

# Full Year & 4Q 2021 Results



ADJUSTED NET EARNINGS		SALES VOLUME (TONNES)		ADJUSTED EBITDA		ADJUSTED EPS	
<b>\$1.92B</b>	<b>\$324M</b>	<b>27.6M</b>	<b>30.5M</b>	<b>\$3.59B</b>	<b>\$1.56B</b>	<b>\$5.04</b>	<b>\$0.85</b>
FY2021	FY2020	FY2021	FY2020	FY2021	FY2020	FY2021	FY2020
<b>\$738M</b>	<b>\$218M</b>	<b>6.7M</b>	<b>8.0M</b>	<b>\$1.23B</b>	<b>\$508M</b>	<b>\$1.95</b>	<b>\$0.57</b>
4Q2021	4Q2020	4Q2021	4Q2020	4Q2021	4Q2020	4Q2021	4Q2020

	PHOSPHATES			POTASH			MOSAIC FERTILIZANTES		
	SALES VOLUME (TONNES)	GROSS MARGIN PER TONNE*	AVG. SELLING PRICE / TONNE	SALES VOLUME (TONNES)	GROSS MARGIN PER TONNE*	AVG. SELLING PRICE / TONNE	SALES VOLUME (TONNES)	GROSS MARGIN PER TONNE*	AVG. SELLING PRICE / TONNE
FY'21	<b>7.7M</b>	<b>\$170</b>	<b>\$618</b>	<b>8.2M</b>	<b>\$129</b>	<b>\$321</b>	<b>10.1M</b>	<b>\$83</b>	<b>\$504</b>
FY'20	8.5M	\$15	\$360	9.4M	\$50	\$215	10.6M	\$40	\$330
+/-	<b>-10%</b>	<b>+1,033%</b>	<b>+72%</b>	<b>-13%</b>	<b>+158%</b>	<b>+49%</b>	<b>-4%</b>	<b>+108%</b>	<b>+53%</b>
4Q'21	<b>1.8M</b>	<b>\$254</b>	<b>\$758</b>	<b>2.1M</b>	<b>\$224</b>	<b>\$433</b>	<b>2.3M</b>	<b>\$95</b>	<b>\$654</b>
4Q'20	2.3M	\$73	\$422	2.7M	\$45	\$209	2.3M	\$32	\$352
+/-	<b>-22%</b>	<b>+248%</b>	<b>+80%</b>	<b>-22%</b>	<b>+398%</b>	<b>+107%</b>	<b>0%</b>	<b>+197%</b>	<b>+86%</b>

\*Gross Margin on Finished Product Tonnes

## BUSINESS HIGHLIGHTS

**Mosaic Fertilizantes** operating earnings were \$745 million in 2021, up 115% from the prior year. EBITDA totaled \$821 million in 2021, up 74% from 2020. The team hit their \$200 million transformational EBITDA improvement target two years ahead of schedule.

**North America Business – Phosphate** operating earnings were \$1.2 billion in 2021, compared to an operating loss of \$147 million in 2020. EBITDA totaled \$1.7 billion in 2021, up 223 percent from 2020. MicroEssentials® sales volumes achieved a new record of 3.3 million tonnes, with margins averaging \$32 per tonne over commodity fertilizer volumes.

**North America Business – Potash** operating earnings were \$837 million in 2021, up 108% from 2020. EBITDA totaled \$1.3 billion in 2021, up 78% from 2020. Colonsay successfully ramped up to its targeted annual rate of approximately 1 million tonnes with cash production costs during the quarter of \$85 per tonne. The accelerated ramp up of K3 is expected to be completed by the end of the first quarter, and 2022 production from the mine is expected to total 5 million tonnes.

## Mosaic Town Hall

Please join our Mosaic town hall on Thursday, March 10, at 10 a.m. ET. **Joc O'Rourke** will provide a business update, followed by a conversation with **Jenny Wang**, **Ben Pratt** and **Adriana Alencar** on diversity and inclusion. You can submit questions in advance by emailing [Public Affairs](#) or you can ask questions during the town hall by using the chat function.

OUR COMMITMENT TO NET ZERO

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GREENHOUSE GAS EMISSIONS  
IN MOSAIC'S FLORIDA OPERATIONS

**2030**



OPTIMIZING OPERATIONS  
HARNESSING LOW CARBON ENERGY

LEVERAGE OUR LAND TO CAPTURE CARBON