## 03/2006 Quarterly Report

July - September

At € 2.2 billion, revenues in the first nine months rise by $6 \%$

Operating earnings rise by $11 \%$ to $€ 224.2$ million

Free cash flow before acquisitions reaches $€ 179.7$ million (-9\%)

Adjusted earnings per share at $€ 3.44$ (+16\%)

Outlook for the full year: € 4.00 to $€ 4.25 /$ share adjusted, (2005: € 3.81)

## Key Data Business Development

| Key figures (IFRSs) | July - Sept. (03) |  |  | Jan. - Sept. (9M) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| € million | 2006 | 2005 | \% | 2006 | 2005 | \% |
| Revenues | 670.1 | 622.4 | + 7.7 | 2,225.7 | 2,099.7 | + 6.0 |
| Earnings before interest, taxes, depreciation and amortisation (EBITDA) | 81.5 | 70.1 | + 16.3 | 313.8 | 297.3 | + 5.5 |
| EBITDA margin in \% | 12.2 | 11.3 |  | 14.1 | 14.2 |  |
| Operating earnings (EBIT I) | 51.7 | 38.6 | +33.9 | 224.2 | 202.1 | + 10.9 |
| Operating EBIT margin in \% | 7.7 | 6.2 |  | 10.1 | 9.6 |  |
| Earnings after market value changes (EBIT II) | 97.0 | 53.6 | + 81.0 | 329.4 | 221.9 | + 48.4 |
| Earnings before income taxes | 91.8 | 51.5 | + 78.3 | 318.1 | 214.7 | +48.2 |
| Earnings before income taxes, adjusted ${ }^{1)}$ | 46.5 | 36.5 | + 27.4 | 212.9 | 194.9 | + 9.2 |
| Group earnings after taxes | 60.1 | 33.3 | +80.5 | 208.0 | 138.1 | + 50.6 |
| Group earnings after taxes, adjusted ${ }^{1)}$ | 31.5 | 23.8 | +32.4 | 141.7 | 125.6 | + 12.8 |
| Gross cash flow | 63.2 | 60.4 | +4.6 | 251.9 | 237.5 | +6.1 |
| Net debt as of 30 Sept. ${ }^{2}$ | - | - | - | 648.7 | 184.3 | > 100.0 |
| Capital expenditure ${ }^{3)}$ | 33.2 | 28.2 | + 17.7 | 79.0 | 65.7 | + 20.2 |
| Depreciation and amortisation ${ }^{3)}$ | 29.8 | 31.5 | (5.4) | 89.6 | 95.2 | (5.9) |
| Earnings per share, adjusted ${ }^{1)}(€)$ | 0.76 | 0.56 | + 35.7 | 3.44 | 2.96 | + 16.2 |
| Gross cash flow per share ( $€$ ) | 1.53 | 1.42 | + 7.7 | 6.11 | 5.59 | + 9.3 |
| Book value per share as of 30 Sept. ${ }^{11}(€)$ | - | - | - | 24.16 | 22.97 | + 5.2 |
| Total number of shares as of 30 Sept. (million) | - | - | - | 41.25 | 42.50 | (2.9) |
| Outstanding shares as of 30 Sept. (million) ${ }^{4)}$ | - | - | - | 41.25 | 42.50 | (2.9) |
| Average number of shares (million) ${ }^{\text {s) }}$ | 41.25 | 42.50 | (2.9) | 41.23 | 42.50 | (3.0) |
| Employees as of 30 Sept. (number) ${ }^{\text {6 }}$ | - | - | - | 11,843 | 11,051 | + 7.2 |
| Average number of employees ${ }^{6}$ | 11,756 | 10,986 | + 7.0 | 11,231 | 11,018 | + 1.9 |
| Personnel expenses | 159.1 | 148.6 | + 7.1 | 492.0 | 482.1 | +2.1 |
| Closing price (XETRA) as of 30 Sept. ( $€$ ) | - | - | - | 63.20 | 58.74 | + 7.6 |
| Market capitalisation as of 30 Sept. | - | - | - | 2,607.0 | 2,496.5 | + 4.4 |
| Enterprise value as of 30 Sept. | - | - | - | 3,255.7 | 2,680.8 | + 21.4 |

1) adjusted for the effect of market value changes in exchange rate hedging transactions; a tax rate of $37.0 \%$ is assumed for adjusted group earnings.
2) including provisions for pensions and non-current mining obligations
3) for or in connection with intangible assets as well as property, plant and equipment.
4) total number of shares less the own shares held by $\mathrm{K}+\mathrm{S}$ on the reporting date.
5) total number of shares less the average number of own shares held by $K+S$ over the period.
6) total workforce including temporary employees (without students and interns), measured on full-time equivalent basis (FTE).

## Management Report

| Variance analysis in \% | Q3/06 | $9 \mathrm{M} / 06$ |
| :--- | :---: | :---: |
| Change in revenues | $+\mathbf{+ 7 . 7}$ | $\mathbf{+ 6 . 0}$ |
| - volume/structure | $(1.2)$ | $(0.2)$ |
| - prices | +4.5 | +4.2 |
| - exchange rates | $(0.9)$ | +0.4 |
| - consolidation | +5.3 | +1.6 |

## Macroeconomic environment

The economic development of the world economy continued to be robust in the third quarter too, although the pace of growth slowed down somewhat due to a cooling of the economy in the U.S.A. Growth in Asia remains high despite measures introduced by the Chinese government to cool the economy, and Europe is experiencing a strong economic upturn. While the prices for industrial raw materials have been stagnating since the middle of the year, the price for crude oil has meanwhile fallen to under US\$ 60 per barrel after having reached a high of almost US\$ 80, and is thus approximately on the same level as at the start of the year. During the third quarter, the US currency fluctuated in relation to the euro within a narrow range of USD/EUR 1.25 to 1.29 and was therefore well within the defined barriers of the options that we use to hedge the currency.

## Industry-specific conditions

Fertilizers and plant care business sector: The strong growth in the global economy, which is mainly the result of the upturn in the emerging countries, is also affecting the success of the K+S Group. The price increase of US\$ 25 per ton of potash fertilizer (MOP) for the Chinese market negotiated by our competitors at the end of July was a positive signal. The high volume outflow has stabilised the international volume and price structure for potash fertilizers and successfully counteracted the temporary price pressure that has occurred on a regional basis.

Salt business sector: The Western European salt market displayed stable development on the demand side. Fluctuations in consumption only had a moderate effect on the individual salt segments. In North America, the preparations for the coming de-icing salt winter business are underway; the current tenders had no significant effect on the market structure. The South American market for industrial salt and salt for chemical use is growing in accordance with population growth there and is additionally supported by the economic recovery of this economic area.

## Group legal structure

The SPL Group was fully consolidated for the first time as at 30 June 2006.

## Revenues rise by just under 8\% in the third quarter

At $€ 670.1$ million, third quarter revenues were up $€ 47.7$ million or just under $8 \%$ on the figure for the same period last year; the increase was caused by price factors in addition to the first-time consolidation of SPL. Given higher world market prices for potash fertilizers on a year-on-year basis, the Potash and Magnesium Products business segment was able to increase revenues substantially once again. Revenues for the remaining business segments further increased too, except for fertiva. Revenues for the first nine months rose mainly as a result of price factors, increasing by $€ 126.0$ million to $€ 2,225.7$ million. At $42 \%$, the Potash and Magnesium Products business segment accounted for the largest share of revenues.

Operating earnings rise by $34 \%$ in the third quarter
Operating earnings EBIT I, which are adjusted for the noncash changes in the market value of the foreign currency options that we use to hedge the US dollar, rose by $€ 13.1$ million or $34 \%$ to $€ 51.7$ million in the third quarter. Higher fertilizer prices, the positive effects of currency hedging, efficiency enhancements and strong early procurement of de-icing salt contributed to an improvement in all business segments. The sharp rise in energy and freight costs could be more than made up for overall. The EBIT I for the first nine months amounted to $€ 224.2$ million and was thus $€ 22.1$ million or $11 \%$ up on the same period last year.

