

## Q1 2019 Operating Results

### Acron Output (Veliky Novgorod, Russia)

Product, kt	Q1 2019	Q1 2018	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>531</b>	<b>512</b>	<b>3.8</b>
<i>incl. in-house consumption</i>	437	395	
<b>Nitrogen fertilisers, including</b>	<b>929</b>	<b>766</b>	<b>21.3</b>
<i>incl. in-house consumption</i>	286	174	
Ammonium nitrate	188	201	-6.2
<i>incl. in-house consumption</i>	108	38	
Urea	315	249	26.4
<i>incl. in-house consumption</i>	178	136	
Urea-ammonium nitrate (UAN)	426	316	34.8
<b>Complex fertilisers, including</b>	<b>421</b>	<b>387</b>	<b>8.8</b>
NPK	384	387	-0.7
<i>incl. in-house consumption</i>	10	0	
Bulk blends	37	0	Increase
<b>Total commercial Mineral fertilisers*</b>	<b>1,148</b>	<b>1,095</b>	<b>4.8</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Organic compounds, including</b>	<b>124</b>	<b>115</b>	<b>7.6</b>
<i>incl. in-house consumption</i>	63	58	
Methanol	27	26	2.8
<i>incl. in-house consumption</i>	23	21	
Formalin	45	42	8.0
<i>incl. in-house consumption</i>	40	36	
Urea-formaldehyde resins (UFRs)	52	47	9.9
<b>Non-organic compounds, including</b>	<b>184</b>	<b>171</b>	<b>7.6</b>
Low-density and technical-grade ammonium nitrate	48	32	50.8
Industrial urea	29	27	6.7
Calcium carbonate	100	105	-5.1
Liquid carbon dioxide	5	5	-0.7
Argon	2	2	13.3
<b>Total commercial Industrial products*</b>	<b>244</b>	<b>228</b>	<b>7.1</b>
<b>TOTAL COMMERCIAL OUTPUT*</b>	<b>1,392</b>	<b>1,323</b>	<b>5.2</b>

### Dorogobuzh Output (Smolensk region, Russia)

Product, kt	Q1 2019	Q1 2018	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>150</b>	<b>155</b>	<b>-3.4</b>
<i>incl. in-house consumption</i>	149	158	
<b>Nitrogen fertilisers, including</b>	<b>313</b>	<b>298</b>	<b>4.7</b>
<i>incl. in-house consumption</i>	0	97	
Ammonium nitrate	313	298	4.7
<i>incl. in-house consumption</i>	0	97	
<b>Complex fertilisers, including</b>	<b>190</b>	<b>313</b>	<b>-39.3</b>
<i>incl. in-house consumption</i>	0	16	
NPK	190	199	-4.8
<i>incl. in-house consumption</i>	0	16	
Bulk blends	0	113	Decline
<b>Total commercial Mineral fertilisers*</b>	<b>503</b>	<b>495</b>	<b>1.6</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Non-organic compounds, including</b>	<b>12</b>	<b>28</b>	<b>-57.6</b>
Low-density and technical-grade ammonium nitrate	0	9	Decline
Calcium carbonate	6	14	-56.8
Liquid carbon dioxide	6	6	0.8
<b>Total commercial Industrial products*</b>	<b>12</b>	<b>28</b>	<b>-57.6</b>
<b>TOTAL COMMERCIAL OUTPUT*</b>	<b>515</b>	<b>523</b>	<b>-1.6</b>

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

Product, kt	Q1 2019	Q1 2018	YOY, %
<b>Apatite concetrate</b>	<b>258</b>	<b>312</b>	<b>-17.2</b>
<i>incl. in-house consumption</i>	223	253	
<b>Total commercial apatite concentrate*</b>	<b>35</b>	<b>59</b>	<b>-41.0</b>

\* Commercial products: output less in-house consumption