



**URALCHEM**

| Because everyone  
in the world needs food

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01/10

# About the Group

# Mission



**A world without  
hunger is more  
than just a dream.  
It is our mission.**



**We are a global leader unifying the full spectrum of fertiliser production and innovative agricultural solutions. We are at the forefront of the drive to produce reliable harvests with the capacity to feed people today and for generations to come.**

# Values

The ultimate goal of what we do is to make sure everyone on this planet has access to food to enjoy active and healthy living. For us, this goal is both a great inspiration and an even greater responsibility.

1

To ensure food security, we encourage innovations and think globally.

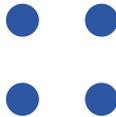
2

To address global issues, we maintain sustainability of our organisation.

3

To be sustainable, we formulate clear rules and develop professionally.

## Sustainability



Our sustainability is ensured by robust processes and informed decisions. To be confident in our future, we systematise work, factor in risks, and share expertise.



## Development



Goals of the Group form the backbone of our development. We grow, adapt to changes, and facilitate development of our environment.



## Cooperation



Results and objectives are achieved through collaborative and respectful relations. We foster a positive team spirit, which is fuelled by mutual trust and support.



## Safety



Safety is our highest priority. No goal can justify a violation of safety requirements or neglect of human health.



# Advantages

Qualified  
personnel

**38,000+** employees

Global  
presence



Modern  
technologies



High  
quality  
products



Flexible  
business model

Large-scale  
investment  
programme

## Uralchem Group

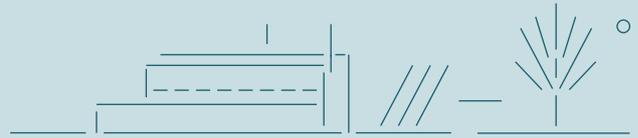
Uralchem Group is a global leader in the production of mineral fertilisers and chemical products

**25** mln tonnes

Combined production capacity



# Assets of Uralchem Group



Uralchem JSC is one of the world's largest producers and exporters of nitrogen and complex fertilisers. Its production assets are located in Russia's Kaliningrad Region, Kirov Region, Moscow Region, and Perm Region.



Uralkali PJSC is one of the world's largest producers and exporters of potash. Its production assets consist of five mines and seven ore treatment plants in Berezniki and Solikamsk (Perm Region, Russia).



Togliattiazot JSC (TOAZ) is one of the world's largest producers of urea, ammonia, and urea formaldehyde concentrate. Its production assets include seven ammonia units and three urea units in Togliatti (Samara Region, Russia).



02/10

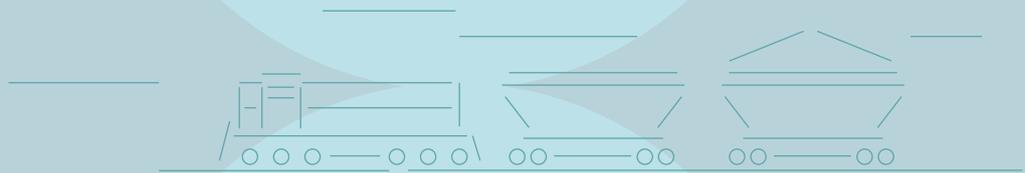
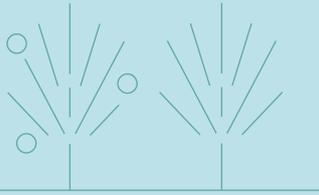
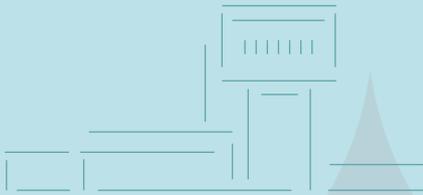
# Business Model

# Business Model

Operations

Logistics

Sales





## Operations

**7** ore treatment plants

**7** production sites

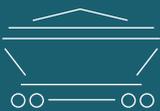
**12** ammonia units

**5** mines

**5** urea units

# 22,000+

wagons under management



# Logistics

**URALCHEM**  
LOGISTICS



## Railway fleet

One of the largest fleets of specialised mineral wagons and ammonia tank wagons in Russia



