

K+S Q4/2020 FACTS & FIGURES



KEY FIGURES I – CONTINUING AND DISCONTINUED OPERATIONS

		Q4/2019	Q4/2020	%	FY/2019	FY/2020	%
K+S Group							
Revenues	€ million	1,023.8	947.4	-7.5	4,070.7	3,698.4	-9.1
EBITDA ¹	€ million	159.8	60.0	-62.5	640.4	444.8	-30.5
EBITDA–Marge	%	15.6	6.3	-	15.7	12.0	-
Depreciation ²	€ million	122.0	77.6	-36.4	431.9	404.9	-6.3
Operating Unit Europe+³							
Revenues	€ million	596.2	632.2	+6.0	2,535.9	2,428.1	-4.3
EBITDA ¹	€ million	64.2	76.5	+19.1	437.0	344.2	-21.2
EBITDA–Marge	%	10.8	12.1	-	17.2	14.2	-
Operating Unit Americas³							
Revenues	€ million	427.2	313.7	-26.6	1,532.2	1,266.3	-17.4
EBITDA ¹	€ million	83.4	47.9	-42.5	230.0	212.1	-7.8
EBITDA–Marge	%	19.5	15.3	-	15.0	16.8	-
Customer Segment Agriculture⁴							
Revenues	€ million	389.5	470.2	+20.7	1,715.6	1,701.5	-0.8
Sales volume	million tonnes	1.53	1.99	+30.0	6.30	7.30	+15.9
EBITDA ¹	€ million	29.3	96.7	+229.6	294.9	244.5	-17.1
EBITDA–Marge	%	6.9	20.6	-	17.2	14.4	-
Customer Segment Industry⁴							
Revenues	€ million	290.8	244.1	-16.1	1,148.0	1,089.5	-5.1
Sales volume	million tonnes	2.52	2.43	-3.4	10.09	9.81	-2.7
EBITDA ¹	€ million	58.7	17.6	-70.0	218.0	234.3	+7.5
EBITDA–Marge	%	20.2	7.2	-	19.0	21.5	-
Customer Segment Consumers⁴							
Revenues	€ million	138.9	122.5	-11.8	484.7	496.3	+2.4
Sales volume	million tonnes	0.48	0.45	-6.9	1.79	1.71	-4.2
EBITDA ¹	€ million	20.4	9.4	-53.7	59.7	67.6	+13.3
EBITDA–Marge	%	14.7	7.7	-	12.3	13.6	-
Customer Segment Communities⁴							
Revenues	€ million	204.1	109.1	-46.6	719.9	407.1	-43.4
Sales volume	million tonnes	3.46	2.15	-37.8	12.70	7.24	-43.0
EBITDA ¹	€ million	39.1	0.8	-98.0	94.4	9.9	-89.5
EBITDA–Marge	%	19.2	0.7	-	13.1	2.4	-
Financial result	€ million	-25.2	-26.3	+4.4	-97.3	-134.0	-37.7
Group earnings, adjusted ⁵	€ million	9.3	-29.7	-	77.8	-1,802.5	-
Earnings per share, adjusted ⁵	€	0.05	-0.16	-	0.41	-9.42	-
Capital expenditure ⁶	€ million	183.4	183.1	-0.2	493.3	526.0	+6.6
Operating Cash flow	€ million	130.0	100.5	-22.7	639.8	428.5	-33.0
Adjusted Free Cash flow ⁷	€ million	-63.9	-87.3	-36.6	139.7	-42.2	-
Net financial debt as of 31 Dec	€ million	-	-	-	-3,116.6	-3,217.4	+3.2
Net financial debt/EBITDA (LTM) ⁸		-	-	-	4.9	7.2	-
Equity	€ million	-	-	-	4,495.1	2,222.6	-50.6
Equity ratio	%	-	-	-	42.4	26.5	-
Return on Capital Employed (LTM) ⁸	%	-	-	-	2.3	-22.8	-
Book value per share as of 31 Dec	€	-	-	-	23.49	11.61	-50.6
Average number of shares	million	191.4	191.4	-	191.4	191.4	-
Employees as of 31 Dec ⁹	number	-	-	-	14,868	14,732	-0.9
Market capitalisation	€ billion	-	-	-	2.13	1.49	-29.9
Enterprise value as of 31 Dec	€ billion	-	-	-	6.70	6.10	-9.0

¹ EBITDA is defined as earnings before interest, taxes, depreciation, and amortization, adjusted for depreciation and amortization of own work capitalized recognized directly in equity, gains/losses from fair value changes arising from operating anticipatory hedges still outstanding, and changes in the fair value of operating anticipatory hedges recognized in prior periods. ² Relates to scheduled amortization of intangible assets and depreciation of property, plant, and equipment, adjusted for depreciation and amortization of own work capitalized recognized directly in equity. ³ Segment in accordance with IFRS 8. ⁴ No segment in accordance with IFRS 8. ⁵ The adjusted key indicators include gains/losses on operating anticipatory hedges in the respective reporting period, which eliminates effects from fluctuations in the market value of the hedges. Related effects on deferred and current taxes are also eliminated; tax rate in 2020: 30.1% (2019: 30.0%). **Outlook 2021 incl. discontinued operations: strong rise to a figure in the mid-three-digit million range** ⁶ Relates to cash payments for investments in property, plant, and equipment and intangible assets, excluding leases in accordance with IFRS 16. ⁷ **Outlook 2021 incl. discontinued operations: > €2 billion** ⁸ LTM = last twelve months. ⁹ FTE = Full-time equivalents; part-time positions are weighted according to their share of working hours.

