



# Potash Fact Sheet

October 2011



Workers at Mosaic's Esterhazy mine stand in front of a freshly cut ore vein.

## Growing Value Through Brownfield Expansions

Mosaic is one of the largest potash producers in the world. We operate three mines in Saskatchewan and two in the United States. We have a strong presence both in North America and internationally. Product from our Canadian mines is exported through Canpotex, an export association.

**We plan to grow the value of our potash business through brownfield expansions.**

Our ongoing expansions are expected to increase annual capacity by almost five million tonnes, ensuring that we will maintain our position as one of the premier potash companies in the world. Our expansion program consists of nearly a dozen discrete, multi-year projects at our three Canadian mine sites, and we can adjust the pace of these projects in response to supply and demand dynamics.

In addition, we produce up to 1.3 million tonnes annually for a third party under a tolling agreement. When this agreement expires, we will have full access to 1.3 million tonnes of capacity at no additional capital cost.

### MOSAIC POTASH ADVANTAGES

Century's worth of ore in Saskatchewan

Brownfield expansions underway at a competitive capital cost

Tolling agreement capacity of up to 1.3 million tonnes will revert at no capital cost

Mature distribution channel through Canpotex and Mosaic international locations

### Why Crops Need Potash

Potassium is the regulator of crop nutrients and provides the following benefits to growing plants:

- Formation of larger and deeper root system
- Reduction of water loss and wilting
- Regulation of nitrogen uptake
- Increased protein content
- Reduction of lodging from weak stalks

### POTASH CAPACITY EXPANSION

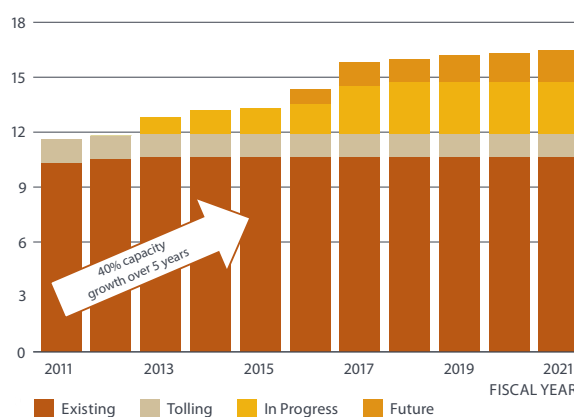
#### POTASH EXPANSION PROJECTS

	PROJECTED INVESTMENT (\$ IN BILLIONS)	PEAKING CAPACITY (MILLION TONNES)	ESTIMATED COMPLETION (FISCAL YEAR)
<b>CONSTRUCTION COMPLETE</b>			
Colonsay <sup>(a)</sup>	0.0	0.2	
Esterhazy	0.0	0.1	
<b>CONSTRUCTION IN PROGRESS</b>			
Belle Plaine	0.5	0.6	2012
Colonsay	0.7	0.5	2013
Esterhazy	2.0	1.7	2012-17
<b>FUTURE</b>			
Belle Plaine		1.3	2016-19
Colonsay		0.5	2016
		<b>4.9</b>	
Tolling Agreement <sup>(b)</sup>		1.3	
Capacity at May 31, 2011		10.3	
		<b>16.5</b>	

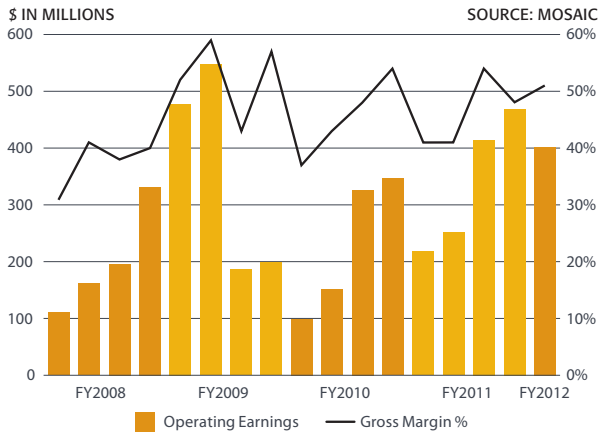
(a) During 2011, 0.1 million tonnes was placed in service and included in operational capacity  
(b) Reversion of tonnes under tolling agreement upon expiration

