URALCHEM IS A LEADER IN EXPERTISE AND A RELIABLE LONG-TERM PARTNER.

URALCHEM IS A RELIABLE GLOBAL PRODUCER AND SUPPLIER OF NITROGEN AND COMPLEX FERTILIZERS ALL OVER THE WORLD.

Today, URALCHEM offers comprehensive business solutions based on extensive experience in agriculture and industrial technologies.

The Company produces traditional and new highly efficient types of fertilizers.

No. 1
in Russia by output of ammonium nitrate and its derivatives

No. 2
in Russia by output of ammonia

No. 3
in Russia by output of urea

6.4 million tonnes of commercial output in 2018

Over 90 countries importing the Group’s products

Over 70 types of mineral fertilizers and other chemical products

Over 8,700 railcars under management

6 million dollars invested in environmental protection in 2018

10.8 million dollars donated to charity and sponsorship programmes in 2018

9,600 employees

2 transshipment terminals on the Baltic Sea

4 production assets
In 2018, the Company's sales amounted to 2.6 million tonnes in the domestic market and the CIS market.

70% of ammonium nitrate produced by URALCHEM is supplied to domestic agricultural and industrial consumers.

In 2018, the number of our points of storage and sale of mineral fertilizers in Russian regions increased from 10 to 40.

The Company's main export flows are directed through its own port terminals in Latvia: Riga Fertilizer Terminal in Riga and Ventamontaks in Ventspils.

LARGENETWORKOF DISTRIBUTION PARTNERS AND STORAGE BASES

KEY MARKETS:
- Russia, CIS countries, Latin America, Northern and Eastern Europe, Africa.

HEAD OFFICE:
- Moscow

PRODUCTION FACILITIES:
- Berezniki, Perm region; Perm
- Kirov-Chapetsk, Kirov region;
- Vorskledensk, Moscow region;

SALES BASES IN RUSSIA:
- Khabarovsk region, Altai Republic;
- Novosibirsk region, Tyumen region;
- Kurgan region, Sverdlovsk region;
- Chelyabinsk region, Perm region;
- Republic of Tatarstan;
- Kirov region, Ulyanovsk region;
- Saratov region, Saratov region;
- Republic of Mordovia.
WE OFFER MORE THAN 70 PRODUCTS

We have created a network for carrying out agricultural tests and supporting the firms that use URALCHEM’s fertilizers. Our consultants work in most Russian regions.

MAIN PRODUCTS:

TRADITIONAL FERTILIZERS

- Ammonium nitrate (AN)
- Potassium-ammonium nitrate
- Urea

COMMODITY SUBSTITUTES

- Stabilized ammonium nitrate (SAN)
- Calcium ammonium nitrate with sulphur (CNS)

SPECIALITIES

- Potassium nitrate NK 13-7-46.2
- Calcium nitrate concentrated
- Monoammonium phosphate MAP 12-61
- Complex water-soluble NPK with microelements
- Water-soluble blends
- Sodium nitrate technical grade
- Sodium nitrate technical grade
- Porous prilled ammonium nitrate
- Ammonium nitrate branded ZhIVG

URALCHEM’s product range is continuously being extended with consideration for market trends and requirements.
In 2018, URALCHEM significantly expanded the sales geography of products, which are now exported to 90 countries.

Our emphasis is on providing domestic agricultural producers with high-quality mineral fertilizers and promoting our export support programmes for new plant nutrition types. URALCHEM’s products are mainly consumed by agricultural and industrial companies that build long-term relationships with their expert partners.
BY INVESTING IN THE PRODUCTION FACILITIES UPGRADE, **WE IMPROVE THE EFFICIENCY OF OUR BUSINESS AND LAUNCH NEW PRODUCTS.**

- **Extensive** and regularly upgraded production assets
- **Effective** procurement activities that guarantee the supply of raw materials and energy resources
- **Environmental production safety standards** and the rational use of energy and natural resources
PRODUCTION FACILITIES

KCKK BRANCH

KIROV-SHPEETSK, KIROV REGION
PRODUCES NITROGEN AND COMPLEX MINERAL FERTILIZERS

→ The plant’s production capacity is 1,250,000 tonnes of ammonia, 1,650,000 tonnes of ammonium nitrate and its derivatives, and 450,000 tonnes of complex fertilizers per year.
→ KCKK is the flagship company of URALCHEM Group. It provides the greatest variety in terms of product range.

PMU BRANCH

PERM
PRODUCES AMMONIA AND UREA

→ The plant’s production capacity is 600,000 tonnes of ammonia and 670,000 tonnes of urea per year.
→ The PMU Branch produces ammonia and urea with low nitrogen content.
→ The branch is a leader in labour efficiency amongst domestic mineral fertilizer producers.
→ The first industrial facility in Russia certified according to the Project & Sustain standard of the International Fertilizer Association (IFA).

