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Public Joint Stock Company Uralkali

APPROVED BY

Order No. 183 dd. 27.01.2023

“On Approval and Enactment of the
Regulations on Sales of Mineral
Fertilisers by PJSC Uralkali in
Commodity Markets of Foreign
Countries and Territories”

**REGULATIONS ON SALES
of Mineral Fertilisers by PJSC Uralkali in Commodity Markets of Foreign Countries and
Territories**

Berezniki, Perm Region

Public Joint Stock Company Uralkali		
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Foreword

1. These Regulations were developed by the Export Sales Service of PJSC Uralkali.
2. These Regulations were enacted by Order No. 183 dated 27.01.2023 and become effective from 01.08.2022.
3. These Regulations were adopted for the first time.

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1. Scope

1.1. These Regulations on Sales of Mineral Fertilisers by PJSC Uralkali in Commodity Markets of Foreign Countries and Territories (hereinafter, the Regulations) are approved in order to formalise sales of mineral fertilisers produced by PJSC Uralkali in commodity markets of foreign countries and territories.

1.2. These Regulations define a procedure for sales of mineral fertilisers produced by PJSC Uralkali to customers registered and operating in foreign countries and territories.

2. Terms and Definitions

In these Regulations, the following terms and definitions are used:

Fertiliser or **fertilisers** means a substance or substances for plant nutrition and soil fertility (in accordance with the Technical Regulation of the Eurasian Economic Union TR EAEU 039/2016 “Requirements for mineral fertilisers” adopted by Resolution No. 150 dated 30.11.2016 of the Commission of the Eurasian Economic Union);

Mineral fertiliser or **mineral fertilisers** means a specific type (grade) or specific types (grades) of a fertiliser produced and exported by PJSC Uralkali.

Products means Mineral Fertilisers.

Producer means PJSC Uralkali.

Supplier means PJSC Uralkali.

Customer means an entity permanently domiciled in a foreign country or territory, which has entered into or intends to enter into a supply contract with the Supplier. Customers may fall into either of the categories depending on their type of business: Trader, Other Customer.

Trader means an entity permanently domiciled in a foreign country or territory, which has entered into or intends to enter into a supply contract with the Supplier, or has entered into or intends to enter into supply contracts with Other Customers.

Other Customer means a person, which is not a Trader and not a member of Uralkali Group, which was established in accordance with the laws of foreign countries and which does not operate in the Russian Federation through a permanent representative office.

Delivery Price means a price of the respective Products according to a supply contract that is determined on the basis of the Producer’s capacity and takes into account the cost and reasonable profitability of production, a balance between supply and demand for the Products, a Discount granted by the Supplier, agricultural seasonality, logistical hurdles, delivery time, packaging, order size, delivery terms and payment terms.

Discount means a discount offered by the Supplier to Customers due to actions by unfriendly countries and international organisations related to the introduction of restrictive measures against Russian entities, which impede shipment, storage, transportation, transshipment of or transboundary payments for the delivered Products.

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Unfriendly countries means countries included in the List of Foreign States and Territories Taking Unfriendly Actions against the Russian Federation, Russian Entities and Individuals, as approved by Decree No 430-r dated 05.03.2022 of the Government of the Russian Federation.

Friendly countries means foreign states and territories not included in the List of Foreign States and Territories Taking Unfriendly Actions against the Russian Federation, Russian Entities and Individuals, as approved by Decree No 430-r dated 05.03.2022 of the Government of the Russian Federation .

Countries of the Commonwealth of Independent States (CIS) means Azerbaijan, Armenia, Belarus, Kazakhstan, Kyrgyzstan, Moldova, Tajikistan, Turkmenistan, and Uzbekistan.

Countries of the Eurasian Economic Union (EAEU) means Armenia, Belarus, Kazakhstan, and Kyrgyzstan.

3. Delivery Terms

The Products are delivered in accordance with Incoterms 2010/2000/2020.

The cost of packaging is to be agreed between the Supplier and the Customer under a separate agreement.

4. Pricing

4.1. For setting a price, the Supplier shall be guided by export prices and other information on prices in foreign markets, taking into account specific terms and conditions of each particular transaction.

4.2. If the sale of the Products is hampered due to sanctions or other restrictive measures, in order to ensure the sale of the highest possible amount of the Products and to offset the sanction risks for a Customer in relation to its purchasing the Products from the Supplier, the Supplier may provide a Discount to encourage sales; the size of the Discount is determined on a case-by-case basis taking into account all terms and conditions of each particular transaction, including the jurisdiction of the Customer (friendly/unfriendly countries/EAEU).

5. Quotation

5.1. At least once a month, the Supplier will send to known potential customers a quotation (offer) containing basic conditions of the contract, including price information, product range, delivery terms, amounts, packaging, and payment terms. In determining the terms and conditions of the quotation, the Supplier shall be guided by available export prices and other information on prices in foreign markets.

5.2 If a Customer accepts the quotation, the Products will be shipped in accordance with the terms and conditions of such quotation.

5.3. If a Customer does not accept the quotation, the Supplier has the right to offer a Discount in order to ensure the sale of the maximum possible amount of the Products and to offset the respective sanction risks. The size of the Discount is determined on a case-by-case basis taking into account all terms and conditions of each particular transaction, including the jurisdiction of the Customer (friendly/unfriendly countries/CIS/EAEU).

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5.4. The Supplier shall not be under any obligation to maintain the terms and conditions of the quotation if the quotation has expired and no supply contract has been entered into with the Customer, nor shall the Supplier be subject under any obligation to maintain the terms and conditions of the quotation if the Customer agrees to enter into a supply contract on different terms and conditions.

6. Final Provisions

6.1. These Regulations come into effect on 01.08.2022.

6.2. PJSC Uralkali may update the Regulations as necessary.

Eduard Smirnov
Acting CEO
PJSC Uralkali

