PHOSAGRO

Presentation for 1-on-1 meetings

February, 2016

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PhosAgro and the global fertilizer industry

PhosAgro at a glance

World class integrated phosphate producer

- #1 global producer of high-grade phosphate rock
- #3 global DAP/MAP producer(1)
- Overall fertilizer capacity of 7.1 mln t

Large high quality apatite-nepheline resources

- 2.05 bln t of ore resources(2) (over 75 years of production)
- Al_2O_3 resource of 283 mln t
- Substantial resources of rare earth oxides (41% of Russian resources (3))

Self-sufficiency in key feedstocks provides for low costs

- 100% self-sufficient in phosphate rock
- 72%-90% self-sufficient in ammonia(4)
- More than 40% self-sufficiency in electricity

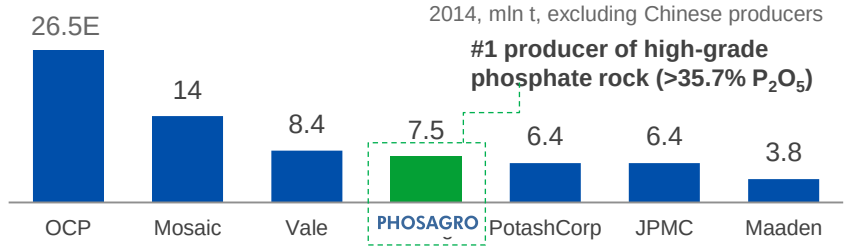
Flexible production and sales

- Flexible production lines
- Phosphate fertilizer capacities of 5.1 mln t, 2.2 mln t fully flexible into NPK production
- Leader in Russian fertilizer market growing twice faster than the world consumption
- Net back driven sales model with a global presence

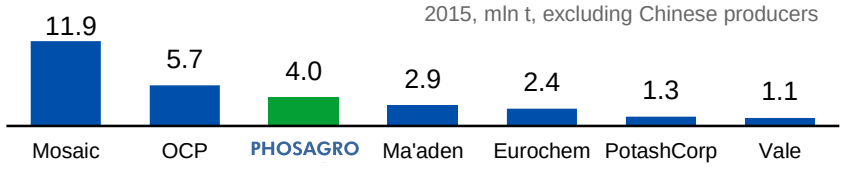
Strong financial performance

- EBITDA of $979 mln in 2014
- 9M2015 EBITDA of $1,060mln
- 9M2015 Net debt/EBITDA: 1.17x

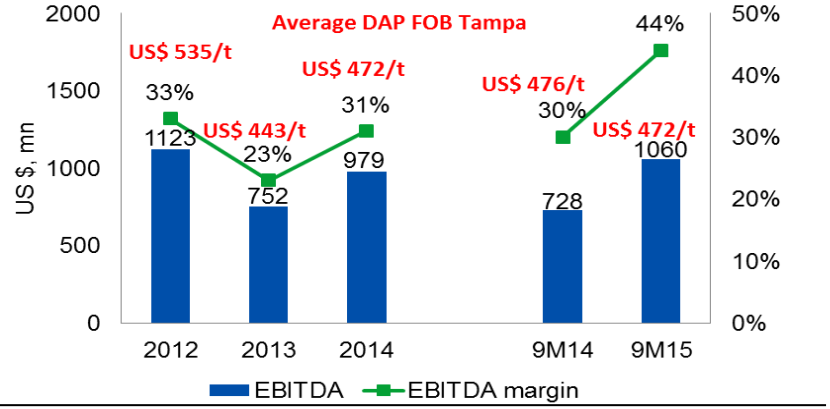
Leading global phosphate rock producers (by production)



Leading global DAP/MAP producers (by capacity)



EBITDA and EBITDA margin dynamic vs DAP price

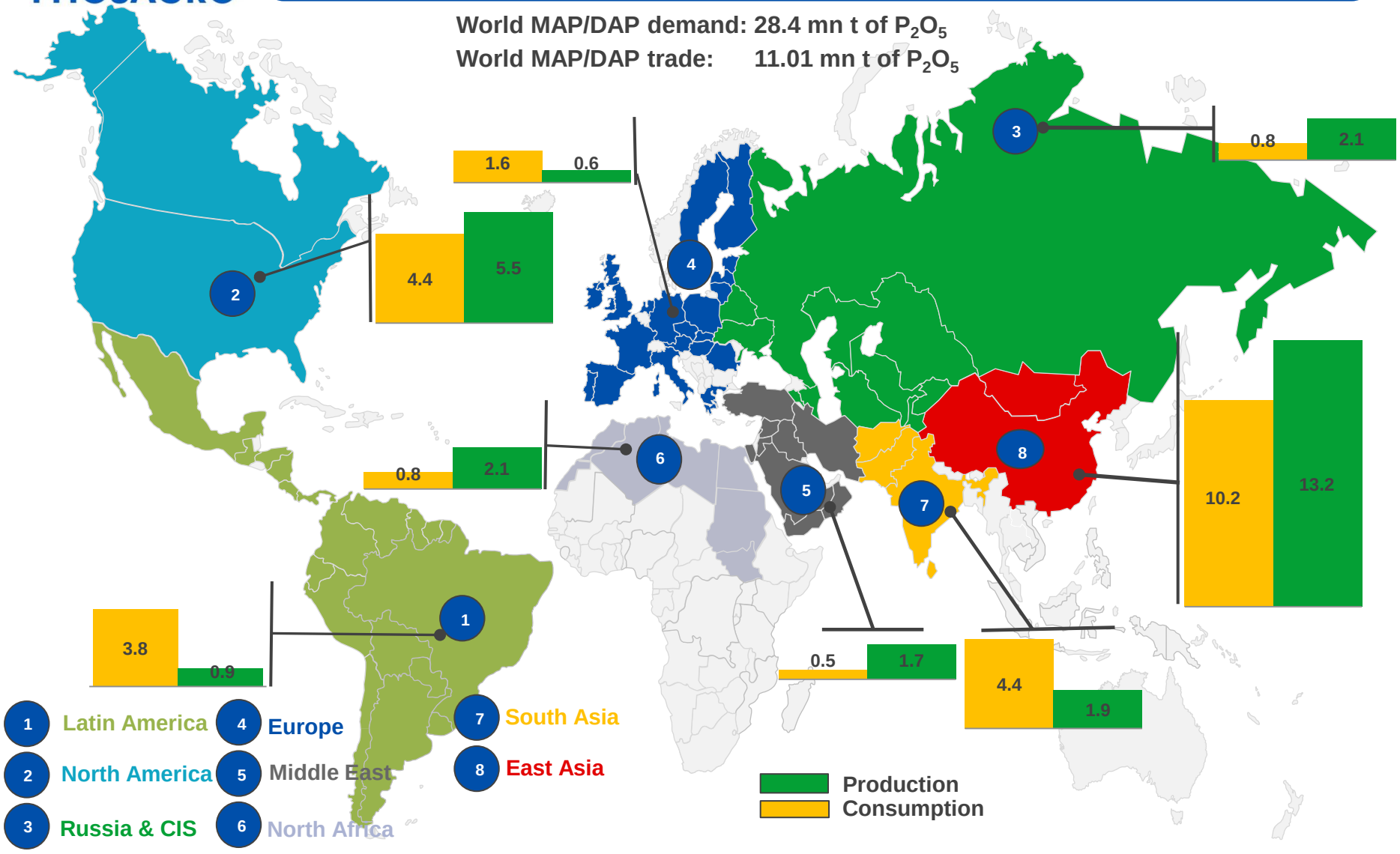


Source: Argus-FMB, CRU, IFA, companies' data, PhosAgro

Note: (1) Excluding Chinese producers
(2) PhosAgro, IMC as of June 2011
(3) Russian Academy of Science
(4) self –sufficiency depends on the composition of the products produced by PhosAgro

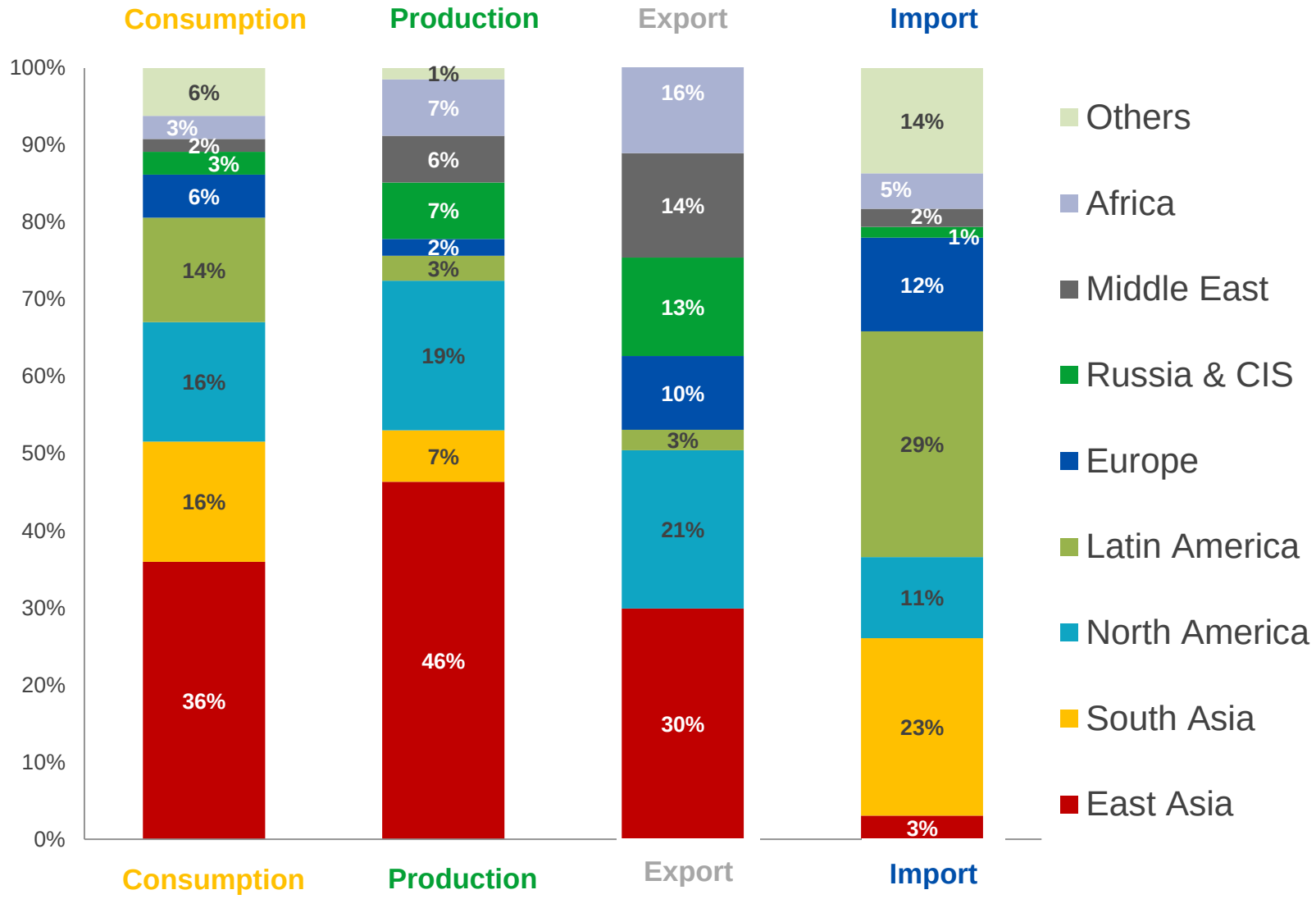
Source: IFA, CRU, companies data, PhosAgro

2014 MAP/DAP production vs consumption, global trade in million tonnes of P_2O_5



Source: IFA, CRU

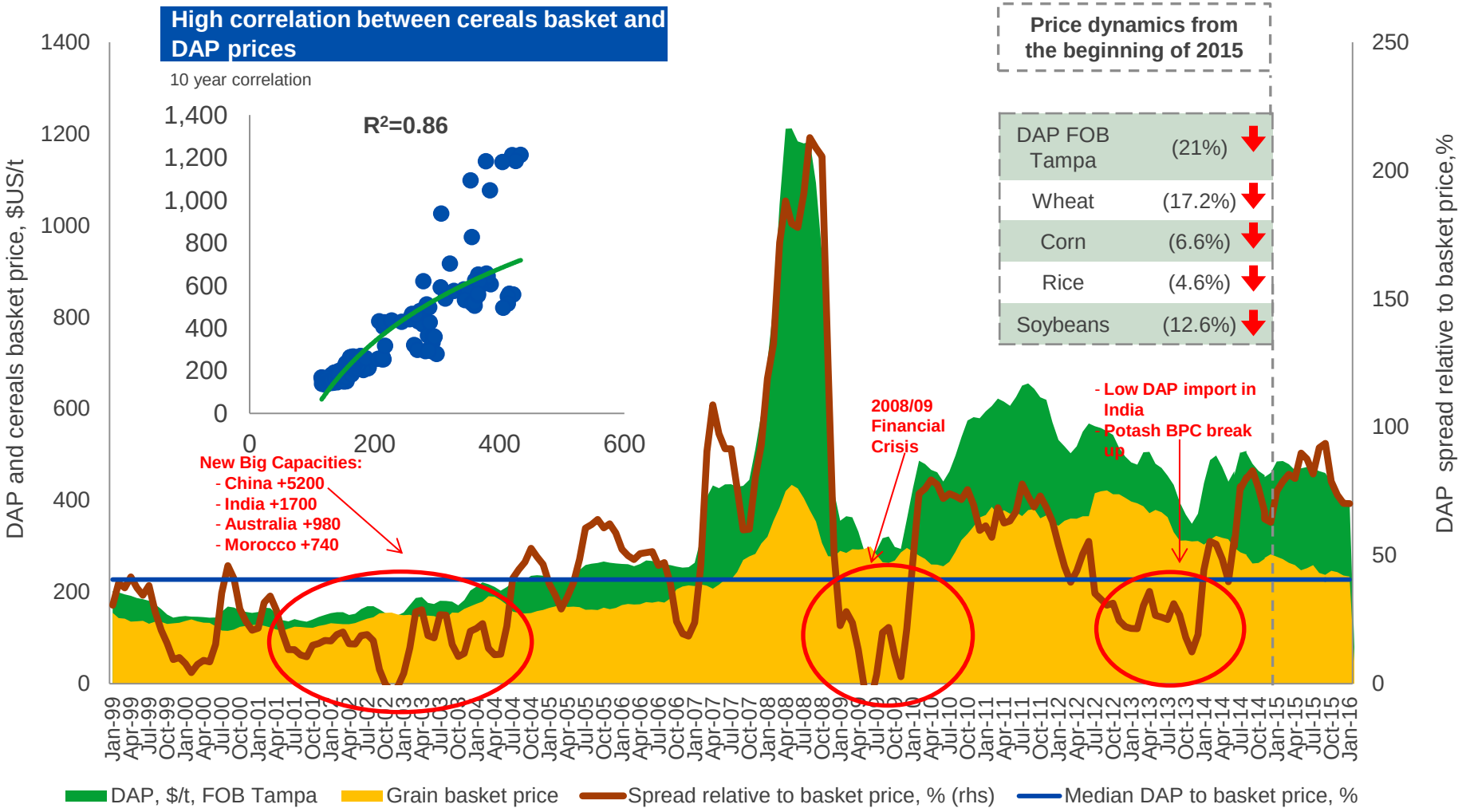
2014 MAP/DAP regional balances of P_2O_5, mn t



Source: CRU

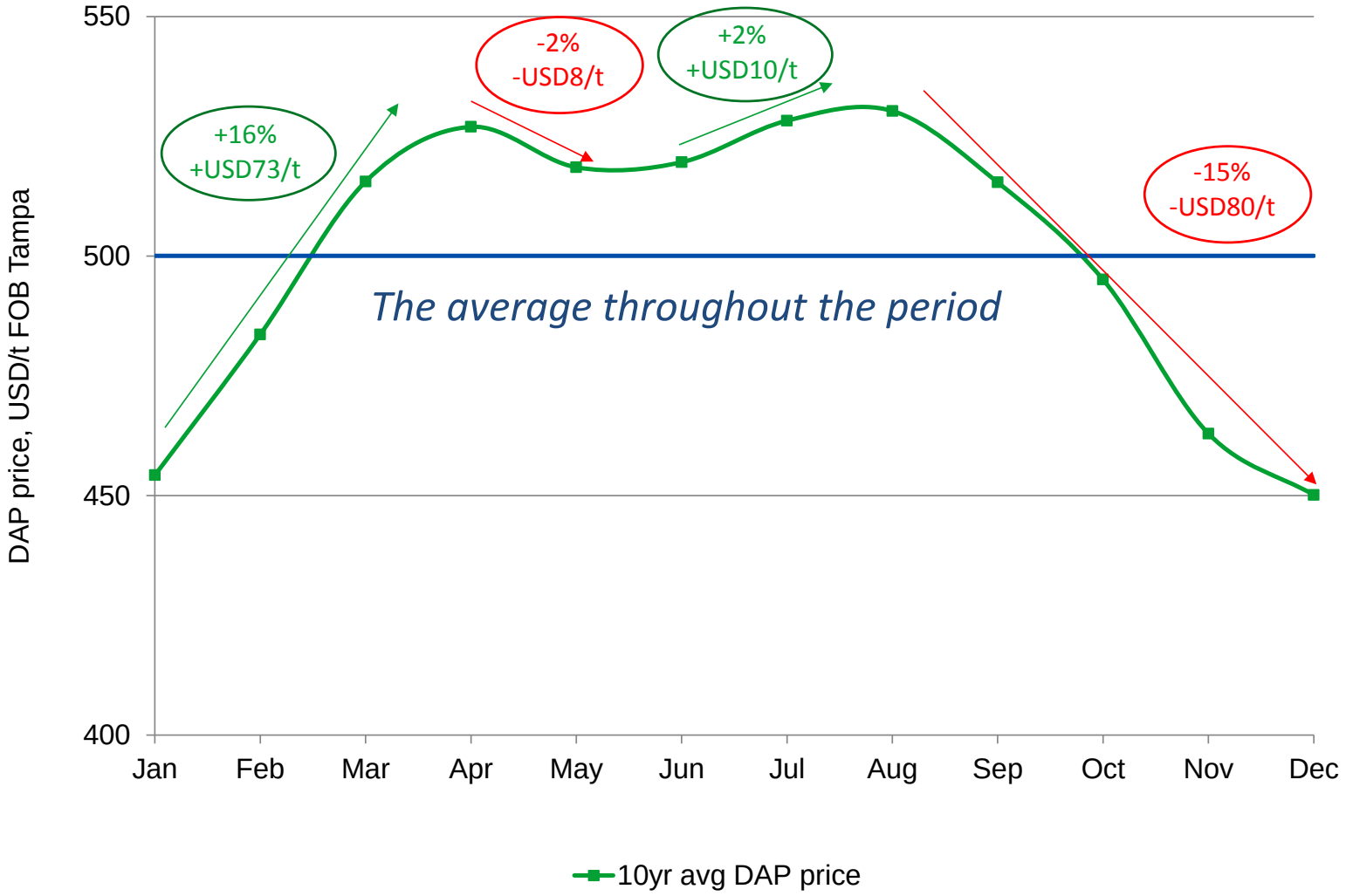
High grain prices driven by market imbalances motivate farmers to use more fertilizers

Cereals basket to DAP price spread



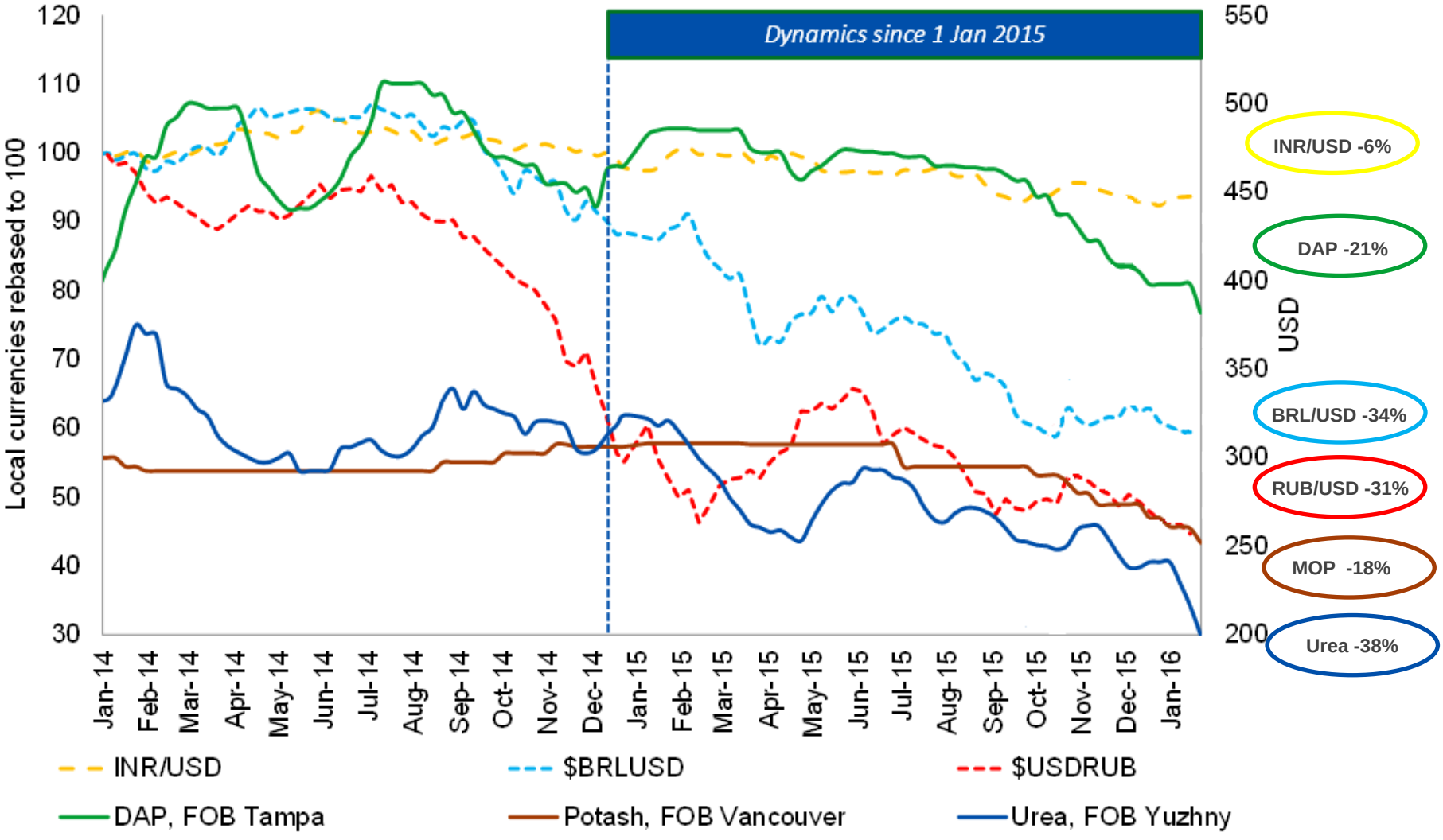
Source: Fertecon, Argus-FMB, FAO, USDA, IFA, S&P Capital IQ
Note: (1) agricultural commodity prices are represented by a grain index calculated as follows:
(wheat price*7+ corn price *8 rice price*4.5+soybeans price*2.5)/22
Prices are as of 25 January 2016

