

The Mosaic Company

Earnings Conference Call – Full Year and Fourth Quarter 2019

Presenters: Joc O'Rourke, President and Chief Executive Officer
Clint Freeland, Senior Vice President and Chief Financial Officer
Laura Gagnon, Vice President Investor Relations

Date: February 19/20, 2020



Forward Looking Statements & Non-GAAP Financial Measures

.....

This presentation contains 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 proposed or pending future transactions or strategic plans and other 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: political and economic instability in Brazil or changes in government policy in Brazil, such as higher costs associated with the new mining rules or the implementation of new freight tables; 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; the effect of future product innovations or development of new technologies on demand for our products; changes in foreign currency and exchange rates; international trade risks and other risks associated with Mosaic's international operations and those of joint ventures in which Mosaic participates, including the performance of the Wa'ad Al Shamal Phosphate Company (also known as MWSPC), the timely development and commencement of operations of production facilities in the Kingdom of Saudi Arabia, and the future success of current plans for MWSPC and any future changes in those plans; the risk that protests against natural resource companies in Peru extend to or impact the Miski Mayo mine, which is operated by an entity in which we are the majority owner; difficulties with realization of the benefits of our long term natural gas based pricing ammonia supply agreement with CF Industries, Inc., including the risk that the cost savings initially anticipated from the agreement may not be fully realized over its term or that the price of natural gas or ammonia during the term are at levels at which the pricing is disadvantageous to Mosaic; customer defaults; the effects of Mosaic's decisions to exit business operations or locations; changes in government policy; changes in environmental and other governmental regulation, including expansion of the types and extent of water resources regulated under federal law, carbon taxes or other greenhouse gas regulation, implementation of numeric water quality standards for the discharge of nutrients into Florida waterways or efforts to reduce the flow of excess nutrients into the Mississippi River basin, the Gulf of Mexico or elsewhere; further developments in judicial or administrative proceedings, or complaints that Mosaic's operations are adversely impacting nearby farms, business operations or properties; difficulties or delays in receiving, increased costs of or challenges to necessary governmental permits or approvals or increased financial assurance requirements; resolution of global tax audit activity; the effectiveness of Mosaic's processes for managing its strategic priorities; adverse weather conditions affecting operations in Central Florida, the Mississippi River basin, the Gulf Coast of the United States, Canada or Brazil, and including potential hurricanes, excess heat, cold, snow, rainfall or drought; actual costs of various items differing from management's current estimates, including, among others, asset retirement, environmental remediation, reclamation or other environmental regulation, Canadian resources taxes and royalties, or the costs of the MWSPC, its existing or future funding and Mosaic's commitments in support of such funding; reduction of Mosaic's available cash and liquidity, and increased leverage, due to its use of cash and/or available debt capacity to fund financial assurance requirements and strategic investments; brine inflows at Mosaic's Esterhazy, Saskatchewan, potash mine or other potash shaft mines; other accidents and disruptions involving Mosaic's operations, including potential mine fires, floods, explosions, seismic events, sinkholes or releases of hazardous or volatile chemicals; and risks associated with cyber security, including reputational loss; 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.

This presentation includes certain non-GAAP financial measures, including adjusted EBITDA, adjusted gross margins, adjusted earnings per share. For important information regarding the non-GAAP measures we present, see "Non-GAAP Financial Measures" in our February 19, 2020 earnings release and the performance data for the fourth quarter of 2019 that are available on our website at www.mosaicco.com in the "Financial Information – Quarterly Earnings" section under the "Investors" tab. The earnings release and performance data are also furnished as exhibits to our Current Report on Form 8-K dated February 19, 2020.

2019 Actions Fuel 2020 Optimism

Extreme weather conditions led to challenging conditions through out the year

- Wettest year in North America in ~50 years

Mosaic executed well and made significant progress

- K3 acceleration
- Mosaic Fertilizantes synergies
- NextGen Phosphates

We created substantial earnings leverage to stronger market conditions



In This Environment, Mosaic Executed Well and Delivered Record Safety Performance

.....

