



K+S Group

Berenberg Food Ingredients and Chemicals Conference 2019

London, 11 September 2019

Alexander Enge, Investor Relations Manager

Group financials 2018

Revenues
 € 4.04 billion

EBITDA
 € 606 million

EBITDA-Margin
 15%

Earnings after taxes, adj.
 € 85 million

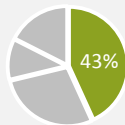
OU Europe+: Revenues: € 2.59 billion; EBITDA: € 443 million; Margin: 17%

OU Americas: Revenues: € 1.45 billion; EBITDA: € 222 million; Margin: 15%

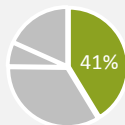
Customer Segments



Agriculture



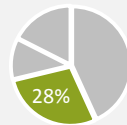
Revenues
 € 1.74 billion



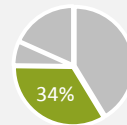
EBITDA
 € 275 million
 Margin 16%



Industry



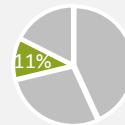
Revenues
 € 1.13 billion



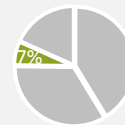
EBITDA
 € 226 million
 Margin 20%



Consumers



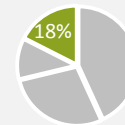
Revenues
 € 0.46 billion



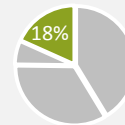
EBITDA
 € 43 million
 Margin 10%



Communities



Revenues
 € 0.71 billion



EBITDA
 € 122 million
 Margin 17%



OPERATING PERFORMANCE improved



CASH CONVERSION AND LEVERAGE improved



WASTEWATER MANAGEMENT improved



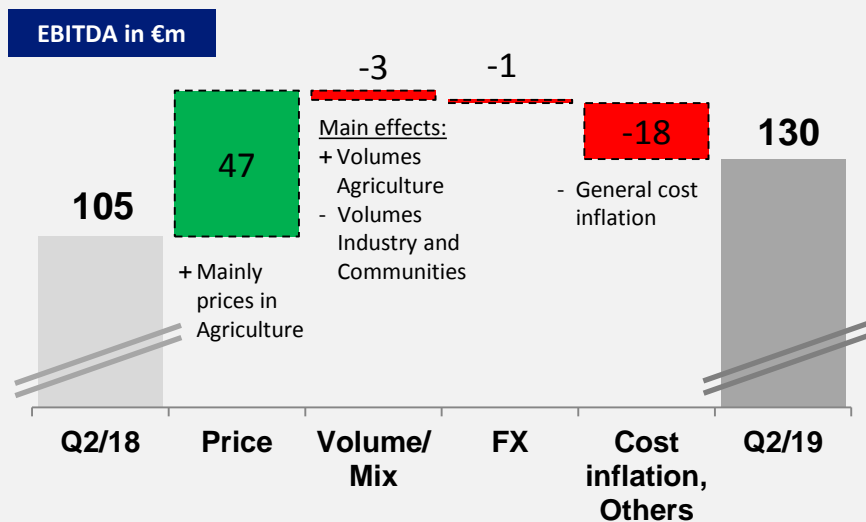
BETHUNE RAMP-UP on track



