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## **K+S Conspect**



The roots of the K+S Group date back to the middle of the 19th century. At that time, miners in Germany exploited the world's first potash deposits and started fertilizer production.

Today, the K+S Group is an internationally oriented raw materials company production sites in **Europe and North America**.



### K+S Group financials 9M/2024

Revenues **EBITDA** 

€2,728.0 million €394.1 million

**Adjusted free** 14.4%

€110.9 million

**EBITDA** margin

cash flow





K+S strives for **sustainability** and acknowledges responsibility towards people, the environment, communities, and the economy in the regions in which it operates.

The claim is to enrich life for generations and to be a pioneer for environmentally friendly and sustainable mining.





### **Board of Executive Directors**



**Dr. Burkhard Lohr**Chief Executive Officer
Mandate until May 31, 2025



**Dr. Christian H. Meyer**Chief Financial Officer
Mandate until March 14, 2026



**Dr. Carin-Martina Tröltzsch**Chief Operating Officer
Mandate until February 19, 2026



Christina Daske
Labor Director
Mandate until December 1, 2026

For current information on the responsibilities of the individual members of the Board of Executive Directors, please refer to our bylaws which can also be found on the K+S website at: <a href="https://www.kpluss.com/executivedirectors">www.kpluss.com/executivedirectors</a>

## **Board of Executive Directors – starting June 1, 2025**



**Dr. Christian H. Meyer**Chief Executive Officer
Mandate until March 14, 2026



Dr. Jens Christian Keuthen Chief Financial Officer Appointed to the BoED as of February 1, 2025 Mandate until January 31, 2028



Dr. Carin-Martina Tröltzsch
Deputy Chair of the BoED
Chief Operating Officer
Mandate until February 19, 2026

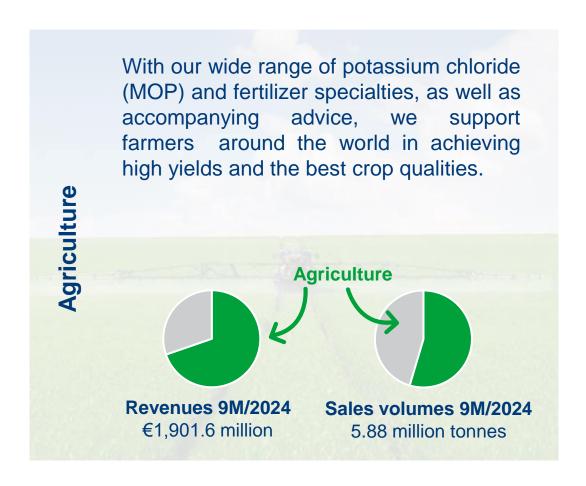


Christina Daske
Labor Director
Mandate until December 1, 2026

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## K+S at a glance

### **Customer segments (no segments according to IFRS)**





## **Key investment highlights**

Our products are indispensable for people, animals, and plants

Global megatrends call for efficient fertilization. With our fertilizers, we support farmers in combating world hunger. K+S offers high-purity salts for over 5,000 different applications, including in pharmaceutical products and the food industry, making them an important part of everyday life.

#### High access barriers in the potash market will also prevent a significant oversupply in the future

K+S expects demand for potash to grow at a compound annual growth rate of 2-3%<sup>1</sup>, making new projects or expanded capacities averaging around 2 million tonnes per year<sup>1</sup> urgently necessary to meet the rising demand.

With our new potash plant in Bethune, Canada, we can grow steadily and increase our production by >100,000 tonnes a year.

#### Agriculture has evolved and so have we – since 1889

Unique selling point: K+S is the only potash supplier with production sites in Europe and North America and has a well-developed logistics network. Continuous expansion of our advisory services to provide local farmers with added value and support them in efficient fertilization.

#### Our strategy focuses on optimizing the existing business

We are optimizing our German sites to ensure our position also at the lower end of the cycle and improve our environmental footprint. We use opportunities to expand our specialties portfolio and leveraging our unique infrastructure (storage of gas in caverns, underground farming, tailings pile covering, waste and recycling management).

#### We are global pioneers in environmentally friendly and sustainable mining

We have already reduced our CO<sub>2</sub> emissions by around 80% since 1990 and have developed a path to becoming greenhouse gas neutral at our production sites (own business activities) by 2045. In future, we will be able to produce potash with the smallest possible CO<sub>2</sub> footprint in Germany.

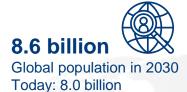
#### Strong balance sheet and prudent financial policy

K+S wants to maintain a strong balance sheet and generally strives for a maximum leverage ratio (net debt/EBITDA) of 1.5x. Clear guiding principles for shareholder distributions established.

Source(s): 1 IFA 2024, K+S estimates; actual production including potassium sulfate and low-grade potash



### Important megatrends and their implications



40%

of the population suffers from water scarcity in 2030

**70%** of water used for agriculture



0.2 °C

Average global warming per decade

# 2/3 of the world's population

belong to the middle class in 2030
2015: 14% of the
world's population

### Implications for K+S

- Arable land shrinking
- Yield needs to be improved
- Higher efficiency of fertilization and irrigation needed
- Plants have to be more stress resistant
- Infrastructure needs to be improved
  - → focus on renewable energy
- Growing population, especially in Asia, needs more salt for various purposes

Sources: United Nations, 2017; World Population Clock of the Deutsche Stiftung Weltbevölkerung (dated July 2022); "Global temperature change" from James Hansen et al. (September 25, 2006); World Water Report 2021 of the UNESCO; James Davies, Rodrigo Lluberas and Anthony Shorrocks, Credit Suisse Global Wealth Databook 2015

## Why use fertilizers?

### "The Natural Laws of Farming", Justus von Liebig, 1863

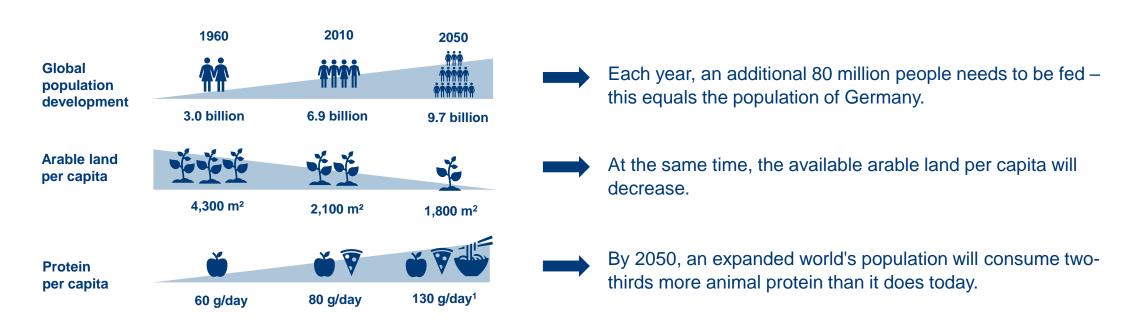


"The growth and yield of a plant is limited by the nutrient available in the smallest amount."

- Plants need sunlight, water, and minerals to thrive.
- There are few soils on earth which have a sufficient content and availability of **plant nutrients** to achieve **high yields** over a longer period without fertilization.
- Potash is an indispensable addition to the natural nutrient content of arable soils.
- The deprivation of nutrients by harvesting and other factors must be compensated by **balanced fertilization**.

## Long-term key drivers for our fertilizer business

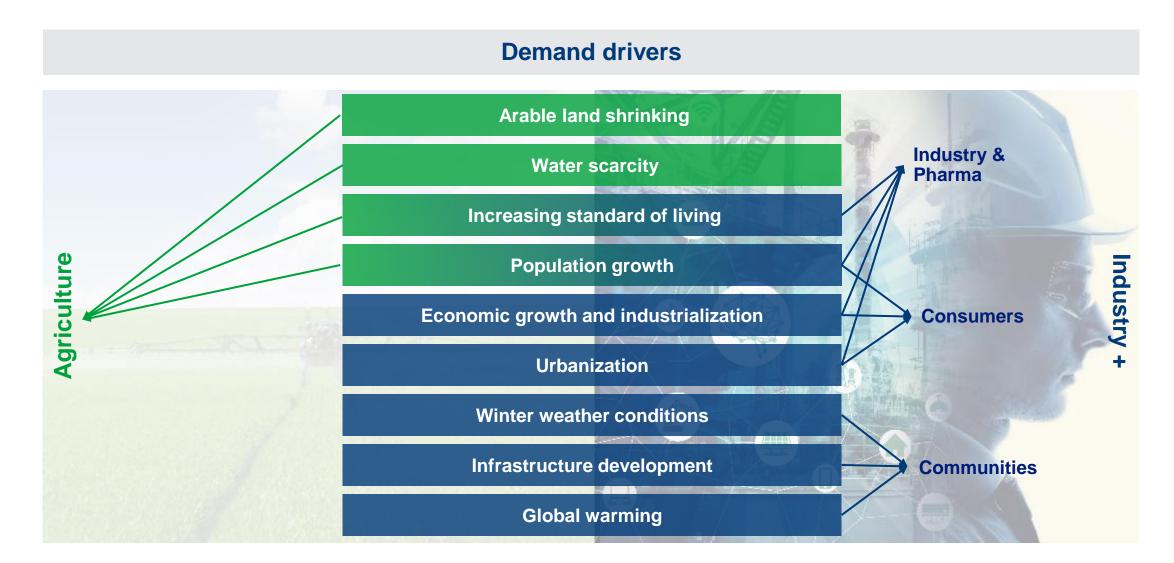
### Less arable land – but more protein consumption per capita



In 2050, only roughly 25% of a soccer field will be available for a person's annual food supply – 80% of the future growth in agricultural commodity production will result from increases in yields. This is achieved through the use of balanced fertilization.

