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K+S Aktiengesellschaft

Analyst Call

Q1/2020

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CFO

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Social contribution

We ensure the supply of essential goods with our products.

- High-purity pharmaceutical salts for medicine and use in dialysis and infusions
- Potassium salts for the preparation of a wide range of medicinal products
- Salts for the production of disinfectant materials, soaps and chlorine
- Table salt for food production
- Salts for feed and animal nutrition
- Potassium fertilizers for the agricultural production of food
- Waste disposal services with underground recovery and disposal

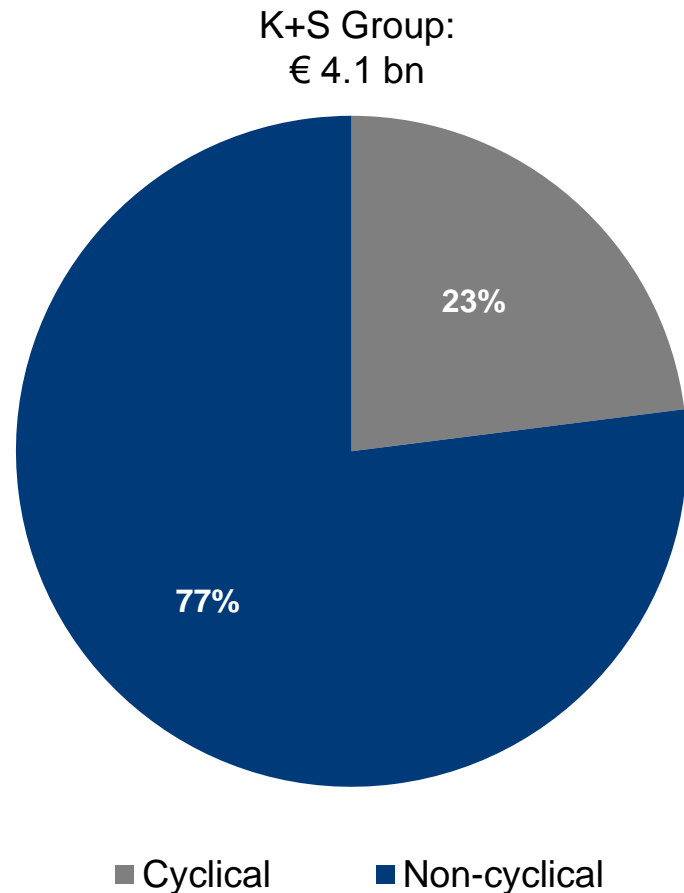


Operational Measures

- Corona prevention teams established
- Shift times shortened and staggered
- Number of shift interactions reduced
- Respiratory masks used when in close proximity (e.g. when entering or leaving a mine)
- Gloves also used when operating machines and vehicles
- Additional disinfectant dispensers installed
- Rules of conduct sent to 3,000 suppliers
- External truck drivers only leave vehicle to secure loads
- → **Limited impacts on production**
- → **Supply chains stable**

K+S: Revenue exposure to GDP cycles

77% of group revenues are non-cyclical



Non-cyclical:
Potassium Chloride
Fertilizer Specialties
De-icing
Pharma
Food, Culinary
Complementary
Animal Nutrition

Cyclical:
Chemical
Water softening
Water and Pool
Oil and gas
Others

Complete Sale OU Americas on schedule



Unique position in the salt market

- Leading brands with high emotional customer loyalty
- Established customer-oriented network with 29 locations in North America and cost-effective production in South America
- Revenues: EUR 1.5 billion (2019)
- EBITDA: EUR 230 million (2019)
- Stable cash flows

-
- Broad portfolio of interested parties
 - Investment banks mandated
 - Signing expected in 2020
 - Sale process is proceeding according to plan so far despite current conditions with regards to Covid-19
 - Present market conditions are no obstacle for the current phase of the process

