	762	15.7
<i>incl. in-house consumption</i>	429	482	
Urea-ammonium nitrate (UAN)	950	1,125	-15.6
<b>Complex fertilisers, including</b>	<b>1,466</b>	<b>1,222</b>	<b>20.0</b>
<i>incl. in-house consumption</i>	2	0	
NPK	1,462	1,217	20.1
<i>incl. in-house consumption</i>	2	0	
Bulk blends	4	4	-7.1
<b>Total commercial Mineral fertilisers*</b>	<b>4,109</b>	<b>3,512</b>	<b>17.0</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Organic compounds, including</b>	<b>445</b>	<b>386</b>	<b>15.1</b>
<i>incl. in-house consumption</i>	221	199	
Methanol	102	80	26.2
<i>incl. in-house consumption</i>	82	71	
Formalin	162	143	13.3
<i>incl. in-house consumption</i>	138	127	
Urea-formaldehyde resins (UFRs)	181	162	11.3
<i>incl. in-house consumption</i>	2	1	
<b>Non-organic compounds, including</b>	<b>646</b>	<b>624</b>	<b>3.4</b>
Low-density and technical-grade ammonium nitrate	130	167	-22.4
Industrial urea**	72	60	18.9
Calcium carbonate	415	365	13.6
Liquid carbon dioxide	23	26	-8.1
Argon	6	6	-0.6
<b>Total commercial Industrial products*</b>	<b>869</b>	<b>811</b>	<b>7.2</b>
<b>TOTAL COMMERCIAL OUTPUT*</b>	<b>4,978</b>	<b>4,323</b>	<b>15.2</b>

### Dorogobuzh Output (Smolensk region, Russia)

Product, kt	2017	2016	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>603</b>	<b>587</b>	<b>2.8</b>
<i>incl. in-house consumption</i>	602	587	
<b>Nitrogen fertilisers, including</b>	<b>1,214</b>	<b>1,060</b>	<b>14.5</b>
<i>incl. in-house consumption</i>	597	48	
Ammonium nitrate	1,214	1,060	14.5
<i>incl. in-house consumption</i>	597	48	
<b>Complex fertilisers, including</b>	<b>1,429</b>	<b>732</b>	<b>95.3</b>
<i>incl. in-house consumption</i>	73	22	
NPK	758	661	14.6
<i>incl. in-house consumption</i>	73	22	
Bulk blends	671	71	9.5x increase
<b>Total commercial Mineral fertilisers*</b>	<b>1,973</b>	<b>1,722</b>	<b>14.6</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Non-organic compounds, including</b>	<b>134</b>	<b>118</b>	<b>13.4</b>
Low-density and technical-grade ammonium nitrate	2	5	-57.1
Calcium carbonate	99	84	18.1
Liquid carbon dioxide	32	29	12.1
<b>Total commercial Industrial products*</b>	<b>134</b>	<b>118</b>	<b>13.4</b>
<b>TOTAL COMMERCIAL OUTPUT*</b>	<b>2,107</b>	<b>1,840</b>	<b>14.5</b>

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

Product, kt	2017	2016	YOY, %
<b>Apatite concetrate</b>	<b>1,167</b>	<b>1,142</b>	<b>2.2</b>
<i>incl. in-house consumption</i>	898	803	
<b>Total commercial apatite concentrate*</b>	<b>269</b>	<b>339</b>	<b>-20.7</b>

\* Commercial products: output less in-house consumption

\*\* 2016 figures are adjusted for reclassification of part of urea as industrial urea