

INVESTMENT CASE and credit ratings

1. A GLOBAL PRODUCER OF ECO-FRIENDLY PHOSPHATE-BASED FERTILIZERS¹



¹ Certified for environmental compliance under the Vitality Leaf international standard.
² By total production capacity for DAP/MAP/NP/NPK/NPS.
³ Monoammonium phosphate / diammonium phosphate.

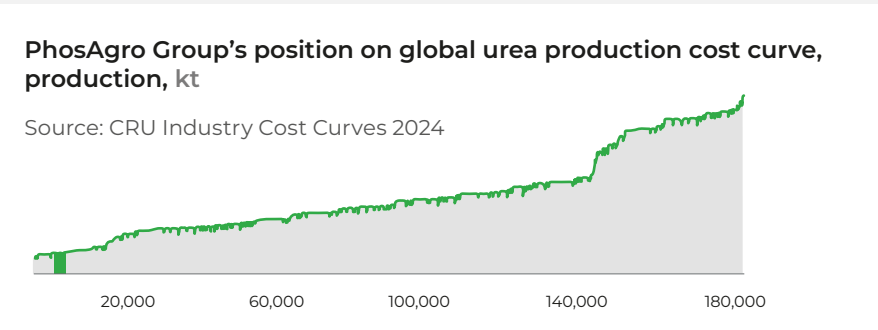
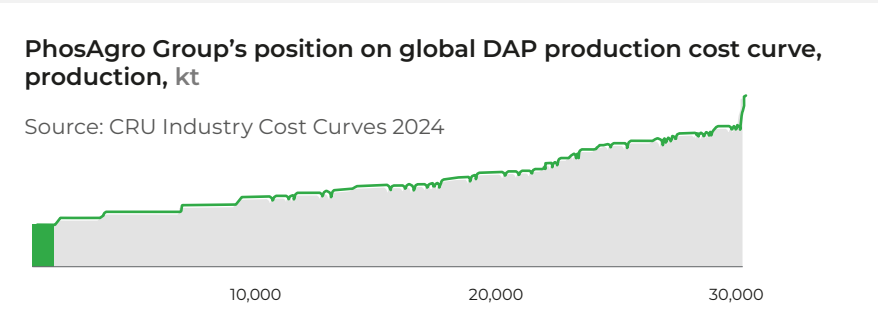
2. UNIQUE RESOURCE BASE AND SECTOR-LEADING MARGINS

- A key contributor to the safety of the Company's products is the magmatic origin of the phosphate rock mined on the Kola Peninsula, as it naturally limits the content of harmful substances and ensures higher fertilizer quality⁴.
- Wide range of ready-to-use solutions for farmers.
- A leading supplier of mineral fertilizers in the domestic market.
- One of the highest margins in the phosphate segment.
- The only producer of feed-grade monocalcium phosphate (MCP) in Russia and one of the leading producers in Europe in this segment, as well as Russia's only producer of nepheline concentrate.

⁴ Apatit is included in the Unified State Register of Manufacturers of Agricultural Products, Food, Industrial and Other Products with Improved Characteristics.
⁵ Share of compound and complex fertilizers in the region's total imports.

The largest global producer of high-grade phosphate rock with a P₂O₅ content of 39% (according to IFA).

The largest European producer of phosphate-based fertilizers (by total production capacity for DAP/MAP/NP/NPK/NPS according to CRU).



Share of PhosAgro Group's supplies in key sales markets⁵, estimates, %

Country	2022	2023	2024
Russia (share of total supplies)	45	54	58
Europe	24	17	15
Latin America, excl. Brazil	12	19	21
Africa	15	13	17
India	38	18	20
Brazil	12	20	23

3. ECO-FRIENDLY FERTILIZERS



PhosAgro has the right to mark its products with a special **Green One label**. In September 2024, all manufactured agrochemicals underwent recertification.



The Company successfully completed voluntary **Vitality Leaf** certification.

