Uralkali: A Leader in the Global Potash Market



Credit Suisse 17th Annual Global Ag Productivity Conference

6-7 March 2012

London

Disclaimer

This presentation has been prepared by JSC Uralkali (the «Company»). By attending the meeting where the presentation is made, or by reading the presentation slides, you agree to the following limitations and notifications.

With respect to any information communicated by the Company, its agents or its representatives (including its directors, officers, employees, members, attorneys, advisors and any affiliates) to you or your agents or representatives (including any directors, officers, employees, members, attorneys, advisors and affiliates), directly or indirectly, whether in written, oral, visual, electronic or any other form, during or constituting the whole or part of this presentation or any presentation meeting or any conversation or discussion relating to or held in connection with this presentation, or any opinion expressed in respect of such information (the “Information”), such Information may not be reproduced, redistributed, passed on or otherwise disseminated to any other person, directly or indirectly, whether in written, oral, visual, electronic or any other form, for any purpose.

The Information communicated does not constitute or form part of, and should not be construed as, an offer, solicitation or invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company or any member of its group nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company or any member of its group, nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever. Any person considering the purchase of any securities of the Company or any member of its group must inform himself or herself independently before taking any investment decision. The Information communicated has been provided to you solely for your information and background and is subject to amendment. Further, the Information communicated has been compiled on the basis of information from a number of sources and reflects prevailing conditions as of its date, which are subject to change. The medium through which the Information is communicated constitutes neither an advertisement nor a prospectus. The Information communicated has not been independently verified. The Information communicated is subject to verification and amendment without notice and the Company is not under any obligation to update or keep current the Information.

Accordingly, no representation or warranty, express or implied, is made or given by or on behalf of the Company or any of its directors, officers, employees, members, attorneys, advisors, affiliates or any other person as to the correctness, accuracy, currency, completeness, adequacy, usefulness, reliability, fairness or otherwise of the Information communicated, and any reliance you place on such Information will be at your sole risk. Neither the Company nor any of its directors, officers, employees, members, attorneys, advisors, affiliates or any other person accepts any liability whatsoever for any loss howsoever arising from any use of the Information communicated.

To the fullest extent permitted by applicable law, the Company shall not be liable for any compensatory, punitive, special, consequential or other damages, any loss of income or revenue, any loss of business, any loss of anticipated savings, any loss of goodwill, or any other losses, liabilities, expenses or costs of whatever nature arising from or attributable to your access to, or inability to access, or reliance on Information even if the Company has been advised of the possibility of such damages, losses, liabilities, expenses or costs.

Some of the Information may constitute projections or other forward-looking statements regarding future events or the future financial performance of the Company. These statements involve numerous assumptions regarding the present and future strategies of the Company and the environment in which it operates and will operate in the future and involve a number of known and unknown risks and other factors that could cause the Company’s or its industry’s actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by such forward-looking statements. Accordingly, the Company provides no assurance whatsoever that its or its industry’s actual results, levels of activity, performance or achievements will be consistent with the future results, levels of activity, performance or achievements expressed or implied by such forward looking statements. Neither the Company nor any of its directors, officers, employees, members, attorneys, advisors, affiliates or any other person intends or has any duty or obligation to supplement, amend, update or revise any of the forward-looking statements contained herein to reflect any change in the Company’s expectations with regard thereto or any change in events, conditions or circumstances on which any such statements are based.

Multiple factors could cause the actual results to differ materially from those contained in any projections or forward-looking statements, including, among others, potential fluctuations in quarterly or other results, dependence on new product development, rapid technological and market change, acquisition strategy, manufacturing risks, volatility of stock price, financial risk management, future growth subject to risks of political instability, economic growth and natural disasters, wars and acts of terrorism.

Content

Business Overview	p.3-4
Strategy	p.5-6
Financial and Operational Overview	p.7-8
Market Developments and Outlook	p.9-14

Uralkali at a Glance

Overview of Uralkali

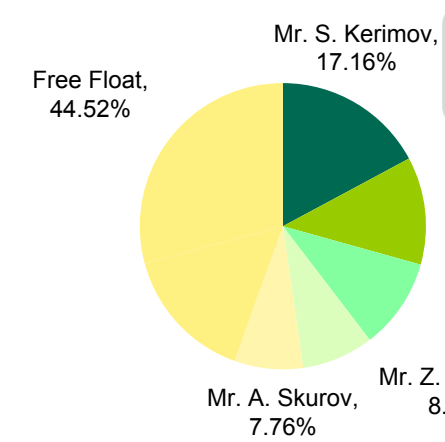
- **Leader in potash production**
  - **# 1** potash producer globally
  - Ability to **add 65%** of 2011 capacity by 2021 through cost-advantageous Brownfield and large-scale Greenfield projects
- **Leader in the potash export market**
  - Top export market share – c.**42%** in 1H 2011 through Uralkali traders
- **Among the lowest cost producers** with further synergy potential from merger with Silvinit
  - Unit potash cash COGS 1H 2011 – 61 US$ per tonne - the lowest across the industry
  - Core synergies from the merger – c.US$100 million p.a. by 2013
- **Industry leading sustainable financial performance and cash flow generation**
- **Experienced management team with commitment to high standards of corporate governance**

Financial and Operational Highlights

		Pro-Forma[1]		Consolidated[2]	
(US$ mln)	Q3 2011	6M 2011	9M 2011	6M 2011	9M 2011
Gross Revenue	**1,209**	1,973	**3,182**	1,266	**2,475**
Net Revenue	**1,041**	1,656	**2,697**	1,054	**2,095**
Average potash price, FCA, US$					
- Domestic	**219**	190	**201**	184	**201**
- Export	**376**	324	**342**	340	**356**
(Mln tonnes)					
Production volume	**2.9**	5.2	**8.1**	3.1	**6.0**
Sales volume	**2.8**	5.3	**8.1**	3.3	**6.1**
- Domestic	**0.5**	0.9	**1.4**	0.6	**1.1**
- Export	**2.3**	4.4	**6.7**	2.7	**5.0**

Notes:
1. Uralkali financial results including Silvinit financial results starting from 1 January 2011
2. Uralkali financial results including Silvinit results starting from 17 May 2011 when Silvinit ceased to exist

Shareholder Structure[1]



Total number of shares – 3,094,637,905

Equivalent of 618,927,581 GDRs

As of 16 Feb 2012 GDR holders – 16.7%

Ordinary shares and global depository Receipts are traded on the RTS, MICEX, and LSE since 2007

Note:
1. Data as of 21 November 2011. % of share capital controlled by shareholders includes shares transferred to OJSC Sberbank / Bank VTB JSC under repo arrangements with voting rights being exercised by the initial holder of the repo shares by proxy

Vertically Integrated Business Model

Entire Value Chain - From Reserve Base to End Customer

PRODUCTION

Existing Assets - 5 MINES, 7 POTASH PLANTS, 2 GREENFIELD PROJECTS (Ust-Yayva and Polovodovo)



Berezniki-1
- Potash plant
- Standard potash



Berezniki-2
- Potash plant and mine
- Granular and standard potash



Berezniki-3
- Potash plant
- Granular, standard potash



Berezniki-4
- Potash plant and mine
- Standard potash



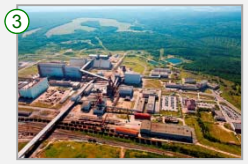
Ust-Yayvinsky Field
- Resources: 1,3 bn tonnes of ore[1]
- Capacity: + 2,8 mln tonnes KCl in launch year 2020



Solikamsk-1
- Caranllite plant
- Potash plant and mine
- Standard potash



Solikamsk-2
- Potash plant and mine
- Granular and standard potash



Solikamsk-3
- Potash plant and mine
- Standard potash



Polovodsky fileld
- Resources: 3,1 bn t of ore[1]
- Capacity: + 2,5 mln t KCl in launch year 2021

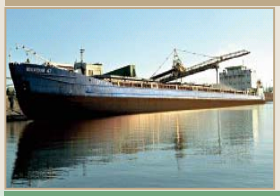
LOGISTICS

COMPANY-OWNED RAILCARS



- Over **8,000** specialized railcars

BALTIC BULK TERMINAL (BBT)



- BBT shipping terminal - shortest transp. route from mines to port

WAREHOUSES



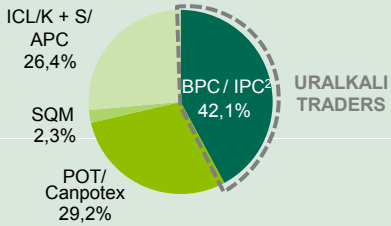
- Storage capacity of **640,000** tonnes:
  - Berezniki and Solikamsk – up to **400** ths tones
  - BBT – up to **240** ths tones

SALES

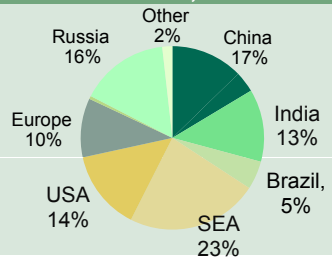
EXPORT and DOMESTIC

- Uralkali traders have top market share in the export potash market
- Direct domestic sales through Uralkali

MAJOR POTASH PLAYERS BY EXPORT TRADING, 1H 2011



URALKALI POTASH SALES BY COUNTRIES, 1H 2011



Notes
1. JORC as of January 1, 2011
2. Together with Uralkali Trading S.A.

Clear Strategy to Deliver Future Growth

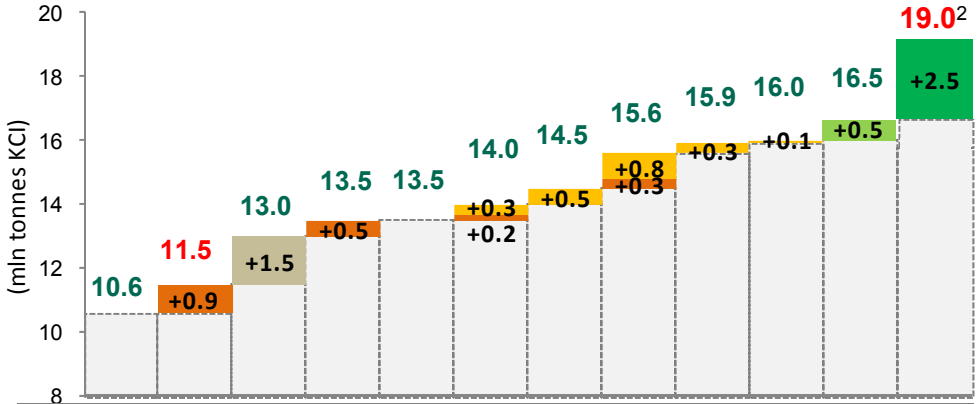
1 **Pure Potash Strategy**	• Focus on potash – nutrient which represents the strongest investment story across the fertilizer industry
2 **Strategy of Growth**	• Driving organic growth through a value accretive investment programme, to include exploitation of Brownfield and Greenfield projects
3 **Leadership in Export Trading**	• Maintaining the leadership in export potash market through Uralkali traders
4 **Leadership in Cost Position**	• Realising the considerable synergistic potential from the merger with Silvinit in an expedited timeframe to increase short and longer term shareholder value • Pursuing improvements in operational efficiency to maintain and enhance Uralkali's competitive cost position and profitability
5 **Employer of Choice**	• Delivering value whilst operating in a socially responsible manner and positioning Uralkali as the employer of choice in the Russian mining industry
6 **Focus on Corporate Governance**	• Continued commitment to ongoing enhancements in corporate governance standards
7 **Commitment to Sustainable development**	• Taking steps to support improvements to global food supply