Realigning of K+S has started



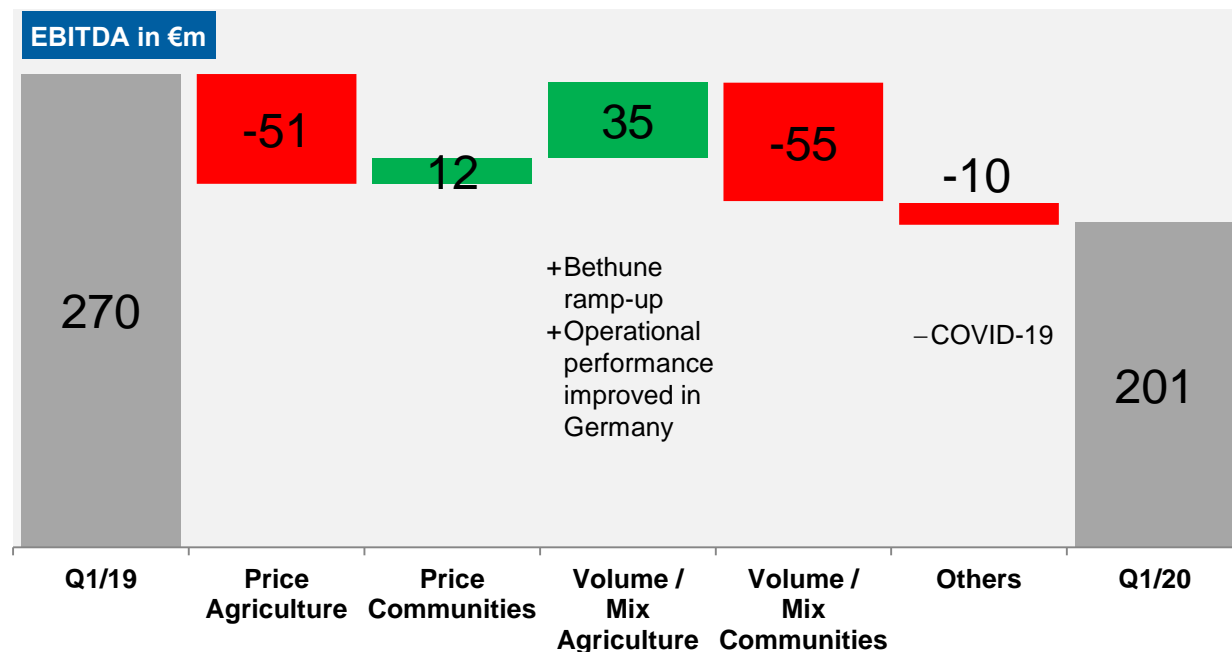
- Restructuring project of administrative functions started
- Focus on the core business by selling non-core activities
- Future-oriented solutions in the environmental sector
- Capital expenditure under review
- Sustained positive free cash flows at all German production sites

➤ **The new K+S: lean and performance-oriented with a solid financial base**

Strong Q1/20 EBITDA despite difficult market environment

Highlights

- Q1/20 **EBITDA** down to € 201m (Q1/19: € 270m)
- FCF** € 204m in Q1/20
- COVID-19**: Minor efficiency losses due to protective measures and short shutdowns of small sites