In 2024, Apatit confirmed its right to use the internationally recognised Vitality Leaf label for mineral fertilizers by successfully completing a recertification audit¹.



PhosAgro Group made a **Green Label** environmental claim asserting that the product is free from dangerous cadmium concentrations harmful to human health and soils.



The Group's Cherepovets, Volkhov, and Balakovo production sites and phosphate rock mining and beneficiation facility in Kirovsk successfully passed a certification audit by the Brazilian Technical Standards Association (ABNT²).

For more information on ESG certification of the Group's products, see the Customers and Product Management section

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4. SOUND CAPITAL ALLOCATION IN HIGHLY EFFECTIVE INVESTMENT PROJECTS

Investment projects may get a go-ahead subject to their high IRR³ (in most cases 20%+), compliance with the BAT and sustainability criteria along with the CAPEX/EBITDA target, and a comfortable net debt / EBITDA covenant headroom.

Breakdown of CAPEX, RUB bln



¹ The audit was conducted by experts from the accredited certification body, Ecological Union (registration number RA.RU.11NV64), from 29 September to 13 November 2024.

² Associação Brasileira de Normas Técnicas.

³ Internal rate of return.

5. WELL-BALANCED CORPORATE GOVERNANCE

Our corporate governance practices undergo an annual evaluation and demonstrate a high level of compliance with the recommendations of the Corporate Governance Code recommended by the Bank of Russia.

PhosAgro actively engages with Russian rating agencies to secure independent assessments, credit ratings, and ESG ratings.




Throughout 2024, the Company continued to service its bank loans in a timely manner and took a number of steps to continue servicing Eurobonds in the new regulatory environment. Thus, the Company once again confirmed its high credit quality.

5 50% independent directors on the Board of Directors

3 Board committees meeting on a regular basis

87% adherence to the Corporate Governance Code principles

Consistently strong positions in ESG ratings and indices

ESG rating/index		2022	2023	2024
	(C to AAA scale)	A	AA↑	AAA↑
	Responsibility and Transparency index (C to A scale)	A	A	A
	Sustainable Development Vector index (C to A scale)	A	A	A
	Expert RA ESG transparency (0.00 to 2.00 scale)	1.95↑	1.95	2.00↑

STABLE CREDIT RATINGS







The Company's bonds are included in Level 1 quotation list of the Moscow Exchange.

These were assigned credit ratings of ruAAA and AAA(RU), respectively, from the Expert RA and ACRA agencies.



AKPA

ESG rating/index		2022	2023	2024
	National Rating Agency (Group 5 to Group 1 scale with scores from 0 to 1)	Group 2, 0.74	Group 1↑, 0.83	Group 1, 0.85
	Donors Forum Russian Leaders in Corporate Philanthropy (C to A+ scale)	A+↑	A+	A+
	(Level 3 to Level 1 scale)	Level 1	Level 1	Level 1
	Best Employers (Bronze to Platinum scale)	Gold	Platinum ↑	Platinum

¹ Apatit is included in the Unified State Register of Manufacturers of Agricultural Products, Food, Industrial and Other Products with Improved Characteristics.

BUSINESS model

PhosAgro Group's business model is based on the simple idea that we must better than our competitors understand the ever-changing customer needs and respond to them quicker using a wide product range, large distribution network, and robust logistics.

A distinctive feature of the business model is our emphasis on sustainable development and the integration of green chemistry principles, enabling us to develop innovative and environmentally friendly solutions for agriculture.

This requires flexible production facilities, high self-sufficiency in quality raw materials, deep vertical integration and, most importantly, continuous feedback from end customers and analysis of our product performance. All this helps PhosAgro Group maintain a position among the most responsible producers, while also ensuring improved quality¹ and eco-friendliness of its fertilizers. We leverage our competitive advantages and seek to meet the highest operational standards throughout our product lifecycle¹.

For more information on the Company's Strategy to 2025 see

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