

Uralkali: A Leader in the Global Potash Market

Investor Presentation
January 2014

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Agenda



- 1. A Leader in the Global Potash Market**
- 2. Strategic Review**
- 3. Financial Highlights**
- 4. Potash Market Outlook**
- 5. Key Takeaways**

Uralkali at a Glance



Company Snapshot

- Leading potash producer in fertilizer segment with attractive fundamentals and expected long-term evolution
- A blue-chip credit with investment grade corporate ratings from S&P, Moody's and Fitch (BBB-/Baa3/BBB-)
- Strong profitability and cash flow generation backed by cost efficiency and low capital intensity
- Focus on corporate governance and sustainable development

Key Metrics¹

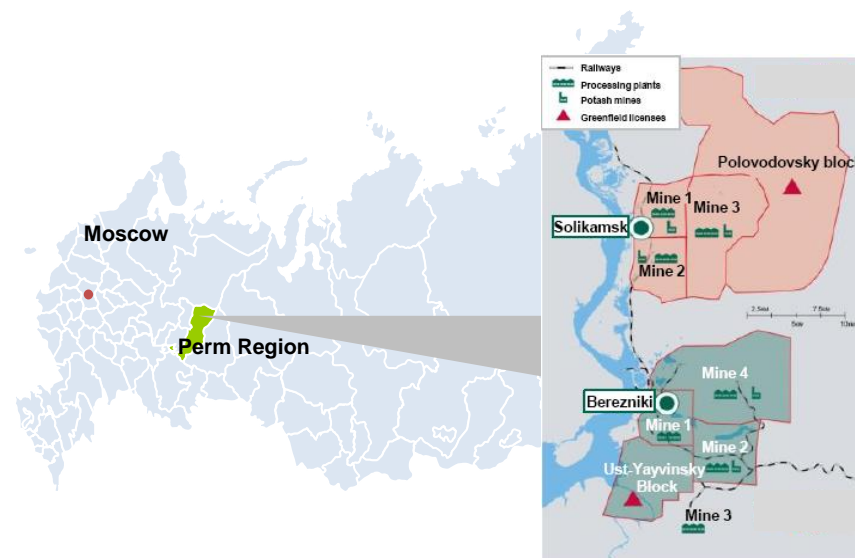
	2010	2011	2012	1H 2013
Total Sales, KCI mn t	5.1	8.6	9.4	4.3
Exports Volume, KCI mn t	4.4	7.0	7.3	3.3
Net Revenue ² , US\$ mn	1,338	2,968	3,343	1,348
Adj. EBITDA ³ , US\$ mn	800	2,097	2,375	876
Adj. EBITDA Margin ⁴	59.8%	70.7%	71.0%	65%
Total Debt ⁵ , US\$ mn	369	3,282	3,926	3,987
Net Debt ⁶ , US\$ mn	-115	2,264	2,257	2,693
Net Debt / LTM EBITDA	n/a	1.1x	0.95x	1.5x

Source: Uralkali's audited consolidated financial statements as of FY2010, FY2011, and FY2012, USGS, SRK Consulting, Uralkali data, Companies financial reports and presentations, Fertecon

Notes:

1. Silvinit Group financial results are consolidated since May 17, 2011. Please see footnote 6 in FY 2012 IFRS for more details; 2. Calculated as Revenues less railway tariff, freight and transshipment costs; 3. EBITDA is calculated as Operating Profit plus depreciation and amortization and does not include mine flooding costs and other one-off expenses; 4. Calculated as Adj. EBITDA divided by Net Revenues; 5. Calculated as total bank loans; 6. Net debt is calculated as the total bank loans adjusted for cash and cash equivalents and non-current and current restricted cash

Production Assets

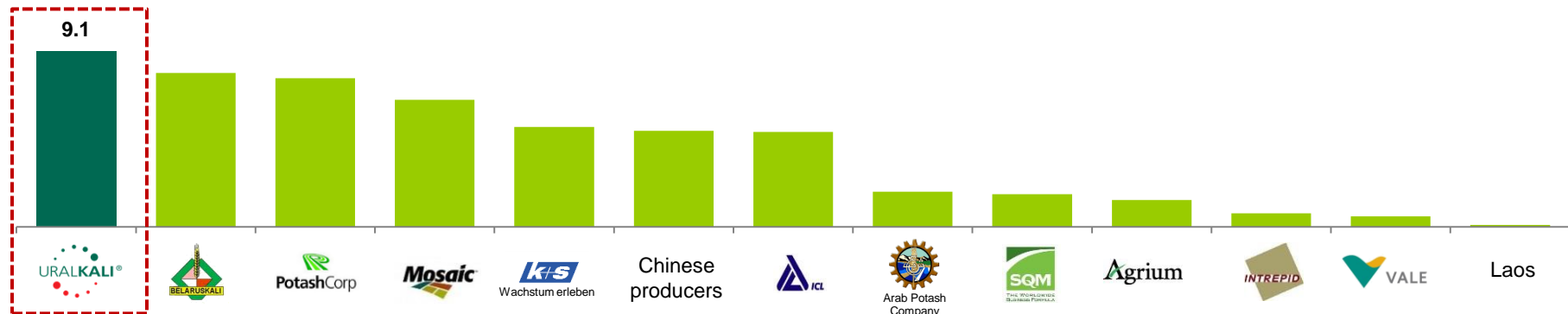


- 5 potash mines
- 6 potash producing plants + 1 carnallite plant
- 2 greenfield licenses

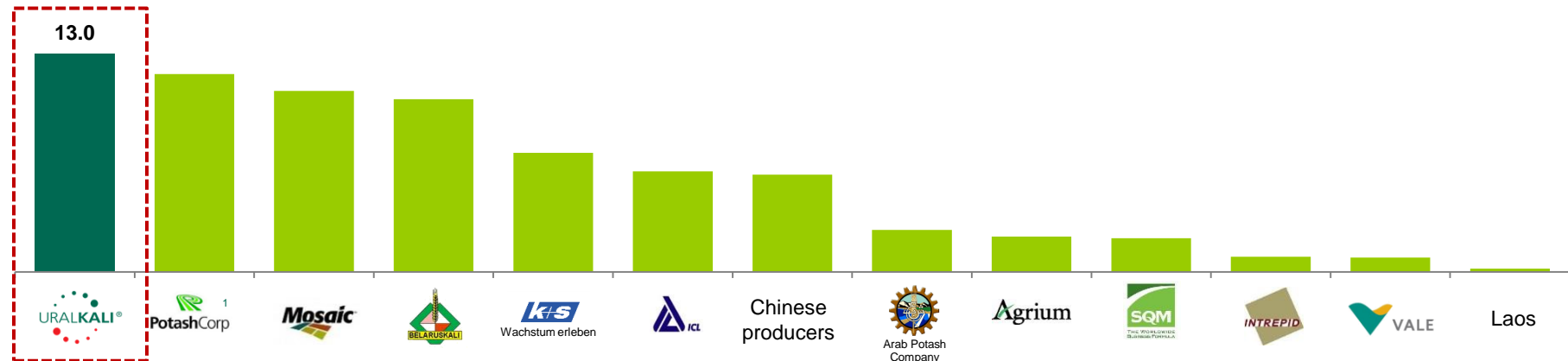
Leader in the Global Potash Market



Potash Production (2012), KCl mn t



Potash Capacity (2012), KCl mn t

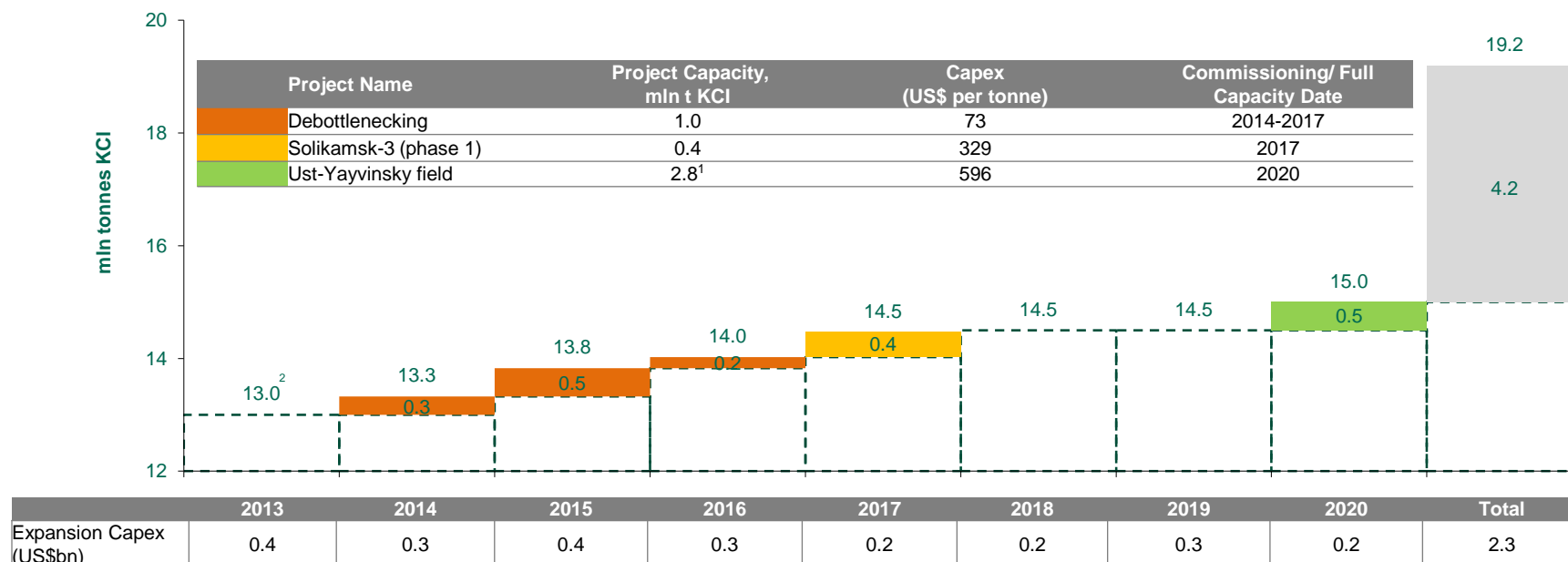


Source: Companies financial reports and presentations, Fertecon

Global market leader by both production and capacity with capability to respond to market dynamics with existing expansion programme

Note:
1. Operational capability

Low Cost Expansion Programme



- Revised capacity expansion programme to preserve robust capital structure and retain financial flexibility
- Limited capex requirements to steadily increase capacity to up to c. 15 mln t by 2020
- Decision on development of Polovodovsky and Solikamsk-3 (phase 2) to add further 4.2 mln tonnes of capacity will be made in 2015 providing for strategic optionality

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

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

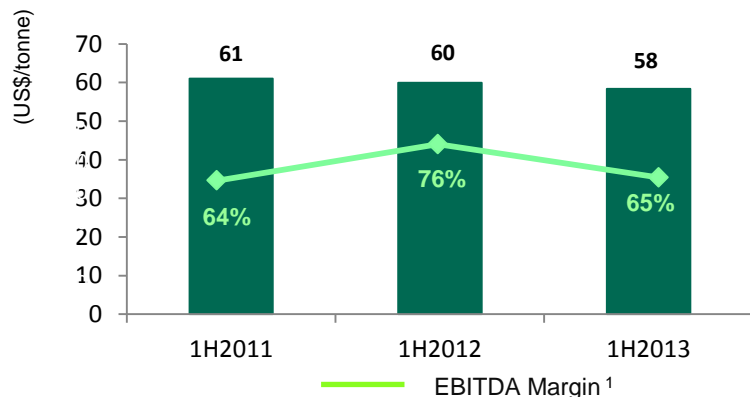
Note:

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. Capacity is shown as of year end; the numbers may not add up due to rounding

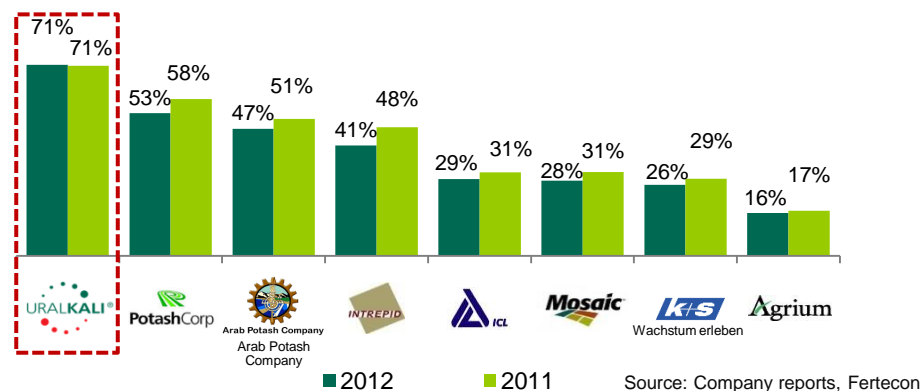
Cost Leadership Position



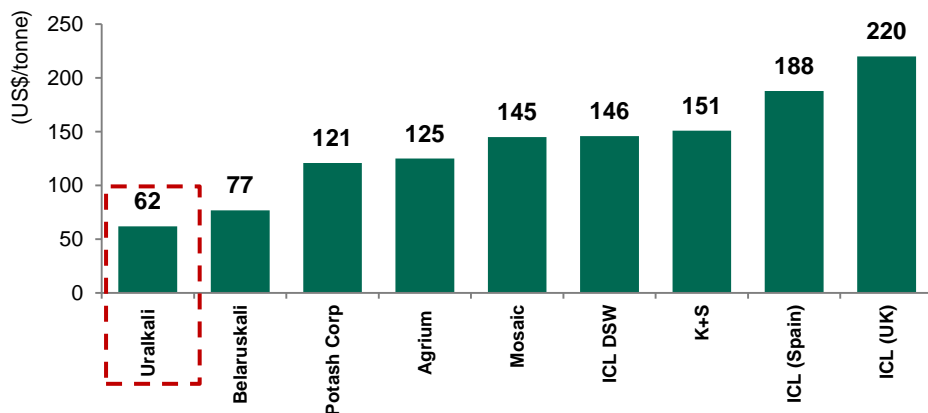
Uralkali Unit Cash COGS



Adj. EBITDA Margin¹

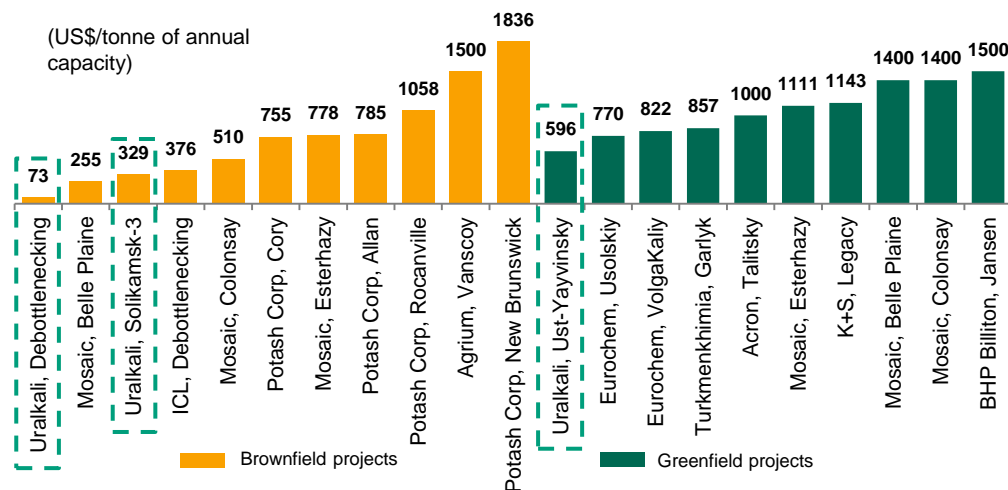


2012 Global Potash Cash COGS²



Source: Morgan Stanley Report, August 2013

Global Expansion Costs



Source: Goldman Sachs Report, June 2013; Uralkali

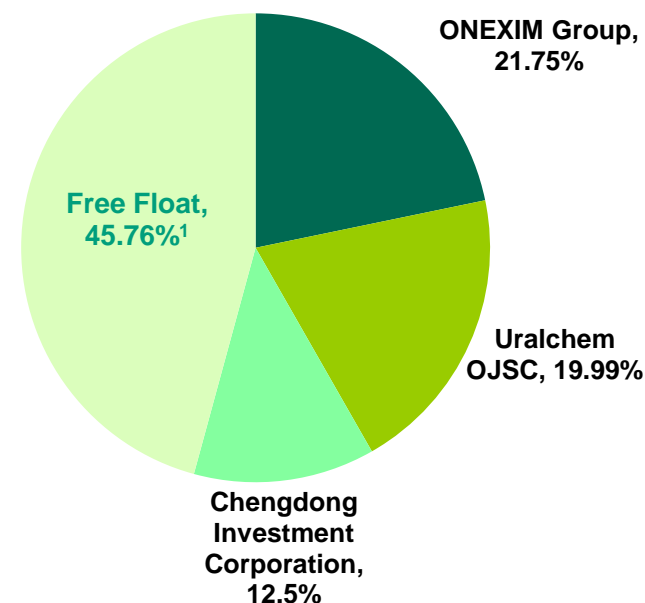
Sustaining lowest cash costs and highest EBITDA margin across the industry

