



September 2026

# K+S Aktiengesellschaft

## Capital Market Conferences

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August 12, 2026

**K+S**

# H1/2026 Results

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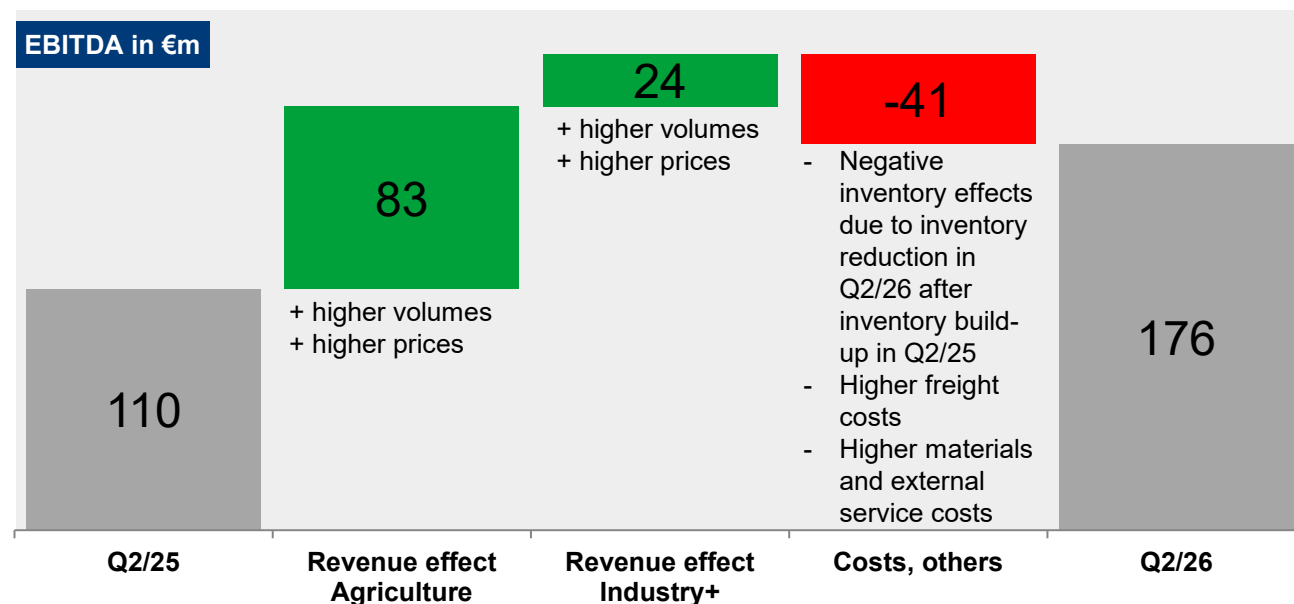
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# Highlights Q2/26

## Highlights

- Q2/26 **EBITDA** at **€176 million** (Q2/25: €110 million)
- Agriculture sales volumes** (excl. trade goods) at **1.90 million tonnes** (Q2/25: 1.74 million tonnes); **ASP** (excl. trade goods) at **€343/t**
- Q2/26 **adj. FCF** at **€+14 million** (Q2/25: €-8 million)



## Financials

| € million                                                   | Q2/25 | Q2/26 | %   |
|-------------------------------------------------------------|-------|-------|-----|
| Revenues                                                    | 871   | 978   | +12 |
| <i>t/o Agriculture</i>                                      | 618   | 700   | +13 |
| <i>t/o Industry+</i>                                        | 254   | 278   | +9  |
| EBITDA                                                      | 110   | 176   | +60 |
| Depreciation                                                | 125   | 98    | -22 |
| Adj. net profit (excluding extraordinary impairment effect) | -18   | 37    | -   |
| Adj. EPS (€) (excluding extraordinary impairment effect)    | -0.10 | 0.21  | -   |
| ROCE (LTM; %) (excluding extraordinary impairment effect)   | 0.0   | 4.4   | -   |
| Operating cash flow                                         | 103   | 117   | +14 |
| Adj. FCF                                                    | -8    | 14    | -   |
| Capex                                                       | 128   | 125   | -2  |

# ASP development in the Agriculture customer segment

|                            |                                       | 2024           | Q1/25        | Q2/25        | Q3/25        | Q4/25        | 2025           | Q1/26        | Q2/26        |
|----------------------------|---------------------------------------|----------------|--------------|--------------|--------------|--------------|----------------|--------------|--------------|
| <b>Revenues</b>            | <b>€ million</b>                      | <b>2,550.1</b> | <b>664.8</b> | <b>617.8</b> | <b>615.3</b> | <b>649.8</b> | <b>2,547.7</b> | <b>678.1</b> | <b>700.3</b> |
| <i>thereof trade goods</i> | <i>(mainly specialties, overseas)</i> | 158.4          | 24.7         | 32.2         | 27.9         | 35.7         | 120.5          | 16.2         | 45.9         |
| Europe                     | € million                             | 1,182.5        | 357.4        | 289.6        | 276.3        | 290.3        | 1,213.6        | 351.3        | 281.2        |
| Overseas                   | USD million                           | 1,479.9        | 323.5        | 371.8        | 396.0        | 417.1        | 1,508.4        | 382.4        | 487.4        |
| MOP                        | € million                             | 1,262.2        | 358.6        | 327.8        | 344.7        | 340.2        | 1,371.3        | 361.8        | 389.5        |
| Fertilizer specialties     | € million                             | 1,288.0        | 306.2        | 289.9        | 270.6        | 309.6        | 1,176.4        | 316.3        | 310.9        |
| <b>Sales volumes</b>       | <b>million tonnes eff.</b>            | <b>7.90</b>    | <b>2.01</b>  | <b>1.82</b>  | <b>1.79</b>  | <b>1.95</b>  | <b>7.57</b>    | <b>2.00</b>  | <b>1.98</b>  |
| <i>thereof trade goods</i> | <i>million tonnes eff.</i>            | 0.34           | 0.04         | 0.08         | 0.06         | 0.08         | 0.26           | 0.03         | 0.08         |
| Europe                     | million tonnes eff.                   | 3.45           | 1.04         | 0.81         | 0.77         | 0.83         | 3.45           | 0.98         | 0.77         |
| Overseas                   | million tonnes eff.                   | 4.45           | 0.97         | 1.01         | 1.03         | 1.11         | 4.12           | 1.02         | 1.21         |
| MOP                        | million tonnes eff.                   | 4.35           | 1.20         | 1.06         | 1.07         | 1.10         | 4.43           | 1.15         | 1.18         |
| Fertilizer specialties     | million tonnes eff.                   | 3.55           | 0.81         | 0.76         | 0.72         | 0.85         | 3.14           | 0.85         | 0.80         |
| <b>Average price</b>       | <b>€/tonne eff.</b>                   | <b>322.7</b>   | <b>330.0</b> | <b>339.1</b> | <b>343.5</b> | <b>334.6</b> | <b>336.6</b>   | <b>339.2</b> | <b>352.8</b> |
| <i>adj. by trade goods</i> | <i>€/tonne eff.</i>                   | 316.2          | 325.7        | 336.7        | 338.7        | 327.9        | 332.0          | 335.6        | 342.8        |
| Europe                     | €/tonne eff.                          | 342.5          | 343.5        | 357.2        | 361.1        | 346.9        | 351.4          | 358.6        | 364.5        |
| Overseas                   | USD/tonne eff.                        | 332.5          | 332.1        | 367.8        | 385.9        | 377.0        | 366.4          | 375.2        | 401.7        |
| MOP                        | €/tonne eff.                          | 290.3          | 297.8        | 309.1        | 322.1        | 310.9        | 309.6          | 316.0        | 329.4        |
| Fertilizer specialties     | €/tonne eff.                          | 362.3          | 377.9        | 380.9        | 375.2        | 365.1        | 374.6          | 370.4        | 387.4        |



**K+S**

**Outlook**

# Market outlook Agriculture

## Potash demand growing further

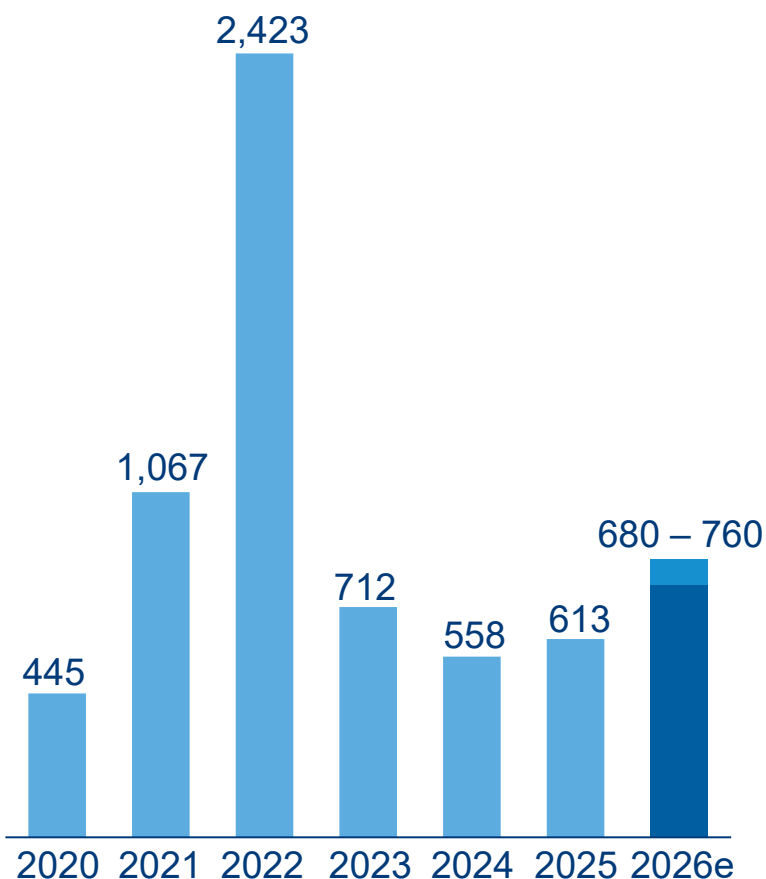


- Global potash demand remains robust and is expected to exceed 2025 levels, supported by strong demand in key markets such as Brazil, China and India, while supply remains limited and global capacity utilization high.
- High market utilization and limited supply supported further potash price increases during Q2/2026.
- Agricultural commodity prices developed favorably overall, supporting fertilizer affordability.

# Guidance 2026\*

Guidance raised to range from €680 million to €760 million; mid point corresponds to full-year market expectation

EBITDA (in € million)



\* as of August 12, 2026

- **EBITDA** expected to range **between €680 mln and €760 mln** (previous forecast: €630 mln to €730 mln).
- **Higher end:** If the overseas price increase continues with a sustainable spillover effect to other K+S markets and product groups. Further upside could come from strong potash demand, for example, if a prolonged conflict in the Middle East limited the availability of phosphate fertilizers, yet these were still available in sufficient quantities for the production of compound fertilizers. In this case, compound fertilizers with a higher potash content could be produced, or rising agricultural commodity prices could further stimulate fertilizer demand.
- **Midpoint:** If the current price level of the product portfolio in the Agriculture customer segment can be maintained at roughly the same level on average during the second half of the year. We still assume €45/MWh for spot-procured European gas (~30%) and use an oil price of below USD 100 per barrel as a basis.
- **Lower end:** If a prolonged Middle East conflict severely limits nitrogen and especially phosphate fertilizer availability, curtailing compound fertilizer production and reducing demand for potash. Additional downside could come from weaker agricultural commodity prices and subdued fertilizer demand, as well as low water levels and high temperatures in the Ulster and Werra rivers, which could complicate cooling water management at the Werra plant, potentially limiting production and impacting EBITDA. This risk is unrelated to salt wastewater limits and should no longer apply to Unterbreizbach and Wintershall after completion of the project Werra 2060 in summer 2028.
- **Sales volumes:** Agriculture customer segment still between 7.4 and 7.6 million tonnes. De-icing salt volumes are now expected to reach at least 2.6 mln tonnes (previously: at least 2.5 mln t).
- **EUR/USD exchange rate:** for the remainder of the year, we continue to assume 1.17 EUR/USD.
- **Adjusted free cash flow:** now expected to be a positive mid- to higher-double-digit million figure, with capital expenditures remaining at around €600 mln (previous forecast: at least break-even, with capital expenditures of around €600 mln; 2025: €+29 mln).

# Housekeeping items / Financial calendar

## Additional information on 2026 FY outlook – continuing operations

- Tax rate: 30%
- Cash interest: ~ €-20 million
- CapEx: about €600 million (2025: €546 million)
- D&A: about €420 million (2025: €458 million)

## Financial calendar

|                                         |                                              |
|-----------------------------------------|----------------------------------------------|
| Quiet period prior to the report        | October 13 to November 10, 2026 (7 a.m. CET) |
| Quarterly Report: September 30, 2026    | November 10, 2026                            |
| Quiet period prior to the report        | January 28 to March 11, 2027 (7 a.m. CET)    |
| Annual Report 2026                      | March 11, 2027                               |
| Quarterly Report: March 31, 2027        | May 11, 2027                                 |
| 2026 Annual General Meeting (in person) | May 19, 2027                                 |
| Quiet period prior to the report        | July 13 to August 10, 2027 (7 a.m. CEST)     |
| Quarterly Report: June 30, 2027         | August 11, 2027                              |

# Investor Relations @ K+S Aktiengesellschaft



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# Company Presentation

Information for investors, analysts, and interested parties

Publication September 2026

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**K+S**



**1 | 9 K+S Group**

# Board of Executive Directors – since June 1, 2025

Dr. Carin-Martina Tröltzsch

Dr. Christian H. Meyer  
(Chairman)

Christina Daske

Dr. Jens Christian Keuthen



You can find the CVs of our Executive Board members on the K+S website. For current information on the responsibilities of the individual members of the Board of Executive Directors, please refer to our bylaws which can also be found on the K+S website at [www.kpluss.com/executivedirectors](https://www.kpluss.com/executivedirectors).

# K+S Conspect: 50 locations on 6 continents

The history of the **K+S Group** goes back to the **19th century**, when the **world's first potash deposits** were opened up in Germany. Today, the K+S Group is an internationally oriented raw materials company with **production sites in Europe and North America**.

K+S strives for **sustainability** and acknowledges its responsibility towards people, the environment, communities, and the economy in the regions in which it operates.

We extract raw materials **responsibly** – today and for **future generations**.



## K+S Group financials (2025)



**Revenues**  
€3,647.9 million

**Adjusted free cash flow**  
€29.1 million



**EBITDA**  
€612.8 million

**EBITDA margin**  
16.8%

# Why is K+S an attractive investment for investors?

## K+S – an attractive investment

- Distinctive specialty-driven product portfolio tailored to the agricultural sector
- Strategic potash deposits in Germany and Canada ensure privileged access to key global application regions, complemented by a strong European business with highly efficient logistics
- Compelling long-term growth trajectory in Canada with attractive returns
- Underlying megatrends remain robust; incremental global demand can only be met through substantial, capital-intensive capacity additions
- Industry+ customer segment provides resilience, benefiting from structurally improved margins in the European salt market and low capital intensity
- Unique infrastructure creates excellent optionality for developing future business opportunities

# Key investment highlights

1

## **Our products support people, animals, or plants**

Global megatrends call for efficient nutrient use. With our fertilizers, we can support farmers in achieving stable yields. K+S offers high-purity salts for over 5,000 different applications, including in pharmaceutical products and the food industry, making them an important part of everyday life.

2

## **High access barriers in the potash market will also prevent a significant oversupply in the future**

K+S expects demand for potash to grow at a compound annual growth rate of 2-3%<sup>1</sup>, making new projects or expanded capacities averaging around 2 million tonnes per year<sup>1</sup> urgently necessary to meet the rising demand. With our new potash plant in Bethune, Canada, we can grow steadily and increase our production by >100,000 tonnes a year.

3

## **Agriculture has evolved and so have we – since 1889**

Unique selling point: K+S is the only potash supplier with production sites in Europe and North America and has a well-developed logistics network. Continuous expansion of our advisory services to provide local farmers with added value and support them in efficient fertilization.

4

## **Our strategy focuses on optimizing the existing business**

We are optimizing our German sites to ensure our position also at the lower end of the cycle and improve our environmental footprint. We use opportunities to expand our specialties portfolio and leveraging our unique infrastructure (storage of gas in caverns, underground farming, tailings pile covering, waste and recycling management).

5

## **We extract raw materials responsibly – today and for future generations**

Through the extensive use of highly efficient CHP technology, the fuel switch from coal to natural gas, and the implementation of energy efficiency measures, we have already significantly reduced our GHG emissions (Scope 1 and Scope 2) of our active German sites since 1990.

6

## **Strong balance sheet and prudent financial policy**

K+S wants to maintain a strong balance sheet and generally strives for a maximum leverage ratio (net debt/EBITDA) of 1.5x. Clear guiding principles for shareholder distributions established.

<sup>1</sup> IFA 2024, K+S estimates; actual production including potassium sulfate and low-grade potash

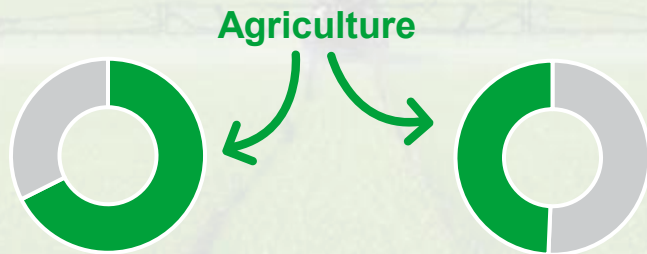


# K+S at a glance

## Customer segments (no segments according to IFRS)

### Agriculture

With our wide range of potassium chloride (MOP) and fertilizer specialties, as well as accompanying advice, we support farmers around the world in achieving high yields and the best crop qualities.



**Revenues H1/2026**  
€1,378.4 million

**Sales volumes H1/2026**  
3.98 million tonnes

### Industry+

We produce, refine, and supply natural raw materials for communities, consumers, and numerous industrial applications – and if residues remain, we have the right disposal solution. Our products and services keep production running.

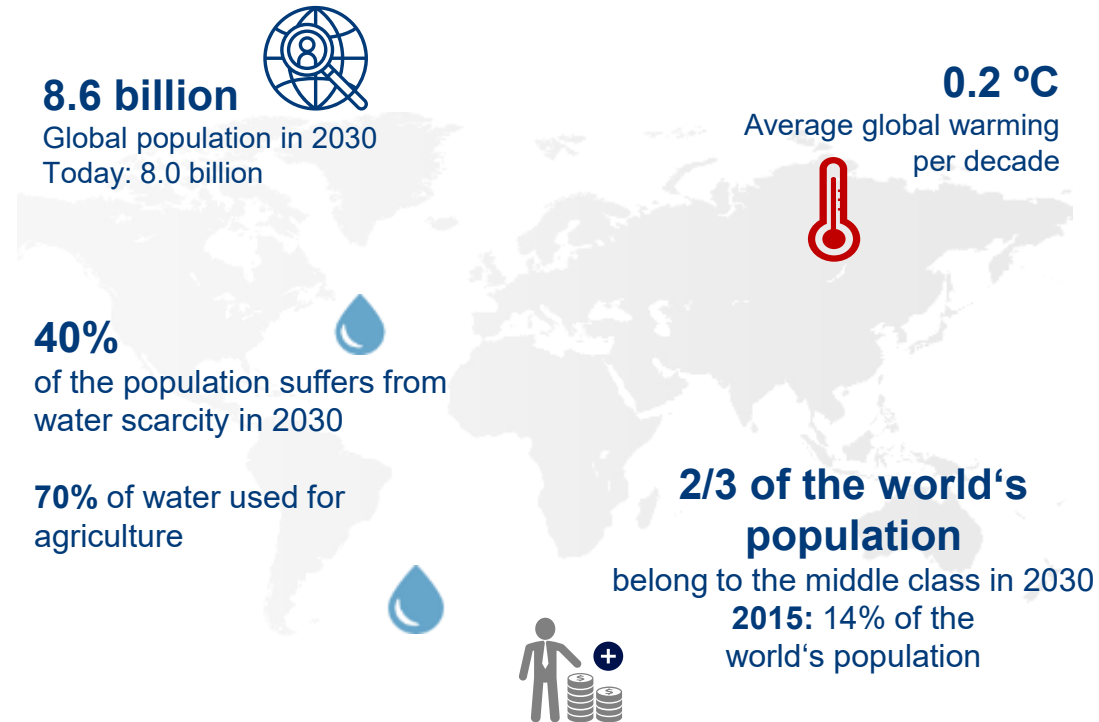


**Revenues H1/2026**  
€660.7 million

**Sales volumes H1/2026**  
4.09 million tonnes

## 2 | 9 Relevant megatrends

# Important megatrends and their implications



## Implications for K+S

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

**Sources:** United Nations, 2017; World Population Clock of the Deutsche Stiftung Weltbevölkerung (dated July 2022); "Global temperature change" from James Hansen et al. (September 25, 2006); World Water Report 2021 of the UNESCO; James Davies, Rodrigo Lluberas and Anthony Shorrocks, Credit Suisse Global Wealth Databook 2015

# Why use fertilizers?

“The Natural Laws of Farming“, Justus von Liebig, 1863

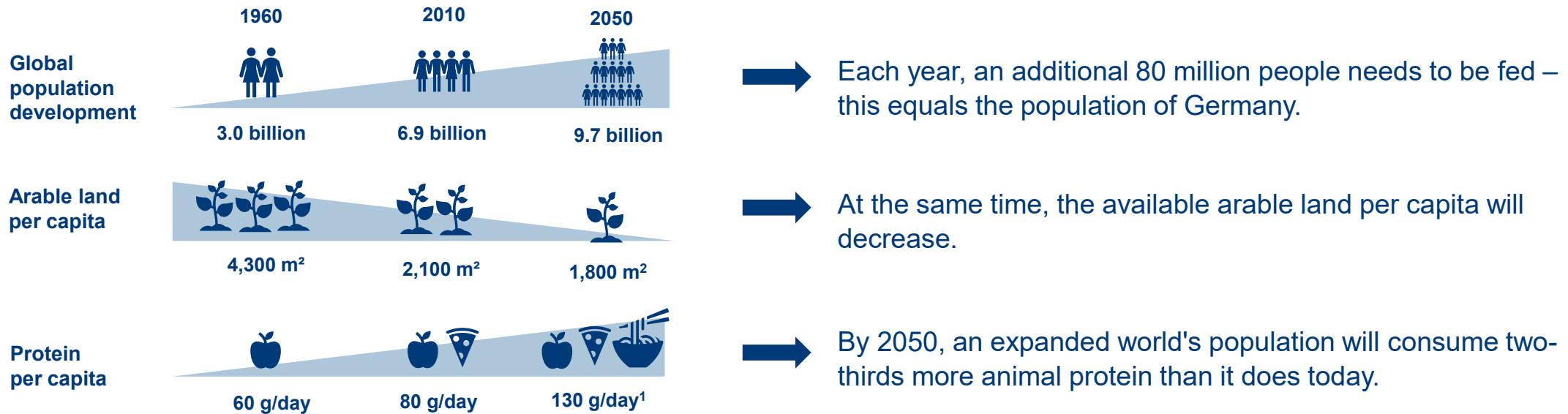


“The growth and yield of a plant is limited by the nutrient available in the smallest amount.”

- Plants need sunlight, water, and **minerals** to thrive.
- There are 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** addition to the natural nutrient content of arable soils.
- The deprivation of nutrients by harvesting and other factors must be compensated by **balanced fertilization**.

