# PotashCorp Reports Record First-Quarter Earnings on Stronger Prices and Volumes

28.04.2011 | CNW

SASKATOON, April 28 /CNW/ -<<
Symbol: POT
Listed: TSX, NYSE
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SASKATOON, April 28 /CNW/ - Potash Corporation of Saskatchewan Inc. (PotashCorp) today reported record first-quarter earnings of \$0.84 per share(1) (\$732 million), 71 percent above the \$0.49 per share (\$444 million) earned in the same period last year. Strong demand and improved prices for all three nutrients resulted in record first-quarter gross margin of \$1.1 billion, significantly above the \$729 million earned in last year's first quarter. Earnings before finance costs, income taxes and depreciation and amortization (EBITDA)(2) of \$1.1 billion and cash flow prior to working capital changes(2) of \$899 million substantially exceeded the first-quarter 2010 totals of \$776 million and \$633 million, respectively.

Fueled by strong fertilizer market conditions, our strategic offshore investments in Arab Potash Company Ltd. (APC) in Jordan and Sociedad Quimica y Minera de Chile S.A. (SQM) in Chile added \$51 million to operating income in the quarter, nearly double the \$26 million contribution for the same period last year. The market value of our investments in these publicly traded companies, together with our positions in Israel Chemicals Ltd. (ICL) in Israel and Sinofert Holdings Limited (Sinofert) in China, was \$10.3 billion as of market close on April 27, 2011, equating to approximately \$12 per PotashCorp share.

'Tight global grain inventories, strong crop returns and the need to address nutrient deficiencies are powerful motivators for the world's farmers, and the impact was evident in our record first-quarter results,' said PotashCorp President and Chief Executive Officer Bill Doyle. 'Robust demand for all three nutrients demonstrated a global push to improve crop yields and reflected the importance of fertilizer to food production. This is especially true of potash and, as higher prices for our core nutrient continued to take hold, we began to demonstrate the earnings potential of our company.'

#### **Market Conditions**

Prices for many key crop commodities increased during the quarter, fueled by declining inventories and growing concern that farmers will be challenged to keep pace with rising demand. However, higher prices did little to temper demand for crops used for food, fiber, fuel and animal feed which kept global grain inventories at extremely low levels.

Global potash demand approached record territory during the quarter as all major potash-consuming markets actively moved to fill immediate needs. Strong demand - particularly from Latin America and Asian countries outside of China and India - helped raise offshore shipments from North American producers to a record 3.0 million tonnes, surpassing the previous mark achieved in the second quarter of 2007 and 28 percent above the first quarter of 2010. Domestic shipments from North American producers remained robust at 2.4 million tonnes in the first quarter, even on the heels of strong demand in fourth-quarter 2010. Although the first-quarter total was below the 3.0 million tonnes shipped in the same period last year - when dealers first began to address the limited movement of 2009 - it reflected continued demand strength in North America. Rising global demand reportedly left many potash producers sold out for the second quarter,

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even with India's contracted shipments completed at the end of March. With global supply capabilities being tested and North American producer inventory levels falling well below the previous five-year average, realized and announced prices moved higher in nearly all markets.

Solid phosphate fertilizer markets were supported by strong domestic demand ahead of the key planting season, with first-quarter shipments from US producers to North American customers increasing 13 percent from the same period last year. Offshore shipments declined 17 percent as customers slowed their purchasing ahead of the settlement of new supply contracts with India, the world's largest phosphate importer. The continuation of strong demand - along with rising costs for key inputs (including phosphate rock, sulfur and ammonia) and production curtailments in North Africa due to political unrest - pushed prices significantly higher compared to first-quarter 2010.

In nitrogen, healthy demand for ammonia continued, with US domestic shipments at similar levels to the first quarter of 2010. With strong global agricultural demand, improved industrial demand and higher natural gas prices in key European producing regions, including the Ukraine, prices for all nitrogen products rose significantly. Urea experienced some softness on rising supply availability, but demand and pricing began to firm by the end of the quarter. Competitive US gas prices continue to support healthy margins for domestic producers.

Potash

Higher prices and sales volumes elevated potash gross margin to a first-quarter record of \$743 million, 40 percent above the previous quarterly record of \$530 million generated in the same period last year.

Strong demand resulted in record first-quarter sales volumes of 2.8 million tonnes - the second-highest quarterly total in our history and 13 percent above the 2.5 million tonnes sold in the same period last year. Offshore volumes rose 42 percent to 1.7 million tonnes on the strength of record sales by Canpotex Limited (Canpotex), the offshore marketing company for Saskatchewan potash producers. Key spot markets purchased aggressively, with the majority of Canpotex shipments sent to Latin America (27 percent) and Asian countries other than China and India (45 percent), while China (16 percent) began purchasing on a six-month pricing agreement and India (7 percent) completed shipments under its previous annual contract. North American sales volumes of 1.1 million tonnes represented our third-highest quarterly total, trailing the record first quarter of 2010 when the depleted supply chain absorbed 1.3 million tonnes.

Our first-quarter average realized price of \$366 per tonne was \$45 per tonne higher than in the same period last year, as realizations began to reflect the shipment of tonnage booked at higher prices. By the end of the quarter, North American realized prices included both the September and October 2010 price increases, while offshore spot-market realizations reflected previously announced increases.

Strong sales pulled inventories down significantly despite near-record quarterly production, as our potash facilities operated near their full capabilities during the quarter with no shutdown weeks, compared to the 13 weeks taken in the first quarter of 2010. Higher operating rates had a favorable impact on our per-tonne cost of goods sold, but the benefits were partially offset by the translation of Canadian-dollar production costs to a weaker US dollar and higher depreciation expense.

Phosphate

Robust agricultural fundamentals helped push up prices for all phosphate products and raised gross margin for the first quarter of 2011 to \$150 million, more than double the \$64 million earned in the same period last year. Liquid and solid fertilizers generated \$50 million and \$48 million in gross margin, respectively, while industrial (\$26 million) and feed phosphate (\$22 million) products also made significant contributions.

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Total phosphate sales volumes of 0.9 million tonnes were relatively flat on a quarter-over-quarter basis. Sales of liquid fertilizer products increased 41 percent over the same period last year as we allocated more production to capitalize on the higher-margin opportunity in this product line. This limited sales of solid, feed and industrial products for the quarter.

