

COMPANY PROFILE




K+S is one of the world's leading suppliers of speciality and standard fertilizers, plant care as well as salt products.

We offer our customers a range of goods that meet needs and serve as the basis for growth in almost all areas of day-to-day life in the form of tailor-made and branded products.

In doing so, we assume active responsibility for the sustained growth of our world. Our approximately 14,000 employees display their commitment towards this goal day in day out by applying their knowledge and experience.

INVESTMENT CASE

- K+S is one of the world's leading fertilizer suppliers
- K+S is the global leader in Salt
- Exposure to attractive industry fundamentals (steadily growing population/increasing living standards as well as nutrition requirements)
- Unique business model

K+S Group			Revenues	EBIT I
CORE BUSINESS FERTILIZERS	 Potash and Magnesium Products	2011 Q1/12	2,131.9 580.1	739.5 208.5
	 Nitrogen fertilizers	2011 Q1/12	1,156.8 359.5	69.4 32.2
CORE BUSINESS SALT	  Salt	2011 Q1/12	1,710.1 458.5	211.4 45.5
	 Salt			
COMPLEMENTARY BUSINESS SEGMENTS	Waste Mgmt. & Recycling			
	Logistics (K+S Tansport)	2011 Q1/12	150.4	17.9
	Animal hygiene products		39.1	6.9
	Trading business (CFK)			

in € million

Potash and Magnesium Products: The Potash and Magnesium Products business segment extracts potash and magnesium crude salts at six mines in Germany, with an annual production output amounting to up to 7.5 million tonnes of products. We then process the vital minerals contained in our natural raw materials – potassium, magnesium and sulphur – to produce high-grade fertilizers as well as intermediate products for the manufacture of industrial products. On the basis of a unique mix of raw materials, the business segment provides a range of products, more diverse than that offered by any other potash producer in the world.

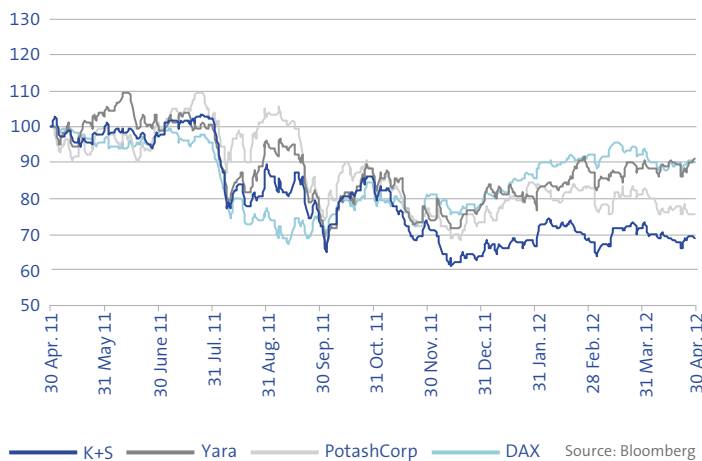
Nitrogen Fertilizers: The Nitrogen Fertilizers business segment markets nitrogenous fertilizers with a focus on bulk customers in agriculture and special crops such as fruit, vegetables and grapes. In addition to the fertilizers produced exclusively by EuroChem, goods of other reputable European fertilizer producers are also marketed.

Salt: Salt products of the highest purity and quality are used as food grade salt, industrial salt and salt for chemical use as well as de-icing salt applied by winter road clearance services to ensure road safety. Production takes place in Germany, in other Western European countries as well as in North and South America.

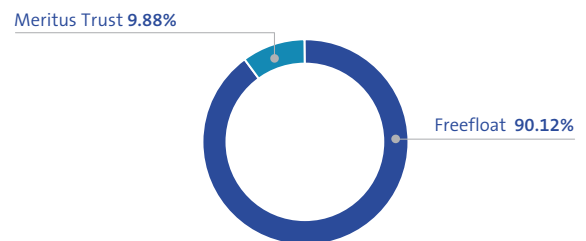
Complementary Business Segments: K+S is Europe's leading provider of underground waste management ensuring safe disposal over long periods of time and thereby uses caverns and infrastructure of active mines. Furthermore, this business segment includes logistics connected with product handling and the loading of ships, CATSAN® granulations as well as trading services.