Potash Segment	
Acceleration of Esterhazy K3	Accelerated capital allocation to realize brine management cost savings 30 months ahead of original plan, lowers cash cost of production driving total cash savings of \$300 million over time.
Indefinite idling of Colonsay	Facilitated by faster ramp of production at Esterhazy K3, lowers cash cost of production.
Phosphates Segment	
Market discipline	Idled Faustina and Florida operations to improve market balance. Improved future values with higher short term costs.
Mine of the Future	Applying technology to facilitate lower costs of rock
Mosaic Fertilizantes Segment	
Tailings Dam Remediation	Took aggressive approach to leverage third party certification and meet new standards ahead of schedule, under budget
Synergy Capture	Realized approximately \$330 million in synergies, faster and well above original expectations

Results

\$ in million, except per share	4Q 2019	FY 2019
Diluted Earnings Per Share (EPS)	\$(2.43)	\$(2.78)
Adjusted diluted EPS ⁽¹⁾	\$(0.29)	\$0.16
Net Earnings (Loss)	\$(921)	\$(1,067)
Adjusted EBITDA ⁽¹⁾	\$202	\$1,347
Cash from Operations	\$276	\$1094
Capital Expenditures	\$340	\$1,271

Fourth quarter results include \$1.1 billion in noncash, nonrecurring charges related to Potash asset optimization and a Phosphates goodwill impairment. Full year also includes noncash charges related to Phosphates asset optimization.

POTASH 4Q 2019

Gross Margin/Tonne \$61
 Adjusted Gross Margin /Tonne⁽¹⁾ \$76
 Sales Volumes 1.5 mmt
 Cash Costs of Production \$87
 Operating Rate 63%

PHOSPHATES 4Q 2019

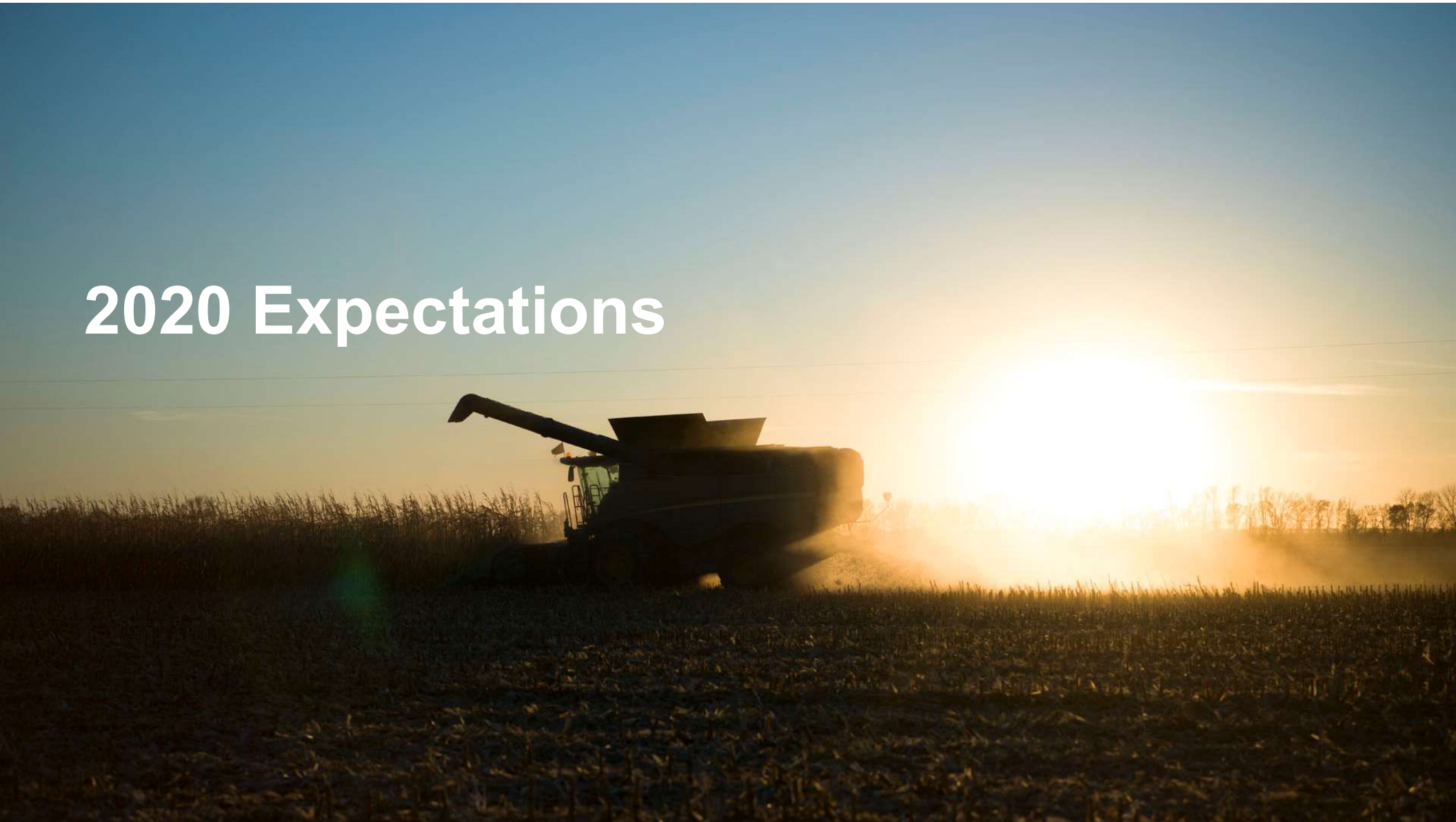
Gross Margin/Tonne \$(52)
 Adjusted Gross Margin/Tonne⁽¹⁾ \$(45)
 Sales Volumes 2.0 mmt
 Cash Conversion Costs \$64
 Operating Rate 79%