# Long-term key drivers for our fertilizer business

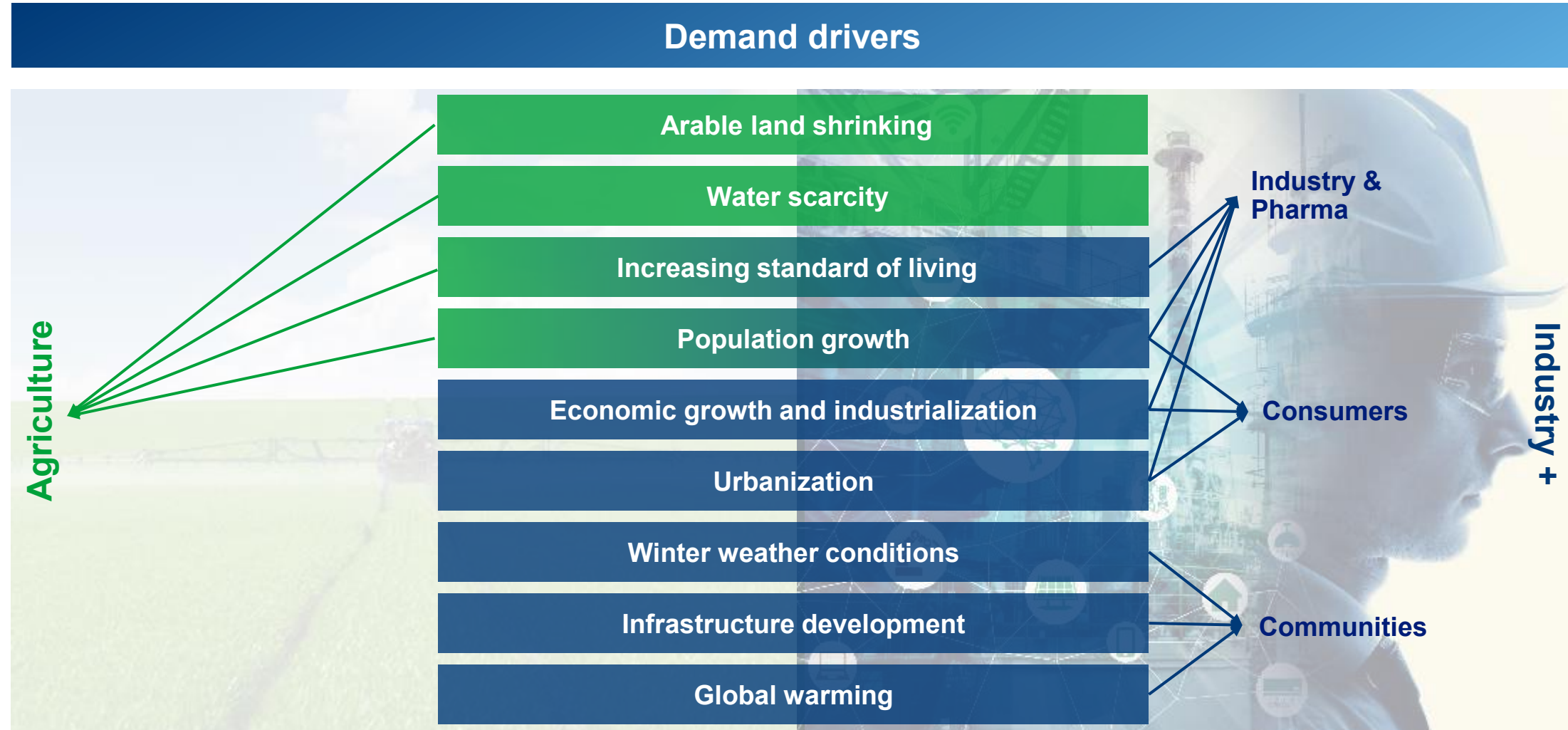
## Less arable land – but more protein consumption per capita



**In 2050, only roughly 25% of a soccer field will be available for a person's annual food supply – 80% of the future growth in agricultural commodity production will result from increases in yields. This is achieved through the use of balanced fertilization.**

**Source:** UN, World Population Prospects, 2022 Revision, UNDP, 2013; FAOStat 2014; <sup>1</sup> FAO 2014 - Forecasts based on expected increase in animal protein

# Long-term demand drivers



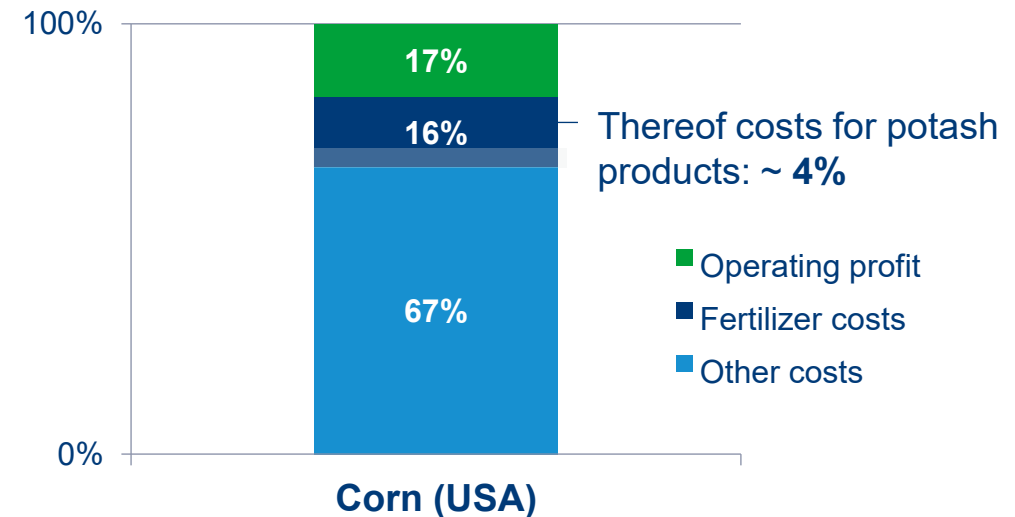
# Farmer profitability of corn (USA)

Expenditure for potash products of an agricultural farm: approx. 4% of the total cost



The earnings prospects should give the agricultural industry sufficient incentive to increase the yield per hectare by using plant nutrients.

## Profit potential in % of revenues

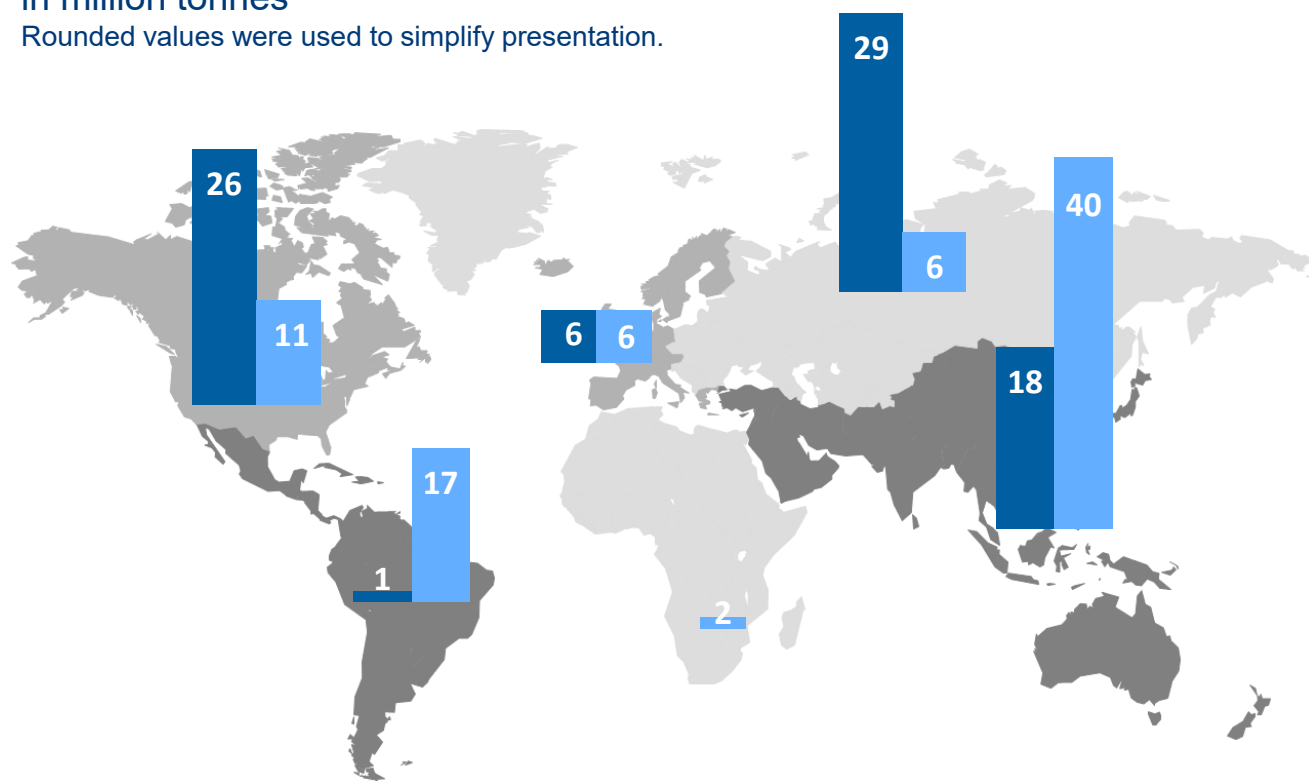


## **3 | 9 Market situation**

# World potash production and sales volumes by region

in million tonnes

Rounded values were used to simplify presentation.



- Before the restrictions on Russian exports and the sanctions against Belarus, the potash market was operating at full capacity.
- By 2021, Russia and Belarus each produced around 16% of global potash volumes. Capacity expansions (11 million tons) would have come from these countries in the coming years.
- 28% of global wheat exports come from Russia and Ukraine.

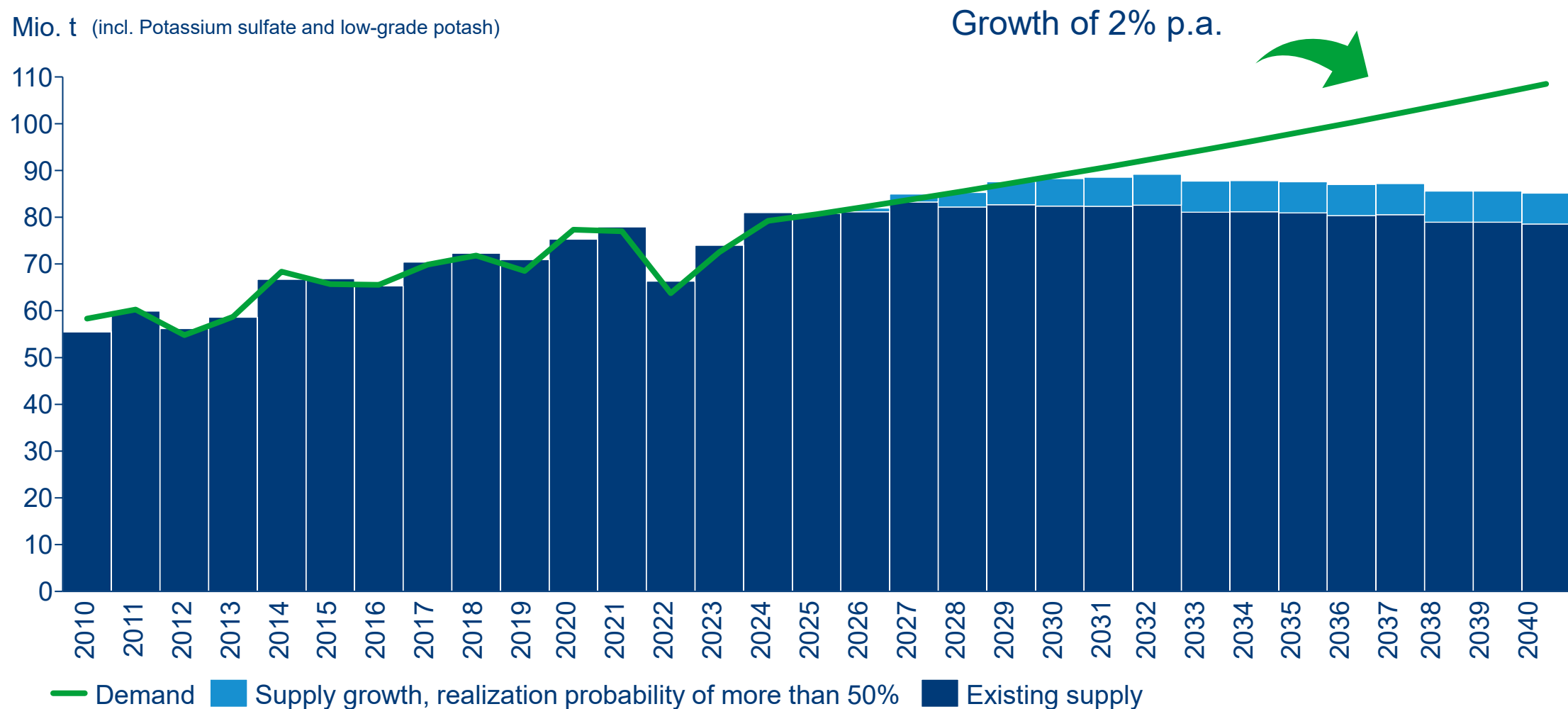
**Sources:** IFA, K+S, Estimates

**Basis:** Year 2025 – incl. Potassium sulfate and low-grade potash

|                           | 2021    | 2022    | 2023    | 2024    | 2025    |
|---------------------------|---------|---------|---------|---------|---------|
| World potash production   | 77.9 mt | 66.3 mt | 74.0 mt | 81.0 mt | 80.8 mt |
| World potash sales volume | 77.0 mt | 63.7 mt | 72.6 mt | 79.2 mt | 80.6 mt |

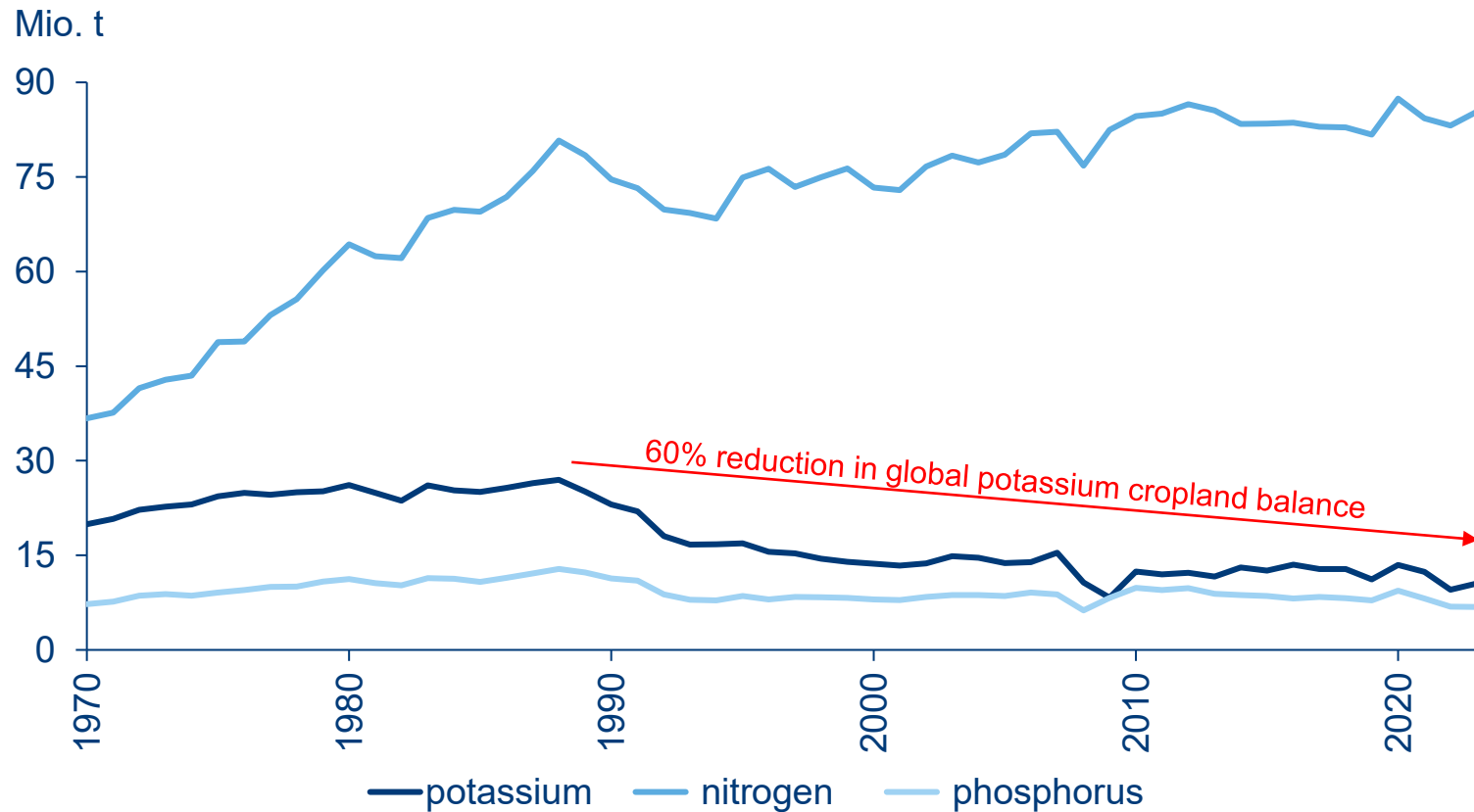
# New potash capacities needed to meet rising demand

Mio. t (incl. Potassium sulfate and low-grade potash)



# Global cropland nutrient balance

## Potassium the missing link

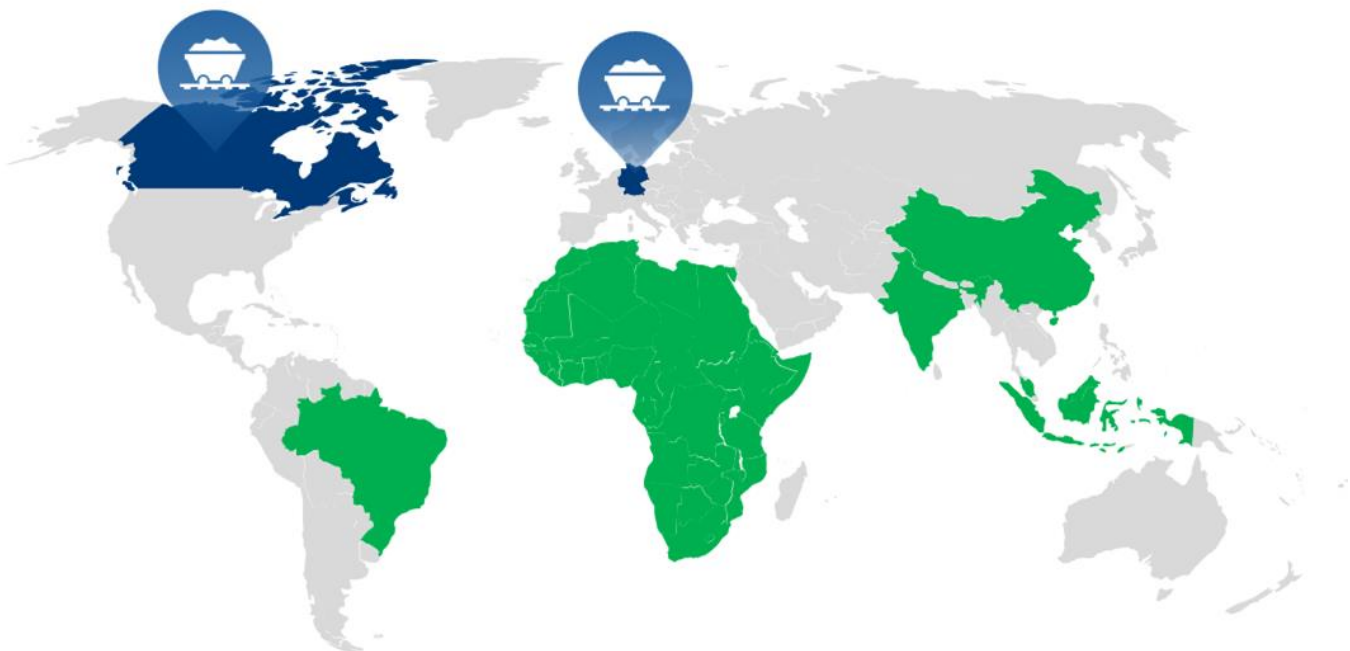


- Global nitrogen balance in the soil has increased continuously, while potassium balance has declined since the 1990s despite the growth in application.
- The growing imbalance threatens soil health, crop resilience and long-term yield stability.
- Addressing this imbalance is essential for sustainable global food security.

Source: FAO. 2024. FAOSTAT: Cropland nutrient balance.

# Growth drivers for global MOP demand

Global demand hotspots (regions marked in green)



## Regional demand drivers

**Brazil:** Larger corn and soybean acreage

**Southeast Asia & India:**  
Growing palm oil production

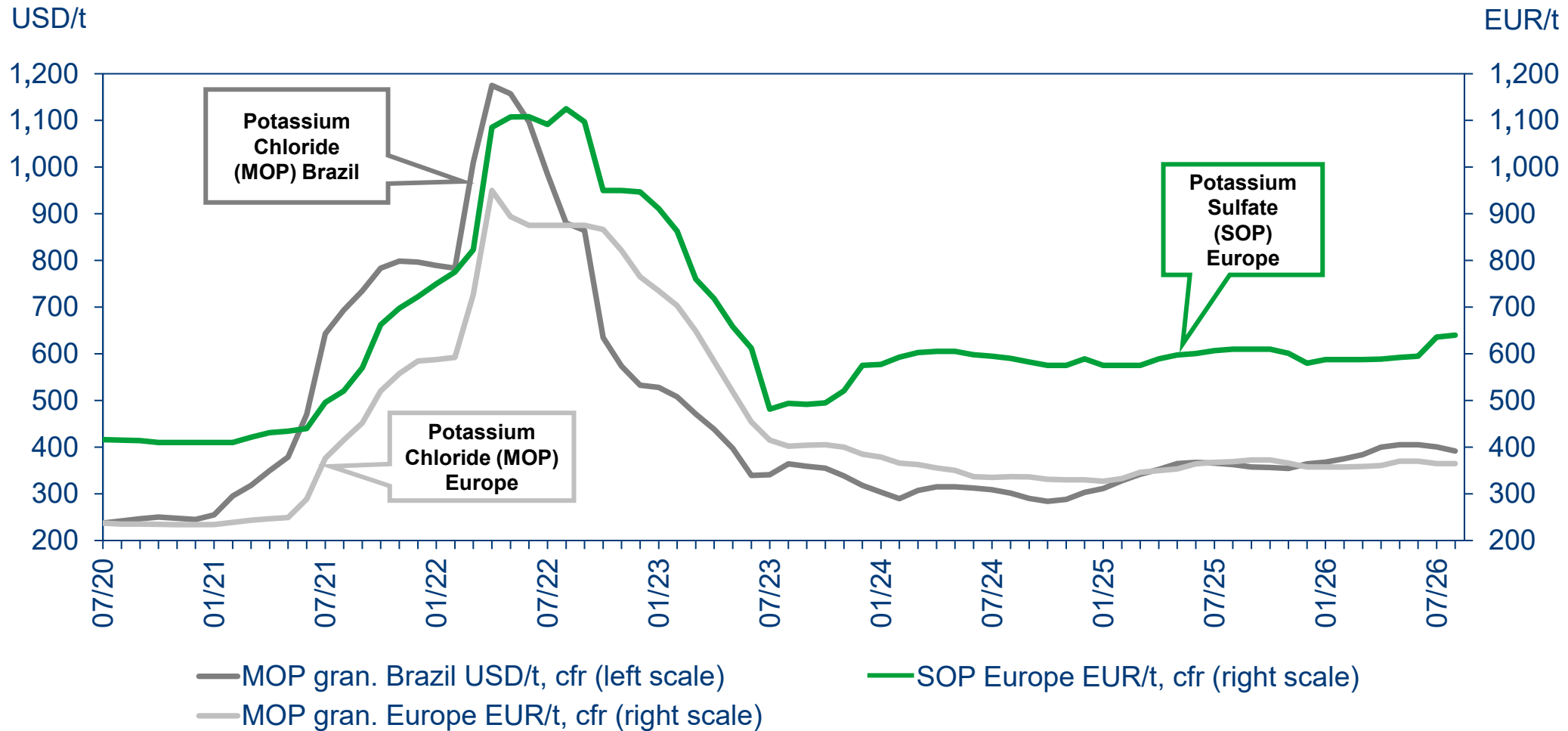
**China:** More ambitious yield targets and stricter production requirements

**Africa:** High growth potential, as Africa continues to be undersupplied with MOP

|                                                 | 2026 vs. 2025 | 2027 vs. 2026 | 2028 vs. 2027 | 2029 vs. 2028 |
|-------------------------------------------------|---------------|---------------|---------------|---------------|
| Exp. increase in global K <sub>2</sub> O demand | 1.9%          | 2.4%          | 2.3%          | 2.1%          |