SHARE PERFORMANCE DURING THE LAST 12 MONTHS

PERFORMANCE OF THE K+S SHARE IN RELATION TO DAX AND COMPETITORS (INDEXED; IN %)



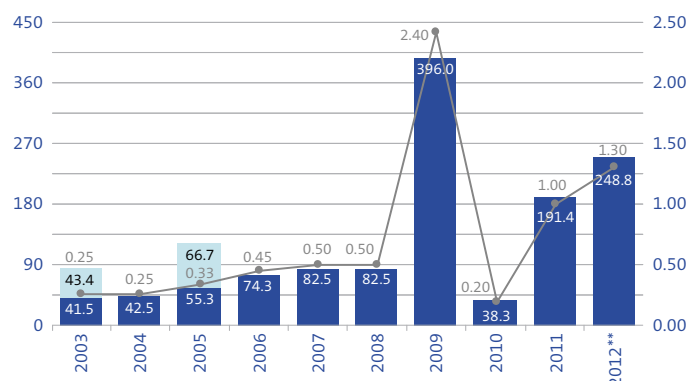
SHAREHOLDER STRUCTURE



Meritus Trust Company Limited, Bermuda, holds 9.88% of K+S shares via EuroChem Group SE (notified on 11.07.011); Meritus Trust manages industrial holdings of Andrej Melnichenko on a fiduciary basis.

In November 2011, an external service provider conducted a shareholder identification and presented the following results: In addition to the permanent holdings approx. 7% of the outstanding shares are held by German institutional investors and almost 53% by foreign institutions. Moreover, we assume that approx. 20% of the shares are predominantly held by German private investors. This portion should comprise approximately 1% of the outstanding shares held by K+S-employees. 10% of the shareholdings could not be identified. Geographically about 28% of our shares are held in Germany. The worldwide institutional investors structure is as follows: US and Canada (21%), Russia (10%) and the UK (10%). 7% of shares are held in France, 5% in Switzerland, whereas the rest of the world holds 10%.

DIVIDEND HISTORY, SHARE BUYBACKS AND FUTURE DIVIDEND POLICY



We pursue an essentially earnings-based dividend policy. With this measure, a payout ratio of between 40 and 50 % of the adjusted Group earnings after taxes forms the basis for the amount of the future dividend recommendations to be determined by the Board of Executive Directors and the Supervisory Board.

The Board of Executive Directors will propose to the Annual General Meeting that a dividend of € 1.30 per share be paid for the financial year 2012 in line with the significantly higher earnings (2010: 1.00/share).

— Dividend per share* (rhs, in €) — Share buybacks (lhs, in € million) — Total dividend payment* (lhs, in € million)

* for the prior financial year

** The figure for 2012 corresponds to the dividend proposal

K+S SHARE, BOND, RATING AND KEY FIGURES

K+S SHARE

Type of shares: registered no-par value shares
 Total no. of shares: 191,400,000 units
 WKN: KSAG88
 ISIN: DE000KSAG888
 Market segment: Prime Standard
 Prime industry: chemicals
 Industrial group: chemicals, commodities
 Listing: all exchanges in Germany
 Bloomberg ticker symbol: SDF GR and SDF GY
 Reuters ticker symbol: SDFG
 ADR CUSIP: 48265W108

BOND

Price (30.04.2012): 108.450
 Current yield (30.04.2012): 1.379%
 WKN / ISIN: A1A 6FV / DE000A1A6FV5
 Stock exchange listing: Luxembourg Stock Exchange
 Issuing volume: € 750 million
 Denomination: € 1,000
 Issue price: 99.598
 Interest coupon: 5.000 %
 Maturity: 24 September 2014
 Rating: S&P: BBB+; Moody's: Baa2

ISSUER RATING

S&P: BBB+ (outlook: stable)
 Moody's: Baa2 (outlook: stable)

PERFORMANCE

Performance in %	Start of the year until 30 April 2012	5 years 2007-2011	10 years 2002-2011
K+S share (excl. dividends)	+ 8.1	+ 79.3	+ 573.1
K+S share (incl. dividends)	+ 8.1	+ 103.0	+ 691.2
DAX	+ 14.6	(10.6)	+ 14.3
DJ STOXX 600	+ 5.2	(33.1)	(18.1)
MSCI World Standard	+ 9.4	(20.3)	+ 17.8