## Transshipment terminals

Fertiliser transshipment and export facilities

## Own and partner warehouses

Product storage facilities in key sales regions around the world



# Sales

## Target markets:

- Russia and CIS
- India
- China
- South-East Asia
- Africa
- Latin America
- USA

A wide network  
of distribution  
partners and  
product storages





**100+**

distribution sites





03/10

# Production Assets



# URALKALI



Berezniki, Solikamsk  
Perm Region

## Products

- Potassium chloride
- Halite
- Carnallite







# TOAZ



Togliatti  
Samara Region

## Products

- Urea
- Ammonia
- Urea formaldehyde concentrate





# KCKK



Kirovo-Chepetsk  
Kirov Region

## Products

- Ammonium nitrate
- Improved nitrogen fertilisers
- Complex fertilisers
- Calcium nitrate
- Ammonia
- Liquid micronutrients





# AZOT



Berezniki  
Perm Region

## Products

- Ammonium nitrate
- Ammonia
- Urea
- Potassium nitrate
- Nitric acid
- Nitrite-nitrate salts





# PMU



Perm  
Perm Region

Products

- Urea
- Ammonia





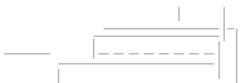
# VMU



Voskresensk  
Moscow Region

#### Products

- Complex fertilisers
- Water-soluble fertilisers
- Biomodified fertilisers
- Phosphoric acid
- Sulphuric acid





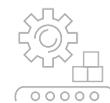
# GEO NPK



Chernyakhovsk  
Kaliningrad Region

Products

• Complex fertilisers





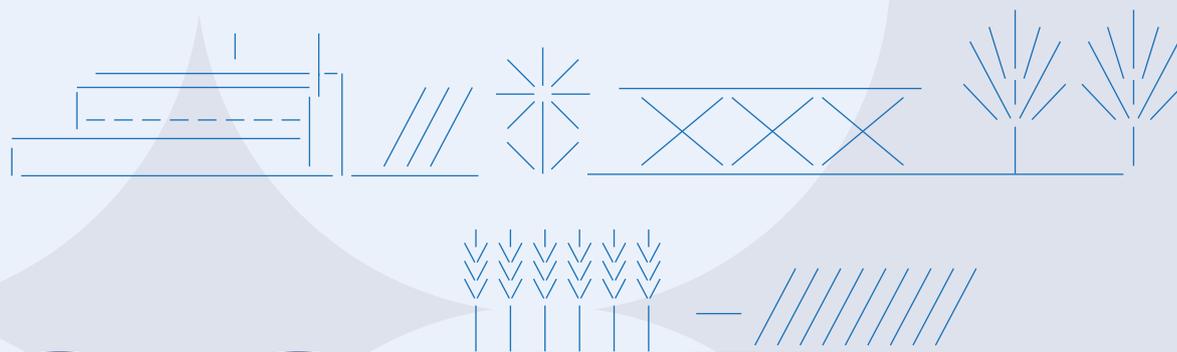
04/10

# Products

# Products

Agricultural products

Industrial chemistry products



# 100+

products

Uralchem Group's product range includes over 100 comprehensive solutions created on the basis of our extensive experience in agriculture and industrial technologies.



### Agricultural products

- Nitrogen fertilisers
- Phosphate fertilisers
- Potassium fertilisers
- Complex fertilisers
- Water-soluble fertilisers
- Feed additives

#### Application

Open-field fertilisers

Greenhouse fertilisers

Feed additives

### Industrial chemistry products

- Ammonia
- Urea
- Ammonium and potassium nitrate
- Potassium chloride
- Acids
- Specialty products
- Urea formaldehyde concentrate
- Carnallite
- Halite
- ADBLUE diesel exhaust fluid