FERTILIZANTES 4Q 2019

Gross Margin/ Tonne \$32
 Adjusted Gross Margin/Tonne⁽¹⁾ \$32
 Sales Volumes 2.2 mmt
 P Cash Conv. Costs BRL 289
 Operating Rate 79%

⁽¹⁾See Non-GAAP Financial Measures for additional information

2020 Expectations



Sensitivities using 2019 Cost Structure

Based on 2019 Actuals	
Adjusted EBITDA ⁽¹⁾	\$1.35 bn
Known non-market growth 2020 vs 2019	\$0.225 bn

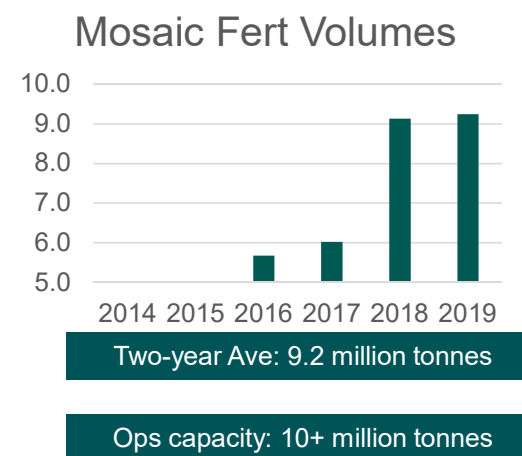
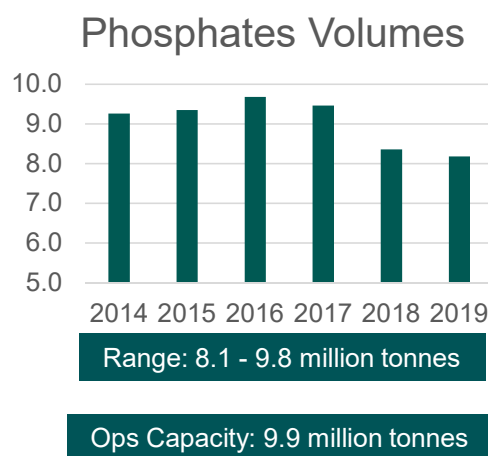
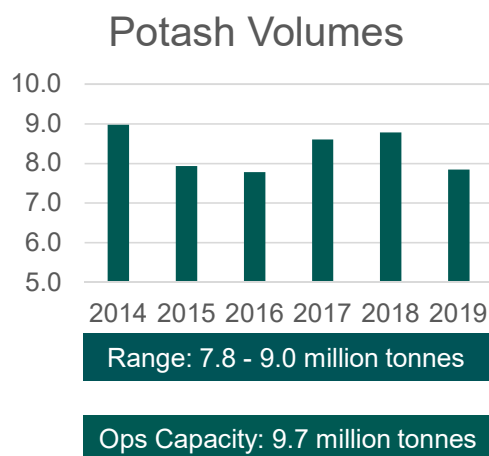
Sensitivity	Full year adj. EBITDA impact	2019 Actuals
Average MOP Price / tonne (fob mine)	\$10/mt price change = \$55 million ⁽²⁾	\$237
Average DAP Price / tonne (fob plant)	\$10 / mt price change = \$95 million	\$325
Average BRL / USD	\$0.10 change, unhedged = \$21 million	3.94
Average CAD / USD	\$0.01 change, unhedged = \$14 million	1.33

- Based on 2019 conversion costs
- The EBITDA sensitivity to average MOP and DAP price/ tonne includes Mosaic Fertilizantes
 - ~10% of the average MOP price per tonne impact to EBITDA relates to Mosaic Fertilizantes
 - ~15% of the average DAP price per tonne impact to EBITDA relates to Mosaic Fertilizantes
- ~85% of Potash cash costs were fixed, excluding brine and CRT
- ~88% of Phosphates cash conversion costs were fixed

⁽¹⁾ See Non-GAAP Financial Measures for additional information

⁽²⁾ Includes impact of CRT

Volumes Ranges



None of our segments are expected to be operationally constrained in 2020.