Source: UN, World Population Prospects, 2022 Revision, UNDP, 2013; FAOStat 2014; 1 FAO 2014 - Forecasts based on expected increase in animal protein

## **Long-term demand drivers**



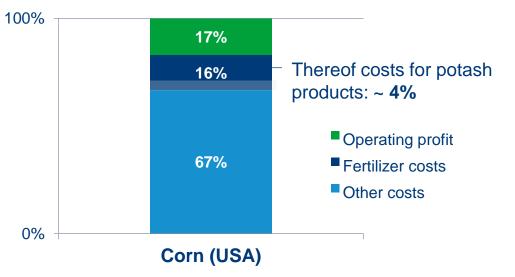
## Farmer profitability of corn (USA)

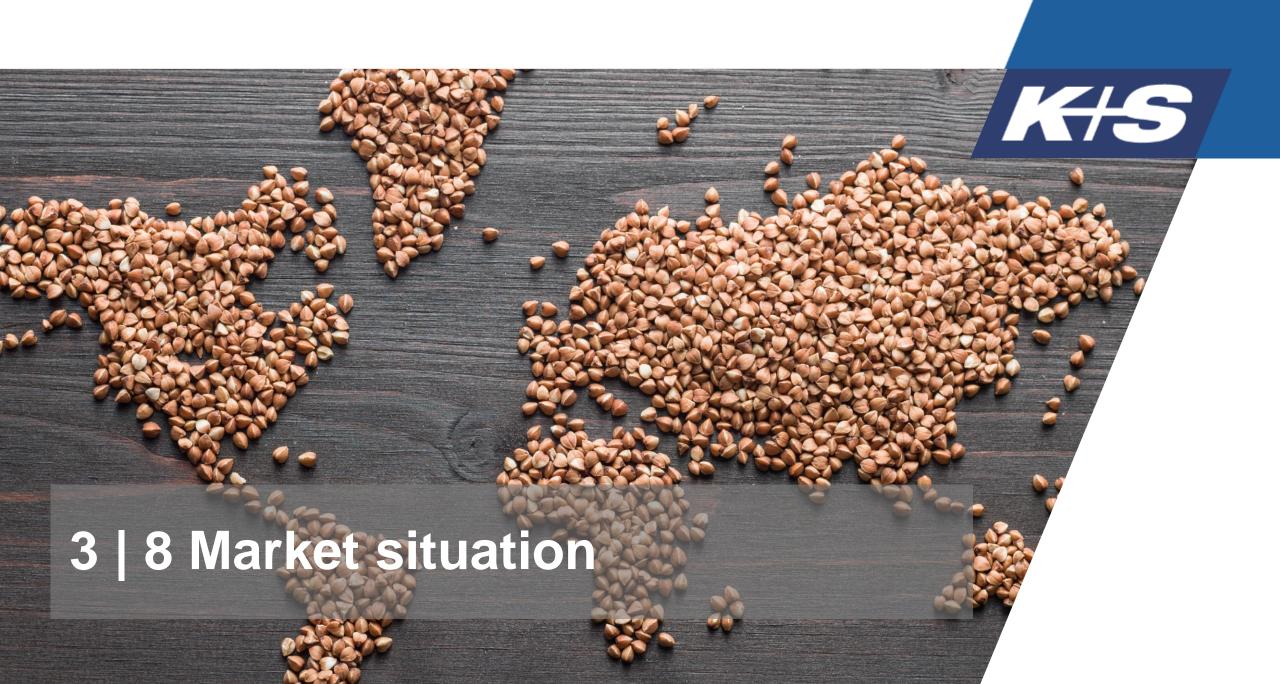
### Expenditure for potash products of an agricultural farm: approx. 4% of the total cost



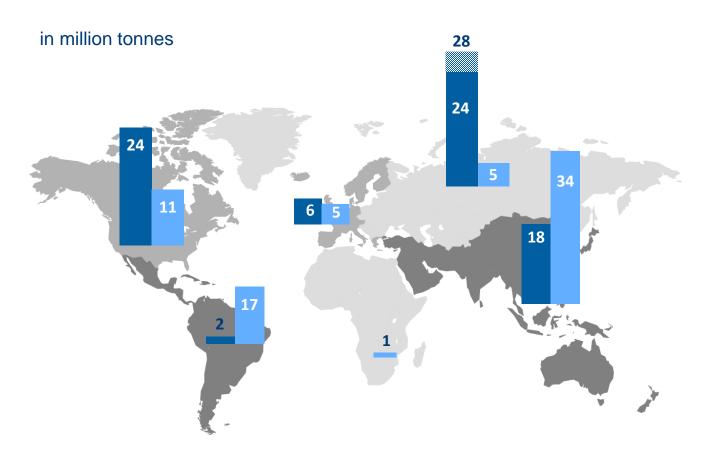
The earnings prospects should give the agricultural industry sufficient incentive to increase the yield per hectare by using plant nutrients.

#### **Profit potential in % of revenues**





### World potash production and sales volumes by region



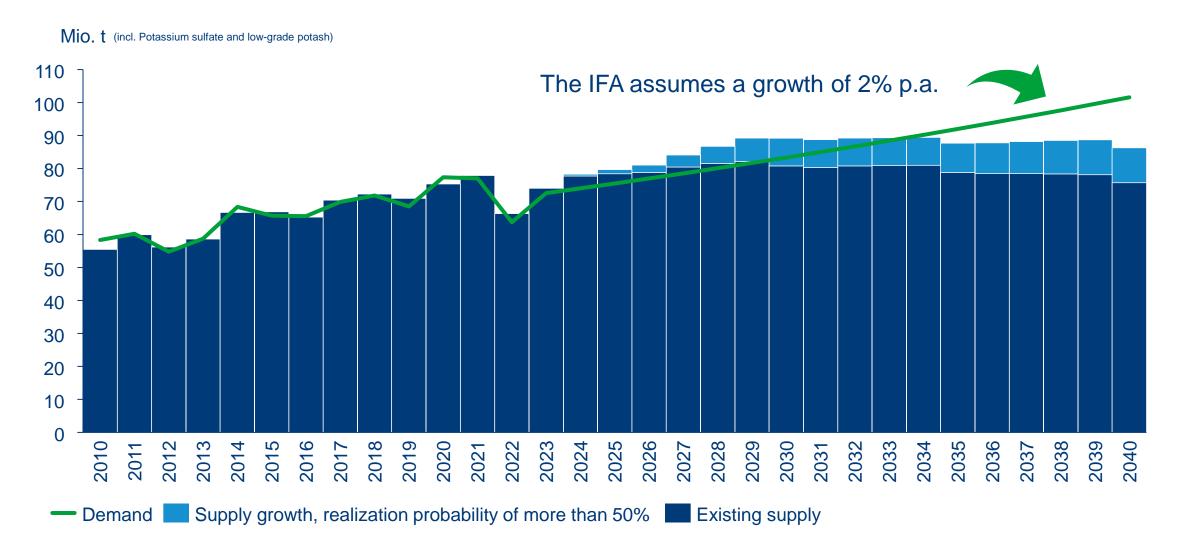
- Even before limitation of Russian exports and sanctions against Belarus, the potash market was fully used at capacity limit.
- Until 2021, Russia's Uralkali and Belarus each accounted for approx. 16% of global potash production (28 mt in total). Most of the future capacity expansions (11 mt) would have come from these producers.
- 28% of global wheat exports come from Russia and Ukraine.

Sources: IFA, K+S, Estimates

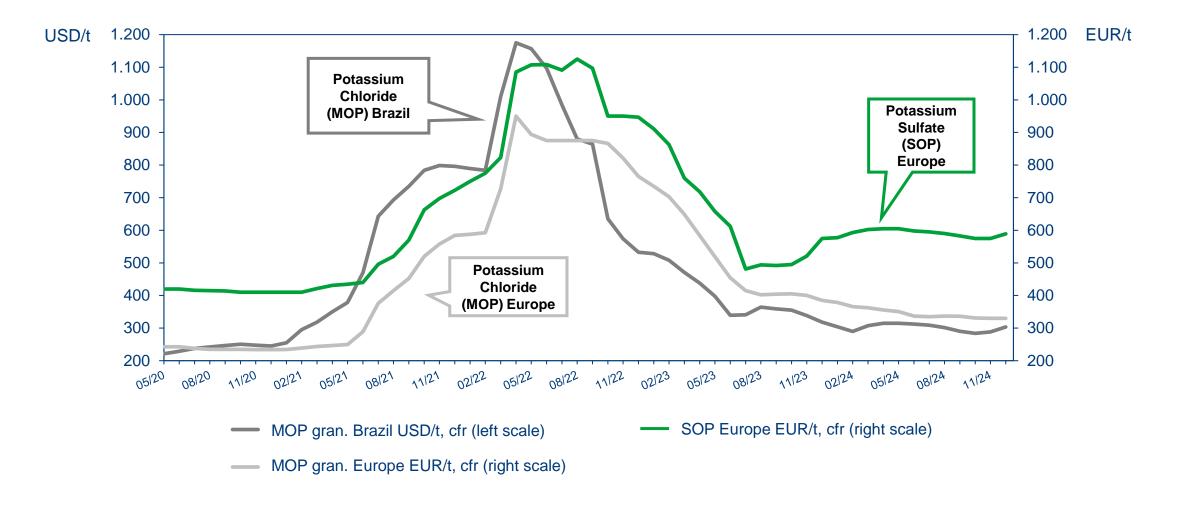
Basis: Year 2023 - incl. Potassium sulfate and low-grade potash

	2021	2022	2023
World potash production	77.9 mt	66.3 mt	74.0 mt
World potash sales volume	77.0 mt	63.7 mt	72.6 mt

## New potash capacities needed to meet rising demand

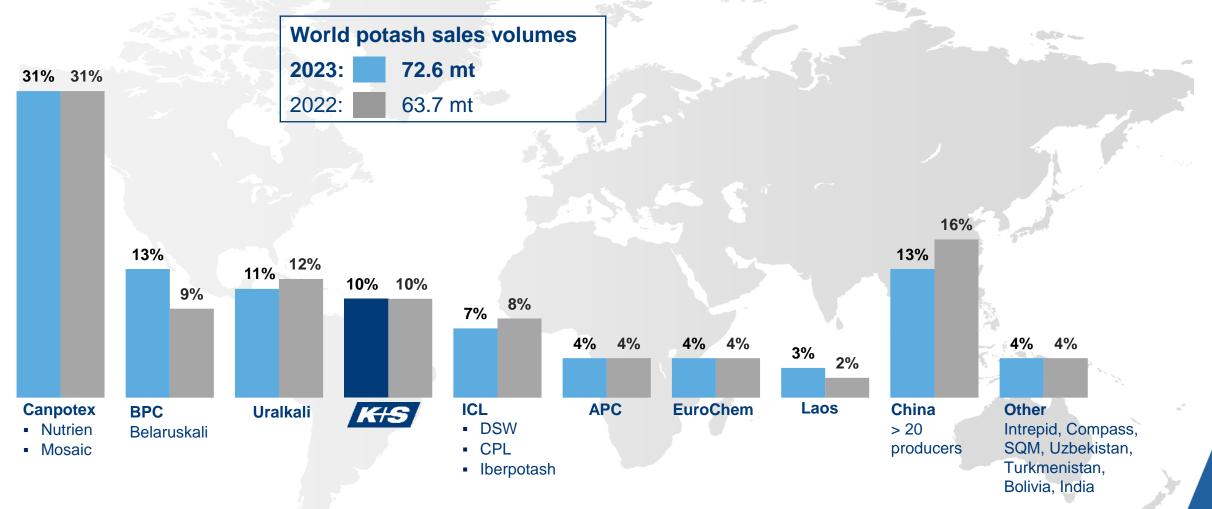


### Potash price development



Source: FMB Argus Potash

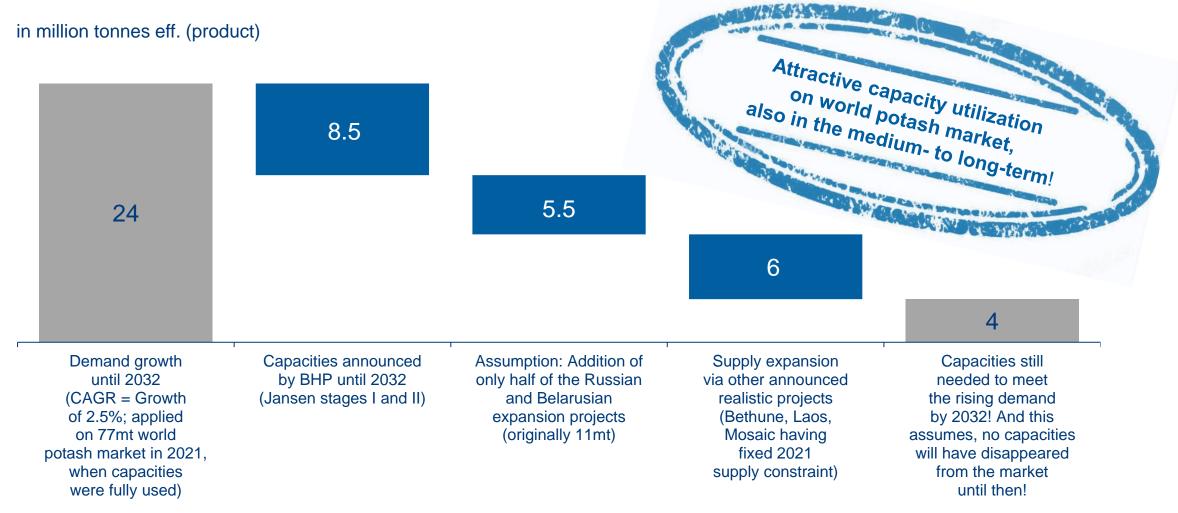
## Supplier structure on the global potash market 2023



Source: IFA 2024, K+S, company data

Basis: Year 2022 - incl. Potassium sulfate and low-grade potash

## New potash capacities needed to meet rising demand!



Please note: Does not account for mine floods or unplanned closures, which historically average ~7 million tonnes per decade.