Our average realized phosphate price climbed to \$559 per tonne, up 33 percent over the first quarter of 2010. The largest price increases were evident in liquid and solid fertilizers, which rose 49 percent and 44 percent, respectively, from last year's first quarter on strong agricultural fundamentals and higher production costs. Prices for feed products - up 23 percent from first-quarter 2010 - increased less rapidly than fertilizer prices as a result of challenging livestock feed economics, while industrial prices rose 21 percent, as these products include certain longer-term contracts that lag current market conditions.

Although higher operating levels had a favorable impact on our per-tonne fixed costs for phosphate products compared to the same period last year, this was more than offset by significantly higher sulfur and ammonia input costs.

#### Nitrogen

Supported by a strong pricing environment, our nitrogen gross margin climbed to a first-quarter record of \$203 million. This was 50 percent higher than the \$135 million generated in the same quarter of 2010 and represented the third-highest quarterly total in company history. Our Trinidad operation contributed \$118 million in gross margin, while our US operations delivered \$85 million.

First-quarter nitrogen sales volumes totaled 1.3 million tonnes, relatively flat compared to the same quarter last year. Ammonia sales rose 20 percent as a greater percentage of our production was allocated to this higher-margin product to meet strong industrial and agricultural demand, limiting production of downstream products.

Our first-quarter average realized nitrogen price was \$368 per tonne, 32 percent higher than in the same period of 2010. Ammonia prices rose 38 percent, while urea was up 19 percent and other nitrogen products 26 percent.

The total average natural gas cost for first-quarter 2011, including our hedge position, was \$5.84 per MMBtu, an increase of 19 percent over the same period last year. The majority of the increase was the result of higher Trinidad gas costs, which are primarily indexed to the Tampa ammonia price and reflected the sharp rise in this benchmark.

#### Financial

Our quarterly results are now being prepared based on International Financial Reporting Standards (IFRS). The new policies have been consistently applied to all of the periods presented in this news release and all prior period information has been restated or reclassified for comparative purposes unless otherwise noted. Further details on the transition to IFRS are provided in the notes to our unaudited interim condensed consolidated financial statements as well as in our Annual Report on Form 10-K for the year ended December 31, 2010.

Following the three-for-one stock split announcement in January 2011, our common shares began trading on a post-split basis on the Toronto and New York stock exchanges in February.

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Higher earnings raised first-quarter income tax expense to \$243 million, up from \$191 million in the same quarter of 2010. Selling and administrative expenses for the quarter increased year-over-year, from \$60 million to \$75 million, primarily due to higher compensation expense accruals driven by a higher common share price.

Potash expansion projects at our Allan, Cory, Rocanville and New Brunswick facilities continued throughout the first quarter, and accounted for the majority of our \$441 million in capital expenditures on property, plant and equipment.

#### Outlook

With rising demand putting pressure on global supplies of a wide range of crop commodities, we believe the need for high-yield agriculture around the world has never been greater. Higher crop prices reflect tight supply/demand fundamentals, providing farmers with significant economic opportunities and motivating them to improve soil fertility to maximize production. We believe this is a global opportunity that holds true for corn farmers in the US, produce growers in China, soybean producers in Brazil, and others.

While record or near-record prices for many crops - including \$7-per-bushel corn and \$14-per-bushel soybeans - are creating headlines, farmers are recognizing a business opportunity that extends beyond short-term price movements. Even at crop prices well below current levels, farmers see the opportunity to generate a significant return on their investment. This is shifting their emphasis towards maximizing yields to capitalize on the economic opportunity - and that is best achieved by improving fertilization application practices to replenish nutrients in the soil and protect its fertility for future crops. We believe that the growth in demand for food and fertilizers is supportive for our business in the current environment, and are confident that these powerful trends will lead to even greater opportunities in the years ahead, especially in potash.

Rising demand from fertilizer buyers around the world is putting pressure on the global potash industry's supply capabilities and creating an environment of rising prices. These conditions continue to provide a powerful earnings opportunity for PotashCorp because of our unmatched ability to expand our operational capability and increase production over the next five years to meet this growing demand. Since 2003 and continuing through the darkest days of the global recession, we have been investing in new operational capability to prepare for the situation that we believe is unfolding.

We recently completed construction of the first portion of a two-phase expansion at our Cory facility and are ramping up its new production. We expect to complete major projects at New Brunswick and Allan in 2012 and at Rocanville, our largest project, by 2014, with new production from all our expansion projects ramped up by 2015. Cumulatively, these projects are expected to raise our operational capability to an estimated 17.1 million tonnes annually, an increase of more than 50 percent from 2011 levels. Our additional tonnes represent the largest percentage of new potash capacity expected to become available worldwide over the next several years, and, we believe, will be well timed to meet the rise in global demand.

The fundamental demand drivers that supported our decision to invest in our potash expansion program continue today. We believe the rising need for potash is not a product of short-term surges or inventory restocking following the deferrals of 2009, but a response to the increasing crop nutrient requirements necessary to feed a growing world. Based on current conditions, we continue to anticipate 2011 global potash demand of 55-60 million tonnes.

In North America, strong spring demand has PotashCorp fully committed through the end of May, with sales at \$515 per short ton (FOB) to Midwest warehouses - a price that has yet to reflect the \$45 per short ton increase announced in February. Despite adverse weather impacting the early progress of spring plantings and large volumes shipped during the past two quarters, we anticipate that high application rates will support robust second-quarter demand. We expect supportive crop economics will also lead to strong second-half demand.

Potash demand in Latin America is projected to reach a record of approximately 10 million tonnes due to

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strong crop economics and limited distributor inventory entering the year. Second-quarter shipments are likely to be at more seasonal levels as distributors work to move record first-quarter shipments to customers, and are expected to reflect a recently realized increase in the Canpotex delivered price to Brazil to \$520 per tonne.

Rising demand from growers in Asian countries outside of China and India - many striving to address the significant potash requirements of crops such as oil palm and sugarcane to capitalize on attractive economics - is expected to account for the largest share of Canpotex sales in the second quarter. Demand in this region is now forecast to reach 7.3 million tonnes in 2011, supporting higher prices - including a \$50 per tonne increase on new business announced by Canpotex in April.

