

## 2015 Operating Results

### Acron Output (Veliky Novgorod, Russia)

Product, kt	2015	2014	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>1,080</b>	<b>1,221</b>	<b>-11.6</b>
<i>incl. in-house consumption</i>	1,080	1,141	
<b>Nitrogen fertilisers, including</b>	<b>1,936</b>	<b>2,143</b>	<b>-9.6</b>
<i>incl. in-house consumption</i>	449	484	
Ammonium nitrate	453	560	-19.1
<i>incl. in-house consumption</i>	55	67	
Urea	624	646	-3.4
<i>incl. in-house consumption</i>	395	417	
Urea-ammonium nitrate (UAN)	860	937	-8.2
<b>Complex fertilisers, including</b>	<b>1,190</b>	<b>1,187</b>	<b>0.3</b>
<i>incl. in-house consumption</i>	3	0	
NPK	1,187	1,187	0.0
<i>incl. in-house consumption</i>	3	0	
Bulk blends	3	0	increase
<b>Total commercial Mineral fertilisers*</b>	<b>2,675</b>	<b>2,926</b>	<b>-8.6</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Organic compounds, including</b>	<b>447</b>	<b>401</b>	<b>11.5</b>
<i>incl. in-house consumption</i>	232	207	
Methanol	91	83	9.8
<i>incl. in-house consumption</i>	82	71	
Formalin	168	144	17.0
<i>incl. in-house consumption</i>	148	135	
Urea-formaldehyde resins (UFRs)	188	174	7.7
<i>incl. in-house consumption</i>	1	1	
<b>Non-organic compounds, including</b>	<b>665</b>	<b>618</b>	<b>7.5</b>
Low-density and technical-grade ammonium nitrate	255	217	17.5
Calcium carbonate	382	373	2.3
Liquid carbon dioxide	23	22	4.5
Argon	6	7	-11.4
<b>Total commercial Industrial products*</b>	<b>880</b>	<b>813</b>	<b>8.3</b>

**Dorogobuzh Output (Smolensk region, Russia)**

Product, kt	2015	2014	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>628</b>	<b>526</b>	<b>19.4</b>
<i>incl. in-house consumption</i>	614	510	
<b>Nitrogen fertilisers, including</b>	<b>1,063</b>	<b>874</b>	<b>21.6</b>
<i>incl. in-house consumption</i>	32	52	
Ammonium nitrate	1,063	874	21.6
<i>incl. in-house consumption</i>	32	52	
<b>Complex fertilisers, including</b>	<b>715</b>	<b>628</b>	<b>13.8</b>
<i>incl. in-house consumption</i>	21	36	
NPK	661	540	22.4
<i>incl. in-house consumption</i>	21	36	
Bulk blends	53	88	-39.5
<b>Total commercial Mineral fertilisers*</b>	<b>1,738</b>	<b>1,431</b>	<b>21.5</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Non-organic compounds, including</b>	<b>68</b>	<b>54</b>	<b>26.1</b>
Low-density and technical-grade ammonium nitrate	11	14	-15.6
Calcium carbonate	23	10	134.7
Liquid carbon dioxide	34	31	9.8
<b>Total commercial Industrial products*</b>	<b>68</b>	<b>54</b>	<b>26.1</b>

**Hongri Acron Output (Shandong Province, PRC)**

Product, kt	2015	2014	YOY, %
<b>MINERAL FERTILISERS</b>			
<b>Ammonia</b>	<b>57</b>	<b>75</b>	<b>-23.4</b>
<i>incl. in-house consumption</i>	35	56	-19.0
<b>Complex fertilisers, including</b>	<b>580</b>	<b>716</b>	<b>-19.0</b>
NPK	580	716	-19.0
<b>Total commercial Mineral fertilisers*</b>	<b>602</b>	<b>735</b>	<b>-18.0</b>
<b>INDUSTRIAL PRODUCTS</b>			
<b>Non-organic compounds, including</b>	<b>107</b>	<b>136</b>	<b>-21.3</b>
Hydrochloric acid	107	136	-21.3
<b>Total commercial Industrial products*</b>	<b>107</b>	<b>136</b>	<b>-21.3</b>

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

<b>Product. kt</b>	<b>2015</b>	<b>2014</b>	<b>YOY. %</b>
<b>Apatite concetrate</b>	<b>1,135</b>	<b>891</b>	<b>27.4</b>
<i>incl. in-house consumption</i>	<i>775</i>	<i>718</i>	
<b>Total commercial apatite concentrate*</b>	<b>361</b>	<b>173</b>	<b>108.0</b>

\* *Commercial products: output less in-house consumption*