Source: K+S

### Between desire and reality

### Classification of potash projects announced since 2006 (Greenfield)

**Announced** projects

Various greenfield projects planned in Thailand, Laos, Russia, Kazakhstan, Uzbekistan, Belarus, Canada, USA, Brazil, and Argentina, among others. Companies involved include BHP Billiton, K+S, state-owned companies, and new, start-up companies.

Legal Water **Energy** Reasons for framework supply supply

**Transportation** 

routes

project cancellation

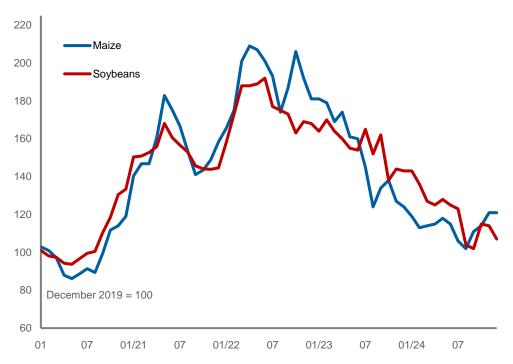
Current projects in ramp-up

K+S accelerates annual ramp-up at Bethune to 150,000 t (2023: good 2 million t, target: 4 million t per year). Since H1/2020, **EuroChem** has been producing potash at one of two Russian mines.

Source: World Potash Developments, Mark D. Cocker & Greta J. Orris, 2012

## Farmer profitability still at high level

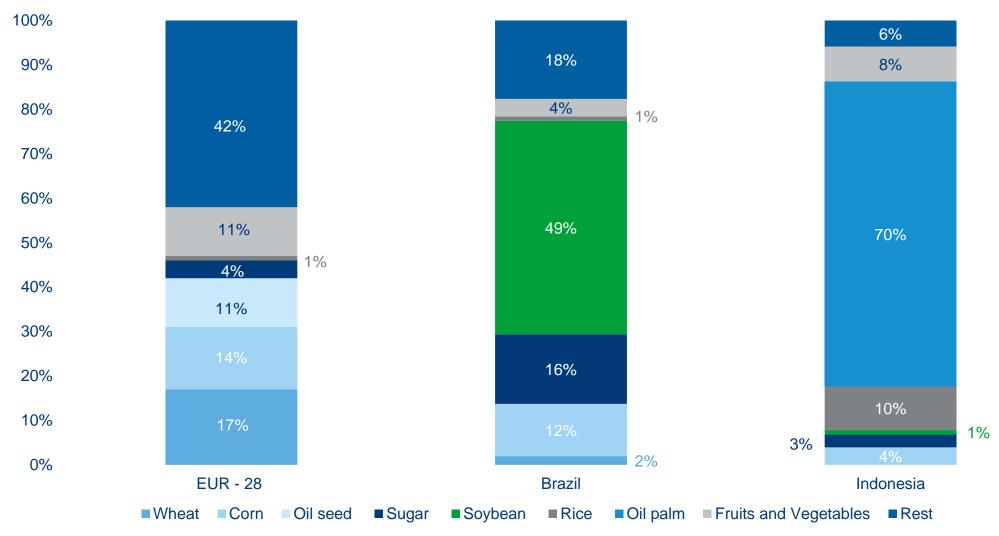
### Price development of agricultural commodities since 01/2020



Source: Worldbank

- Sharp increase in crop prices significantly exceeds higher input costs.
- Farmer profitability reached all-time highs in some regions.
- Potash costs only account for ~4% of total input costs.

## Potassium use by crop in selected countries



Source: IFA, "Fertilizer Use by Crop" based on data from 2014, published 2017



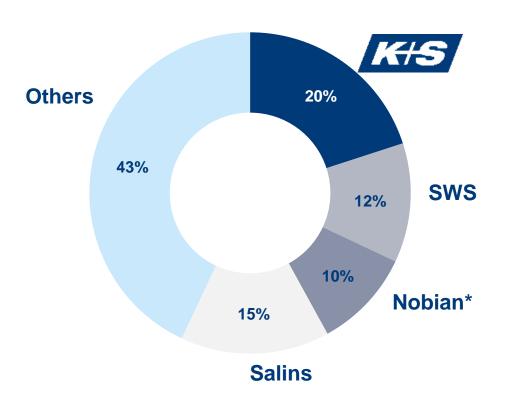
# Global potash sales volume by region

million tonnes	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Western Europe	5.6	5.8	6.2	6.0	5,9	6,2	6,2	6,0	6.2	6.5	4.9	4.8
Central Europe/FSU	5.1	4.7	4.4	4.8	4.8	5.2	5.4	5.5	5.6	6.0	4.4	4.9
Africa	0.7	0.8	1.0	1.0	1.1	1.4	1.6	1.4	1.6	1.8	1.4	1.3
North America	9.1	9.7	11.8	9.5	10.9	11.2	11.5	9.8	11.7	12.4	9.0	11.4
Latin America	10.5	11.0	11.9	11.5	12.2	12.7	13.7	13.5	15.8	16.9	13.3	16.6
Asia	23.4	26.2	32.4	32.3	30.1	32.5	32.6	31.6	35.7	32.5	30.1	33.0
- thereof China	12.0	13.8	16.7	18.5	16.2	16.2	16.3	17.8	19.5	17.0	18.2	20.6
- thereof India	2.8	3.5	4.5	4.1	4.0	5.0	4.5	4.5	5.4	3.2	2.9	3.0
Oceania	0.4	0.5	0.7	0.6	0.6	0.7	0.8	0.7	0.7	8.0	0.5	0.6
World total	54.8	58.7	68.4	65.7	65.6	69.9	71.8	68.5	77.3	77.0	63.7	72.6

Incl. potassium sulfate and low-grade potash of around 5 million tonnes eff.; Sources: IFA, K+S

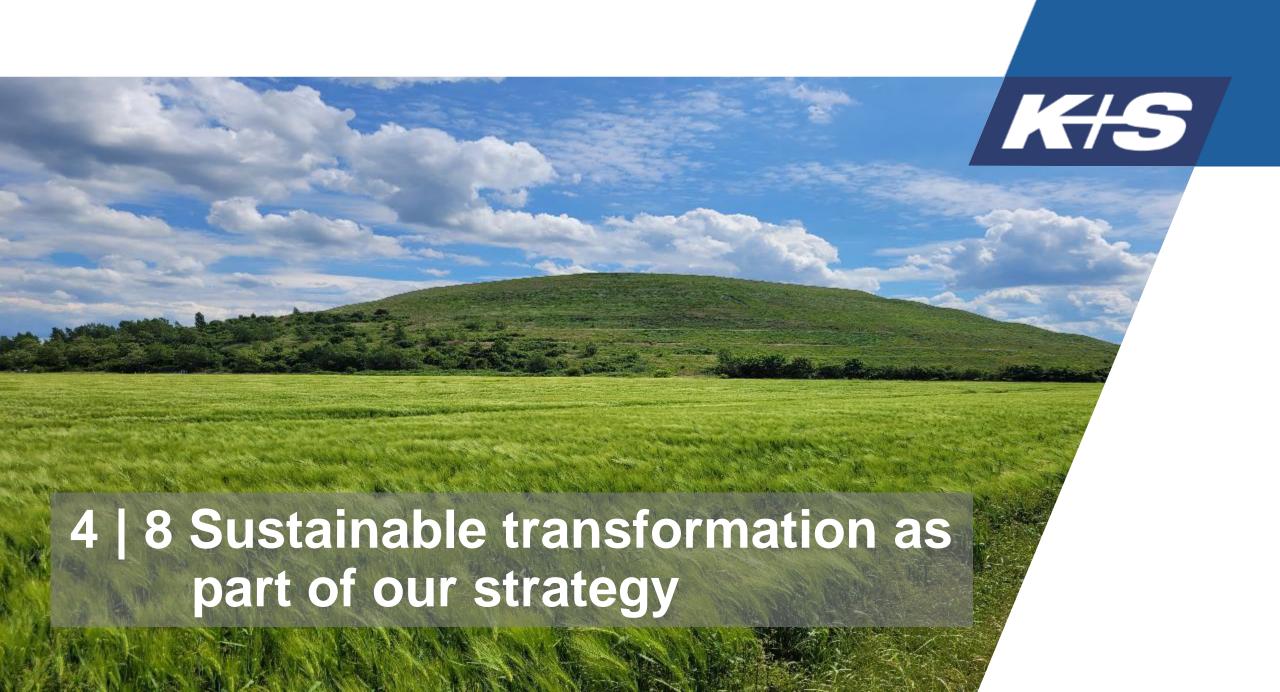
## Supplier structure on European salt market

#### K+S has a market share of 20%



- K+S has the highest market share in Europe and is the leader in salt production.
- A versatile product portfolio with a high proportion of specialties enables customized solutions for a wide range of market requirements and every industry.
- Thanks to several production sites in Europe and an extensive distribution network, K+S guarantees a comprehensive geographical presence that enables fast, flexible and reliable deliveries.

<sup>\*</sup> In 2021, Nouryon has completed a spin-out of its base chemicals business, Nobian. Since then, Nouryon has also traded under the name Nobian. **Source:** K+S



### Guiding principles of strategy and management focus



#### **Financial ambitions**

- Earn cost of capital over a 5-year cycle
- At the same time, an EBITDA margin of > 20% is aimed for over this cycle
- Generally striven for a leverage ratio (net debt/EBITDA): maximum 1.5x



### **K+S Sustainability Goals**



We have set ourselves ambitious goals in these three areas of action:

### Society & Employees, Environment & Resources and Business Ethics & Human Rights

- The human being is our focus
- Active commitment to environmentally friendly production
- Integrity & a sense of responsibility characterize our actions







### Our sustainable transformation pays off

#### Werra 2060

- Increase in energy efficiency, more specialties
- Securing the future
- · Less tailings disposal
- Reduction of saline process water and, therefore, the end of the discharge in 2028
  - Halving CO<sub>2</sub>

### New Business Areas/Use of infrastructure

- Coverage of tailings piles /REKS
  - Circular economy
  - Underground/Indoor Farming
  - Cavern/hydrogen storage

K+S is the first producer to offer potash and salt with the smallest possible CO<sub>2</sub> footprint!

