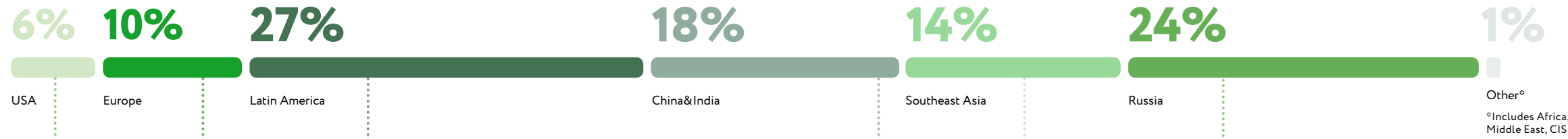


GLOBAL SALES GEOGRAPHY¹



> 60 countries

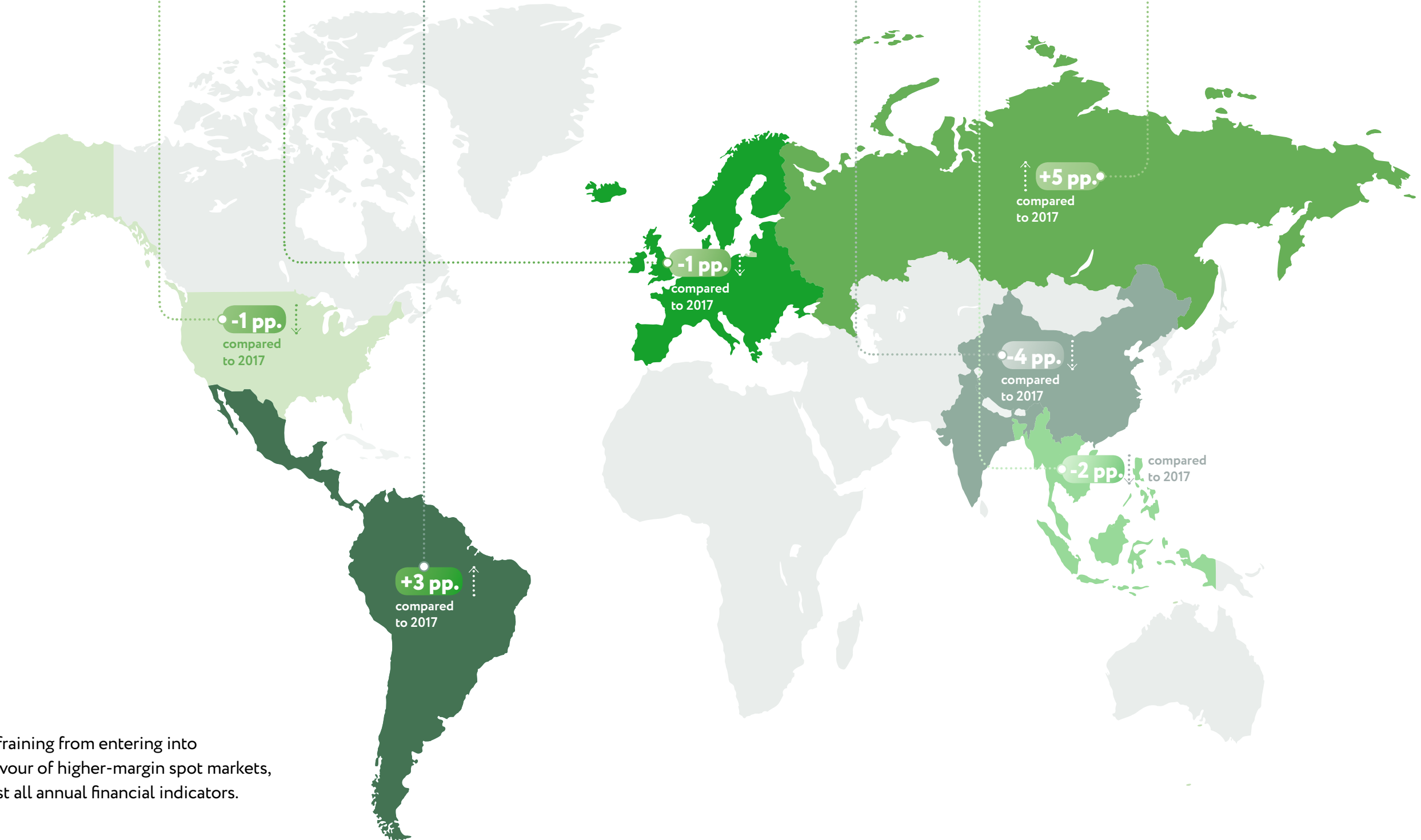
Uralkali's sales geography

76%

Exports in the Company's total sales volume

11.1 mln tonnes KCL

Total sales volume in 2018



Uralkali revised its sales strategy, refraining from entering into a long-term contract with India in favour of higher-margin spot markets, which had a positive effect on almost all annual financial indicators.

¹ Data by volumes of products sold.