14 March 2013, Frankfurt am Main

K+S Analysts' Conference:

Q4/2012 and full year results 2012

Norbert Steiner
Chairman of the Board of Executive Directors

Dr. Burkhard Lohr
Chief Financial Officer

Mark Roberts
Member of the Board of Executive Directors

The spoken word is binding.

Ladies and Gentlemen,

We welcome you to this year's Analysts’ Conference.

K+S Group

Analysts Conference

A.	**Management Agenda**
B.	Successful Financial Year 2012
a.	Robust Business with Potash and Magnesium Products
b.	De-icing Salt Business influenced by mild Winter Weather
c.	Strong Financial Key Figures
C.	Attractive Prospects

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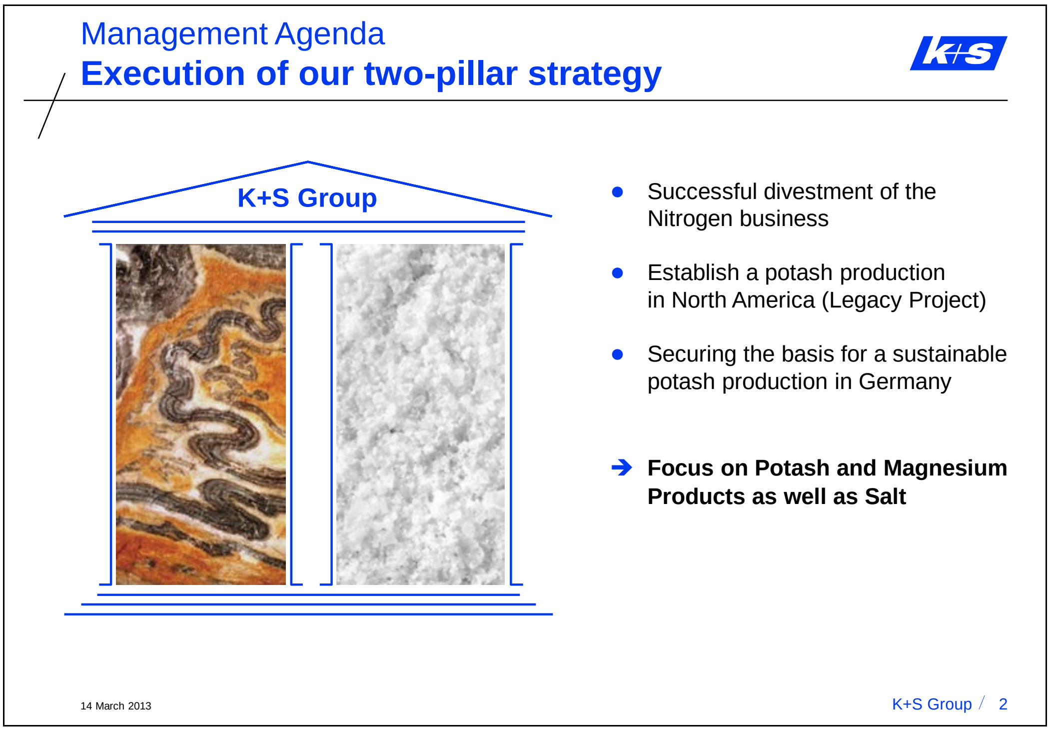
In the following presentation, we will inform you about the progress of the K+S Group in 2012. Mr. Mark Roberts and I will elaborate on the business units; Dr. Burkhard Lohr will explain the financial figures to you in detail. Both are here at this occasion for the first time – a warm welcome gentlemen.

First of all, however, I would like to cover a few important strategic developments, which further sharpened our profile as a leading potash and salt producer.



Ladies and Gentlemen,

We have consistently continued to execute our two-pillar strategy with the **sale of the nitrogen fertilizer business**. In July 2012, the divestment to EuroChem was successfully completed. We are now able to concentrate our resources completely on our two business units Potash and Magnesium Products and Salt.

Our **Legacy Project** will strengthen our position further and deliver exactly what our company needs for growth. In the past year, it has made decent progress - I will go into details in a moment.

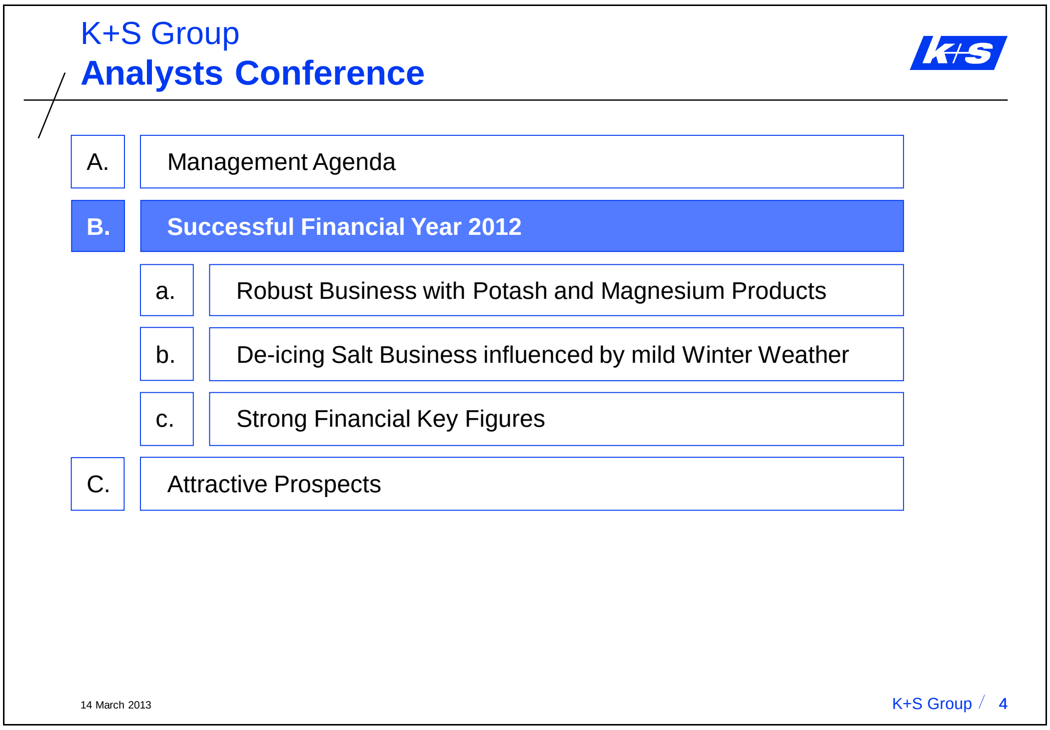
Last but not least, the 360 million € **package of measures on water protection** in Germany fits into our strategy. It is a major and important contribution to maintain a sustainable basis for long-term potash production in Germany. At the same time, this investment should improve future prospects for about 5,000 employees in the Hesse-Thuringia potash district.

