PHOSAGRO

VTB Capital Investment Forum RUSSIA CALLING!

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PhosAgro at a glance

World class integrated phosphate producer

- #1 global producer of high-grade phosphate rock (P_2O_5>35.7%) with 7.8 mln t capacity
- #2 global DAP/MAP producer(1) with 3.6 mln t capacity and DAP/MAP/NPK/NPS capacities of 4.1 mln t
- Leading European producer of MCP feed phosphate and the only one in Russia

Control of large high quality apatite-nepheline resources

- 2.1 bln t of apatite-nepheline ore resources(2) (over 75 years of production)
- Al_2O_3 resource of 283 mln t
- Substantial resources of gallium oxide, TiO_2 and rare earth oxides (41% of Russian resources and 96% of the currently developed(3))

Self-sufficiency in key feedstocks provides for low costs

- First quartile cash cost of production globally
- 100% self-sufficient in phosphate rock and 92% in ammonia
- Local low-cost supplies of sulphur and potash

Strong position in prime agricultural markets

- Established presence through traders in North and South America, Asia and Europe
- Top-3 exporter of DAP/MAP globally
- Leader in the fast-growing Russian market

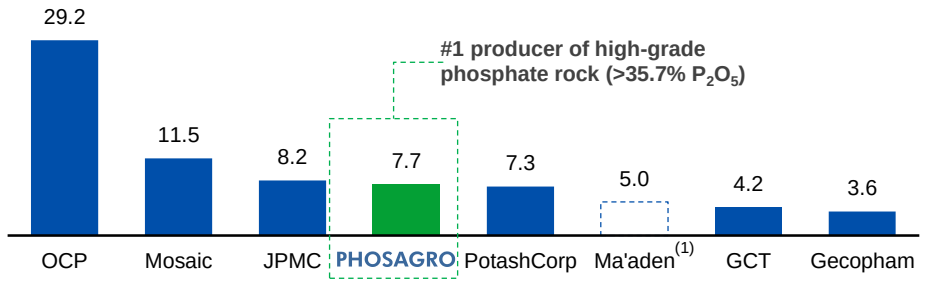
Strong financial performance

- EBITDA of $1,204 mn and $559 mn in 2011 and in H1 2012, respectively
- Net debt/EBITDA: < 0.5x

Note: (1) Excluding Chinese producers
(2) PhosAgro, IMC
(3) Russian Academy of Science
Source: FERTECON, PhosAgro

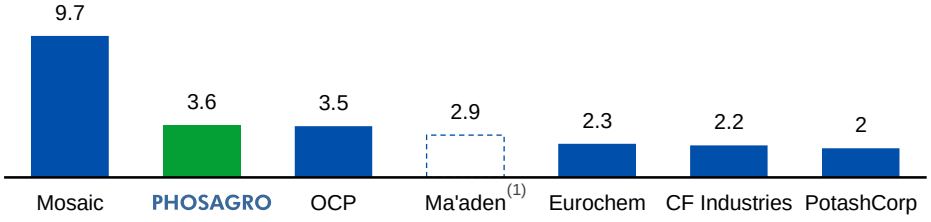
Leading global phosphate rock producers

2011, mln t, excluding Chinese producers



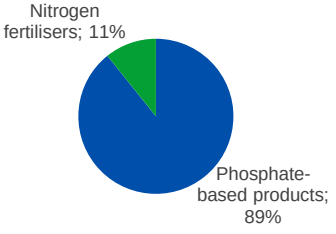
Leading global DAP/MAP producers (by capacity)

2011, mln t, excluding Chinese producers

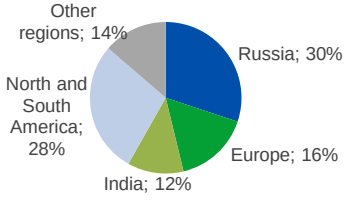


2011 Sales Breakdown

By segment



By geography



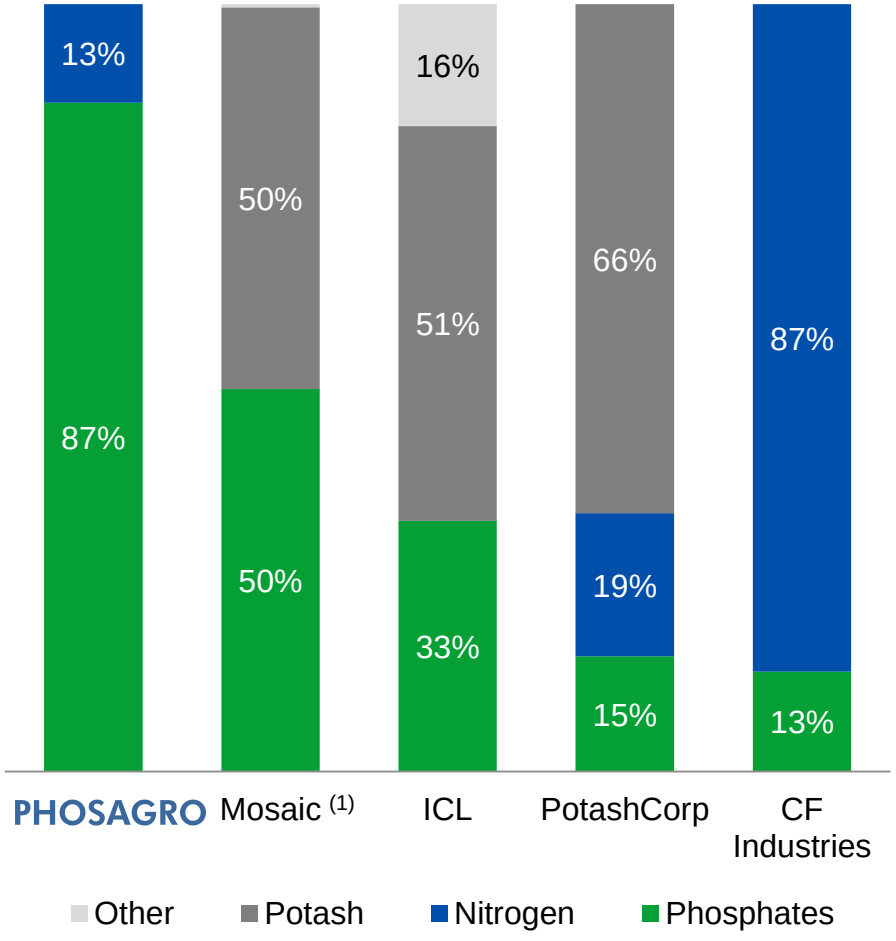
2011 Sales: $3,420 mln

Note: (1) Ma'aden first stage at full capacity
Source: FERTECON, companies' data

The only pure play phosphates producer and best-in-class profitability

Gross profit breakdown by segment

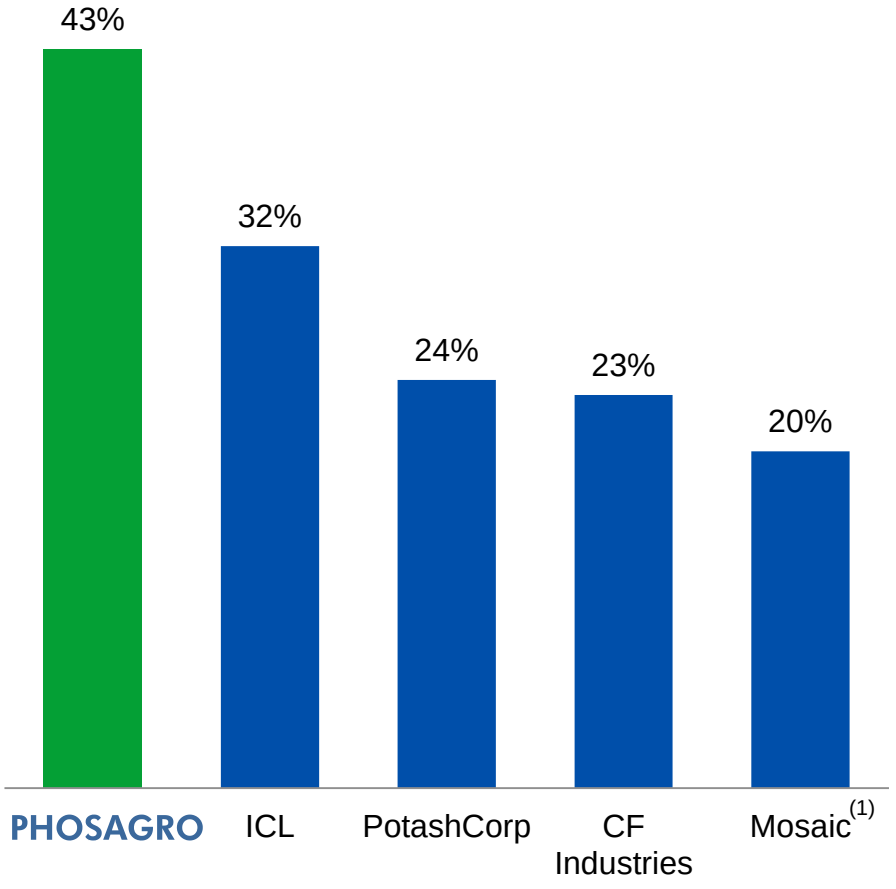
Average gross profit breakdown by segment for 2008-2011



Source: Company reports
Note: (1) Calendarised

Phosphate segment gross profit margin

Average gross profit margin of phosphate segment for 2008-2011



Source: Company reports
Note: (1) Calendarised

1. Phosphates – an attractive industry

Phosphorus is essential for life

Technical Phosphates – 9%[1]

- Synthetic detergents

- Metal treatment

- Water treatment

- Lithium phosphate for hybrid and electric vehicle batteries

- Personal care products

- Cheese
- Processed meat

- Soft drinks

Animal Feed – 6%[1]

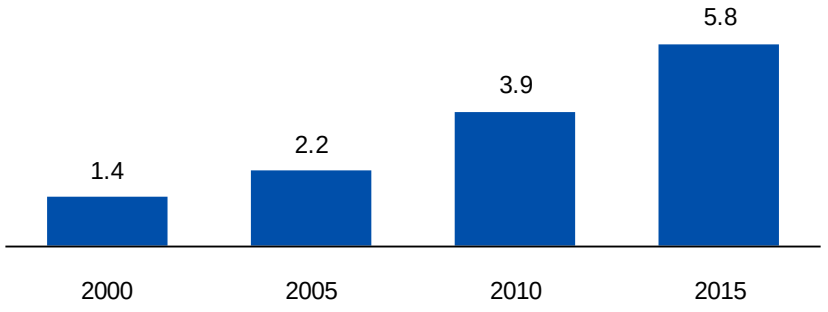
Source: Fertecon
Note: (1) as percentage of total phosphorus consumption

Strong demand fundamentals for fertilisers

Meat consumption is driving demand for phosphate-based fertilisers and feed phosphates

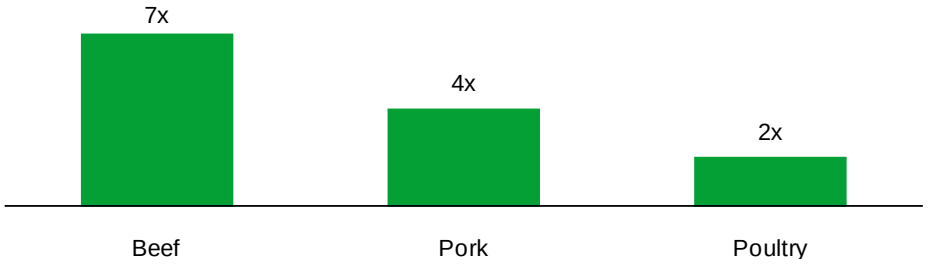
Growing GDP per capita in Emerging Markets

'000 US$



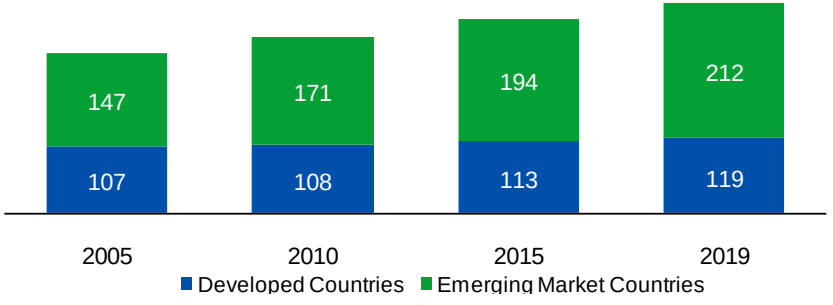
Animal feed a key driver for grain consumption

kg of grain required to produce 1 kg meat



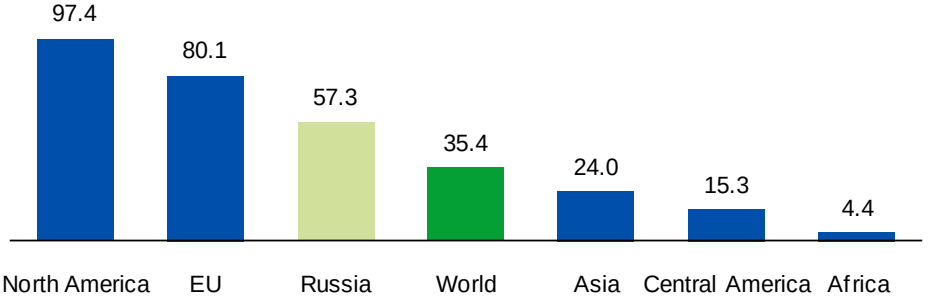
Changing diets – growth in meat consumption

mln t



Meat Consumption by Region

kg meat/capita/year



Source: United Nations, IMF, USDA, FAO

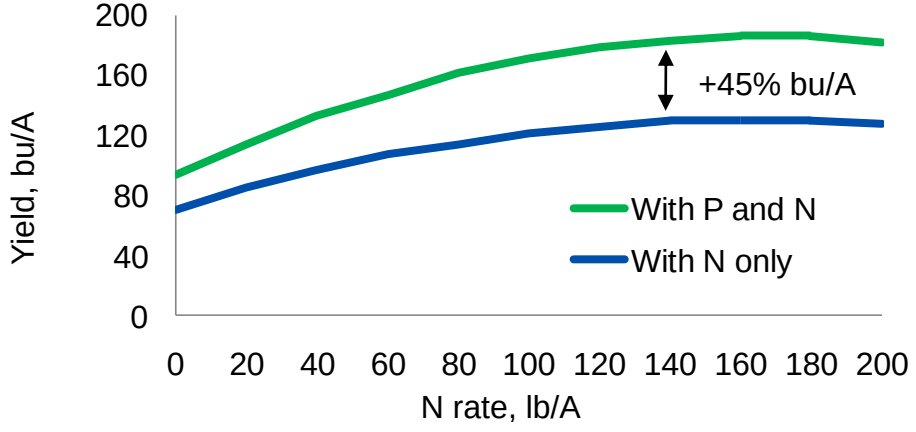
Phosphorus is essential for life

Fertilisers – 85%[1]

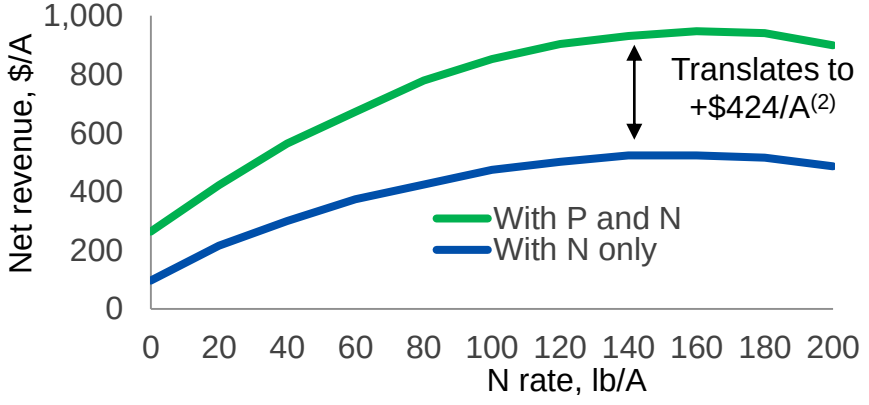
Without phosphate fertilisers

With phosphate fertilisers

Effect of phosphate and nitrogen fertilisers on corn yield



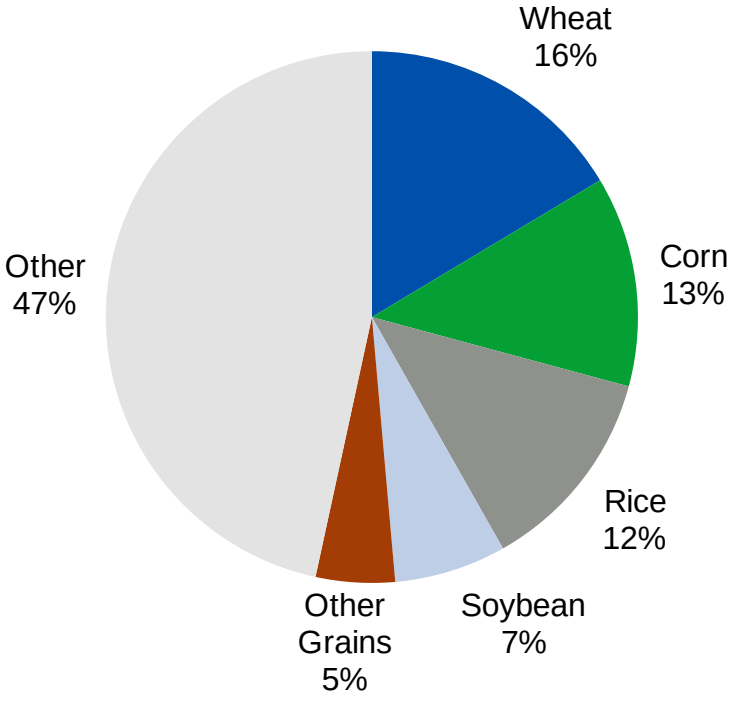
Effect of phosphate and nitrogen fertilisers on net farmer revenue



Source: Fertecon, International Plant Nutrition Institute
Note: (1) as percentage of total phosphorus consumption
(2) as corn price of US$ 8/bu

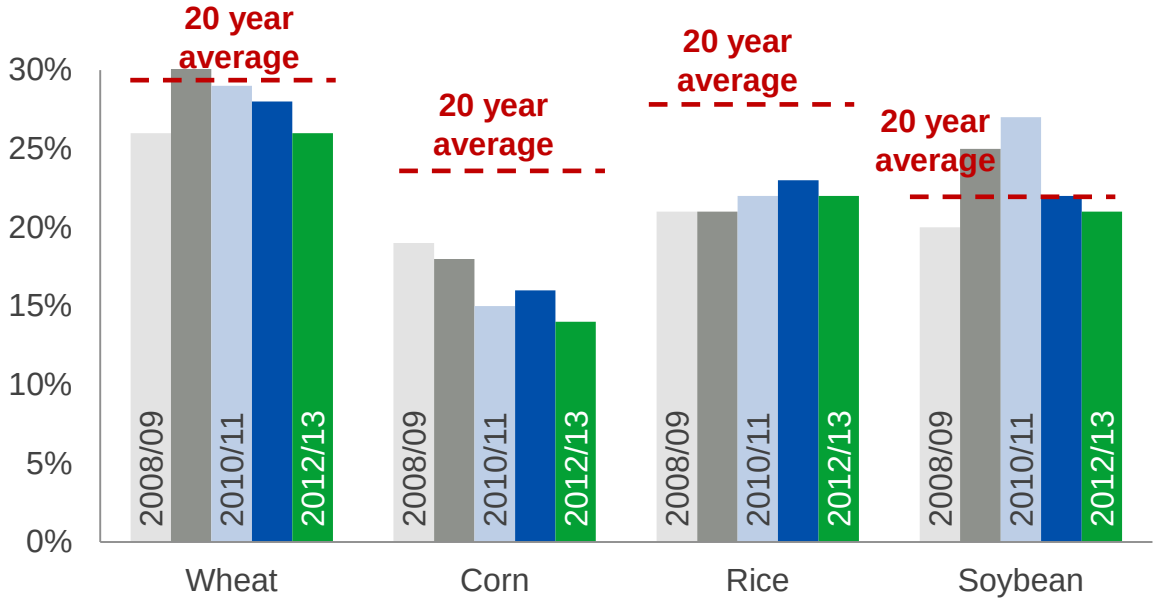
Stock-to-use ratios for the key phosphate-using crops are at low levels driving crop prices

Phosphate fertiliser use by crop

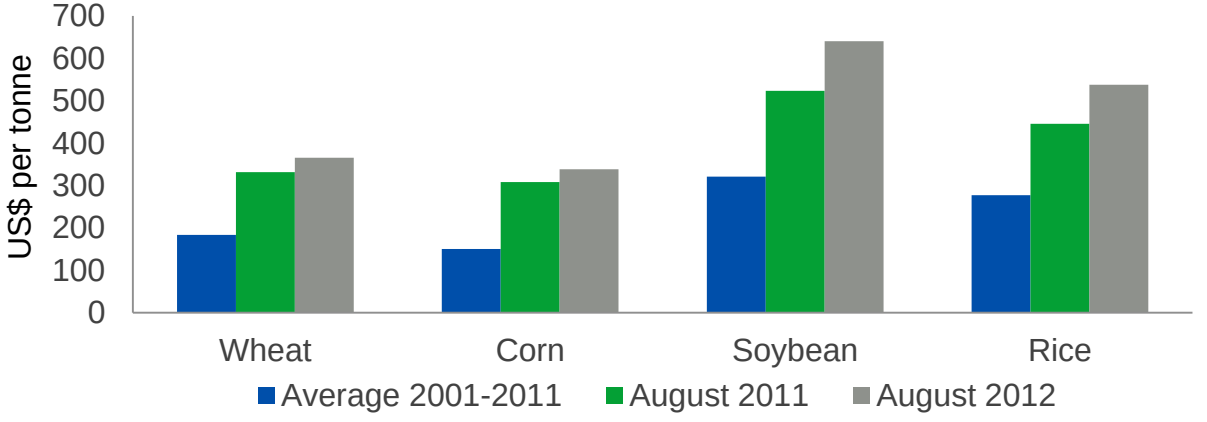


Source: IFA

World grain stocks-to-use ratios, %



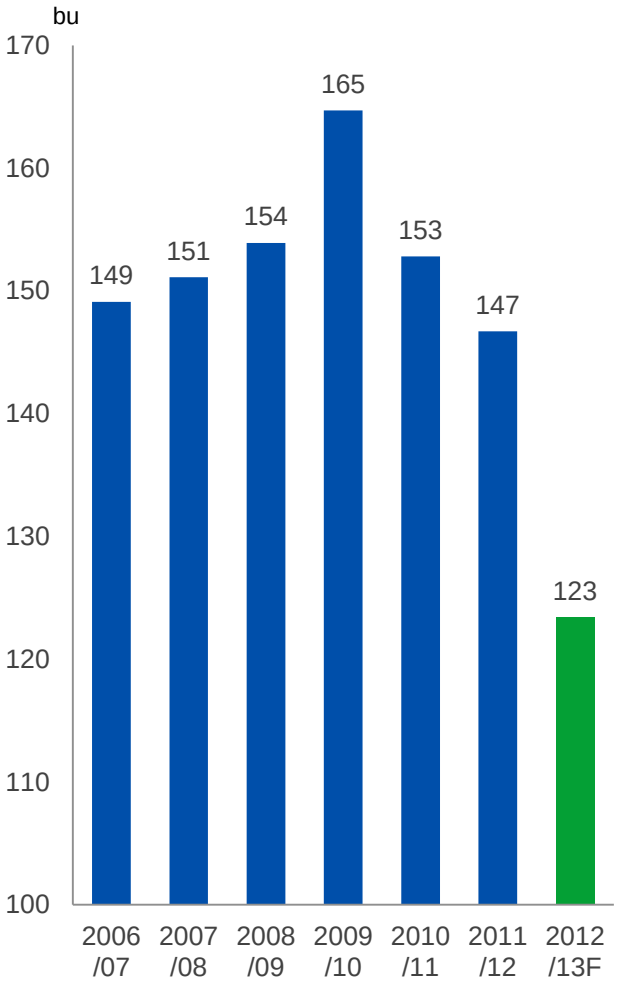
Crop prices



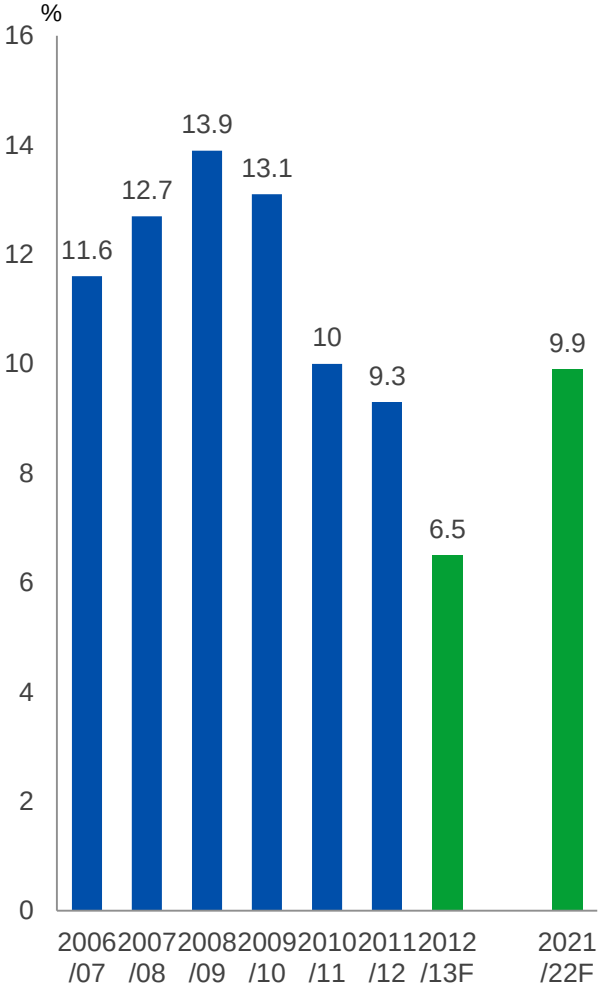
Source: USDA, FAO

Significant room for further growth of use of phosphate fertilisers

Corn yield per harvested acre in US



US corn stocks-to-use ratios, %

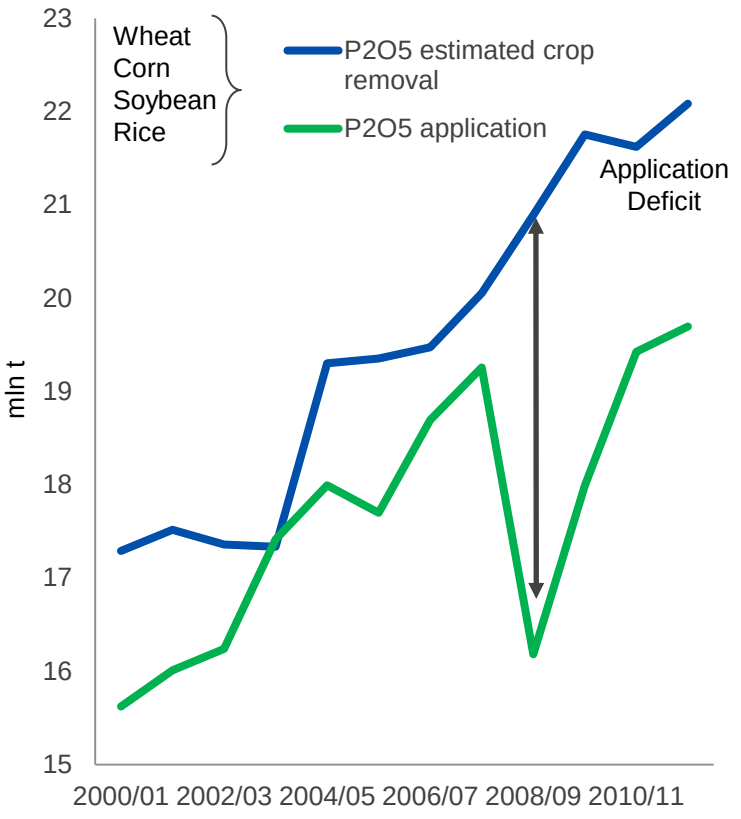


- Actual
- Forecast

Decreasing corn yields in US

Tight corn supply-demand balance due to low stock-to-use ratio

Insufficient application of phosphate fertilisers creates significant room for growth