KEY FIGURES II – CONTINUING OPERATIONS & OUTLOOK

		Q4/2019	Q4/2020	%	FY/2019	FY/2020	%	Outlook 2021
K+S Group								
Revenues	€ million	540.4	633.8	+17.3	2,549.7	2,432.1	-4.6	-
EBITDA ¹	€ million	76.3	38.6	-49.4	410.4	266.9	-35.0	440 to 540 thereof: 200 REKS one-off
EBITDA-Marge	%	14.1	6.1	-	16.1	11.0	-	-
ROCE	%	n.a.	n.a.	-	2.3	-33.5	-	significant increase, positive
Depreciation ²	€ million	n.a.	n.a.	-	347.1	339.6	-2.2	~300
Customer Segment Agriculture⁴								
Revenues	€ million	389.5	470.2	+20.7	1,715.6	1,701.5	-0.8	-
Sales volume	million tonnes	1.53	1.99	+30.0	6.30	7.30	+15.9	> 7.5
Average selling price	€ per tonne	255.2	235.5	-7.7	272.5	233.1	-14.5	slight increase to FY/20
EBITDA ¹	€ million	29.3	96.7	+229.6	294.9	244.5	-17.1	-
EBITDA-Marge	%	6.9	20.6	-	17.2	14.4	-	-
Customer Segment Industry+⁴								
Revenues	€ million	207.0	162.0	-21.7	820.3	726.6	-11.4	-
Sales volume	million tonnes	1.60	1.34	-16.3	6.56	5.34	-18.6	-
- thereof: de-icing salt sales volume	million tonnes	0.49	0.24	-51.6	2.16	0.93	-56.7	> 2.5
EBITDA ¹	€ million	34.9	-20.2	-	142.1	99.7	-29.8	-
EBITDA-Marge	%	16.9	-12.5	-	17.3	13.7	-	-
Financial result from continuing operations	€ million	n.a.	n.a.	-	-34.3	-105.7	-208.2	same level
Group earnings from continuing operations, adjusted ⁵	€ million	n.a.	n.a.	-	15.1	-1,920.9	-	strong increase, positive figure
Earnings per share from continuing operations, adjusted ⁵	€	n.a.	n.a.	-	0.08	-10.04	-	strong increase, positive figure
Capital expenditure from continuing operations ⁶	€ million	149.8	139.9	-6.6	411.6	427.6	+3.9	same level
Operating Cash flow from continuing operations	€ million	n.a.	n.a.	-	456.3	271.4	-40.5	-
Adjusted Free Cash flow from continuing operations	€ million	n.a.	n.a.	-	32.7	-109.9	-	significantly negative, below the level of 2020
EUR/USD spot rate	EUR / USD	1.17	1.19	-	1.12	1.14	-	1.20

Footnotes see previous page.

CUSTOMER SEGMENT AGRICULTURE: DEVELOPMENT OF REVENUES, SALES VOLUMES AND AVERAGE PRICES BY REGION *

		Q1/2019	Q2/2019	Q3/2019	Q4/2019	2019	Q1/2020	Q2/2020	Q3/2020	Q4/2020	2020
Revenues	€ million	461.0	440.1	425.0	389.5	1,715.6	453.7	404.6	373.0	470.2	1,701.5
Europe	€ million	274.4	209.5	182.6	208.2	874.6	263.6	195.6	176.2	196.2	831.6
Overseas	USD million	211.9	259.2	269.6	200.8	941.5	209.7	230.2	229.9	326.8	996.6
Sales volumes	t million	1.64	1.61	1.52	1.53	6.30	1.90	1.75	1.66	1.99	7.30
Europe	t million	0.98	0.75	0.66	0.78	3.16	0.93	0.76	0.69	0.78	3.16
Overseas	t million	0.66	0.87	0.86	0.75	3.14	0.97	0.99	0.97	1.21	4.14
Average price	€/t eff.	281.7	272.6	279.7	255.2	272.5	239.2	230.9	225.0	235.5	233.1
Europe	€/t	281.2	280.5	277.5	267.9	277.0	283.8	258.5	255.4	251.2	263.2
Overseas	USD/t	320.8	298.7	312.9	267.5	299.8	216.6	231.1	237.7	268.8	240.3

* Revenues include both prices incl. and excl. freight and are based on the respective EUR/USD spot rates for overseas revenues. Hedging transactions were concluded for the majority of these sales revenues. The stated prices are also influenced by the respective product mix and should therefore only be regarded as a rough indication.

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