Also in the advantage of Germany as an industrial location, we continue to bring our Legacy Project forward with a great deal of effort:

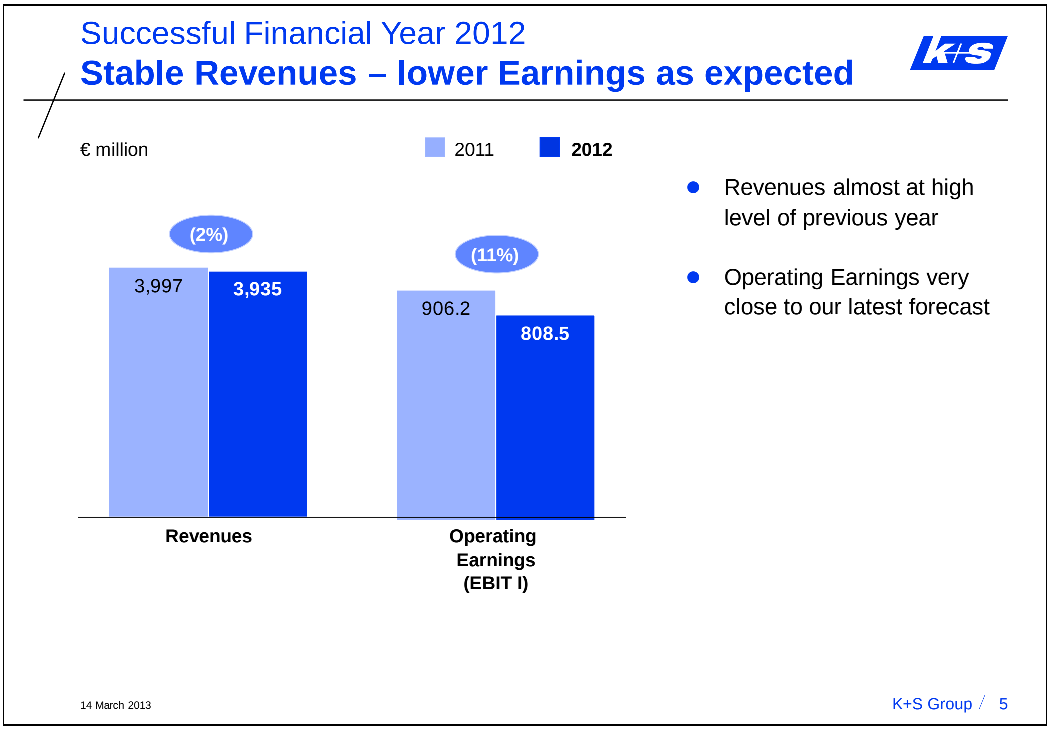
In 2012 already, we reached the first milestones in establishing our new potash site in Western Canada. This includes building up the water supply, establishing injection bores and connecting the first cavern. As well as that, we have started with the basic engineering.

At the end of 2012, about 120 K+S staff from various countries were working in Saskatchewan and the volume of capex amounted to over 140 million € in the whole year. Production is expected to start by the end of 2015 and in 2017 – representing the conclusion of the first phase – it should reach the two million tonnes mark. After that, a gradual expansion of production capacity towards 2.86 million tonnes per year in 2023 is intended. In a third expansion phase, about ten years later, a total production of a maximum of 4 million tonnes of potassium chloride per year could then be possible.

We can also make use of the experience of our European salt subsidiary esco in the field of solution mining gained in Germany and in the Netherlands, as well as of the know-how of Morton Salt, which operates ten solution mines in the United States and in Canada. This shows that our two pillars complement each other perfectly by benefiting from synergies in terms of technology, mining and geology.



Let us now look back at the business development of the K+S Group in 2012.

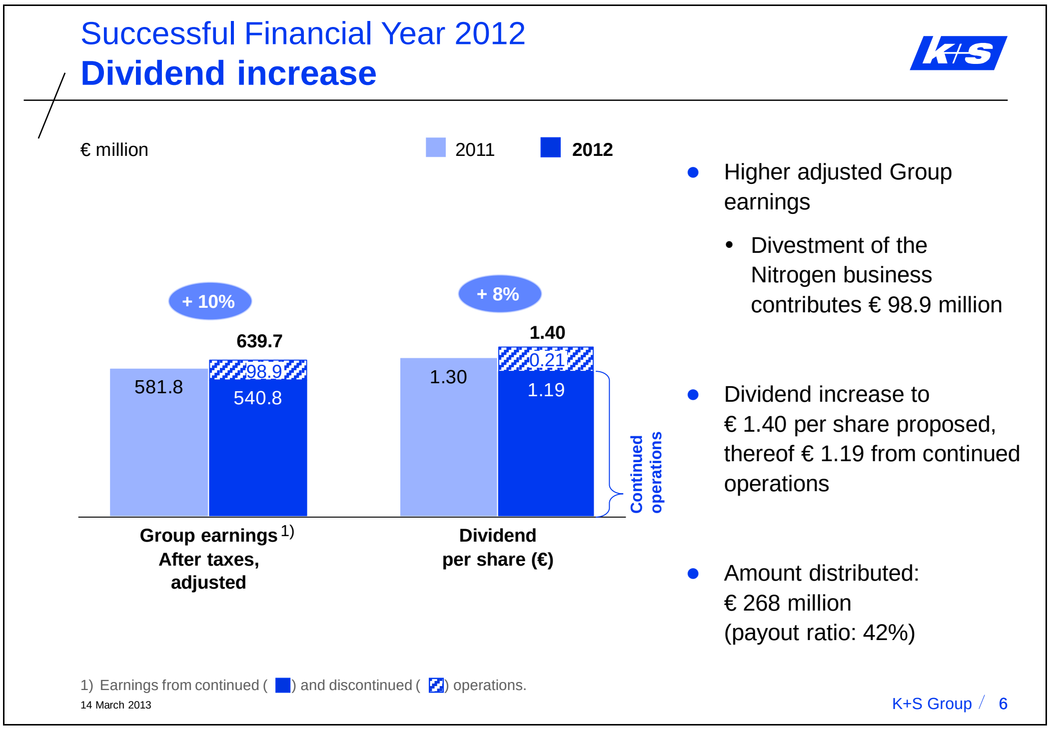


We have had a successful business year.

- At a good 3.9 billion €, **revenues** almost reached the high figures of the previous year

- **Operating earnings** at around 809 million € were very close to our most recent forecast of 820 million €.

From my point of view these are quite considerable results. We achieved an attractive margin and show that our business model is highly profitable. However: We will continue to improve our efficiency and profitability in both business units.