Nutrient removal rate

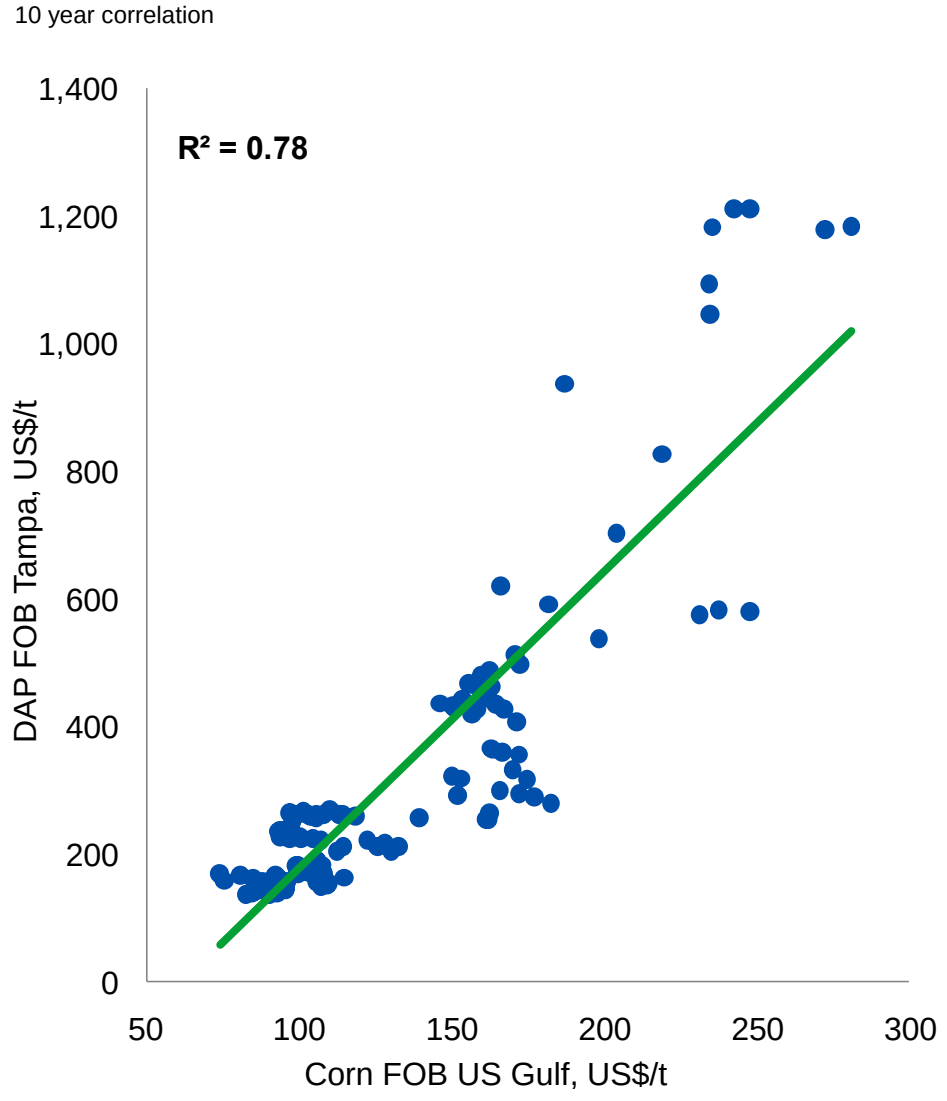
kg P_2O_5/t of crop

Wheat	Corn	Rice	Soybeans
11.3	6.7	6.4	16.7

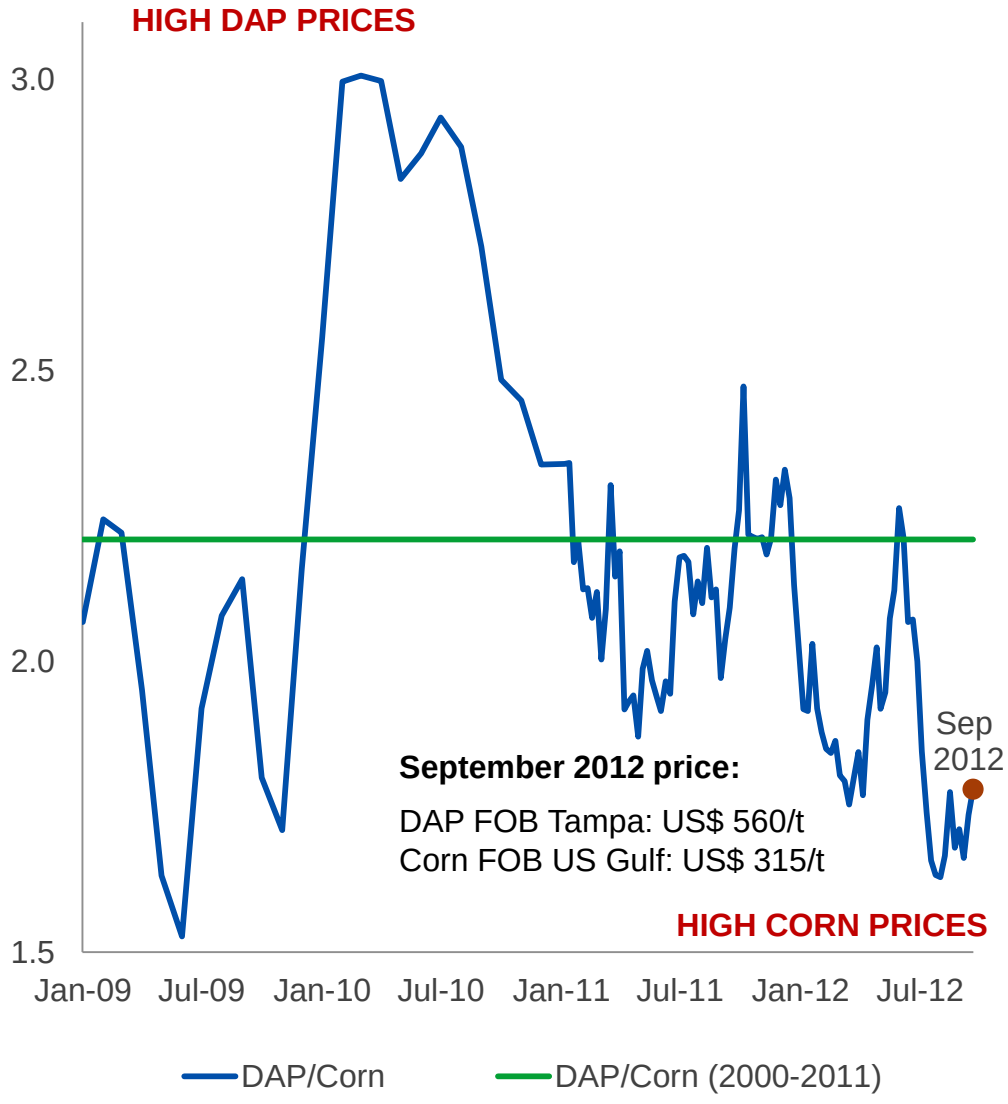
Source: USDA, IFA, IPNI, PhosAgro

High grain prices driven by market imbalance motivate farmers to use more fertilisers

Corn prices relative to DAP Prices



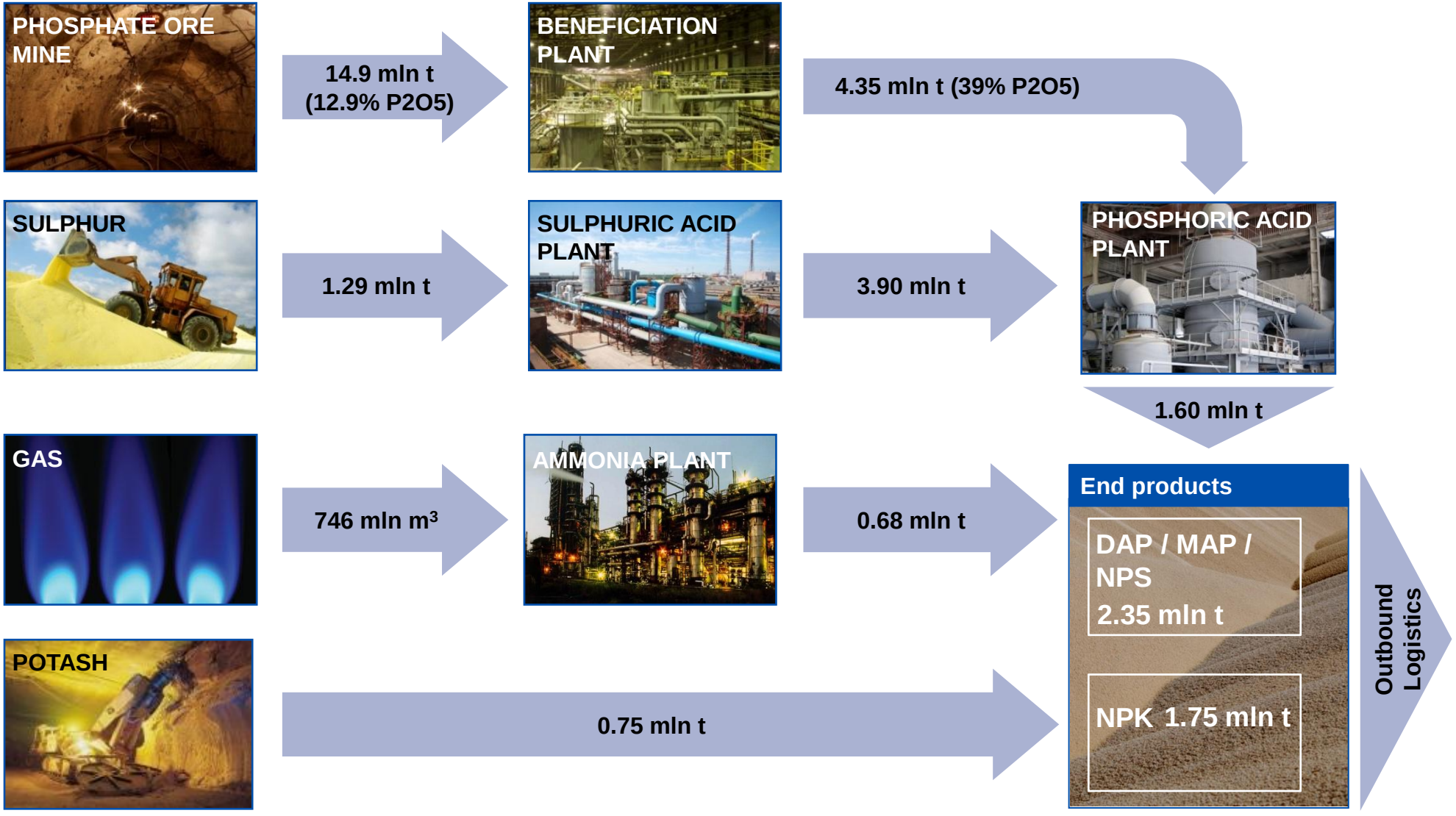
Corn to DAP prices ratio



Source: Fertecon, USDA, FAO

Need for a combination of feedstocks and complexity of production process act as barriers to entry

Overview of integrated phosphate-based production model based on PhosAgro's consumption ratios



Source: PhosAgro

PHOSAGRO

Only few countries have domestic resource base which is significant enough to produce phosphate fertilisers

Production/resources of phosphate rock, natural gas and sulphur

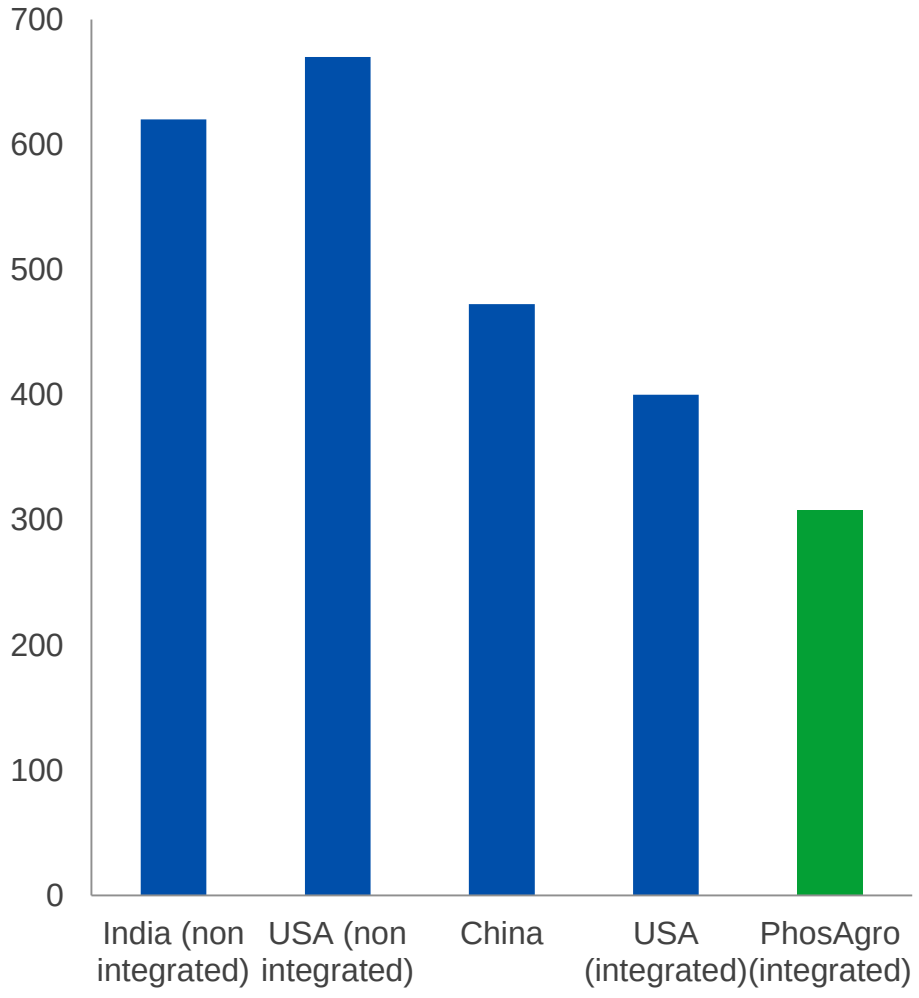
	Region	Phosphate Rock, mln t		Natural Gas, bln cm		Sulphur, k t	
		Production	Resources	Production	Resources	Production	Import
	World	180.7	65,000	3,276	208,400	77,184	28,600
1	**Russia**	**10**	**4,300**	**607**	**44,600**	**7,305**	**0**
2	**USA**	**27.6**	**1,400**	**651**	**8,500**	**9,091**	**3,066**
3	**Saudi Arabia**	**5***	**7,690**	**100**	**8,200**	**3,200**	**0**
4	Canada	1.0	2.0	161	2,000	7,091	0
5	China	75.1	3,700	103	3,100	15,626	10,085
6	Kazakhstan	1.5	3,100	19	1,900	2,857	0
7	Mexico	1.4	1,000	53	400	1,374	368
8	Iraq	-	5,800	2	3,600	125	0
9	Australia	2.0	250	45	3,800	991	513
10	Peru	2.2	1,453	11	400	490	0
11	Brazil	6.1	310	17	500	522	1,952
12	India	2.1	85	46	1,200	2,776	1,807

Source: USGS, IFDC, BP, PhosAgro
* Projection

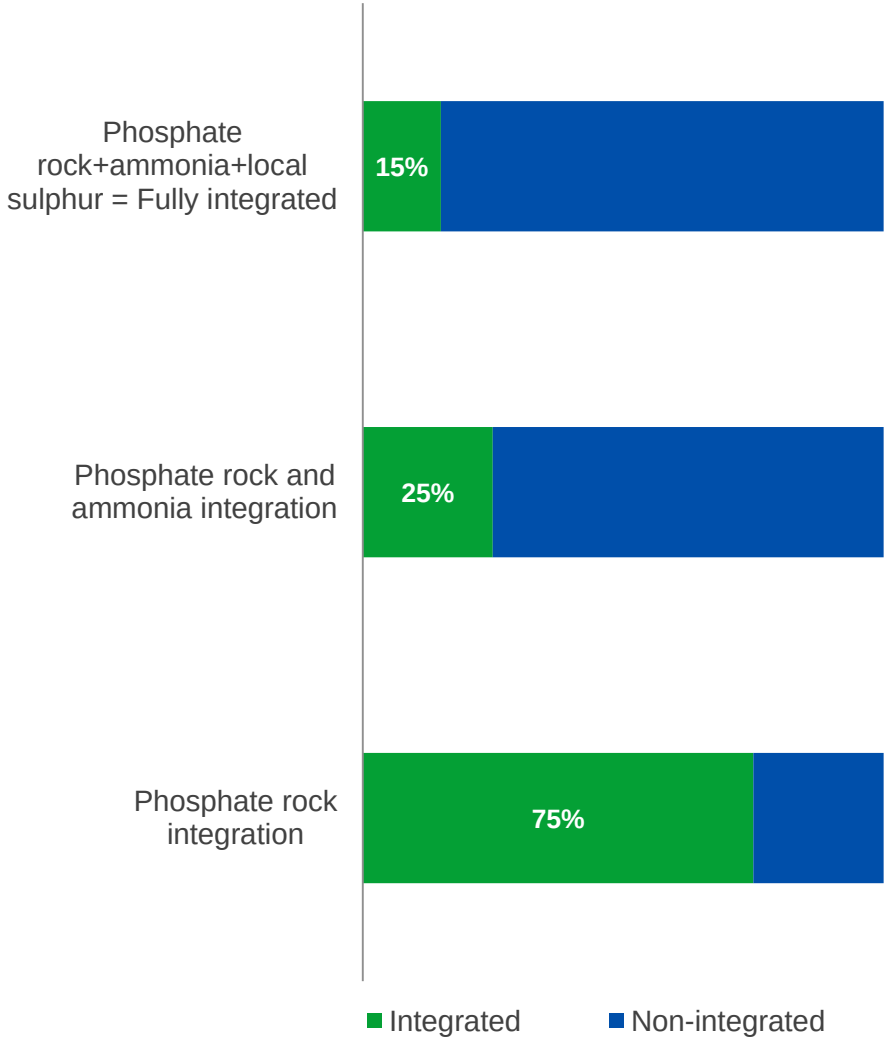
Significant cost advantage for integrated producers

Estimated DAP production cash costs(1)

FOB, US$ per tonne DAP



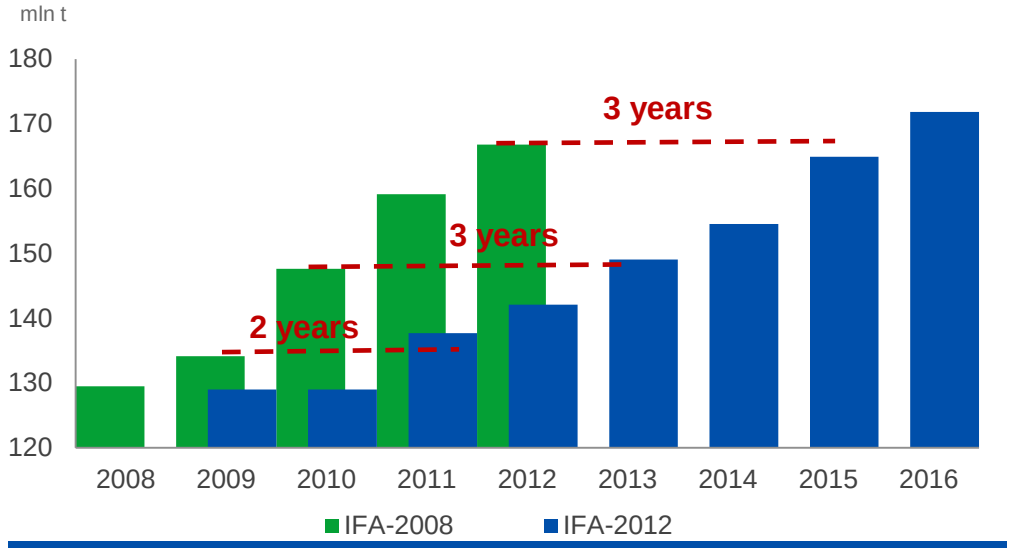
Key feedstock integration in the World Phosphate Industry(2)



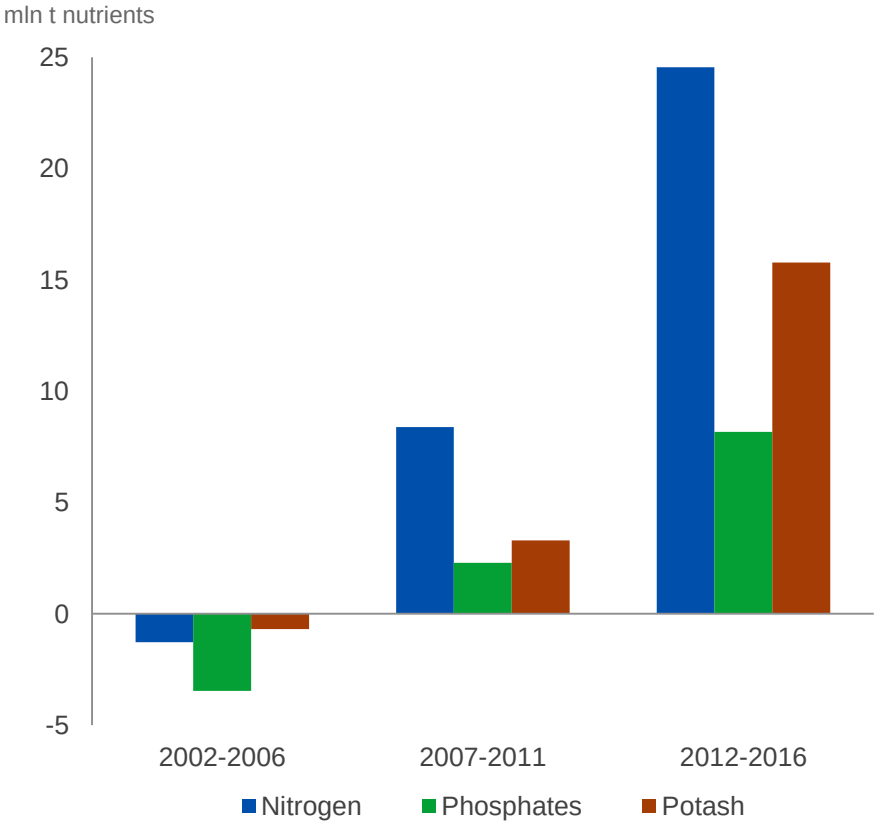
Source: companies' data, Fertecon, China Fert Market Weekly, PhosAgro
Note: (1) by phosphoric acid capacities, excluding China

