PhosAgro – 9M 2012 Production Results




1. Market Context

PHOSAGRO

Market Context – 9M 2012

- India, the largest consumer of phosphate fertilisers globally, resumed imports in Q2 2012, which resulted in a 20% increase in imported volumes during 9M 2012 y-o-y notwithstanding a significant growth in the domestic DAP prices and subsidy cuts
- In all other geographies, phosphate fertiliser stocks remain at very low levels
- Drought in the US has led to a reduction in grain supplies and growing soft commodities prices which approached historic highs, while seasonal demand for phosphate-based fertilisers is expected to grow y-o-y too
- Export window in China closed. Exports of phosphate-based fertilisers decreased by 40% y-o-y in 9M 2012 as a result of the restrictive tariff policy imposed by the Government (82% export duty on NP/TSP introduced from January 2012)
- Ma’aden's capacity utilisation rate remains at 50-60%; with these volumes Ma’aden is fully committed until February 2013

Source: Fertecon, Profercy, Argus FMB, CFMW

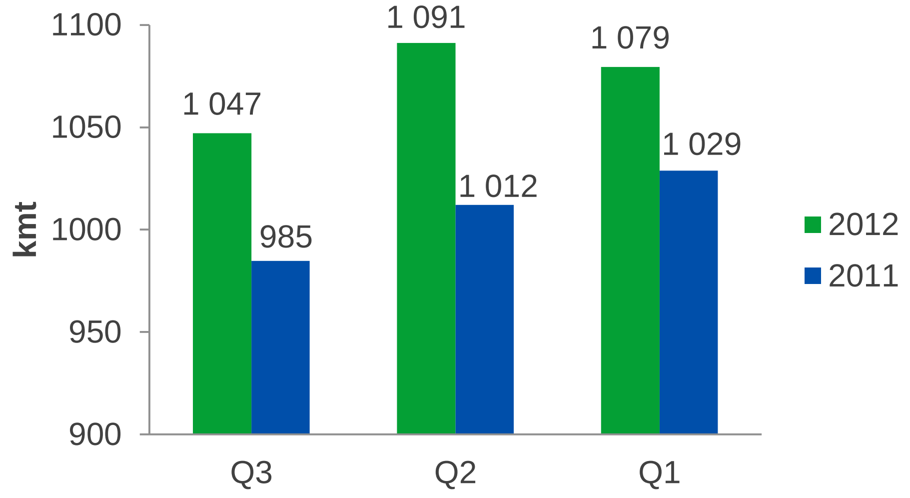
2. 9M 2012 Production Results

9M 2012 Highlights

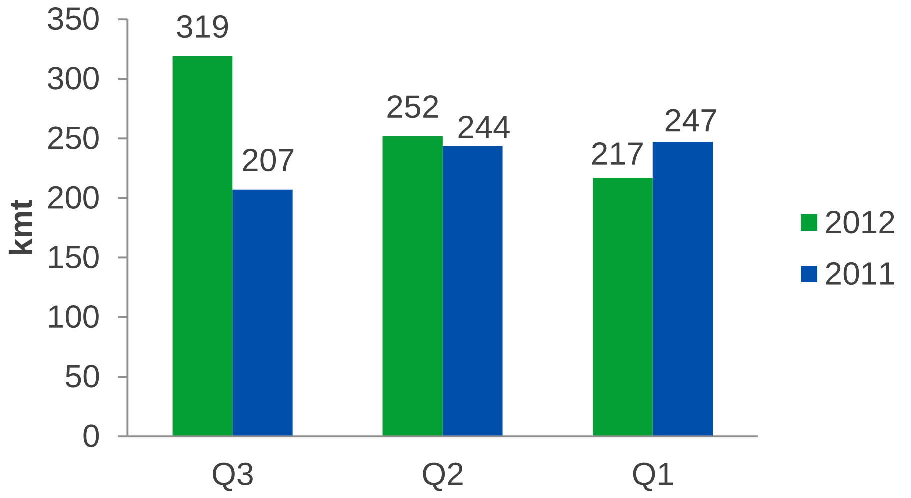
- PhosAgro's production facilities have operated at full capacity throughout 9M 2012
- Production and sales of phosphate-based fertilizers up by 6.3% and 7.2% y-o-y, respectively
- Production and sales of phosphate-based fertilizers as well as of the mining products at Apatit mine & beneficiation plant have increased y-o-y in each of the three quarters of the year
- Flexible production and sales models enabled PhosAgro to adapt to changes in the global demand patterns
- NPK production and sales in 9M 2012 up 51.1% and 59.6%, respectively
- Launch of brand new 500 kt p.a. urea plant on 26 October 2012 has doubled PhosAgro's urea production capacity

