

# GLOBAL SALES GEOGRAPHY<sup>1,2</sup>

>70

Countries

80%

Share of exports against total sales volume

12.7

Sales volume in 2020, mln tonnes KCl

IN 2020, THE EUROPEAN MARKET WAS PREMIUM AGAINST OTHER MARKETS

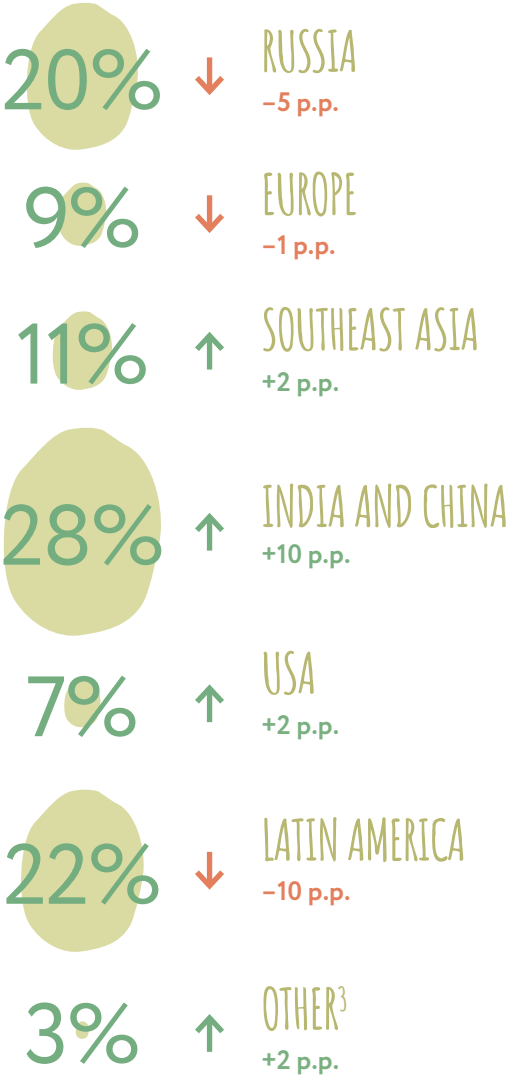
<sup>1</sup> Calculated from the volume of products sold.

<sup>2</sup> Sources: population — World Urbanization Prospects 2018, UN; GDP per capita, share of agriculture, forestry and fishery in GDP — World Bank 2019; potash supplies — IFA 2015–2019 (International Fertilizer Association); arable land, potash application rate, key crop species — Uralkali's estimate, FAO 2018–2019 (the UN's Food and Agriculture Organization).

For the USA: share of agriculture, forestry and fishery in GDP — data calculated based on statistics from the Bureau of Economic Analysis' (US Department of Commerce) website.

<sup>3</sup> Including Africa, the Middle East and the CIS.

## GLOBAL SALES STRUCTURE



Note: As compared to 2019.



## THE RUSSIAN AGRICULTURAL MARKET HAS HUGE POTENTIAL

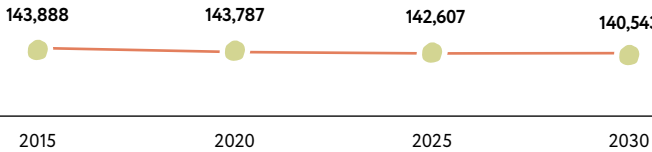
8%

of the world's arable land are located in Russia, and more half is planted with crops that require increased potash application such as wheat, sunflower, corn and sugar beet.



