

INVESTMENT CASE AND CREDIT RATINGS

1/ A GLOBAL PRODUCER OF HIGH-QUALITY PHOSPHATE FERTILIZERS



CUSTOMER FOCUS

A netback-driven sales model with a global presence.




PHOSAGRO IS EUROPE'S LARGEST PRODUCER OF PHOSPHATE FERTILIZERS¹ AND A TOP 5 GLOBAL PRODUCER OF DAP/MAP² BY CAPACITY.



CERTIFICATION

for compliance with key international standards testifies to the highest quality of our products and management efficiency throughout their life cycle.



OUR PRODUCTS

meet both national and international quality standards and are supplied to farmers in approximately 100 countries.



OUR PRODUCTION TECHNOLOGIES

meet the highest global standards.



¹ By total production capacity for DAP/MAP/NP/NPK/NPS.
² Monoammonium phosphate / diammonium phosphate.

2/

UNIQUE RESOURCE BASE AND SECTOR-LEADING MARGINS

No.



UNIQUE MINERAL RESOURCE BASE

The mine life, including off-balance reserves, is estimated at around 60 years.



IMPORTANT FOOD SAFETY FACTOR

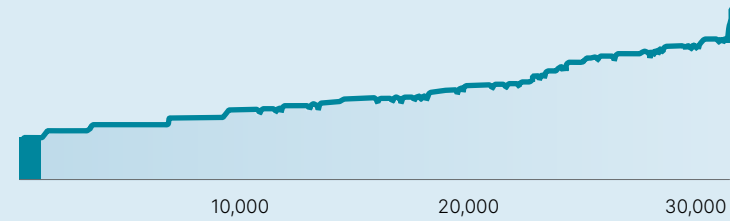
Thanks to its magmatic origin, phosphate rock mined on the Kola Peninsula boasts exceptional purity.



WIDE RANGE OF READY-TO-USE SOLUTIONS FOR FARMERS.

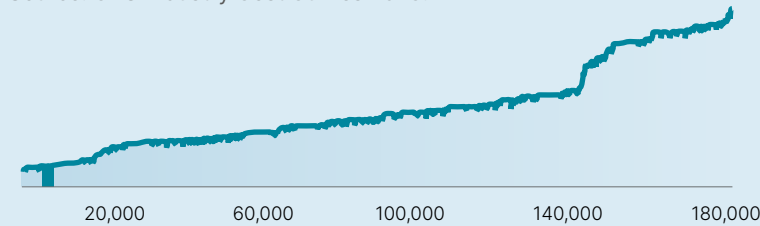
PhosAgro Group's position on global DAP production cost curve, production, kt

Source: CRU Industry Cost Curves 2023.