Quarterly Production Overview

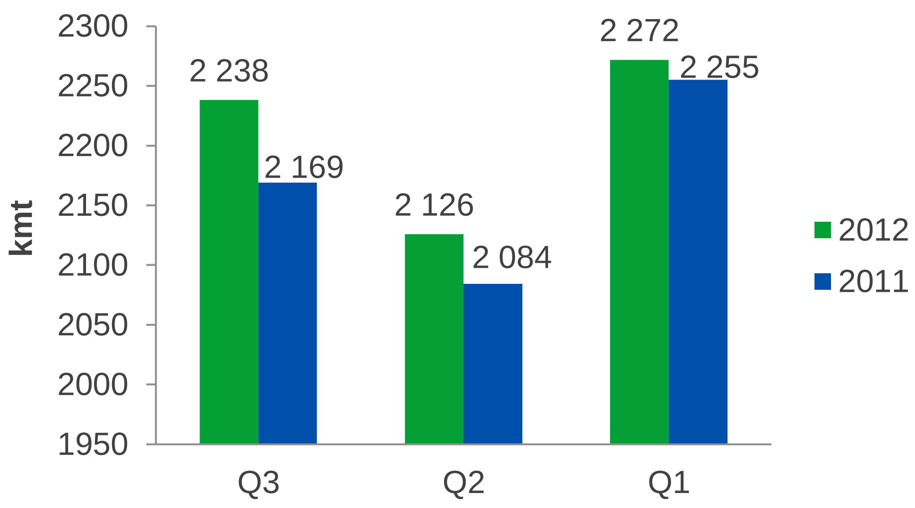
Phosphate-based fertilisers



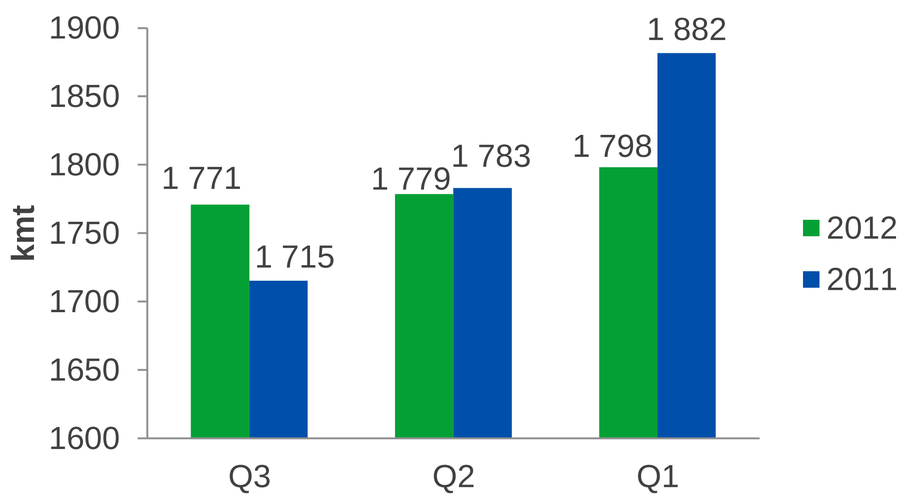
Nitrogen-based fertilisers



Apatit mine and beneficiation plant

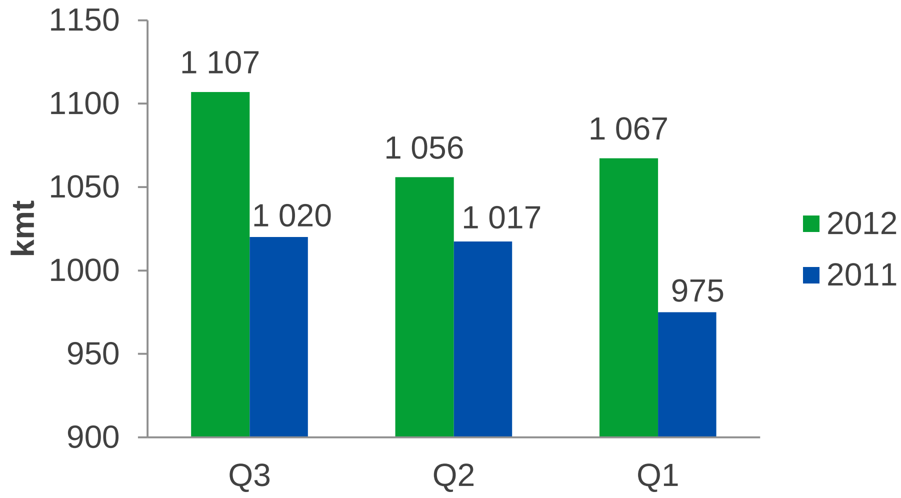


Other products

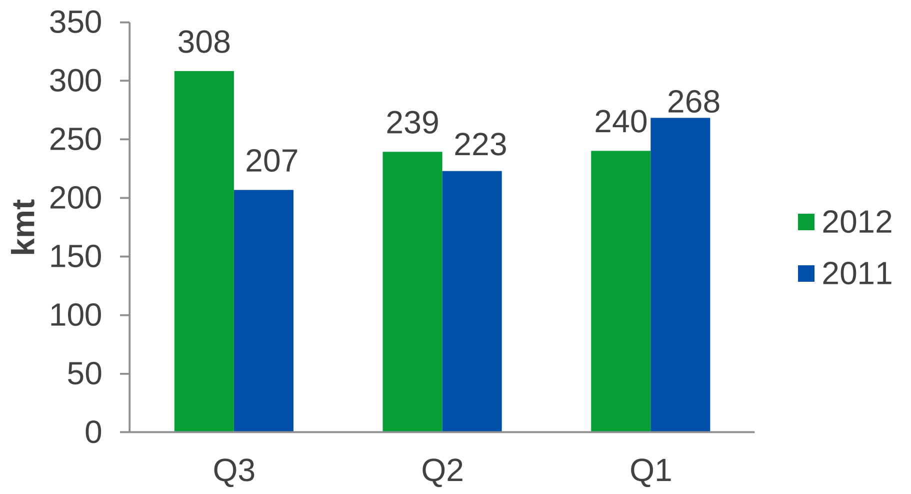


Quarterly Sales Overview

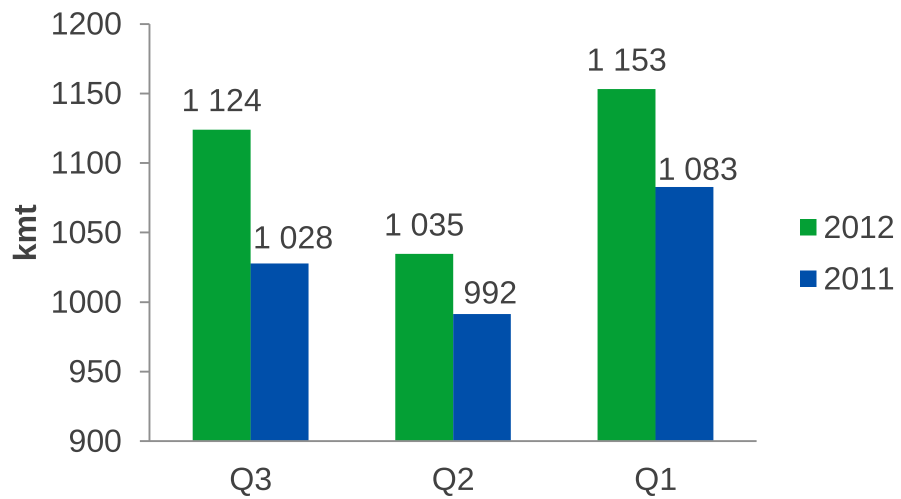
Phosphate-based fertilisers



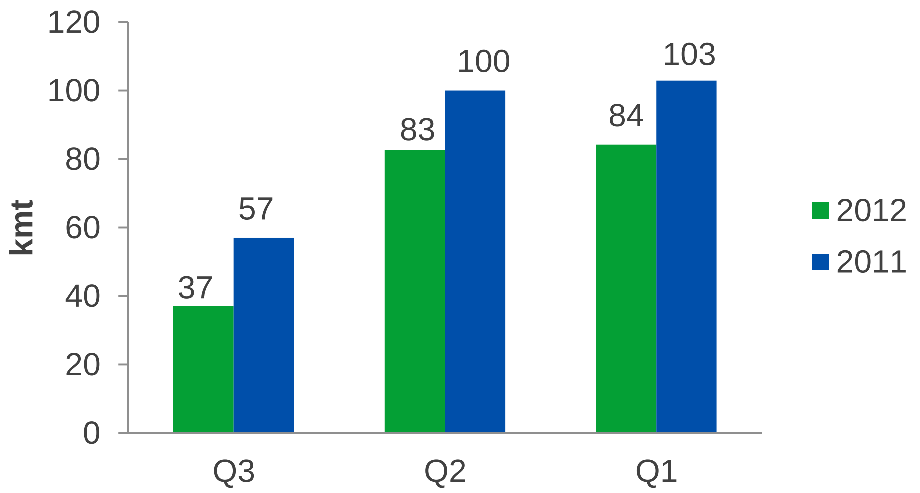
Nitrogen-based fertilisers



Apatit mine and beneficiation plant



Other products



Quarterly Production Volumes by Product

Apatit mine and beneficiation plant

kt	Q3 2012	Q3 2011	Q2 2012	Q2 2011	Q1 2012	Q1 2011
Phosphate rock	1,969.8	1,901.2	1,871.6	1,854.1	2,005.4	2,006.9