Source: IFA

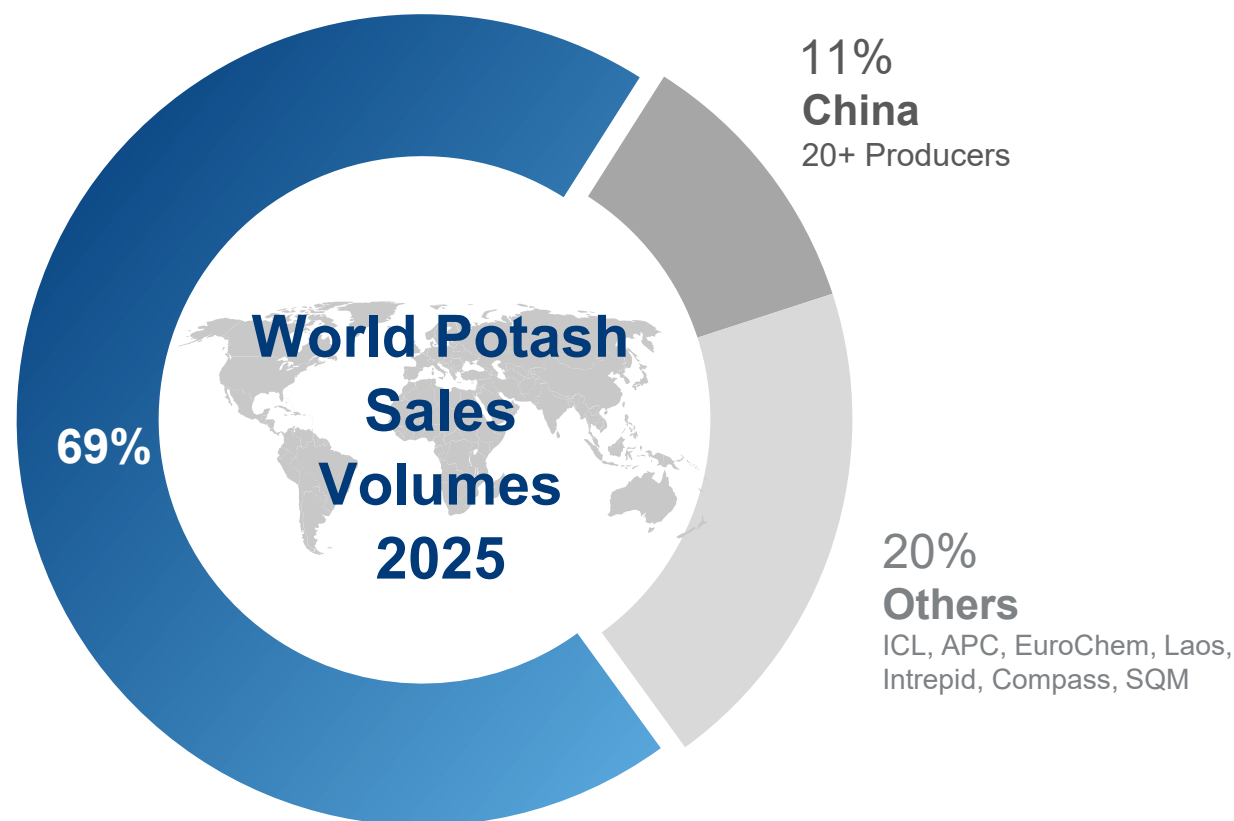
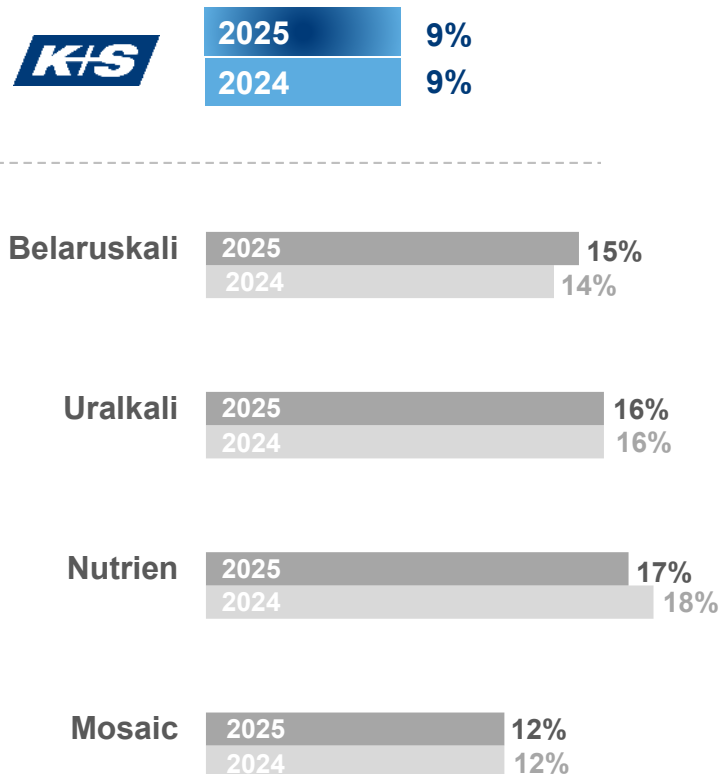
# Potash price development



Source: FMB Argus Potash

# Supplier structure on the global potash market 2025

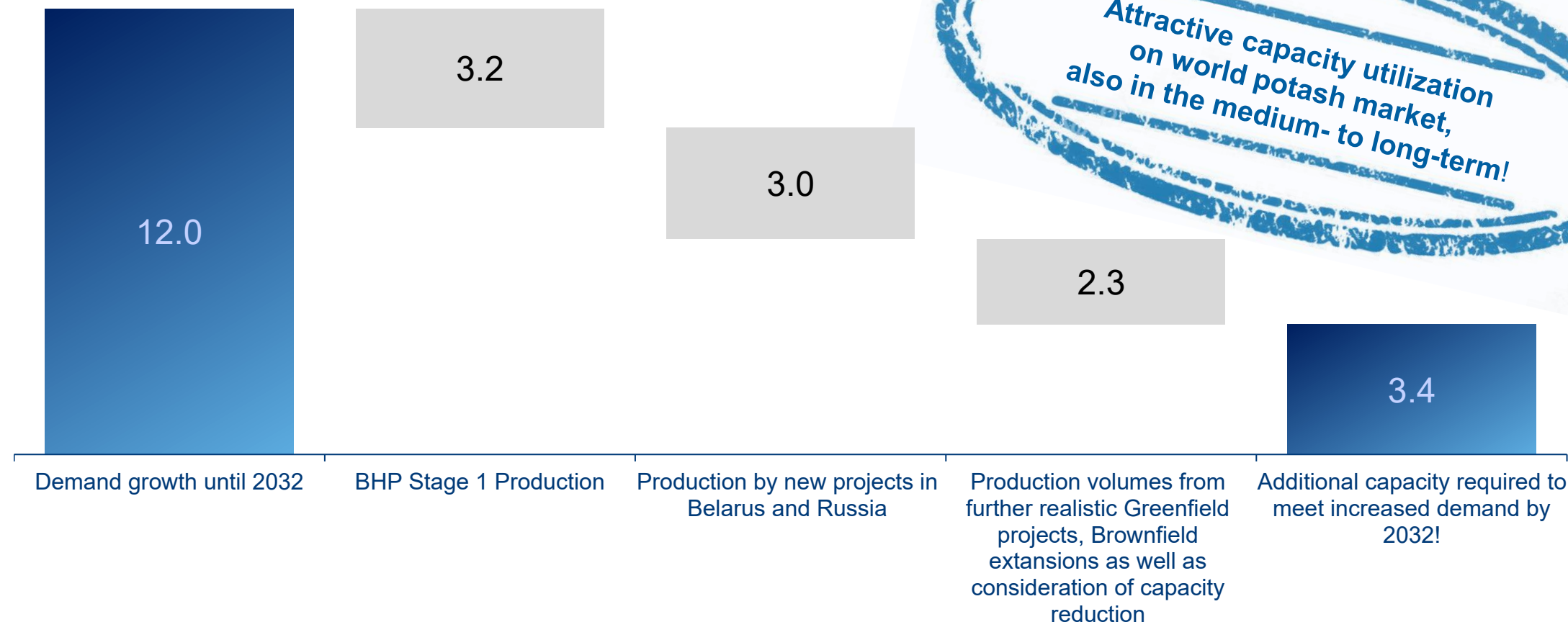
## Top 5 Potash Fertilizer Producers:



**Source:** IFA 2025, K+S, company data  
**Basis:** Year 2025 – incl. Potassium sulfate and low-grade potash

# New potash capacities needed to meet rising demand!

in Mio. t eff. (product)



**Please note:** Production volumes are based on announced capacities and typical utilisation rates for conventional mines.

**Source:** K+S

# Between desire and reality

## Classification of potash projects announced since 2006 (Greenfield)

### Announced projects

Various greenfield projects planned in Thailand, Laos, Russia, Kazakhstan, Uzbekistan, Belarus, Canada, USA, Brazil, and Argentina, among others. Companies involved include BHP Billiton, K+S, state-owned companies, and new, start-up companies.



### Reasons for project cancellation

Legal framework



Energy supply



Water supply



Transportation routes



### Current projects in ramp-up

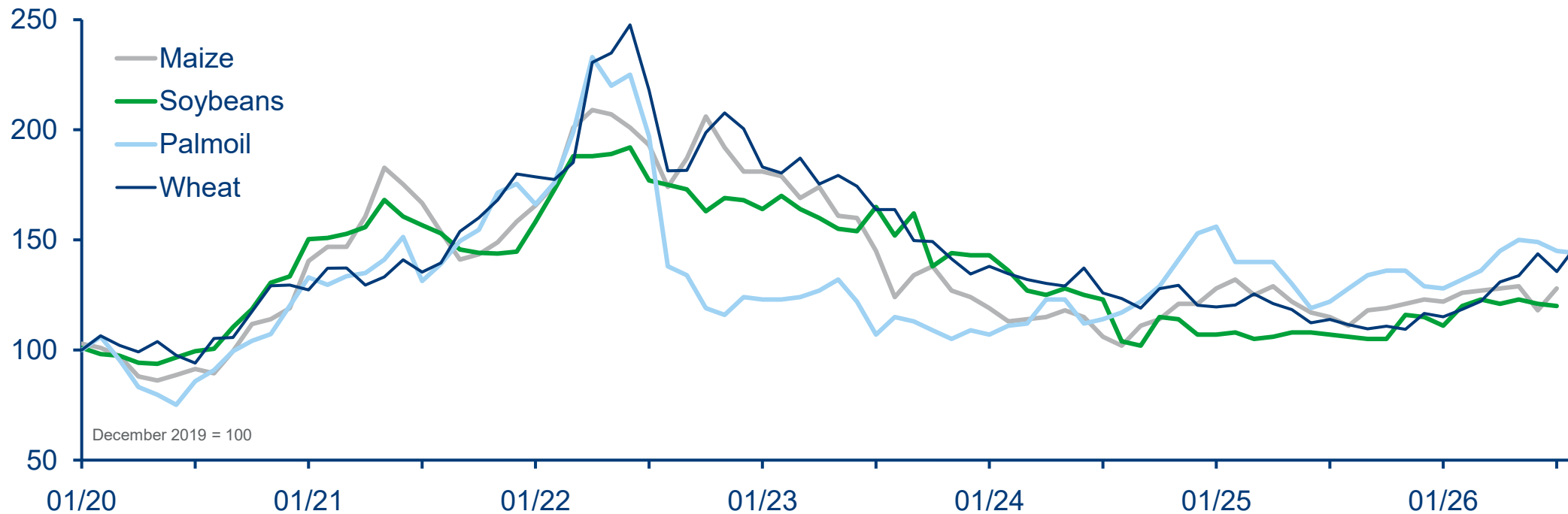
**K+S** accelerates annual ramp-up at Bethune to 150,000 t (2025: good 2.2 million t, target: 4 million t per year). Since 2020, **EuroChem** has been producing potash at two Russian mines.



Source: World Potash Developments, Mark D. Cocker & Greta J. Orris, 2012

# Farmer profitability still at high level

## Price development of agricultural commodities since 01/2020



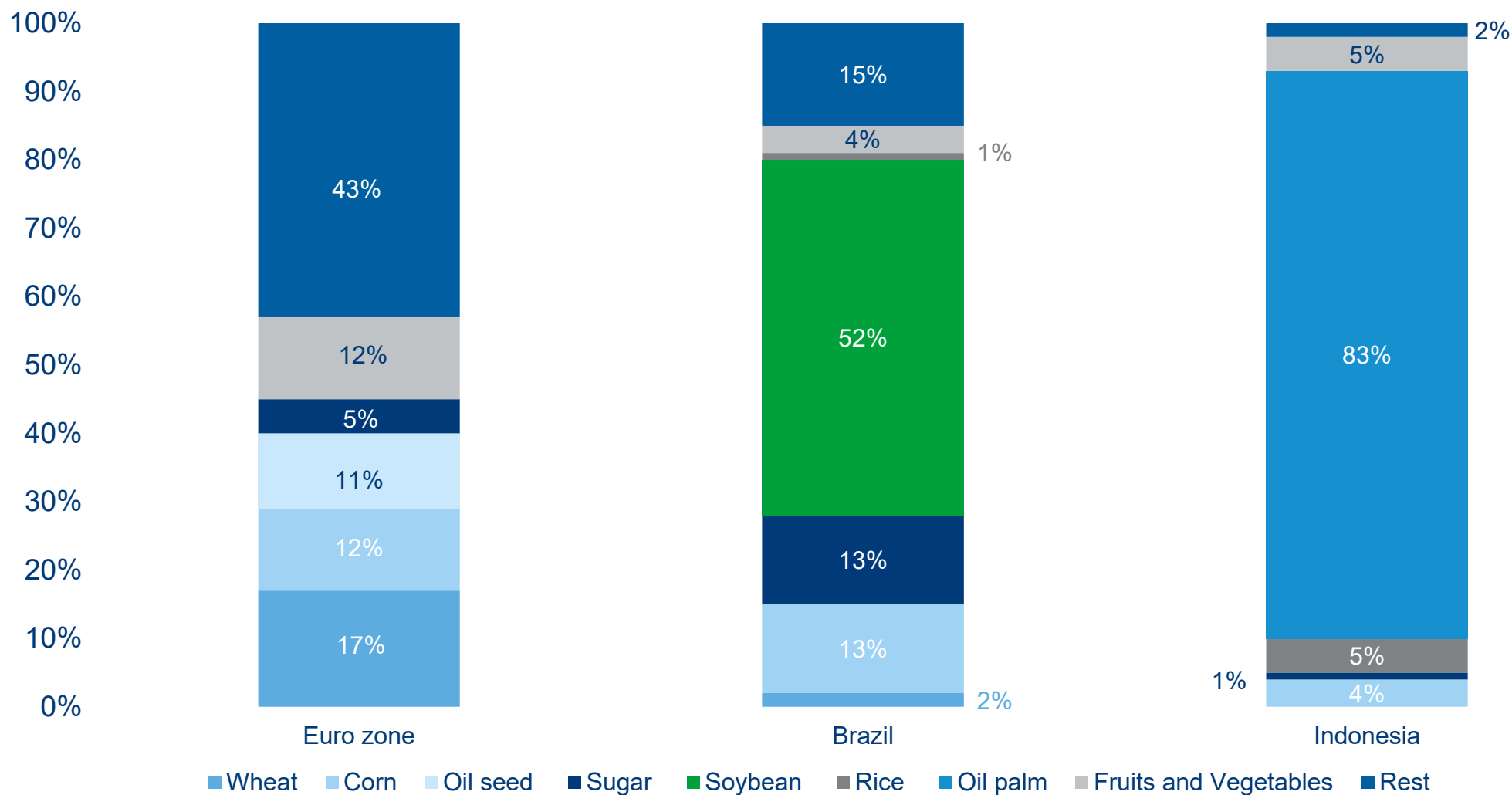
Source: Worldbank

# Fertilizer Application Seasons by Region

| Region           | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Explanations                                                                                                                                      |
|------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------------------------------------------------------------------------------------------------------------------------------------------------|
| North America    |     |     |     |     |     |     |     |     |     |     |     |     |                                                                                                                                                   |
| Latin America    |     |     |     |     |     |     |     |     |     |     |     |     | <b>Brazil:</b><br>- Safrinha season, corn (Jan-Mar),<br>- Safra season, soybean (Sept-Nov)                                                        |
| Europe           |     |     |     |     |     |     |     |     |     |     |     |     | <b>Europe:</b><br>- Spring application<br>- Fall Application                                                                                      |
| Black Sea region |     |     |     |     |     |     |     |     |     |     |     |     |                                                                                                                                                   |
| Asia             |     |     |     |     |     |     |     |     |     |     |     |     | <b>India:</b><br>- Kharif season (Jun-Jul),<br>- Rabi season (Oct-Dec)<br><b>China:</b><br>- Spring season (Feb-Apr),<br>- Fall season (Sept-Oct) |
| Africa           |     |     |     |     |     |     |     |     |     |     |     |     |                                                                                                                                                   |
| Oceania          |     |     |     |     |     |     |     |     |     |     |     |     |                                                                                                                                                   |

Source: FAO Crop Calendar, IFASTAT Corp Calendar, Argus Potash Analytics, USDA

# Potassium use by crop in selected countries



Source: IFA, "Fertilizer Use by Crop" based on data from 2016-2018, published 2022

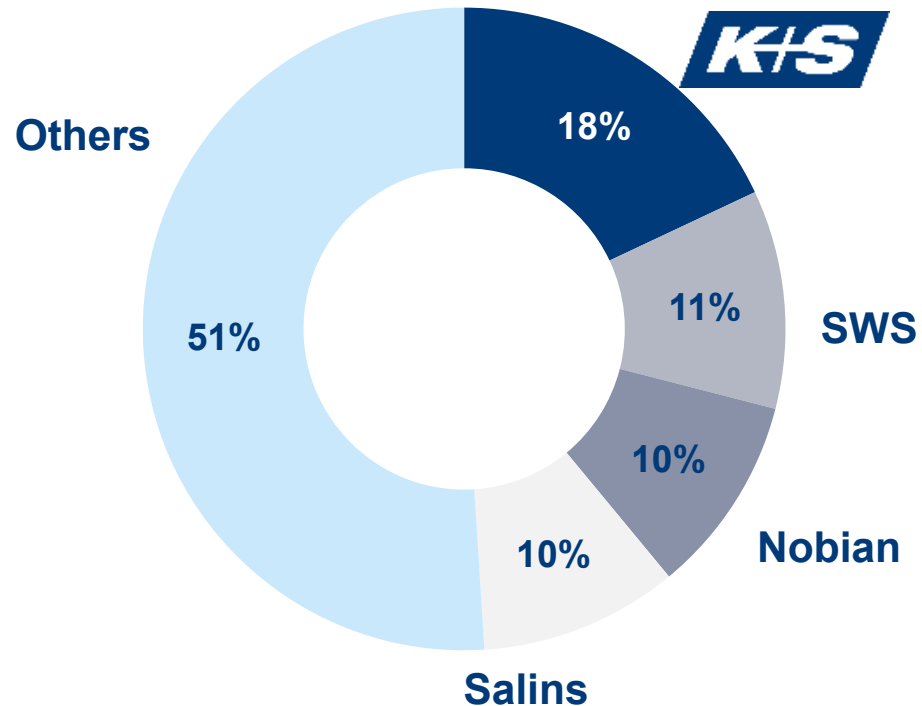
# Global potash sales volume by region

| million tonnes     | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2019        | 2020        | 2021        | 2022        | 2023        | 2024        | 2025        |
|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Western Europe     | 5.6         | 5.8         | 6.2         | 6.0         | 5.9         | 6.2         | 6.2         | 6.0         | 6.2         | 6.5         | 4.9         | 4.8         | 5.7         | 5.7         |
| Central Europe/FSU | 5.1         | 4.7         | 4.4         | 4.8         | 4.8         | 5.2         | 5.4         | 5.5         | 5.6         | 6.0         | 4.4         | 4.9         | 6.1         | 5.8         |
| Africa             | 0.7         | 0.8         | 1.0         | 1.0         | 1.1         | 1.4         | 1.6         | 1.4         | 1.6         | 1.8         | 1.4         | 1.3         | 1.7         | 1.8         |
| North America      | 9.1         | 9.7         | 11.8        | 9.5         | 10.9        | 11.2        | 11.5        | 9.8         | 11.7        | 12.4        | 9.0         | 11.4        | 11.1        | 10.9        |
| Latin America      | 10.5        | 11.0        | 11.9        | 11.5        | 12.2        | 12.7        | 13.7        | 13.5        | 15.8        | 16.9        | 13.3        | 16.6        | 17.4        | 16.9        |
| Asia               | 23.4        | 26.2        | 32.4        | 32.3        | 30.1        | 32.5        | 32.6        | 31.6        | 35.7        | 32.5        | 30.1        | 33.0        | 36.4        | 38.9        |
| - thereof China    | 12.0        | 13.8        | 16.7        | 18.5        | 16.2        | 16.2        | 16.3        | 17.8        | 19.5        | 17.0        | 18.2        | 20.6        | 21.8        | 21.6        |
| - thereof India    | 2.8         | 3.5         | 4.5         | 4.1         | 4.0         | 5.0         | 4.5         | 4.5         | 5.4         | 3.2         | 2.9         | 3.0         | 4.0         | 3.8         |
| Oceania            | 0.4         | 0.5         | 0.7         | 0.6         | 0.6         | 0.7         | 0.8         | 0.7         | 0.7         | 0.8         | 0.5         | 0.6         | 0.8         | 0.8         |
| <b>World total</b> | <b>54.8</b> | <b>58.7</b> | <b>68.4</b> | <b>65.7</b> | <b>65.6</b> | <b>69.9</b> | <b>71.8</b> | <b>68.5</b> | <b>77.3</b> | <b>77.0</b> | <b>63.7</b> | <b>72.6</b> | <b>79.2</b> | <b>80.8</b> |

Incl. potassium sulfate and low-grade potash of around 5 million tonnes eff. ; **Sources:** IFA, K+S

# Supplier structure on European salt market

K+S has a market share of 18%



Source: K+S

- **K+S** has the highest market share in Europe and is the leader in salt production.
- A versatile product portfolio with a high proportion of specialties enables customized solutions for a wide range of market requirements and every industry.
- Thanks to several production sites in Europe and an extensive distribution network, **K+S** guarantees a comprehensive geographical presence that enables fast, flexible and reliable deliveries.

# **4 | 9 Sustainable transformation as part of our strategy**

## Guiding principles of strategy and management focus



## Financial ambitions

- Earn cost of capital over a 5-year cycle
- At the same time, an average EBITDA margin of > 20% is aimed for over this cycle
- Generally striven for a leverage ratio (net debt/EBITDA): maximum 1.5x

# K+S Sustainability Goals



We have set ourselves ambitious goals in these three areas of action:

## **Social Responsibility, Environment & Resources and Governance**

- The human being is our focus
- Active commitment to environmentally friendly production
- Integrity & a sense of responsibility characterize our actions



# Optimize the existing

70 %

## Agriculture

- Increase of marketing in USA ex Bethune
- Increase of trading business in Middle East, China and India
- Improved leveraging of local sales network

## Industry+

- Focus on potash product groups for industrial product sales
- Capacity expansion of high-purity salts
- Optimization of de-icing salt setup

## Supply Chain

- Warehouse and network optimization for European salt logistics
- Optimization of warehousing
- Improved use of infrastructure

# Werra 2060 – Securing a sustainable future

70 %

## How do we want to achieve this?

### Innovations in extraction and production



- Unterbreizbach and Wintershall sites: Focus on wastewater-free processing methods
- Unterbreizbach mine: Expansion of secondary mining operations (drill and blast)
- Hattorf-Wintershall mine: Introduction of secondary mining (drill and blast)
- Unterbreizbach and Hattorf-Wintershall mines: Dry backfill utilization
- Hattorf plant: Continued operation unchanged for the time being

Methods already tested or in use on other sites!

### Future-oriented product portfolio



- Lower energy consumption, reduction in CO<sub>2</sub> emissions and modified product portfolio through conversion of the processing and refining processes in Wintershall and Unterbreizbach
- Further development of specialties portfolio with unchanged production volumes
- The products become more competitive under cost, sustainability, and quality criteria

### Reduction in environmental impact



**Reduction solid residues:**  
by 8 to 7 million t eff. p.a.  
▶ avoiding tailings pile expansion  
Wintershall beginning of the 2030s

**Halving CO<sub>2</sub> emissions  
at the Unterbreizbach and  
Wintershall plant**

Reduced steam requirement: Higher flexibility regarding the energy source

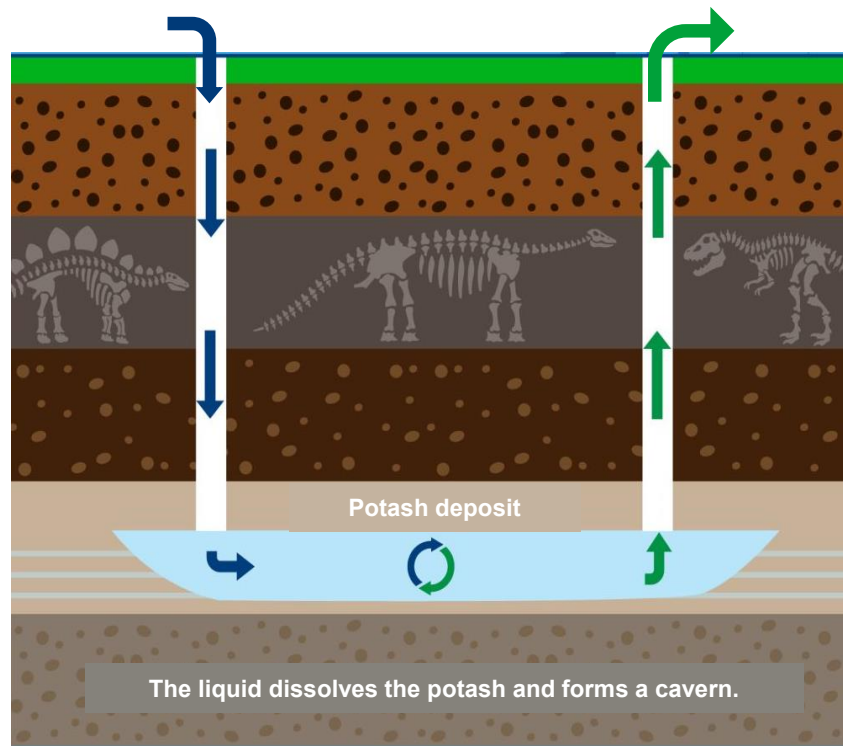


**Saline process  
waters reduced:**  
by more than  
1.0 million m<sup>3</sup> p.a.

# Bethune – Efficient Production in Canada

70 %

Primary & Secondary Mining – Ramp-up of the production from a good 2 to 4 mln. tonnes p.a.



In **primary mining**, fresh water is pumped into the layer containing potash, creating so-called caverns.

The water pumped into the cavern dissolves the potassium salt and a water-salt solution (brine) is formed.

The resulting brine is pumped upwards with pressure.

The brine is then evaporated in a factory and processed further.



In secondary mining, only saturated NaCl brine is injected instead of fresh water.

The remaining KCl reserves are selectively dissolved from the existing caverns.

The resulting brine is pumped upwards with pressure.

The KCl crystallizes on the surface due to the outside temperature in a cooling pond.