## Market values of exchange rate hedging transactions clearly positive in the third quarter

Under IFRSs, changes in the market value of the double-barrier options that we use to hedge the US dollar exchange rate must be reported in the income statement. While foreign currency cash gains deriving from options already exercised are included in operating earnings EBIT I, we report noncash changes in market value of options that are still outstanding as reconciliation to EBIT II. Changes occurring in the market value of these options until they reach their maturity date are irrelevant for the operating success of $\mathrm{K}+\mathrm{S}$. By means of our active foreign currency management, we attain a hedge that is essentially retained until the exercise date.

In the third quarter of 2006, earnings after market value changes EBIT II rose by $€ 43.4$ million to $€ 97.0$ million. The market value levels on the reporting date depend on such factors as the USD/EUR spot rate, exchange rate volatility and option terms.

## Financial result lower after SPL acquisition

At $€$ (5.2) million, the third quarter financial result has decreased by $€ 3.1$ million compared with the same quarter a year ago. While the other financial result remained stable to a great extent, the interest on borrowings to be paid in connection with the SPL acquisition led to a reduction in the balance of interest. The financial result for the first nine months developed analogously; a decrease of $€ 4.1$ million to $€(11.3)$ million was posted here. Not only the interest expenses for pension provisions ( $9 \mathrm{M} / 2006$ : € (5.5) million) but also the interest expenses for other non-current provisions, essentially provisions for mining obligations (9M/2006: $€(10.4)$ million) are disclosed in the financial result; both are noncash. Further information can be found in the Notes.

## Adjusted earnings before and after taxes rise substantially in the third quarter

Given the limited economic meaningfulness as well as the significant range of fluctuation in the market values of our currency option transactions, we also report earnings before and after taxes adjusted for these effects. The adjusted earnings after taxes thus also take account of the impact of changes in market values on deferred taxes.

Third quarter adjusted earnings before taxes amounted to $€ 46.5$ million, which represents an increase of $€ 10.0$ million or $27 \%$ compared with a year ago. Because of the claiming of tax loss carryforwards and other factors, deferred income taxes are reported on a hypothetical basis, i.e. in the form of noncash taxes, under IFRSs. Of total income taxes of $€ 31.7$ million for the third quarter, more than one half was noncash. Further information on the income tax burden can be found in the Notes. Third quarter group earnings after taxes, adjusted for the effect of market value changes, amounted to $€ 31.5$ million, an increase of $€ 7.7$ million or $32 \%$. In the first nine months, adjusted group earnings rose by $€ 16.1$ million or $13 \%$ to $€ 141.7$ million. Information on earnings per share can be found in the Notes.

## Gross cash flow for the first nine months rises by $6 \%$

At € 251.9 million, gross cash flow in the first nine months, i.e. cash flow before changes in working capital, was up $6 \%$ on the figure for the same period last year ( $9 \mathrm{M} / 2005$ : € 237.5 million). The higher operating earnings could more than make up for increased income tax payments. Cash flow from operating activities amounted to $€ 200.7$ million and thus displayed a decrease of $€ 56.7$ million on the same period last year. The key factors in this regard were a greater reduction in operating liabilities and the increased utilisation of current provisions. As a result of the acquisition of SPL, cash flow used in investing activities in the first nine months was significantly higher than a year ago ( $€(379.6)$ million).

Revenues by business segment Jan. - Sept. 2006


Revenues by region
Jan. - Sept. 2006


## Management Report

As a result of the acquisition of SPL, free cash flow for the first nine months also fell significantly to $€(178.9)$ million, compared with $€ 197.3$ million a year ago. After adjustment for the acquisition payment it amounted to $€ 179.7$ million ( $9 \mathrm{M} / 2005$ : $€ 197.3$ million). The borrowing connected with the SPL acquisition resulted, also after dividend payment, in a positive cash flow from financing activities of $€ 124.2$ million; we have thus reported net indebtedness of $€ 648.7$ million as at 30 September 2006.

## Capital expenditure increased as expected by $18 \%$

Third quarter capital expenditure amounted to $€ 33.2$ million and was up $€ 5.0$ million or $18 \%$ on the same period last year. Most of the capital expenditure was accounted for by the Potash and Magnesium Products business segment, with a particular focus on the replacement and expansion of underground and above-ground infrastructure and energy-related capital expenditure. $€ 0.7$ million was accounted for by SPL, especially for expanding the capacity of the port. Capital expenditure for the first nine months amounted to $€ 79.0$ million; the increase of $€ 13.3$ million was mainly attributable to surpluses from the previous year.

Including the capital expenditure overhang, we expect the volume of capital expenditure for 2006 as a whole to amount to approximately $€ 150$ million. The main focuses are capital expenditures related to maintenance and minor optimisation measures in order to secure capacity. We expect depreciation charges to amount to just under $€ 130$ million.

Research and development costs were $€ 3.2$ million ( $\mathrm{Q} 3 / 2005$ : $€ 3.5$ million) for the third quarter, and at $€ 10.1$ million for the first nine months they were also up slightly on the figure for the same period last year of $€ 9.9$ million. We expect research and development expenditure of about $€ 13$ million for 2006.

## Headcount rises after SPL acquisition

As at 30 September 2006, a total of 11,843 people were employed by the K+S Group, of which 749 employees came from the salt producer SPL acquired mid-year. At the end of 2006, the headcount should be at the same level. There were 621 trainees as of 30 September 2006 - an increase of 33 trainees compared with a year ago.

Third quarter personnel expenses amounted to $€ 159.1$ million and were thus $7 \%$ up on the same period a year ago. The increase resulted primarily from the first-time consolidation of SPL and the increase in collective bargaining wage scales as of August 2006. For 2006 overall, we anticipate no more than a moderate percentage increase in personnel expenses despite the acquisition of SPL.

## Subsequent events

After the end of the reporting quarter, there were no significant changes in the economic conditions. When considering the industry environment it should be noted, that Russian potash producer Uralkali had to close its Berezniki I potash mine at the end of October due to an inflow of leach. Uralkali has reported that the loss of the mine will have the effect of reducing its output for 2007 by 1.2 million tons.

## Outlook for 2006 slightly improved

The favourable overall economic conditions described at the start of this report should also continue to apply over the remaining weeks of 2006. A fall in gas prices should also have a positive impact on the energy bill of the $\mathrm{K}+\mathrm{S}$ Group in the medium term.

On the agricultural markets, insufficient food production in relation to consumption should tend to lead to further decreases in warehouse inventories for agricultural products. The further price rises to be anticipated as a result of this may well force the use of mineral fertilizers. The trend for renewable raw materials is having additional favourable effects on the demand for fertilizers. Following the agreement arrived at with China and India during the price negotiations for potash fertilizers, the substantial reduction in warehouse inventories due to the high scale of deliveries should further stabilise the international price level. The salt business during the fourth quarter will depend largely on winter weather conditions. We are assuming average long-term sales values for both the European and the North American market.

Under these premises, the revenues of the K+S Group for 2006 should increase to between $€ 3.0$ billion and $€ 3.1$ billion (previous forecast: $€ 3.0$ billion; previous year: $€ 2.8$ billion); we expect the SPL contribution to revenues to be unchanged at a good $€ 100$ million. In the case of the operating earnings EBIT I of the K+S Group, we expect to generate between $€ 275$ million and $€ 285$ million (previously: $€ 265$ million to $€ 280$ million; previous year: $€ 250.9$ million), with SPL probably accounting for between $€ 12$ million and $€ 15$ million in the second half of 2006. The adjusted earnings after taxes should amount to between $€ 165$ million and $€ 175$ million (previously: $€ 160$ million to $€ 170$ million; previous year: $€ 161.3$ million), which would correspond to adjusted earnings per share of approximately $€ 4.00$ to $€ 4.25$ per share (previously: $€ 3.90$ to $€ 4.10$ per share; previous year: $€ 3.81$ per share).

We are also confident regarding 2007. The global revival in demand for potash fertilizers should have positive effects on the price level during a period of stagnating supply capacity. The sustained full utilisation of capacity in potash fertilizer production at $\mathrm{K}+\mathrm{S}$ calls for increased expenditure. Nonetheless, in the coming year, the operating earnings of the K+S Group should - subject to normal sales of de-icing salt on a long-term basis - come close to the very high level of 2006.