Clear strategic road map to position Uralkali as one of the world's leading potash companies to drive longer term value creation

Expansion Programme

+ 65% Capacity Growth in 10 years

Project Name	Project Capacity, mln t KCl	CAPEX (US$/tonne)	Launch Date
Debottlenecking	1.0	192	2013
Solikamsk-3 expansion: - phase 1	0.3	393	2015
- phase 2	1.7	536	2016
Berezniki-4 expansion	1.5	430	2012
Ust-Yayvinsky field	2.8[1]	583	2020
Polovodovsky field	2.5	943	2021

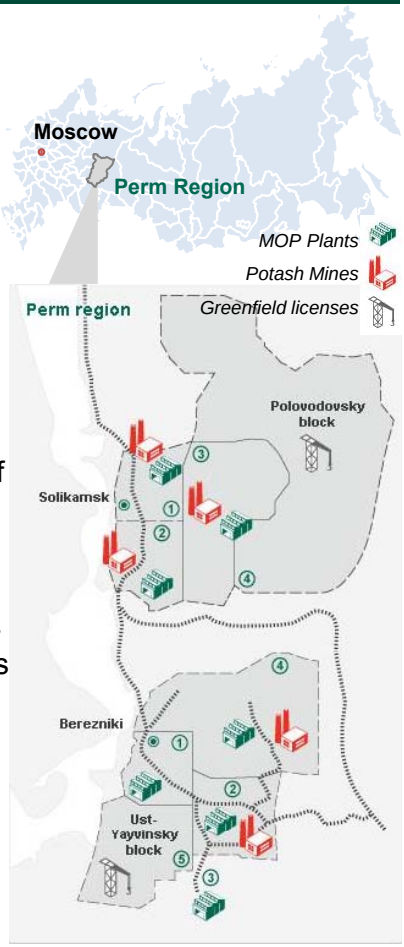


	2010	2011	2012F	2013F	2014F	2015F	2016F	2017F	2018F	2019F	2020F	2021F
CAPEX (expansion) (US$ mln)[3]		300	370	400	460	840	770	730	690	450	330	430

For more details on Uralkali's expansion programme please visit
www.uralkali.com/expansion_programme/

Complimentary Asset Base

- **Capacity expansion** worth c. US$ 5.8 bn by 2021
- **An attractive portfolio of cost-advantageous** Brownfield projects and large-scale Greenfield projects
  - Brownfield CAPEX – c. US$ 420[4] per tonne
  - Greenfield CAPEX – c. US$ 750[4] per tonne
  - Potash price to justify investments into the projects – c.US$ 230[5]
- **Reserves & Resources**: JORC-compliant resource base of 8.7Bnt of ore including 4.4Bnt from Ust-Yayvinsky and Polovodovsky blocks combined
- **Greenfields:** expansion through Ust-Yayvinsky and Polovodovsky projects
  - one of the lowest depths of the mine (300-450m)
  - all required infrastructure already in place
  - strong geology and mining expertise



Sustaining long-term leadership on the most cost effective basis in the industry

Notes:
1. Including 0.5 mln tonnes of additional capacity and 2.3 million tonnes of new capacity that will substitute the depleting capacity of Berezniki-2 mine
2. At the end of the year
3. Planned investments
4. Weighted Average Cost
5. Required Rate of Return 15%

Dividend Policy and Buyback Programme Update

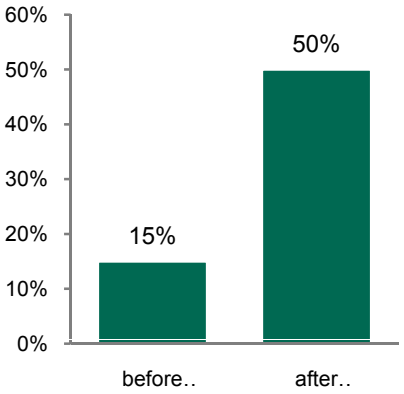
Dividend Policy

- Pay-out ratio of minimum 50% of IFRS net income
- Interim dividends at least twice a year
- Net Debt at the end of 2011 – US$2.3 bn
  - Cash – US$1.0 bn
  - Debt – US$ 3.3 bn

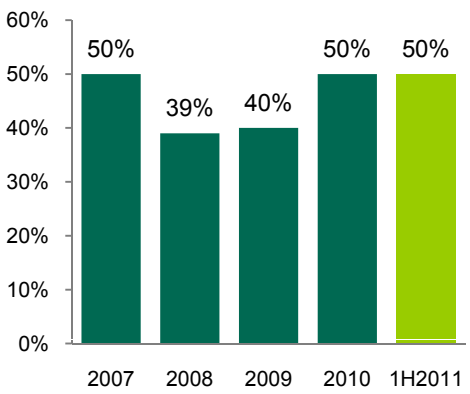
Buyback Programme

- On Oct 6, 2011 Uralkali BOD approved a buyback programme in respect of the Company's ordinary shares and GDRs in the amount of up to US$2.5 bn, effective until Oct 6, 2012
- A non-revolving credit facility in the amount of up to RUB66 bn (c.US$2.0 bn) could be used to partially finance the buyback programme

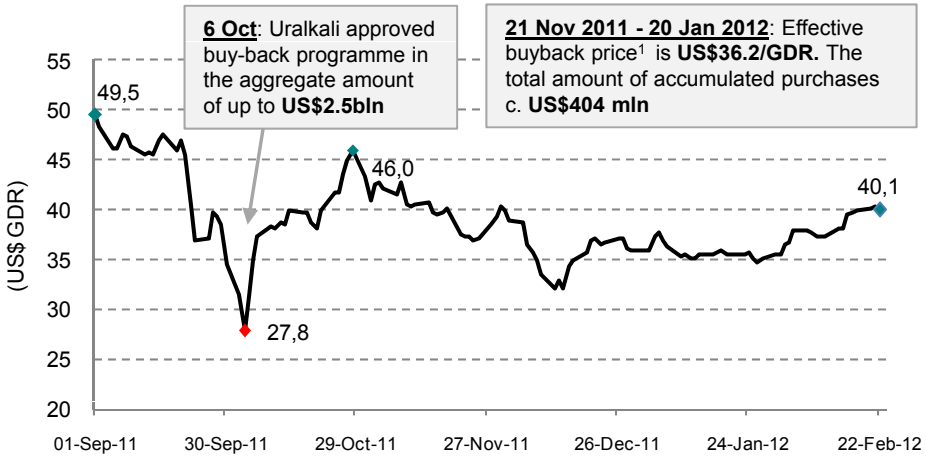
Dividend Policy



Dividend Payout Ratio



Uralkali GDR Performance



Balanced approach to investing in organic growth and returning excess capital to shareholders whilst maintaining a robust capital structure

Notes:
1. Average buyback price calculated as total value acquired divided by total number of GDRs and shares (converted to GDRs at 5:1)

Synergy Realization Progress Update

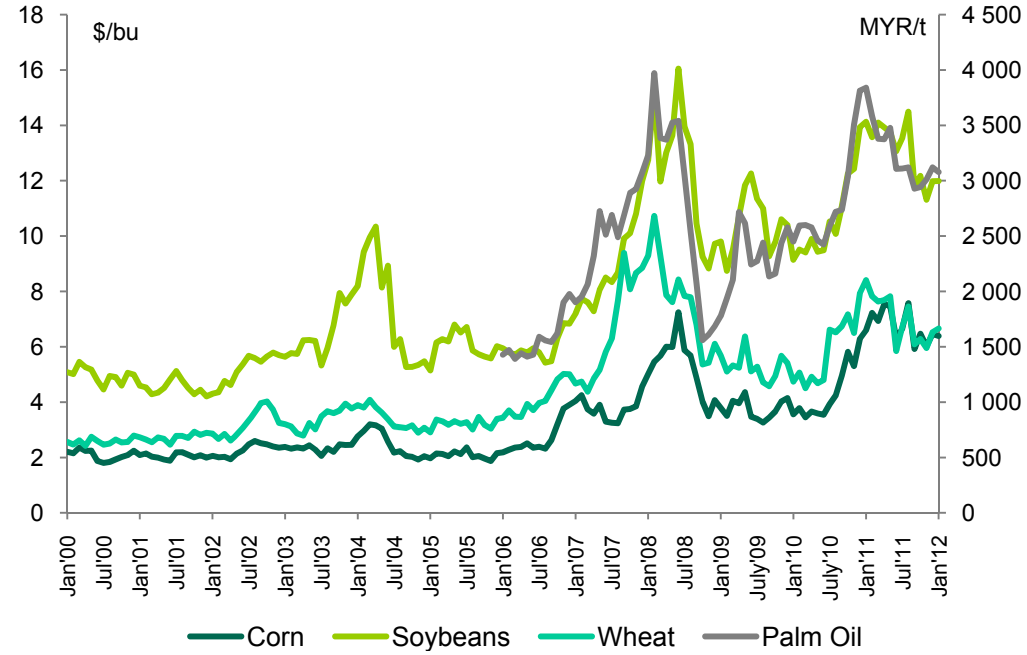
	OPERATIONAL	TRANSPORTATION	SG&A / Financial
Synergies Description	• Operating savings of c. US$35 mln p.a. due to procurement improvements, technology efficiency and efficiency in repairs and services functions • Maintenance investment savings of c. US$20 mln p.a. • Additional benefits are expected to come from integrated approach to the development of Ust-Yayvinsky and Polovodovsky greenfield projects	• Redirection of Silvinit's transportation routes to the Baltic Bulk Terminal owned by Uralkali • More effective use of existing rolling stock through joint management • Decreased ship chartering costs thanks to larger and longer-term freight contracts	• Combination of corporate functions, streamlining divisional functions and offices • Reduction of administrative expenses through elimination of duplicate functions and roles • Optimisation of fixed cost levels – maintenance of funds, planned replacement of equipment, upkeeping of infrastructure and plant • Optimization of debt portfolio, refinancing of expensive Silvinit debt
Value	**US$55 mln p.a.**	**US$20 mln p.a.**	**US$25 mln p.a.**
Update and Near Term Plans	• 2011 Maintenance capex to be less than US$280 mln • Carnalite plant to be shut down	• At least 800kt to be redirected to Baltic Bulk Terminal (economies of US$16/t) in 2011 with up to 1Mt in 2012 • Starting 2012 all export volumes of Silvinit to be redirected to traditional Uralkali traders (economies in trading administration cost)	• Headcount reduction of more than 300 people in 1H 2011 (mostly in G&A function) • Silvinit debt refinanced at interest rates LIBOR +1.8%

- **In aggregate, core synergies from the merger are expected to reach c.US$100 million p.a.[1] by 2013**

Notes:
1. Net of realisation costs. Management of Uralkali is further reviewing the synergy potential created through the combination, which is expected to result in additional synergies

