

**9M 2017 Operating Results**  
**Acron Output (Veliky Novgorod, Russia)**

Product, kt	9M 2017	9M 2016	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>1,464</b>	<b>1,099</b>	<b>33.2</b>
<i>incl. in-house consumption</i>	1,046	926	
<b>Nitrogen fertilisers, including</b>	<b>1,978</b>	<b>1,896</b>	<b>4.3</b>
<i>incl. in-house consumption</i>	397	462	
Ammonium nitrate	567	479	18.6
<i>incl. in-house consumption</i>	73	104	
Urea	692	581	19.0
<i>incl. in-house consumption</i>	323	358	
Urea-ammonium nitrate (UAN)	719	836	-14.0
<b>Complex fertilisers, including</b>	<b>1,079</b>	<b>887</b>	<b>21.7</b>
<i>incl. in-house consumption</i>	2	0	
NPK	1,075	883	21.7
<i>incl. in-house consumption</i>	2	0	
Bulk blends	4	3	18.0
<b>Total commercial Mineral fertilisers*</b>	<b>3,077</b>	<b>2,494</b>	<b>23.4</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Organic compounds, including</b>	<b>328</b>	<b>281</b>	<b>16.8</b>
<i>incl. in-house consumption</i>	164	147	
Methanol	74	55	33.1
<i>incl. in-house consumption</i>	60	52	
Formalin	121	105	14.7
<i>incl. in-house consumption</i>	103	94	
Urea-formaldehyde resins (UFRs)	134	120	11.2
<i>incl. in-house consumption</i>	1	1	
<b>Non-organic compounds, including</b>	<b>421</b>	<b>423</b>	<b>-0.4</b>
Low-density and technical-grade ammonium nitrate	102	135	-24.6
Calcium carbonate	297	264	12.4
Liquid carbon dioxide	18	19	-5.0
Argon	4	5	-5.1
<b>Total commercial Industrial products*</b>	<b>585</b>	<b>556</b>	<b>5.2</b>
<b>TOTAL COMMERCIAL OUTPUT*</b>	<b>3,662</b>	<b>3,050</b>	<b>20.1</b>

### Dorogobuzh Output (Smolensk region, Russia)

Product, kt	9M 2017	9M 2016	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>458</b>	<b>469</b>	<b>-2.2</b>
<i>incl. in-house consumption</i>	461	471	
<b>Nitrogen fertilisers, including</b>	<b>912</b>	<b>812</b>	<b>12.3</b>
<i>incl. in-house consumption</i>	395	18	
Ammonium nitrate	912	812	12.3
<i>incl. in-house consumption</i>	395	18	
<b>Complex fertilisers, including</b>	<b>1,016</b>	<b>551</b>	<b>84.3</b>
<i>incl. in-house consumption</i>	49	11	
NPK	571	522	9.4
<i>incl. in-house consumption</i>	49	11	
Bulk blends	445	29	15x increase
<b>Total commercial Mineral fertilisers*</b>	<b>1,481</b>	<b>1,332</b>	<b>11.1</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Non-organic compounds, including</b>	<b>110</b>	<b>84</b>	<b>30.8</b>
Low-density and technical-grade ammonium nitrate	2	5	-57.6
Calcium carbonate	83	56	48.8
Liquid carbon dioxide	25	23	6.3
<b>Total commercial Industrial products*</b>	<b>110</b>	<b>84</b>	<b>30.8</b>
<b>TOTAL COMMERCIAL OUTPUT*</b>	<b>1,591</b>	<b>1,416</b>	<b>12.3</b>

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

Product, kt	9M 2017	9M 2016	YOY, %
<b>Apatite concetrate</b>	<b>871</b>	<b>826</b>	<b>5.4</b>
<i>incl. in-house consumption</i>	669	593	12.9
<b>Total commercial apatite concentrate*</b>	<b>201</b>	<b>234</b>	<b>-13.7</b>

\* Commercial products: output less in-house consumption