



November 11, 2021

K+S Aktiengesellschaft
Capital Markets Day 2021
Opening Remarks

Dr. Burkhard Lohr
CEO

K+S

Welcome

REKS antitrust clearance procedure ongoing



- We continue to expect an approval can be granted.
- Transaction in 2021 still possible.
- But the review might also take longer.
- Therefore, 2021 outlook now only based on operating business:

EBITDA 2021

- We increase our expectation to €630 million (previous guidance: €500 to 600 million excluding REKS transaction).

FCF 2021

- We increase our expectation to a neutral free cash flow (previous guidance: €-180 million excluding REKS transaction).

Full reversal of impairment loss - FREP proceedings ongoing

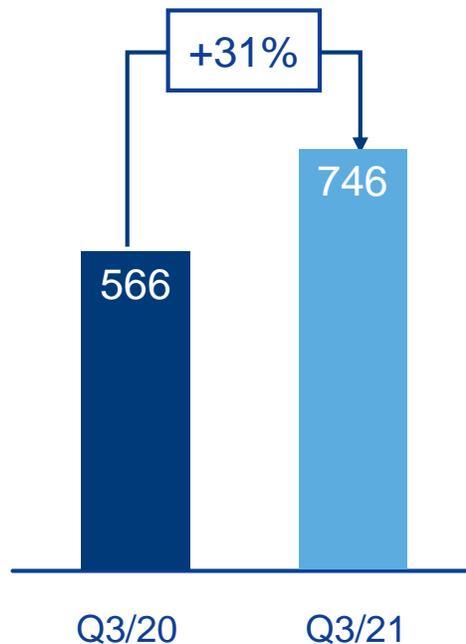


- **Full reversal of last year's impairment loss**
- Write-up mainly results from significantly more optimistic expectations for the potash business and the price development related to this
- Valuation of the Potash and Magnesium Products CGU subject of the examination of the 2019 and H1/2020 financial statements by the Financial Reporting Enforcement Panel (FREP – DPR)
- **Preliminary examination findings received from FREP**
- **Following its own comprehensive review and the involvement of external advisors, K+S considers these to be unfounded.**
- K+S therefore commented in detail on the preliminary examination findings in writing and provided the DPR with an expert opinion by renowned IFRS experts.
- On November 2, 2021, the Company explained its differing opinions to the DPR in a so-called company meeting.
- As proceedings are still ongoing, no further information can be provided on the facts of the case.

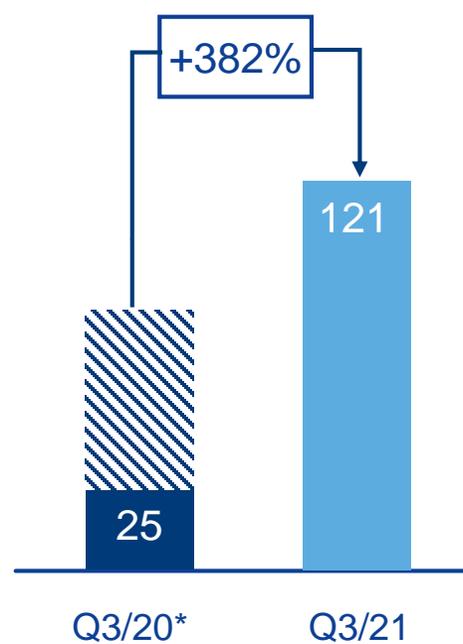
EBITDA more than quadrupled in Q3

Continuing operations

Revenues Q3
- in € million -



EBITDA Q3
- in € million -



Agriculture

- ASP: 300 €/tonne (Q3/20: 238 €/tonne)
- Sales volume: 1.76 mt (Q3/20: 1.66 mt)

Industry+

- Normalized demand
- Good early fills season with de-icing salt
- Sales volume: 1.73 mt (Q3/20: 1.35 mt)

Free cash flow

- €-69 million (Q3/20: €-42 million)

Sneak preview 2022

- **EBITDA of €1 billion* in reach**
- **Significantly positive FCF**

Cost inflation included:

- freight rates, especially containers
- gas prices/energy costs
- price of raw materials, e.g. for pallets, packaging or maintenance material, also influencing capex
- personnel costs

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Capital Markets Day 2021

Workshop

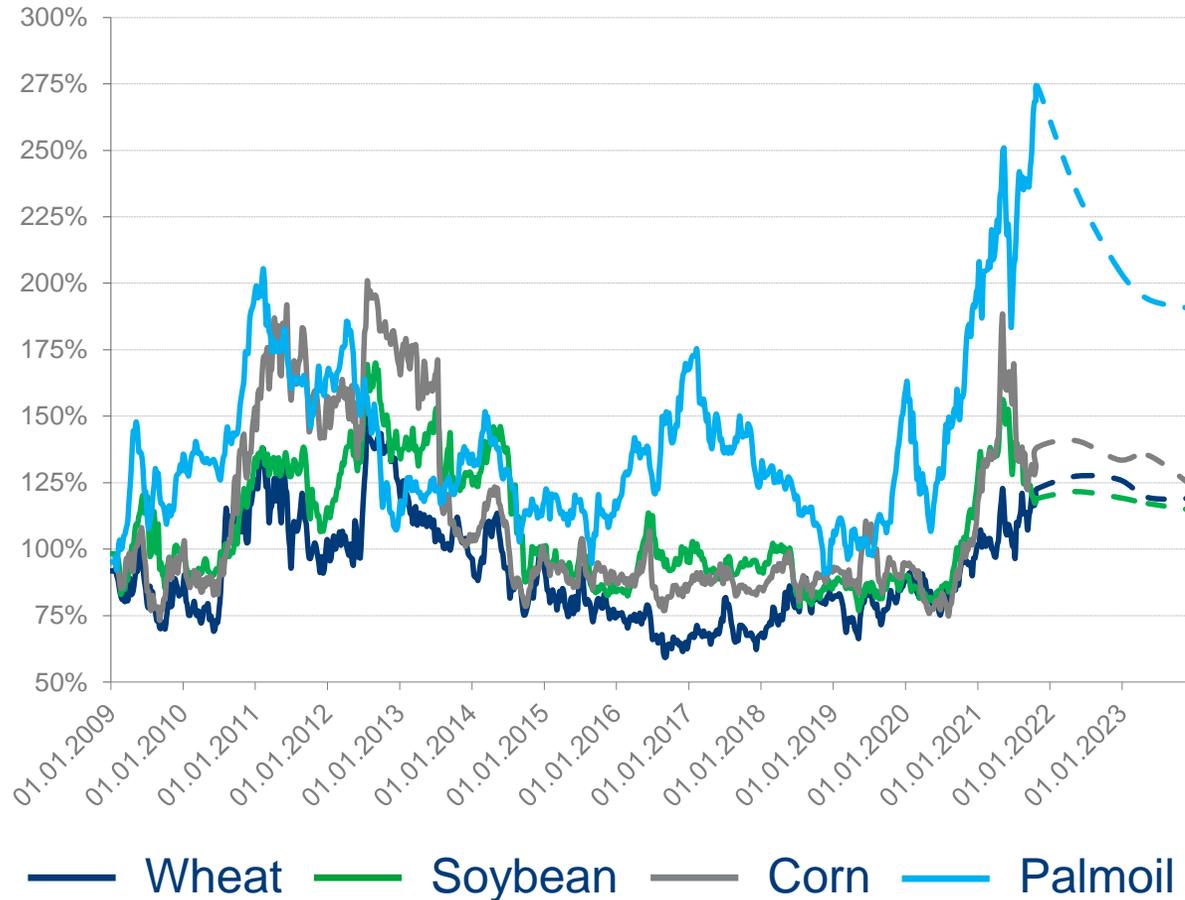
Market Outlook & Strategic Roadmap

Dr. Burkhard Lohr

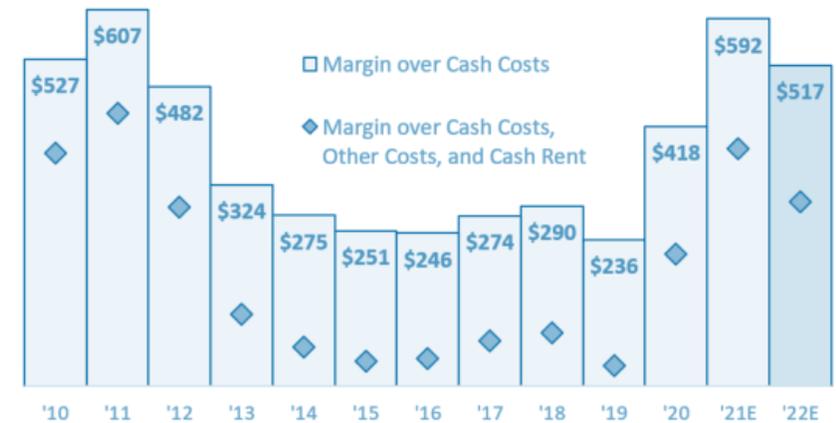
CEO

Affordability concerns? Farm economics still attractive!

Futures, indexed, Bloomberg, as of 4 November 2021



U.S. Corn Farmer Profitability Outlook per acre*



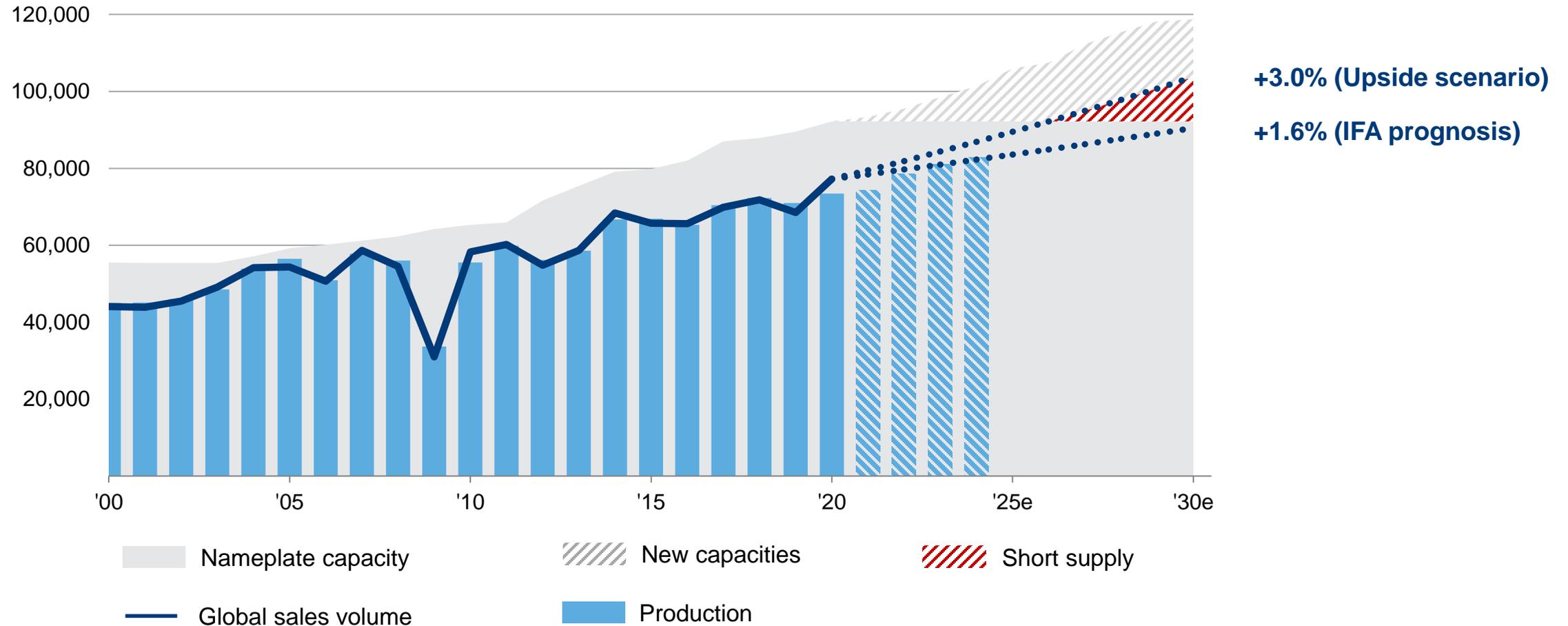
U.S. Soybean Farmer Profitability Outlook per acre*



→ While farmer profitability is expected to decline in 2022 after the post-record level of 2021, mainly due to higher input costs, it should still be at an attractive level compared to recent years.

New potash capacities necessary to meet rising demand

thousand tonnes





What is our ambition?