KEY FIGURES¹⁾

in € million	Q1/12 IFRS	2011 IFRS	2010 IFRS	2009 IFRS	2008 IFRS	2007 IFRS
Revenues	1,438.1	5,150.9	4,632.7	3,573.8	4,794.4	3,344.1
Operating earnings (EBIT I)	281.1	975.7	714.5	238.0	1,342.7	285.7
Group earnings from contin. operations, adj. ²⁾	193.4	673.6	453.8	-	-	-
Group earnings, adjusted ^{2), 3)}	193.4	581.8	445.3	93.6	979.3	175.3
Gross cash flow	292.6	910.6	812.7	323.9	1,177.9	372.1
Capital expenditure ⁴⁾	41.4	294.1	188.6	177.6	197.5	171.6
Depreciation ⁴⁾	55.9	242.0	238.5	173.8	141.7	128.2
Net indebtedness	592.6	610.8	732.5	1,351.3	570.0	1,085.1
Equity	3,238.5	3,084.6	2,651.6	2,094.6	1,718.3	931.8
Balance sheet total	6,121.4	6,056.9	5,573.7	5,217.1	3,473.8	2,964.8
Enterprise Value (€ bil.)	8.1	7.3	11.5	9.0	7.2	7.8
Total stock exchange turnover (€ bil.)	3.4	17.7	16.8	16.9	33.4	10.2
Market capitalisation (€ bil.)	7.5	6.7	10.8	7.7	6.6	6.7
Employees as of 31 Dec. ⁵⁾	14,482	14,496	14,186	15,208	12,368	12,033
in €						
Earnings per share from contin. operations, adj. ³⁾	1.01	3.52	2.37	-	-	-
Earnings per share, adjusted ^{2), 3)}	1.01	3.04	2.33	0.56	5.94	1.06
Closing price at the end of the period (XETRA)	39.23	34.92	56.36	39.99	39.97	40.69
Highest price	40.60	58.60	56.65	53.04	95.90	40.69
Lowest price	34.92	33.35	35.94	29.85	27.72	18.50
in %						
EBITDA margin	23.4	23.6	20.6	11.5	31.0	12.4
EBIT margin	19.5	18.9	15.4	6.7	28.0	8.5
Return on revenues ²⁾	10.5	13.1	9.8	2.6	20.4	5.2
Return on equity after taxes ^{2), 3)}	16.7	20.2	18.7	8.4	68.6	16.1
Return on total investment ^{2), 3)}	14.3	16.4	14.7	6.9	44.9	11.0
Return on Capital Employed (ROCE) ⁶⁾	24.0	27.5	22.0	9.3	64.0	15.5
Net indebtedness / EBITDA	0.5	0.5	0.8	2.4	0.4	2.6
Net indebtedness / Equity	18.3	19.8	27.6	64.5	33.2	116.4
Equity ratio	52.9	50.9	47.6	40.1	49.5	31.4

¹⁾ Continued operations for the years 2010 to 2012.

²⁾ Adjusted for the effect of market value changes of hedging transactions.

³⁾ Continued and discontinued operations.

⁴⁾ Investments in or depreciation on property, plant and equipment, intangible and investment properties and depreciation on financial assets.

⁵⁾ Workforce including temporary employees (without students and interns) measured on full-time equivalent basis.

⁶⁾ Return on capital employed of the last twelve months.

CONSENSUS

Investor relations of K+S is regularly polling securities analysts estimates for selected financial key figures of the continued operations of K+S Group. The poll is done by use of a standardized procedure. The results of the last poll (26 April 2012) have been summarized as follows.

		Consensus-Median		
		2012	2013	2014
Revenues	€ million	5,041.7	5,352.6	5,434.5
Operating earnings (EBIT I)	€ million	885.9	1,016.5	1,043.0
Group earnings, adjusted ¹⁾	€ million	596.8	680.3	689.8
Earnings per share, adjusted ¹⁾	€	3.12	3.55	3.60
Dividend per share	€	1.35	1.46	1.50

¹⁾ Continued operations

OUTLOOK (AS OF 2 MAY 2011)

	2012e	2011	
Revenues	€ billion	stable	5.15
EBITDA	€ million	moderate decrease	1,217.7
Operating earnings (EBIT I)	€ million	moderate decrease	975.7
Group earnings, adjusted	€ million	moderate decrease	581.8
Earnings per share, adjusted	€	moderate decrease	3.04

Our estimate for 2012e is, among other things, based on:

- the expectation of consistently attractive agricultural prices;

- our customary, purely technical forecast policy, which maintains the currently achieved potash price level unchanged for the remainder of 2012;
- sales volume in the Potash and Magnesium Products business segment at about the same level as the previous year (2011: 6.9 million tonnes);
- a sales volume of crystallised salt of less than 19 million tonnes (previously: a good 19 million tonnes; 2011: 22.7 million tonnes), of which less than 10 million tonnes de-icing salt (previously: about 10 million tonnes; 2011: 13.3 million tonnes). For the fourth quarter, this, as customarily, assumes the average of multi-year de-icing salt sales volumes;
- a largely unchanged financial result;
- a slightly higher adjusted Group tax rate of 27 % to 28 % (2011: 26.1 %).

This fact sheet contains facts and forecasts that relate to the future development of the K+S Group and its companies. Those 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 the forecasts prove not to be correct, or should certain risks materialise, actual developments and events may deviate from current expectations. The Company assumes no obligation to update the statements contained in this presentation, save for making such disclosures as are required by the provisions of law.

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Next financial date: 14 August 2012
 Quarterly Financial Report, 30 June 2012



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