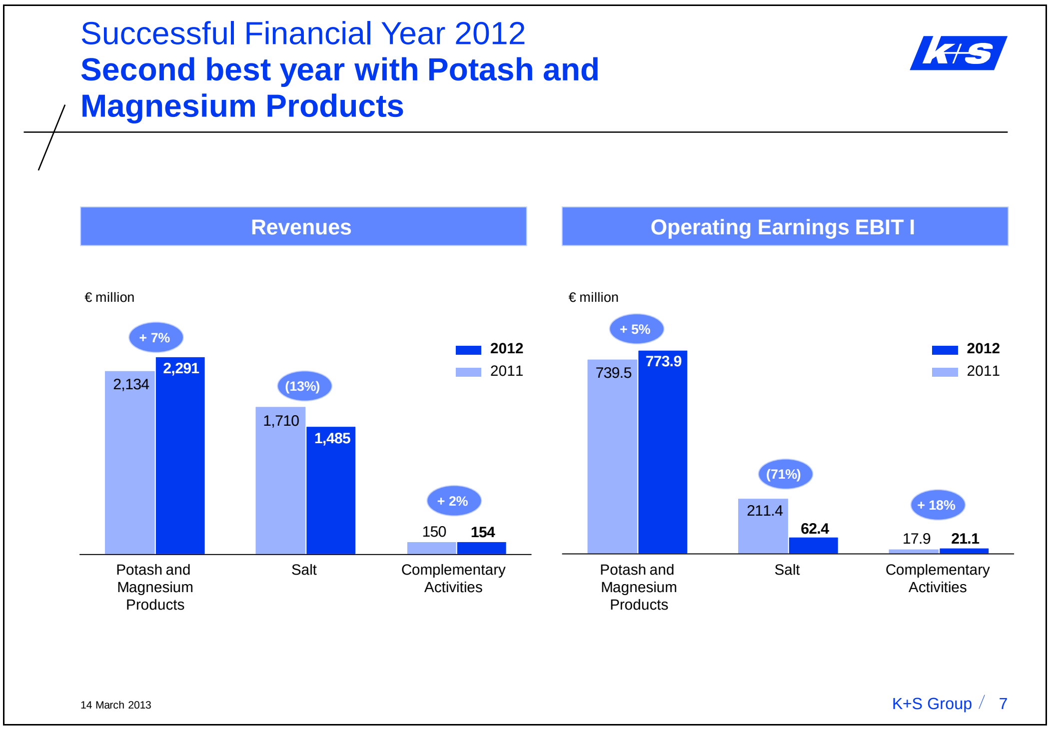
Adjusted Group earnings, including discontinued operations, serve as a basis for the dividend proposal which the Supervisory Board and the Board of Executive Directors will present to the Annual General Meeting.

- These **adjusted Group earnings from continued and discontinued operations** have increased by ten per cent to almost 640 million €. Of that, about 100 million € resulted from the divestment of the Nitrogen business (the blue-and-white shaded area in the left-hand graph).

- That puts us in a position to propose a higher **dividend** for financial year 2012. The dividend should increase by 10 cents and amount to 1.40 € per share, of which 1.19 € arise from continued operations.

- This proposal represents a dividend yield of about 4% and a **payout ratio** of 42%, which lies within our target payout corridor of between 40 and 50%.

- The total **dividend payment** thus amounts to 268 million €.



Ladies and Gentlemen,

Let’s have a brief look at the split of revenues and earnings by business unit:

- Our business with **Potash and Magnesium Products** contributed a pleasing result. In the long history of our company, 2012 was the second best year in this business unit, after 2008, which was extraordinary in many respects.

- On the other hand, our **Salt business** was disappointing: as the weak weather-related start into the year 2012 already implied, we recorded a significant drop in earnings as expected. Please keep in mind that this also compares to a very strong year 2011.

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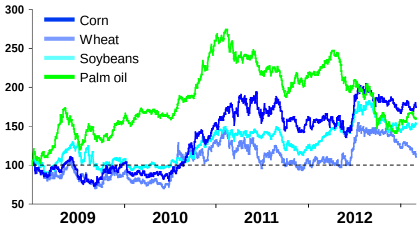
Mr. Mark Roberts and I will now inform you about the details which led to very different developments for Potash and Magnesium Products on the one hand and Salt on the other. I would like to start with Potash and Magnesium Products.

Potash and Magnesium Products
Positive Sentiment in Agriculture

Spot prices for agricultural products (%)



Source: Bloomberg

- Strong increase in prices for agricultural products mid 2012 and slight decrease towards year end
- Global grain stocks continue to be on a low level

→ **Still attractive price level for soft commodities**

→ **High incentive for farmers to maximise yields per hectare**

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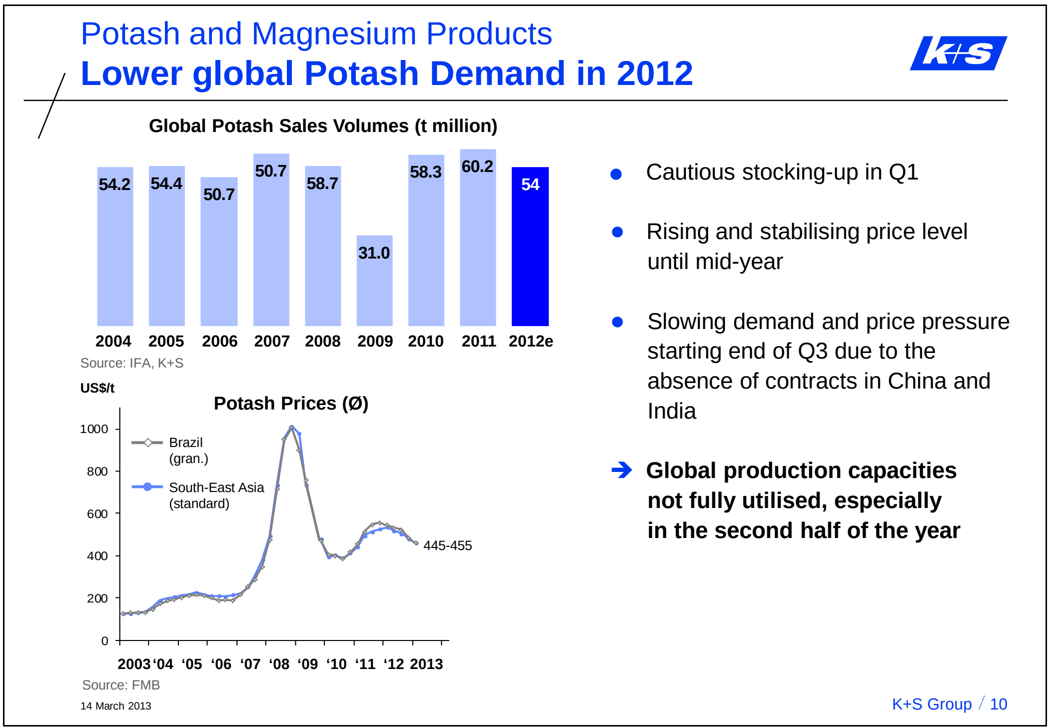
Firstly, let's look at the customer side - the farmers' situation:

The global demand for agricultural products was high in the past year. Due to lower harvest expectations caused by the drought in the Midwest and Russia, the **price level for agricultural products** (except for palm oil) rose significantly in the middle of the year. The price quotations for wheat, corn and soybeans even reached highest levels since the middle of 2008. Only at the end of the year, prices fell slightly.

For the current economic year 2012/2013, USDA estimates that the production of cereals will again be insufficient to satisfy demand. Accordingly, the **ratio of stocks to consumption** ("stocks-to-use-ratio") will continue to remain below the critical level of 20%. For farmers, therefore, this offers attractive income prospects, as scarcity of supply should ensure good prices in the future too.