Ag Commodity Developments and Outlook

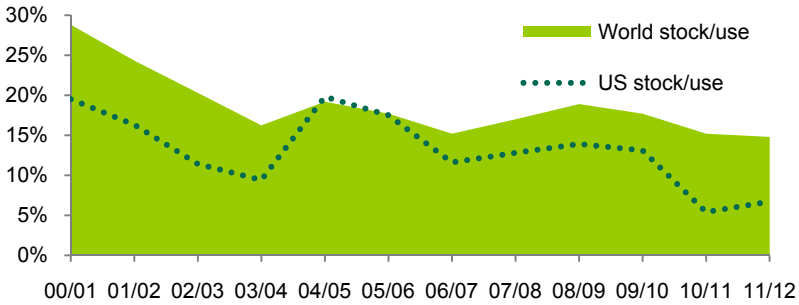
Crop Future Prices



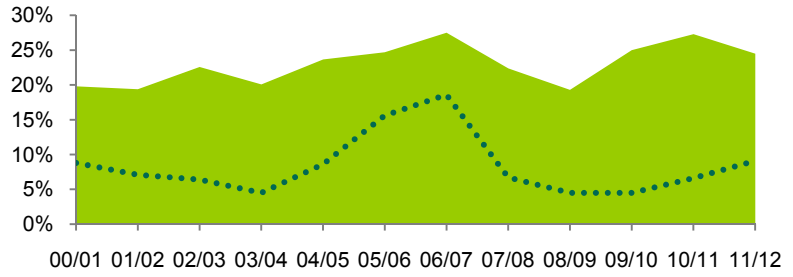
Source: CBOT, Bursa Malaysia

- Agricultural commodity prices at historically high levels
- Consumption on the rise, stocks under pressure
- Inelastic food demand against the backdrop of constrained supply: grain prices to remain strong through the first half of 2012

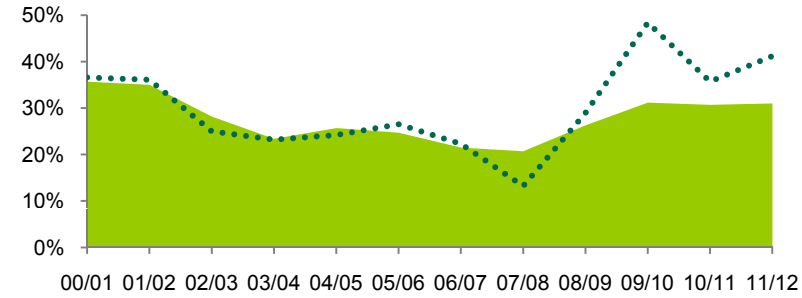
Corn stocks-to-use ratios



Soybeans stocks-to-use ratios

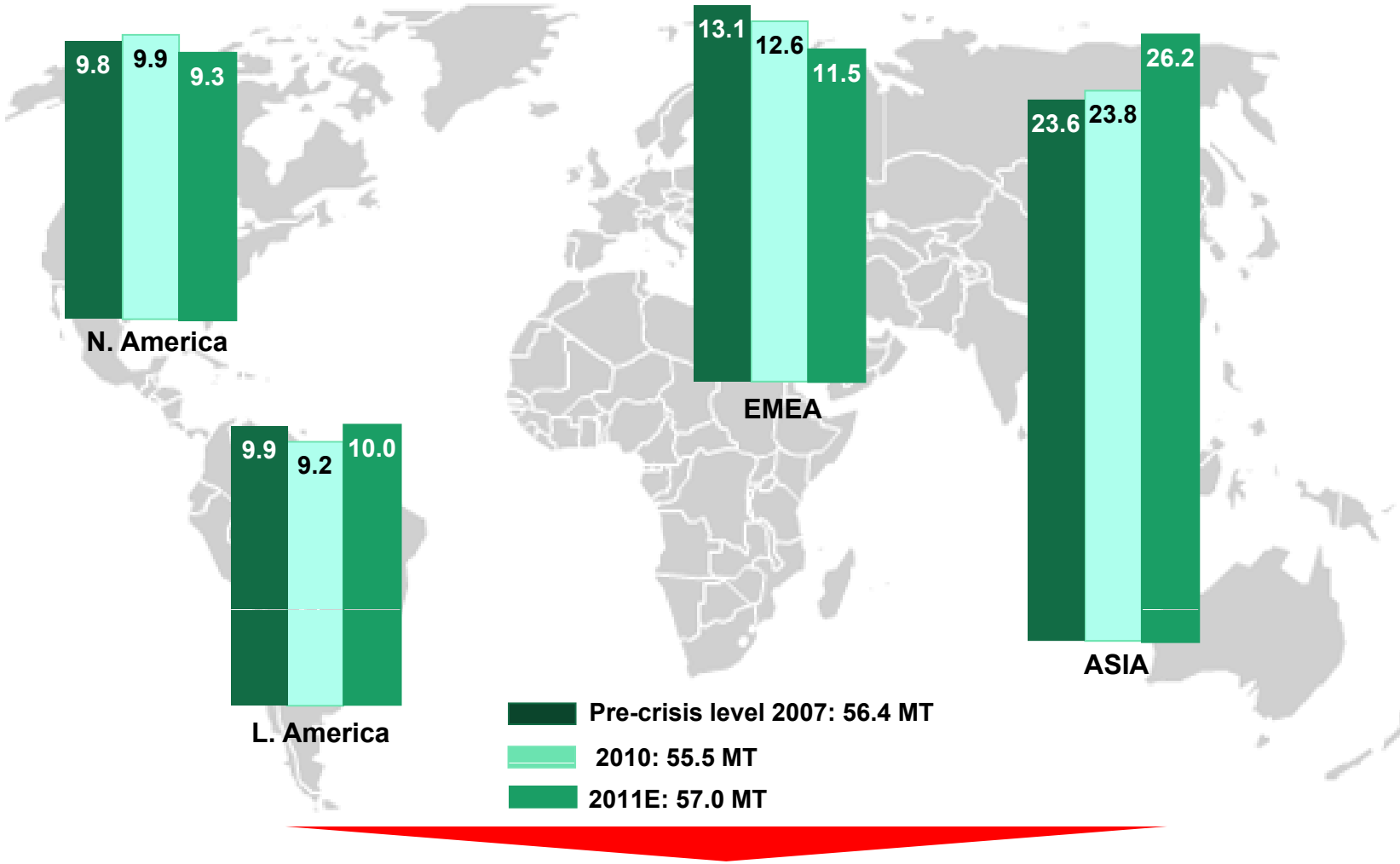


Wheat stocks-to-use ratios



Source: USDA

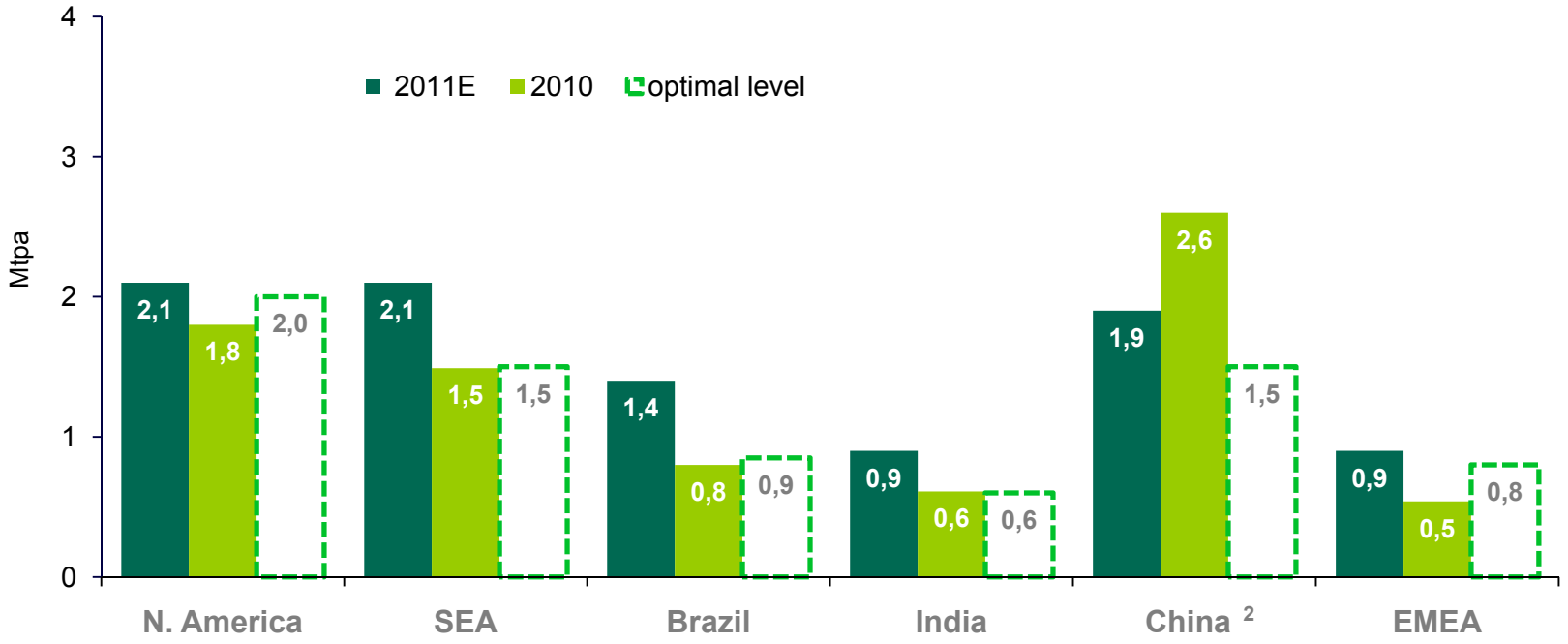
Global Potash Demand



Worldwide potash sales volumes have increased to a new record of 57 MT in 2011, representing a full recovery to pre-crisis level

Source: IFA, BPC estimations

Global Potash Inventory[1]