Historical DAP price fluctuation throughout a year



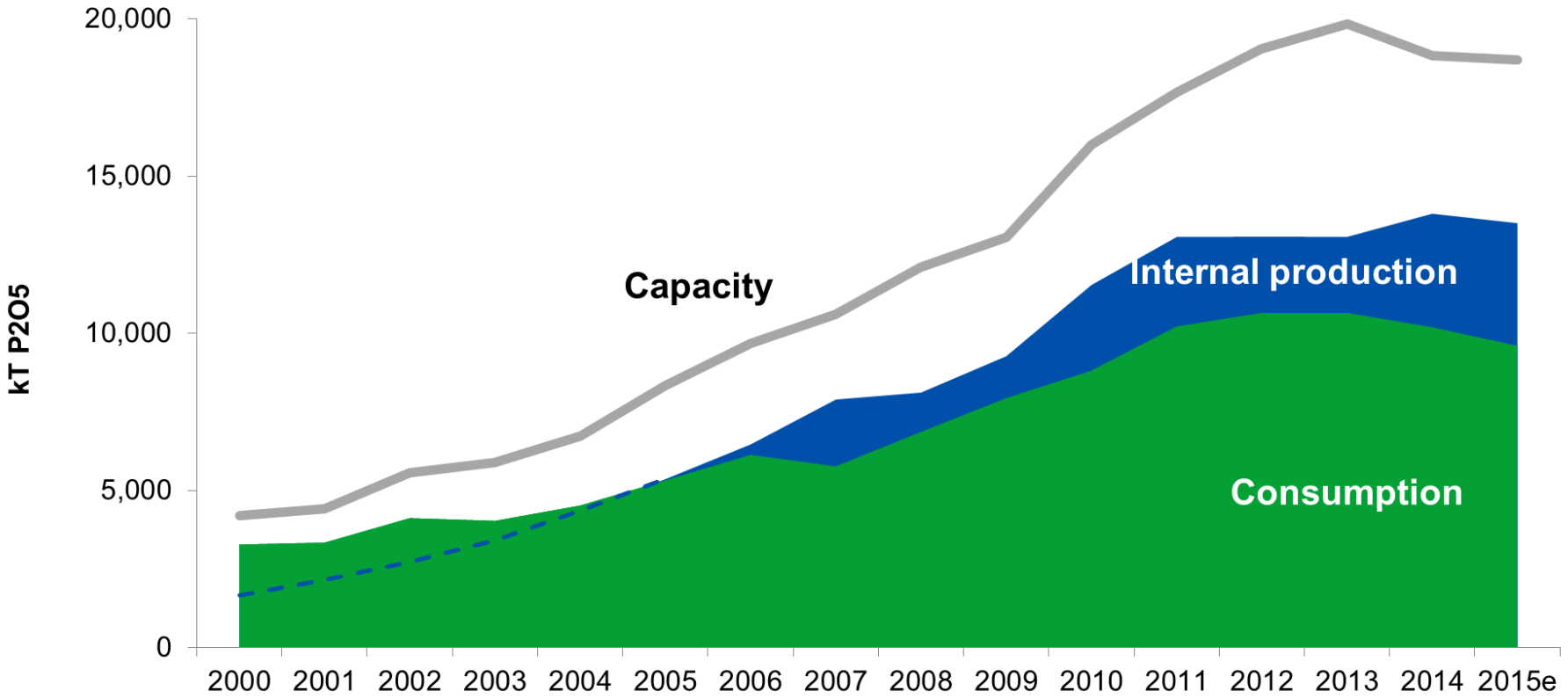
Source: FMB Argus, Bloomberg

Fertilizer price developments



Source: Argus-FMB, S&P Capital IQ, PhosAgro analysis
Note:(*) – rebased at 1 January 2014

Phosphate fertilizers internal production/consumption balance in China

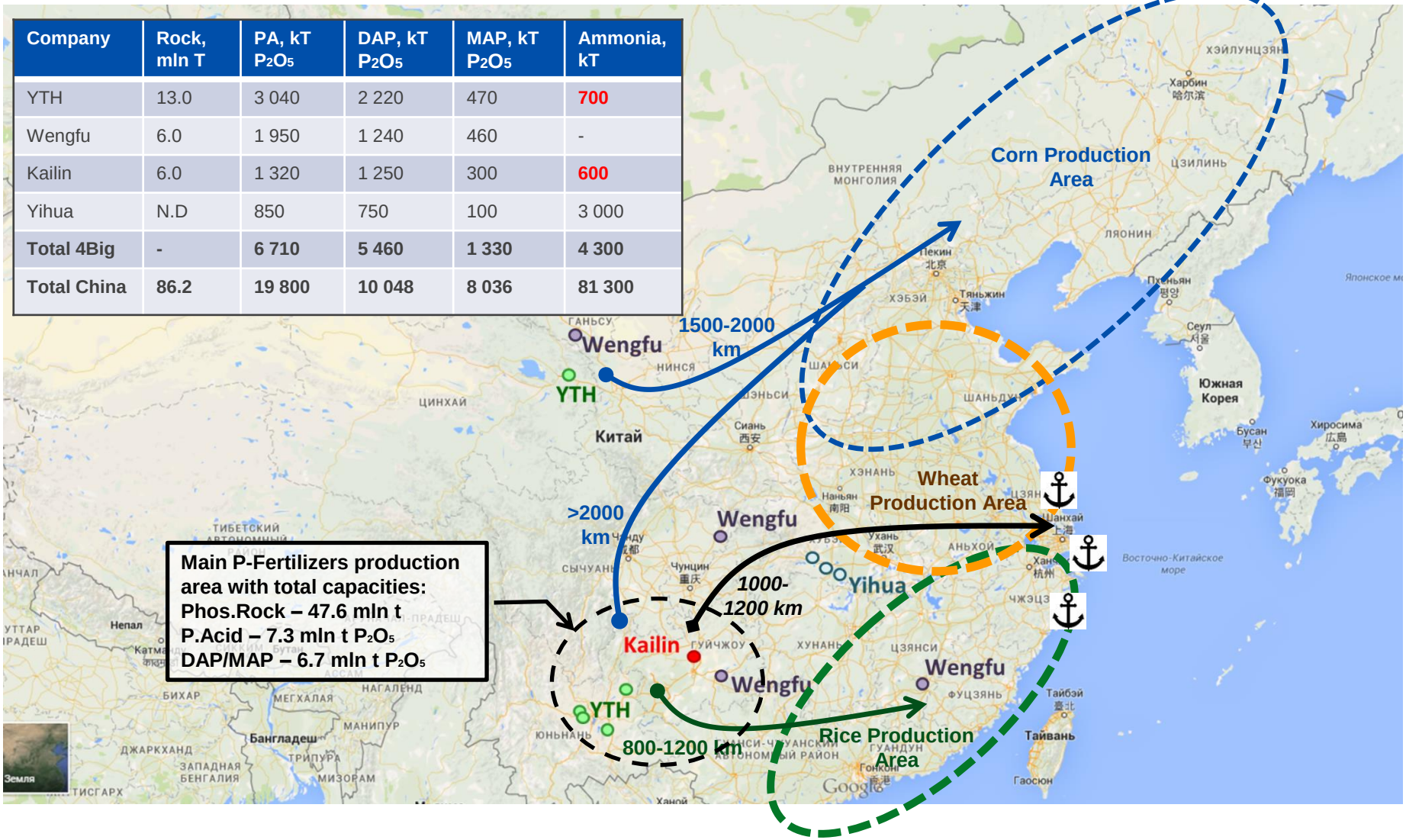


*-DAP/MAP/TSP

Source: CRU ‘

Government is changing its focus from growth into efficiency

Company	Rock, mln T	PA, kT P_2O_5	DAP, kT P_2O_5	MAP, kT P_2O_5	Ammonia, kT
YTH	13.0	3 040	2 220	470	700
Wengfu	6.0	1 950	1 240	460	-
Kailin	6.0	1 320	1 250	300	600
Yihua	N.D	850	750	100	3 000
Total 4Big	**-**	**6 710**	**5 460**	**1 330**	**4 300**
Total China	**86.2**	**19 800**	**10 048**	**8 036**	**81 300**



Source: CRU, IFA

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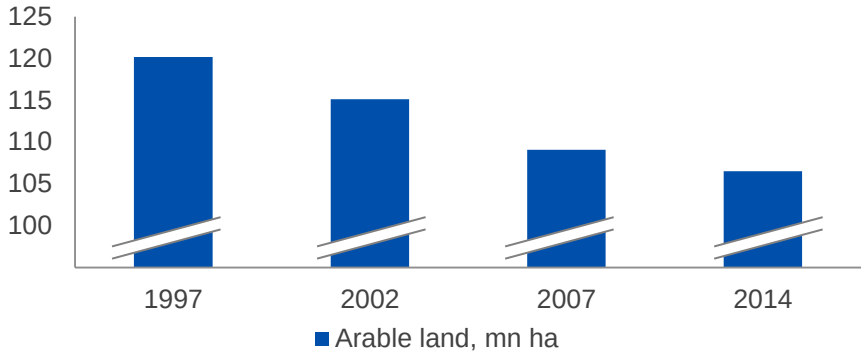
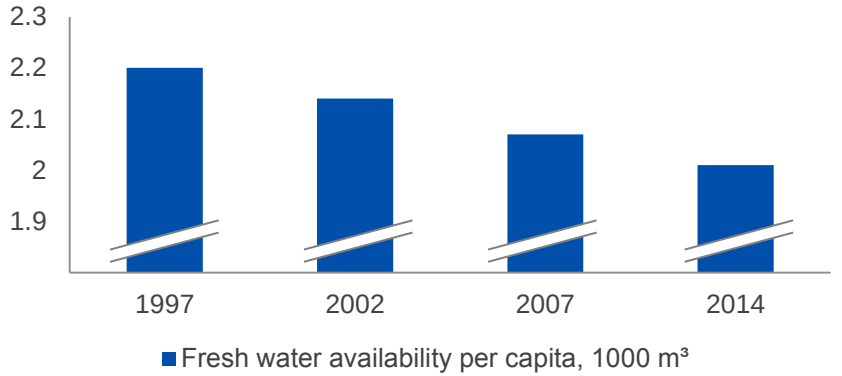
.....aiming to reduce pollution ...as well as increase yields and crop quality

Chinese ag resources deteriorate with limited arable land



... and water availability decreases



Chinese farmers use high-intensity agricultural techniques

High intensity agriculture → **All pollutants from pesticides and fertilizers end up in soil** → **For 30 years**

- Water scarcity, contamination and pollution
- Fertilizer burn
- Soil pollution and cadmium contamination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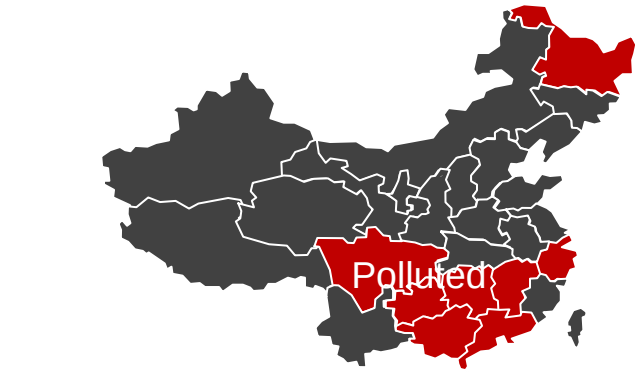
Guangzhou finds cadmium-tainted rice

By Duan Wuning Source:Global Times Published: 2013-5-20 0:03:01

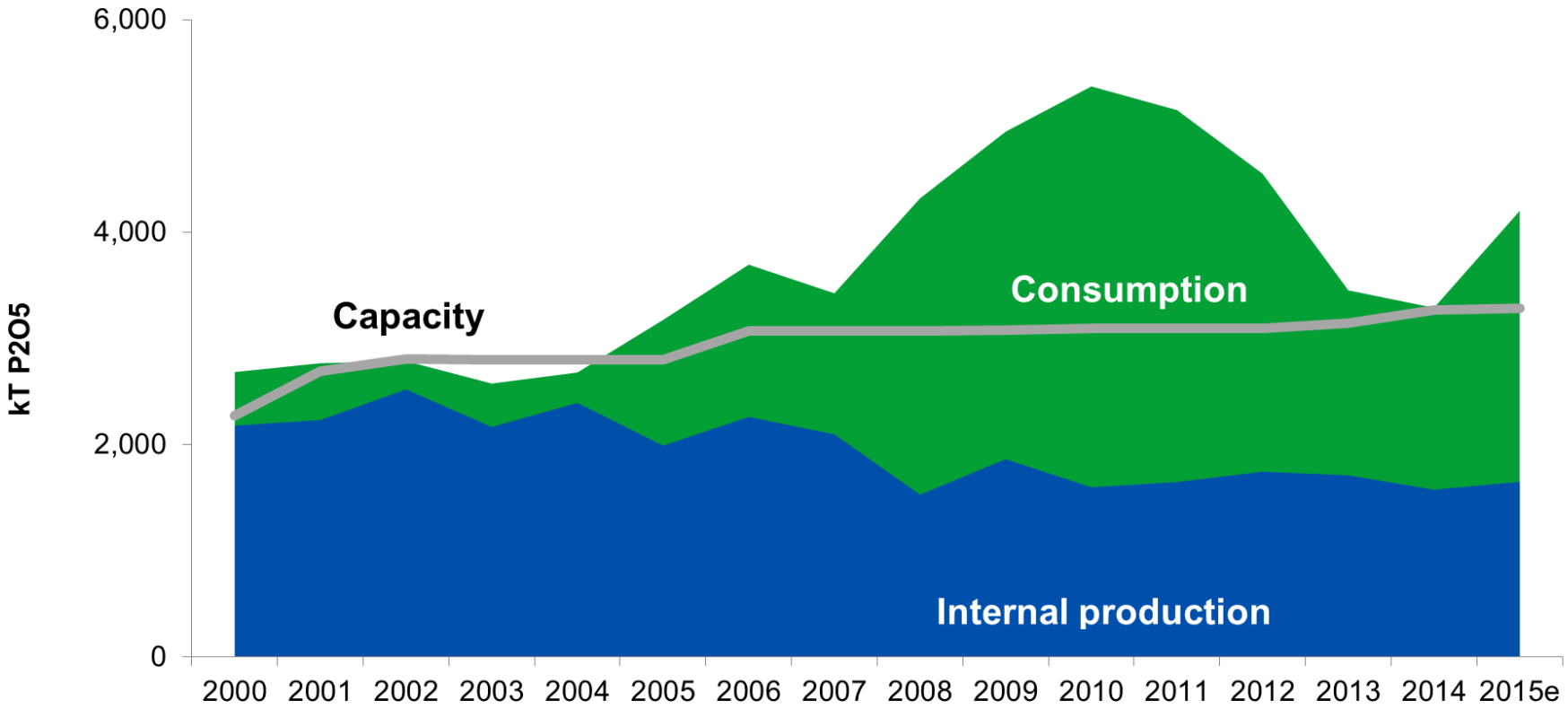
Tainted rice was discovered in several Chinese provinces



- **Arsenic rice (As)**
- **Cadmium rice (Cd)**
- **Lead rice (Pb)**

Source: FAO, Global Times

Phosphate fertilizers internal production/consumption balance in India

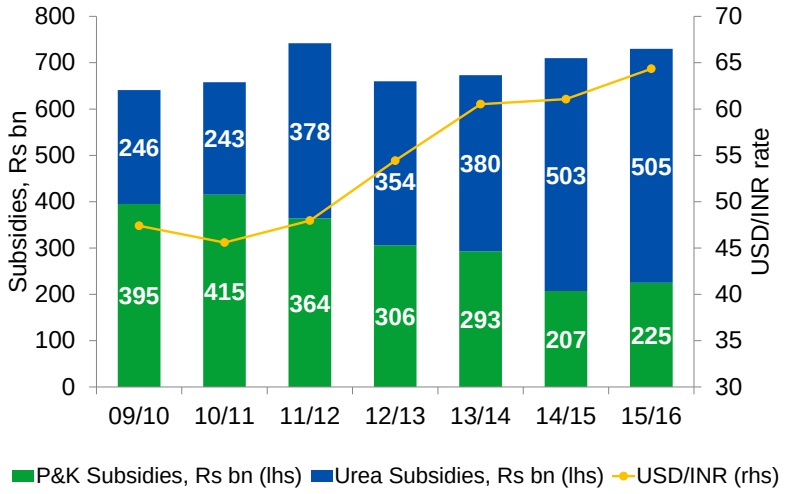


*-DAP/MAP/TSP

Source: CRU

India's subsidy policy: favouring urea leads to unbalanced fertilization

India introduced a new subsidy system in 2010



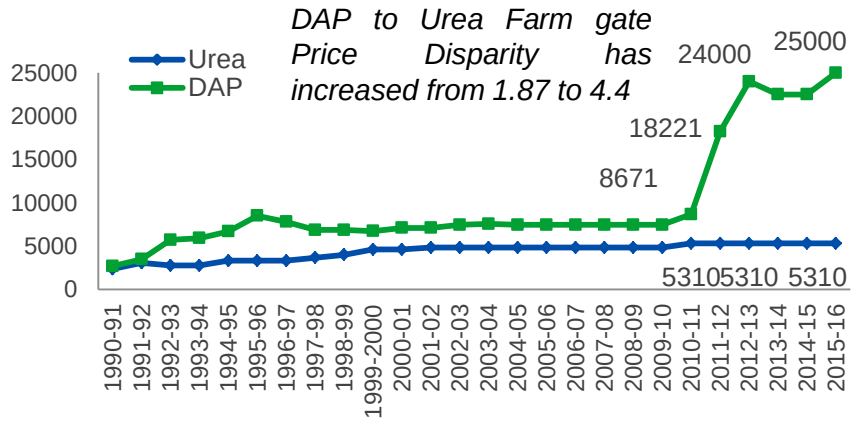
Evolution of N : P_2O_5 : K_2O ratio in India

	N	P_2O_5	K_2O
Balanced ratio	4.0	2.0	1.0
2010/11	4.3	2.0	1.0
2011/12	6.9	3.1	1.0
2012/13	7.7	3.0	1.0

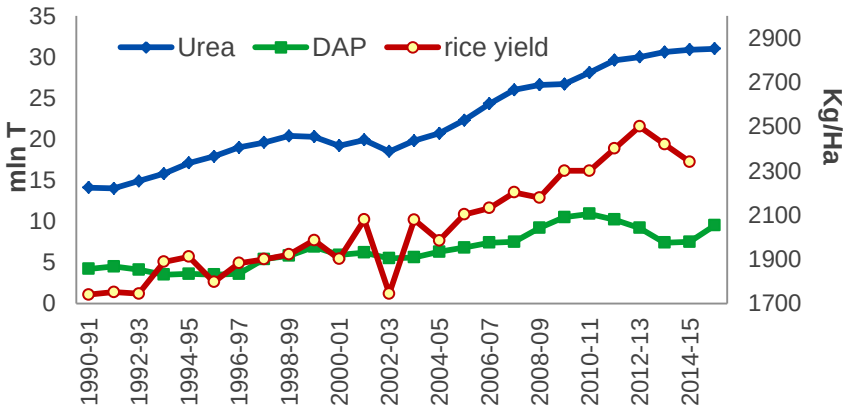
Nutrient Based Subsidy (NBS) Rates in India (Rs/kg nutrient)

	N	P_2O_5	K_2O
2011/12	27.153	32.338	26.756
2012/13	24.0	21.804	24.0
2013/14	20.875	18.679	18.833
2014/15	20.875	18.679	15.5
2015/16e	20.875	18.679	15.5
2015/2011 Change	-23%	-42%	-42%

Price Disparity, Rs/mT



Consumption Disparity and Rice yield dynamic, mln t



Source: IGC, CRU, FAI, USDA, WGR, PhosAgro

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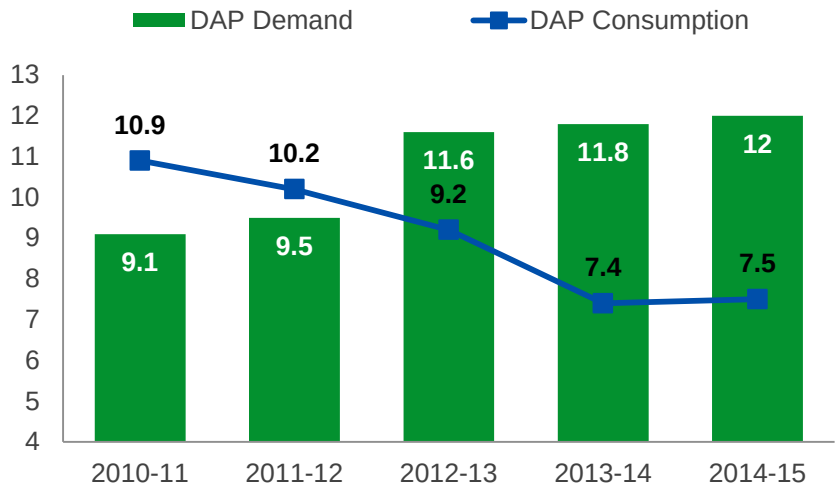
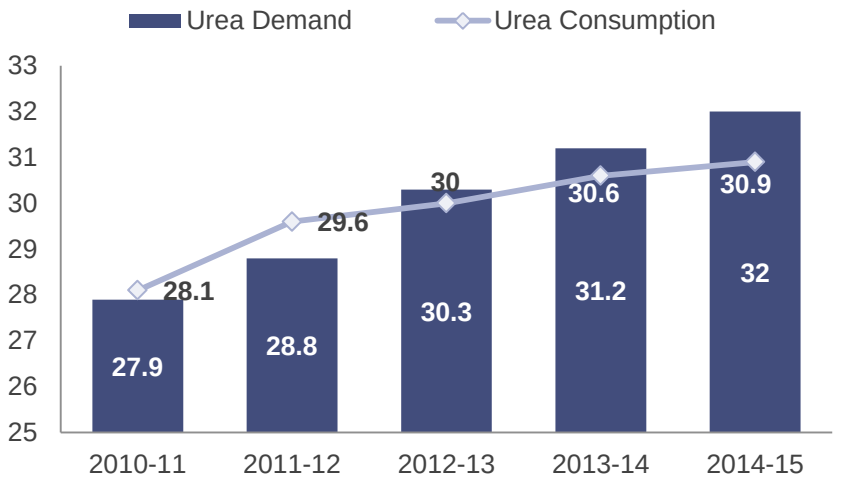
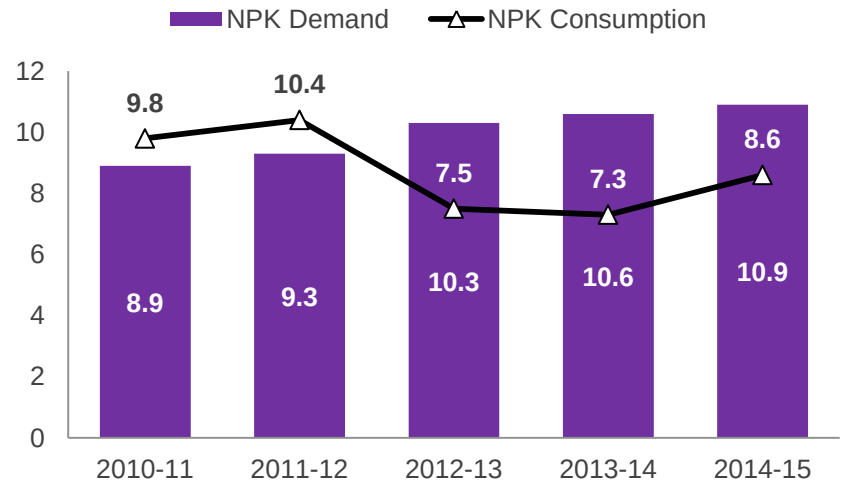
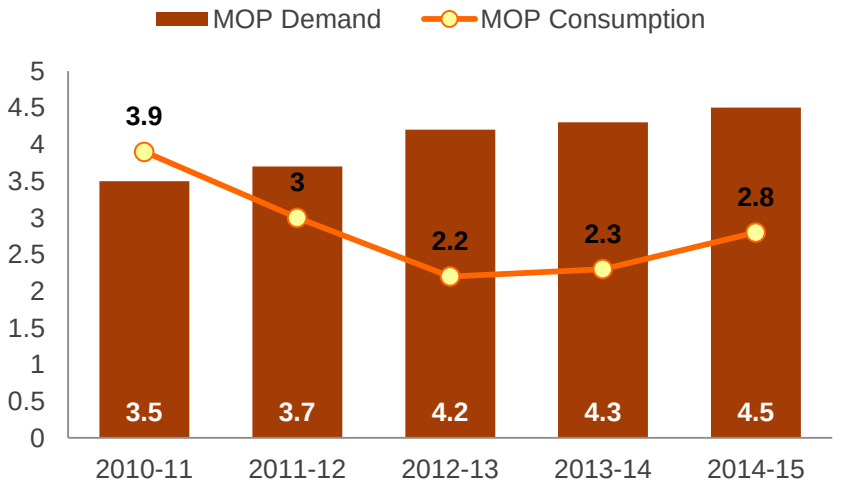
India: Fertilizer Demand & Consumption Update – Post NBS (2010-11)