The Board of Executive Directors, 7 November 2006

Business Segments of the K+S Group

| Potash and Magnesium Products | July - Sept. (O3) |  |  | Jan. - Sept. (9M) |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| € million | 2006 | 2005 | $\%$ | 2006 | 2005 | $\%$ |
| Revenues | 288.3 | 261.4 | +10.3 | 943.3 | 880.0 | +7.2 |
| Earnings before interest, taxes, <br> depreciation and amortisation (EBITDA) |  |  |  |  |  |  |
| Operating earnings (EBIT I) | $\mathbf{5 7 . 7}$ | 52.5 | +9.9 | $\mathbf{1 7 9 . 7}$ | 177.7 | +1.1 |
| Operating EBIT margin in \% | 13.2 | 31.7 | +23.7 | $\mathbf{1 2 3 . 0}$ | 114.8 | +7.1 |
| Earnings after market value changes (EBIT II) | $\mathbf{8 2 . 4}$ | 42.1 |  | 13.0 | 13.0 |  |
| Capital expenditure | $\mathbf{2 4 . 4}$ | 18.8 | +80.7 | $\mathbf{2 2 5 . 2}$ | 134.3 | +67.7 |
| Employees as of 30 Sept. (number) | - | - | - | $\mathbf{7 . 5 6 6}$ | $\mathbf{7 , 2 5 3}$ | +4.3 |

After the positive conclusion of price negotiations with China and India at the end of July/start of August by our competitors, potash deliveries to these countries, which were suspended for a time, commenced again. From August onward, high sales caused most producers' global potash inventories to once again fall to a normal level. As a result, the international price level has stabilised.

Third quarter revenues for the Potash and Magnesium Products business segment rose by $10 \%$ to $€ 288.3$ million as a result of price and structural factors. In the case of potassium chloride, revenues increased by $7 \%$ to $€ 144.6$ million, mainly as a result of price factors. Positive changes in the sales structure also prompted revenues for fertilizer specialities to rise by $21 \%$ to $€ 103.6$ million. By contrast, revenues generated by industrial products fell slightly by $2 \%$; higher prices could not fully make up for effects on volume resulting from deliveries postponed to the following quarter. Business segment revenues for the first nine months attained $€ 943.3$ million, up by $7 \%$ because of higher prices.

At $€ 39.2$ million, operating earnings in the third quarter were up $€ 7.5$ million or just under $24 \%$ compared with the same period last year. Average prices for potash and magnesium products and the positive effects of currency hedging more than made up for markedly increased energy and freight costs. At $€ 123.0$ million, operating earnings achieved a $7 \%$ increase for the first nine months compared with the same period last year.

For 2006, we expect the Potash and Magnesium Products business segment to post higher revenues, mainly as a result of price factors. Despite higher energy costs, operating earnings should once again rise this year as a result of the more favourable US dollar hedging that is anticipated.

| COMPO | July - Sept. (03) |  |  | Jan. - Sept. (9M) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| € million | 2006 | 2005 | \% | 2006 | 2005 | \% |
| Revenues | 92.2 | 89.9 | + 2.6 | 435.5 | 433.9 | + 0.4 |
| Earnings before interest, taxes, depreciation and amortisation (EBITDA) | 2.0 | 0.9 | > 100.0 | 32.8 | 31.6 | + 3.8 |
| Operating earnings (EBITI) | (0.4) | (1.4) | + 71.4 | 25.6 | 24.2 | + 5.8 |
| Operating EBIT margin in \% | - | - |  | 5.9 | 5.6 |  |
| Earnings after market value changes (EBIT II) | (0.5) | (0.4) | (25.0) | 26.5 | 24.4 | + 8.6 |
| Capital expenditure | 3.0 | 3.1 | (3.2) | 6.5 | 6.6 | (1.5) |
| Employees as of 30 Sept. (number) | - | - | - | 1,253 | 1,286 | (2.6) |

The third quarter, traditionally weaker as a result of seasonal factors, passed positively overall; early stock-ing-up in both the professional and the consumer business has started very promisingly.

At $€ 92.2$ million, revenues for the third quarter were up just under $3 \%$ on the same period a year ago. At $€ 24.5$ million, revenues in the consumer segment were at about the same level as a year ago. Professional business revenues increased by $4 \%$ to about $€ 67.7$ million. The slight sales decreases in Europe could be more than offset by higher prices and significantly higher exports. At $€ 435.5$ million, business segment revenues for the first nine months were thus on the same level as a year ago.

It was possible to increase third quarter operating earnings by $€ 1.0$ million to $€(0.4)$ million. In addition to slightly higher revenues, this is also attributable to successes resulting from the efficiency enhancement measures already implemented last year. Operating earnings for the first nine months amounted to $€ 25.6$ million despite higher costs for raw material and were thus just under $6 \%$ up on the same period last year.

We expect to see a slight rise in revenues for 2006, mainly as a result of rising professional business sales in Latin America. Operating earnings should improve tangibly on the previous year, with further efficiency enhancements also helping in this respect.

| Change in revenues in \% | Q3/06 | $9 \mathrm{M} / 06$ |
| :--- | :---: | ---: |
| Potassium chloride | +7.2 | +6.5 |
| Fertilizer specialities | +21.0 | +7.3 |
| Industrial products | $(2.0)$ | +9.2 |

## Revenues by product group

Jan. - Sept. 2006


Fertilizer specialities 36.7\%
Industrial products 14.4\%

| Change in revenues in \% | Q3/06 | $9 \mathrm{M} / 06$ |
| :--- | ---: | ---: |
| Consumer business | $(1.3)$ | +3.9 |
| Professional/ <br> industrial business | +4.1 | $(1.7)$ |

## Revenues by segment

Jan. - Sept. 2006


## Business Segments of the K+S Group

| Change in revenues in \% | Q3/06 | $9 \mathrm{M} / 06$ |
| :--- | ---: | ---: |
| Complex fertilizers | $(28.0)$ | $(4.1)$ |
| Straight nitrogen fertilizers/ |  |  |
| Ammonium sulphate nitrate | $(2.1)$ | +1.4 |
| Ammonium sulphate | $(23.6)$ | $(12.8)$ |

Revenues by product group
Jan. - Sept. 2006


Straight nitrogen fertilizers/ Ammonium sulphate nitrate 46.7\%

Ammonium sulphate 19.7\%

| Change in revenues in \% | Q3/06 | $9 \mathrm{M} / 06$ |
| :--- | ---: | ---: |
| Food grade salt | +15.7 | +7.6 |
| Industrial salt | +36.4 | +15.4 |
| Salt for chemical use | +59.3 | +27.7 |
| De-icing salt | +70.3 | +31.4 |
| Other | $>100.0$ | +83.7 |

Revenues by product group
Jan. - Sept. 2006


De-icing salt $\mathbf{3 8 . 8 \%}$

| fertiva | July - Sept. (OZ3) |  |  |  | Jan. - Sept. (9M) |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| € million | 2006 | 2005 | $\%$ | 2006 | 2005 | $\%$ |  |
| Revenues | 143.8 | 170.1 | $(15.5)$ | 413.6 | 428.8 | $(3.5)$ |  |
| Earnings before interest, taxes, <br> depreciation and amortisation (EBITDA) |  |  |  |  |  |  |  |
| Operating earnings (EBIT I) | 5.8 | 2.7 | $>100.0$ | 14.9 | 13.6 | +9.6 |  |
| Operating EBIT margin in \% | 5.8 | 2.5 | $>100.0$ | 14.6 | 13.2 | +10.6 |  |
| Earnings after market value changes (EBIT II) | 4.0 | 1.5 |  | 3.5 | 3.1 |  |  |
| Capital expenditure | 5.8 | 2.5 | $>100.0$ | 14.6 | 13.2 | +10.6 |  |
| Employees as of 30 Sept. (number) | $\mathbf{0 . 0}$ | 0.1 | $(100.0)$ | $\mathbf{0 . 0}$ | 0.3 | $(100.0)$ |  |

As a result of high trade sector inventories, demand for nitrogenous fertilizers was moderate in the third quarter. Increased supply-driven pressure made it difficult to implement price increases. On the cost side, the price of the important raw material ammonia, which had fallen in the second quarter, stabilised on a significantly lower level compared with a year ago.

