



# Phosphates Fact Sheet

October 2011



We have a goal of co-generating all of our electricity needs by 2015. This savings will help us maintain our low-cost position.

## Growing Value Through Innovation

Mosaic is the world's largest producer of finished phosphate products with an annual capacity greater than the next two largest producers combined. We have a global distribution network made up of plants, port facilities, warehouses and sales offices. Approximately one-third of our phosphate product is shipped within North America, with the remainder exported globally through both PhosChem, an export association, and through our own distribution channel.

**We are growing value through innovative process redesign and operational improvements.**

Our strategy has three components:

- Leverage size and geographic access to improve procurement processes
- Maintain low-cost position by focusing on operational excellence
- Secure the mineral resource base of our U.S. operations and obtain access to additional rock reserves

## MOSAIC PHOSPHATES ADVANTAGES

Largest integrated phosphate producer with world-scale mines, plants and distribution capabilities

Leverage size and scale to maintain our position as one of the lowest cost producers

Operations located on the Gulf of Mexico providing logistical and cost advantages

Mature distribution channel through PhosChem and Mosaic international locations

MicroEssentials®, a premium product, sales volumes are growing

## Why Crops Need Phosphate

Phosphate is the energizer in crop nutrients, playing a key role in photosynthesis and providing the following benefits to growing plants:

- Improved root growth
- Earlier maturity of grain
- Higher crop quality
- Better water use efficiency
- Increased yields

## PHOSPHATE AND FEED NORTH AMERICAN CAPACITY BY PLANT

		ANNUAL OPERATIONAL CAPACITY MILLION TONNES
Florida:	Bartow	2.1
	New Wales	4.2
	Riverview	1.7
Louisiana:	Faustina	1.7
		<b>9.7</b>

## PHOSPHATE NORTH AMERICAN ROCK CAPACITY BY MINE

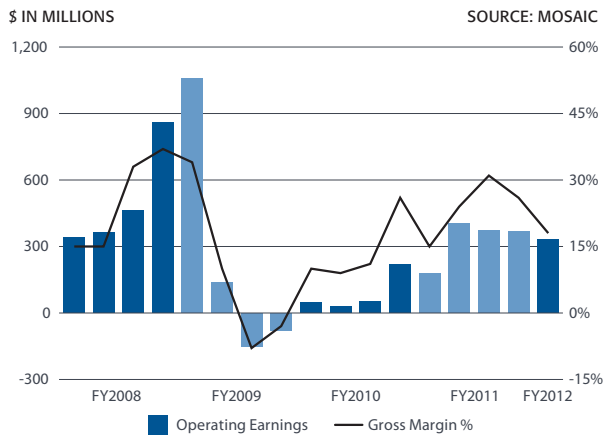
		ANNUAL OPERATIONAL CAPACITY MILLION TONNES
Florida:	Four Corners	6.5
	South Fort Meade	6.0
	Hookers Prairie	2.0
	Wingate	1.4
		<b>15.9</b>

*In July 2010, we invested in the Miski Mayo rock mine, located in Peru, which gives us additional flexibility and diversifies our rock position.*

## KEY RAW MATERIALS TO PRODUCE DAP

Rock	1.6–1.7 tonnes for 1 tonne of DAP
Sulfur	0.4 tonnes for 1 tonne of DAP
Ammonia	0.2 tonnes for 1 tonne of DAP

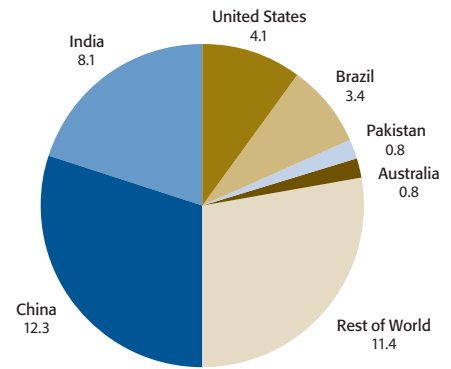
## MOSAIC PHOSPHATES OPERATING EARNINGS & GROSS MARGIN



