



KEY FIGURES I – CONTINUING AND DISCONTINUED OPERATIONS

| Revenues | % | FY/2020 | FY/2019 | % | Q4/2020 | Q4/2019 | | |
|---|---------------|---------|---------|-------|----------------|---------|-----------------------|--|
| EBITDA- Marge % 15.6 6.0 -62.5 640.4 444.8 EBITDA- Marge % 15.6 6.3 - 15.7 12.0 10.0 Depreciation* € million 122.0 77.6 -36.4 431.9 40.9 10.0 Depreciation* € million 596.2 632.2 +6.0 2535.9 2,428.1 EBITDA- Marge % 10.8 12.1 - 17.2 14.2 14.2 EBITDA-Marge % 10.8 12.1 - 17.2 14.2 14.2 EBITDA-Marge % 10.8 12.1 - 17.2 14.2 14.2 EBITDA-Marge % 19.5 15.3 - 15.0 16.8 16.1 16.1 16.2 16.2 16.2 16.2 16.2 16.2 | | | | | | | | K+S Group |
| EBITDA-Marge | -9.1 | 3,698.4 | 4,070.7 | -7.5 | 947.4 | 1,023.8 | € million | Revenues |
| Depreciation Fmillion 122.0 77.6 -36.4 431.9 404.9 | -30.5 | 444.8 | 640.4 | _62.5 | 60.0 | 159.8 | € million | EBITDA ¹ |
| Operating Unit Europe+³ € million 596.2 6322 +6.0 2,535.9 2,428.1 EBITDA¹ € million 64.2 76.5 +19.1 437.0 344.2 EBITDA-Marge % 10.8 12.1 - 17.2 14.2 Operating Unit Americas³ ERITDA¹ € million 83.4 47.9 -42.5 230.0 212.1 EBITDA¹ € million 83.4 47.9 -42.5 230.0 212.1 EBITDA¹ € million 83.4 47.9 -42.5 230.0 212.1 EBITDA¹ € million 38.9 470.2 +20.7 1,715.6 1,701.5 EBITDA* € million 29.3 65.7 +220.7 1,715.6 1,701.5 Sales volume million tonnes 1.53 1.99 +30.0 6.30 7.30 EBITDA_Marge % 6.9 20.6 +220.7 17.2 14.4 Customer Segment Industry* Emilion 29.2 | _ | 12.0 | 15.7 | _ | 6.3 | 15.6 | _ | EBITDA – Marge |
| Revenues | -6.3 | 404.9 | 431.9 | -36.4 | 77.6 | 122.0 | € million | Depreciation ² |
| EBITDA | | | | | | | | Operating Unit Europe+ 3 |
| BITDA-Marge | -4.3 | 2,428.1 | 2,535.9 | +6.0 | 632.2 | 596.2 | € million | Revenues |
| Operating Unit Americas³ €million 427.2 313.7 −26.6 1,532.2 1,266.3 EBITDA¹ €million 83.4 47.9 42.5 230.0 212.1 EBITDA-Marge % 19.5 15.3 — 15.0 16.8 Customer Segment Agriculture* *** *** 15.3 1.9 +30.0 6.30 7.30 EBITDA¹ €million 29.3 96.7 +229.6 294.9 244.5 EBITDA-Marge %million 29.3 96.7 +229.6 294.9 244.5 EBITDA-Marge %million 29.3 96.7 +229.6 294.9 244.5 EBITDA-Marge *** 6.9 20.0 - 17.2 144.5 EBITDA¹ *** *** 20.2 2.1 - 10.0 9.81 EBITDA¹ *** *** 18.0 2.2 2.4 - 10.0 9.83 2.1 - 10.0 9.83 2.1 - | -21.2 | 344.2 | 437.0 | +19.1 | 76.5 | 64.2 | € million | EBITDA ¹ |
| Revenues | _ | 14.2 | 17.2 | | 12.1 | 10.8 | % | EBITDA – Marge |
| Revenues | | | | | | | | Operating Unit Americas ³ |
| EBITDA—Marge | -17.4 | 1,266.3 | 1,532.2 | -26.6 | 313.7 | 427.2 | € million | Revenues |
| Revenues | -7.8 | 212.1 | 230.0 | | 47.9 | 83.4 | € million | EBITDA ¹ |
| Customer Segment Agriculture 4 € million 389.5 470.2 ±20.7 1,715.6 1,701.5 Sales volume million tonnes 1.53 1.99 ±30.0 6.30 7.30 EBITDA¹ € million 29.3 96.7 ±229.6 294.9 244.5 EBITDA Marge % 6.9 20.6 — 17.2 14.4 Customer Segment Industry¹ Revenues € million 20.8 244.1 —16.1 1,148.0 1,089.5 Sales volume million tonnes 2.52 2.43 —3.4 10.09 9.81 EBITDA Marge % 20.2 7.2 — 19.0 29.1 EBITDA Marge % 20.2 7.2 — 19.0 29.1 EBITDA Marge € million 138.9 122.5 —11.8 484.7 496.3 Sales volume million tonnes 0.48 0.45 —6.9 1.79 1.71 EBITDA Marge % 14.7 | | 16.8 | 15.0 | | 15.3 | 19.5 | % | EBITDA – Marge |