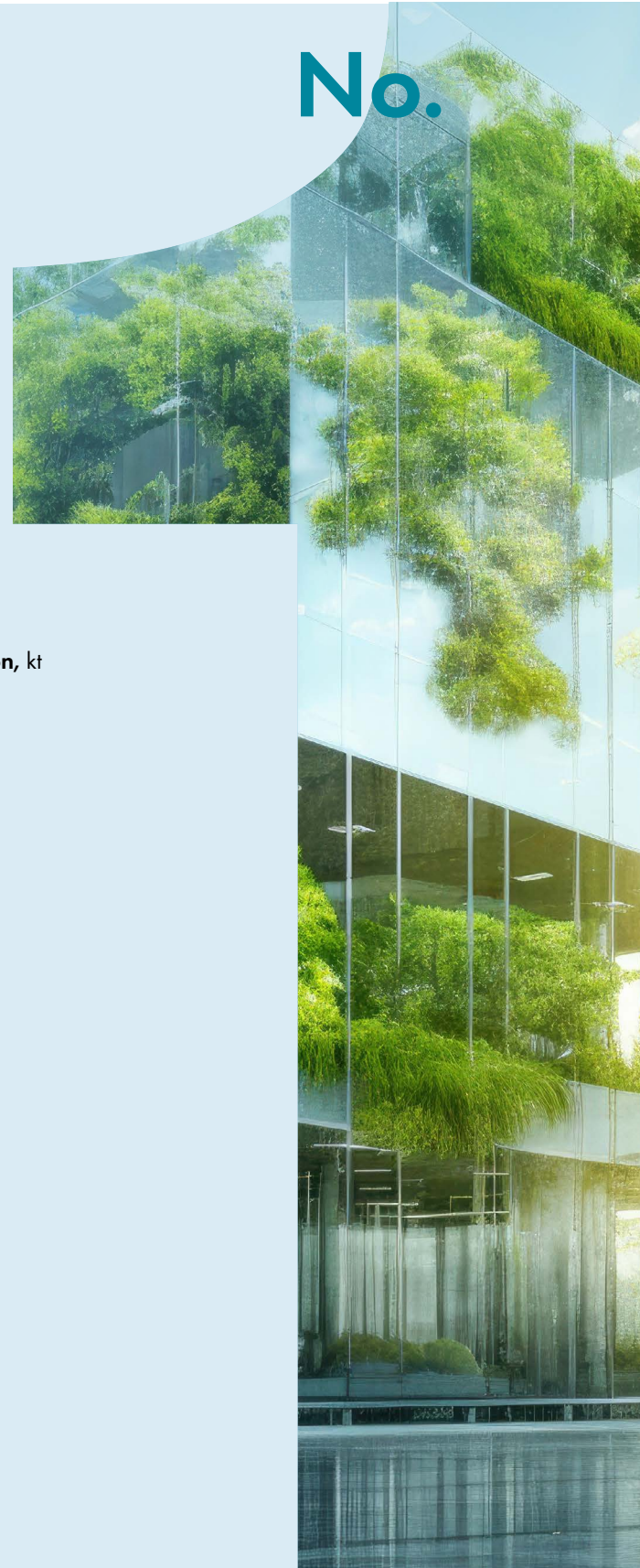
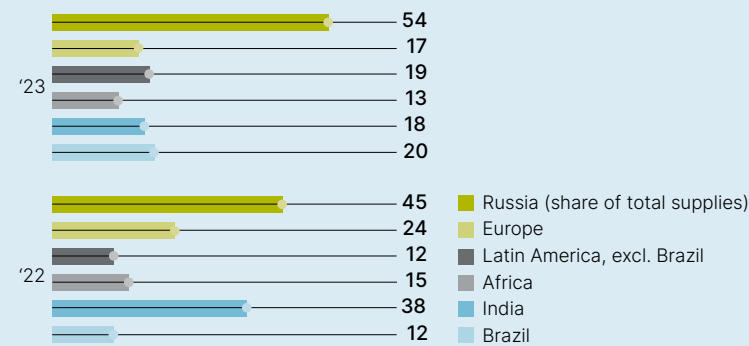


PhosAgro Group's position on global urea production cost curve, production, kt

Source: CRU Industry Cost Curves 2023.



Share of PhosAgro Group's supplies in the key sales markets (share of compound and complex fertilizers in the region's total imports), estimates, %



No. 1 producer of high-quality phosphate rock (P₂O₅ content at 39% and above) globally.

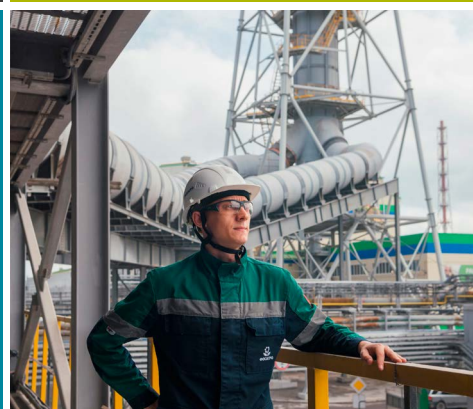
No. 1 by mineral fertilizer output in Russia and total supplies of all types of mineral fertilizers to the domestic market.



No. 1 in terms of urea and mineral fertilizer capacity concentrated at one production facility (Apatit, Cherepovets) in Europe.

One of the highest margins in the phosphate segment.

The only Russian and one of the leading European producers of feed-grade MCP and liquid complex fertilizers.