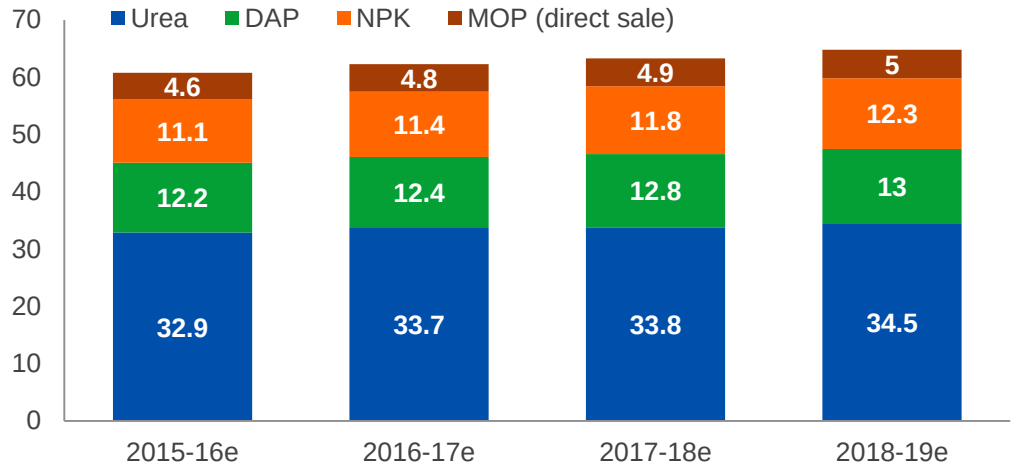


Source: FAI, WGR

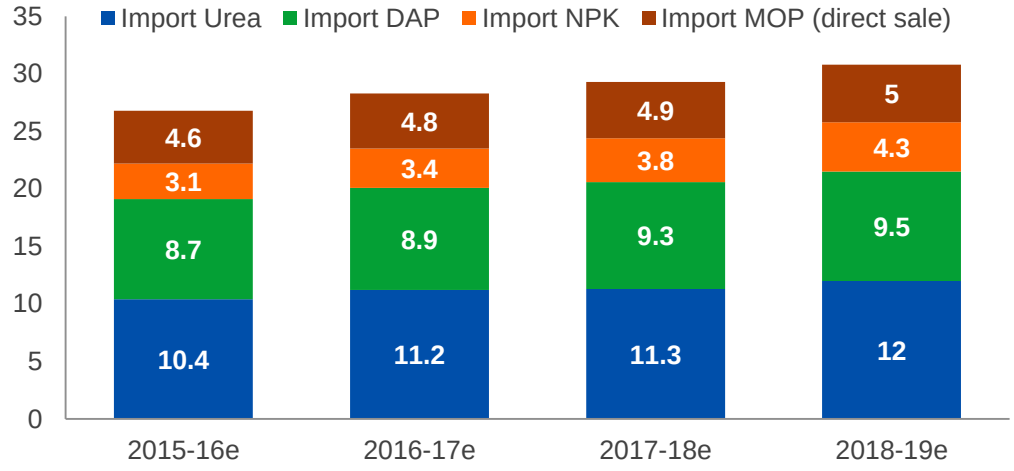
India: Fertilizer Demand & Import – Medium Term Outlook

- Urea Demand Growth estimated @ 2.7% annually;
- DAP, NPK, and MOP Demand estimated to grow @ 4% annually;
- DAP and Complex fertilizer consumption to remain low due to High Price Disparity with Urea
- DAP and Complex Fertilizer sale, however, likely to be higher than 2014-15

Demand, mln T

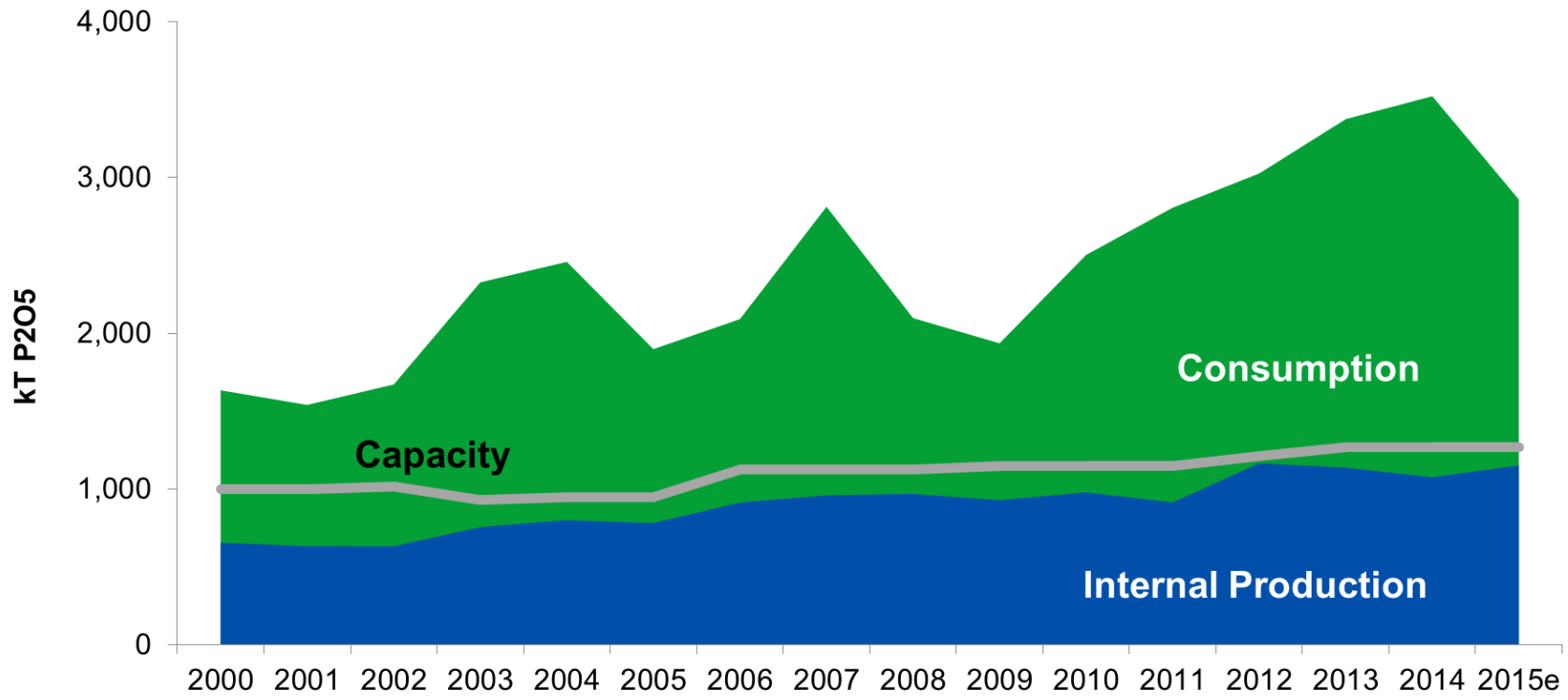


Import, mln T



Source: FAI, WGR

Phosphate fertilizers internal production/consumption balance in Brazil

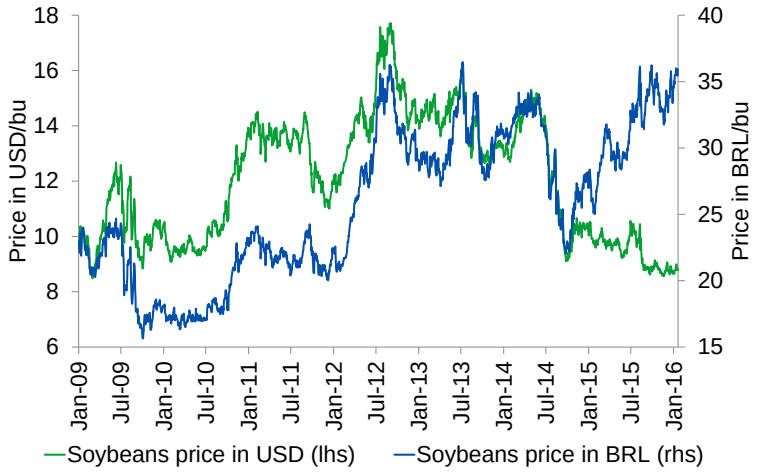


*-DAP/MAP/TSP

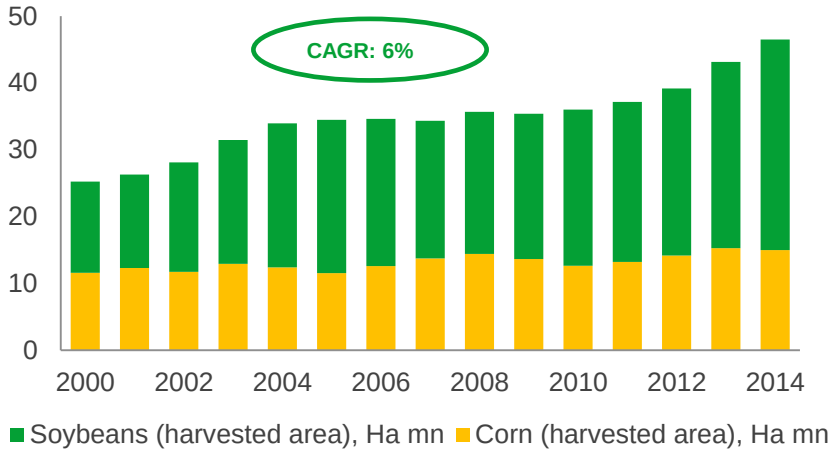
Source: CRU

Brazil is a top ag exporter among developing countries

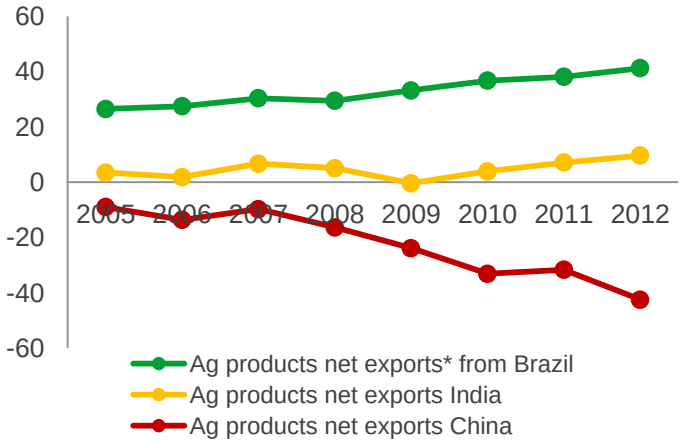
Soybean price at record highs in BRL



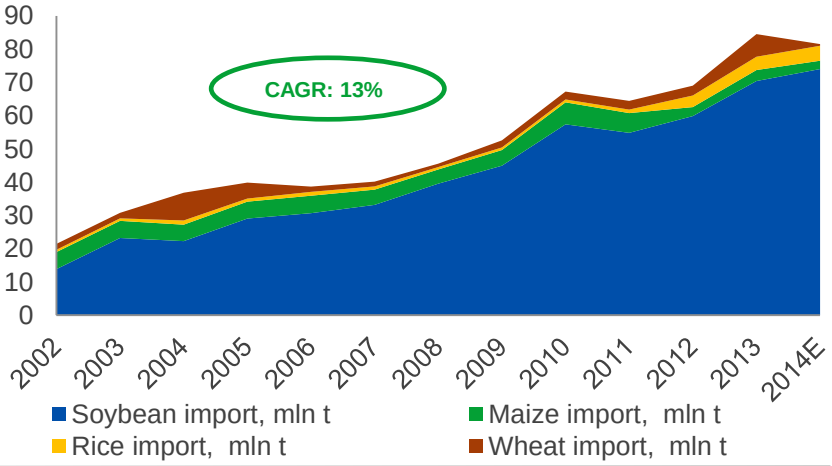
Soybeans drive ag production in Brazil



Brazil is the largest ag exporter among developing countries

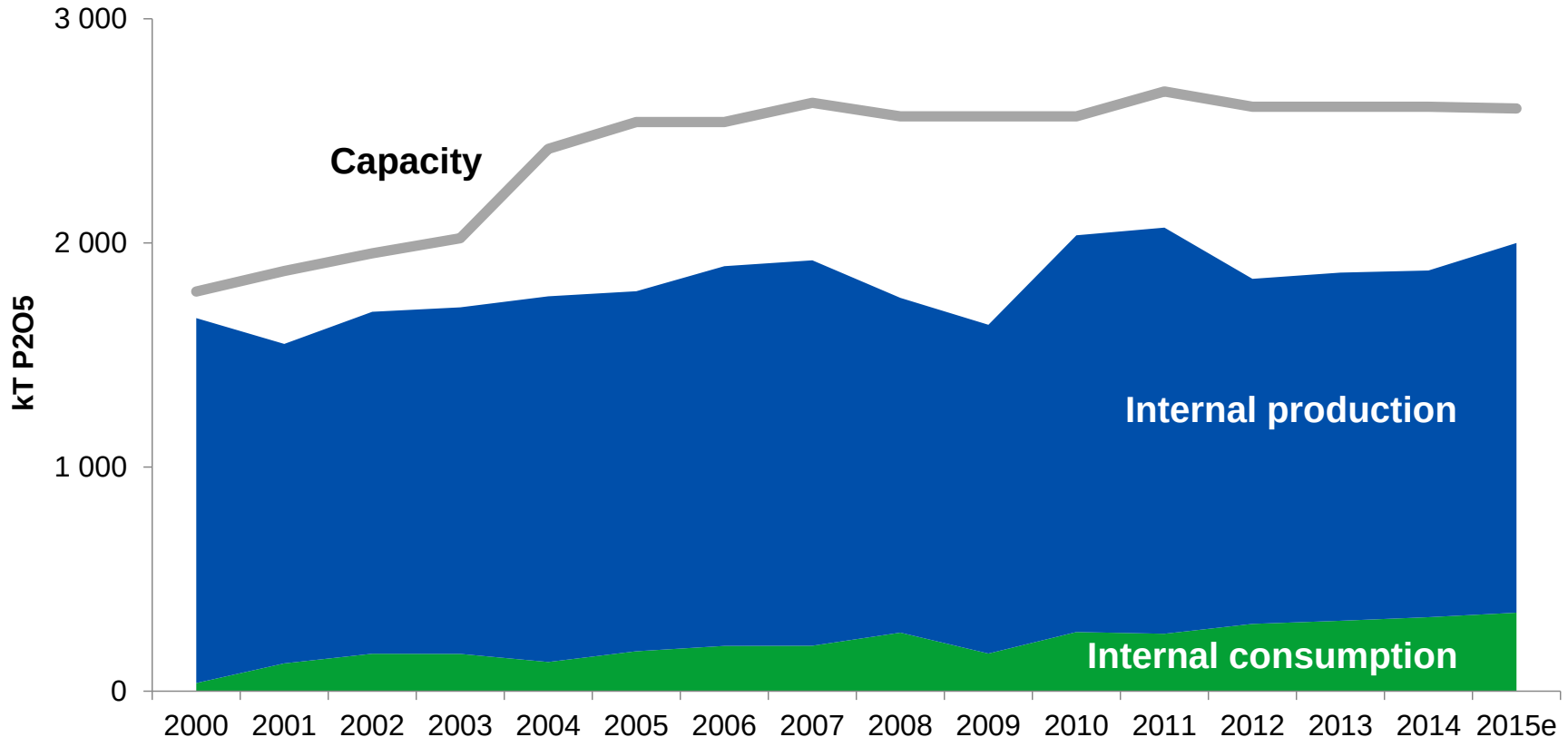


China will continue to increase food imports



Source: IGC, CRU, FAI, USDA, WGR, PhosAgro

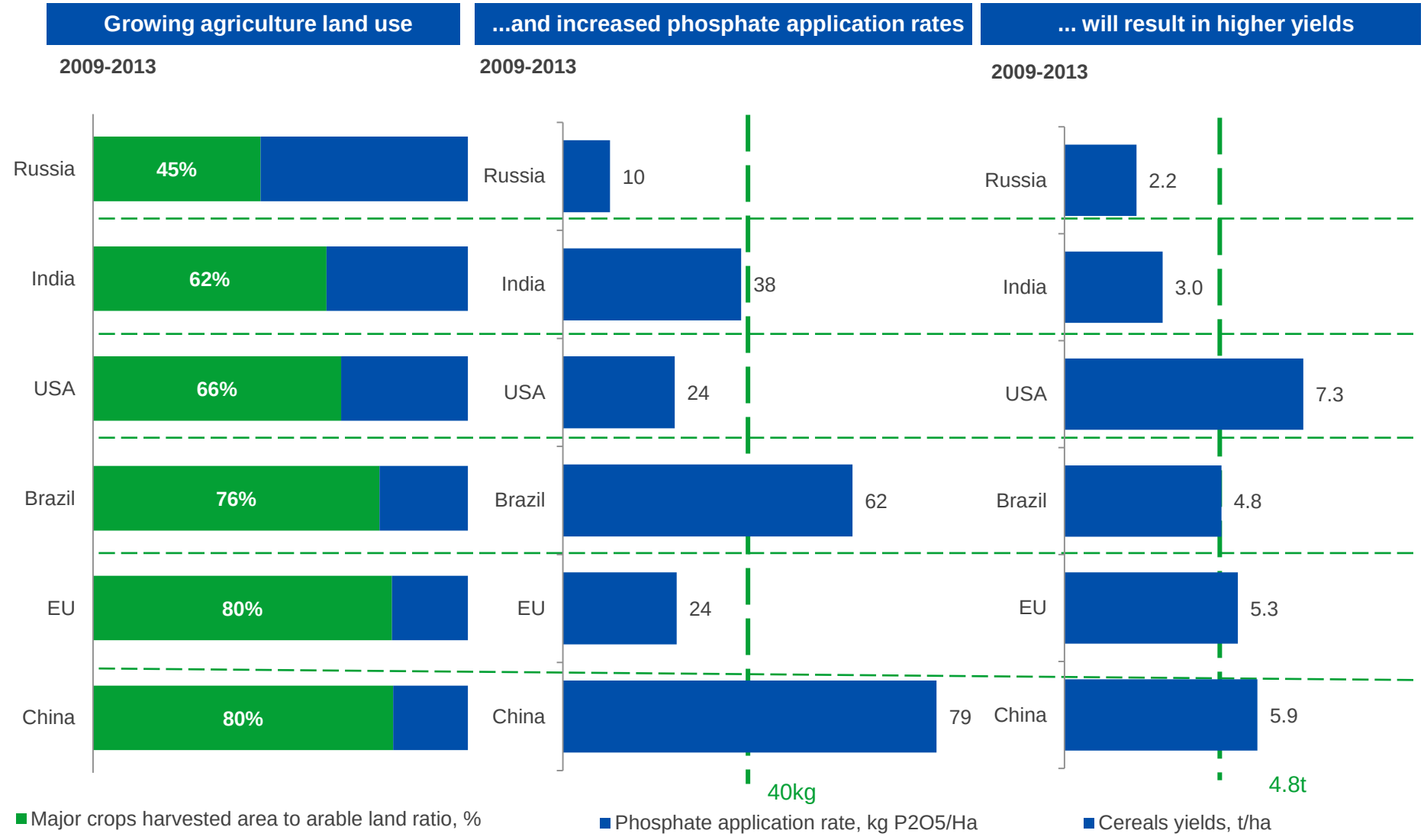
Phosphate fertilizers internal production/consumption balance in Russia



*-DAP/MAP/TSP

Source: CRU

Russia: potential for significant ag production growth



Source: FAO, Integer

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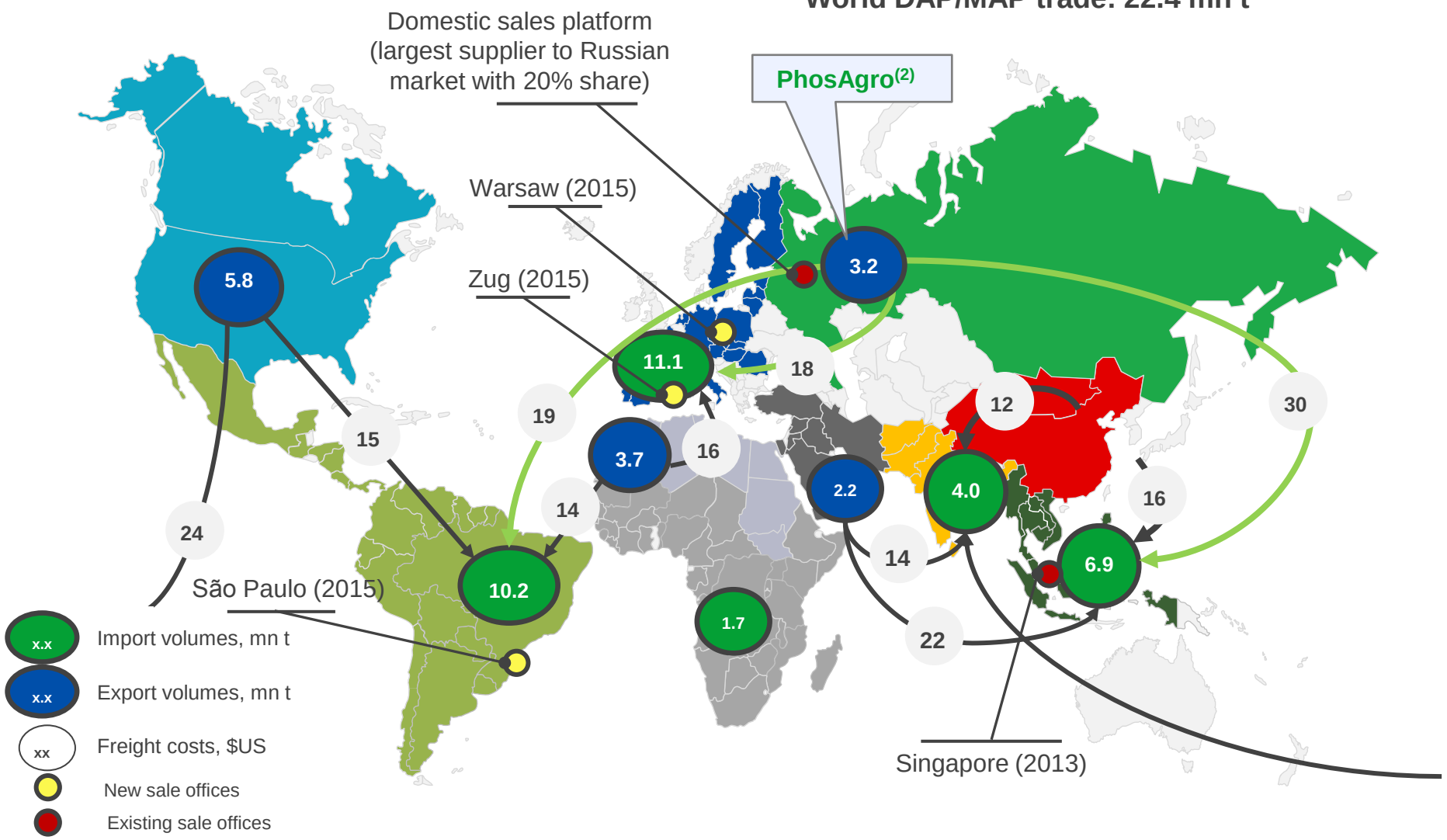
Sales focus and Industry developments

