ELEMENT OF GROWTH

URALCHEM
URALCHEM IS A LEADING AGRONOMIC AND INDUSTRIAL EXPERT AND A RELIABLE PARTNER FOR LONG-TERM COOPERATION.
TODAY Uralchem is a company with enough resources to manufacture products and render services tailored to meet current demand.

Besides producing highly efficient fertilizers and chemical raw materials, traditional and innovative alike, we also offer comprehensive business solutions based on our vast experience in agriculture and industrial technology.

RUSSIAN PRODUCER OF AMMONIUM NITRATE AND ITS DERIVATIVES
SUPPLIER OF AMMONIUM NITRATE TO DOMESTIC AGRICULTURAL COMPANIES
PRODUCERS OF AMMONIA, UREA AND NITROGEN FERTILIZERS

6.4 million tonnes of commercial output in 2019.
Over 90 countries importing the group’s products.
About 80 items of mineral fertilizers and other chemical products.

4 production assets.
8,560 railway cars under management.
2 transshipment terminals on the Baltic Sea.

$10.2 million donated to charity and sponsored projects in 2019.
$13.3 million spent on environmental programmes in 2019.

9,750 employees.
URALCHEM is focused on improving the efficiency of available solutions in the market of mineral fertilizers and industrial chemistry.

The Company’s main export flows are directed via its own port terminals in Latvia: Riga Fertilizer Terminal in Riga and Ventamonjaks in Ventspils.

Within 2019, the number of regional sites storing and selling mineral fertilizers increased from 40 to 55 million tonnes across Russia.

Global reach:

- Key markets: Russia, CIS countries, Latin America, Northern and Eastern Europe, Africa.
- Extensive network of distributors and storage facilities.
- Head office: Moscow.
- Production facilities:
  - Berezniki, Perm region
  - Kirovo-Chepetsk, Kirov region
  - Voskresensk, Moscow region
  - Krasnoyarsk region
  - Novosibirsk region
  - Tyumen region
  - Kurgan region
  - Sverdlovsk region
  - Orenburg region
  - Perm region
  - Republic of Tartarstan

- Sales partners across Russia:
  - Ulyanovsk region
  - Stavropol region
  - Republic of Mordovia
  - Saratov region
  - Volgograd region
  - Rostov region
  - Tambov region
  - Krasnodar region
  - Kursk region
  - Kaliningrad region
  - Bryansk region
  - Lipetsk region
  - Voronezh region
  - Moscow region
  - Orel region

- The Company’s domestic and CIS sales in 2019 amounted to 3 million tonnes.

- 77% of ammonium nitrate produced by URALCHEM is supplied to agricultural and industrial companies in Russia and the CIS (68% and 9% respectively).
URALCHEM’S PRODUCT RANGE IS CONTINUOUSLY EXTENDED WITH CONSIDERATION OF THE LATEST REQUIREMENTS AND MARKET TRENDS.
URALCHEM ADVISES ITS CUSTOMERS ON THE CHOICE AND USE OF ITS PRODUCTS THUS HELPING THEM OPTIMISE THE FOOD SYSTEMS FOR MOST OF THEIR CULTURES.

THE COMPANY OFFERS ABOUT 80 ITEMS

URALCHEM OFFERS REMOTE CONSULTING THROUGHOUT RUSSIA. URALCHEM WON THE TOP 100 RUSSIAN PRODUCTS CONTEST AND EARNED THE RUSSIAN QUALITY AWARD.

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URALCHEM OFFER
URALCHEM PRODUCTS ARE MAINLY USED BY AGRICULTURAL AND INDUSTRIAL COMPANIES INTERESTED IN LONG-TERM COOPERATION WITH AN EXPERT PARTNER.

OUR PRIORITIES ARE:
- to provide domestic agricultural producers with quality mineral fertilizers, to promote expert support programmes on new technologies in plant nutrition, and to offer industrial customers reliable solutions tailored to their strategy and needs.