Looking back on 2012, the following is clear: the production of agricultural goods was a worthwhile business - with corresponding incentives for farmers to increase their yield per hectare also by the **higher use of fertilizers**.

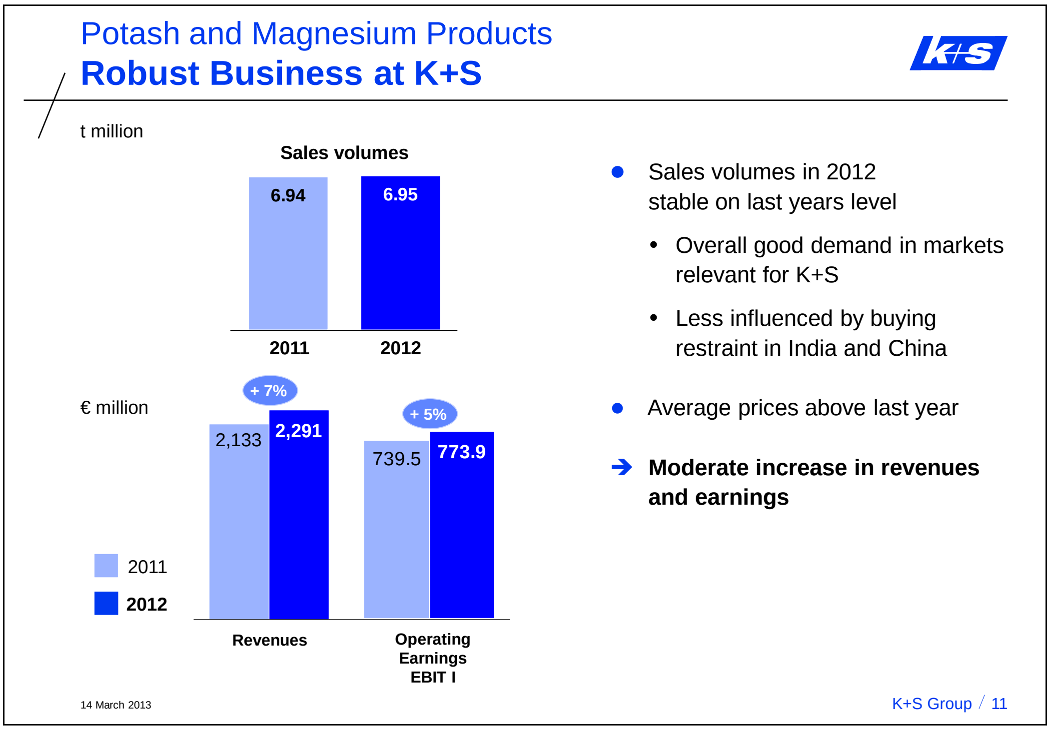


What was the impact on potash producers from this? If we look at the **global potash market** we see an inconsistent picture for 2012:

After a cautious early stocking-up had taken place at the start of the year, demand picked up in the second quarter. The decisive factors were the potash supply contracts signed in March with China for the first half of the year as well as the attractive agricultural price level. Accordingly the international spot prices for potash were firmer and increased to 500 to 520 US Dollar per tonne.

In the third quarter, the situation changed again: deliveries decreased strongly, particularly in China and India, as there were still no contracts concluded between local importers and the main suppliers from North America and Russia. Therefore, the international potash prices came under pressure. For example in Brazil, prices declined to around 470 US Dollar in the course of the fourth quarter. At the end of December, Canpotex reached an agreement with China eventually for the first half of 2013 with prices for standard product including freight of 400 US Dollar which represents a reduction by 70 bucks. Right after that Canpotex announced spot market prices of 465 US Dollar for granulated and 450 US Dollar for standard product.

Due to the lower demand in the second half of 2012, production was not running at full capacity, particularly in North America and Russia. As a result, the estimates for global sales volumes of potash in 2012 were reduced to about 54 million tonnes.



Ladies and Gentlemen,

What was the impact on **our** business with Potash and Magnesium Products?

As already mentioned, last year was very successful for our business unit. Why was business so strong for us, while there was a reduction in demand in the market as a whole?

It was helpful for us that we were less affected than most of our competitors by the buying restraint in China and India, thanks to our different regional portfolio. In all, we recorded a good demand in the markets relevant for K+S. In comparison with 2011, our **sales volumes** remained stable at 6.95 million tonnes, while other manufacturers had to absorb heavy volume losses.

The average **price level** was higher in 2012 than the previous year thanks to the positive development in the first half – and despite the price pressure which also we felt from the end of the third quarter on. Due to the higher average prices and a positive development of the exchange rates, our business unit achieved a moderate increase in **revenues** by about 7 per cent to approximately 2.3 billion €. **Operating earnings** climbed to about 774 million € – an increase of 5 per cent. Higher average prices more than compensated for cost increases.

Potash and Magnesium Products

Good Pricing easing towards year-end

	Quarter on Quarter			Year on Year		
	Q4/12	Q4/11	%	2012	2011	%
Sales Volume (t million)	1.52	1.66	(8.4)	6.95	6.94	+ 0.2
- Europe	0.84	0.83	+ 1.2	3.52	3.75	(6.2)
- Overseas	0.68	0.83	(18.1)	3.43	3.19	+ 7.6
Average price (€ per t)	314.2	327.2	(4.0)	329.4	307.6	+ 7.1
- Europe (€ per t)	308.4	314.8	(2.0)	317.8	304.2	+ 4.5
- Overseas (US$ per t)	415.4	457.9	(9.3)	437.9	432.8	+ 1.2

- Q-o-Q: Overseas sales volumes decreased due to the uncertainty caused by the absence of the Chinese and Indian contracts. Subsequently, the overseas average price level in US dollar terms decreased significantly, while the European price level remained fairly stable.
- Y-o-Y: Lower sales volumes at the beginning of the year in Europe due to adverse weather conditions were compensated by higher overseas volumes. While European prices increased slightly, the overseas price level remained relatively stable in US dollar terms. The overall increase of the average price in Euro terms was additionally supported by positive currency effects (Ø 2012: 1.29 USD/EUR, Ø 2011: 1.39 USD/EUR).

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As always, the table shown here should only be understood as providing a rough indication of how average prices have developed; factors like freight costs, exchange rates and product mix usually distort the picture.

Quarter on quarter, overseas sales volumes decreased because of the already described uncertainty caused by the absence of contracts with Chinese and Indian customers. Subsequently, the overseas average price level in US dollar terms decreased significantly, while the European price level remained fairly stable.

Year on year, higher overseas volumes were able to compensate lower sales volumes during the spring season in Europe caused by adverse weather conditions. While European prices increased slightly, the overseas price level remained relatively stable in US dollar terms. The overall increase of the average price in Euro terms was additionally supported by positive currency effects.

