

K+S Group

# Compendium

August 2021



K+S Group

### K+S at a Glance

#### K+S Group financials H1/2021– continuing operations

Revenues €1,398 million

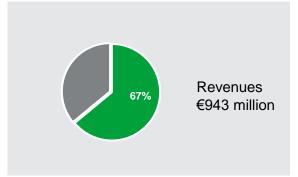
**EBITDA** €237 million

EBITDA-Margin 17%

Adjusted Free cash flow €-83 million

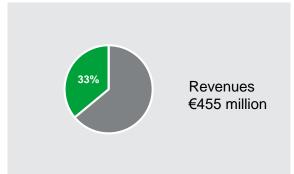
#### **Customer Segments**





- Potassium chloride (MOP)
- Fertilizer specialties





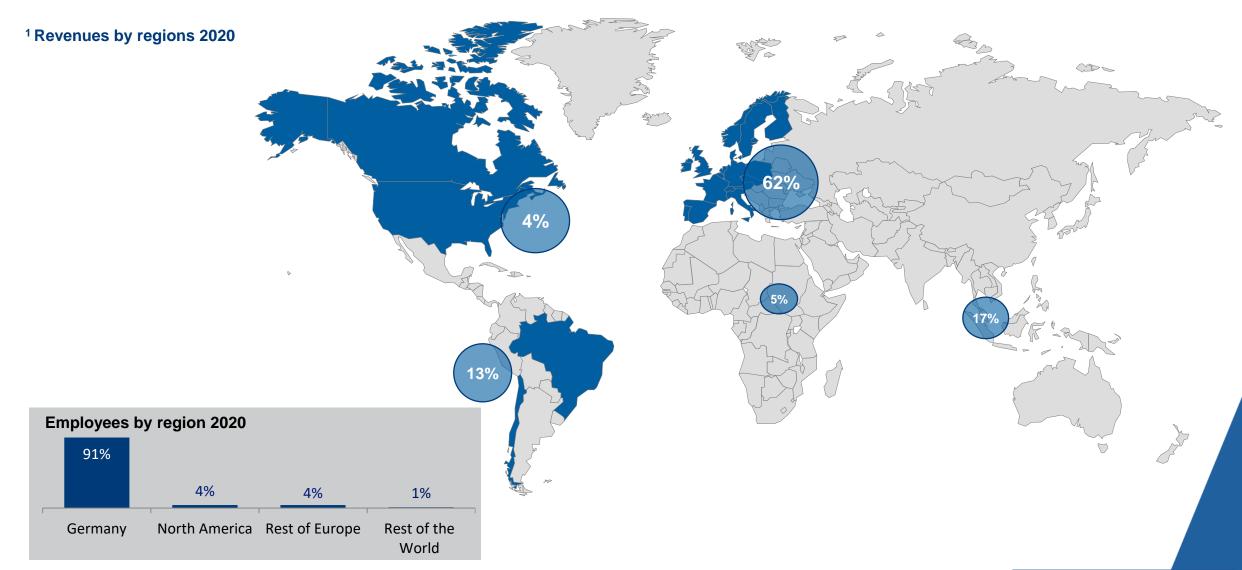
#### Industry

- Chemical
- Pharma
- Food
- Animal nutrition
- Oil and gas
- Water softening
- other industrial products

#### Consumer

**Communities** 

## Global Presence – continuing operations<sup>1</sup>



## Adding value along our entire supply chain



#### **Exploration**

Our potash and salt deposits came into being millions of years ago. They are either our property or we have corresponding rights or approvals that allow the extraction or solution mining of the raw material reserves.



#### **Mining**

We extract raw materials in conventional mining above and below ground as well as through solution mining. We also use the power of the sun and extract salt by evaporating sea water or saline water.



#### **Production**

The refining of raw materials is one of our core competencies. Above ground, the crude salt is processed in complex, multi-phase, mechanical or physical processes, with the natural properties of the mineral remaining unchanged.



#### **Logistics**

The long-term securing of freight capacity is of strategic importance to us. A large part of our international transportation volume is forwarded by service providers with which we maintain long-standing partnerships.



#### Sales/Marketing

The K+S Group wants to be its customers' preferred partner in the market. High product quality and reliability are decisive preconditions for this. K+S offers a comprehensive range of goods and services for agriculture, industry and private consumers.



#### **Application**

Our customers apply our products, use our raw materials in their processes or process them in their products. We make extensive product information available and advise our customers on the application of our products.

### **Board of Executive Directors**



**Dr. Burkhard Lohr** CEO



**Thorsten Boeckers** CFO



**Holger Riemensperger** COO

### **Active portfolio management**

Salt Salt Salt Salt Salt Salt Salt Acquisition **Foundation** Acquisition Acquisition **Acquisition** Acquisition Divestment 🧱 SPL Ashburton **\*\*** esco MORTON SALT MORTON SALT Frisia Zout B.V. Salt 2000 2012 2016 2017 1999 2002 2006 2009 2011 2021 Fertilizer Fertilizer Fertilizer Fertilizer Fertilizer Fertilizer Fertilizer Acquisition Acquisition Acquisition Divestment Divestment Acquisition Acquisition Mc gpower POTASH V



*fer*tıva

### Signing achieved for complete OU Americas sale



## Key data of the signed agreement:

Buyer: Stone Canyon Industries

Holdings LLC, Mark Demetree and

affiliates

Gross proceeds: USD 3.2 bn

EV/EBITDA: 12.5x 2019 EBITDA of USD 257 million

Closing: April 30, 2021

Preliminary net proceeds: €2.6bn after tax

Preliminary gain on disposal: €742 million

### Important megatrends

8.5bn
Global population in 2030

Average global warming (°C)

Today: 7.3bn

Per decade

### Implications for K+S

40% of population suffer from water shortage by 2030



70% of water used for agriculture

**5.4bn**people belonging to the middle class by 2030



- Arable land shrinking
- Yield needs to be improved
- Higher efficiency of fertilization and irrigation needed
- Plants have to be more stress resistent
- Infrastructure needs to be improved → focus on renewable energy
- Growing population, especially in Asia, needs more salt for various purposes