Notes:

1. EBITDA margin is calculated as EBITDA divided by Net Sales
2. Defined as gross cash costs plus royalties, FOB mine (ex freight)

Diverse International Public Ownership

- Shares and GDR's are traded on the London Stock Exchange, Moscow Exchange
- Total number of ordinary shares is **2,936,015,891** (equivalent of **587,203,178** GDRs)
- GDRs represent c.16.6% of Uralkali share capital as of December 20, 2013
- Uralkali's shares and GDRs are part of major indices (incl. MSCI Russia, RTS / MICEX, FTSE Russia, Market Vector and DAXglobal Agribusiness)



Source: Company data

Largest publicly traded fertilizer producer listed on the LSE

Notes:

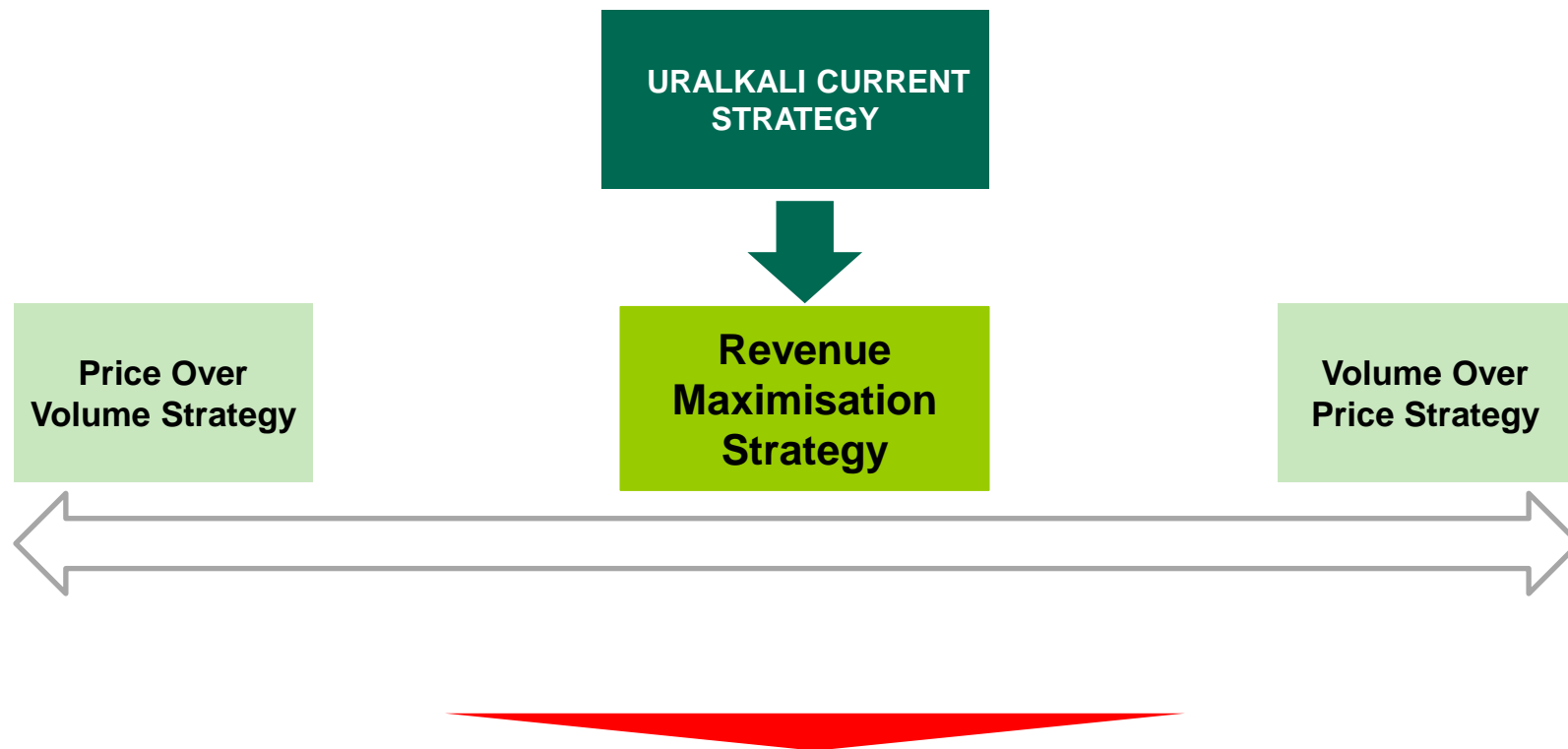
Equity structure is given as of December 20, 2013

1. Includes shares acquired by subsidiaries of Uralkali which are accounted for as treasury shares for the purposes of the Group's consolidated financial statements prepared in accordance with IFRS.

Agenda

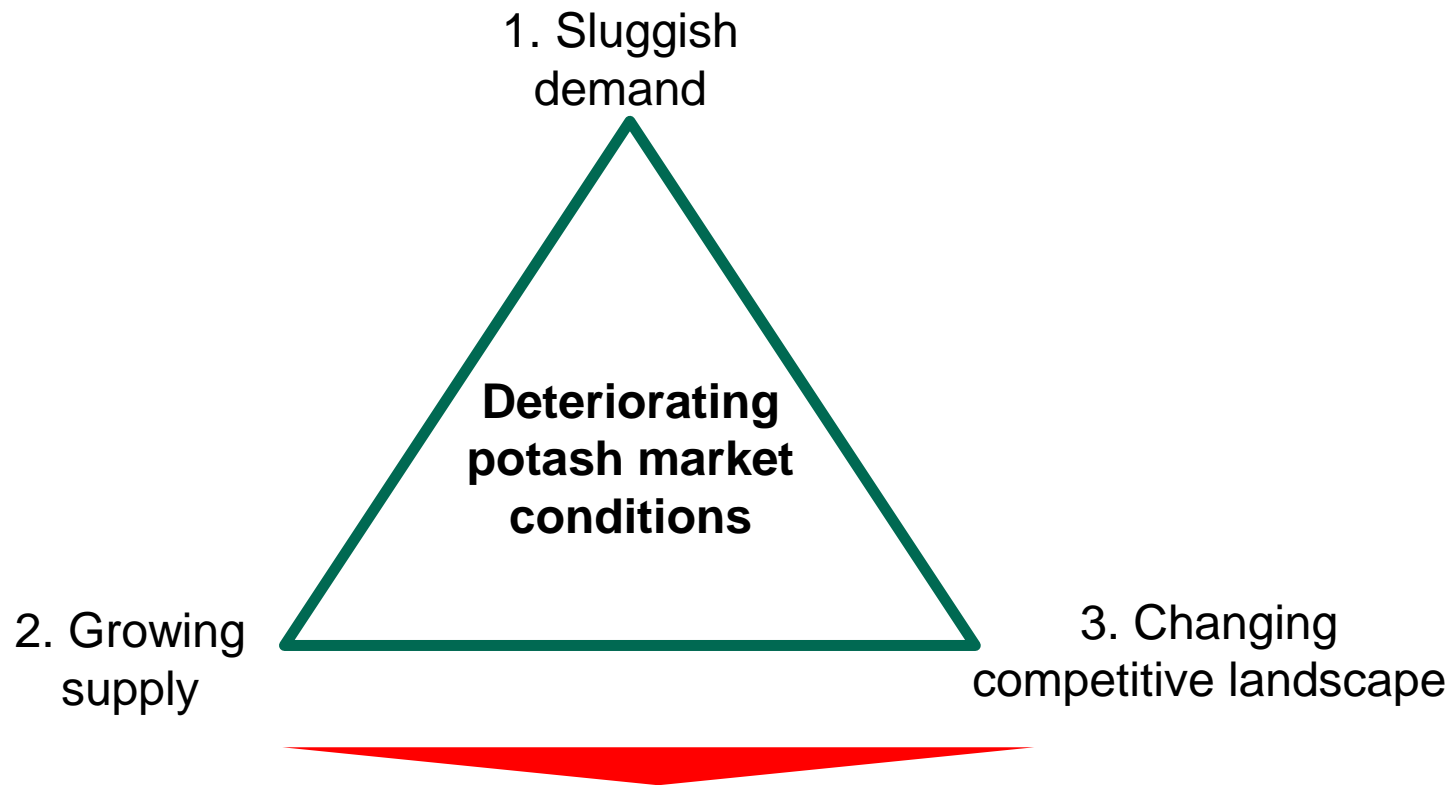
1. A Leader in the Global Potash Market
2. Strategic Review
3. Financial Highlights
4. Potash Market Outlook
5. Key Takeaways

Change in Market Posture



As an industry leader Uralkali will grasp market opportunities to maximise its revenue through either price or volume or both

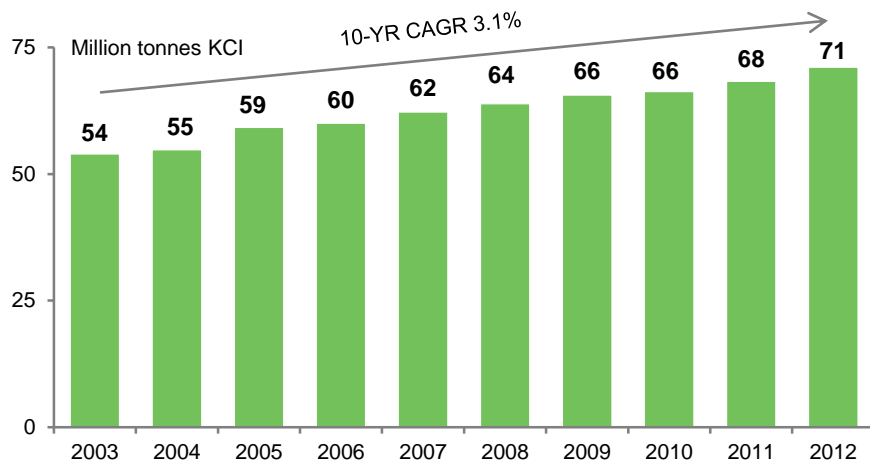
Why 'Price Over Volume' Became Too Rigid for Uralkali



Responsible market leadership started to take its toll on Uralkali's market share

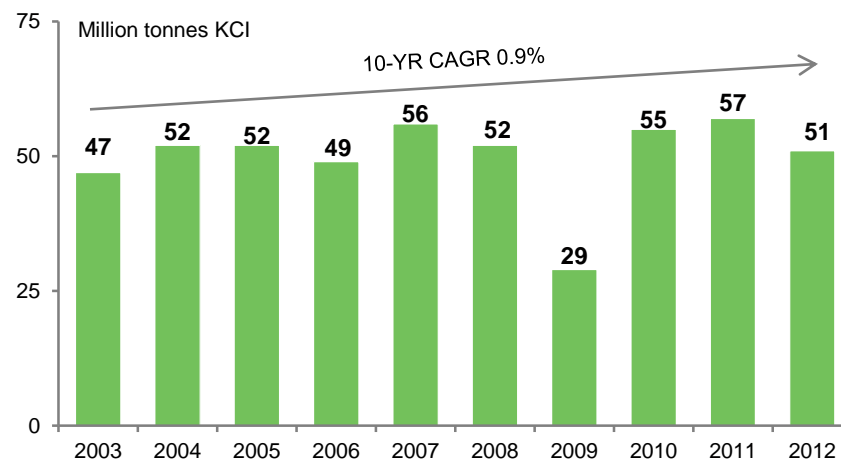
Growing Supply Ahead of Sluggish Demand

Global supply – 10-YR CAGR 3.1%



Source: IFA, Fertecon, Companies' releases

Global demand – 10-YR CAGR 0.9%

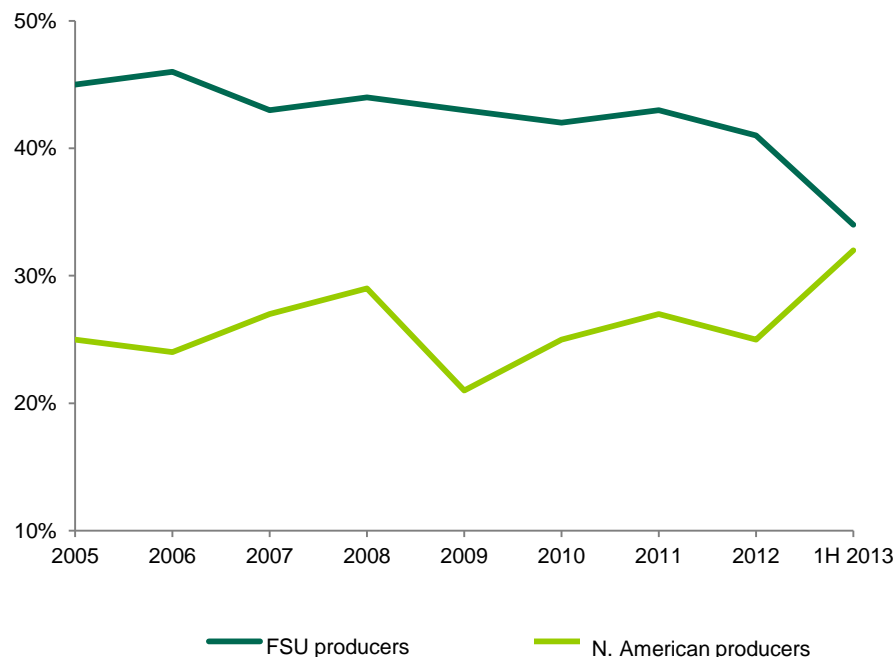


Source: IFA, Fertecon, Companies' releases

Widening supply/demand gap brought industry utilization rate down to c. 70%

Change in Competitive Landscape (1 of 2)

