



K+S Aktiengesellschaft

ANNUAL GENERAL MEETING

May 15, 2018

DR. BURKHARD LOHR

CHAIRMAN OF THE BOARD OF EXECUTIVE DIRECTORS OF K+S AKTIENGESELLSCHAFT



We are growing **PROFITABLY**



We are growing **SUSTAINABLY**



We are growing **CLOSE TO OUR CUSTOMERS**

Our **VISION**

We will be the independent supplier of
MINERAL PRODUCTS
that is the most **CUSTOMER FOCUSED**
and will increase our EBITDA
to **€3bn** by 2030.



SHAPING 2030

CUSTOMER FOCUS

enhancement



SYNERGIES

leveraged
in the core business



GROWTH

through conventional
business sectors and
neighboring growth
areas



ONE COMPANY

thinking and acting as
one company



CUSTOMER FOCUS

enhancement



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GROWTH

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CUSTOMER FOCUS



AGRICULTURE

We help farmers
to secure the
**WORLD'S FOOD
SUPPLY.**



INDUSTRY

We offer **SOLUTIONS**
to keep industry
running.



COMMUNITIES

We ensure
SAFETY
in winter.



CONSUMERS

We **ENRICH** the lives of consumers regarding food, the quality of water in their homes and pools, and safety in winter.



CONSUMERS



CUSTOMER FOCUS

enhancement



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GROWTH

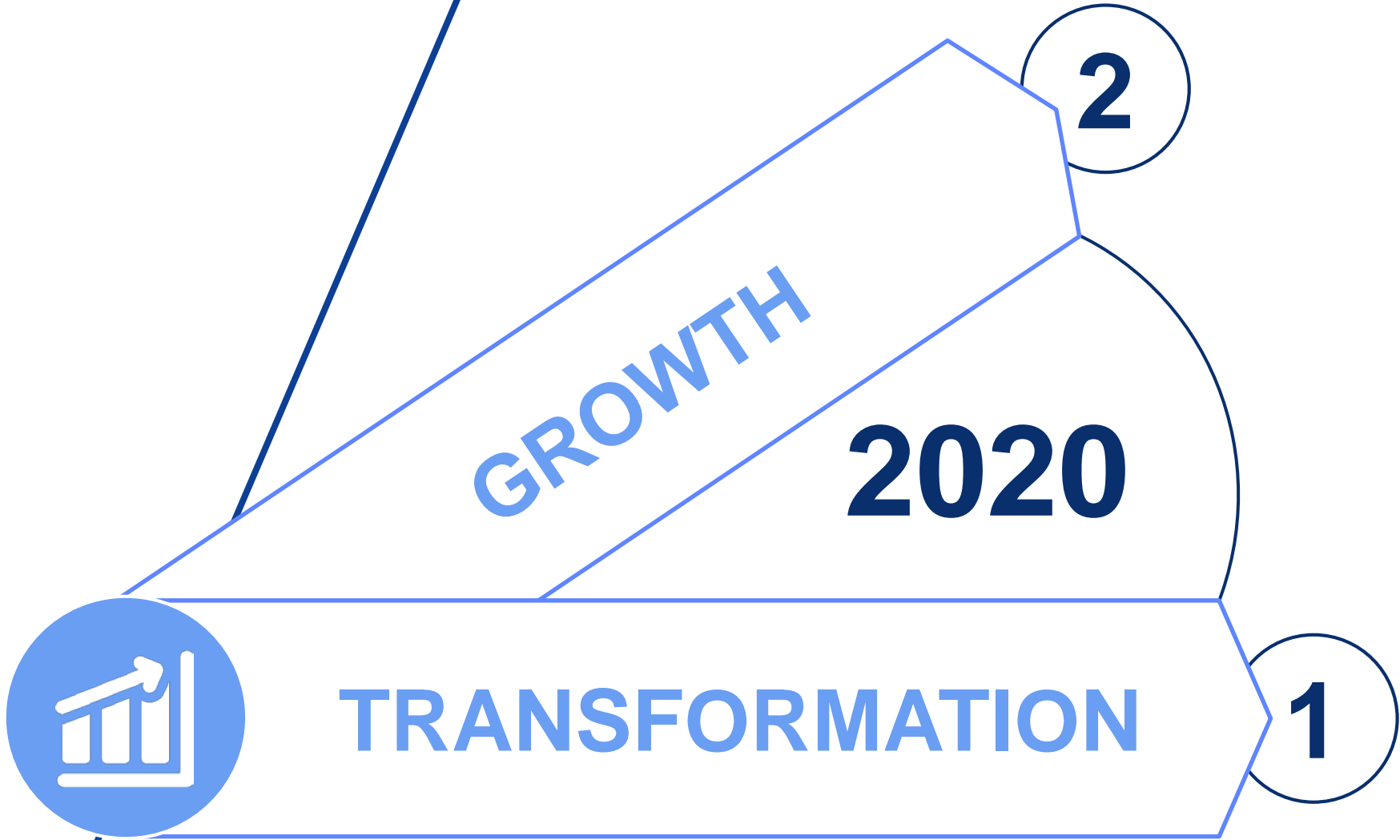
through conventional
business sectors and
neighboring growth
areas