Commissioning phosphate rock and phosphoric acid capacities

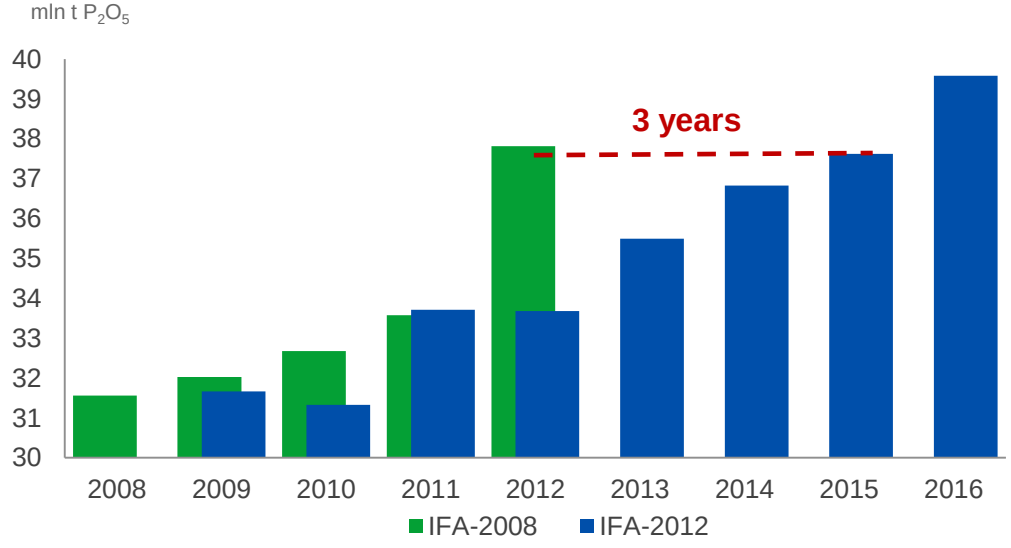
Delays in addition of new phosphate rock capacities (excl. China)



Changes in world fertiliser capacities (excl. China)



Delays in commissioning phosphoric acid capacities (excl. China)



- Less new projects are announced in phosphates
- Commissioning of new capacities is delayed
- Shutdown in phosphate fertiliser capacities was more significant while less new commissioning in the past 5 years in comparison with nitrogen and potash sectors

Source: IFA, PhosAgro

Greenfield plant – costs case-study

Production facilities *Capacity – mln t / year*	Ma'aden	PHOSAGRO
Phosphate rock mine	12.0	26.6
Beneficiation plant	5.0	7.8
Sulphuric Acid Plant	4.7	4.6
Phosphoric Acid Plant	1.5	1.9
Ammonia Plant	1.1	1.1
DAP Plant	2.9	4.1
Key products	DAP	MAP, DAP, NPK, NPS

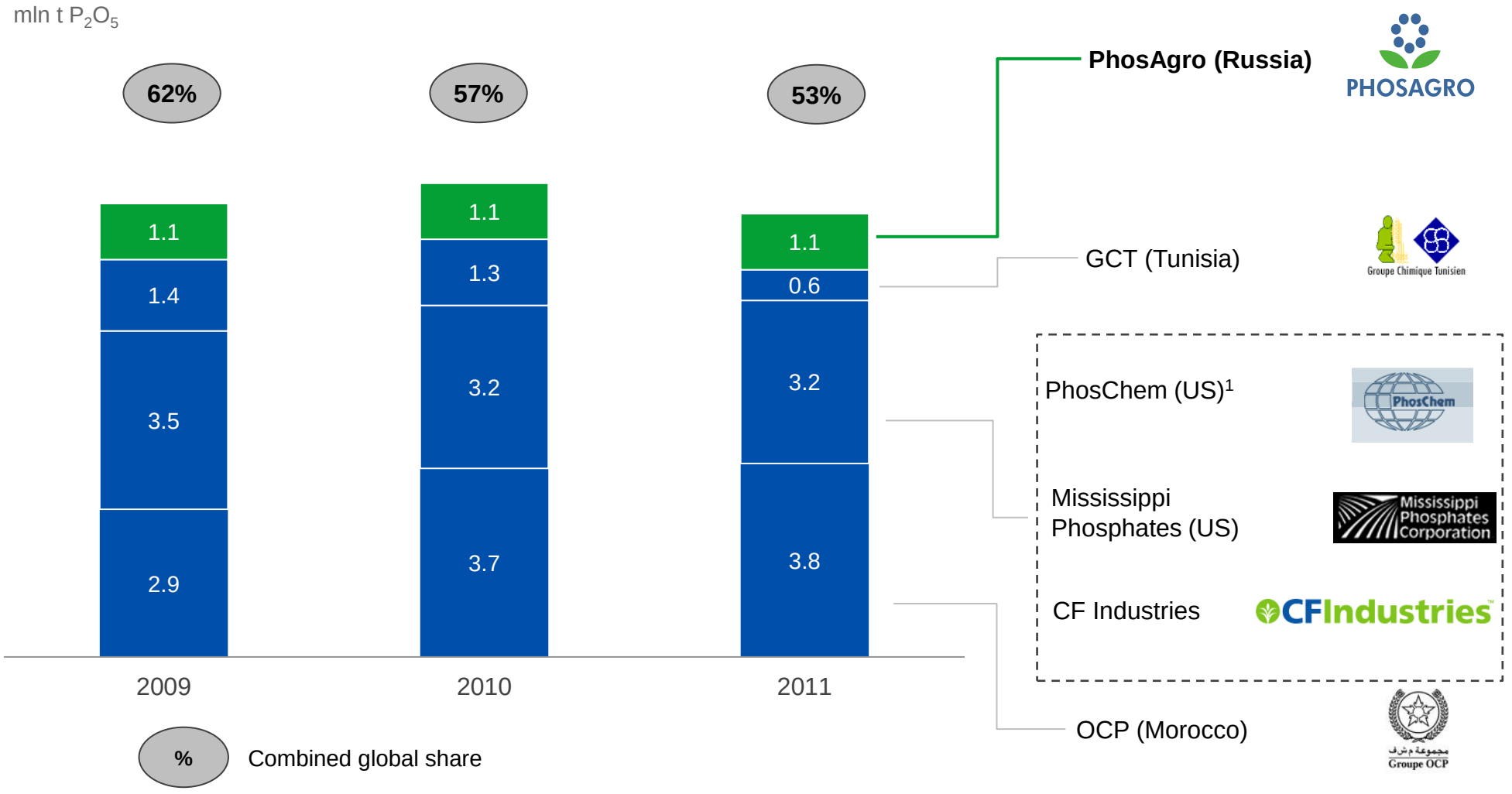
Ma'aden – total est. CAPEX(1): US$ 5.8bln

Construction period: 6 years +

Source: PhosAgro, Ma'aden
Notes: (1) CAPEX for the Phosphate Project

Phosphate is a consolidated industry

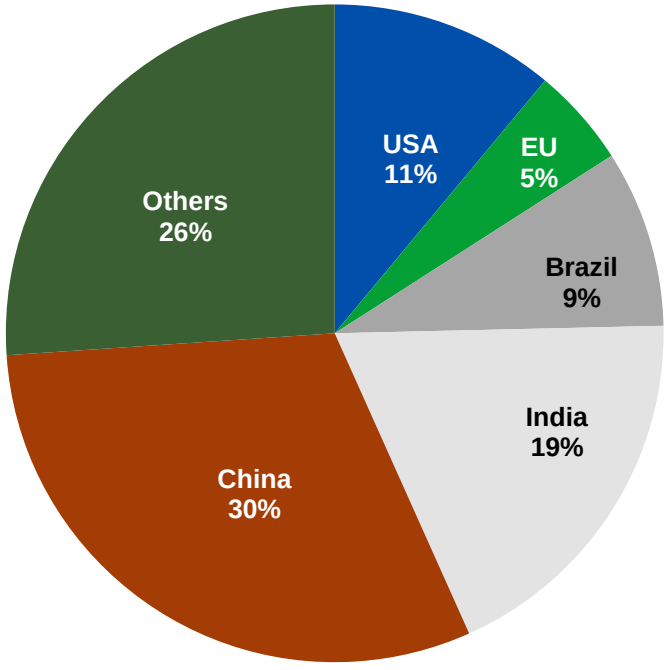
Global export volumes MAP / DAP / TSP / Phosphoric acid



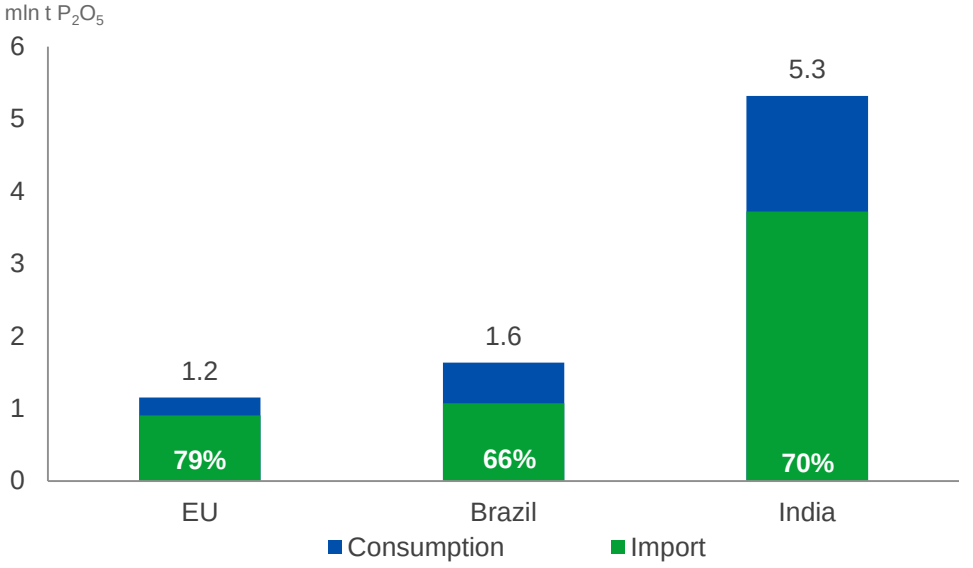
Source: Fertecon, IFA , Bloomberg, companies reports
Note: (1) PhosChem – Phosphate Chemical Export Association Inc. (Members: Mosaic, PCS)

Dependence of phosphate fertiliser production on phosphates imports

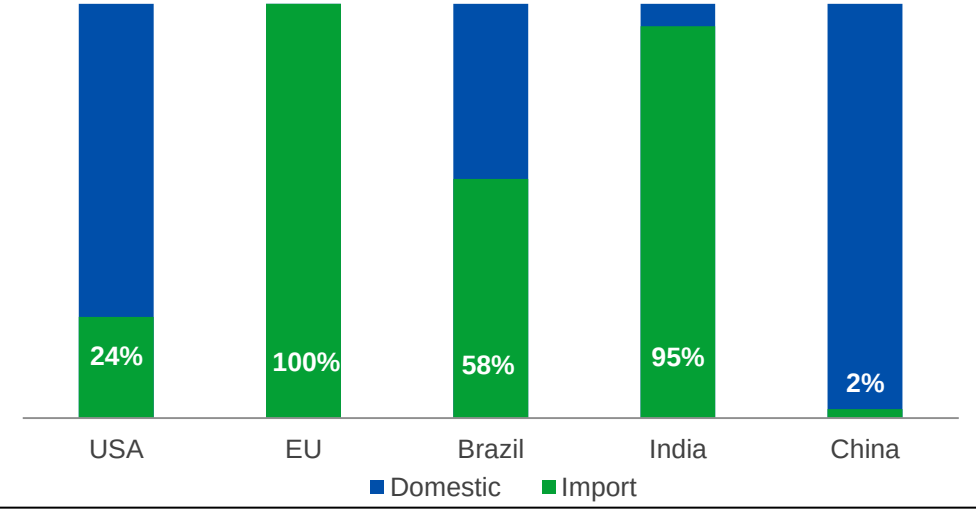
Phosphate fertiliser consumers



Major consumers of phosphate fertilisers depend heavily on imports…(1)

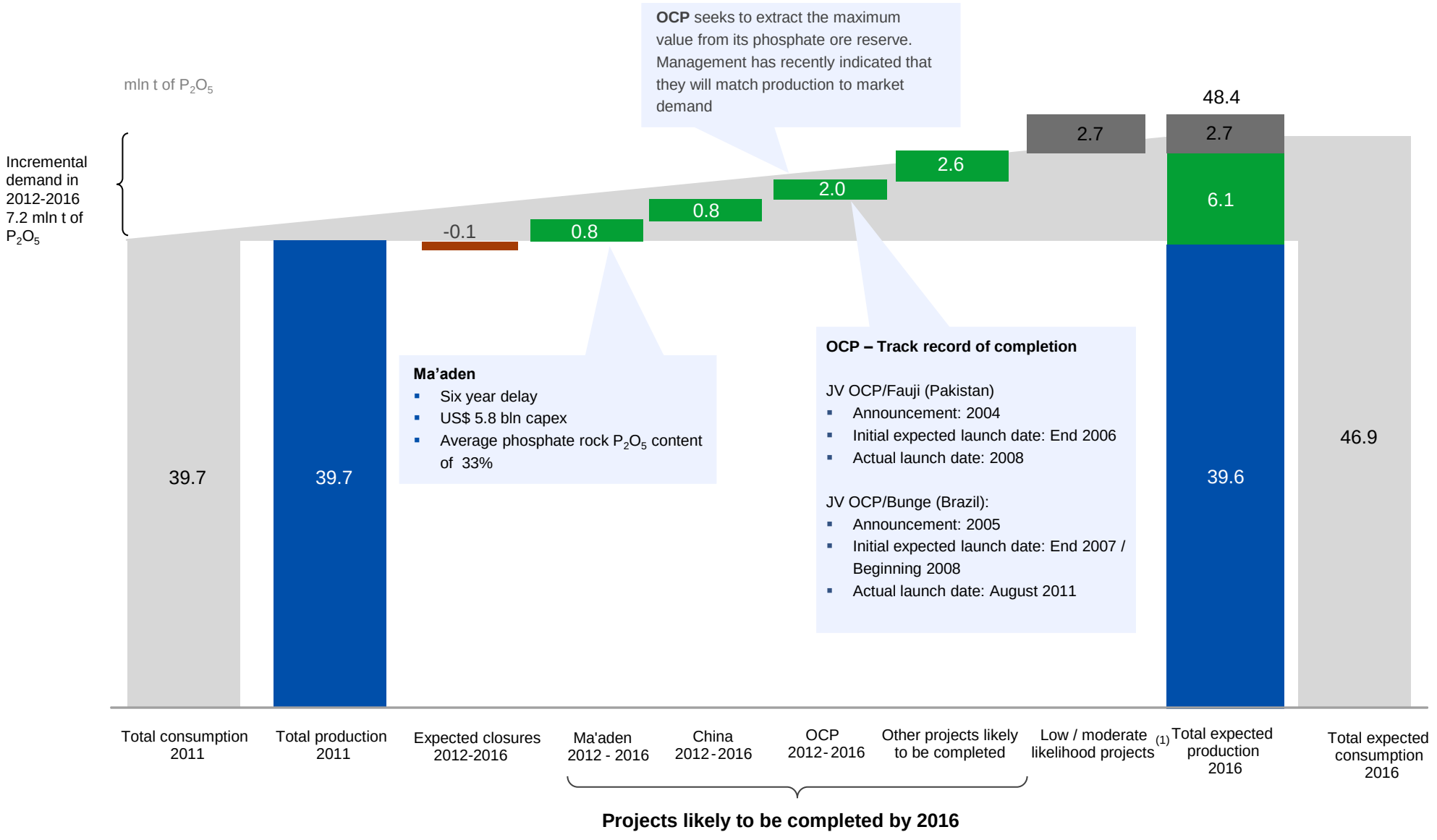


…and on phosphate rock imports in particular



Source: IFA, PhosAgro
Note: (1) DAP/MAP/TSP

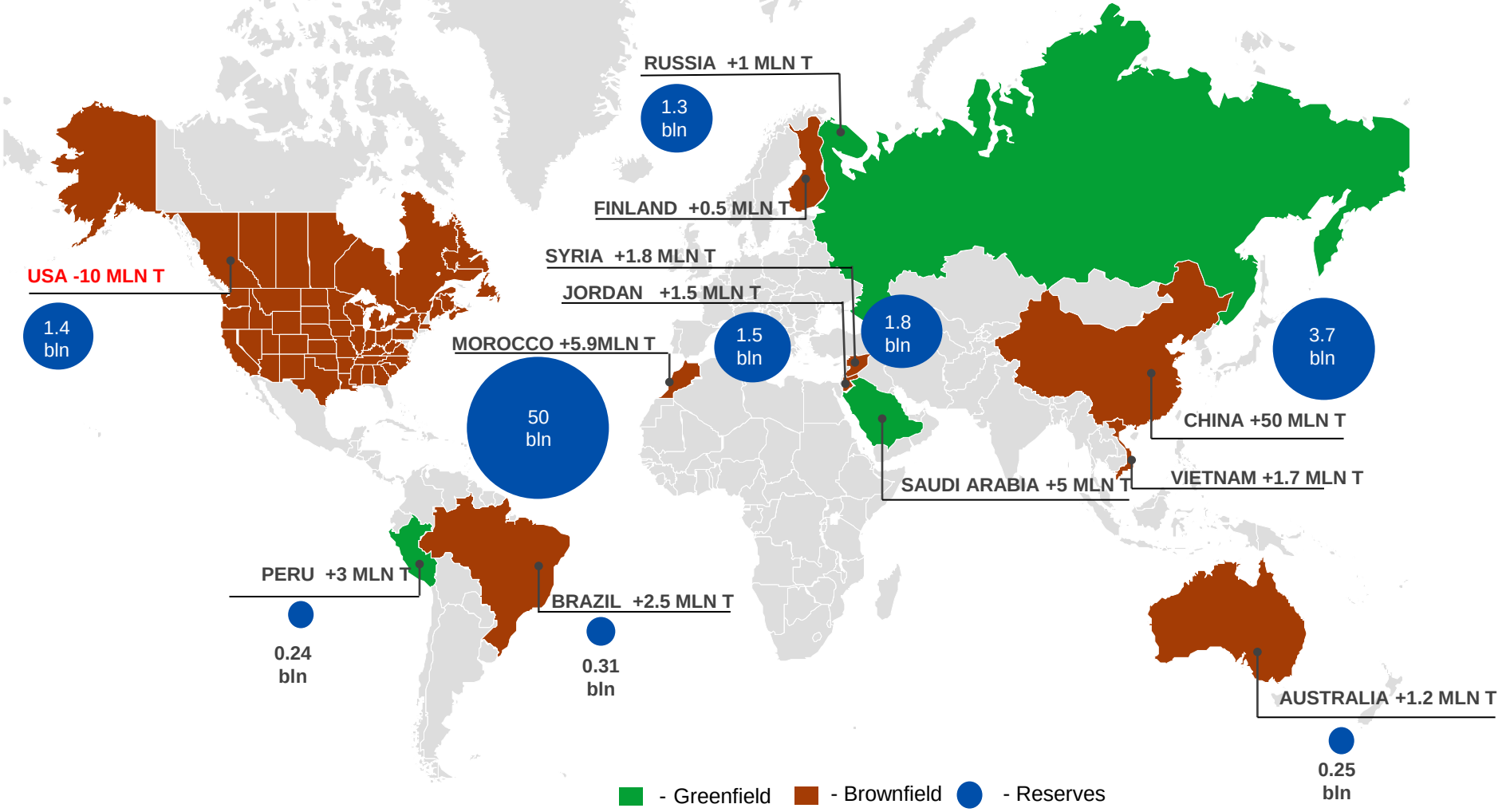
Timing and completion of new capacities is uncertain



Note: (1) Projects with low / moderate likelihood of completion by 2016
Source: FERTECON, closures and new projects at 100% nameplate capacity, Fertiliser Week, IFA, companies' data

Growth in phosphate rock production capacities 2000-2011

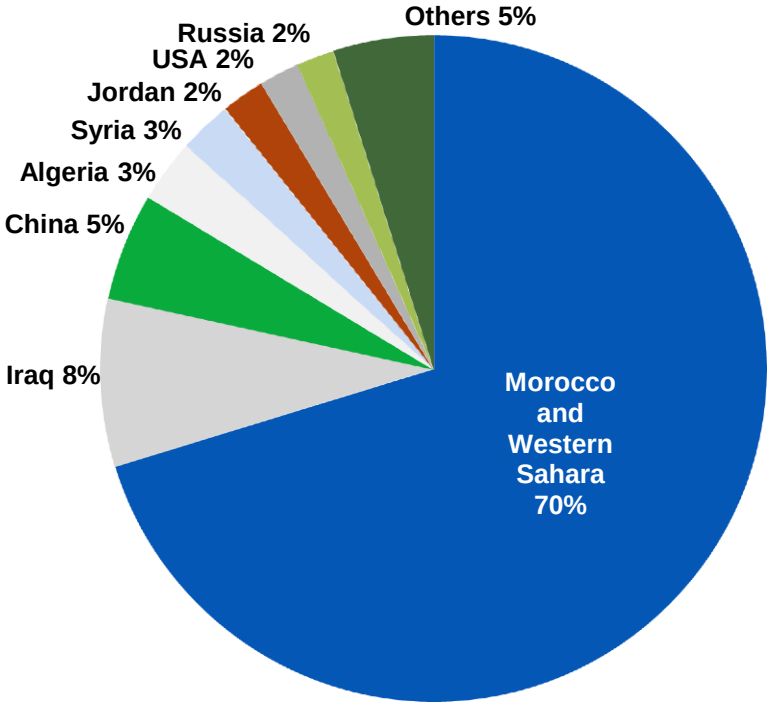
Net addition to phosphate rock production capacities (excl. China) of 14 mn t with 0.8% CAGR



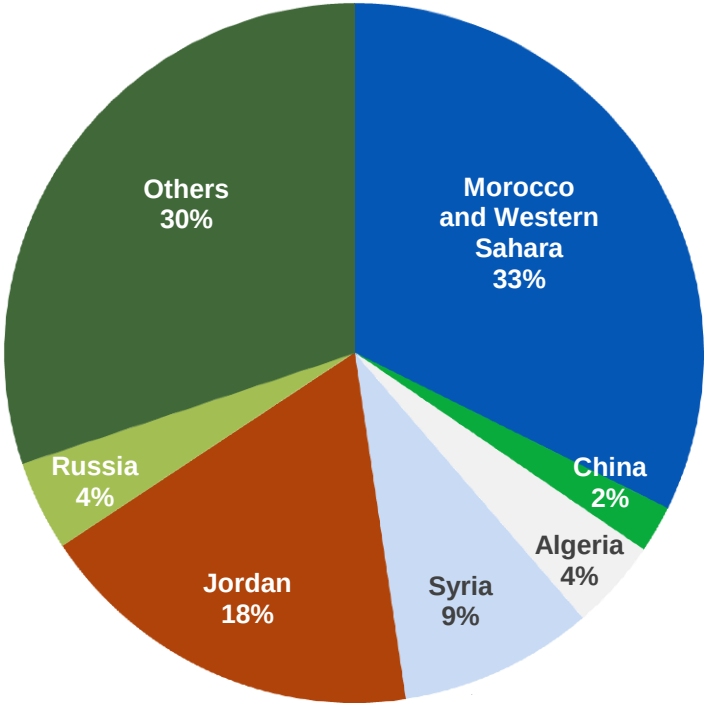
Source: Fertecon, USGS

Concentrated phosphate rock market

Morocco controls most of world phosphate ore reserves



Only a few countries export phosphate rock



Consolidation drivers

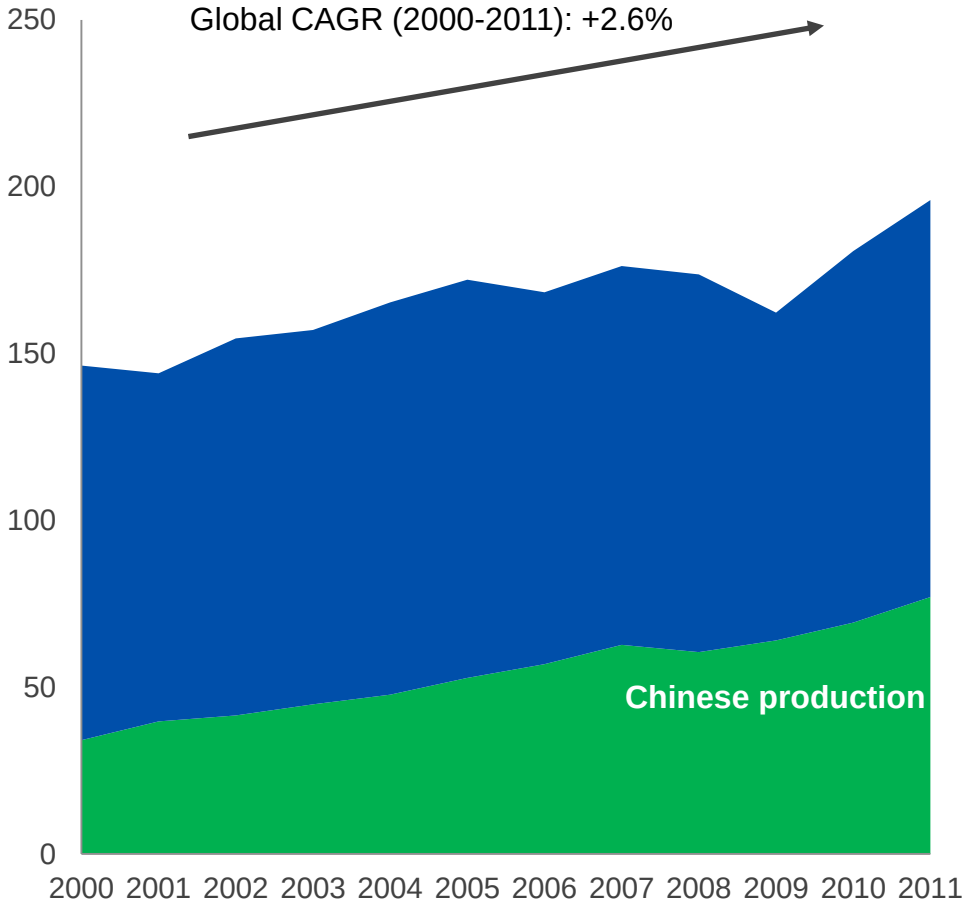
- Deposits of phosphate ore are located in a limited number of countries. And Morocco controls most of the world's phosphate ore reserves
- Only a few countries export significant volumes of phosphate rock and Morocco has a substantial share in export sales of phosphate rock respectively

