

3Q 2022 RESULTS



ADJUSTED NET EARNINGS	SALES VOLUME (TONNES)	ADJUSTED EBITDA	ADJUSTED EPS
\$1.1B 3Q2022	6.84M 3Q2022	\$1.7B 3Q2022	\$3.22 3Q2022
\$517M 3Q2021	7.29M 3Q2021	\$969M 3Q2021	\$1.35 3Q2021

	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
3Q'22	1.65M	\$217	\$924	2.14M	\$373	\$669	2.82M	\$123	\$931
3Q'21	1.84M	\$198	\$681	1.81M	\$131	\$326	3.35M	\$99	\$524
+/-	-10%	+10%	+36%	+18%	+185%	+105%	-16%	+24%	+78%

*Gross Margin on Finished Product Tonnes

BUSINESS HIGHLIGHTS

Phosphates – operating earnings totaled \$131 million, down from \$326 million in the prior year period. This quarter's operating earnings included \$226 million of notable items, most of which was related to a noncash adjustment to future asset retirement obligation expenses. Third quarter adjusted EBITDA totaled \$481 million, up from \$479 million last year.

Potash – operating earnings totaled \$793 million, up from \$220 million in the prior year period, and adjusted EBITDA totaled \$871 million, up from \$272 million in the third quarter of 2021.

Mosaic Fertilizantes – operating earnings totaled \$323 million and adjusted EBITDA totaled \$343 million in the third quarter of 2022. This compares to operating earnings of \$290 million and Adjusted EBITDA of \$317 million from the prior year period.

Mosaic Town Hall

Please join our Mosaic **town hall** on Thursday, November 10 at 10 a.m. ET. Joc O'Rourke will provide a business update. He will be joined by Bruce Bodine, Senior Vice President- North America and Karen Swager, Senior Vice President – Supply Chain.

You can submit questions in advance by emailing **Public Affairs** or you can ask questions during the town hall by using the chat function.

Villages in Brazil
2 Municipalities
2+ years
40+ families

Villages in India
Krishi Jyoti
155 Villages
150,000 people benefited
14+ years

Additional information about our 3Q 2022 earnings and financial performance can be found in our [press release](#).
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