

# PJSC "PhosAgro"

Consolidated Interim Condensed Financial Statements for the six months ended 30 June 2018 (unaudited)

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# Independent Auditors' Report on Review of Consolidated Interim Condensed Financial Information

To the Shareholders and Board of Directors

PJSC "PhosAgro"

#### Introduction

We have reviewed the accompanying consolidated interim condensed statement of financial position of PJSC "PhosAgro" (the "Company") and its subsidiaries (the "Group") as at 30 June 2018, and the related consolidated interim condensed statements of profit or loss and other comprehensive income for the three- and six-month periods then ended, and the related consolidated interim condensed statements of changes in equity and cash flows for the six-month period then ended, and notes to the consolidated interim condensed financial information (the "consolidated interim condensed financial information and presentation of this consolidated interim condensed financial information in accordance with IAS 34 *Interim Financial Reporting*. Our responsibility is to express a conclusion on this consolidated interim condensed financial information based on our review.

# Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410 Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review of consolidated interim condensed financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Audited entity: PJSC "PhosAgro"

Registration No. In the Unified State Register of Legal Entities 1027700190572.

Moscow, Russia

Independent auditor: JSC "KPMG", a company incorporated under the Laws of the Russian Federation, a member firm of the RPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity

Registered No. in the Unified State Register of Legal Entities, 1027700125628

Member of the Self-regulated organization of auditors "Russian Union of auditors" (Association). The Principal Registration Number of the Entry in the Register of Auditors and Audit Organisations. No.11603053203.



PJSC "PhosAgro"

Independent Auditors' Report on Review of Consolidated Interim Condensed Financial Information

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# Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the consolidated interim condensed financial information as at 30 June 2018, and for the three- and six-month periods then ended is not prepared, in all material respects, in accordance with IAS 34 Interim Financial Reporting.



Moscow, Russia

22 August 2018

Consolidated Interim Condensed Statements of Profit or Loss and Other Comprehensive Income for the three and six months ended 30 June 2018 (unaudited)

		Six months ended 30 June			nths ended June
		2018	2017	2018	2017
	Note	RUB million	RUB million	RUB million	RUB million
Revenues	5	111,248	89,121	56,626	44,723
Cost of sales	6	(61,898)	(49,561)	(29,844)	(25,144)
Gross profit		49,350	39,560	26,782	19,579
Administrative expenses	7	(7,011)	(7,005)	(3,368)	(3,218)
Selling expenses	8	(16,910)	(11,951)	(8,650)	(6,363)
Taxes, other than income tax		(1,805)	(1,230)	(918)	(603)
Other expenses, net	9	(1,254)	(1,058)	(562)	(637)
Operating profit		22,370	18,316	13,284	8,758
Finance income	10	123	274	51	84
Finance costs	10	(2,445)	(2,237)	(1,243)	(1,178)
Foreign exchange (loss)/gain		(8,137)	2,013	(8,672)	(4,612)
Share of profit/(loss) of associates	13	84	151	(3)	26
Profit before tax		11,995	18,517	3,417	3,078
Income tax expense	11	(2,162)	(4,785)	(462)	(1,609)
Profit for the period		9,833	13,732	2,955	1,469
Attributable to:					
Non-controlling interests ^		25	(2)	9	(5)
Shareholders of the Parent		9,808	13,734	2,946	1,474
Other comprehensive income					
Items that may be reclassified subsequently to profit or loss					
Foreign currency translation difference		1,438	(429)	1,096	435
Other comprehensive income/(loss) for the period		1,438	(429)	1,096	435
Total comprehensive income for the period		11,271	13,303	4,051	1,904
Attributeble to					
Attributable to:  Non-controlling interests ^		25	(2)	9	(5)
		-		4,042	1,909
Shareholders of the Parent	40	11,246	13,305		-
Basic and diluted earnings per share (in RUB)	19	76	106	23	11

<sup>^</sup> non-controlling interests are the minority shareholders of the subsidiaries of PJSC "PhosAgro"

The consolidated interim condensed financial statements were approved on 22 August 2018:

Chief executive officer A.A. Guryev

Chief financial officer A.F. Sharabaiko

Assets         Property, plant and equipment         12         178,354         175,113           Advances issued for property, plant and equipment         3,701         2,334           Intangible assets         1,865         1,773           Investments in associates         13         958         969           Deferred tax assets         7,244         5,371           Other non-current assets         14         1,878         1,955           Non-current assets         194,000         187,515           Other current investments         15         389         352           Inventories         16         27,397         27,345           Trade and other receivables         17         36,005         33,727           Cash and cash equivalents         3,460         2,691           Current assets         67,251         64,115           Total assets         261,251         251,630           Equity         18         372         372           Share capital         372         372         372           Share premium         7,494         7,494         7,494           Retained earnings         9,0626         85,480           Other reserves         6,205         4		Note	30 June 2018 RUB million	31 December 2017 RUB million
Advances issued for property, plant and equipment Intensible assets         3,701         2,334           Intangible assets         1,865         1,773           Investments in associates         13         958         969           Deferred tax assets         7,244         5,371           Other non-current assets         14         1,878         1,955           Non-current assets         194,000         187,515           Other current investments         15         389         352           Inventories         16         27,397         27,345           Trade and other receivables         17         36,005         33,272           Cash and cash equivalents         3,460         2,691           Current assets         67,251         64,115           Total assets         261,251         251,630           Equity         18         372         372           Share capital         372         372         372           Share premium         7,494         7,494           Retained earnings         90,626         85,480           Other reserves         6,205         4,767           Equity attributable to shareholders of the Parent         104,697         98,113	Assets			
Intangible assets   1,865   1,773   Investments in associates   13   958   969   969   969   969   14,875   1,985	Property, plant and equipment	12	178,354	175,113
Deferred tax assets   7,244   5,371     Other non-current assets   14   1,878   1,955     Non-current assets   194,000   187,515     Other current investments   15   389   352     Inventories   16   27,397   27,345     Inventories   16   27,397   27,345     Inventories   17   36,005   33,727     Cash and cash equivalents   3,460   2,691     Current assets   67,251   64,115     Total assets   67,251   251,630     Equity   18     Share capital   372   372     Share premium   7,494   7,494     Retained earnings   9,0626   85,480     Other reserves   6,205   4,767     Equity attributable to shareholders of the Parent   104,697   99,113     Equity attributable to non-controlling interests   154   129     Total equity   104,851   98,242     Liabilities   20   112,688   76,530     Finance lease liabilities   8,496   7,914     Non-current liabilities   8,496   7,914     Non-current liabilities   122,819   86,398     Loans and borrowings   20   12,078   44,025     Finance lease liabilities   910   1,117     Trade and other payables   21   20,593   21,848     Current liabilities   33,581   66,990     Current liabilities   30,581   66,990     Current liabilities   20,593   21,848     Current liabilities   33,581   66,990     Current liabilities   34,581     Current liabilities	Advances issued for property, plant and equipment		3,701	2,334
Deferred tax assets         7,244         5,371           Other non-current assets         14         1,878         1,955           Non-current assets         194,000         187,515           Other current investments         15         389         352           Inventories         16         27,397         27,345           Trade and other receivables         17         36,005         33,727           Cash and cash equivalents         3,460         2,691           Current assets         67,251         64,115           Total assets         261,251         251,630           Equity         18         372         372           Share capital         372         372         372         372           Share premium         7,494         7,494         7,494         7,494         7,494         7,494         7,494         7,494         7,494         7,494         7,676         2,205         4,767         2,205         4,767         2,205         4,767         2,205         4,767         2,205         4,767         2,205         4,767         2,205         4,767         2,205         4,767         2,205         4,205         3,205         4,205         3,205         4,205	Intangible assets		1,865	1,773
Other non-current assets         14         1,878         1,955           Non-current assets         194,000         187,515           Other current investments         15         389         352           Inventories         16         27,397         27,345           Trade and other receivables         17         36,005         33,727           Cash and cash equivalents         3,460         2,691           Current assets         67,251         64,115           Total assets         372         54,105           Equity         18         372         372           Share capital         372         372         372           Share premium         7,494         7,494         7,494           Retained earnings         90,626         85,480         60ther reserves         6,205         4,767           Equity attributable to shareholders of the Parent         104,697         98,113         122           Equity attributable to non-controlling interests         20         112,688         76,530           Total equity         20         112,688         76,530           Finance lease liabilities         694         1,004           Deferred tax liabilities         8,496         7	Investments in associates	13	958	969
Non-current assets         194,000         187,515           Other current investments         15         389         352           Inventories         16         27,397         27,345           Trade and other receivables         17         36,005         33,727           Cash and cash equivalents         3,460         2,691           Current assets         67,251         64,115           Total assets         261,251         251,630           Equity         18         372         372           Share capital         372         372         372           Share premium         7,494         7,494         7,494           Retained earnings         90,626         85,480         35,480         35,480         36,205         4,767         36,205         4,767         4,767         36,205         4,767         36,205         4,767         36,205         4,767         36,205         4,767         36,205         4,767         36,205         36,205         36,205         36,205         36,205         36,205         36,205         36,205         36,205         36,205         36,205         36,205         36,205         36,205         36,205         36,205         36,205         36,205	Deferred tax assets		7,244	5,371
Other current investments         15         389         352           Inventories         16         27,397         27,345           Trade and other receivables         17         36,005         33,727           Cash and cash equivalents         3,460         2,691           Current assets         67,251         64,115           Total assets         261,251         251,630           Equity         18	Other non-current assets	14	1,878	1,955
Inventories         16         27,397         27,345           Trade and other receivables         17         36,005         33,727           Cash and cash equivalents         3,460         2,691           Current assets         67,251         64,115           Total assets         261,251         251,630           Equity         18         Share capital         372         372           Share premium         7,494         7,494           Retained earnings         90,626         85,480           Other reserves         6,205         4,767           Equity attributable to shareholders of the Parent         104,697         98,113           Equity attributable to non-controlling interests         154         129           Total equity         104,851         98,242           Loans and borrowings         20         112,688         76,530           Finance lease liabilities         694         1,004           Deferred tax liabilities         8,496         7,914           Non-current liabilities         20         12,078         46,398           Loans and borrowings         20         12,078         46,398           Loans and borrowings         20         12,078	Non-current assets		194,000	187,515
Trade and other receivables         17         36,005         33,727           Cash and cash equivalents         3,460         2,691           Current assets         67,251         64,115           Total assets         261,251         251,630           Equity         18         Share capital         372         372           Share permium         7,494         7,494         7,494           Retained earnings         90,626         85,480           Other reserves         6,205         4,767           Equity attributable to shareholders of the Parent         104,697         98,113           Equity attributable to non-controlling interests         154         129           Total equity         104,851         98,242           Liabilities         20         112,688         76,530           Finance lease liabilities         694         1,004           Defined benefit obligations         941         950           Deferred tax liabilities         8,496         7,914           Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117	Other current investments	15	389	352
Cash and cash equivalents         3,460         2,691           Current assets         67,251         64,115           Total assets         261,251         251,630           Equity         18         372         372           Share capital         372         372         372           Share premium         7,494         7,494         7,494           Retained earnings         90,626         85,480         60         205         4,767         98,13         60         60         60         60         7,914         122	Inventories	16	27,397	27,345
Current assets         67,251         64,115           Total assets         261,251         251,630           Equity         18         372         372           Share capital         372         372         372           Share premium         7,494         7,494           Retained earnings         90,626         85,480           Other reserves         6,205         4,767           Equity attributable to shareholders of the Parent         104,697         98,113           Equity attributable to non-controlling interests         154         129           Total equity         104,851         98,242           Liabilities         20         112,688         76,530           Finance lease liabilities         694         1,004           Deferred tax liabilities         941         950           Deferred tax liabilities         8,496         7,914           Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581	Trade and other receivables	17	36,005	33,727
Equity         18           Share capital         372         372           Share premium         7,494         7,494           Retained earnings         90,626         85,480           Other reserves         6,205         4,767           Equity attributable to shareholders of the Parent         104,697         98,113           Equity attributable to non-controlling interests         154         129           Total equity         104,851         98,242           Liabilities         20         112,688         76,530           Finance lease liabilities         941         950           Defined benefit obligations         941         950           Deferred tax liabilities         8,496         7,914           Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Cash and cash equivalents		3,460	2,691
Equity         18           Share capital         372         372           Share premium         7,494         7,494           Retained earnings         90,626         85,480           Other reserves         6,205         4,767           Equity attributable to shareholders of the Parent         104,697         98,113           Equity attributable to non-controlling interests         154         129           Total equity         104,851         98,242           Liabilities         20         112,688         76,530           Finance lease liabilities         694         1,004           Defined benefit obligations         941         950           Deferred tax liabilities         8,496         7,914           Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Current assets		67,251	64,115
Share capital         372         372           Share premium         7,494         7,494           Retained earnings         90,626         85,480           Other reserves         6,205         4,767           Equity attributable to shareholders of the Parent         104,697         98,113           Equity attributable to non-controlling interests         154         129           Total equity         104,851         98,242           Liabilities         20         112,688         76,530           Finance lease liabilities         694         1,004           Defined benefit obligations         941         950           Deferred tax liabilities         8,496         7,914           Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Total assets		261,251	251,630
Share premium       7,494       7,494         Retained earnings       90,626       85,480         Other reserves       6,205       4,767         Equity attributable to shareholders of the Parent       104,697       98,113         Equity attributable to non-controlling interests       154       129         Total equity       104,851       98,242         Liabilities       20       112,688       76,530         Finance lease liabilities       694       1,004         Defined benefit obligations       941       950         Deferred tax liabilities       8,496       7,914         Non-current liabilities       122,819       86,398         Loans and borrowings       20       12,078       44,025         Finance lease liabilities       910       1,117         Trade and other payables       21       20,593       21,848         Current liabilities       33,581       66,990	Equity	18		
Retained earnings         90,626         85,480           Other reserves         6,205         4,767           Equity attributable to shareholders of the Parent         104,697         98,113           Equity attributable to non-controlling interests         154         129           Total equity         104,851         98,242           Liabilities         State of the parameter o	Share capital		372	372
Other reserves         6,205         4,767           Equity attributable to shareholders of the Parent         104,697         98,113           Equity attributable to non-controlling interests         154         129           Total equity         104,851         98,242           Liabilities         20         112,688         76,530           Finance lease liabilities         694         1,004           Defined benefit obligations         941         950           Deferred tax liabilities         8,496         7,914           Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Share premium		7,494	7,494
Equity attributable to shareholders of the Parent       104,697       98,113         Equity attributable to non-controlling interests       154       129         Total equity       104,851       98,242         Liabilities       20       112,688       76,530         Finance lease liabilities       694       1,004         Defined benefit obligations       941       950         Deferred tax liabilities       8,496       7,914         Non-current liabilities       122,819       86,398         Loans and borrowings       20       12,078       44,025         Finance lease liabilities       910       1,117         Trade and other payables       21       20,593       21,848         Current liabilities       33,581       66,990	Retained earnings		90,626	85,480
Equity attributable to non-controlling interests         154         129           Total equity         104,851         98,242           Liabilities         20         112,688         76,530           Finance lease liabilities         694         1,004           Defined benefit obligations         941         950           Deferred tax liabilities         8,496         7,914           Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Other reserves		6,205	4,767
Total equity         104,851         98,242           Liabilities         20         112,688         76,530           Finance lease liabilities         694         1,004           Defined benefit obligations         941         950           Deferred tax liabilities         8,496         7,914           Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Equity attributable to shareholders of the Parent		104,697	98,113
Liabilities       20       112,688       76,530         Finance lease liabilities       694       1,004         Defined benefit obligations       941       950         Deferred tax liabilities       8,496       7,914         Non-current liabilities       122,819       86,398         Loans and borrowings       20       12,078       44,025         Finance lease liabilities       910       1,117         Trade and other payables       21       20,593       21,848         Current liabilities       33,581       66,990	Equity attributable to non-controlling interests		154	129
Loans and borrowings       20       112,688       76,530         Finance lease liabilities       694       1,004         Defined benefit obligations       941       950         Deferred tax liabilities       8,496       7,914         Non-current liabilities       122,819       86,398         Loans and borrowings       20       12,078       44,025         Finance lease liabilities       910       1,117         Trade and other payables       21       20,593       21,848         Current liabilities       33,581       66,990	Total equity		104,851	98,242
Finance lease liabilities         694         1,004           Defined benefit obligations         941         950           Deferred tax liabilities         8,496         7,914           Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Liabilities			
Defined benefit obligations         941         950           Deferred tax liabilities         8,496         7,914           Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Loans and borrowings	20	112,688	76,530
Deferred tax liabilities         8,496         7,914           Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Finance lease liabilities		694	1,004
Non-current liabilities         122,819         86,398           Loans and borrowings         20         12,078         44,025           Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Defined benefit obligations		941	950
Loans and borrowings       20       12,078       44,025         Finance lease liabilities       910       1,117         Trade and other payables       21       20,593       21,848         Current liabilities       33,581       66,990	Deferred tax liabilities		8,496	7,914
Finance lease liabilities         910         1,117           Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Non-current liabilities		122,819	86,398
Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Loans and borrowings	20	12,078	44,025
Trade and other payables         21         20,593         21,848           Current liabilities         33,581         66,990	Finance lease liabilities		910	1,117
	Trade and other payables	21	20,593	
Total equity and liabilities 261,251 251,630	Current liabilities		33,581	66,990
	Total equity and liabilities		261,251	251,630