AZOT BRANCH

ELEZNIK, PERM REGION
PRODUCES AMMONIUM NITRATE, AMMONIA, UREA, NITRIC ACID, NITRATE AND NITRATE SALTS

→ The plant’s production capacity is 1,200,000 tonnes of ammonia, 1,400,000 tonnes of ammonium nitrate and 550,000 tonnes of urea per year.
→ The Azot Branch is the only Russian manufacturer of higher aliphatic amines, potassium and sodium nitrites and crystalline sodium nitrite.

VOSKRESENSK MINERAL FERTILIZERS, JSC

VOSKRESENSK, MOSCOW REGION
PRODUCES NITROGEN-PHOSPHATE AND COMPLEX FERTILIZERS, AS WELL AS ACIDS OF VARIOUS GRADES

→ The plant’s production capacity is over 300,000 tonnes of monoammonium phosphate or 500,000 tonnes of NPK fertilizers per year.
→ The company is implementing a unique project for the granulation of potassium chloride and PK 5-5-5 phosphate-potassium fertilizers.
→ In 2016, the production of water-soluble fertilizers began. VMF developed 10 grades, combinations of water-soluble NPK in various ratios of microelements.
→ In 2017, the largest investment project for the upgrade of sulphuric acid production started involving the replacement of three absorption towers.
MINERAL FERTILIZERS PRODUCTION CHAIN

THE KEY COMPETITIVE ADVANTAGE OF THE COMPANY IS A PRODUCTION FLEXIBILITY, allowing to keep an effective manufacturing balance targeted at a current demand.

PRODUCTION RAMP-UP at existing facilities
URALCHEM-TRANS, LLC
MOSCOW
URALCHEM-TRANS, LLC is a specialized logistic business unit with the necessary infrastructure to ensure the export of finished products and the supply of raw materials by rail. URALCHEM-TRANS, LLC manages a fleet of 8,764 railcars, including hopper cars, open-top and box cars and tank cars for the transportation of ammonia and various acids.

Transportation volumes (products and raw materials) in 2018:
7.28 million tonnes.

SIA RIGA FERTILIZER TERMINAL
RIGA, LATVIA
SIA Riga Fertilizer Terminal is one of the most modern and safe terminals for the transshipment and temporary storage of bulk mineral fertilizers in Northern Europe. It was constructed using environmentally friendly technologies and materials and now meets all the European requirements for safety and environmental impact. Its capacity is 2 million tonnes of bulk cargo per year.

SIA VENTAMONJAKS
VIENTSPILS, LATVIA
SIA VENTAMONJAKS, with a capacity of 1.5 million tonnes per year and located in the ice-free Freeport of Ventspils, is the largest island ammonia transshipment terminal on the Baltic Sea. Three deep-water berths allow the terminal to service ships carrying up to 60,000 tonnes. Continuous operation of the terminal enables the handling of up to 250 tank cars per day.

URALCHEM TRADING HOUSE, LLC
PERM
All sales of the Company’s products in the territory of Russia and the CIS are affected by URALCHEM Trading House, LLC with structural branches in Moscow, Voronezh, Krasnodar-Kherson and the Kirov region, Perm and the Perm region (Nizhny Uba), with 40+ storage and tank bases for mineral fertilizers in various Russian regions.

SIA URALCHEM TRADING
RIGA, LATVIA
URALCHEM TRADING DO BRASIL LTDA.
SÃO PAULO, BRAZIL
Sales and promotion of URALCHEM Group products in Brazil is affected by SIA URALCHEM Trading and URALCHEM TRADING DO BRASIL LTDA. In addition, SIA URALCHEM Trading is responsible for transshipment of seaport and marine transportation of the Company’s export products.
V.

IN INVOLVEMENT
IN NON-GOVERNMENTAL
ORGANISATIONS
URALCHEM is a member of the largest Russian non-governmental business associations and organisations, and participates in advisory bodies of various federal executive authorities.

- Russian Union of Industrialists and Entrepreneurs
- Business Russia
- Opera Russia (Support of Russia)
- Chamber of Commerce and Industry of the Russian Federation
- Russian Union of Companies and Organisations in the Chemical Sector
- Federal Corporation for the Development of Small and Medium Businesses
- Community Board Under the Ministry of Natural Resources and Environment of the Russian Federation
- Russian Association of Fertilizer Producers
- Russian Nursery Seed Association
- Agency for Strategic Initiatives

URALCHEM is engaged in the preparation and promotion of legislative initiatives aimed at removing unjustified barriers that hinder the activities of chemical and agricultural companies. The Company made a significant contribution to the discussion and resolution of issues arising during the preparation of specifications for national and federal projects and reformulating state support for industrial exports.

The Company assists in the implementation of the May decree ‘On the national targets and strategic development objectives of the Russian Federation up to 2024’.

URALCHEM, JSC is one of the initiators of a world-class scientific and educational centre created in the Perm region based on the integration of education and business.