Potash operating capacity excludes Colonsay, which is indefinitely idled.

Phosphate volumes reflect the curtailment of Plant City beginning in 2018.

Additional Modeling Assistance

.....

Estimated reconciling items EBITDA ⁽¹⁾ to EPS	\$ in millions
Adjusted Depreciation, Depletion & Amortization	\$910 - \$920
Net Interest Expense	\$180 - \$190
Non-Notable Adjustments	\$80 - \$90
Effective Tax Rate	Low 30's%
Capital Expenditure Expectations	\$ in billions
Sustaining Capital	\$0.80
Growth Capital	\$0.40
Total Capital Expenditure Estimate	\$1.20

⁽¹⁾See Non-GAAP Financial Measures for additional information

Improved Transparency

New disclosures in our quarterly performance data:

- Realized pricing f.o.b. plant or mine
- Product or geographic mix detail
- Raw material mix and costs

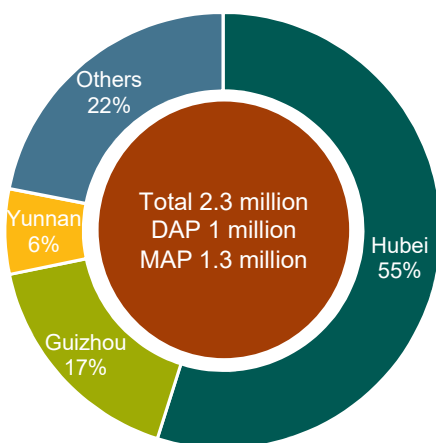
New monthly disclosures to help model quarterly earnings:

- Segment revenues and tonnes sold based on our revenue recognition policies
- Reported approximately 15 days after month end for the first two months of the quarter
- Reported with earnings for the final month of the quarter

Coronavirus Impact on China P & K

.....

Q1 China DAP & MAP
Production Loss Estimate



- China's production loss in Q1 2020 could exceed two million tonnes
- The lost production may be recovered in H2, but only if economics work
- In-country channel inventories are significantly lower year over year
- We expect the narrow spring application window will be narrowed, requiring prioritization of the domestic market

Mosaic's Strategic Priorities

.....

North America Transformation

Esterhazy K3 Development
Next Gen Phosphates

South America Growth Engine

Leverage Mosaic's in-country capabilities to grow
Drive further efficiencies

Grow and Strengthen Our Product Portfolio

Pursue diverse opportunities that make us stronger and that yield mutual benefits for Mosaic and our customers

Drive Functional Collaboration and Efficiency

Rethink and re-engineer to reduce structural costs
Look for new ways to improve

Optimize Operating Assets and Capital Management

Continue balanced approach
Assess, prioritize and allocate capital to add value across the business

Act Responsibly

Be a good corporate citizen and contribute to the vitality of the people and the communities around us