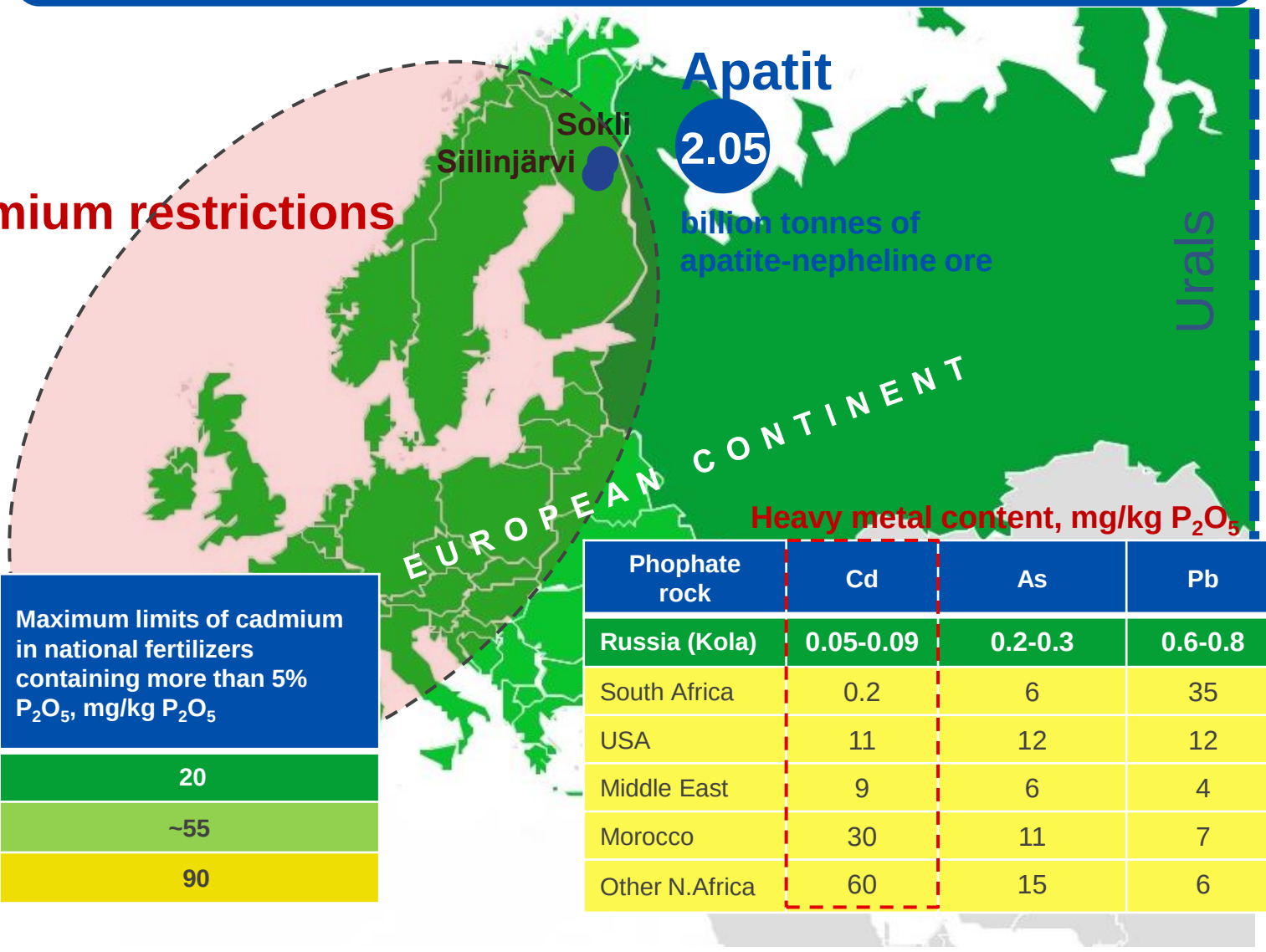
2014 Primary phosphate(1) trade flows
PhosAgro Trade Strategy

World DAP/MAP trade: 22.4 mn t



Source: IFA, CRU, USITC, CFMW, PhosAgro estimate
Note: (1) - DAP/MAP/NPK/NPKS
(2) – PhosAgro sales volumes

Priorities: trade restrictions vs. health



European countries grouped by allowable cadmium level	Maximum limits of cadmium in national fertilizers containing more than 5% P_2O_5, mg/kg P_2O_5
Strict limits	20
Medium limits	~55
Mild limits	90

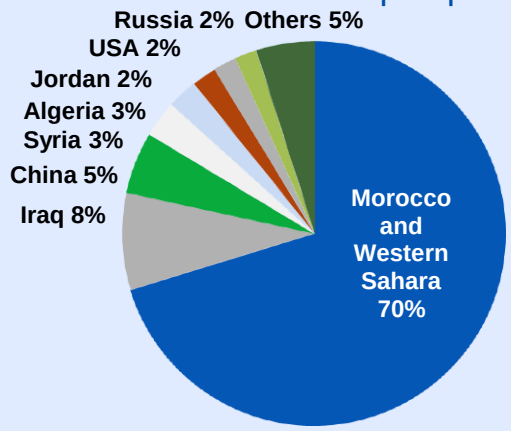
Heavy metal content, mg/kg P_2O_5

Phophate rock	Cd	As	Pb
Russia (Kola)	0.05-0.09	0.2-0.3	0.6-0.8
South Africa	0.2	6	35
USA	11	12	12
Middle East	9	6	4
Morocco	30	11	7
Other N.Africa	60	15	6

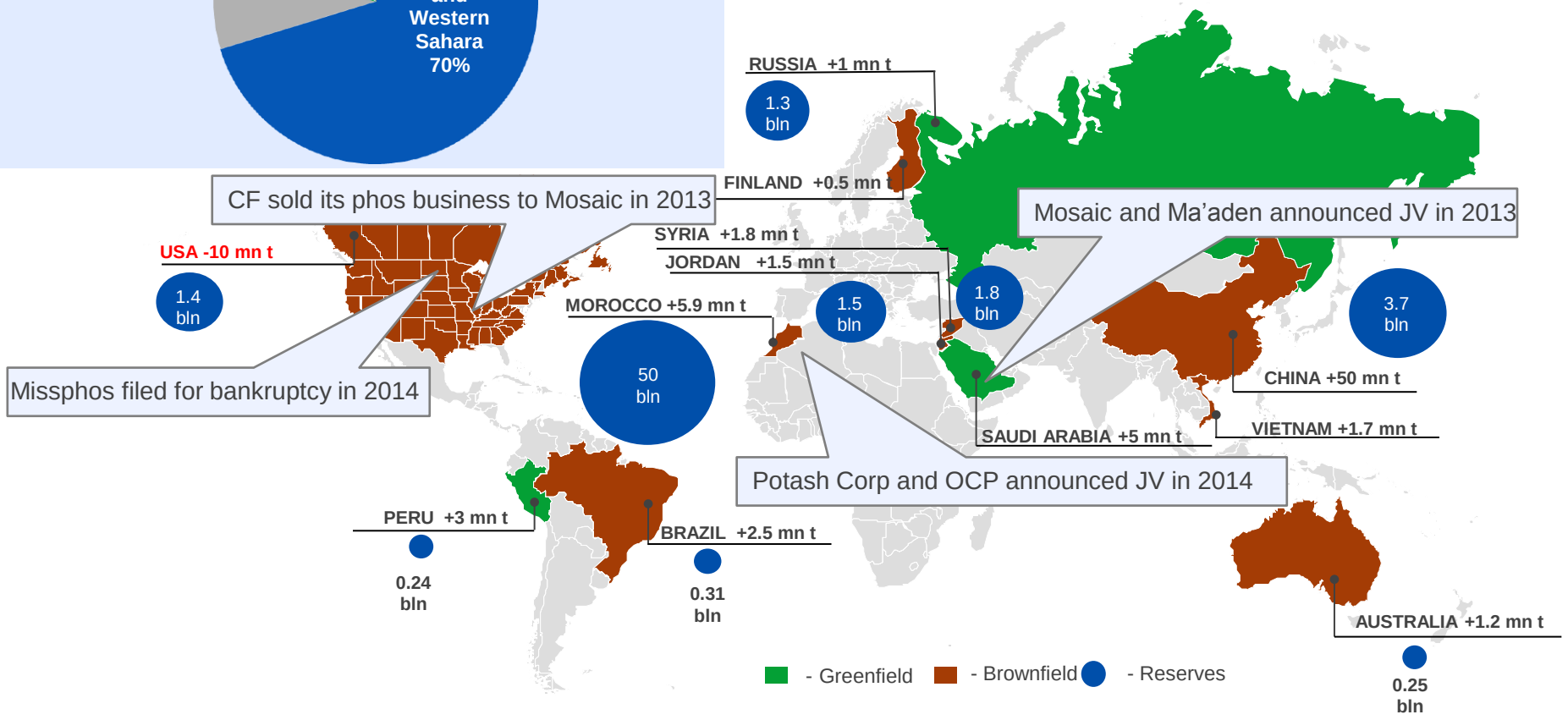
Source: European Council, National Fertilizer and Environmental Research Center, Tennessee Valley; TUV

Recent industry developments

Morocco controls most of world phosphate ore reserves



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



CF sold its phos business to Mosaic in 2013

Mosaic and Ma'aden announced JV in 2013

Missphos filed for bankruptcy in 2014

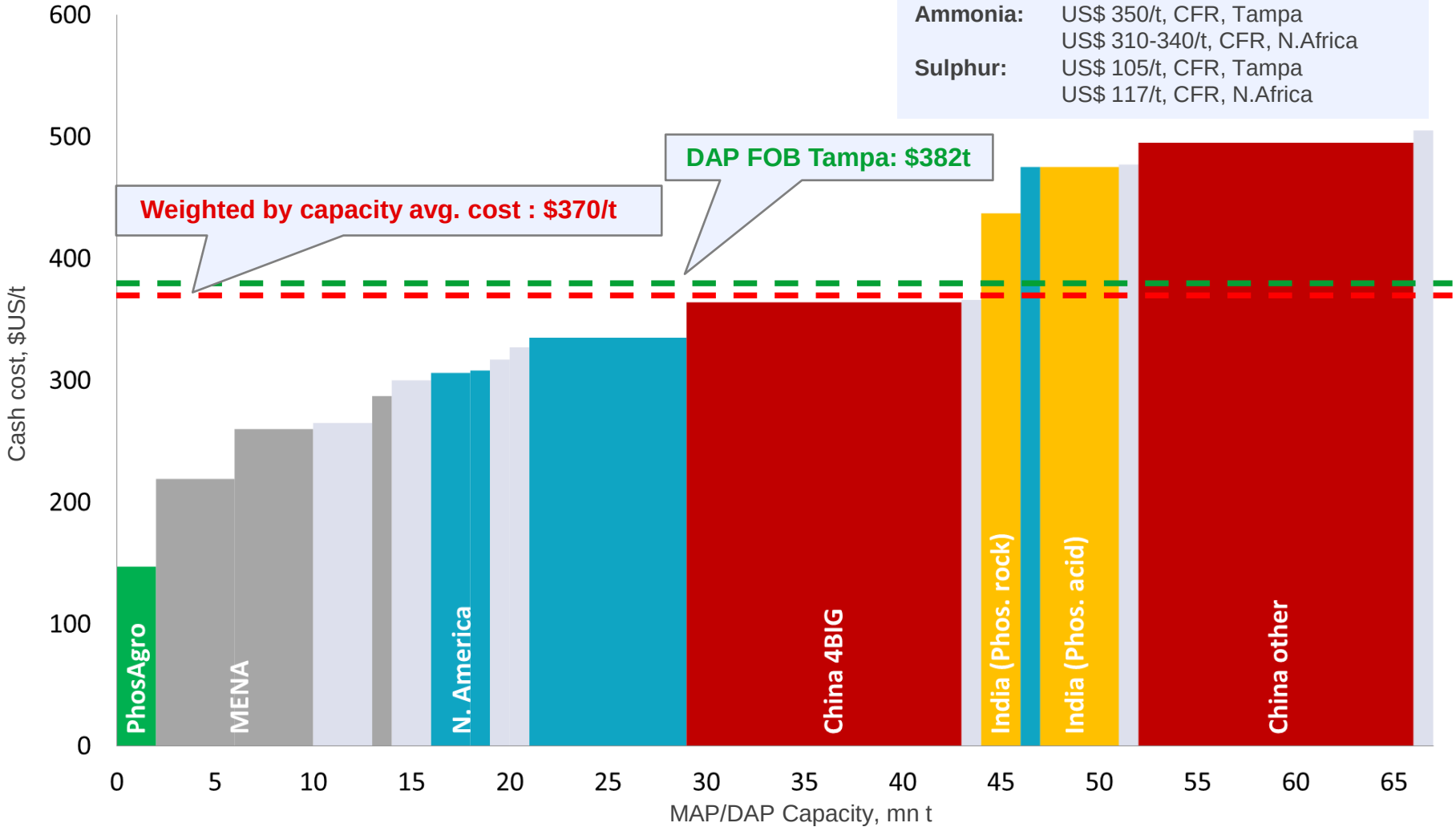
Potash Corp and OCP announced JV in 2014

Source: CRU, USGS

Estimated MAP/DAP business cash cost curve in 2016 $US/t FOB(1) Morocco

Feedstock prices for January 2016:

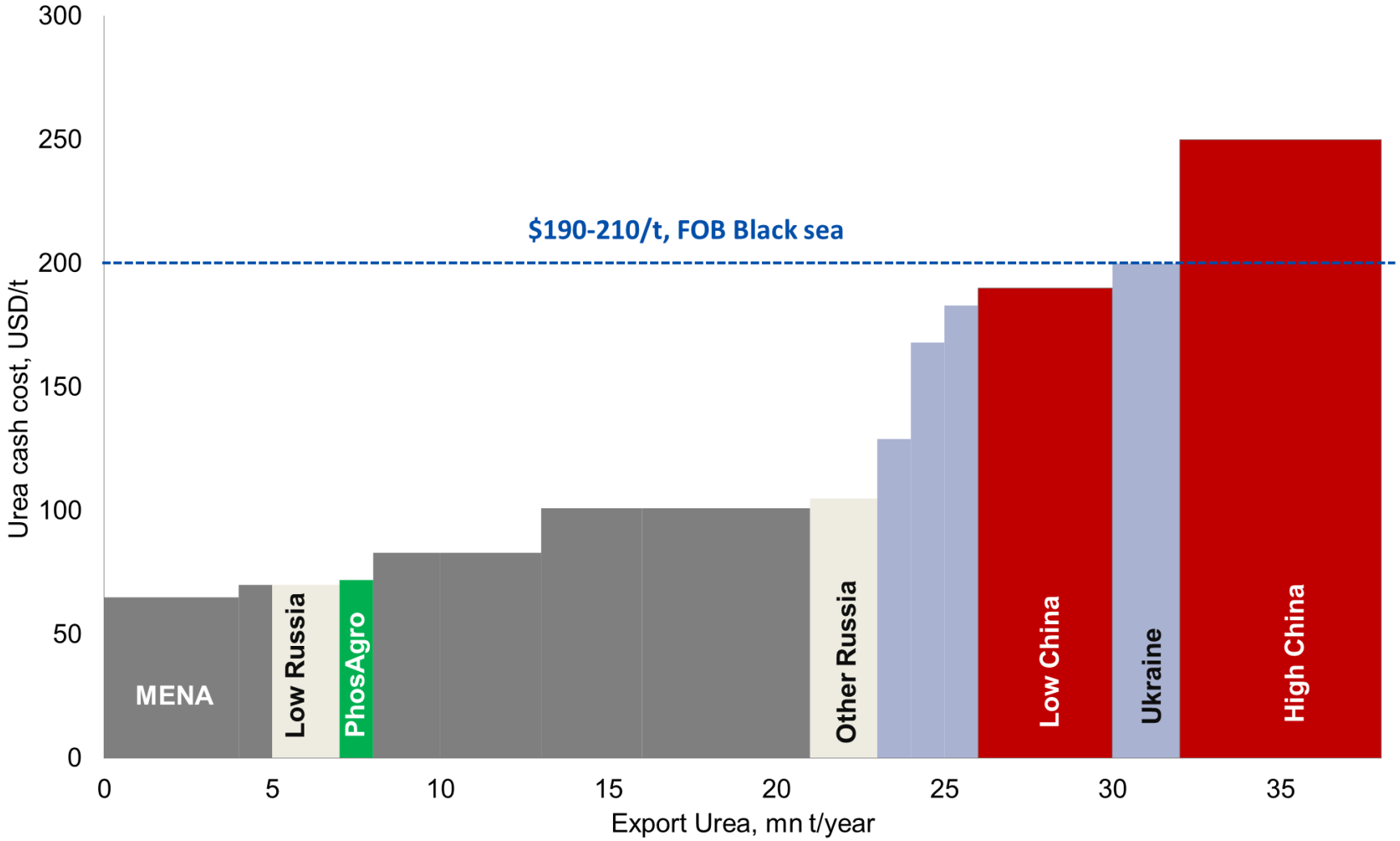
Ammonia:	US$ 350/t, CFR, Tampa
	US$ 310-340/t, CFR, N.Africa
Sulphur:	US$ 105/t, CFR, Tampa
	US$ 117/t, CFR, N.Africa



Source: PhosAgro estimation, CRU estimation for 2016

Note: (1) MAP/DAP business cash cost are based on feedstock prices in January 2016, on site's specific location relative to FOB Morocco and its product nutrient content relative to DAP
USD/RUB exchange rate of RUB 76.25 applied for Russian producers

Estimated Urea export cash cost curve $US/t FOB[1] Yuzhny



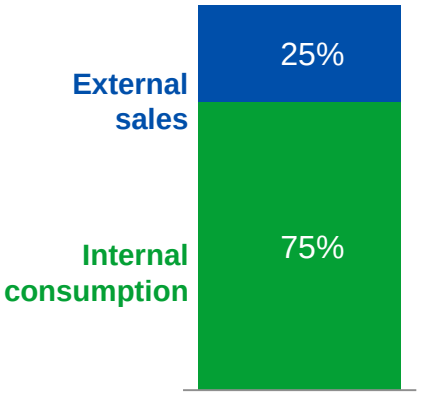
Source: PhosAgro estimates, CRU, Fertecon, IFA, Argus-FMB
Note: (1) Urea cash cost estimates are based on feedstock prices in Q1 2016
USD/RUB exchange rate of RUB 76,25 applied for calculation urea export cash cost

Strategy for fertilizer volume growth

Where we are in 2015

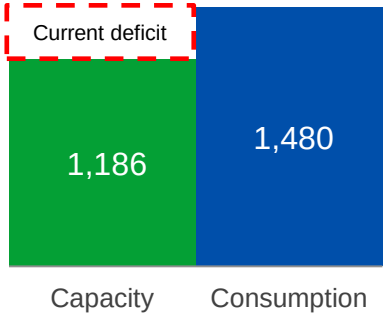
Phosphate rock

Total: 7.5 mn t

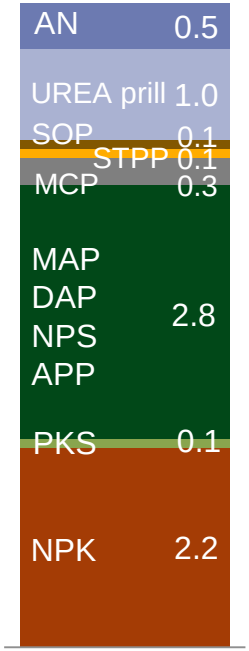


Ammonia

kt

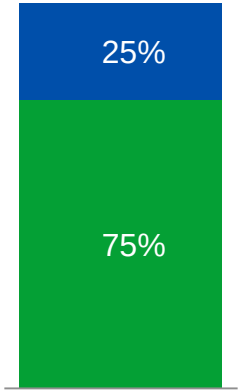


Overall 7.1 mn t

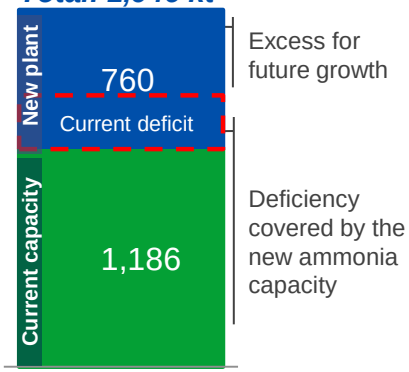


Where we are headed (2017-2020)

Total: 8.0 mn t

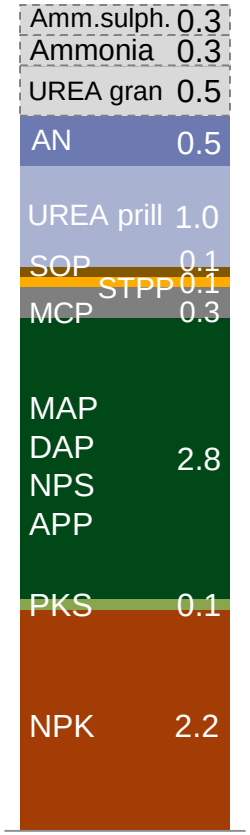


Total: 1,946 kt



+15%

Overall 8.2 mn t



Source: PhosAgro

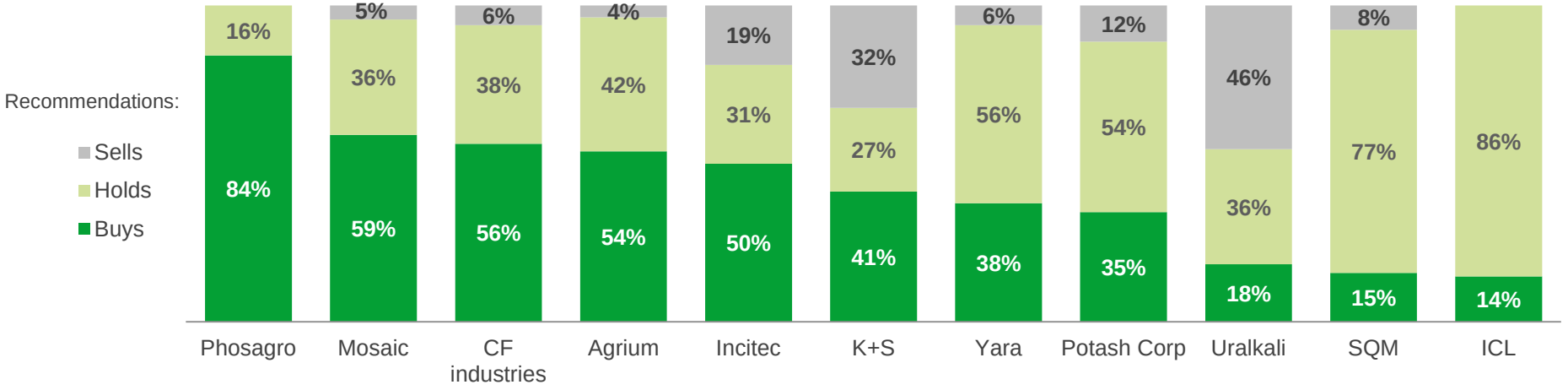
PHOSAGRO

Industry Broker Ratings

Peer valuations

(Typically a 12 month outlook)

	Phosagro	Mosaic	CF industries	Agrium	Incitec	K+S	Yara	Potash Corp	Uralkali	SQM	ICL
# of Analysts	19	23	21	27	17	35	34	30	14	14	15
Average Target Price Premium	48%	48%	76%	20%	23%	29%	20%	33%	12%	24%	27%

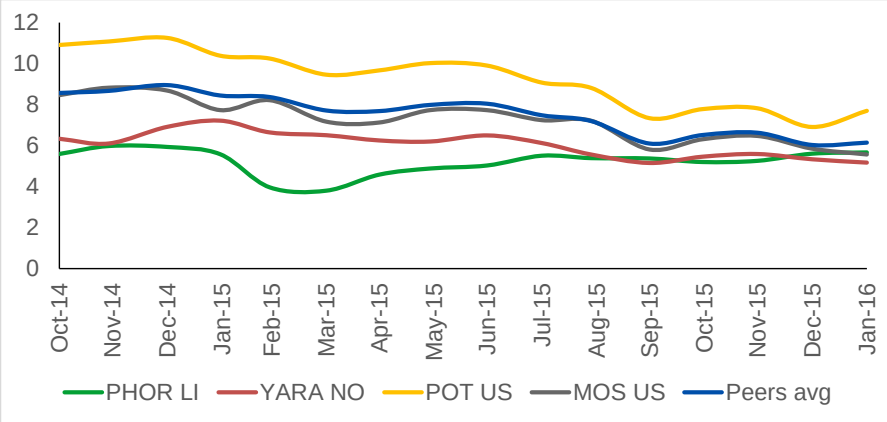


Nitrogen	12%	-	100%	34%	-	-	97%	11%	-	-	12%
Phosphates	88%	12%	*	6%	24%	-	2%	22%	-	-	-
Potash	-	56%	-	16%	-	70%	1%	67%	100%	48%	56%

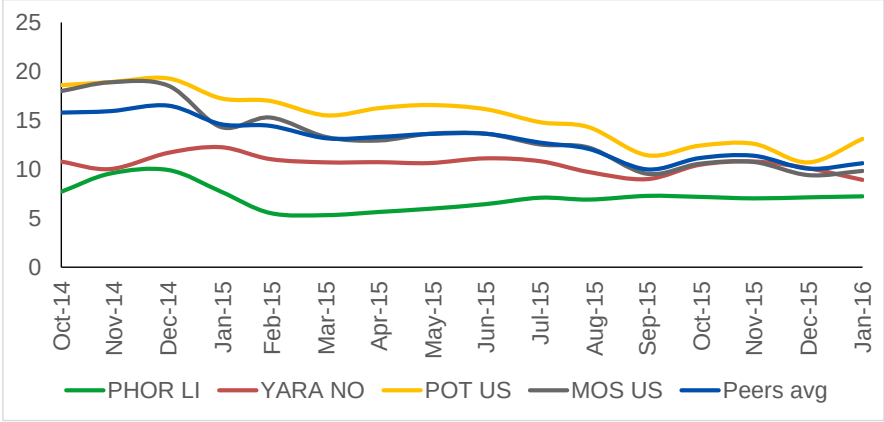
Sources: Bloomberg (21 January 2015), PhosAgro analysis