Six months ended 30 June 2018 2017 RUB million RUB million Note Cash flows from operating activities Profit before tax 11,995 18,517 Adjustments for: 6. 7. 8 10.597 6.571 Depreciation and amortisation Loss on disposal of property, plant and equipment and intangible assets 281 754 Finance income 10 (123)(261) Finance costs 10 2.445 2.224 Share of profit of associates 13 (84)(151)Foreign exchange loss/(gain) 8,137 (1,784)Operating profit before changes in working capital and provisions 33.248 25.870 Decrease/(increase) in inventories 290 (2,937)(Increase)/decrease in trade and other receivables (1,859)1,891 Decrease in trade and other payables (434)(1,415)23,409 Cash flows from operations before income taxes and interest paid 31,245 Income tax paid (1,959)(5,061)Finance costs paid (2,757)(2,085)Cash flows from operating activities 26,529 16,263 Cash flows from investing activities Acquisition of property, plant and equipment and intangible assets (16,596)(14,889)Repayment of loans issued, net 90 107 Proceeds from disposal of property, plant and equipment 13 77 79 Finance income received 120 Other payments (418)422 Disposal of investments, net (16,832) (14,163) Cash flows used in investing activities Cash flows from financing activities Proceeds from borrowings 20 61,618 51,546 Repayment of borrowings 20 (67, 163)(42,017)Dividends paid to shareholders of the Parent 18 (3,836)(8,936)Dividends paid to non-controlling interests (5) Finance leases paid (496)(730)Cash flows used in financing activities (9,877)(142)Net (decrease)/increase in cash and cash equivalents 1,958 (180)Cash and cash equivalents at 1 January 2,691 7,261 Effect of exchange rates fluctuations 949 232 Cash and cash equivalents at 30 June 3,460 9,451