China, which now purchases through six-month contracts, is expected to receive shipments under first-half agreements, although continued pressure on its domestic food supply and reduced potash inventories are expected to support higher second-half volume commitments. We anticipate 2011 potash (KCI) consumption could approach 11 million tonnes, including imports of approximately 7 million tonnes.

With strong demand in all other markets, Canpotex is expected to have limited product available to ship to India in the second quarter, even if new supply contracts are settled. With low inventory levels and significant agronomic need, we believe India's requirements remain high. We anticipate strong pressure from fertilizer distributors and farmers to ensure potash is available for their coming planting season.

Given global conditions, we now estimate our 2011 potash segment gross margin will be between \$2.7 billion and \$2.9 billion and total shipments within the range of 9.6-10.0 million tonnes.

In phosphate, the recent settlement of key supply contracts with India is expected to support healthy export demand through 2011. With strong agricultural demand and higher phosphate rock and phosphoric acid prices, markets for processed phosphate products are likely to remain strong throughout 2011, although rising ammonia and sulfur prices may limit upside margin potential. Sales volumes and prices for nitrogen products should also remain relatively strong, based on continuing agricultural strength and improved industrial demand. We forecast combined 2011 gross margin for our phosphate and nitrogen segments to be in the range of \$1.1 billion to \$1.3 billion.

We now estimate selling and administration expenses will be slightly higher than 2010 levels and finance costs for 2011 to approximate \$150-\$160 million.

PotashCorp expects second-quarter net income to be in the range of \$0.70 to \$0.90 per share, with full-year earnings in the range of \$3.00 to \$3.40 per share.

#### Conclusion

'By operating with a long-term view, we have positioned our company to capitalize on the opportunities that are unfolding today,' said Doyle. 'As global food producers tackle the challenge of feeding a growing population, PotashCorp is prepared to play an important role in meeting the rising demand for fertilizer, especially potash. We look forward to meeting the increasing needs of our customers and creating new opportunities to deliver long-term growth for our investors.'

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<< Notes

- All references to per-share amounts pertain to diluted net income per share.
- 2. See reconciliation and description of non-IFRS financial measures in the attached section titled 'Selected Non-IFRS Financial Measures and Reconciliations.'

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Potash Corporation of Saskatchewan Inc. is the world's largest fertilizer enterprise by capacity producing the three primary plant nutrients and a leading supplier to three distinct market categories: agriculture, with the largest capacity in the world in potash, third largest in each of nitrogen and phosphate; animal nutrition, with the world's largest capacity in phosphate feed ingredients; and industrial chemicals, as the largest global producer of industrial nitrogen products and the world's largest capacity for production of purified industrial phosphoric acid. PotashCorp's common shares are listed on the Toronto Stock Exchange and the New York Stock Exchange.

This release contains forward-looking statements or forward-looking information (forward-looking statements). These statements are based on certain factors and assumptions, including with respect to: foreign exchange rates; expected growth, results of operations, performance, business prospects and opportunities; and effective tax rates. While the company considers these factors and assumptions to be reasonable based on information currently available, they may prove to be incorrect. Several factors could cause actual results to differ materially from those expressed in the forward-looking statements, including, but not limited to: fluctuations in supply and demand in fertilizer, sulfur, transportation and petrochemical markets; changes in competitive pressures, including pricing pressures; the recent global financial crisis and conditions and changes in credit markets; the results of sales contract negotiations with major markets; timing and amount of capital expenditures; risks associated with natural gas and other hedging activities; changes in capital markets and corresponding effects on the company's investments; changes in currency and exchange rates; unexpected geological or environmental conditions, including water inflow; strikes and other forms of work stoppage or slowdowns; changes in, and the effects of, government policies and regulations; and earnings, exchange rates and the decisions of taxing authorities, all of which could affect our effective tax rates. Additional risks and uncertainties can be found in our Form 10-K for the fiscal year ended December 31, 2010 under the captions 'Forward-Looking Statements' and 'Item 1A - Risk Factors' and in our other filings with the US Securities and Exchange Commission and Canadian provincial securities commissions. Forward-looking statements are given only as at the date of this release and the company disclaims any obligation to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

PotashCorp will host a Conference Call on Thursday, April 28, 2011 at 1:00 pm Eastern Time.

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Telephone Conference:
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Dial-in numbers:
- From Canada and the US: 1-877-881-1303
- From Elsewhere: 1-412-902-6510

Live Webcast:
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Visit www.potashcorp.com
- Webcast participants can submit questions to management online from their audio player pop-up window.
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# Potash Corporation of Saskatchewan Inc. Condensed Consolidated Statements of Financial Position (in millions of US dollars except share amounts) (unaudited)

(dilddd eed)				
	Ма	rch 31, 2011	Dece	ember 31, 2010
Assets				
Current assets				
Cash and cash equivalents	\$	473	\$	412
Receivables		1,256		1,059
Inventories		597		570
Prepaid expenses and other current assets		55 		54
		2,381		2,095
Non-current assets				
Property, plant and equipment		8,494		8,141
Investments in equity-accounted investees		1,100		1,051
Available-for-sale investments		3,571		3,842
Other assets		305		303
Intangible assets		114		115
Total Assets		15,965	\$	15,547
	·			
Liabilities				
Current liabilities				
Short-term debt and current portion of				
long-term debt	\$	1,694	\$	1,871
Payables and accrued charges	·	1,261	·	1,198
Current portion of derivative instrument				
liabilities		61		75
		3,016		3,144
Non-current liabilities		•		•
Long-term debt		3,707		3,707
Derivative instrument liabilities		175		204
Deferred income tax liabilities		799		737
Accrued pension and other post-retirement				
benefits		474		468
Asset retirement obligations and accrued environmental costs		488		455
Other non-current liabilities and deferred		400		455
credits		126		147
Total Liabilities		8,785		8,862
Shareholders' Equity				
Share capital		1,449		1,431
Unlimited authorization of common shares				
without par value; issued and outstanding	1			
854,762,383 and 853,122,693 at March 31, 201	. 1			
and December 31, 2010, respectively Contributed surplus		359		308
Accumulated other comprehensive income				2,394
Retained earnings		3,224		
Total Shareholders' Equity		7,180		6,685