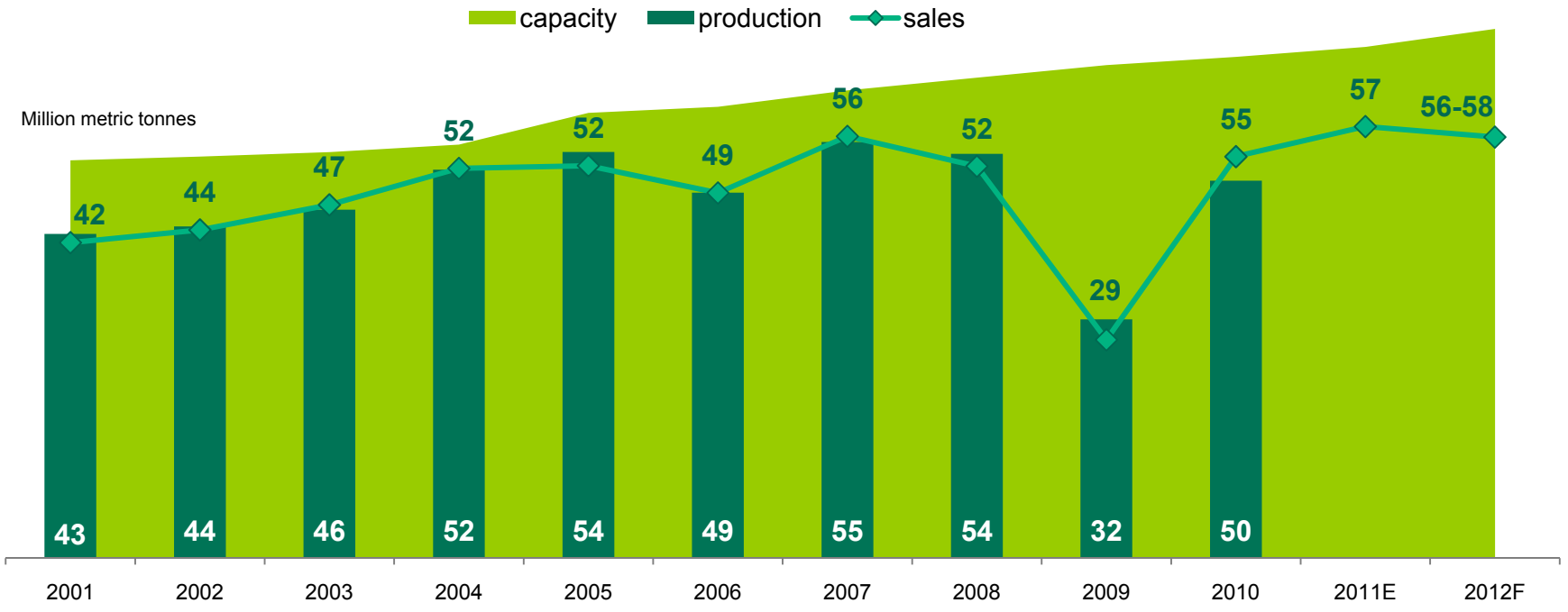


Source: BPC estimates

- Global potash inventory close to optimal levels as producers' pricing policy is paying off
- Ag commodity prices should warrant generous application during the upcoming season
- Inventories should start to get depleted, while dealers will begin to restock

Notes:
1. Inventory doesn't include domestic potash producers' stocks
2. Including port stocks, pile channels stock, NPK warehouse stock and on-the-way cargo

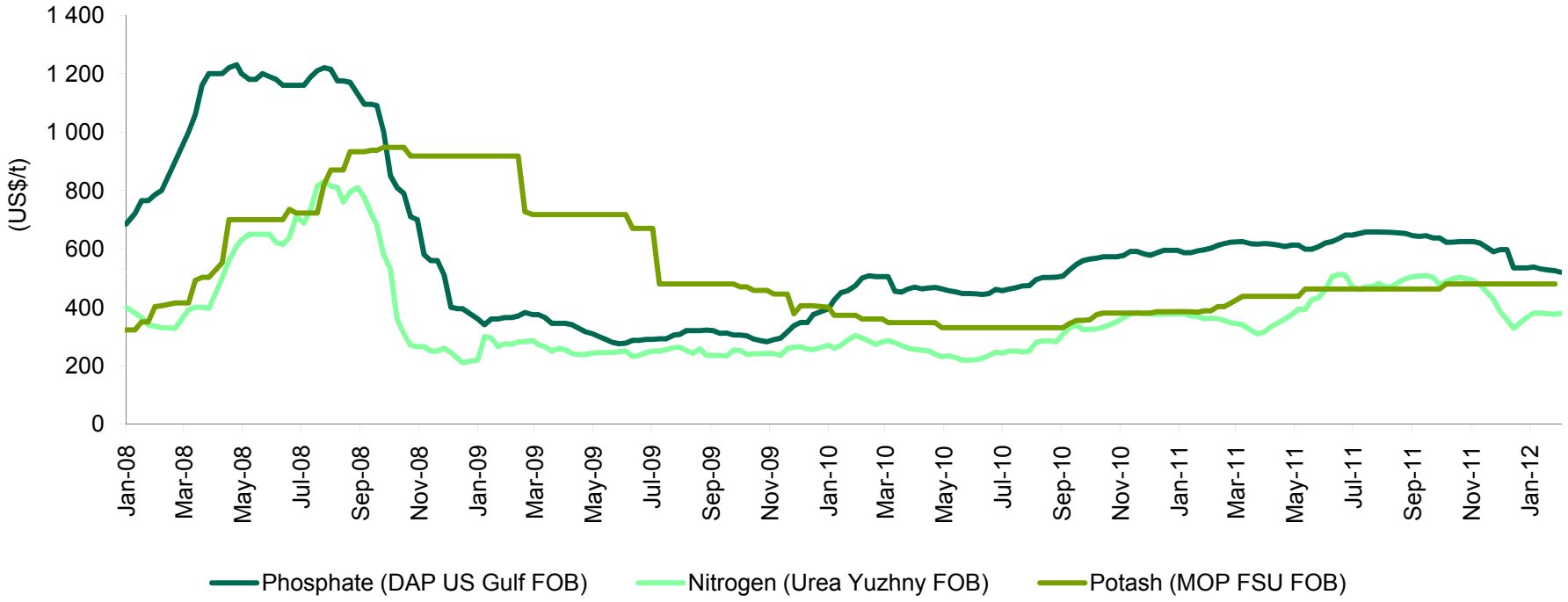
Supply/Demand Dynamics



Source: IFA, BPC estimates

- 2012 global potash demand is expected to reach 56-58 million tonnes depending on macro environment and results of negotiations with India and China
- Supply/Demand balance to remain relatively tight in the long-term. Brownfield capacity additions are expected to account for the majority of net capacity growth through 2016

Potash Price Developments and Outlook



Source: FMB

- Potash prices remain stable in key markets
- Contracts in China and India are expected to be concluded in 2Q12
- Strong 2H'12 demand should be supportive

Conclusion and Outlook

A Leader in the Global Potash Market	• #1 in global potash production • #1 in potash export market • Amongst the lowest cost producers with highly cost advantageous competitive position and further synergistic potential • Attractive portfolio of cost-advantageous Brownfield and large-scale Greenfield projects
Sustainable Superior Performance	• Adjusted EBITDA margin – 64% • Potash COGS per tonne – 61 US$ per tonne • Optimized low interest rate debt portfolio • Expected synergetic effects materializing
Market Outlook	• Fundamentals continue to support potash market • In 2012 potash demand to be in the range of 56-58 million tonnes depending on macro environment and results of negotiations with India and China • Potash prices are expected to demonstrate upward trend from 2Q'12 supported by increasing demand
Further Improvement in Corporate Governance	• High calibre international INEDs elected to the Board – Sir Robert John Margetts and Paul James Ostling • New dividend policy (50% payout and interim dividends) benefits all shareholders

Focused on delivery of growth to drive shareholder value

Thank You!

Appendices

Appendices

A Leader in the Global Potash Market

Financial Highlights

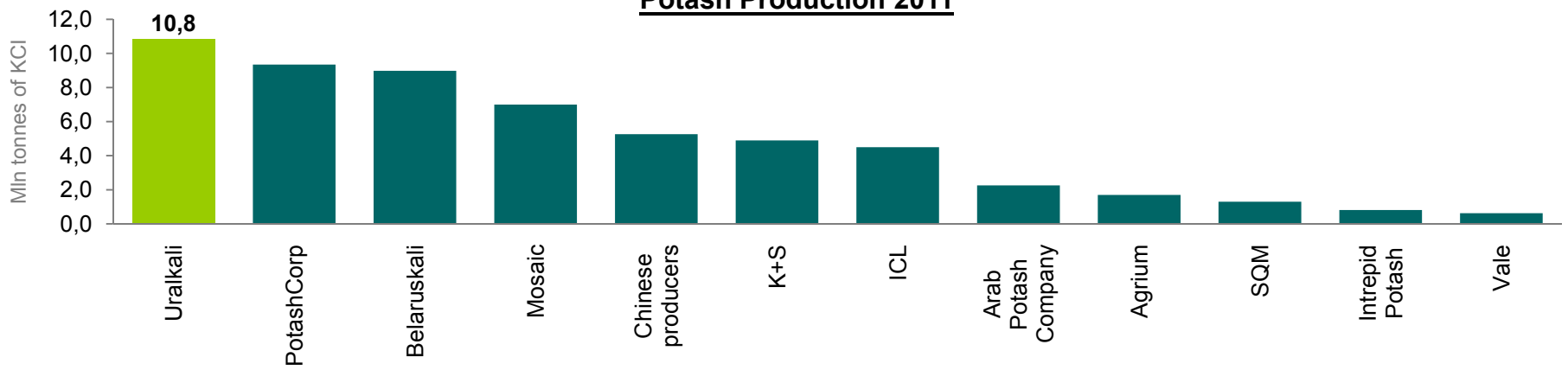
Potash Market Fundamentals

IR Calendar and Awards

A Leader in Potash Production, Export Trading, Cost Position

1 Potash Producer Globally

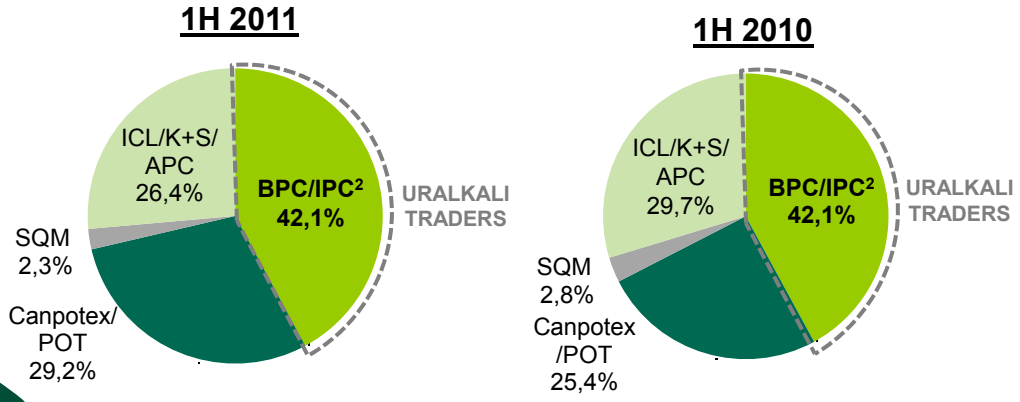
Potash Production 2011



Source: Company data, Fertecon Q4 2011, Bloomberg

#1 in Potash Export Market

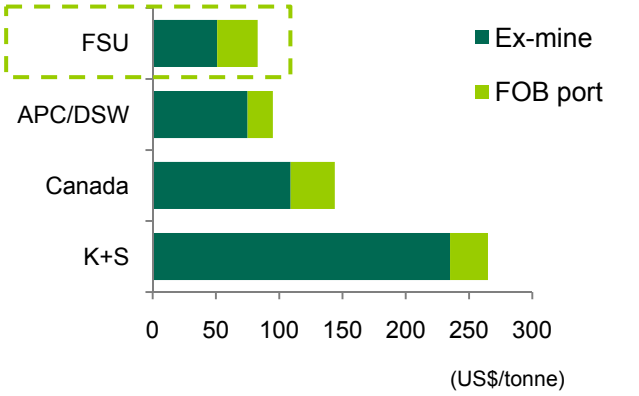
Major potash players by export trading



Source: BPC, Company data
Note: 2. Together with Uralkali Trading S.A

The Lowest Cost Producer in the Industry

Potash cash costs by global producers



Source: Fertecon, Q4 2011

Uralkali Management Team and Governance

Management team and governance structure optimally positioned to drive future growth