Our mission statement

WE ENRICH LIFE FOR GENERATIONS

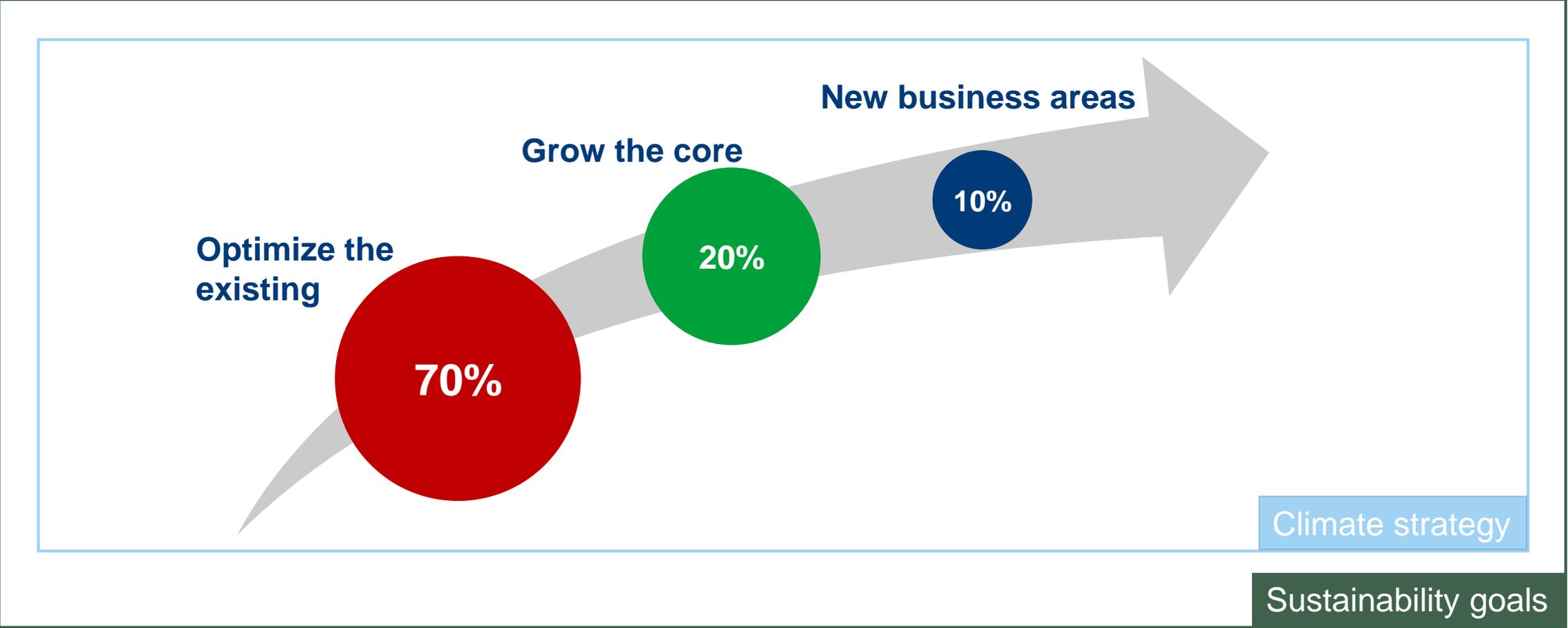
- We ensure nutrition, health, and safety.
- We enable the success of our customers.
- We are pioneers in environmentally friendly and sustainable mining.
- We leverage our unique infrastructure for economic efficiency.
- We act as a partner with our communities.

The K+S core business



- **Potash and magnesium is our core business**
 - K+S as a global supplier of plant nutrients and services in the agricultural sector
- In developing new **business areas**, we focus on the **subsequent leverage of our existing infrastructure**
- The **climate strategy sets the framework** for the development of the existing business and the strategic initiatives

Guiding principles of strategy and management focus



Financial targets



- ROCE > WACC over a cycle of 5 years
- At the same time, an EBITDA margin of more than 20% is targeted over this cycle
- Positive free cash flow from 2023 even in the event of low potash prices

Optimize the existing

Strategic guiding principles



management
focus

The Group and each plant generate positive free cash flow from 2023 onwards even in the event of low potash prices and mild winters

Commodity: Our **Bethune** and **Zielitz sites** are managed according to the strategic principle of cost leadership and produce at continuously decreasing costs per tonne*

Specialties: Portfolio optimization of the **Werra** and **Neuhof** sites with simultaneous **reduction of the ecological footprint**

In **salt**, the focus is on **operational improvements** at the sites

Digitalization and automation along the entire value chain
(mine, factory, sales, supply chain, administration...)

Grow the core

Strategic guiding principles



management
focus

→ **K+S as a global supplier of plant nutrients and services in the agricultural sector**

Complementing our product portfolio with additional nutrients, biostimulants, and water-soluble products (fertigation)

Establishment and expansion of **value-added services** and **digital services** (e.g. agronomic advisory, distribution)

Increase direct presence with **end customers / farmers** in selected markets

Mainly organic growth

New business areas

Strategic guiding principles

10%

management
focus

Establishment and further development of REKS

- Expansion and optimization of existing business underground waste disposal (UTD) / underground waste recovery (UTV)
- Commencement of business operations of tailings pile coverage

Active search for alternative **utilization potentials** for our **infrastructure**
Focus on decarbonization: carbon capturing storage/utilization, storage of renewable energies

Growth primarily through partnerships

REKS: Transforming environmental obligations into an intelligent and solution-oriented business model

- For reasons of water, environmental and nature conservation law, K+S is obliged to keep the impact of its mining activities on nature as low as possible
- Waste management is a growth market, but the disposal options are becoming increasingly scarce
- REMEX has market access to the quantities required for covering tailings piles in Germany

	Wathlingen	Werra	Zielitz
coverage period in years	20	50	> 50
	Hugo	Neuhof-Ellers	Siegfried- Giesen
coverage period in years	25	50	20

Σ >300mt

of material like soil debris, construction waste or slag from waste incineration necessary to cover the tailings piles

Strategic classification of salt business

Global market position of the continuing K+S salt business

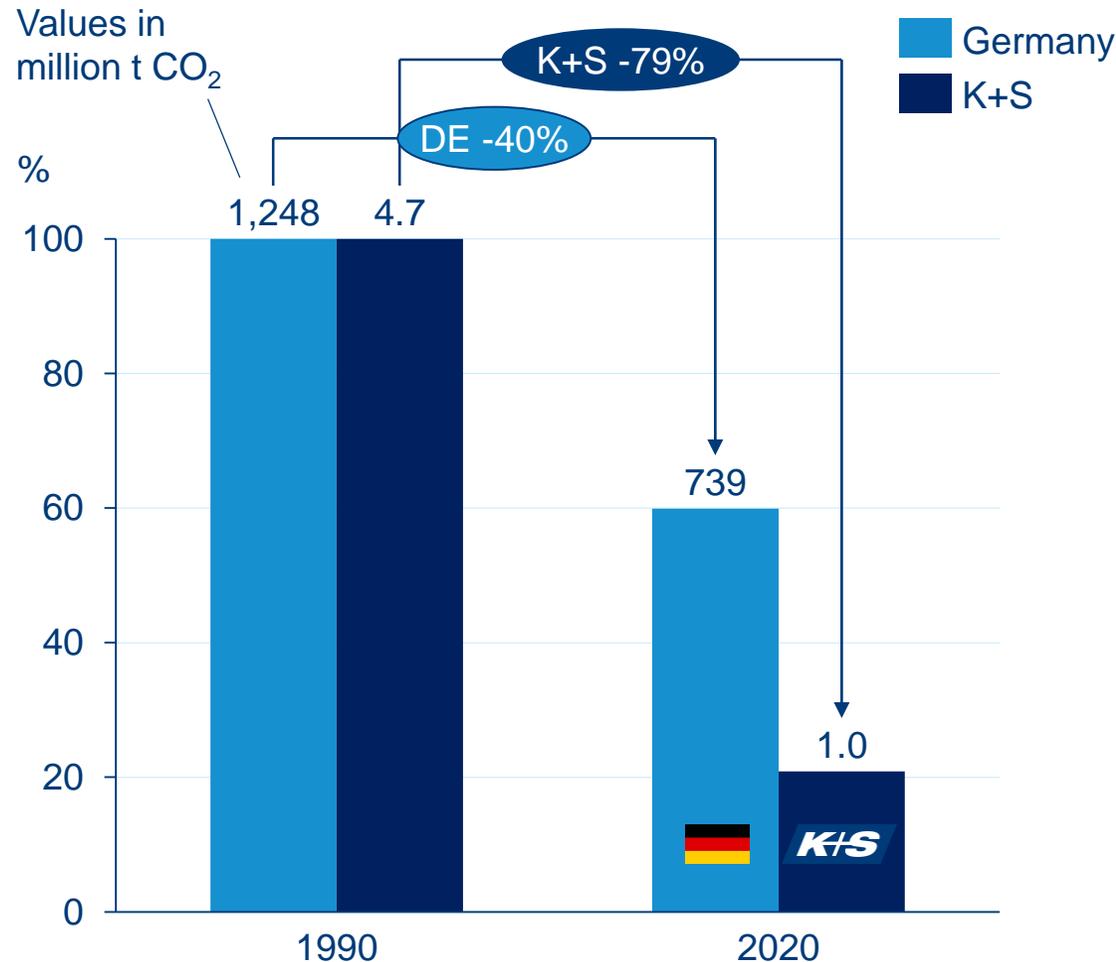
- After sale of OU Americas, reduced global relevance and reach
- Risk of new competitors entering the market (e.g., Ciech, Varnitsa)
- Continued high dependence on de-icing salt business with simultaneous global warming
- Financial and management capacities still scarce:
 - ➔ **Focus on business areas with a better opportunity/risk ratio and greater importance for the overall portfolio**



Salt is no longer a core business: What does that mean?

- Focus on **operational and tactical improvements**, e.g., portfolio, costs, efficiency
- **Major strategic considerations** (market consolidation, opening up new markets, e.g., Asia) are **no longer in focus**

K+S Climate Strategy: 80% reduction of GHG emissions (1990 – 2020) already achieved



By a change of fuels, increase of energy efficiency and closing of sites the GHG emissions at K+S were reduced by nearly 80% between 1990 and 2020.

Germany compared to K+S (German potash production, scope 1)

K+S Climate Strategy



Short-term goal:

Introduction of a “**K+S climate protection fund**” from **2022** to reduce our **CO₂** emissions.

Mid-term goal:

Reduction of our **CO₂** emissions by **10% by 2030** compared to 2020.

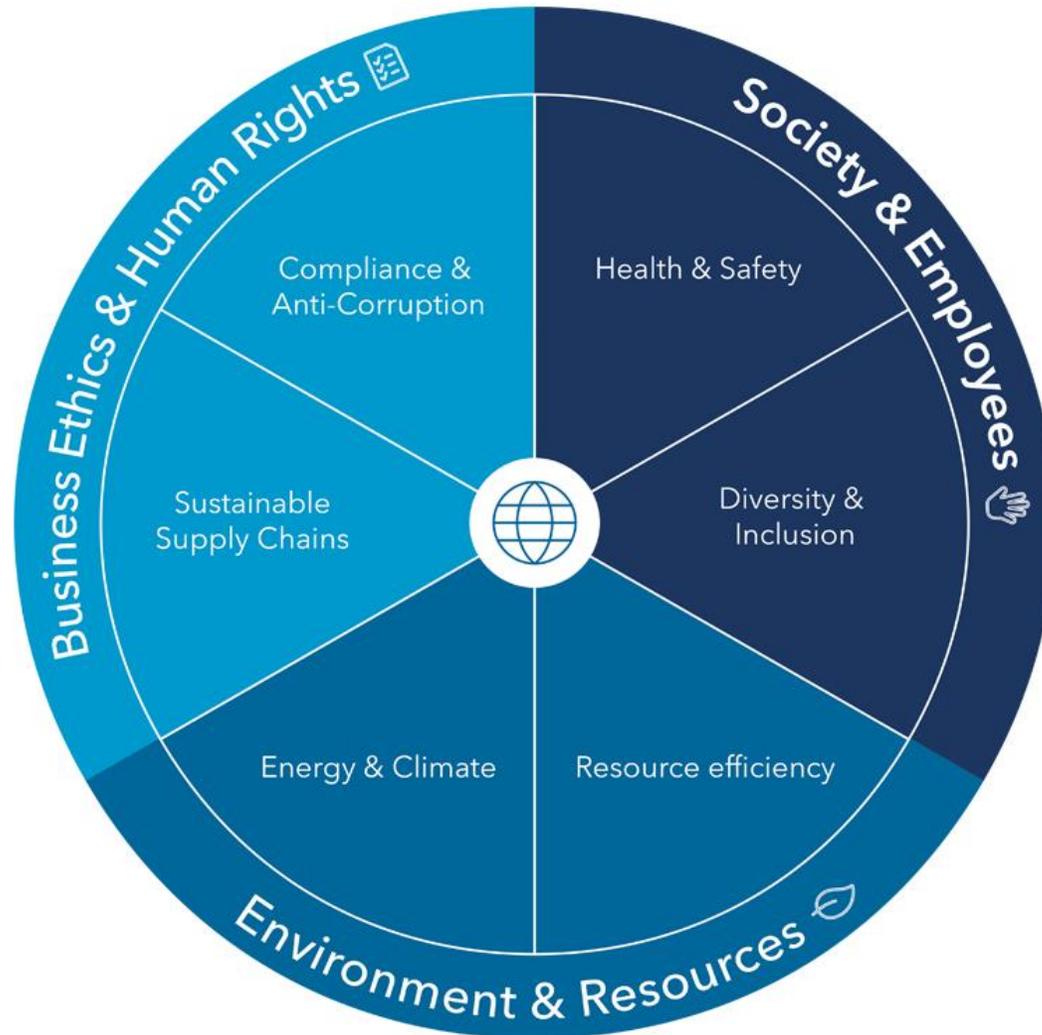
Long-term goal:

K+S supports the goals of the "Paris Agreement": Climate neutrality in 2050 can be achieved with a supportive regulatory framework.