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Total Liabilities and Shareholders' Equi	ty \$	15,965	\$	15,547
(See Notes to the Condensed Consolidated	l Financial	Statements	s )	

		Three Months Ended March 31		
		2011		2010
Sales (Note 2) Freight, transportation and distribution Cost of goods sold	\$	2,204 (149) (959)		•
Gross Margin Selling and administrative Provincial mining and other taxes Foreign exchange loss Share of earnings of equity-accounted inves Other (expenses) income	tees	1,096 (75) (34) (8) 51 (5)		729 (60) (23) (8) 26 2
Operating Income Finance Costs (Note 3)		1,025		666 (31)
Income Before Income Taxes Income Taxes (Note 4)		975 (243)		635 (191)
Net Income	\$ 	732	\$	444
Net Income per Share (Note 5) Basic Diluted	\$ \$ 	0.86		0.50
Dividends per Share	\$ 	0.07	\$	0.03
(See Notes to the Condensed Consolidated Fi	 nancial	 Statement	 (s)	

Potash Corporation of Saskatchewan Inc.
Condensed Consolidated Statements of Comprehensive Income
(in millions of US dollars)
(unaudited)

(Net of related income taxes)	Three M Ma 2011	onth rch	
Net Income	\$ 732	\$	444
Other comprehensive (loss) income Net (decrease) increase in unrealized gains on available-for-sale investments(1) Net gains (losses) on derivatives designated	(271)		126
as cash flow hedges(2)	13		(53)

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Reclassification to income of net losses on cash flow hedges(3) Other	14 (2)	9 (1)
Other Comprehensive (Loss) Income	 (246)	 81
Comprehensive Income	\$ 486 	\$ 525

- (1) Available-for-sale investments are comprised of shares in Israel Chemicals Ltd. and Sinofert Holdings Limited.
- (2) Cash flow hedges are comprised of natural gas derivative instruments, and are net of income taxes of \$8 (2010 \$(32)).
- (3) Net of income taxes of \$8 (2010 \$6).
- (See Notes to the Condensed Consolidated Financial Statements)

						Accumula mprehens		
	-		-		gain avai for	alized ns on lable- -sale stments	unre los deri desi as	vatives gnated cash
Balance - January 1, 2011 Net income Other comprehensive	\$	1,431	\$	308	\$ -	2,563	\$	(177)
<pre>(loss) income Effect of share-based   compensation Dividends declared</pre>		_		51	- L	(271	)	27 _ _
Issuance of common shares		18		-	- -			
Balance - March 31, 2011	\$	1,449	\$ 	359	\$	2,292	\$ 	(150)

### Accumulated Other Comprehensive Income

Total Accumulated Other

(continued)	0	ther	Comprehensive Income			Retained Earnings		Total Equity
Balance - January 1, 2011	\$	8	Ś	2.394	Ś	2,552	\$	6,685
Net income	<b>T</b>	-	7	-	7	732	т	732
Other comprehensive (loss) income		(2)		(246)		_		(246)
Effect of share-based		. ,		, ,				
compensation Dividends declared		_		_		- (60)		51 (60)
Issuance of common shares		-		-		-		18

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# Potash Corporation of Saskatchewan Inc. Condensed Consolidated Statements of Cash Flow (in millions of US dollars) (unaudited)

	Three Month March	
	2011	2010
Operating Activities Net income \$	732 \$	444
Adjustments to reconcile net income to cash provided by operating activities  Depreciation and amortization	124	110
Share-based compensation Excess tax benefit related to share-based	14	15
compensation Provision for deferred income tax Undistributed earnings of equity-accounted	12 75	7 58
investees Other	(51) (7)	(26) 25
Subtotal of adjustments	167	189
Changes in non-cash operating working capital		
Receivables	(213)	94
Inventories Prepaid expenses and other current assets Payables and accrued charges	(27) - 31	42 6 36
Subtotal of changes in non-cash operating working capital	(209)	178
Cash provided by operating activities	690	811
Investing Activities		
Additions to property, plant and equipment	(441)	(457)
Purchase of long-term investments Other assets and intangible assets	- -	(422)
Cash used in investing activities	(441)	(913)
Cash before financing activities		(102)
Financing Activities		
Proceeds from long-term debt obligations Repayment of long-term debt obligations	-	400 (150)
Repayments of short-term debt obligations	(253)	(215)
Dividends Issuance of common shares	(28) 18	(29) 10
Cash (used in) provided by financing activities	(263)	16
Decrease in Cash Position	(14)	(86)

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Cash Position, Beginning of Period		412		385
Cash Position, End of Period	\$	398 	•	299
Cash position comprised of: Cash Short-term investments	\$	82 391	\$	51 248
Cash and cash equivalents Bank overdraft (included in short-term debt)		473 (75)		299 -
	\$	398 	•	299 
Supplemental cash flow disclosure Interest paid Income taxes paid	\$ \$	41 175 	\$ \$ 	42 22 
			\	

(See Notes to the Condensed Consolidated Financial Statements)

#### 1. Significant Accounting Policies

With its subsidiaries, Potash Corporation of Saskatchewan Inc. ('PCS') - together known as 'PotashCorp' or 'the company' except to the extent the context otherwise requires - forms an integrated fertilizer and related industrial and feed products company.

The company previously prepared its financial statements in accordance with Canadian generally accepted accounting principles ('Canadian GAAP') as set out in the Handbook of the Canadian Institute of Chartered Accountants ('CICA Handbook'). The company adopted International Financial Reporting Standards ('IFRS'), which were incorporated into the CICA Handbook, on January 1, 2011 with effect from January 1, 2010. Accordingly, these unaudited interim condensed consolidated financial statements are based on IFRS, as issued by the International Accounting Standards Board ('IASB'). In these unaudited interim condensed consolidated financial statements, the term 'Canadian GAAP' refers to Canadian GAAP before the company's adoption of IFRS.