Source: USGS, PhosAgro

Stagnating production of phosphates

Global phosphate rock production is mainly driven by China …

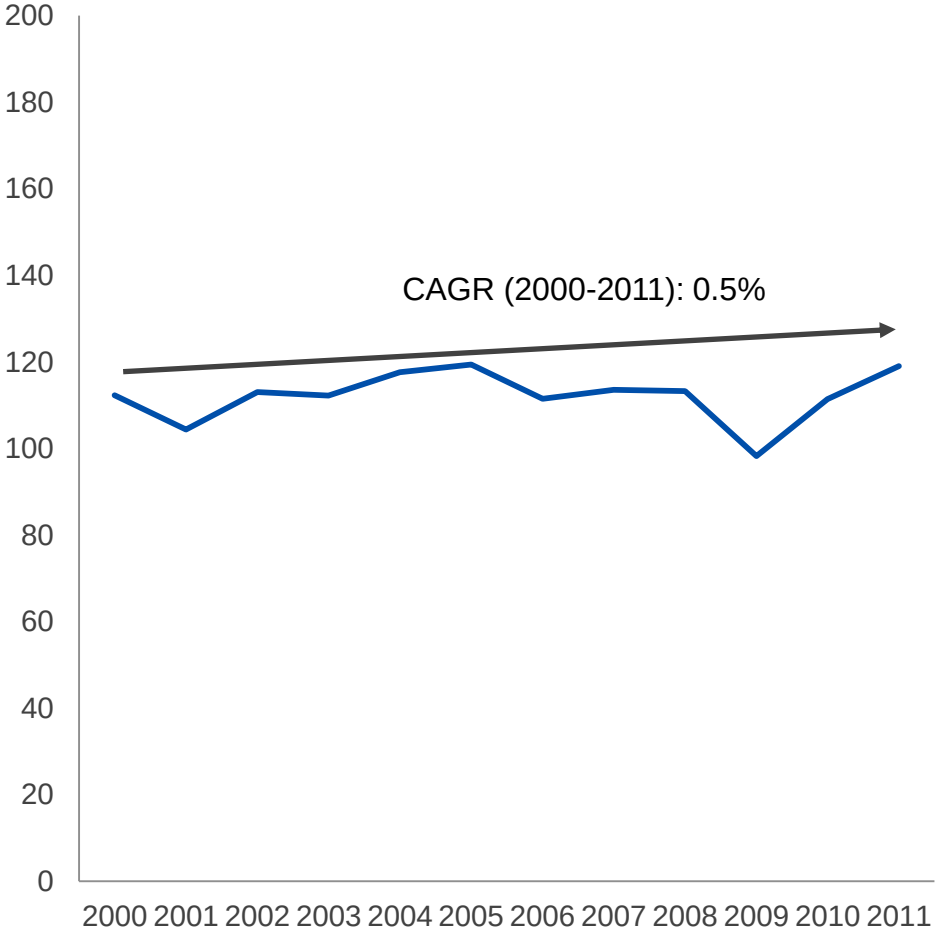
Mln tonnes product



Source: IFA, Fertecon

… with stagnating production in the rest of the world

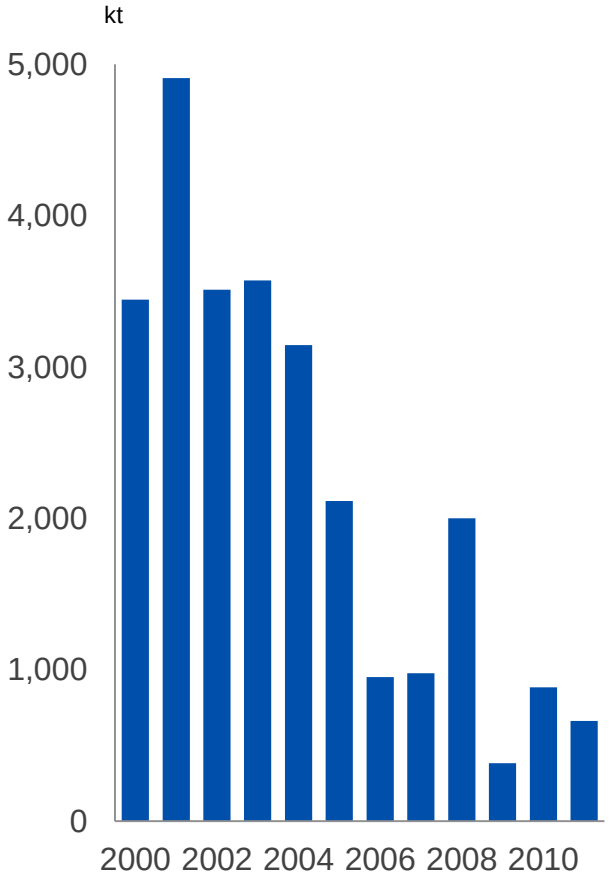
Mln tonnes product



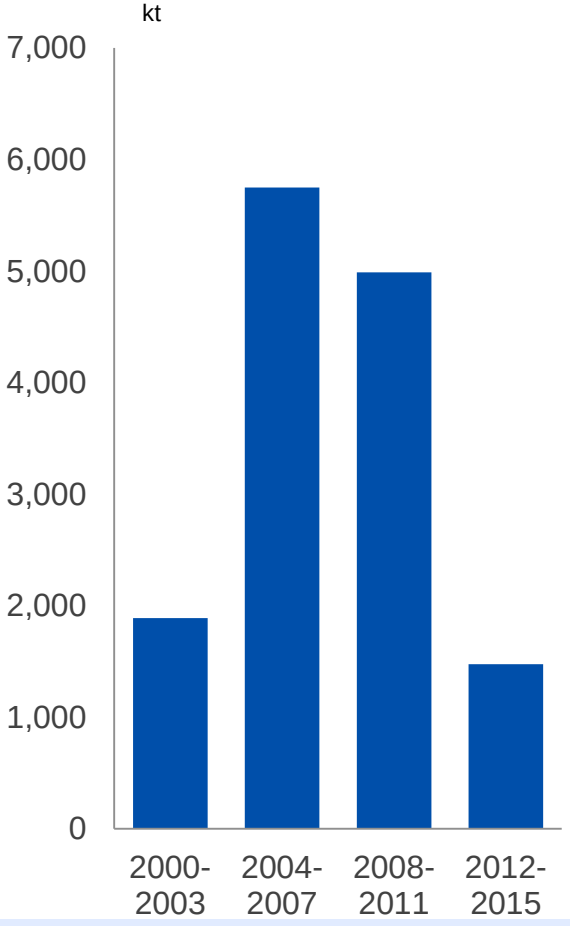
Source: IFA, China Fert Market Weekly, Fertecon

Development of Chinese phosphate exports

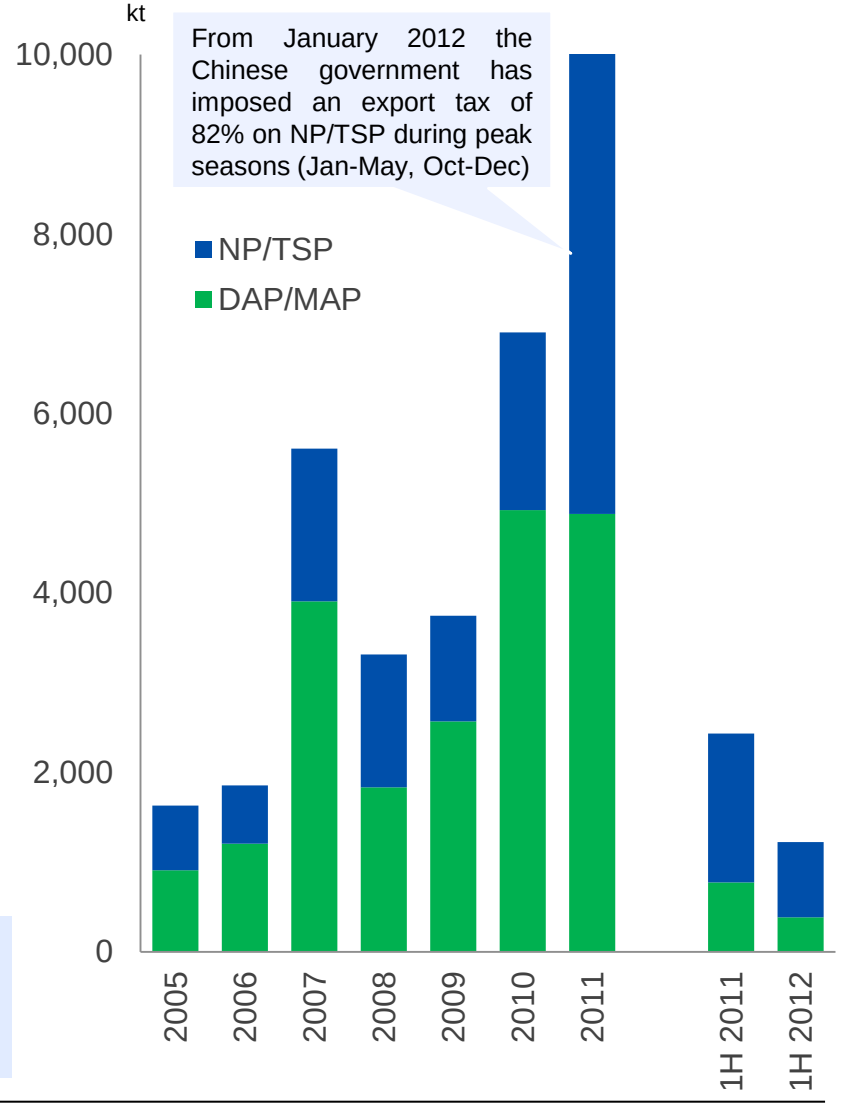
Chinese phosphate rock exports



Commissioning of new H_3PO_4 capacities



Chinese exports of DAP / MAP / NP / TSP



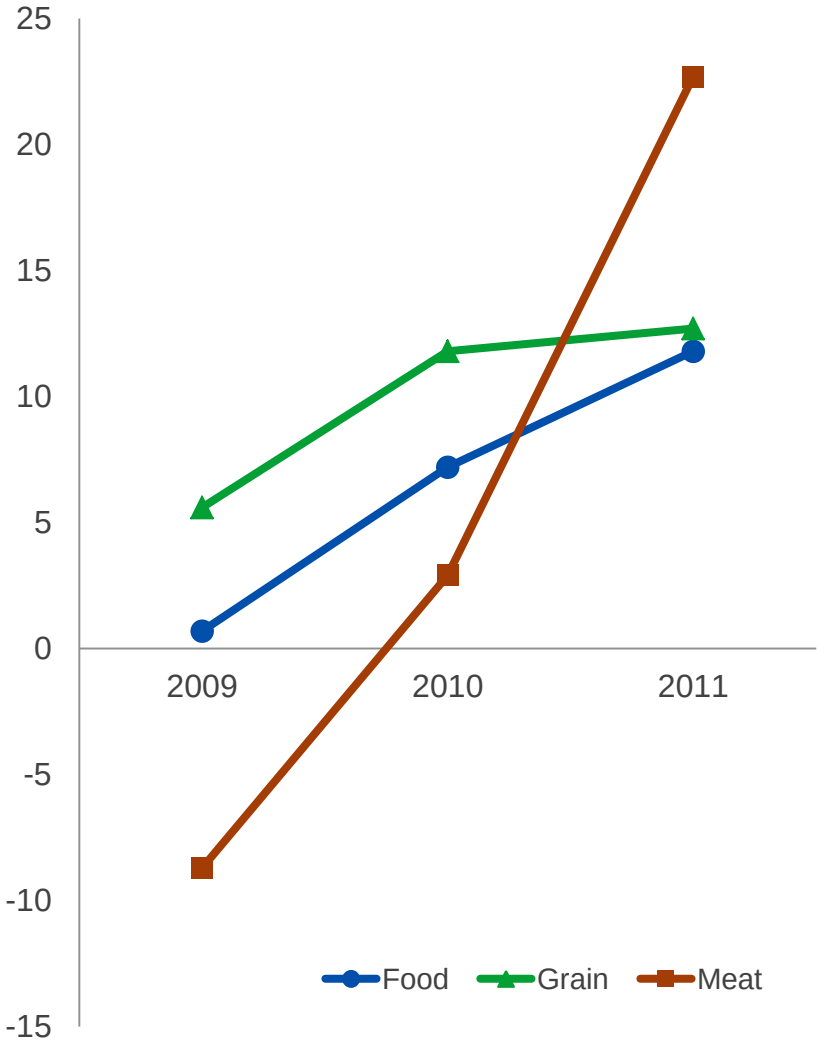
In the second half of 2011, the price of the rock increased several times with an overall price hike of USD 11-13/t. In 2012 the price has already increased by USD 8-10/t. The price of the rock (P_2O_5>30%) has reached USD 126/t(1).

Source: IFA, CFMW

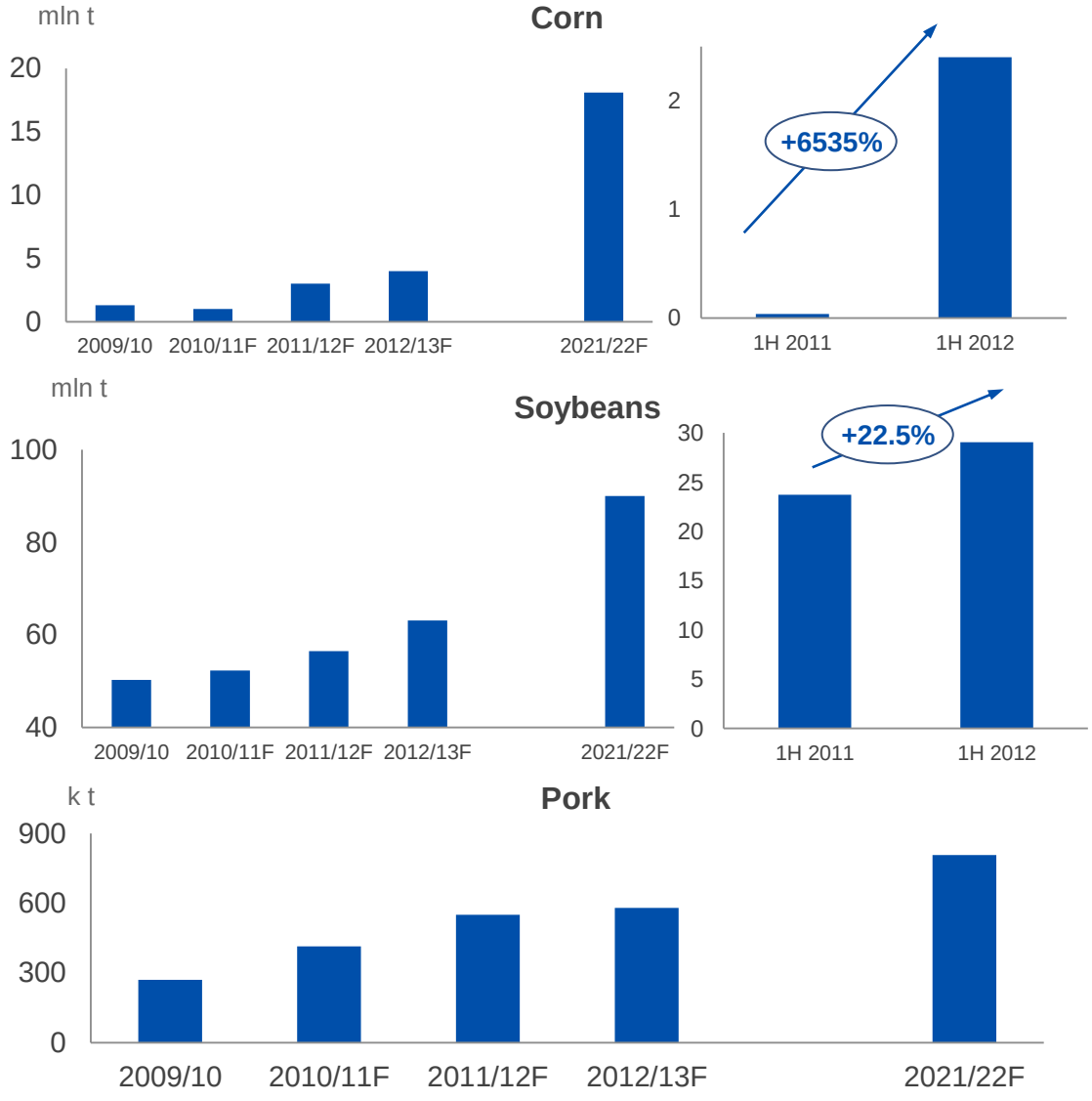
Note: (1) Applied exchange rate USD/CNY: 6.35

Growing Food Demand in China

Consumer Price Indices in China, %



Chinese Food Imports



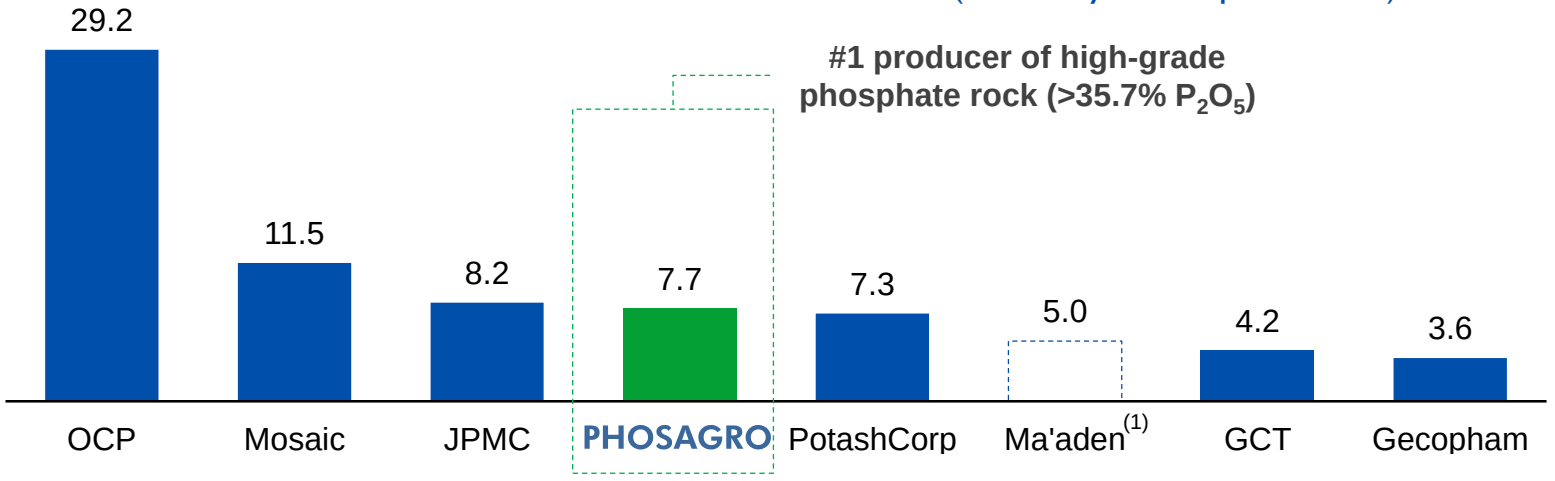
Source: NBS of China, USDA February 2012

2. Company Highlights

World class integrated phosphate producer

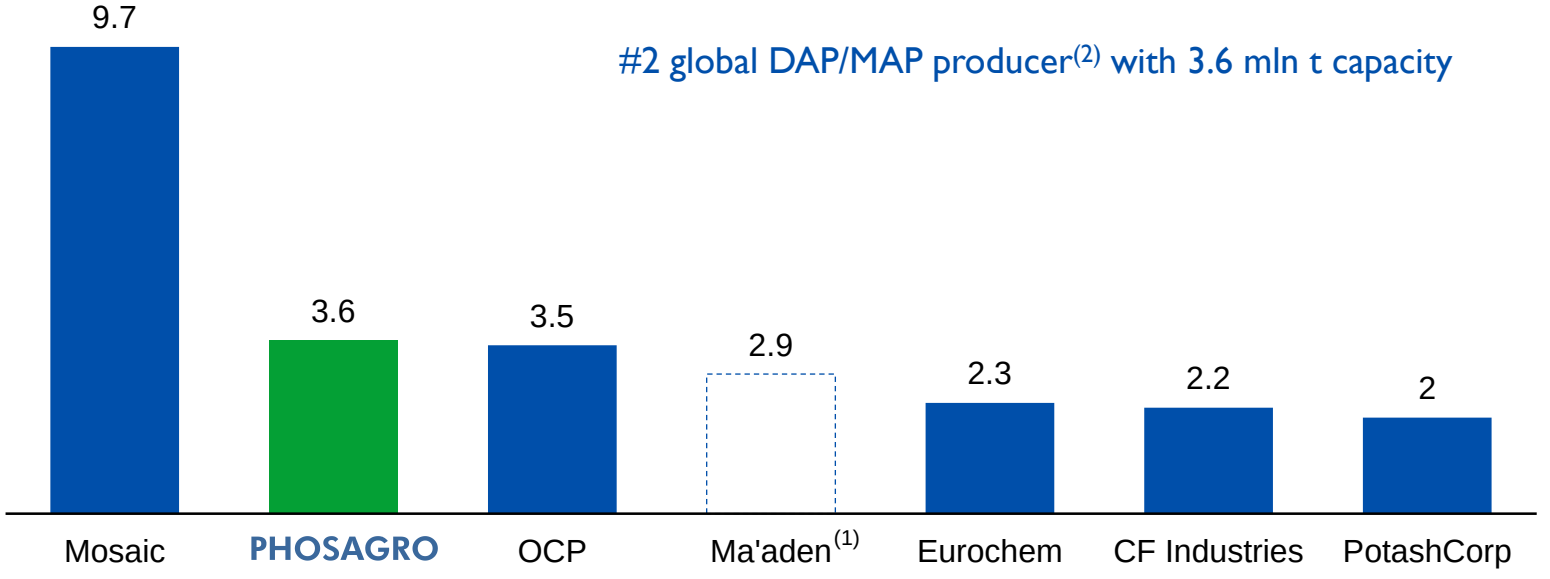
2011, mln t, excluding Chinese producers

A leading global phosphate rock producer with over 2.1 bln t of apatite-nepheline ore resources (over 75 years of production)



#1 producer of high-grade phosphate rock (>35.7% P_2O_5)

#2 global DAP/MAP producer(2) with 3.6 mln t capacity



Source: Fertecon, companies' data

Note: (1) Ma'aden first stage at full capacity
(2) In 2011, excluding Chinese producers

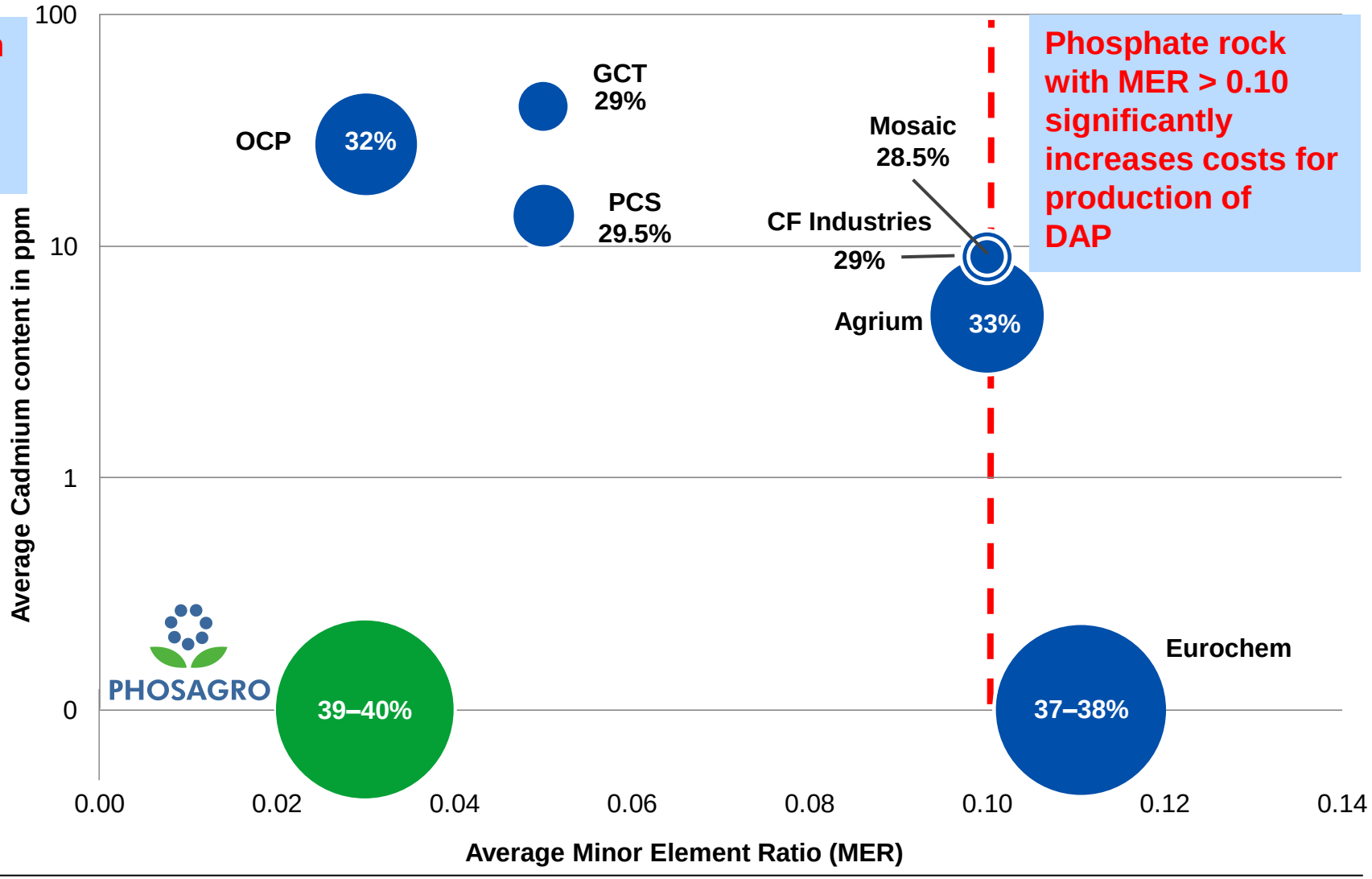
Control of world's premium phosphate resource base