		Attributab	le to shareholders	of the Parent			
RUB million				Actuarial gains and		Attributable to	
	Share capital	Share premium	Retained earnings	losses recognised in equity	Foreign currency translation reserve	non-controlling interests	Total
Balance at 1 January 2017	372	7,494	74,932	(384)	5,870	137	88,421
Total comprehensive income for the period		· · · · · · · · · · · · · · · · · · ·					
Profit for the period	-	-	13,734	-	-	(2)	13,732
Foreign currency translation difference		<u>-</u>			(429)		(429)
		-	13,734		(429)	(2)	13,303
Transactions with owners recognised directly in equity Dividends to shareholders	-	-	(8,936)	-	-	(5)	(8,941)
	<del>-</del>	-	(8,936)	-		(5)	(8,941)
Balance at 30 June 2017	372	7,494	79,730	(384)	5,441	130	92,783
Balance at 1 January 2018	372	7,494	85,480	(726)	5,493	129	98,242
Total comprehensive income for the period		-,		(1-0)			
Profit for the period	-	-	9,808	-	-	25	9,833
Foreign currency translation difference	<u> </u>	-			1,438		1,438
	<u> </u>	<u>-</u>	9,808		1,438	25	11,271
Transactions with owners recognised directly in equity			(4.555)				(4.222)
Dividends to shareholders	<del>-</del> -	<u>-</u>	(4,662)				(4,662)
Balance et 20 June 2019	372	7 404	(4,662)	(726)	6 024	454	(4,662)
Balance at 30 June 2018		7,494	90,626	(726)	6,931	154	104,851

#### 1 BACKGROUND

#### (a) Organisation and operations

PJSC "PhosAgro" (the "Company" or the "Parent") and its subsidiaries (together referred to as the "Group") comprise Russian legal entities and foreign trading subsidiaries. The Company was registered in October 2001. The Company's location is Leninsky prospekt 55/1 building 1, Moscow, Russian Federation, 119333.

The Group's principal activity is production of apatite concentrate and mineral fertilisers at plants located in the cities of Kirovsk (Murmansk region), Cherepovets (Vologda region), Balakovo (Saratov region) and Volkhov (Leningrad region), and their distribution across the Russian Federation and abroad.

#### (b) Russian business environment

The Group's operations are primarily located in the Russian Federation. Consequently, the Group is exposed to the economic and financial conditions of the Russian Federation, which display characteristics of an emerging market. The legal, tax and regulatory frameworks continue development, but are subject to varying interpretations and frequent changes which together with other legal and fiscal impediments contribute to the challenges faced by entities operating in the Russian Federation.

Starting in 2014, the United States of America, the European Union and some other countries have imposed and expanded economic sanctions against a number of Russian individuals and legal entities. The imposition of the sanctions has led to increased economic uncertainty, including more volatile equity markets, a depreciation of the Russian rouble, a reduction in both local and foreign direct investment inflows and a significant tightening in the availability of credit. As a result, some Russian entities may experience difficulties accessing the international equity and debt markets and may become increasingly dependent on state support for their operations. The longer-term effects of the imposed and possible additional sanctions are difficult to determine.

The consolidated interim condensed financial statements reflect management's assessment of the impact of the Russian business environment on the operations and the financial position of the Group. The future business environment may differ from management's assessment.

#### 2 BASIS OF PREPARATION

#### (a) Statement of compliance

The International Financial Reporting Standards ("IFRS") consolidated interim condensed financial statements ("consolidated interim condensed financial statements") of the Group have been prepared in accordance with IAS 34 *Interim Financial Reporting*.

The Group additionally prepared IFRS consolidated interim condensed financial statements in the Russian language in accordance with the Federal Law No. 208-FZ *On consolidated financial reporting.* 

These consolidated interim condensed financial statements do not contain all the information required for presentation in a complete set of IFRS financial statements and therefore should be read in conjunction with PhosAgro's consolidated annual financial statements for the year ended 31 December 2017.

Except as disclosed in note 2(d), the accounting policies and judgements applied by the Group are consistent with those disclosed in the audited consolidated financial statements for the year ended 31 December 2017.

#### (b) Functional currency

The national currency of the Russian Federation is the Russian Rouble ("RUB"), which is the functional currency of the Parent and its subsidiaries, except for foreign trading subsidiaries, where the functional currency is USD, EUR.

#### (c) Presentation currency

These consolidated interim condensed financial statements are presented in RUB. All financial information presented in RUB has been rounded to the nearest million, except per share amounts.