Performance relative to peers

EV/EBITDA 1yr fwd



P/E 1yr fwd



Company	Current Price, USD	Mcap, $ mln	EV/EBITDA		P/E		Dividend yield,%	
			2016E	2017E	2016E	2017E	2016E	2017E
PhosAgro	**11,7**	**4 526**	**5,7**	**4,8**	**7,2**	**6,4**	**6,9%***	**7,8%***
International peers								
Potash Corp	15,5	12 917	7,7	7,1	13,1	11,6	7,4%	7,4%
Yara Int	37,5	10 315	5,2	5,0	8,9	8,8	4,7%	5,0%
Mosaic	23,0	8 107	5,6	4,9	9,8	8,1	4,9%	5,0%
Median			**6,1**	**5,7**	**10,6**	**9,5**	**5,7%**	**5,8%**
Discount , %			*8%*	*15%*	*32%*	*33%*		

* - Calculated based on 50% payout ratio and FY16 and FY17 NI forecast provided by Bloomberg

Source: Bloomberg, S&P Capital IQ (as of January 28, 2016), PhosAgro analysis

PHOSAGRO

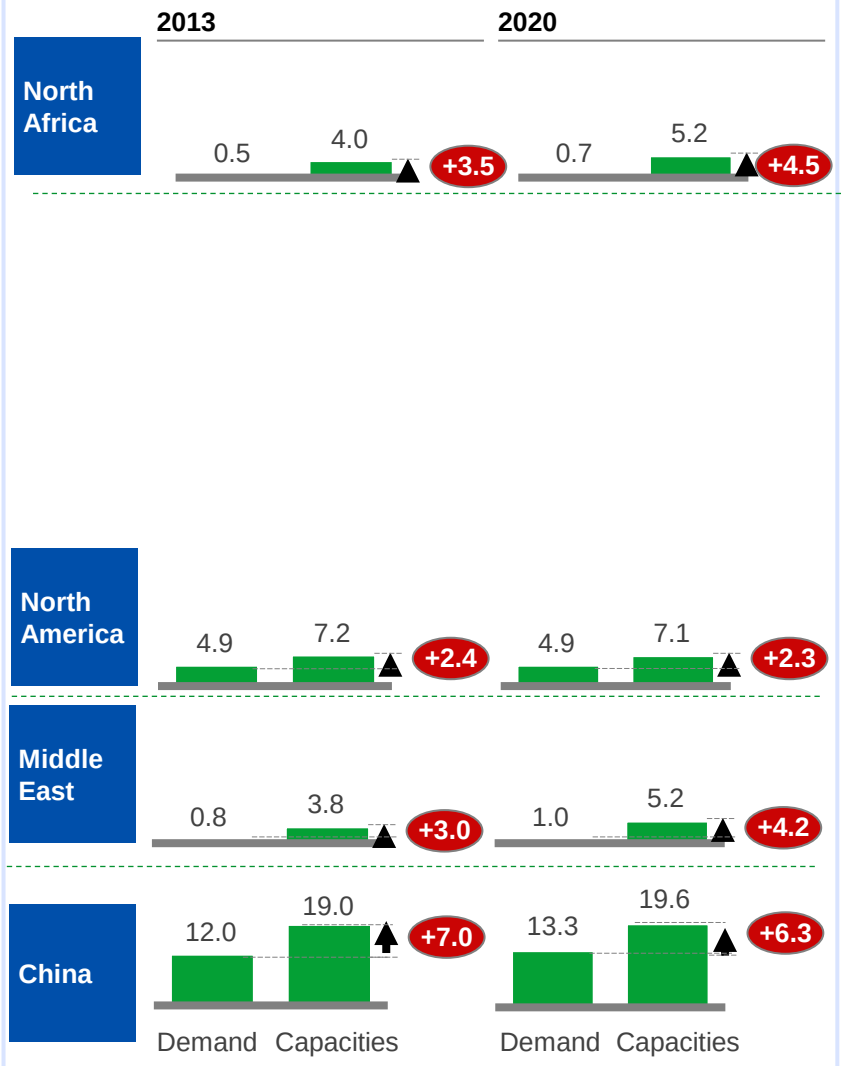
Appendix

P_2O_5 : No changes in regional deficits by 2020

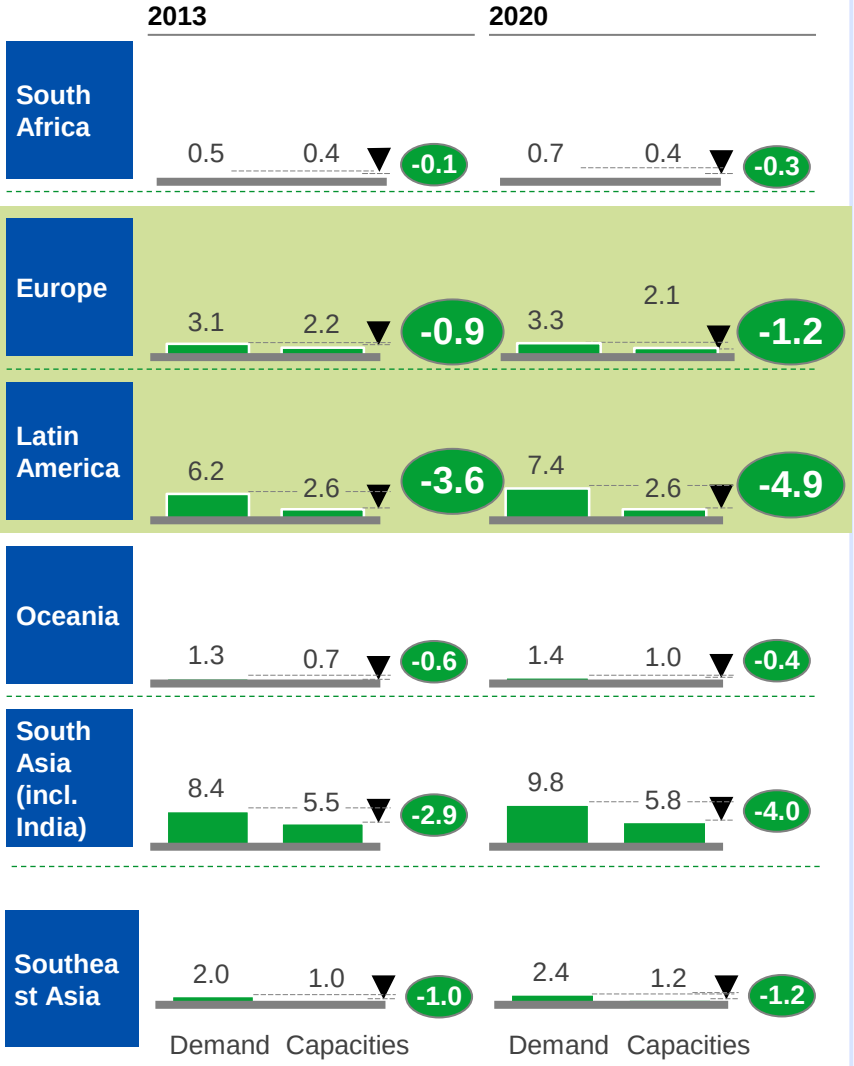
mn t P_2O_5

Supply – demand balance

Oversupply regions



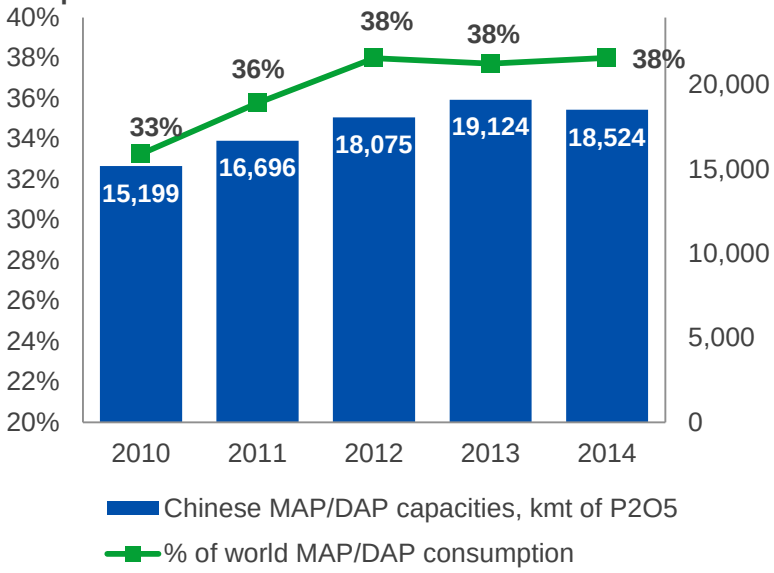
Deficit regions



Source: IFA; McKinsey demand model; work group analysis

China: key figures(1)

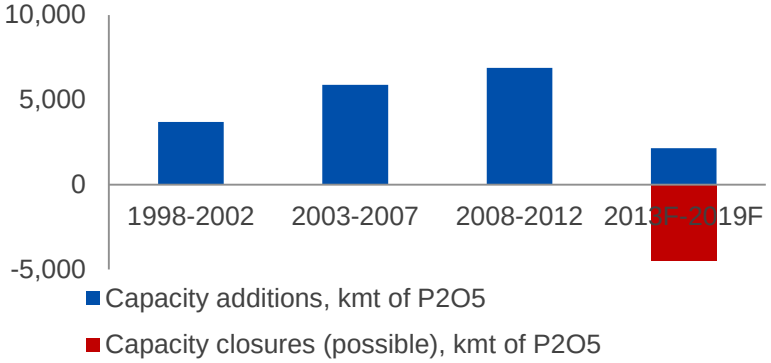
China is the world's largest MAP/DAP consumer and producer



China is a farming giant in absolute terms

Country	China	India	Brazil	Russia	USA
Employment in agriculture, % of total	**35**	47	15	10	2
Rural population, mn	**636**	852	30	38	59
Rural population, % of total	**47%**	68%	15%	26%	19%
Total population, mn	**1,375**	1,241	197	142	312
Farm Holdings, mn	**201**	138	5	23	2.2
Value added in agriculture, % of GDP	**10**	18	6	4	< 1
Arable land per capita, ha	**0.1**	0.1	0.4	0.8	0.5
Water resources per capita, '000 m^3/cap	**2.1**	1.6	42.2	31.5	9.9
P_2O_5 consumption, mn t	**16.7**	6.7	4.3	0.6	4.0
P_2O_5 consumption, % of world total	**36%**	15%	9%	1%	9%

Capacity closures outpace new capacity additions



Comment

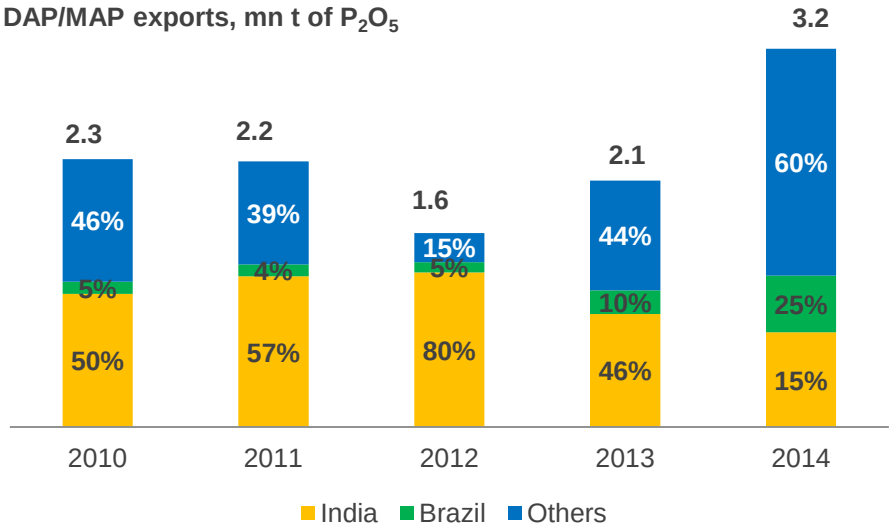
- China accounted for 6% of world phosphate rock resources and 36% of world P_2O_5 consumption
- Chinese population grows with 15 mn babies born annually and net population growth of 6 mn people (equivalent to the population of Belgium). Belgium consumes 3,690 kcal/capita/day and GDP is $US 45 k per capita, compared to 2,990 kcal/capita/day and $US 6 k in China
- Chinese government focus on food security appears in solid P_2O_5 capacity growth, though it will continue at a much slower rate

Source: World bank, IFA, FAO, CRU
Note:(1) data provided for 2012, unless otherwise stated

Chinese exports go to India

China exports a significant part of its p-based fertilizers to India

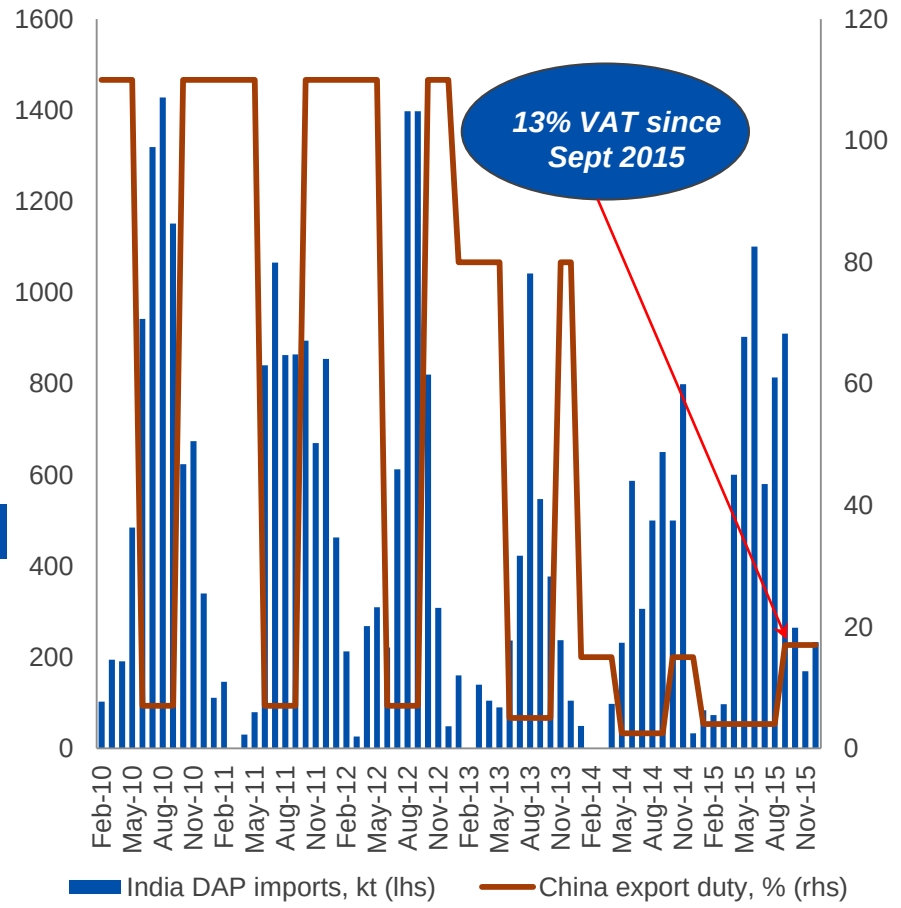
DAP/MAP exports, mn t of P_2O_5



... and India imports correspond with China's "export window"

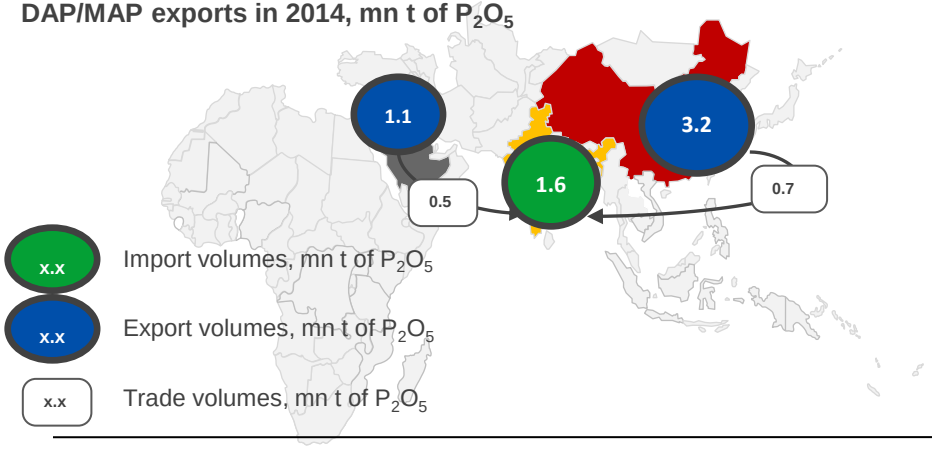
DAP imports, kt

Export duty for DAP, %



Half of exports from China and Ma'aden go to India

DAP/MAP exports in 2014, mn t of P_2O_5

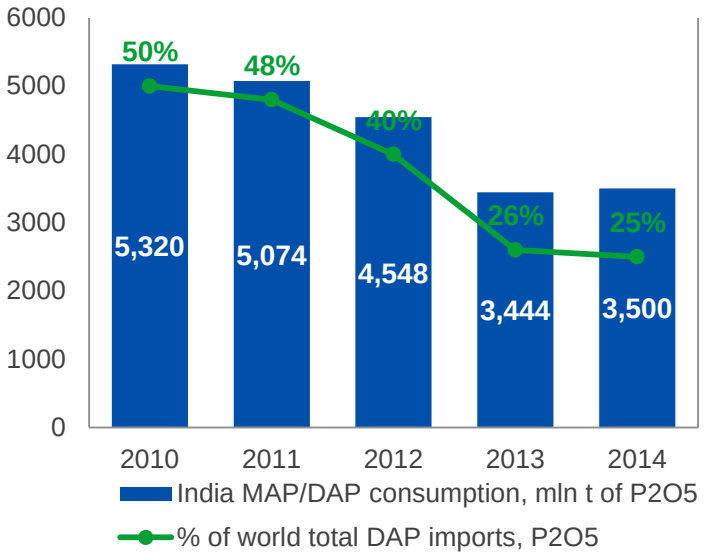


Source: CRU, FAI, IFA

India: key figures(1)

India is the second largest MAP/DAP consumer

and the world largest DAP importer



Rural population and ag production dominate in India

Country	India	China	Brazil	Russia	USA
Employment in agriculture, % of total	**47**	35	15	10	2
Rural population, mn	**852**	636	30	38	59
Rural population, % of total	**68%**	47%	15%	26%	19%
Total population, mn	**1,241**	1,375	197	142	312
Farm Holdings, mn	**138**	201	5	23	2.2
Value added in agriculture, % of GDP	**18**	10	6	4	< 1
Arable land per capita, ha	**0.1**	0.1	0.4	0.8	0.5
Water resources per capita, '000 m^3/cap	**1.6**	2.1	42.2	31.5	9.9
P_2O_5 consumption, mn t	**6.7**	16.7	4.3	0.6	4.0
P_2O_5 consumption, % of world total	**15%**	36%	9%	1%	9%

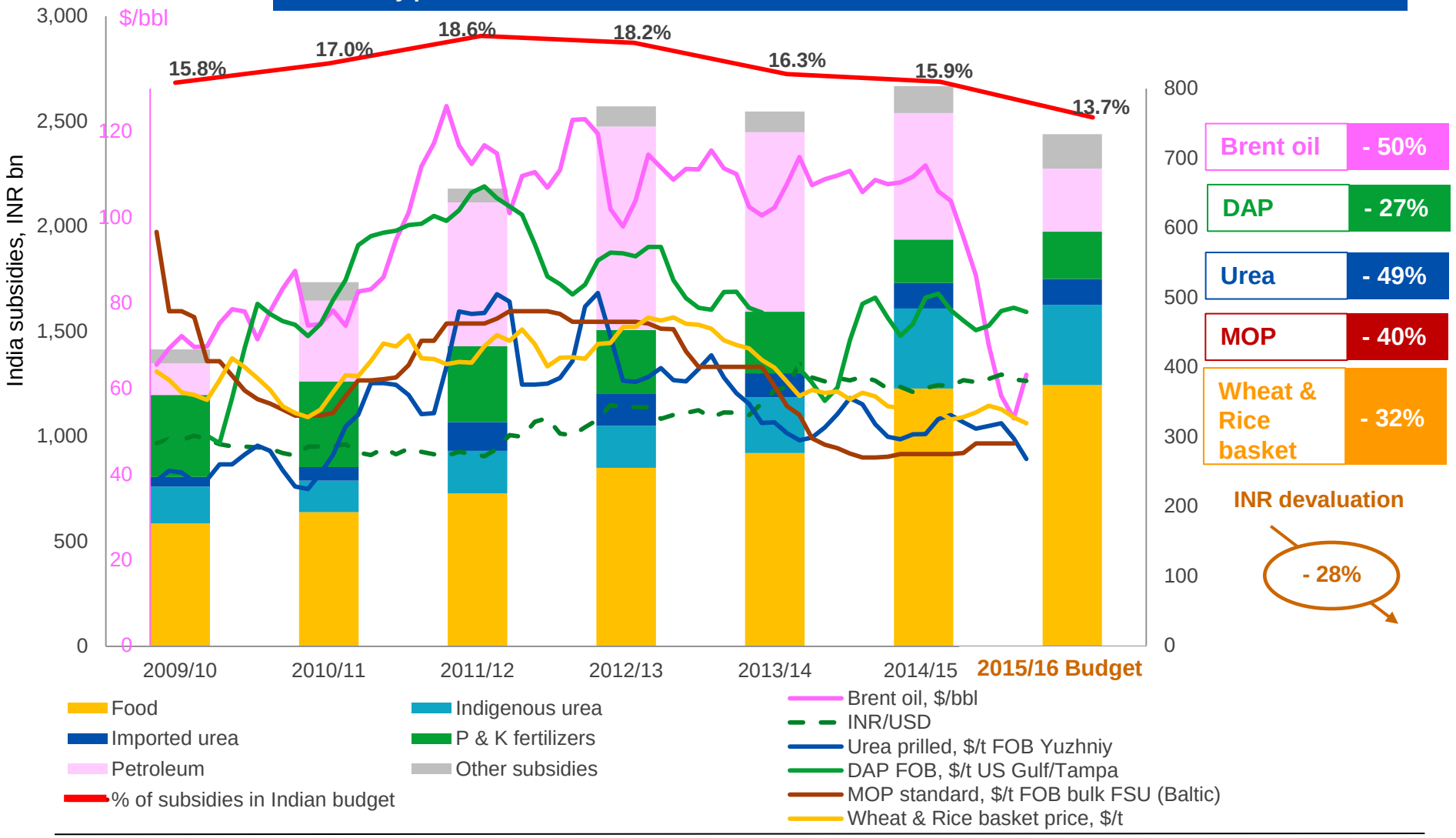
Comment

- India accounted for 0% of world phosphate rock resources and 15% of world P_2O_5 consumption
- 22 mn babies are born annually in India; this is the equivalent of the entire population of Australia. Australia consumes 3,220 kcal/capita/day and GDP is $US 67 k per capita compared to 2,360 kcal/capita/day and GDP of $US 1.5 k in India
- Second largest population in combination with scarcity in phosphate resource make India a major importer of phosphates
- Large number of farm holdings implies their relative small size: limited access to modern farming and agronomic technologies result in imbalanced fertilizer application

Source: World bank, IFA, FAO, CRU, USDA
Note:(1) data provided for 2012, unless otherwise stated

