The Mosaic Company

Investor Presentation
May - June 2014
Safe Harbor Statement

This presentation 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 the acquisition and assumption of certain related liabilities of the Florida phosphate assets of CF Industries, Inc. (“CF”) and the ammonia supply agreements with CF; the benefits of the transactions with CF; repurchases of stock; other proposed or pending future transactions or strategic plans and other 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 risks and uncertainties arising from difficulties with realization of the benefits of the transactions with CF, including the risks that the acquired assets may not be integrated successfully or that the cost or capital savings from the transactions may not be fully realized or may take longer to realize than expected, or the price of natural gas or ammonia changes to a level at which the natural gas based pricing under one of the long term ammonia supply agreements with CF becomes disadvantageous to Mosaic; customer defaults; the effects of Mosaic’s decisions to exit business operations or locations; 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 and other risks associated with Mosaic’s international operations and those of joint ventures in which Mosaic participates, including the risk that protests against natural resource companies in Peru extend to or impact the Miski Mayo mine; changes in government policy; changes in environmental and other governmental regulation, including greenhouse gas regulation, implementation of 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, the Mississippi River basin, the Gulf Coast of the United States or Canada, and including potential hurricanes, excess heat, cold, snow, 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, Canadian resources taxes and royalties, the liabilities Mosaic assumed in the Florida phosphate assets acquisition or the cost of Mosaic’s commitments to repurchase its stock; reduction of Mosaic’s available cash and liquidity, and increased leverage, due to its use of cash and/or available debt capacity to fund share repurchases, financial assurance requirements and strategic investments; 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.
Industry Overview
Global Grain and Oilseeds

World Grain & Oilseed Stocks

Source: USDA

<table>
<thead>
<tr>
<th>Year</th>
<th>Stocks (Mil Tonnes)</th>
<th>Percent of Use</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>606</td>
<td>30%</td>
</tr>
<tr>
<td>2001</td>
<td>579</td>
<td></td>
</tr>
<tr>
<td>2002</td>
<td>495</td>
<td></td>
</tr>
<tr>
<td>2003</td>
<td>407</td>
<td></td>
</tr>
<tr>
<td>2004</td>
<td>470</td>
<td></td>
</tr>
<tr>
<td>2005</td>
<td>463</td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td>426</td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td>438</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>514</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>570</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>550</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>537</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>519</td>
<td></td>
</tr>
<tr>
<td>2013E</td>
<td>573</td>
<td></td>
</tr>
</tbody>
</table>
Crop Nutrient Affordability Index

Plant Nutrient Affordability
Plant Nutrient Price Index / Crop Price Index

Source: Weekly Price Publications, CME, USDA, AAPFCO, Mosaic

More Affordable
Global phosphate shipments outlook

Source: CRU/FRC and Mosaic
Global potash shipments outlook

Source: Fertecon and Mosaic
Our Current Operating Environment

**Logistics**

- Rail constrained:
  - US & Canada
  - Resolution timing uncertain
- Mississippi opens behind schedule
- Increased distributor risk appetite

**Phosphates**

- Market prices up since Q4’13:
  - Strong demand
  - Global logistics constraints
- Q2/H2 considerations:
  - Seasonal price softening
  - India demand & China exports

**Potash**

- Volumes:
  - Leveraged warehouse positioning
  - Shipment lag impacted production and margins
- Q2/H2 considerations:
  - India demand
  - Resolution of logistical constraints and N.A. fill demand
What Differentiates Mosaic
The Largest Potash and Phosphates Company

World's Largest P + K Companies

- Mosaic
- PotashCorp
- Uralkali
- Belaruskali
- OCP
- Israel Chemical
- K+S
- Qinghai Salt Lake
- Vale
- PhosAgro

Source: IFA, CRU, Fertecon and Mosaic

Based on 2013 production

Mosaic's $P_2O_5$ production includes CF Industries Phosphate Unit

$P_2O_5$ production based on PACID and SSP production

$K_2O$ production based on MOP, SOP, and KMS production
Competitive Cost Position - Potash

Mosaic Advantage:

- Competitive cash cost position on relatively flat cost curve
- New K3 shaft at Esterhazy provides the option of eliminating brine management costs
- Potential savings of up to $30 per tonne
Strong Cost Position - Phosphates

- Vertically integrated with phosphate rock sources from Florida and Miski Mayo JV.
- Saudi Arabian JV is expected to be low cost with advantaged access to India.
- CF phosphate business acquisition provides access to more phosphate rock and ability to realize significant synergies.
- Long term ammonia supply agreement based on U.S. natural gas prices.