Location[1]	PHOSAGRO	Morocco	USA	Jordan	China	Tunisia
Al_2O_3 content	13.0-14.0% High	Very low	Very low	Very low	Very low	Low to moderate
Ore type	Igneous	Sedimentary	Sedimentary	Sedimentary	Sedimentary	Sedimentary
Level of radioactivity	Very low	Moderate	Moderate to high	Low to moderate	Low to moderate	Moderate
Hazardous metals content	Very low	Moderate	Moderate to high	Low	Low to moderate	Low to moderate
World Phosphate Rock Reserves, billion t	2.1	50	1.4	1.5	3.7	0.1

Note: (1) primary global DAP/MAP producing regions
Source: Fertecon, IMC, USGS 2011

Control of world's premium phosphate resource base

Higher cadmium content in sedimentary rocks

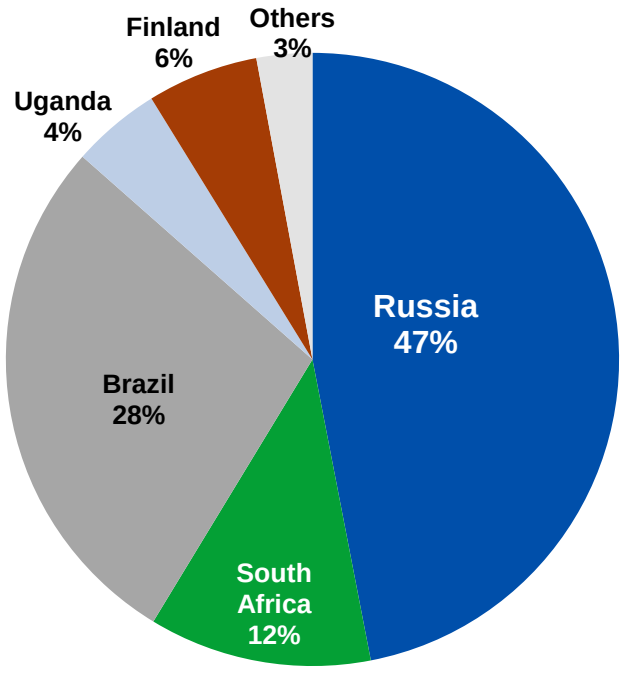


Phosphate rock with MER > 0.10 significantly increases costs for production of DAP

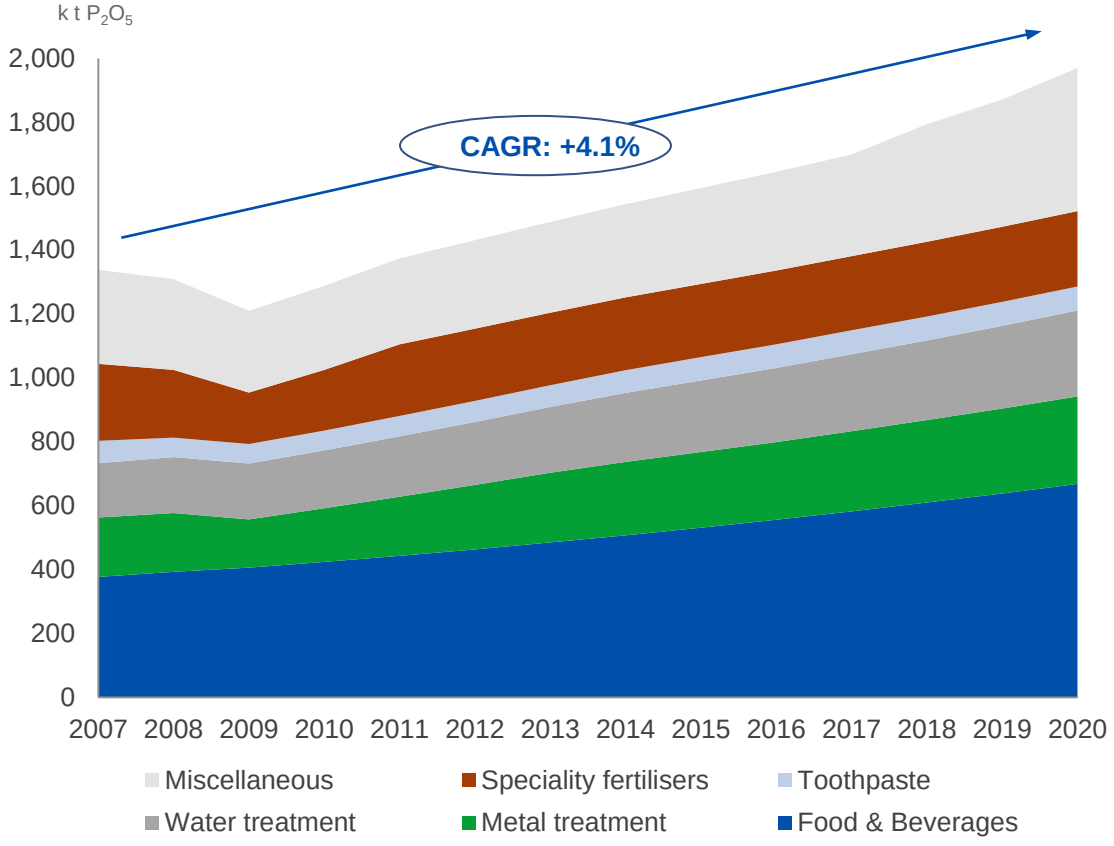
Note: Size of the bubble represents P_2O_5 content in phosphate rock in excess of 28%, which is recognized as a minimum for production of high quality phosphate fertilisers
Source: Fertecon, PhosAgro, companies' data

Growth in demand for igneous phosphate rock

World phosphate ore reserves of igneous origin



Consumption of phosphates for industrial chemicals and feed phosphates, P_2O_5



Prospects for growth

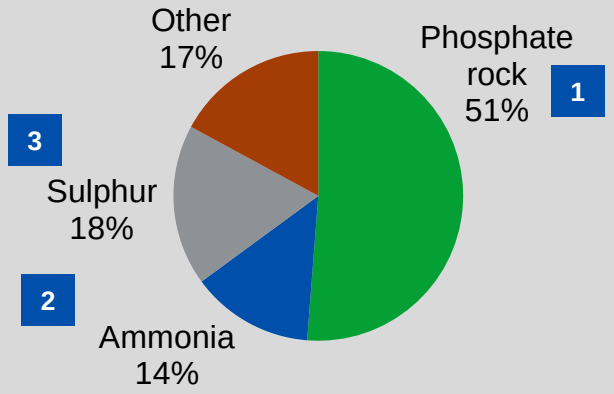
- Phosphate rock of igneous origin is applied as a feedstock for industrial chemicals and feed phosphates due to the lowest radioactivity level, low heavy metals and cadmium content in comparison with phosphate ore reserves of sedimentary origin
- As production of industrial phosphates and food additives will grow, the increase in demand for phosphate rock of igneous origin is expected for the applications other than fertiliser production

Source: IFDC, CRU, PhosAgro

Self-sufficiency in key feedstocks

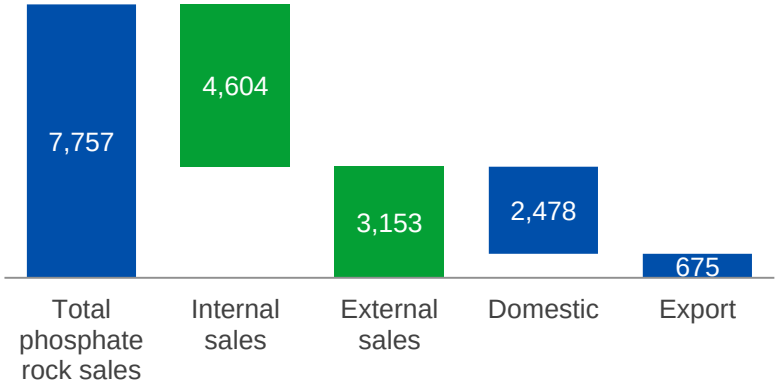
PhosAgro DAP production cash costs

2011, ExW, US$



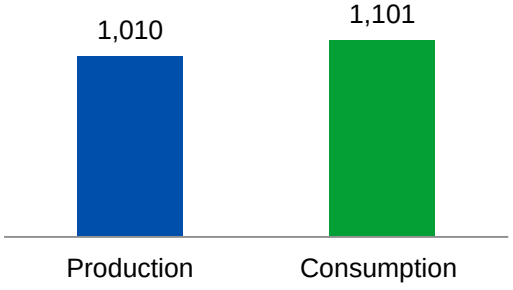
1 Phosphate rock: 100% self-sufficient

2011, kt



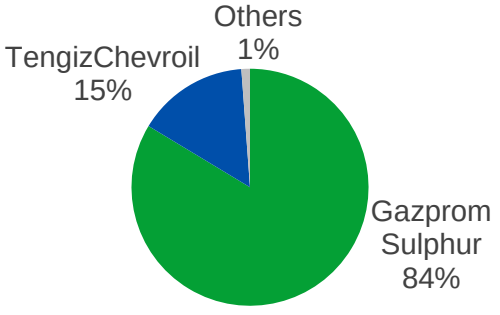
2 Ammonia: 92% self-sufficient

2011, kt



3 Sulphur: access to local supplies

Sulphur suppliers in 2011



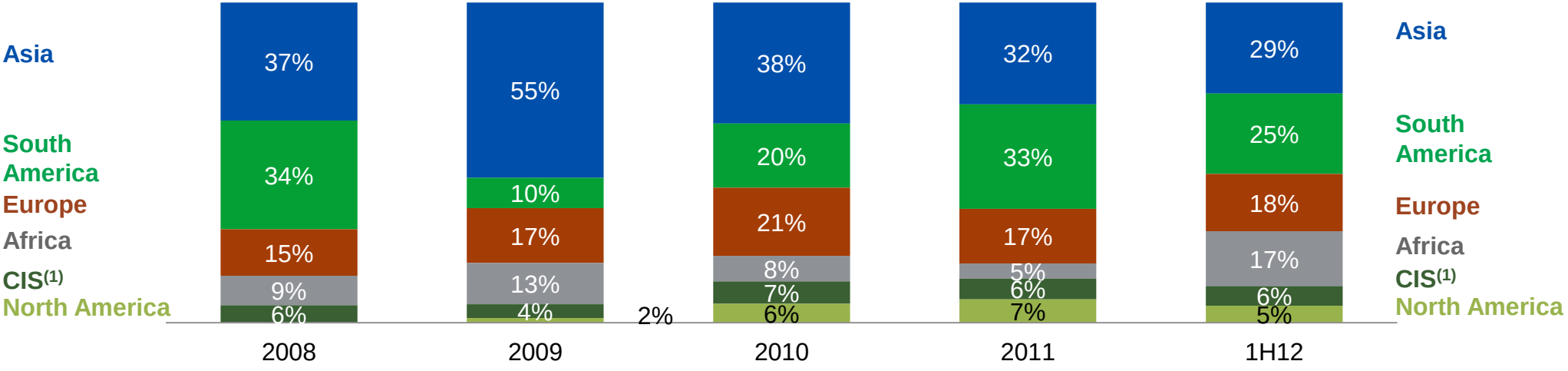
Source: PhosAgro

Flexible business model

Flexible business model

Phosphate-based fertilisers and feed phosphate exports by region

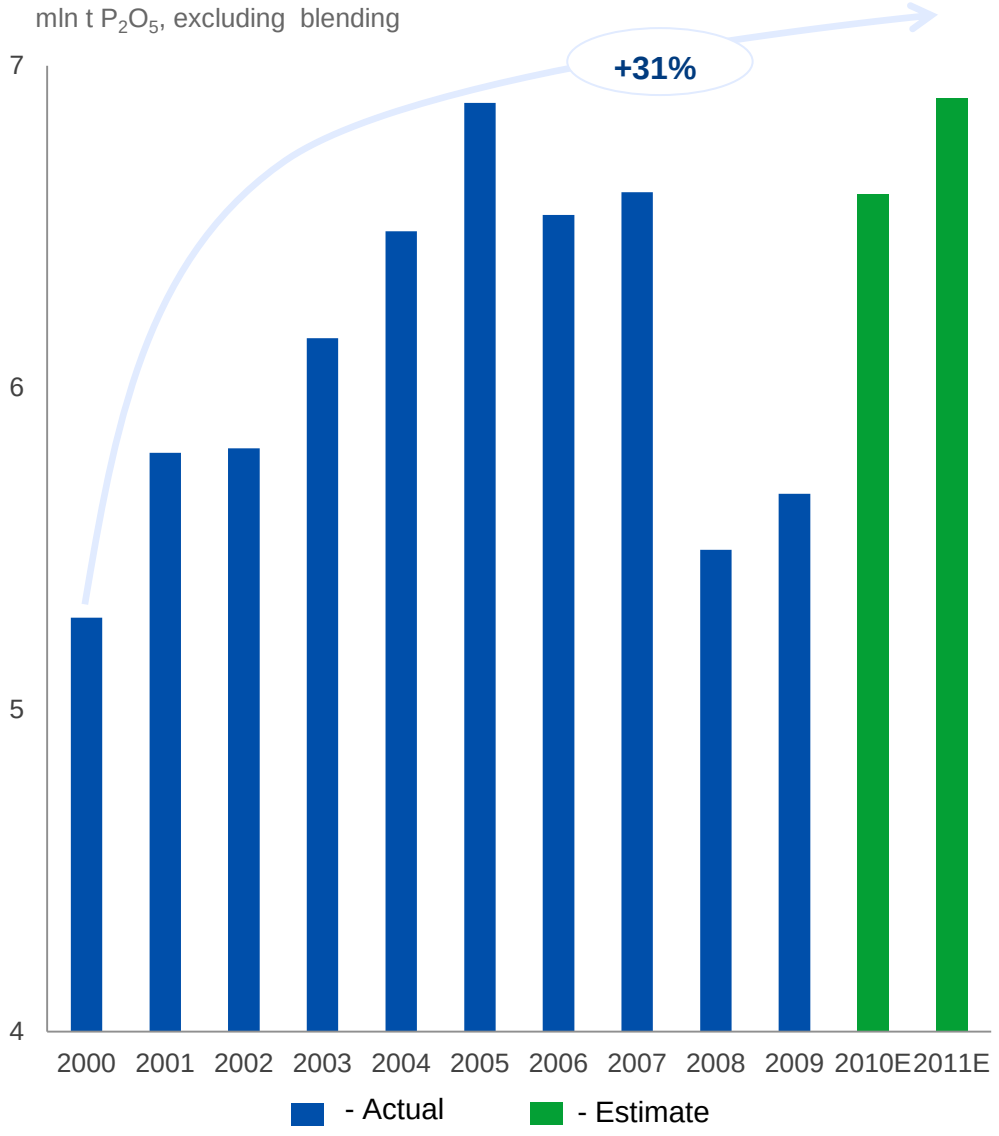
In volume terms



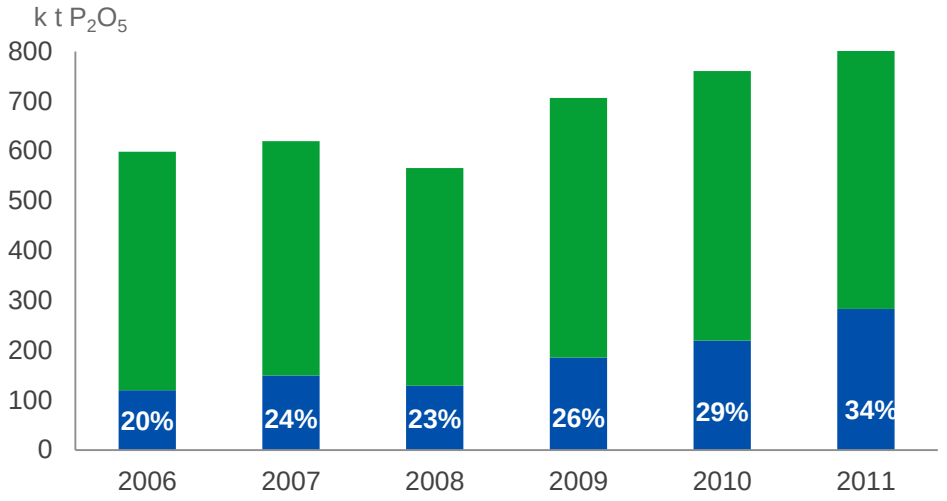
Source: PhosAgro
Note: (1) Excluding Russia

NPK fertilisers – the need to increase yields by balanced fertilisation

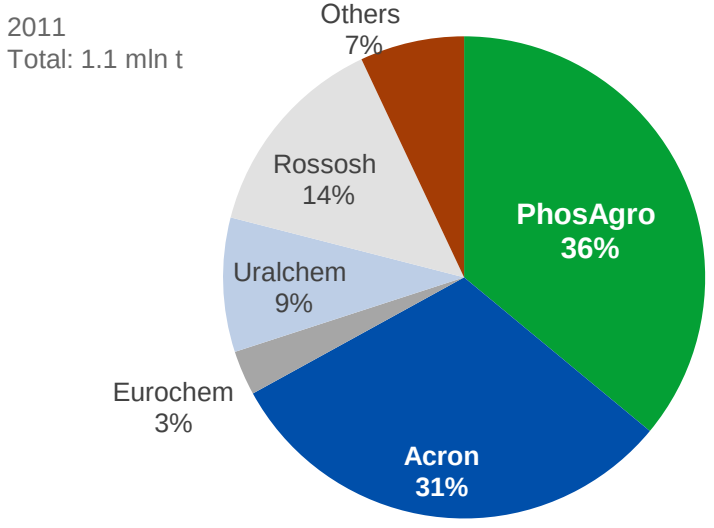
World NPK Production



NPK production in Russia



PhosAgro – main supplier of NPK to the domestic market



Source: IFA, ChemExpert, PhosAgro

Organic growth through addition of new capacities

PhosAgro production capacities

2011(1), mln t

End products

Feed stock

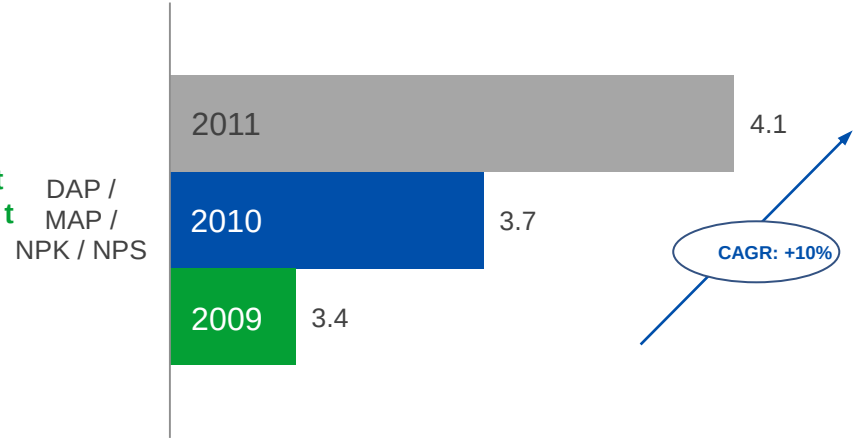
DAP/MAP/NPK/ NPS	MAP/DAP	2.4	1.7 (4.1)
Urea		0.48	
AN/AN-based fertilisers		0.45	
Liquid fertiliser (APP)		0.14	
Feed phosphates		0.24	
Aluminum fluoride (ALF3)		0.02	
Phosphate rock		7.8	
Nepheline		1.7	
Ammonia		1.1	

MAP/DAP/NPK
fully flexible production lines
with NPK production capacity of 1.7 mln t
and NPS production capacity up to 1 mln t

- Nitrogen fertilisers
- -Phosphate-based fertilisers and feed phosphates

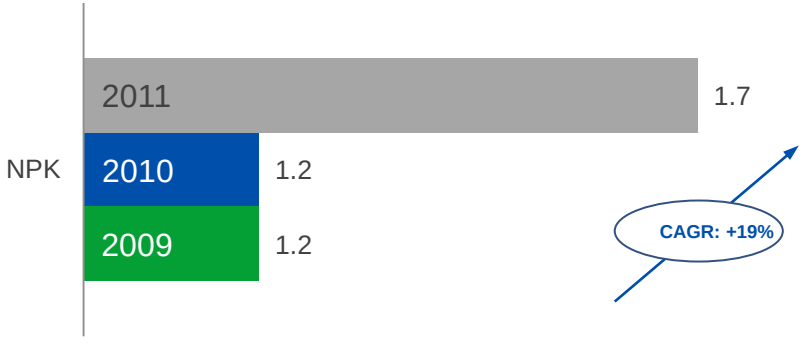
PhosAgro DAP/MAP/NPK/NPS capacities

2009 - 2011, mln t



PhosAgro NPK capacities

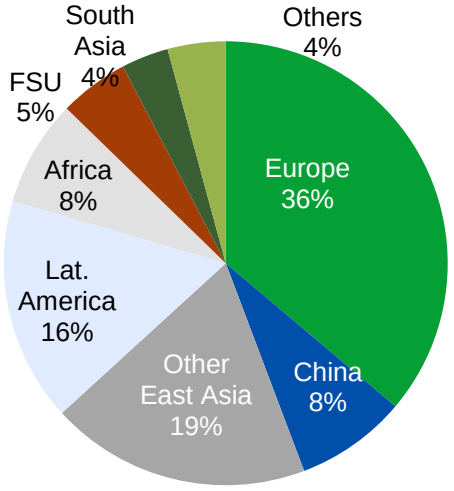
2009 - 2011, mln t



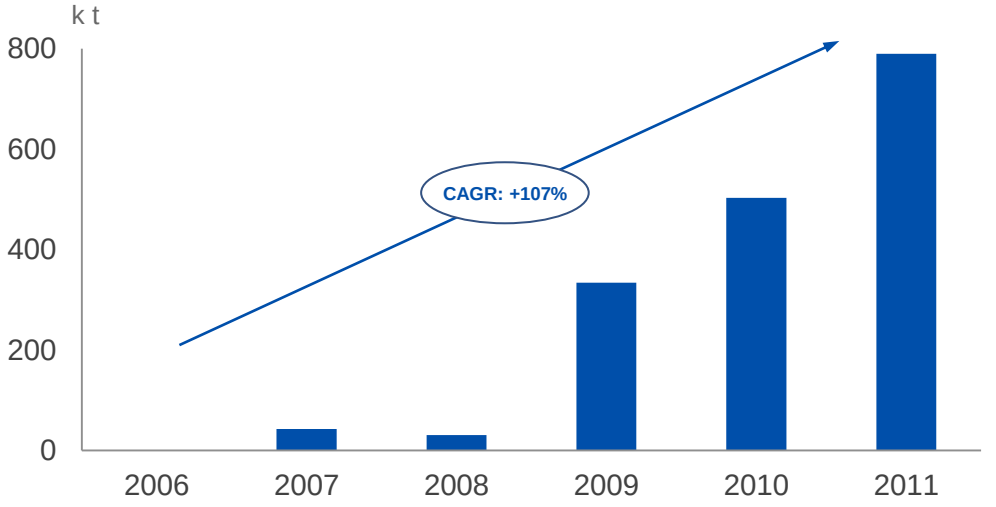
Source: PhosAgro
Note: (1) production capacities as of December 31, 2011

PhosAgro flexible model meets global demand for NPK

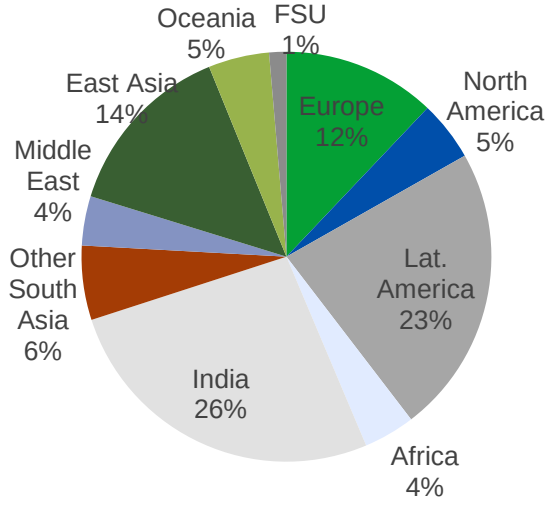
World NPK Imports: ~2 mln t of P_2O_5 per annum(1)



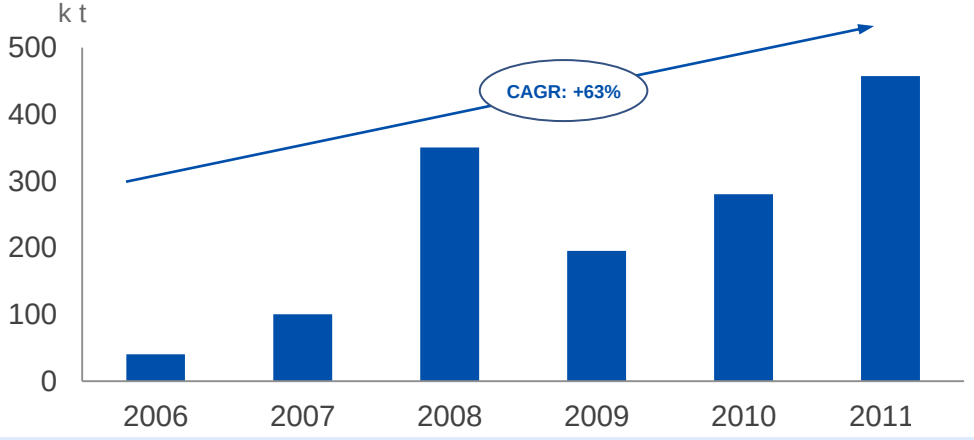
PhosAgro NPK Exports



World DAP/MAP Imports : ~8.5 mln t of P_2O_5 per annum(1)