N. American producers' vs. FSU producers' export market share



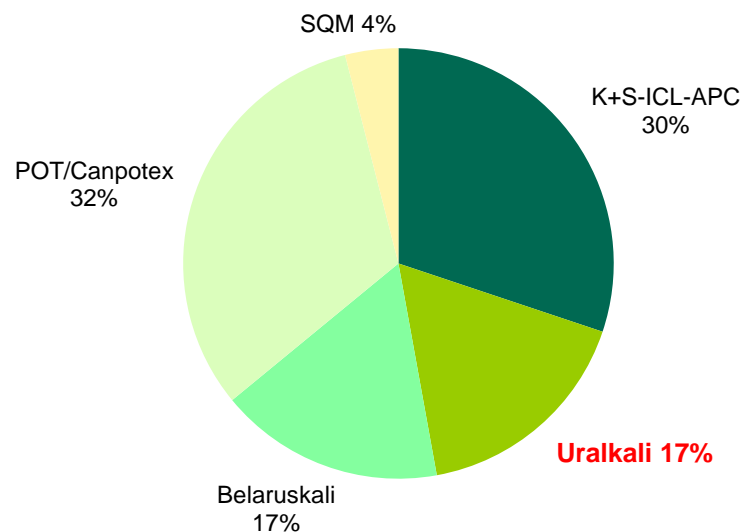
Source: IFA, Uralkali

Key observations

- **N. American producers were gaining market share through offering lower prices:**
 - Brazil: N. American producers increased the market share by 8% to 38% yoy in 1H2013
 - Malaysia/Indonesia: N. American producers' market share was up 12% yoy and 8%, respectively by offering the lowest prices in the tenders
 - India: N. American producers were increasing its market share in India at the expense of traditional suppliers in 2013: 26% in 1H2013 (up 5% yoy) compared to historical market share of 23-24%.
- **In 2012-1H2013 German and Israeli producers were also very aggressive in terms of pricing in Brazil and key European markets**
- **1H 2013 sales by Belaruskali outside of BPC have also contributed to changes in competitive environment**

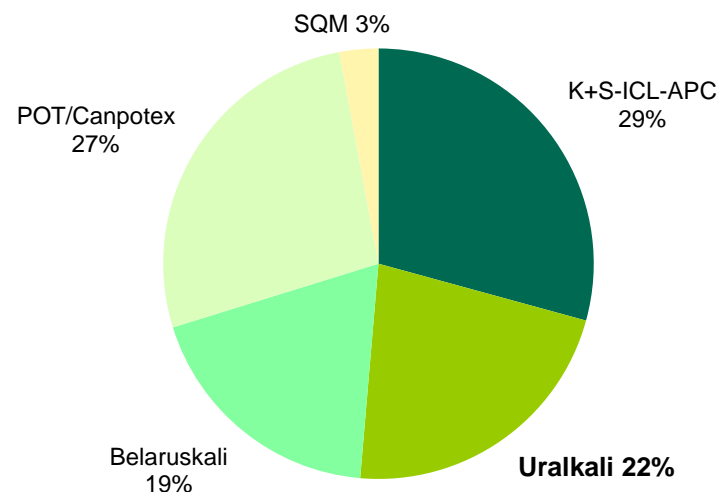
Change in Competitive Landscape (2 of 2)

1H 2013



Source: IFA

1H 2012

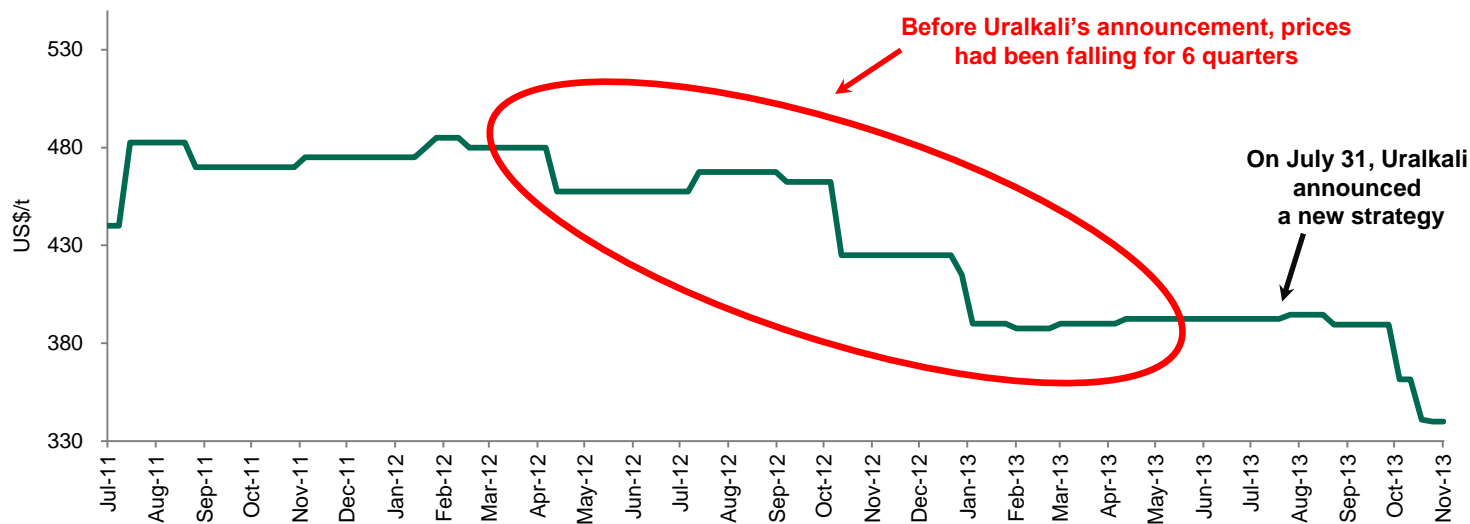


Uralkali lost global market share implementing price over volume strategy in 1H13

Impact on Global Potash Prices



Potash price evolution



Source: Argus FMB

— Potash standard FOB Vancouver, US\$/t

The prolonged decline in potash prices made “price over volume” strategy difficult to implement

Uralkali's New Strategy – Positive Changes on the Way



Short Term Impact

- More affordable pricing is expected to promote more balanced fertilisation
- Potash prices became more affordable for lower income farmers, such as in India
- Potash inventories are being depleted
- Potash demand is showing signs of recovery

Long Term Impact

- Demand growth is expected to return to historical average of c. 2-4% p.a.
- Lower potash price should promote rational decision making in relation to greenfield projects
- The improvement of market conditions will restore correlation between the potash price and farmers' economics

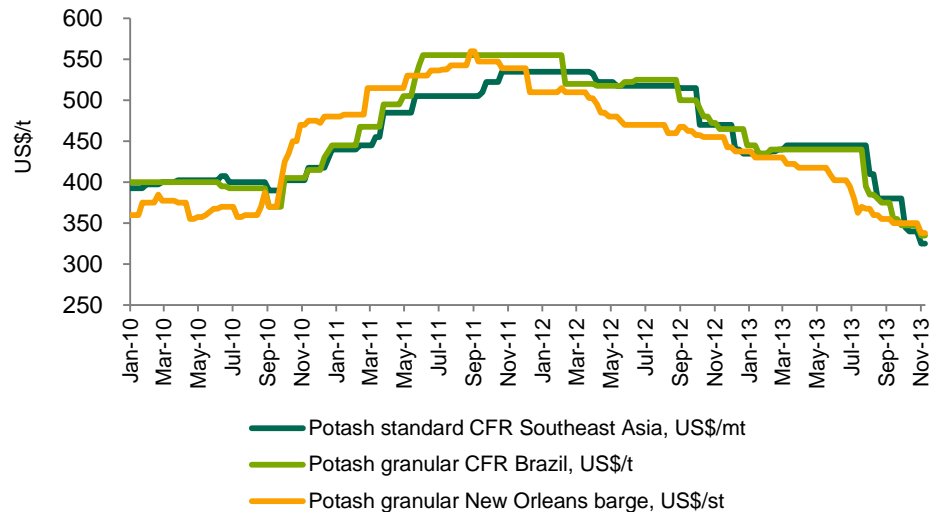


Our Customers will continue to be our ultimate priority and will benefit from the market dynamics triggered by Uralkali's new strategy

Short-Term Impact on the Industry

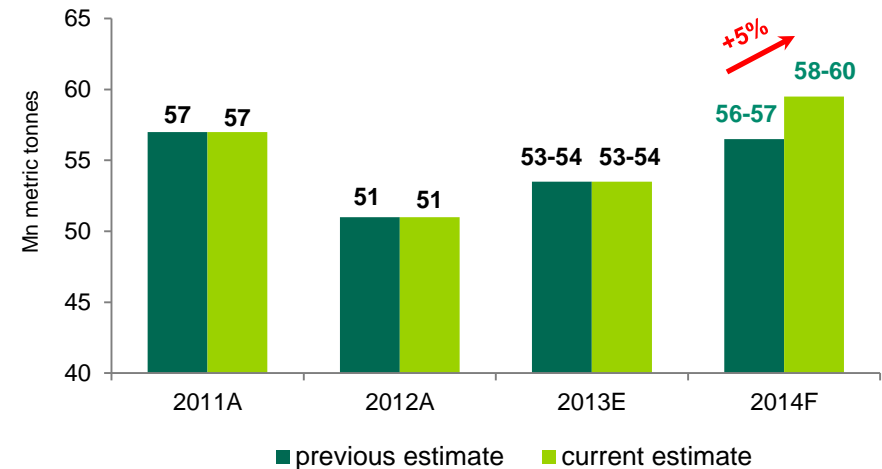


Potash prices are close to multi-year lows



Source: Argus FMB

Global Potash Sales, 2011-2014F



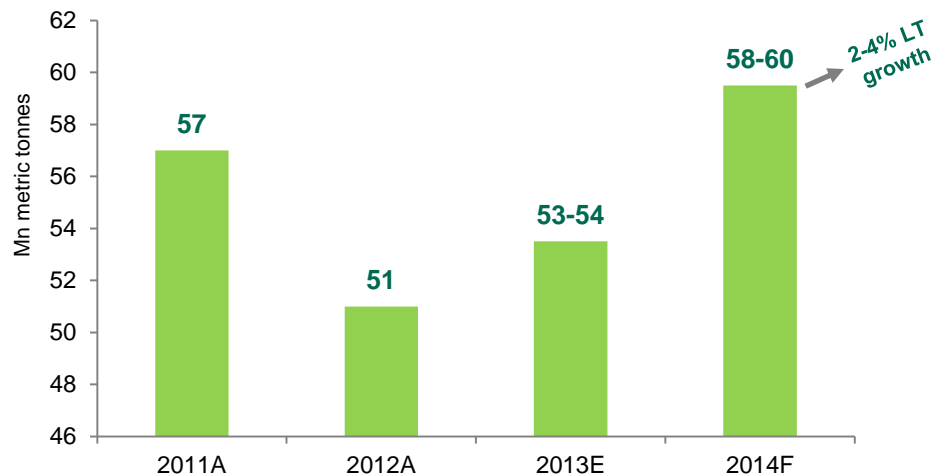
Source: IFA, Uralkali

- Customers' confidence is being restored, as prices are close to multi-year lows
- Expected 2013 market size is unchanged: 53-54 Mt
- Lower potash prices are expected to induce potash consumption: 2014 estimated market size to be in the range 58-60Mt driven by pickup in China, India, Brazil, US and South East Asia

Long Term Impact on the Industry

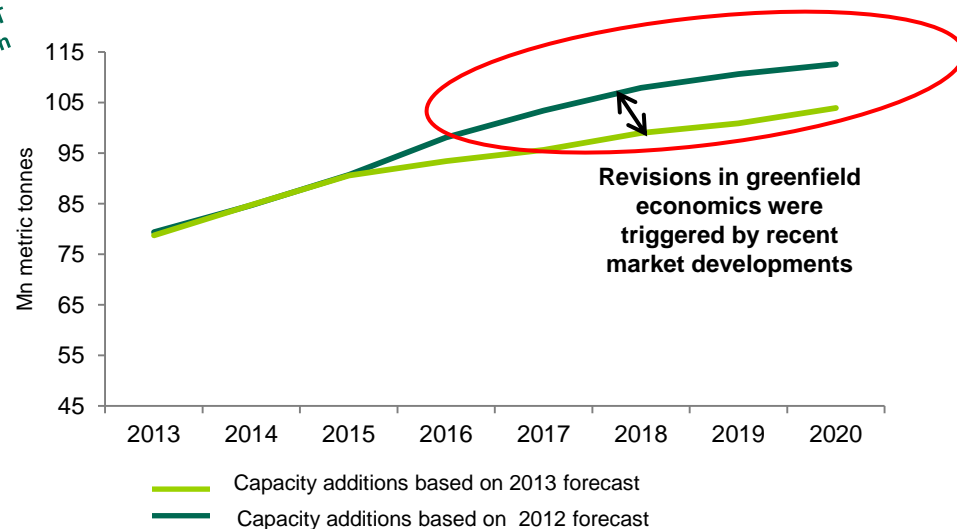


Long-Term global potash demand



Source: IFA, Uralkali

Long-Term potash capacity



Source: Fertecon

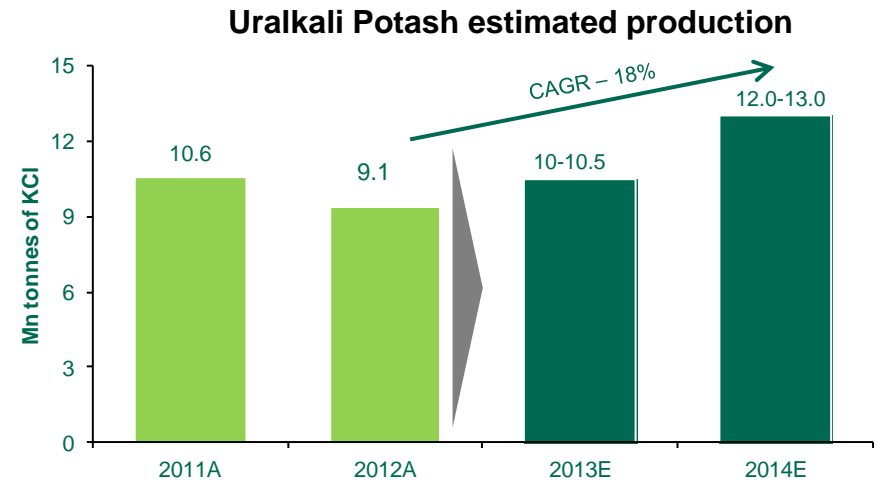
- Long term fundamentals intact with consumption expected to grow steadily at c.2-4%
- Lower potash price to promote more rational decision making on greenfield projects, in particular those with higher costs
- The timing of completion of brownfield projects is likely to be highly sensitive to market conditions as well as prices and industry profits