Best Quartile Producer
MOP Production Costs by Mine

Size of bubble = 2013 production volume

Including royalties, excluding resource taxes
Scenario I – Optimize Production Across Mines

MOP Production Costs by Mine

Cash Costs
Including royalties, excluding resource taxes

size of bubble = 2013 production volume
Scenario II – Impact of K3 Optionality

MOP Production Costs by Mine

Size of bubble = 2013 production volume

Including royalties, excluding resource taxes

Esterhazy

Belle Plaine

Enterprise

Colonsay

Carlsbad

Cash Costs

Total Production Costs

$350

$300

$250

$200

$150

$100

$50

$- $60 $80 $100 $120 $140 $160 $180 $200 $220
Our Strategic Priorities

- People
- Growth
- Market Access
- Innovation

+ = MOS
SHAREHOLDER VALUE
Strategic Accomplishments

- Closed CF phosphate acquisition
- Announced purchase of ADM’s Brazil fertilizer business
- Continued to execute K3 expansion on time and on budget
- Committed to purchasing 12% of shares outstanding in total
  - Announced and purchased 8.2 million Class A shares from select Cargill Family trusts
  - Purchased 34 million Class A Shares from the MAC Trusts
- Announced expansion of MicroEssentials® capacity
- Continued strong safety performance
- Implementing plans to generate enterprise wide cost savings
Capital & Balance Sheet
Unchanged Cash Use Priorities

- Maintain ratings & financial strength
- Sustain assets & recurring dividend
- Investments to drive organic growth
- Opportunistic strategic investments
- Return excess to shareholders
Pro Forma Balance Sheet

Mid 2014 Pro Forma

- Estimated Surplus Cash\(^{(1)(2)}\): $450
- Expected Adjusted Debt\(^{(2)}\): $4,384

Targeted Adjusted Debt / EBITDA\(^{(3)}\):

<table>
<thead>
<tr>
<th></th>
<th>1.5</th>
<th>2.0</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2,923</td>
<td>$2,192</td>
<td></td>
</tr>
</tbody>
</table>

Capital returns beyond mid 2014 a function of:
- Cash flow generation
- Available investment opportunities

We believe these non GAAP financial measures, Adjusted debt, EBITDA and their ratio, are useful, as they align to rating agency views of our credit strength and our own established and disclosed financial targets.

\(^{(1)}\) Uses FactSet estimates,
\(^{(2)}\) See reconciliation in appendix
\(^{(3)}\) EBITDA is earnings before interest, taxes, depreciation and amortization
Capital and Balance Sheet Update

Capital Allocation: 2 Year Summary*

- **Maintenance**
  - $520M P
  - $730M K
  - $125M Other

- **Organic Growth**
  - $270M P
  - $760M K
  - $245M Other

- **Investment Commitments**
  - $1B Ma’aden
  - $1.4B CF Phosphates acquisition
  - $350M ADM Fertilizer acquisition

- **Return to Shareholders**
  - ~$2.5B share repurchases
  - ~$840M dividends

A balanced approach to capital allocation

*June 30 2012 – June 30 2014. Actual 3Q12 through 1Q14 plus 25% of the midpoint of the 2014 CAPEX guidance.

