

# PhosAgro Phosphate-based Fertiliser Sales Up 7.2% for 9M 2012

**Moscow - PhosAgro** (MICEX-RTS, LSE: PHOR), a leading global vertically integrated phosphate-based fertiliser producer, announces its production update for the nine months ended 30 September 2012. The Company increased phosphate-based fertiliser sales volumes for 9M 2012 by 7.2% year-on-year (y-o-y), while production of phosphate-based fertilisers for the same period increased by 6.3% y-o-y.

PhosAgro`s production and sales volumes for 9M 2012 are summarized in the tables below.

<b>Production Volumes by type</b>			
<b>(kmt)</b>	<b>9M 2012</b>	<b>9M 2011</b>	<b>Change y-o-y</b>
Phosphate-based fertilisers	3,217.7	3,025.7	6.3%
Nitrogen-based fertilisers	787.2	697.6	12.8%
Apatit mine and beneficiation plant	6,635.9	6,508.5	2.0%
Other products	5,347.7	5,380.2	(0.6%)

<b>Sales Volumes by type</b>			
<b>(kmt)</b>	<b>9M 2012</b>	<b>9M 2011</b>	<b>Change y-o-y</b>
Phosphate-based fertilisers	3,230.2	3,012.4	7.2%
Nitrogen-based fertilisers	787.8	698.1	12.8%
Apatit mine and beneficiation plant	3,311.7	3,102.0	6.8%
Other products	203.9	259.5	(21.4%)

Commenting on the 9M 2012 production results, PhosAgro CEO Maxim Volkov said: “We continue to successfully execute our strategy of organic growth supported by flexible production and sales of our products. In the first nine months of 2012 we delivered 6.3% and 7.2% year-on-year growth in production and sales, respectively, of phosphate-based fertilisers, while also increasing production and sales volumes of nitrogen-based fertilisers and mining products. We maintained full utilisation of our production capacities during the first nine months of the year. Going forward, we will remain focused on further implementing our strategy, as well as on increasing the efficiency of our operations.”

The table below provides a breakdown of production volumes by major product for 9M 2012:

<b>Production Volumes</b>			
<b>(kmt)</b>	<b>9M 2012</b>	<b>9M 2011</b>	<b>Change y-o-y</b>
<i>Apatit mine and beneficiation plant</i>			
Phosphate rock	5,846.8	5,762.2	1.5%
Nepheline concentrate	789.1	746.3	5.7%
<i>Phosphate-based fertilisers</i>			
DAP/MAP	1,530.3	1,916.1	(20.1%)

NPK	1,256.9	831.6	51.1%
NPS	207.8	64.3	223.2%
APP	41.4	44.7	(7.4%)
MCP	181.3	168.9	7.3%
<i>Nitrogen-based fertilisers</i>			
AN	241.3	356.4	(32.3%)
NP	65.1	0.0	-
Urea	480.8	341.2	40.9%
<i>Other products</i>			
AlF3	19.5	18.0	8.3%
Ammonia	823.6	799.6	3.0%
Phosphoric acid	1,209.3	1,275.2	(5.2%)
Sulphuric acid	3,295.3	3,287.4	0.2%

The table below provides a breakdown of sales volumes by major product for 9M 2012:

<b>Sales Volumes</b>			
<b>(kmt)</b>	<b>9M 2012</b>	<b>9M 2011</b>	<b>Change y-o-y</b>
<i>Apatite mine and beneficiation plant</i>			
Phosphate rock	2,534.0	2,351.3	7.8%
Nepheline concentrate	777.7	750.7	3.6%
<i>Phosphate-based fertilisers</i>			
DAP/MAP	1,517.6	1,937.0	(21.7%)
NPK	1,283.0	803.8	59.6%
NPS	209.7	64.6	224.6%
APP	34.3	37.3	(8.0%)
MCP	185.6	169.7	9.4%
<i>Nitrogen-based fertilisers</i>			
AN	249.8	340.7	(26.7%)
NP	49.9	0.0	-
Urea	488.1	357.4	36.6%
<i>Other products</i>			
AlF3	19.5	18.3	6.6%
Ammonia	69.5	117.6	(40.9%)
Phosphoric acid	7.1	9.8	(27.6%)
Sulphuric acid	107.8	113.8	(5.3%)

## Conference Call

On 30 October 2012 at 13:00 London time (17:00 Moscow; 09:00 New York) PhosAgro will host a conference call and webcast to discuss its 9M 2012 operating results.

The call will be held in English with simultaneous translation into Russian on a separate line.

**Participants will be required to tell the operator their preferred language when dialing in.**

English: <http://www.media-server.com/m/p/7jnm2243/lan/en>

Russian: <http://www.media-server.com/m/p/7jnm2243/lan/ru>

## Conference call dial-ins:

+7 499 272 4337 Moscow

**+1 212 999 6659** New York  
**+44 (0) 20 3003 2666** London

Toll Free:

**0808 109 0700** UK  
**1 866 966 5335** USA  
**8 10 8002 490 2044** Russia (Moscow only)

Conference call password: PhosAgro

**For further information please contact:**

*OJSC PhosAgro*

+7 495 231 2747

Irina Evstigneeva, Head of Corporate Finance and Investor Relations

Timur Belov, Press Officer

*M:Communications*

Sam VanDerlip

[vanderlip@mcomgroup.com](mailto:vanderlip@mcomgroup.com)

+44 7920 2356