The translation from USD into RUB, where applicable, was performed as follows:

- Assets and liabilities as at 30 June 2018 were translated at the closing exchange rate of RUB 62.7565 for USD 1 (31 December 2017: RUB 57.6002 for USD 1);
- Profit and loss items were translated at the average exchange rate for the six months ended 30 June 2018 of RUB 59.3536 for USD 1 (six months ended 30 June 2017: RUB 57.9862 for USD 1);
- Equity items arising during the reporting period are recognised at the exchange rate ruling at the date of transaction;
- The resulting foreign exchange difference is recognised in other comprehensive income.

The translation from EUR into RUB, where applicable, was performed as follows:

- Assets and liabilities as at 30 June 2018 were translated at the closing exchange rate of RUB 72.9921 for EUR 1 (31 December 2017: RUB 68.8668 for EUR 1);
- Profit and loss items were translated at the average exchange rate for the six months ended 30 June 2018 of RUB 71.8223 for EUR 1 (six months ended 30 June 2017: RUB 62.7187 for EUR 1);
- Equity items arising during the year are recognised at the exchange rate ruling at the date of transaction;
- The resulting foreign exchange difference is recognised in other comprehensive income.

#### (d) Adoption of new and revised standards and interpretations

The Group has adopted new standards that are mandatory for financial annual periods beginning on 1 January 2018.

IFRS 9 Financial Instruments has replaced IAS 39 Financial Instruments: Recognition and Measurement. The standard provides amended guidance on the classification, recognition and measurement of financial assets and liabilities. The major impact from the transition relates to the classification of financial assets and introduction of an expected credit loss model which results in the earlier recognition of credit losses and is more forward looking than the previous incurred loss model. The Group analysed the classification of all material financial assets and liabilities and implemented an expected credit loss model under the new standard, which did not result in any significant effect on the Group's consolidated interim condensed financial statements.

IFRS 15 Revenue from contracts with customers outlines a single comprehensive model for entities to use in accounting for revenue from contracts with customers. The standard outlines the principles an entity must apply to measure and recognise revenue and the related cash flows. As the majority of the Group's revenue is derived from arrangements in which the transfer of control coincides with the fulfilment of the performance obligations, the changes in respect of the timing and amount of revenue recognised do not have a material impact on the Group's consolidated financial statements.

A number of new standards, amendments to standards and interpretations are not yet effective as at 30 June 2018, and have not been applied in these consolidated interim condensed financial statements. The Group does not expect the amendments to have a significant impact on the consolidated financial statements in future periods except for those discussed below.

IFRS 16 Leases is indented to replace the current IAS 17 Leases (the mandatory effective date is 1 January 2019, with earlier application permitted) and provides a new approach to lease accounting that eliminates the classification of leases as either operating leases or finance leases for a lessee and requires a lessee to recognise assets and liabilities for the rights and obligations created by leases. The Group is currently assessing the impact of the new standard on the consolidated financial statements.

#### 3 PRIOR YEAR RECLASSIFICATIONS

During the current period the Group made a decision to make reclassifications to prior year comparatives to be consistent with the current year classifications, effecting the following captions:

- cost of sales, administrative expenses, selling expenses and other expenses;
- revenue:
- elements making cost of sales;
- inventory and trade and other payables;
- segment information.

Six months	ended 30	0 June	2017

	As previously		
	presented	Reclassifications	As adjusted
	RUB Million	RUB Million	RUB Million
Administrative expenses	(7,211)	206	(7,005)
Selling expenses	(11,542)	(409)	(11,951)
Other expenses, net	(1,237)	179	(1,058)
Cost of sales	(49,585)	24	(49,561)

#### Three months ended 30 June 2017

	As previously presented	Reclassifications	As adjusted
	RUB Million	RUB Million	RUB Million
Administrative expenses	(3,416)	198	(3,218)
Selling expenses	(6,045)	(318)	(6,363)
Other expenses, net	(733)	96	(637)
Cost of sales	(25,168)	24	(25,144)

#### 4 SEGMENT INFORMATION

The Group has two reportable segments, as described below, which are the Group's strategic business units. The strategic business units offer different products, and are managed separately because they require different technology and marketing strategies. The following summary describes the operations in each of the Group's reportable segments:

- Phosphate-based products segment includes mainly production and distribution of ammophos, diammoniumphosphate, sodium tripolyphosphate and other phosphate based and complex (NPK) fertilisers on the factories located in Cherepovets, Balakovo and Volkhov, and production and distribution of apatite concentrate extracted from the apatite-nepheline ore, which is mined and processed in Kirovsk;
- *Nitrogen-based products segment* includes mainly production and distribution of ammonia, ammonium nitrate and urea on the factory located in Cherepovets.

Certain assets, revenue and expenses are not allocated to any particular segment and are, therefore, included in the "other operations" column. None of these operations meet any of the quantitative thresholds for determining reportable segments.

Information regarding the results of each reportable segment is included below. Performance is measured based on gross profit, as included in internal management reports that are reviewed by the Group's CEO.

Business segment information as at 30 June 2018 and for the six months then ended is as follows:

#### RUB million

	Phosphate- based products	Nitrogen-based products	Other operations	Total
Segment revenue and profitability				
Segment external revenues,	88,055	18,637	4,556	111,248
thereof:				
Export	65,915	13,725	393	80,033
Domestic	22,140	4,912	4,163	31,215
Cost of goods sold	(48,778)	(8,964)	(4,156)	(61,898)
Gross segment profit	39,277	9,673	400	49,350
Certain items of profit and loss				
Amortisation and depreciation	(7,040)	(3,150)	(407)	(10,597)
Total non-current segment assets	113,231	62,084	4,904	180,219
Additions to non-current assets	10,557	2,310	393	13,260

Business segment information of the Group as at 31 December 2017 and for the six months ended 30 June 2017 is as follows:

RUB million	Phosphate- based products	Nitrogen-based products	Other operations	Total
Segment revenue and profitability				
Segment external revenues, thereof:	73,720	11,476	3,925	89,121
Export	51,391	7,132	-	58,523
Domestic	22,329	4,344	3,925	30,598
Cost of goods sold	(39,029)	(7,010)	(3,522)	(49,561)
Gross segment profit	34,691	4,466	403	39,560
Certain items of profit and loss				
Amortisation and depreciation	(5,107)	(1,271)	(193)	(6,571)
Total non-current segment assets	106,811	66,081	3,994	176,886
Additions to non-current assets	9,580	3,588	299	13,467