Potash supply/demand balance is expected to approach the equilibrium

Impact of Evolving Market Structure on Uralkali

Sales Growth

- Uralkali is targeting maximizing revenue over the next 24 months with particular focus on such fast-growing markets as Latin America, South East Asia, China and India which have historically accounted for c. 60% of the Company's total sales
- Utilization rates are improving with Uralkali selling c.1Mt per month



FCF Generation and Usage

- Market adjustment to higher volumes should result in stable cash flow generation in coming years
- FCF generation should support sustainable capex programme and dividend policy at min. 50% of IFRS Net Profit
 - Despite challenging market conditions in 1H 2013 Uralkali Board of directors has recommended to approve interim dividends on the level of 50% of IFRS Net Profit (2.21 RUB/share or 0.35 USD/GDR¹)

Restoration of Uralkali's market share should ensure stable FCF generation

Note:

1. According to the exchange rate of the Russian Central Bank as of 18 December 2013, USD 1=RUB 32.8646

Maximising Revenues from Tier I Assets across the Industry Cycle

1 Enhance global responsible leadership position	<ul style="list-style-type: none"> • Maximize revenue to ensure shareholder value maximization • Potash demand growth stimulated further by competitive pricing • Increase potash capacity on the lowest cost basis in the industry; option to add more volumes if economically viable • Focus on premium products; increase granular potash capacity
2 Focus on enhanced and more connected access to end customers	<ul style="list-style-type: none"> • Strengthen customer relationships • Enhance logistics platform to secure long-term supply in key markets • Focus on efficient distribution in key markets
3 Maintain cash cost leadership positions	<ul style="list-style-type: none"> • Ensure operating performance and efficiency provides continued industry leadership • Invest in existing capacity and infrastructure in order to ensure maximised margin through commodity price cycle
4 Balance investment in growth and shareholder return	<ul style="list-style-type: none"> • Retain an efficient capital structure; medium term Net Debt / LTM EBITDA target c.2x • Balanced approach to capital investments and robust capital discipline • Dividend payout of minimum 50 % of Net Income provides attractive shareholder yield
5 Focus on people, communities and environmental safety	<ul style="list-style-type: none"> • Regional and Industry employer of choice; labour safety, employee & community development • Deliver value whilst operating in a socially responsible manner, minimizing environmental impact of operations
6 Continued focus on corporate governance	<ul style="list-style-type: none"> • Openness, transparency and risk mitigation for all stakeholders

New strategy consistent with Uralkali's continued focus on long-term growth of shareholder value

Agenda

1. A Leader in the Global Potash Market
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Key Financial Highlights – 1H 2013

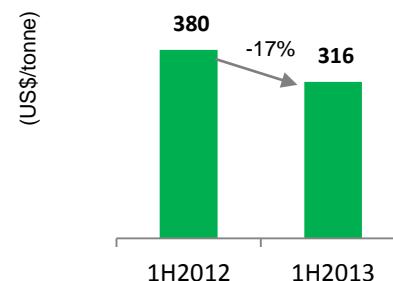


Key Figures

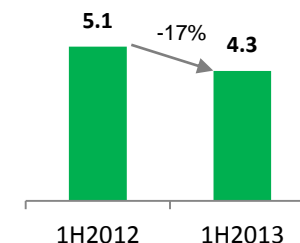
	IFRS	Pro-forma	Change
(US\$ mln)	1H 2013	1H 2012	%
Sales volume, mln tonnes	4.3	5.1	-17%
- Domestic sales	1.0	1.0	-4%
- Export sales	3.3	4.1	-20%
Revenue	1 614	2 234	-28%
Net Revenue ¹	1 348	1 904	-29%
EBITDA ²	876	1 449	-40%
EBITDA margin ³ , %	65%	76%	
Net Profit	397	842	-53%
CAPEX	199	160	24%
incl. Expansion	92	87	6%

Key Highlights

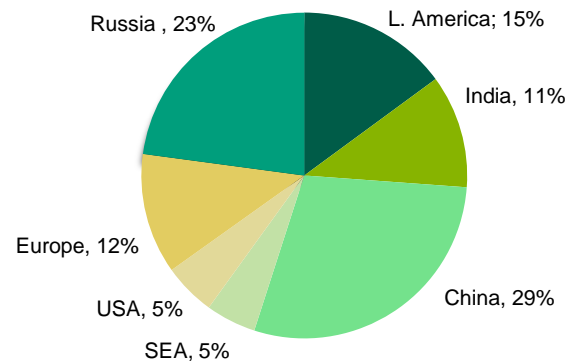
Average export potash price, FCA



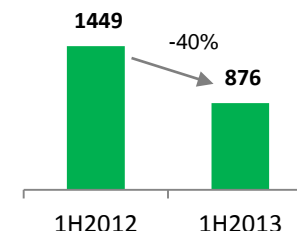
Sales Volume, mln t



1H2013 Uralkali Sales Structure



EBITDA³, mln USD



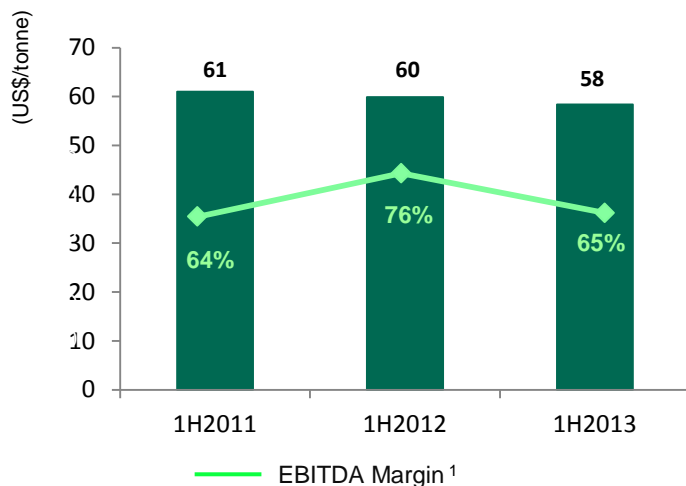
Highly competitive market environment resulted in decline in both potash prices and sales volumes; new strategy expected to improve Uralkali's market position

Notes:

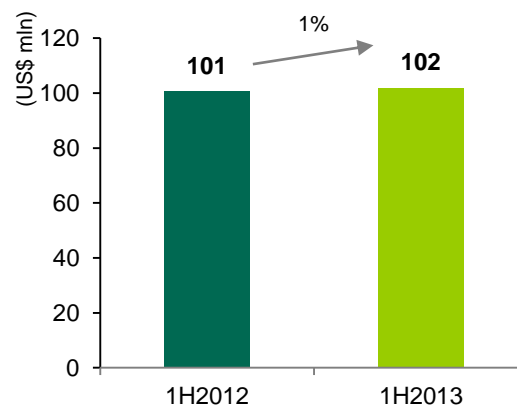
1. Net revenue represents adjusted revenue (sales net of freight, railway tariff and transshipment costs)
2. EBITDA is calculated as Operating Profit plus depreciation and amortization and does not include mine flooding costs and other one-off expenses
3. EBITDA margin is calculated as EBITDA divided by Net revenue

Review of Cost Structure 1H 2013

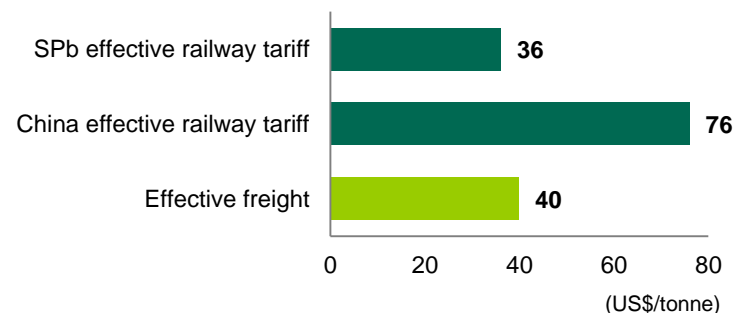
Unit Cash COGS



G&A Costs



Effective Railway Tariff & Freight



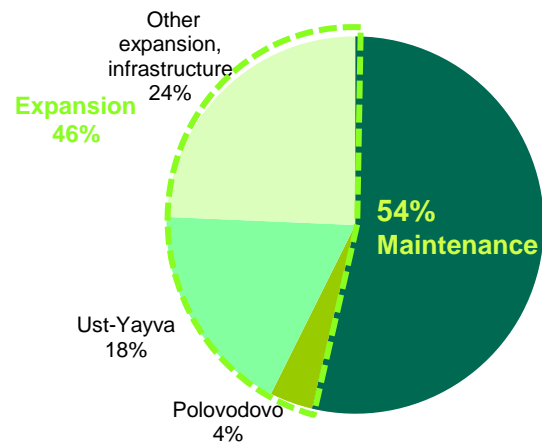
Continued focus on efficiency and bottom quartile cost leadership

Notes:

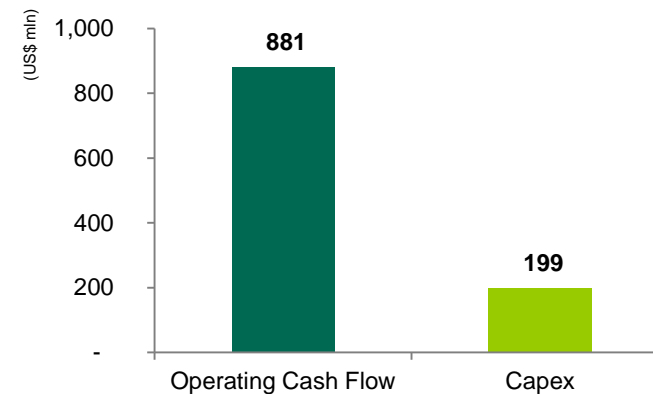
1. EBITDA margin is calculated as EBITDA divided by Net Sales

Capex, Cash Flow, Dividends 1H 2013

Capex Breakdown



Cash Flow vs. Capex



- Uralkali's Board of directors has recommended to approve **1H 2013 interim dividends** on the level of **50% of IFRS Net Profit** (2.21 RUB/share or 0.35 USD/GDR ¹)

Robust capital structure, stable cash-flow generation, attractive dividend policy

Note:

1. According to the exchange rate of the RF Central Bank as of 23 October 2013, USD 1 = RUB 31.9346

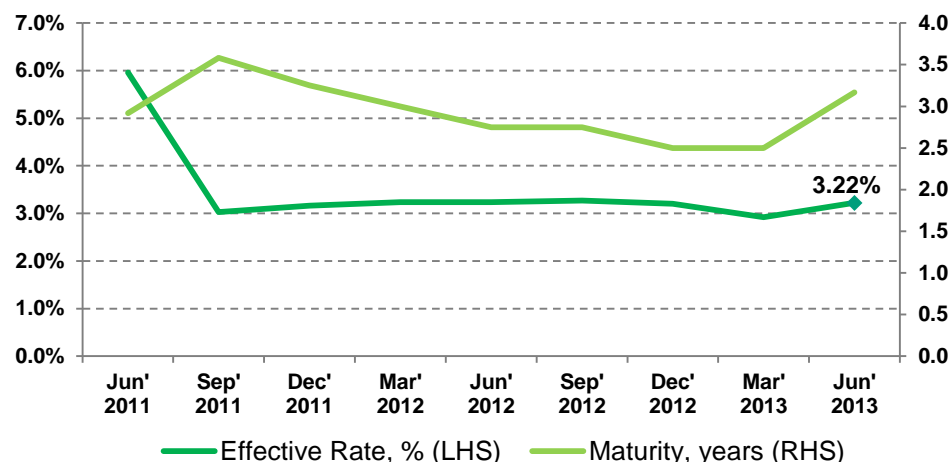
Credit Ratings, Liquidity and Debt Maturity



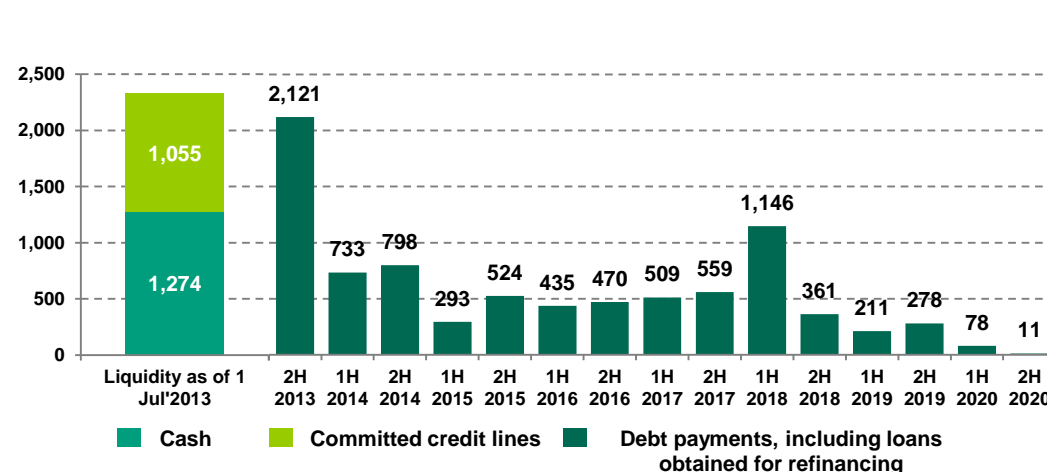
Agency	Credit Rating	Outlook	Last Update	Issue Date
STANDARD & POOR'S	BBB-	Negative	Dec' 2013	Jun' 2012
MOODY'S	Baa3	Negative	Oct' 2013	Jun' 2012
FitchRatings	BBB-	Negative	Jul' 2013	Jun' 2012

Gearing Update	
US\$ bln	30 June 2013
Debt (bank loans)	4.0
Cash	1.3
Net debt/(cash)	2.7
LTM adjusted EBITDA	1.8
Net debt/LTM EBITDA	1.5x

Effective Interest Rate and Average Maturity



Debt Maturities Schedule (as of 30 Jun' 2013)



Targeted debt ratio of c. 2x Net debt/LTM EBITDA through the cycle

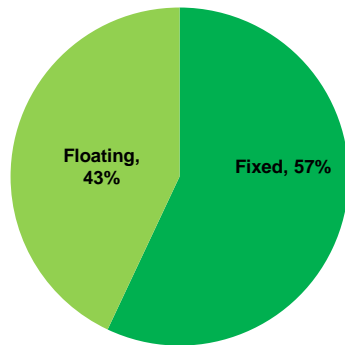
Note:

1. EBITDA is calculated as Operating Profit plus depreciation and amortization and does not include mine flooding costs and other one-off expenses