### **Growth areas**

### **K+S Growth Landscape**

#### **Geo-expansion**





#### Fertilizer

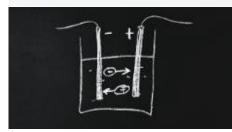




#### Industry



Chemical applications



Growth areas and ideas cover core and adjacent businesses



## K+S sustainability KPIs and targets 2030





### **Environment**

	Goal (sponsor)	KPI	2019	2020	Target by 2020 at the latest	Achievements of targets
	Water  (Holger Riemensperger, COO)	Deep-well injection of saline wastewater in Germany (m³ p.a.)	1,5	1,3	0 (starting January 2022)	100% starting 2022
		Additional reduction of saline process water from potash production in Germany (m³ p.a.)*	+800.000	+200.000	-500.000 (excluding reduction by KCF facility and end of production SI)	0%
Umwelt	Waste (Holger Riemens-	Amount of residues used for other purposes than tailings or increased amount of raw material yield (million tonnes p.a.)	1,5	1,2	3	39%
	perger, COO)	Additional area of tailings piles covered (ha)	8,7	8,9	155	6%
	Energy & Climate	Carbon footprint for power consumed (kg CO <sub>2</sub> /MWh)	-1,7 %	-1,6 %	-20 %	8%
	(Dr. Burkhard Lohr, CEO)	Specific greenhouse gas emissions (CO <sub>2</sub> ) in logistics	-11,1 %	-2,9 %	-10 %	29%

<sup>\*</sup> LTI relevant

## K+S sustainability KPIs and targets 2030





### **People**

	Goal (sponsor)	KPI	2019	2020	Target by 2030 at the latest	Achievements of targets
	Health & Safety  (Holger Riemensperger, COO)	Lost time incident rate (LTIR)*	10,3	6,9	0 Vision 2030	20%
People	Diversity & Inclusion  (Dr. Burkhard Lohr, CEO)	Employees' favorable perception of inclusive work environment	54 %	54 %	>90 %	60%
	Human Rights  (Dr. Burkhard Lohr, CEO)	Sites covered by a human right due to due diligence process	8 %	8 %	100 %	8%

## K+S sustainability KPIs and targets 2030





### **Business Ethics**

	Ziel (sponsor)	KPI	2019	2020	Target by 2030 at the latest	Achievements of targets
Business Ethics	Sustainable Supply Chains	Critical suppliers aligned with the K+S Group Supplier Code of Conduct (SCoC)*	23,3%	68%	100% by the end of 2025	68%
	(Thorsten Boeckers, CFO)	Spend coverage of the K+S Group (SCoC)*	44,9%	71,7%	> 90% by end of 2025	80%
	Compliance & Anti-Corruption  (Thorsten Boeckers, CFO)	New since 2020: Coverage of K+S companies with a standardized compliance risk analysis (after achieving the old goal with 100% in 2019)		0%	100%	0%



## **Customer Segments**

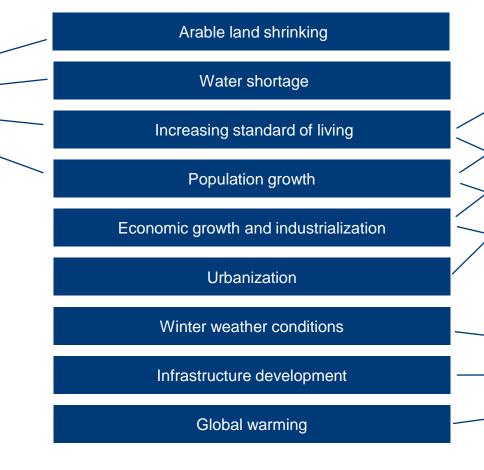
- Agriculture
- Industry+

## Long-term dynamcis in demand for our customer segments

<u>Agriculture</u> <u>Industry+</u>

#### Demand driven by ...













## **Customer Segment Agriculture at a glance**

### Agriculture customer segment

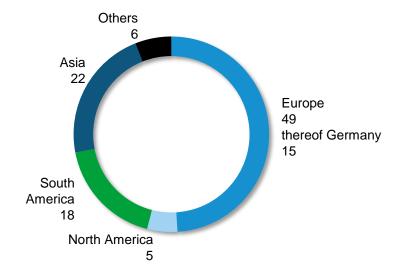


in € million	H1/2020	H1/2021
Revenues	858.3	942.7
Sales volume (mt)	3.65	3.90

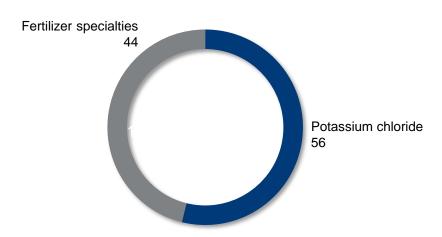
#### **Characteristics**

- Close proximity to our main customers provides logistical advantages
- Shipments to overseas customers at competitive costs from Hamburg harbor
- Strong and long-standing customer relationships
- Broad specialty portfolio provides flexibility and stability, partly following different trends and seasons

### Revenue split by region 2020 (%)



#### Revenue Split by products H1/2021 (%)



## Why use fertilizers?

### Agriculture customer segment



"The growth and yield of plants are limited by the nutrient which is in shortest supply"

- There are only few soils on earth which have a sufficient content and availability of plant nutrients to achieve high yields over a longer period without fertilization
- Potash is an indispensable supplement to the natural nutrient content of soils
- Compensation of the nutrient losses by harvest and other losses is necessary

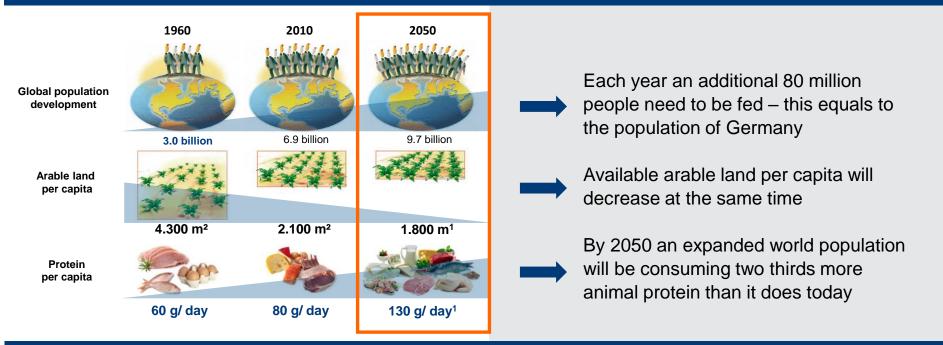
Plants need sunlight, water and minerals to thrive

<sup>&</sup>lt;sup>1</sup> Justus von Liebig, 'The Natural Laws of Husbandry', 1863

## Long-term key drivers for our fertilizer business

### Agriculture customer segment

### Less arable land – but more protein consumption per capita



In 2050, only roughly a quarter of a soccer field will be available to feed one person year round - 80 percent of future growth in crop production will come from yield advancements

driven by balanced use of fertilizers

Sources: UN, World Population Prospects, 2012 Revision, UNDP, 2013; FAOStat 2014 <sup>1</sup> FAO 2014 - forecasts based on the expected increase in animal protein