## POPULATION

thousand people



-2.3% Change expected in 2020–2030

## GDP PER CAPITA

11,585

current USD, in 2019

## SHARE OF AGRICULTURE, FORESTRY AND FISHERY IN GDP

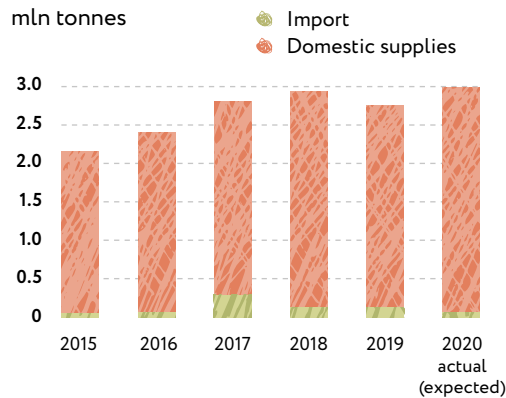
3.4%

in 2019



# RUSSIA

## POTASH SUPPLIES



## ARABLE LAND

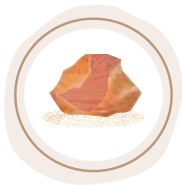
mln ha



123.4 in 2015 123.4 in 2018

## POTASH APPLICATION RATE (K<sub>2</sub>O)

kg/ha



2.4 in 2015 3.2 in 2018

## KEY CROP SPECIES

in 2019



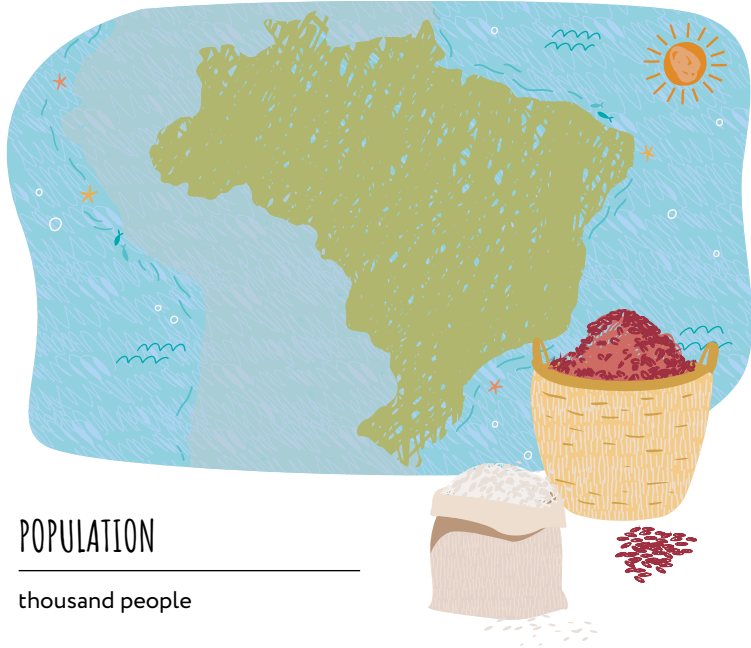
44% WHEAT



14% BARLEY

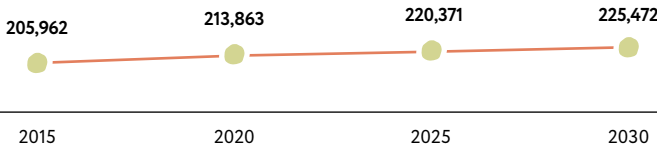


13% SUNFLOWER SEEDS



POPULATION

thousand people



+5.4% Change expected in 2020–2030

GDP PER CAPITA

8,717

current USD, in 2019

SHARE OF AGRICULTURE, FORESTRY AND FISHERY IN GDP

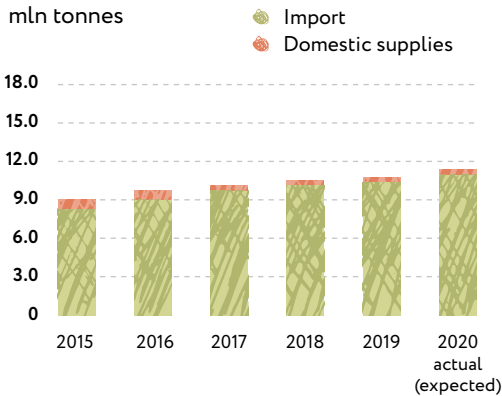
4.4%

in 2019



BRAZIL

POTASH SUPPLIES



ARABLE LAND

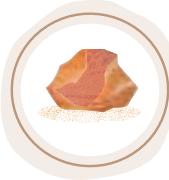
mln ha



63.0 in 2015 63.5 in 2018

POTASH APPLICATION RATE (K<sub>2</sub>O)