These unaudited interim condensed consolidated financial statements include the accounts of PCS and its wholly owned subsidiaries; however, they do not include all disclosures normally provided in annual consolidated financial statements. Further, while the financial figures included in this preliminary interim results announcement have been computed in accordance with IFRS applicable to interim periods, this announcement does not contain sufficient information to constitute an interim financial report as that term is defined in International Accounting Standard ('IAS') 34, 'Interim Financial Reporting'. The company expects to publish an interim financial report that complies with IAS 34, 'Interim Financial Reporting', and will include additional information under IFRS 1, 'First-time Adoption of International Financial Reporting Standards', in its Quarterly Report on Form 10-Q in May 2011.

These unaudited interim condensed consolidated financial statements should be read in conjunction with the following sources:

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- 2010 annual consolidated financial statements, for additional annual disclosures presented under Canadian GAAP;
- 2010 annual Management's Discussion and Analysis, for a more detailed description of significant differences in the company's IFRS and Canadian GAAP policies; and
- Note 6 to these unaudited interim condensed consolidated financial statements, for the transition impact between IFRS and Canadian GAAP.

In management's opinion, the unaudited interim condensed consolidated financial statements include all adjustments (consisting solely of normal recurring adjustments) necessary to fairly present such information. Interim results are not necessarily indicative of the results expected for the fiscal year.

#### 2. Segment Information

The company has three reportable operating segments: potash, phosphate and nitrogen. These operating segments are differentiated by the chemical nutrient contained in the product that each produces. Inter-segment sales are made under terms that approximate market value. The accounting policies of the segments are the same as those described in Note 1.

Three	Months	Ended	March	31,	2011
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	Potash	Phosphate	Nitrogen	All Others	Consolidated
Sales \$	1,109	\$ 549	\$ 546	\$ -	\$ 2,204
Freight,					
transportation					
and distribution	(83)	(43)	(23)	-	(149)
Net sales -					
third party	1,026	506	523	_	
Cost of goods					
sold	(283)	(356)	(320)	_	(959)
Gross margin	743	150	203	-	1,096
Depreciation and					
amortization	(42)	(47)	(33)	(2)	(124)
Inter-segment sale	s -	_	38	_	_

Three Months Ended March 31, 2010

	Potash	Phosphate	Nitrogen	All Others	Consolidated
Sales \$ Freight, transportation	892	\$ 401	\$ 421	\$ -	\$ 1,714
and distribution	(96)	(35)	(24)	-	(155)
third party	796	366	397	-	
Cost of goods	(266)	(202)	(262)		(020)
sold	(266)	(302)	(262)	-	(830)
Gross margin	530	64	135	_	729
Depreciation and					
amortization Inter-segment	(30)	(48)	(30)	(2)	(110)
sales	-	-	26	-	_

#### Three Months Ended June 30, 2010

	Potash	Pho	sphate	Ni	itrogen	All Others		Consolidated	
Sales	\$  641	\$	364	\$	432	\$		\$	1,437

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Freight, transportation					
and distribution	(51)	(28)	(20)	_	(99)
Net sales -					
third party	590	336	412	-	
Cost of goods					
sold	(179)	(287)	(287)	_	(753)
Gross margin	411	49	125	-	585
Depreciation and					
amortization	(29)	(48)	(30)	(2)	(109)
Inter-segment					
sales	-	-	28	-	_

### Three Months Ended September 30, 2010

	Potash	Phosphate	Nitrogen	All Others	Consolidated
Sales \$ Freight,	637	\$ 536	\$ 402	\$ -	\$ 1,575
transportation					
and distribution	(55)	(44)	(20)	_	(119)
Net sales -					
third party	582	492	382	_	
Cost of goods					
sold	(243)	(396)	(267)	_	(906)
Gross margin	339	96	115	_	550
Depreciation and					
amortization	(28)	(49)	(27)	(2)	(106)
Inter-segment sales	-	_	28	-	_

#### Three Months Ended December 31, 2010

	Potash	Phosphate	Nitrogen	All Others	Consolidated
Sales \$	830	\$ 521	\$ 462	\$ -	\$ 1,813
transportation and distribution Net sales -	(56)	(37)	(22)	-	(115)
third party Cost of goods	774	484	440	_	
sold	(238	(347)	(287)	_	(872)
Gross margin	536	137	153	<b>—</b> -	826
Depreciation and amortization	(38	) (52)	(32)	(2)	(124)
Inter-segment sale	s -	_	38	_	_

#### 3. Finance Costs

	Three Months March 31		
	 2011	2010	
Interest expense on debt			
Short-term	\$ (5) \$	(1)	
Long-term	(64)	(54)	
Unwinding of discount on asset retirement			
obligations	(4)	(3)	
Borrowing costs capitalized to property, plant			
and equipment	19	18	
Interest income	4	9	
	\$ (50) \$	(31)	

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#### 4. Income Taxes

A separate estimated average annual effective tax rate is determined for each taxing jurisdiction and applied individually to the interim period pre-tax income of each jurisdiction.

For the three months ended March 31, 2011, the company's income tax expense was \$243. This compared to an expense of \$191 for the same period last year. The actual effective tax rate including discrete items for the three months ended March 31, 2011 was 25 percent compared to 30 percent for the first three months of 2010. Total discrete tax adjustments that impacted the rate in the first quarter resulted in an income tax recovery of \$23 compared to an income tax expense of \$11 in the same period last year.

Significant items recorded included the following:

- In first-quarter 2011, a current tax recovery of \$21 for previously paid withholding taxes.
- In first-quarter 2010, a current tax expense of \$18 to adjust the 2009 income tax provision to the income tax return filed that quarter.
- In first-quarter 2010, a current tax recovery of \$10 for an anticipated refund of taxes paid related to forward exchange contracts.

#### 5. Net Income Per Share

Basic net income per share for the quarter is calculated on the weighted average shares issued and outstanding for the three months ended March 31, 2011 of 854,033,000 (2010 - 888,357,000).