### What makes us different?

### Agriculture customer segment



Potassium Chloride (MOP)

60. Kali®

- mainly used for special applications (e.g. chloride-sensitive crops)
- products containing a broad range of nutrients (e.g. potash, magnesium, sulphur)
- premium products used for high-value crops

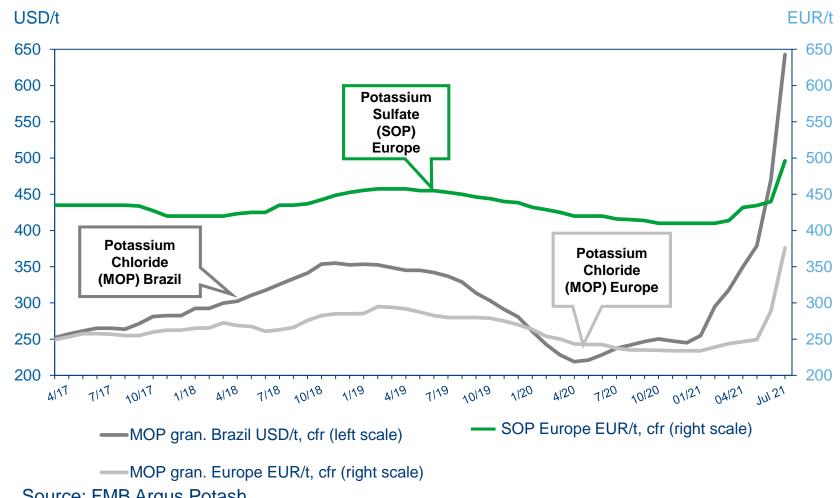
- can be applied universally to all crops not sensitive to chloride and to all types of soil
- standard product used for commodity crops



## Potash price development

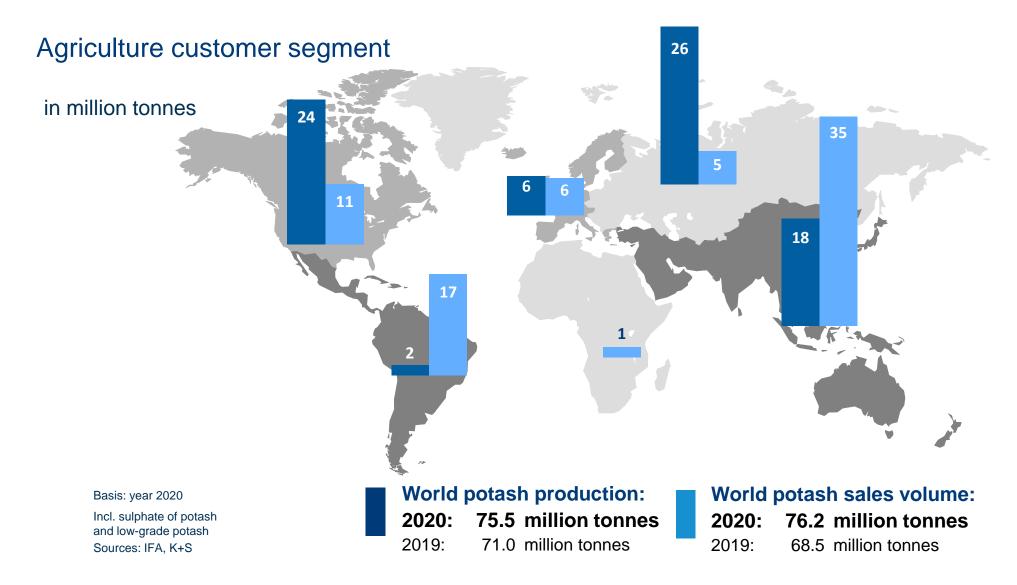
Agriculture customer segment



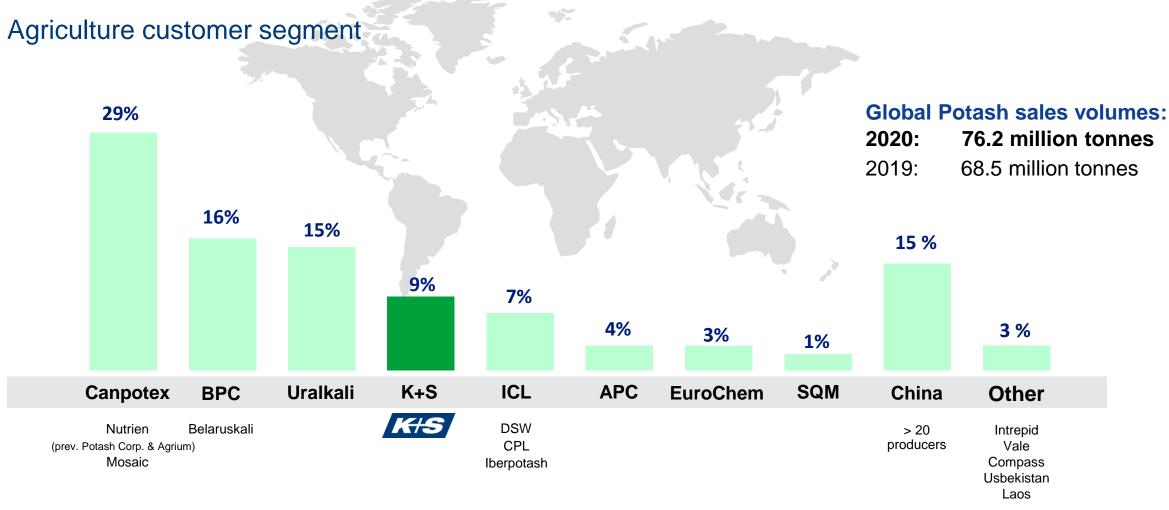


Source: FMB Argus Potash

## World potash production and sales by region



## Supplier structure on the global potash market



Basis: 2020

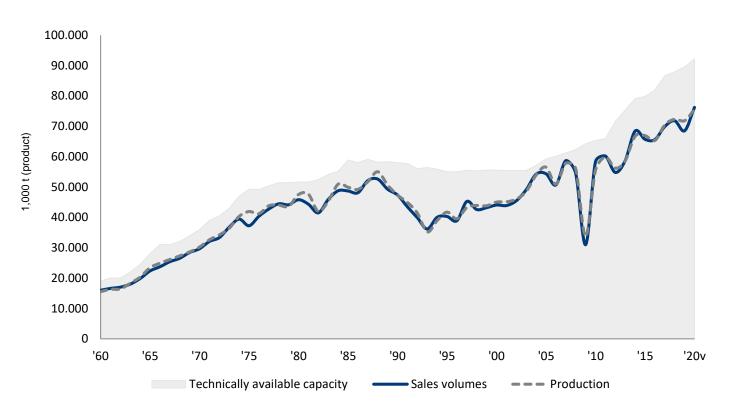
Source: IFA, K+S

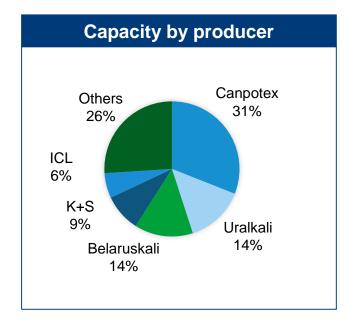
Incl. potassium sulphate and potash grades with lower  $\mathrm{K}_2\mathrm{O}$  content