URALCHEM PRODUCTS HAVE A WIDE VARIETY OF AGRICULTURAL APPLICATIONS IN PLANT CULTIVATION OR ANIMAL HUSBANDRY. THEY ARE ALSO USED IN CHEMICAL INDUSTRY, METALLURGY, CONSTRUCTION, MINING, GLASS MANUFACTURING ETC.
BY INVESTING IN THE UPGRADE OF OUR PRODUCTION FACILITIES, WE MAKE OUR BUSINESS MORE EFFICIENT AND GET THE CHANCE TO LAUNCH NEW PRODUCTS.
URALCHEM IS A WELL-THOUGHT-OUT AND WELL-DEVELOPED ORGANIZATION OF PRODUCTION PROCESSES, HIGH TECHNICAL EQUIPMENT AND PRODUCTION CULTURE. Extensive and regularly upgraded production assets. Environmentally safe production and a sustainable use of energy and natural resources. Efficient procurement ensuring the supply of energy resources and raw materials.
Capable of producing annually about 1,250 thousand tonnes of ammonia, 1,675 thousand tonnes of ammonium nitrate and its derivatives, 476 thousand tonnes of complex fertilizers. URALCHEM’s flagship plant providing the greatest variety of products.

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KCKK BRANCH
KIROVO-CHEPETSK CHEMICAL PLANT
KIROVO-CHEPETSK, KIROV REGION

Capable of producing annually about 1,230 thousand tonnes of ammonia, 1,675 thousand tonnes of ammonium nitrate and its derivatives, 476 thousand tonnes of complex fertilizers. URALCHEM’s flagship plant providing the greatest variety of products.

PMU BRANCH
PERM MINERAL FERTILIZERS
PERM

Capable of producing annually about 630 thousand tonnes of ammonia and 670 thousand tonnes of urea. Producer of ammonia and low-buret urea. Labour efficiency leader among Russian manufacturers of mineral fertilizers. Acclaimed by the International Fertilizer Association (IFA) in 2019 as the world’s best industrial facility in terms of production management.

AZOT BRANCH
BEREZNYI, PERM REGION

Capable of producing annually about 630 thousand tonnes of ammonia and 670 thousand tonnes of urea. Producer of ammonia and low-buret urea. Labour efficiency leader among Russian manufacturers of mineral fertilizers. Acclaimed by the International Fertilizer Association (IFA) in 2019 as the world’s best industrial facility in terms of production management.

Capable of producing annually about 1,200 thousand tonnes of ammonia, 1,400 thousand tonnes of ammonium nitrate and 560 thousand tonnes of urea. The only Russian producer of higher aliphatic amines, sodium nitrate and crystalline sodium nitrite.

Capable of producing annually over 300 thousand tonnes of monoammonium phosphate or 500 thousand tonnes of complex fertilizers. The plant has been upgrading its EFK-3 Shop since 2020 to increase its production capacity to 190 thousand tonnes of phosphoric acid per year.

VOSKRESENSK MINERAL FERTILIZERS JSC
VOSKRESENSK, MOSCOW REGION

Capable of producing annually about 630 thousand tonnes of ammonia and 670 thousand tonnes of urea. Producer of ammonia and low-buret urea. Labour efficiency leader among Russian manufacturers of mineral fertilizers. Acclaimed by the International Fertilizer Association (IFA) in 2019 as the world’s best industrial facility in terms of production management.
MINERAL FERTILIZERS: PRODUCTION CHAIN

MAXIMUM OUTPUT USING EXISTING CAPACITIES

OUR PRODUCTION IS FLEXIBLE, AND THIS IS OUR KEY COMPETITIVE ADVANTAGE. IT ENABLES US TO MAINTAIN AN EFFECTIVE MANUFACTURING BALANCE TO MEET CURRENT DEMAND.
LOGISTICS AND SALES

WITH OUR OWN RAILWAY CARS AND PORT FACILITIES, WE CAN GUARANTEE SAFE AND TIMELY DELIVERIES.
URALCHEM is interested in optimizing logistics processes at its enterprises, including the use of containerization and multimodal transportation.