At $€ 143.8$ million, business segment revenues were just under $16 \%$ below the level of the same period a year ago due to volume factors. In the case of complex fertilizers, higher prices could not make up for volume declines, prompting a fall in revenues of $28 \%$ to $€ 41.8$ million. By contrast, in the straight nitrogen fertilizer segment decreases in sales in Europe were almost offset fully by significant price increases, so that revenues only fell by $2 \%$ to $€ 74.7$ million. In the case of ammonium sulphate, a drop in sales and prices in the overseas business led to a decrease in revenues of $24 \%$ to $€ 27.3$ million. At $€ 413.6$ million, revenues for the first nine months were just under $4 \%$ below the level for the same period a year ago due to volume factors.

At $€ 5.8$ million, operating earnings in the third quarter were up $€ 3.3$ million and thus more than doubled compared with the same period last year. Above all, lower costs caused margins to improve significantly. Operating earnings for the first nine months amounted to $€ 14.6$ million, just under $11 \%$ up on the same period last year.

We expect revenues to increase slightly in 2006 as a result of higher average prices for nitrogenous fertilizers. As a result of the currently lower ammonia price, we expect better margins than originally anticipated. This should lead to a further increase in operating earnings compared with the already good figure of a year ago.

| Salt (2006: incl. SPL since 1 July; 2005: without SPL) | July - Sept. (O3) |  |  | Jan. - Sept. (9M) |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| million € | 2006 | 2005 | $\%$ | 2006 | 2005 | $\%$ |
| Revenues | 115.5 | 75.1 | +53.8 | 340.9 | 276.4 | +23.3 |
| Earnings before interest, taxes, <br> depreciation and amortisation (EBITDA) |  |  |  |  |  |  |
| Operating earnings (EBIT I) | 13.9 | 10.0 | +39.0 | $\mathbf{7 2 . 8}$ | 61.5 | +18.4 |
| Operating EBIT margin in \% | $\mathbf{7 . 7}$ | 4.4 | +75.0 | 55.6 | 45.3 | +22.7 |
| Earnings after market value changes (EBIT II) | 6.7 | 5.9 |  | 16.3 | 16.4 |  |
| Capital expenditure | 9.8 | 4.4 | $>100.0$ | 57.7 | 45.3 | +27.4 |
| Employees as of 30 Sept. (number) | $\mathbf{3 . 5}$ | 2.9 | +20.7 | 11.7 | 7.2 | +62.5 |

SPL was consolidated for the first time as at 1 July 2006; the figures for last year are not comparable.
The Western European salt market remained stable. The favourable development of demand made it possible to implement price increases and thus largely pass on the significant rise in costs. On the North American de-icing salt market, we maintained our market share in connection to current contract awards, and it was possible to increase the price level slightly.

For the third quarter, the increase in revenues of $€ 40.4$ million to $€ 115.5$ million largely resulted from the first-time consolidation of SPL. Adjusted for this effect, revenues rose by $€ 7.3$ million as a result of volume factors. In the case of food grade and industrial salts, revenues were at $€ 21.9$ million and $€ 40.3$ million respectively; the growth in these two segments was mainly due to consolidation factors. Regarding salt for chemical use, positive price and volume factors in addition to consolidation effects produced an increase in revenues of $59 \%$ to $€ 11.0$ million. De-icing salt revenues profited from the first-time consolidation of SPL as well as larger early purchasing in Europe and rose by $70 \%$ to $€ 30.2$ million. At $€ 340.9$ million, revenues for the first nine months rose by $€ 64.5$ million. Without SPL, the increase would have been $€ 31.5$ million.

Third quarter operating earnings increased by $€ 3.3$ million to $€ 7.7$ million; SPL achieved balanced operating earnings before write-downs totalling $€ 0.6$ million resulting from purchase price allocation due to IFRSs. In the Salt business segment, operating earnings for the first nine months increased by $23 \%$ to $€ 55.6$ million owing to the very good de-icing salt business at the start of the year.

Assuming a normal winter in the fourth quarter in Europe and the U.S.A., we expect significantly higher revenues for the whole of 2006 due to the first-time consolidation of SPL. Operating earnings should also exceed the previous year's earnings by the effect of consolidation.

| Waste Management and Recycling | July - Sept. (O3) |  |  | Jan. - Sept. (9M) |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| € million | 2006 | 2005 | $\%$ | 2006 | 2005 | $\%$ |
| Revenues | 16.6 | 13.7 | +21.2 | 51.3 | 41.0 | +25.1 |
| Earnings before interest, taxes, |  |  |  |  |  |  |
| depreciation and amortisation (EBITDA) | 3.6 | 2.4 | +50.0 | 12.2 | 8.4 | +45.2 |
| Operating earnings (EBIT I) | $\mathbf{2 . 9}$ | 1.8 | +61.1 | 10.2 | 6.5 | +56.9 |
| Operating EBIT margin in \% | 17.5 | 13.1 |  | 19.9 | 15.9 |  |
| Earnings after market value changes (EBIT II) | 2.9 | 1.8 | +61.1 | 10.2 | 6.5 | +56.9 |
| Capital expenditure | $\mathbf{0 . 6}$ | 1.1 | $(45.5)$ | $\mathbf{2 . 2}$ | 1.6 | +37.5 |
| Employees as of 30 Sept. (number) | - | - | - | $\mathbf{3 4}$ | 35 | $(1.8)$ |

Waste reutilisation reflected the continued positive effects of the more stringent legal requirements that have applied to the treatment of domestic waste since 2005. By contrast, the disposal business continued to experience very intense competition. The aluminium recycling business continued to develop favourably, with recycling capacities fully utilised.

During the quarter under review, revenues rose by $21 \%$ to $€ 16.6$ million as a result of volume and price factors. At $€ 2.5$ million, revenues generated by underground disposal were slightly higher than for the same period a year ago; the increased retrieval of recyclable waste and slight price increases offset a small decline in demand for storage. We achieved revenue growth of $15 \%$ to $€ 7.5$ million in the case of underground waste reutilisation, especially of flue gas cleaning residues, with the increase driven both by volume and price factors. Continued higher prices for aluminium granulate and volume increases in construction material recycling caused recycling business revenues to rise by $€ 1.8$ million or $38 \%$ to $€ 6.7$ million. For the first nine months, the business segment achieved an increase in revenues of $€ 10.2$ million or $25 \%$ to $€ 51.3$ million.

Third quarter operating earnings rose by $€ 1.1$ million or $61 \%$ to $€ 2.9$ million as a result of the positive trends in aluminium recycling and the reutilisation business. At $€ 10.2$ million, the business segment achieved a $57 \%$ increase in operating earnings for the first nine months compared with the same period last year.

For 2006, we expect revenues to increase significantly on the previous year, because of higher prices for aluminium granulate and growth in reutilisation of flue gas cleaning residues. Like the development of revenues, we expect that operating earnings will increase tangibly.

| Services and Trading | July - Sept. (O3) |  |  | Jan. - Sept. (9M) |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| € million | 2006 | 2005 | $\%$ | 2006 | 2005 | $\%$ |
| Revenues | 13.7 | 12.2 | +12.3 | 41.1 | 39.6 | +3.8 |
| Earnings before interest, taxes, |  |  |  |  |  |  |
| depreciation and amortisation (EBITDA) | 8.4 | 7.1 | +18.3 | 24.9 | 21.8 | +14.2 |
| Operating earnings (EBIT I) | 6.8 | 5.6 | +21.4 | 20.4 | 17.3 | +17.9 |
| Operating EBIT margin in \% | 49.6 | 45.9 |  | 49.6 | 43.7 |  |
| Earnings after market value changes (EBIT II) | 6.8 | 5.6 | +21.4 | 20.4 | 17.3 | +17.9 |
| Capital expenditure | 1.8 | 1.7 | +5.9 | 4.2 | 5.2 | $(19.2)$ |
| Employees as of 30 Sept. (number) | - | - | - | 405 | 394 | +2.9 |

Services and Trading business segment revenues rose by $12 \%$ to $€ 13.7$ million in the third quarter of 2006 . The intra-group revenues deriving from services rendered to $\mathrm{K}+\mathrm{S}$ Group companies, especially in the case of logistics, are not included in this figure.