#### Application

Glass-making

Chemicals

Construction

Metalworking

Petroleum production

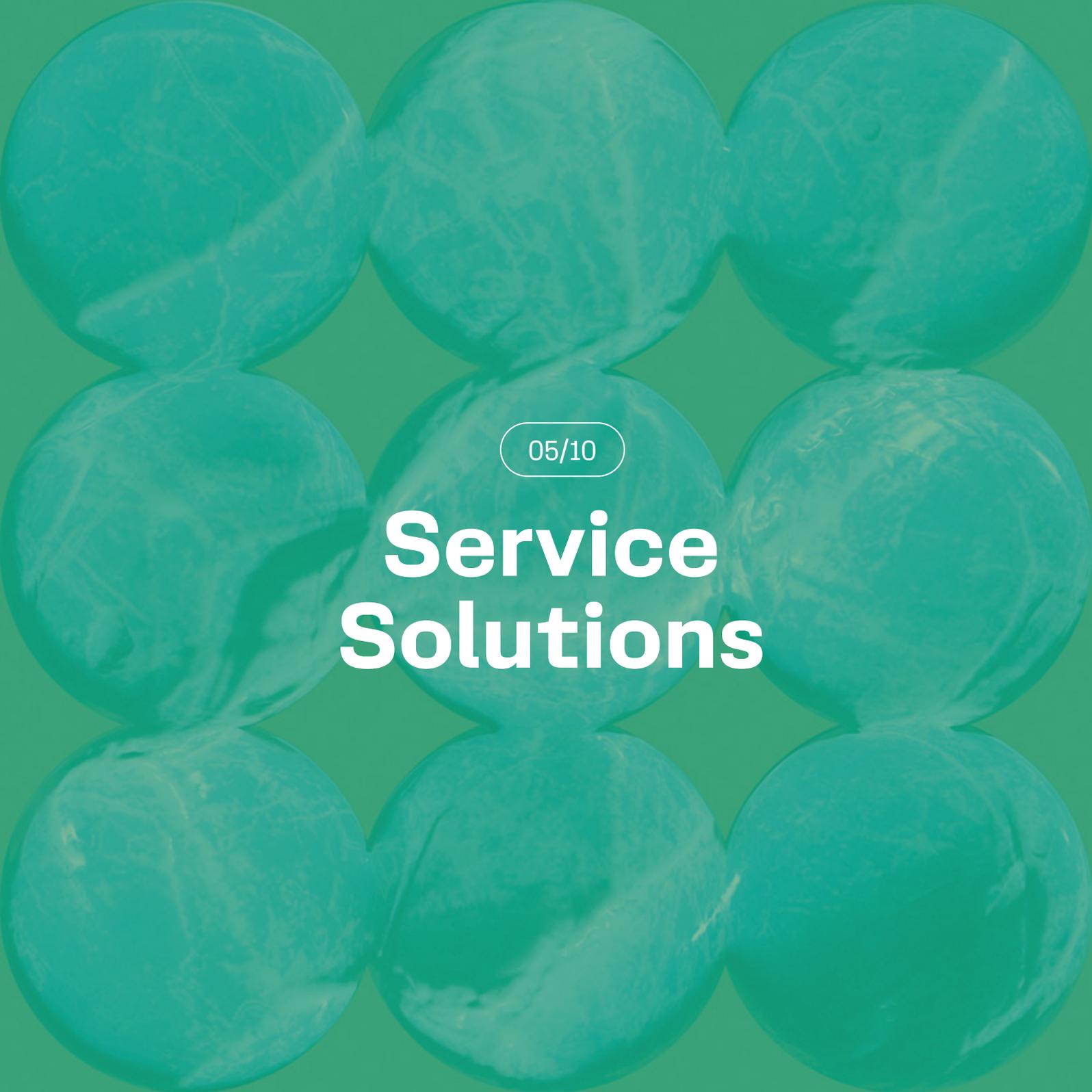
Mining

Woodworking

Production of fire-extinguishing means

Environmental solutions





05/10

# Service Solutions

# Service solutions for the agribusiness

Agro-Support

Agro-Consulting

Agro-Laboratory

Agro-Signal



**Uralchem Group offers a wide range of agricultural services that enable farmers to increase profits and reduce costs.**

Our services help crop growers to optimise nutrition of specific crops, adapt promptly to changing conditions, and ensure the highest possible yields