2019 FULL-YEAR GUIDANCE substantiated; midpoint slightly increased

Highlights

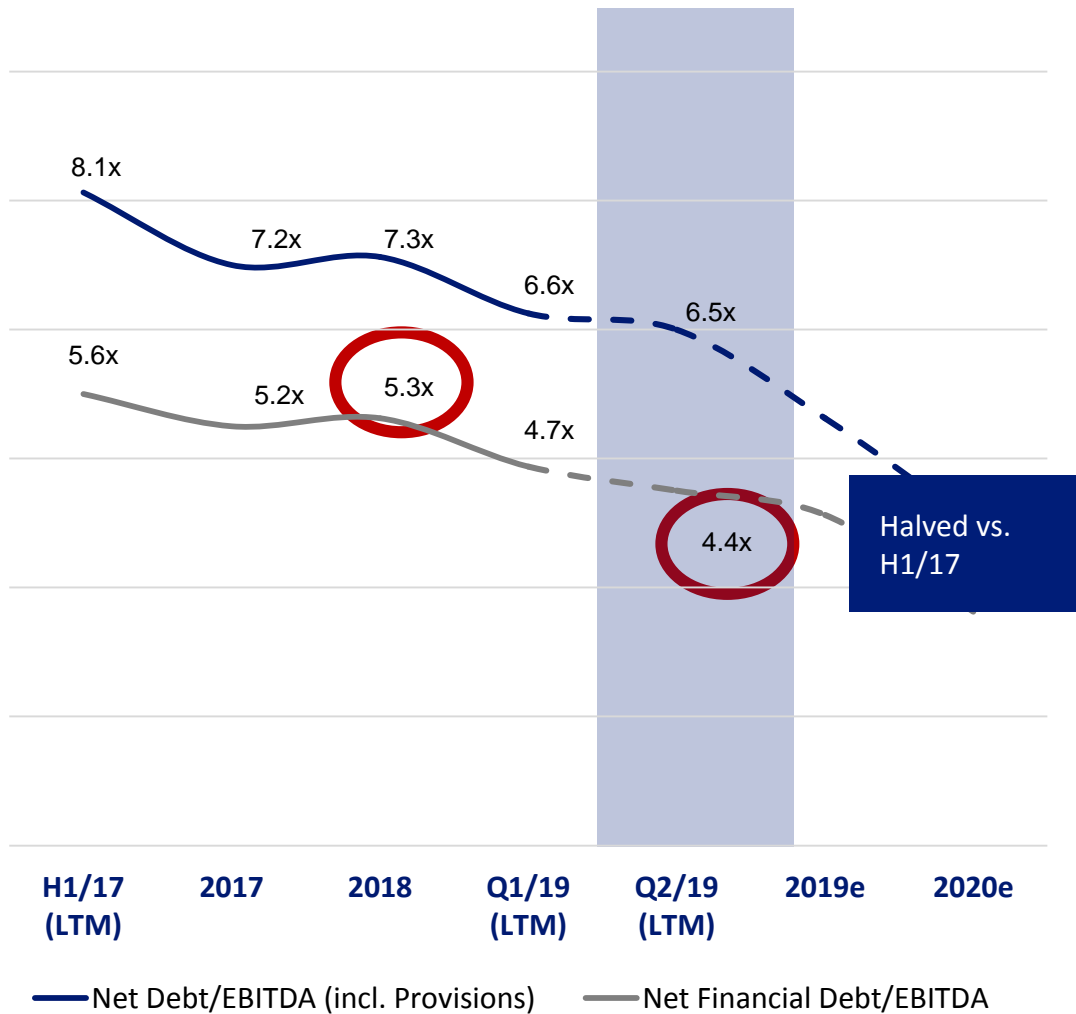
- EBITDA again with a nice improvement: +24%
 - Europe+: Price increase across all PMP products
 - Americas: Maintenance measures and elevated logistics costs showing impact on EBITDA especially in a seasonally low quarter
- FCF plus €150m to €102m → best Q2 FCF since 2011; supportive on our path to strengthen our balance sheet



Financials

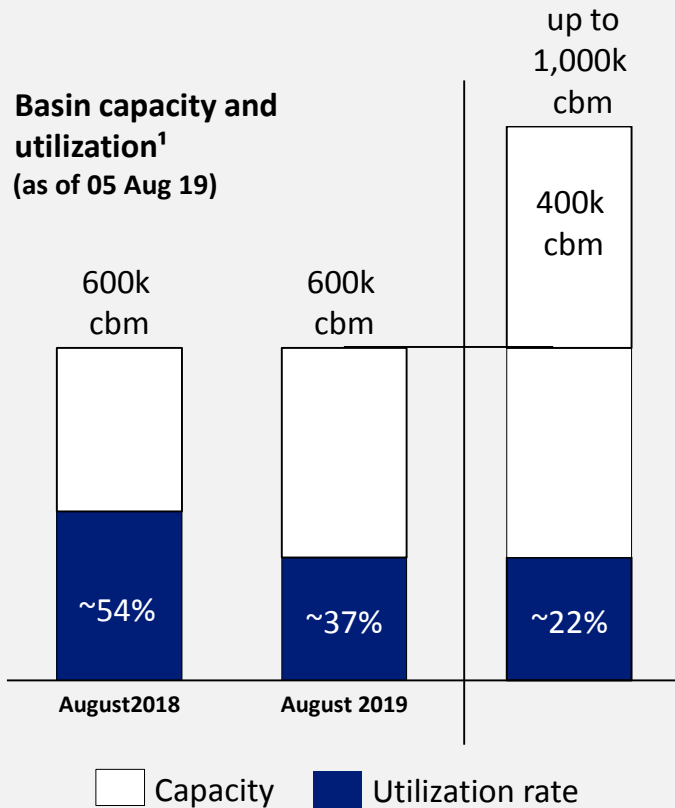
€ million	Q2/18	Q2/19	YoY
Revenues	812	879	+8%
t/o Europe+	572	627	+10%
t/o Americas	239	251	+5%
D&A	-92	-104	-13%
EBITDA	105	130	+24%
t/o Europe+	100	128	+29%
t/o Americas	22	14	-38%
Adj. net profit	-9	3	-
Adj. EPS (€)	-0.05	0.01	-
Operating cash flow	59	193	-
Adj. FCF	-49	102	
CapEx	91	93	+2%
Net fin. debt/EBITDA (LTM)	4.6x	4.4x	-

Deleveraging is making progress



- NFD/EBITDA of 4.4x again down on FY/18 of 5.3x
- 2018 and H1/19 (LTM) still negatively affected by Werra outage days
- On the right track to halve our leverage by YE 2020 vs. H1/2017

Our wastewater management makes us less vulnerable to droughts



August 2019: Approval received for an additional (temporary) underground wastewater storage capacity of up to 400k cbm.