**Includes full 51.6 million share commitment, and assumes dividends of $1/share annually.
 Welcomed 700 new employees

Q2 accounting impact:
- Near zero margin on acquired finished product

On track to achieve previously stated 2015 targets:
- $40-$50 million of pre-tax synergies
- EBITDA accretion of $230-$240 million

EBITDA is earnings before interest, taxes, depreciation and amortization.
ADM Fertilizer Brazil and Paraguay Acquisition

Transaction Details:

- Accelerates strategy to expand distribution in key geographies
- Assets Acquired:
  - 5 plants, 3 tolls
  - 2.3 million tonnes of blending capacity
- Total Consideration:
  - $350 million, includes $150 million of working capital
First Quarter 2014 Financial Results
First Quarter Financial Highlights

Net Sales
- $1,254
- $733
- $2.0 billion

Operating Earnings
- $166
- $138
- $267 million

- $0.54 diluted earnings per share
- $627 million in cash from operations
First quarter highlights:
- The year-over-year decline in net sales is driven by lower finished product pricing.
- The year-over-year change in gross margin dollars reflects lower finished product prices, partially offset by lower raw material costs.

### Phosphates Segment Highlights

<table>
<thead>
<tr>
<th>$ In millions, except DAP price</th>
<th>Q1 2014</th>
<th>Q4 2013</th>
<th>Q1 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>$1,254</td>
<td>$1,556</td>
<td>$1,501</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>$207</td>
<td>$188</td>
<td>$253</td>
</tr>
<tr>
<td>Percent of net sales</td>
<td>17%</td>
<td>12%</td>
<td>17%</td>
</tr>
<tr>
<td>Operating earnings</td>
<td>$138</td>
<td>$96</td>
<td>$185</td>
</tr>
<tr>
<td>Sales volumes</td>
<td>2.7</td>
<td>3.4</td>
<td>2.7</td>
</tr>
<tr>
<td>NA production volume&lt;sup&gt;(a)&lt;/sup&gt;</td>
<td>2.0</td>
<td>2.0</td>
<td>2.0</td>
</tr>
<tr>
<td>Finished product operating rate</td>
<td>79%</td>
<td>81%</td>
<td>84%</td>
</tr>
<tr>
<td>Avg DAP selling price</td>
<td>$414</td>
<td>$381</td>
<td>$491</td>
</tr>
</tbody>
</table>

<sup>(a)</sup> Includes crop nutrient dry concentrates and animal feed ingredients
Potash Segment Highlights

First quarter highlights:
- Decline in net sales was driven by lower realized MOP prices, partially offset by higher sales volumes.
- The year-over-year decrease in operating earnings was driven by lower realized prices, a lower operating rate, and higher depreciation, partially offset by lower brine management costs.

<table>
<thead>
<tr>
<th>$ In millions, except MOP price</th>
<th>Q1 2014</th>
<th>Q4 2013</th>
<th>Q1 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>$733</td>
<td>$652</td>
<td>$825</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>$212</td>
<td>$134</td>
<td>$397</td>
</tr>
<tr>
<td>Percent of net sales</td>
<td>29%</td>
<td>21%</td>
<td>48%</td>
</tr>
<tr>
<td>Operating earnings</td>
<td>$166</td>
<td>$88</td>
<td>$306</td>
</tr>
<tr>
<td>Sales volumes</td>
<td>2.4</td>
<td>1.9</td>
<td>2.0</td>
</tr>
<tr>
<td>Production volume</td>
<td>1.9</td>
<td>1.7</td>
<td>2.2</td>
</tr>
<tr>
<td>Production operating rate</td>
<td>70%</td>
<td>65%</td>
<td>83%</td>
</tr>
<tr>
<td>Avg MOP selling price</td>
<td>$267</td>
<td>$303</td>
<td>$376</td>
</tr>
</tbody>
</table>

OPERATING EARNINGS BRIDGE

$ IN MILLIONS

Q1 2013 OE  Sales price  Sales volumes  Resource taxes & royalties  Other  Q1 2014 OE
Financial Guidance Summary

<table>
<thead>
<tr>
<th>Phosphates</th>
<th>Guidance – 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 Sales volume 3.1 – 3.4 million tonnes</td>
<td></td>
</tr>
<tr>
<td>Q2 DAP selling price $430-$460 per tonne</td>
<td></td>
</tr>
<tr>
<td>Q2 Gross margin rate in the high teens</td>
<td></td>
</tr>
<tr>
<td>Q2 Operating rate in the mid 80 percent range</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Potash</th>
<th>Guidance – 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 Sales volume 2.2 – 2.5 million tonnes</td>
<td></td>
</tr>
<tr>
<td>Q2 MOP selling price $250-$275 per tonne</td>
<td></td>
</tr>
<tr>
<td>Q2 Gross margin rate around the high twenty percent range</td>
<td></td>
</tr>
<tr>
<td>Q2 Operating rate mid 80 percent range</td>
<td></td>
</tr>
<tr>
<td>Canadian Resource Taxes and Royalties - 2014</td>
<td>$120 -$180 million</td>
</tr>
<tr>
<td>Brine Management – 2014</td>
<td>Approximately $200 million</td>
</tr>
</tbody>
</table>
## Financial Guidance Summary