#### Decarbonization

- 25% CO<sub>2</sub> reduction by 2030
  - 60% by 2040
- Greenhouse gas neutral (Scope 1 and 2) by 2045

- Our capital expenditure will be increased in the course of the sustainable and economic transformation (especially in the years 2024 to 2026).
- Nevertheless, our strong balance sheet and improved operating cash conversion ensure at least break-even free cashflows – even at the lower end of the cycle.

## Ramp-up Bethune/CA

Increase in production from a good 2 to 4 million tonnes p.a. through cost-effective, waterand energy-saving secondary mining

# Optimize the existing

### **EBITDA** impact: around €30 million p.a.

### **Agriculture**

- Increase of marketing in USA ex Bethune
- Increase of trading business in Middle East, China and India
- Improved leveraging of local sales network

### Industry+

- Focus on potash product groups for industrial product sales
- Capacity expansion of high-purity salts
- Optimization of de-icing salt setup

### **Supply Chain**

- Warehouse and network optimization for European salt logistics
- Optimization of warehousing
- Improved use of infrastructure

# Werra 2060 – Securing a sustainable future

70 %

#### How do we want to achieve this?

Innovations in extraction and production

- Unterbreizbach and Wintershall sites: Focus on wastewater-free processing methods
- Unterbreizbach mine: Expansion of secondary mining operations (drill and blast)
- Hattorf-Wintershall mine: Introduction of secondary mining (drill and blast)
- Unterbreizbach and Hattorf-Wintershall mines: Dry backfill utilization
- Hattorf plant: Continued operation unchanged for the time being

Methods already tested or in use on other sites!

Future-oriented product portfolio

- Lower energy consumption, reduction in CO<sub>2</sub> emissions and modified product portfolio through conversion of the processing and refining processes in Wintershall and Unterbreizbach
- Further development of specialties portfolio with unchanged production volumes
- The products become more competitive under cost, sustainability, and quality criteria

Reduction in environmental impact

Reduction solid residues:
by 8 to 7 million t eff. p.a.

▶ avoiding tailings pile expansion
Wintershall beginning of the 2030s

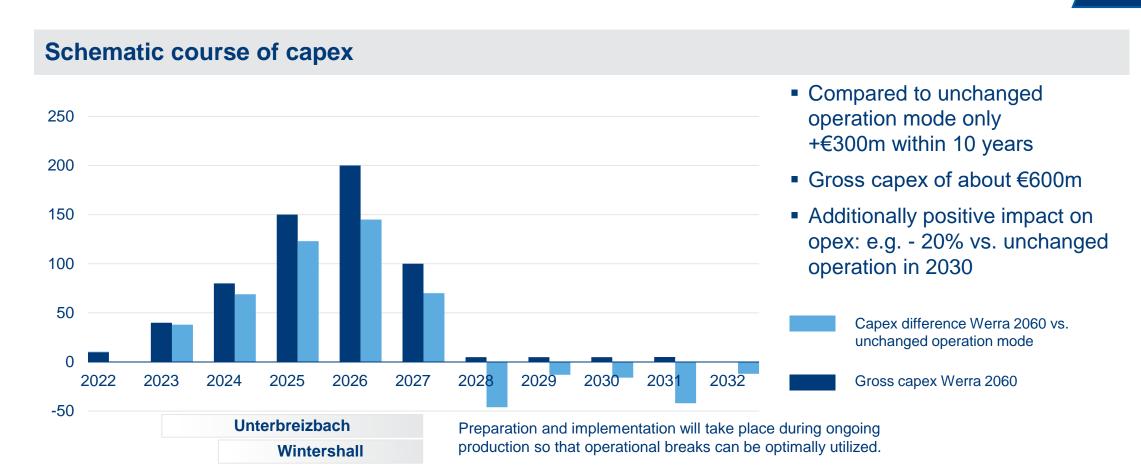
Halving CO<sub>2</sub> emissions at the Werra plant

Reduced steam requirement: higher flexibility regarding the energy source



Saline process waters reduced:

by 1.2 to
1.0 million m<sup>3</sup> p.a.

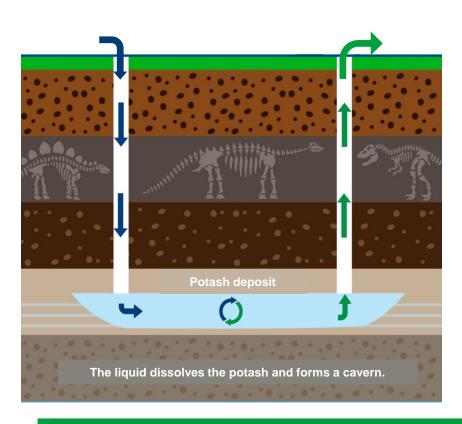




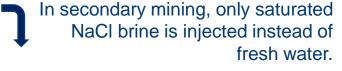
**Capex amortization period: < 10 years** 

### **Bethune – Efficient Production in Canada**

Primary and Secondary Mining – Ramp-up of the Canadian production from a good 2 to 4 mln. tonnes p.a.



In **primary mining**, fresh water is pumped into the layer containing potash, creating so-called caverns.



The water pumped into the cavern dissolves the potassium salt and a water-salt solution (brine) is formed.



The remaining KCI reserves are selectively dissolved from the existing caverns.

The resulting brine is pumped

upwards with pressure.

The resulting brine is pumped upwards with pressure.

The brine is then evaporated in a factory and processed further.

The KCI crystallizes on the surface due to the outside temperature in a cooling pond.



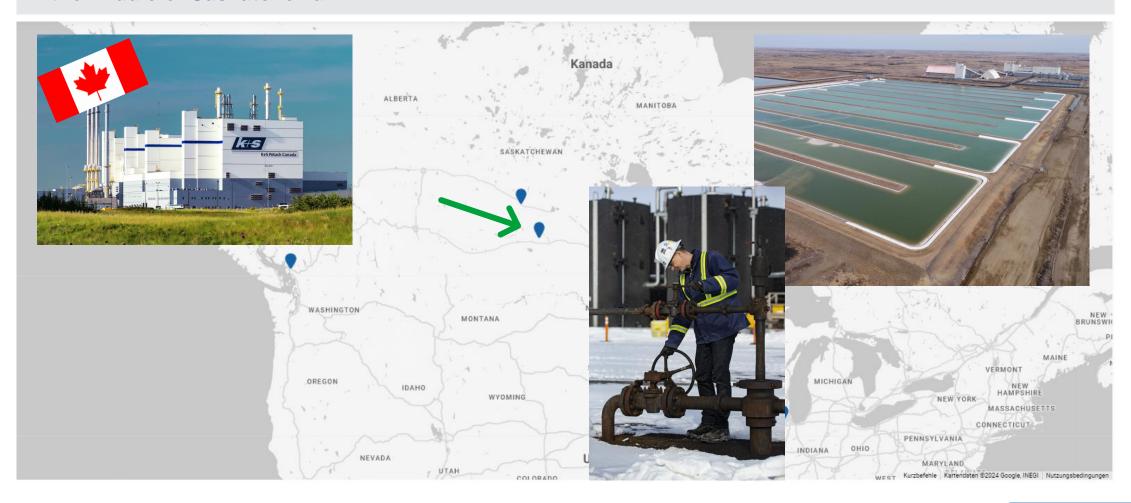


Secondary Mining: Cost-effective, water- and energy-saving method!



## Bethune – Above ground

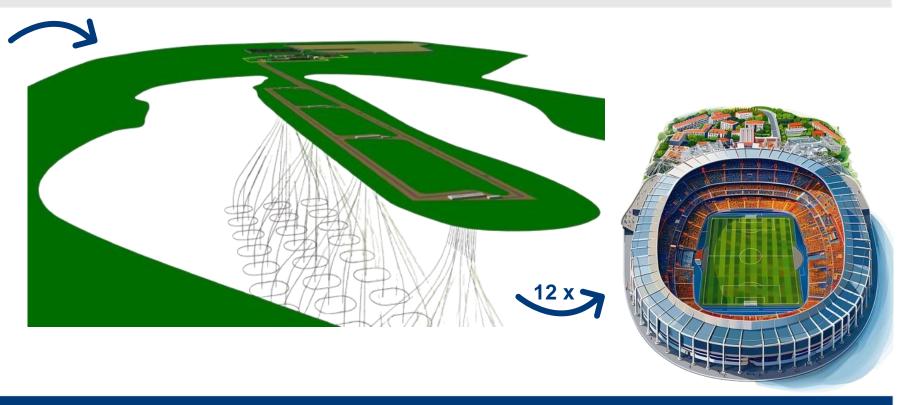
#### In the middle of Saskatchewan



## **Bethune – Below ground**

#### Pads and caverns



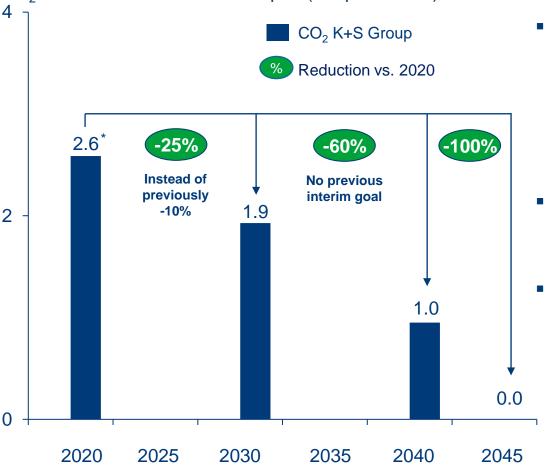




In Bethune, a pad currently includes 12 underground caverns. Each one of them is about the size of a Bundesliga stadium.

### More ambitious climate strategy adopted





- We have already reduced 80% of our CO<sub>2</sub> emissions (1990 2020):
  - We have achieved this through the extensive use of highly efficient combined heat and power (CHP) technology, comprehensive energy efficiency measures and capacity reductions.
- Since 2021, our medium-term goal has been to further reduce CO<sub>2</sub> emissions by 10% by 2030 (compared to 2020).
- As part of Climate Strategy 2.0, we have intensified our targets:
  - We want to achieve greenhouse gas neutrality in 2045 and reduce our CO<sub>2</sub> emissions (Scope 1 and 2 of the production sites) by 25% compared to the base year 2020.

<sup>\*</sup>With the already expected adjustments to the base value 2020

# **Decarbonization – Greenhouse Gas Neutrality \***

### **Targets**

### **Implementation**

### **Expectation**

#### By 2030:

Reduction of absolute CO<sub>2</sub> emissions by at least 25%

### By 2040:

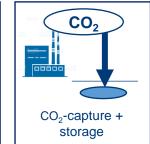
Reduction of absolute CO<sub>2</sub> emissions by at least **60%** 

Focusing on the following key areas to reduce CO<sub>2</sub> emissions:









Conditions in the energy industry framework that provide incentives for **decarbonization**.

This also includes a sufficient and resilient energy infrastructure, financial support and affordable renewable energies.

#### Examples of specific measures:

### By 2045:

We strive for greenhouse gas neutrality\*.

100%

Construction of a biomass combustion plant and a CHP plant to reduce emissions by more than 100 kt CO<sub>2</sub> p.a. by 2026.







Renewable energy for products with the smallest possible CO<sub>2</sub> footprint.



We support the goals of the Paris Climate Agreement.