| Revenues € million 389.5 470.2 ±20.7 1,715.6 1,701.5 Sales volume million tonnes 1.53 1.99 ±30.0 6.30 7.30 EBITDA¹ € million 29.3 96.7 ±229.6 294.9 2244.5 EBITDA-Marge % 6.9 20.6 — 17.2 14.4 Customer Segment Industry⁴ Emillion 290.8 244.1 —16.1 1,148.0 1,089.5 Sales volume million tonnes 2.52 2.43 —3.4 100.9 9.81 EBITDA Marge % 20.2 7.2 — 19.0 215.5 Customer Segment Consumers⁴ Emilion 138.9 122.5 —11.8 484.7 496.3 Sales volume million tonnes 0.48 0.45 —6.9 1.79 1.71 EBITDA Marge % 1.47 7.7 — 12.3 13.6 EBITDA Marge % 1.14 7.7 — 12.3 13 | | | | | | | | |
| Sales volume million tonnes 1.53 1.99 4.300 6.30 7.30 | -0.8 | 1,701.5 | 1,715.6 | +20.7 | 470.2 | 389.5 | € million | |
| EBITDA¹ € million 29,3 96,7 ±229,6 294,9 244,5 EBITDA-Marge % 6,9 20,6 — 17,2 14,4 Customer Segment Industry* Revenues € million 290,8 244.1 —16.1 1,148.0 1,099,5 Sales volume million tonnes 2.52 2.43 —3.4 10,09 9.81 EBITDA¹ € million 58.7 17.6 —70.0 218.0 234.3 EBITDA-Marge % 20.2 7.2 — 19.0 215.5 Customer Segment Consumers⁴ emillion 138.9 122.5 —11.8 484.7 496.3 Sales volume million tonnes 0.48 0.45 —6.9 1.79 1.71 EBITDA marge % 1.7 7.2 12.3 13.6 Customer Segment Communities⁴ * 11.7 7.7 12.3 13.6 EBITDA marge € million 204.1 109.1 —46.6 <t< td=""><td>+15.9</td><td></td><td></td><td></td><td></td><td></td><td></td><td>Sales volume</td></t<> | +15.9 | | | | | | | Sales volume |
| EBITDA – Marge % 6.9 20.6 — 17.2 14.4 Customer Segment Industry⁴ Emillion 290.8 244.1 —16.1 1,148.0 1,089.5 Sales volume million tonnes 2.52 2.43 —3.4 10.09 9.81 EBITDA¹ € million 58.7 17.6 —70.0 218.0 234.3 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 Sales volume million tonnes 0.48 0.45 —6.9 1.79 1.71 EBITDA – Marge % 14.7 7.7 — 12.3 13.6 Customer Segment Communities⁴ € million 204.1 109.1 —46.6 719.9 407.1 Sales volume € million tonnes 3.46 2.15 —37.8 12.70 7.24 EBITDA – Marge % 19 | -17.1 | | | | | | | |
| Revenues € million 290.8 244.1 -16.1 1,148.0 1,089.5 | | | | | | | | |
| Revenues € million 290.8 244.1 −16.1 1,148.0 1,089.5 Sales volume million tonnes 2.52 2.43 -3.4 10.09 9.81 EBITDA¹ € million 58.7 17.6 -70.0 218.0 23.3 EBITDA−Marge % 20.2 7.2 -10.0 21.5 Customer Segment Consumers⁴ Revenues € million 138.9 122.5 -11.8 484.7 496.3 Sales volume million tonnes 0.48 0.45 -6.9 1.79 1.71 EBITDA−Marge % million 20.4 9.4 -53.7 59.7 67.6 EBITDA−Marge % million 20.41 109.1 -46.6 719.9 407.1 Sales volume million tonnes 3.46 2.15 -37.8 12.70 7.24 EBITDA¹ € million 39.1 0.8 -98.0 94.4 9.9 EBITDA Marge % million 39.1 0.8 | | | | | | | | |
| Sales volume million tonnes 2.52 2.43 -3.4 10.09 9.81 EBITDA¹ € million 58.7 17.6 -70.0 218.0 234.3 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 Sales volume million tonnes 0.48 0.45 -6.9 1.79 1.71 EBITDA¹ € million 20.4 9.4 -53.7 59.7 67.6 EBITDA-Marge % 14.7 7.7 - 12.3 13.6 Customer Segment Communities⁴ million tonnes 3.46 2.15 -53.7 59.7 67.6 EBITDA Marge million tonnes 3.46 2.15 -37.8 12.70 7.24 EBITDA Marge % 19.2 0.7 - 13.1 2.4 Financial result € million 93.1 0.8 </td <td>-5.1</td> <td>1 089 5</td> <td>1 148 0</td> <td></td> <td>244 1</td> <td>290.8</td> <td>— — — - F million</td> <td></td> | -5.1 | 1 089 5 | 1 148 0 | | 244 1 | 290.8 | — — — - F million | |