3/

ECO-FRIENDLY FERTILIZERS



PhosAgro was the first Russian company to be certified to GOST R 58658–2019, a national standard for products with improved characteristics which introduced the world’s most rigorous limits on heavy metals and arsenic content. This allows PhosAgro to mark its products with a special **Green One** label.



The Company also successfully completed voluntary **Vitality Leaf** certification. This ISO 14024-compliant framework was designed to assess a product’s environmental safety throughout its lifecycle, including mining and processing of raw materials, their delivery to the plant, storage, transportation and use of finished products, and packaging recycling.

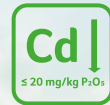


Additionally, PhosAgro made a **Green Label** environmental claim asserting that the product is free from dangerous cadmium concentrations harmful to human health and soils.



The Group’s Cherepovets, Volkhov, and Balakovo production sites and phosphate rock mining and beneficiation facility in Kirovsk successfully passed a certification audit by the Brazilian Association of Technical Standards (ABNT¹).

The Group’s product packaging also has a pictogram from the EU regulations, which is used to inform consumers of safe fertilizers in terms of heavy metals content with cadmium content not exceeding 20 mg/kg P₂O₅.



In 2023, the compliance of our products with the labelling requirements was confirmed through relevant audits, and the range of certified products was expanded.



¹ Associação Brasileira de Normas Técnicas.