ONE COMPANY

thinking and acting as
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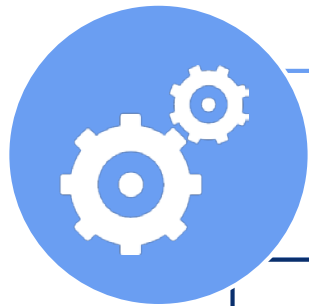


TRANSFORMATION

1

2

2020



2018 and 2019

**Halving of
level of debt**

End of
2020

> €150m p.a.

2023

Pre-
requisites
“Investment
Grade”

180 million invested

KCF

-20%

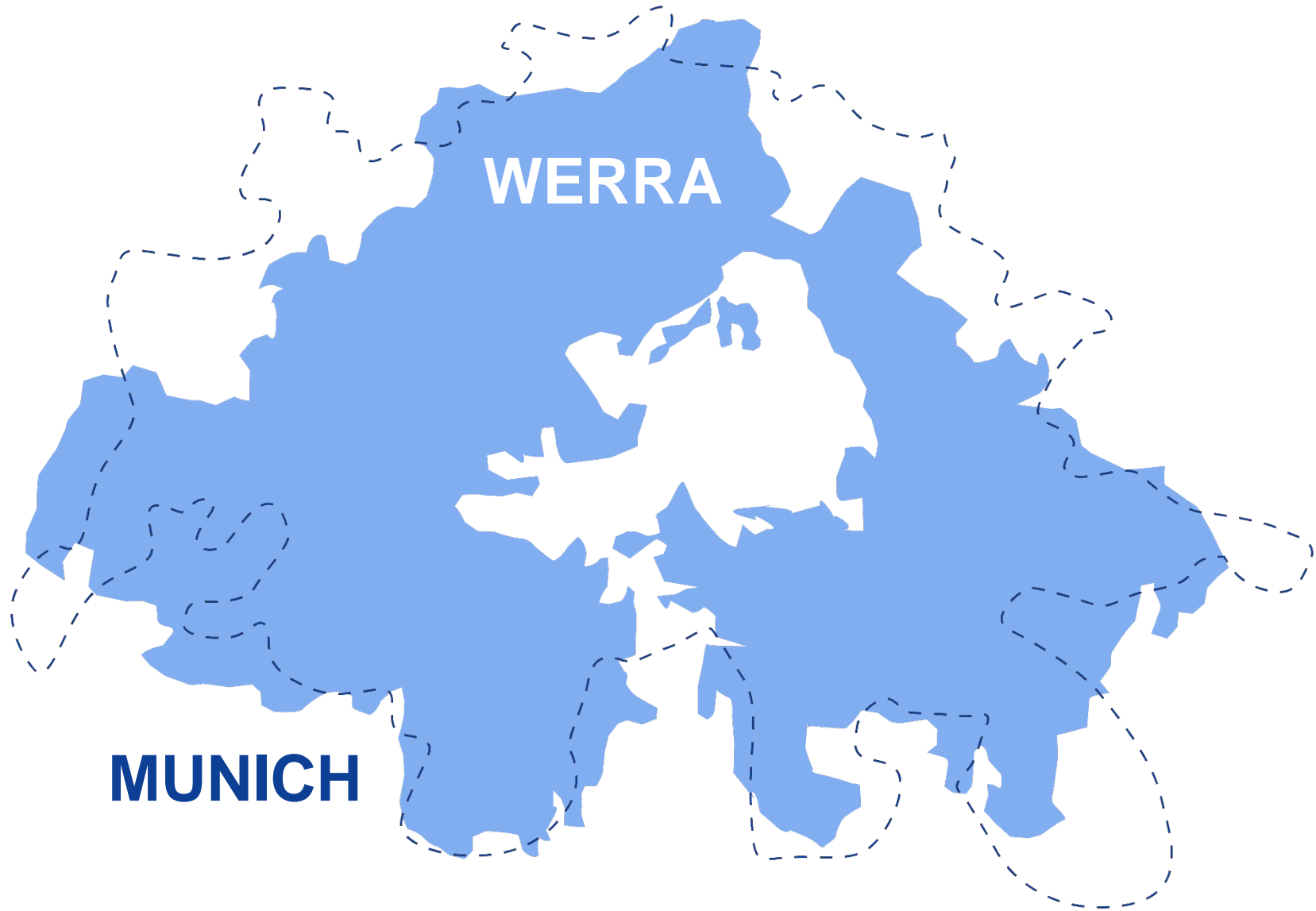
Saline wastewater



**PLAN &
CONSTRUCTION TIME**
8 years