| EBITDA¹ € million 58.7 17.6 -70.0 218.0 234.3 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 Sales volume million tonnes 0.48 0.45 -6.9 1.79 1.71 EBITDA¹ € million 20.4 9.4 -53.7 59.7 67.6 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 Sales volume million tonnes 3.46 2.15 -37.8 12.70 7.24 EBITDA¹ € million 39.1 0.8 -98.0 94.4 9.9 EBITDA Marge % 19.2 0.7 - 13.1 2.4 EBITDA Marge %< | -2.7 | | | | | | | |
| EBITDA-Marge % 20.2 7.2 - 19.0 21.5 Customer Segment Consumers⁴ € million 138.9 122.5 -11.8 484.7 496.3 Sales volume million tonnes 0.48 0.45 -6.9 1.79 1.71 EBITDA¹ € million 20.4 9.4 -53.7 59.7 67.6 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 Sales volume million tonnes 3.46 2.15 -37.8 12.70 7.24 EBITDA¹ € million 39.1 0.8 -98.0 94.4 9.9 EBITDA-Marge % 19.2 0.7 - 13.1 2.4 Financial result € million 9.2 2.7 - 13.1 2.4 Group earnings, adjusted³ € million 9.3 -29.7 | +7.5 | | | | | | | |
| Customer Segment Consumers 4 Revenues € million 138.9 122.5 -11.8 484.7 496.3 Sales volume million tonnes 0.48 0.45 -6.9 1.79 1.71 EBITDA¹ € million 20.4 9.4 -53.7 59.7 67.6 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 Sales volume million tonnes 3.46 2.15 -37.8 12.70 7.24 EBITDA¹ € million 39.1 0.8 -98.0 94.4 9.9 EBITDA-Marge % 19.2 0.7 - 13.1 2.4 Financial result € million -25.2 -26.3 +4.4 -97.3 -134.0 Group earnings. adjusted⁵ € million 9.3 -29.7 - 77.8 -1,802.5 Earnin | | | | | | | | |
| Revenues € million 138.9 122.5 −11.8 484.7 496.3 Sales volume million tonnes 0.48 0.45 −6.9 1.79 1.71 EBITDA¹ € million 20.4 9.4 −53.7 59.7 67.6 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 Sales volume million tonnes 3.46 2.15 −37.8 12.70 7.24 EBITDA¹ € million 39.1 0.8 −98.0 94.4 9.9 EBITDA-Marge % 19.2 0.7 − 13.1 2.4 Financial result € million −25.2 −26.3 +4.4 −97.3 −134.0 Group earnings. adjusted ⁵ € million 9.3 −29.7 − 77.8 −1,802.5 Earnings per share. adjusted ⁵ € million 183.4 </td <td></td> <td></td> <td></td> <td></td> <td>7.2</td> <td></td> <td></td> <td></td> | | | | | 7.2 | | | |
| Sales volume million tonnes 0.48 0.45 −6.9 1.79 1.71 EBITDA¹ € million 20.4 9.4 −53.7 59.7 67.6 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 Sales volume million tonnes 3.46 2.15 −37.8 12.70 7.24 EBITDA¹ € million 39.1 0.8 −98.0 94.4 9.9 EBITDA−Marge % 19.2 0.7 − 13.1 2.4 Financial result € million −25.2 −26.3 +4.4 −97.3 −134.0 Group earnings. adjusted⁵ € million 9.3 −29.7 − 77.8 −1,800.5 Earnings per share. adjusted⁵ € million 183.4 183.1 −0.2 493.3 526.0 Operating Cash flow € million | +2.4 | 496.3 | 484 7 | | 122 5 | 138.9 | € million | |