In the logistics area, revenues totalled $€ 4.3$ million and were thus up $9 \%$ on the same period last year, primarily as a result of structural factors. Revenues for IT and analytical services ( $£ 1.4$ million) were up $€ 0.4$ million on the same period last year as a result of additional orders in the analytical services area. With the CATSAN® business performing well as a result of volume factors, it was possible to increase revenues by $€ 0.6$ million to $€ 6.7$ million in the granulation area. Also in the case of the trading business, it proved possible to increase revenues slightly by $€ 0.2$ million to $€ 1.4$ million. At $€ 41.1$ million, business segment revenues for the first nine months were therefore up just under 4\% on the figure of a year ago.

At $€ 6.8$ million, operating earnings in the third quarter resulted in an increase of $€ 1.2$ million or $21 \%$ compared with the same period last year; this is mainly attributable to higher contributions to earnings from the logistics and granulation businesses. The key factors in increased operating earnings for logistics were a stronger freight business, an increase in product handling and higher exports for the Potash and Magnesium Products business segment. From January to September, the business segment was able to boost operating earnings by $18 \%$ to $€ 20.4$ million compared with the same period a year ago.

For financial year 2006, we expect revenues in the Services and Trading business segment to attain last year's level, while operating earnings should post a gain.

| Change in revenues in \% | Q3/06 | 9M/06 |
| :--- | ---: | ---: |
| Disposal | +2.7 | +2.4 |
| Reutilisation | +14.7 | +26.6 |
| Recycling | +37.8 | +34.4 |

## Revenues by segment

Jan. - Sept. 2006


Recycling 40.3\%

| Change in revenues in \% | Q3/06 | $9 \mathrm{M} / 06$ |
| :--- | ---: | ---: |
| Granulation | +9.4 | +10.6 |
| Logistics | +15.2 | $(17.3)$ |
| Trading | +8.6 | $(1.0)$ |
| IT, analytical services | +44.4 | +29.6 |

Revenues by segment
Jan. - Sept. 2006


## Financial Section

Explanatory notes; structural changes
The interim reports of the $\mathrm{K}+\mathrm{S}$ Group have been prepared in accordance with International Financial Reporting Standards (IFRSS) since 2005. The valuation principles applied in these quarterly financial statements correspond to those applied to the corresponding period. The interim figures are unaudited.

As a result of the SPL acquisition, the scope of consolidation as of 30 June 2006 was extended to include 18 companies for the first time; they are included in group earnings as of the third quarter.

| Group income statement | July - Sept. (Q3) |  | Jan. - Sept. (9M) |  |
| :---: | :---: | :---: | :---: | :---: |
| € million | 2006 | 2005 | 2006 | 2005 |
| Revenues | 670.1 | 622.4 | 2,225.7 | 2,099.7 |
| Cost of sales | 455.8 | 421.0 | 1,453.9 | 1,371.3 |
| Gross profit | 214.3 | 201.4 | 771.8 | 728.4 |
| Gross margin in \% | 32.0 | 32.4 | 34.7 | 34.7 |
| Selling expenses | 156.5 | 143.6 | 521.2 | 494.8 |
| of which freight costs | 95.1 | 90.6 | 310.2 | 288.0 |
| General and administrative expenses | 21.0 | 17.6 | 58.7 | 53.6 |
| Research and development costs | 3.2 | 3.5 | 10.1 | 9.9 |
| Other operating income/expenses | 17.5 | 1.0 | 40.7 | 27.5 |
| Income from investments, net | 0.6 | 0.9 | 1.7 | 4.5 |
| Operating earnings (EBIT I) | 51.7 | 38.6 | 224.2 | 202.1 |
| Operating EBIT margin in \% | 7.7 | 6.2 | 10.1 | 9.6 |
| Market value changes from exchange rate hedging transactions | 45.3 | 15.0 | 105.2 | 19.8 |
| Earnings after market value changes (EBIT II) | 97.0 | 53.6 | 329.4 | 221.9 |
| Interest income, net | (7.4) | (4.5) | (16.6) | (13.4) |
| Other financial result | 2.2 | 2.4 | 5.3 | 6.2 |
| Financial result | (5.2) | (2.1) | (11.3) | (7.2) |
| Earnings before income taxes | 91.8 | 51.5 | 318.1 | 214.7 |
| Earnings before income taxes, adjusted* | 46.5 | 36.5 | 212.9 | 194.9 |
| Taxes on income | 31.7 | 18.2 | 110.1 | 76.6 |
| of which deferred taxes | 18.8 | 13.1 | 59.5 | 35.2 |
| Earnings after taxes | 60.1 | 33.3 | 208.0 | 138.1 |
| Minority interests in earnings | 0.0 | 0.0 | 0.0 | 0.0 |
| Group earnings after taxes and minority interests | 60.1 | 33.3 | 208.0 | 138.1 |
| Elimination of market value changes | (28.6) | (9.5) | (66.3) | (12.5) |
| Group earnings after taxes, adjusted* | 31.5 | 23.8 | 141.7 | 125.6 |
| Earnings per share in $€$ (undiluted $\xlongequal{\wedge}$ diluted) | 1.46 | 0.78 | 5.04 | 3.25 |
| Earnings per share in $€$, adjusted* | 0.76 | 0.56 | 3.44 | 2.96 |
| Average number of shares (million) | 41.25 | 42.50 | 41.23 | 42.50 |

* Adjusted for the effect of market value changes in exchange rate hedging transactions; a tax rate of $37.0 \%$ is assumed for adjusted group earnings.

| Statement of changes in equity | Subscribed capital | Additional paidin capital | Profit retained/ revenue reserves | Differences from foreign currency translation | Fair value reserve | Minority interests | Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| € million |  |  |  |  |  |  |  |
| Balance as of 1 January 2006 | 108.8 | 8.7 | 804.6 | (0.2) | 20.2 | 0.1 | 942.2 |
| Dividend for previous year | - | - | (74.3) | - | - | - | (74.3) |
| Earnings after taxes for the period | - | - | 208.0 | - | - | 0.0 | 208.0 |
| Cancellation of own shares | - | - | - | - | - | - | 0.0 |
| Subscription of employee shares | - | (3.8) | - | - | - | - | (3.8) |
| Market value of securities | - | - | - | - | 5.5 | - | 5.5 |
| Consolidation effects | - | 0.1 | 0.0 | 2.2 | - | 0.9 | 3.2 |
| Other neutral changes | - | - | 2.2 | 0.1 | (9.4) | - | (7.1) |
| Balance as of 30 September 2006 | 108.8 | 5.0 | 940.5 | 2.1 | 16.3 | 1.0 | 1,073.7 |
| Balance as of 1 January 2005 | 108.8 | 4.7 | 756.3 | (1.4) | 16.0 | - | 884.4 |
| Dividend for previous year | - | - | (55.3) | - | - | - | (55.3) |
| Earnings after taxes for the period | - | - | 138.1 | - | - | - | 138.1 |
| Market value of securities | - | - | - | - | 5.8 | - | 5.8 |
| Consolidation effects | - | 0.0 | - | - | - | - | 0.0 |
| Other neutral changes | - | - | 3.2 | (0.8) | 10.8 | - | 13.2 |
| Balance as of 30 September 2005 | 108.8 | 4.7 | 842.3 | (2.2) | 32.6 | - | 986.2 |