Diluted net income per share is calculated based on the weighted average number of shares issued and outstanding during the period. The denominator is: (1) increased by the total of the additional common shares that would have been issued assuming exercise of all stock options with exercise prices at or below the average market price for the period; and (2) decreased by the number of shares that the company could have repurchased if it had used the assumed proceeds from the exercise of stock options to repurchase them on the open market at the average share price for the period. For performance-based stock option plans, the number of contingently issuable common shares included in the calculation is based on the number of shares, if any, that would be issuable if the end of the reporting period were the end of the performance period and the effect is dilutive. The weighted average number of shares outstanding for the diluted net income per share calculation for the three months ended March 31, 2011 was 876,467,000 (2010 - 914,112,000).

#### 6. Transition to IFRS

The company adopted IFRS on January 1, 2011 with effect from January 1, 2010. The company's financial statements for the year ending December 31, 2011 will be the first annual consolidated financial statements that comply with IFRS and these unaudited interim condensed consolidated financial statements were prepared as described in Note 1.

Reconciliations from Canadian GAAP to IFRS

Reconciliation of Net Income

Year to Date Period Ended December 31, March 31,

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		2010	2010
Net Income - Canadian GAAP  IFRS adjustments to net income:	\$	1,806	\$ 449
Policy choices Employee benefits - Actuarial gains and losses Other		26	6
Provisions - Changes in asset retirement obligations		(13)	(1)
Property, plant and equipment Borrowing costs		34 (11)	- (2)
Employee benefits - Past service costs Impairment of assets		(2) (3)	- 1
Constructive obligations Share-based payments		(3) (2)	- (15)
Manufacturing cost variance at interim periods		_	9
Income taxes - Tax effect of above differences		(10)	- (2)
Income tax-related differences	: \$	(47)  1,775	(3)  \$ 444
Net Tilcome - Trkp	မှ 		

#### Reconciliation of Shareholders' Equity

	Dece	ember 31, 2010	March 31, 2010
Shareholders' Equity - Canadian GAAP  IFRS adjustments to shareholders' equity:  Policy choices	\$	6,804	\$ 6,952
Employee benefits - Actuarial gains and losses Other		(375)	(358)
Provisions - Changes in asset retirement obligations Property, plant and equipment		(79) 52	(67) 18
Investments (Equity investee adoption of IFRS earlier than PotashCorp) Borrowing costs Employee benefits - Past service costs		(45) (25)	(45) (16)
and Canadian GAAP transition amounts Impairment of assets Constructive obligations		10 5 (5)	12 9 (2)
Share-based payments Manufacturing cost variance at interim periods		1 -	1 9
Income taxes - Tax effect of above differences Income tax-related differences		154 188	152 178
Shareholders' Equity - IFRS	\$ 	6,685 	\$ 6,843

# Adjusted Financial Statements

The following tables show the unaudited adjustments to the company's consolidated statements of financial position and consolidated statements of income.

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Adjustments to Consolidated Statement of Financial Position – as at December 31, 2010

Canadian GAAP C	anadian GAAP	ments	IFRS Reclassi- fications		IFRS Accounts
Receivables		\$ -	\$ - - -	\$ 412 1,059 570	Assets Current assets Cash and cash equivalents Receivables Inventories Prepaid expenses and other current assets
	2,140	(45)	-	2,095	
Property, plant and equipment Investments	8,063 4,938	78 (45)			Property, plant and equipment
	-	-	1,051		Available-for-
Other assets Intangible assets Goodwill	363 18 97	(60) - -	3,842 - 97 (97)	303 115	sale investments Other assets Intangible assets
	\$15,619			\$15,547	Total Assets
Liabilities Current liabiliti Short-term debt and current portion of long-term debt Payables and accrued charges Current portion of derivative instrument liabilities	\$ 1,871		-	\$ 1,871 1,198 75 3,144	Payables and accrued charges Current portion of derivative instrument
	3,192	(48)	_	3,144	Non-current liabilities
Long-term debt Derivative instrument	3,707	-	-	3,707	
liabilities Future income	204	-	_	204	liabilities Deferred income
tax liabilities Accrued pension and other post-retirement benefits Accrued environmental costs and asset	1,078 299	(341) 169	_	737 468	Accrued pension and other post- retirement benefits Asset retirement obligations and accrued
retirement obligations	330	125	-	455	environmental costs

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5		142			_	147	Other non- current liab- ilities and de- ferred credits
8,815		47 			-	8,862	Total Liabilities
							Shareholders' Equity
1,431		-			-	1,431	Share capital Contributed
160		148			-	308	surplus Accumulated other comprehensive
2,244		150			-	2,394	income
2,969		(417)				2,552	Retained earnings
6,804		(119)			-	6,685	Total Share- holders' Equity
\$15,619 	\$	(72)	\$		<u>-</u>	\$15,547	Total Liabilities and Shareholders' Equity
	8,815 1,431 160 2,244 2,969	8,815 1,431 160 2,244 2,969 6,804	8,815 47  1,431 - 160 148  2,244 150 2,969 (417)  6,804 (119)	8,815 47  1,431 -  160 148  2,244 150 2,969 (417)	8,815 47  1,431 - 160 148  2,244 150 2,969 (417)  6,804 (119)	8,815 47 -  1,431 -  160 148 -  2,244 150 - 2,969 (417) -  6,804 (119) -	8,815       47       -       8,862         1,431       -       -       1,431         160       148       -       308         2,244       150       -       2,394         2,969       (417)       -       2,552         6,804       (119)       -       6,685

Adjustments to Consolidated Statement of Income - Year Ended December 31, 2010  $\,$ 

Canadian GAAP Accounts	Canadian GAAP	Adjust-	IFRS Reclass- ifications	IFRS	IFRS Accounts		
Sales Freight	\$ 6,539	\$ -	\$ -	\$ 6,539	Sales Freight, transportation		
Transportation and	(336)	36) – (152) (488)		and distribution			
and distribution Cost of goods	(152)	-	152	_	Cost of goods		
cost of goods sold	(3,426)	65	-	(3,361)	sold		
Gross Margin Selling and	2,625	65	-	2,690	Gross Margin Selling and		
administrative Provincial mining		-	_		administrative Provincial mining		
and other taxes		-	-	(77)	and other taxes Foreign		
exchange loss	(17)	-	-		exchange loss Share of earnings of equity- accounted		
	-	-	174	174	investees		
Other income	- 245	(16)	163 (211)	163 18	investees Dividend income Other income Other expenses		
201101 111000	-	-	(126)	(126)	Other expenses		
Operating Income Interest Expense	2,548 (99)	49 (42)	- - -	2,597 (141)	Operating Income Finance Costs		
Income Before Income Taxes Income Taxes	2,449	7 (38)	-	2,456	Income Before Income Taxes Income Taxes		