Drop in commodity prices supports budget rebalancing

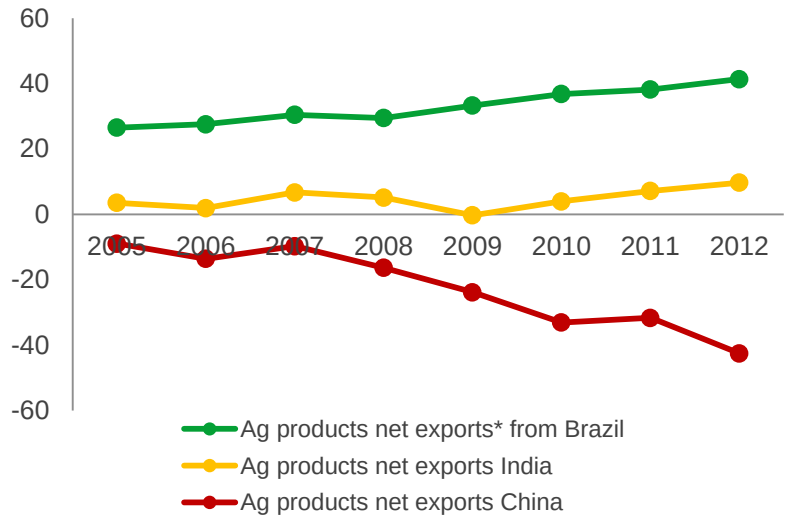
Commodity prices and Indian fertilizer subsidies



Source: CRU Fertilizer Week, Indian government, Capital IQ

Brazil: key figures(1)

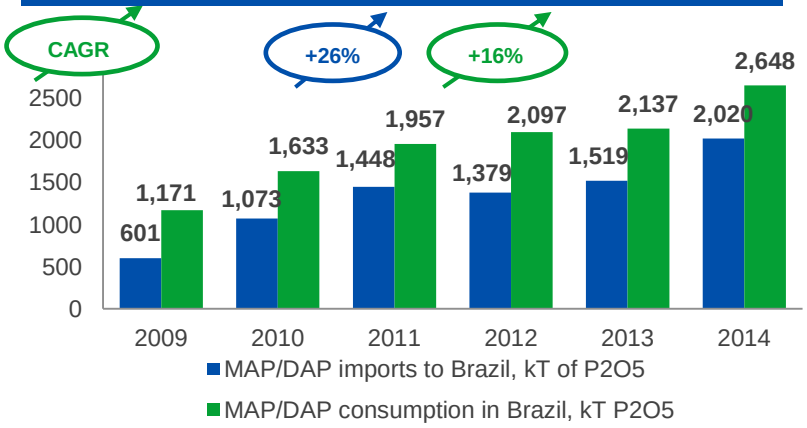
Brazil is the largest ag exporter among developing countries



Brazil is a rising star of world ag production and P consumption

Country	Brazil	China	India	Russia	USA
Employment in agriculture, % of total	**15**	35	47	10	2
Rural population, mn	**30**	636	852	38	59
Rural population, % of total	**15%**	47%	68%	26%	19%
Total population, mn	**197**	1,375	1,241	142	312
Farm Holdings, mn	**5**	201	138	23	2.2
Value added in agriculture, % of GDP	**6**	10	18	4	< 1
Arable land per capita, ha	**0.4**	0.1	0.1	0.8	0.5
Water resources per capita, '000 m^3/cap	**42.2**	2.1	1.6	31.5	9.9
P_2O_5 consumption, mn t	**4.3**	16.7	6.7	0.4	4.0
P_2O_5 consumption, % of world total	**9%**	36%	15%	1%	9%

Growing P consumption is secured by imports



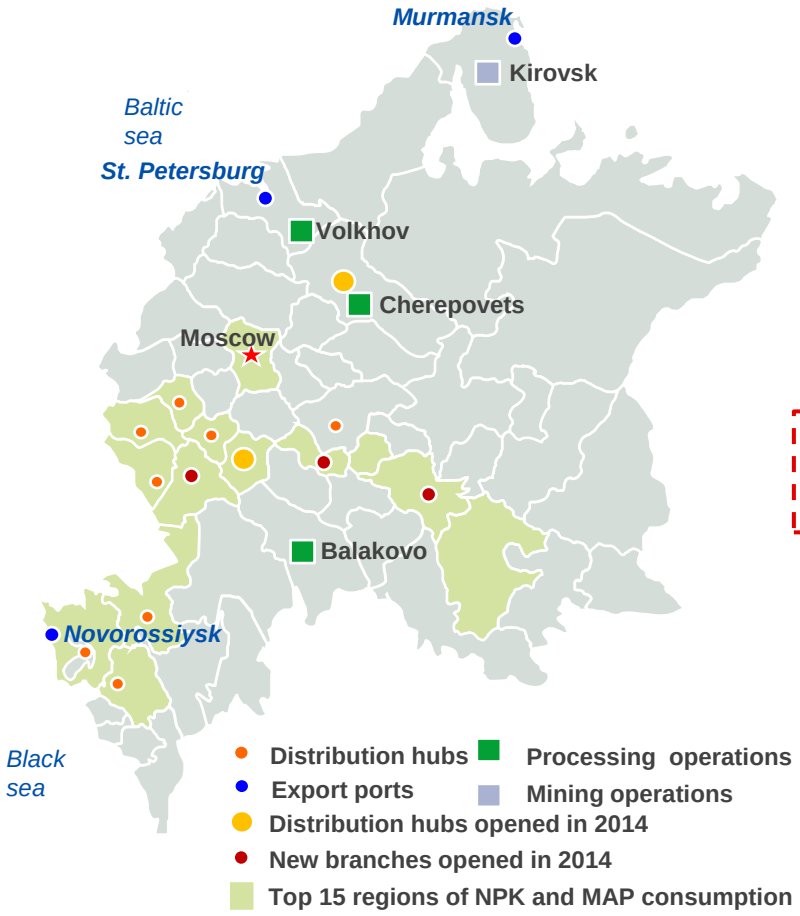
Comment

- Brazil accounted for 0.4% of world phosphate rock resources and 9% of world P_2O_5 consumption
- Agricultural exports are a key driver of Brazil ag production growth

Source: World bank, IFA, FAO, CRU
Note:(1) data provided for 2012, unless otherwise stated
(*) Net export equals ag production exports less ag production imports

Russia: key figures(1)

PhosAgro dominates domestic phosphate market



Russia has abundant ag resources

Country	Russia	China	India	Brazil	USA
Employment in agriculture, % of total	**10**	35	47	15	2
Rural population, mn	**38**	636	852	30	59
Rural population, % of total	**26%**	47%	68%	15%	19%
Total population, mn	**142**	1,375	1,241	197	312
Farm Holdings, mn	**23**	201	138	5	2.2
Value added in agriculture, % of GDP	**4**	10	18	6	< 1
Arable land per capita, ha	**0.8**	0.1	0.1	0.4	0.5
Water resources per capita, '000 m^3/cap	**31.5**	2.1	1.6	42.2	9.9
P_2O_5 consumption, mn t	0.4	16.7	6.7	4.3	4.0
P_2O_5 consumption, % of world total	1%	36%	15%	9%	9%

Comment

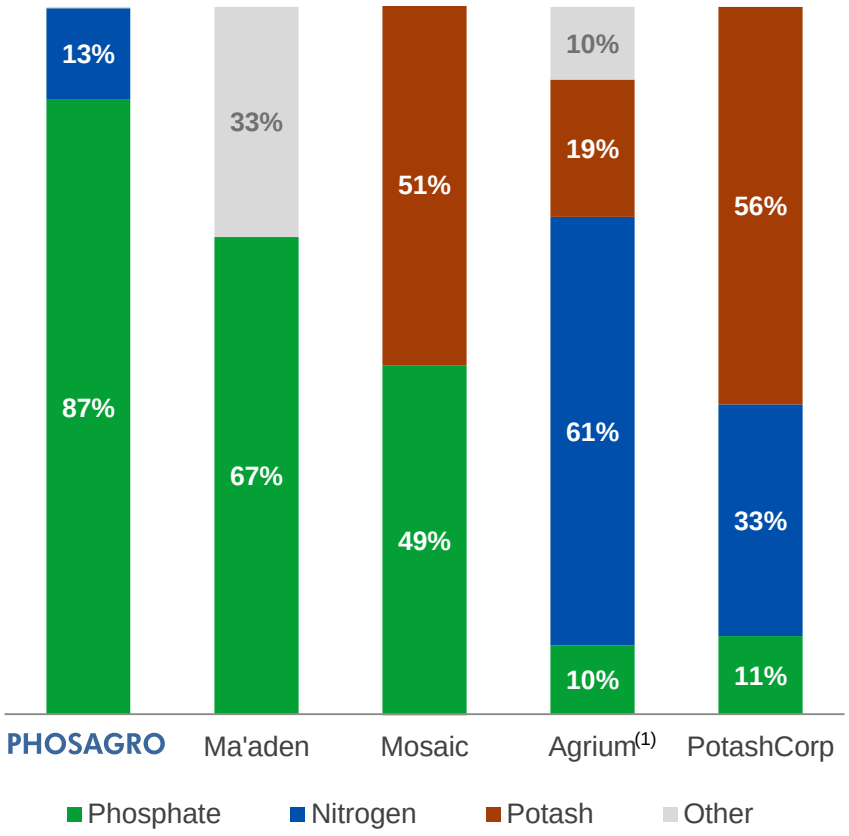
- Russia accounted for 2% of world phosphate rock resources and just 1% of world P_2O_5 consumption
- Ample resources provide a good base for ag production growth

Source: World bank, IFA, FAO, CRU
Note:(1) data provided for 2012, unless otherwise stated

PhosAgro: the only pure play phosphates producer

Gross profit breakdown by segment

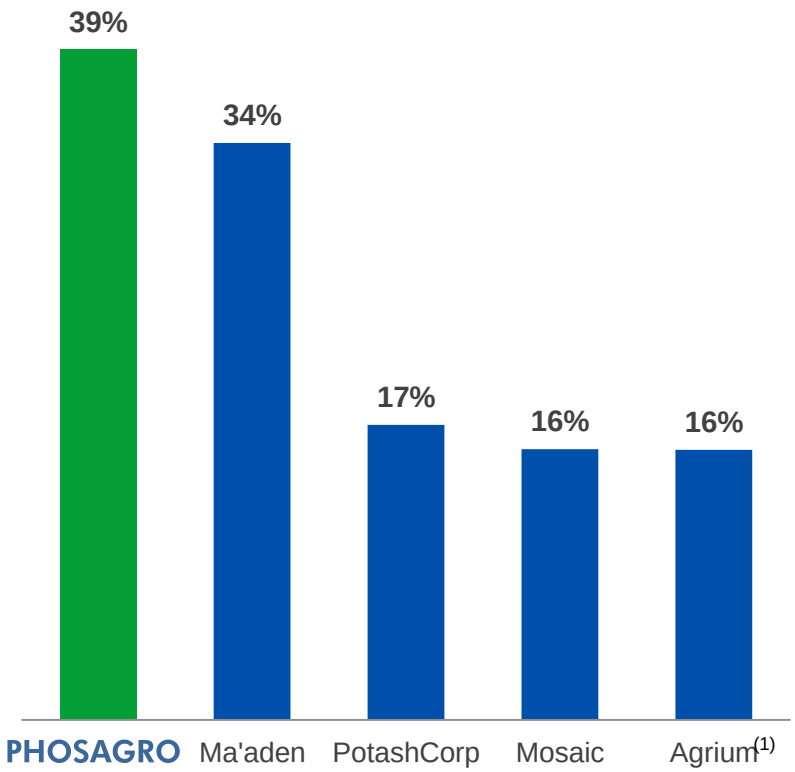
Average gross profit breakdown by segment for 2012-2014



Source: Capital IQ database, companies' reports
Note: (1) Excluding resale, retail and advanced technologies

Phosphate segment gross profit margin

Average gross profit margin of phosphate segment for 2012-2014



Source: Companies' reports
Note: (1) Wholesale

Our production assets

Apatit

Resources[1]

Apatite-nepheline ore: 2,050 mt

Al_2O_3: 283 mn t

REO[2]: 7.5 mn t

Capacity by product

Phosphate rock: 7.5 mn t

Nepheline: 1.7 mn t

Highlights

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

Balakovo branch of Apatit

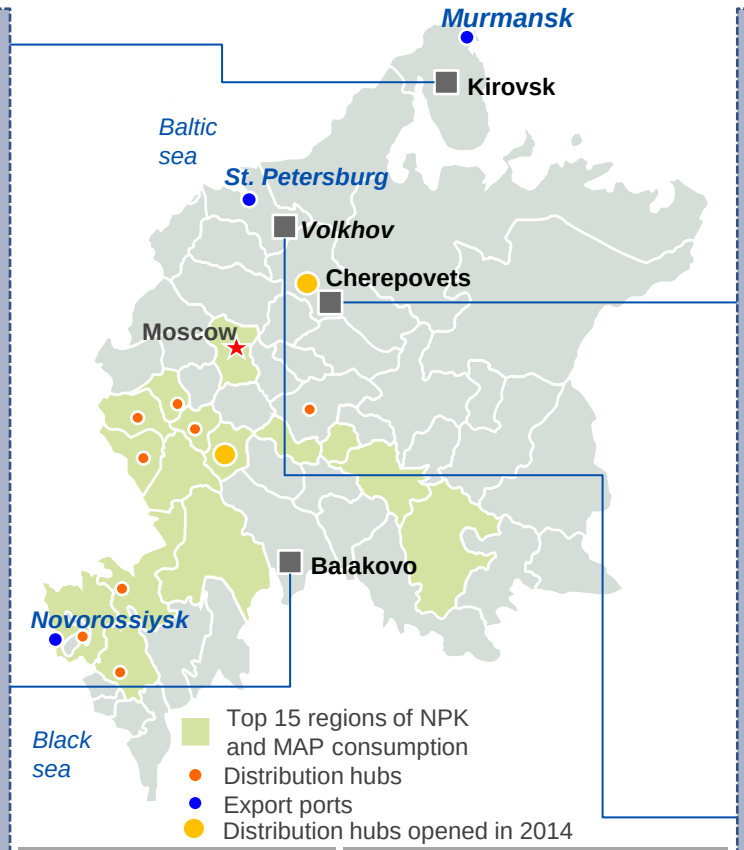
Capacity by product

MAP/DAP/NPS: 1.4 mn t

Feed phosphate (MCP): 270 kt

Highlights

- Leading European producer of feed phosphate MCP
- Only Russian producer of MCP



PhosAgro-Trans (Transportation)

- Operates around 7,000 railcars, of which the majority are mineral hoppers

PhosAgro-Region (Domestic distribution)

- Owns and operates eight distribution centres in Russia located in proximity to major agricultural regions of Russia
- Largest distributor in Russia

PhosAgro-Cherepovets

Capacity by product

MAP/DAP/NPK/NPS: 3.5 mn t

Ammonia: 1,186 kt

AN/AN-based: 450 kt

Urea: 980kt

APP: 140 kt

AlF_3: 35kt

Highlights

- Largest standalone phosphate fertilizers producer in Europe
- Largest standalone producer of sulphuric and phosphoric acids in Europe
- One of the largest standalone producers of urea, ammonia, AN/AN-based fertilizers in Russia

Metachem

Capacity by product

Sulphuric acid: 215 kt

Phosphoric acid: 80 kt of P_2O_5

PKS: 100 kt

Sulphate of potash (SOP): 80 kt

Sodium tripolyphosphate (STPP): 130 kt

Highlights

- Unique SOP granulating technology in Russia
- Close proximity to St. Petersburg sea port

Source: PhosAgro (capacity as of December 31, 2015), CRU, European Commission

Note: (1) Measured and indicated, PhosAgro, IMC, JORC report June 2011

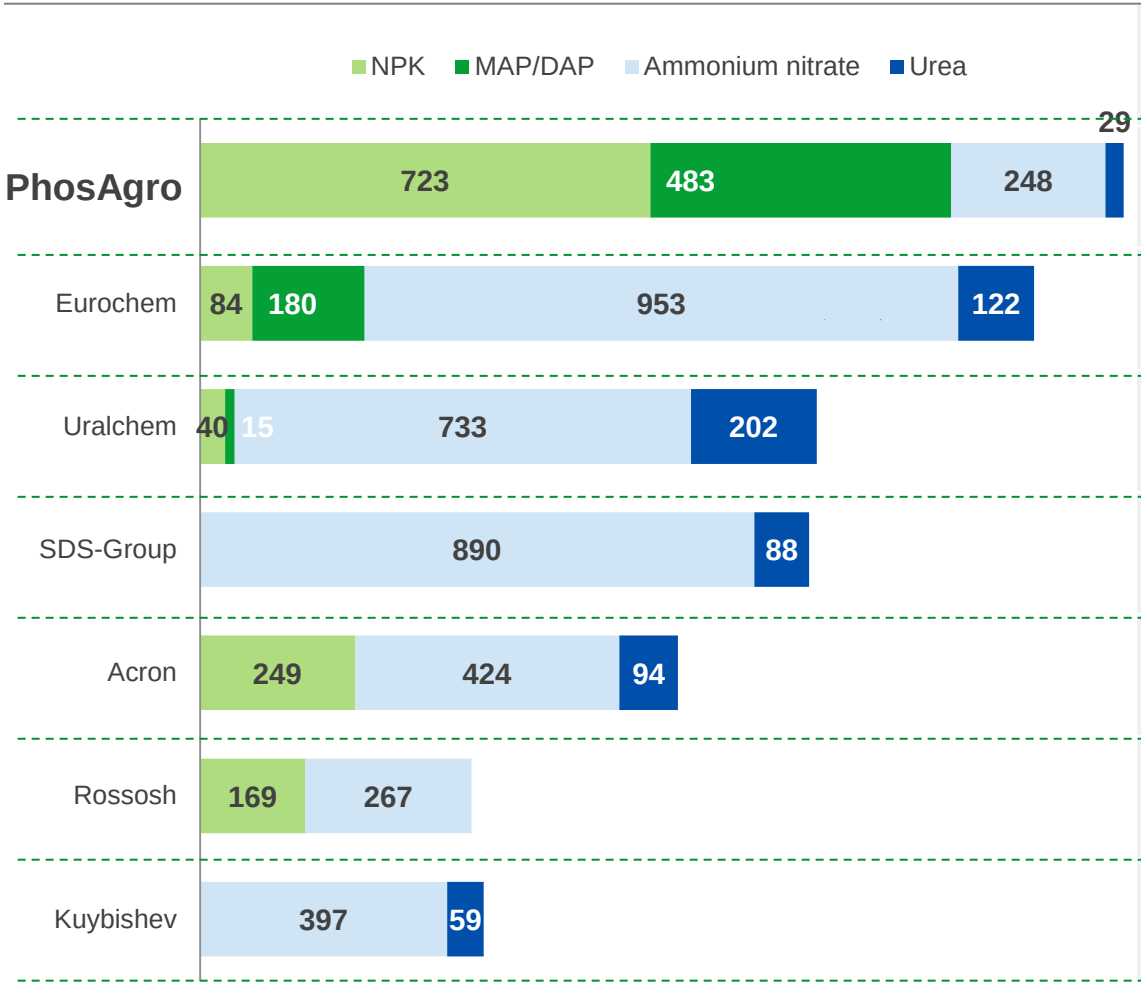
(2) Rare earth oxides

(3) Defined as phosphate rock with P_2O_5 content over 35.7%

PhosAgro became the #1 overall supplier of fertilizers to the Russian market in 2014, and continues to grow its market share

Fertilizers sales in Russia, 2014

kt



Market share

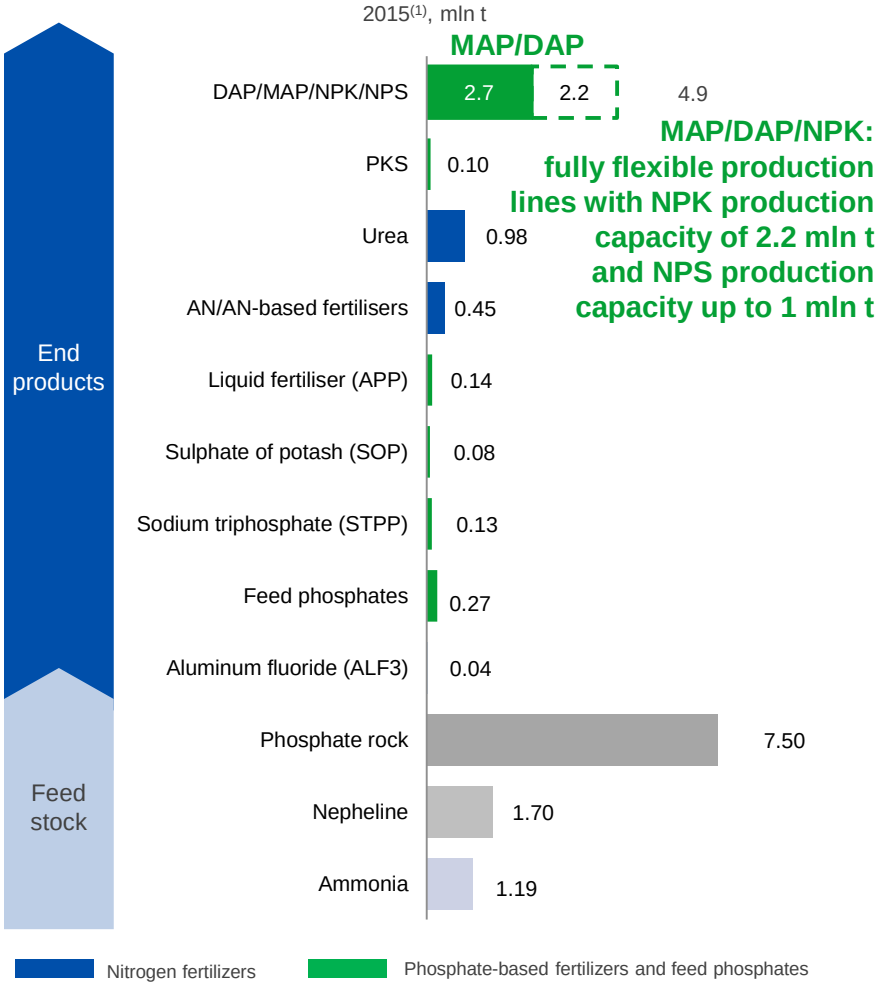
Percent

	Total	2014	2013	2012
PhosAgro	1483	20%	18%	15%
Eurochem	1339	18%	17%	17%
Uralchem	990	14%	12%	16%
SDS-Group	978	13%	14%	14%
Acron	768	10%	15%	13%
Rossosh	436	6%	6%	8%
Kuybishev	455	6%	7%	6%