| Balance sheet - assets |  |  |  |
| :---: | :---: | :---: | :---: |
| € million | 30.09.2006 | 30.09.2005 | 31.12.2005 |
| Intangible assets | 473.7 | 99.4 | 82.2 |
| of which goodwill from acquisitions | 103.1 | 13.9 | 13.9 |
| Property, plant and equipment | 815.6 | 794.3 | 791.9 |
| Investment properties | 8.6 | 11.1 | 11.2 |
| Financial assets | 18.6 | 19.7 | 19.3 |
| Receivables and other assets | 4.3 | 3.4 | 2.0 |
| Securities | 39.5 | 54.4 | 56.0 |
| Deferred tax assets | 39.7 | 71.7 | 58.2 |
| Non-current assets | 1,400.0 | 1,054.0 | 1,020.8 |
| Inventories | 323.7 | 249.7 | 281.3 |
| Accounts receivable - trade | 563.6 | 494.2 | 598.2 |
| Other receivables and assets | 305.8 | 204.4 | 206.2 |
| of which derivative financial instruments | 219.8 | 139.0 | 120.9 |
| Recoverable income taxes | 11.6 | 2.7 | 2.6 |
| Securities | 71.9 | 79.2 | 76.0 |
| Cash and cash equivalents | 49.4 | 217.2 | 74.0 |
| Current assets | 1,326.0 | 1,247.4 | 1,238.3 |
| ASSETS | 2,726.0 | 2,301.4 | 2,259.1 |


| Balance sheet - equity and liabilities |  |  |  |
| :---: | :---: | :---: | :---: |
| € million | 30.09.2006 | 30.09.2005 | 31.12.2005 |
| Subscribed capital | 108.8 | 108.8 | 108.8 |
| Additional paid-in capital | 5.0 | 4.7 | 8.7 |
| Other revenue reserves and profit retained | 958.9 | 872.7 | 824.6 |
| Minority interests | 1.0 | - | 0.0 |
| Equity | 1,073.7 | 986.2 | 942.1 |
| Bank loans and overdrafts | 160.3 | 21.3 | 6.0 |
| Other liabilities | 12.5 | 9.7 | 10.8 |
| Provisions for pensions and similar obligations | 172.1 | 176.2 | 171.7 |
| Provisions for mining obligations | 327.8 | 325.3 | 324.9 |
| Other provisions | 127.9 | 104.5 | 138.0 |
| Deferred taxes | 110.5 | 29.5 | 13.7 |
| Non-current debt | 911.1 | 666.5 | 665.1 |
| Bank loans and overdrafts | 145.2 | 8.7 | 23.5 |
| Accounts payable - trade | 303.8 | 309.8 | 354.0 |
| Other liabilities | 61.1 | 103.8 | 72.2 |
| of which derivative financial instruments | 16.9 | 43.4 | 27.7 |
| Income tax liabilities | 29.3 | 29.5 | 19.9 |
| Provisions | 201.8 | 196.9 | 182.3 |
| Current liabilities | 741.2 | 648.7 | 651.9 |
| EQUITY AND LIABILITIES | 2,726.0 | 2,301.4 | 2,259.1 |


| Net debt | July - Sept. (O3) |  | Jan. - Sept. (9M) |  |
| :--- | ---: | ---: | ---: | ---: |
| € million | 2006 | 2005 | 2006 | 2005 |
| Net debt at the beginning of the period | $(739.2)$ | $(314.9)$ | $(324.0)$ | $(333.1)$ |
| Cash and cash equivalents | 49.4 | 217.2 | 49.4 | 217.2 |
| Liabilities due to banks < 3 months | $(30.2)$ | - | $(30.2)$ | - |
| Cash invested with affiliated companies* | - | - | - | - |
| Cash received from affiliated companies* | $(4.1)$ | $(3.6)$ | $(4.1)$ | $(3.6)$ |
| Net cash and cash equivalents as of 30 September | 15.1 | 213.6 | 15.1 | 213.6 |
| Securities | 111.4 | 133.6 | 111.4 | 133.6 |
| Liabilities due to banks > 3 months | $(275.3)$ | $(30.0)$ | $(275.3)$ | $(30.0)$ |
| Provisions for pensions and similar obligations | $(172.1)$ | $(176.2)$ | $(172.1)$ | $(176.2)$ |
| Provisions for mining obligations | $(327.8)$ | $(325.3)$ | $(327.8)$ | $(325.3)$ |
| Net debt as of 30 September | $(648.7)$ | $(184.3)$ | $(648.7)$ | $(184.3)$ |

[^0]
## Financial Section

| Cash flow statement | July - Sept. (03) |  | Jan. - Sept. (9M) |  |
| :---: | :---: | :---: | :---: | :---: |
| € million | 2006 | 2005 | 2006 | 2005 |
| Operating earnings (EBIT I) | 51.7 | 38.6 | 224.2 | 202.1 |
| Depreciation and amortisation on fixed assets* | 29.8 | 31.5 | 89.6 | 95.2 |
| Release of negative consolidation differences | - | - | - | (1.8) |
| Decrease(-)/increase(+) in non-current provisions (without interest rate effects) | (2.7) | (4.3) | (19.4) | (21.6) |
| Interest received, dividends and similar income | 2.0 | 2.5 | 7.5 | 7.1 |
| Losses(-)/gains(+) realised on the disposal of financial assets, investment properties and securities | 0.6 | 0.9 | 17.4 | 3.9 |
| Interest paid | (4.9) | (1.3) | (8.0) | (3.5) |
| Other financing expenses | (0.3) | - | (8.7) | - |
| Income tax paid | (13.0) | (5.0) | (50.7) | (41.4) |
| Other noncash expenses(+)/income(-) | - | (2.5) | - | (2.5) |
| Gross cash flow | 63.2 | 60.4 | 251.9 | 237.5 |
| Gain(-)/loss(+) on disposals of fixed assets | 0.0 | (0.7) | (18.6) | (5.2) |
| Increase(-)/decrease(+) in inventories | (7.8) | (12.0) | 12.8 | 5.0 |
| Increase(-)/decrease(+) in receivables and other assets from operating activities | 69.6 | 70.6 | 51.1 | (25.7) |
| of which derivative financial instruments | (5.3) | (40.1) | 3.6 | (68.6) |
| Decrease(-)/increase(+) in liabilities from operating activities | (22.8) | 47.4 | (84.8) | 24.9 |
| of which derivative financial instruments | (2.5) | 9.4 | (7.7) | 12.0 |
| Decrease(-)/increase(+) in current provisions | 2.4 | (15.5) | (6.9) | 24.3 |
| Out-financing of provisions | (2.2) | (3.5) | (4.8) | (3.4) |
| Cash flow provided by(+)/used in(-) operating activities | 102.4 | 146.7 | 200.7 | 257.4 |
| Proceeds from disposals of fixed assets | 6.0 | 1.7 | 21.5 | 6.6 |
| Disbursements for intangible assets | (1.3) | (0.9) | (3.1) | (2.8) |
| Disbursements for property, plant and equipment | (31.9) | (27.3) | (75.8) | (63.3) |
| Disbursements for financial assets | 0.0 | (0.1) | (0.1) | (0.3) |
| Disbursements for acquisition of consolidated companies | 1.2 | - | (358.6) | - |
| Proceeds from sale/disbursements for acquisition of securities | (1.3) | 1.6 | 36.5 | (0.3) |
| Cash flow used in investing activities | (27.3) | (25.0) | (379.6) | (60.1) |
| Free cash flow | 75.1 | 121.7 | (178.9) | 197.3 |
| Payment of dividend | - | - | (74.3) | (55.3) |
| Taking out(+)/repayment of(-) loans | (33.6) | 6.4 | 198.5 | 9.4 |
| Cash flow provided by(+)/used in(-) financing activities | (33.6) | 6.4 | 124.2 | (45.9) |
|  |  |  |  |  |
| Change in cash and cash equivalents affecting cash flow | 41.5 | 128.1 | (54.7) | 151.4 |
| Changes from consolidation | - | 1.9 | - | 0.4 |
| Change in cash and cash equivalents | 41.5 | 130.0 | (54.7) | 151.8 |

* on intangible assets as well as property, plant and equipment


## Notes

## Seasonal factors

There are seasonal differences over the course of the year that affect sales of fertilizers and salt products. In the case of fertilizers, we generally attain our highest revenues in the first half of the year because of the use of fertilizers in Europe during the spring. This effect can either be enhanced or diminished by overseas sales. Sales of salt products - especially of de-icing salt - largely depend on winter weather conditions during the first and fourth quarters.