Every year, the Company holds a corporate ‘accelerator competition’ of innovative solutions called ‘URALCHEM – Growth Element’ featuring a large number of companies and scientific institutions involved in the development and promotion of new agricultural technologies.

Today, URALCHEM makes efforts and wants the mineral fertilizer industry to be perceived by the public and government bodies as innovative rather than conservative.
VI. EMPLOYEES
FIRST OF ALL, URALCHEM’S SUCCESS DEPENDS ON OUR EMPLOYEES, WHOSE PROFESSIONALISM AND COMMITMENT ARE KEYS TO THE COMPANY’S STEADY GROWTH.

URALCHEM employs experienced and young professionals who have the necessary knowledge and expertise and are ready to move and develop together with the Company. Our employees and executives possess all new business-relevant competencies and the digital literacy required to manage processes relying on digital technologies. We run long-term targeted corporate programmes for maintaining competitive remuneration and result orientation, identifying innovative breakthrough ideas, attracting young people and creating a competitive and compelling working environment.

IN 2019, URALCHEM was accredited by the Association of Chartered Certified Accountants (ACCA) in the UK.

BY OUTLINING CLEAR STAGES OF CAREER DEVELOPMENT as part of our talent pool and succession programmes, we protect the business from an unexpected outflow of managerial personnel.
HR POLICY AND CORPORATE PROGRAMMES

Long-term planning of human resources and demographic balance by attracting young people and creating a compelling working environment.

Competitive salary and a clear relationship between remuneration and performance.

Management skills development programmes and training centres at all manufacturing units.

Involvement of employees in the processes of the Company’s innovative development and transformation.

Support programmes for retired employees.

Mortgage co-financing programmes for employees of production facilities.

In 2018, social benefits rose by 10.3% year-on-year. The average salary at industrial facilities and URALCHEM-TRANS, LLC increased by 7.7% in 2018. Since 2013, we have been running an additional support programme for retirees.

The key priorities of our HR strategy are aimed at maintaining existing programmes and focusing on priority areas:

Promoting competencies of the future.

Developing an innovation culture.

Digitalization.

Over 5,000 people, or 57% of the total headcount, in 2018 participated in various programmes of professional education and development and management training.

531 students completed their on-the-job training at URALCHEM’s facilities in 2018, while 82 graduates of technical schools were recruited.
SUSTAINABILITY

VII.
WE HAVE VOLUNTARILY CONTRIBUTED TO THE SUSTAINABLE DEVELOPMENT OF SOCIETY.

The most important undertakings in the field of sustainable development and corporate social responsibility include the support of the regions where we operate. The Company contributes to the social and economic development of the territories as a large taxpayer, employer and partner of government bodies and non-governmental organisations in solving urgent problems of regional development.

Projects in this area are aimed at improving the quality of life and creating a comfortable social environment for the residents in those regions.
SAFETY

We are aware of our responsibility for employees of our enterprises and the residents in the regions where we operate. We are constantly raising the level of occupational and industrial safety:

- ensuring compliance with federal legislation and international treaties, as well as industry and corporate standards;
- analyzing potential and actual threats to employee health during their work activities at all workplaces;
- involving employees and unlocking their maximum potential by ensuring their awareness, training, maintenance of required qualifications, and experience in the fields of occupational safety and health, industrial safety and resource-saving activities.

URALCHEM spent 9.5 million dollars on occupational, industrial and fire safety measures in 2018.

SOCIETY

COMMUNITY INVESTMENTS

Going preference to the most important community projects, we make efforts and invest funds to develop the regions where we operate. By changing the world around us, we make life better and more exciting for everyone.

In 2018, URALCHEM donated 10.8 million dollars to charity and sponsorship projects.

OCCUPATIONAL HEALTH AND SAFETY ARE A MAJOR PRIORITY FOR URALCHEM GROUP

URALCHEM spends 9.5 million dollars on occupational, industrial and fire safety measures in 2018.

ENVIRONMENT

The Company regularly improves its technological processes, upgrades and renovates treatment plants, exercises industrial and analytical control over the emissions of pollutants generated in the production process.

URALCHEM treats the issues of environmental protection seriously, rationally uses natural resources and strictly observes the requirements of environmental legislation. By virtue of the efficient energy and resource saving policies, the Company has achieved a significant reduction in energy consumption per tonne of products, both in natural gas and electricity.

In 2018, URALCHEM spent 6 million dollars on its environmental activities.

QUALITY MANAGEMENT

COMMUNITY INVESTMENTS ARE AN INTEGRAL PART OF URALCHEM’S SUCCESSFUL BUSINESS MODEL.

In 2018, URALCHEM donated 10.8 million dollars to charity and sponsorship projects.

MINIMISING THE NEGATIVE IMPACT ON THE ENVIRONMENT AND PROMOTING RESOURCE EFFICIENCY ARE AMONGST KEY URALCHEM’S PRIORITIES.