**Secondary Mining: Cost-effective, water- and energy-saving method!**

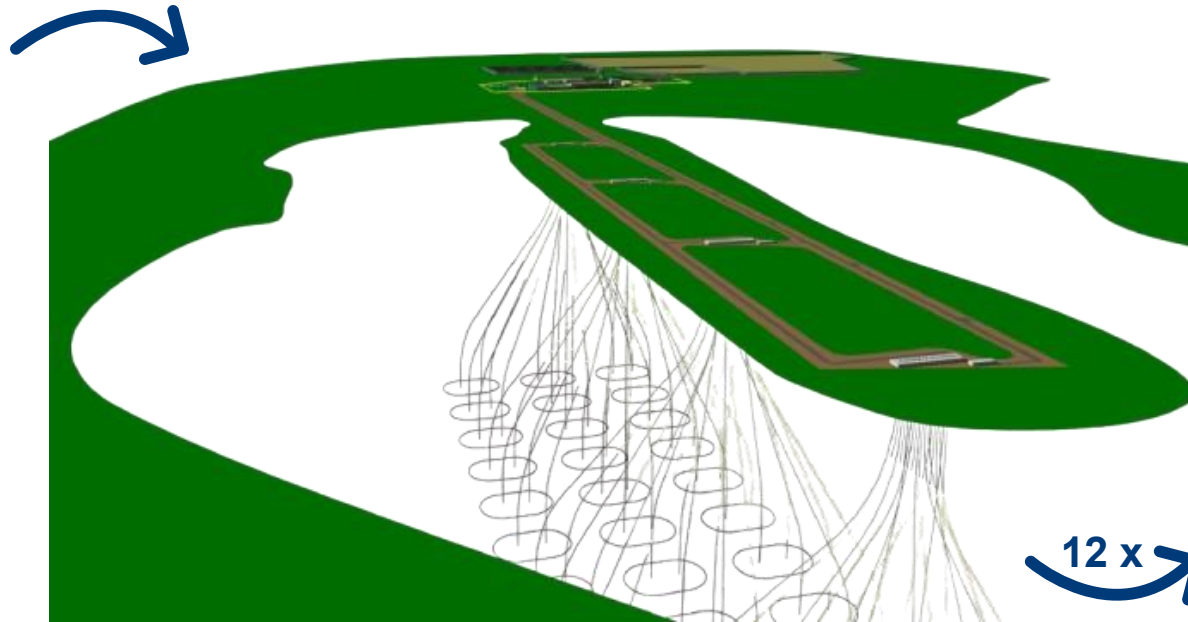
# Bethune – Above ground

In the middle of Saskatchewan



# Bethune – Below ground

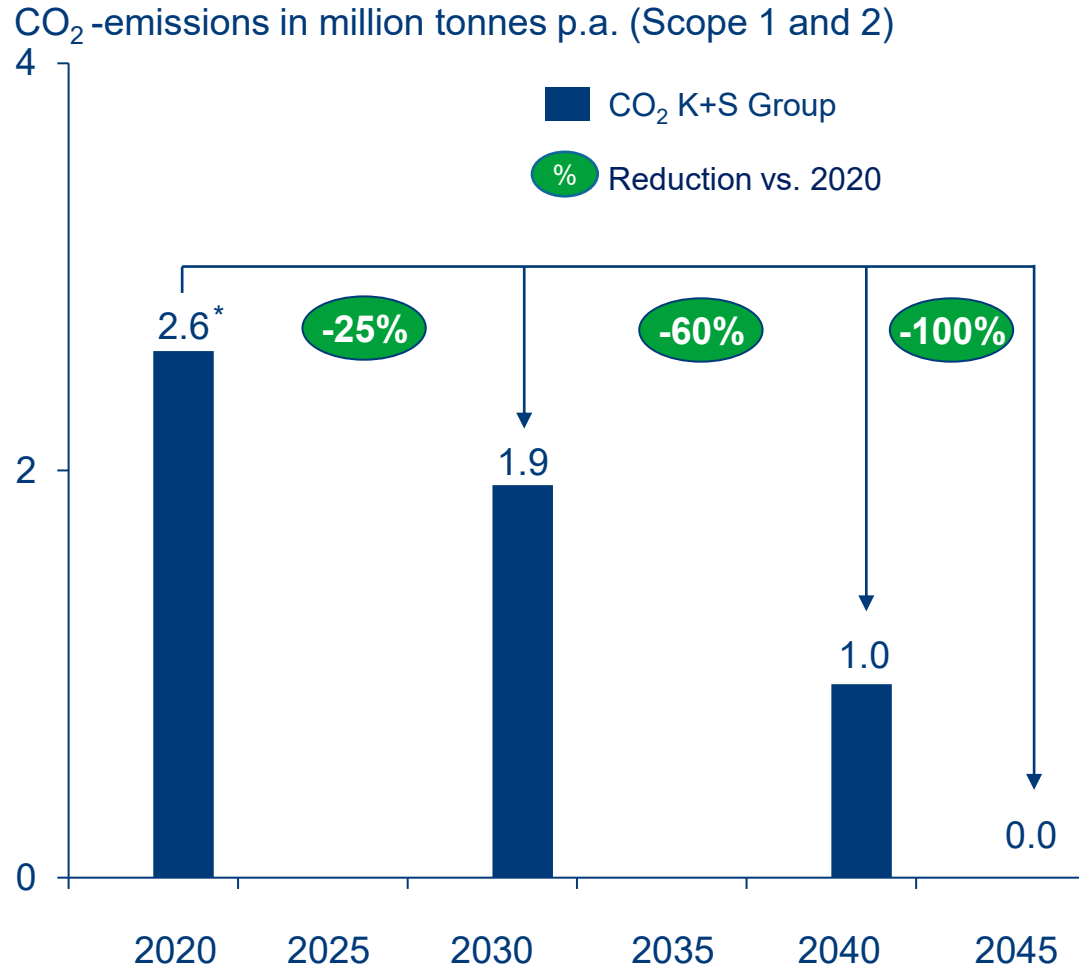
## Pads and caverns



12 x

➡ In Bethune, a pad currently includes 12 underground caverns. Each one of them is about the size of a Bundesliga stadium.

# Ambitious climate strategy adopted



\*With the already expected adjustments to the base value 2020

Note: CO<sub>2</sub> emissions refer to CO<sub>2</sub> equivalents.

- **Since 1990 we have already reduced our CO<sub>2</sub>-emissions significantly:**
  - We achieved this through the extensive use of highly efficient combined heat and power (CHP) technology, comprehensive energy efficiency measures and capacity reductions.
- As part of Climate Strategy 2.0, we have set additional ambitious medium- and long-term targets:
  - **We aim to reduce our CO<sub>2</sub>-emissions by 25% by 2030 and by 60% by 2040 compared with the 2020 baseline. From 2045 onward, we aim to achieve greenhouse-gas neutrality.**  
(refers to Scope 1 and 2 emissions of our production sites)

# Decarbonization – Greenhouse Gas Neutrality \*

## Targets

### By 2030:

Reduction of absolute CO<sub>2</sub> emissions\* by at least

**25%**

### By 2040:

Reduction of absolute CO<sub>2</sub> emissions\* by at least

**60%**

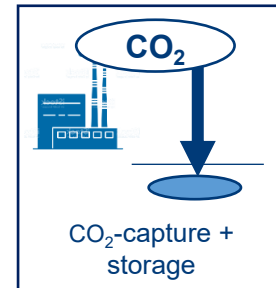
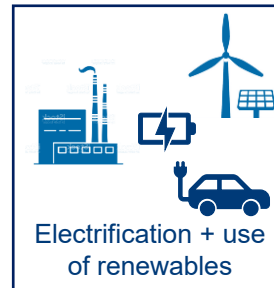
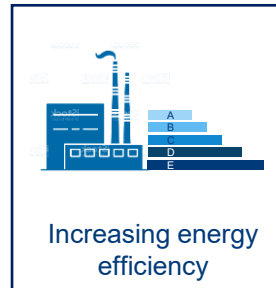
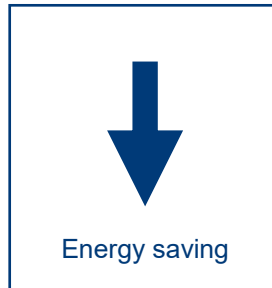
### By 2045:

We strive for greenhouse gas neutrality\*.

**100%**

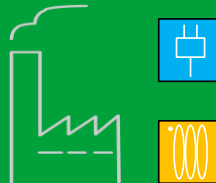
## Implementation

Focusing on the following key areas to reduce CO<sub>2</sub> emissions:



Examples of specific measures:

Construction of a biomass combustion plant and a CHP plant to reduce emissions by more than 100 kt CO<sub>2</sub> p.a. by 2026.



Renewable energy for products with the smallest possible CO<sub>2</sub>-footprint.



## Expectation

Conditions in the energy industry framework that provide incentives for **decarbonization**.

This also includes a sufficient and resilient energy infrastructure, financial support and affordable renewable energies.

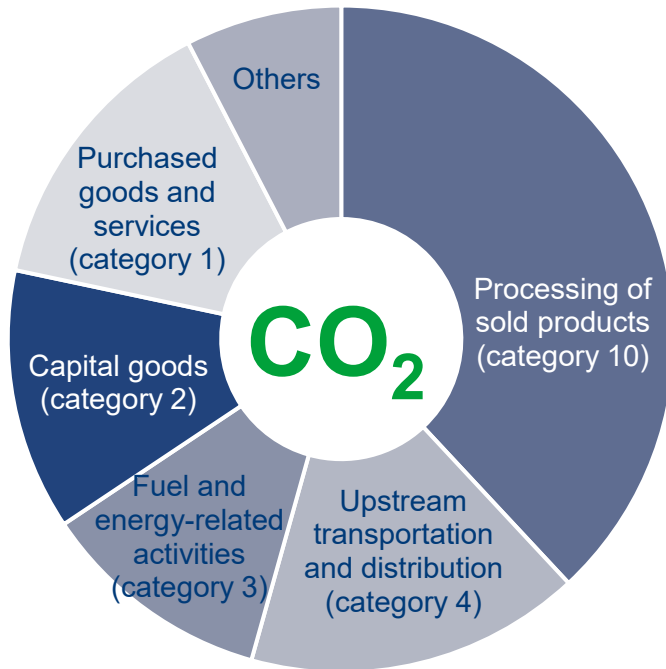


We support the goals of the Paris Climate Agreement.

\* Scope 1 + Scope 2 of our production sites compared to the base year 2020

Note: CO<sub>2</sub> emissions refer to CO<sub>2</sub> equivalents.

# Scope 3 emissions according to categories



- K+S is very early in the value chain. The evaluation of the full scope 3 emissions, therefore, is a difficult process.
- With the first annual report according to ESRS, we re-evaluated our scope 3 emissions. All data was reviewed and changes in methods/ranges lead to deviations from the previous figure.
- For the current report, several categories have been identified as material. Among these, processing of sold products accounts for the largest share, representing almost 40% of emissions.
- Others\* (waste generated in operations, business travelling, employee commuting, upstream leased assets, downstream transportation, processing of sold products as well as investments) are also reported but these represent only approximately 15% of the total emissions.

- K+S has different impact on the different categories. The main influence is on:
  - **Upstream transportation and distribution:** The choice of means of transportation can influence the value. Our goal is to further reduce the GHG emissions associated with this category. **By 2030, K+S aims to reduce its KPI for specific greenhouse-gas emissions in logistics by 10% compared with 2017, this target has already been achieved.**
  - **Fuel and energy-related activities:** The choice of energy source can influence the value. The reduction of this category is reflected in our ambitious climate strategy.
  - **Capital goods and Purchased goods and services:** The choice of these types of goods can influence the value.

Note: CO<sub>2</sub> emissions refer to CO<sub>2</sub> equivalents.

# Our future – The **climate-friendly** potash production

In future, we want to produce potash with the smallest possible CO<sub>2</sub> footprint – compared to today and compared to our foreign competitors.

To do this, we are treading two paths in parallel:



The **change in production and processing processes** – from wet to dry processing



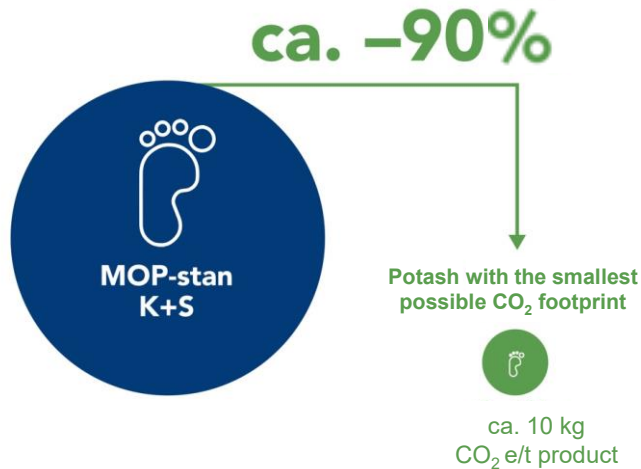
The **change in energy use** – from fossil fuels to renewable energies

With the "Werra 2060" project, we are taking the first major step in **changing our production processes**. To do this, we need to extract and process the crude salt from the reservoir in a way that is as climate-neutral as possible. This transformation project is the only one of its kind in potash mining in the world. In Zielitz, we have launched a pilot project for the use of power-to-heat, thereby pushing a **change in energy use** ahead. In the meantime, we have already installed power-to-heat systems at three sites.

The de-carbonization of the entire German potash production requires **state support**: in the provision of infrastructure and green energy sources, in the development of legal frameworks, in procedures (planning acceleration) and in the **provision of subsidies**.

# CO<sub>2</sub> reduced potash for sustainable agriculture

## Development of footprint of potash (MOP)



The reduction in emissions results from the conversion of consumption from fossil to renewable energy.

The remaining emissions are distributed across sub-processes that (so far) cannot be converted.



Aggregated CO<sub>2</sub>-footprint MOP K+S



Potash with the smallest possible CO<sub>2</sub> footprint due to the use of renewable energy

## Requirements for the change of technology

In future, we will be able to produce potash in Germany with the smallest possible CO<sub>2</sub> footprint. Both ways of achieving this – changing the production and processing methods as well as changing the use of energy – require **high investments**.

The potash industry needs a **supportive regulatory framework** for this:



High availability of renewable energy to enable potash production with the smallest possible CO<sub>2</sub> -footprint



Expansion of renewable-energy capacity and targeted grid connections to meet the increased electricity demand

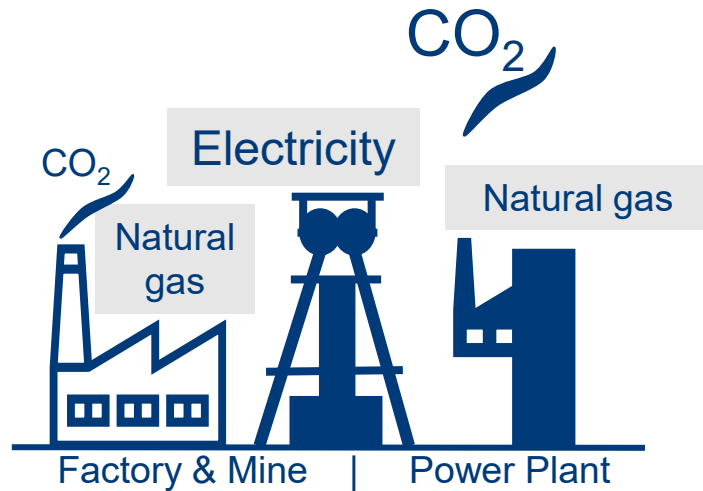


Offsetting additional expenditure incurred by using green electricity through government funding

Note: CO<sub>2</sub> emissions refer to CO<sub>2</sub> equivalents.

# Salt with the smallest possible CO<sub>2</sub> footprint by 2030

## Current system



The challenge is to identify the right technologies for each site and establish them within the next 20 years. The opportunity lies in the intelligent connection of systems and operation modes in the markets.

## System conversion from 2030

➔ Conversion of the salt works to low CO<sub>2</sub> operation and the plants to "green" electricity procurement (CO<sub>2</sub>-neutral)

### Braunschweig-Lüneburg

- Already very low in CO<sub>2</sub> as heat is generated in a biogas plant



### Frisia

- Waste incineration currently CO<sub>2</sub>-free



### Borth

- Construction of biomass heating plant



# Grow the core

20 %

We enable farmers to achieve greater economic success



## Expansion of the portfolio

- Fertilization
- Fertigation
- Micronutrients
- Concepts for soil health
- Further additions to the portfolio

## Logistic access

- Circular economy
- Last Mile Distribution

## Digital sales

- Agronomic services
- Digital sales channels (e.g., web shops)
- New digital business models
- Direct access to the farmer

# New business areas

10 %

## Subsequent use of existing assets and development of new business areas

### Renewable energy and decarbonization

- Increasing **use of renewable energies** (wind, sun, biomass) at our sites
- **Use of available space** at our sites for RE
- Conversion of production (**increase in energy efficiency**) and use of green hydrogen if necessary
- Energy trading

### Disposal / waste management

- **Underground disposal / recycling**
- Underground interim storage
- Underground **urban mining**: retrieval of waste containing raw materials

### Circular economy

- Circular economy is driven by various political and social factors
- First and foremost is the efficient use of our own natural raw materials
- The aim is **to process residues or by-products for reintroduction** into the raw material cycle

### Lived transformation / subsequent use of infrastructure

- Re-dedication and continued use of large-scale production facilities above ground / mines
- Development of new business models (underground farming)
- Use of existing expertise / resources to open up adjacent business areas

Mines

Caverns

Tailings piles

Land

Technical/structural  
infrastructure

Technological  
know-how

Agronomic  
know-how

# Performance Indicators

## Key Financial Performance Indicators

The Company's activities are managed based on the following key financial performance indicators, which are the most important financial performance indicators within the meaning of the German Accounting Standards (DRS) 20:

- EBITDA
- Group earnings after tax, adjusted
- Capital expenditure
- Adjusted free cash flow
- Return on capital employed (ROCE)
- Net financial liabilities (incl. financial lease liabilities)/ EBITDA
- Net debt/EBITDA

## Non-financial Performance Indicators

Performance indicators and target values in sustainability management were defined for the K+S Group in 2018. We, therefore, also managed the Company using the non-financial indicators stated below. These form the basis for part of the long-term incentive (LTI) as a variable component of the Board of Executive Directors' as well as all LTI-entitled employees' remuneration. They are the key non-financial performance indicators within the meaning of the German Accounting Standard (DRS) 20.

- Lost Time Incident Rate (LTI rate<sup>1</sup>)
- Reduction in specific CO<sub>2</sub> emissions

Other financial and non-financial performance indicators that are relevant for the K+S Group include revenues, sales volumes, average selling prices, and number of employees. However, these figures are not considered financial or non-financial key performance indicators within the meaning of German Accounting Standards (DRS) 20.

<sup>1</sup> The so-called LTI rate measures occupational incidents with lost time in relation to one million hours worked.

# Performance Indicators

| Key Financial Performance Indicators                                               |           | 2020     | 2021    | 2022    | 2023  | 2024  | 2025             |
|------------------------------------------------------------------------------------|-----------|----------|---------|---------|-------|-------|------------------|
| EBITDA                                                                             | € million | 444.8    | 1,067.3 | 2,422.9 | 712.4 | 557.7 | 612.8            |
| Group earnings after tax, adjusted                                                 | € million | -1,802.5 | 2,182.4 | 1,494.0 | 161.9 | 3.6   | 125.5            |
| Capital expenditure                                                                | € million | 526.0    | 334.3   | 403.8   | 525.3 | 530.8 | 545.8            |
| Adjusted free cash flow                                                            | € million | -42.2    | 92.7    | 932.0   | 311.2 | 62.4  | 29.1             |
| Return on Capital Employed (ROCE)                                                  | %         | -22.8    | 42.9    | 25.7    | 3.2   | 0.0   | 1.9              |
| Net financial liabilities<br>(including lease liabilities)/EBITDA <sub>(LTM)</sub> | x-times   | 7.8      | 0.7     | - 1     | - 1   | 0.4   | 0.4              |
| Net debt/EBITDA <sub>(LTM)</sub>                                                   | x-times   | 10.5     | 1.7     | 0.3     | 1.7   | 2.6   | 2.6 <sup>2</sup> |

<sup>1</sup> In the years 2022 to 2024, there were net financial assets.

<sup>2</sup> Net debt also includes long-term provisions for mining obligations with maturities of more than 10 years in the amount of € 1,061.7 million. Excluding these obligations from net debt, the ratio is 0.9.

| Non-Financial Performance Indicators            |          | 2020 | 2021 | 2022 | 2023  | 2024  | 2025  |
|-------------------------------------------------|----------|------|------|------|-------|-------|-------|
| Lost Time Incident Rate                         | LTI rate | 8.8  | 11.3 | 8.3  | 7.6   | 5.4   | 5.5   |
| Reduction in specific CO <sub>2</sub> emissions | kg/t     |      |      |      | 270.8 | 262.2 | 259.7 |

# K+S Sustainability Goals 2030

| Target                                                                                                                                                                 | KPI <sup>1</sup>                                                                                                                      | Unit                        | Target Value | 2025  | Dead-line | Target achievement |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|--------------|-------|-----------|--------------------|
| <b>ENVIRONMENT &amp; RESOURCES</b>                                                                                                                                     |                                                                                                                                       |                             |              |       |           |                    |
| <b>Climate Change (E1):</b><br>Reducing the carbon footprint and improving energy efficiency to enhance competitiveness.                                               | Absolute CO <sub>2</sub> emissions in the K+S Group worldwide <sup>2</sup>                                                            | %                           | -25          | -11.7 | 2030      | 47%                |
|                                                                                                                                                                        | Reduction in specific CO <sub>2</sub> emissions <sup>2, 3, 4</sup>                                                                    | kg/t                        | 254.6        | 259.7 | 2027      | 70%                |
|                                                                                                                                                                        | Specific greenhouse gas emissions (CO <sub>2</sub> ) in logistics (kg CO <sub>2</sub> e/t)                                            | %                           | -10          | -31.8 | 2030      | 100%               |
| <b>Water &amp; Dissolved Residues (E3):</b><br>Reduction of saline process water                                                                                       | Additional reduction of saline process water from potash production to be disposed of in Germany <sup>5</sup>                         | million m <sup>3</sup> p.a. | -0.5         | -0.31 | 2030      | 62%                |
| Reducing the environmental impact and conserving natural resources by re-examining the potential of residues stored on tailings piles.                                 | Additionally covered tailings pile area                                                                                               | ha                          | 155          | 32.0  | 2030      | 21%                |
| <b>K+S Mining Specifics:</b><br>Reducing the environmental impact and conserving natural resources by re-examining the potential of residues stored on tailings piles. | Amount of residue used for purposes other than tailings piles disposal or avoided by increasing the raw materials yields <sup>6</sup> | million t p.a.              | 3            | 0.41  | 2030      | 14%                |

<sup>1</sup> The base year for our non-financial performance indicators is 2017.

<sup>2</sup> Deviating base year: 2020.

<sup>3</sup> Relevant to remuneration for the Board of Executive Directors and management; a description can be found in the "Remuneration report" from page 216 of the 2025 Annual Report.

<sup>4</sup> Management relevant within the meaning of DRS 20, a description can be found in the section on "Corporate governance & monitoring" from page 177 of the 2025 Annual Report.

<sup>5</sup> Excluding a reduction due to the KCF plant and the end of production at Sigmundshall.

<sup>6</sup> Excluding a reduction due to the existing measure of immediate backfill.

<sup>7</sup> KPI is reported for the first time for 2025.

<sup>8</sup> The first survey was carried out in 2019 (deviating base year). Surveys are conducted approx. every three to five years. The most recent Diversity and Inclusion Index relates to the year 2022.

# K+S Sustainability Goals 2030

| Target                                                                                                                                                                                                | KPI <sup>1</sup>                                                                                                                       | Unit | Target Value | 2024 | Dead-line   | Target achievement |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|------|--------------|------|-------------|--------------------|
| <b>SOCIAL RESPONSIBILITY</b>                                                                                                                                                                          |                                                                                                                                        |      |              |      |             |                    |
| <b>Employees (S1):</b><br>Providing a healthy and safe work environment to protect our employees who constitute our most valuable capital.                                                            | Injury with lost time <sup>3, 4</sup>                                                                                                  |      |              |      |             |                    |
|                                                                                                                                                                                                       | LTI rate                                                                                                                               |      | 0            | 5.5  | Vision 2030 | 52%                |
| <b>GOVERNANCE</b>                                                                                                                                                                                     |                                                                                                                                        |      |              |      |             |                    |
| <b>Business Ethics (G1):</b><br>Requesting compliance with a sustainable approach on the part of our suppliers along the entire supply chains to align all business activities with our values.       | Coverage of the purchasing volume by the K+S Group Supplier Code of Conduct <sup>3</sup>                                               | %    | > 90         | 93.9 | End of 2025 | 100%               |
|                                                                                                                                                                                                       | Percentage of suppliers from certain countries assessed as part of the risk analysis (sustainability risk assessments) <sup>3, 7</sup> | %    | > 90         | 81.0 | End of 2027 | 90%                |
| Hiring and developing a workforce that reflects the places in which we do business. Fostering an inclusive environment that enables all employees to thrive and contribute to innovation and results. | Positive perception of inclusive working environment by employees <sup>8</sup>                                                         | %    | > 90         | 87.0 | 2030        | 97%                |

# K+S Sustainability: Ratings and Standards

| Organization                                                                      | Rating scale                                          | Current rating                                                           | Significance of rating                                                                                                       | Trend over the last 12 months  |
|-----------------------------------------------------------------------------------|-------------------------------------------------------|--------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|--------------------------------|
|  | Rating scale from AAA to CCC                          | AA                                                                       | Class of “Leader”                                                                                                            | ↗                              |
|  | Rating scale from A+ to D-                            | C+                                                                       | Top rating in the „medium” category and only 1 step away from prime status (from B-)                                         | ↗                              |
|  | Rating scale from 0 to 40+<br>(The lower, the better) | 27.1                                                                     | Medium risk that K+S suffers financial losses due to non-compliance with ESG requirements                                    | ↗<br>(performance improvement) |
|  | Rating scale from A to D-                             | <b>Water: C</b><br><b>Climate: C</b><br><b>SEA-Score<sup>1</sup>: B-</b> | Level 2 (C: Awareness) represents the level at which K+S currently stands on the way to greater environmental responsibility | →                              |

<sup>1</sup> SEA-Score: Supplier Engagement Assessment

## International Engagement



EU principles for sustainable raw materials



# Our contribution to the 17 SDGs

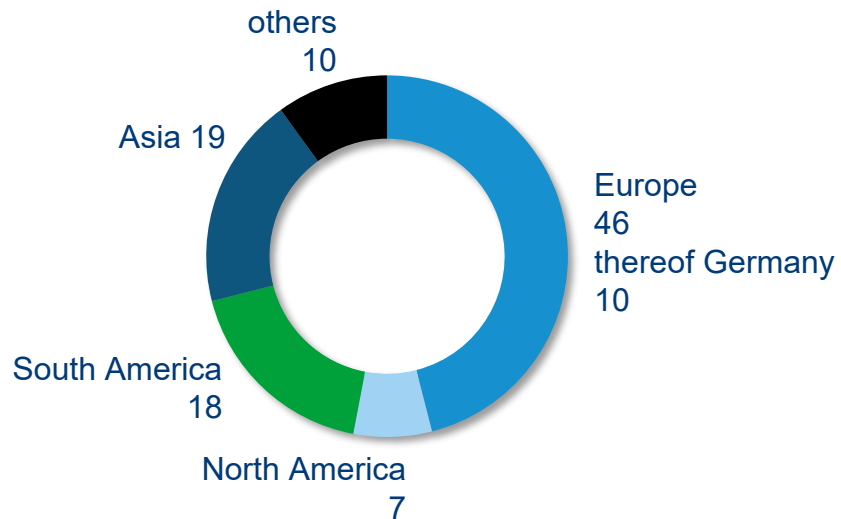
Our products can **support Sustainable Development Goals (SDGs)**.