<table>
<thead>
<tr>
<th>Corporate</th>
<th>Guidance – 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total SG&amp;A - 2014</td>
<td>$400 - $425 million</td>
</tr>
<tr>
<td>Capital Expenditures and Equity Investments - 2014</td>
<td>$1.2 billion to $1.4 billion</td>
</tr>
<tr>
<td>Effective Tax Rate - 2014</td>
<td>Mid to high 20 percent range</td>
</tr>
</tbody>
</table>
Market Data
Potash Production, Capacity and Operating Rate Forecast

- **Capacity**, **Production**, and **Operating Rate**

- Source: Mosaic
Positive Long-term Supply and Demand Outlook

Phosphate Production, Capacity and Operating Rate Forecast

Source: Mosaic
<table>
<thead>
<tr>
<th>Million Tonnes</th>
<th>Feb 2013E</th>
<th>May 2013E</th>
<th>Feb Low 2014F</th>
<th>Feb High 2014F</th>
<th>May Low 2014F</th>
<th>May High 2014F</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>21.9</td>
<td>21.5</td>
<td>22.0</td>
<td>22.4</td>
<td>22.0</td>
<td>22.2</td>
<td>Continued moderate growth - high analysis products capture the bulk of phosphate demand growth and continue to displace low analysis products such as FMCP and SSP.</td>
</tr>
<tr>
<td>India</td>
<td>8.0</td>
<td>8.0</td>
<td>9.0</td>
<td>9.6</td>
<td>9.0</td>
<td>9.2</td>
<td>Strong rebound expected due to a small increase in farm use and a smaller drawdown of channel inventories this year (DAP imports = 5.0-5.5 mmt; DAP fabrication = 3.5-4.0 mmt).</td>
</tr>
<tr>
<td>Other Asia/Oceania</td>
<td>6.6</td>
<td>6.5</td>
<td>6.6</td>
<td>6.8</td>
<td>6.7</td>
<td>6.8</td>
<td>Demand is expected to show modest to moderate growth across most countries in the region, including 3+% increases in Pakistan, Thailand and Vietnam.</td>
</tr>
<tr>
<td>Europe and FSU</td>
<td>4.4</td>
<td>4.4</td>
<td>4.4</td>
<td>4.6</td>
<td>4.5</td>
<td>4.6</td>
<td>Demand is expected to hold steady or increase modestly in most countries. More upside possible if crop prices remain at current levels or rally later this year.</td>
</tr>
<tr>
<td>Brazil</td>
<td>6.5</td>
<td>7.1</td>
<td>6.6</td>
<td>6.8</td>
<td>7.2</td>
<td>7.5</td>
<td>A step-up in shipments in 2013. Further gains forecast due to continued high prices for the main Brazilian crops. Off to a great start this year with record Q1 imports.</td>
</tr>
<tr>
<td>Other Latin America</td>
<td>2.9</td>
<td>2.9</td>
<td>2.9</td>
<td>3.0</td>
<td>2.9</td>
<td>3.0</td>
<td>Shipments are expected to increase 100,000 tonnes this year due to gains in Central America (but remain less than the 2012 peak due to continued uncertainties in Argentina).</td>
</tr>
<tr>
<td>North America</td>
<td>9.1</td>
<td>9.1</td>
<td>8.7</td>
<td>8.9</td>
<td>8.8</td>
<td>9.0</td>
<td>Shipments are expected to drop slightly from the 2013 record due to lower U.S. corn acreage (91-93 million) and lower Canadian wheat and canola acreage.</td>
</tr>
<tr>
<td>Other</td>
<td>3.8</td>
<td>3.8</td>
<td>3.9</td>
<td>4.1</td>
<td>3.9</td>
<td>4.1</td>
<td>Demand is expected to continue to grow in Africa and the Mideast due to high crop prices as well as efforts to promote the balanced use of plant nutrients.</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>63.1</strong></td>
<td><strong>63.2</strong></td>
<td><strong>64.1</strong></td>
<td><strong>66.1</strong></td>
<td><strong>64.9</strong></td>
<td><strong>66.3</strong></td>
<td>Our point estimate is 65.5 million tonnes.</td>
</tr>
</tbody>
</table>