The analysis of export revenue by regions is as follows:

#### Six months ended 30 June

	2018	2017
	RUB million	RUB million
Europe	28,956	18,750
South America	21,258	15,490
India	9,850	5,241
North America	9,044	5,629
CIS	5,546	8,240
Africa	2,982	2,528
Asia	2,391	2,642
Australia	6	3
	80,033	58,523

# 5 REVENUES

	Six months ended 30 June		e Three months ende	
	2018	2017	2018	2017
	RUB million	RUB million	RUB million	RUB million
Phosphate-based products	88,055	73,720	45,588	37,442
Sales of chemical fertilisers	73,417	59,652	37,811	30,991
Sales of apatite concentrate Sales of other phosphate-based products and	10,354	10,795	5,492	5,045
services	3,892	2,911	2,103	1,208
Sales of nepheline concentrate	392	362	182	198
Nitrogen-based products	18,637	11,476	9,082	5,342
Other	4,556	3,925	1,956	1,939
	111,248	89,121	56,626	44,723

# 6 COST OF SALES

	Six months ended 30 June		Three months e	ended 30 June
	2018	2017	2018	2017
	RUB million	RUB million	RUB million	RUB million
Materials and services	(17,915)	(14,736)	(9,110)	(7,739)
Depreciation	(9,636)	(5,873)	(4,882)	(3,072)
Natural gas	(6,718)	(3,904)	(3,221)	(1,967)
Salaries and social contributions	(6,375)	(5,576)	(3,174)	(2,703)
Sulphur and sulphuric acid	(5,174)	(2,772)	(2,296)	(1,594)
Potash	(4,556)	(3,739)	(2,284)	(2,295)
Chemical fertilisers and other products for resale	(3,031)	(2,678)	(1,169)	(1,031)
Electricity	(2,868)	(2,725)	(1,441)	(1,307)
Fuel	(1,888)	(1,756)	(889)	(805)
Ammonia	(1,806)	(4,364)	(715)	(2,196)
Ammonium sulphate	(1,599)	(1,020)	(500)	(285)
Heating energy	(332)	(418)	(163)	(150)
	(61,898)	(49,561)	(29,844)	(25,144)

# 7 ADMINISTRATIVE EXPENSES

	Six months end	ded 30 June	Three months ended 30 June		
	2018 2017		2018	2017	
	RUB million	RUB million	RUB million	RUB million	
Salaries and social contributions	(4,021)	(4,294)	(1,995)	(1,821)	
Professional services	(808)	(811)	(320)	(399)	
Depreciation and amortisation	(578)	(387)	(302)	(201)	
Other	(1,604)	(1,513)	(751)	(797)	
	(7,011)	(7,005)	(3,368)	(3,218)	

# **8 SELLING EXPENSES**

	Six months end	ded 30 June	Three months e	ended 30 June
	2018	2017	2018	2017
	RUB million	RUB million	RUB million	RUB million
Freight, port and stevedoring expenses	(8,504)	(4,857)	(4,376)	(2,482)
Russian Railways infrastructure tariff and operators' fees	(5,253)	(4,818)	(2,633)	(2,438)
Materials and services	(1,226)	(1,054)	(621)	(619)
Salaries and social contributions	(895)	(515)	(635)	(377)
Custom duties	(649)	(396)	(179)	(266)
Depreciation	(383)	(311)	(206)	(181)
	(16,910)	(11,951)	(8,650)	(6,363)

# 9 OTHER EXPENSES, NET

	Six months ended 30 June		Three months e	ended 30 June
	2018	2017	2018	2017
	RUB million	RUB million	RUB million	RUB million
Social expenditures	(914)	(839)	(464)	(466)
Loss on disposal of property, plant and equipment and intangible assets	(281)	(754)	(154)	(179)
Accrual of contingent liabilities	(162)	(40)	(71)	(33)
Decrease/(increase) in provision for bad debt	3	(50)	8	(7)
Decrease/(increase) in provision for inventory obsolescence	10	32	70	(8)
Other income, net	90	593	49	56
	(1,254)	(1,058)	(562)	(637)

# 10 FINANCE INCOME AND FINANCE COSTS

	Six months end	ded 30 June	Three months ended 30 June		
	2018 2017		2018	2017	
	RUB million	RUB million	RUB million	RUB million	
Interest income	84	126	35	62	
Unwind of discount of financial assets	34	51	16	13	
Other finance income	5	97	<u> </u>	9	
Finance income	123	274	51	84	
Interest expense	(2,315)	(2,058)	(1,153)	(1,095)	
Bank fees	(79)	(105)	(42)	(58)	
Discount of financial assets	(29)	(53)	(7)	(13)	
Unwind of discount on financial liabilities	(6)	-	-	-	
Other finance costs	(8)	-	(10)	-	
Loss from revaluation of financial assets	(8)	(21)	(31)	(12)	
Finance costs	(2,445)	(2,237)	(1,243)	(1,178)	
Net finance costs	(2,322)	(1,963)	(1,192)	(1,094)	

# 11 INCOME TAX EXPENSE

The Company's applicable corporate income tax rate is 20% (six months ended 30 June 2017: 20%).