K+S therefore calls for a worldwide **level playing** field (until then carbon leakage protection is required), strong energy **infrastructure**, transitional **funding** and **affordable renewable energies**.

(Note: The Paris Agreement sets out a global framework to avoid dangerous climate change by limiting global warming to well below 2°C and pursuing efforts to limit it to 1.5°C.)

K+S Sustainability (ESG) Goals 2030



Our sustainability goals are compensation-relevant for the Board of Executive Directors and top-level management

Excursus: Permanent storage underground (Springen)

Safe and sustainable use of concentrated saline water

We expect to receive the approval in a timely manner

- ✓ Long-term disposal of liquid residues secured
- ✓ No need for cost-intensive pipeline to the Oberweser or to the North Sea
- ✓ Timely replacement of deep-well injection
- ✓ Further improvement of the water quality of the Werra and Weser rivers
- ✓ Flooding creates a hydrostatic counterpressure that slows down potential subsidence of the ground.



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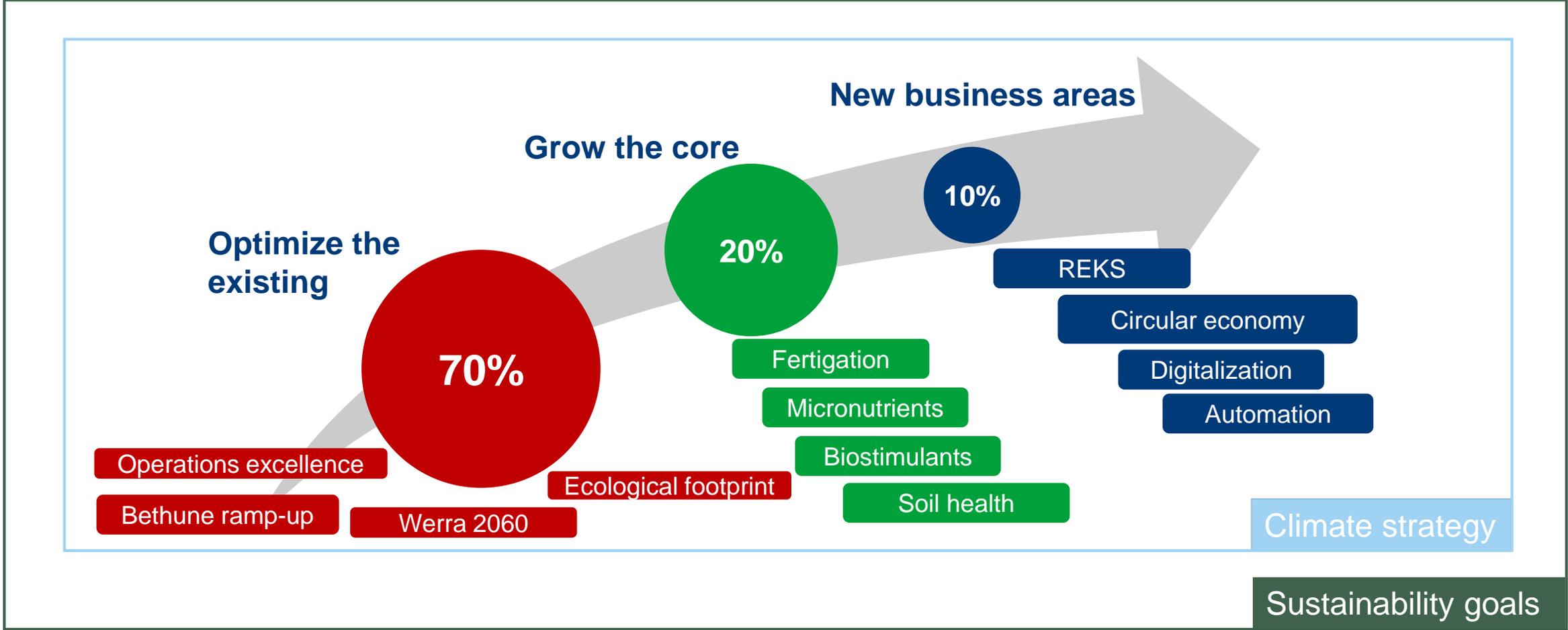
Workshop

**Deep Dive: Optimize the existing and
grow the core**

Holger Riemensperger

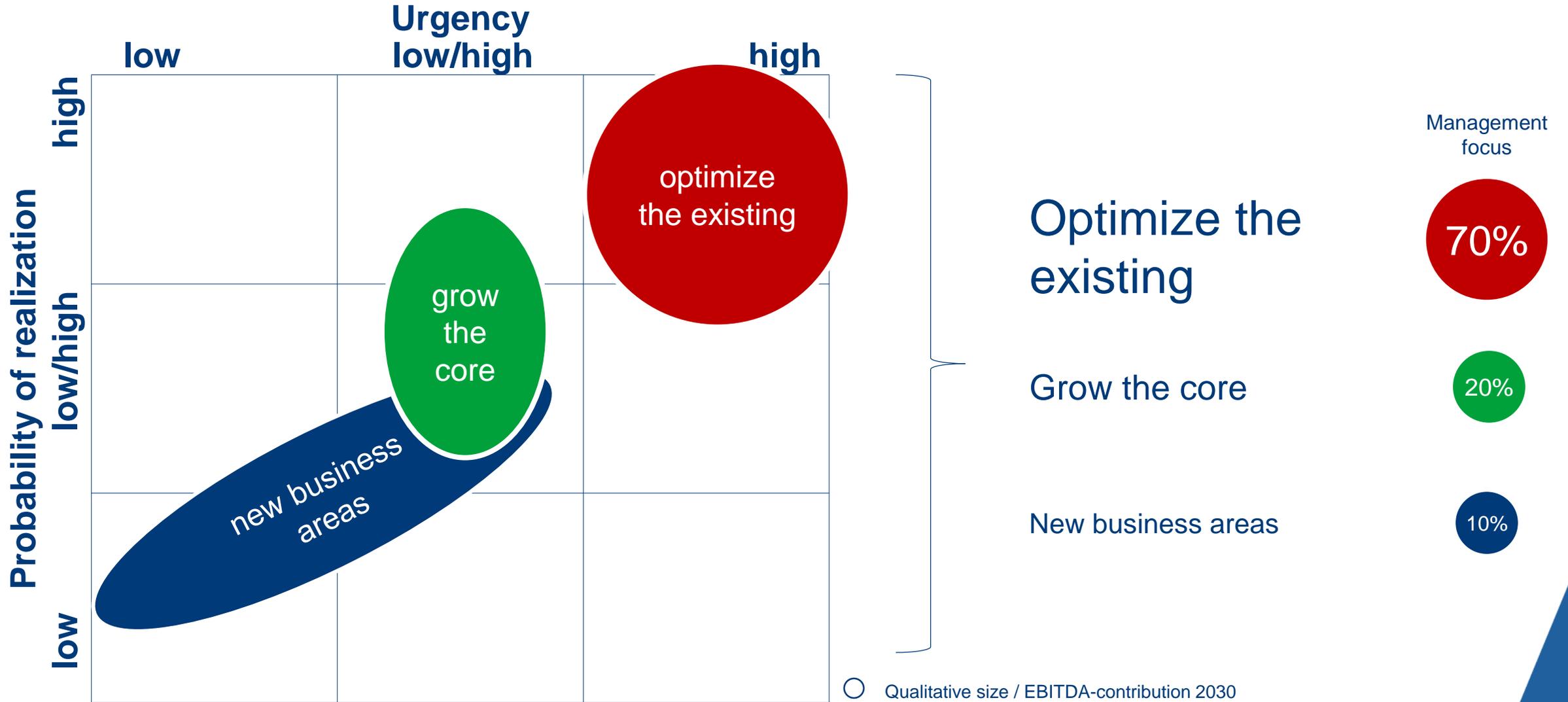
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Guiding principles of strategy and management focus

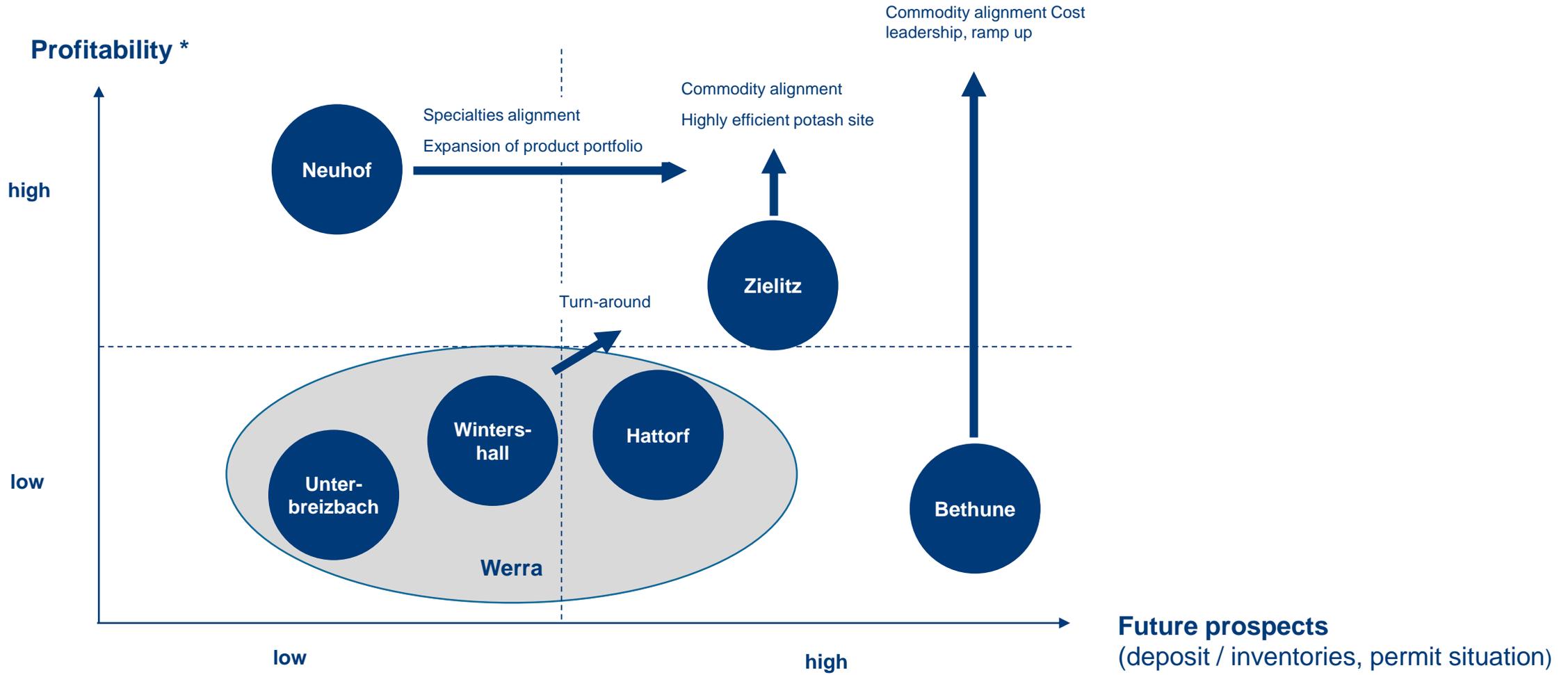


- Financial targets
- ROCE > WACC over a cycle of 5 years
 - At the same time, an EBITDA margin of more than 20% is targeted over this cycle
 - Positive free cash flow from 2023 even in the event of low potash prices