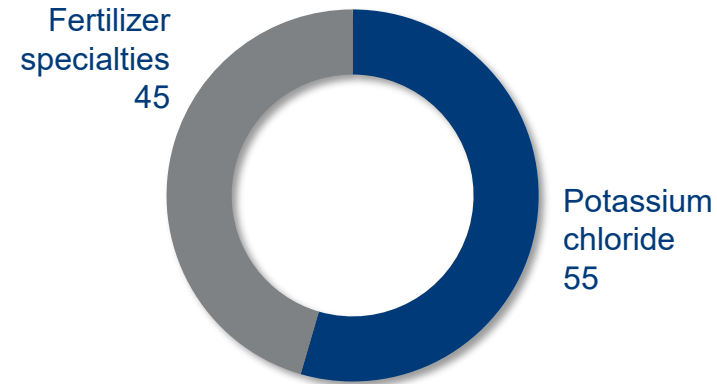
## **5 | 9 Customer Segment Agriculture**

# Agriculture customer segment at a glance

## Revenue split by region H1/2026 (%)



## Revenue split by products H1/2026 (%)



## Characteristics

- Close proximity to our most important customers as a logistical advantage
- Shipments to overseas customers at competitive costs from Hamburg harbour
- Solid and long-term customer relationships
- Broad specialty portfolio provides flexibility and stability, participation in different trends and seasons

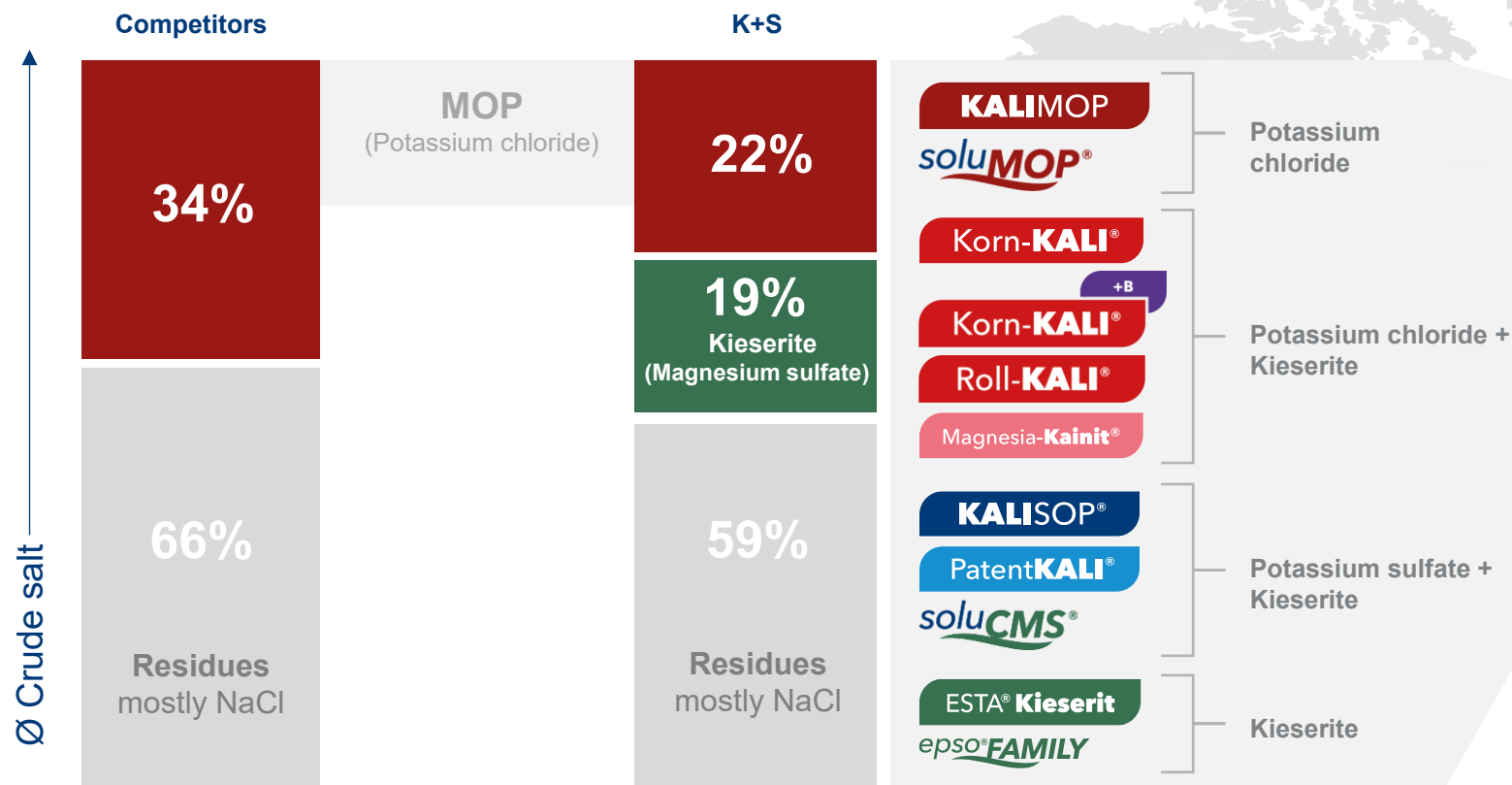
### in € million

|                                | H1/2025 | H1/2026 |
|--------------------------------|---------|---------|
| Revenues                       | 1,282.5 | 1,378.4 |
| Sales volumes (million tonnes) | 3.84    | 3.98    |
| - thereof trade goods          | 0.13    | 0.10    |

# Magnesium and sulfur make us unique

The Werra potash deposit is unique worldwide due to its natural origin.

- Crude salt contains not only potassium, but also magnesium sulfate
- Werra 2060 project: Focus on expanding and strengthening the specialties portfolio



- Potassium chloride KCl
- Kieserite  $\text{MgSO}_4$

# Our Products at a Glance

## Soil fertilizer

|                                | ✓ * | K <sub>2</sub> O | MgO | S**  | Other nutrients |
|--------------------------------|-----|------------------|-----|------|-----------------|
| <b>KALIMOP</b>                 | ✓   | 60               | -   | -    | -               |
| <b>Korn-KALI®</b>              | ✓   | 38               | 6   | 4.8  |                 |
| <b>Korn-KALI®<sup>+B</sup></b> | ✓   | 38               | 6   | 4.8  | 0.25 B          |
| <b>Roll-KALI</b>               | ✓   | 48               | 4   | 4    | -               |
| <b>Magnesia-Kainit®</b>        | ✓   | 9                | 4   | 3.2  | 26.7 Na         |
| <b>KALISOP®</b>                | ✓   | 50               | -   | 17.6 | -               |
| <b>PatentKALI®</b>             | ✓   | 30               | 10  | 17.6 | -               |
| <b>ESTA® Kieserit</b>          | ✓   | -                | 25  | 20.8 | -               |



\* ✓ = for organic farming

Figures in percent | \*\* Conversion example sulfur (S) to sulfur trioxide (SO<sub>3</sub>): 4% S × 2.5 = 10% SO<sub>3</sub>



**K+S Website: Overview of our fertilizers**

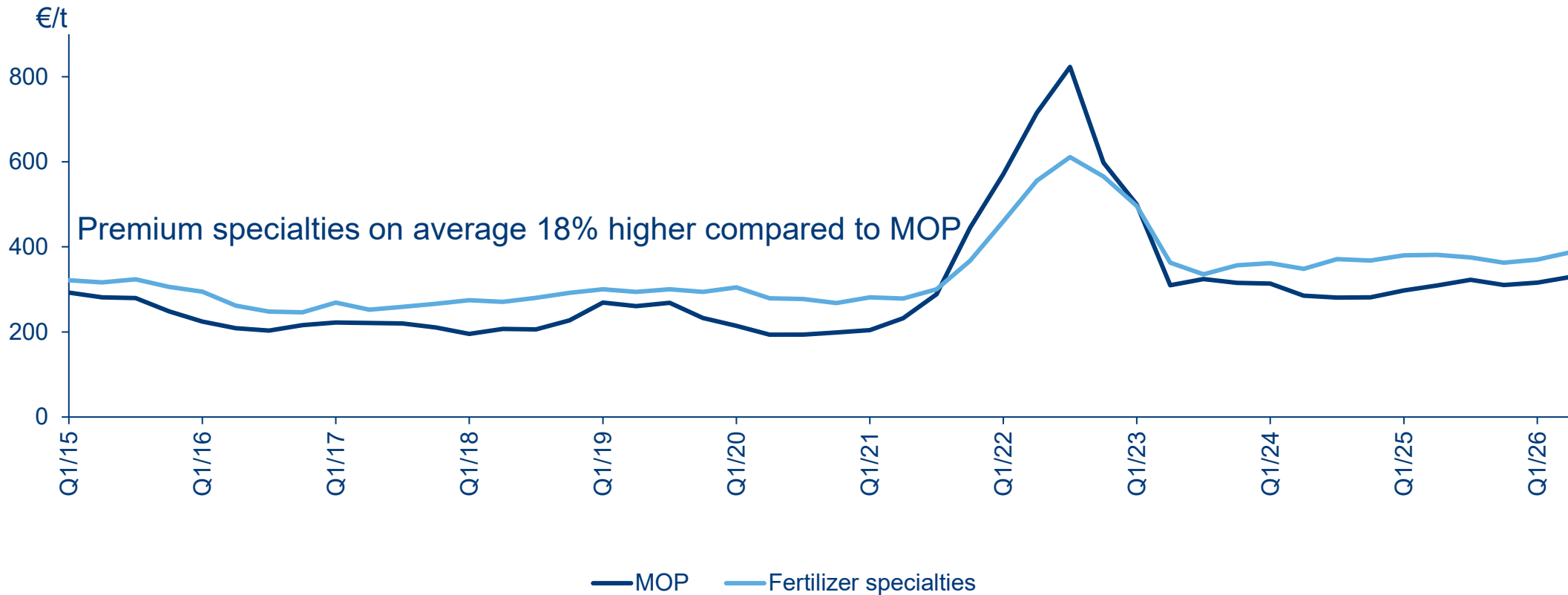
## Foliar and liquid fertilizer

|                                      | ✓ * | K <sub>2</sub> O | MgO  | S**  | Other nutrients                                             |
|--------------------------------------|-----|------------------|------|------|-------------------------------------------------------------|
| <b>epsoTOP®</b>                      | ✓   | -                | 16   | 13   | -                                                           |
| <b>epsoMICROTOP®</b>                 | ✓   | -                | 15   | 12.4 | 0,9 B . 1 Mn                                                |
| <b>epsoCOMBITOP®</b>                 | ✓   | -                | 14   | 13.8 | 4 Mn . 1 Zn                                                 |
| <b>epsoBORTOP®</b>                   | ✓   | -                | 12.6 | 10   | 4 B                                                         |
| <b>epsoPROFITOP®</b>                 | ✓   | -                | 12   | 14   | 5 Mn . 2 Zn .<br>1 Cu                                       |
| <b>soluMOP®</b>                      | ✓   | 60               | -    | -    | -                                                           |
| <b>soluSOP®<sup>52</sup> ORGANIC</b> | ✓   | 52.5             | -    | 18   | -                                                           |
| <b>soluCMS®</b>                      | ✓   | -                | 33   | 26   | -                                                           |
| <b>soluAMS®<br/>PREMIUM</b>          |     | -                | -    | 24   | 21 NH <sub>4</sub> -N                                       |
| <b>soluMAP®</b>                      |     | -                | -    | -    | 12 NH <sub>4</sub> -N .<br>61 P <sub>2</sub> O <sub>5</sub> |

# Agriculture customer segment – ASP

20-year average potash price  
Brazil (CFR): 439 USD/t

## Average selling prices MOP and Fertilizer specialties



Specialties ensure stability and profitability, especially at the lower end of the cycle

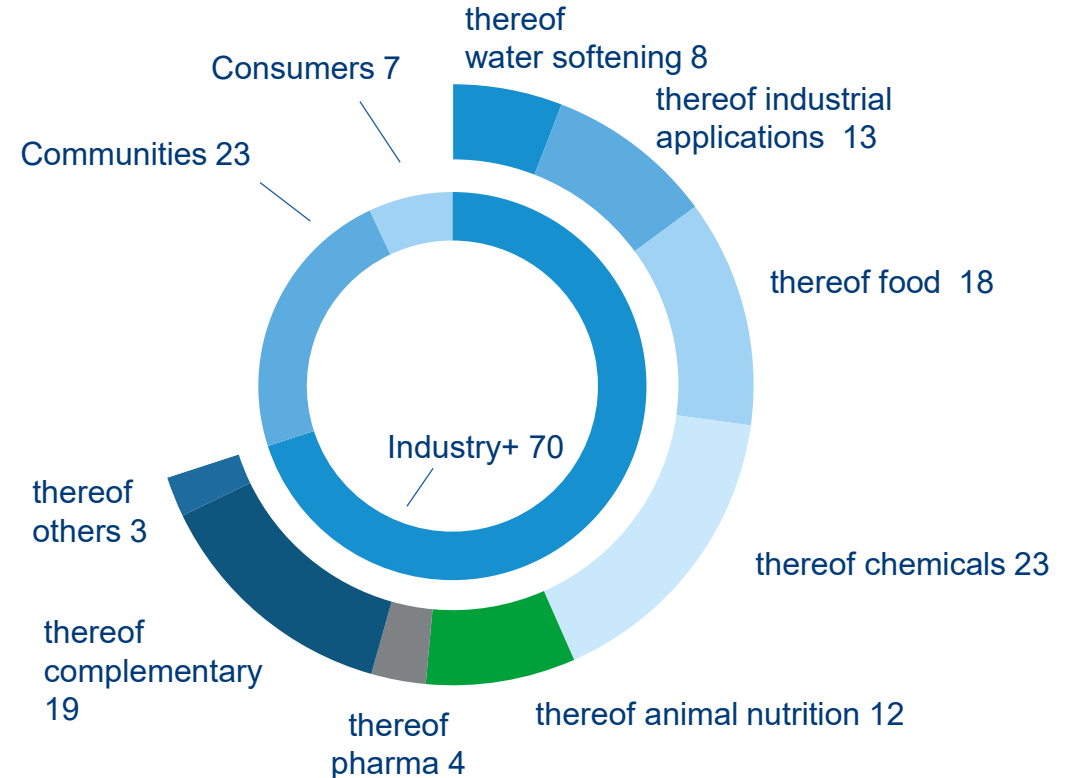
## 6 | 9 Customer Segment Industry+

# Industry+ customer segment at a glance

## Characteristics

- **Industrial:** Diverse applications in a wide range of industries – from industrial processes and water treatment to animal feed and food processing. Flexibility, a broad product range and customer proximity are our top priorities.
- **Chemical:** Focus on chlor-alkali electrolysis, where maximum purity and reliability are crucial. Our products support key processes in the chemical industry.
- **Pharmaceutical:** High quality standards for certified and innovative applications as a reliable partner.
- **Consumer:** Strong brands for use in the household and leisure sector – especially table salt, water softeners, pool salts and de-icing salts.
- **Communities:** Public road construction authorities, winter service providers and large commercial consumers purchase de-icing salt from K+S mainly through public tenders.

## Revenue split by products H1/2026 (%)



| in € million                  | H1/2025 | H1/2026 |
|-------------------------------|---------|---------|
| Sales volume (million tonnes) | 3.12    | 4.09    |
| - thereof: de-icing           | 0.88    | 1.80    |

| in € million | H1/2025 | H1/2026 |
|--------------|---------|---------|
| Revenues     | 553.4   | 660.7   |

# Industry+ | Products and main areas of application

Industry: **40%**

## Food processing



Production and processing of foods such as meat, cheese and ready meals with products such as spices, texturizers and minerals.

## Animal nutrition



Products for animal nutrition, including livestock salt and feed additives as well as salt for aquariums and fish ponds.

## Water treatment



Soft water for maintaining facilities and equipment and disinfecting swimming pools and pools.

## Industrial applications



Raw materials and additives for industrial processes such as galvanizing, plastics production and textile finishing.

**12%**

## De-Icing



Safe winter maintenance with de-icing salt and brine solutions for roads and paths.

**4%**

## Pharma



Supporting the healthcare industry with products such as dialysis fluids, infusion solutions and medicines.

**19%**

## Chemicals



Provision of raw materials for the chemical industry, e.g. for glass and pulp production.

**8%**

## Consumers



Household products such as table salt, water softeners and regenerating salt for dishwashers.

Other activities make up approx. **17%** of the Industry+ customer segment. **As of 2025 Annual Report.**

# Industry+ | Value creator #1 | Chemicals



Customer group: Chlor-alkali and the cellulose industry



**1.5 million tonnes annual volume in 2025**

## Products:

- Sodium and potassium chloride as essential raw materials for chlor-alkali electrolysis
- Magnesium sulphate as an additive in the cellulose industry
- Natural products of consistently high and good quality
- C-LIGHT: Our contribution to the CO<sub>2</sub>-reduced industry
- Product certificates in accordance with international standards and norms

## Services:

- A strong focus on reliability and delivery performance
- Professional expertise in technical customer application advice



Supply regions: Global sales market with a focus on Europe

# Industry+ | Value creator #2 | Food processing



Customer group: Food and beverage industry and carrageenan producers



**600,000 tonnes annual volume in 2025**

## Products:

- Diverse product portfolio of rock, vacuum & sea salt, potassium chloride, sodium-reduced Balance Salt and magnesium sulphate with the NUTRIKS brand
- Premium quality standards, assured by accredited certifications
- Natural origin, highly pure & certified according to international standards
- Various grain sizes

## Services:

- Short transportation routes due to naturally deposits in Europe
- Different packaging formats
- Individual customer service through local sales units spreads across the globe and technical customer application advice



Supply regions: Salt portfolio: Focus market Europe  
Potassium-magnesium portfolio: Global sales market

# Industry+ | Value creator #3 | Industr. Applications



Diverse industries, e.g. electroplating, mineral oil, gas, textile, glass, building & plastics industries



**400,000 tonnes annual volume in 2025**

## Products:

- Potassium, sodium and magnesium chloride as well as potassium and magnesium sulphate as raw materials and additives for industry
- Purity, grain sizes and hydrate levels customized to the customer's specific areas of application
- Natural origin & certified according to international standards

## Services:

- Individual delivery quantities in 25 kg bags, big bags or bulk
- Natural deposits in Europe and North America guarantee short transportation routes
- Customer service through local sales units and technical customer application advice

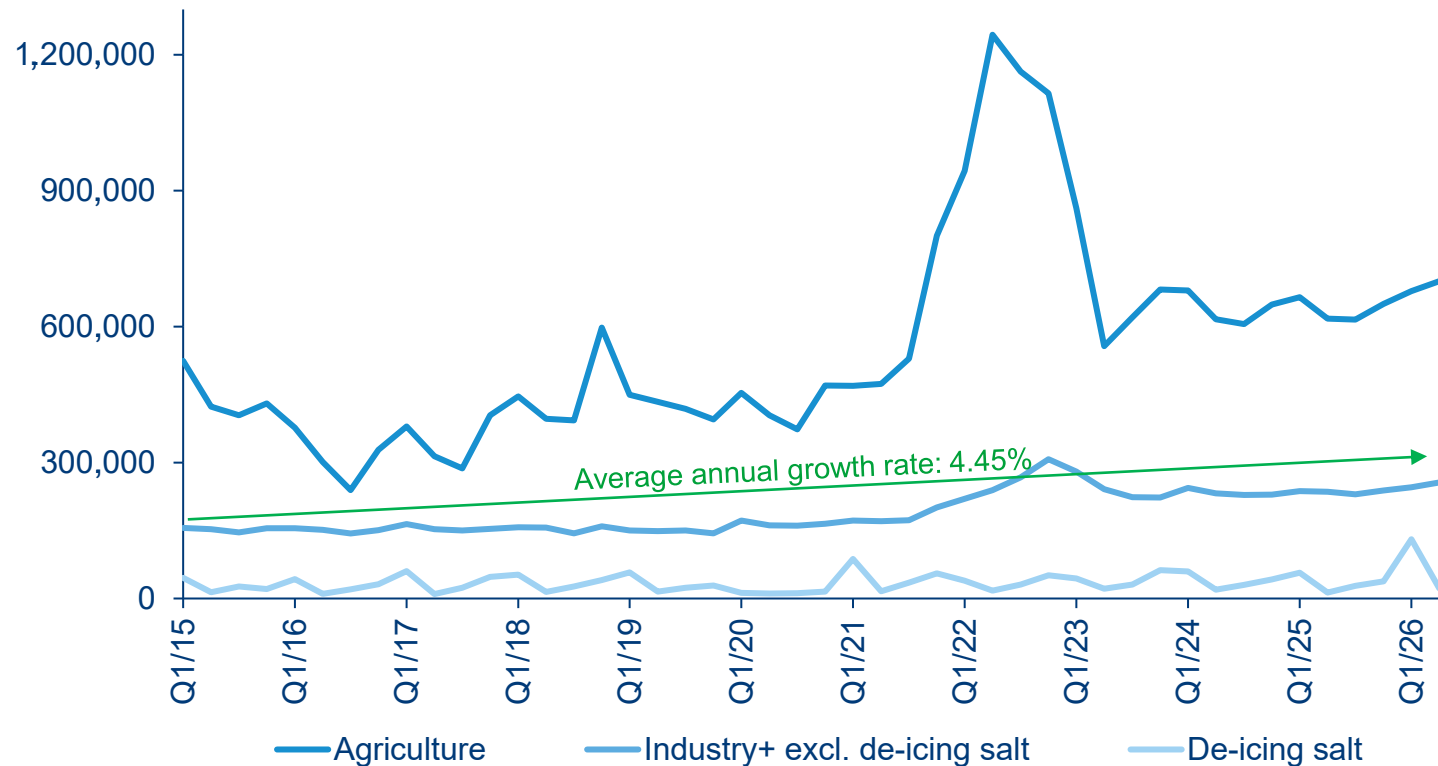


**Supply regions:** Salt portfolio: Focus market Europe  
Potassium-magnesium portfolio: Global sales market

# Industry+ business – a stabilizing anchor

Industry+ revenues remain stable despite market fluctuations (excluding de-icing salt)

Revenues in €t



## Stable Industry+ business:

Industry+ shows consistently stable revenue development despite market fluctuations.

**Low volatility:** Significantly less price-sensitive than the Agriculture customer segment.

**Reliable earnings driver:** Industry+ acts as a constant stabilizing anchor for K+S's overall revenues.

The image shows an industrial facility, likely a salt processing plant. On the left, a large grey building features the 'QEMETICA' logo in green. To the right, several tall, white smokestacks with red horizontal bands are visible against a clear blue sky. A complex metal scaffolding structure surrounds one of the central stacks. In the top right corner, the 'K+S' logo is displayed in white on a dark blue background.