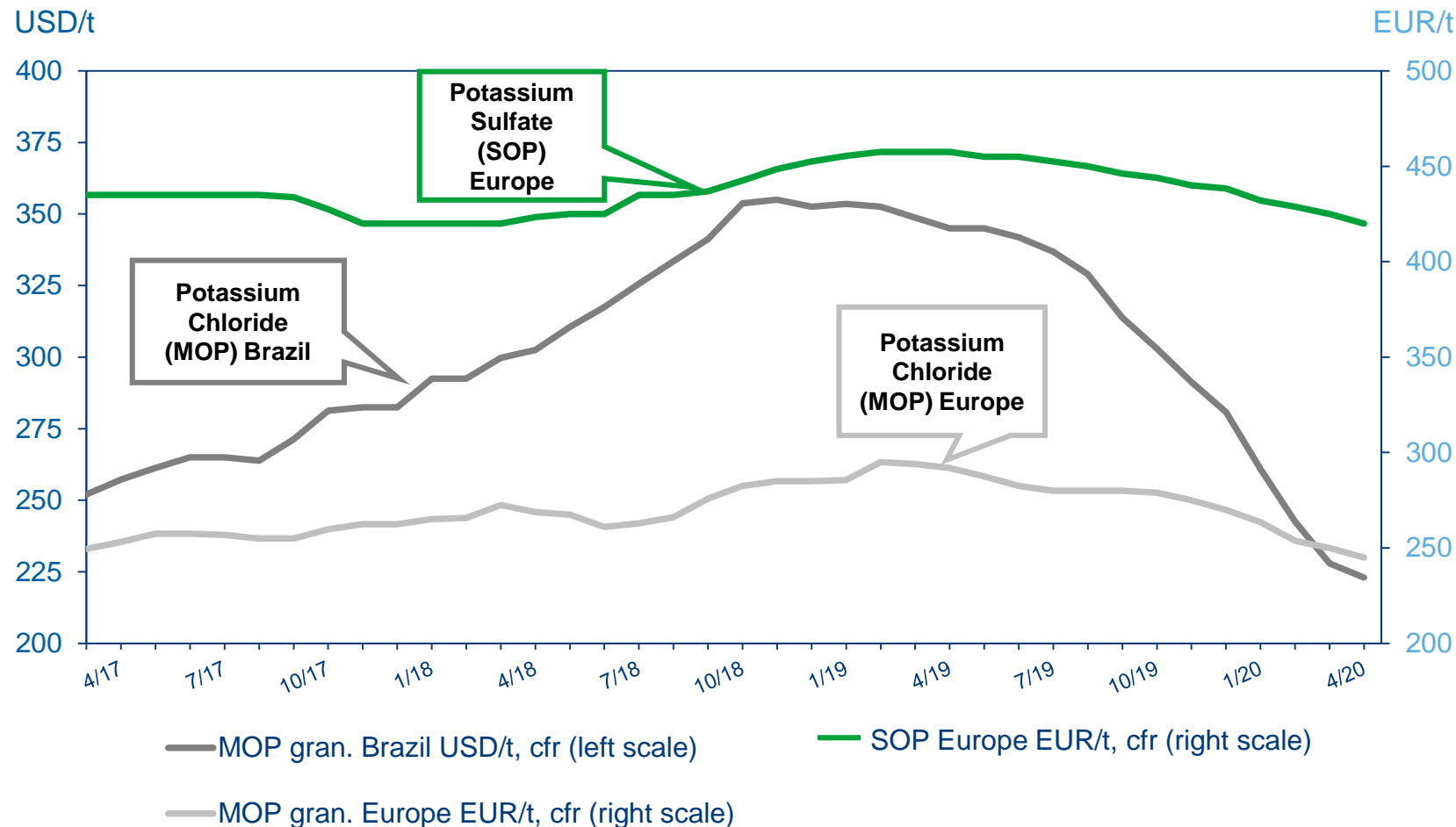
Financials

€ million	Q1/19	Q1/20	%
Revenues	1,264	1,089	-14
<i>t/o Europe+</i>	692	645	-7
<i>t/o Americas</i>	571	444	-22
D&A	100	108	+8
EBITDA	270	201	-26
<i>t/o Europe+</i>	177	114	-36
<i>t/o Americas</i>	108	102	-5
Adj. net profit	108	26	-76
Adj. EPS (€)	0.56	0.13	-76
Operating cash flow	324	255	-21
Adj. FCF	233	204	-12
CapEx	73	88	+21
NFD/EBITDA (LTM)	4,6x	5,1x	-

Customer Segment Agriculture



Stable specialty business and regional diversification paying-off



Q1 2020

- Good spring fertilization in Europe due to favorable weather conditions
- High demand in Brazil
- Demand rebound in the USA
- Weak demand in SEA

Outlook

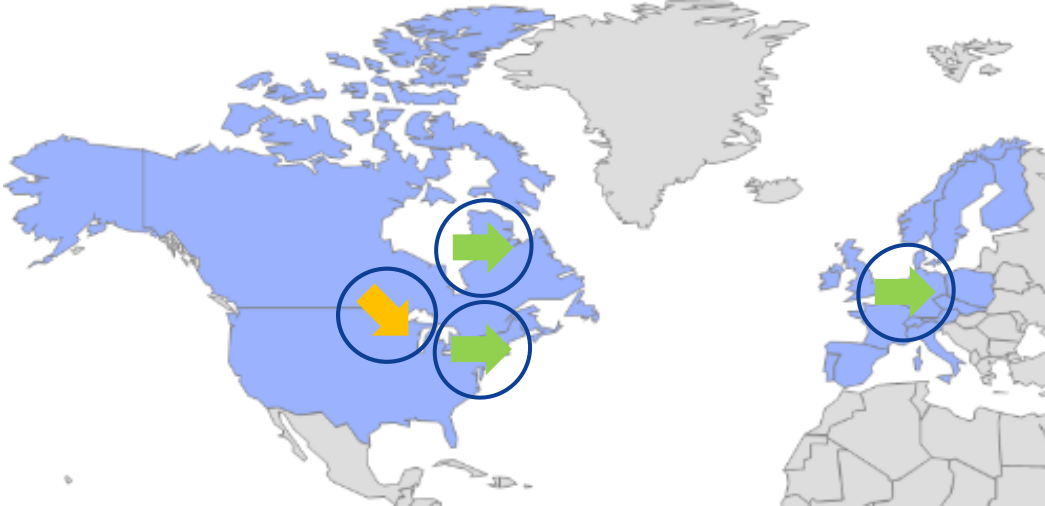
- MOP prices bottoming out
- China contract gives price orientation and ensures higher utilization
- Overall normal SOP demand in Europe and stable prices

Source: FMB Argus Potash

Trading update: Communities



Pricing trends in customer segment Communities



Q1/20 update:

- Sales volume almost 50% below the high level of the previous year.