Source: Fertecon and Mosaic.  
Numbers may not sum to total due to rounding.
Global Potash Shipments by Region

<table>
<thead>
<tr>
<th>Million Tonnes Muriate of Potash (KCl)</th>
<th>Feb 2013E</th>
<th>May 2013E</th>
<th>Feb Low 2014F</th>
<th>Feb High 2014F</th>
<th>May Low 2014F</th>
<th>May High 2014F</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>11.0</td>
<td>11.0</td>
<td>11.6</td>
<td>12.0</td>
<td>11.7</td>
<td>11.9</td>
<td>Net imports are projected to increase from 5.8 million tonnes in 2013 to 6.4 million tonnes in 2014. Production is expected to increase 300,000 tonnes to 5.3 million this year.</td>
</tr>
<tr>
<td>India</td>
<td>3.2</td>
<td>3.2</td>
<td>4.0</td>
<td>4.5</td>
<td>3.8</td>
<td>4.3</td>
<td>Strong rebound due to lower potash prices, profitable farm economics and lean channel inventories. Import economics work even with the subsidy cut and assuming a stable rupee.</td>
</tr>
<tr>
<td>Indonesia/Malaysia</td>
<td>4.3</td>
<td>4.1</td>
<td>4.5</td>
<td>4.6</td>
<td>4.5</td>
<td>4.6</td>
<td>Strong rebound underpinned by higher palm oil prices, profitable farm economics and supplier competition to maintain or increase share in this key growth region.</td>
</tr>
<tr>
<td>Other Asia/Oceania</td>
<td>4.3</td>
<td>4.2</td>
<td>4.5</td>
<td>4.7</td>
<td>4.4</td>
<td>4.5</td>
<td>Significant gains expected in Bangladesh, New Zealand, South Korea and Sri Lanka with prospects in other countries mostly stable.</td>
</tr>
<tr>
<td>Europe and FSU</td>
<td>10.5</td>
<td>10.2</td>
<td>11.3</td>
<td>11.7</td>
<td>10.7</td>
<td>10.9</td>
<td>Robust growth due to increases in NPK production for both export and domestic markets as well as greater on-farm direct application in the FSU and Eastern Europe.</td>
</tr>
<tr>
<td>Brazil</td>
<td>8.2</td>
<td>8.3</td>
<td>8.5</td>
<td>8.8</td>
<td>8.6</td>
<td>8.8</td>
<td>Demand prospects remain strong due to continued high prices for the main Brazilian crops. Imports projected to total 8.4 mmt with domestic deliveries of 0.3 mmt from Taquari.</td>
</tr>
<tr>
<td>Other Latin America</td>
<td>1.8</td>
<td>2.2</td>
<td>1.9</td>
<td>1.9</td>
<td>2.5</td>
<td>2.6</td>
<td>Continued strong growth led by Chile, Colombia, Mexico, Venezuela and several other Central American countries.</td>
</tr>
<tr>
<td>North America</td>
<td>9.0</td>
<td>8.9</td>
<td>8.9</td>
<td>9.2</td>
<td>9.0</td>
<td>9.1</td>
<td>Shipments are expected to remain steady to increase slightly because the expected switch from corn to soybeans likely will have less impact on potash use.</td>
</tr>
<tr>
<td>Other</td>
<td>1.5</td>
<td>1.4</td>
<td>1.7</td>
<td>1.8</td>
<td>1.6</td>
<td>1.6</td>
<td>Moderate growth expected in other regions such as Africa and the Mideast.</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>53.9</strong></td>
<td><strong>53.6</strong></td>
<td><strong>56.8</strong></td>
<td><strong>59.1</strong></td>
<td><strong>56.7</strong></td>
<td><strong>58.1</strong></td>
<td><strong>Our point estimate is 57.4 million tonnes.</strong></td>
</tr>
</tbody>
</table>

Source: Fertecon and Mosaic.