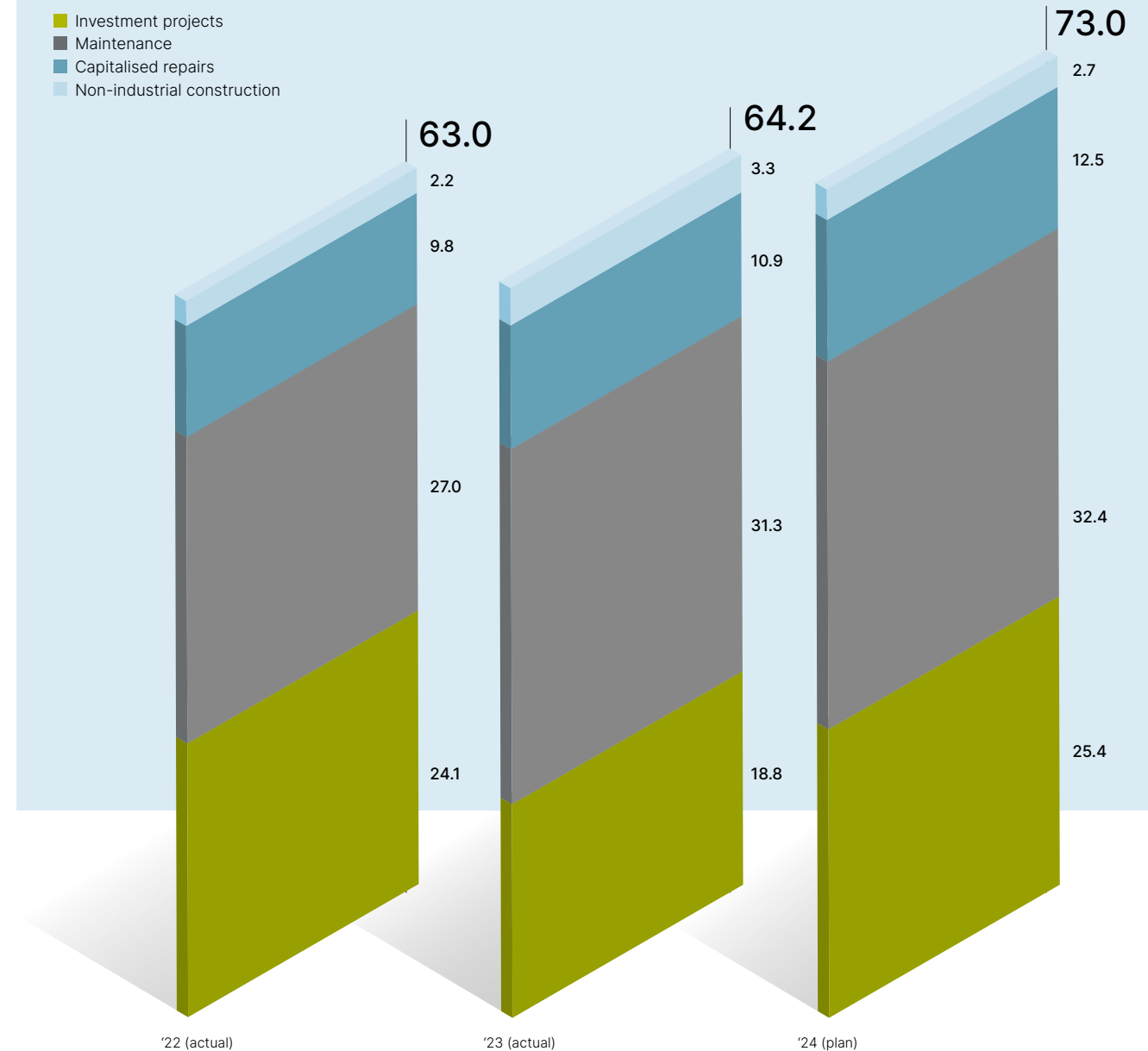
4/

SOUND CAPITAL ALLOCATION IN HIGHLY EFFECTIVE INVESTMENT PROJECTS

Investment projects may get a go-ahead subject to their high IRR² (in most cases 20%+), compliance with the BAT and sustainability criteria along with the CAPEX/EBITDA target, and a comfortable net debt / EBITDA covenant headroom.

Breakdown of CAPEX, RUB bln

- Investment projects
- Maintenance
- Capitalised repairs
- Non-industrial construction



² Internal Rate of Return.

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WELL-BALANCED CORPORATE GOVERNANCE

Our corporate governance practices undergo an annual evaluation and demonstrate a high level of compliance with the recommendations of the Corporate Governance Code.

PhosAgro actively engages with Russian rating agencies to secure independent assessments, credit ratings, and ESG ratings.

Throughout 2022 and 2023, the Company continued to service its bank loans in a timely manner and took a number of steps to continue servicing Eurobonds in the new regulatory environment. Thus, the Company once again confirmed its high credit quality.

Stable credit ratings

The Company's bonds are included in Level 1 quotation list of the Moscow Exchange. These were assigned credit ratings of ruAAA and AAA(RU) respectively from the Expert RA and ACRA agencies.

5 ^{50%} independent directors on the Board of Directors

3 Board committees meeting on a regular basis

87% adherence to the Corporate Governance Code principles



Consistently strong positions in ESG ratings and indices

ESG rating/index	2021	2022	2023
(C to AAA scale)	A	A	AA↑
Responsibility and Transparency index (C to A scale)	A↑	A	A
Sustainable Development Vector index (C to A scale)	A↑	A	A
Corporate transparency rating (B to A+ scale)	A	A+↑	A+
Expert RA ESG transparency (0.00 to 2.00 scale)	1.90	1.95↑	1.95
National Rating Agency (Group 5 to Group 1 scale with scores from 0 to 1)	Group 2, 0.74	Group 2, 0.74	Group 1, 0.83↑
AK&M (RESG 6 to RESG 1 scale with scores from 0 to 106.6)	RESG 1 (84.8)	RESG 1 (83.2)	RESG 1 (99.6)
Donors Forum Russian Leaders in Corporate Philanthropy (C to A+ scale)	n/a	A+↑	A+
RBC (Level 3 to Level 1 scale)	n/a	Level 1	Level 1

STAKEHOLDER ENGAGEMENT



Our ability to listen and understand, be quick in our response, and effectively work with a wide range of stakeholders is key to the approach we use in doing business. It provides a solid foundation for delivering on strategic SDGs. Ensuring maximum transparency of our operations, including through full, high quality, and timely reporting, is a prerequisite for achieving this goal.

In February 2023, PhosAgro received the Interfax and AK&M information agencies' award for its advanced practice of information disclosure in the stock market. We highly value the acknowledgement from the expert community and remain dedicated to upholding best ESG practices and the highest standards of corporate reporting going forward.

Alexander Sharabaika

Chairman of the Strategy and Sustainable Development Committee of the Board of Directors