START of
PRODUCTION
JUNE 2017







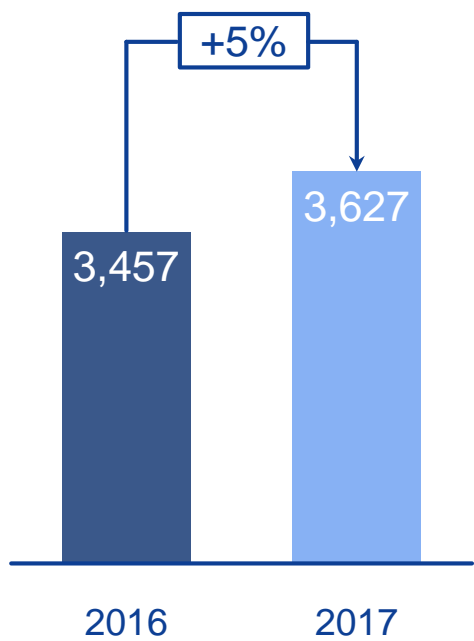
**SHAPING
THE FUTURE**

GESCHÄFTSBERICHT 2017

**Figures
2017**

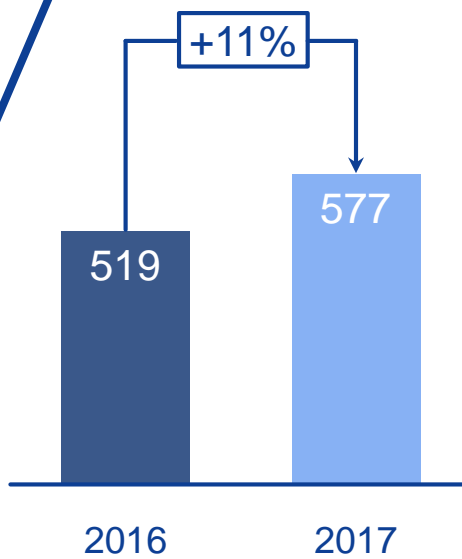
REVENUES

- in € m -



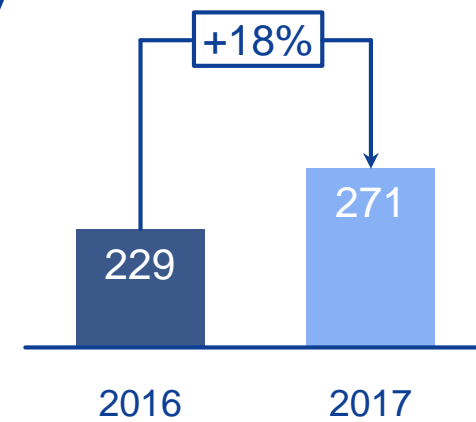
EBITDA

- in € m -



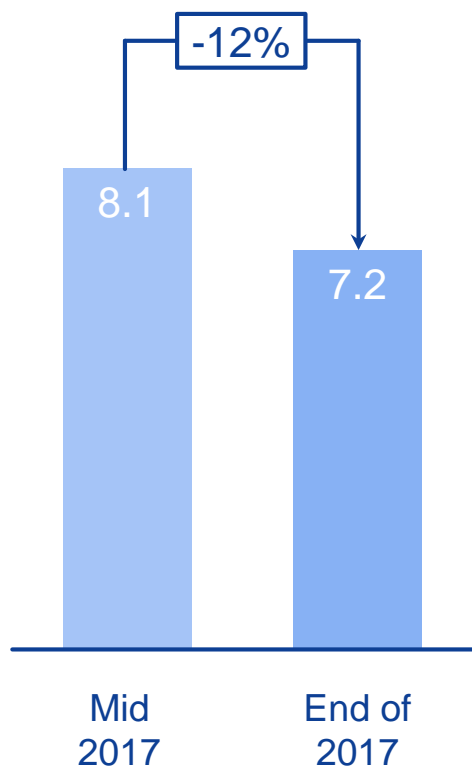
EBIT I

- in € m -



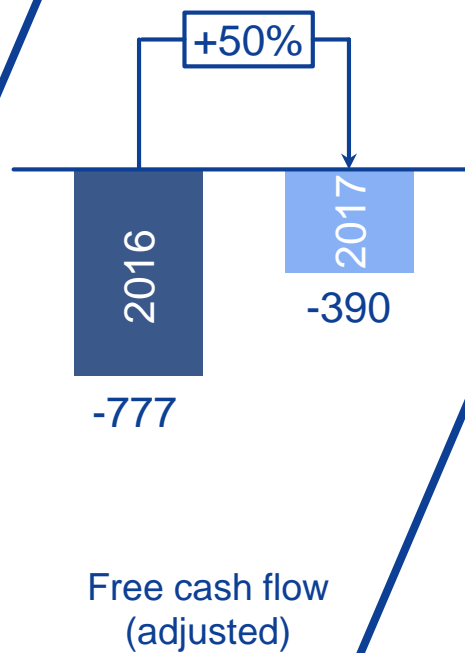
LEVEL OF DEBT

Net debt/EBITDA