- Senior management team comprises highly experienced operational, financial and functional professionals
- Selected from the legacy management teams of both companies
- Two new high calibre international INEDs were appointed by the Board – Sir Robert Margetts and Mr. Paul Ostling
- Commitment to enhancement in corporate governance standards



Appendices

A Leader in the Global Potash Market

Financial Highlights

Potash Market Fundamentals

IR Calendar and Awards

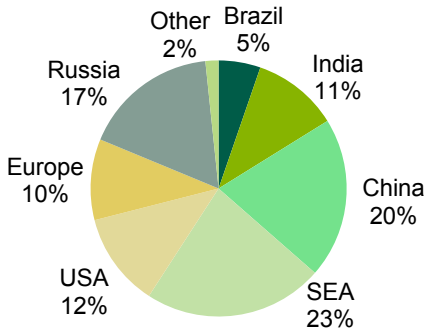
Key Financial Highlights

Key Figures

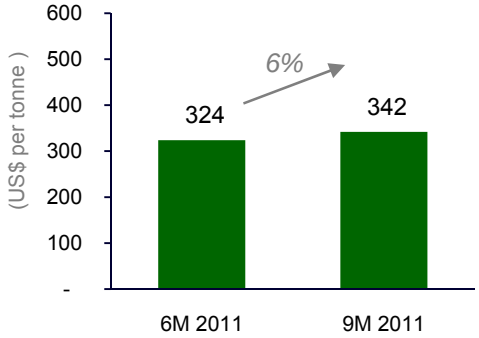
(US$ mln)	Pro-Forma[1] 1H 2011	Pro-Forma[1] 1H 2010	Change %
Sales volume, 000 tonnes	5 276	5 272	*0%*
- Domestic sales	856	841	*2%*
Sales to farmers	46	48	*-4%*
- Export sales	4 421	4 431	*0%*
Revenue	1 973	1 527	*29%*
Net Revenue[2]	1 654	1 261	*31%*
EBITDA	1 036	764	*35%*
EBITDA margin, %	*63%*	*61%*	
Adjusted EBITDA[3]	1 054	765	*38%*
Adjusted EBITDA margin[4], %	*64%*	*61%*	
Net Profit	794	466	*70%*
CAPEX	226	223	*1%*
- Maintenance	118	109	*9%*
- Expansion	107	114	*-6%*
Average export price, US$	398	303	*31%*

Key Considerations

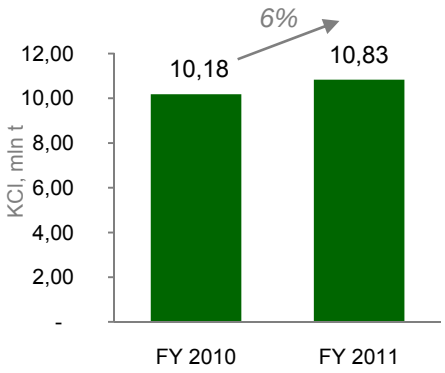
9M2011 Market Mix[1]



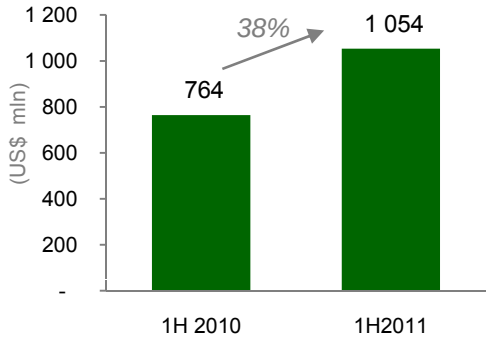
Average export potash price, FCA[1]



Potash Production[1]



Adjusted EBITDA[3]

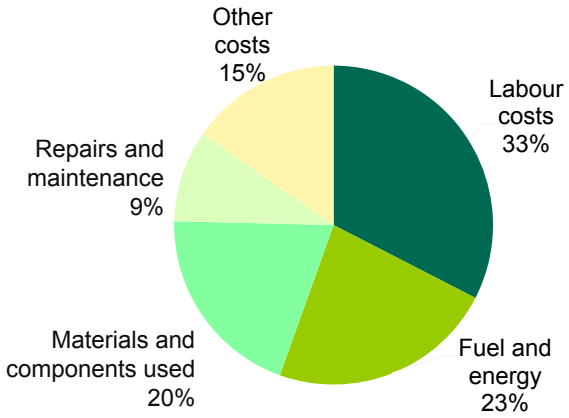


2011 Demonstrated growth in prices together with virtually full capacity utilization rate

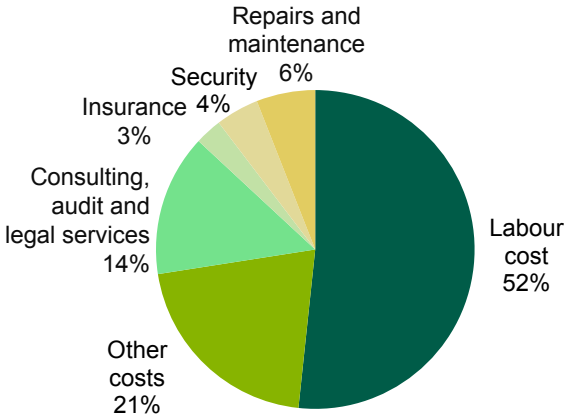
Notes:
1. Uralkali financial results including Silvinit results starting from 1 January 2011
2. Net revenue represents adjusted revenue (sales net of freight, railway tariff and transshipment costs)
3. Adjusted EBITDA is calculated as Operating Profit plus depreciation and amortization and does not include mine flooding costs
4. EBITDA margin is calculated as EBITDA divided by Net Sales

Review of Cost Structure 1H 2011[1]

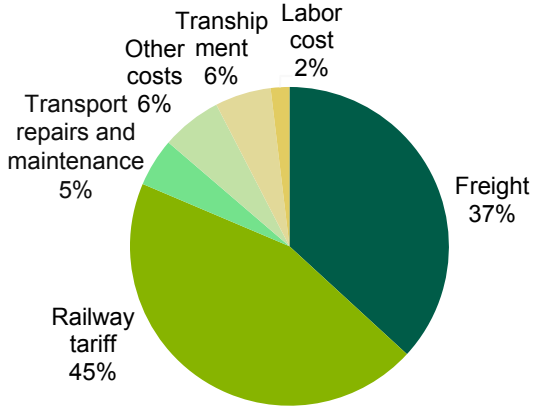
Cash COGS[2]



Cash G&A Costs

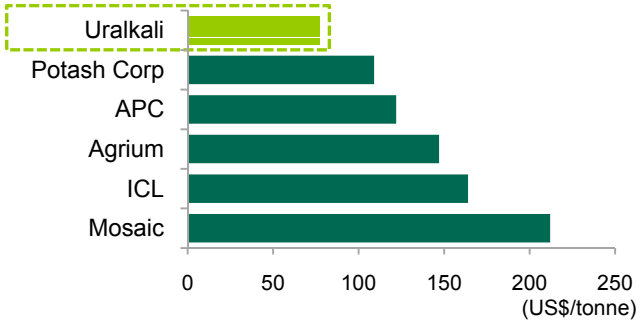


Cash S&D Costs

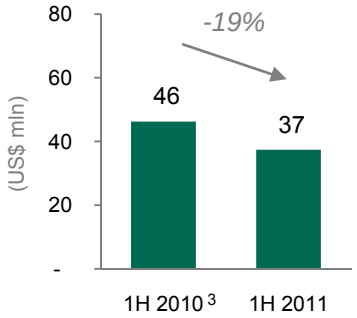


- Unit potash cash COGS 1H 2011 – 61 US$ per tonne - the lowest across the industry:

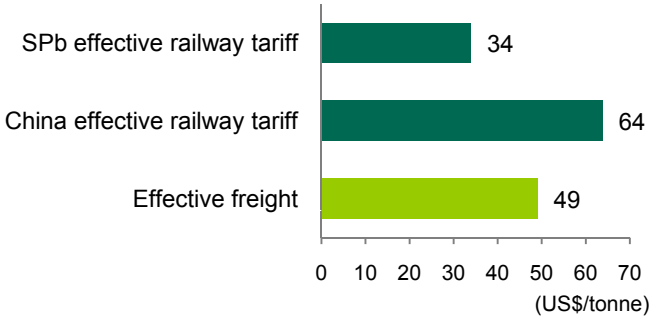
2010 Potash industry cost curve (excl. shipping)



Labor GnA costs



Effective railway tariff and freight rates



Source: Uralkali, Companies reports , HSBC

Maintaining status of a low cost producer with the focus of further cost efficiency, optimization, delivery of synergies

Notes:
1. Consolidated Condensed Interim Financial Information for 6 months 2011
2. Without COGS of finished goods acquired at acquisition
3. Adjusted for one-off compensation costs

Maintaining Robust Capital Structure

Key Considerations

- Maintaining 30% Debt to 70% Equity capital structure
- Medium term target ratio of Net Debt to LTM EBITDA of 1.0x – 2.0x
- Focus on maintaining strong liquidity and comfortable debt maturity profile
- All debt is maintained in US Dollars acting as a natural hedge, with sales predominantly denominated in US$ and costs is RUB
- Cross-currency swaps are used to effectively convert RUB debt into US$

Balance Sheet[1]

(US$ bn)	30 December 2011
Debt (bank loans + bonds)	3.3
- bank loans	*3.3*
- bonds issued	-
Cash	1.0
Net debt/(cash)	2.3
Shareholders' equity	8.0

Recent Steps to Optimize Debt Structure

- Significant Balance sheet changes:
  - Buy-back of bonds at the amount c. US$1 bn in August 2011
  - Refinancing c. US$1.2 bn of Silvinit debt with a syndicate loan in September 2011
  - New c. US$ 2 bn credit line from Sberbank
- Loan portfolio parameters at the end of 2011:
  - c.100% of debt exposure is in US Dollars
  - Average interest rate c. 3.0%
- Net debt at the end of 2011 – US$2.3 bn

Focus on robust capital structure, maintaining strong balance sheet

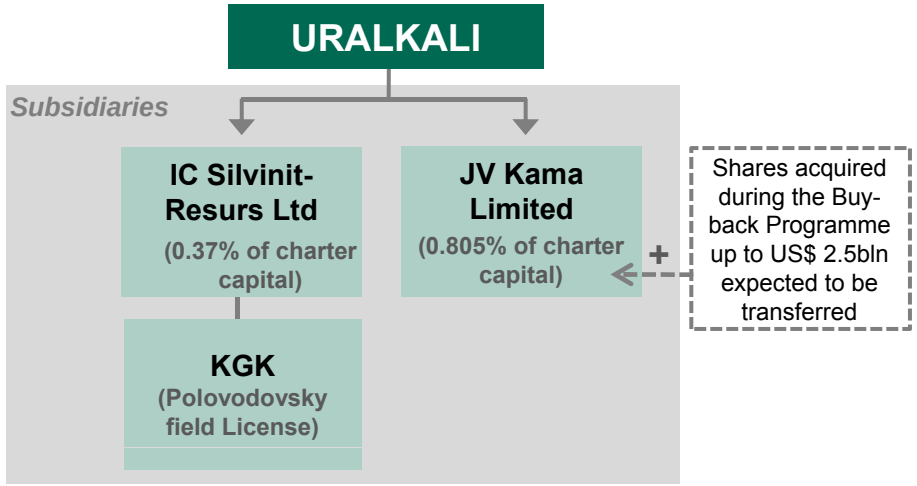
Notes:
1. Consolidated Condensed Interim Financial Information for 6 months 2011