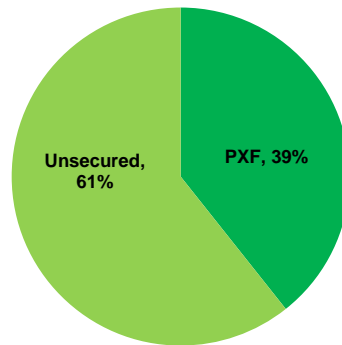
Balanced Credit Portfolio

Credit Portfolio Structure ¹

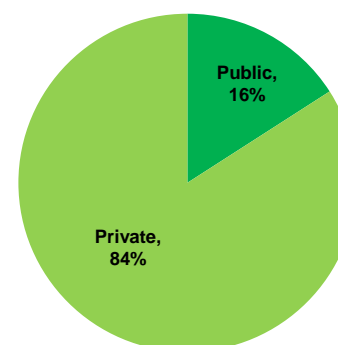
Fixed / Floating Rates



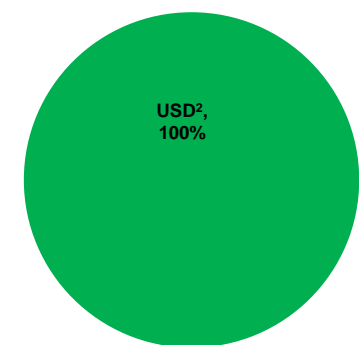
Type of collateral



Private vs. Public



Currency Breakdown



- Debt portfolio is diversified across instruments, products and sources
- Continued focus on maximising unsecured debt and longer maturities
- US\$ denominated credit portfolio represents natural hedge of export revenue
 - c.80% of 1H 2013 IFRS Net Revenue is in USD

Investment grade type of company with balanced credit portfolio

Notes:

1. As of 30 Jun'2013

2. Including RUB loans swapped into USD

Agenda

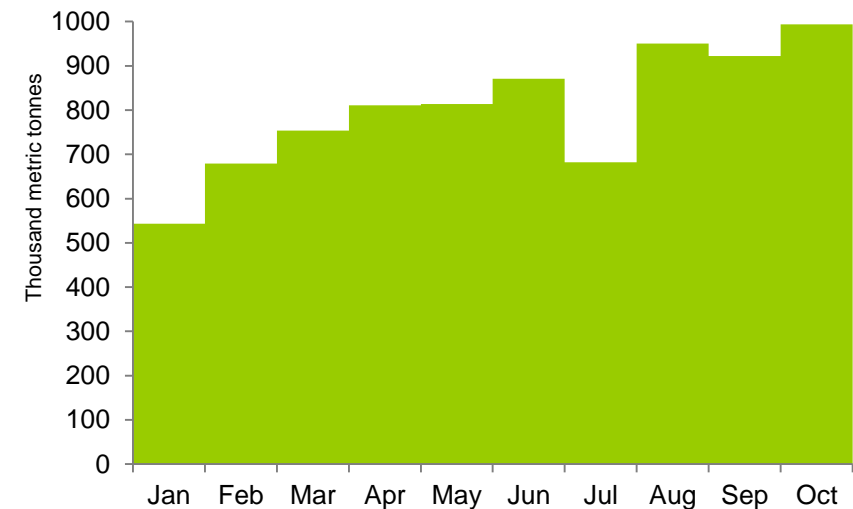
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Benefits of a More Flexible Market Posture

The Impact of New Strategy

- Increased market share in key markets in 2H 2013 to-date
- Sharp decline in market share in 1H 2013 when Uralkali was implementing 'price over volume' strategy
- Close to full capacity utilization since August 2013
 - Shipments close to 1 million tonnes per month
- Strong growth in key Brazilian and Asian markets
- Continued strength in sales witnessed in 4Q
 - Sales of c.10.0-10.5 million tonnes forecast for full year 2013

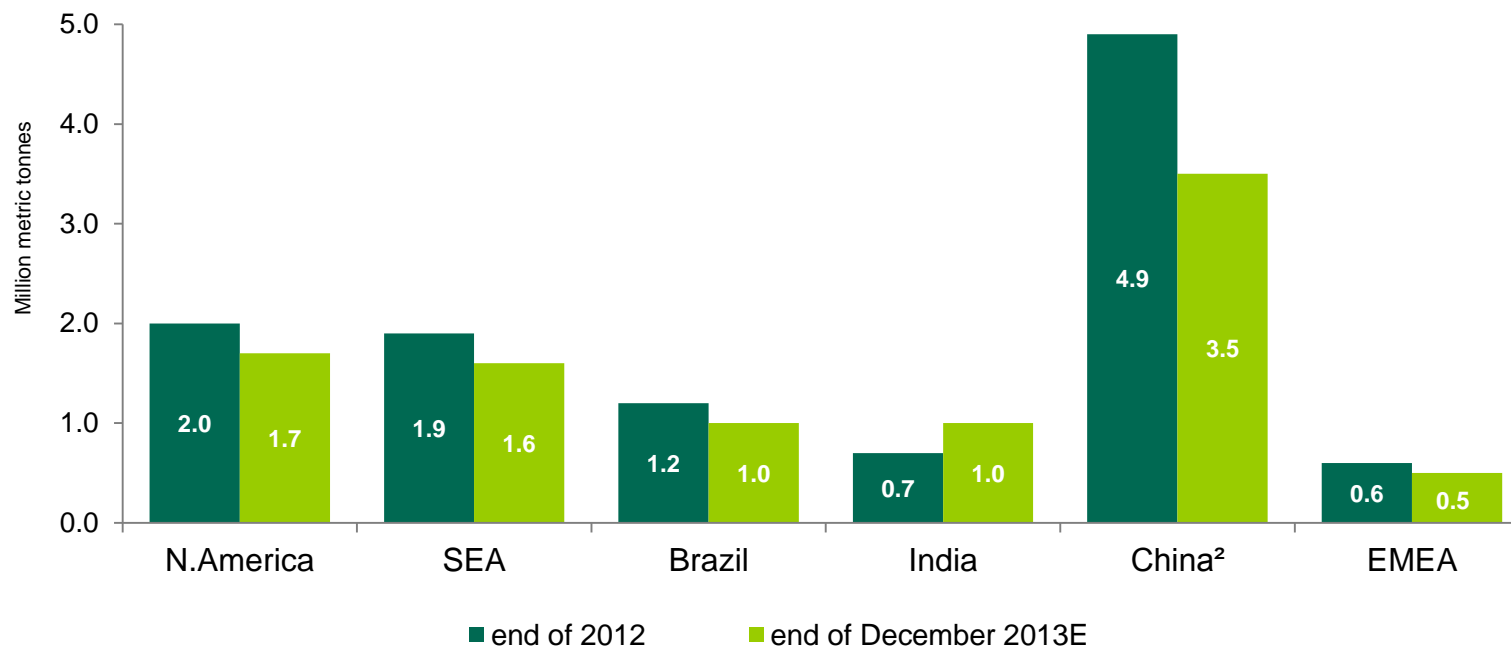
Uralkali's Shipments Jan-Oct 2013



Source: Uralkali

The adoption of a more flexible strategy will continue to allow Uralkali to maximise its revenues

Global Potash Inventory¹



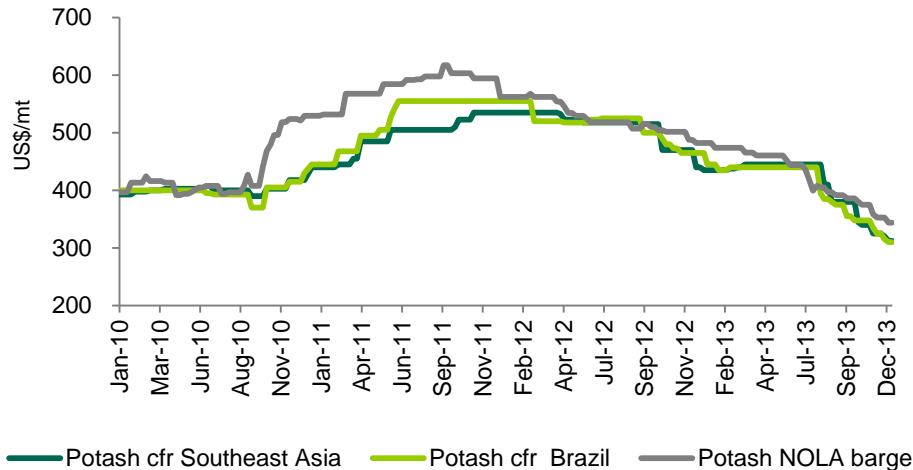
Source: Uralkali's estimations

- Significant draw-down in inventories across 2013, particularly in China, N. America and SE Asia
- Customers expected to rebuild depleted inventories during 1H 2014, providing significant demand impetus

The Industry Recovers From a Disruptive 2H13

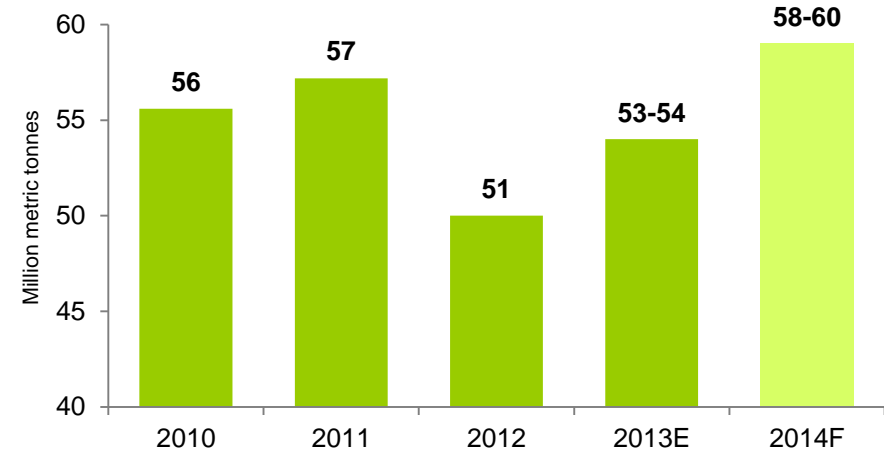


Potash Prices are Stabilizing



Source: FMB

Recovery in Potash Demand



Source: IFA, Uralkali's estimates

- Demand momentum has been impacted by customer caution
 - Purchasers expectation of a resetting of prices to a lower level
- Potash prices are stabilizing
- Significant demand impetus set to return in 2014; global demand expected to reach 58-60 million tonnes
 - Demand pickup in key markets of China, India SE Asia and N. America
 - Rebuilding of depleted inventories

Increased demand momentum supports volume and price recovery in 2014

Potash Markets Update

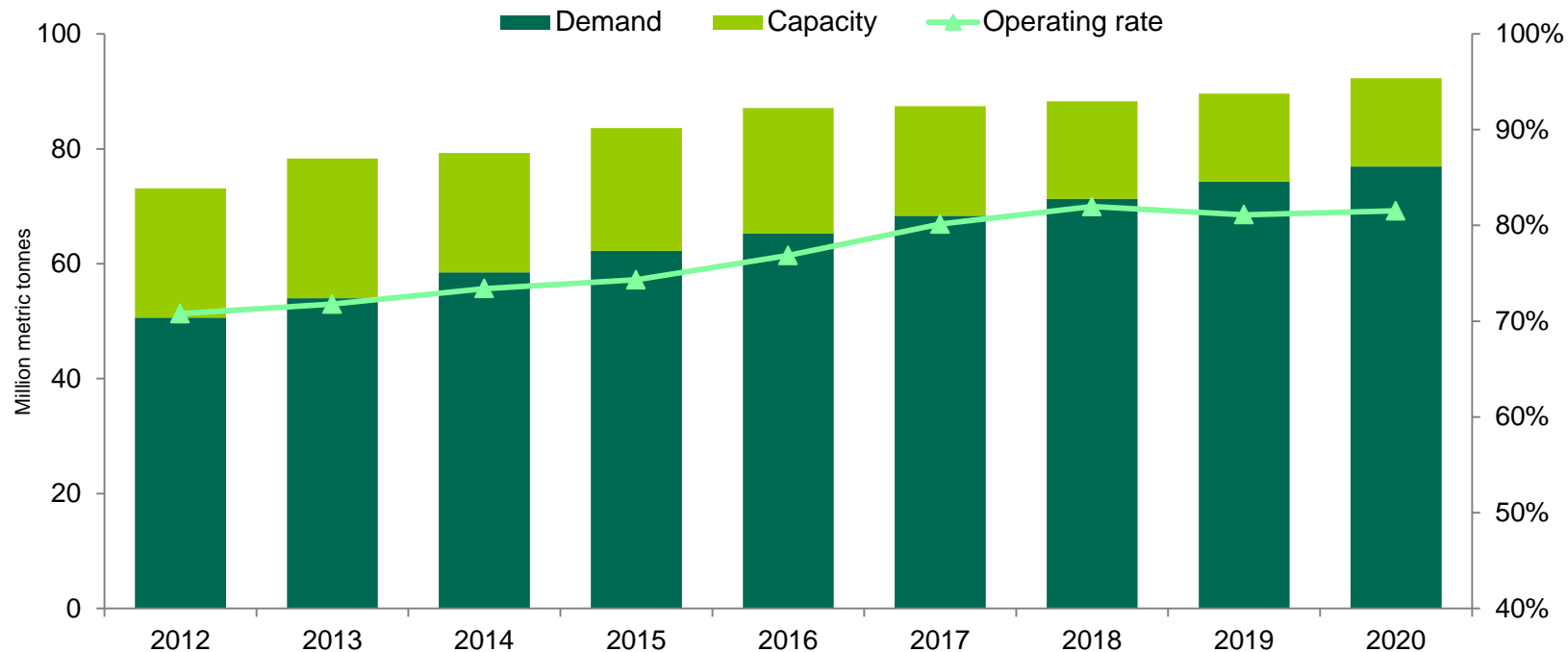
China	<ul style="list-style-type: none"> • Demand relatively stable supported by demand from compound fertilizers producers • Local prices remain stable in the range of US\$303-305/t cfr¹ • Domestic producers have ceased production and are expected to remain shut for the duration of winter • The contract is expected to be concluded end Dec 2013 or early Q1 2013
India	<ul style="list-style-type: none"> • Prices holding at approximately US\$369/t cfr¹ • Rupee has gained ground in recent months: potash consumption is unlikely to improve significantly in context of budgetary challenges • Deliveries estimated at c. 3.0- 3.2 Mn tonnes in 2013, and c. 3.5-4.0 Mn tonnes in 2014 • New Indian contract negotiations expected to take place April-May 2014
SEA	<ul style="list-style-type: none"> • Palm oil prices started recovering in Q4 driven by underlying demand and tighter stockpiles • Potash prices are at c. \$300–340/t cfr¹ • Palm oil plantation owners are likely to commit to large purchases once China contract has been settled • Uralkali is gaining market share in key markets
Brazil	<ul style="list-style-type: none"> • Remains most active market with strong demand; expected to import 7.5 million metric tonnes of potash in 2013, slightly above 2012 level • Prices c. US\$310-330/t¹. Inventories are being absorbed and demand likely to stay strong into Q1/14 • Uralkali gained +6% market share (16% vs. 10% last year) in Jan-Oct 2013 compared to Jan-Oct 2012
Europe and USA	<ul style="list-style-type: none"> • Currently in off-season • In the US, prices range between US\$340/t-\$350/mt fob (Nola)¹ • In Europe, potash prices are reportedly around €240-265/t cfr¹ • Fall application was rather slow both in Europe and the US due to late harvest and market uncertainty. Very good demand is anticipated in Q1 2014

Notes:

1. FMB

Source: FMB, Customs statistics (import statistics)