## Global potash supply and demand

### Agriculture customer segment

Production is driven by demand despite continuous excess capacity



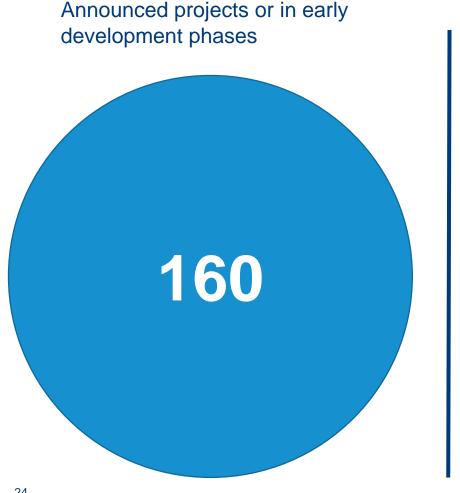


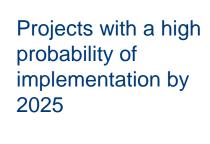
Basis: year 2020

Source: IFA, K+S; incl. sulphate of potash and low grade potash of about 5 million tonnes eff. (product)

## Agriculture customer segment

Between plan and reality: Potash projects announced since 2006 (Greenfield)







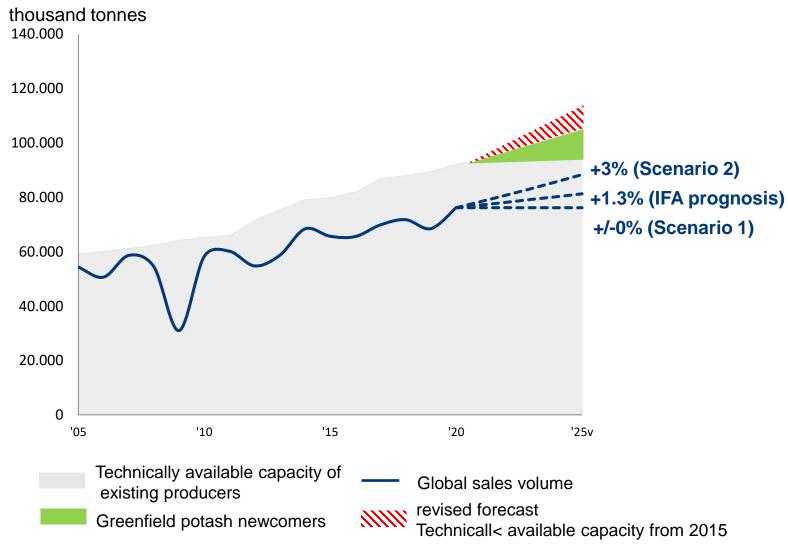






## Agriculture customer segment

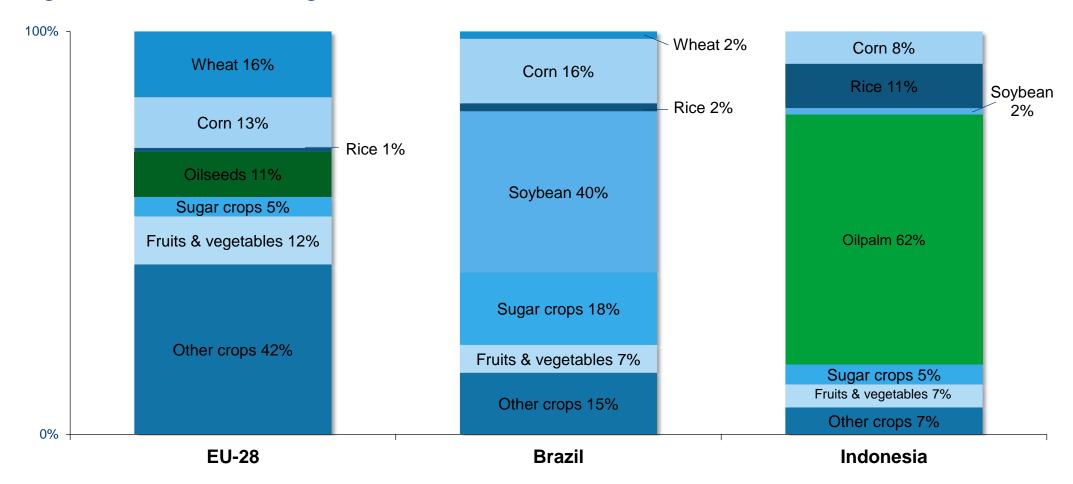
### What is behind the greatly feared oversupply?



- Only 5 years ago, the technically available capacity in 2025 was estimated to be 12 million tonnes higher than today
- Even now, greenfield projects by potash newcomers will still account for a significant share of the total until 2025
- Non-utilization of capacity by existing producers not taken into account
- Global capacity load should level off at the long-term average by 2025

### Potash use by crop in selected countries

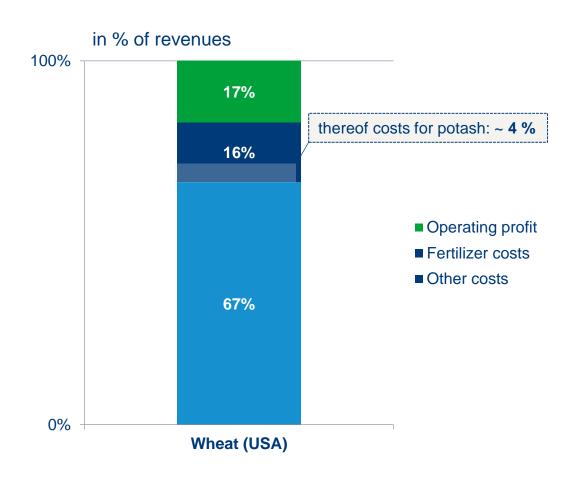
### Agriculture customer segment



 $Source: IFA\ , Estimates\ of\ Fertilizer\ Use\ by\ Crop\ in\ Selected\ Countries\ in\ 2010-2010/11, published\ 2013$ 