Priority matrix determines management focus



Strategic direction of the potash primary sites



* based on 2020 results

Bethune: Commodity site with cost leadership

70%



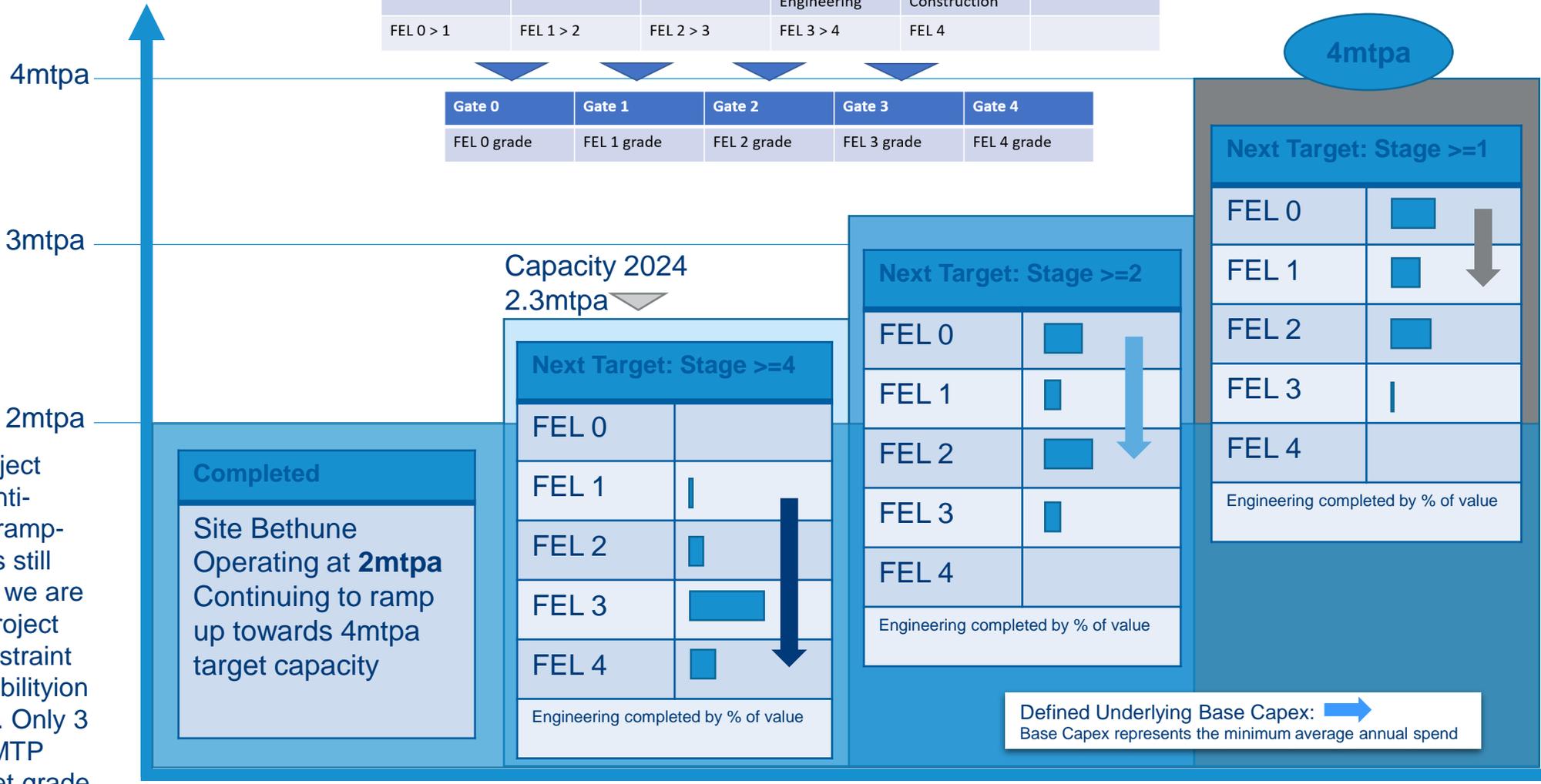
- **Growth on the way to 4mt pa** is achieved through secondary mining & cooling pond technology
- **Improvements in efficiency** through automation, start of secondary mining and reduction of energy input per tonne of end product
 - **Reduction of energy and water consumption** (introduction of technologies with low greenhouse gas emissions).
 - **Increased brine concentration**
 - **Improvement of plant components** in factory and loading operations
 - **Improve plant performance, availability, and capacity utilization (OEE)**
 - **Reduction of costs per cavern**

Bethune

Ramp-up to 4mtpa

Stage 0	Stage 1	Stage 2	Stage 3	Stage 4	Stage 5
Idea	Concept	Basic Design	Detail Engineering	Execution / Construction	Commissioning
FEL 0 > 1	FEL 1 > 2	FEL 2 > 3	FEL 3 > 4	FEL 4	

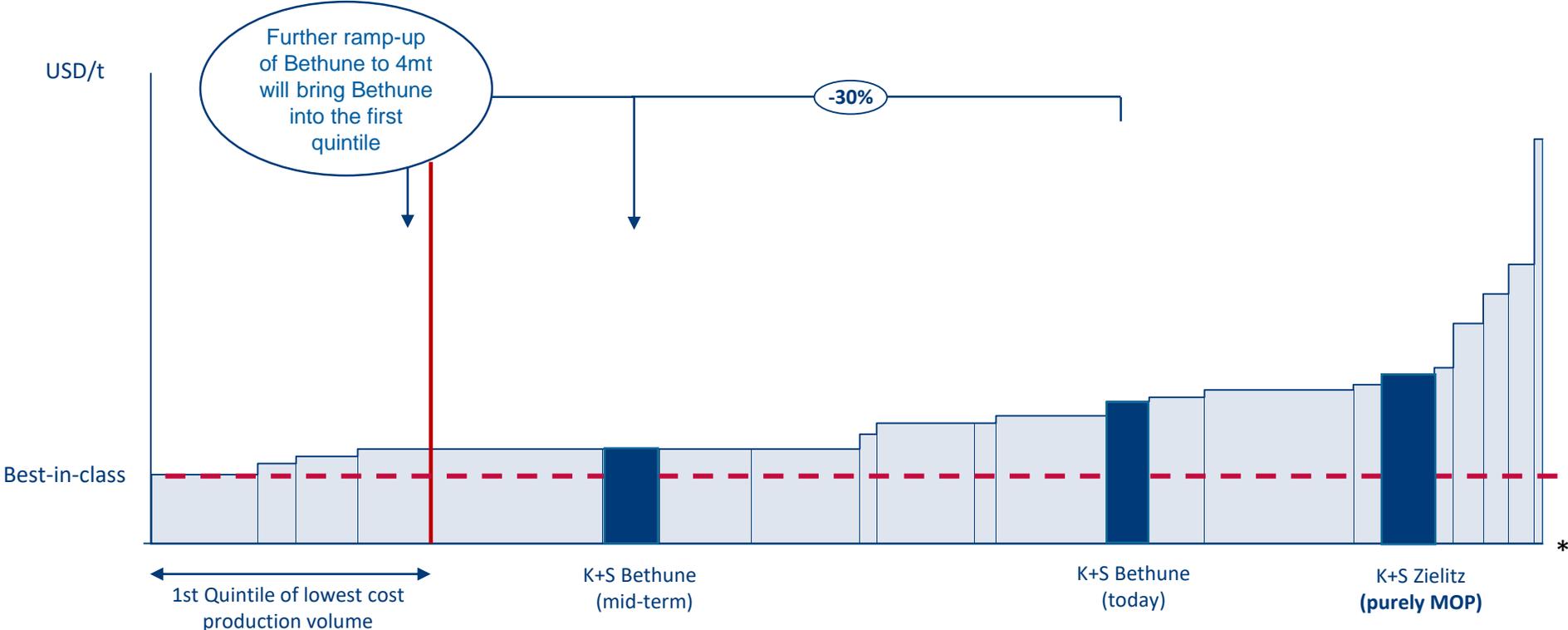
Gate 0	Gate 1	Gate 2	Gate 3	Gate 4
FEL 0 grade	FEL 1 grade	FEL 2 grade	FEL 3 grade	FEL 4 grade



Timing: This project represents a continuous capacity ramp-up. Since K+S is still cash constrained, we are managing the project from a cash constraint budget with flexibility on completion time. Only 3 years forward (MTP cycle) are budget grade

2021

Site costs (FOB) in comparison



Source: CRU Report 2019, K+S

* column width = production capability in million tonnes

Continuous ramp-up of Bethune increasingly improves our cash costs and thus our competitive position

Zielitz:

Clear focus on potash products

70%



- **Focus on innovative strategic future projects and concepts:**
 - **Operations Excellence (cash cost reduction)**
 - **Autonomous mining** and process control systems
 - **Renewable energy**, H₂ and CO₂ infrastructure
- **Expansion of KCl 99** to become the industry leader in this specialty
- **Feasibility studies for expansion into other specialties**, such as pharma KCl, SOP, NOP

Werra:

World's largest potash, magnesium and sulphur specialties plant



1. Optimize portfolio

- Maximize **CMS** (Epsom Salt)
- Increase **granulated products**
- Increase of **SOP** production
- **New specialties**, incl. green fertilizers

2. Future proof

- Increase **extraction rate**
- Reduce **process water**
- Reduce **solid by-products**
- Reduce **energy consumption**
- Reduce **CO₂ emissions**

3. Licence to operate

- Improvement of the **permit situation**
- **Tailings pile coverage**

Neuhof:

Specialties plant for the European market



Increase plant lifetime

1. Efficiency

- Increase **extraction rate**
- Reduction in **chemical consumption**
- Increase **own power generation**
- Reduce **energy usage**

2. Optimize portfolio

- Increase **kieserite production**
- Increase **granulated products**

3. Future proof

- Improvement **CO₂ footprint**
- **Tailings pile coverage**

Centers of excellence for focus topics

	Bethune	Zielitz	Neuhof	Werra
Increase extraction rates			X	
Autonomous mining		X		
Process automation	X			
Energy efficiency and CO ₂ footprint reduction	X			
New business models e.g., CO ₂ , H ₂ , energy		X		

Optimization of K+S salt sites

Generally

- **Focus on cost optimization; manage capex at base level; maintenance and operational improvement measures with ROI \leq 3 years**

Shaping concepts for commodity vs. specialty sites

- Concentration of de-icing salt volumes at low-cost sites
- Optimization logistic concept including reduction of warehouses/network
- Focus on industrial salt at Frisia Zout

Ashburton:

- K+S Salt Australia is currently working on the final feasibility study for the project. The report should be available shortly.
- We also expect the environmental and mining permits for the project by the end of this year.
- Consensus estimates that the potential annual salt production of the Ashburton project would be around 4.5mt p.a. with USD 400mn project costs to complete.
- After having the permits and results of the feasibility study, management will decide according to the strategic classification of the salt business: invest or sell the project at a premium.

Operations Excellence at K+S: Sales, Marketing and Supply Chain

Digitalization throughout the value chain

Application and use of cloud data and AI-based algorithms

- Improve net backs (e.g. pricing, product allocation)
- Production planning (margin optimized production portfolio)
- Sales and service Platforms for agriculture (e.g. roll out MY K+S)

Product Offering and Portfolio

Portfolio expansion with higher value specialities for both Agriculture and Industry

- Grow industrial potash, e.g. KCl 99, Epsom salt, Pharma KCl
- Value-adding product variations based on the existing portfolio, e.g. green potash, improved applicability, water-soluble fertilizers, value-adding blends

Regional Expansion

Establish local sales offices in selected regions, increased grass root activities, agronomical services

- Getting closer to the customer in selected markets

Supply Chain Excellence

Efficiency gains in supply chain and logistics

- Optimization of our logistics and supply chain network, e.g. warehouse optimization
- Working capital improvements through planning and supply chain optimization

Share of additional EBITDA contribution by 2023



Grow the core: We enable farmers to achieve higher economic success

20%

Portfolio expansion:

- Fertigation
- Micronutrients
- Biostimulants
- Soil health concepts
- Further portfolio complements



Customer

Digital distribution

- Agronomical services
- Digital distributions channels (e. g. webshops)
- New digital business models
- Direct farmer access



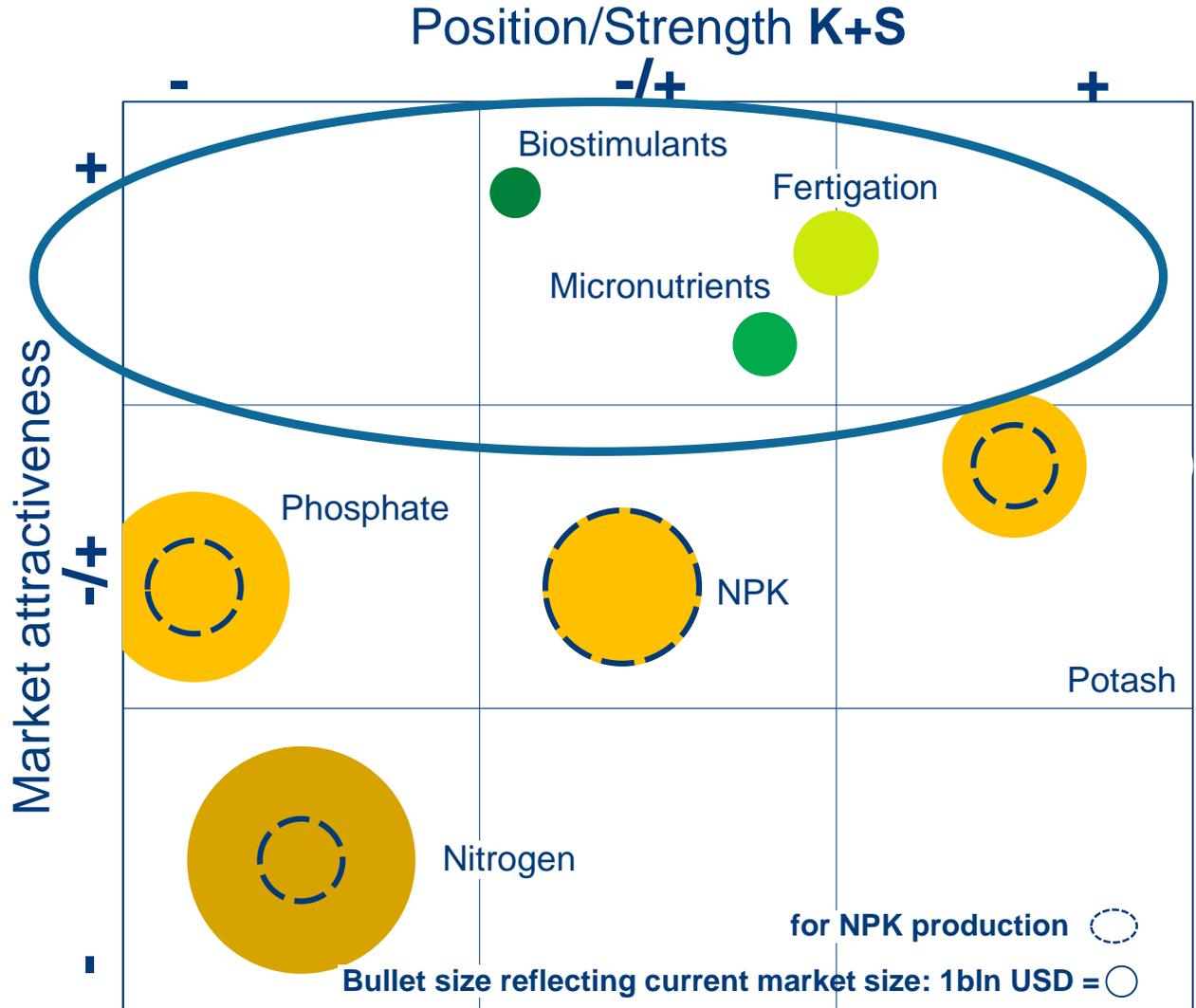
Logistical access

- Circular economy
- Last mile distribution



Targeted product portfolio

20%



1. Micronutrients

- Close to the core of our current products, some of which already have a position on the market
- Synergetic effects with macronutrients to enhance plant growth/yield