Uralkali's Intragroup Structure Optimization

Reorganization Process Timeline

- February 24, 2012 – Uralkali Board of Directors has resolved to propose the consolidation of three affiliated companies with Uralkali
- April 16, 2012 – Extraordinary General Meeting of Shareholders to vote on the reorganisation of Uralkali
- July 30, 2012 – Planned completion of consolidation process

Reorganization Structure



SUBSIDIARY'S CONSOLIDATION WILL RESULT IN:

- **Transfer to Uralkali the research and mining license** for the development of the Polovodovsky field due to consolidation of Kamskaya Gornaya Kompaniya (KGK)
  - ✓ ensure development and approval of the feasibility study for the Polovodovsky project in compliance with the terms of the license agreement
- **Cancellation of all Uralkali's treasure shares** due to consolidation of affiliated IC Silvinit-Resurs and JV Kama

Optimizes Uralkali's structure and improves its transparency for shareholders and investors

Appendices

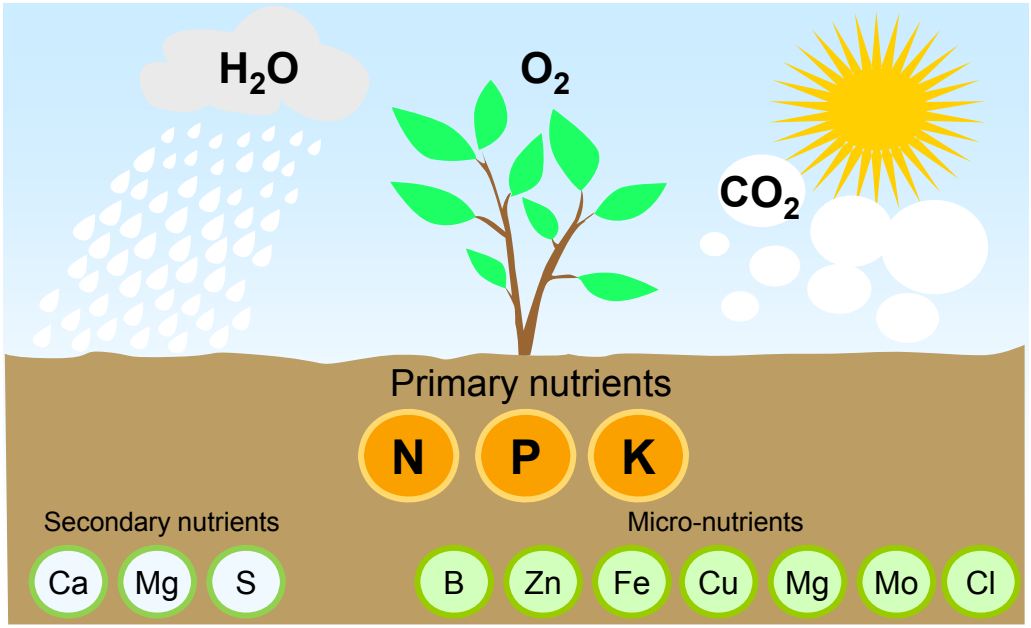
A Leader in the Global Potash Market

Financial Highlights

Potash Market Fundamentals

IR Calendar and Awards

Potassium: One of the Three Primary Nutrients



Nitrogen (N)	Phosphorus (P)	Potassium (K)
• Promotes protein formation • Determines plant's growth, vigour, colour and yield	• Plays a key role in adequate root development and photosynthesis process • Helps plant resist drought	• Improves plant durability and resistance to drought, disease, weeds, parasites and cold weather

Each nutrient plays its own role, but only together they ensure a balanced nourishment and cannot replace each other

Potash: Growth, Visibility, Stability

	Potash (K)	Phosphate (P)	Nitrogen (N)
Market size[1] (2011E)	**36.4 million tonnes K_2O (58.6 million tonnes KCl)[2]**	40.7 million tonnes (P_2O_5)	106.9 million tonnes (N)
Geographic availability	**Very limited**	Limited	Readily available
Industry members	**Small number of leading players**	Several leading players	Large number of players
Profitability	**High**	Low/medium	Low/medium
Estimated cost of greenfield capacity	**US$4.1bn for 2 mln tonnes (KCl)**	US$1.5bn for 1 mln tonnes (P_2O_5)	US$1bn for 1 mln tonnes ($NH_3$)
Estimated greenfield development time	**min 7 years**	~ 3-4 years	~ 3 years

Potash represents the strongest investment story across the fertilizer industry

Source: Fertecon Q4 2011, IFA Nov-Dec 2011, PotashCorp

Notes:
1. Including domestic sales and imports
2. 1 t KCl (product) is equal to 1.61 t K_2O (nutrient)

Strong Industry Fundamentals

Growing demand

- **Increasing population**
- **Declining arable land per person**
- **Income growth in developing countries**
- **Biofuels and scientific recommend-ations potential**

→ Higher demand for food
→ Changing diets
→ New source of demand for crops

Challenging supply

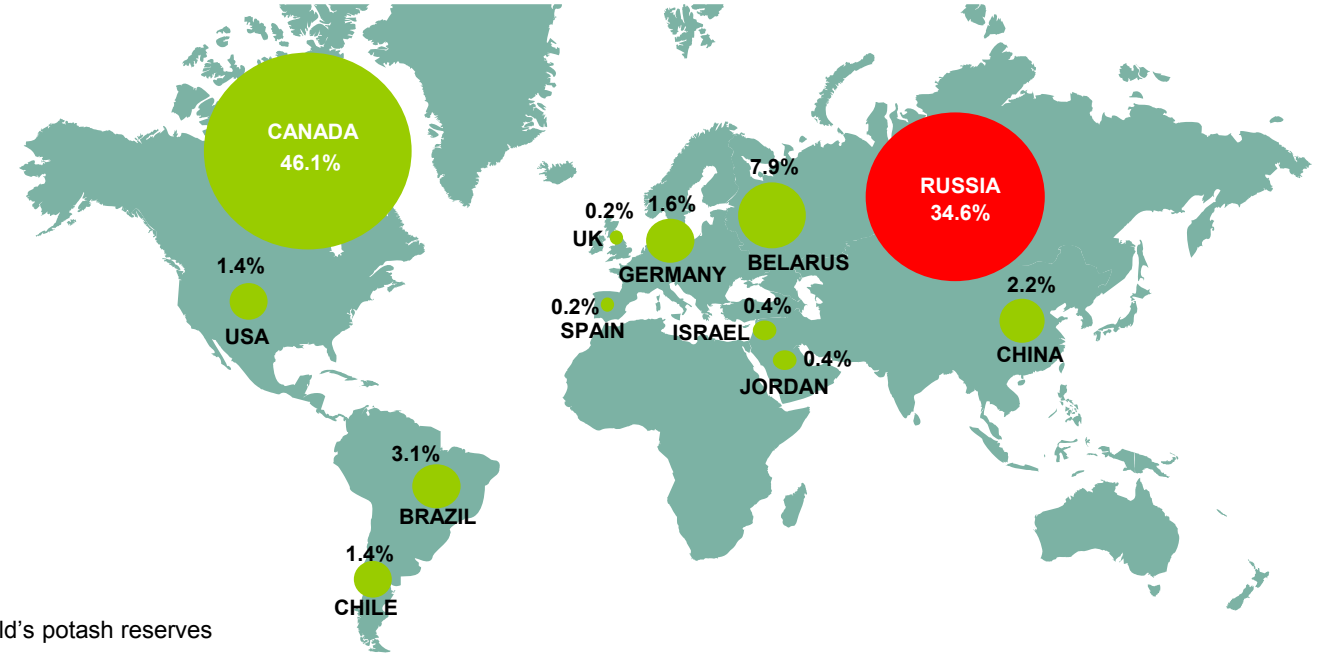
- **Relatively few top players**
- **Mineral scarcity**
- **High capex requirements**

→ High barriers to entry
→ Limited number of players to bring additional capacity

Growing demand and high supply visibility make potash a unique industry

Mineral Scarcity

Potash reserves are largely concentrated in Canada and Russia



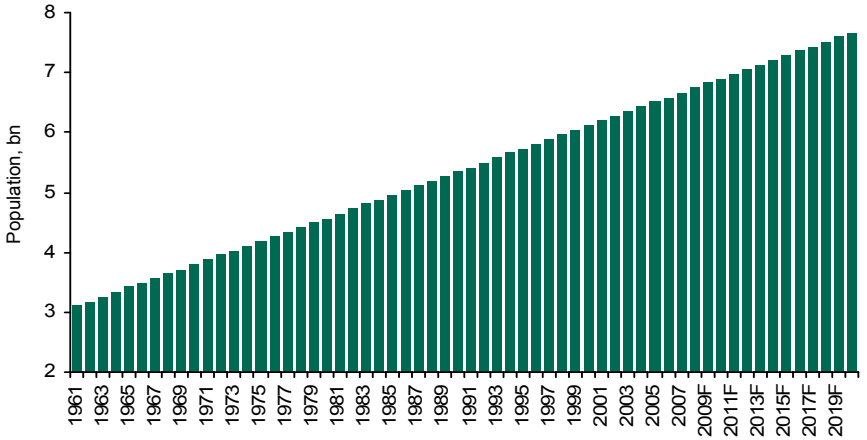
% - Share in world's potash reserves

Limited access to resources, few high quality large scale ore deposits

Source: USGS, January 2012
Note: Other countries not represented on the map account for 0.5% of world's potash reserves

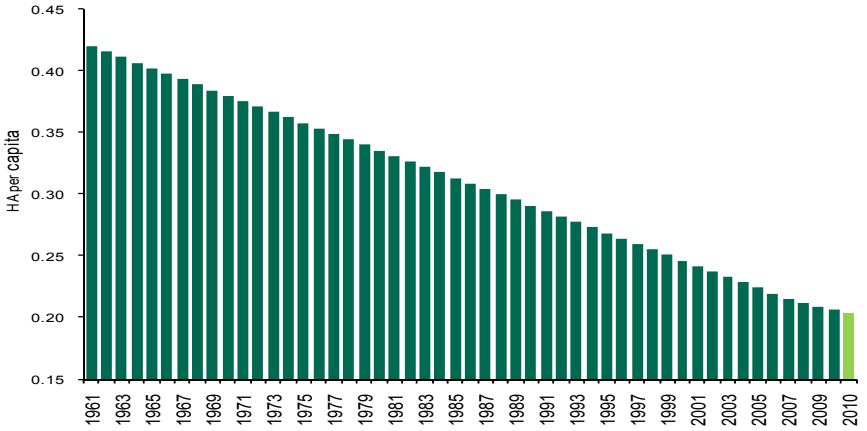
Higher Yields Required to Feed Rising Population