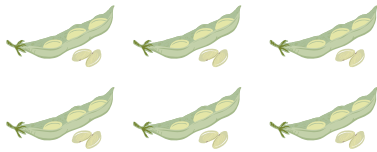
kg/ha



79.1 in 2015 106.5 in 2018

KEY CROP SPECIES

in 2019



44% SOYBEAN



22% CORN

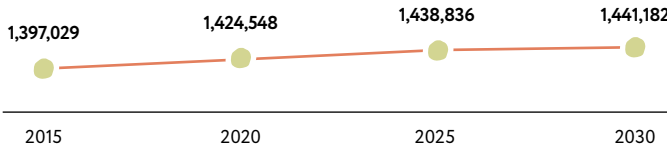


12% SUGAR CANE



POPULATION

thousand people



+1.2% Change expected in 2020–2030

GDP PER CAPITA

10,262

current USD, in 2019

SHARE OF AGRICULTURE, FORESTRY AND FISHERY IN GDP

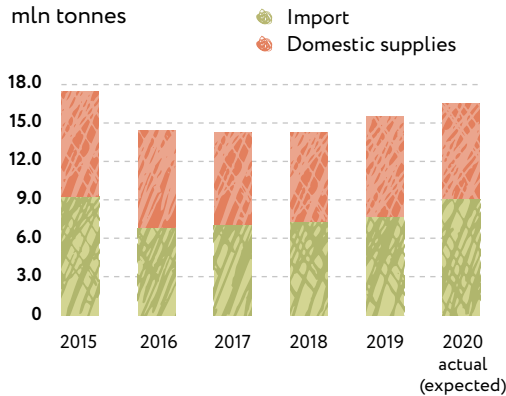
7.1%

in 2019



CHINA

POTASH SUPPLIES



ARABLE LAND

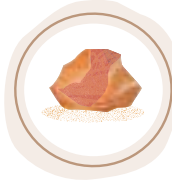
mln ha



135.8 in 2015 135.7 in 2018

POTASH APPLICATION RATE (K<sub>2</sub>O)