**K+S**

## 7 | 9 Acquisition of Qemetica's salt business

# Reducing volatility by allocating capital to initiatives with advantageous market conditions

## Strategy

Delivered major strategic milestones through portfolio repositioning, restoring a strong balance sheet, and an organizational transformation

### Strategy

- 1 Strengthen existing core business
- 2 Expand and develop core business
- 3 Establish new business areas

» Continuing to strengthen competitiveness to ensure long-term resilience and market positioning

» Advancing efficiency gains while upholding rigorous cost discipline across the organization

## Initiatives

### Agriculture

- Disciplined potash business optimization with Bethune ramp-up (100–150 kt p.a. to 4.0 Mt) at maximum speed in current setup
- Project Werra 2060

### Industry+

- Salt market gaining strong momentum, supported by supply-side improvements
- **Strengthening existing business:** expanding the specialty portfolio in line with market opportunities to reduce cyclicity and enhance competitiveness

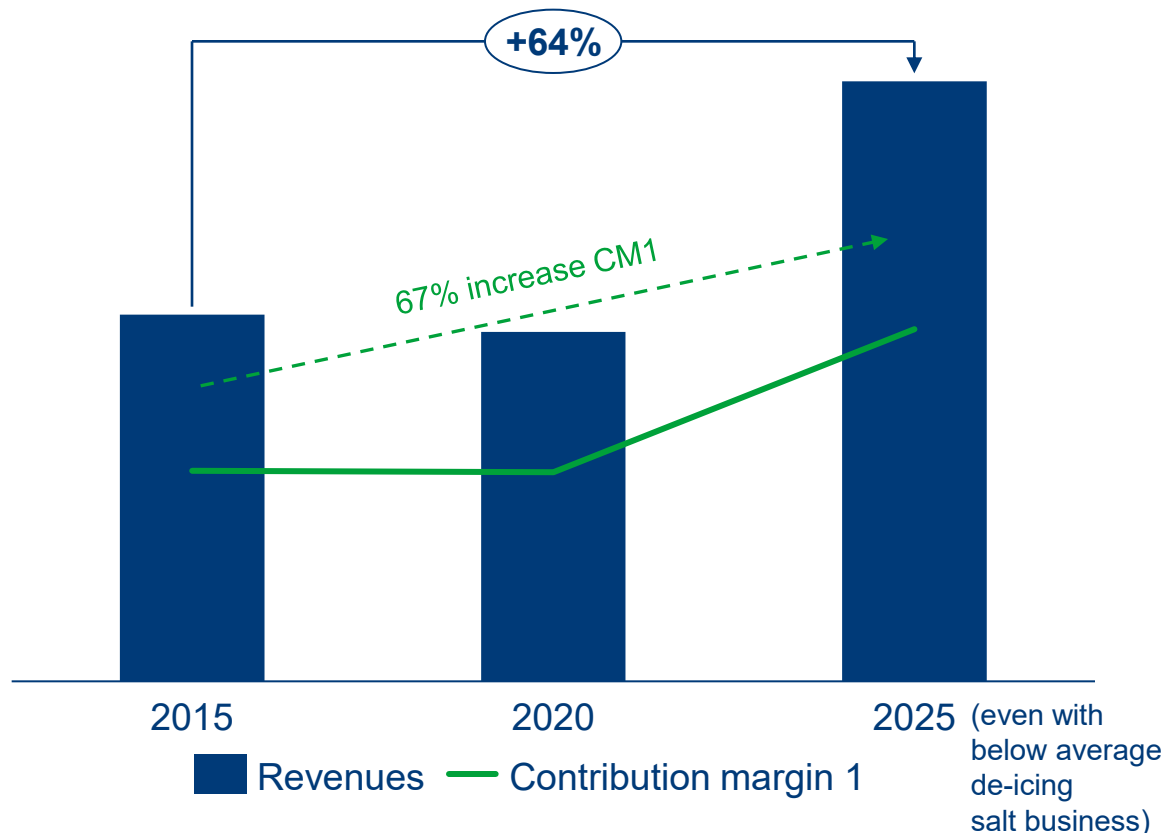


**QEMETICA salt business acquisition**

**K+S capitalizes on market opportunities to reinforce its competitive position**

# K+S salt business has demonstrated impressive recent momentum

Salt has transitioned from a stabilizing element to an increasingly important value driver



- Supply-side shifts have durably reinforced the strength and performance of the salt business in recent years
- The fundamentally enhanced business model is most evident in sustainably stronger earnings performance
- Volatility, capital requirements, and capital intensity are significantly lower than in the potash segment
- Salt has evolved from a stabilizer into a true value driver

# K+S acquires Qemetica's salt business

Acquiring Qemetica Salt unlocks a strong growth opportunity for our European salt business

## Qemetica

- Qemetica, founded in 1945 and headquartered in Warsaw, Poland is a **European chemical group** active in soda, salt, silicates, and agrochemicals
- The company is 100% privately owned by Kulczyk Investments

## Nature of transaction

- **Acquisition (100%) of Qemetica's salt business unit**
- Structure: share deal, **100% cash consideration**
- Expected closing: **Q1/2027**

## Transaction value

- **€350 million upfront payment**
- €30 million earn-out linked to business performance 2026 & 2027

## Closing conditions

- Receipt of required regulatory approvals, e.g. antitrust approval
- Other customary closing conditions

# Qemetica Salt at a glance

Qemetica's specialty salt portfolio aligns seamlessly with our salt business, generating attractive synergies

**Strong European high purity salt supplier**  
Perimeter includes two plants



**Janikowo:** one of the largest evaporated salt plants in EU



**Stassfurt:** most modern salt plant in EU, launched in 2021

## Excellent cost-efficiency positioning

- Backed by advantaged locations, loyal customers, and a trusted brand

## Specialty end-markets

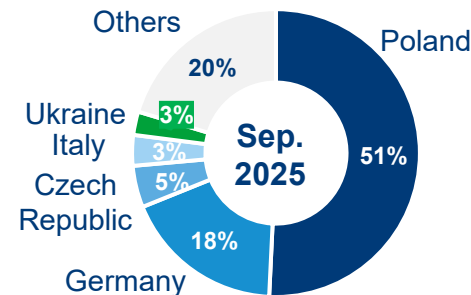
- Focused on water treatment, food & consumer products with minimal commodity exposure

## Growth focused

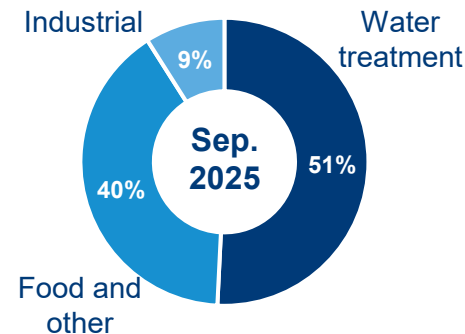
- Strong internal initiatives driving energy efficiency

## Sales breakdown

### Geographical



### End markets



**~€125m**  
Revenues 2025



**A major**  
evaporated salt  
producer



**~€50m**  
EBITDA 2025



**~40%**  
EBITDA Margin  
2025



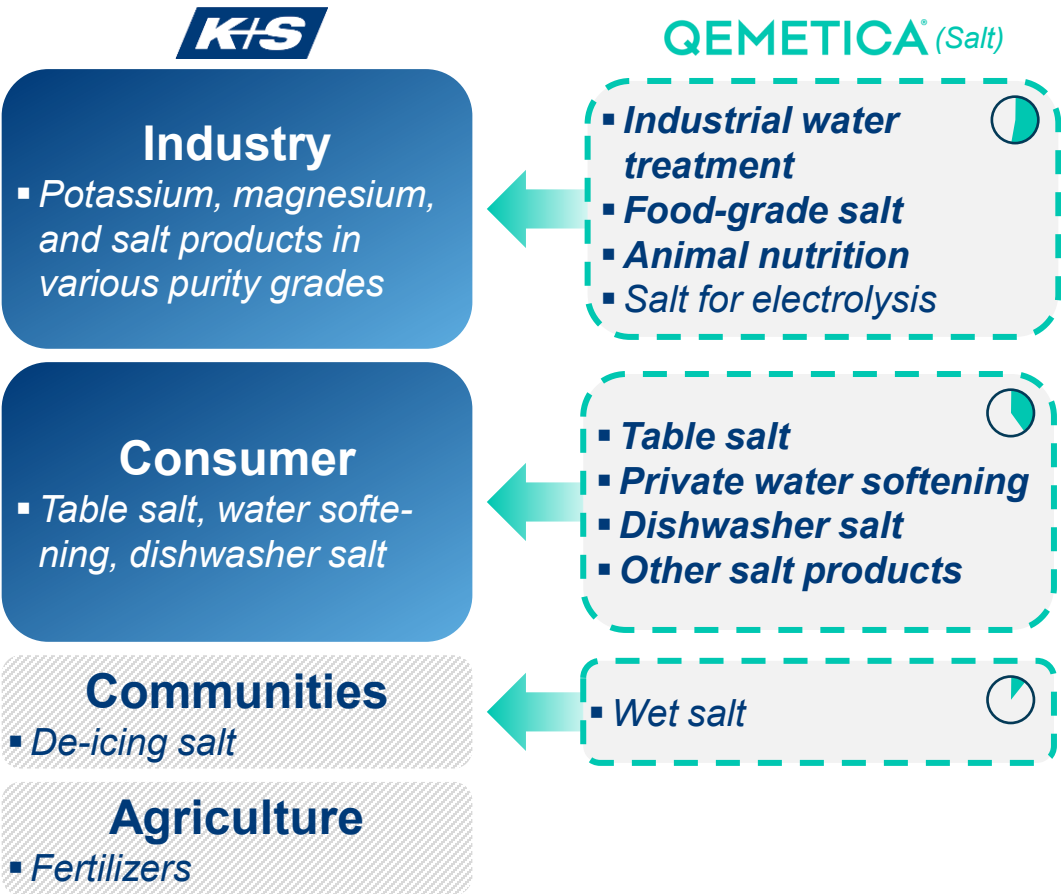
**~400**  
Employees



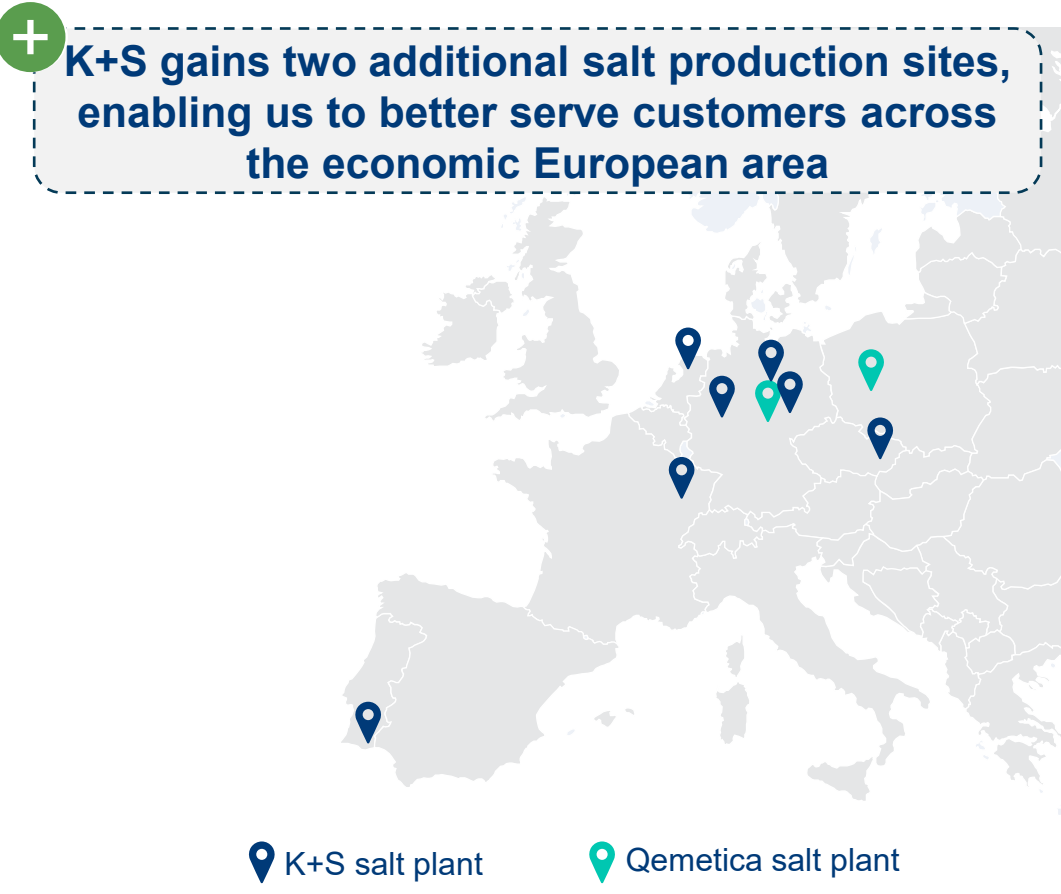
**~1,000kt**  
Capacity

# Extends geographic and product portfolio in industry and consumer segments and adds capacity

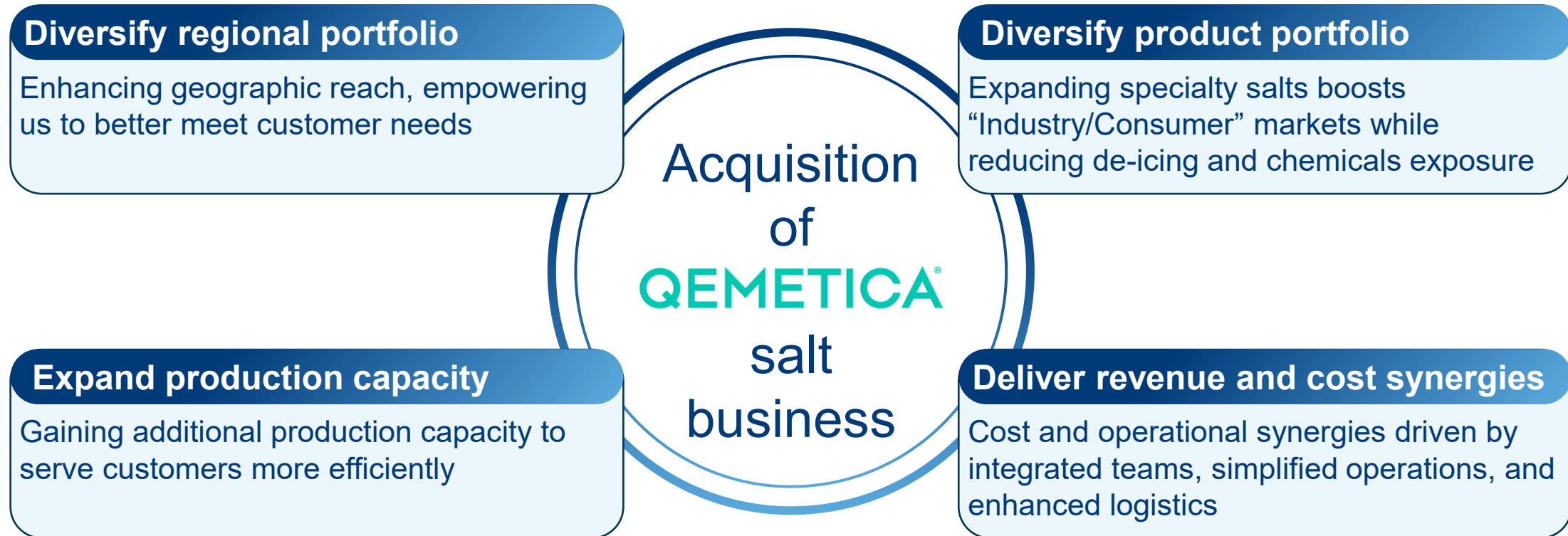
## Expand Industry and Consumer segment



## Geographical footprint incl. Qemetica Salt



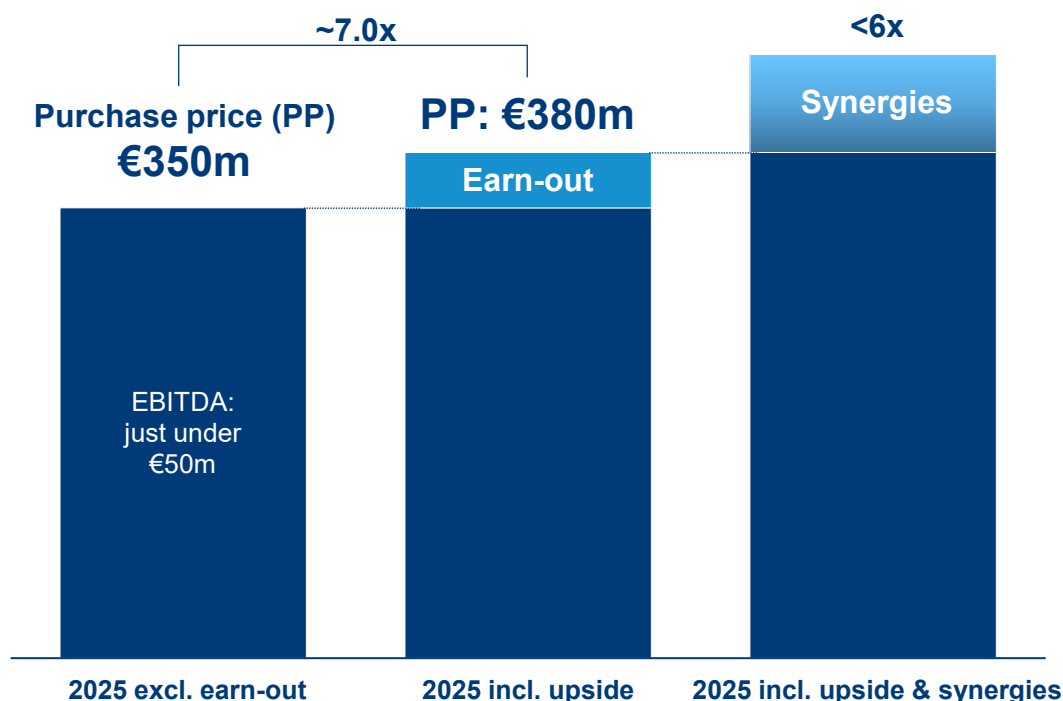
# Rationale: Capacity expansion and diversification



**Acquisition enhances salt footprint, diversifies the business, reduces cyclicity, and strengthens cash-flow stability of K+S Group**

# Value creation anchored in performance upside and synergy realization

Acquisition multiple, synergies included, is lower than K+S's trading multiple



Pro-rata earn-out based on success in 2026&'27:

- Volume ramp with strategic customers sustainably evaluated
- Detached from de-icing salt business

Synergy levers:

- **Revenue synergies:**
  - Portfolio synergies
  - Efficiency gains in logistics and network
- **Cost synergies:**
  - Organizational scaling effects
  - Procurement and OPEX optimization

2025 implied PP/EBITDA multiple incl. sustainable earn-out and synergies at below 6x

# Financing implications of proposed transaction

K+S is reviewing various financing and capital market instruments to fund the purchase price for the acquisition and to optimize the Group's financing structure. If no financing has been completed by the closing date, K+S can draw on existing liquidity and firmly committed credit lines, and, if necessary, refinance at a later point in time.

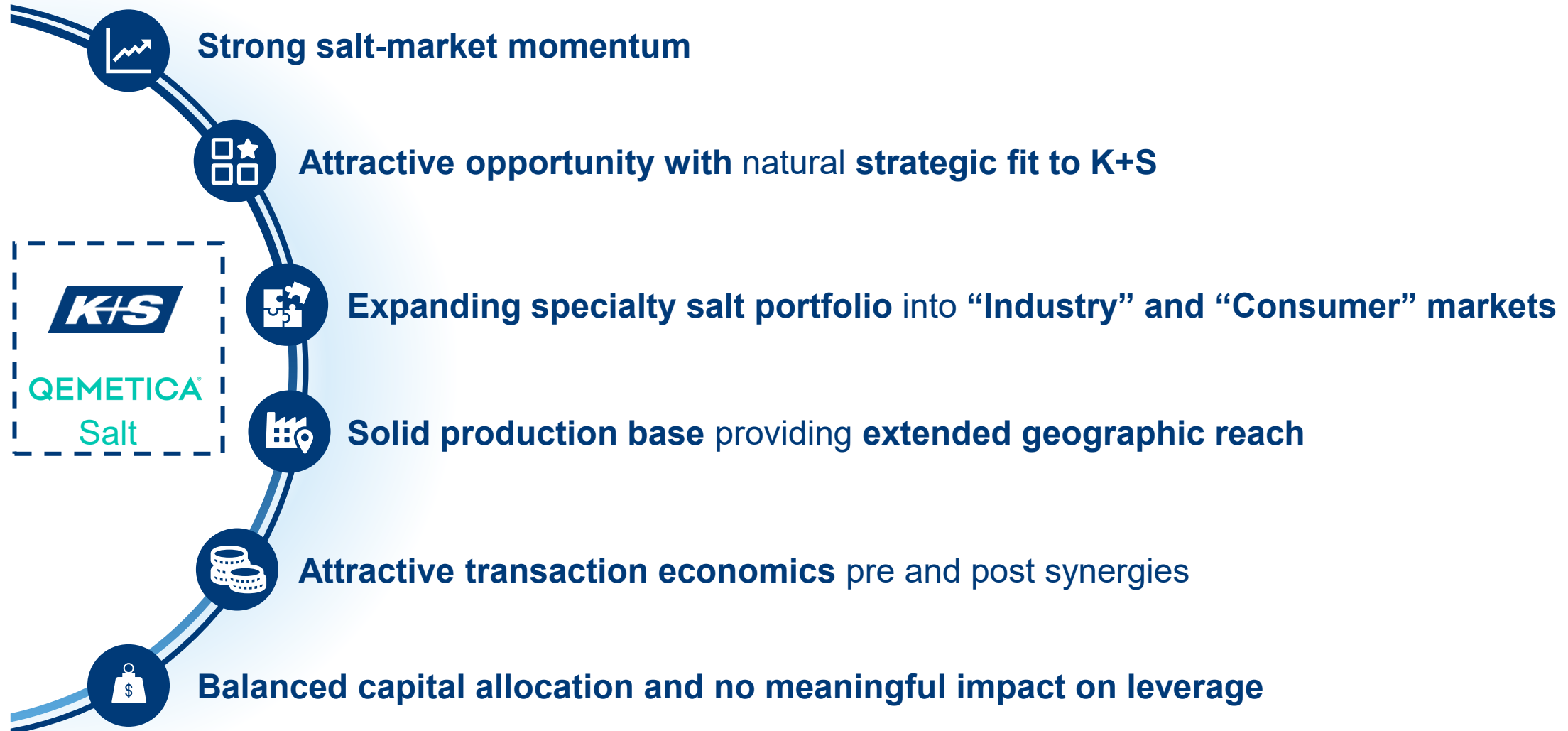
Pro-forma net financial leverage of approximately **0.4x net financial liabilities/ EBITDA** at closing; no meaningful impact on leverage (net debt / EBITDA)

**Immediate positive earnings contribution after closing**

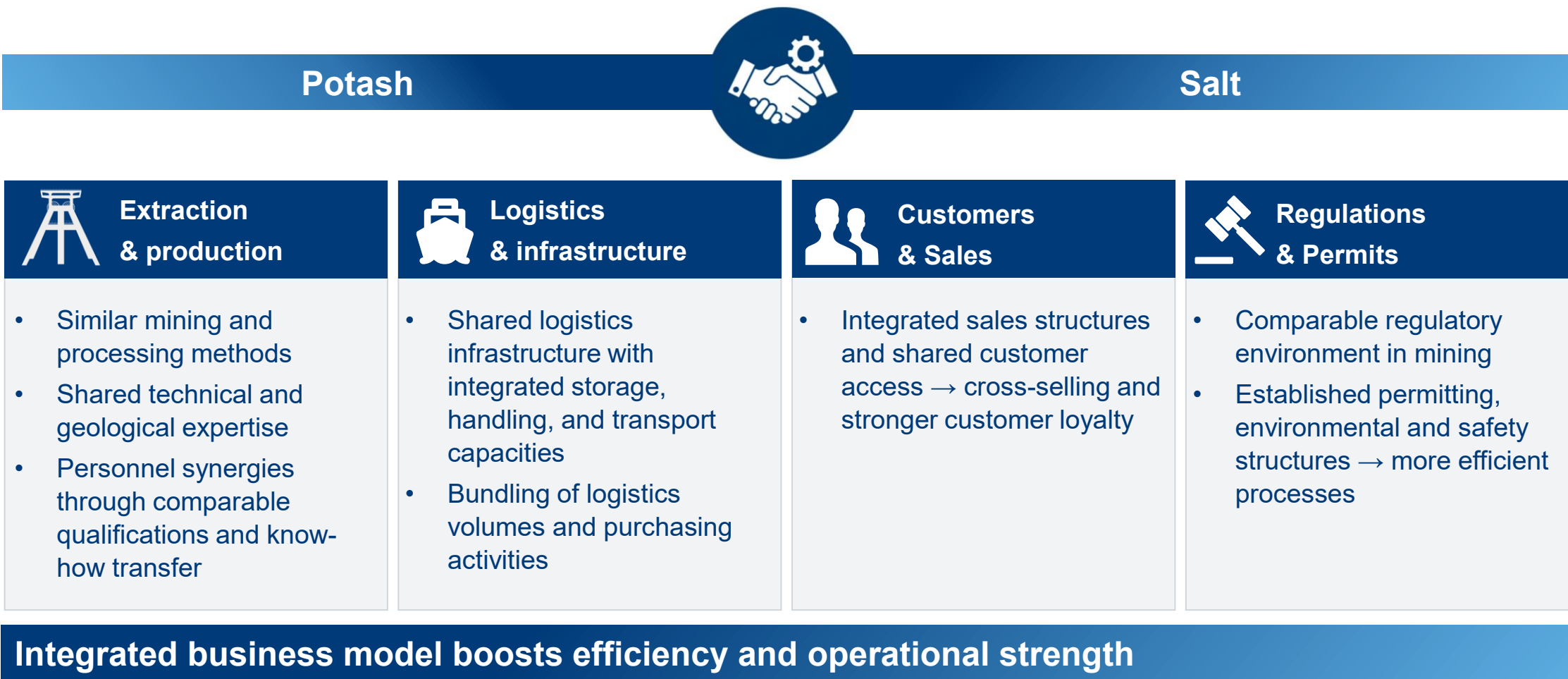
Commitment to **current dividend policy**