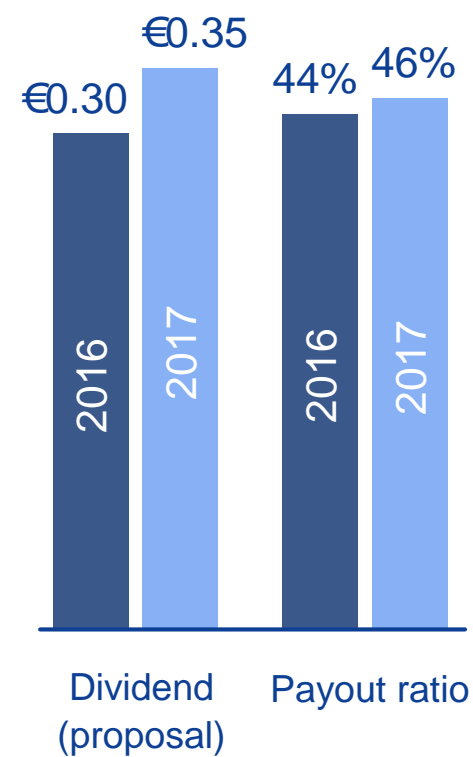
CASH FLOW

- in € m -



INCREASE

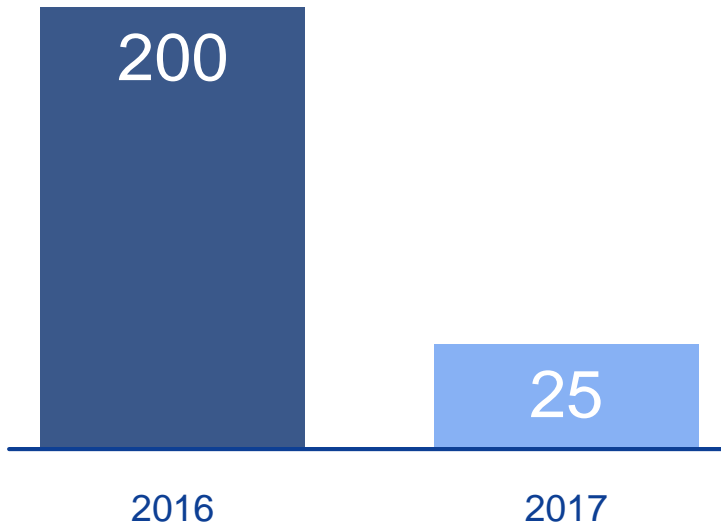
in dividend



A close-up photograph of a person's hand holding a large, clear, faceted crystal. The background is blurred, suggesting an industrial or laboratory setting. A blue diagonal line runs from the top right towards the bottom left, separating the image from the text area.