| EBITDA¹ € million 20.4 9.4 -53.7 59.7 67.6 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 Sales volume million tonnes 3.46 2.15 -37.8 12.70 7.24 EBITDA¹ € million 39.1 0.8 -98.0 94.4 9.9 EBITDA-Marge % 19.2 0.7 - 13.1 2.4 Financial result € million -25.2 -26.3 +4.4 -97.3 -134.0 Group earnings. adjusted ⁵ € million 9.3 -29.7 - 77.8 -1,802.5 Earnings per share. adjusted ⁵ € million 9.3 -29.7 - 77.8 -1,802.5 Earnings per share. adjusted ⁵ € million 183.4 183.1 -0.2 493.3 526.0 Operating Cash flow € million< | -4.2 | | | | | | | |
| 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 Sales volume million tonnes 3.46 2.15 -37.8 12.70 7.24 EBITDA¹ € million 39.1 0.8 -98.0 94.4 9.9 EBITDA-Marge % 19.2 0.7 - 13.1 2.4 Financial result € million -25.2 -26.3 +4.4 -97.3 -134.0 Group earnings. adjusted⁵ € million 9.3 -29.7 - 77.8 -1,802.5 Earnings per share. adjusted⁵ € million 9.3 -29.7 - 77.8 -1,802.5 Earnings per share. adjusted⁵ € million 183.4 183.1 -0.2 493.3 526.0 Operating Cash flow € million 130.0 100.5 -22.7 639.8 428.5 Adjusted Free Cash flow? € million -63.9 -87.3 -36.6 139.7 -42.2 <td>+13.3</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> | +13.3 | | | | | | | |
| Customer Segment Communities 4 Revenues € million 204.1 109.1 -46.6 719.9 407.1 Sales volume million tonnes 3.46 2.15 -37.8 12.70 7.24 EBITDA¹ € million 39.1 0.8 -98.0 94.4 9.9 EBITDA-Marge % 19.2 0.7 - 13.1 2.4 Financial result € million -25.2 -26.3 +4.4 -97.3 -134.0 Group earnings. adjusted⁵ € million 9.3 -29.7 - 77.8 -1,802.5 Earnings per share. adjusted⁵ € million 9.3 -29.7 - 77.8 -1,802.5 Earnings per share. adjusted⁵ € million 183.4 183.1 -0.2 493.3 526.0 Operating Cash flow € million 130.0 100.5 -22.7 639.8 428.5 Adjusted Free Cash flow² € million -63.9 -87.3 -36.6 139.7 -42.2 Net | | | | | | | | |
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| EBITDA¹ € million 39.1 0.8 -98.0 94.4 9.9 EBITDA-Marge % 19.2 0.7 - 13.1 2.4 Financial result € million -25.2 -26.3 +4.4 -97.3 -134.0 Group earnings. adjusted⁵ € million 9.3 -29.7 - 77.8 -1,802.5 Earnings per share. adjusted⁵ € million 9.05 -0.16 - 0.41 -9.42 Capital expenditure ⁶ € million 183.4 183.1 -0.2 493.3 526.0 Operating Cash flow € million 130.0 100.5 -22.7 639.8 428.5 Adjusted Free Cash flow³ € million 130.0 100.5 -22.7 639.8 428.5 Adjusted Free Cash flow³ € 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 Net financial debt/EBITDA (LTM)³ - | -43.0 | | | | | | | |
| EBITDA-Marge % 19.2 0.7 - 13.1 2.4 Financial result € million -25.2 -26.3 +4.4 -97.3 -134.0 Group earnings. adjusted 5 € million 9.3 -29.7 - 77.8 -1,802.5 Earnings per share. adjusted 5 € million 9.3 -29.7 - 77.8 -1,802.5 Earnings per share. adjusted 5 € million 9.3 -29.7 - 77.8 -1,802.5 Earnings per share. adjusted 5 € million 9.3 -29.7 - 77.8 -1,802.5 Earnings per share. adjusted 5 € million 183.4 183.1 -0.2 493.3 526.0 Capital expenditure 6 € million 183.4 183.1 -0.2 493.3 526.0 Operating Cash flow € million 130.0 100.5 -22.7 639.8 428.5 Adjusted Free Cash flow? € million -63.9 -87.3 -36.6 139.7 -42.2 Net financial debt as of 31 Dec € million - - - - 3,116.6 <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<> | | | | | | | | |