Source: RAPU – Russian association of fertilizer producers

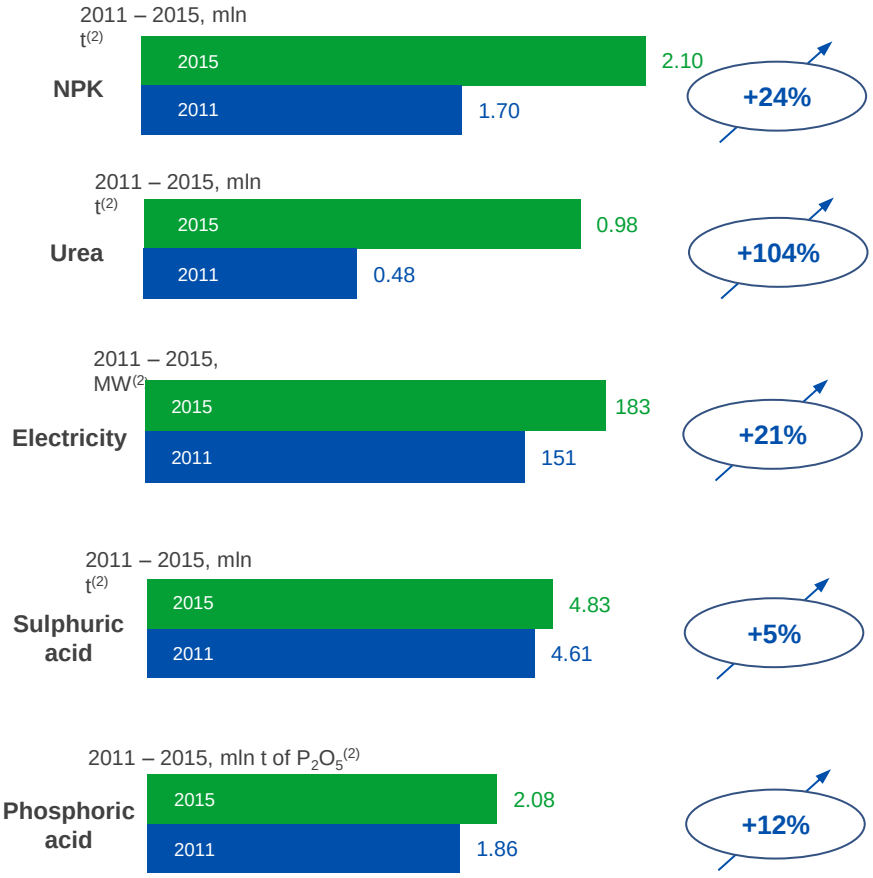
Flexible production capacity

PhosAgro production capacities



Source: PhosAgro

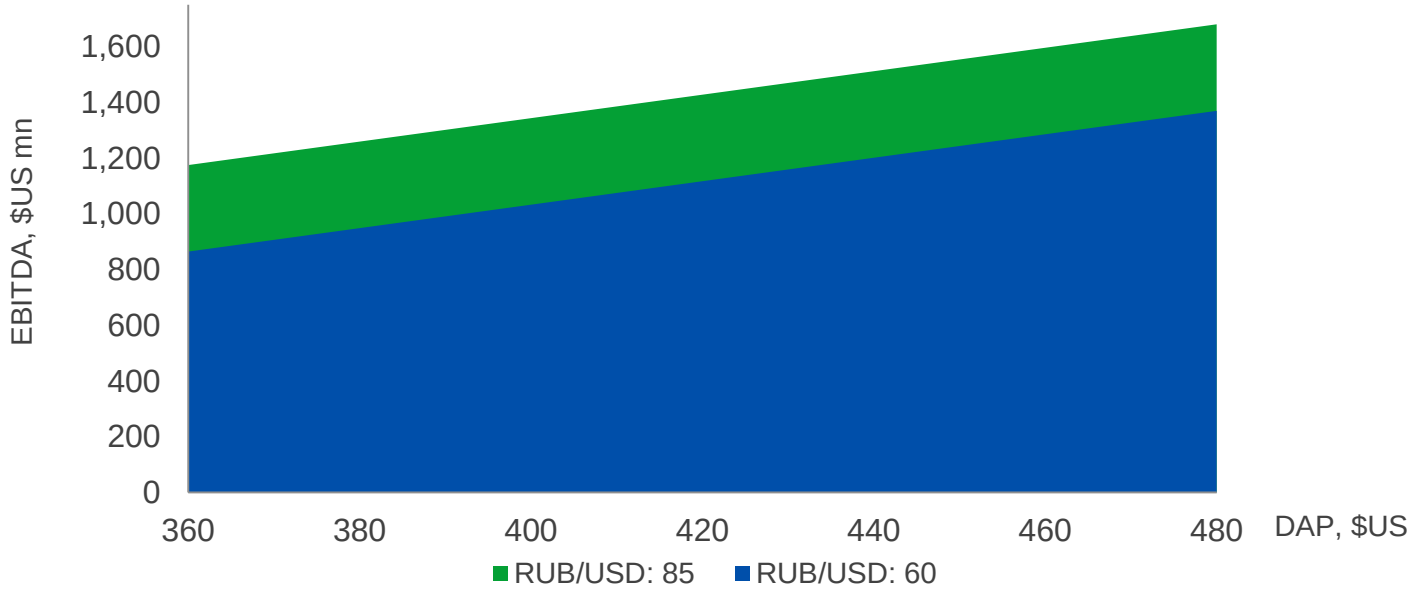
Capacity growth 2011-2015



Source: PhosAgro

Note: (1) production capacities as of 31 December 2015
(2) as of 31 December 2011 and 31 December 2015

RUB devaluation: EBITDA sensitivity(1)



in mln USD		2016F DAP FOB Baltic price, $/tonne						
		360	380	400	420	440	460	480
RUB/USD exchange rate	60	864	949	1,033	1,117	1,201	1,285	1,370
	65	946	1,030	1,114	1,198	1,282	1,367	1,451
	70	1,015	1,099	1,184	1,268	1,352	1,436	1,520
	75	1,076	1,160	1,244	1,328	1,412	1,497	1,581
	80	1,128	**1,213**	1,297	1,381	1,465	1,549	1,634
	85	1,175	1,259	1,343	1,428	1,512	1,596	1,680

Source: PhosAgro
Note: (1) EBITDA estimations are based on January 2016 feedstock prices (ammonia, sulphur and potash)

Consolidated income statement

(USD in millions)	2012	2013	2014	9M 2014	9M 2015
Revenues	**3 387**	**3 283**	**3 205**	**2 452**	**2 401**
Cost of Sales	(1 934)	(2 140)	(1 791)	(1 402)	(1 053)
Gross Profit	**1 453**	**1 144**	**1 413**	**1 049**	**1 347**
Selling, General & Administration	(462)	(594)	(591)	(464)	(395)
Other Income (Expense)	(85)	(43)	(52)	(27)	(4)
Operating Profit	**906**	**507**	**770**	**558**	**948**
Financial Income (Costs)	98	(192)	(1 172)	(324)	(274)
Profit Before Taxation	**1 004**	**315**	**(402)**	**234**	**674**
Income Tax Expense	(216)	(55)	53	(57)	(142)
Profit from discontinued operations, net of tax	-	9	-	(7)	0
Profit for the Period	**788**	**269**	**(349)**	**170**	**532**
Margin	*23%*	*8%*	*-11%*	*7%*	*22%*
EBITDA Calculation					
Operating Profit	**906**	**507**	**770**	**558**	**948**
D&A and impairment	210	245	209	170	112
EBITDA	**1 116**	**752**	**979**	**728**	**1 060**
Margin	*33%*	*23%*	*31%*	*30%*	*44%*

Source: IFRS (convenience translation)

Note: The national currency of the Russian Federation is the Russian Rouble ("RUB"), which is the Company's functional currency. Profit and loss items for reporting period were translated into USD translated at the average exchange rate of RUB: 31.09 (2012), 31.85 (2013), 38.42 (2014), 35.39 (9M2014), 59.28 (9M2015)

Consolidated balance sheet

(USD in millions)	2012	2013	2014	9M2015
Cash and Equivalents	318	348	545	385
Accounts Receivable	416	20	338	310
Inventory	406	2	223	214
Other Current Assets	40	700	82	59
Total Current Assets	**1 181**	**1 070**	**1 188**	**967**
Net Property, Plant & Equipment	2 190	2 320	1 530	1 630
Intangible Assets	18	19	10	9
Investments in Associates	317	259	231	223
Other Long-Term Assets	101	189	234	250
Total Non-Current Assets	**2 626**	**2 787**	**2 005**	**2 111**
Total Assets	**3 807**	**3 857**	**3 193**	**3 079**
Accounts Payable	430	303	283	224
Loans and borrowings	725	403	548	389
Derivative financial liabilities	-	-	24	-
Total Current Liabilities	**1 155**	**706**	**855**	**613**
Loans and borrowings	476	121	1 653	1 471
Defined benefit obligations	41	30	8	8
Deferred tax liabilities	98	101	38	64
Total Non-Current Liabilities	**615**	**1 339**	**1 699**	**1 543**
Total Liabilities	**1 770**	**2 045**	**2 554**	**2 156**
Equity attributable to Parent shareholders	1 629	1 720	637	920
Equity attributable to non-controlling interests	408	9	3	2
Total Liabilities & Equity	**3 807**	**3 857**	**3 193**	**3 079**

Source: PhosAgro IFRS (convenience translation)
Note: The national currency of the Russian Federation is the Russian Rouble ("RUB"), which is the Company's functional currency. Assets and liabilities as of the end of reporting period were translated into USD at the closing RUB/USD exchange rate of RUB: 30.37 (2012), 32.73 (2013), 56,26 (2014), 66.24 (9M2015)

Consolidated cash flow statement

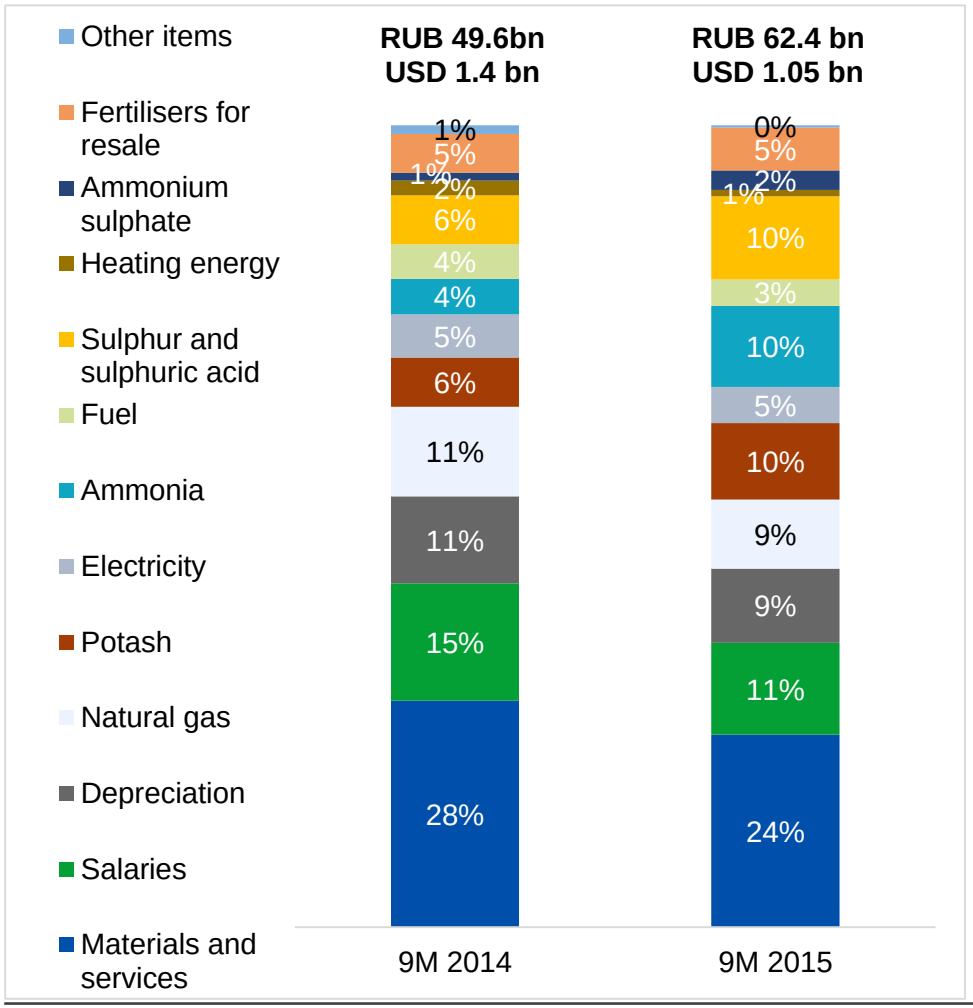
(USD in millions)	2012	2013	2014	9M 2014	9M 2015
Profit before taxation	**1 004**	**315**	**(402)**	**234**	**674**
Depreciation, amortisation + reversal of impairment loss	210	245	209	170	112
Finance Costs	47	71	302	75	77
Finance Income	(67)	(36)	(28)	(18)	(17)
Other	(60)	104	938	259	223
Operating Profit before changes in Working Capital and Provisions	**1 134**	**700**	**1 020**	**720**	**1 069**
(Inc.) Dec. in Trade and other Receivables	(10)	48	(187)	(2)	(25)
(Inc.) Dec. in Inventory	(59)	4	(3)	36	(27)
Inc. (Dec.) in Trade and other Payables	29	(26)	56	(21)	6
(Inc.) Dec. in Net Working Capital	**(40)**	**26**	**(134)**	**14**	**(46)**
Cash flows from operations before income taxes and interest paid	**1 094**	**726**	**886**	**734**	**1 023**
Income tax paid	(229)	(103)	(100)	(83)	(86)
Finance costs paid	(46)	(60)	(70)	(45)	(79)
Cash Flow From Operating activities	**819**	**563**	**716**	**606**	**858**
Loans repaid/(issued)	(5)	25	(24)	(14)	4
Acquisition of property, plant and equipment	(430)	(559)	(535)	(339)	(514)
Acquisition of investments	(1)	-	-	-	-
Other	31	44	32	20	13
Cash Flows used in Investing Activities	**(404)**	**(490)**	**(526)**	**(332)**	**(497)**
Proceeds from borrowings	687	1 493	1 859	886	522
Repayment of borrowings	(513)	(1 161)	(1 123)	(592)	(782)
Dividends paid	(394)	(236)	(149)	(75)	(181)
Other	(425)	(208)	(368)	(189)	(54)
Cash Flows used in Financing Activities	**(644)**	**(111)**	**219**	**30**	**(495)**
Net decrease/increase in Cash and Equivalents	**(229)**	**(38)**	**409**	**304**	**(134)**
Cash and Equivalents at beginning of the year/period	526	318	348	348	545
Effect of exchange rate fluctuations	14	16	157	25	46
Forex in cash	7	52	(368)	(154)	(73)
Cash and Equivalents at the end of the year/period	**318**	**348**	**545**	**523**	**385**

Source: IFRS (convenience translation)

Note: The national currency of the Russian Federation is the Russian Rouble ("RUB"), which is the Company's functional currency. Cash flow items for reporting period were translated into USD translated at the average exchange rate of RUB: 31.09 (2012), 31.85 (2013), 38.42 (2014), 35.39 (9M2014), 59.28 (9M2015)

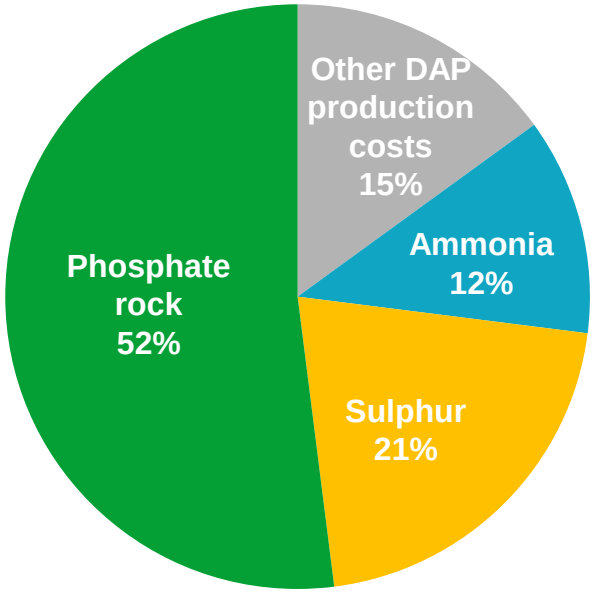
9M 2015 Cost of goods sold

Cost of Goods Sold



DAP production cash cost breakdown

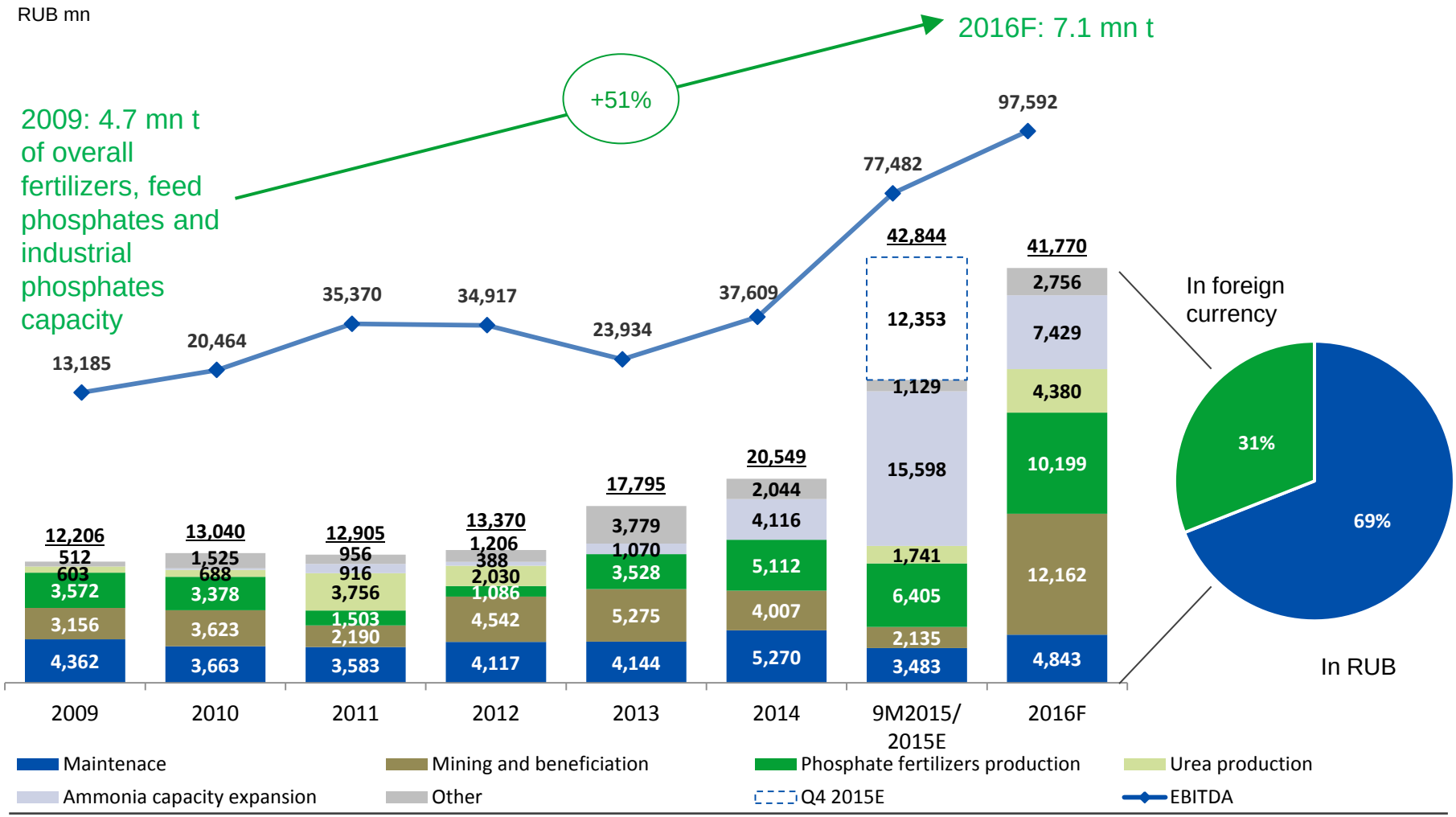
ExW, US$, 9M2015



Source: PhosAgro
RUB/USD rates: 9M2015: 59.2777; 9M2014: 35.3878
(1) Phosphate-based fertilizers, MCP, STPP and nitrogen fertilizers

2009-2016 Cash Flow for CAPEX

Continuous CAPEX provides visible capacity growth and higher operating efficiency



Source: PhosAgro

Note: Applied average RUB/$US exchange rate for Y2016: 67.40

Dividend history

Dividends

Post-IPO dividends	per share, RUB	per GDR, RUB	per GDR, US$
2011 April-December	57.50	19.17	0.61
2012	82.90	27.63	0.88
2013	34.75	11.58	0.35
2014	45.00	14,97	0,29
1Q2015	48.00	16.00	0.31
2Q2015	57.00	19.00	0.29
3Q2015	63.00	21.00	0.32
Subtotal for 2015	168.00	56.00	0.92

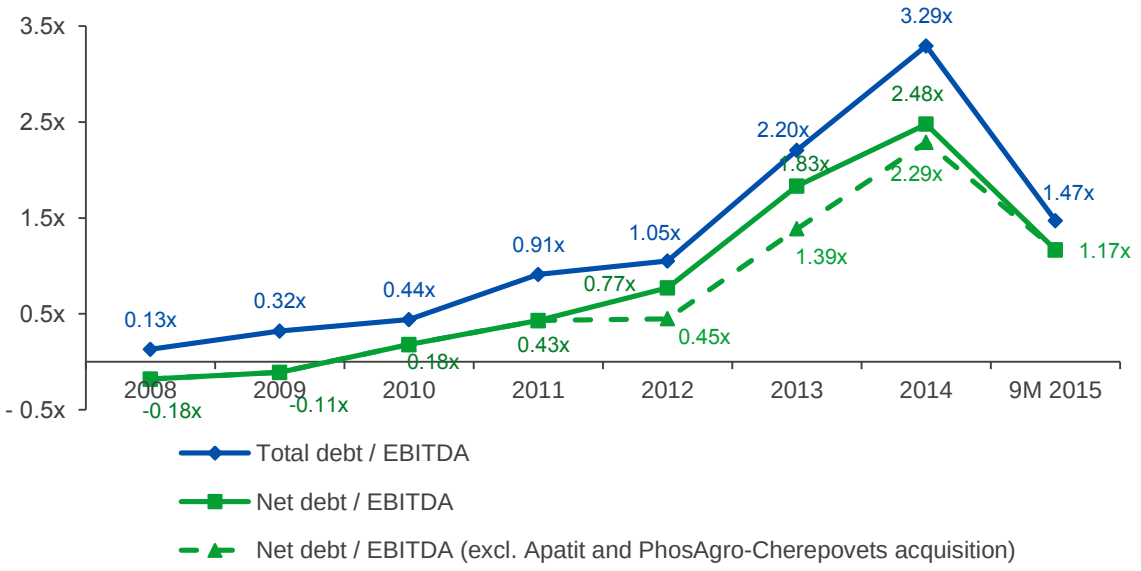
Total paid

Post-IPO dividends paid	Dividends, RUB bln	Net profit attributable to PhosAgro shareholders, RUB bln	Payout ratio, %
2011 (April-December)	7.2	14.6	49%
2012	10.4	21.3	49%
2013	4.5	7.6	59%
2014	7.8	13.6	57%
1H2015	13.6	27.7	49%
Total	**43.5**	**84.8**	**51%**

Source: PhosAgro
Note: (*) - for recommended dividend for 3Q 2015 per GDR applied USD/RUB exchange rate 66.6343 (as of 16.11.2015)

Overview of debt

Total debt and net debt / annualised EBITDA



Public debt

Eurobonds issued on February 2013 (LPN)

Issue size			$US 500 mln
Corporate ratings	Ba1 Moody's	BBB- S&P	BB+ Fitch
Tenor			5 years
Coupon frequency			Semi annually
Spread			mid swaps+ 320 bps; UST + 335.8 bps
Coupon rate			4.204%
Maturity Date			02/13/2018

Comment

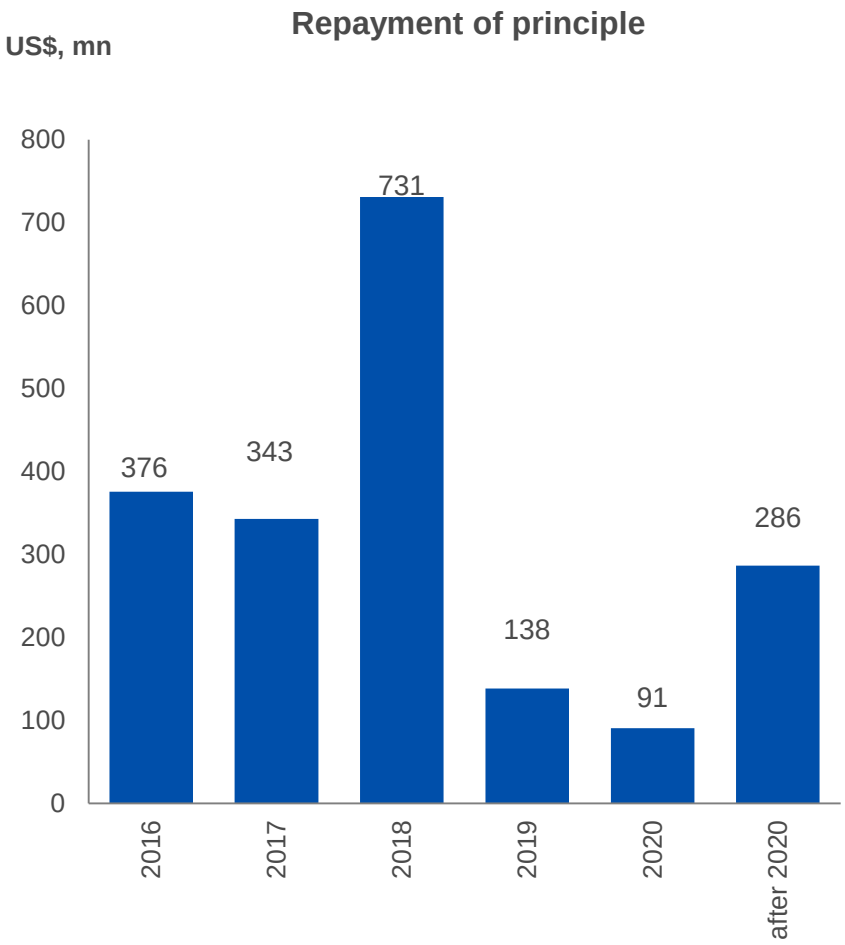
PhosAgro carefully manages its balance sheet and cost of financing for all current initiatives, including both the consolidation of subsidiaries and growth projects