Nepheline concentrate	268.4	267.9	254.3	230.2	266.4	248.2

Phosphate-based fertilisers

kt	Q3 2012	Q3 2011	Q2 2012	Q2 2011	Q1 2012	Q1 2011
DAP/MAP	525.3	604.4	446.2	601.7	558.8	710.0
NPK	400.1	268.0	440.8	307.7	416.0	255.9
NPS	50.3	42.3	132.7	22.0	24.8	0.0
APP	12.1	13.7	12.0	18.0	17.3	13.0
MCP	59.3	56.4	59.6	62.7	62.4	49.8

Nitrogen-based fertilisers

kt	Q3 2012	Q3 2011	Q2 2012	Q2 2011	Q1 2012	Q1 2011
AN	23.8	117.3	121.2	116.2	96.3	122.9
NP	65.1	0.0	0.0	0.0	0.0	0.0
Urea	229.6	89.7	130.6	127.4	120.6	124.1

Other products

kt	Q3 2012	Q3 2011	Q2 2012	Q2 2011	Q1 2012	Q1 2011
AlF3	6.4	5.2	6.5	6.4	6.6	6.4
Ammonia	289.6	214.9	278.6	286.3	255.4	298.4
Phosphoric acid	405.3	418.5	396.0	415.2	408.0	441.5
