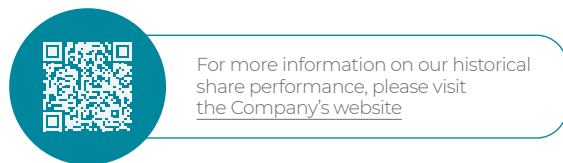


### The key factors affecting PhosAgro's share performance in 2022

- Strong demand** for phosphate and nitrogen-based fertilizers over the year
- Logistical challenges** associated with shipments from Russia
- Expensive** primary feedstock, including gas and potassium
- Strong** operational and financial performance of the Company
- High prices** for major crops in global markets
- Low fertilizer stocks** in the Company's key sales markets
- Approval of multiple sanction packages** against Russia
- No access to trading on the London Stock Exchange** since 3 March 2022 and suspension of trading on the Moscow Exchange from 28 February to 23 March 2022

### Share performance

Item	As at 30 December 2020	As at 30 December 2021	As at 30 December 2022
Weighted average trading price of a share on the Moscow Exchange, RUB	3,156.00	5,857.00	6,390.00
GDR price on the London Stock Exchange <sup>1</sup> , USD	13.64	21.58	–
Market capitalisation, RUB mln	408,831.50	758,611.00	827,505.00



## Debt management

The Company uses a conservative approach to leverage and believes that a comfortable net debt/EBITDA ratio should be below 2x or even within the range of 1–1.5x in the long run. As at 31 December 2022, the Company's leverage was much lower than that, at 0.68x.

When determining its borrowing requirements, the Company assesses the cost of borrowing from banks and public debt markets,

the amount and maturity available while striving to ensure that this fits into the Group's long-term debt reduction strategy. The choice of the currency of borrowings is based on the structure of the Company's revenue, 76% of which was in foreign currency in 2022.

In line with the investment policy designed to meet PhosAgro's investor obligations and strengthen

its investment case, the investment budget shall not exceed 50% of planned EBITDA.

The record high capital investments and charitable expenses in 2022 did not affect the Company's leverage, which remained comfortably below the net debt/EBITDA target.

### Bonds

Borrower	PJSC PhosAgro	PJSC PhosAgro	PJSC PhosAgro
Issuer	PhosAgro Bond Funding Limited	PhosAgro Bond Funding Limited	PhosAgro Bond Funding Limited
Settlement date	24 January 2018	23 January 2020	16 September 2021
Principal outstanding, USD mln	500	500	500
Guarantor(s)	JSC Apatit	JSC Apatit	JSC Apatit

For the debt repayment schedule, see the Financial Performance section on page 89

## Analyst coverage

PhosAgro is covered by analysts from leading Russian and international brokers.

Company	Analyst	Tel.
ATON	Andrey Lobazov	+7 (495) 213-03-37
Alfa Bank	Boris Krasnojenov	+7 (495) 795-36-12
BCS Global Markets	Kirill Chuyko	+7 (495) 213-15-26
Renaissance Capital	Boris Sinitsyn	+7 (499) 956-45-40 (ext. 4540)
Sberbank CIB	Georgiy Ivanin	+7 (495) 665-56-00
Sinara Financial Corporation	Dmitriy Smolin	+7 (916) 555-79-97
Arowana Capital	Elena Sakhnova	+7 (495) 287-68-77
Veles Capital	Elsa Gazizova	+7 (495) 258-19-88 (ext. 599)

## Dividend policy

PhosAgro is committed to striking an effective and reasonable balance between the payment of dividends and reinvestment of profit in further development.

Higher transparency and predictability of dividend payments are a priority for the Company as it seeks to ramp up its growth and strengthen its investment case.

All resolutions on the payment of dividends and the timing and amount of such payment are subject to approval of the General Meeting of Shareholders, based on recommendations provided by PhosAgro's Board of Directors. When preparing recommendations

for the General Meeting of Shareholders on any dividend payout (declaration), in addition to the current financial standing assessment, the Board of Directors takes into account the relevant provisions of PhosAgro's dividend policy whereby the amount of distributed dividends may range from 50 to over 75% (subject to PhosAgro's leverage ratio) of PhosAgro's consolidated free cash flow for the respective year under IFRS. At the same time, the amount of declared dividends should not

be lower than 50% of adjusted net profit for the year under IFRS.

On 2 March 2023, PhosAgro's Board of Directors recommended that the Annual General Meeting of Shareholders (AGM) approve the distribution of profits and losses of PhosAgro for 2022 and use part of the Company's net profit for 2022 to pay out dividends in the amount of RUB 465 per each ordinary registered uncertified share.



<sup>1</sup> Trading in PhosAgro's GDRs on the London Stock Exchange was suspended starting 3 March 2022.