Potash and Magnesium Products
Cost Development in line with Expectations

		2012	2011	%
	Revenues (€ million)	2.290.6	2,133.6	+ 7
–	EBIT (€ million)	773.9	739.5	+ 5
=	Costs (€ million)	1,516.7	1,394.1	+ 8
	thereof personnel (€ million)	550	535	+ 3
	thereof freight (€ million)	280	268	+ 5
	thereof freight (€/t)	*40*	*39*	*+ 3*
	thereof material (€ million)	257	249	+ 3
	thereof energy (€ million)	230	195	+ 18
	thereof depreciation (€ million)	96	94	+ 2
	thereof other (€ million)	104	53	+ 96
÷	Sales Volumes (t million)	6,95	6.94	± 0
=	**Total Unit Costs** (€/t)	**218.2**	**200.9**	**+ 9**

- Strong increase in energy costs as expected
- Slightly increasing personnel costs
- Increased costs related to the Legacy Project
- Negative currency result

➔ **As expected, average unit costs rose moderately in 2012**

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The next slide provides you with a rough indication of the cost structure of the Potash and Magnesium Products business unit and the development of selected cost items.

Overall and as already flagged in past conference calls, average unit costs rose moderately.

You see that especially energy costs and the line “other costs” contributed most to the overall cost increase. In the “other cost”-line, first expenses related to the Legacy Project and a negative currency result had the biggest effect.

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Ladies and Gentlemen,

Mark Roberts will now go into the details of the Salt business unit.

Salt
Q1/12: „Green Winter“ on both sides of the Atlantic

Europe:

- Mild and dry start into the year
- Average pre-stocking volumes
- Average de-icing business in Q4
- Increasing competition in food grade salt, oversupply in salt for chemical use

North America:

- Exceptionally mild weather conditions in Q1
- High inventories lead to lower pricing and production cuts
- Below average sales volumes in Q4
- Buying restraint at water softening products, competitive pressure at salt for chemical use

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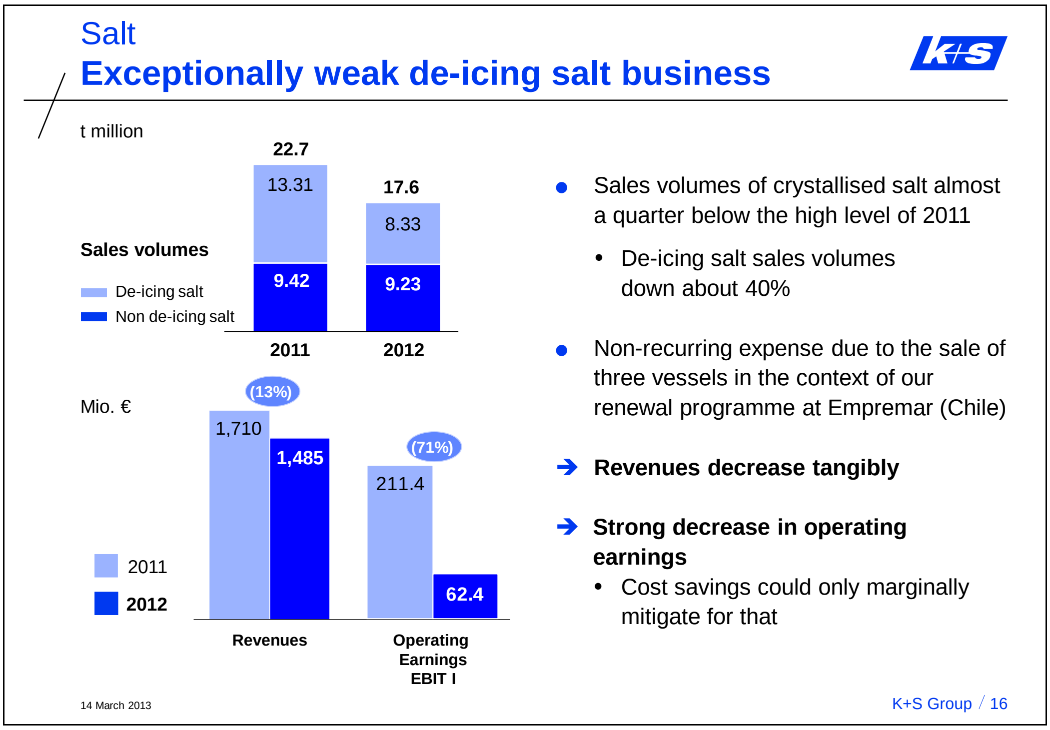
Thank you Mr. Steiner,

Let us now have a brief look at the general market environment for Salt. We have deliberately chosen the two pictures on this slide as we have experienced a rather green 2011/2012 winter on both sides of the Atlantic Ocean with subsequently weak demand for de-icing salt products.

As a consequence, governmental bid prices declined in both regions for the 2012/2013 winter season. In North America, production cuts were publicly announced and implemented, industry-wide.

The expansion of storage capacity at some of our European customers led to an average pre-season business during the second and third quarter in this region. However, customer inventories remained high in North America and therefore pre-season restocking activity was low.

The wintery conditions in Europe at the beginning of the fourth quarter led to an average start into the new season there. However, the late start of the winter in North America was not sufficient to achieve long-term average sales levels.



Despite a rather stable non-de-icing business, the disappointing result for the Salt business was fully attributable to the de-icing segment. We were unable to make up for the exceptionally mild winter at the beginning of 2012 over the course of the year as a whole. Sales volumes of crystalized salt declined to 17.6 million tonnes in the year and were more than 5 million tons or 23% below the high level of the previous year while de-icing volumes decreased about 40%.

This development in particular caused revenues for the business unit Salt to decline by 13% to about 1.5 billion €. The operating result dropped even stronger by 71% to 62 million Euro which was due to two main effects: the lack of 90 to 110 million € compared to what we call a “normal” year which is based on long-term average volumes and the strong year 2011 which was, compared with normalized levels, in a way ‘overstated’ by 20-30 million €. Additionally, a non-recurring expense of 11 million € from the sale of three vessels as part of our fleet-renewal-program at Empremar in Chile, burdened 2012 EBIT further.

Cost savings initiatives were able to mitigate the decline to some extent, however, we are not satisfied with the outcome of the year 2012.

Salt
Exceptionally low volumes in 2012

	Quarter on Quarter			Year on Year		
	Q4/12	**Q4/11**	**%**	**2012**	**2011**	**%**
Sales volume (t million)	5.06	5.82	(13.1)	17.56	22.73	(22.8)
- De-icing salt	2.60	3.28	(20.7)	8.33	13.31	(37.4)
- Non de-icing salt	2.46	2.54	(3.2)	9.23	9.42	(2.0)
Average price (€ per t)						
- De-icing salt	62.2	56.6	+ 9.9	54.7	55.6	(1.6)
- Non de-icing salt	97.5	92.6	+ 5.3	104.0	95.9	+ 8.5

- Q-o-Q: Due to the mild winter weather, de-icing salt sales volumes decreased strongly in North America compared to Q4/11. De-icing salt average prices improved due to a change in regional sales mix. Non de-icing salt volumes remained relatively stable while prices increased slightly.
- Y-o-Y: Volumes declined strongly in all our de-icing salt regions due to the mild winters. Consequently, the average price level declined. Non-deicing salt volumes slightly decreased. An improved product mix along with a positive exchange rate effect and some price increases led to a higher average price in non de-icing salt.