## Farmer profitability of US corn

### Agriculture customer segment



- Expenditure on potash products only amounting to approx. 4% of the total costs
- Earnings prospects should give the agricultural industry sufficient incentive to increase yield per hectare by using plant nutrients

## Global potash sales volume by region

### Agriculture customer segment

million tonnes	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Western Europe	5.9	5.6	5.8	6.2	6.0	5.9	6.2	6.2	6.0	6.2
Central Europe / FSU	4.4	5.1	4.7	4.4	4.8	4.8	5.2	5.4	5.5	5.4
Africa	0.7	0.7	0.8	1.0	1.0	1.1	1.4	1.6	1.4	1.4
North America	10.2	9.1	9.7	11.8	9.5	10.9	11.2	11.5	9.8	11.3
Latin America	10.5	10.5	11.0	11.9	11.5	12.2	12.7	13.7	13.5	16.6
Asia	28.0	23.4	26.2	32.4	32.3	30.1	32.5	32.6	31.6	34.6
- thereof China	12.7	12.0	13.8	16.7	18.5	16.2	16.2	16.3	17.8	18.7
- thereof India	5.0	2.8	3.5	4.5	4.1	4.0	5.0	4.5	4.5	5.2
Oceania	0.5	0.4	0.5	0.7	0.6	0.6	0.7	0.8	0.7	0.7
World total	60.2	54.8	58.7	68.4	65.7	65.6	69.9	71.8	68.5	76.2

Incl. potassium sulphate and potash grades with lower  $\rm K_2O$  content of around 5 million tonnes eff. Sources: IFA, K+S

## Industry+ customer segment at a glance

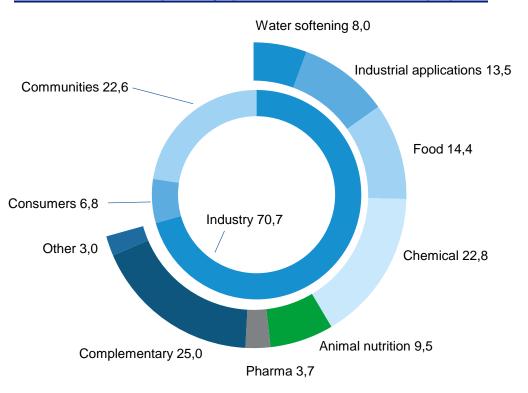
### Industry+ customer segment: continuing operations

€ million	H1/2020	H1/2021
Revenues	379.0	454.8
Sales volume (mt)	2.55	3.96
-thereof: de-icing	0.43	1.64

#### **Characteristics**

- Emerging markets: Footprint in rising markets such as Asia as industrialization drives demand for electrolysis
- Electrolysis and specialties: High product quality, service and customer proximity
- Pharma: High quality standards, certificates, innovation and superior customer services as well as reliability
- Consumers: strong brands for table salt, water softening, pool salts and de-icing salt
- Communities: public road construction authorities, winter road clearance service providers and large commercial users procure de-icing salt from K+S through public tenders

#### Revenue Split by products H1/2021 (%)



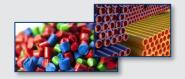
## **Broad variety of industry application areas (1)**

### Industry+ customer segment



#### Chemical

- Main applications:
- Chemical industry
- Chlor-Alkali processes (→ PVC)
- Polycarbonates, MDI (Isocyanat)
   (→ plastics, synthetic resin)
- Synthetic Soda ash (→ glass)





#### **Food processing**

#### Main applications:

- Food processing industry
- Baking industry
- Condiment and preservative agent
- Preserving of fish





#### **Pharma**

#### Main applications:

- Infusion, dialysis solutions
- Pharmaceuticals





#### Oil and Gas

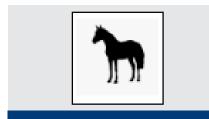
#### Main applications:

Drilling fluids



## **Broad variety of industry application areas (2)**

### Industry+ customer segment



#### **Animal nutrition**

#### Main applications:

- Animal feed
- Lickstones





#### Water softening

#### Main applications:

- Water softening
- Water treatment





#### Complementary

#### Main services:

- Waste management and recycling
- Granulation of Catsan® for Mars GmbH
- K+S Transport GmbH
- CFK (Trading)





#### Other

#### Main services:

- Dyeing works
- Leather treatment





## Main salt suppliers in Europe

### Industry+ customer segment

Capacity in million tonnes (crystallized salt and salt in brine; excl. captive use)

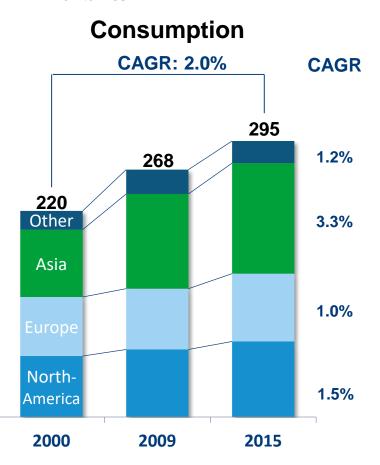


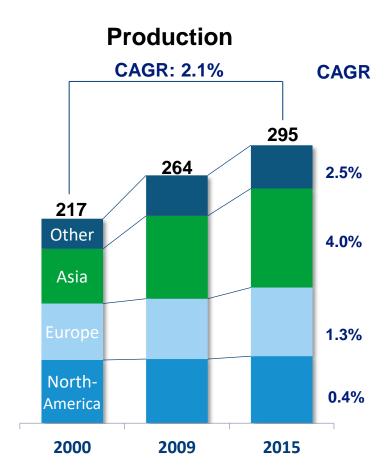
Source: Roskill, K+S

## Development of salt consumption and production<sup>1</sup>

### Industry+ customer segment

in million tonnes





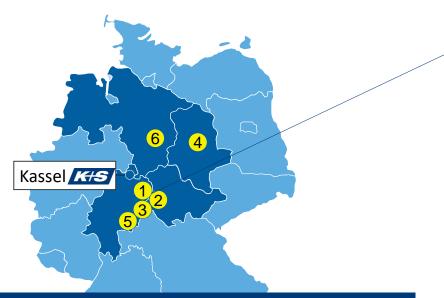
<sup>&</sup>lt;sup>1</sup> excl. captive use; Source: K+S, Roskill 2011, 2014, 2016