	Six months end	ded 30 June	Three months ended 30 June		
	2018 2017		2018	2017	
	RUB million	RUB million	RUB million	RUB million	
Current tax expense Origination and reversal of temporary differences, including change in unrecognised	(3,453)	(3,694)	(2,219)	(1,290)	
assets	1,291	(1,091)	1,757	(319)	
	(2,162)	(4,785)	(462)	(1,609)	

# Reconciliation of effective tax rate:

	2018		2017	
	RUB million	%	RUB million	%
Profit before tax	11,995	100	18,517	100
Income tax at applicable tax rate	(2,399)	(20)	(3,703)	(20)
Effect of tax rates in foreign jurisdictions	85	1	22	-
Under provided in respect of prior years	(1)	-	(3)	-
Unrecognised tax liability on profit from associates	17	-	25	-
Non-deductible items	(322)	(3)	(413)	(2)
Change in unrecognised deferred tax assets	7	-	16	-
Reduction in tax rate	451	4	94	-
Recognition of previously unrecognised deferred tax liabilities	_		(823)	(4)
	(2,162)	(18)	(4,785)	(26)

#### 12 PROPERTY, PLANT AND EQUIPMENT

RUB million	Land and buildings	Plant and equipment	Fixtures and fittings	Construction in progress	Total
Net book value at 1 January 2017	35,242	39,997	3,151	76,323	154,713
Additions	849	851	530	11,237	13,467
Transfers	1,853	8,615	-	(10,468)	-
Disposals	(42)	(544)	(7)	(230)	(823)
Depreciation	(1,430)	(4,494)	(599)	-	(6,523)
Net book value at 30 June 2017	36,472	44,425	3,075	76,862	160,834
Net book value at 1 January 2018	54,740	73,747	4,768	41,858	175,113
Additions	706	1,690	766	9,843	13,005
Transfers	2,011	6,756	-	(8,767)	-
Disposals	(40)	(87)	(25)	(149)	(301)
Depreciation	(2,139)	(7,237)	(903)	-	(10,279)
Other movements	48	768	=	-	816
Net book value at 30 June 2018	55,326	75,637	4,606	42,785	178,354

As at 30 June 2018, the balance of the construction in progress account includes the accumulated costs related to

#### in Cherepovets:

- The construction of ammonia sulphate plant in the amount of RUB 2,173 million;
- Development programme of production facilities for extraction of phosphoric acid and fertilizers in the amount of RUB 1,232 million;
- The construction of service infrastructure of ammonia plant in the amount of RUB 1,035 million;
- Modernization of production facilities for urea plant in the amount of RUB 1,004 million;
- Development programme of production facilities for sulphuric acid in the amount of RUB 840 million;

#### in Kirovsk:

- Kirovsk mine extension and modernization in the amount of RUB 15,090 million;
- The construction of apatit-nepheline beneficiation plants in the amount of RUB 6,820 million;
- The development of Rasvumchorrskiy mine in the amount of RUB 2,634 million;
- The construction of transporter of Koashvinskiy quarry in the amount of RUB 2,520 million.

# in Balakovo:

- Modernization of sulphuric acid capacities in the amount of RUB 1,884 million;
- Construction of ammonia pipline in the amount of RUB 480 million.

## 13 INVESTMENTS IN ASSOCIATES

The movement in the balance of investments in associates is as follows:

	2018	2017
	RUB million	RUB million
Balance at 1 January	969	816
Share in profit for the period	84	151
Foreign currency translation difference	(95)	(82)
Dividends accrued	<del>_</del>	(110)
Balance at 30 June	958	775

# 14 OTHER NON-CURRENT ASSETS

	30 June 2018	31 December 2017
	RUB million	RUB million
Financial assets, at fair value	748	755
Loans issued to third parties, at amortised cost	241	232
Loans issued to employees, at amortised cost	95	77
Financial assets, at amortised cost	27	21
Loans issued to related parties, at amortised cost	-	97
Loans issued to associates, at amortised cost	-	20
Other long-term assets	767	753
	1,878	1,955

# 15 OTHER CURRENT INVESTMENTS

	30 June 2018	31 December 2017
	RUB million	RUB million
Investments in debt securities, at amortised cost	4,671	4,421
Loans issued to related parties, at amortised cost	224	213
Interest receivable	62	42
Loans issued to employees, at amortised cost	45	35
Loans issued to third parties, at amortised cost	40	43
Loans issued to associates, at amortised cost	21	23
Provision for doubtful accounts	(4,674)	(4,425)
	389	352

# 16 INVENTORIES

	30 June 2018 RUB million	31 December 2017 RUB million
Raw materials and spare parts	13,178	11,712
Finished goods:		
Chemical fertilisers	8,893	9,363
Other products	835	1,260
Apatite concentrate	470	200
Work-in-progress:		
Chemical fertilisers and other products	3,013	3,543
Other goods for resale Chemical fertilisers and other products for resale, purchased from	70	84
third parties	1,024	1,279
Provision for obsolescence	(86)	(96)
	27,397	27,345

#### 17 TRADE AND OTHER RECEIVABLES

	30 June 2018	31 December 2017
	RUB million	RUB million
Trade accounts receivable	18,943	15,507
VAT and other taxes receivable	10,291	10,306
Advances issued	4,463	4,662
Income tax receivable	1,278	2,734
Other receivables	985	818
Deferred expenses	178	210
Receivables from employees	39	26
Provision for doubtful accounts	(172)	(536)
	36,005	33,727

The movements in provision for doubtful accounts are as follows:

	2018	2017
	RUB million	RUB million
Balance at 1 January	(536)	(499)
Foreign currency translation difference	-	9
Disposal of trade receivables through provision	361	100
Decrease/(increase) in provision for bad debt	3	(50)
Balance at 30 June	(172)	(440)

#### 18 EQUITY

#### **Dividends**

Proposed by the Board of Directors in	Approved by shareholders in	Amount per share RUB	Amount of dividends RUB million
Total dividends approved during	the reporting period		
November 2017	February 2018	21	2,720
March 2018	May 2018	15	1,942
			4,662
Total dividends approved subsec	uent to the reporting date		
May 2018	July 2018	24	3,108
August 2018	To be approved in October 2018	45	5,828
			8,936

# 19 EARNINGS PER SHARE

Basic earnings per share are calculated based on the weighted average number of ordinary shares outstanding during the period. Basic and diluted earnings per share are the same, as there is no effect of dilution.