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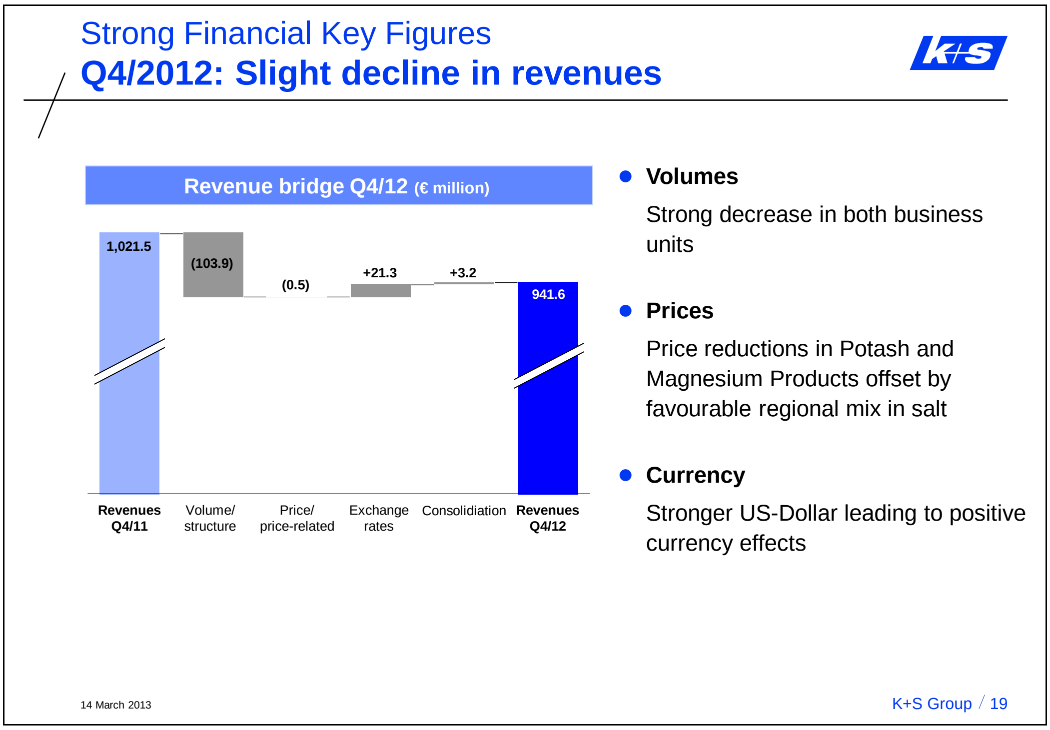
This table should only provide a rough indication of how average prices have developed.

Quarter on quarter, non-deicing salt volumes remained almost stable while prices increased slightly. De-icing salt sales volumes decreased strongly compared to the fourth quarter of 2011. This was again attributable to the mild winter weather in North America. However, de-icing salt average prices improved due to a favorable regional sales mix, especially in North America as well as a positive exchange rate effect.

Year on year, volumes for non-de-icing salt decreased slightly, while an improved product mix in addition to a positive exchange rate effect and some price increases led to a higher average price. As already mentioned several times the year 2012 was strongly influenced by the mild and dry winter conditions in all of our de-icing salt markets. We have never witnessed a situation like this before, but are confident that we have tested the bottom and even in a year like this, the business was profitable.

This brings me to the end of my remarks, and I am now happy to hand over to Dr. Lohr!

Thank you very much Mr. Roberts. I will talk about the financial key figures for 2012 now.



As Mr. Steiner has presented the figures for the whole of 2012, I will in particular focus on the fourth quarter. First, a look at the changes in revenues. As shown on the slide, significant volume-related declines of about 100 million € were offset by only slightly positive currency effects. The positive price effects in the salt business somewhat balanced the price declines in the potash business. This led to an overall revenue decrease of about 18 per cent in the quarter.

Strong Financial Key Figures
Q4/2012: Stable EBIT-Margin

Income Statement (excerpt)

€ million	Q4/12	Q4/11	%
EBITDA	**243.9**	**281.2**	**(13.3)**
EBIT I *EBIT-Margin (%)*	**183.2** *19.5*	**207.8** *20.3*	**(11.8)** –
Financial result	(18.6)	(19.7)	(5.6)
Group earnings from continued operations, adj.[1)]	**131.6**	**149.9**	**(12.2)**
Earnings after taxes from discontinued operations	(1.0)	9.0	–
Group earnings after taxes, adjusted[1),2)]	**130.6**	**158.9**	**(17.8)**

1) The adjusted key figures only include the result from operating forecast hedges of the respective reporting period reported in EBIT I, which eliminates effects from changes in the market value of the hedges. Related effects on deferred and cash taxes are also eliminated
2) Earnings from continued and discontinued operations.

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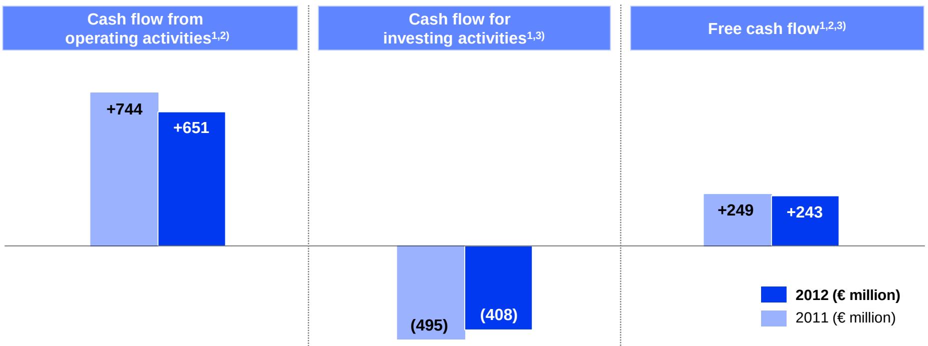
Let us have a brief look at the key figures of the income statement in the fourth quarter. EBIT and EBITDA fell by 12 and 13 %, respectively. The reasons were price-related declines in earnings in the Potash and Magnesium Products business unit and especially volume-related lower earnings in the Salt business unit.

At about 19 million €, the financial result was more or less at the previous year's level.

Adjusted Group earnings from continued operations followed this trend and by also including the discontinued operations, the number fell by almost 18 per cent.