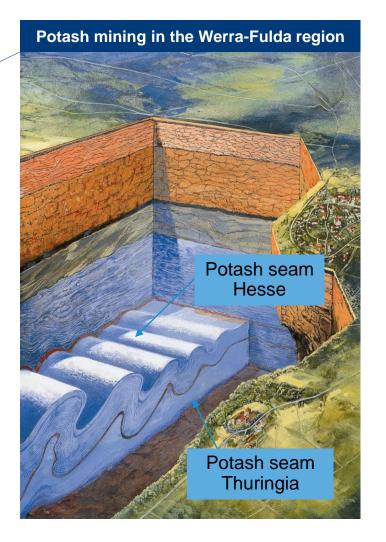
## **Production**

## **Potash sites in Germany**

### Potash production



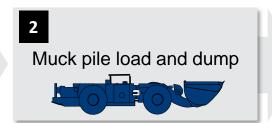
	Share of annual production capacity (in %)	
1.	Wintershall —	
2.	Unterbreizbach _ Integrated Werra plant	~ 50
3.	Hattorf	
4.	Zielitz	~ 25
5.	Neuhof-Ellers	~ 20
6.	Bergmannssegen-Hugo	~5
	(production site only, no mining)	

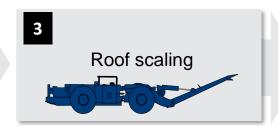


## Underground mining production cycle

### Potash production







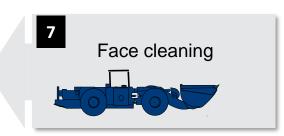








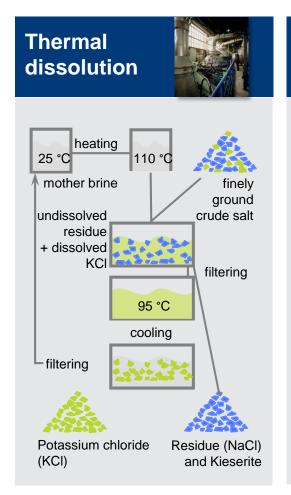


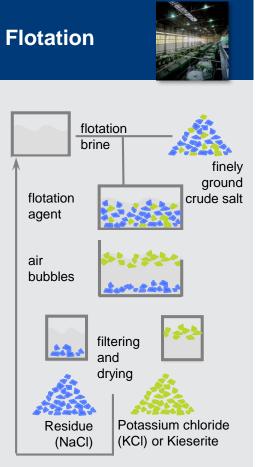


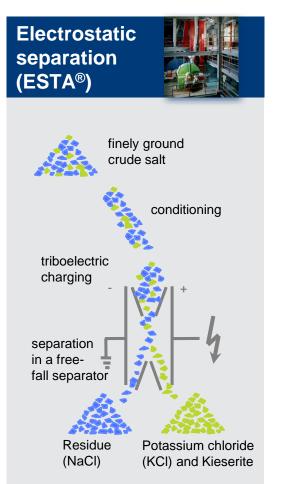


## Potash processing above ground

### Potash production







## **Management of residues**

### Potash production

- The mined rock salt only contains a limited share of usable material (max. 30%), therefore a residue accumulation is unavoidable.
- This challenge is shared among <u>all</u> potash producing companies in the world!
- The recovery of residues is performed as effective as possible.
- The methods, processes and equipment for the construction of tailings piles from solid residues are scientifically justified, tried and tested in practice.
- Solid or liquid residues are disposed of worldwide in the following ways:









Tailings piles

Underground disposal

River injection\*

Deep well injection (for K+S in the Hessian-Thuringian potash district until the year 2021)

~3%

Ø Share of residue disposed by this method in the Hessian-Thuringian potash district:

~80% ~9% ~8%

- These ways of disposal depending on the corresponding site are used also in combination. They currently represent the best available technique.
- \* With low river water levels in the Werra, there are possibilities for K+S in the Hessian-Thuringian potash district to temporarily store liquid residues in water basins or suitable mine spaces on site or temporary ways of disposal by flooding decommissioned mines or gas caverns in Lower Saxony or Saxony-Anhalt.

# Current environmental investments create long-term planning security

Tailings pile extensions



Hattorf

Wintershall

Zielitz



- Completed by end of 2022 / beginning of 2023
- Next permit and significant investments in tailings pile extensions will not be necessary again until the end of the 2020s



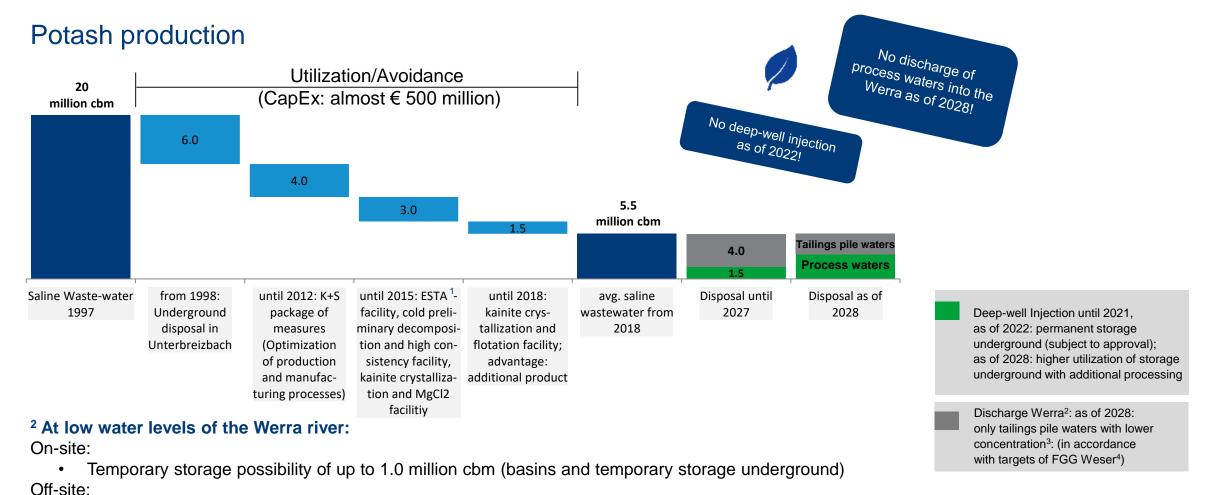


Werra

- Deep-well injection ends 2021
- As of 2022: permanent storage underground (subject to approval)
- From 2028: Higher utilization of underground storage through further treatment of saline water
- Injection from 2028: only less concentrated tailings pile waters and no process waters