In the aggregate, both these effects mean that revenues and earnings in particular are greatest during the first half of the year.

## Geographical breakdown of revenues

In addition to the chart showing the geographical breakdown of $\mathrm{K}+\mathrm{S}$ Group revenues as shown in the Management Report, the following table shows revenues, volume and average prices for our largest business segment, Potash and Magnesium Products


* Revenues include prices both inclusive and exclusive of freight costs and are based on the respective USD/EUR spot exchange rates in the case of overseas revenues Hedging transactions have been concluded for most of the revenues, enabling us to achieve more attractive EUR revenues than indicated here. These effects are included in other operating income. The information on prices is to be understood solely as providing a rough indication.


## Foreign currency result in EBIT

Exchange rates are generally hedged using double-barrier options. The terms of the derivatives employed vary and extend until the end of 2009. It should be noted that hedging transactions are only effective as long as the USD/EUR spot rate remains within agreed barriers. If need be, these can be adjusted by paying additional premiums. For 2006, they currently lie between USD/EUR 1.12 and USD/EUR 1.35.

We have hedged a total of USD 500 million for 2006 (2005: USD 480 million). Average hedged rates per quarter for the Potash and Magnesium Products business segment are as follows:

| Potash and Magnesium Products Business Segment | Q1/05 | Q2/05 | Q3/05 | O4/05 | 2005 | Q1/06 | Q2/06 | Q3/06 | Q4/06e | 2006e |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| USD/EUR hedged rate after premiums* | 1.17 | 1.17 | 1.14 | 1.12 | 1.15 | 1.13 | 1.09 | 1.06 | 1.05 | 1.07 |
| Average USD/EUR spot rate | 1.31 | 1.26 | 1.22 | 1.19 | 1.24 | 1.20 | 1.26 | 1.27 | - | - |

[^1]
## Notes

| Financial result | $\mathrm{Q} 3 / 06$ | $\mathrm{Q} 3 / 05$ | $9 \mathrm{M} / 06$ | $9 \mathrm{M} / 05$ |
| :--- | ---: | ---: | ---: | ---: |
| $€$ million | 2.0 | 2.5 | 7.5 | 7.1 |
| Interest income | $(9.4)$ | $(7.0)$ | $(24.1)$ | $(20.5)$ |
| Interest expense | $(0.9)$ | $(2.4)$ | $(5.5)$ | $(7.1)$ |
| of which interest expense for pension provisions | $(3.5)$ | $(3.4)$ | $(10.4)$ | $(10.0)$ |
| of which interest expense for provisions for mining obligations | $(7.4)$ | $(4.5)$ | $(16.6)$ | $(13.4)$ |
| Interest income, net | $(0.3)$ | 0.0 | $(8.7)$ | 0.0 |
| Other financing costs | 0.6 | 1.0 | 17.4 | 4.0 |
| Income from the disposal of financial investments | 1.9 | 1.4 | $(3.4)$ | 2.2 |
| Income from the measuring of financial assets at market value | $\mathbf{2 . 2}$ | 2.4 | $\mathbf{5 . 3}$ | 6.2 |
| Other financial result | $\mathbf{( 5 . 2 )}$ | $(2.1)$ | $\mathbf{( 1 1 . 3 )}$ | $(7.2)$ |
| Financial result |  |  |  |  |

The actuarial valuation of pension provisions is performed using the projected unit credit method in accordance with IAS 19. The following parameters were applied in computing pension provisions:

| - Trend in salary increases: | $1.5 \%$ |
| :--- | :--- |
| - Trend in pension increases: | $1.5 \%$ |
| - Discount factor: | $4.6 \%$ |

- Discount factor: $4.6 \%$

The following parameters were taken into account in computing a large portion of the provisions for mining obligations:

- Trend in price increases: $1.5 \%$
- Discount factor: $5.0 \%$

| Taxes on income | Q3/06 | Q3/05 | $9 \mathrm{M} / 06$ | $9 \mathrm{M} / 05$ |
| :--- | ---: | ---: | ---: | ---: |
| € million | 3.5 | 2.4 | 16.6 | 12.1 |
| Corporation tax | 8.2 | 4.4 | 28.3 | 22.3 |
| Trade tax on income | 1.2 | $(1.7)$ | 5.7 | 7.0 |
| Foreign income taxes | 18.8 | 13.1 | 59.5 | 35.2 |
| Deferred taxes | 31.7 | 18.2 | $\mathbf{1 1 0 . 1}$ | 76.6 |
| Taxes on income |  |  |  |  |

Noncash deferred taxes result from tax loss carryforwards as well as other temporary tax-related measurement differences, especially changes in the market value of our options.

## Earnings per share

The undiluted, adjusted earnings per share are determined by dividing the adjusted group earnings after tax and minority interests by the weighted-average number of shares outstanding during the reporting period. As the conditions that could lead to a dilution of the earnings per share are not currently fulfilled at $\mathrm{K}+\mathrm{S}$, the undiluted earnings per share correspond to the diluted earnings per share. Moreover, the earnings per share correspond to completely continuing operations; there were neither discontinued operations nor balance sheet changes to be taken into consideration.

For the quarter under review, adjusted earnings per share amounted to $€ 0.76$ and were thus significantly above the figure for a year ago ( $€ 0.56$ ). This figure has been calculated on the basis of their being an average number of 41.25 million no-par value shares outstanding during the reporting period (previous year: 42.5 million no-par value shares). In the first nine months, it was possible to achieve an increase in adjusted earnings per share of $16 \%$ to $€ 3.44$ ( $9 \mathrm{M} / 2005$ : $€ 2.96$ ); this figure has been calculated on the basis of 41.23 million no-par value shares for the reporting period (previous year: 42.5 million no-par value shares).

As at 30 September 2006, we held no shares of our own; the total number of $\mathrm{K}+\mathrm{S}$ Group shares outstanding at the end of September amounted to 41.25 million no-par value shares.

## Contingent liabilities

There have been no significant changes in contingent liabilities in relation to the annual financial statements for 2005 and they can be classified as immaterial overall.

## Summary by Quarter

| Revenues and operating earnings (IFRSs) | 2005 |  |  |  |  |  | 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| € million | Q1 | Q2 | Q3 | 9M | Q4 | 2005 | Q1 | Q2 | Q3 | 9 M |
| Potash and Magnesium Products | 312.2 | 306.4 | 261.4 | 880.0 | 317.2 | 1,197.2 | 336.0 | 319.0 | 288.3 | 943.3 |
| COMPO | 199.2 | 144.8 | 89.9 | 433.9 | 107.8 | 541.7 | 197.7 | 145.6 | 92.2 | 435.5 |
| fertiva | 120.4 | 138.3 | 170.1 | 428.8 | 139.5 | 568.3 | 132.2 | 137.6 | 143.8 | 413.6 |
| Salt | 136.1 | 65.2 | 75.1 | 276.4 | 121.6 | 398.0 | 157.7 | 67.7 | 115.5 | 340.9 |
| Waste Management and Recycling | 12.5 | 14.8 | 13.7 | 41.0 | 15.0 | 56.0 | 17.0 | 17.7 | 16.6 | 51.3 |
| Services and Trading | 14.7 | 12.7 | 12.2 | 39.6 | 14.9 | 54.5 | 14.9 | 12.5 | 13.7 | 41.1 |
| K+S Group revenues | 795.1 | 682.2 | 622.4 | 2,099.7 | 716.0 | 2,815.7 | 855.5 | 700.1 | 670.1 | 2,225.7 |
| Potash and Magnesium Products | 36.7 | 46.4 | 31.7 | 114.8 | 37.0 | 151.8 | 42.1 | 41.7 | 39.2 | 123.0 |
| COMPO | 18.3 | 7.3 | (1.4) | 24.2 | 0.8 | 25.0 | 16.3 | 9.7 | (0.4) | 25.6 |
| fertiva | 5.4 | 5.3 | 2.5 | 13.2 | 1.6 | 14.8 | 3.8 | 5.0 | 5.8 | 14.6 |
| Salt | 38.9 | 2.0 | 4.4 | 45.3 | 17.4 | 62.7 | 47.5 | 0.4 | 7.7 | 55.6 |
| Waste Management and Recycling | 1.5 | 3.2 | 1.8 | 6.5 | 1.6 | 8.1 | 3.6 | 3.7 | 2.9 | 10.2 |
| Services and Trading | 6.1 | 5.6 | 5.6 | 17.3 | 2.8 | 20.1 | 7.3 | 6.3 | 6.8 | 20.4 |
| Reconciliation | (7.5) | (5.7) | (6.0) | (19.2) | (12.4) | (31.6) | (7.5) | (7.4) | (10.3) | (25.2) |
| K+S Group EBIT I | 99.4 | 64.1 | 38.6 | 202.1 | 48.8 | 250.9 | 113.1 | 59.4 | 51.7 | 224.2 |