### PROJECTED CAPACITY

MILLION TONNES



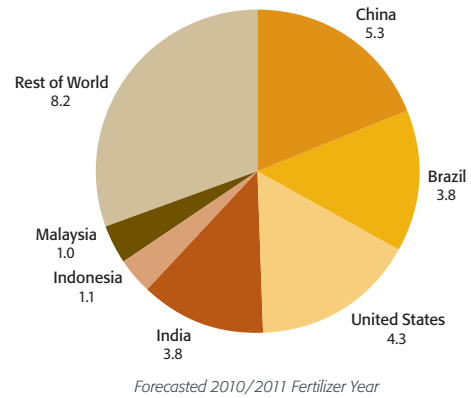
## MOSAIC POTASH OPERATING EARNINGS & GROSS MARGIN



## WORLD POTASH USE BY COUNTRY

MILLION TONNES K<sub>2</sub>O

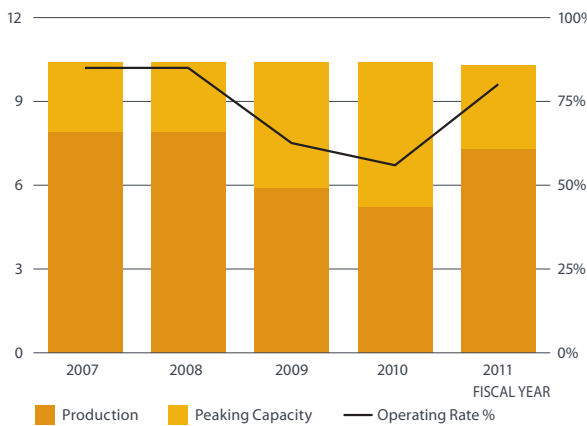
SOURCE: IFA DECEMBER 2010



## MOSAIC POTASH OPERATING RATE

MILLION TONNES FINISHED PRODUCT

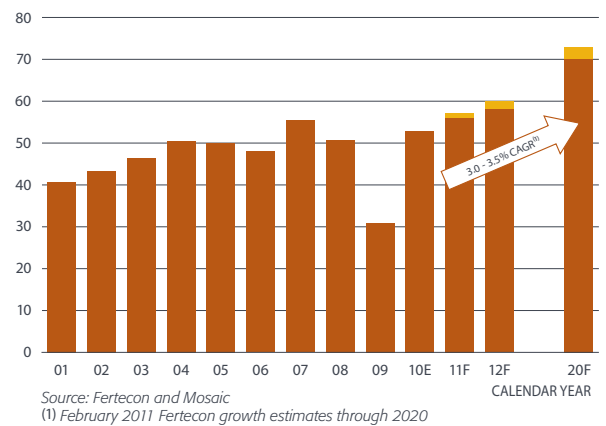
SOURCE: MOSAIC



## WORLD MOP DEMAND

MILLION TONNES

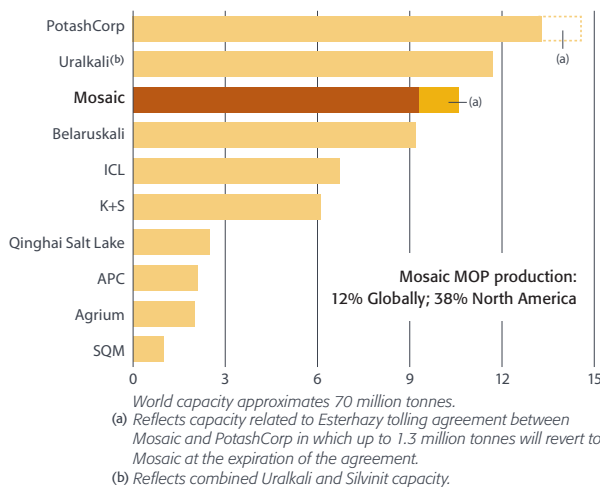
SOURCE: FERTECON AND MOSAIC



## 2010 POTASH INDUSTRY CAPACITY

MILLION TONNES MOP

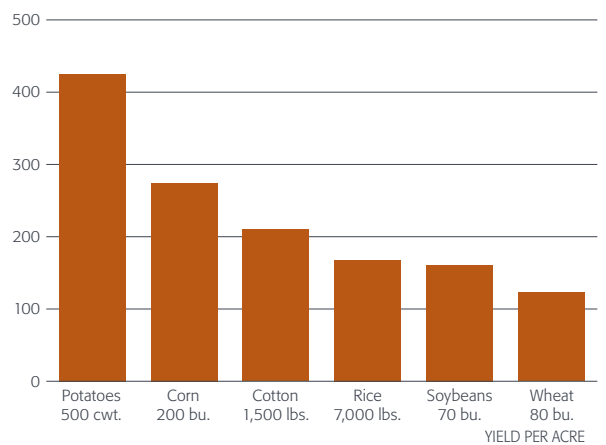
SOURCE: IFA, FERTECON, COMPANY REPORTS AND MOSAIC



## K<sub>2</sub>O UPTAKE BY CROP

POUNDS PER ACRE

SOURCE: IPNI AND MOSAIC



This fact sheet contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, statements about future financial and operating results. Such statements are based upon the current beliefs and expectations of The Mosaic Company's management and are subject to significant risks and uncertainties. These risks and uncertainties include but are not limited to the predictability and volatility of, and customer expectations about, agriculture, fertilizer, raw material, energy and transportation markets that are subject to competitive and other pressures and economic and credit market conditions; the level of inventories in the distribution channels for crop nutrients; changes in foreign currency and exchange rates; international trade risks; changes in government policy; changes in environmental and other governmental regulation, including greenhouse gas regulation and implementation of the U.S. Environmental Protection Agency's numeric water quality standards for the discharge of nutrients into Florida lakes and streams; further developments in the lawsuit involving the federal wetlands permit for the