Brazil NPK Imports



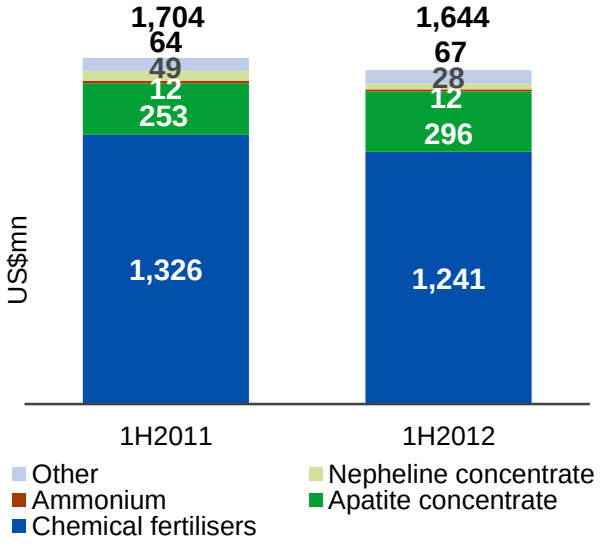
- Reliable sources of nitrogen and phosphates are critical in the economics of granular NPKs. They are rarely found in the same place.
- PhosAgro exports NPK fertilisers to developed as well as to fast growing markets

Source: IFA, FCC, PhosAgro
Note: (1) average figures for 2005-2010

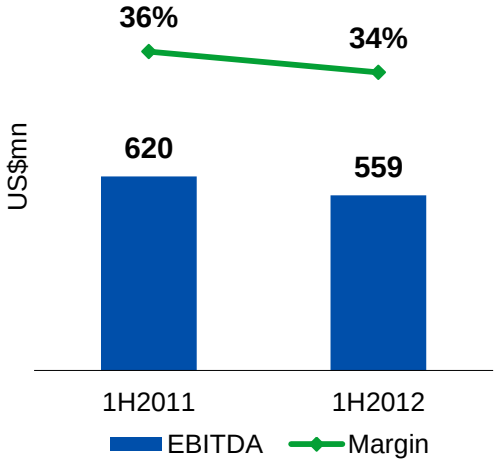
3. Financial Overview

Revenue, EBITDA and Net Income

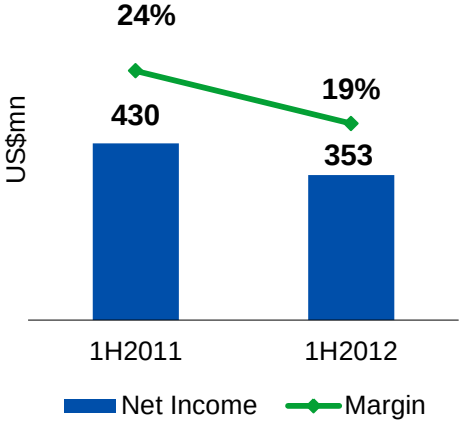
Revenue (H1 2011/2012)



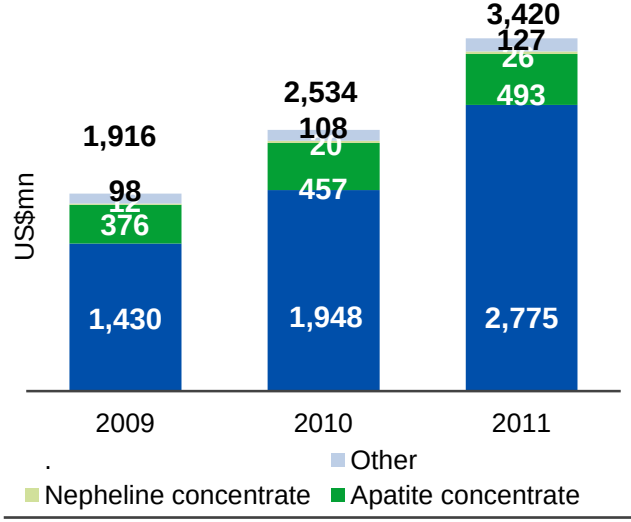
EBITDA (H1 2011/2012)



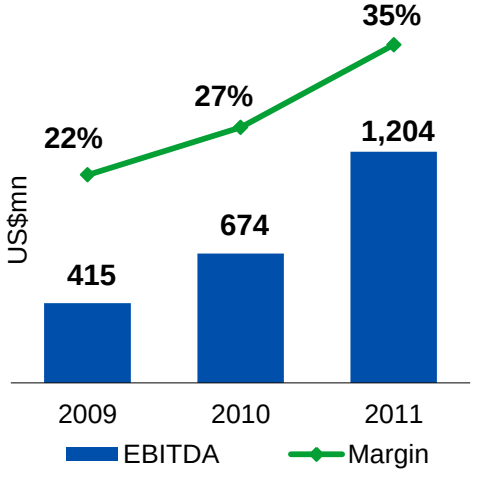
Net Income (H1 2011/2012)



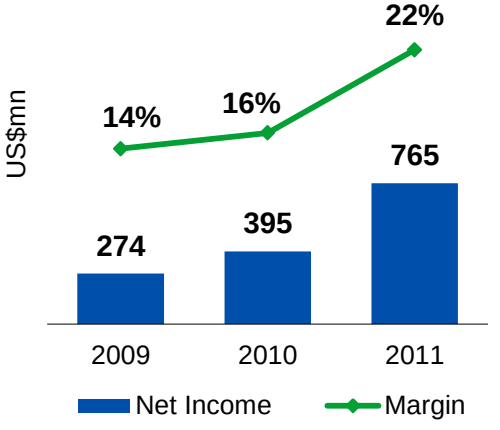
Revenue (FY 2009-2011)



EBITDA (FY 2009-2011)



Net Income (FY 2009-2011)

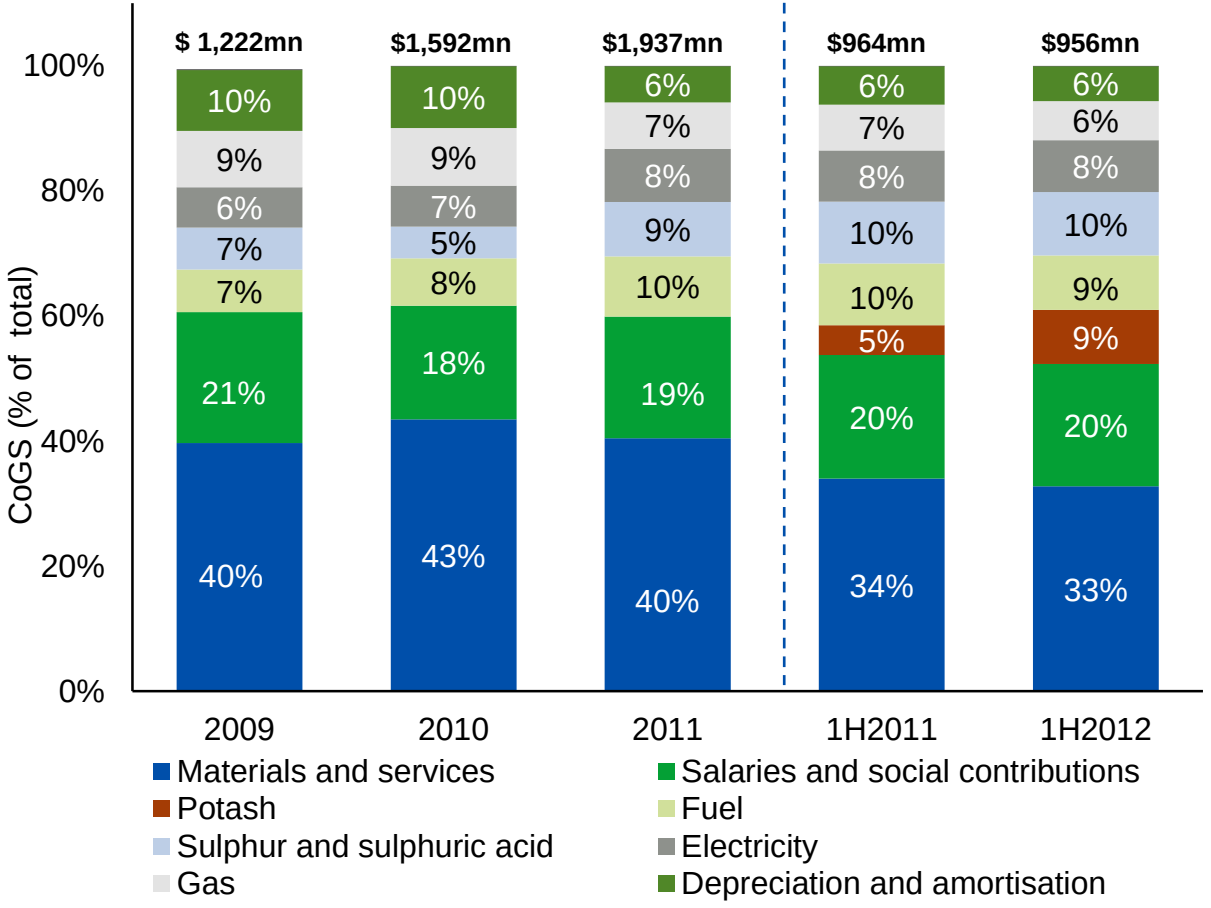


Note: Applied average USD/RUB exchange rates: 31.72 (2009), 30.37 (2010), 29.39 (2011), 28.62 (1H2011), 30.64 (1H2012)

Cost of Goods Sold

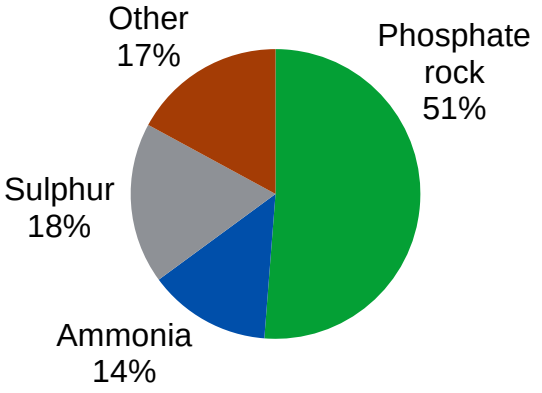
Cost of Goods Sold and Sales Volumes

Sales (kt)	2009	2010	2011	1H2011	1H2012
Fertilisers(1)	3,635	3,842	4,062	1,992	2,123
Rock	2,807	3,712	3,153	1,588	1,677



DAP Production Cash Cost Breakdown

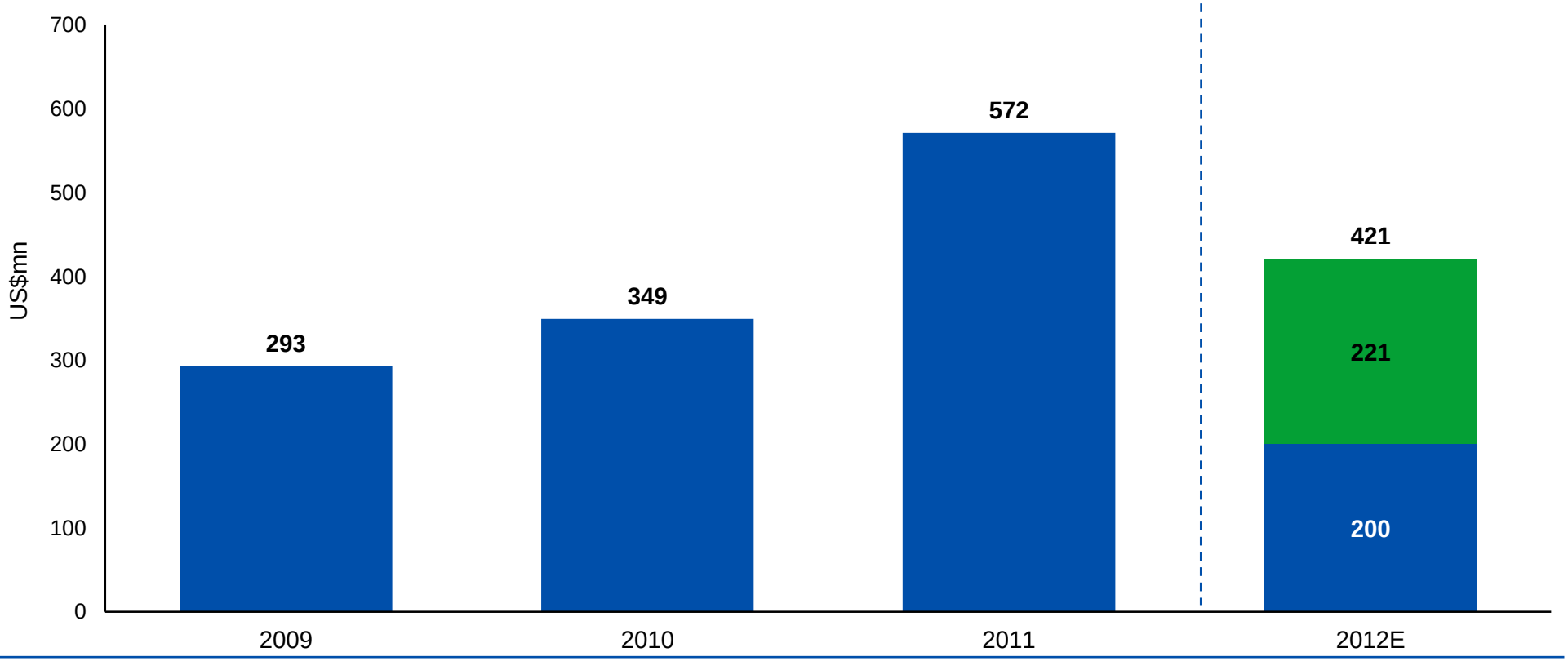
ExW, US$, 2011



Source: PhosAgro
Note: Excluding change in stock of WIP and finished goods. Applied average USD/RUB exchange rates: 31.72 (2009), 30.37 (2010), 29.39 (2011), 28.62 (1H2011), 30.64 (1H2012)
(1) Phosphate-based fertilisers and feed phosphate (MCP)

Capex and Dividend Policy

Capex



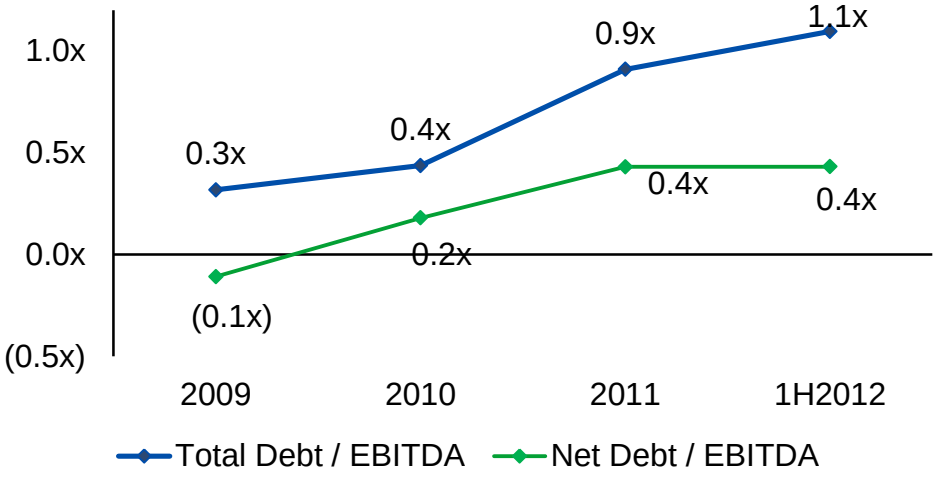
Dividend Policy

- Board has proposed interim dividend payment of RUB 4.7 billion (RUB 38/share), which represents 56% of net profit attributable to the shareholders of PhosAgro for H1 2012
- Post-IPO dividend payout of RUB 7.2 billion (RUB 58/share) which represents 49% of the company's net profit for the last nine months of 2011 attributable to the equity holders
- Formal policy to pay between 20% to 40% of annual consolidated profit calculated in accordance with IFRS as dividends

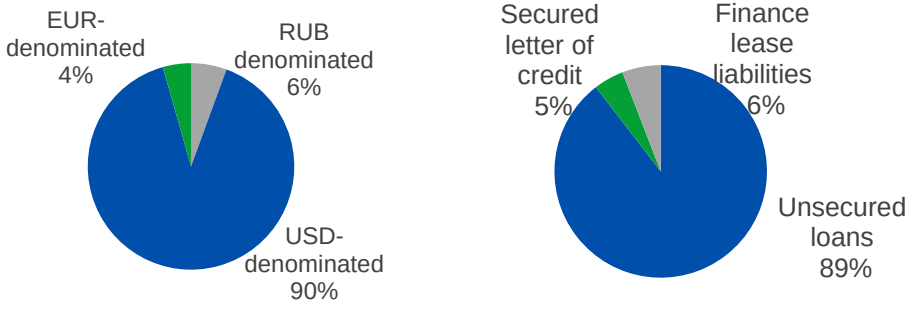
Source: PhosAgro
Note: Applied average USD/RUB exchange rates: 31.72 (2009), 30.37 (2010), 29.39 (2011), 30.64 (1H2012)

Overview of Debt

Total Debt / EBITDA and Net Debt [1] / EBITDA



Types of debt instruments [2]



Net Debt

Actual Net Debt as of 30 June 2012	(USD in millions)
Total Debt, incl.:	1,144
Short-term debt	800
Long-term debt	344
Cash and cash equivalents	(694)
Net Debt	**450**

Source: PhosAgro
Note: Applied end-of-period USD/RUB exchange rate of 32.82 (H1 2012)
(1) Net debt is calculated as total loans and borrowings minus cash and cash equivalents
(2) As of June 30, 2012. Includes secured bank loans, unsecured bank loans, letters of credit and finance lease liabilities. Total loans and borrowings US$ 1,144mn

4. Future potential

Short and medium term strategy for future growth

Strategic objectives

Short term

1 Improve efficiency

2 Expand fertiliser production capacity and enter higher value segments

Medium term

3 Realize full potential of ore

Key initiatives

- Construction of shaft No. 2 at Kirovsky Underground Mine, which will increase annual apatite-nepheline ore production from 12 to 14 mln t from 2014

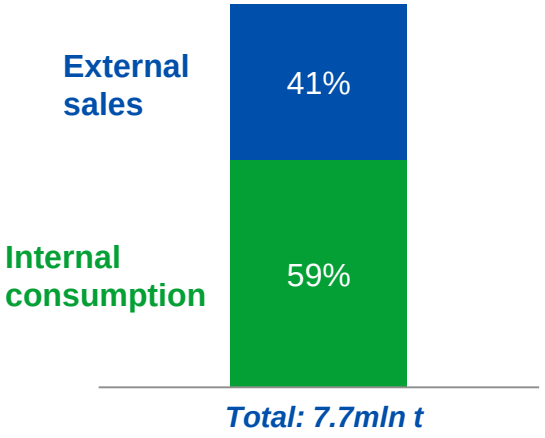
- Construction of a new ammonia plant with 760 k tonnes per annum capacity at Cherepovets site
- Enter the technical phosphates and SOP (sulphate of potash) markets through the integration of Metachem products (acquired 24% stake in the company in 2011)
- Modernization of BMF's facilities to enable production of NPK with 450 k tonnes per annum capacity

Mineral	Application	Development Stage	Production Today	Production Future
Apatit • Rare Earth Oxides	• Autocatalysts, fuel cells • High strength magnets, ceramics • Fiber optics, lasers		-	7k t
Nepheline • Aluminium Oxide	• Alumina, Cement, Catalysts		1.0 mln t	6.0 mln t
• Potassium carbonate • Soda Ash • Potassium Sulfate	• Glass production, agriculture, household chemicals		0.25 mln t	1.50 mln t
• Gallium Oxide	• Electronic engineering, lasers, lubricants			

Long term strategy for volume growth of fertilisers

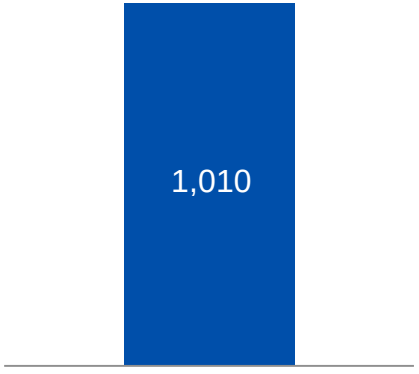
2011

Phosphate rock



Total: 7.7mln t

Ammonia



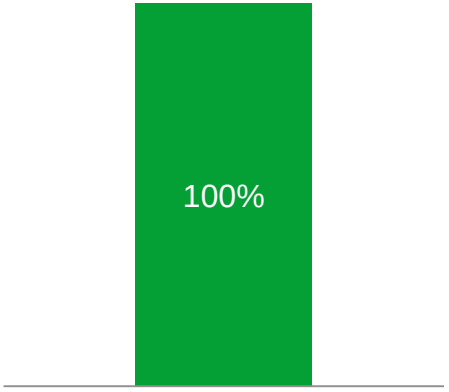
4.1 mln t

(DAP / MAP / NPK / NPS / APP/ MCP)

New ammonia plant

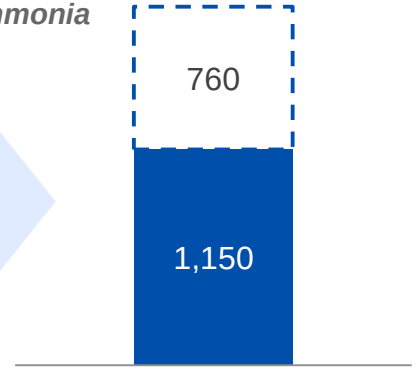
Future

Phosphate rock



Growth 76%

Ammonia



7.2 mln t

(DAP / MAP / NPK / NPS / APP/ MCP)

Total: 1,910 kt

Source: PhosAgro

PHOSAGRO

Thank You

Appendix

High quality production assets

Apatit

Resources(1)

Apatite-nepheline ore: 2,060 mln t

Al_2O_3: 283 mln t

REO(2): 7.5 mln t

Capacity by product

Phosphate rock: 7.8 mln t

Nepheline: 1.7 mln t

Highlights

- Largest standalone global producer of high grade phosphate rock(3)
  - Standard grade – P_2O_5 content of 39%
  - Superior grade – P_2O_5 content of 40%
- Lowest hazardous element content among the major phosphate rock producing regions; benefits from low levels of radioactivity

Balakovo Mineral Fertilisers (BMU)

Capacity by product

MAP/DAP/NPS: 1.2 mln t

Feed phosphate (MCP): 240 kt

Highlights

- Leading European producer of feed phosphate MCP
- The only Russian producer of MCP

PhosAgro-Trans (Transportation)

- Operates about 6,000 railcars

PhosAgro-Region (Domestic distribution)

- Owns and operates seven distribution centres in Russia located in proximity to major agricultural regions of Russia

Cherepovets production complex - largest in Europe

Ammophos

Capacity by product

MAP/DAP/NPK/NPS: 2.9 mln t

APP: 140 kt

AlF_3: 24 kt

Highlights

- Largest standalone phosphate fertilisers producer in Europe
- Largest standalone producer of sulphuric and phosphoric acids in Europe

Cherepovetsky Azot / Agro-Cherepovets

Capacity by product

Ammonia: 1,150 kt

AN/AN-based: 450 kt

Urea: 480 kt

Highlights

- One of the largest standalone producers of urea, ammonia, AN/AN-based fertilisers in Russia
- Connected to Ammophos via ammonia pipeline which fully covers its needs in ammonia

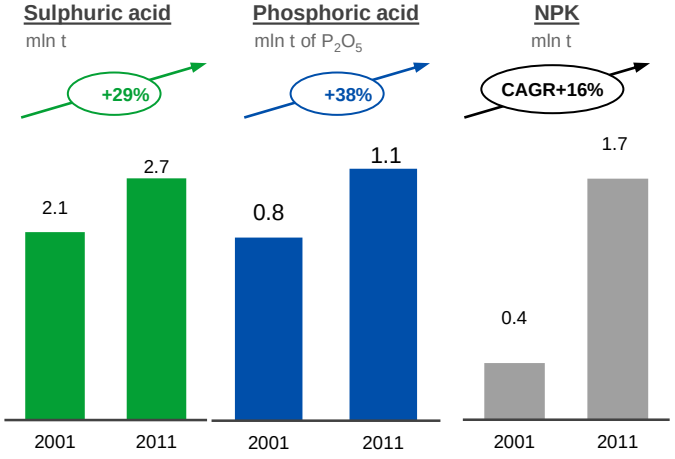
Note: (1) Measured and indicated, PhosAgro, IMC
(2) Rare earth oxides
(3) Defined as phosphate rock with P_2O_5 content over 35.7%
Source: PhosAgro (capacity as of December 31, 2011), FERTECON, European Commission