Our
**BUSINESS
UNITS**

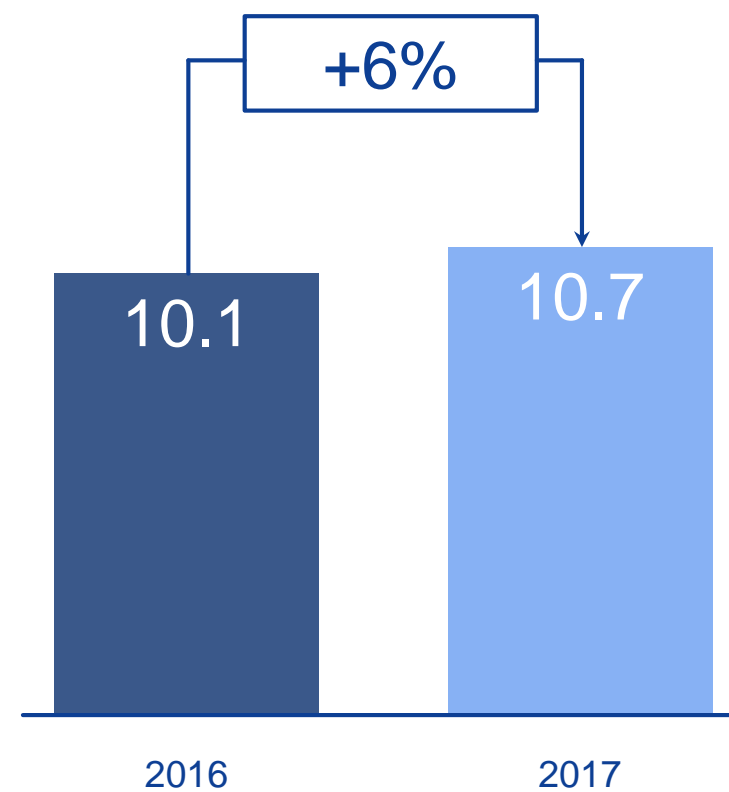
DAYS LOST



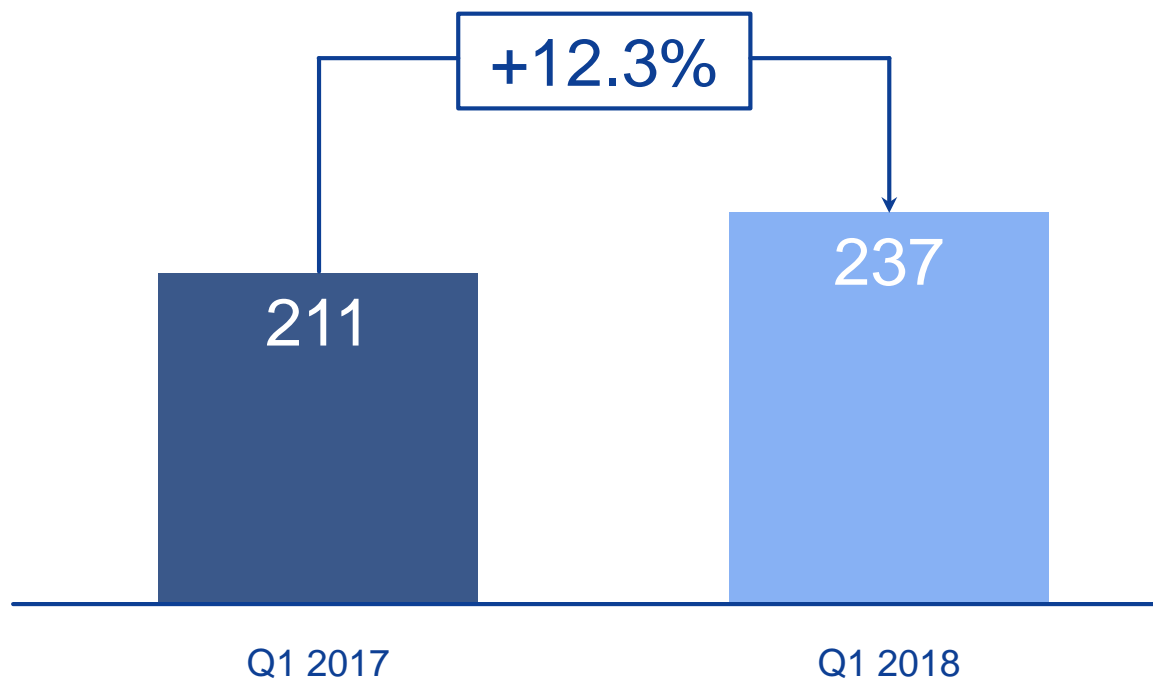


DE-ICING SALTS

- in tonnes m -



EBITDA
- in €m -



FORECAST

2018

A bar chart with three blue bars of increasing height from left to right. The bars are labeled 'REVENUES', 'EBITDA', and 'Adjusted CASH FLOW'.

REVENUES

EBITDA

Adjusted CASH
FLOW



We **MINE** and
PROCESS raw
materials.

A large white plus sign.

PRODUCTION

A large white plus sign.

PRODUCTS

A large white plus sign.

**SUSTAINABLE
SOLUTIONS**



k+s