Goal to maintaining current **investment grade credit rating**

# Summary



# K+S: Combining potash and magnesium products with salt strengthens sustainable value creation



# **8 | 9 K+S Value creation, production and management of residues**

# Phases of our value 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 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/<br>Marketing |   | The K+S Group wants to be the preferred partner of its customers in the market. High product quality and reliability are crucial prerequisites for this. K+S offers a comprehensive range of 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.                              |



# Main production methods for salt

## Rock salt

Conventional  
mining



## Sea/solar salt

Crystallization  
of sea water



## Evaporated salt

Recrystallization  
of purified brine



## Brine

Controlled  
solution mining



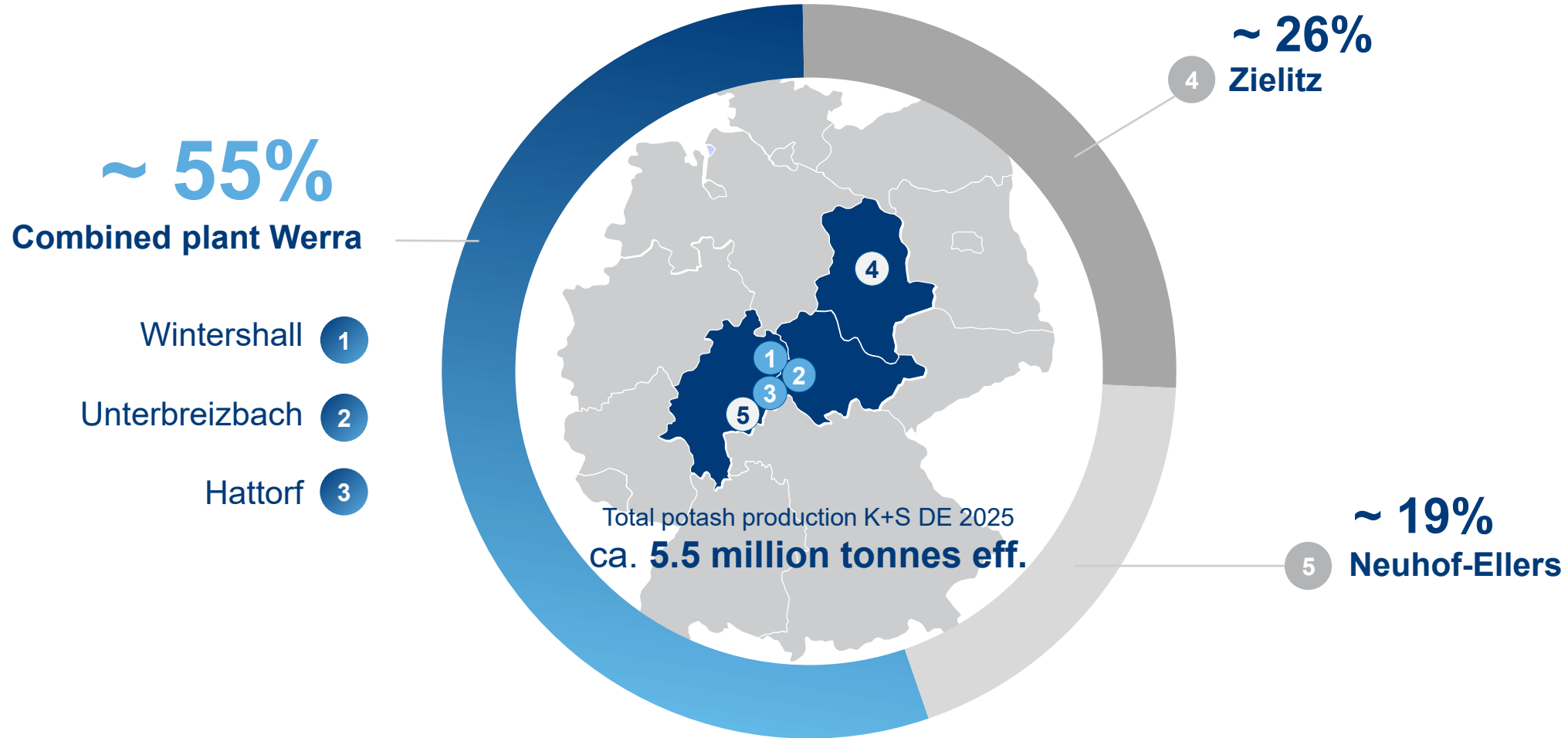
- Around 60% of worldwide salt production (more than 290 million tonnes including brine) is obtained from rock salt mining and solution mining.
- Approximately 40% of production is obtained from seawater and salt lakes.<sup>1</sup>

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 sites.

<sup>1</sup> Roskill Information Services Ltd., 2020

# K+S potash production capacity in Germany

Share of annual potash production capacity (in %)



# K+S salt production capacity

Share of annual salt production capacity (in %)

~ 42%

8 Bernburg

Rock salt and  
evaporated salt

~ 26%

9 Borth

Rock salt and evaporated salt

~ 10%

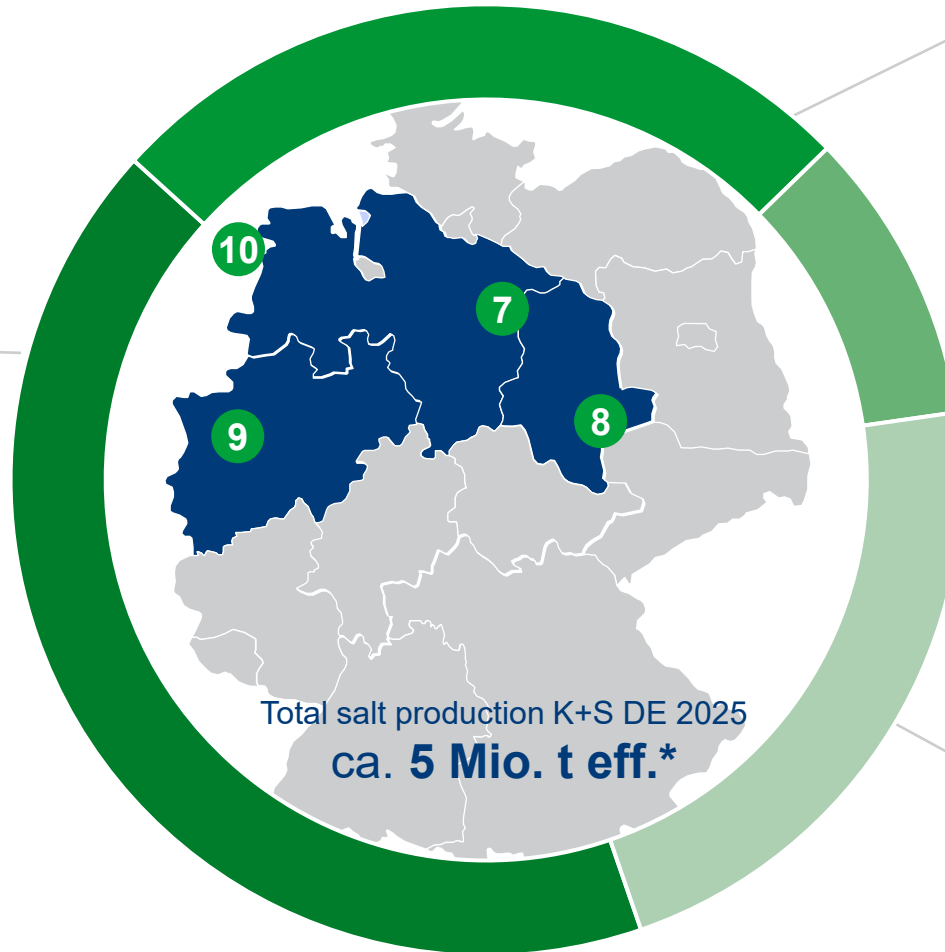
7 Braunschweig-Lüneburg

Rock salt

~ 22%

10 Frisia

Evaporated salt

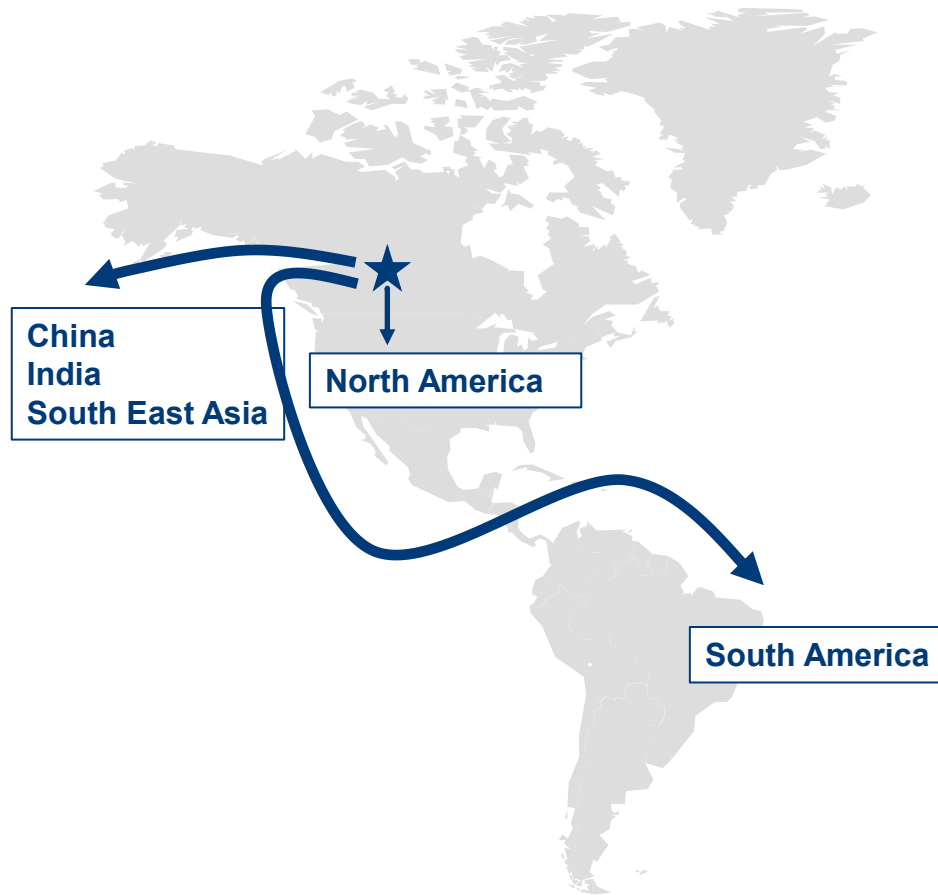


Total salt production K+S DE 2025  
ca. 5 Mio. t eff.\*

\*Solid salt

# K+S in Canada: Bethune

## Strengthening our global presence



- Expanding our current production portfolio in Germany with a North American production site  
→ **Only supplier with production sites in Europe and North America**
- 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**

# K+S logistics at a glance

We deliver our products to the customer: CO<sub>2</sub>-efficient, cost-effective, fast and flexible!



## Fast and flexible

Thanks to multimodal means of transportation and high rail capacities, we can **deliver quickly and directly to our customers.**

## Cost-efficient

Through careful planning and efficient use of resources, we offer a logistics solution that is **competitive and cost-effective.**

## Quality-conscious

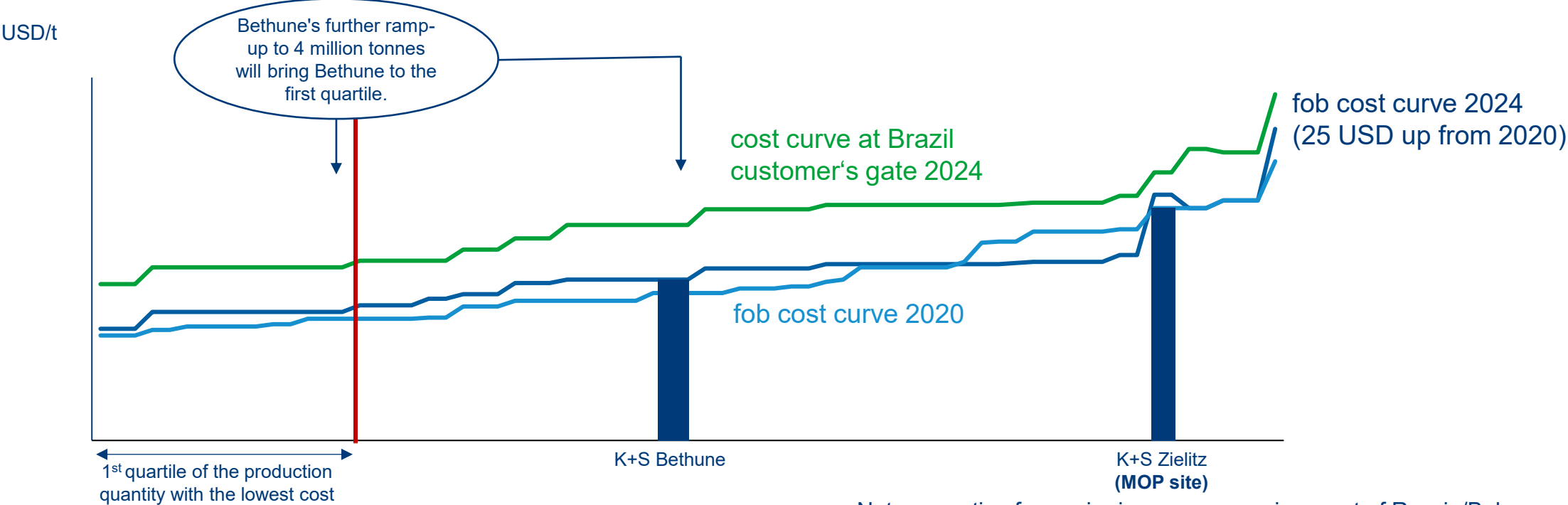
A high proportion of **direct transports** and the proximity to our sales markets are **particularly beneficial to the quality of our products.**

## Low CO<sub>2</sub> transportation

We rely on **environmentally friendly means of transport** and **optimized routes** to minimize CO<sub>2</sub> emissions and make our contribution to climate protection.

# Cost curve at customer's gate much flatter

Ramp-up of Bethune as well as measures to optimize the existing business

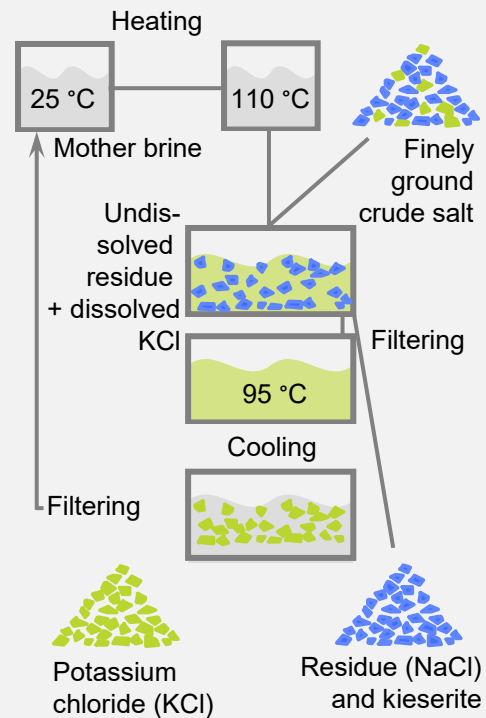


Source: S&P Global, Fertecon, April 2024

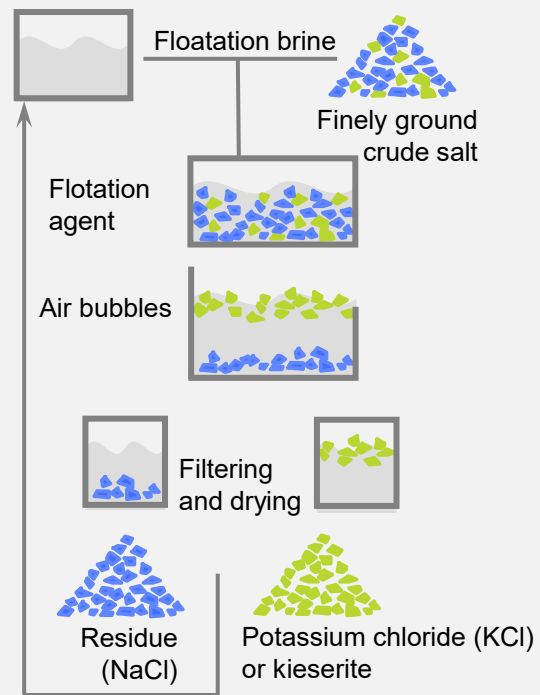
➔ Increasing improvement in cash costs and competitive position

# Potash processing above ground

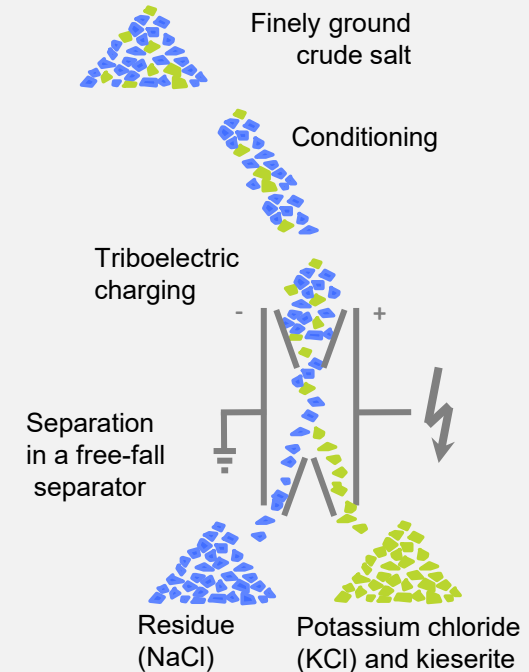
## Thermal dissolution



## Flotation

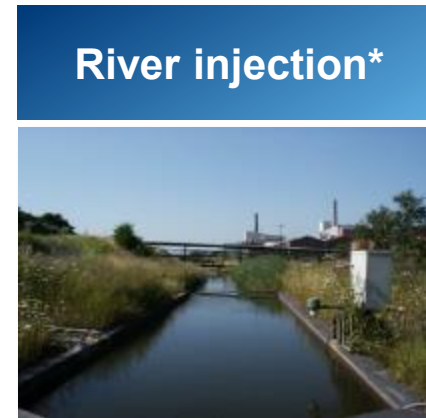


## Electrostatic Separation (ESTA®)



# Potash production: management of residues

- Crude salt has only a limited recyclable content (max. 30%), therefore the generation of residues is inevitable. All potash producers worldwide face this challenge.
- The recycling of partial volumes is performed at all producers.
- The methods, processes, and equipment for the construction of tailings piles from solid residues are **scientifically justified, tried and tested in practice**. These ways of disposal – depending on the corresponding site – are used also in combination. They currently represent the **best available technique**. Solid or liquid residues are disposed of worldwide in the following ways:



Ø Share\*\* of residue disposed by this method in the Hessian-Thuringian potash district in 2022:

~84%

~7.5%

~5%

~3.5%

\* 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.

\*\* Percentage by mass of salt

# Green investments = long-term planning security

## Tailings piles extensions



**Hattorf**

**Wintershall**

**Zielitz**



- Approval of Hattorf tailings pile expansion (phase 3) in mid-2025 and investments required
- Next approval and significant investments in tailings pile extensions will not be necessary again until the end of the 2020s

## Liquid residues



**Werra**



- Deep-well injection ended 2021
- From 2028: Positive effects of the Werra 2060 projects

# Reduction of tailings pile water: coverage & greening

## Our objectives

- From 2030 onwards, K+S will be able to use three million tonnes of residue annually for purposes other than tailings pile disposals.
- By 2030, we want to cover a further 155 hectares of tailings pile area and thus further reduce or avoid the accumulation of tailings pile water.

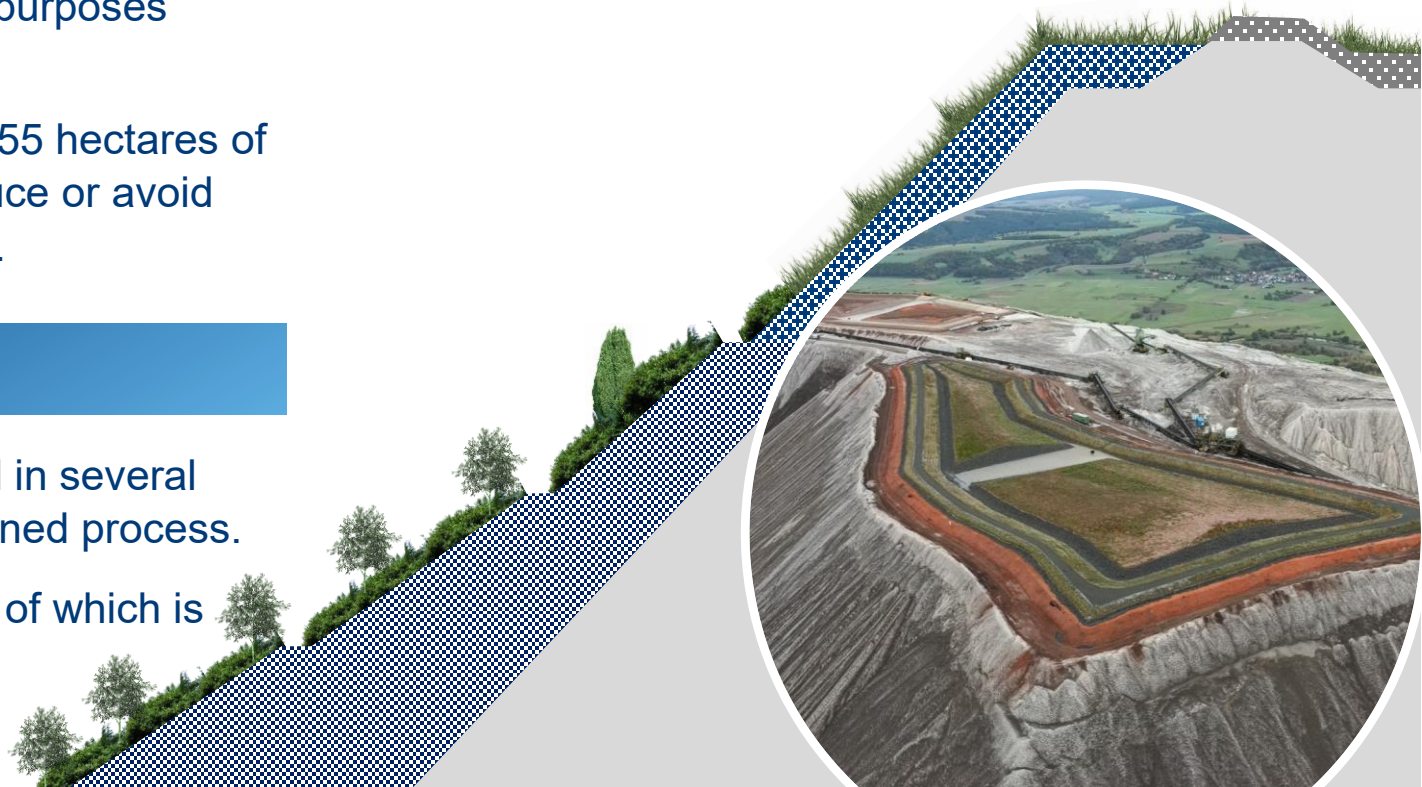
## The procedure

Soil and construction rubble are installed in several layers on the stockpile in a precisely defined process.

→ Formation of a cover, the upper layer of which is permanently greened.

## Objective

Reduction of tailings pile water by up to 90%



# Tailings pile and process water at the Werra site

## Development of saline wastewater

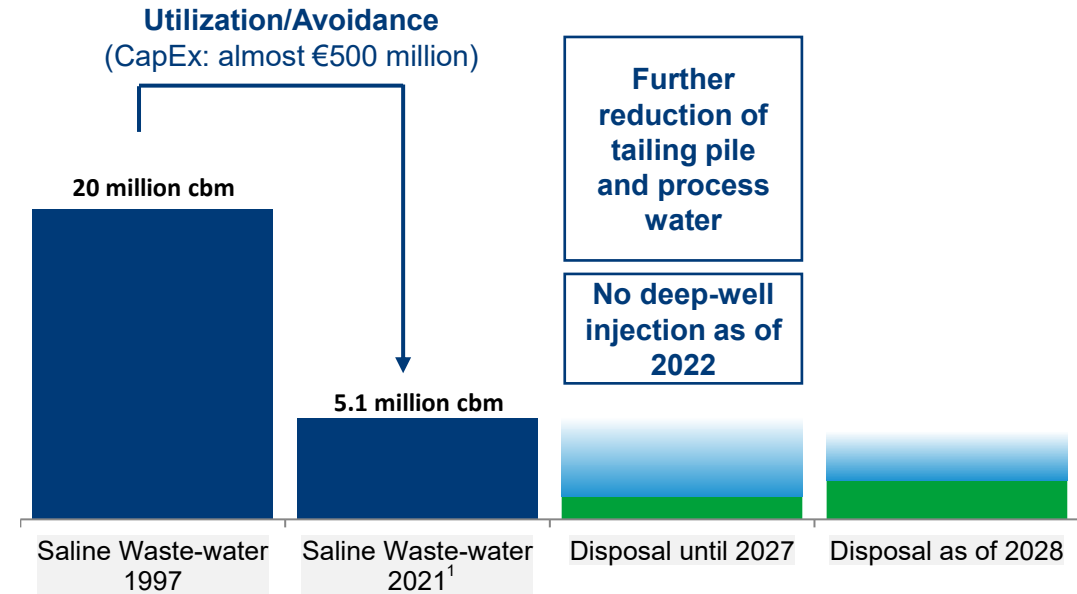
Reduction of saline wastewater based on various measures within the last 25 years:

- Underground disposal in Unterbreizbach
- Optimization of production and manufacturing processes
- ESTA - facility, cold preliminary decomposition and high consistency facility, kainite crystallization and  $\text{MgCl}_2$  facility
- Establishment of a kainite crystallization and flotation facility; advantage: additional product

## Additional ways of disposing saline wastewater

- **On-site:** Temporary storage possibility of up to 1.0 million  $\text{m}^3$  (basins and temporary storage underground).
- **Off-site:** Flooding of decommissioned mines or caverns for their restoration.
- As part of our strategy and the optimization of our existing business, the focus at the Werra site will be on reducing solid and liquid residues as well as energy consumption and therefore  $\text{CO}_2$  emissions.