Numbers may not sum to total due to rounding.
Brazil Phosphates

**Brazil DAP/ MAP/ TSP Imports**
- Min/ Max Range (2009-2013)
- 2014
- 7-Yr Olympic Average

**Brazil Phosphate Shipments**
- Min/ Max Range (2009-2013)
- 2014
- 7-Yr Olympic Average

**Brazil MAP/ TSP Production**
- Min/ Max Range (2009-2013)
- 2014
- 7-Yr Olympic Average

**Brazil SSP Production**
- Min/ Max Range (2009-2013)
- 2014
- 7-Yr Olympic Average

Source: ANDA
1. Market ammonia prices are average prices based upon Tampa C&F as reported by Fertecon
2. Market sulfur prices are average prices based upon Tampa C&F as reported by Green Markets
3. Realized raw material costs include:
   - ~$20/tonne of transportation, transformation and storage costs for sulfur
   - ~$30/tonne of transportation and storage costs for ammonia
## Raw Material Cost Detail

<table>
<thead>
<tr>
<th>Material</th>
<th>Q1 2014</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Ammonia ($/MT)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Realized in COGS</td>
<td>$374</td>
<td></td>
</tr>
<tr>
<td>Average Purchase Price</td>
<td>$432</td>
<td></td>
</tr>
<tr>
<td><strong>Sulfur ($/LT)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Realized in COGS</td>
<td>$96</td>
<td></td>
</tr>
<tr>
<td>Average Purchase Price</td>
<td>$117</td>
<td></td>
</tr>
<tr>
<td><strong>Phosphate rock (used in production)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>US mined rock</td>
<td>3,308</td>
<td>91%</td>
</tr>
<tr>
<td>Purchased Miski Mayo rock</td>
<td>233</td>
<td>6%</td>
</tr>
<tr>
<td>Other purchased rock</td>
<td>110</td>
<td>3%</td>
</tr>
<tr>
<td>Total</td>
<td>3,651</td>
<td>100%</td>
</tr>
<tr>
<td>Average cost / tonne consumed rock</td>
<td>$64</td>
<td></td>
</tr>
</tbody>
</table>
## Pro Forma Balance Sheet Reconciliation

<table>
<thead>
<tr>
<th>Surplus Cash</th>
<th>$450</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1'14 Cash Balance</td>
<td>$2,491</td>
</tr>
<tr>
<td>Surplus Cash</td>
<td>$450</td>
</tr>
<tr>
<td>Total Adjusted Debt</td>
<td>$4,384</td>
</tr>
</tbody>
</table>

### Q1'14 Cash Balance
- Expected Debt Increase: $800
- Cash flows for Q2 (EBITDA\(^{(1)}\) - CAPEX\(^{(3)}\)): $307
- Ma'aden investment: $(200)
- Remaining MAC trust share repurchase\(^{(2)}\): $(773)

### Reserved for Future Cash Uses
- Future Ma'aden: $(450)
- Future Brazil acquisition: $(350)
- RCRA Trust funding: $(625)
- Liquidity Buffer: $(750)
- Surplus Cash: $450

### Short term Debt
- $41

### Long term Debt\(^{(4)}\)
- $3,810

### Unfunded Pension Obligations
- $0

### Lease Obligations
- $533

### Total Adjusted Debt
- $4,384

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### FactSet Estimates:
- Q2 EBITDA\(^{(1)}\): $633
- Q2 CAPEX: $326

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\(^{(1)}\) EBITDA is earnings before interest, taxes, depreciation and amortization
\(^{(2)}\) Assumes $50/share price on remaining announced repurchases after March 31, 2014
\(^{(3)}\) Estimates for EBITDA and CAPEX are from FactSet Research Systems, Inc.
\(^{(4)}\)$3.05 billion as of March 31, 2014 plus an assumption of draw down of $800 million in term loans.