## Agro-Support

- 24/7 consulting
- Data analytics
- Field tests
- Introduction of new agricultural technologies



## Agro-Consulting

- Agronomic competence programmes for customers and partners
- Customised nutrition programmes
- Development of new agricultural services
- Training programmes and educational projects



## Agro-Laboratory

- Various agrochemical analyses of biological components (soils, water, animal feeds, organic and mineral fertilisers)
- Microbiological analysis of biological components
- Detailed recommendations on nutrition programmes



## Agro-Signal

Agro-Signal is a major digital platform for agricultural companies. It currently covers over 8.5 million hectares of land in more than 60 regions of Russia, and also in the CIS.

- Improvement of productivity
- Optimisation of inventory utilisation through work planning and IoT sensor-aided monitoring
- Calculation of labour pay-outs based on actual performance
- Real-time monitoring of equipment usage
- Reduced human error and faster accounting
- Real-time monitoring and scouting of plantations
- Integration with agency-level digital systems





06/10

# Research & Development



**A unique infrastructure for  
the research and development  
of innovative products.**

# R&D infrastructure

High-tech laboratories equipped with modern research and analytical equipment for chemical and microbiological tests

A vegetation trial site

A centre for scaling-up laboratory technologies

This allows a wide range of tasks to be addressed, from idea-shaping to pilot testing of new products



# Key objectives

1

**Technological scouting** of innovative ideas and projects, followed by their integration into the R&D cycle and subsequent introduction to the Group's production processes



2

**Development of product solutions and technologies** for agriculture and agricultural chemistry



3

**Collaboration** with academic and research institutions, and start-ups



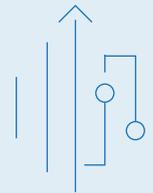
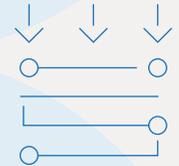
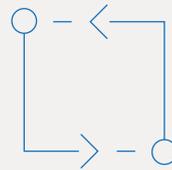
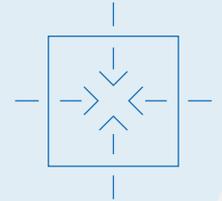
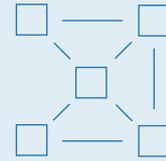




07/10

# Digitalisation

# Digital transformation



Development of a business model aided by modern technologies for productivity improvement, value creation, and capitalisation growth.

**The digital transformation programme** of Uralchem Group envisages the creation and development of a single ecosystem of digital tools, and includes the following activities:

Creation of modern fault-tolerant and high-productivity IT infrastructure



Introduction and modernisation of management and accounting systems



Digitalisation and integration of business processes



Testing and implementation of a comprehensive suite of modern digital tools



Development of artificial intelligence and a gradual conversion to real-time data-based process management

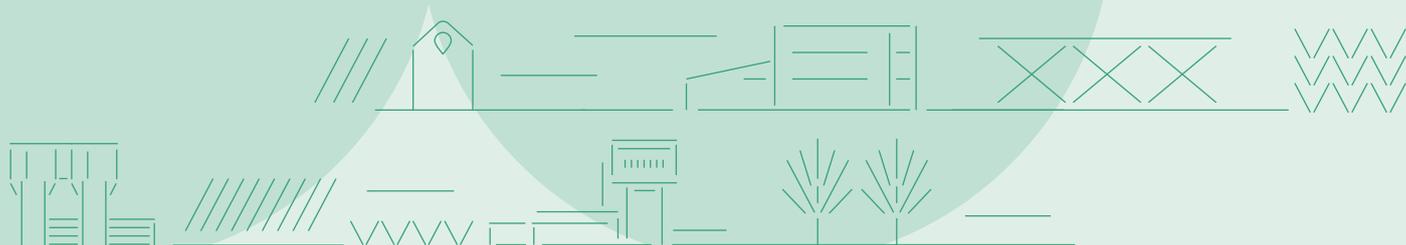




08/10

# Careers and Development

# Careers and Development



**Uralchem Group is a key employer in the regions where it operates**



1

In our employees, we encourage initiative, responsibility, commitment, innovations, and teamwork.