**We help the world grow
the food it needs.**



Appendix

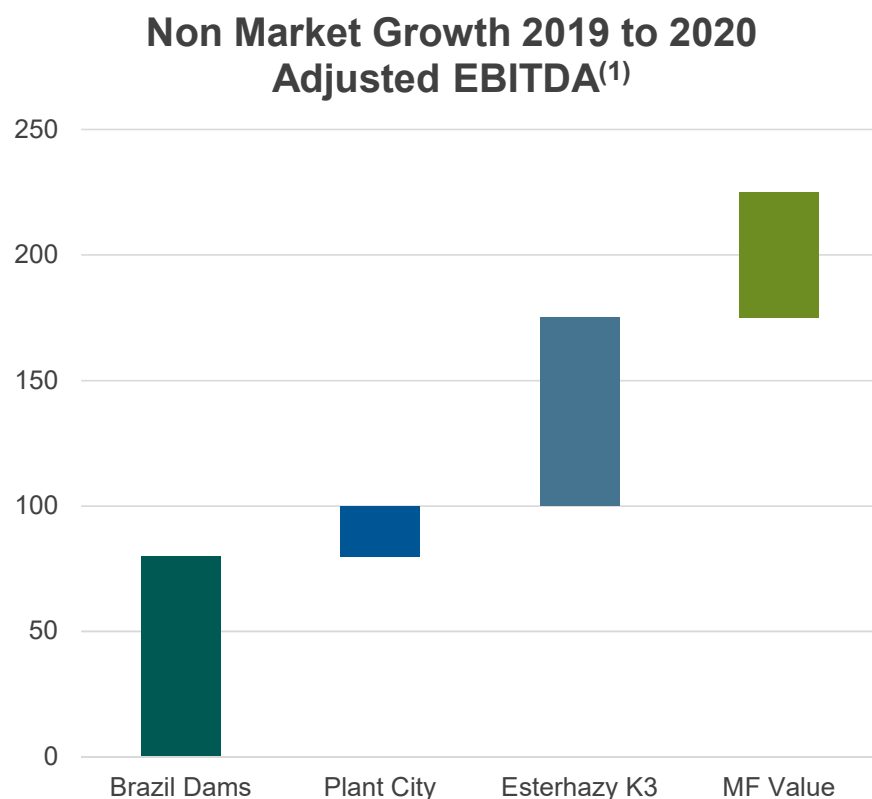


Operating Driver Targets

		2018 actual	2019 actual	2021 target
Phosphates	Cash cost of U.S. mined rock (\$/tonne)	\$38	\$41	\$39
	Cash costs of conversion (\$/tonne)	\$63	\$65	\$56
	Sales of MicroEssentials (mm tonnes)	2.9	2.7	3.7
	Average MicroEssentials margin, premium to MAP (\$/tonne) ⁽¹⁾	\$43	\$45	\$40 - \$50
Mosaic Fertilizantes Potash	Cash costs of production (excluding brine) – MOP (\$/tonne)	\$66	\$74	\$62
	Cash brine management costs (\$ in millions)	\$123	\$101	\$85
	Cash costs of rock (R\$/tonne)	R\$346	R\$331	R\$320
	Cash costs of conversion - Phosphates (R\$/tonne)	R\$265	R\$321	R\$275
Total Selling, General & Administrative Expenses (\$ in millions)		\$341	\$354	\$340

⁽¹⁾ Includes margins earned locally on sales by Mosaic Fertilizantes and Mosaic China.

Strong Execution Driving Growth into 2020



⁽¹⁾See Non-GAAP Financial Measures for additional information

Mosaic expects ~ \$225 million of adjusted EBITDA⁽¹⁾ growth, all else equal, due to the following:

- The Brazilian phosphate mines resumed full operations in September, with the outages in 2019 expected to cost an estimated \$80 million.
- Plant City costs to hold the plant idle will be eliminated with its closure announced in June of 2019, eliminating ~\$20 million in costs.
- Shifting production of 600,000 tonnes to Esterhazy K3 is expected to increase EBITDA by ~\$70 to \$80 million.
- Mosaic Fertilizantes expects to realize incremental value from transformation \$50 million in 2020.

New Monthly Information

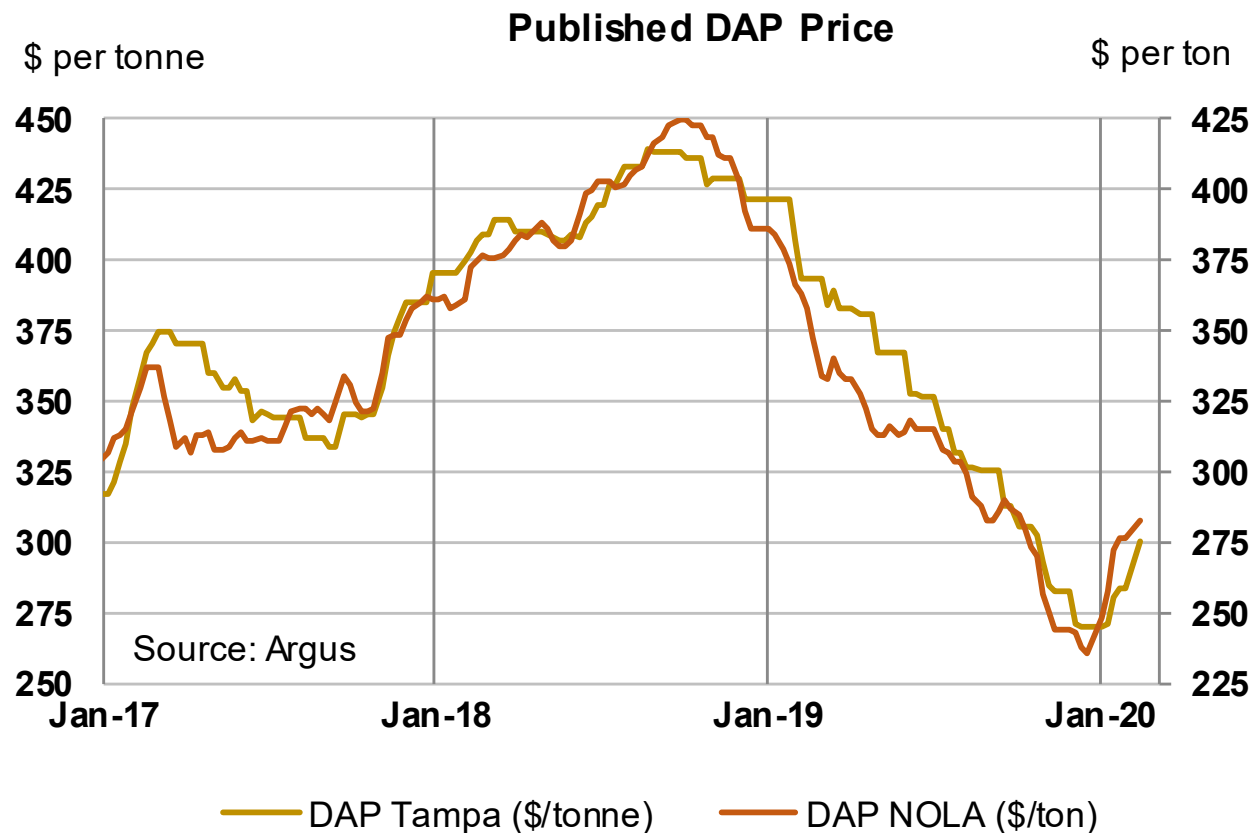
.....

