

# URALKALI KEY FIGURES

Uralkali is one of the leading global potash fertiliser producers. The Company is vertically integrated, with control over the whole production chain, from potash ore mining to the supply of the ultimate consumers. Uralkali production assets are located in Berezniki, Perm Region (Russia) and include two mines and four processing plants. Uralkali current capacity is 5.5 million tonnes of KCl. In 2010 the Company produced 5.1 million tonnes of KCl.

Currently, Uralkali is in the process of combination with Silvinit, another Russian potash producer. The Proposed Combination will create one of the world's leading potash producers.

## KEY FINANCIAL INDICATORS

(RUR MLN)<sup>I</sup>

	2006	2007	2008	2009	2010
<b>Revenues</b>	<b>22,290</b>	<b>29,499</b>	<b>62,798</b>	<b>33,809</b>	<b>51,592</b>
Net Sales <sup>II</sup>	16,673	22,673	54,355	29,314	40,603
Cost of Sales (COGS)	(6,307)	(7,108)	(9,410)	(8,878)	(11,830)
COGS to Net Sales %	38%	31%	17%	30%	29%
<b>Gross Profit</b>	<b>15,983</b>	<b>22,391</b>	<b>53,388</b>	<b>24,931</b>	<b>39,762</b>
Distribution Cost	(6,691)	(7,957)	(9,840)	(6,075)	(12,819)
General and Administrative Expenses	(2,058)	(3,473)	(3,204)	(3,838)	(4,937)
<b>EBITDA<sup>III</sup></b>	<b>8,558</b>	<b>12,098</b>	<b>41,349</b>	<b>16,375</b>	<b>24,298</b>
EBITDA Margin <sup>IV</sup>	51%	53%	76%	56%	60%
<b>Net Income</b>	<b>3,494</b>	<b>8,045</b>	<b>21,943</b>	<b>9,095</b>	<b>16,654</b>
Net Income Margin <sup>V</sup>	21%	35%	40%	31%	41%
CAPEX	5,198	6,316	14,341	14,105	10,257
Debt (bank loans)	11,088	10,600	13,987	13,463	11,253
<b>EQUITY</b>	<b>17,650</b>	<b>25,074</b>	<b>34,620</b>	<b>43,715</b>	<b>56,797</b>
<b>CASH AND CASH EQUIVALENTS</b>	<b>2,892</b>	<b>7,291</b>	<b>16,174</b>	<b>4,297</b>	<b>14,765</b>

### Notes

I. All financial indicators are based on IFRS Consolidated Financial Statements and are given in million RUR unless otherwise stated

II. Net Sales is calculated as sales net of freight, railway tariff and transshipment costs

III. Throughout the report EBITDA means adjusted EBITDA – calculated as Operating Profit plus depreciation and amortisation and does not include mine flooding costs

IV. EBITDA Margin is calculated as EBITDA divided by Net Sales

V. Net Income Margin is calculated as Net Income divided by Net Sales

## KEY OPERATION INDICATORS

(THS. TONNES)

	2006	2007	2008	2009	2010
Sales Volume	4,343	5,060	4,668	2,497	5,079
Export	3,905	4,575	4,141	1,895	4,397
Domestic	438	485	527	602	682
<b>Production Volume</b>	<b>4,165</b>	<b>5,119</b>	<b>4,793</b>	<b>2,621</b>	<b>5,061</b>

## AUDITED MINERAL RESOURCE STATEMENT

AS OF 1 JANUARY 2011<sup>I</sup>

	mln tonnes	K <sub>2</sub> O, %	K <sub>2</sub> O, mln tonnes
<b>All Mines</b>			
Measured	1,338.1	21.3	284.7
Indicated	2,106.7	20.8	438.2
Inferred	310.3	26.8	83.3
<b>Total Measured + Indicated</b>	<b>3,444.8</b>	<b>21.0</b>	<b>723.0</b>

## MACRO ECONOMIC FIGURES

FOR 2010<sup>II</sup>

Consumer Price Index (CPI) (Dec. 2010 – Dec. 2009)	8.8% <sup>III</sup>
Consumer Price Index for food (CPI) (Dec. 2010 – Dec. 2009)	12.9%
Producer Price Index (PPI) (Dec. 2010 – Dec. 2009)	3.0% <sup>IV</sup>
RUR/US\$ (average for 2010)	30.36 <sup>V</sup>
RUR/US\$ (as of the end of 2010)	30.48 <sup>VI</sup>



### Additional Information:

- FINANCIAL MANAGEMENT DISCUSSION AND ANALYSIS (P. 39)
- REVIEW OF THE MINERAL RESOURCES (P. 128)

### Notes

I. JORC valuation report as of 1 January 2011

II. Federal State Statistics Service statistical review on socio-economic situation in the Russian Federation for 2010

III. Includes food and non-food merchandise, as well as services, in the Russian Federation

IV. For potash mineral or chemical fertiliser producers

V. Average Exchange Rate of Central Bank of the Russian Federation for the period from 1 January 2010 to 31 December 2010

VI. Official Exchange Rate set by Central Bank of the Russian Federation as of 31 December 2010