<sup>\*</sup> Scope 1 + Scope 2 compared to the base year 2020

### Our future – The climate-friendly potash production

In future, we want to produce potash with the smallest possible CO<sub>2</sub> footprint – compared to today and compared to our foreign competitors.

To do this, we are treading two paths in parallel:



The **change in production and processing processes** – from wet to dry processing



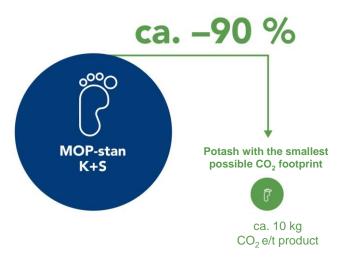
The **change in energy use** – from fossil fuels to renewable energies

With the "Werra 2060" project, we are taking the first major step in **changing our production processes**. To do this, we need to extract and process the crude salt from the reservoir in a way that is as climate-neutral as possible. This transformation project is the only one of its kind in potash mining in the world. In Zielitz, we have launched a pilot project for the use of power-to-heat, thereby pushing a **change in energy use** ahead.

The de-carbonization of the entire German potash production requires **state support**: in the provision of infrastructure and green energy sources, in the development of legal frameworks, in procedures (planning acceleration) and in the **provision of subsidies**.

# CO<sub>2</sub> reduced potash for sustainable agriculture

### **Development of footprint of potash (MOP)**



The reduction in emissions results from the conversion of consumption from fossil to renewable energy.

The remaining emissions are distributed across sub-processes that (so far) cannot be converted.

possible CO<sub>2</sub> footprint due to the use of renewable energy

Potash with the smallest

Aggregated CO<sub>2</sub>e footprint MOP

(The calculations are based on average German production, excluding Canadian production).

#### **Essential requirements for the change in technology**

In future, we will be able to produce potash in Germany with the smallest possible  $CO_2$  footprint. Both ways of achieving this – changing the production and processing methods as well as changing the use of energy – require **high investments**.

The potash industry needs a **supportive regulatory framework** for this:



High availability of renewable energy to produce potash with the smallest possible CO<sub>2</sub> footprint



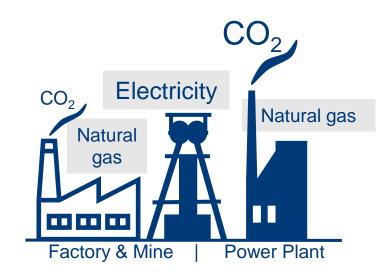
Expansion of renewable energies and targeted grid connection to meet increased electricity demand



Offsetting additional expenditure incurred by using green electricity through government funding

# Salt with the smallest possible CO<sub>2</sub> footprint by 2030

### **Current system**



The challenge is to identify the right technologies for each site and establish them within the next 20 years. The opportunity lies in the intelligent connection of systems and operation modes in the markets.

### **System conversion from 2030**



Conversion of the salt works to low CO<sub>2</sub> operation and the plants to "green" electricity procurement (CO<sub>2</sub>-neutral)

### **Braunschweig-Lüneburg**

Already very low in CO<sub>2</sub> as heat is generated in a biogas plant



### Bernburg

- Shutdown of cogeneration plant in 2030
- Complete switch from steam/hot water to power-toheat in 2030
- Switch of drying in brine to hydrogen in 2035



#### **Frisia**

■ Waste incineration currently CO<sub>2</sub>-free



#### **Borth**

Construction of biomass heating plant



### **Grow the core**

### We enable farmers to achieve greater economic success



### **Expansion of the portfolio**

- Fertilization
- Micronutrients
- Concepts for soil health
- Further additions to the portfolio

### **Logistic access**

- Circular economy
- Last Mile Distribution

### **Digital sales**

- Agronomic services
- Digital sales channels (e.g., web shops)
- New digital business models
- Direct access to the farmer

### New business areas

### Subsequent use of existing assets and development of new business areas

#### Renewable and green energy

- Increasing use of renewable energies (wind, sun) at our sites
- Use of available space at our sites
- Research into the production and use of green hydrogen

Carbon dioxide (CO<sub>2</sub>)

basic chemicals

#### Waste management and circular economy

- Underground recovery, underground storage
- Extraction of valuable minerals from waste streams (e.g., magnesia)
- Tailings pile coverage

#### Reuse of our mines

 Research into alternative uses for agriculture or as a production area for biotechnology

CCU: use for the production of biomass or as a raw material for

CCS: underground storage (solid and gaseous)

**Mines** 

Caverns

Tailings piles

Land

Technical/structural infrastructure

**Technological** know-how

Agronomic know-how

### **Performance Indicators**

### **Key Financial Performance Indicators**

The Company's activities are managed based on the following key financial performance indicators, which are the most important financial performance indicators within the meaning of the German Accounting Standards (DRS) 20:

- EBITDA
- Group earnings after tax, adjusted
- Capital expenditure
- Adjusted free cash flow
- Return on capital employed (ROCE)
- Net financial liabilities (incl. financial lease liabilities)/ EBITDA
- Net debt/EBITDA

#### **Non-financial Performance Indicators**

Performance indicators and target values in sustainability management were defined for the K+S Group in 2018. Since the 2020 financial year, we have also managed the Company using the non-financial indicators stated below. These have formed the basis for part of the long-term incentive (LTI) as a variable component of the Board of Executive Directors' as well as all LTI-entitled employees' remuneration since 2020. They are the key non-financial performance indicators within the meaning of the German Accounting Standard (DRS) 20.

- Lost Time Incident Rate (LTI rate¹)
- Reduction of saline process water in Germany
- Reduction in specific CO<sub>2</sub> emissions (new since 2023)

Other financial and non-financial performance indicators that are relevant for the K+S Group include revenues, sales volumes, average selling prices, and number of employees. However, these figures are not considered financial or non-financial key performance indicators within the meaning of German Accounting Standards (DRS) 20.

<sup>&</sup>lt;sup>1</sup> The so-called LTI rate measures occupational accidents with lost time in relation to one million hours worked.

### **Performance Indicators**

Key Financial Performance Indicators		2019	2020	2021	2022	2023
EBITDA	€ million	640.4	444.8	1,067.3	2,422.9	712.4
Group earnings after tax, adjusted		77.8	-1,802.5	2,182.4	1,494.0	161.9
Capital expenditure	€ million	493.2	526.0	334.3	403.8	525.3
Adjusted free cash flow	€ million	139.7	-42.2	92.7	932.0	311.2
Return on Capital Employed (ROCE)	%	2.3	-22.8	42.9	25.7	3.2
Net financial liabilities (including lease liabilities)/EBITDA (LTM)	x-times	5.4	7.8	0.7	_ 1	_ 1
Net debt/EBITDA (LTM)		7.1	10.5	1.7	0.3	<b>1.7</b> <sup>2</sup>

<sup>&</sup>lt;sup>1</sup> There are no longer any net financial liabilities as of December 31, 2022.

<sup>&</sup>lt;sup>2</sup> Net debt also includes long-term provisions for mining obligations with maturities of more than 10 years in the amount of € 972.6 million. Excluding these obligations from net debt, the ratio is 0.4.

Non-Financial Performance Indicators		2019	2020	2021	2022	2023
Lost Time Incident Rate	LTI rate	10.4	8.8	11.3	8.3	7.6
Reduction of saline process water in Germany	million m <sup>3</sup>	3.5	2.9	3.3	2.3	2.6
Reduction in specific CO <sub>2</sub> emissions (new since 2023)	kg/t					270.8



# **K+S Sustainability Goals 2030**

	Target	KPI	Unit	Target Value	2023	Deadline	Target Achievement
ety & oyees	Health & Safety	Injury with lost time Lost time incident rate*	LTI rate	0	7.6	Vision 2030	34 %
Society Employe	Diversity & Inclusion	Positive perception of an inclusive working environment by employees <sup>1</sup>	%	> 90%	87.0	2030	97 %
		Percentage of critical suppliers aligned with the Supplier Code of Conduct of the K+S Group*	%	100%	91.8	end of 2025	92 %
Ethics & Rights	Sustainable supply chains	Coverage of the purchasing volume by Supplier Code of Conduct of the K+S Group *	%	> 90%	91.4	end of 2025	100 %
Business E Human R		Proportion of potential risk suppliers assessed as part of the risk analysis *,2	%	> 90%	-	end of 2027	-
ā	Compliance & Anti-Corruption	Coverage of the K+S Group companies with a standardized compliance risk analysis	%	100%	100	end of 2023	100 %

<sup>\*</sup> Relevant to remuneration (Board of Executive Directors and management).

<sup>&</sup>lt;sup>1</sup> The first survey was conducted in 2019 (different base year), an updated survey with new questions was conducted in 2022.

<sup>&</sup>lt;sup>2</sup> Reporting is currently under development, with the first report due in 2024 at the earliest.

# **K+S Sustainability Goals 2030**

	Target	KPI	Unit	Target Value	2023	Deadline	Target Achievement
		Additional reduction in saline process water to be disposed of from potash production in Germany <sup>1</sup>	million m³ p.a.	-0.5	-0.06	2030	11%
Š	Resource	Reduction of saline process water from potash production in Germany per tonne of product *	m³/t	0.370	0.467	2030	0%
k Resources	efficiency	Amount of residue used for purposes other than tailings pile formation or avoided by increasing the yields of raw materials	million t p.a	3	0.3	2030	11%
Environment &		Additionally covered tailings pile area	ha	155	21.4	2030	14%
En		Absolute CO <sub>2</sub> emissions in the K+S Group worldwide <sup>1,2</sup>	%	-10	-3.2	2030	48%
	Energy & Climate	Reduction in specific CO <sub>2</sub> emissions *,1	kg/t	254.6	270.8	2027	5%
		Specific greenhouse gas emissions (CO <sub>2</sub> ) in logistics (kg CO <sub>2</sub> e/t)	%	-10	-15.8	2030	100%

<sup>\*</sup> Relevant to remuneration (Board of Executive Directors and management).

<sup>&</sup>lt;sup>1</sup> Deviating base year: 2020.

<sup>&</sup>lt;sup>2</sup> The target for reducing absolute CO<sub>2</sub> emissions will be lowered to -25% by the end of 2030 as part of the new climate strategy.

# K+S Sustainability: Ratings and Standards

Organization	Rating scale	Current rating	Significance of rating	Trend over the last 12 months
MSCI 🌐	Rating scale from AAA to CCC	AA	Class of "Leader"	$\Theta$
ISS ESG ⊳	Rating scale from A+ to D-	С	"medium" and only 2 steps away from prime status (from B-)	$\Theta$
SUSTAINALYTICS  a Municipality contents	Rating scale from 0 to 40+ (The lower, the better)	26.9	Medium risk that K+S suffers financial losses due to non-compliance with ESG requirements	Ø
DISCLOSURE HESICHE ACTION	Rating scale from A to D-	Water: B Climate: C	Levels 2 (B - Management) and 3 (C - Awareness), which represent the steps that a company goes through on the way to greater environmental responsibility	$\Theta$

#### **International Engagement**















### Our contribution to the 17 SDGs

K+S makes a direct contribution to a number of global sustainable development goals – and thus contributes to the fulfillment of the goals. More information and more details about our article can be found <a href="https://example.com/here">here</a>.

