The Market to be More Balanced in the Long-Term



Source: CRU, Fertecon, Uralkali's estimates

- Pricing weakness witnessed in 2013 is expected to cause the vast majority of greenfield potash projects to be shelved for the time being
- The timing of completion of brownfield projects is likely to be highly sensitive to market conditions as well as price recovery and industry profits
- Without meaningful greenfield additions, the potash market should be tighter toward the end of the decade

Utilisation rates across the sector expected to see sustained growth

Agenda

1. A Leader in the Global Potash Market
2. Strategic Review
3. Financial Highlights
4. Potash Market Outlook
5. Key Takeaways

Key Takeaways

- ✓ **Potash prices have declined since April 2012 and Uralkali has lost substantial market share due to the aggressive pricing policy of competitors**
- ✓ **Revenue maximization strategy enables Uralkali to regain market share and be flexible to satisfy our customers' needs and credibly engage with potential customers**
- ✓ **Uralkali will continue to consider options that can generate value for all its stakeholders**
- ✓ **Responsible volume placement will allow the Company to maximize its revenue and further focus on customers' needs**

A thick, red, wavy line that tapers at both ends, positioned above the green box.
Best positioned to perform in current market reality

Appendices

Business Model

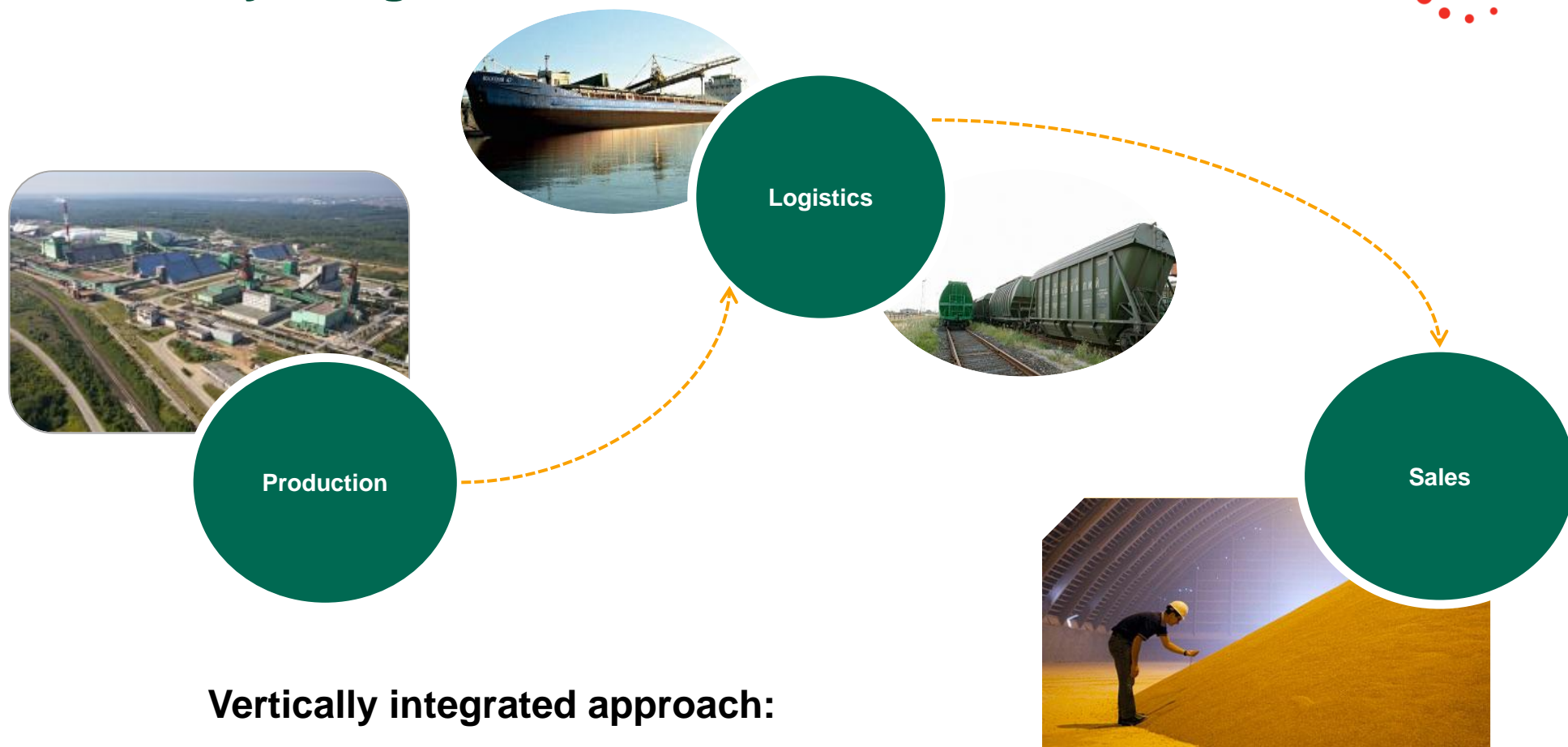
Governance and Management Team

Potash Market Fundamentals

Operating Process

Awards and Achievements

Vertically Integrated Business Model



Vertically integrated approach:

- Reduces supplier risks
- Enables to control and optimise all stages of production and sales

Control Over Entire Value Chain - From Reserve Base to End Customer

Vertically Integrated Business Model - Production



Existing Assets - 5 MINES, 6 POTASH PLANTS, 2 GREENFIELD PROJECTS (Ust-Yayva and Polovodovo)



Berezniki-2

- Potash plant and mine
- Granular and standard potash



Berezniki-3

- Potash plant
- Granular, standard potash



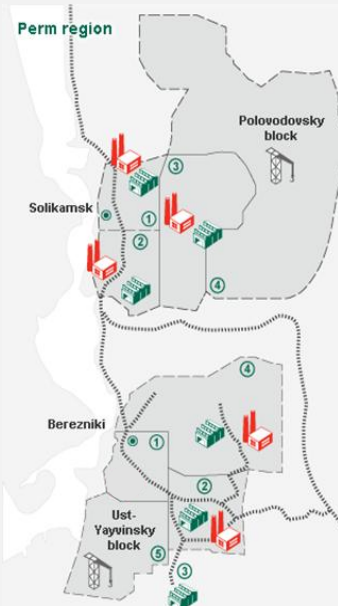
Berezniki-4

- Potash plant and mine
- Standard potash



Ust-Yayvinsky Field

- Resources: 1,3 bn tonnes¹
- Capacity: + 2,8 mln tonnes KCl in launch year 2020



- MOP Plants (6)
- Potash Mines (5)
- Greenfield licenses (2)



Solikamsk-1

- Carnallite 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



Polovodovsky Field

- Resources: 3,1 bn tonnes¹
- Capacity: + 2,5 mln tonnes KCl in launch year 2021

Production capacity as of January 2013:
13 mln tonnes

Employees in Uralkali main production unit:
c. 11,800 employees

Note 1: JORC as of 1 January 2013

Vertically Integrated Business Model - Logistics



COMPANY-OWNED RAILCARS



- One of the largest specialised railcar fleets in Russia
- Over 8,000 specialized railcars

BALTIC BULK TERMINAL (BBT)



- Leading Russian fertilizer transshipment terminal with capacity of 6.2 mt
- Represents the shortest transportation route from mines to port
- Uralkali's investment programme can be fully accommodated by BBT's existing capacity in the mid-term

WAREHOUSES



- Optimal split between production and marine port terminal sites
- Storage capacity of 640,000 tonnes:
 - Berezniki and Solikamsk – up to 400,000 tonnes
 - BBT – up to 240,000 tonnes

Business Model

Governance and Management Team

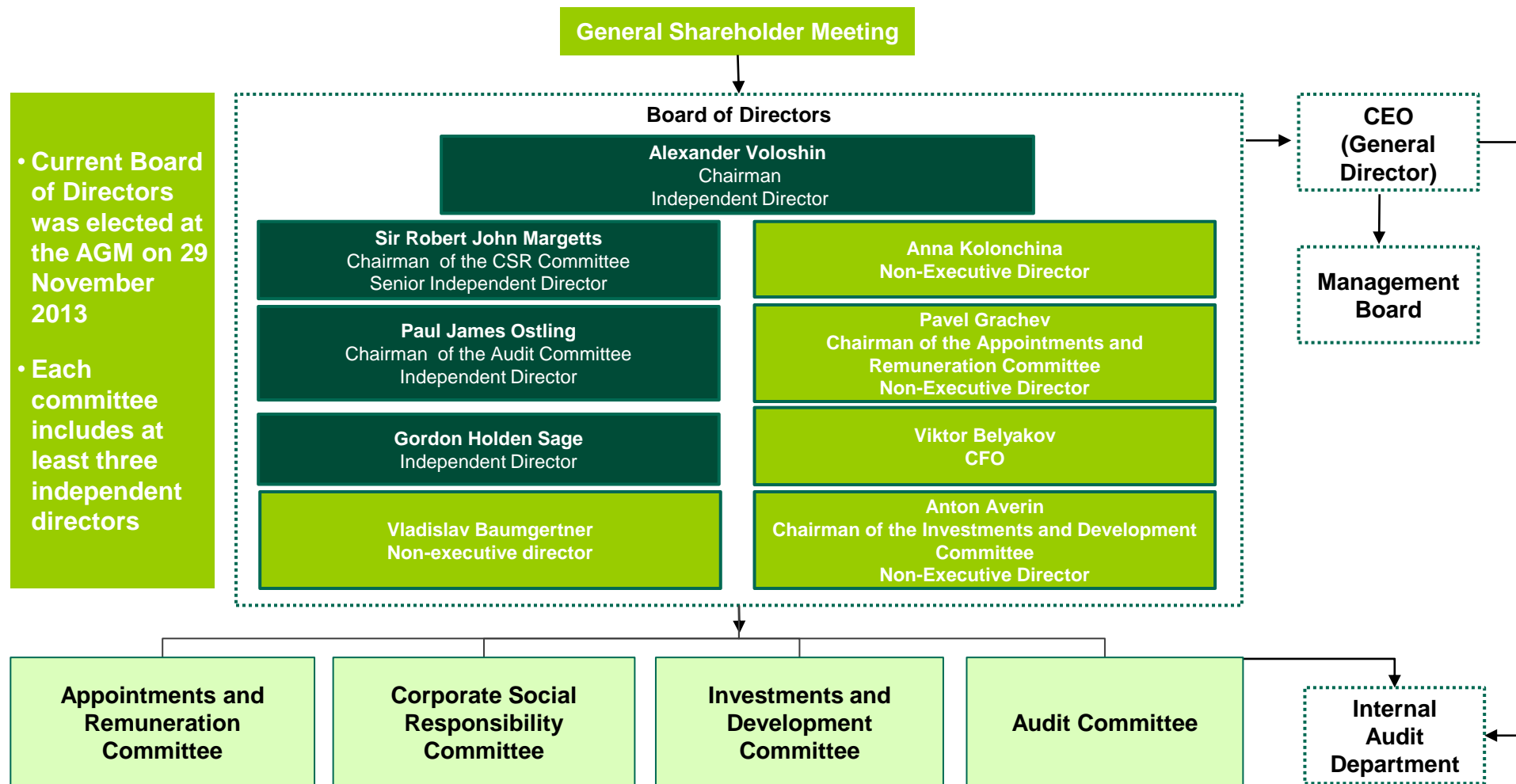
Potash Market Fundamentals

Operating Process

Awards and Achievements

Focus on Corporate Governance

Uralkali Organisational Structure



Uralkali is Committed to Continuous Improvement in its Leading Corporate Governance Practices

Highly Qualified Management Team



Management team optimally positioned to drive future growth

- Senior management team comprises of highly experienced operational, financial and functional professionals
- Extensive experience in mining/chemicals as well as potash industry



Valdas
Laurinavičius
Head of
Internal Audit



Dmitry Osipov
CEO



Viktor Belyakov
CFO



Oleg Petrov
Director of Sales
and Marketing



Yevgeny
Kotlyar
COO



Vladimir
Bezzubov
Director of
Procurement



Elena
Samsonova
Director of
Human
Resources



Marina
Shvetsova
Director of Legal
and Corporate
Affairs



Stanislav
Seleznev
Director of
Health, Safety
and Environment
Protection



Alexander
Babinsky
Head of Public
Relations



Anna Batarina
Head of Investor
Relations and
Capital Markets



Andrey
Motovilov
Head of
Government
Relations

Appendices



Business Model

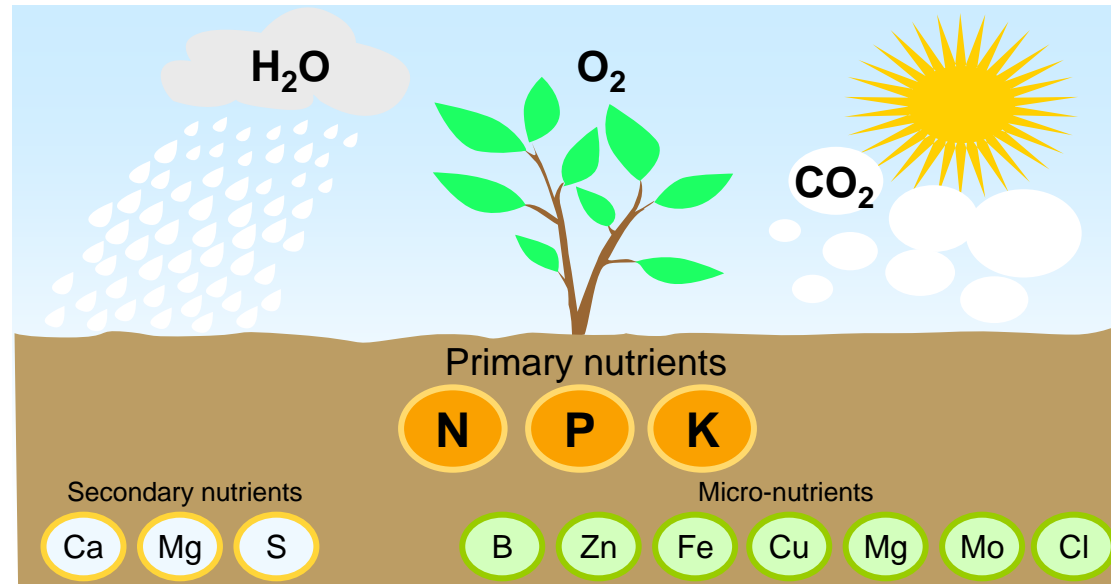
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Potash Market Fundamentals

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Awards and Achievements

Potassium: One of the Three Primary Nutrients



Nitrogen (N)

- Promotes protein formation
- Determines plant's growth, vigour, colour and yield

Phosphate (P)

- Plays a key role in adequate root development and photosynthesis process
- Helps plant resist drought

Potash (K)

- 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

Strong Industry Fundamentals



Growing demand

Increasing population

Declining arable land per person

Income growth in developing countries

Biofuels and scientific recommendations potential

Challenging supply

Relatively few top players

Mineral scarcity

High capex requirements

Higher demand for food

Changing diets

New source of demand for crops

High barriers to entry

Limited number of players able to bring additional capacity

Growing demand and high supply visibility make potash a unique industry¹

Potash: Growth, Visibility, Stability



	Potash (K)	Phosphate (P)	Nitrogen (N)
Market size ¹ (2013E Demand)	33.5 million tonnes K₂O (53.9 million tonnes KCl)²	40.0 million tonnes (P ₂ O ₅)	109.1 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 ³	US\$4.2bn for 2 mln tonnes (KCl)	US\$1.6bn for 1 mln tonnes (P ₂ O ₅)	US\$1.7bn for 1 mln tonnes (NH ₃)
Estimated greenfield development time	min 7 years	~3-4 years	min 3 years