2. Biostimulants

- Symbiotic effects to increase plant resilience towards abiotic stress

3. Fertigation

- Increasing water scarcity and technological advancing towards precision farming require water soluble fertilizer concepts

4. Other inputs

- Trading business in selected markets, complementing portfolio

1% 5% 10%

CAGR

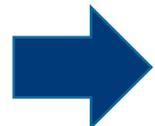
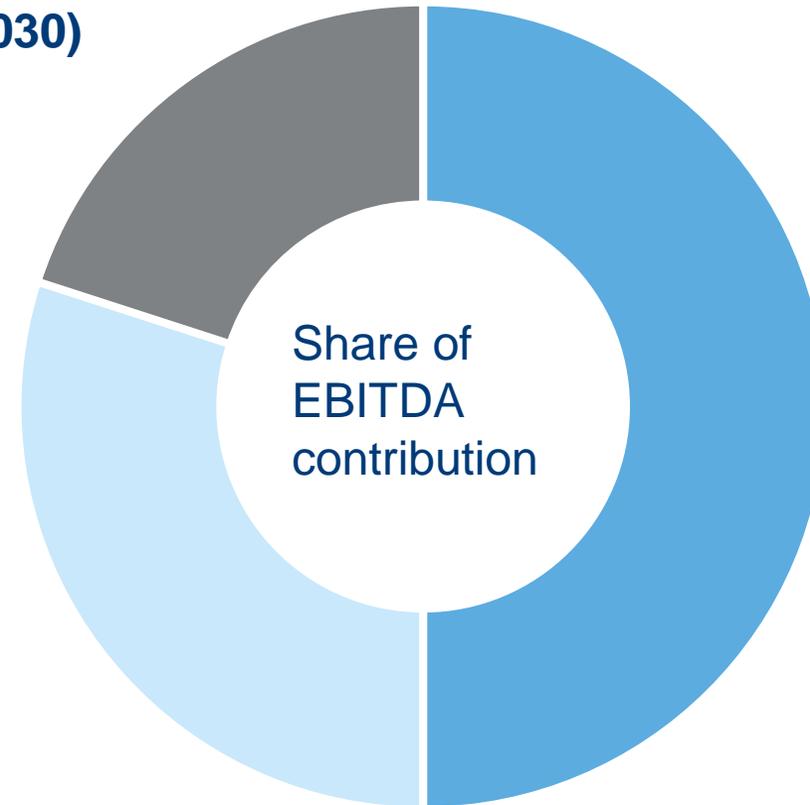
Grow the core: Contribution of the product groups

20%



Product groups (top line potential by 2030)

- Fertigation (>€ 200 million)
- Micronutrients (>€ 200 million)
- Biostimulants (>€ 50 million)



Half of the potential can be realized by 2025
Further inorganic growth potential, if financial situation is adequate

Clear prioritization of the regions

Priority 1

Europe (Western + Eastern), **B**razil

- **E**urope is our home market
The challenges of the future are to be solved here first due to high regulatory pressure
- **B**razil as a global agri-powerhouse and core market

Priority 2

China, **I**ndia, **M**iddle East, **S**ub-Saharan/Africa

- Although **C**hina has the highest growth assumptions, it is highly competitive and thus less attractive
- **I**ndia is one of the agricultural markets of the future, but still in early stages of its development
- **M**iddle East, Turkey and Levant as a follow-up market to Europe
- **S**ub-Saharan / Africa with high future prospects, but after 2030

Subsequent leverage of existing assets and development of new business areas



Renewable and green energy:

- Increasing use of renewable energy (wind, solar) for our facilities
- Use of available land on our sites
- Exploration of production and use of green hydrogen



Carbon dioxide (CO₂):

- CCS: underground storage (solid and gaseous)
- CCU: utilization for the production of biomass or as a raw material for base chemicals



Waste management & circular economy

- Underground re-utilisation, underground storage
- Extraction of valuable minerals from waste streams (e.g. magnesia)



Post-mining use of our mines

- Exploration of alternative use for agriculture or as production area for biotechnology



Q&A of both workshops

K+S



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Workshop
Q3/21, Outlook &
Strategic Financial Targets

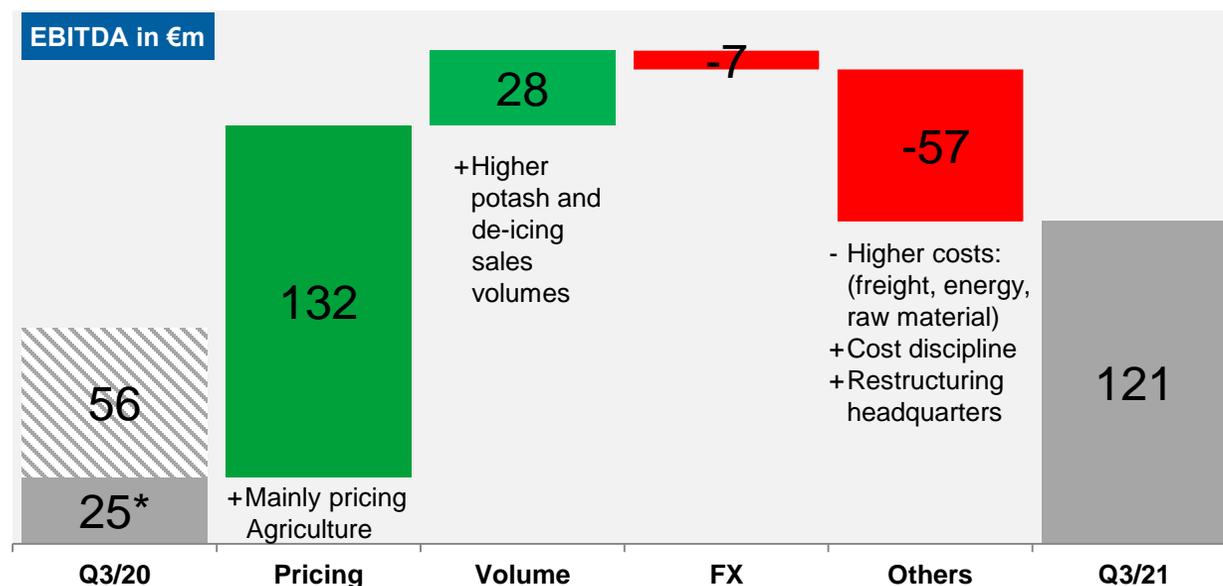
Thorsten Boeckers

CFO

Q3/21 EBITDA more than quadrupled YoY

Highlights

- Q3/21 **EBITDA** increased to €121m (Q3/20: €25m, excluding positive non-cash, one-off effect of € 56 million)
- COVID-19**: Minor efficiency losses on the previous year's Q3 level
- Adj. net profit** positive at €1,285m (Q3/20: €-1,757m); thereof €1,420m (Q3/20: €-1,792m) related to value fluctuations in PPE



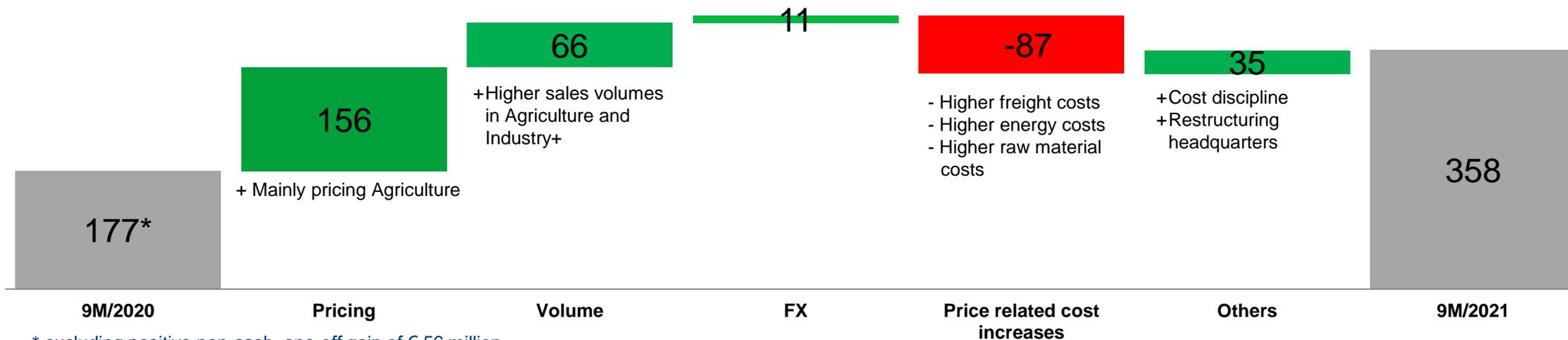
Financials (continuing operations)

€ million	Q3/2020	Q3/2021	%
Revenues	566	746	+32
<i>t/o Agriculture</i>	373	529	+42
<i>t/o Industry+</i>	193	217	+12
D&A	87	74	-15
EBITDA	25*	121	+384
Adj. net profit	-1,757	1,285	-
<i>t/o reversal of impairment losses on assets</i>	-1,792	1,420	-
Adj. EPS (€)	-9.18	6.71	-
<i>t/o reversal of impairment losses on assets</i>	-9.35	7.42	-
Operating cash flow	58	14	-24
Adj. FCF	-42	-69	-64
Capex	114	88	-23
NFD/EBITDA (LTM)*	5.7x	2.0x	-