URALCHEM-TRANS LLC
MOSCOW

A specialized logistic business which uses railways to deliver finished products and supply raw materials. It manages a 8,560-strong fleet of hopper cars, gondola cars, box cars and tank cars for acids and ammonia.

SIA RIGA FERTILIZER TERMINAL
RIGA, LATVIA

One of the safest and best-equipped terminals for transshipment and temporary storage of bulk mineral fertilizers in Northern Europe. With environmentally friendly technologies and materials used for its construction, the terminal meets all EU requirements as to safety and environmental impact. Its capacity is 2 million tonnes of bulk cargos per year.

SIA VENTAMONJAKS
VENTSPILS, LATVIA

Baltic Sea’s largest terminal for transshipment of liquid ammonia, with the capacity of 1.5 million tonnes per year. It is located in an ice-free Ventspils Freeport. Three deep-water berths accept ships carrying up to 60,000 tonnes. The terminal’s nonstop operation enables 250 tank cars to be handled daily.

URALCHEM TRADING HOUSE
PERM, RUSSIA

Responsible for sales of the Company’s products in the territory of Russia and the CIS. The Trading House has offices in Moscow, Volgograd, Kirovo-Chepetsk, Perm and Berezniki, along with 55 partner sites storing and selling URALCHEM mineral fertilizers across a number of Russian regions.

SIA URALCHEM TRADING
RIGA, LATVIA

These companies sell and promote URALCHEM products outside Russia and CIS countries. SIA URALCHEM Trading also arranges in-port transshipments and sea transportation of exported goods.

Total amount of products and raw materials transported in 2019: 7.16 million tonnes.
The company has a continuous innovation loop and receives regular feedback from agricultural enterprises.
R&D and business development tasks: Artificial Intelligence.

Optimisation and safety of manufacturing processes, from capacity design to output: such systems as MES, LIMS, APC, BIM, EHSM and Pilot ICE, along with the whole range of digital technologies: IIOT, AI, machine learning, digital doubles, AR & VR, computer vision and portable electronics.

Digital transformation helps reach the goals of each function and the company in general.

01/ Sales and operations planning: the ANAPLAN system.
02/ R&D and business development tasks: Artificial Intelligence.
03/ Transparent and efficient procurement: SAP ARIBA.
04/ Optimisation and safety of manufacturing processes, from capacity design to output.
05/ Optimised management of logistic processes: the Navigator system plus a set of digital technologies largely similar to manufacture.
06/ Sales effectiveness, customer acquisition and customer care: CRM and Customer’s personal account.
07/ Service as a new and prospective digital area of the Company’s business: the Digital Agro platform. Our customers can already use such digital services as Agronomist’s Assistant, Subsidies and Accounting, Precision Agriculture, Fertilizer Calculator.
08/ Automation of corporate functions: SAP BPC (finance), various HR systems (ATS, LMS, AF, OrgManager, chatbot), corporate mobile platform for staff (Digital Workplace), RPA, BPM and much more.

All digital solutions are brought together onto a single ERP platform.

For Uralchem, digital transformation means the development of its business model using advanced technology to produce more goods and added value thus increasing the company’s capitalisation.

Basic Automation: deploying and upgrading the accounting system, automating business processes as much as possible, building advanced failure-proof and high-performance IT infrastructure, creating a data operation ecosystem.

Production Digitisation: testing the whole range of advanced digital tools and using them in production and logistics.

New Digital Businesses: creating Digital Agro, a platform featuring a set of digital customer services. It is designed to become an open ecosystem in the future.
The company has come up with a unique offer for the CIS market: it combines agronomic support, agrarian education and software. The top priority is to develop and provide technology ensuring considerable cost optimisation (up to 15 per cent) and profitability (up to 20 per cent).

Digital Agro covers 10,000+ fields with the total area of 4.4 million hectares (10.9 million acres).