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Net Income	\$ 1,806 	\$ (31)	\$  	\$ 1,775	Net Income
Net Income per Share Basic Diluted	2.04	(0.04)	<u>-</u>	2.00	Net Income per Share Basic Diluted
Dividends per Share	\$  0.13	\$  _ 	\$  _ 	\$ 0.13	Dividends per Share

# Adjusted Quarterly Statements of Income

The following table shows the company's unaudited consolidated statements of income on a quarterly basis:

				welve onths Ended					
	March 31, 2010		June 30, 2010		September 30, 2010		31, 2010	De	cember 31, 2010
Sales Freight, transportation and distribution	\$	1,714	\$ 1,437	\$	1,575	\$	1,813	\$	6,539
Cost of goods sold		(830)	 (753)		(906)		(872)	(	3,361)
Gross Margin Selling and		729	 585		550		826		2,690
administrative		(60)	(33)		(71)		(64)		(228)
Provincial mining and other taxes Foreign exchange (loss) gain Share of earnings of equity-		(23)	(17)		(16)		(21)		(77)
		(8)	(1)		2		(10)		(17)
accounted investees	3	26	45		51		52		174
Dividend income Other income Other expenses		- 7 (5)	114 5 (19)		25 1 (25)		24 5 (77)		163 18 (126)
Operating Income Finance Costs		666 (31)	 679 (40)		517 (28)		735 (42)		2,597 (141)
Income Before Income Taxes Income Taxes	9	635 (191)	639 (159)		489 (146)		693 (185)		2,456 (681)
Net Income	\$	444	\$  480	 \$ 	343	 \$ 	508	 \$ 	1,775 
Net Income per Share Basic Diluted	\$	0.50 0.49	\$	\$		\$	0.58 0.56	\$	2.00
Dividends per Share	\$ 	0.03	\$  0.03	 \$ 	0.03	 \$ 	0.03	 \$ 	0.13

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#### Potash Corporation of Saskatchewan Inc. Selected Operating and Revenue Data (unaudited)

		Three Months Ended March 31		
		2011	0.1 011	2010
Potash Operating Data Production (KCl Tonnes - thousands) Shutdown weeks(1) Sales (tonnes - thousands)		2,592 -		1,955 13.4
Manufactured Product North America Offshore		1,092 1,696		1,266 1,198
Manufactured Product		2,788		2,464
Potash Net Sales (US \$ millions) Sales Freight, transportation and distribution	\$	1,109 (83)	\$	892 (96)
Net Sales	\$	1,026 	 \$ 	796 
Manufactured Product North America Offshore Other miscellaneous and purchased product	\$	466 555 5	\$	450 342 4
Net Sales	\$	1,026 	\$ 	 796 
Potash Average Price per MT North America	\$	427	ب	355
Offshore	\$ \$	327	\$ \$	285
Manufactured Product	\$	366 	 \$	321

(1) Excludes planned routine annual maintenance shutdowns.

#### Potash Corporation of Saskatchewan Inc. Selected Operating and Revenue Data (unaudited)

	Three Months Ended March 31		
	2011	2010	
Phosphate Operating Data			
Production (P205 Tonnes - thousands)	532	448	
P205 Operating Rate	90%	76%	
Sales (tonnes - thousands)			
Manufactured Product			
Fertilizer - Liquid phosphates	349	248	
Fertilizer - Solid phosphates	255	293	
Feed	135	167	
Industrial	154	152	

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unufactured Product			893 		860 
sphate Net Sales JS \$ millions) Sales		\$	549	\$	401
Freight, transportation	and distribution		(43)		(35)
Net Sales		\$ 	506 	\$	366
nufactured Product Fertilizer - Liquid phos Fertilizer - Solid phosp Feed Industrial Cher miscellaneous and pu	phates	\$	170 157 71 101 7	\$	81 126 71 82 6
et Sales		\$ 	506	\$	366
sphate Average Price per Fertilizer - Liquid phos Fertilizer - Solid phos Feed Industrial	sphates	\$ \$ \$ \$ \$	488 616 525 654	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	328 428 426 540 
unufactured Product		\$ 	559	 9 	9 \$ 

#### Potash Corporation of Saskatchewan Inc. Selected Operating and Revenue Data (unaudited)

		Three Months Ended March 31		
	2011		2010	
Nitrogen Operating Data				
Production (N Tonnes - thousands)	686		738	
Average Natural Gas Production Cost per MMBtu \$ Sales (tonnes - thousands) Manufactured Product	5.84	\$	4.92	
Ammonia	514		430	
Urea	331		344	
Nitrogen solutions/Nitric acid/Ammonium	331		511	
nitrate	495		548	
Manufactured Product	1,340 		1,322	
Fertilizer sales tonnes	388		498	
Industrial/Feed sales tonnes	952		824	
Manufactured Product	1,340	<b>_</b>	1,322	

Nitrogen Net Sales (US \$ millions)

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Sales Freight, transportation and distribution	\$	546 (23)	\$	421 (24)
Net Sales	\$ 	523	\$	397
Manufactured Product Ammonia Urea	\$	244 138	\$	147 121
Nitrogen solutions/Nitric acid/Ammonium nitrate Other miscellaneous and purchased product		112 29		99 30
Net Sales	\$ 	523	\$	397
Fertilizer net sales Industrial/Feed net sales Other miscellaneous and purchased product	\$	144 350 29	\$	129 238 30
Net Sales	\$	523	\$	397
Nitrogen Average Price per MT Ammonia Urea Nitrogen solutions/Nitric acid/Ammonium nitrate	\$ \$ \$	474 416 226	\$ \$	343 351 180
Manufactured Product	\$ 	368 	\$	278
Fertilizer average price per MT Industrial/Feed average price per MT	 \$ \$	371 367	\$ \$	259 289
Manufactured Product	\$ 	368 	\$ 	278
Exchange Rate (Cdn\$/US\$)		2011		2010
December 31 March 31 First-quarter average conversion rate		0.9718 0.9964		0.9946 1.0156 1.0514

Potash Corporation of Saskatchewan Inc.
Selected Non-IFRS Financial Measures and Reconciliations
(in millions of US dollars except percentage amounts)
(unaudited)

The following information is included for convenience only. Generally, a non-IFRS financial measure is a numerical measure of a company's performance, financial position or cash flows that either excludes or includes amounts that are not normally excluded or included in the most directly comparable measure calculated and presented in accordance with IFRS. EBITDA, EBITDA margin, cash flow prior to working capital changes and free cash flow are not measures of financial performance (nor do they have standardized meanings) under either IFRS or United States Generally Accepted Accounting Principles. In evaluating these measures, investors

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should consider that the methodology applied in calculating such measures may differ among companies and analysts.