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| 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 Operating Cash flow € million 130.0 100.5 -22.7 639.8 428.5 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 Net financial debt/EBITDA (LTM)8 - - - - 4.99 7.2 Equity € million - - - 4.495.1 2,222.6 Equity ratio % - - - 42.4 26.5 Return on Capital Employed (LTM)8 % - - - 23.49 11.61 Average number of shares million 191.4 191.4 - 191.4 191.4 - 14,868 14,732 | | | | | | | | |
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| Equity € million - - 4,495.1 2,222.6 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 Average number of shares million 191.4 191.4 - 191.4 191.4 Employees as of 31 Dec ° number - - - 14,868 14,732 | +3.2 | | | | | | | |
| 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 Average number of shares million 191.4 191.4 - 191.4 191.4 Employees as of 31 Dec ⁹ number - - - 14,868 14,732 | | | | | - - | | | |
| Return on Capital Employed (LTM) ⁸ % - - - 2.3 -22.8 Book value per share as of 31 Dec € - - - 23.49 11.61 Average number of shares million 191.4 191.4 - 191.4 191.4 Employees as of 31 Dec ⁹ number - - - 14,868 14,732 | -30.0 | | | | | | | |
| Book value per share as of 31 Dec € - - - 23.49 11.61 Average number of shares million 191.4 191.4 - 191.4 191.4 Employees as of 31 Dec ° number - - - 14,868 14,732 | | | | | _ | | | <u> </u> |
| Average number of shares million 191.4 191.4 - 191.4 191.4 Employees as of 31 Dec ° number - - - 14,868 14,732 | | | | | | | | |
| Employees as of 31 Dec 9 number – – – 14,868 14,732 | -50.6 | | | | | | | |
| | | | | | 191.4 | 191.4 | | |
| iviarket capitalisation E pillion – – 2.13 1.49 | -0.9 | | | | | | | _ ' ' |
| Enterprise value as of 31 Dec € billion – – 6.70 6.10 | -29.9 -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. 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. ⁶ 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 | | | | | | | 440 to 540 thereof: |
| | | 76.3 | 38.6 | -49.4 | 410.4 | 266.9 | | 200 REKS one-off |
| EBITDA – Marge | % | 14.1 | 6.1 | | 16.1 | 11.0 | | |
| ROCE | % | | | | | | | significant increase, |
| | | n.a. | n.a. | | 2.3 | | | positive |
| Depreciation ² | € million | n.a. | n.a. | | 347.1 | 339.6 | | ~300 |
| Customer Segment Agriculture 4 | | | | | | | | |
| 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 | | |
| 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 | million tonnes | | | | | | | |
| volume | | 0.49 | 0.24 | -51.6 | 2.16 | 0.93 | | >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 | € million | | | | | | | strong increase, |
| operations, adjusted ⁵ | | n.a. | n.a. | _ | 15.1 | -1,920.9 | _ | positive figure |
| Earnings per share from conti- | € | | | | | | | strong increase, |
| nuing operations, adjusted ⁵ | | n.a. | n.a. | | 0.08 | | | 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 | € million | | | | | | | |
| continuing operations | | 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 VOULES 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 | | 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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