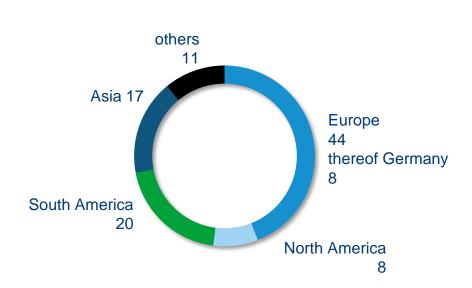






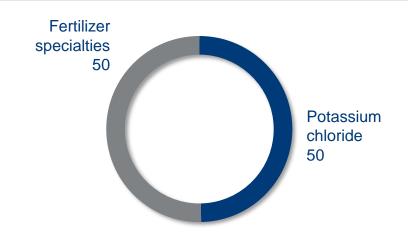
### Agriculture customer segment at a glance

### Revenue split by region 2023 (%)



in € million	9M/2023	9M/2024
Revenues	2,039.0	1,901.6
Sales volumes (million tonnes)	5.27	5.88
- thereof trade goods	0.08	0.27

### Revenue split by products 9M/2024 (%)



### **Characteristics**

- Close proximity to our most important customers as a logistical advantage
- Shipments to overseas customers at competitive costs from Hamburg harbour
- Solid and long-term customer relationships
- Broad specialty portfolio provides flexibility and stability, partly following different trends and seasons

### Our ingredients of natural origin





### **Further information on our products:**

www.kpluss.com/fertilizer







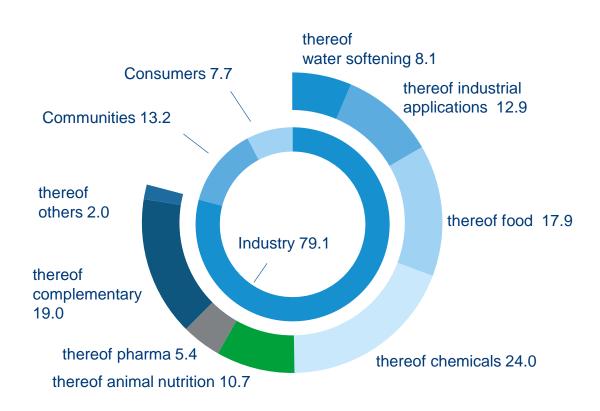
### Industry+ customer segment at a glance

#### **Characteristics**

- Emerging markets: Growth, especially in Asia, leads to increasing demand for electrolysis.
- Electrolysis and specialties: Focus on product quality, service and proximity to the customer.
- Pharma: High quality standard, certified, innovative, and overarching customer focus as well as reliability.
- Consumers: Strong brands in table salt, water softening salt, pool salts, and de-icing salt.
- Communities: Public road construction authorities, winter road clearance service providers and large commercial users procure de-icing salt from K+S largely through public tenders.

€ million	9M/2023	9M/2024
Revenues	859.6	826.3
Sales volume (mt)	4.73	4.89
- thereof: de-icing	1.34	1.43

### Revenue split by products 9M/2024 (%)



# Main areas of application I

#### **Food Processing**

#### Products for food production and processing, e.g.

- Meat & bakery products, cheese, snacks, ready meals, etc.
- Seasoning & preservative, texturizer, process additive
- Mineral enrichment
- Carrageenan production
- Salt substitute



#### **Pharma**

#### Products for health, e.g.

- Dialysis
- Infusion solutions
- Medication & drugs
- Parenteral / enteral nutrition (artificial nutrition)
- Electrolyte-containing drinks



#### **Industrial Applications**

### Products for many branches of industry, as a raw material or process additive, e.g.

- For galvanizing
- Process additive for processing anhydrite screed and plasterboard
- Plastic production
- Drilling fluid solutions
- Finishing of textiles



#### **Animal Nutrition**

#### Products for the nutrition of all animal species, e.g.

- Straight feeding stuffs for farm animal and pet health
- Process additive for the production of wet pet food
- Livestock salt for the animal feed industry
- Lick blocks for livestock & wild animals
- Pond salt for fish ponds or aquariums





### Main areas of application II

#### **De-Icing**

Products for greater safety - can be used for winter road maintenance on motorways, country roads, city streets, footpaths and cycle paths, e.g.

- De-icing salt in various grain sizes
- NaCl brine in various concentrations



#### **Chemicals**

#### Products for the chemical industry, e.g.

- Essential raw materials for chlor-alkali electrolysis
- Polycarbonate & MDI (isocyanate) (plastics, synthetic resins)
- Synthetically calcined soda (glass)
- Magnesium sulphate as an additive in the pulp industry



#### **Water Treatment**

#### Products for water treatment, e.g.

- Soft water to protect systems and equipment
- Disinfection of swimming pools & pools with chlorine electrolysis and membrane electrolysis



#### Consumer

#### Products for the home, e.g.

- High-quality table salt products in various packaging
- Products for water softening in the home
- De-icing salt for use around the house
- Regenerating salt for dishwashers



### Additional activities:

- Research with own R + D department and own research laboratory
- Waste management and recycling

- Granulation of Catsan® for Mars GmbH
- CFK (trading)





### Adding value along our entire supply chain

**Exploration** 



Our potash and salt deposits came into being millions of years ago. They are either our property or we have corresponding rights or approvals that allow the extraction or solution mining of the raw material reserves.

Mining



We extract raw materials in conventional mining below ground as well as through solution mining. We also use the power of the sun and extract salt by evaporating sea water or saline water.

**Production** 



The refining of raw materials is one of our core competencies. Above ground, the crude salt is processed in complex, multi-phase, mechanical, or physical processes, with the natural properties of the mineral remaining unchanged.

Logistics



The long-term securing of freight capacity is of strategic importance to us. A large part of our international transportation volume is forwarded by service providers with which we maintain long-standing partnerships.

Sales/ Marketing



The K+S Group wants to be the preferred partner of its customers in the market. High product quality and reliability are crucial prerequisites for this. K+S offers a comprehensive range of services for agriculture, industry, and private consumers.

**Application** 



Our customers apply our products, use our raw materials in their processes or process them in their products. We make extensive product information available and advise our customers on the application of our products.

# Underground mining production cycle

### **Conventional mining**

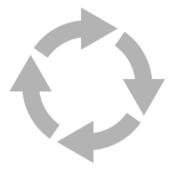






















### Main production methods for salt

#### **Rock salt**

Conventional mining



#### Sea/solar salt

Crystallization of sea water



### **Evaporated salt**

Recrystallization of purified brine



#### **Brine**

Controlled solution mining



- Around 60% of worldwide salt production (more than 290 million tonnes including brine) is obtained from rock salt mining and solution mining.
- Approximately 40% of production is obtained from seawater and salt lakes.<sup>1</sup>

Salt is produced in almost every country in the world. Due to the high share of transportation costs in production costs, markets are generally regionally limited to the area around the production sites.

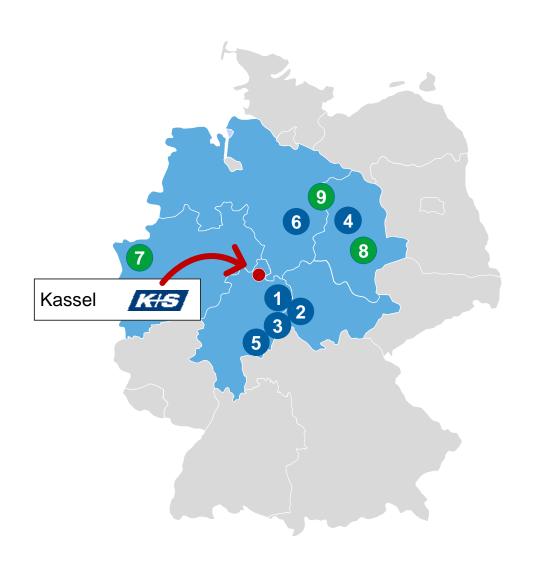
<sup>&</sup>lt;sup>1</sup> Roskill Information Services Ltd., 2020

# **Production sites in Germany**

Po	otash sites (Share o	of production capacity in %)
1.	Wintershall	
2.	Unterbreizbach  Verbundwe	erk Werra ~ 50
3.	Hattorf	
4.	Zielitz	~ 25
<b>5.</b>	Neuhof-Ellers	~ 20
6.	Bergmannssegen-Hugo	~ 5
	(only production site, no mining)	

### Salt sites

- 7. Borth
- 8. Bernburg
- 9. Braunschweig-Lüneburg



### K+S in Canada: Bethune

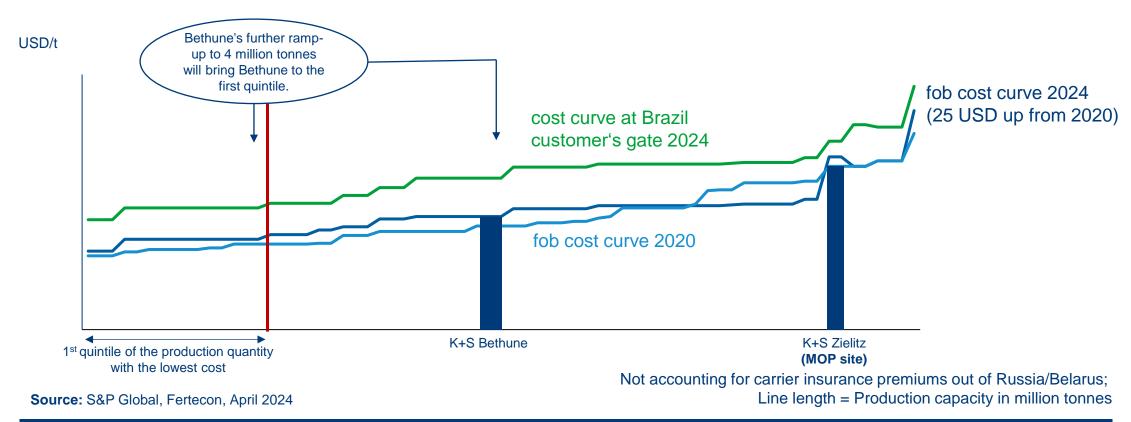
### **Strengthening our global presence**



- Expanding our current production portfolio in Germany with a North American production site
  - → Only supplier with production sites in Europe and North America
- Securing a good asset base with competitive production costs
- Sales and distribution through existing distribution structures of the K+S Group
- Regional growth projects in China and Southeast Asia
- Flexible multi-product strategy

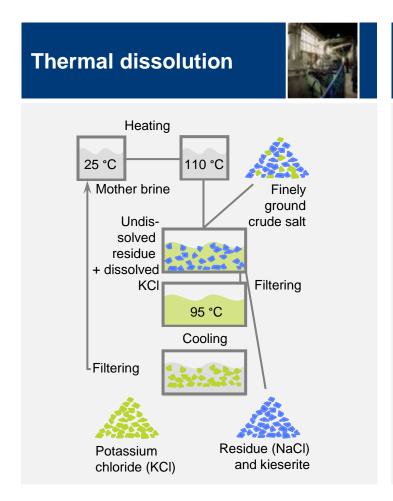
# Cost curve at customer's gate much flatter