We plan to provide incremental monthly data on sales revenues and volumes to provide better transparency of the lag between market prices and realized prices, and the seasonality of volumes, which can vary significantly from year to year. This is expected to aid analysts in developing quarterly estimates.

\$ in millions*	1/19	2/19	1Q19	4/19	5/19	2Q19	7/19	8/19	3Q19	10/19	11/19	4Q19
Phosphates Sales	\$234	\$221	\$806	\$271	\$325	\$917	\$226	\$262	\$820	\$215	\$188	\$698
P Volumes mmt	.51	.46	1.79	.63	.75	2.18	.58	.70	2.19	.59	.52	2.01
Potash Sales	\$159	\$161	\$504	\$179	\$204	\$599	\$212	\$198	\$616	\$158	\$92	\$395
K Volumes mmt	.56	.63	1.86	.64	.74	2.16	.79	.76	2.32	.61	.36	1.50
Mosaic Fert Sales	\$261	\$245	\$698	\$202	\$251	\$833	\$437	\$499	\$1388	\$350	\$253	\$864
MF Volumes mmt	.55	.51	1.53	.52	.62	2.10	1.03	1.24	3.42	.89	.64	2.19

* These values are recognized in the period and reflect prices when product is delivered. The implied prices reflect market prices when the deliveries were committed, and may lag reported market prices as much as 3 months, or longer for potash international contracts with China and India.

Improving Phosphate Pricing Trends



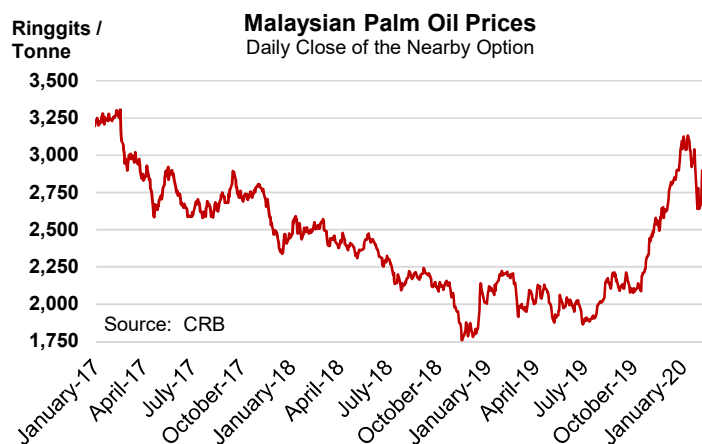
Since December pricing* low:

- fob NOLA up ~\$40/ton
- fob Tampa up ~\$30/tonne

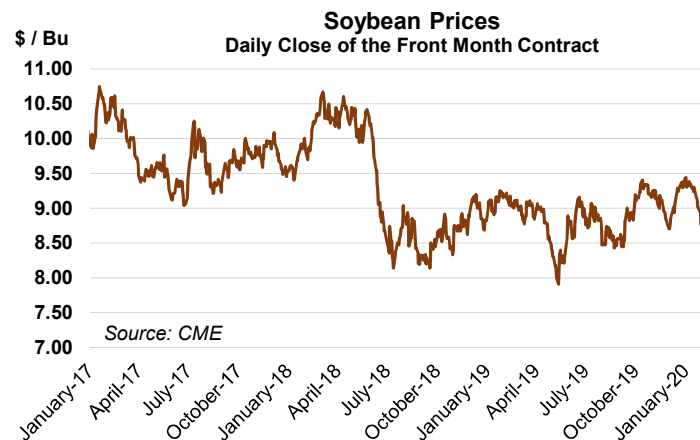
**average reported spot pricing for prompt delivery*