## WORLD PHOSPHATE USE BY COUNTRY

MILLION TONNES P<sub>2</sub>O<sub>5</sub>

SOURCE: IFA JULY 2011

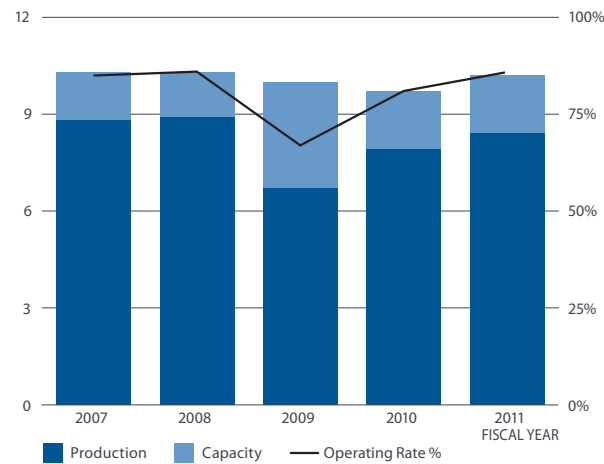


Forecasted 2010/2011 Fertilizer Year

## MOSAIC PHOSPHATES OPERATING RATE

MILLION TONNES PROCESSED PHOSPHATE

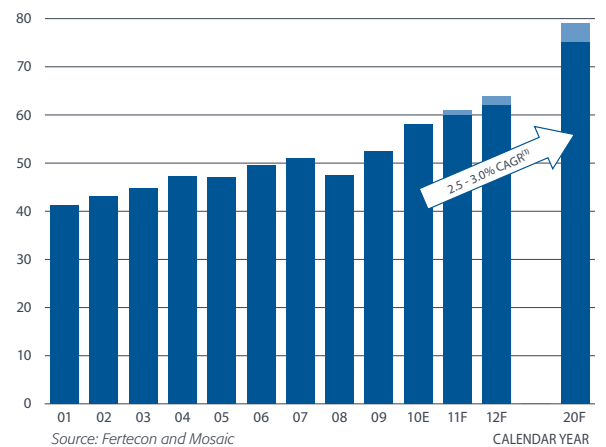
SOURCE: MOSAIC



## WORLD PROCESSED PHOSPHATE DEMAND

MILLION TONNES DAP, MAP AND TSP

SOURCE: FERTECON AND MOSAIC



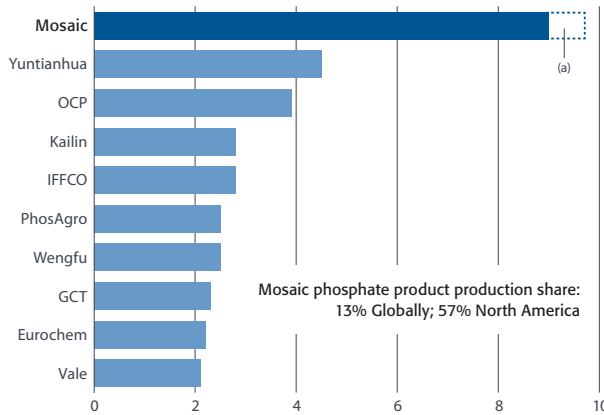
Source: Fertecon and Mosaic

(1) February 2011 Fertecon growth estimates through 2020

## 2010 FINISHED PHOSPHATE CAPACITY

MILLION TONNES DAP/MAP/TSP

SOURCE: IFA, FERTECON, COMPANY REPORTS AND MOSAIC



Mosaic phosphate product production share:  
13% Globally; 57% North America

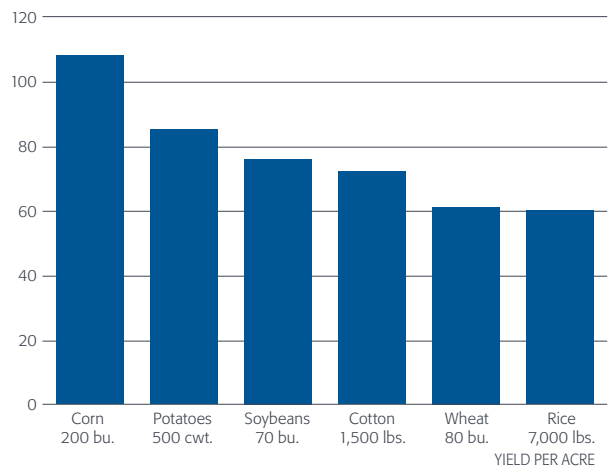
(a) Feed phosphate production capacity.

This chart does not include Ma'aden estimated capacity that, when completed, will approximate three million tonnes per year.

## P<sub>2</sub>O<sub>5</sub> 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.



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