kg/ha



87.2 in 2015 79.6 in 2018

KEY CROP SPECIES

in 2019



22% CORN

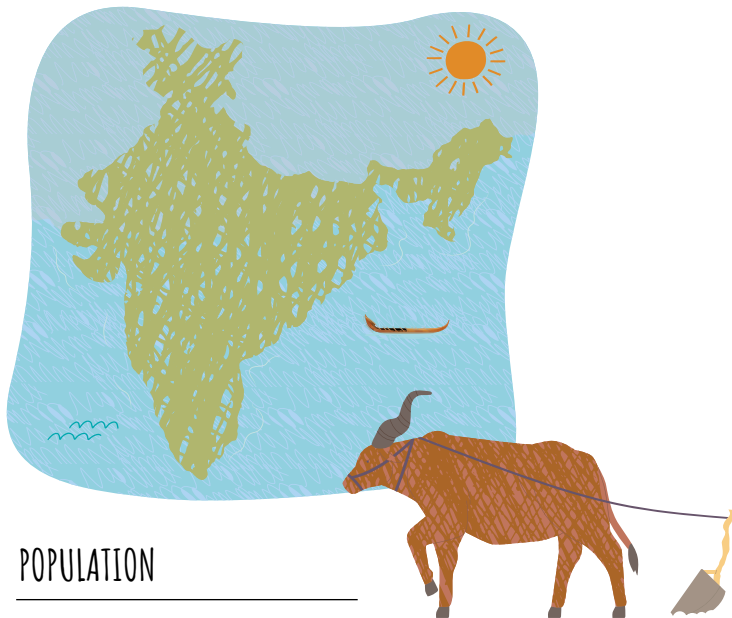


16% RICE



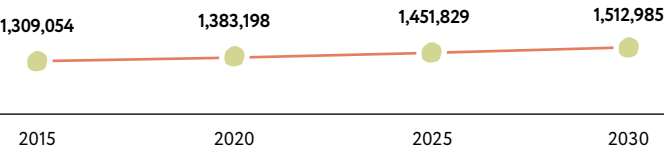
13% WHEAT





POPULATION

thousand people



+9.4% Change expected in 2020–2030

GDP PER CAPITA

2,100

current USD, in 2019

SHARE OF AGRICULTURE, FORESTRY AND FISHERY IN GDP

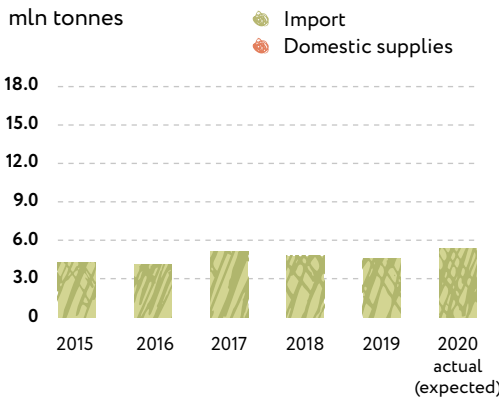
16.0%

in 2019

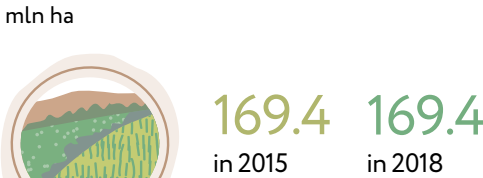


INDIA

POTASH SUPPLIES



ARABLE LAND



POTASH APPLICATION RATE (K<sub>2</sub>O)



KEY CROP SPECIES

in 2019



22% RICE



15% WHEAT

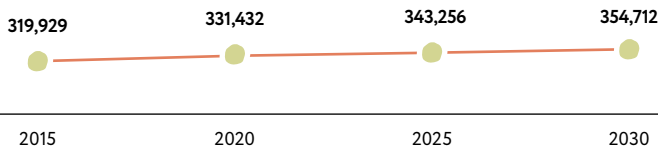


8% RAW COTTON



POPULATION

thousand people



+7.0% Change expected in 2020–2030

GDP PER CAPITA

65,298

current USD, in 2019

SHARE OF AGRICULTURE, FORESTRY AND FISHERY IN GDP

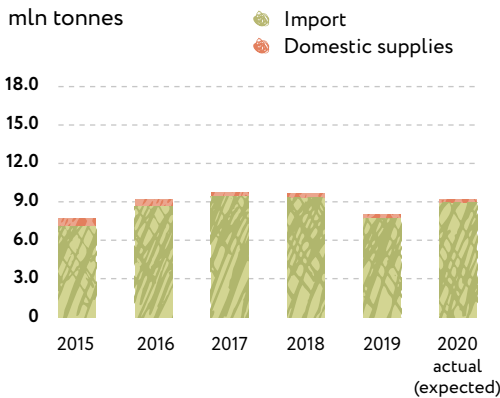
0.8%

in 2019



USA

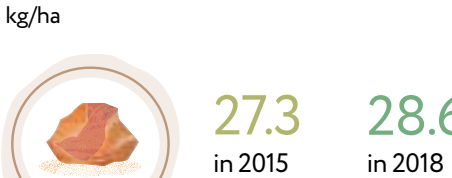
POTASH SUPPLIES



ARABLE LAND

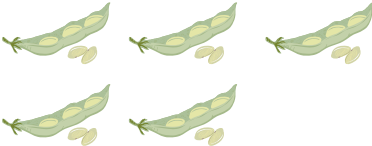


POTASH APPLICATION RATE (K<sub>2</sub>O)



KEY CROP SPECIES

in 2019



35% SOYBEAN



32% CORN



16% WHEAT