## Development of saline wastewater Werra river



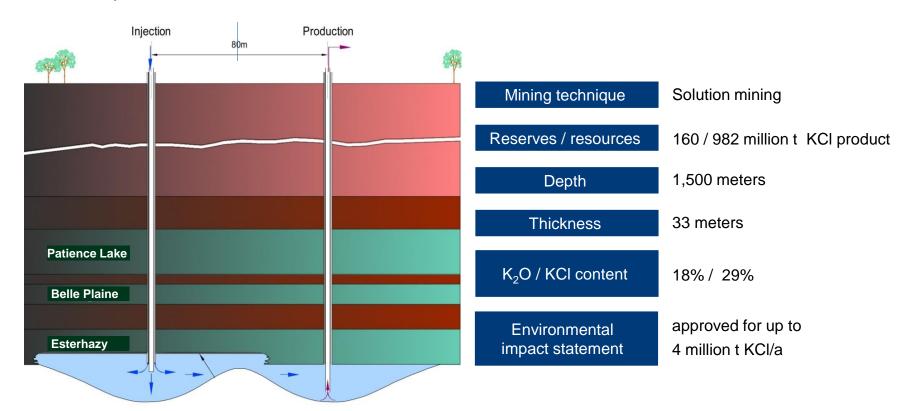
Flooding of decommissioned mines or gas caverns for their restoration



<sup>&</sup>lt;sup>1</sup>Electrostatic separation method; <sup>3</sup>Further reduction and avoidance of tailings pile waters targeted by building polders and covering tailings piles; continuing R&D developments, amongst others together with the company K-UTEC to be able to produce additional products from process and tailings pile waters. <sup>4</sup> River Basin Community Weser

## Bethune – solution mining (example: primary mining)

### Potash production

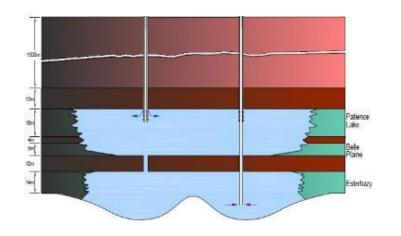


- In solution mining, freshwater is brought into solvent (salt) rock through a drill hole, therefore creating chambers, or caverns, filled with a water-salt solution. In a subsequent step, the saturated brine is brought to the surface through an additional pipeline.
- During the primary mining process, the cavern expands to create an ideal form for commencing secondary mining (see next page).

## Bethune – primary versus secondary Mining

### Potash production

### Secondary mining [NaCl brine mining / crystallisation pond]



Operates at 50% lower production costs than primary mining

- Secondary mining uses exclusively saturated NaCl solution to selectively dissolve residual KCl from existing caverns
- Advantages (in comparison to primary mining):
  - lower energy intensity (e.g. injection brine is heated via waste heat from evaporators and KCl is crystalized in the cooling pond via natural cooling)
  - substantially more efficient with the use of water
  - reduces salt to tailings up to 30%

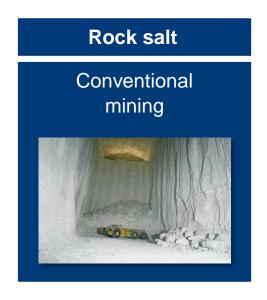
## Bethune – strengthening our global presence

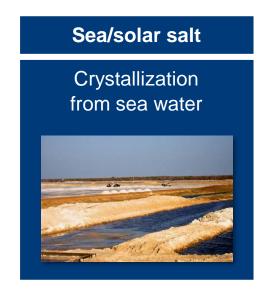
### Potash production

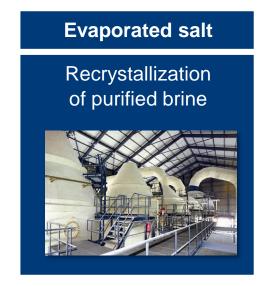


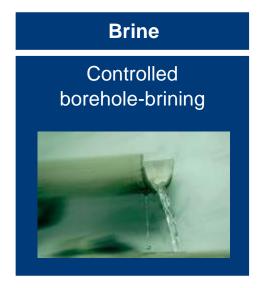
- Expanding our current production portfolio in Germany with a North American production site
   → Second-source supplier
- Securing a good asset base with competitive production costs
- Sales and distribution through existing distribution structures of the K+S Group
- Regional growth projects in China and Southeast Asia
- Flexible multi-product strategy

## Main production methods







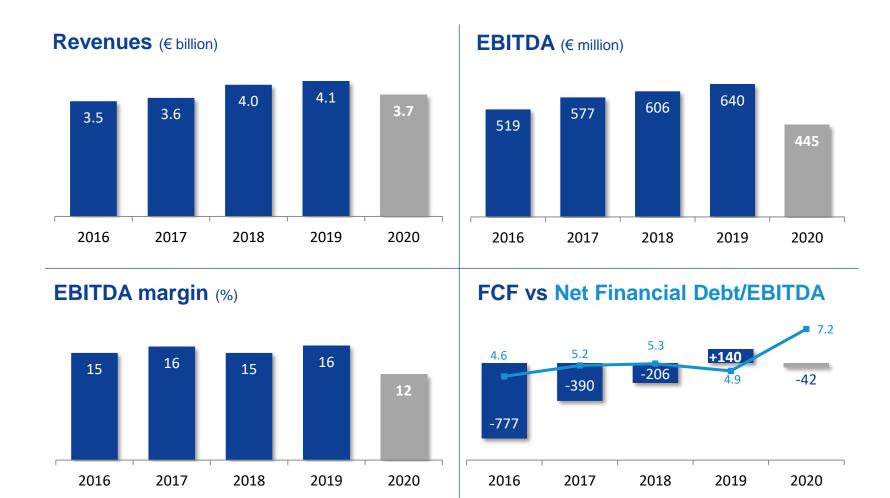


- Around 70% of worldwide salt production (more than 290 million tonnes including brine) is obtained from rock salt mining and solution mining.
- Approximately 30% of production is obtained from seawater and salt lakes.
- Salt is produced in almost every country in the world. Due to the high share of transportation costs in production costs, markets
  are generally regionally limited to the area around the production locations.