* excluding positive non-cash, one-off gain of €56 million

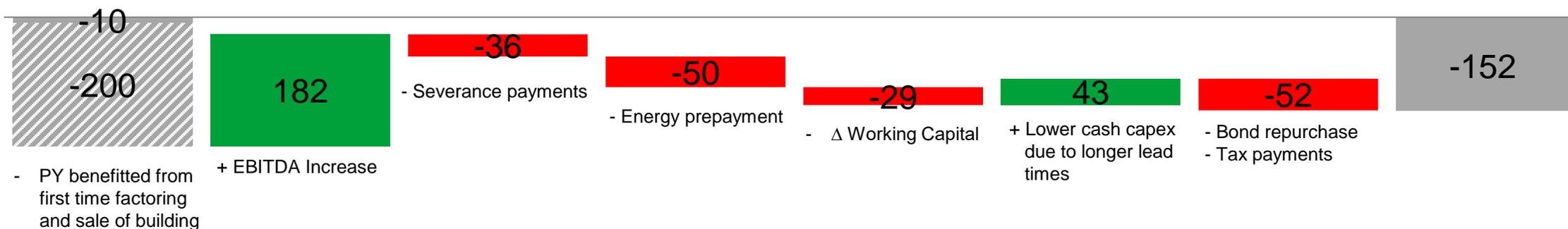
9M/2021 Bridges

EBITDA in €m

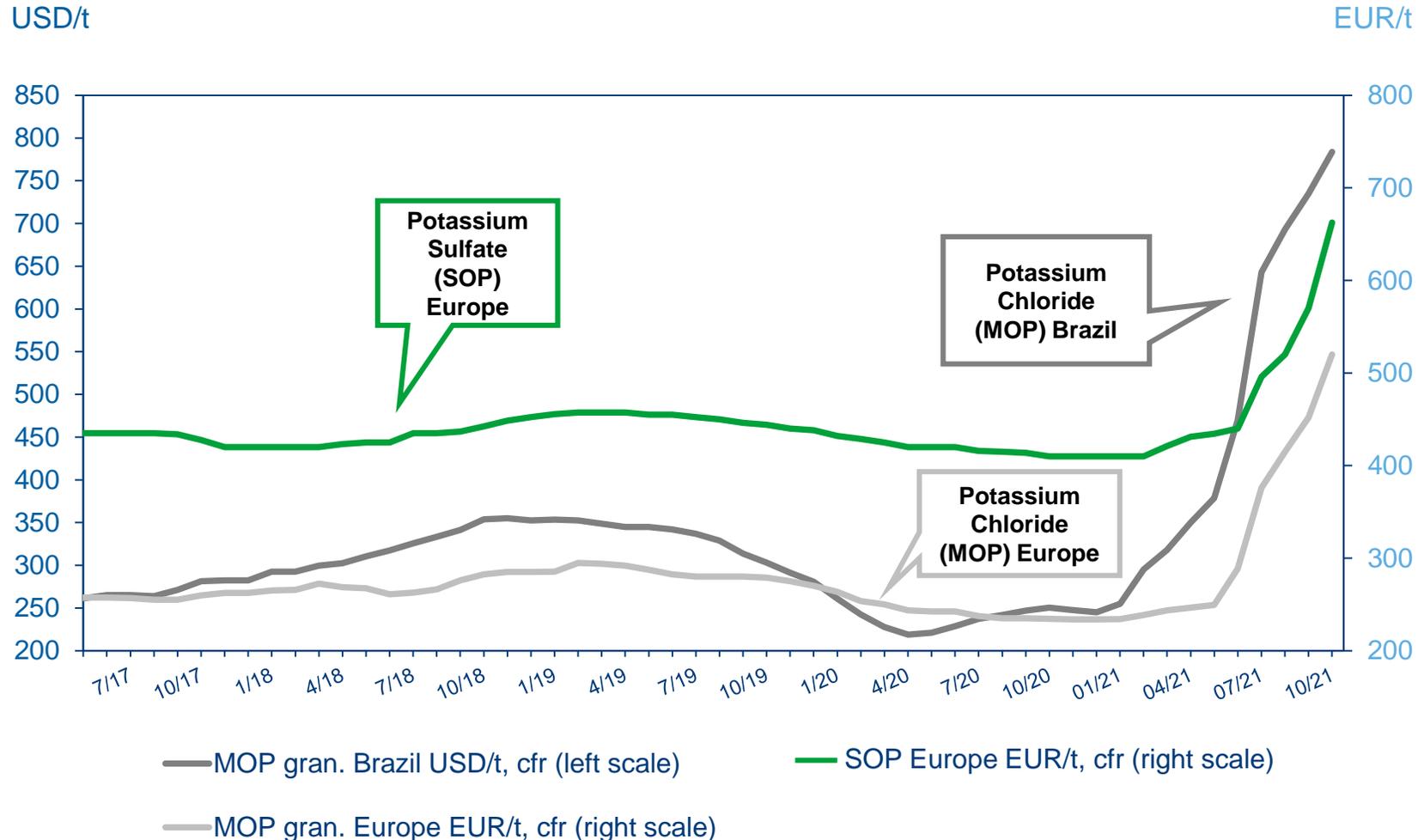


* excluding positive non-cash, one-off gain of € 56 million

Cash flow in €m



Agriculture customer segment in Q3/21



Q3/2021

- Price hike in Brazil continued on the back of very strong demand
- Concerns about supply due to US sanctions against Belarus
- Positively influenced European and specialty market

Outlook 2021

- World potash sales incl. 5 mt specialties meanwhile expected slightly above last year's record level (2020: about 76 mt), further growth limited by supply
- FY ASP expected tangibly higher than 9M/21

Source: FMB Argus Potash

Q3 trading update: Industry+



De-icing salt business

- Strong performance in Q3
- Good early-fills business



Pharmaceutical industry

- Increase after COVID-19-related declines in previous year



Food service

- Still burdened by COVID-19-effects



Chemical industry

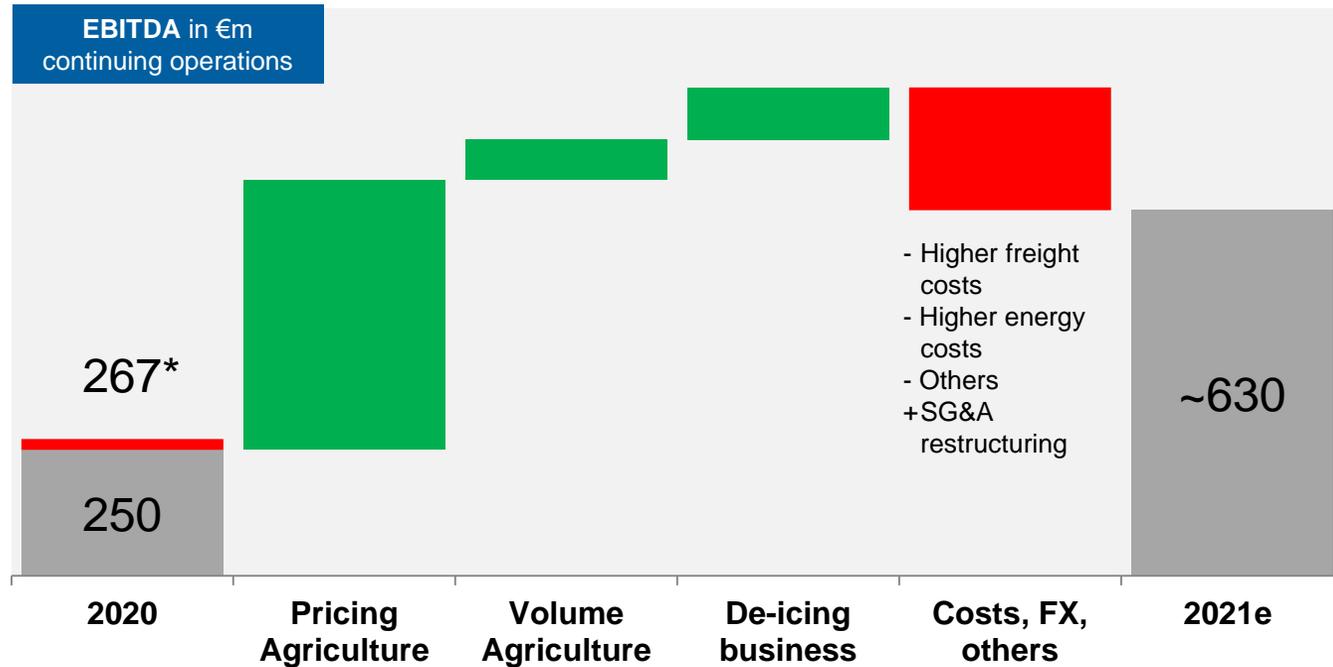
- Increase after COVID-19-related declines in previous year, higher prices for industrial potash



Consumer products

- Normalization after strong prior quarter benefitting from increased home consumption

2021 EBITDA outlook raised to €630 million



- Significantly higher average price in Agriculture product portfolio
- Sales volume in the Agriculture customer segment expected to be >7.5 million tonnes (2020: 7.3 million tonnes)
- Sales volumes in de-icing salt business: >2.6 million tonnes expected (2020: 0.9 million tonnes; normal year: 2-2.5 million tonnes)

FCF including cash-in from sale of the OU Americas expected significantly above €2 billion; excluding this, FCF now expected neutral in 2021 (2020: €-109.9 million)

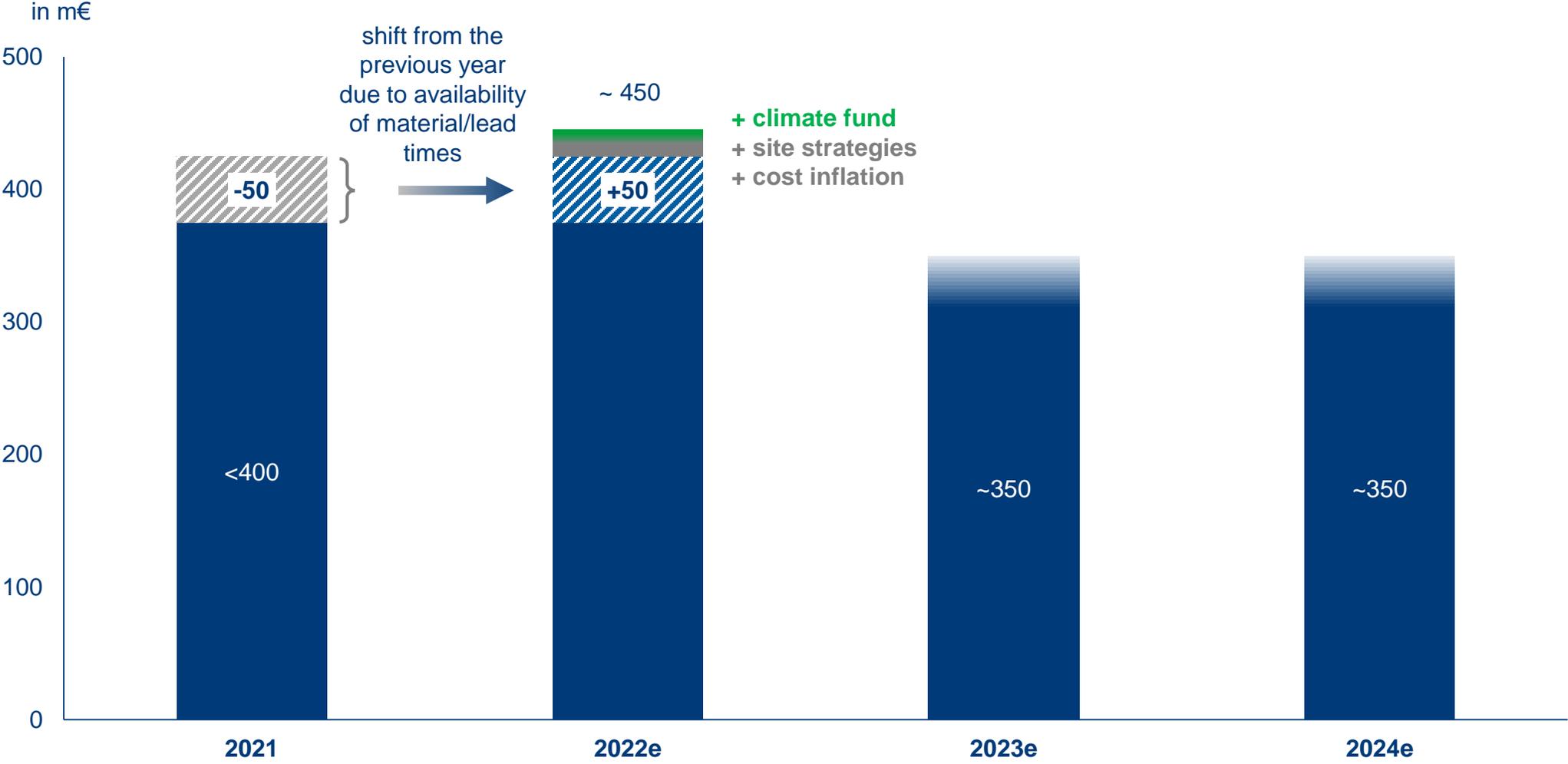
Sneak preview 2022

- **EBITDA of €1 billion* in reach**
- **Significantly positive FCF**

Cost inflation included:

- freight rates, especially containers
- gas prices/energy costs
- price of raw materials, e.g. for pallets, packaging or maintenance material, also influencing capex
- personnel costs

Capex in upcoming years



Strategic financial targets



1. ROCE

above cost of capital through the cycle
(WACC 2020: 9.4%)

2. EBITDA margin

at minimum 20% through the cycle

3. Free cash flow

positive free cash flow even with temporarily low potash prices and green winters as of 2023

Key figures through cycles in the past:

Ø ROCE (%)	18.5	27.4	20.1	9.4	2.7
Ø WACC (%)	6.5	10.1	8.5	8.3	8.7
Δ ROCE-WACC	12.0	17.3	11.6	1.1	-6.0
Ø EBITDA margin (%)	13.6	18.6	26.0	21.2	14.7
Ø FCF adj. (million €)	-51	231	155	-573	-125

Base for the financial targets is a solid balance sheet / solid leverage ratio

Our new dividend policy

Current situation:

- Still high environmental expenditures
- K+S still in restructuring phase

Considerations:

- Shareholders should participate in K+S's success through attractive dividend
- Strategic measures aimed at increasing total shareholder return
- The dividend policy is intended to:
 - ... provide continuity for shareholders
 - ... be easy to understand and clearly communicable
 - ... adequately signal and take into account the future years of ongoing restructuring
 - ... demonstrate a disciplined capital deployment policy

**Discretionary
premium**
upon balance
sheet structure,
outlook etc.

**Base
dividend:**
0.15 € / share

Targeted leverage ratio and rating

- Internal KPI: Net financial debt/EBITDA
 - S&P and others including provisions, for example
- Ability to refinance on the capital market is strongly influenced by external ratings
- Leverage should be maintained over the cycle, also in phases of lower EBITDA and cash flows
 - *Especially the last 15 years have produced two crises in which financing for non-IG companies was temporarily impossible: financial crisis + Corona*
- Temporary deviation from the target corridor is possible, but a strict plan for the return is necessary