2020 Strong Market Demand Driven by Constructive Ag Commodity Prices & Acreage Increase in North America

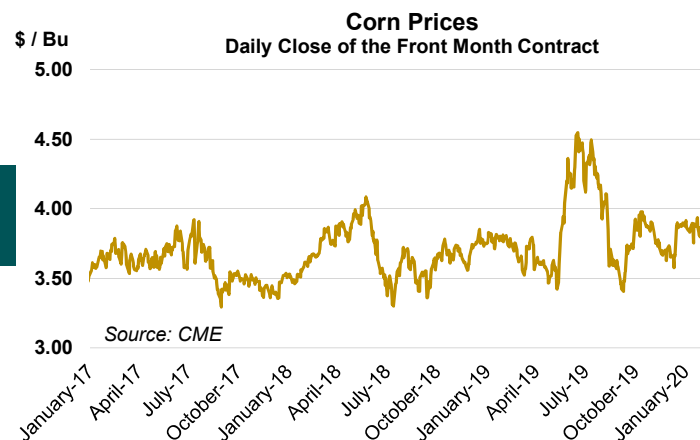
- Weather challenges have resulted in underapplication of fertilizer in North America for three seasons in a row.
- Healthy ag commodity prices mean strong economic incentives to maximize harvest in 2020, with increased acreage and applying the right amounts of fertilizer.
- Trade tensions have eased.



**+21% y-o-y;
+50% vs.
Nov '18 low**



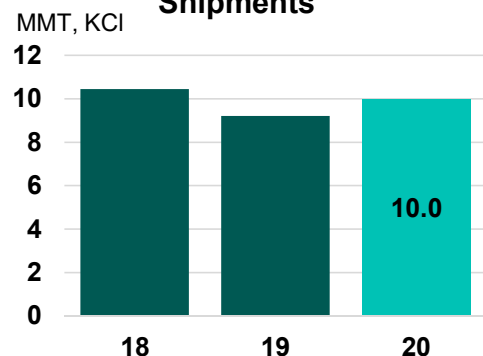
**Soybean prices
poised to rally on
return of Chinese
buying**



**Dec-20 contract
range bound
near \$4.00 / bu**

2020 Demand Growth: Potash

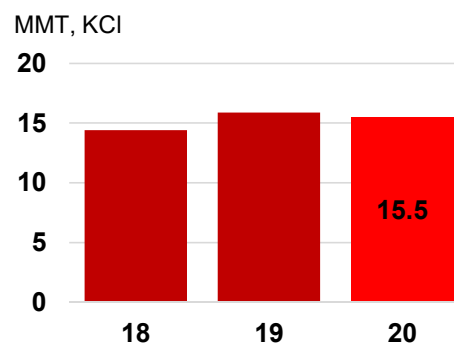
North American MOP Shipments



Sources: TFI and Mosaic

- North America recovers on normal weather and pent-up demand after three consecutive poor application seasons.

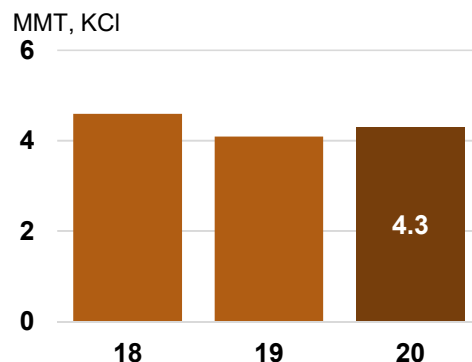
China MOP Shipments



Sources: IFA, CRU and Mosaic

- A potash inventory build in 2019 allows time to delay a new contract settlement – potentially through Q1 – and likely means shipments now will slip lower in 2020.

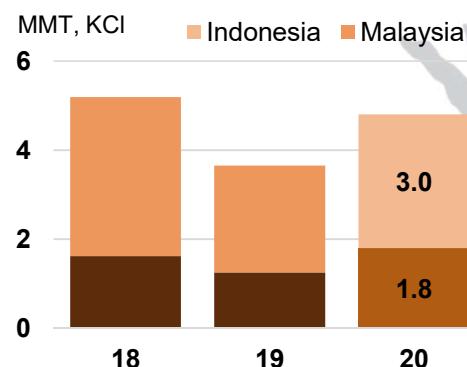
India MOP Shipments



Sources: IFA, CRU and Mosaic

- Lower international prices and historically lower inventory drives recovery in **Indian** potash shipments; strong farm economy after above average monsoon.