The company’s software and services are installed in 28 Russian regions.


The company has a continuous innovation loop and receives regular feedback from agricultural enterprises.

This enables us to keep extending the functionality of our products and services.

Digital Agro and Digital Agro have jointly developed a five-year strategy designed to visibly increase digitisation of the Russian agricultural market.

The key task the companies are facing consists in creating a convenient digital environment for fruitful cooperation among agricultural players.

Adaptive agriculture system: a service for agro-environmental assessment of land potential, cost optimisation and recommendations on crop rotation planning and choice of technologies.

Digital platform Agrosignal: software containing online system solutions allowing to: a) control agricultural production and b) process and store scouting data, satellite images and calculation algorithms. The platform also includes software that enables to apply for subsidies and submit accounting documents in electronic format; the status can be tracked by the user.

Open agrarian university “Land of knowledge”: an e-learning platform providing access to applied agricultural knowledge.

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URALCHEM IS SEEKING INNOVATION-BASED TRANSFORMATION OF THE MINERAL FERTILIZER INDUSTRY.
URALCHEM PREPARES AND PROMOTES

Legislative initiatives aimed at removing unnecessary barriers that hinder chemical and agricultural businesses.

The company contributed greatly to the preparation of specifications for national and federal projects, and the reformation of government support of industrial export.

URALCHEM follows a policy of openness and cooperation with public and environmental organizations, regulatory authorities and all interested parties.

URALCHEM is a member of major Russian nonprofit organizations and business associations. We take an active part in advisory bodies of federal executive authorities. We interact with the President’s Administration, the Government, federal bodies of state power and heads of federal subjects.

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URALCHEM is one of the companies that initiated the creation of a Research and Education Centre in the Perm region. This world-class institution integrates science, education and business. URALCHEM takes an active part in working out the centre’s programme.

URALCHEM JSC is one of the companies that initiated the creation of a Research and Education Centre in the Perm region. This world-class institution integrates science, education and business. URALCHEM takes an active part in working out the centre’s programme.

We hold annual event URALCHEM: element of growth, a competition accelerating innovative solutions. The participants include many companies and research institutions which develop and promote new agricultural technologies.

We implement the May Decree “On national goals and strategic tasks of Russia’s development till 2024.”

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URALCHEM’S SUCCESS DEPENDS PRIMARILY ON ITS EMPLOYEES WHOSE PROFESSIONALISM AND COMMITMENT ARE KEYS TO THE COMPANY’S STEADY GROWTH.
URALCHEM WORKS IN THE REAL SECTOR OF THE RUSSIAN ECONOMY, ACHIEVES STABLE RESULTS AND STRIVES TO BE A MODEL EMPLOYER.

By outlining clear-cut career stages within our succession system and talent management programmes, we protect our business from a sudden outflow of executives.

URALCHEM WAS ACCREDITED BY UK'S ASSOCIATION OF CHARTERED CERTIFIED ACCOUNTANTS (ACCA) IN 2019.

Our strategic goal is to become a digital, mobile, fast-paced company able to quickly develop and launch new products; a company boasting a flexible structure and high performance; a company aimed at producing added value and increasing its capitalisation.

To reach its goals, URALCHEM employs both experienced professionals and young people who have relevant knowledge and expertise and are ready to grow together with the Company.

URALCHEM is about people, committed and ambitious, seeking responsibility and new opportunities, capable of processing information and acquiring knowledge. Our staff members have new business-relevant competences and digital literacy required to manage processes relying on digital technology.

We run corporate programmes to maintain motivation and competitive remuneration. They’re also aimed at revealing innovative breakthrough ideas, attracting young people and creating a comfortable and competitive environment.

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HR POLICY AND CORPORATE PROGRAMMES:

“THE RIGHT COMPANY FOR THE RIGHT PEOPLE”

LONG-TERM PLANNING OF HUMAN RESOURCES AND DEMOGRAPHIC BALANCE: WE ATTRACT YOUNG EMPLOYEES AND CREATE A COMFORTABLE ENVIRONMENT FOR THEM.