Sulphuric acid	1,069.7	1,076.7	1,097.4	1,075.3	1,128.2	1,135.4

Quarterly Sales Volumes by Product

Apatit mine and beneficiation plant

kt	Q3 2012	Q3 2011	Q2 2012	Q2 2011	Q1 2012	Q1 2011
Phosphate rock	857.3	763.2	782.6	752.7	894.1	835.4
Nepheline concentrate	266.7	264.5	252.0	238.9	259.0	247.3

Phosphate-based fertilisers

kt	Q3 2012	Q3 2011	Q2 2012	Q2 2011	Q1 2012	Q1 2011
DAP/MAP	534.0	645.6	414.1	616.3	569.5	675.1
NPK	420.7	256.9	446.2	304.2	416.1	242.7
NPS	80.2	42.3	124.0	22.0	5.5	0.3
APP	9.8	13.8	11.1	11.7	13.4	11.8
MCP	62.3	61.4	60.5	63.1	62.8	45.2

Nitrogen-based fertilisers

kt	Q3 2012	Q3 2011	Q2 2012	Q2 2011	Q1 2012	Q1 2011
AN	44.7	118.9	113.8	68.4	91.3	153.4
NP	49.9	0.0	0.0	0.0	0.0	0.0
Urea	213.6	87.9	125.5	154.5	149.0	115.0