Offsite disposal of saline wastewater by truck and railcar



¹Basin capacities were at 500k cbm in 2018, but adjusted for comparative purposes

Bethune: Product quality is improving



Installation of
grinder pumps in
July 2019

Preparation and
installation of
cooling-, sieving
and crushing
equipment in
September 2019

Implementation
in **Q4/2019**



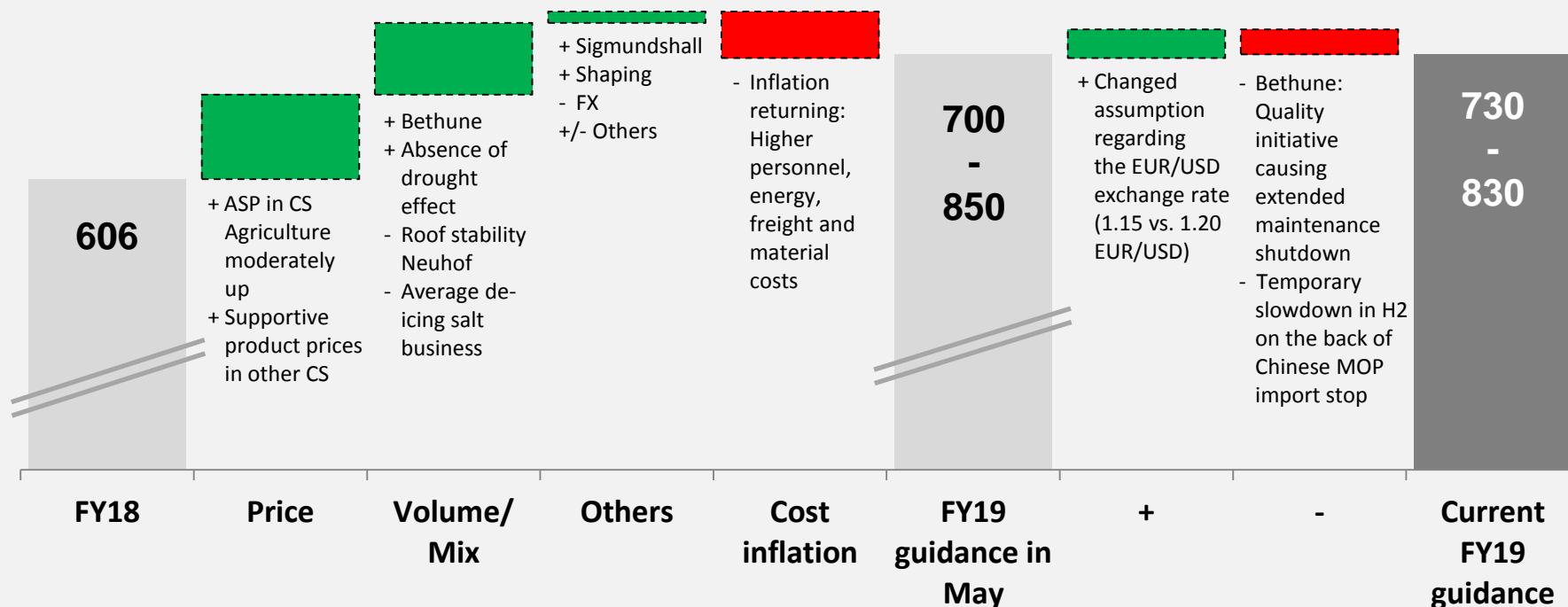
Quality improvement already in 2019 but somewhat lower production (~1.7mt) than previously expected. Customers will recognize this improvement early 2020.

More precise EBITDA and FCF guidance*)

EBITDA 2019: €730m to €830m (2018: €606m)

Free cash flow 2019: at least €+100m (2018: €-206m)

EBITDA in €m



High probability to have no weather-related standstills - even in the case of an extended drought !

*) Assuming no weather related outage days



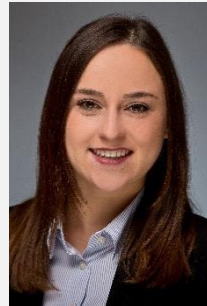
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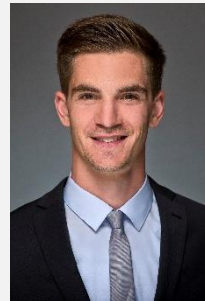
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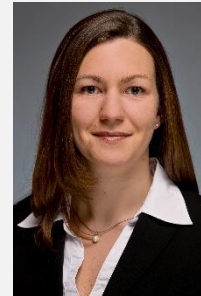
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