Management with strong track record of organic growth and efficiency improvement

Technical modernisation at Ammophos

RATIONALE

- Efficiency improvement
- Growth of production volume

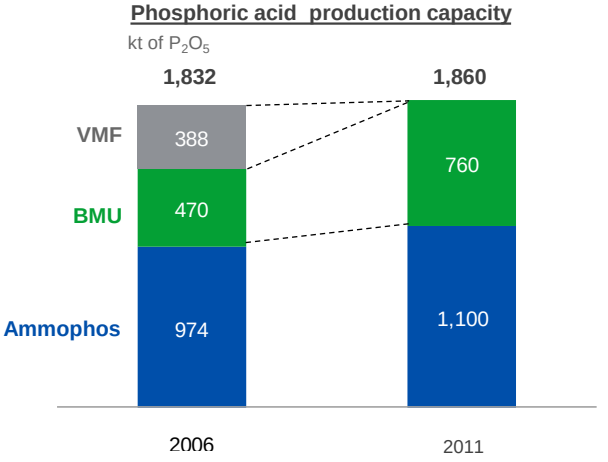


Source: PhosAgro

Divestment of Voskresensk Mineral Fertilisers

RATIONALE

- Replacement of high cost old capacity with low cost new capacity

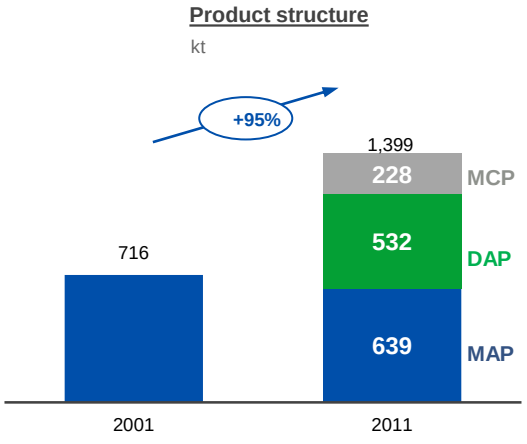


Source: PhosAgro

Technical modernisation at BMU

RATIONALE

- Efficiency improvement
- Product range expansion

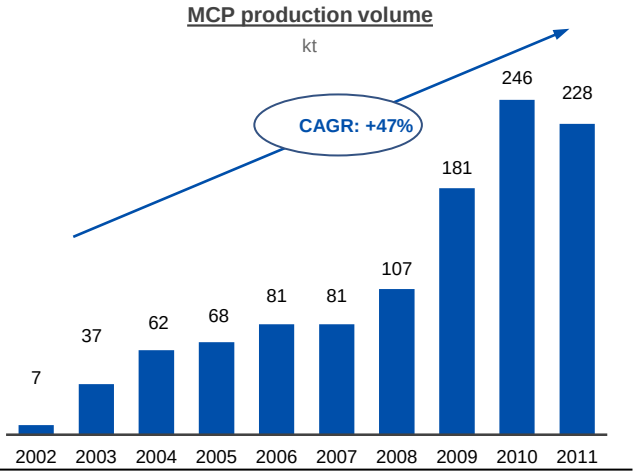


Source: PhosAgro

Launch of feed phosphate (MCP) production at BMU

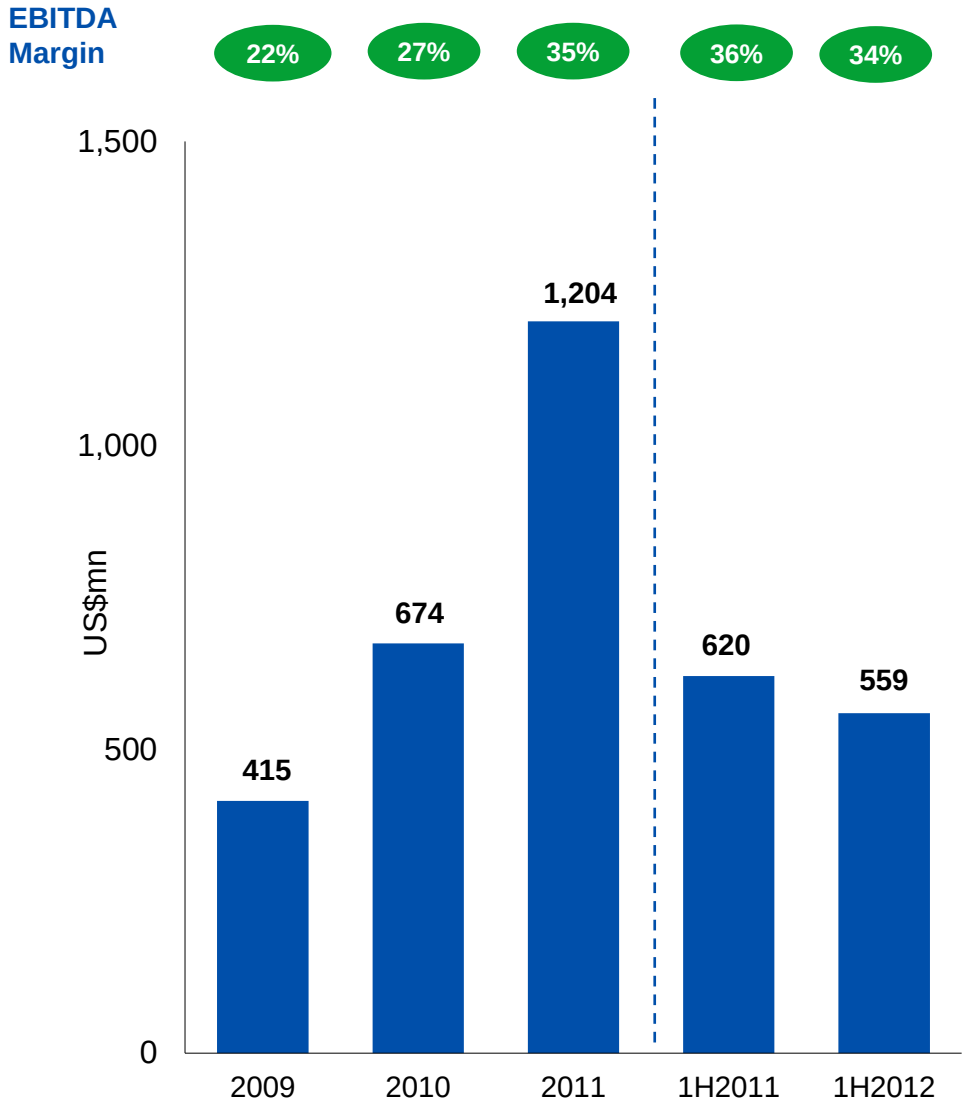
RATIONALE

- Launch of new value added product



Source: PhosAgro

EBITDA development



EBITDA Calculation

(RUB in millions)	2009	2010	2011	1H2011	1H2012
Operating Profit	**11,077**	**14,687**	**29,319**	**14,878**	**13,926**
D&A and impairment	4,100	5,777	6,051	2,874	3,211
EBITDA	**15,177**	**20,464**	**35,370**	**17,752**	**17,137**
Litigation provision	(1,992)	-	-	-	-
Adjusted EBITDA	**13,185**	**20,464**	**35,370**	**17,752**	**17,137**

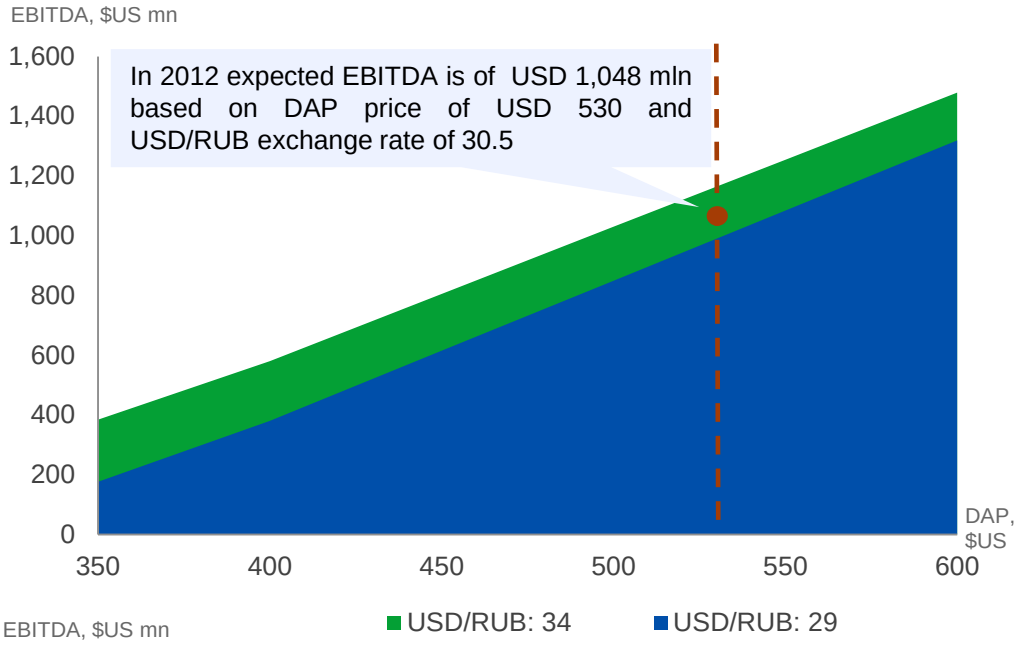
(USD in millions)	2009	2010	2011	1H2011	1H2012
Operating Profit	**349**	**484**	**998**	**520**	**454**
D&A and impairment	129	190	206	100	105
EBITDA	**478**	**674**	**1,204**	**620**	**559**
Litigation provision	(63)	-	-	-	-
Adjusted EBITDA	**415**	**674**	**1,204**	**620**	**559**

- EBITDA is calculated as operating profit adjusted for depreciation and amortisation.
- Adjusted EBITDA is defined as EBITDA adjusted to exclude items in the reporting period that the Company views as exceptional and non-recurring.

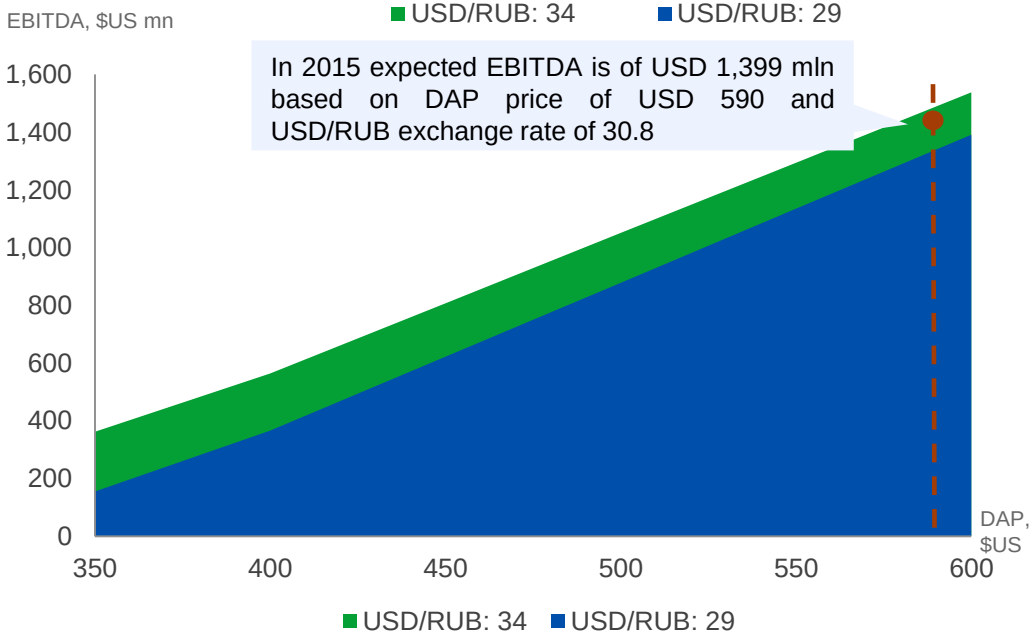
Source: PhosAgro
Note: Applied average USD/RUB exchange rates: 31.72 (2009), 30.37 (2010), 29.39 (2011), 28.62 (1H2011), 30.64 (1H2012)

EBITDA sensitivity

in mln USD	2012E DAP FOB Baltic price, $/tonne						
RUB/USD exchange rate	350	400	450	500	530	550	600
29	176	380	615	849	990	1084	1319
30	224	425	658	890	1030	1123	1355
30.5	246	447	678	910	1048	1141	1372
31	268	468	698	928	1067	1159	1389
32	309	508	736	964	1101	1193	1421
33	348	545	771	998	1134	1224	1451
34	384	580	805	1030	1164	1245	1479



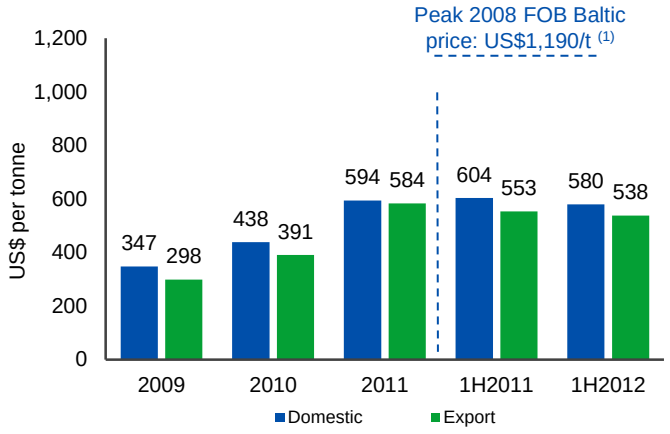
in mln USD	2015E DAP FOB Baltic price, $/tonne						
RUB/USD exchange rate	350	400	450	500	550	590	600
29	155	366	622	878	1135	1340	1391
30	202	411	664	917	1171	1374	1424
30.8	237	444	696	947	1198	1399	1449
31	246	453	703	954	1205	1405	1455
32	287	492	740	988	1236	1435	1484
33	325	529	775	1020	1266	1463	1512
34	362	564	807	1051	1294	1489	1538



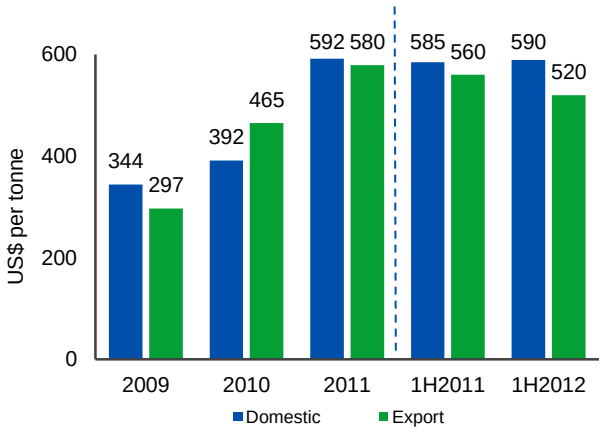
Source: PhosAgro

Revenue per tonne and volume developments for key products

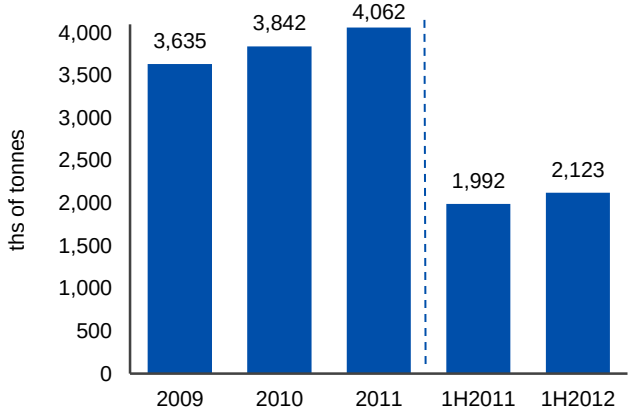
DAP



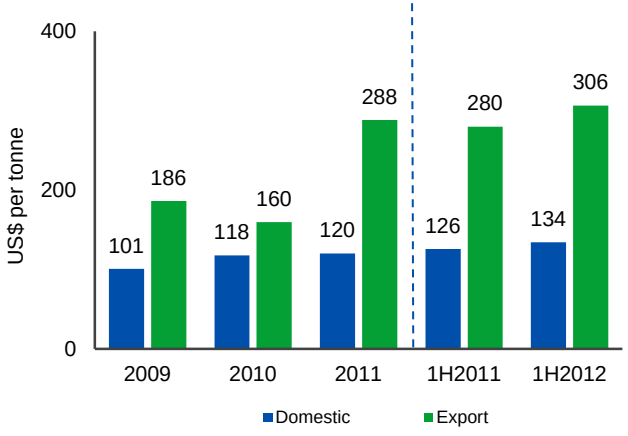
MAP



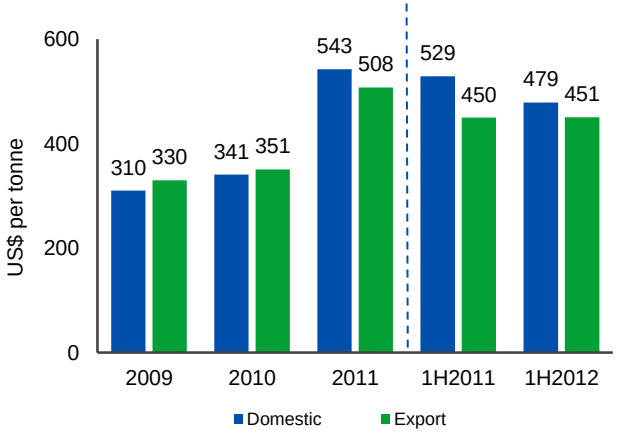
Phosphate-based fertilisers volumes



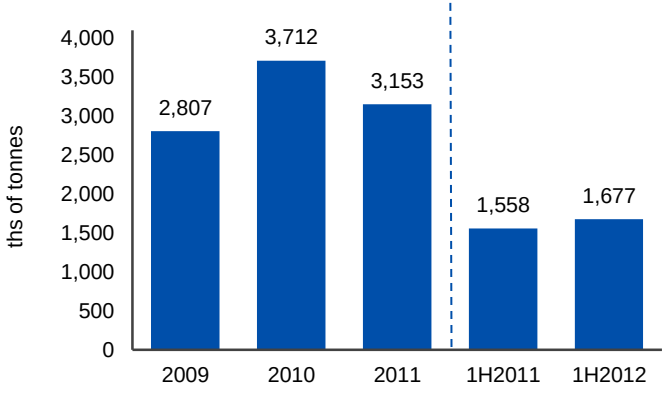
Phosphate Rock



NPK



Phosphate Rock volumes (3rd party sales)



Note: Applied average USD/RUB exchange rates: 31.72 (2009), 30.37 (2010), 29.39 (2011), 28.62 (1H2011), 30.64 (1H2012)
(1) Source: Fertecon

Consolidated income statement

(USD in millions)	2009	2010	2011	1H2011	1H2012
Revenues	**1,916**	**2,534**	**3,420**	**1,704**	**1,644**
Cost of Sales	(1,258)	(1,570)	(1,912)	(941)	(928)
Gross Profit	**658**	**964**	**1,508**	**763**	**716**
Selling, General & Administration	(295)	(387)	(196)	(207)	(225)
Other Income (Expense)	(14)	(93)	(224)	(36)	(37)
Operating Profit	**349**	**484**	**998**	**520**	**454**
Financial Income (Costs)	27	31	(35)	**19**	**(1)**
Profit Before Taxation	**376**	**515**	**963**	**539**	**453**
Income Tax Expense	(102)	(120)	(198)	(109)	(100)
Profit for the Period	**274**	**395**	**765**	**430**	**353**
Margin	*14%*	*16%*	*22%*	*25%*	*21%*
EBITDA Calculation					
Operating Profit	**349**	**484**	**998**	**520**	**454**
D&A and impairment	129	190	206	100	105
Litigation provision	(63)	0	0	0	0
EBITDA	**415**	**674**	**1,204**	**620**	**559**
Margin	*22%*	*27%*	*35%*	*36%*	*34%*

Source: PhosAgro (IFRS)
Note: Applied average USD/RUB exchange rates: 31.72 (2009), 30.37 (2010), 29.39 (2011), 28.62 (1H2011), 30.64 (1H2012)

Consolidated balance sheet

(USD in millions)	2009	2010	2011	1H2012
Cash and Equivalents	186	173	526	694
Accounts Receivable	442	522	334	275
Inventory	226	253	314	331
Other Current Assets	30	108	71	78
Total Current Assets	**884**	**1,056**	**1,245**	**1,378**
Net Property, Plant & Equipment	1,407	1,525	1,774	1,847
Intangible Assets	24	25	20	17
Investments in Associates	0	307	246	279
Other Long-Term Assets	363	235	110	101
Total Non-Current Assets	**1,794**	**2,092**	**2,150**	**2,244**
Total Assets	**2,678**	**3,148**	**3,395**	**3,622**
Accounts Payable	219	329	379	309
Loans and borrowings	71	181	483	800
Derivative financial liabilities			14	
Total Current Liabilities	**290**	**510**	**876**	**1,109**
Loans and borrowings	67	112	515	344
Defined benefit obligations	21	31	29	29
Deferred tax liabilities	85	89	89	86
Total Non-Current Liabilities	**173**	**232**	**633**	**459**
Total Liabilities	**463**	**742**	**1,509**	**1,568**
Equity attributable to Parent shareholders	1,717	1,911	1,360	1,480
Equity attributable to non-controlling interests	498	495	526	574
Total Liabilities & Equity	**2,678**	**3,148**	**3,395**	**3,622**

Source: PhosAgro (IFRS)
Note: Applied end of period USD/RUB exchange rates: 30.24 (2009), 30.48 (2010), 32.20 (2011), 32.82 (1H2012)

Consolidated cash flow statement

(USD in millions)	2009	2010	2011	1H2011	1H2012
Profit before taxation	376	515	963	539	453
Depreciation, amortisation and impairment	129	190	206	100	105
Interest Expense	27	14	30	9	23
Interest Income	(34)	(23)	(28)	(11)	(21)
Other	(4)	(18)	32	(9)	(5)
Funds From Operations before WC changes	**494**	**678**	**1,203**	**628**	**555**
(Inc.) Dec. in Trade and other Receivables	39	(64)	153	204	61
(Inc.) Dec. in Inventory	61	(29)	(81)	(75)	(25)
Inc. (Dec.) in Trade and other Payables	(247)	20	40	(8)	(18)
(Inc.) Dec. in Net Working Capital	**(147)**	**(73)**	**112**	**121**	**18**
FFO before income taxes and interest	**347**	**605**	**1,315**	**749**	**573**
Income tax paid	(51)	(97)	(184)	(116)	(127)
Interest paid	(22)	(10)	(29)	(6)	(17)
Cash Flow From Operations	**274**	**498**	**1,102**	**627**	**429**
Loans repaid/(issued)	160	(144)	106	72	13
Acquisition of property, plant and equipment	(385)	(429)	(439)	(191)	(218)
Acquisition of investments	(184)	(52)	(32)	(33)	(2)
Other	114	67	136	103	12
Cash Flow From Investing Activities	**(295)**	**(558)**	**(229)**	**(49)**	**(195)**
Proceeds from borrowings	486	697	1,326	909	0
Repayment of borrowings	(538)	(530)	(681)	(295)	496
Dividends paid	(45)	(110)	(1,155)	(1,120)	(12)
Other	(160)	(9)	33	(13)	(344)
Cash Flow From Financing Activities	**(257)**	**48**	**(477)**	**(519)**	**140**
Change in Cash and Equivalents	**(278)**	**(12)**	**396**	**59**	**374**
Beginning Cash and Equivalents	488	186	173	184	526
Effect of change in exchange rate	(24)	(1)	(43)	0	(207)
Ending Cash and Equivalents	**186**	**173**	**526**	**243**	**693**

Source: PhosAgro (IFRS)
Note: Applied average USD/RUB exchange rates: 31.72 (2009), 30.37 (2010), 29.39 (2011), 28.62 (1H2011), 30.64 (1H2012)

Commitment to high corporate governance standards

Audit Committee

Marcus Rhodes (Chairman)

Sven Ombudstvedt

Ivan Rodionov

Remuneration and Human Resources Committee

Ivan Rodionov (Chairman)

Sven Ombudstvedt

Igor Antoshin

Strategy Committee

Vladimir Litvinenko (Chairman)

Igor Antoshin

Maxim Volkov

Roman Osipov

Environmental, Health and Safety Committee

Igor Antoshin (Chairman)

Maxim Volkov

Vladimir Litvinenko

Vasily Loginov

Board of Directors

INDEPENDENT NON-EXECUTIVE DIRECTORS

Sven Ombudstvedt (Chairman)

Marcus Rhodes

Ivan Rodionov

NON-EXECUTIVE DIRECTORS

Igor Antoshin (Deputy Chairman)