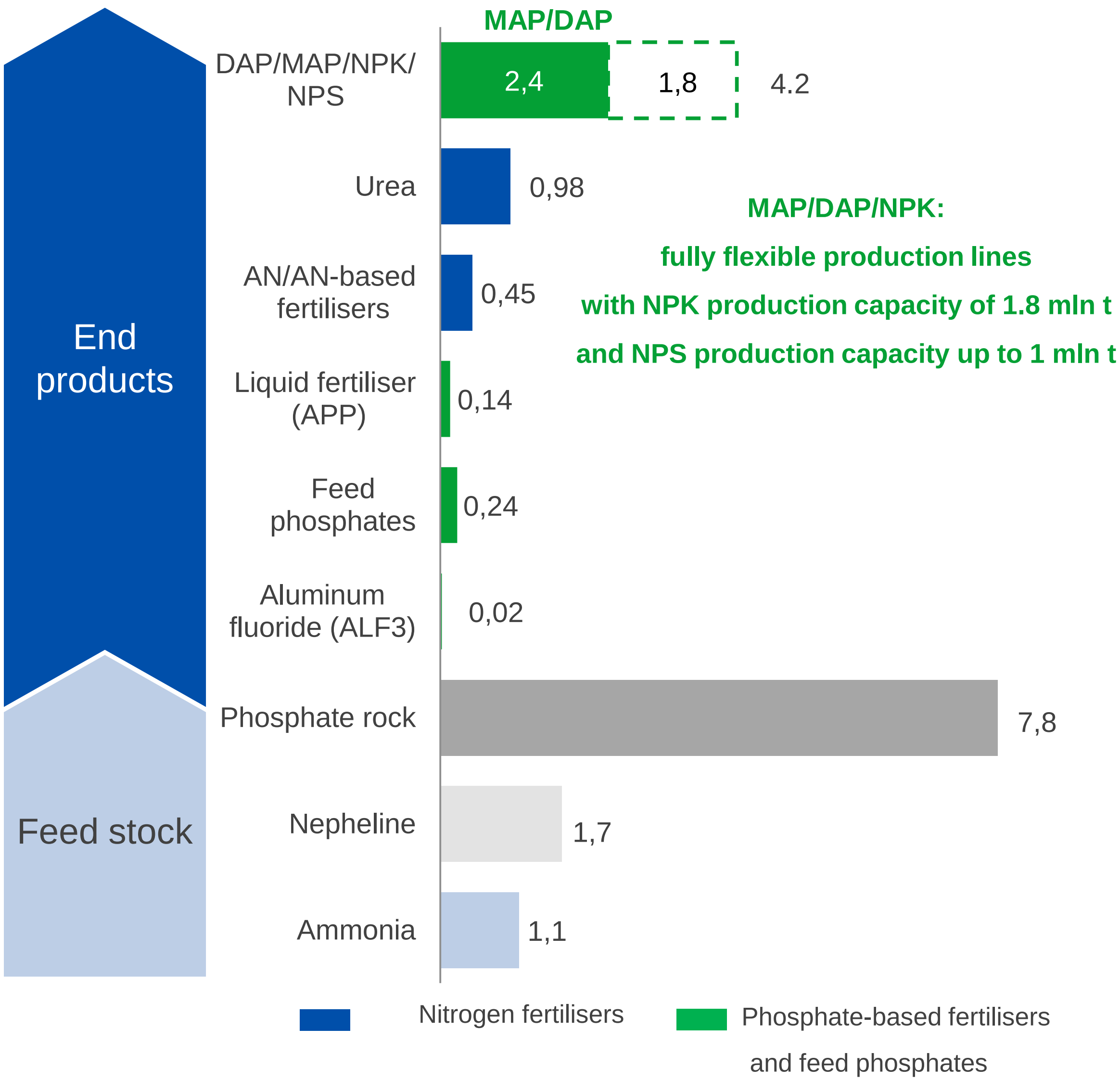
Other products

kt	Q3 2012	Q3 2011	Q2 2012	Q2 2011	Q1 2012	Q1 2011
AlF3	6.3	5.8	6.7	6.1	6.5	6.4
Ammonia	8.1	5.6	30.9	53.7	30.5	58.3
Phosphoric acid	2.2	3.3	2.9	3.9	2.0	2.6
Sulphuric acid	20.4	41.8	42.3	36.3	45.1	35.7

Organic growth through addition of new capacities

Production capacities

2012[1], mln t

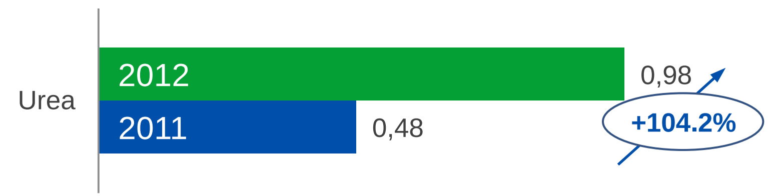


NPK capacities

2011 – 2012, mln t[2]

Urea capacities

2011 - 2012, mln t[2]



Electricity capacities

2011 - 2012, MW[2]

Source: PhosAgro

Note: (1) production capacities as of October 26, 2012

(2) as of 31 December 2011 and 26 October 2012

Thank You

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Q&A Session

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