The company uses both IFRS and certain non-IFRS measures to assess performance. Management believes these non-IFRS measures provide useful supplemental information to investors in order that they may evaluate PotashCorp's financial performance using the same measures as management. Management believes that, as a result, the investor is afforded greater transparency in assessing the financial performance of the company. These non-IFRS financial measures should not be considered as a substitute for, nor superior to, measures of financial performance prepared in accordance with IFRS.

### A. EBITDA AND EBITDA MARGIN

Set forth below is a reconciliation of 'EBITDA' to net income and 'EBITDA margin' to net income as a percentage of sales, the most directly comparable financial measures calculated and presented in accordance with TFRS.

	Three Months Ended March 31		
	2011		2010
Net income Finance costs Income taxes Depreciation and amortization	\$ 732 50 243 124	\$	444 31 191 110
EBITDA	\$ 1,149	\$	776

EBITDA is calculated as earnings before finance costs, income taxes and depreciation and amortization. PotashCorp uses EBITDA as a supplemental financial measure of its operational performance. Management believes EBITDA to be an important measure as it excludes the effects of items which primarily reflect the impact of long-term investment decisions, rather than the performance of the company's day-to-day operations. As compared to net income according to IFRS, this measure is limited in that it does not reflect the periodic costs of certain capitalized tangible and intangible assets used in generating revenues in the company's business. Management evaluates such items through other financial measures such as capital expenditures and cash flow provided by operating activities. The company believes that these measurements are useful to measure a company's ability to service debt and to meet other payment obligations or as a valuation measurement.

	Three Month March 2011	
Sales Freight, transportation and distribution	\$ 2,204 \$ (149)	1,714 (155)
Net sales	\$  2,055 \$	1,559
Net income as a percentage of sales EBITDA margin	33% 56%	26% 50%

EBITDA margin is calculated as EBITDA divided by net sales (sales less freight, transportation and distribution). Management believes comparing the company's operations (excluding the impact of long-term investment decisions) to net sales earned (net of costs to deliver product) is an

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important indicator of efficiency. In addition to the limitations given above in using EBITDA as compared to net income, EBITDA margin as compared to net income as a percentage of sales is also limited in that freight, transportation and distribution costs are incurred and valued independently of sales. Management evaluates these expenses individually on the consolidated statements of income.

Potash Corporation of Saskatchewan Inc.
Selected Non-IFRS Financial Measures and Reconciliations
(in millions of US dollars except percentage amounts)
(unaudited)

## B. CASH FLOW

Set forth below is a reconciliation of 'cash flow prior to working Investors, iPanita Stange Vice Residente Investor and Public Relations. Phone: (306) 933-8844; Fraile is @ Potashcorp.com; Media Bib departon. Serior Alicagor, Reddic Affairs; Phone: (306) 933-8849; Eax: (306) 933-8

			Months	Ended
Dieser Artikel stammt von Rohstoff-Welt.de Die URL für diesen Artikel autet:		2011	.a. o.i. J.	2010
https://www.jnhstoff.cyelt.de/news/103234BotashCorp-Reports-Repord-First-Quarter-Earni	ings-on-Stro	ngeg-Brices-	and-Volume	s.html33
Für den Inhalt des Beitrages ist allein der Autor verantwortlich bzw. die aufgeführte Quelle. I bei der Winaing esnachten Doulleckes übeoperingen krögnew orken nicht eingestlächser spiegelt gepesellagt die Wegnung des Webseiten-Betreibers wieder. Mittels der Veröffentlic Meinungsbild darstellen. Direkte oder indirekte Aussagen in einem Beitrag stellen keinerlei Adar. Wir wehre Gregopen ein der Menschaft das gegen gestellen keinerlei AGB/Disclantepaid expenses and other current assets	n werden. D chung will di Aufforderung	er vertretene esez lediglic g zum Kauf-/	e Standpunkt h ein pluralis Verkauf von	t eines Autors tische <b>g 4</b> Wertpapieren
Payables and accrued charges		31		36
Die Reproduktion, Modifikation oder Verwendung der Inhalte ganz oder teilweise ohne schri Alle An <b>giharnghes</b> G <b>ewi</b> äh <b>rh Gopy oga isc</b> hby <b>Opearat by die word 1880 in 1880 i</b>				178
Cash provided by operating activities Additions to property, plant and equipment Other assets and intangible assets Changes in non-cash operating working capital	\$	690 (441) - 209	\$	811 (457) (34) (178)
Free cash flow	\$ 	458 	\$ 	142

The company uses cash flow prior to working capital changes as a supplemental financial measure in its evaluation of liquidity. Management believes that adjusting principally for the swings in non-cash working capital items due to seasonality or other timing issues assists management in making long-term liquidity assessments. The company also believes that this measurement is useful as a measure of liquidity or as a valuation measurement.

The company uses free cash flow as a supplemental financial measure in its evaluation of liquidity and financial strength. Management believes that adjusting principally for the swings in non-cash operating working capital items due to seasonality or other timing issues, additions to property, plant and equipment, and changes to other assets assists management in the long-term assessment of liquidity and financial strength. The company also believes that this measurement is useful as an indicator of the company's ability to service its debt, meet other payment obligations and make strategic investments. Readers should be aware that free cash flow does not represent residual cash flow available for discretionary expenditures.

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