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## Company Guideline Quality Management

Through its operations, the K+S Group wishes to earn appropriate profits on a permanent basis. A basic condition for this is responsible action, geared towards the needs and demands of our customers.

We wish to pursue this key concept because only the attainment of sustainable utility for our customers can guarantee our company's long-term existence.

In order to achieve this fundamental objective, we endeavour to constantly improve our products and services, so that we can identify our customers' expectations at an early stage and meet the resulting objectives competently, reliably and without delay.

All employees, including the management, are obliged to observe the quality management regulations. This applies in particular to:

- Fulfilling customer-specific requirements under optimal economic conditions;
- Providing customers with sustainable benefit through quality assurance for our products and services, timely delivery and extensive, professional consulting;
- Maintaining open and goal-orientated cooperation with customers and other interested parties;
- Continuously improving the quality management system and processes and adjusting them to meet new requirements;
- Increasing customer satisfaction by improving the avoidance of mistakes during all business processes and at the same time safeguarding the interests of our company;
- Identifying any weaknesses in our processes at an early stage and rectifying them;
- Constantly improving the qualifications of our employees, the information available to them and their motivation, through further education and training.

Our guideline constitutes a binding principle in relation to the conduct of all employees, including the management. Its practicability is continually checked and, if necessary, adjusted accordingly.

Board of Executive Directors of  
K+S Aktiengesellschaft

Kassel, August 2006