Growing population Needs Higher Crop Yields



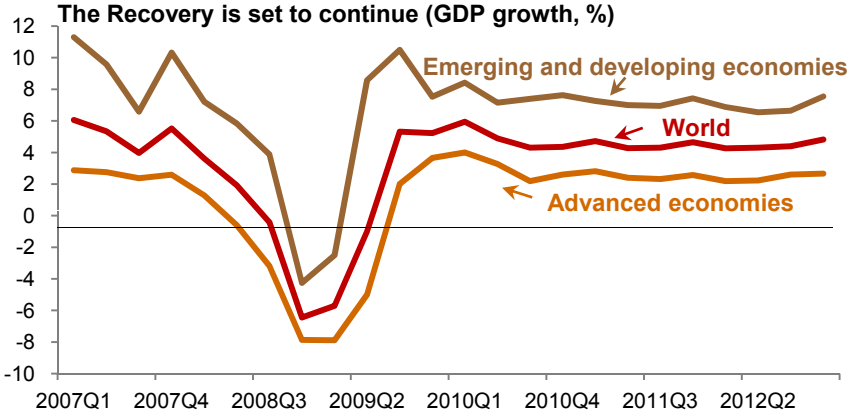
Source: FAO

Arable land per capita is shrinking



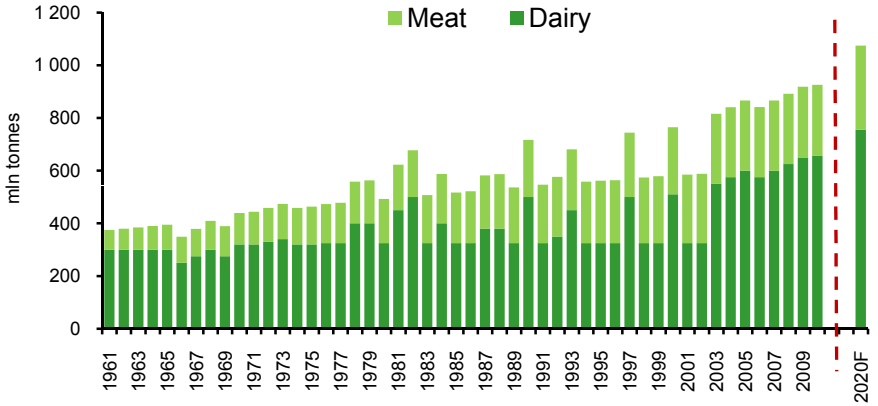
Source: Scotia Capital, US Census Bureau

Income Growth in Developing Countries



Source: IMF

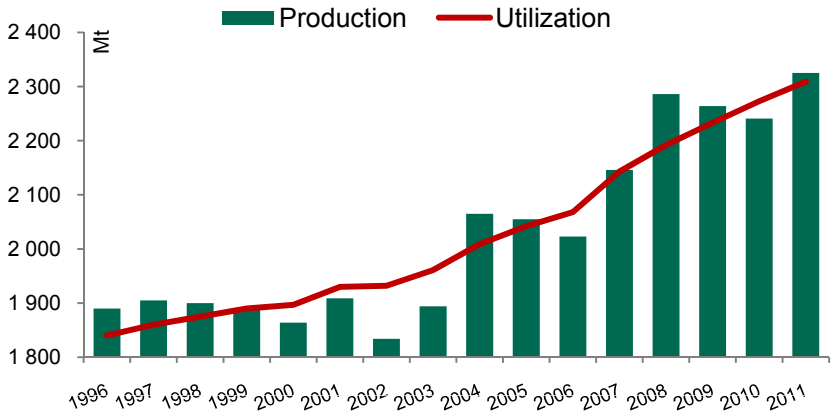
Food consumption is increasing



Source: FAO

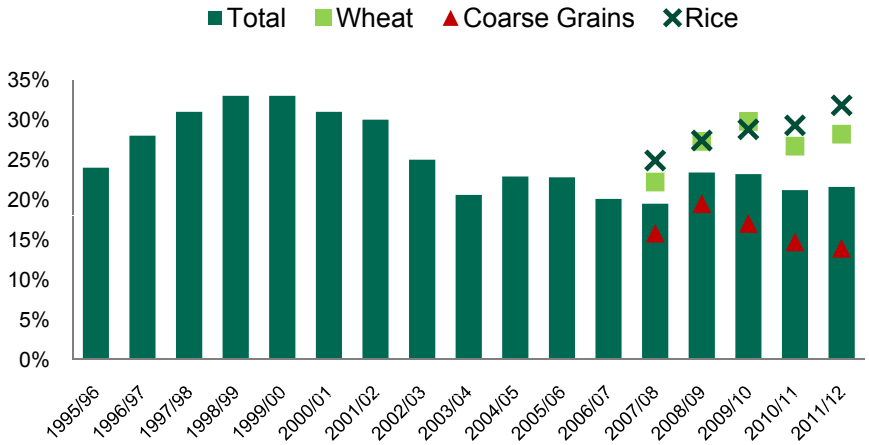
Changing Diets Drive Demand for Grain

World Cereal Production an Utilization



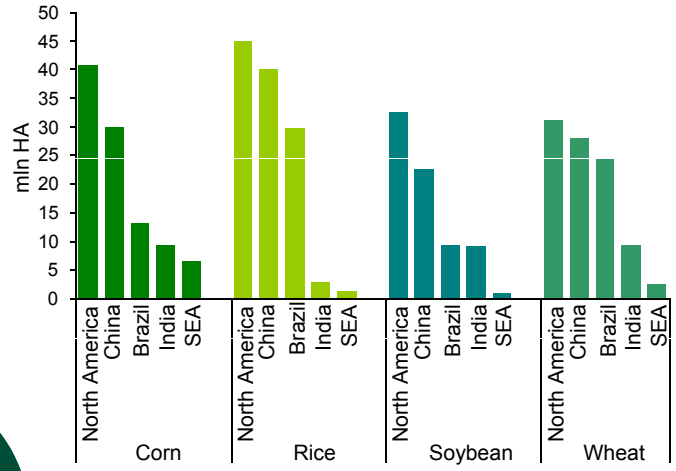
Source: IFA, FAO, USDA

World Cereal Stock-to-Use Ratio



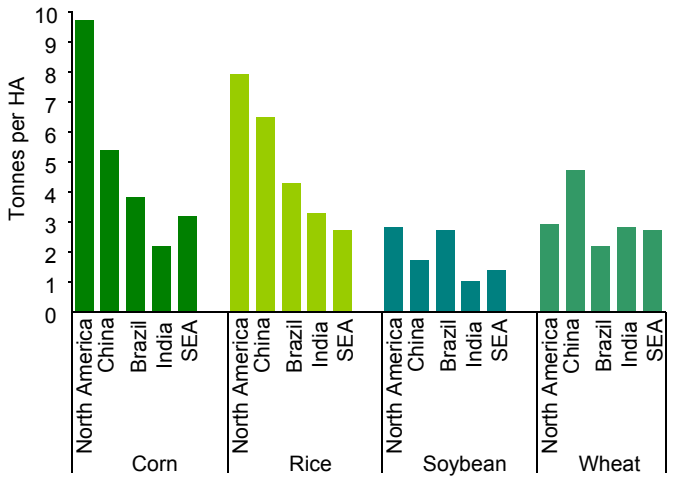
Source: IFA, FAO, USDA

Developing countries have a big portion of total crop acreage



Source: USDA

…though have lower yields compared to developed agricultures



Source: USDA

Production Chain

1 MINING

➢ Ore extraction takes place underground at an approximate depth of **400 metres**

➢ Specialized mining combines drill for potash underground, then the extracted ore is moved by conveyor belts to the shafts and lifted to the surface



2 CRUSHING



➢ In the crushing section of the flotation plant rod mills and screens **break ore into smaller particles** of the size required for further enrichment.

3 CHEMICAL ENRICMENT

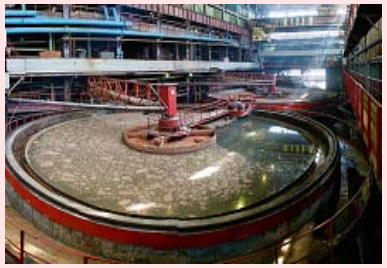
➢ The **HALURGIC METHOD** is based on the varying joint solubility of KCl and NaCl in water at different temperatures

➢ KCl crystallises out of saturated solution when it cools down

➢Produce potash fertilisers which contain **up to 98% of the useful component**



3 FLOTATION



➢ Partly purified potash ore is placed in the flotation machine, bubbles stick to potassium chloride particles and push them to the mixture surface for subsequent separation

➢ Produce potash fertilisers for agriculture which contain **up to 95% of the useful component**

STANDARD PRODUCT



White potash (MOP)

• Applied directly to the soil, for producing compound NPK fertilisers, and for other industrial needs

• Uralkali supply this mainly to China, Russia and Europe



Pink potash (MOP)