- The Company's net debt to EBITDA ratio decreased to 1.17x as of 30 September 2015, from 2.48x as of 31 December 2014.
- Net debt at 30 September 2015 stood at RUB 97.8 billion, up from RUB 93.1 billion at 31 December 2014. Most of the Company's debt is denominated in USD as a natural hedge against primarily USD-denominated sales.
- Fitch Ratings has affirmed the Company's long-term foreign currency Issuer Default Rating (IDR) of BB+/Stable. Standard & Poor's left PhosAgro's BBB-/Negative rating unchanged after that agency's downgrade of the Russian sovereign rating in January 2015, while Moody's Investor Service adjusted the Company's long-term Issuer Rating to Ba1/Negative on 25 February 2015, following its downgrade of the Russian Federation sovereign ceiling

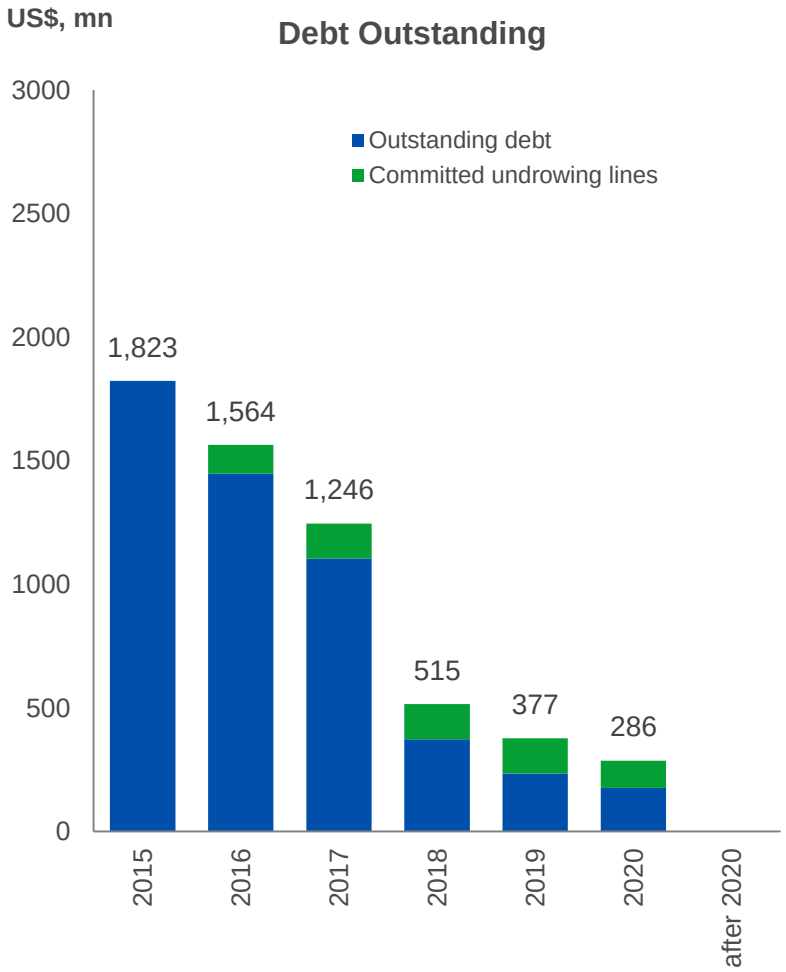
Source: PhosAgro

Debt Maturity Profile(1)

Payment Schedule



Debt Repayment Plan/ Outstanding Debt

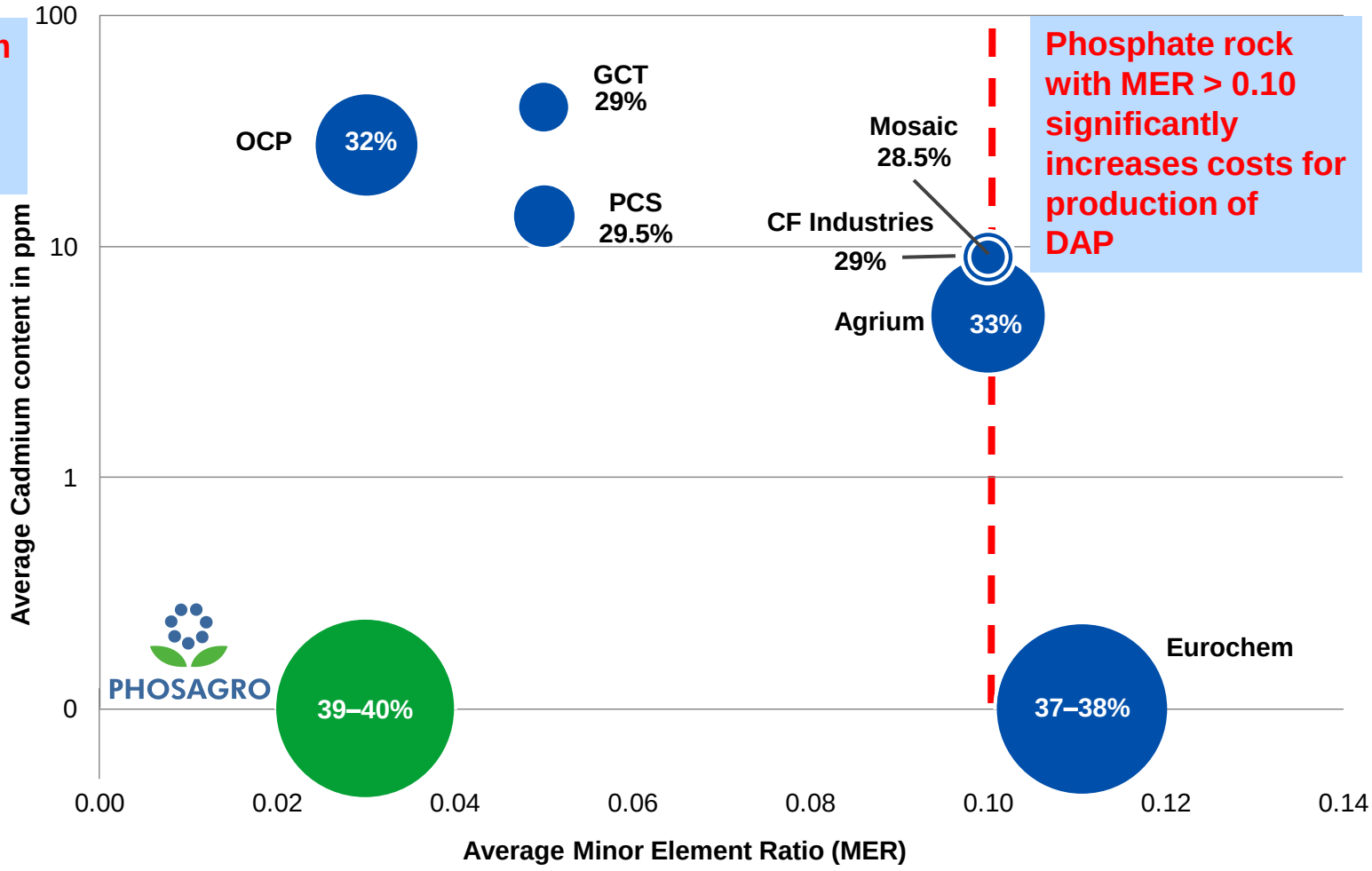


Source: PhosAgro

Note: (1) maturity profile as of December 31, 2015
applied USD/RUB exchange estimate rate: 72.9
applied EUR/RUB exchange estimate rate: 79.7

Control of world's premium phosphate resource base

Higher cadmium content in sedimentary rocks

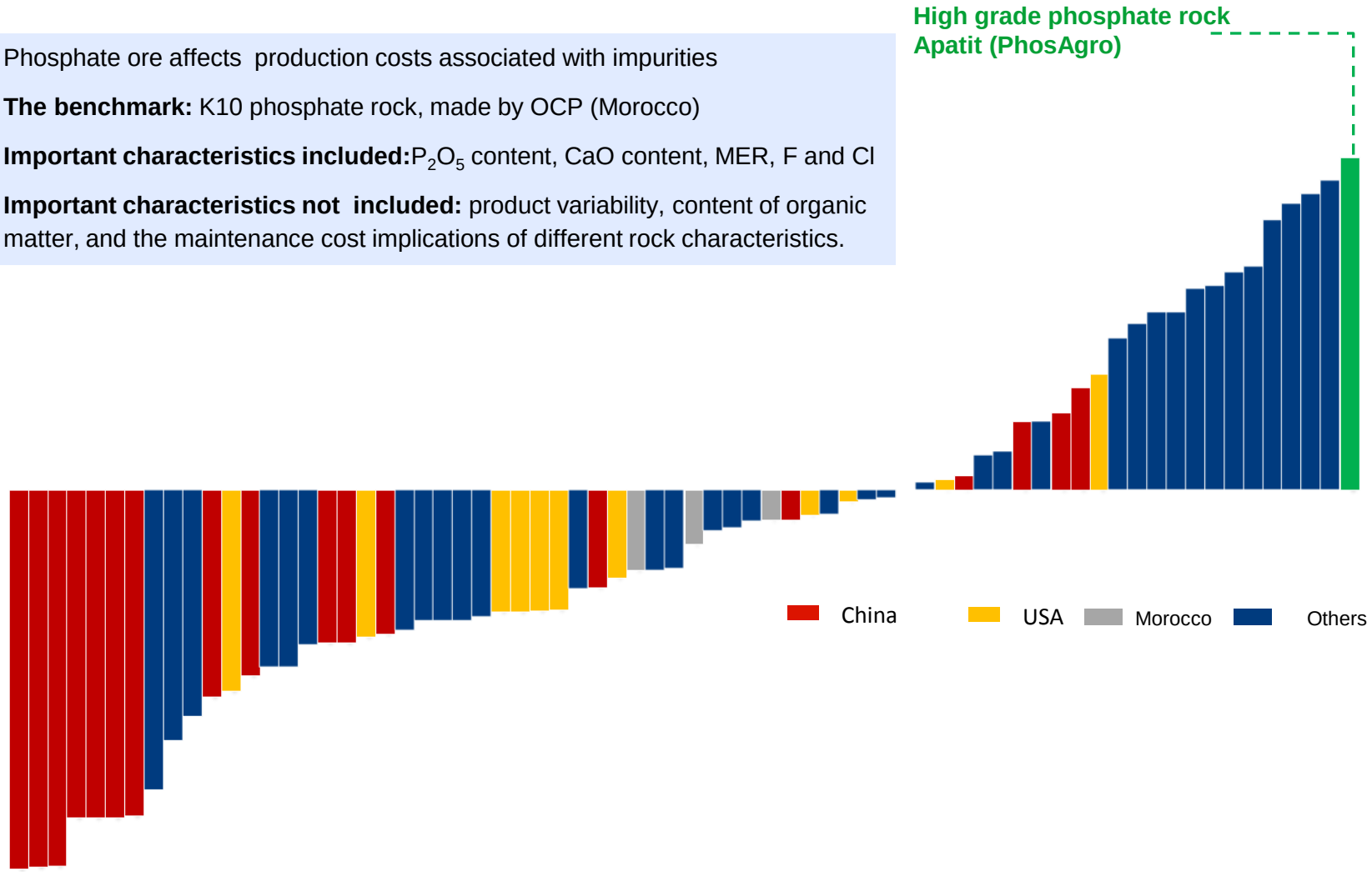


Phosphate rock with MER > 0.10 significantly increases costs for production of DAP

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 fertilizers
Source: FERTECON, PhosAgro, companies' data

Premium/discount to the most affordable Moroccan phosphate rock

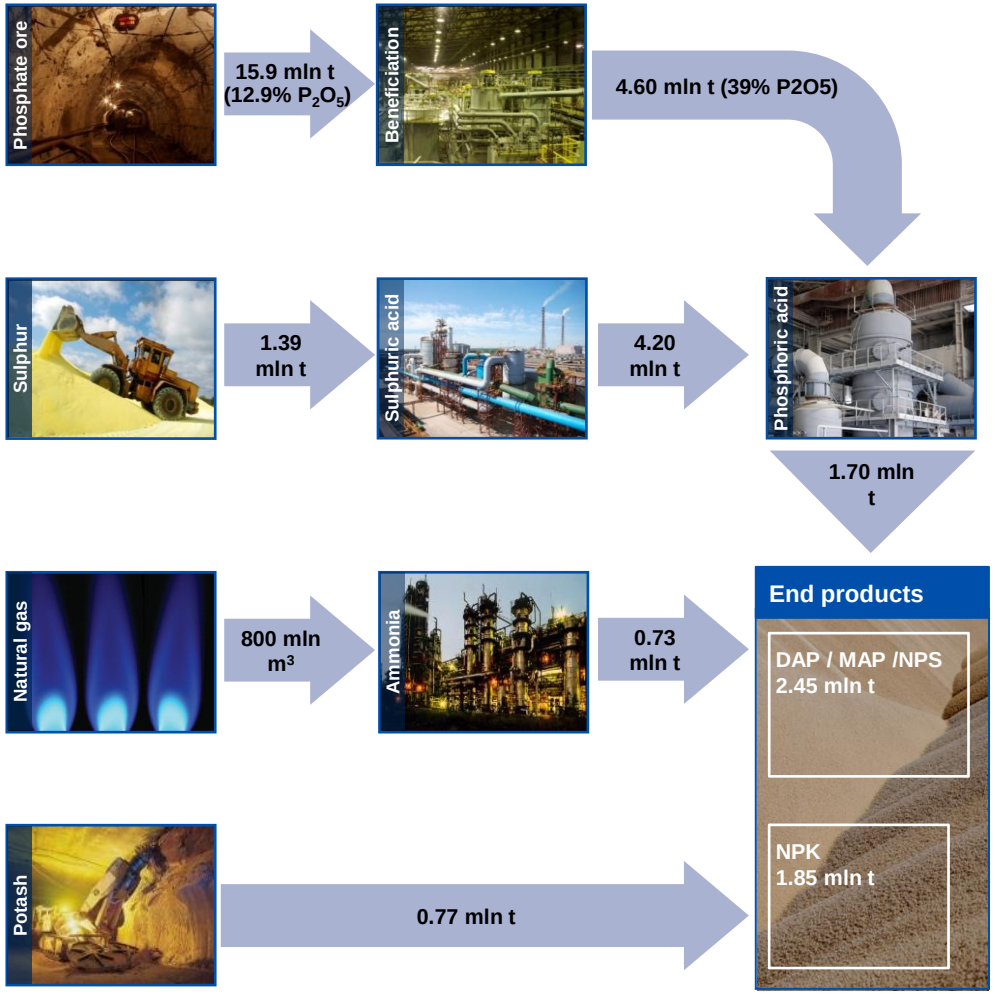
- Phosphate ore affects production costs associated with impurities
- **The benchmark:** K10 phosphate rock, made by OCP (Morocco)
- **Important characteristics included:** P_2O_5 content, CaO content, MER, F and Cl
- **Important characteristics not included:** product variability, content of organic matter, and the maintenance cost implications of different rock characteristics.



Source: CRU 'Phosphate Rock Cost Report' 2014 edition

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

Integrated phosphate-based production model (1)



Replacement cost

	Ma'aden		PHOSAGRO	
Key products	DAP		MAP, DAP, NPK, NPS, Urea, AN	
Production facilities	Capacity, mln t p.a.	**CAPEX, mln $US**	Capacity, mln t p.a.	**Replacement cost, mln $US**
Mining and beneficiation	5.0	**1,330**	7.8	**2,697**
Sulphuric acid	4.7	**620**	4.8	**642**
Phosphoric acid	1.5	**523**	1.9	**740**
Ammonia	1.09	**951**	1.15	**1,000**
Phosphate fertilizer	2.9	**486**	4.3	**716**
Nitrogen fertilizer	-	**-**	1.4	**684**
Infrastructure and other		**~ 2,000**		**~ 4,000**
Total		**~ US$ 6 bln**		**~ US$ 10 bln**
Current capitalization				**US$ 4.6 bln(2)**

Ma'aden – total est. CAPEX(3): US$ 6 bln

Construction period: 6 years +

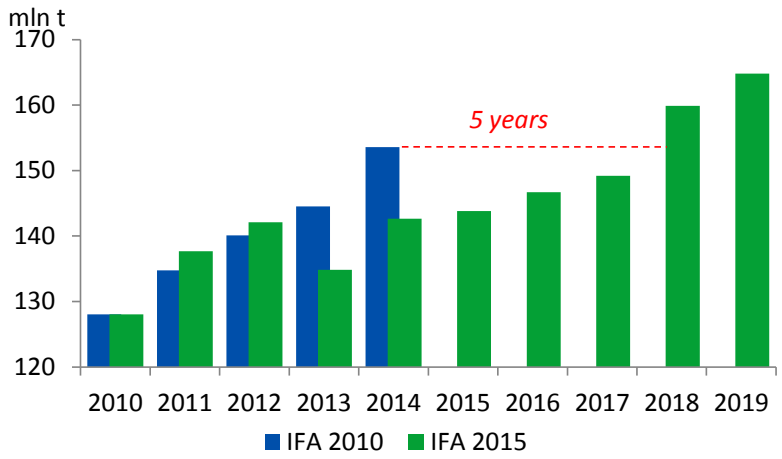
Over US$ 2,000/tonne

Source: PhosAgro, Maaden, Fertecon, Integer, Reuter

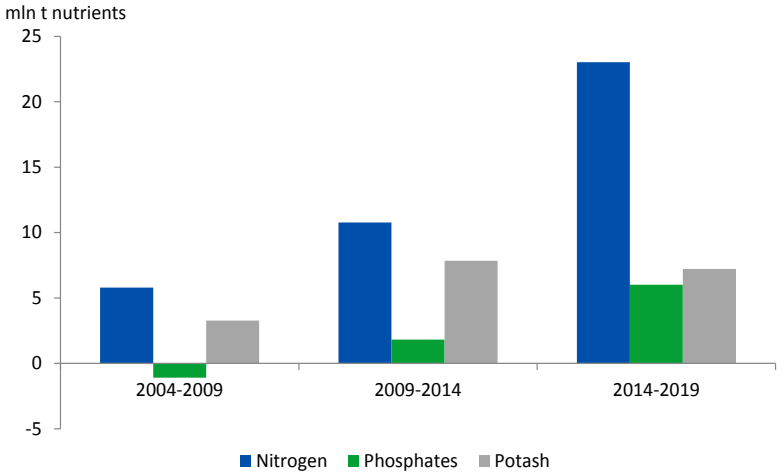
Note: (1) Based on PhosAgro's consumption ratios
(2) Bloomberg, as of April 2014
(3) CAPEX for the Phosphate Project

Commissioning phosphate rock and phosphoric acid capacities

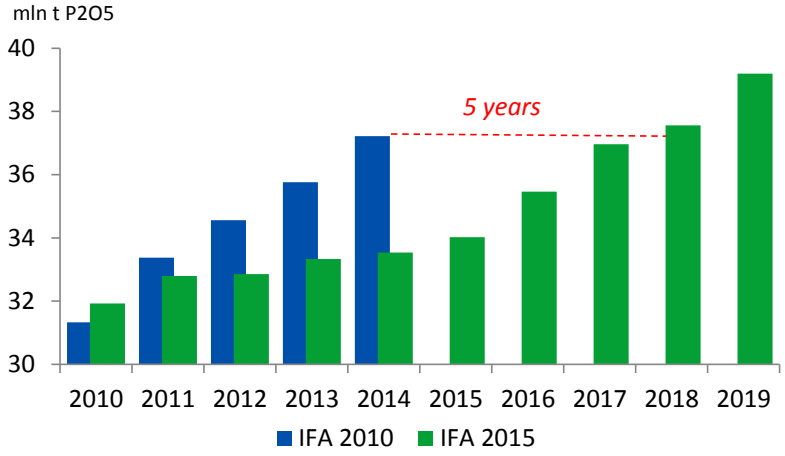
Delays in addition of new phosphate rock capacities (excl. China)



Changes in world fertilizer capacities (excl. China)



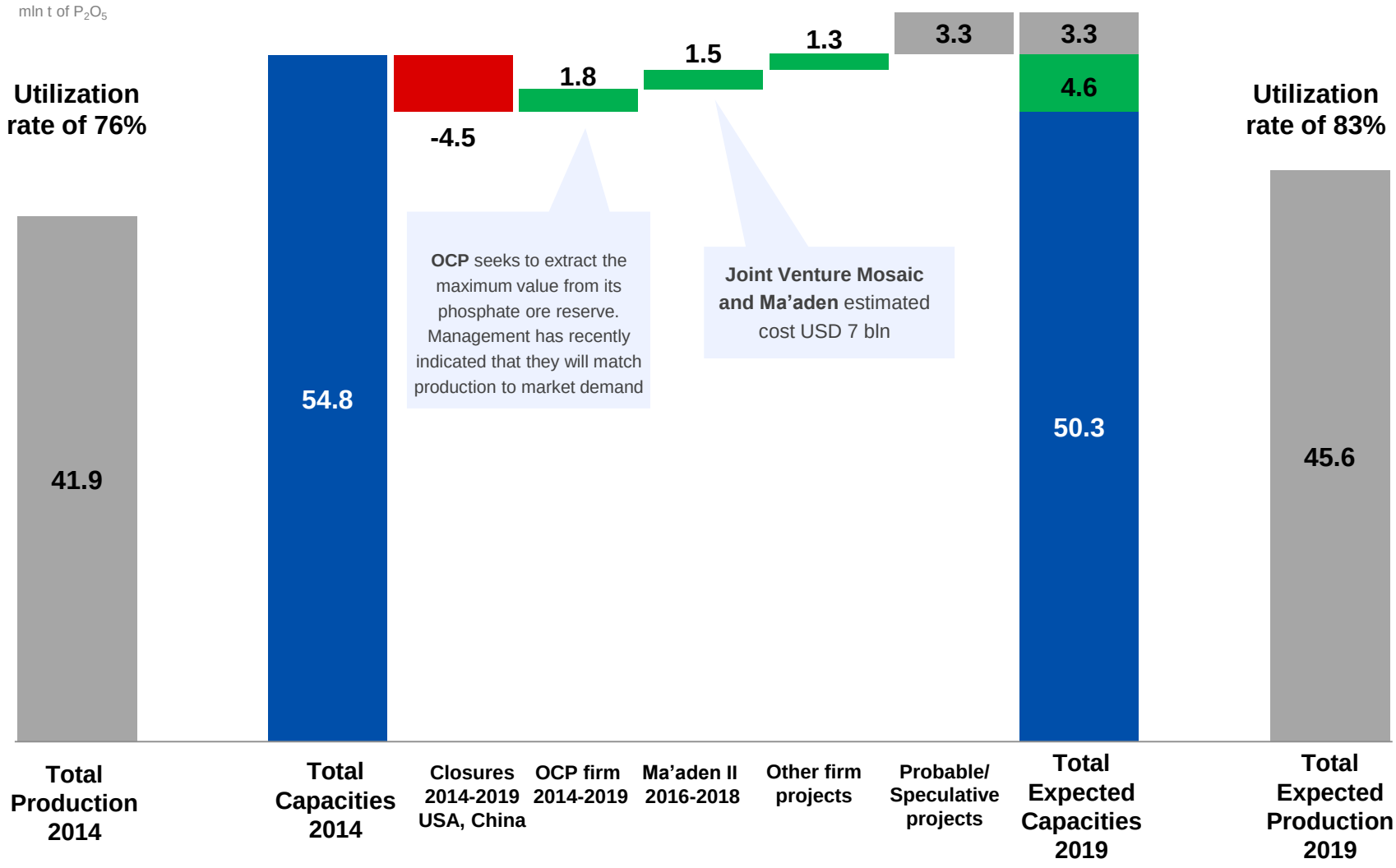
Delays in commissioning phosphoric acid capacities (excl. China)



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

Source: IFA, PhosAgro

Timing and completion of new capacities is uncertain



Source: CRU, companies' data

PHOSAGRO

Thank you!