	Six months ended 30 June		Three months ended 30 Ju	
	2018	2017	2018	2017
Weighted average number of ordinary shares in issue	129,500,000	129,500,000	129,500,000	129,500,000
Profit for the period attributable to shareholders of the Parent, RUB million	9,808	13,734	2,946	1,474
Basic and diluted earnings per share, RUB	76	106	23	11

#### 20 LOANS AND BORROWINGS

	30 June 2018 RUB million	31 December 2017 RUB million
Current loans and borrowings:		
Unsecured bank loans	11,389	14,266
Interest payable	682	946
Unsecured loans from other companies	10	13
Loan participation notes <sup>1</sup>	-	28,800
Bank commission (short-term)	(3)	-
	12,078	44,025
Non-current loans and borrowings:		
Loan participation notes <sup>1,2,3</sup>	62,757	28,800
Unsecured bank loans	48,780	46,577
Unsecured letters of credit issued by banks	1,330	1,254
Bank commission (long-term)	(179)	(101)
	112,688	76,530
	124,766	120,555

The breakdown of the loans and borrowings denominated in different currencies is as follows:

	30 June 2018	31 December 2017
	RUB million	RUB million
USD-denominated	111,504	100,874
RUB-denominated	7,006	13,426
EUR-denominated	6,438	6,356
	124,948	120,656

The maturity of the loans and borrowings is as follows:

	30 June 2018	31 December 2017
	RUB million	RUB million
Less than 1 year	12,081	44,025
1-2 years	10,280	9,483
2-3 years	17,735	16,291
3-4 years	35,695	31,844
4-5 years	35,684	5,064
More than 5 years	13,473	13,949
	124,948	120,656

Reconciliation of liabilities arising from financing activities:

RUB million	31 December 2017 RUB million	Cash inflows RUB million	Cash outflows RUB million	Foreign exchange loss/(gain) RUB million	30 June 2018 RUB million
Loans and borrowings (excluding interest payable)	119,609	61,618	(67,163)	10,020	124,084
Finance lease liabilities	2,121	-	(496)	(21)	1,604
	121,730	61,618	(67,659)	9,999	125,688

Management believes that the fair value of the Group's loans and borrowings approximates their carrying amounts.

<sup>1</sup> In February 2013, the Company's SPV issued a USD 500 million 5-year Eurobond with a coupon rate of 4.204%, which is listed on the Irish Stock Exchange, with the fair value at the reporting date of RUB nil million (31 December 2017: RUB 29,342 million). The redemption was financed by the Eurobond placed in January 2018.

<sup>2</sup> In May 2017, the Company's SPV issued a USD 500 million 4,5-year Eurobond with a coupon rate of 3.95%, which is listed on the Irish Stock Exchange, with the fair value at the reporting date of RUB 30,834 million (31 December 2017: RUB 29,258 million).

<sup>3</sup> In January 2018 the Company's SPV issued a USD 500 million 5,25-year Eurobond with a coupon rate of 3.949%, which is listed on the Irish Stock Exchange, with the fair value at the reporting date of RUB 30,580 million.

#### 21 TRADE AND OTHER PAYABLES

	30 June 2018	31 December 2017
	RUB million	RUB million
Trade accounts payable	5,752	6,291
Advances received	4,849	4,414
Payables for property, plant and equipment and intangible assets	3,492	5,838
Payables to employees	3,074	2,933
Taxes payable	1,970	2,014
Dividends payable	826	-
Accruals	222	51
Income tax payable	182	109
Other payables	226	198
	20,593	21,848

# 22 **COMMITMENTS**

The Group has entered into contracts to purchase plant and equipment for RUB 30,591 million (31 December 2017: RUB 26,637 million).

#### 23 RELATED PARTY TRANSACTIONS

#### (a) Transactions and balances with associates

# (i) Transactions with associates

	Six months ended 30 June	
	2018	2017
	RUB million	RUB million
Sales of goods and services	2,141	4,701
Interest income	2	5
Purchases of goods and services	(242)	(204)
Other income, net	2	-
Dividend income	-	110

#### (ii) Balances with associates

	30 June 2018	31 December 2017
	RUB million	RUB million
Trade and other receivables	27	573
Long-term loans issued, at amortised cost	-	20
Short-term loans issued, at amortised cost	21	23
Trade and other payables	(7)	(13)

# (iii) Financial guarantees

The Group issued financial guarantees to banks to secure associates' loans amounting to RUB 1,147 million (31 December 2017: RUB 1,318 million).

#### (b) Transactions and balances with other related parties

#### (i) Transactions with other related parties

	Six months ended 30 June	
	2018	2017
	RUB million	RUB million
Sales of goods and services	136	266
Other income, net	48	-
Interest income	8	17
Purchases of goods and services	(1,019)	(922)
Interest expenses	(16)	-

#### (ii) Balances with other related parties

	30 June 2018	31 December 2017
	RUB million	RUB million
Short-term loans issued, at amortised cost	224	213
Long-term loans issued, at amortised cost	-	97
Trade and other receivables	103	1
Trade and other payables	(160)	(65)
Short-term loans received	(10)	(5)
Finance lease liabilities	(132)	(285)

## (iii) Financial guarantees

The Group issued financial guarantees to banks to secure related parties' loans amounting to RUB 51 million (31 December 2017: RUB 56 million).

#### 24 FOREIGN CURRENCY RISK

The Group's net monetary position on balances denominated in foreign currencies other than respective functional currencies is as follows:

	30 June 2018	31 December 2017
	RUB million	RUB million
USD-denominated net liabilities	(111,959)	(101,170)
EUR-denominated net liabilities	(7,454)	(6,626)
	(119,413)	(107,796)

The foreign exchange loss recognized in profit of loss of RUB 8,137 million (RUB 2,013 million of foreign exchange gain for the comparative period) resulted from the depreciation (appreciation) of the Russian Rouble against major currencies during the reporting and comparative periods.

In addition, the net assets of the Group's foreign subsidiaries denominated in USD and EUR amount to RUB 15,100 million as at the reporting date (31 December 2017: RUB 18,429 million).

#### 25 **SEASONALITY**

The Group is subject to certain seasonal fluctuations in fertiliser demand due to the timing of fertiliser application and, as a result, fertiliser purchases by farmers. However, the effect of seasonality on the Group's revenue is partially offset by the fact that the Group sells its fertilisers globally and fertiliser application and purchases vary by region.

The Group's costs are generally stable throughout the year with the exception of a slight increase during May-June as a result of maintenance activities undertaken at the Group's production facilities.