



# Mosaic Investor Fact Sheet

October 2013

## Helping the World Grow the Food it Needs

We are one of the world's leading crop nutrition companies with a focus on potash and phosphate, two of three most vital nutrients.

Our mission is to help the world grow the food it needs. It's a compelling mission in many ways. For our employees, it's a noble purpose. For our customers, it says Mosaic is here to help them overcome a very daunting challenge. And for investors, it signals very significant long-term growth opportunities.

We are focused on executing against our strategic priorities: invest in people, grow production and operational efficiency, expand our market access, and continue to innovate. All which is meant to deliver strong financial performance and meaningful returns to our shareholders. Total shareholder return is now one of our stated strategic priorities.

### STOCK INFORMATION

(as of May 31, 2013)

NYSE Symbol:

MOS

Shares Outstanding:

425.8 million

Market Capitalization:

\$25.9 billion

Fiscal Year End:

May 31

### CORPORATE CREDIT RATINGS

S&P: BBB

Moody's: Baa1

Fitch: BBB

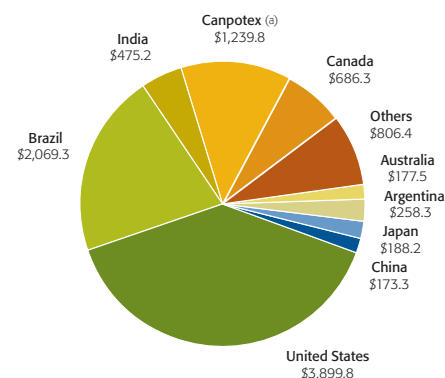
## FINANCIAL HIGHLIGHTS

FISCAL YEAR IN MILLIONS, EXCEPT PER SHARE AMOUNTS	2013	2012	2011
Net Sales	\$9,974	\$11,108	\$9,938
Potash	\$3,529	\$3,301	\$3,061
Phosphates	\$6,495	\$7,839	\$6,895
Gross Margin	2,760	3,085	3,122
Potash	1,611	1,622	1,469
Phosphates	1,162	1,467	1,654
Net Earnings Attributable to Mosaic	1,889	1,930	2,515
Diluted Net Earnings Per Share (\$)	4.42	4.42	5.62
Cash and Cash Equivalents	3,697	3,811	3,906
Total Long-Term Debt (Including Current Maturities)	1,011	1,011	809
Net Cash Flow Provided by Operations Activities	1,888	2,706	2,427
Sales Volumes (000 / tonnes)	---	---	---
Potash	7,771	6,720	7,523
Phosphates	11,206	11,836	11,948
Realized Price (\$)	---	---	---
MOP Average	405	448	359
DAP Price/Tonne (FOB Plant)	512	555	491
Operating Rates (%)	---	---	---
Potash	79	81	80
Phosphates	85	85	87



## FISCAL 2013 SALES BY COUNTRY

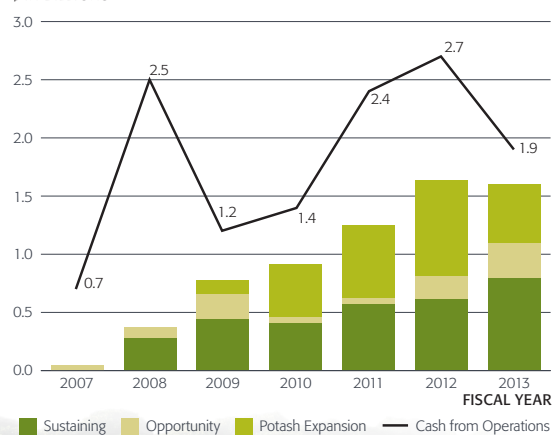
\$ IN MILLIONS



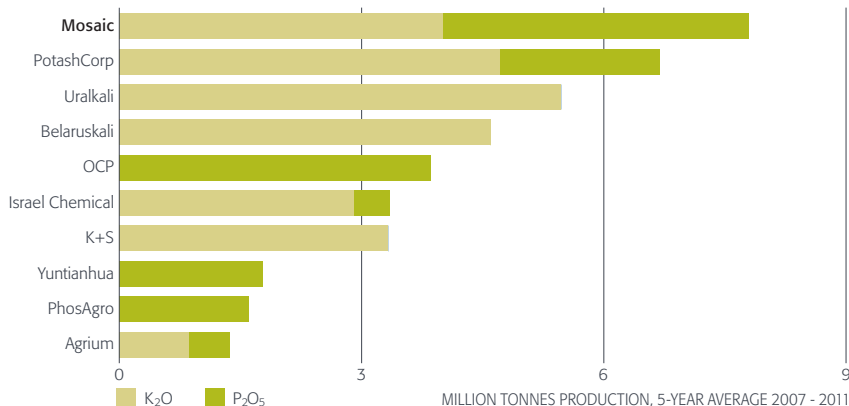
(a) Export association of Saskatchewan potash producers.