### Ramp-up of Bethune as well as measures to optimize the existing business

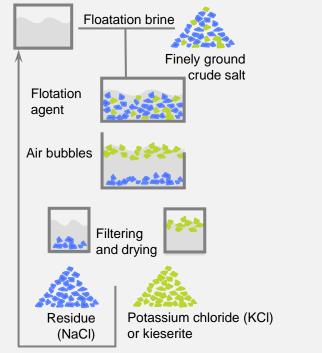


Increasing improvement in cash costs and competitive position

# Potash processing above ground

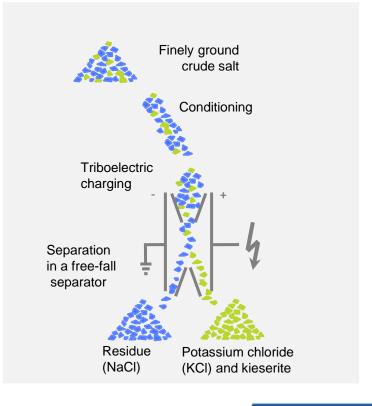


# Floatation brine



# **Electrostatic separation** (ESTA®)





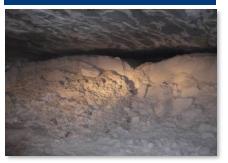
### Potash production: management of residues

- Crude salt has only a limited recyclable content (max. 30%), therefore the generation of residues is inevitable.
   All potash producers worldwide face this challenge.
- The recycling of partial volumes is performed at all producers.
- The methods, processes, and equipment for the construction of tailings piles from solid residues are scientifically justified, tried and tested in practice. These ways of disposal depending on the corresponding site are used also in combination. They currently represent the best available technique. Solid or liquid residues are disposed of worldwide in the following ways:

### **Tailings piles**



Underground disposal



**River injection\*** 



Remote disposal



Ø Share\*\* of residue disposed by this method in the Hessian-Thuringian potash district in 2022:

~84% ~7.5% ~5% ~3.5%

<sup>\*</sup> With low river water levels in the Werra, there are possibilities for K+S in the Hessian-Thuringian potash district to temporarily store liquid residues in water basins or suitable mine spaces on site or temporary ways of disposal by flooding decommissioned mines or gas caverns in Lower Saxony or Saxony-Anhalt.

<sup>\*\*</sup> Percentage by mass of salt

# **Green investments = long-term planning security**

### **Tailings piles extensions**



Hattorf

**Wintershall** 

**Zielitz** 



 Approval of Hattorf tailings pile expansion (phase 3) in mid-2025 and investments required

 Next approval and significant investments in tailings pile extensions will not be necessary again until the end of the 2020s

### **Liquid residues**



Werra



- Deep-well injection ended 2021
- Future: Permanent storage underground (subject to approval)
- From 2028: Higher utilization of underground storage through further treatment of saline water
- Injection from 2028: only less concentrated tailings pile waters and no process waters

### Tailings pile coverage and greening

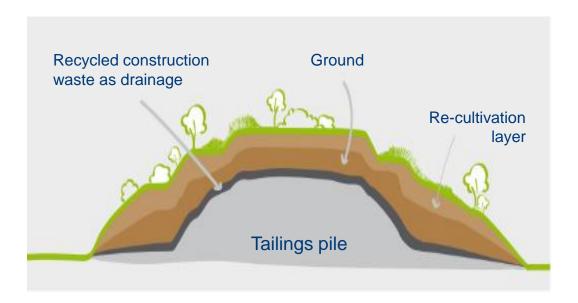
### **Our objectives**

- From 2030 onwards, K+S will be able to use three million tonnes of residue annually for purposes other than rearming.
- By 2030, we want to cover a further 155 hectares of tailings pile area and thus further reduce or avoid the accumulation of tailings pile water.

### The procedure

Soil and construction rubble are installed in several layers on the stockpile in a precisely defined process.

→ Formation of a cover, the upper layer of which is permanently greened.



### Tailings pile and process water at the Werra site

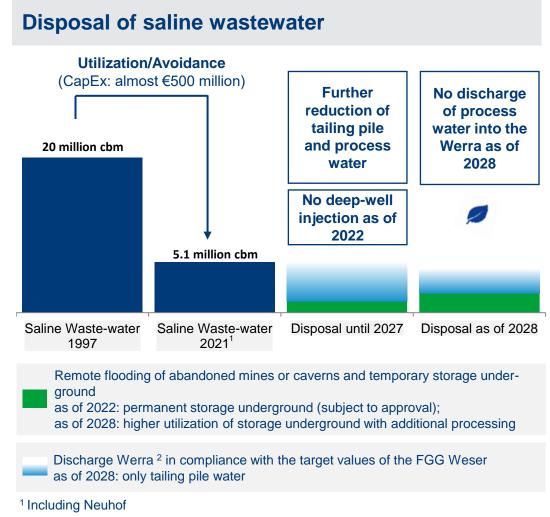
### **Development of saline wastewater**

Reduction of saline wastewater based on various measures within the last 25 years:

- Underground disposal in Unterbreizbach
- Optimization of production and manufacturing processes
- ESTA facility, cold preliminary decomposition and high consistency facility, kainite crystallization and MgCl<sub>2</sub> facility
- Establishment of a kainite crystallization and flotation facility;
   advantage: additional product

### Additional ways of disposing saline wastewater

- On-site: Temporary storage possibility of up to 1.0 million m<sup>3</sup> (basins and temporary storage underground).
- Off-site: Flooding of decommissioned mines or caverns for their restoration.
- As part of our strategy and the optimization of our existing business, the focus at the Werra site will be on reducing solid and liquid residues as well as energy consumption and therefore CO<sub>2</sub> emissions.



<sup>&</sup>lt;sup>2</sup> Further reduction and avoidance of tailing pile water targeted by covering tailings piles; continuing R&D developments with external partners, among others

### Underground storage in Springen

### **Our objective**

- Our first goal of discontinuing the injection of saline wastewater into the plate dolomite as of 2022 has been accomplished.
- Discontinuing the discharge of saline wastewater into the Werra as of 2028.

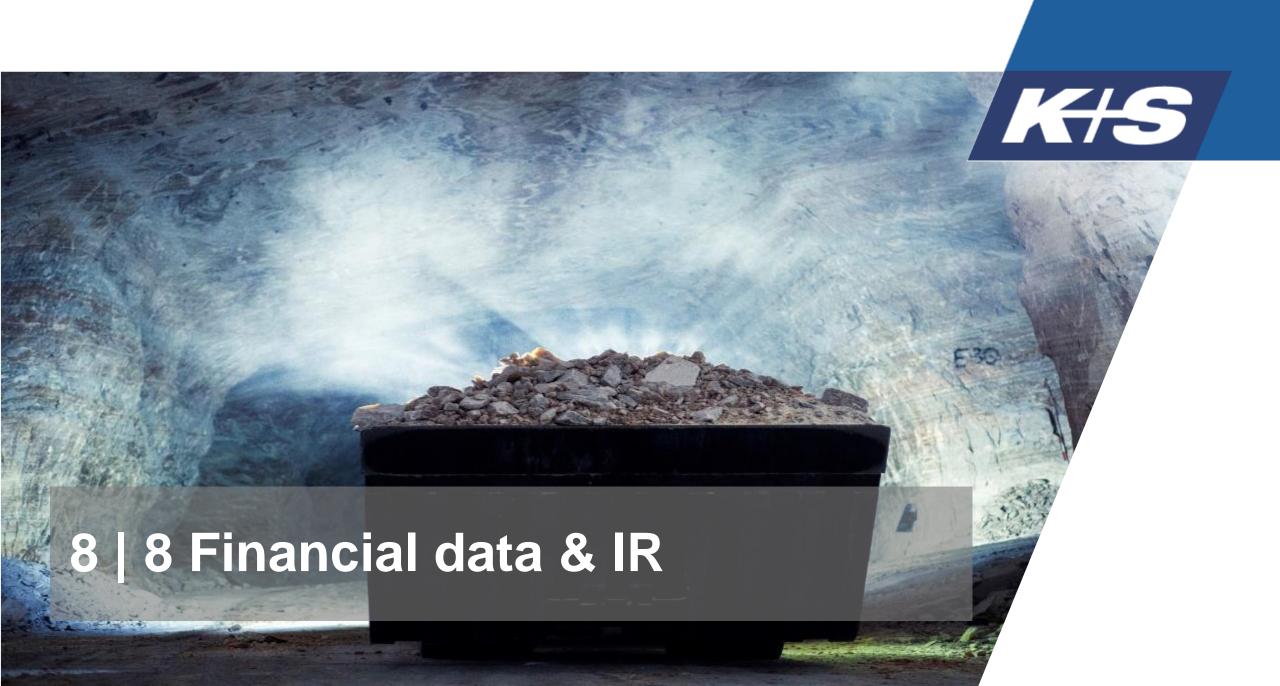
**The solution**: Storage of process water into disused cavities



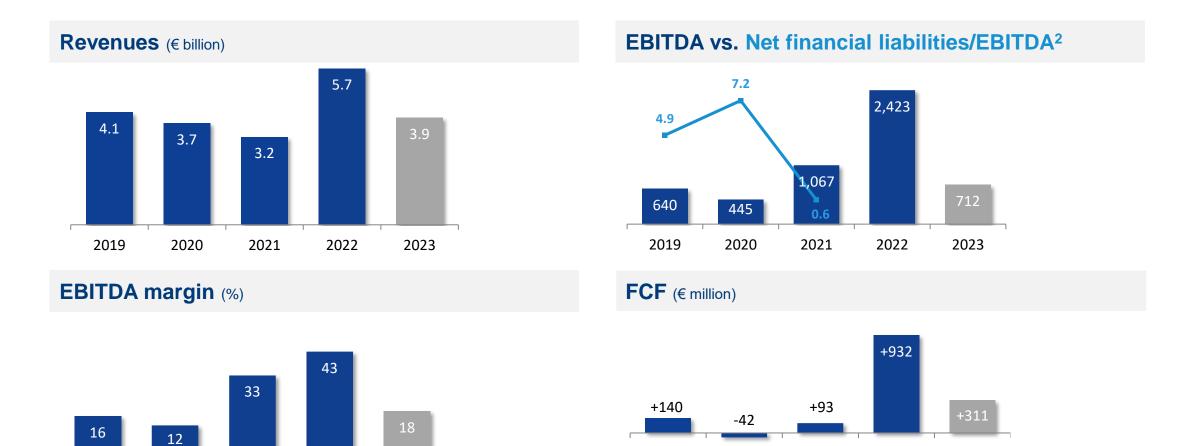
→ Mine field Springen offers 21,000,000 m³ of space for underground storage.

### The procedure

- Highly concentrated saline solution from potash production is discharged into the mine field via existing lines.
- Due to the high salt concentration of the liquid, the salt pillars, which are responsible for the stability of the shaft, are not damaged.
- Finally, the old shafts are tightly closed with gravel and clay so that no saline water can discharge.