Strong Financial Key Figures

Free cash flow 2012 at previous year's level



- Cash flow from operating activities in line with EBIT development

- 2011 includes the acquisition of Potash One (€ 242.8 million)
- Higher capex in 2012

→ 2012 free cash flow almost on last years level

1) Information refers to the continued operations. 2) Without out-financing of pension obligations in the amount of € (43.4) million in 2012 (2011: € (110.0) million)
3) Without investments in/sales of securities and other financial investments in the amount of € (558.5) million in 2012 (2011: € (372.4) million)

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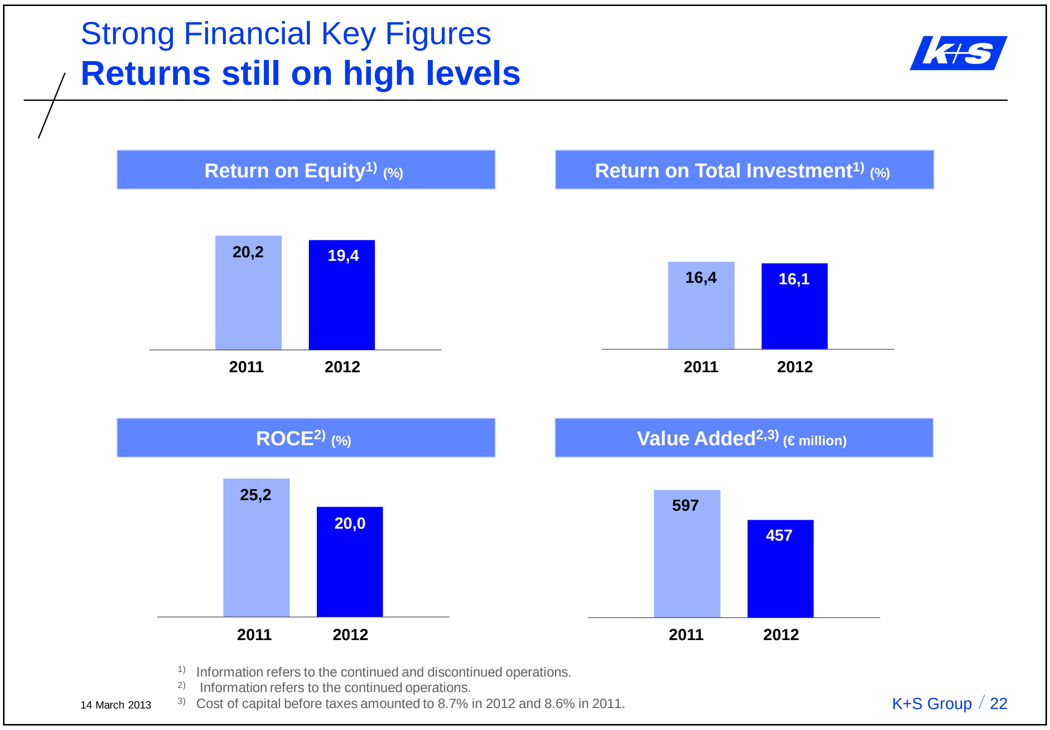
In 2012, operating cash flow from continued operations amounted to 651 million € after 744 million € in the previous year. These numbers do not include the out-financing of pension obligations. Basically, this decline followed the earnings development.

Cash flow from investing activities amounted to 408 million €, while previous year's figure was 495 million €. The figure in 2012 was influenced by a higher capex due to the Legacy Project. The previous year contained the acquisition of Potash One in the amount of 243 million €.

As a result of this, the free cash flow, at 243 million €, was roughly at previous year's level.

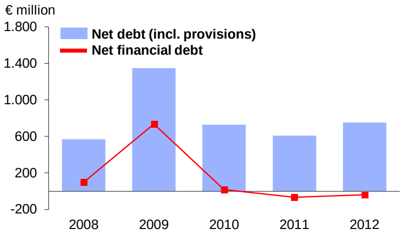


In line with the earnings development, our key return metrics fell slightly, but still remained at a high level.

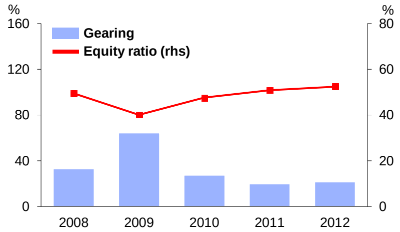
In detail: At 19.4 and 16.1% respectively, the return on equity and on total investment almost reached the previous year's high level. With a ROCE of 20 per cent, we exceeded our cost of capital by far and achieved a value added of 457 million €.

Strong Financial Key Figures
Solid Financial Position

Low Net Debt



Strong Balance Sheet



	Target corridor	2012	2011
Net debt/ EBITDA	1.0x – 1,5x	0.7x	0.5x
Net debt/ Equity	50% – 100%	21.7%	19.8%
Equity ratio	40% – 50%	52.4%	50.9%

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In the left-hand graph on the next slide, you can see that we still have with about 750 million € a low level of net debt. Particularly, if one considers that this - by definition - includes provisions for pensions and mining obligations. Without these non-current obligations, we even were in a net cash position of about 40 million € at the end of the year.

Our key financial figures also indicate a solid financial profile. At 0.7 times, the ratio of net debt to EBITDA remained low. At the end of 2012, the gearing was about 20 per cent and the equity ratio increased slightly to 52%. All key figures have thus exceeded our targets and support our investment grade rating. Even in uncertain times, these facts, plus credit lines which have not been drawn yet, provide sufficient flexibility for future capital expenditure projects, particularly for the Legacy Project.

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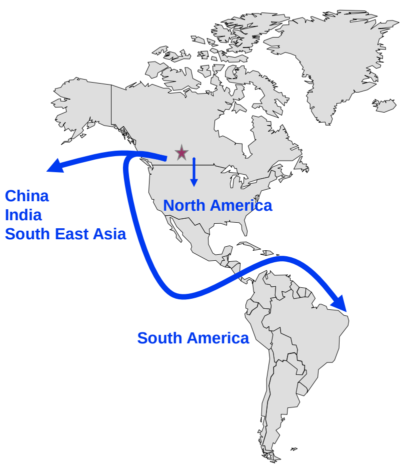
I will now hand back to Mr. Steiner again, who will discuss the K+S Group's prospects and the outlook for the years 2013 and 2014.

Attractive Prospects
Legacy strenghtens our international Competitiveness



- Expansion of our global presence
- Further diversification of our country portfolio
  - North and South America
  - China, India and South East Asia
- Sales and distribution via existing distribution structures
- Orientation towards higher-quality products with a flexible multi-product strategy

➔ **Stronger variabilisation of production costs**

➔ **Longer average lifetime of our mines**

➔ **Participate in market growth**

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Thank you Dr. Lohr.

The Legacy Project is an important investment for the future of our group. Once established, its potash capacities in Canada should improve our capability to better serve the world's major growth regions.

However, our German potash sites will not lose their importance. Rather than that, the Legacy Project will supplement our existing German production network with an important North American location and will expand our global presence.

Thus, Legacy is opening for us the opportunities to:

- Participate in global market growth,
- Further improve revenues and yields of this business unit,
- Reduce average production costs, and
- Extend the average lifetime of our mines.

By giving our production network a broader basis, this will also optimise our volume flow and logistics costs. We can make use of our existing distribution network and react more flexible to global market requirements by leveraging our strategy geared towards higher value products.

Summarised in one sentence: With Legacy we are strengthening our international competitiveness in the medium and long term.

Ladies and Gentlemen,

What are the prospects for demand development for **potash and magnesium products** in the *near* future? Let's take a look at the **outlook** for this business unit:

After the important agreements in China and in the meantime also in India we expect a tangible recovery of global potash demand to approximately 59 million tonnes. Please keep in mind this includes – as usual - about 3 million tonnes of SOP and lower-grade potash products. Especially regarding markets relevant to us, prospects continue to remain attractive, so that from today's point of view we expect sales volumes of about 7 million tonnes **in 2013**.