Potash represents the strongest investment story across the fertilizer industry

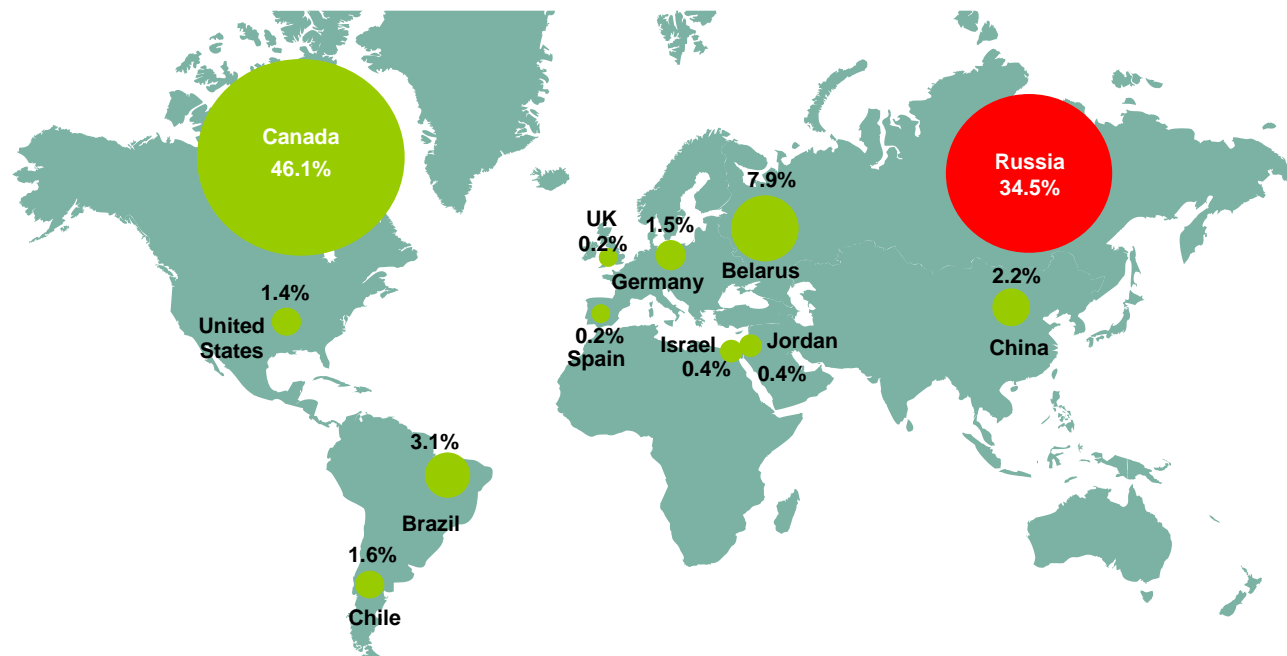
Source: Fertecon, IFA, PotashCorp

Notes:

1. Including fertilizer consumption
2. 1t KCl contains 62% K₂O (nutrient)
3. Excluding infrastructure

Mineral Scarcity

Proven reserves of potash are largely concentrated in Canada and Russia



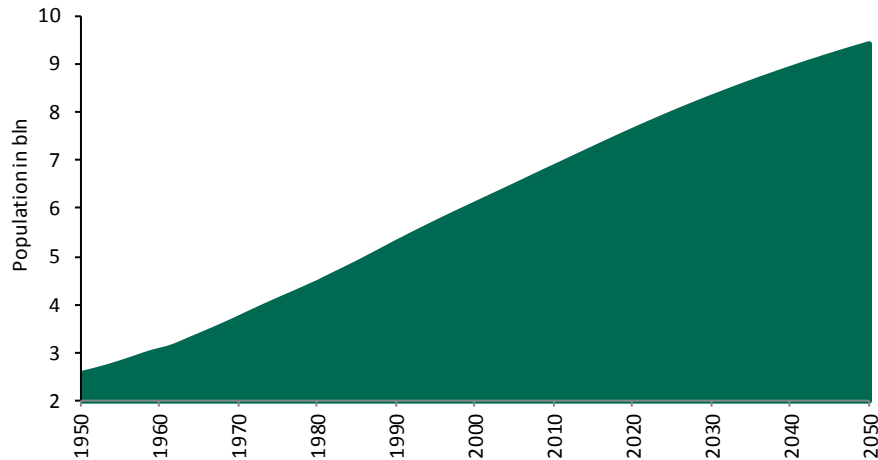
% - Share in world's proven reserves

Source: USGS, January 2013

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

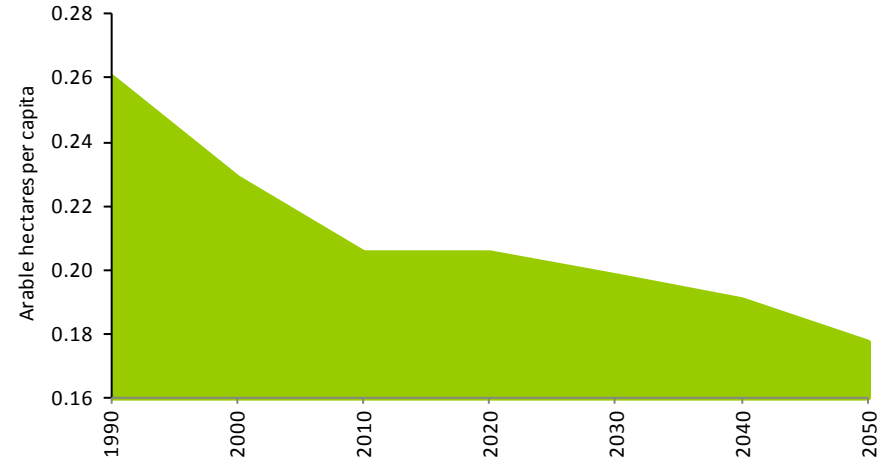
Higher Yields Required to Feed Rising Population

Growing population Needs Higher Crop Yields



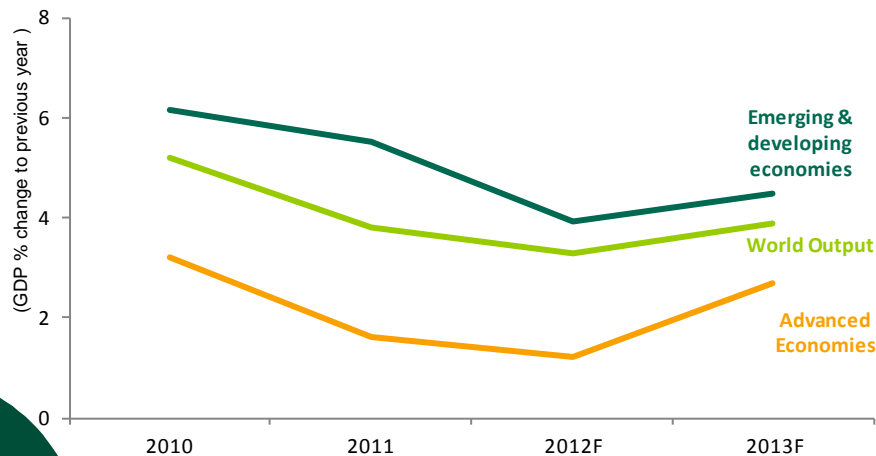
Source: Source: U.S. Census Bureau, International Data Base,

Arable land per capita is shrinking



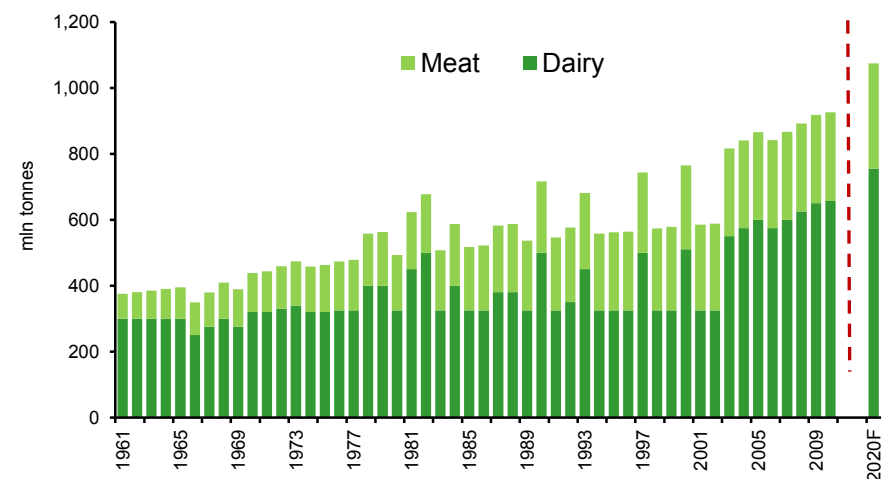
Source: FAO, World Bank

Global Economic recovery set to continue



Source: IMF, World Economic Outlook projections

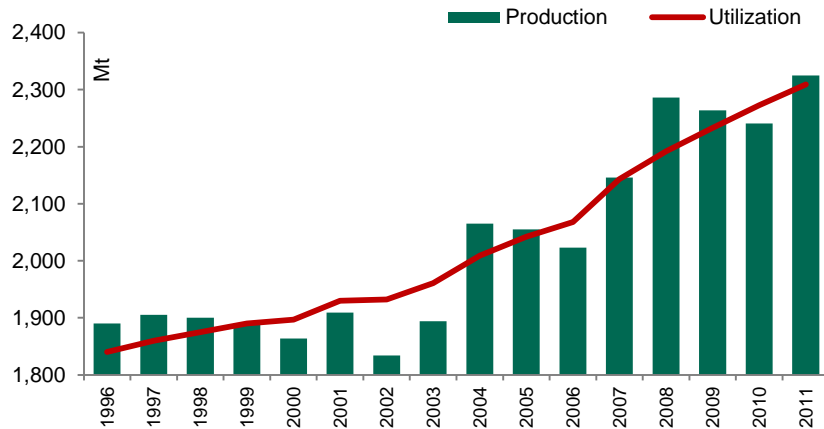
Food consumption is increasing



Source: FAO

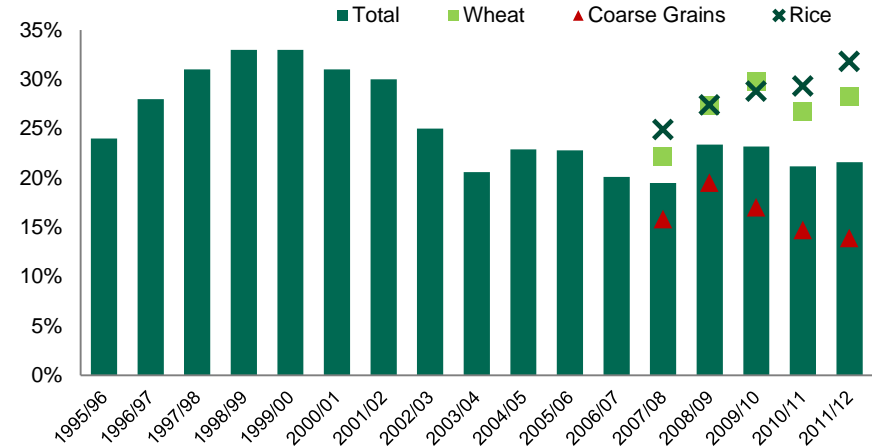
Changing Diets Drive Demand for Grain

World Cereal Production and Utilization



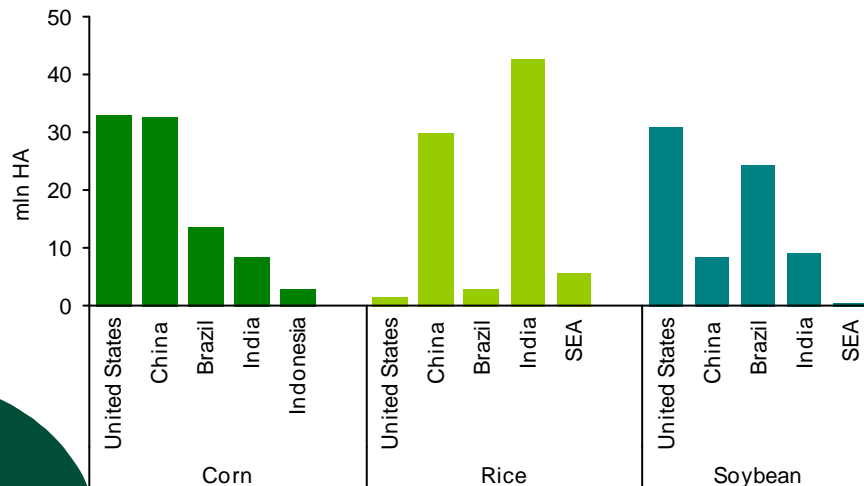
Source: FAO

World Cereal Stock-to-Use Ratio



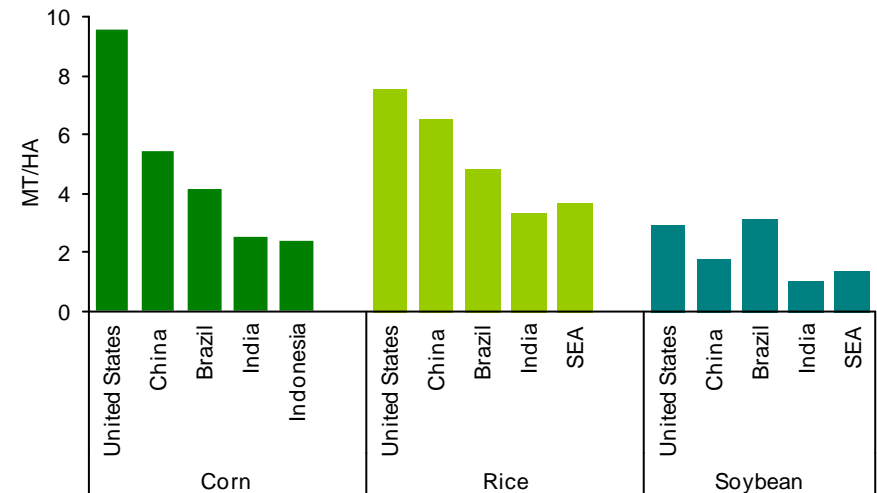
Source: IFA, FAO, USDA

Developing countries have a big portion of total crop acreage



Source: USDA

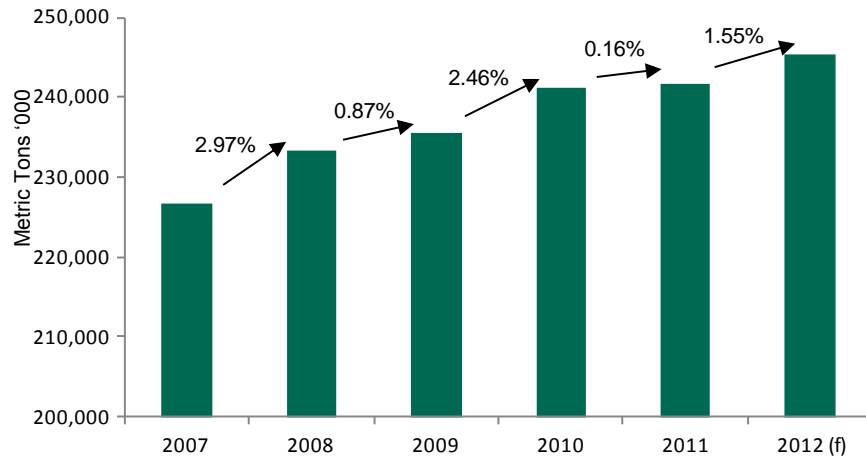
...though have lower yields compared to developed agricultures