## CAPITAL EXPENDITURES AND OPERATING NET CASH FLOW

\$ IN BILLIONS



## WORLD'S LARGEST P+K COMPANIES



Source: Company reports, Fertecon and Mosaic  
Based on 2012 production  
Mosaic's K<sub>2</sub>O production includes Esterhazy tolling production

## CONTACTS

### ANALYST COVERAGE

Atlantic Equities – Colin Isaac  
Bank of America Merrill Lynch – Kevin McCarthy  
Barclays Capital – Matthew Korn  
BGC & Associates – Mark Gulley  
BMO – Joel Jackson  
Canaccord Genuity – Keith Carpenter  
CIBC – Jacob Bout  
Citi Investment – Prashant Juvekar  
Cleveland Research – Michael Piken  
Cowan Securities – Charles Nievert  
Crédit Agricole – Mark Connelly  
Crédit Suisse – Christopher Parkinson  
Deutsche Bank Securities – David Begleiter  
Gabelli & Company – Amon Wilkes  
Goldman Sachs – Adam Samuelson  
J.P. Morgan – Jeffrey Zekauskas  
MacQuarie Capital Markets – H. Cooley May  
Morgan Stanley – Vincent Andrews  
Piper Jaffray & Company – Michael Cox  
Scotia Capital – Ben Isaacson  
Stifel Nicolaus – Paul Massoud  
Susquehanna – Donald Carson  
UBS Securities – Brian McArthur

### THE MOSAIC COMPANY

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## MOSAIC'S STRATEGY IN ACTION



*Invest in talent and development so that Mosaic is known as a company where people want to work and grow*



*Grow our production of essential crop nutrients and operate with increasing efficiency*



*Expand our reach and impact by continuously strengthening our distribution network*

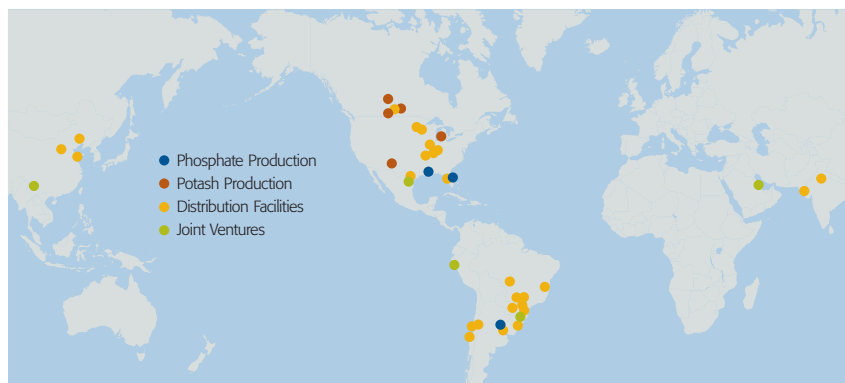


*Build on our industry-leading product, process and sustainability innovation*



*Deliver strong financial performance and provide meaningful returns to our shareholders*

## MOSAIC'S GLOBAL FOOTPRINT



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, implementation of the numeric water quality standards for the discharge of nutrients into Florida waterways or possible efforts to reduce the flow of excess nutrients into the Mississippi River basin or the Gulf of Mexico; further developments in judicial or administrative proceedings, or complaints that Mosaic's operations are adversely impacting nearby farms, business operations or properties; difficulties or delays in receiving, increased costs of or challenges to necessary governmental permits or approvals or increased financial assurance requirements; resolution of global tax audit activity; the effectiveness of the Company's processes for managing its strategic priorities; the ability of the Northern Promise joint venture among Mosaic, Ma'aden and SABIC to obtain project financing in acceptable amounts and upon acceptable terms; the future success of current plans for the joint venture and any future changes in those plans; adverse weather conditions affecting operations in Central Florida or the Mississippi River basin or the Gulf Coast of the United States, and including potential hurricanes, excess rainfall or drought; 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 resources taxes and royalties; brine inflows at Mosaic's Esterhazy, Saskatchewan, potash mine or other potash shaft mines; other accidents and disruptions involving Mosaic's operations, including 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.