2

We offer rewarding careers with professional growth opportunities.



3

The Group has ambitious targets that we want to achieve together with talented and energetic professionals who welcome innovations.





# 38,000+

employees  
in Uralchem Group

## Key activities and projects:

- Development of the talent capacity of the chemical sector
- Employee training and development
- Advanced technical training
- Licensed corporate university
- Vocational skill competitions
- Attraction and retention of young talents
- Corporate volunteering and sports programmes
- Mentorship institute



09/10

# Sustainable Development

# Sustainable Development



Among our key priorities is sustainable development and systemic integration of ESG practices into our day-to-day operations.





**Uralchem and Uralkali** are both implementing their respective ESG strategies, which aim to ensure a systemic approach to the development of sustainable development practices.

**Togliattiazot** has also started an ESG transformation process, and pursues its ESG policy similar to other companies of Uralchem Group.

## Environmental protection

1

The Group aims to reduce its adverse environmental impacts and runs a series of activities in resource efficiency, waste management, emission abatement, and biodiversity preservation.

## Climate change

2

The Group is continuously improving its carbon management system. Companies of the Group perform annual estimations of their Scope 1-3 greenhouse gas emissions, and calculate the carbon footprint of their products. A range of measures is being implemented to upgrade and increase energy efficiency of operations.



**100%** of our  
fertilisers

conform to the Mineral  
Fertilisers with Improved  
Characteristics certificate

are tested  
for heavy metals

**5** of our production sites annually confirm  
the conformance of their environmental  
management systems to ISO 14001

environmental

## Safety

1

Safety is our highest priority. Uralchem has an Occupational Health and Safety Strategy in place, and continuously aims to prevent accidents and technical incidents.

**6** of our production sites annually confirm the conformance of their occupational health and safety management systems to ISO 45001.

## Agronomic literacy build-up

2

Uralchem Group pursues a comprehensive approach to improving agronomic literacy among farmers and distributors. Our clients receive necessary expert advice on how to apply our products in the most effective and efficient way to achieve the highest soil fertility and minimise the environmental impact.

## Community engagement

3

We have established close and mutually beneficial relations with local communities in all of our operating areas, and actively support academic, educational, cultural, sports, and healthcare projects and initiatives.

## Effectiveness of governing bodies

1

The Group regularly improves internal decision-making mechanisms and increases the effectiveness of governing bodies based on best practices. Uralchem Group also aims for the highest possible transparency of its vertical system of corporate governance, which is based on unified and efficient principles of decision-making and monitoring.

## Anti-Corruption and Ethics

2

Running business ethically and countering corruption are key principles of the Group's activity.

## Supply chain

3

It is important that suppliers across our supply chain shared our values and followed sustainable development principles. Uralchem, Uralkali, and Togliattiazot each run a formal assessment of their suppliers against ESG criteria.



S

social



G

governance

УРАЛХИМ  
RUN FACTORY



ПЕРМСКИЙ  
МАРАФОН  
2024

УРАЛХИМ  
RUN FACTORY



ПЕРМСКИЙ  
МАРАФОН  
2024

УРАЛХИМ  
RUN FACTORY



ПЕРМСКИЙ  
МАРАФОН  
2024

УРАЛХИМ  
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УРАЛХИМ  
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ПЕРМСКИЙ  
МАРАФОН  
2024

УРАЛХИМ  
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ПЕРМСКИЙ  
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2024

УРАЛХИМ  
RUN FACTORY

ПЕРМСКИЙ  
МАРАФОН  
2024

ПЕРМСКИЙ  
МАРАФОН  
2024



10/10

# Sports

# Sports



**We attach particular importance to the development of professional, amateur, mass, and children's sports at regional and federal levels.**

# 20,000+

employees and their family members take part in various sports projects each year



## Key sporting initiatives and projects:

- Winter and summer athletic competitions
- Development of infrastructure, construction of gyms and sports grounds
- Sponsorship and charity support of sports federations
- Corporate training sessions
- Assistance to regional clubs
- Arrangement of contests, master classes, and championships in various athletic disciplines

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