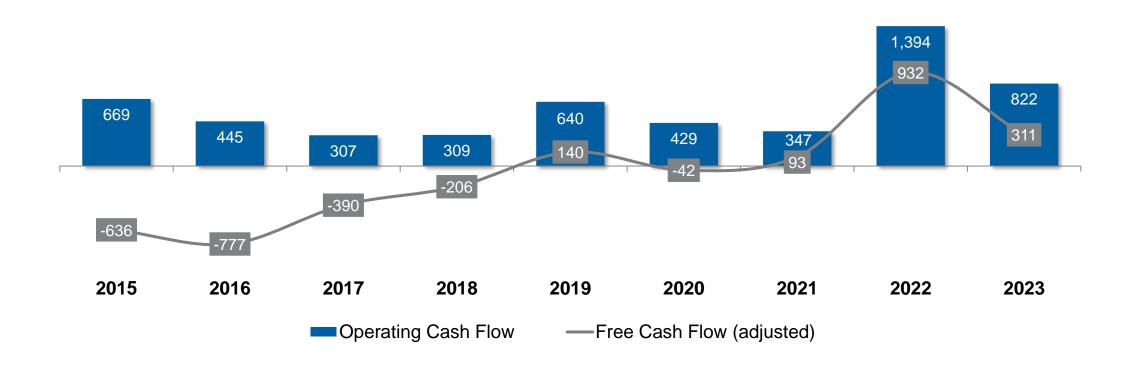
# **Key financial figures**<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> The figures relate to the continuing and discontinued operations of the K+S Group for the years 2019 to 2020. Since the financial year 2021, the figures relate to the continuing operations of the K+S Group.

<sup>&</sup>lt;sup>2</sup> As of December 31, 2022, there are no longer any net financial liabilities.

# Operating and adjusted cash flow<sup>1</sup>





<sup>&</sup>lt;sup>1</sup> The figures relate to the continuing and discontinued operations of the K+S Group for the years 2015 to 2020. Since the financial year 2022, the figures relate to the continuing operations of the K+S Group (in € million).

### **Cash flow and balance sheet**

	3M/22	H1/22	9M/22	FY/22	3M/23	H1/23	9M/23	FY/23	3M/24	H1/24	9M/24
Operating cash flow	254	486	1,143	1,394	221	484	657	822	226	321	484
Investing cash flow (adjusted by sale/purchase of securities and other financial investments)	-151	-252	-329	-462	-107	-210	-329	-510	-115	-235	-373
Adjusted free cash flow	103	234	814	932	113	274	328	311	111	87	111
Capex	49	125	240	404	78	199	347	525	96	212	352
Net debt	-1,642	-1,515	-913	-834	-819	-911	-890	-1,238	-1,215	-1,352	-1,337
Net debt excl. non-current mining provisions, payable in > 10 years	n/a	n/a	n/a	-138	-27	-124	-138	-265	-252	-400	-370
Non-current provisions for mining obligations	-954	-923	-906	-932	-1,028	-1.029	-994	-1,212	-1,198	-1,192	-1,206
- thereof payable within 10 years	n/a	n/a	n/a	-237	-236	-242	-242	-240	-234	-239	-239
Net financial liabilities (-); Net financial asset position (+) <sup>1</sup>	-520	-426	+152	+245	+347	+261	+241	+125	+252	+91	+112
Net financial liabilities/EBITDA <sup>1</sup> (LTM)	0,4	0,2	-	-	-	-	-	-	-	-	-
Equity Ratio	62 %	65 %	65 %	68 %	71 %	71 %	71 %	69 %	69 %	66 %	67 %

<sup>&</sup>lt;sup>1</sup> As of September 30, 2022, there are no longer any net financial liabilities.

### K+S Share

### **Key data**

WKN: KSAG88

ISIN: DE000KSAG888

Type of shares: registered shares of no-par value

■ Total number of shares: 179,100,000

Trading segment: Prime Standard

Ticker symbols: Bloomberg SDF/Reuters SDFG

### **Shareholder structure as of Dec 31, 2023**



Institutional Investors 60%

### The following banks publish research studies about K+S

- Baader Helvea Equity Research
- Bank of America
- Bank Pekao Equity Research
- Berenberg Bank
- Bernstein
- BMO Capital Markets
- Citi Research

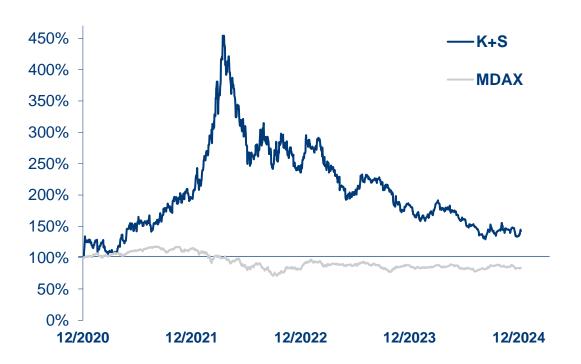
- Deutsche Bank
- DZ Bank AG
- Exane BNP Paribas
- Jefferies Equity Research
- J.P. Morgan
- Kepler Cheuvreux
- LBBW

- M.M. Warburg
- Morgan Stanley
- Oddo BHF
- Scotia Capital
- Stifel
- UBS

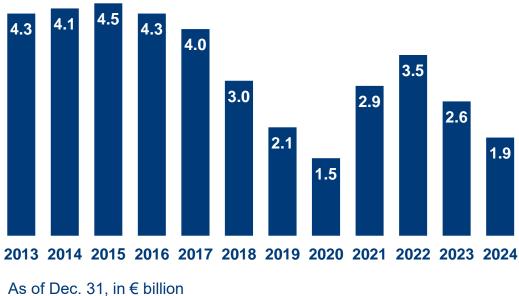
### **Share performance**

### **Performance of the K+S Share**

Index: December 31, 2020 = 100

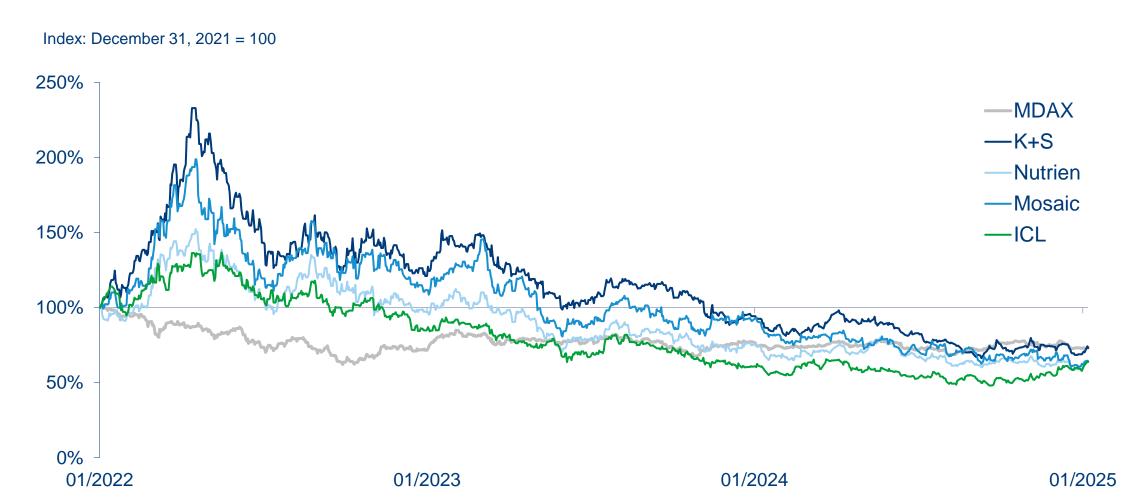


### **Market capitalization**



Source: Bloomberg; as of January 2025

### Performance of the K+S share in comparison



Source: Bloomberg; as of January 2025

### **Distribution policy**

### K+S sets guiding principles for attractive shareholder participation



Shareholder participation in K+S's corporate success will generally be based on the adjusted free cash flow (operative, excluding special effects). This key figure already takes into account the investments to optimize our existing business in terms of total shareholder return.



K+S aims to return 30% to 50% of the adjusted free cash flow generated annually to shareholders. Capital is returned in the form of a dividend, which can be combined with a share buyback, if applicable.

The possible combination of both instruments also aims to counteract large fluctuations in the annual dividend.



The following factors are applied in determining the exact **percentage**:

- + Expected business development + Balance sheet structure
- + Expected development of capital expenditure



K+S wants to maintain a strong balance sheet and generally strives for a maximum leverage ratio (net debt/EBITDA) of 1.5x.

Shareholder participation in the company's success		2019	2020	2021	2022	2023	2024
Capital repayment per no-par value share eligible for dividend payment	€	0.25	0.04	-	0.20	2.00	0.70
- thereof dividend	€	0.25	0.04	-	0.20	1.00	0.70
- thereof share buyback		-	-	-	-	1.00	-



### K+S ADR Programme

The K+S ADR Program offers North American investors the opportunity to take stock in K+S. Since the ADRs are quoted in US dollars and dividends are also distributed in US dollars, this financial instrument closely resembles an American share. Two ADRs represent one K+S ordinary share. The K+S ADRs are traded in the United States under a level 1 ADR Program in the over-the-counter market (OTC).

#### **Trade on OTCQX**

**Symbol:** KPLUY

**CUSIP:** 48265W108

Ratio: 2 ADRs = 1 Share

**Country:** Germany

ISIN: DE000KSAG888

**Depositary:** The Bank of New York Mellon

#### **Benefits to North American investors**

- Clear and settle according to normal U.S. standards
- Stock quotes and dividend payments in U.S. dollars
- Can be purchased/sold in the same way as other U.S. stocks via a U.S. broker
- Cost-effective means of international portfolio diversification

Further information: www.kpluss.com/adr

### **Share buyback 2023**

#### K+S has successfully completed the share buyback.

Since mid-May 2023, K+S has bought back a total of 12.3 million of its own shares for just under €200 million (ISIN DE000KSAG888) at an average price of around €16 per share. This corresponds to 6.4 percent of the Company's share capital. K+S canceled the bought-back shares by the end of 2023 as initially intended.

- 12.3 million own shares (6.4% of the share capital) bought back for just under €200 million
- Average price of about €16 per share

The share buyback supplemented the dividend payment of €1.00 per share for the 2022 financial year. K+S has therefore returned capital totaling around €390 million to its shareholders – this corresponds to a good 40 percent of the adjusted free cash flow for 2022.

"After the record year 2022, it was important for us to let our shareholders participate in this success. With the completion of the share buyback and the dividend payment for 2022, we have returned a total of around €2 per share to our shareholders, taking appropriate account of the different interests within our shareholder structure," says Dr. Burkhard Lohr, Chairman of the Board of Executive Directors.

Further information on the share buyback can be found on our website: <a href="www.kpluss.com/sharebuyback">www.kpluss.com/sharebuyback</a>

### K+S debt instruments and issuer rating

**Issuer rating (S&P):** BBB- (outlook: stable) since June 2023

	Bond 06/2029 (3-months-par-call)
WKN	A383E2
ISIN	XS2844398482
Listing	Luxembourg SE
Issue volume	€500 million
Outstanding volume	€500 million
Issue price	99.147%
Coupon	4.250%
Maturity	June 19, 2029
Denomination	€100,000

+ Syndicated credit facility up to €400 million + Commercial paper program as an additional source of liquidity

### Financial calendar

Quiet period prior to the report	January 30 to March 13, 2025 (7 a.m. CET)
2024 Annual Report: December 31, 2024	March 13, 2025
Quiet period prior to the report	April 15 to May 13, 2025 (7 a.m. CEST)
Quarterly Report: March 31, 2025	May 13, 2025
Annual General Meeting (virtual)	May 14, 2025
Quiet period prior to the report	July 15 to August 12, 2025 (7 a.m. CEST)
Half-Year Financial Report: June 30, 2025	August 12, 2025

### More content available online

- K+S Website: www.kpluss.com
- Annual reports: www.kpluss.com/ar2023

- Newsletter subscription: www.kpluss.com/newsletter
- Social Media: in <a> □</a> □ □ □ □ □











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