extension of the Company's South Fort Meade, Florida, mine into Hardee County, including orders, rulings, injunctions or other actions by the court or actions by the plaintiffs, the Army Corps of Engineers or others in relation to the lawsuit, or any actions the Company may identify and implement in an effort to mitigate the effects of the lawsuit; other difficulties or delays in receiving, or increased costs of, necessary governmental permits or approvals; further developments in the lawsuit involving the tolling agreement at the Company's Esterhazy, Saskatchewan, potash mine, including settlement or orders, rulings, injunctions or other actions by the court, the plaintiff or others in relation to the lawsuit; the effectiveness of our processes for managing our strategic priorities; adverse weather conditions affecting operations in Central Florida or the Gulf Coast of the United States, including potential hurricanes or excess rainfall; actual costs of various items differing from management's current estimates, including among others asset retirement, environmental remediation, reclamation or other environmental regulation, or Canadian resource taxes and royalties; accidents and other disruptions involving Mosaic's operations, including brine inflows at its Esterhazy, Saskatchewan potash mine and other potential mine fires, floods, explosions, seismic events or releases of hazardous or volatile chemicals, as well as other risks and uncertainties reported from time to time in The Mosaic Company's reports filed with the Securities and Exchange Commission. Actual results may differ from those set forth in the forward-looking statements.



The Mosaic Company  
3033 Campus Drive  
Suite E490  
Plymouth, Minnesota 55441  
800.918.8270 (phone)  
763.577.2986 (fax)  
www.mosaicco.com

© 2011 The Mosaic Company