Since prices came under pressure in the fourth quarter 2012, the average price level in 2013 should be below the level of 2012.

Thus, the business unit's **revenues** in 2013 should decline. Overall, given a stable cost level, we expect **operating earnings** to be below the previous year's level.

In **2014**, from today's perspective, we expect a slight increase in sales volumes and an increase in **revenues**, which should also increase **operating earnings**.

Attractive Prospects

Salt business unit

Outlook 2013:

- **Higher revenues**
  Normalisation of de-icing salt sales volumes (increase to 12-13 million t; 2012: 8,33 million t)
- **Improving operating earnings**
  - Higher revenues due to normalisation of de-icing salt business
  - Significantly higher capacity utilisation and fixed cost coverage

Outlook 2014:

- **Increasing revenues due to price factors** [1)]
- **Higher operating earnings** [1)]

[1)] Assumption: Average de-icing salt business

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The **Salt** business unit was already positively influenced by a positive start of the de-icing business into the new year.

In Europe, sales volumes of de-icing salt in the first weeks of this year were higher than usual, and in North America too, the winter weather starting at the beginning of February caused higher sales volumes especially in comparison with the unusually weak first quarter of 2012.

On the basis of the therefore expected normalisation of the de-icing salt business, in **2013,** we expect higher **revenues** than in the previous year, due to volume factors. This forecast is based on sales volumes of 22 million tonnes of crystallised salt and multi-year average figures for the early stocking-up business and the winter road clearance business in the fourth quarter. Thus, for 2013, we expect that sales volumes of de-icing salt in the magnitude of 12 to 13 million tonnes will exceed the below-average previous year by about 50 %. We also expect an almost stable development of revenues in the segments of food grade salt, industrial salt as well as salt for chemical use. Due to a higher proportion of fixed costs customary in the mining industry, the significantly higher capacity utilisation should lead to an improvement in **operating earnings**.

For 2014, we assume a normal winter business that follows the long-term average of historical volumes. Based on this, we are anticipating a price-related increase in revenues as well as a further improvement in **operating earnings** against 2013. The assumed price effect is based on the assumption that a normalisation of the de-icing business and of customers inventories should have a positive impact on tenders for the 2013/14 winter season.

Attractive Prospects

Revenue and earnings outlook K+S Group

Outlook 2013:

- Price related lower revenues and earnings in the Potash and Magnesium Products business unit should be overcompensated by volume driven increase in the Salt business unit

➔ **Slightly higher revenues**

➔ **Operating earnings EBIT I slightly higher**

- Capex of almost € 1.1 billion (Legacy: € about 625 million ≙ CAD 830 million)

Outlook 2014:

➔ **Slight increase in revenues and earnings**

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Ladies and Gentlemen,

Summing up the outlook from today's point of view:

In **2013**, the improved figures resulting from the normalisation in the Salt business should more than compensate for the expected decrease in earnings in the Potash and Magnesium Products business unit. We therefore expect 2013 to be another good year for the K+S Group:

Revenues should be slightly higher in financial year 2013 than in the previous year, and, from today's perspective, we also see a chance that **operating earnings** will increase slightly.

Based on these expectations, in 2013 we expect slightly increased **earnings per share** from continued operations. As the adjusted earnings per share will no longer benefit from the effects of the divestment of the Nitrogen business, the overall dividend payment should be below the level of the previous year.

Worth to mention is also the higher **capex** we plan to spend in 2013. We continue to expect capex of almost 1.1 billion € for the K+S Group. Of this, about 625 million € or about 830 million Canadian dollar should account for the Legacy Project. With the allocation of the budgeted total expenditure to individual years, however, there may still be considerable shifts in phasing.

Let us take a brief look at **2014**: Next year, **revenues** should again increase slightly in comparison to the previous year. We also see chances of a slight increase in **operating earnings.**

Attractive Prospects

K+S well positioned

Good external and internal preconditions for successfully pursuing our growth path:

- We benefit in two strong business units from global mega trends
  - Global population growth
  - Increasing living standards in emerging countries
- Our products are an integral part of the modern society
- Focus on Potash and Magnesium Products and Salt with strategic and operational synergies
- Further growth potential with the Legacy Project
- Strong Balance Sheet

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Ladies and Gentlemen,

Let me summarise:

We have every reason to look with confidence into the future. K+S is on the right track. The internal and external prerequisites for a successful continuation of our growth are set.

- Both strong business units benefit from **global megatrends**: The world's population is increasing and the standard of living, especially in the emerging markets, is rising. Thus, the demand for raw materials for industry and agriculture will increase in the medium and long term.

- Our **products** are indispensable in a modern society. Potash and rock salts are the basic ingredients for various vital products and applications. Our portfolio is in worldwide demand and we enjoy a good position on our markets.

- Our focus on Potash and Magnesium Products as well as Salt creates strategic and operative **synergies** – this brings us advantages compared to our international competitors. As our Group becomes more international, the synergy potential will rise further.

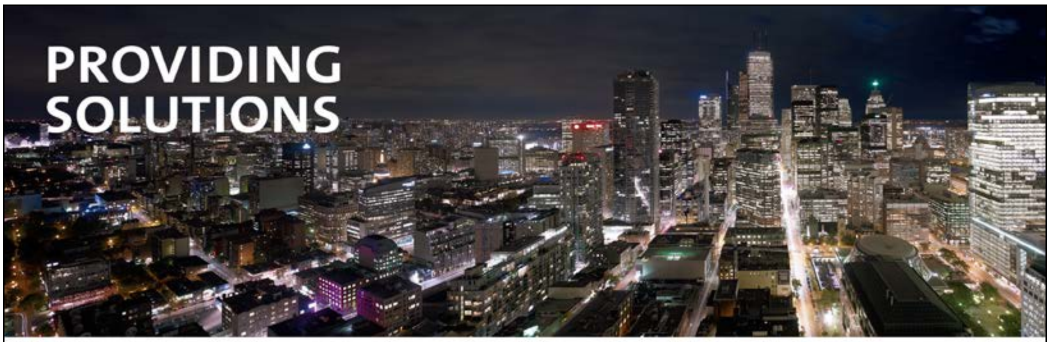
- Our **Legacy Project** offers additional opportunities of taking part in market growth, especially in the "hot spots" of Asia and South America.

- And last but not least: We have a strong **balance sheet.** Our financial situation is excellent and gives us enough flexibility for future projects. Leading the company to a good future – that is our objective.

Thank you for your attention. We are pleased to answer your questions now!

K+S Group
Forward-looking Statements

This presentation contains facts and forecasts that relate to the future development of the K+S Group and its companies. The forecasts are estimates that we have made on the basis of all the information available to us at this moment in time. Should the assumptions underlying these forecasts prove not to be correct or should certain risks – such as those referred to in the Risk Report – materialise, actual developments and events may deviate from current expectations. The Company assumes no obligation to update the statements, save for the making of such disclosures as are required by the provisions of statute.



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