



EUROCHEM DISTRIBUTION DEVELOPMENT

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**EuroChem Distribution
Development**



ЕВРОХИМ
МИНЕРАЛЬНО-ХИМИЧЕСКАЯ КОМПАНИЯ

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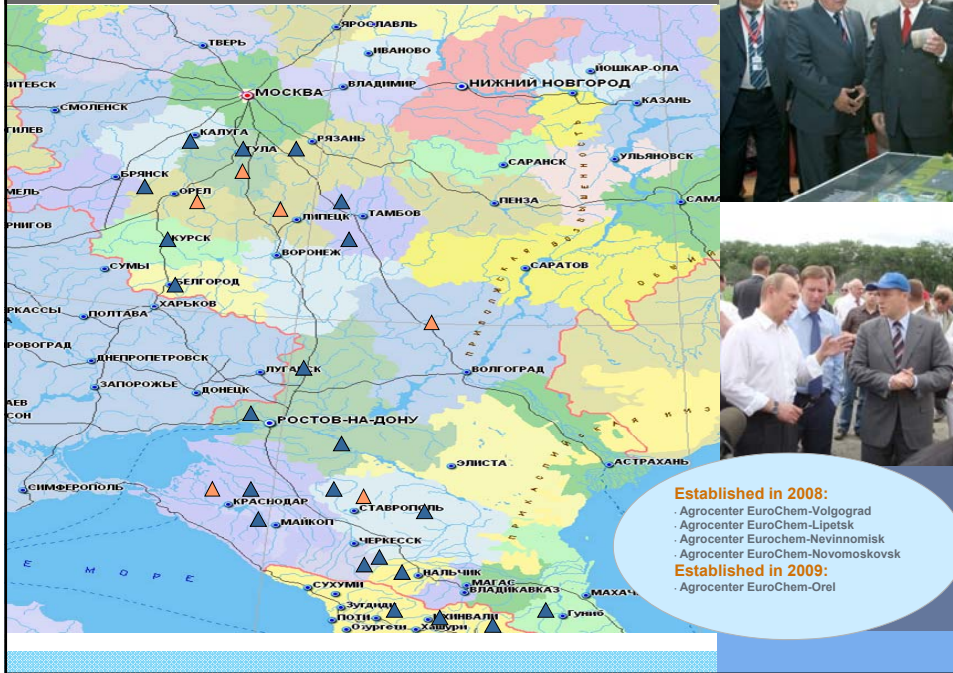



- The major agrochemical Company in Russia, one of the top ten global fertilizer producers.
- EuroChem comprises of 6 enterprises for raw materials extraction and producing of fertilizers, organics and feed phosphates.
- The full chain: engineering – raw materials extraction – producing of fertilizers – transport and logistics – wide sales and service network.
- Company turnover in 2008 – USD 4.4 billion.
- EuroChem is a manufacturer of over 100 products.
- Nearly 22,000 employees.
- The main markets are Russia, CIS, Western and Eastern Europe, Asia, Latin America and USA.



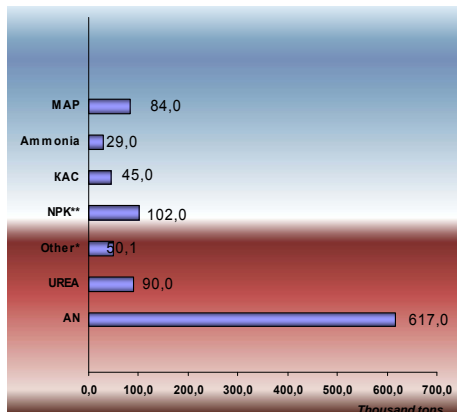

ЕВРОХИМ
МИНЕРАЛЬНО-ХИМИЧЕСКАЯ КОМПАНИЯ

Development of distribution network in Russia



Fertilizers sold by EuroChem in Russia in 2008 – 1 100 thousand tons

Structure of sales of fertilizers in Russia in 2008 by products, thousand tons

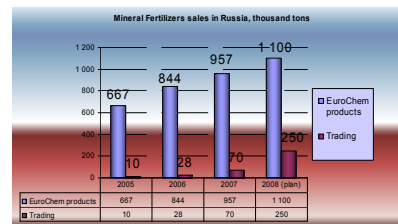


* Others: Ammonia sulphate, superphosphate (6:26)

In 2009 EuroChem supplied into the internal market next kinds of NPK: NPK 17:0:1:28, NPK 21:0:1:21, NPK 16:16:16, NPK 12:15:15, NPK 8:24:24.



1 thousand tons



Agrocenter in Belorechensk



Complex agrochemical services by Eurochem Agricultural Network



1. Soil sampling

2. Agrochemical analysis



6. Complex support

5. Distribution

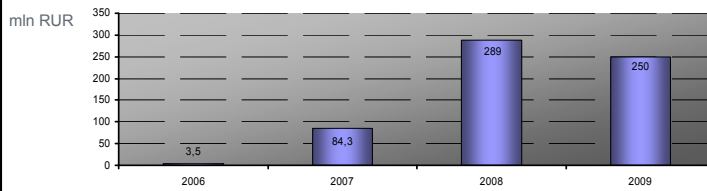
4. Local production

3. Recommendations

EuroChem is building its agricultural network in order to become a reliable and indispensable partner for agricultural producers, providing timely supply of the full range of mineral fertilizers and offering complex solutions in agricultural chemistry, which makes it possible to achieve the planned level of crop yields and soil fertility.



Pesticides Distribution



The goal is to become by 2013 the largest distributor of pesticides in Russia.



ЕВРОХИМ
ИНТЕГРАЛЬНО-ХИМИЧЕСКАЯ КОМПАНИЯ

In 2008 EuroChem cooperated with 4 leading companies:
Singenta (110.0 mln RUR)
BASF (35.0 mln RUR)
Bayer (117.0 mln RUR)
DuPont (25.0 mln RUR).



THANK YOU!



ЕВРОХИМ
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