



# Phosphate Fact Sheet

August 2010



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 39 percent 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 PHOSPHATE 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 specialty 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 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 CAPACITY MILLION TONNES
Florida:	Four Corners	6.5
	South Fort Meade	6.0
	Hookers Prairie	2.0
	Wingate	1.4
	Hopewell	0.5
		<b>16.4</b>

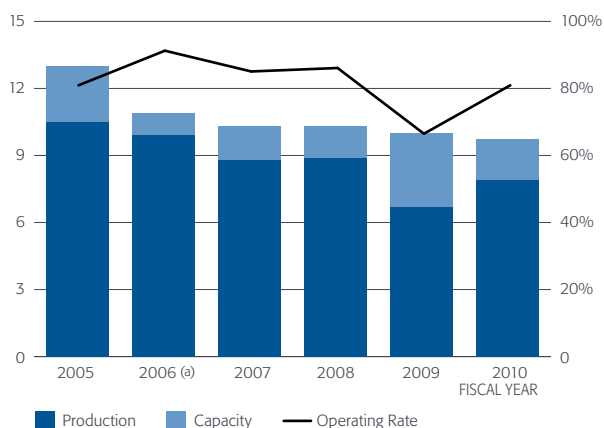
*In July 2010, we invested in the Miski Mayo rock mine, located in Peru, which gives us additional flexibility and diversifies our rock position.*

## PHOSPHATES SEGMENT OPERATING EARNINGS AND GROSS MARGIN PERCENTAGES

FISCAL YEAR	GROSS MARGIN	OPERATING EARNINGS IN MILLIONS
2008	30.8%	\$2,023.2
2009	16.6%	\$961.7
2010	13.7%	\$349.5

## MOSAIC PHOSPHATE OPERATING RATE

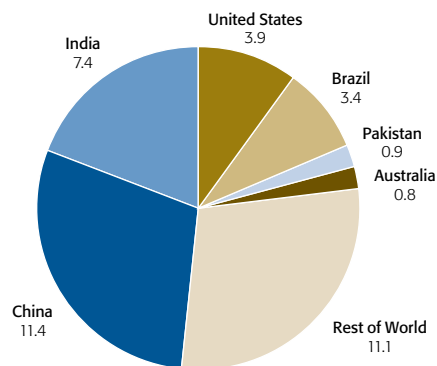
MILLION TONNES PROCESSED PHOSPHATE SOURCE: MOSAIC



(a) In May 2006, we indefinitely closed the Green Bay and South Pierce plants.

## WORLD PHOSPHATE USE BY COUNTRY

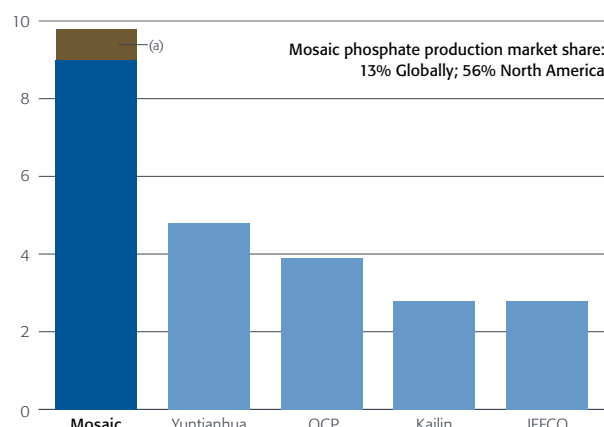
MILLION TONNES P<sub>2</sub>O<sub>5</sub> SOURCE: IFA JUNE 2010



Forecasted 2010/2011 Fertilizer Year

## PHOSPHATE INDUSTRY CAPACITY

MILLION TONNES CROP NUTRIENTS SOURCE: FERTECON AND MOSAIC



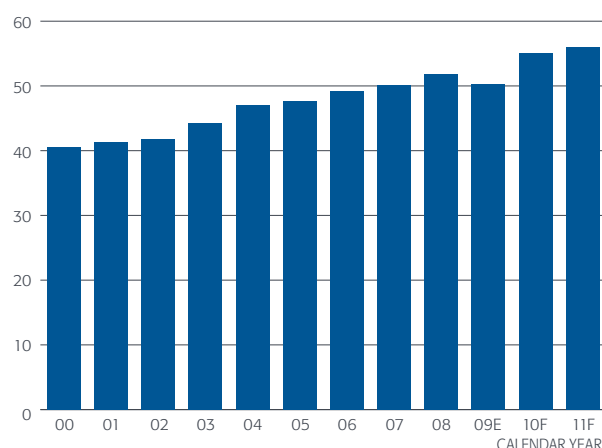
Mosaic phosphate production market share:  
13% Globally; 56% North America

World capacity approximates 80 million tonnes, largest integrated producers shown above.

(a) Feed phosphate capacity

## WORLD PROCESSED PHOSPHATE DEMAND

MILLION TONNES DAP, MAP AND TSP SOURCE: FERTECON AND MOSAIC



## KEY RAW MATERIALS AND RATIO TO MAKE DAP

Three feedstocks are required to make phosphates:

### Rock 1.6–1.7 tonnes for 1 mt of DAP

We are fully integrated in rock and have mining capacity of 16.4 million tonnes annually.

We recently invested in the Miski Mayo rock mine, located in the Bayóvar region of Peru, which will diversify our reserves.

### Sulfur 0.4 tonnes for 1 mt of DAP

In fiscal 2010, we consumed about 3.2 million tonnes of sulfur. We source sulfur primarily through North American refineries with pricing established on a calendar quarter basis.

### Ammonia 0.2 tonnes for 1 mt of DAP

In fiscal 2010, we consumed approximately 1.4 million tonnes of ammonia.

We can produce up to 500,000 tonnes of ammonia at our Faustina facility.

We source the remainder of our ammonia needs through third parties with pricing established on a monthly basis.

Certain statements contained herein constitute 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; 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 courts 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; the effectiveness of the Company's processes for managing its 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 asset retirement, environmental remediation, reclamation or other environmental regulation differing from management's current estimates; 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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