Outlook:

- High customer inventory levels
- However, multi-year contracts help us to keep prices stable
- Some contracts in higher price regions (e.g. Canada) already settled at the end of 2019
- For Q4/20 we expect prices to decline moderately yoy across all regions
- Expected sales volumes ~ 8 million tonnes for 2020 (Ø-year: 12.5 – 13.0 million tonnes)

Current Trading Customer Segments Industry + Consumers

Industry



- Broad portfolio of products containing potassium- and salt
- Broad variety of industries supplied
- Resilience against GDP drop

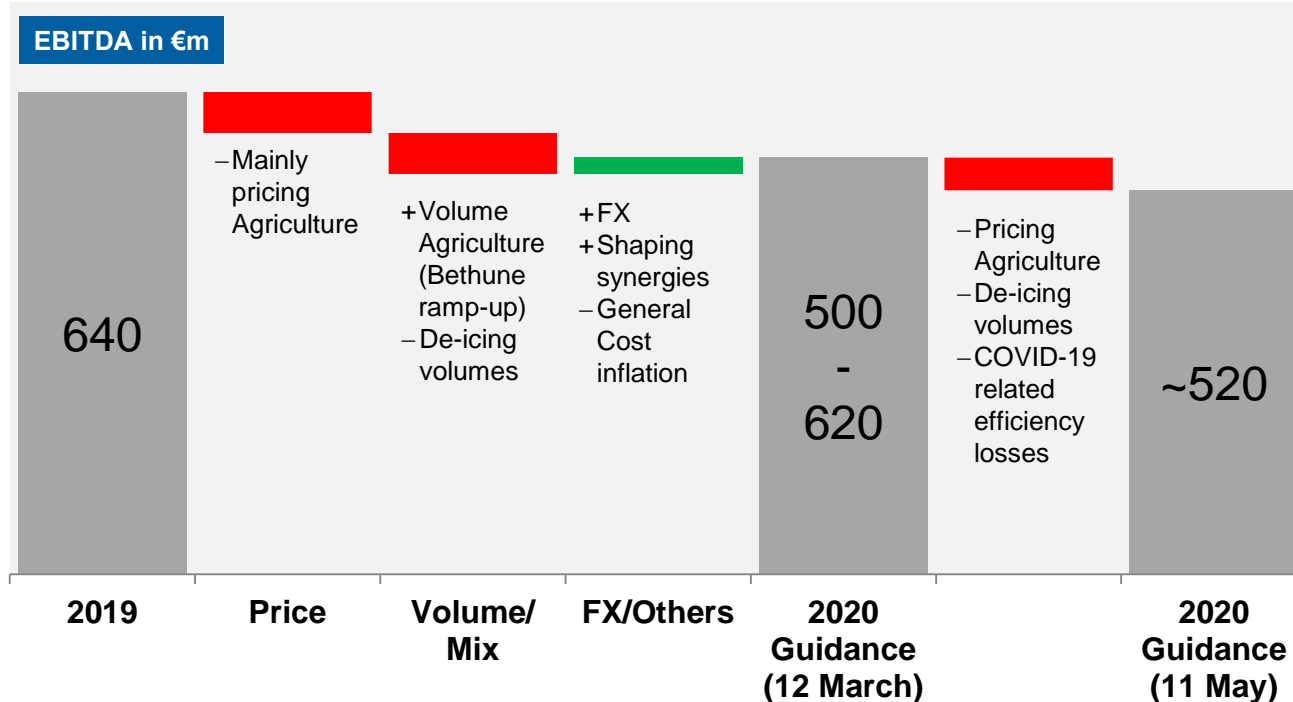
Consumers



- Good progress in the rollout of the German premium table salt brand Saldoro®
- Stable or even higher demand situation in times of Covid-19

Outlook 2020¹

¹Impacts from Corona-related shutdowns not included;
no effects from restructuring or sale of OU Americas included



Main assumptions

- FY/20 Agriculture ASP expected to be slightly above Q1/20 level (€239/t)
- Below average de-icing salt business across all regions
- Stable earnings for Industry and Consumer segment expected
- Positive Shaping effects should slightly overcompensate for cost inflation
- COVID-19-related efficiency losses due to protective measures

We expect free cash flow to be at **break even**

Q&A

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K+S

Housekeeping Items / Financial Calendar

Additional information on Outlook FY 2020

- Tax rate: ~30%
- Financial result: ~€-140m-€-150m
- CapEx: significantly up
- D&A: ~€450m
- Reconciliation (EBITDA): €-60m to €-80m
- Customer segment Agriculture: Sales volume: >7.0mt (2019: 6.3mt)
- Customer segment Communities: Sales volume: ~8mt (2019: 12.7mt)

Financial Calendar

Virtual Roadshow, Frankfurt	12 May 2020
Virtual Roadshow, London	12 May 2020
BMO (virtual) Conference, NYC	14 May 2020
Virtual Roadshow, Boston	15 May 2020

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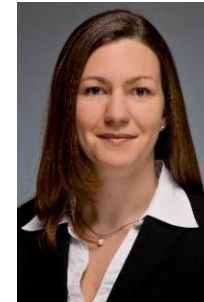
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