	Moody's	S&P's	Risikogarantie
Investment Grade	Aaa	AAA	Höchste Bonität, geringstes Ausfallrisiko
	Aa1 Aa2 Aa3	AA+ AA AA-	Höchste Bonität, kaum höheres Risiko
	A1 A2 A3	A+ A A-	Überdurchschnittliche Bonität, etwas höheres Risiko
	Baa1 Baa2 Baa3	BBB+ BBB BBB-	Mittlere Bonität, stärkere Anfälligkeit bei negativen Entwicklungen im Unternehmensumfeld
Speculative Grade	Ba1 Ba2 Ba3	BB+ BB BB-	Spekulativ, Zins- und Tilgungsrückzahlungen bei negativen Entwicklungen gefährdet
	B1 B2 B3	B+ B B-	Geringe Bonität, relativ hohes Ausfallrisiko
	Caa Ca C	CCC CC C	Geringste Bonität, höchstes Ausfallrisiko
		D	Schuldner bereits in Zahlungsverzug oder Insolvenz

Target rating:
low investment
grade

Q&A

K+S



November 11, 2021

K+S Aktiengesellschaft

Capital Markets Day 2021

Workshop

K+S Climate Strategy

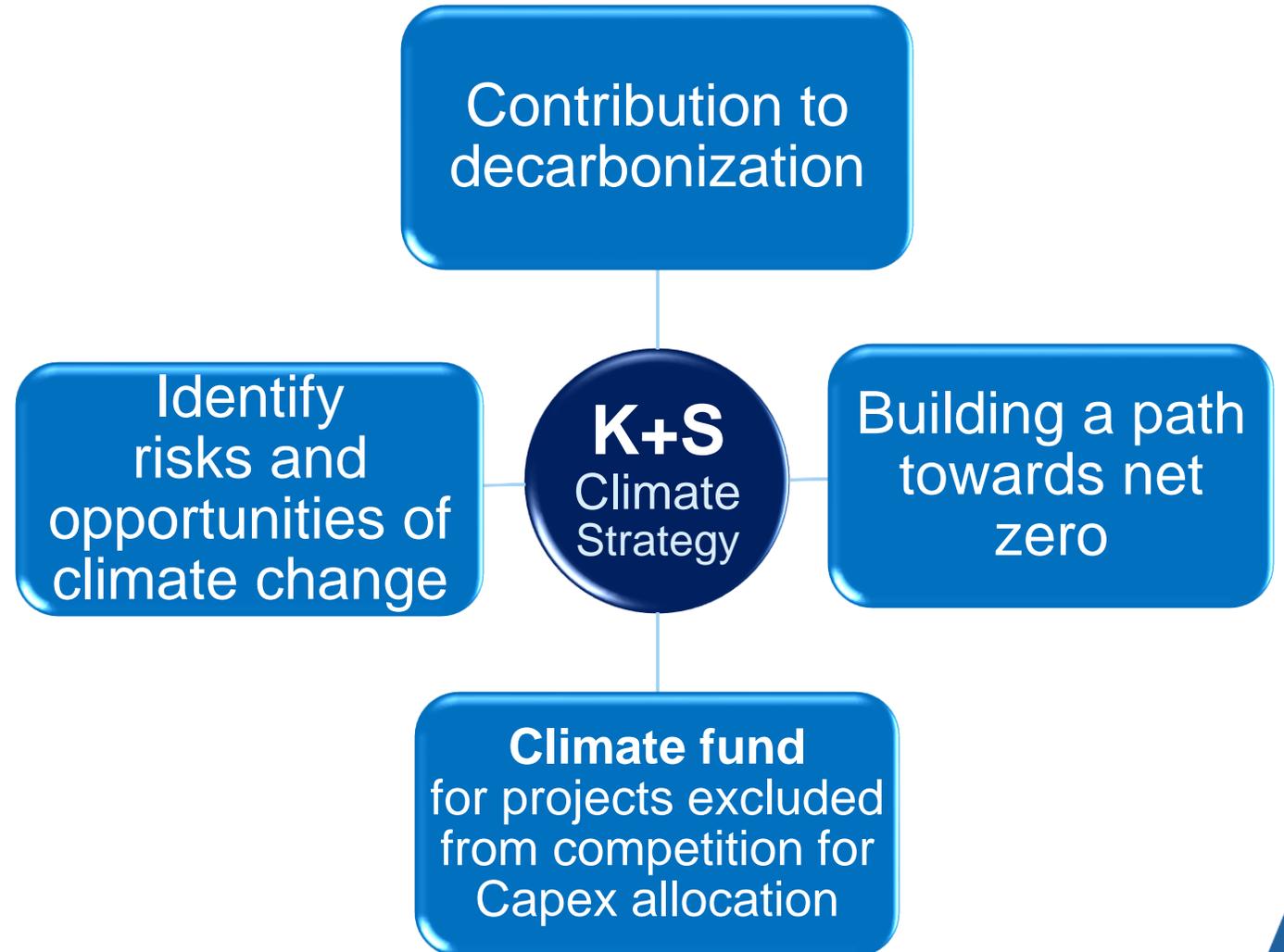
Markus Midden

Head of Technology & Energy

Evolverment and composition of the K+S Climate Strategy

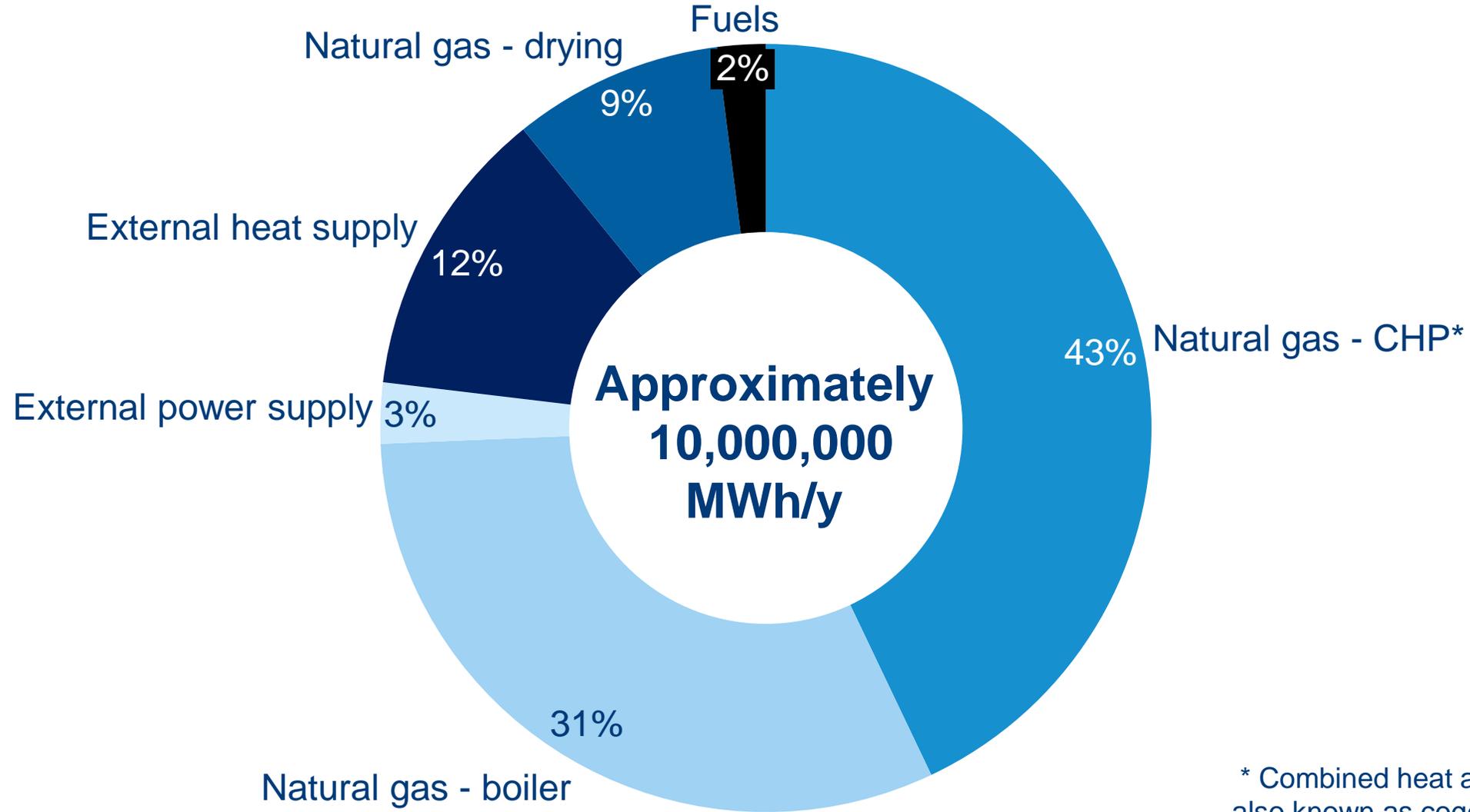
Agenda:

1. Energy mix: Status quo
2. 2020 Climate Study
3. Decarbonization measures
4. Climate strategy until 2050





Global energy mix K+S



* Combined heat and power, also known as cogeneration

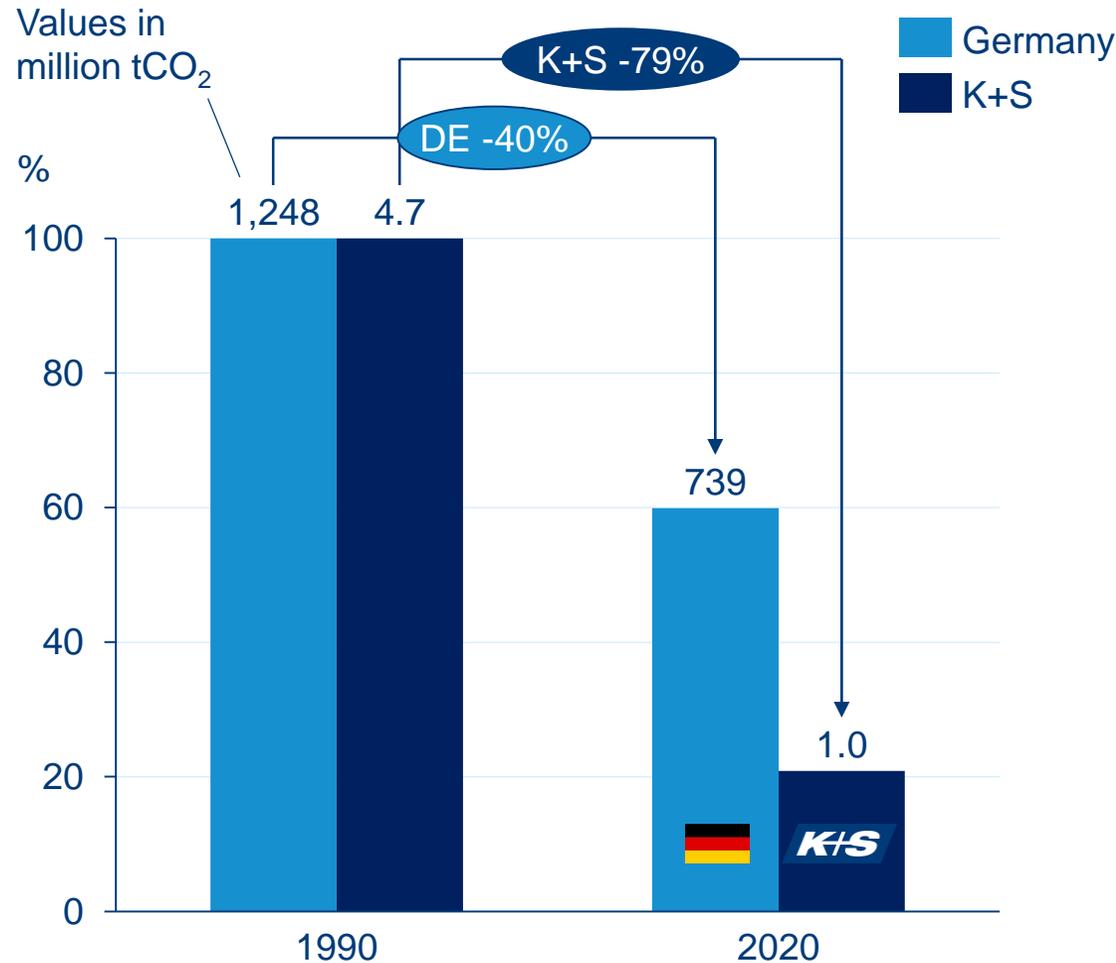


Energy price assumptions for Germany:

	Short-term	Mid-term	Long-term
Natural gas	 Normalization expected, mitigated by hedging	 Partially mitigated by hedging	
External power		 Energy system transformation*	 Carbon Contracts for Difference*
CO ₂ prices	 Mitigated by hedging	 Partially mitigated by hedging	