Vladimir Litvinenko

Vasily Loginov

Roman Osipov

EXECUTIVE DIRECTORS

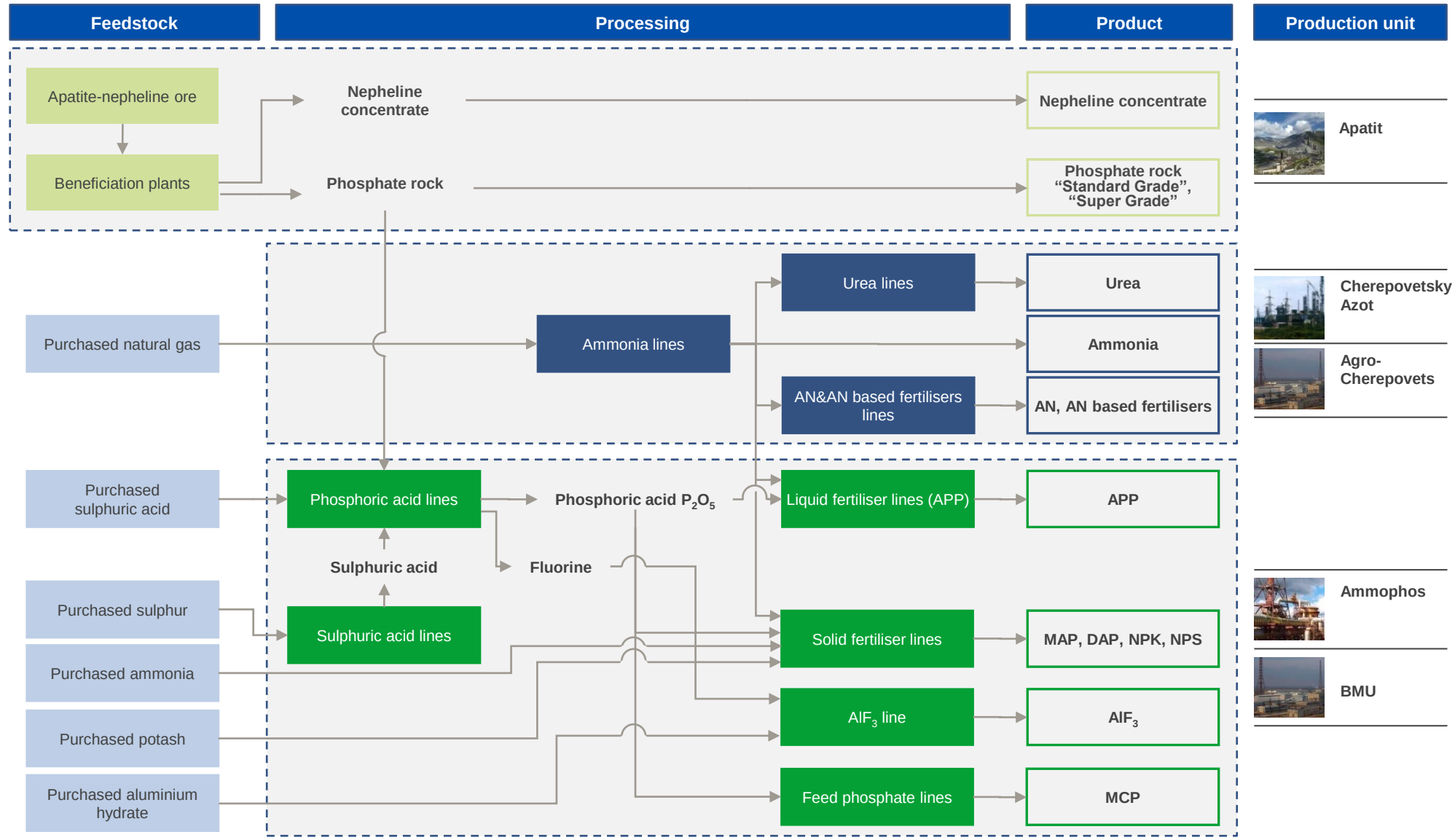
Maxim Volkov

Chief Executive Officer

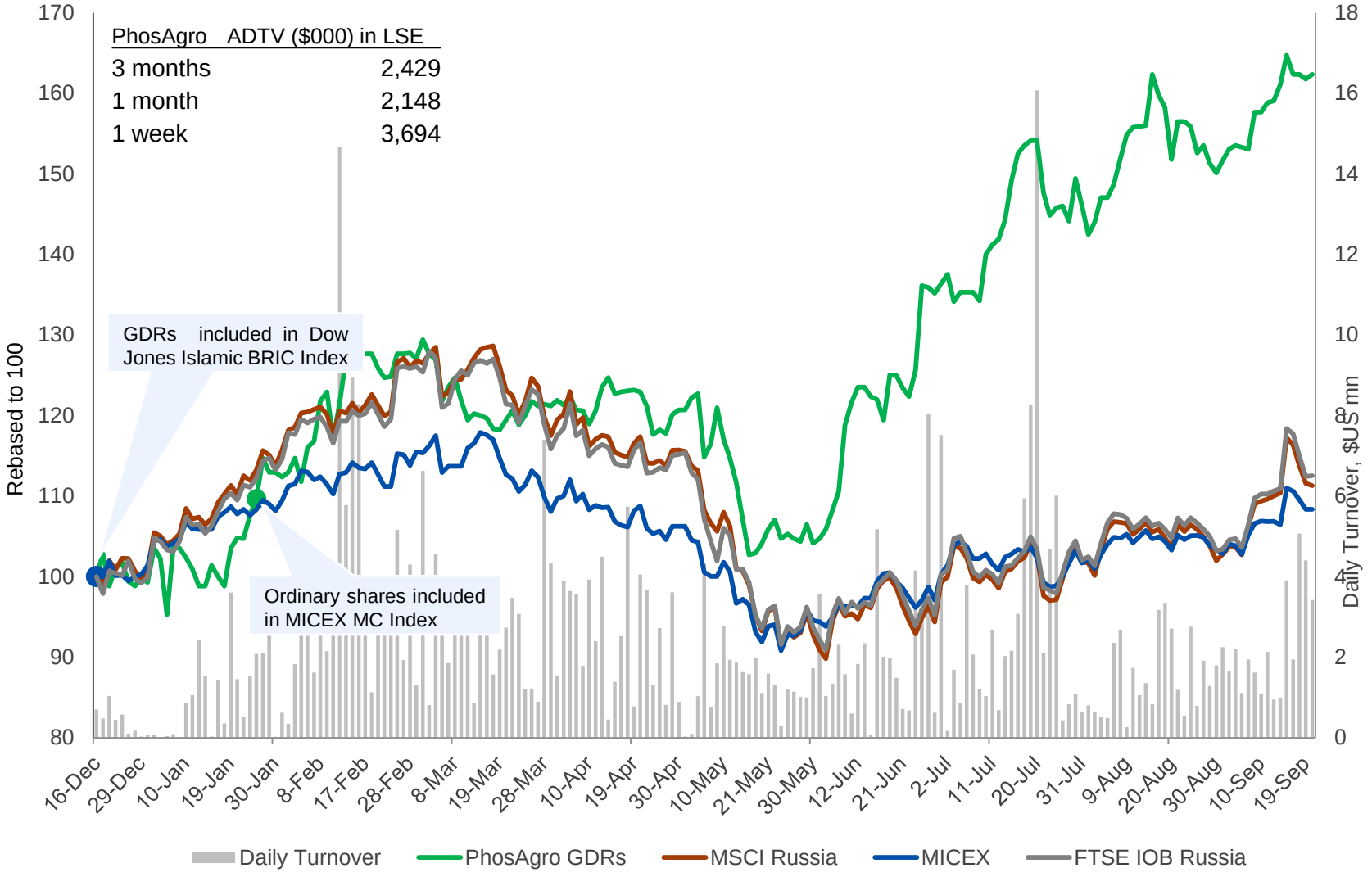
Maxim Volkov

Source: PhosAgro

PhosAgro – vertically integrated production model



GDRs performance



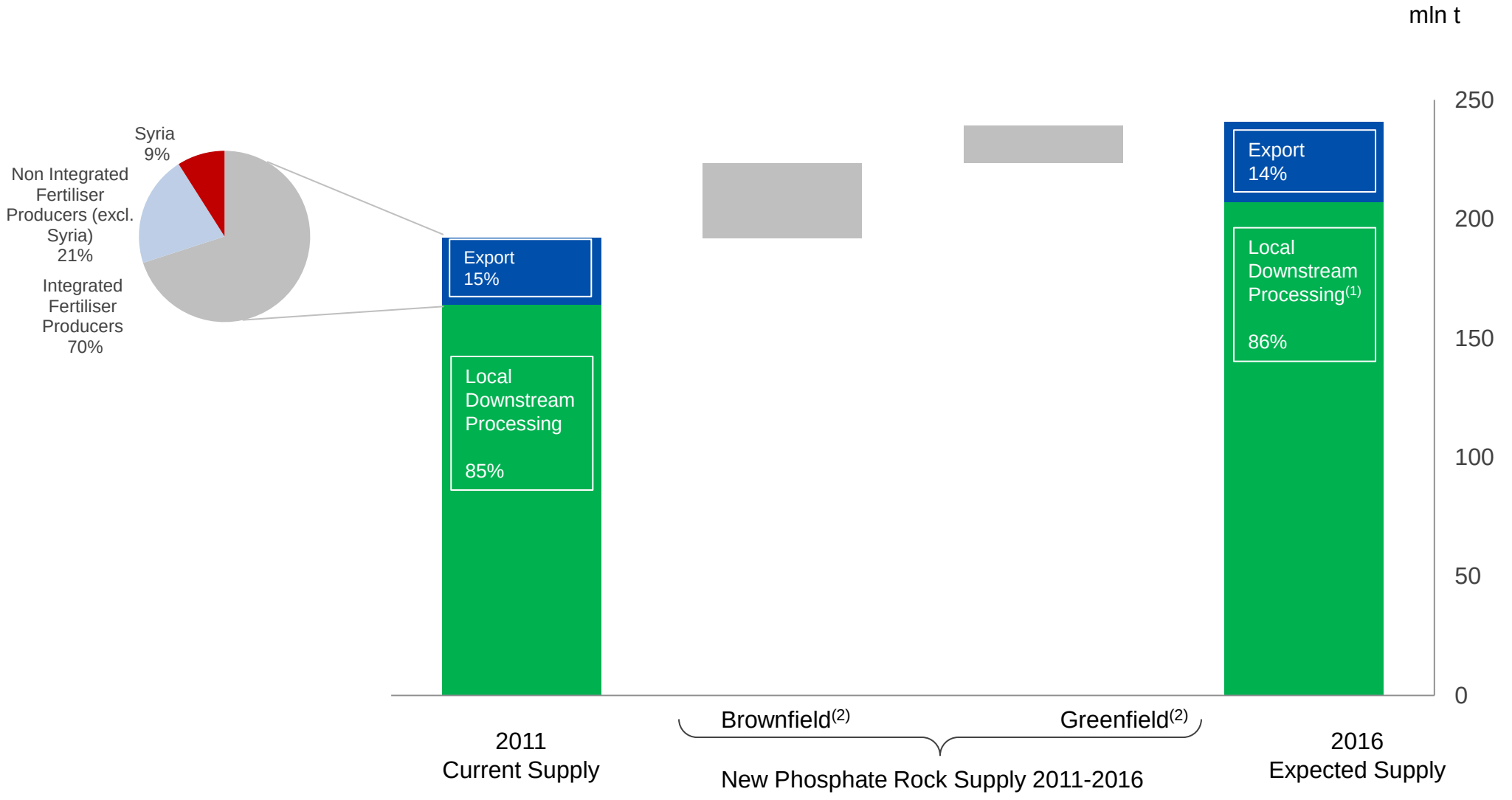
% Performance	PhosAgro	FTSE IOB Russia	MSCI Russia	MICEX
Since PhosAgro inclusion in Dow Jones Islamic BRIC Index	62.4%	12.5%	11.3%	8.4%
Since PhosAgro inclusion in MICEX Mid Cap Index	48.1%	0.3%	(1.7%)	0.0%
1 month	7.0%	7.4%	7.4%	4.9%
1 week	0.8%	1.5%	0.8%	2.9%

Source: Bloomberg (data as of 20 September 2012), PhosAgro analysis

GDR performance and DAP prices

Source: Bloomberg (data as of 20 September 2012), FMB, PhosAgro analysis

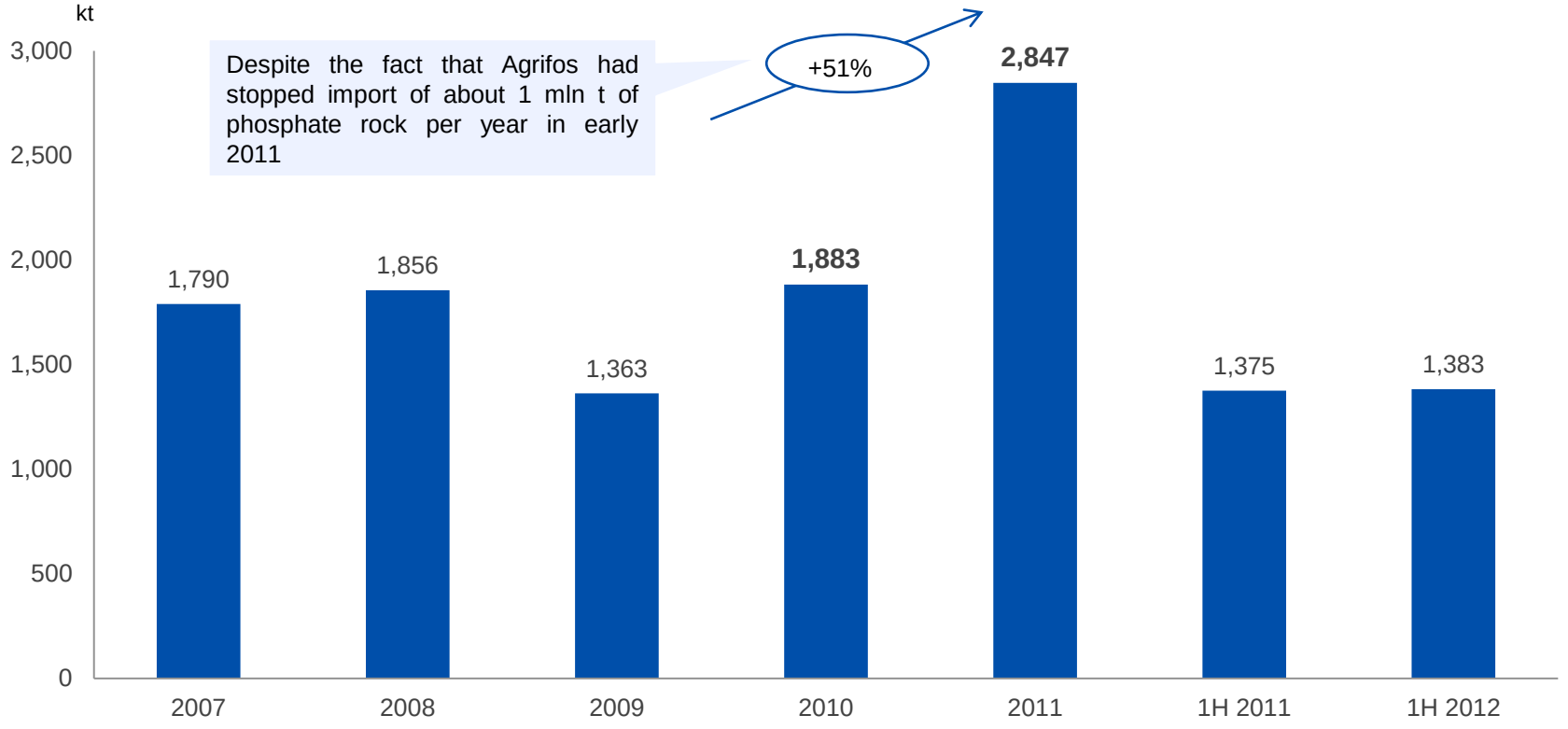
Potential Phosphate Rock Supply in 2011-2016



Source: IFA, Fertecon, PhosAgro
Note: (1) Estimate
(2) Assuming that declared projects will commission without delays and will operate at full capacities

Growth in US Phosphate Rock Imports

US phosphate rock imports

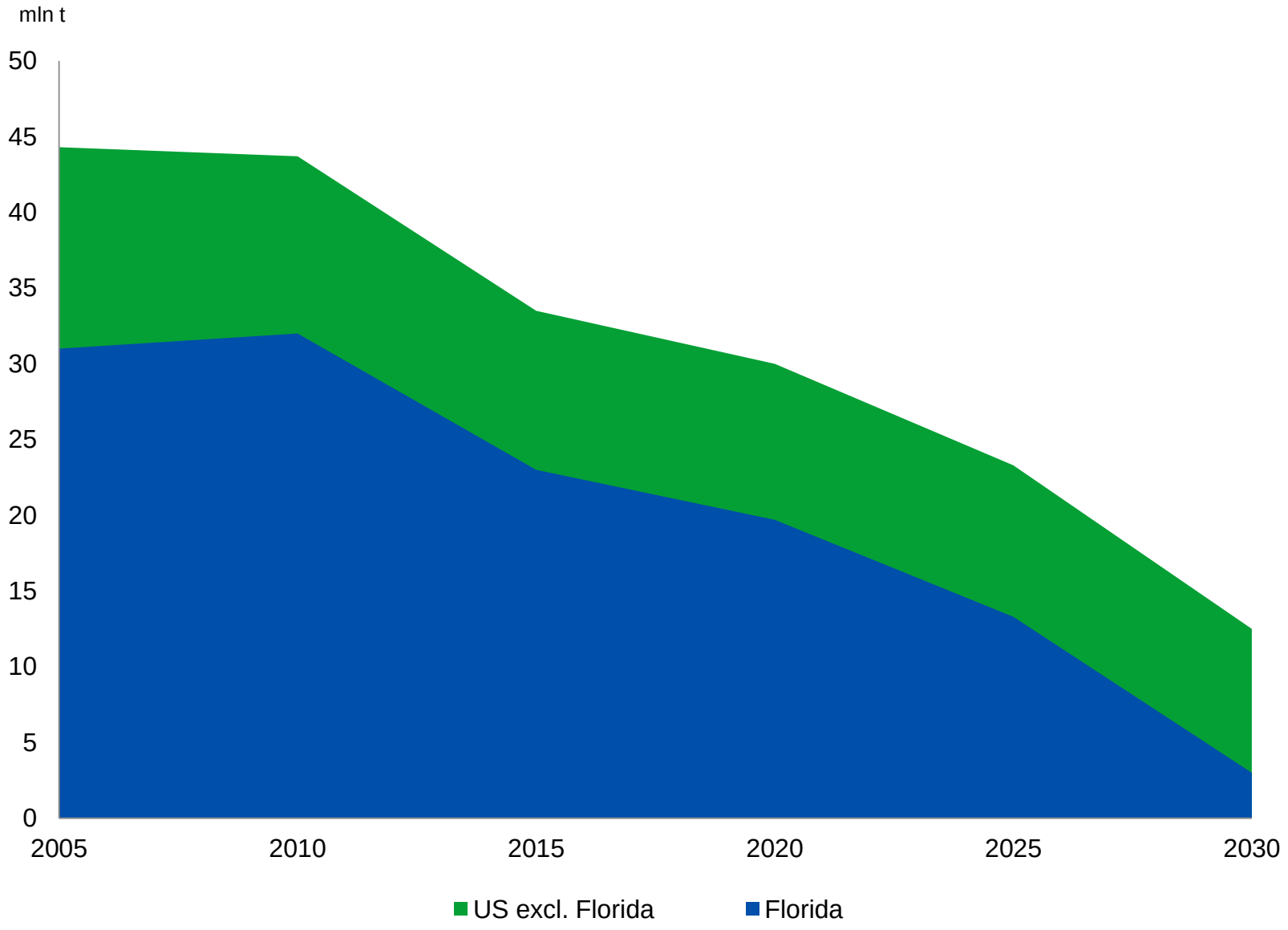


Import drivers

- Agrium has entered into contract with OCP to purchase phosphate rock as their own economic rock reserves are depleted
- Mosaic resumes mining at South Fort Mead but phosphate rock imports remain almost the same

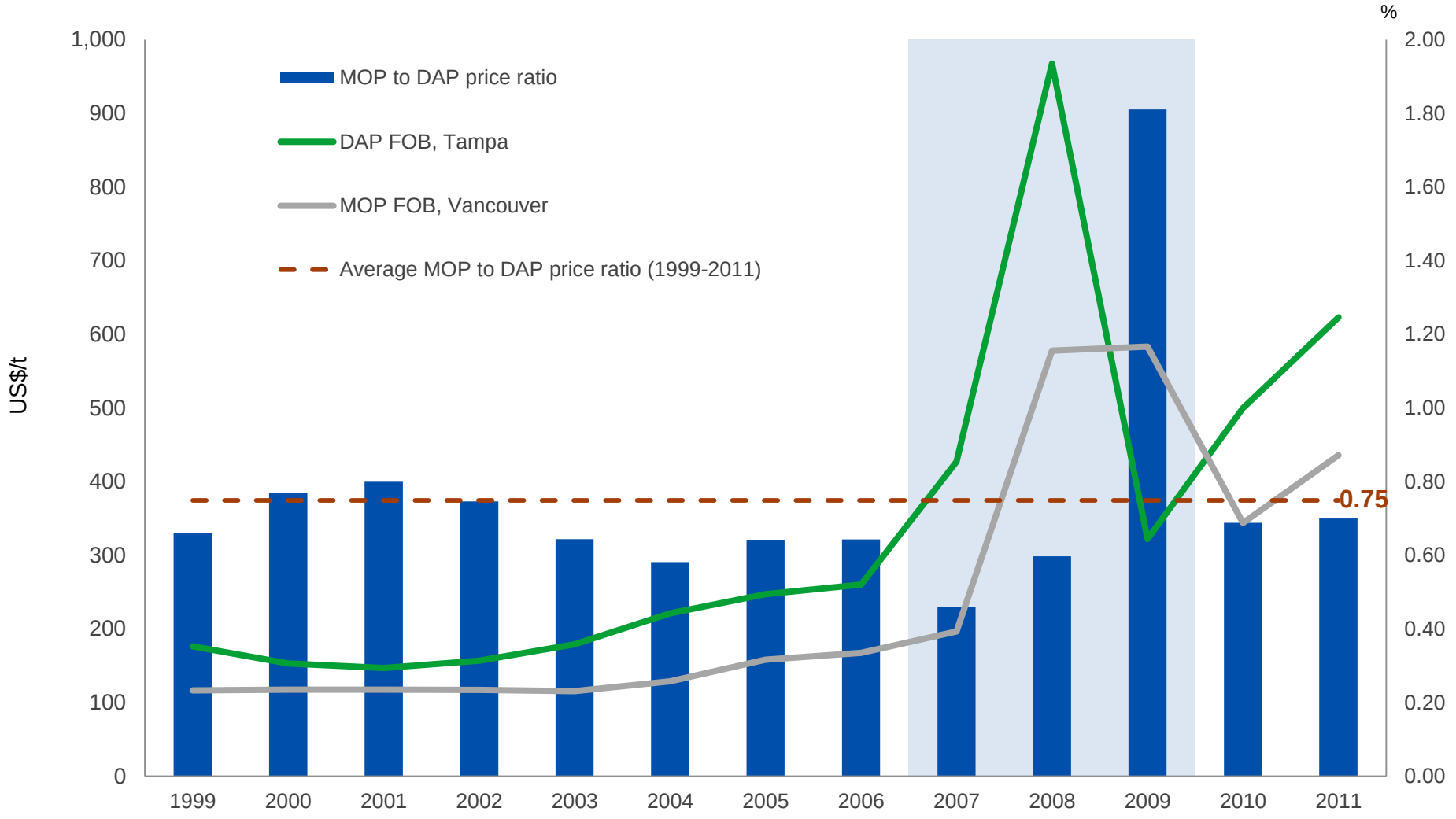
Source: USITC, PhosAgro

Current and projected US mine phosphate production capacity



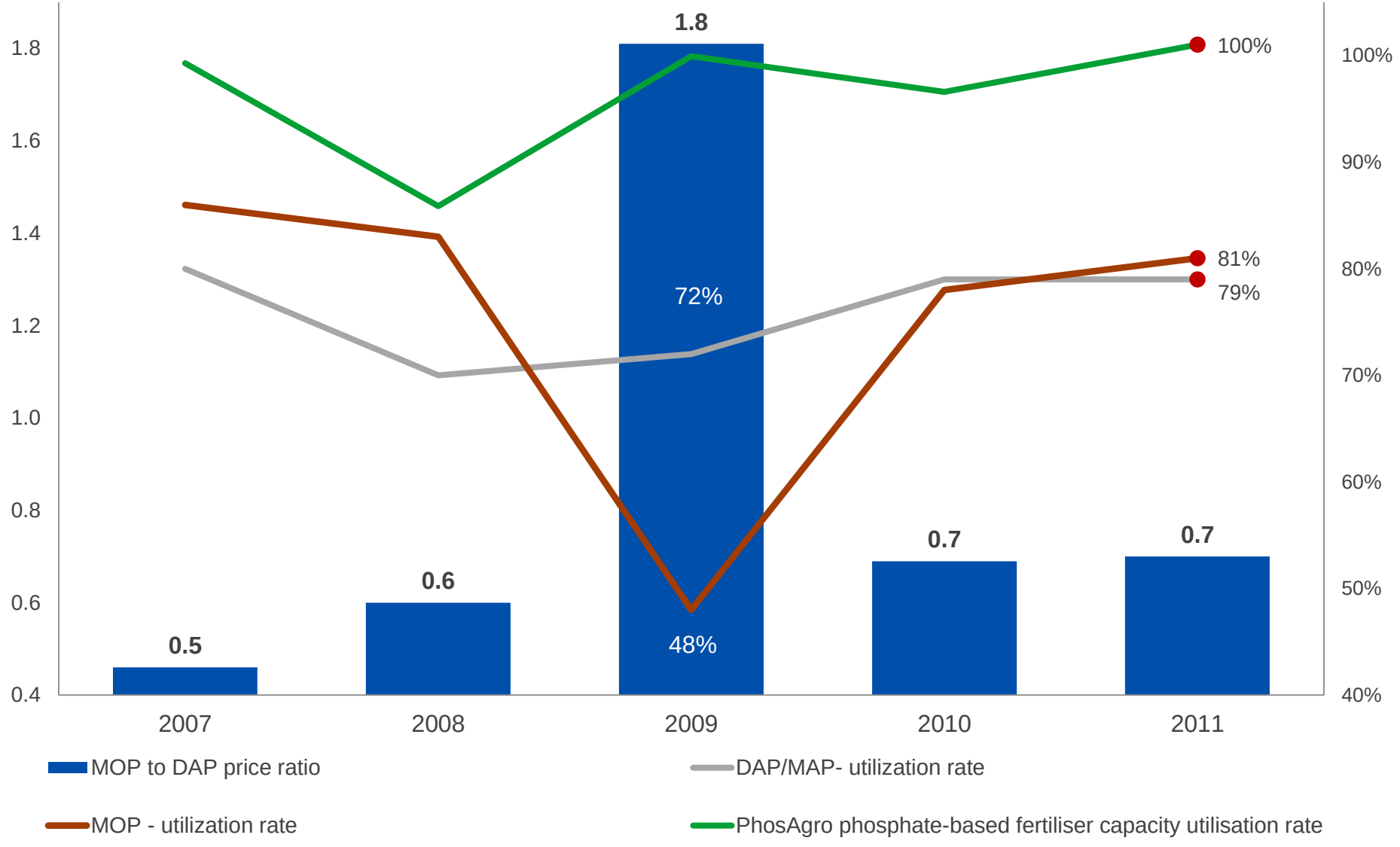
Source: IFDC (World Phosphate Rock Reserves and Resources, 2011)

Fertiliser prices and price ratios



Source: FMB, Fertecon, The Market

Fertiliser utilization rates and price ratio



Source: FMB, Fertecon, The Market, PhosAgro