Source: USDA,

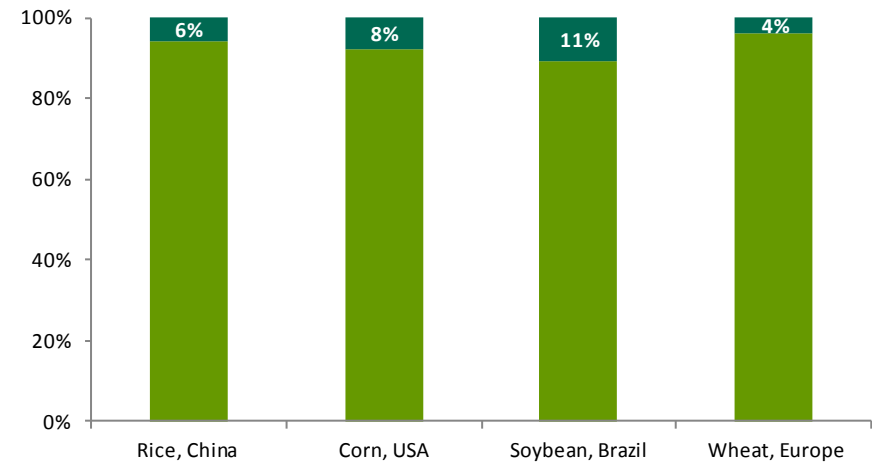
Changing Diets Driven by Growing Income in Developing Countries

World Meat Consumption



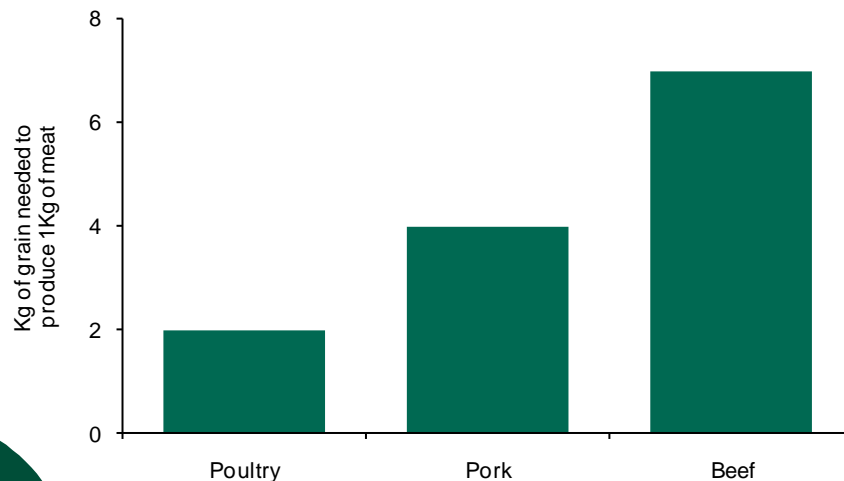
Source: FAS

Share of Potash in Total Farmer's Costs (%)



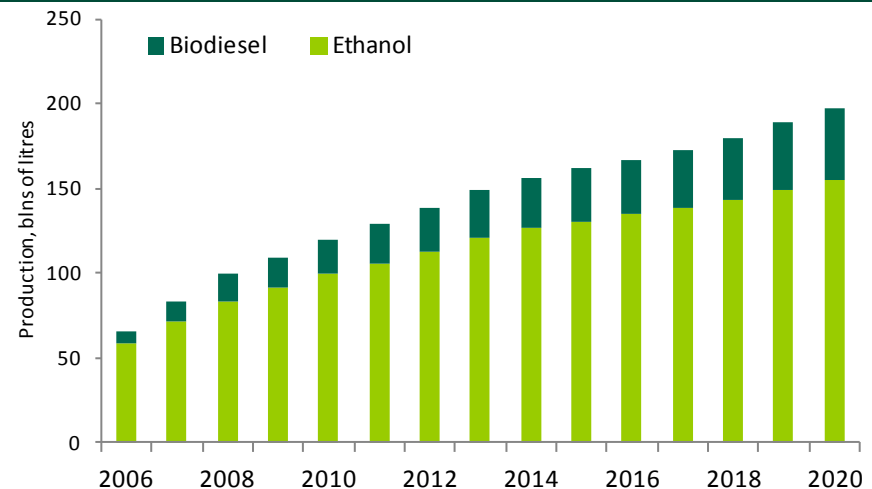
Source: BPC

Grain Consumption vs. Meat Production



Source: FAO

Global Biofuel Production



Source: OECD

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Production Flow

1. Mining



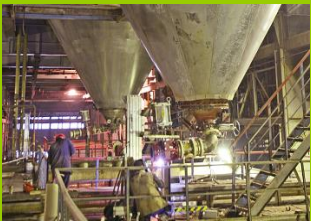
- One extraction takes place underground at an approximate depth of **400 metres**
- Specialized mining combines drill for potash underground, then the extracted one is moved by conveyor belts to the shafts and lifted to the surface

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 Enrichment



- 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

4. 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 96% 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

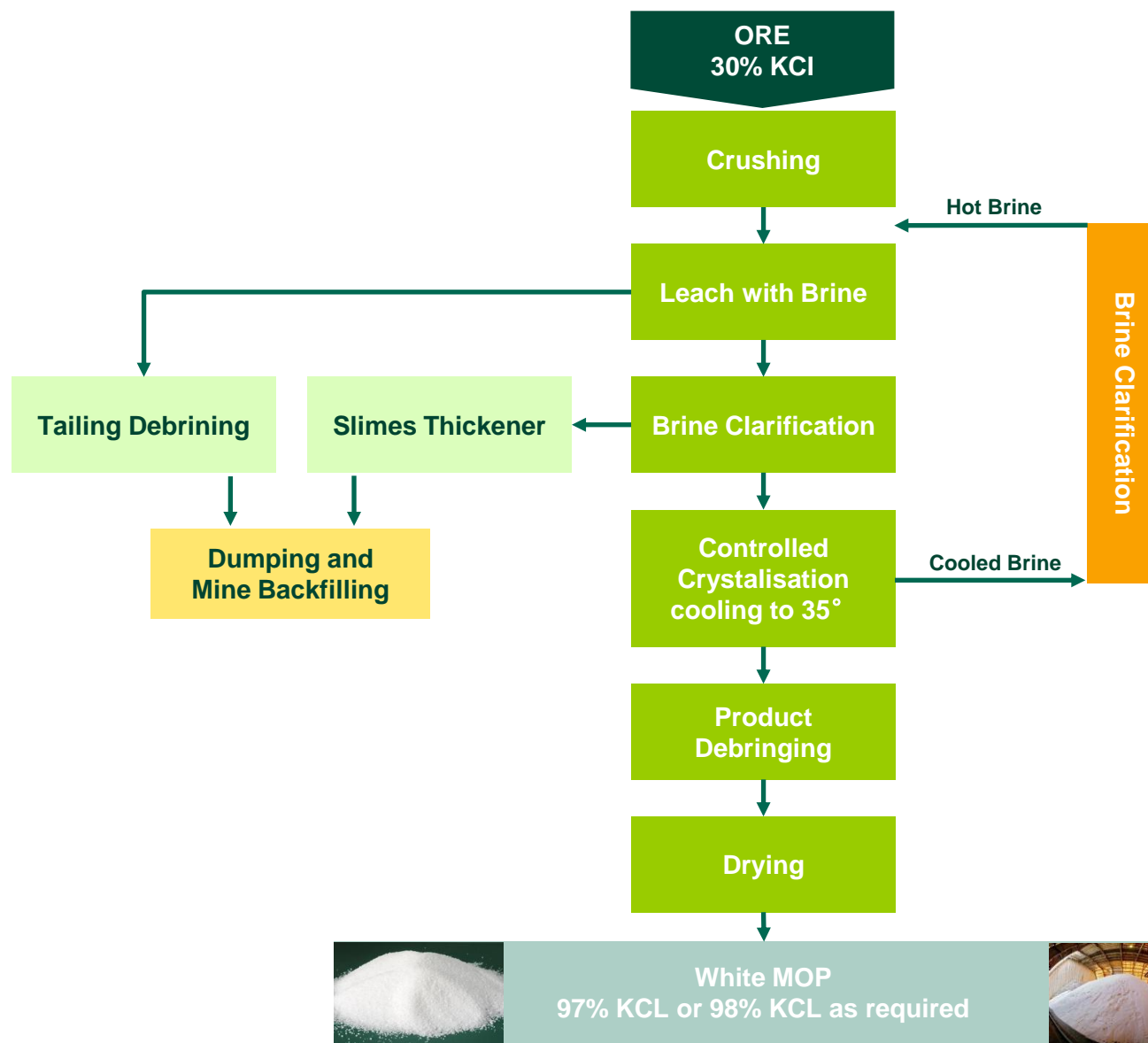
Compacting

Granular potash

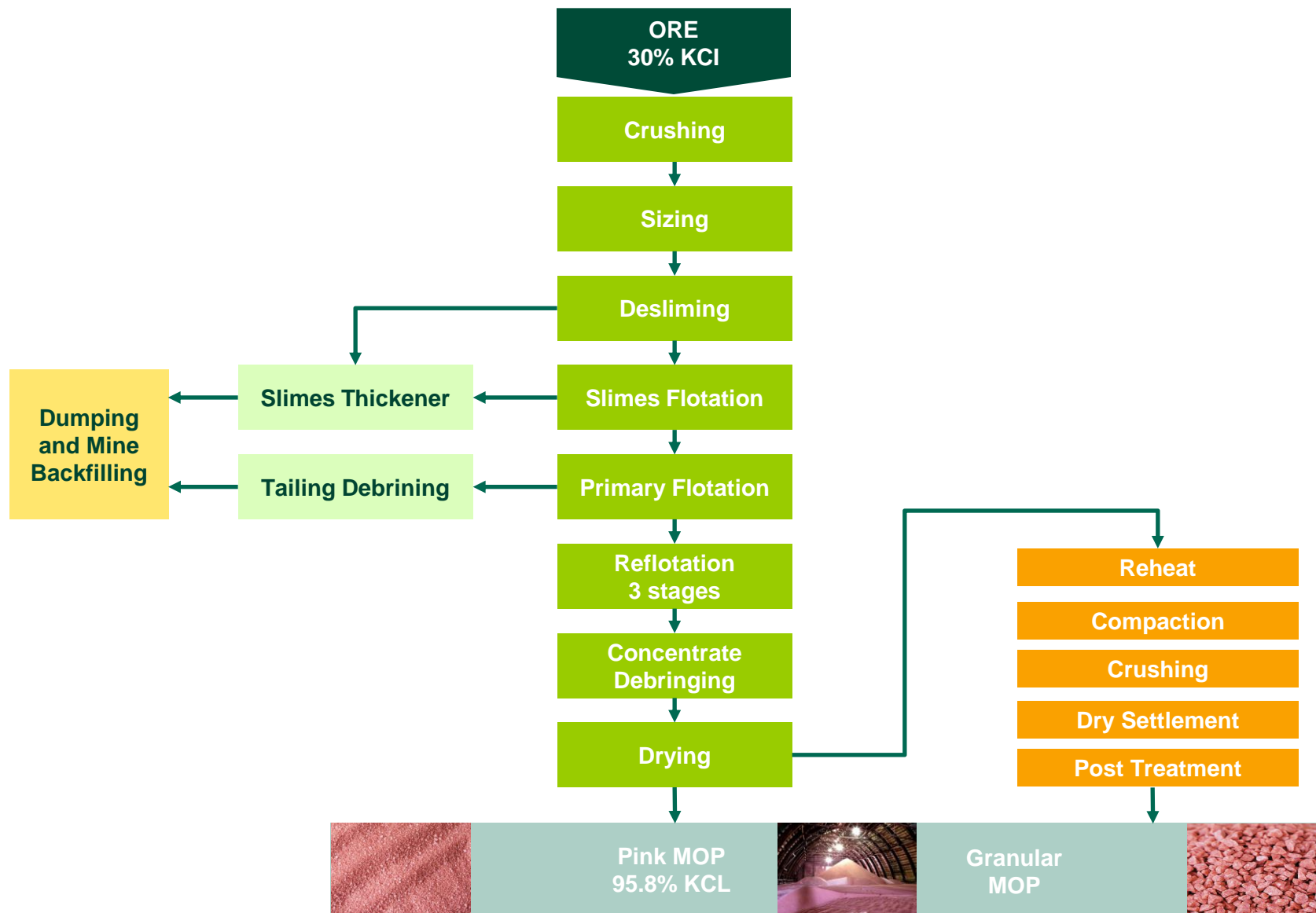


- Premium product bought mainly in countries using advanced soil fertilisation methods
- Uralkali export granular principally to Brazil, the USA and China, where it is applied directly to the soil or blended with nitrogen and phosphate fertilisers

Chemical Enrichment



Flotation



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Awards and Achievements



DAXglobal Agribusiness Index

September 2012: with a weighting of c.6.2%, Uralkali's GDRs were included in the DAXglobal Agribusiness Index and ranked among the top five index constituents. Uralkali is the first Russian company in the Index.



Best IR Strategy



April 2013: Uralkali IR team was awarded for the **Best Investor Relations Strategy**. The Ceremony was organized by Adam Smith Institute.



Strong Local Liquidity + LSE Listed GDRs

GDRs admitted to main Board of LSE under ticker URKA; local presence at Moscow Exchange



MSCI Russia

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



Deal of the Year Awards



Russian CFO Awards 2012
Viktor Belyakov - award for **Best M&A Deal of the Year**

Investor Awards 2012

M&A: The deal of the year
Best corporate development strategy



Annual Report Wins Awards



Best Annual Report 2012, 2011 among companies with **Market cap over 100 bln RUB**



Best Annual Report 2012, 2011, 2010 for **Best Level of Disclosure / Best Overall Annual Report**



Financial Acumen

Efficiency and Transparency

Top-tier Investor Relations Team

Commitment to High Standards of Corporate Governance

Widely Traded Shares, MSCI Inclusion

URALKALI

Investor Relations Progress Award



IR Magazine Russia & CIS Awards 2013

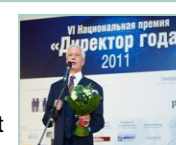
Best overall **Investor Relations Vladislav Baumgartner**
Best investor relations by a CEO **Viktor Belyakov**
Best investor relations by a CFO **Anna Batarina**
Best investor relations officer



INED Received 'Director of the 2011 Year' National Award



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



Thank you!

For more information please contact Investor Relations Department:

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