* Preconditions needed for net zero

80% reduction of GHG emissions (1990 – 2020) already achieved

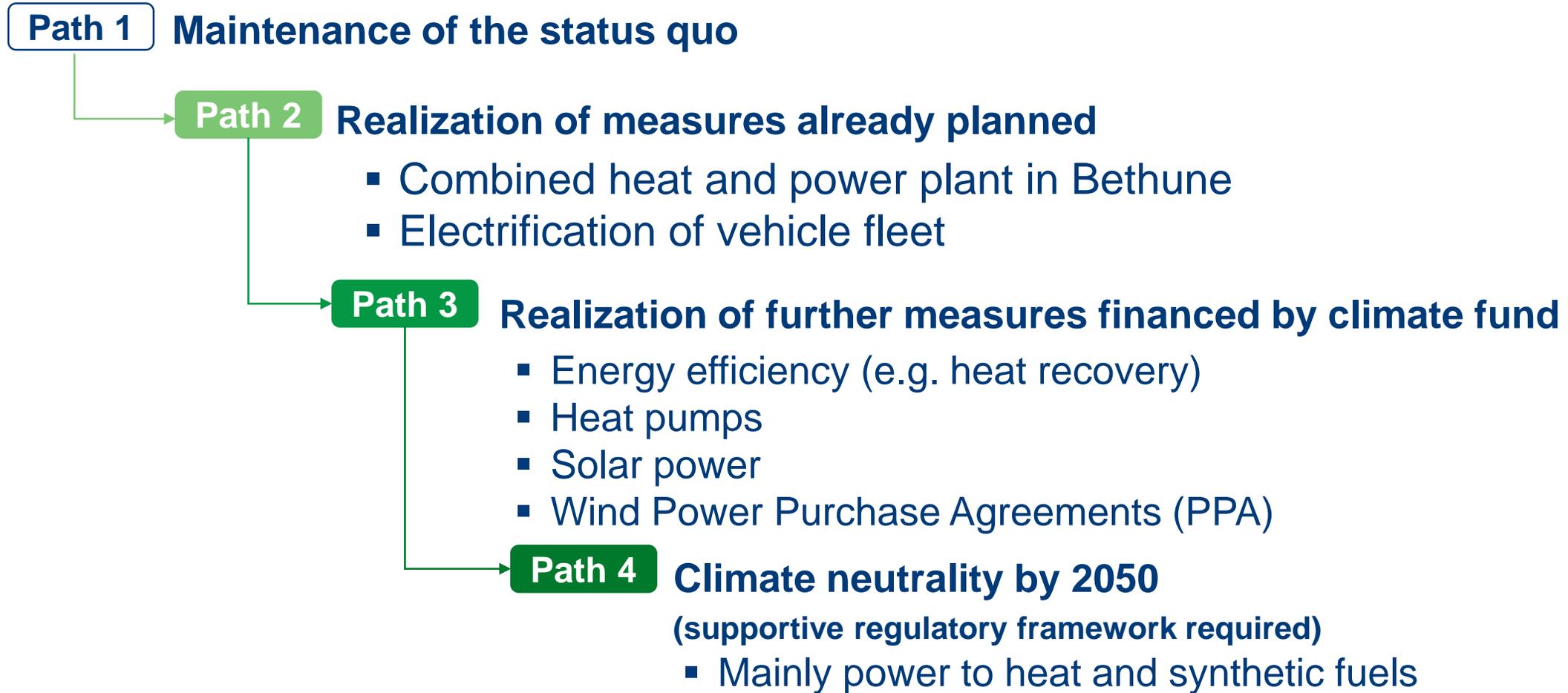


By a change of fuels, increase of energy efficiency and closing of sites the GHG emissions at K+S were reduced by nearly 80% between 1990 and 2020.

Germany compared to K+S (German potash production, scope 1)

K+S Climate Strategy framework

Development of four GHG paths (scope 1+2) until 2050

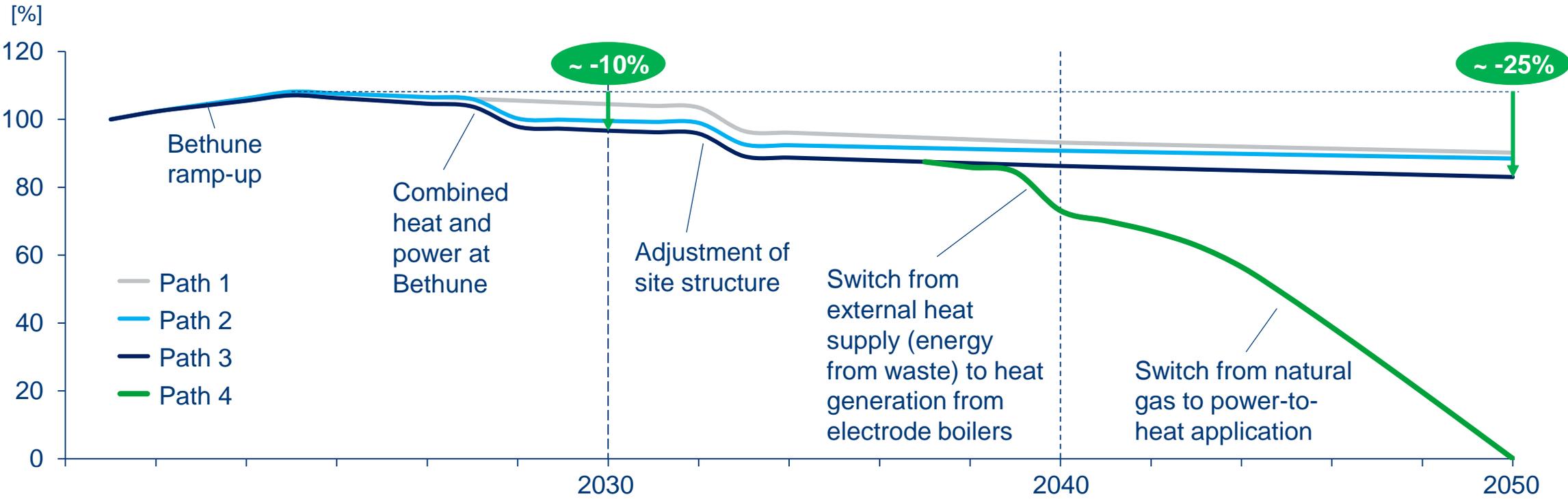


2021

2050



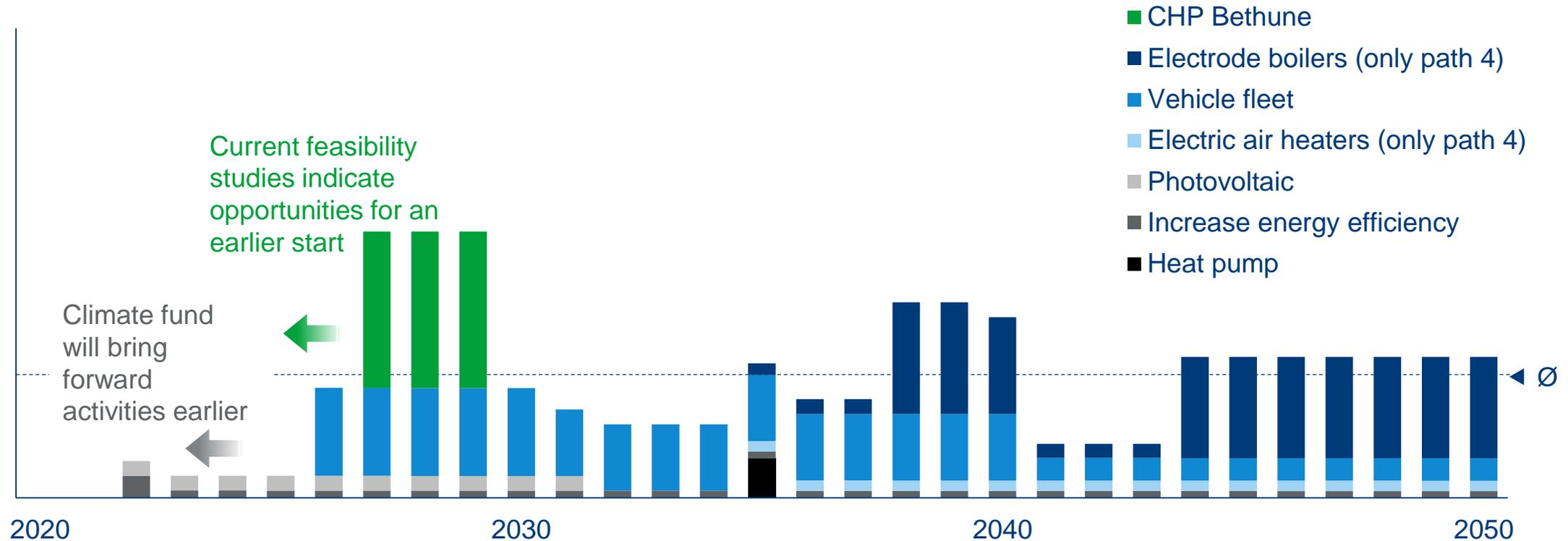
K+S Group: GHG reduction paths 1-4 (scope 1+2)



Statement:

- Choosing path 3 leads to reduction of GHG emissions of approximately 25% from 2020 to 2050.
- Switching to path 4 in the last decade is technically feasible.

Capex costs path 3 and path 4*

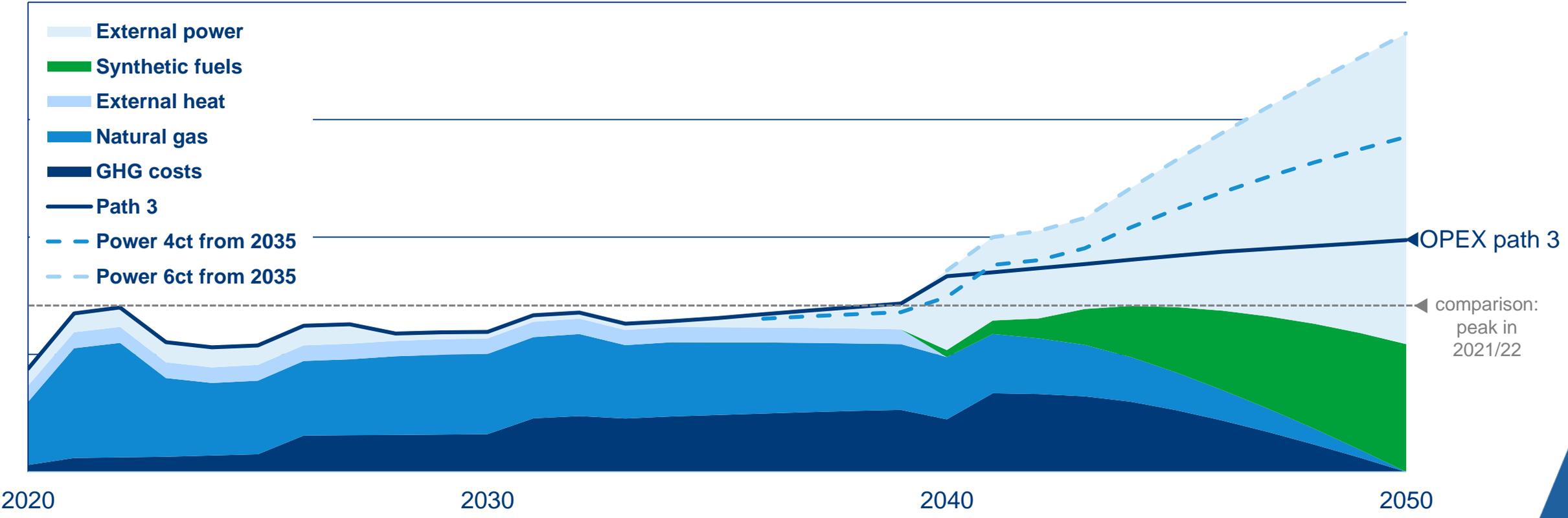


Statement:

Capex for carbon neutrality will only amount to less than € 20 million p.a. over time.



OPEX path 4: How much will it cost?*



Statement:

- Costs for energy in path 3 can be handled over the time horizon
- Expectation of economically reasonable prices for renewable energy for path 4

* Not adjusted for general cost inflation

What will bring us to path 4?

- **We not only have ideas but also specific technologies to achieve climate neutrality**
- **Openness to technology can offer opportunities not only for emissions reductions but also for new business areas**
 - Carbon Capture Storage (CCS)
 - Carbon Capture Utilization (CCU)
- **Growth of infrastructure and renewables at economically reasonable prices can enhance the speed to achieve climate neutrality even earlier**
- **Carbon leakage protection is further necessary for energy-intensive industries**



Summary K+S Climate Strategy

Short-term commitment:

Introduction of a “**K+S climate protection fund**” from **2022** to reduce our **CO₂** emissions.

Mid-term commitment:

Reduction of our **CO₂** emissions by **10%** by **2030** compared to 2020

Long-term commitment:

We support the goals of the “**Paris Agreement**”: **Climate neutrality in 2050** can be technically achieved with a supportive regulatory framework. If current framework prevails, a **reduction of 25% is economically feasible** until 2050.

(Note: The Paris Agreement sets out a global framework to avoid dangerous climate change by limiting global warming to well below 2°C and pursuing efforts to limit it to 1.5°C.)

Q&A

K+S