## Disposal of saline wastewater



Remote flooding of abandoned mines or caverns and temporary storage underground as of 2028: higher positive effects of the Werra 2060 project

Discharge Werra <sup>2</sup> in compliance with the target values of the FGG Weser

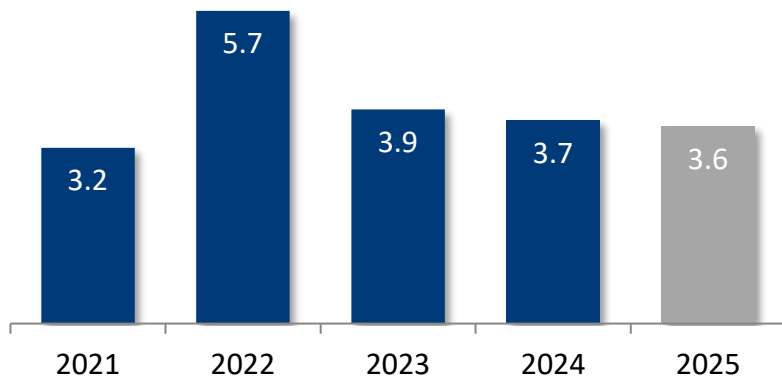
<sup>1</sup> Including Neuhof

<sup>2</sup> Further reduction and avoidance of tailing pile water targeted by covering tailings piles; continuing R&D developments with external partners, among others

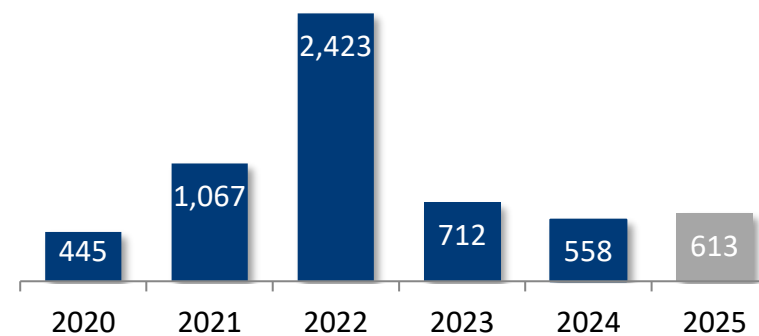
## **9 | 9 Financial data & IR**

# Key financial figures<sup>1</sup>

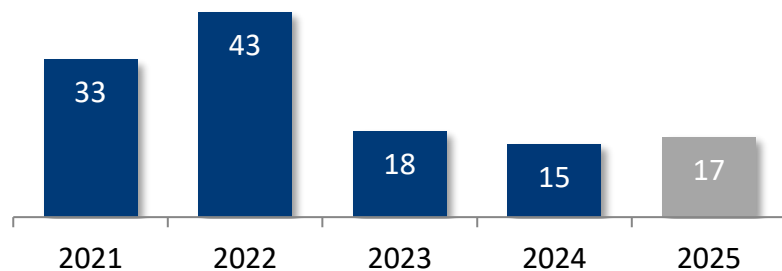
## Revenues (€ billion)



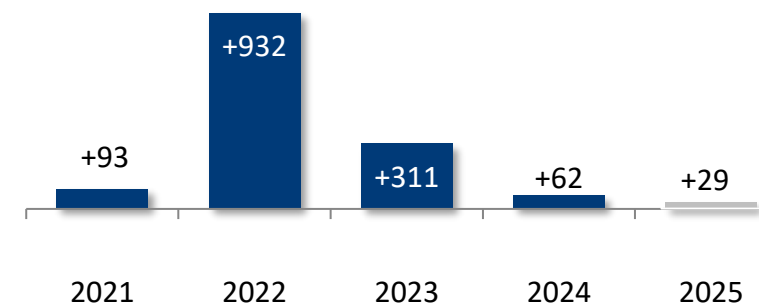
## EBITDA



## EBITDA margin (%)

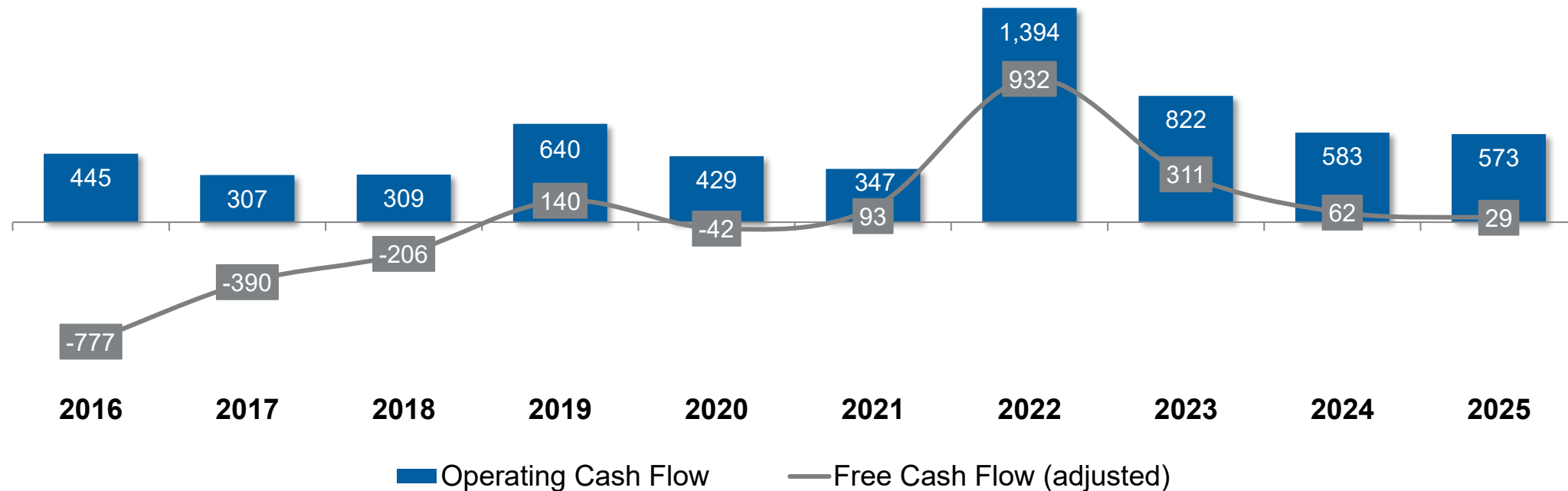


## FCF (€ million)



<sup>1</sup> The figures relate to the continuing and discontinued operations of the K+S Group for the year 2020. Since the financial year 2021, the figures relate to the continuing operations of the K+S Group.

# Operating and adjusted cash flow<sup>1</sup>



<sup>1</sup> The figures relate to the continuing and discontinued operations of the K+S Group for the years 2016 to 2020. Since the financial year 2021, the figures relate to the continuing operations of the K+S Group (in € million).

# Cash flow and balance sheet

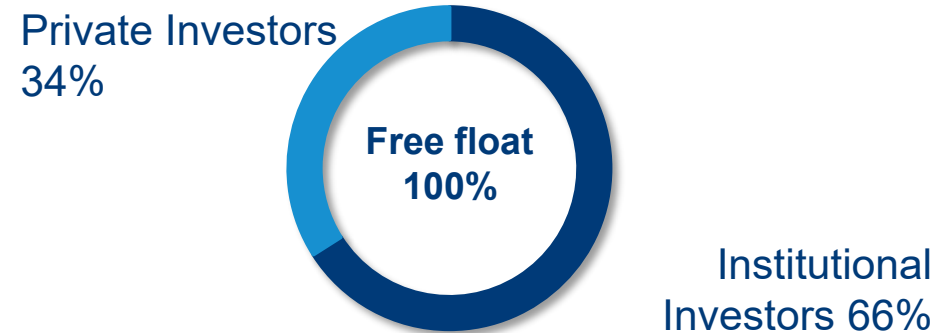
|                                                                                                     | H1/24      | 9M/24       | FY/24      | 3M/25      | H1/25     | 9M/25      | FY/25      | 3M/26     | H1/2026    |
|-----------------------------------------------------------------------------------------------------|------------|-------------|------------|------------|-----------|------------|------------|-----------|------------|
| Operating cash flow                                                                                 | 321        | 484         | 583        | 162        | 265       | 425        | 573        | 214       | 331        |
| Investing cash flow<br>(adjusted by sale/purchase of securities and other<br>financial investments) | -235       | -373        | -521       | -130       | -240      | -364       | -544       | -189      | -230       |
| <b>Adjusted free cash flow</b>                                                                      | <b>87</b>  | <b>111</b>  | <b>62</b>  | <b>32</b>  | <b>24</b> | <b>62</b>  | <b>29</b>  | <b>87</b> | <b>101</b> |
| Capex                                                                                               | 212        | 352         | 531        | 90         | 219       | 353        | 546        | 87        | 212        |
| <b>Net debt</b>                                                                                     | -1,352     | -1,337      | -1,445     | -1,398     | -1,638    | -1,597     | -1,594     | -1,589    | -1,573     |
| <b>Net debt</b> excl. non-current mining provisions,<br>payable in > 10 years                       | -400       | -370        | -448       | -442       | -491      | -470       | -533       | -456      | -413       |
| Non-current provisions for mining obligations                                                       | -1,192     | -1,206      | -1,240     | -1,203     | -1,398    | -1,385     | -1,325     | 38        | -1,440     |
| – thereof payable within 10 years                                                                   | -239       | -239        | -243       | -246       | -251      | -258       | -263       | -276      | -280       |
| <b>Net financial liabilities (-);<br/>Net financial asset position (+)</b>                          | <b>+91</b> | <b>+112</b> | <b>+31</b> | <b>+44</b> | <b>-7</b> | <b>+13</b> | <b>-41</b> | <b>38</b> | <b>74</b>  |
| Net financial liabilities/EBITDA (LTM)                                                              | -          | -           | -          | -          | -         | -          | 0.1        | -         | -          |
| Equity ratio                                                                                        | 66%        | 67%         | 67%        | 67%        | 60%       | 60%        | 64%        | 62%       | 62%        |

# K+S Share

## Key data

- **WKN:** KSAG88
- **ISIN:** DE000KSAG888
- **Type of shares:** registered shares of no-par value
- **Total number of shares:** 179,100,000
- **Trading segment:** Prime Standard
- **Ticker symbols:** Bloomberg SDF/Reuters SDFG

## Shareholder structure as of Dec 31, 2025



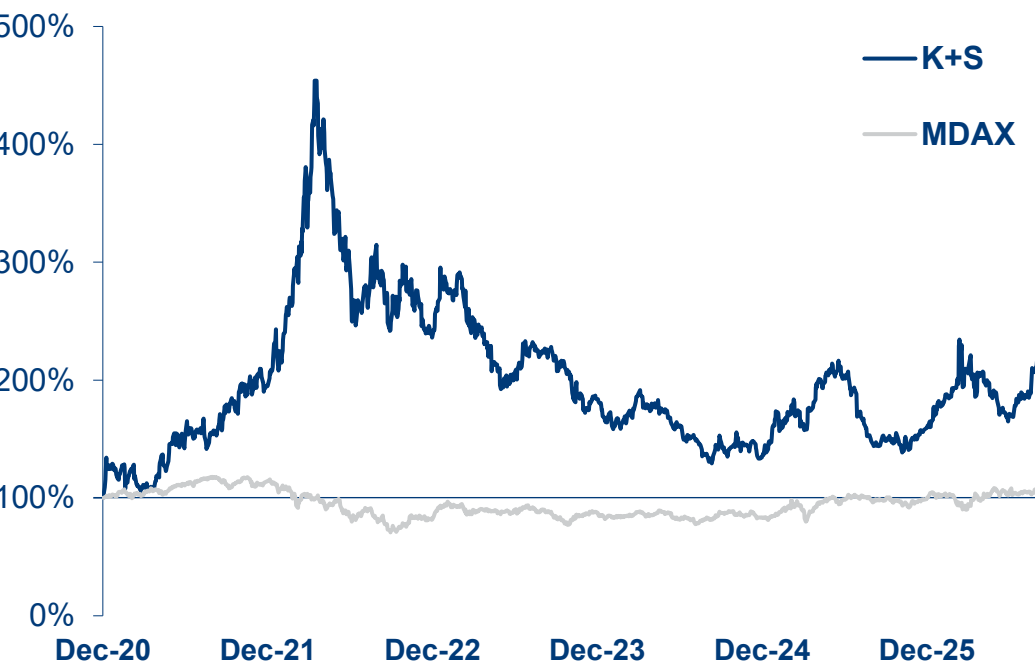
## The following banks publish research studies about K+S

- |                                 |                             |                  |
|---------------------------------|-----------------------------|------------------|
| ▪ Baader Helvea Equity Research | ▪ DZ Bank AG                | ▪ M.M. Warburg   |
| ▪ Bank of America               | ▪ Exane BNP Paribas         | ▪ Morgan Stanley |
| ▪ Berenberg Bank                | ▪ Jefferies Equity Research | ▪ Oddo BHF       |
| ▪ BMO Capital Markets           | ▪ J.P. Morgan               | ▪ Scotia Capital |
| ▪ Citi Research                 | ▪ Kepler Cheuvreux          | ▪ UBS            |
| ▪ Deutsche Bank                 | ▪ LBBW                      |                  |

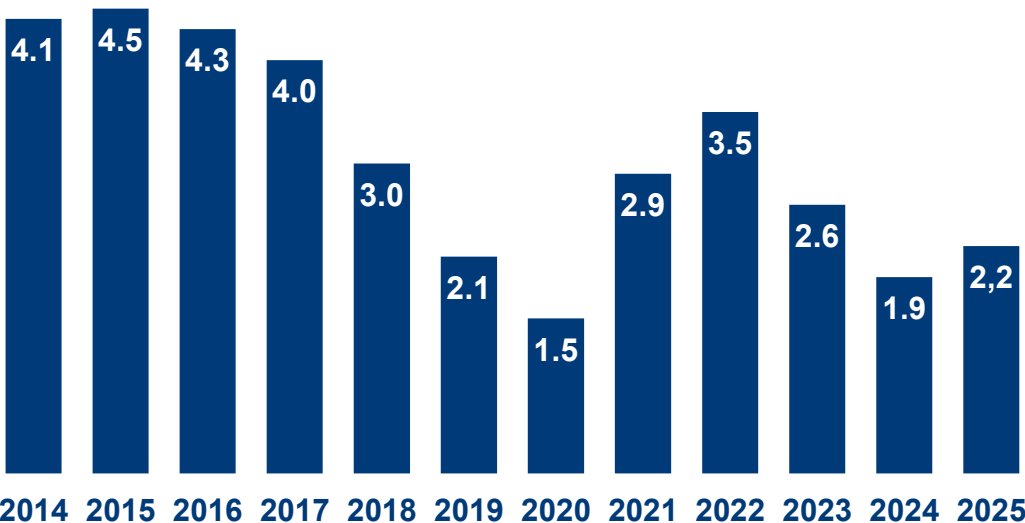
# Share performance

## Performance of the K+S Share

Index: Dec. 31, 2020 = 100



## Market Capitalization

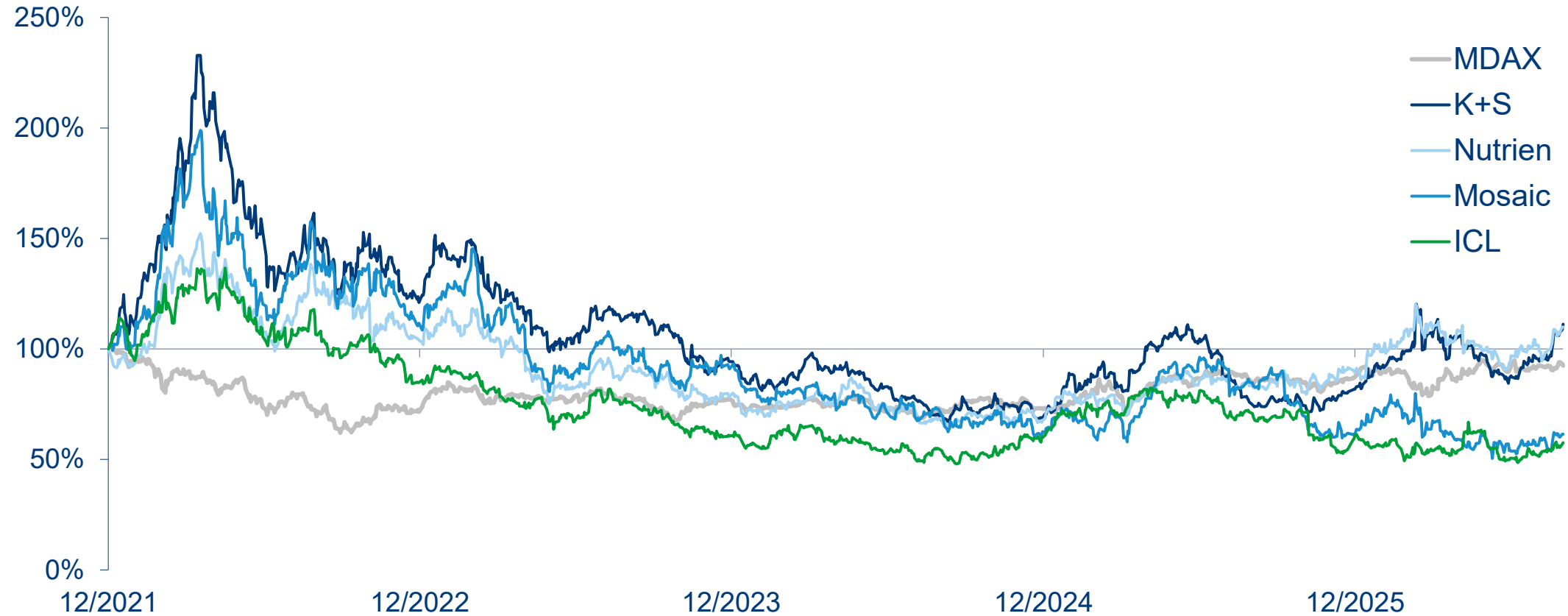


As of Dec. 31, 2025, in € billion

Source: Bloomberg; September 1, 2026

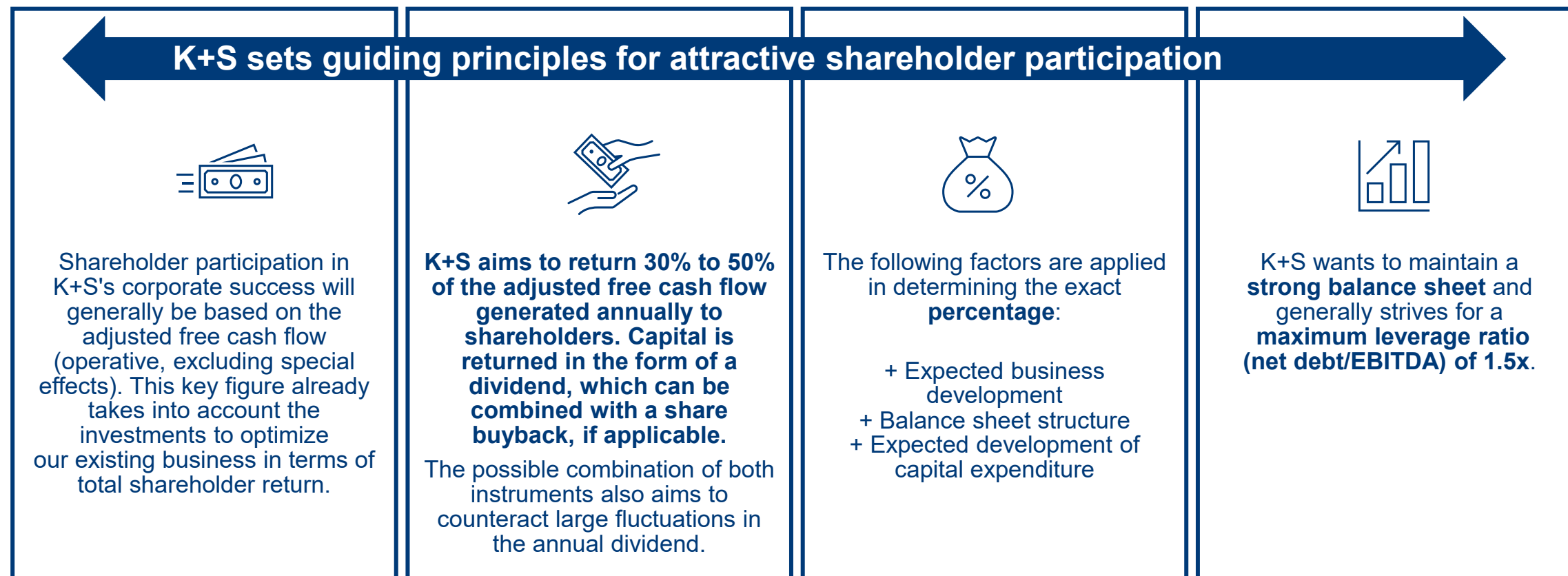
# Performance of the K+S share in comparison

Index: December 31, 2021 = 100



Source: Bloomberg; September 1, 2026

# Distribution policy



| Shareholder participation in the company's success                     | 2018   | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
|------------------------------------------------------------------------|--------|------|------|------|------|------|------|------|
| Capital repayment per no-par value share eligible for dividend payment | € 0.25 | 0.04 | -    | 0.20 | 2.00 | 0.70 | 0.15 | 0.07 |
| - thereof dividend                                                     | € 0.25 | 0.04 | -    | 0.20 | 1.00 | 0.70 | 0.15 | 0.07 |
| - thereof share buyback                                                | -      | -    | -    | -    | 1.00 | -    | -    | -    |

# 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  
**Depository:** 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](http://www.kpluss.com/adr)

# K+S debt instruments and issuer rating

**Issuer rating (S&P): BBB- (outlook: stable) since June 2023**

|                           | <b>Bond 06/2029</b> (3-months-par-call) |
|---------------------------|-----------------------------------------|
| <b>WKN</b>                | A383E2                                  |
| <b>ISIN</b>               | XS2844398482                            |
| <b>Listing</b>            | Luxembourg SE                           |
| <b>Issue volume</b>       | €500 million                            |
| <b>Outstanding volume</b> | €500 million                            |
| <b>Issue price</b>        | 99.147%                                 |
| <b>Coupon</b>             | 4.250%                                  |
| <b>Maturity</b>           | June 19, 2029                           |
| <b>Denomination</b>       | €100,000                                |

**+ Syndicated credit facility up to €400 million**  
**+ Commercial paper program as an additional source of liquidity**

# K+S debt instruments

## Convertible Bond 06/2031

|                    | Convertible Bond 06/2031                      |
|--------------------|-----------------------------------------------|
| WKN                | A460GW                                        |
| ISIN               | DE000A460GW7                                  |
| Listing            | Open Market segment, Frankfurt Stock Exchange |
| Issue volume       | €320 million                                  |
| Outstanding volume | €320 million                                  |
| Issue price        | 100%                                          |
| Coupon             | 0.625%                                        |
| Maturity           | June 16, 2031                                 |
| Denomination       | €100,000                                      |

# Financial calendar

|                                           |                                              |
|-------------------------------------------|----------------------------------------------|
| Quiet Period prior to the report          | October 13 to November 10, 2026 (7 a.m. CET) |
| Quarterly Report: September 30, 2026      | November 10, 2026                            |
| Quiet Period prior to the report          | January 28 to March 11, 2027 (7 a.m. CET)    |
| Annual Report 2026                        | March 11, 2027                               |
| Quiet Period prior to the report          | April 13 to May 11, 2027 (7 a.m. CET)        |
| Quarterly Report: March 31, 2027          | May 11, 2027                                 |
| 2027 Annual General Meeting (in person)   | May 19, 2027                                 |
| Quiet Period prior to the report          | July 13 to August 10, 2027 (7 a.m. CET)      |
| Half-Year Financial Report: June 30, 2027 | August 11, 2027                              |

## More content available online

- K+S Website: [www.kpluss.com](http://www.kpluss.com)
- Annual reports: [www.kpluss.com/ar2025](http://www.kpluss.com/ar2025)
- Newsletter subscription: [www.kpluss.com/newsletter](http://www.kpluss.com/newsletter)
- Social Media:      

# Investor Relations @ K+S Aktiengesellschaft



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- Website: [www.kpluss.com](http://www.kpluss.com)
- IR-Website: [www.kpluss.com/ir](http://www.kpluss.com/ir)
- Newsletter: [www.kpluss.com/newsletter](http://www.kpluss.com/newsletter)

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