• Applied directly to the soil

• Produced through the **flotation method**

•Uralkali supply this primarily to India and Southeast Asia

COMPACTING

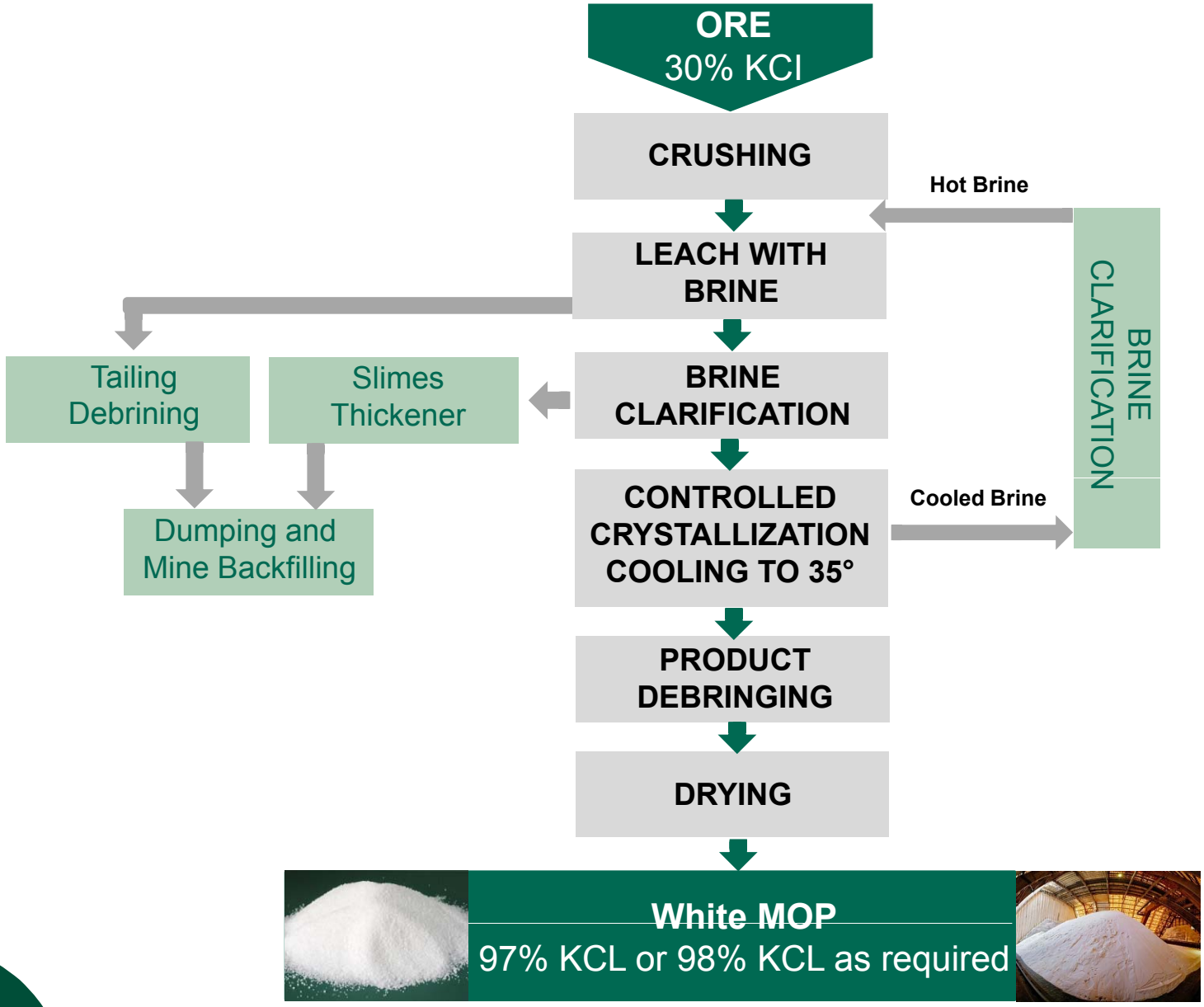


Granular potash

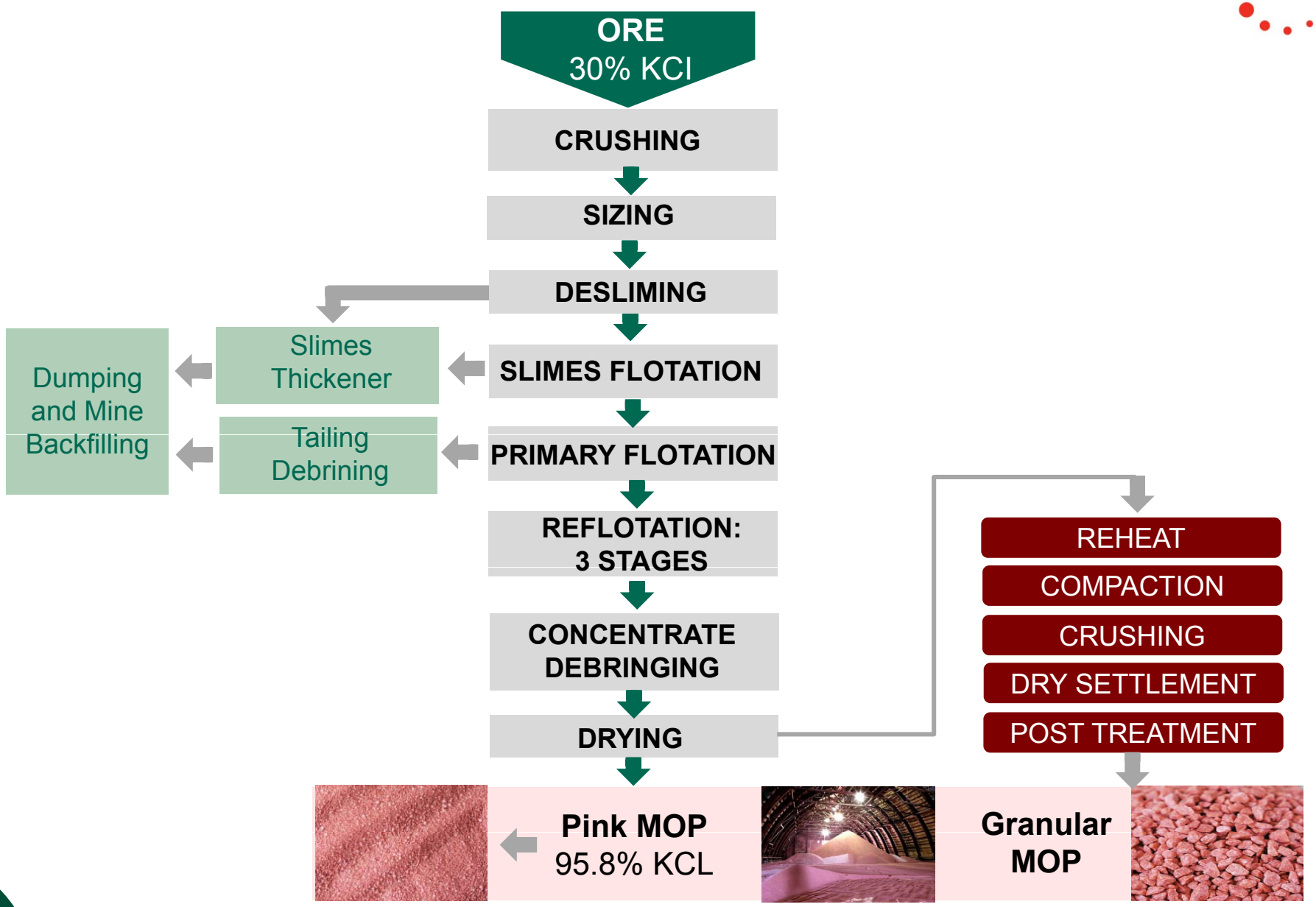
• Premium product bought mainly in countries using advanced soil fertilisation methods

• Uralkali export granular principally to Brazil, the USA and China, where it is applied directly to the soil or blended with nitrogen and phosphate fertilisers.

Chemical enrichment



Flotation


ORE
30% KCl
CRUSHING
SIZING
DESLIMING
Slimes Thickener
Dumping and Mine Backfilling
SLIMES FLOTATION
Tailing Debrining
PRIMARY FLOTATION
REFLOTATION: 3 STAGES
CONCENTRATE DEBRINGING
DRYING
REHEAT
COMPACTION
CRUSHING
DRY SETTLEMENT
POST TREATMENT
Pink MOP
95.8% KCL
Granular MOP

Appendices

A Leader in the Global Potash Market

Financial Highlights

Potash Market Update

IR Calendar and Awards

IR of the Company

1H 2012 Conference Calls and Roadshows Preliminary Calendar

Year	Date		Event	Location
2012				
	JANUARY	16	Uralkali FY 2011 Production results release	Moscow
		24-25	Deutsche Bank 10th Annual Russia 1x1 Conference	London
	FEBRUARY	29Feb-01 Mar	BofA ML 2012 Global Agriculture Conference	Bal Harbour, FL
	MARCH	6	CS 17th Annual Global Ag Productivity Conference	London
		7	Citi's Global Resources Conference	London
		7	Goldman Sachs Agricultural Forum	New York
	APRIL	5	Uralkali Q1 2012 Production results release	Moscow
		11	Uralkali Earnings call (IFRS financial results FY2011) (TBC)	Moscow
	MAY	15-16	BMO Fertilizer Conference	New York
		10-18	Uralkali Roadshow	
		21-23	80th IFA Annual Conference	Doha, Qatar
	JUNE	7	Uralkali Q1 2012 Top Line Performance Overview (TBC)	
		14-15	Capital Markets Day	Perm Region
		27-28	Renaissance Capital 16th Annual Investor Conference	Moscow

FEB 2012

M	T	W	T	F	S	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29				

MAR 2012

M	T	W	T	F	S	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

APR 2012

M	T	W	T	F	S	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

- Investor schedule consistent with that employed previously by Uralkali
  - Roadshow – semi-annually
  - Participation in major Sector and Country Conferences
  - Investor days
  - 1x1 Meetings and conference calls

Financial and Investor Community Achievements

Deal of the Year Award

Received the deal of the year award for the combination with Silvinit at the “Expert 400” forum 2011



Fundamental Efficiency Appraisal

1st

interfax

* **Highest efficiency dynamics**
* **Highest level of transparency** among 100 major Russian companies in the real economic sector (2011)

Annual Report Wins Awards

1st

RTS EXCHANGE

ММВБ MICEX

Best Annual Report 2010 among companies with **Market cap over 100 bn RUB** / Best **Design, Idea and Graphic Arts** / **Investment Attractiveness**





1st

EXPERT RA

РЫНОК ЦЕННЫХ БУМАГ

Best Annual Report 2010, 2009 for **Design and Graphic Arts** / Best **Level of Disclosure** / Best among non-financial sector





Uralkali shares named "Best rising" in the RTS Index (2010, 2011)

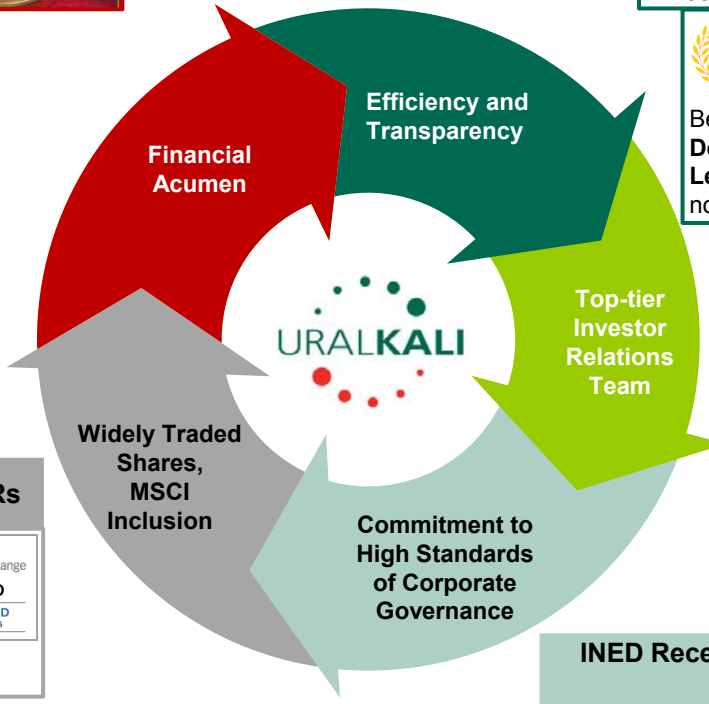
Best

RTS EXCHANGE

For the second year Uralkali shares shows the strongest growth among securities that are part of the Russian RTS Index - **"Best rising security in the RTS Index".**







Investor Relations Progress Award

1st

THOMSON REUTERS

Ranked 1 in **‘Most progress in IR’** and #3 in ‘Best roadshows’ by TR Extel Survey 2010

‘Best chemicals IR team’ in Russia by TR 2009



Strong Local Liquidity + LSE Listed GDRs

GDRs admitted to main Board of LSE under ticker URKA local presence on both RTS and MICEX

ММВБ MICEX

London Stock Exchange LISTED STANDARD DEPOSITARY RECEIPTS

RTS

4.5% of MSCI Russia

MSCI increased Uralkali weighting in its MSCI Russia Index from 2.99% to 4.5% following the completion of combination with Silvinit

MSCI A Clear View of Risk and Return

INED Received ‘Director of the 2011 Year’ National Award

National Award Director of the Year

pwc

Paul James Ostling received award for his contribution towards the development of CGS in Russian companies



Contact Information

IR Contact Details

Uralkali
119034, Russia,
Moscow, Butikovsky lane, 7
Tel.: +7 (495) 730-2371
Fax: +7 (495) 730-2393
Web: www.uralkali.com

E-mail: ir@msc.uralkali.com

Anna Batarina, CFA
Head of Investor Relations and Capital Markets

Karina Oparina
Senior Manager for Investor Relations

Daria Fadeeva
Manager for Investor Relations