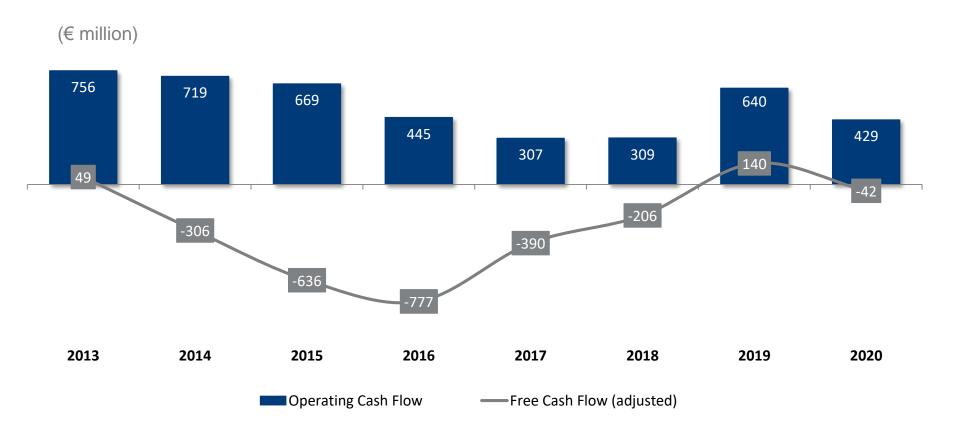


# **Financials**

## **Key financials**



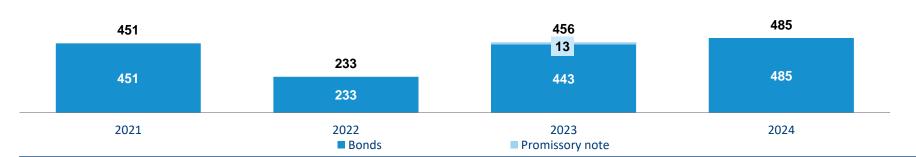
# Operating and free cash flow (adjusted) continuing and discontinued operations



## Debt profile (promissory notes and bonds)

Financing instruments					
€m	Amount outstanding	Coupon	Maturity		
Promissory note and loans	13				
Senior unsecured notes due 2021	451	4.125%	Dec-21		
Senior unsecured notes due 2022	233	3.000%	Jun-22		
Senior unsecured notes due 2023	443	2.625%	Apr-23		
Senior unsecured notes due 2024	485	3.250%	Jul-24		

### **Debt maturity profile**



- + Syndicated credit facility of up to € 600 million (available until 2024)
  - + commercial paper program as an additional source of liquidity

# Cash flow and balance sheet continuing and discontinued operations

In € million	9M/19	FY/19	3M/20	H1/20	9M/20	FY/20	3M/21	H1/21
Operating cash flow - thereof continuing operations	510	640	255 124	323 169	328	429	147 82	69 81
Investing cash flow (pre-sale/ purchase of securities) - thereof continuing operations	-306	-500	-51 -44	-157 -138	-283	-471 -381	-110 - 97	2.480
Adjusted free cash flow - Thereof contiunuing operations	204	140	204	161 31	45	-42 -110	37 -15	2.549 -83
Capex - thereof continuing operations	310	493	88 72	207 174	343	526 428	48	135
Net financial debt	3.031	3.117	2.917	2.979	3.109	3.217	3.185	695
Net financial debt/ EBITDA (LTM)	4,3	4,9	5,1	5,6	5,7	7,2	7,2	2,0
Equity ratio	43%	42%	42%	43%	26%	27%	30%	48%



## **Investor Relations**

## **Investor Relations Contact**



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## K+S Share

**Key Data** 

WKN:

KSAG88

ISIN: DE000KSAG888

Type of shares: Registered shares of no-par

value

**Total number of** 

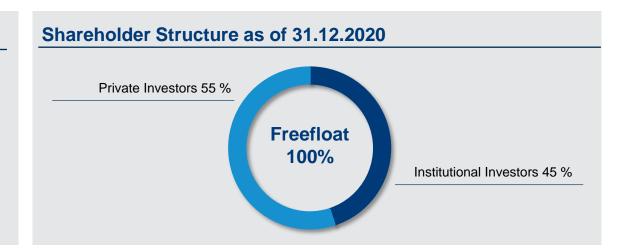
shares:

191,400,000

Trading segment: Prime Standard

Ticker symbols: Bloomberg SDF / Reuters

SDFG



### **Covered by**

- AlphaValue
- Baader Helvea Equity Research
- Bank of America Merril Lynch
- BMO Capital Markets
- Citi Research
- Commerzbank
- Credit Suisse

- Deutsche Bank
- DZ Bank AG
- Pareto Securities AS
- Exane BNP Paribas
- Independent Research
- J.P. Morgan Cazenove
- Kepler Cheuvreux
- LBBW

- M.M. Warburg
- MainFirst Bank AG
- Morningstar
- Nord/LB
- Scotia Capital
- Société Générale
- Solventis
- UBS

## **K+S ADR Program**

The K+S ADR Program offers North American investors the opportunity to take stock in K+S. Since the ADRs are quoted in US dollars and dividends are also distributed in US dollars, this financial instrument closely resembles an American share. Two ADRs represent one K+S ordinary share. The K+S ADRs are traded in the United States under a level 1 ADR Program in the over-the-counter market (OTC).

### **Trade on OTCQX**

Symbol: KPLUY

CUSIP: 48265W108

Ratio: 2 ADRs = 1 Share

Country: Germany

ISIN: DE000KSAG888

Depositary: The Bank of New York Mellon

### **Benefits to North American investors**

- Clear and settle according to normal U.S. standards
- Stock quotes and dividend payments in U.S. dollars
- Can be purchased/sold in the same way as other U.S. stocks via a U.S. broker
- Cost-effective means of international portfolio diversification

Further information: www.kpluss.com/adr

## K+S bonds and issuer rating

	Bond 12/2021	Bond 06/2022	Bond 04/2023	Bond 07/2024
WKN	A1Y CR5	A1P GZ8	A2E 4U9	A2N BE7
ISIN	XS0997941355	DE000A1PGZ82	XS1591416679	XS1854830889
Listing	Luxembourg SE	Luxembourg SE	Luxembourg SE	Luxembourg SE
Issue volume	EUR 500 million	EUR 500 million	EUR 625 million	EUR 600 million
<b>Outstanding volume</b>	EUR 450.909 million	EUR 233.000 million	EUR 443.398 million	EUR 484.700 million
Issue price	99.539%	99.422%	100.000%	100.000%
Coupon payment	4.125%	3.000%	2.625%	3.25%
Maturity	06.12.2021	20.06.2022	06.04.2023	18.07.2024
Face value	1,000 EUR	100,000 EUR	1,000 EUR	100,000 EUR

Issuer rating (S&P): B (outlook: negative), May 2021

## **Additional information**

Financial calendar	2021/2022
Annual Shareholders' Meeting	May 12, 2021
Half-yearly Financial Report, 30 June 2021	August 12, 2021
Quarterly Report, 30 September 2021	November 11, 2021
2021 Annual Report	March 10, 2022
Quarterly Report; 31 March 2022	May 11, 2022

### More content available online

- K+S Website: www.kpluss.com
- Annual reports: www.kpluss.com/ar2020
- Newsletter subscription: www.kpluss.com/newsletter
- Social Media: in

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