PROGRAMMES DEVELOPING MANAGEMENT SKILLS, WITH TRAINING CENTRES SET UP AT ALL OF THE COMPANY’S PLANTS.

TRAININGS (INCL. REMOTE ONES) AND EXTENSION COURSES FOR EMPLOYEES.

SOCIAL PROGRAMMES TO SUPPORT RETIRED EMPLOYEES.

URALCHEM’S HR POLICY aims to maintain current programmes and place more focus on top priorities:

→ SHAPING COMPETENCES OF THE FUTURE
→ DEVELOPING AN INNOVATION CULTURE
→ DIGITISATION

COMPETITIVE AND PERFORMANCE-BASED SALARIES.

EMPLOYEES INVOLVED IN THE COMPANY’S TRANSFORMATION THROUGH INNOVATIONAL AND DIGITAL DEVELOPMENT.

MORTGAGE CO-FINANCING PROGRAMMES FOR PLANT WORKERS.

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MORTGAGE CO-FINANCING PROGRAMMES FOR PLANT WORKERS.

In 2019, the average annual salary at the plants and URALCHEM-TRANS rose against 2018 BY 7.6%.

A social programme providing extra support to retired employees has been running since 2013.

ABOUT 4,900 employees — or 50 per cent of the staff — joined the Company’s trainings and extension courses in 2019.

587 STUDENTS took an internship at URALCHEM plants in 2019. After graduation, 56 out of them were hired by the Group.

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ABOUT 4,900 employees — or 50 per cent of the staff — joined the Company’s trainings and extension courses in 2019.

587 STUDENTS took an internship at URALCHEM plants in 2019. After graduation, 56 out of them were hired by the Group.
URALCHEM MADE A VOLUNTARY PLEDGE TO CONTRIBUTE TO SUSTAINABLE SOCIAL DEVELOPMENT.
SOCIAL RESPONSIBILITY IS AN INTEGRAL PART OF OUR ACTIVITIES.

THE COMPANY IMPLEMENTS PROGRAMS FOR PROFESSIONAL DEVELOPMENT AND SOCIAL SUPPORT OF EMPLOYEES ON ITS ENTERPRISES, THEIR FAMILIES, AS WELL AS RESIDENTS OF THE REGIONS WHERE IT OPERATES.

SUSTAINABLE DEVELOPMENT AND CORPORATE SOCIAL RESPONSIBILITY IMPLY WE OUGHT TO SUPPORT THE REGIONS WE OPERATE IN. As a major taxpayer and employer, URALCHEM contributes to social and economic welfare in the territories. We also help local authorities and nonprofit organisations handle current issues relating to regional development.

SUSTAINABILITY
SAFETY

We are aware of our responsibility for the staff as well as for local residents. Uralchem makes continuous efforts to improve occupational health and safety.

- We comply with federal laws, international treaties, industry requirements and corporate standards.
- We analyse potential and actual threats the workplaces present to the health of our employees.
- We try to keep the staff involved as much as possible by informing and training them, by helping them maintain a relevant level of experience and expertise in occupational health, industrial safety and sustainable use of resources.

SOCIETY

We put efforts and funds into developing the regions we operate in. Preference is given to socially important projects. By changing the world around us, we make life better and brighter.

SOCIAL INVESTMENTS

Social investments are part and parcel of Uralchem’s successful business.

Uralchem donated to charity and sponsored projects in 2019

$10.2 million.

ENVIRONMENT

Environmental impact minimisation and sustainable use of natural resources are central to Uralchem’s priorities.

Uralchem spent on environmental programmes in 2019

$13.3 million.

QUALITY MANAGEMENT

Environmental management, occupational health and safety management, compliance with international and Russian standards.

Integrated management systems certified by Bureau Veritas Certification, SGS and TÜV NORD help us ensure transparency of manufacture and management, stable quality of our products, environmental protection, occupational safety and higher efficiency of our business processes.

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