| Income statements (IFRSs) | 2005 |  |  |  |  |  | 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| € million | Q1 | Q2 | Q3 | 9M | Q4 | 2005 | Q1 | Q2 | Q3 | 9M |
| Revenues | 795.1 | 682.2 | 622.4 | 2,099.7 | 716.0 | 2,815.7 | 855.5 | 700.1 | 670.1 | 2,225.7 |
| Cost of sales | 498.4 | 451.9 | 421.0 | 1,371.3 | 439.9 | 1,811.2 | 519.6 | 478.5 | 455.8 | 1,453.9 |
| Gross profit | 296.7 | 230.3 | 201.4 | 728.4 | 276.1 | 1,004.5 | 335.9 | 221.6 | 214.3 | 771.8 |
| Selling expenses | 186.5 | 164.7 | 143.6 | 494.8 | 178.2 | 673.0 | 201.2 | 163.5 | 156.5 | 521.2 |
| General and administrative expenses | 17.5 | 18.5 | 17.6 | 53.6 | 18.1 | 71.7 | 17.6 | 20.1 | 21.0 | 58.7 |
| Research and development costs | 3.2 | 3.2 | 3.5 | 9.9 | 3.1 | 13.0 | 3.1 | 3.8 | 3.2 | 10.1 |
| Other operating income/expenses | 9.9 | 16.6 | 1.0 | 27.5 | (32.5) | (5.0) | (1.2) | 24.4 | 17.5 | 40.7 |
| Income from investments, net | 0.0 | 3.6 | 0.9 | 4.5 | 4.6 | 9.1 | 0.3 | 0.8 | 0.6 | 1.7 |
| Operating earnings (EBIT I) | 99.4 | 64.1 | 38.6 | 202.1 | 48.8 | 250.9 | 113.1 | 59.4 | 51.7 | 224.2 |
| Market value changes resulting from hedging transactions | 48.6 | (43.8) | 15.0 | 19.8 | 1.0 | 20.8 | 51.7 | 8.2 | 45.3 | 105.2 |
| Earnings after market value changes (EBIT II) | 148.0 | 20.3 | 53.6 | 221.9 | 49.8 | 271.7 | 164.8 | 67.6 | 97.0 | 329.4 |
| Financial result | (4.0) | (1.1) | (2.1) | (7.2) | (4.9) | (12.1) | (5.9) | (0.2) | (5.2) | (11.3) |
| Earnings before income taxes | 144.0 | 19.2 | 51.5 | 214.7 | 44.9 | 259.6 | 158.9 | 67.4 | 91.8 | 318.1 |
| Earnings before income taxes, adjusted* | 95.4 | 63.0 | 36.5 | 194.9 | 43.9 | 238.8 | 107.2 | 59.2 | 46.5 | 212.9 |
| Taxes on income | 52.7 | 5.7 | 18.2 | 76.6 | 8.6 | 85.2 | 55.1 | 23.3 | 31.7 | 110.1 |
| of which deferred taxes | 34.0 | (11.9) | 13.1 | 35.2 | 0.3 | 35.5 | 30.2 | 10.5 | 18.8 | 59.5 |
| Earnings after taxes | 91.3 | 13.5 | 33.3 | 138.1 | 36.3 | 174.4 | 103.8 | 44.1 | 60.1 | 208.0 |
| Elimination of market value changes | (30.6) | 27.6 | (9.5) | (12.5) | (0.6) | (13.1) | (32.6) | (5.1) | (28.6) | (66.3) |
| Group earnings after taxes, adjusted* | 60.7 | 41.1 | 23.8 | 125.6 | 35.7 | 161.3 | 71.2 | 39.0 | 31.5 | 141.7 |

* Adjusted for the effect of market value changes in exchange rate hedging transactions; a tax rate of $37.0 \%$ is assumed for adjusted group earnings.

| Other key data (IFRSs) | 2005 |  |  |  |  |  | 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| € million | Q1 | Q2 | Q3 | 9M | Q4 | 2005 | Q1 | Q2 | Q3 | 9M |
| Capital expenditure ( $£$ million) ${ }^{1 /}$ | 13.3 | 24.2 | 28.2 | 65.7 | 41.4 | 107.1 | 15.8 | 30.0 | 33.2 | 79.0 |
| Depreciation and amortisation $\left(€\right.$ million) ${ }^{1)}$ | 31.8 | 31.9 | 31.5 | 95.2 | 37.0 | 132.2 | 30.0 | 29.8 | 29.8 | 89.6 |
| Gross cash flow (€ million) | 108.2 | 68.9 | 60.4 | 237.5 | 104.0 | 341.5 | 114.0 | 74.8 | 63.2 | 251.9 |
| Earnings per share, adjusted ( $£)^{2)}$ | 1.43 | 0.97 | 0.56 | 2.96 | 0.86 | 3.81 | 1.73 | 0.95 | 0.76 | 3.44 |
| Gross cash flow per share ( $£$ ) | 2.55 | 1.62 | 1.42 | 5.59 | 2.49 | 8.07 | 2.77 | 1.81 | 1.53 | 6.11 |
| Book value per share, adjusted ( $£)^{2)}$ | 22.44 | 22.40 | - | 22.97 | - | 22.58 | 24.51 | 23.28 | - | 24.16 |
| Total number of shares (million) | 42.50 | 42.50 | - | 42.50 | - | 42.50 | 41.25 | 41.25 | - | 41.25 |
| Number of shares outstanding (million) ${ }^{3)}$ | 42.44 | 42.50 | - | 42.50 | - | 41.25 | 41.13 | 41.25 | - | 41.25 |
| Average number of shares (million) ${ }^{4)}$ | 42.48 | 42.50 | 42.50 | 42.50 | 41.70 | 42.31 | 41.20 | 41.25 | 41.25 | 41.23 |
| Employees as of the reporting date (number) | 11,048 | 10,956 | - | 11,051 | - | 11,012 | 10,979 | 10,959 | - | 11,843 |
| Closing price (XETRA, €) | 43.62 | 45.78 | - | 58.74 | - | 51.05 | 66.60 | 63.07 | - | 63.20 |

1) For or in connection with intangible assets, property, plant and equipment.
2) Adjusted for the effect of market value changes; $37.0 \%$ tax rate imputed.
3) Total number of shares less the own shares held by $K+S$ on the reporting date.
4) Total number of shares less the average number of own shares held by $K+S$ over the period.

| Dates | 2007 |
| :--- | ---: |
| Report on business in 2006 | 15 March 2007 |
| Press and analyst conference, Frankfurt am Main | 15 March 2007 |
| Annual General Meeting, Kassel | 9 May 2007 |
| Interim report 31 March 2007 | 9 May 2007 |
| Dividend payment | 10 May 2007 |
| Interim report 30 June 2007 | 14 August 2007 |
| Interim report 30 September 2007 | 13 November 2007 |
| Analyst conference, Frankfurt am Main | 13 November 2007 |

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[^0]:    * companies not included in the scope of consolidation

[^1]:    * As of Q4/06, the values are anticipated ones; they apply on the assumption that no adjustments to existing hedging transactions will be necessary.