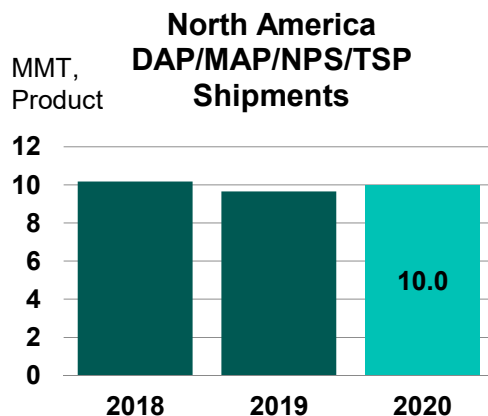
SE Asia MOP Shipments



Sources: IFA, CRU and Mosaic

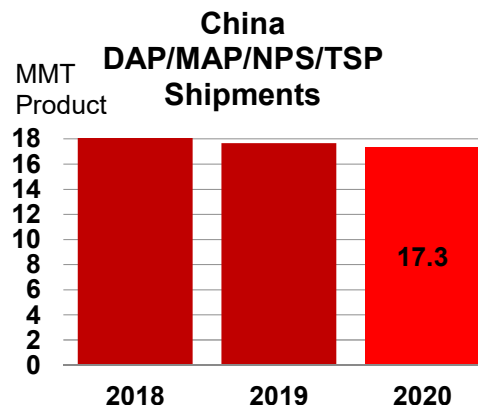
- Malaysia/Indonesia** – shipment recovery, particularly in the second half, due to improved ag production economics (e.g. palm oil).

2020 Demand Growth: Phosphate



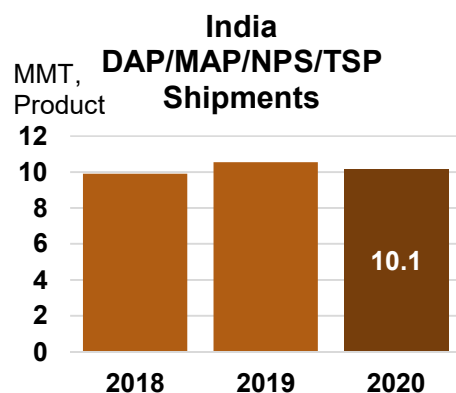
Source: TFI, USDC and Mosaic

- North America recovers on normal weather and pent-up demand after three consecutive poor application seasons.



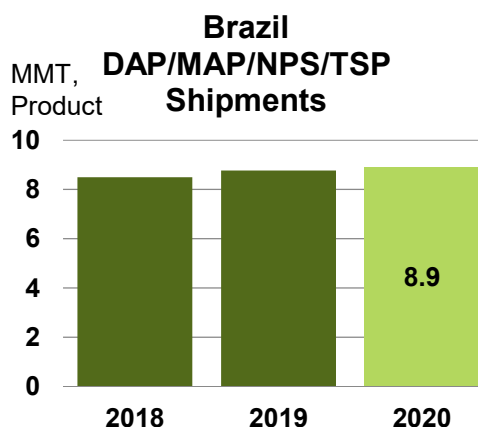
Source: CRU and Mosaic

- There remains significant uncertainty regarding China's coronavirus – our base case calls for a modest tick lower of demand.



Source: CRU and Mosaic

- Lower international prices and strong on-farm demand offsets impact of reduced subsidy and higher beginning inventories, keeping Indian phosphate shipments broadly flat.



Source: CRU, ANDA and Mosaic

- Brazil phosphate shipments to show modest growth on strong domestic ag commodity pricing and fertilizer affordability.

Global Potash Shipment Forecasts by Region (February 2020)

Muriate of Potash Mil Tonnes KCl	2018	2019E	Low 2020F	High 2020F	Comments
China	14.4	15.9	15.3	15.6	Modest demand growth is expected to be offset by some drawdown of channel inventories, resulting in a potential y-o-y retreat in total MOP shipments in 2020 (our point estimate of 15.5mmt is still the 4 th highest on record). The current situation (weak CNY and Coronavirus) implies a slow Q1 after net imports surged 22% to almost 8.9mmt (9.1mmt imports, 0.2mmt exports) in 2019.
India	4.6	4.1	4.1	4.4	Lower prices, limited carry-in inventories and good demand are expected to drive recovery in Indian shipments this year. Demand prospects in India remain positive as above-average rainfall boosts Rabi harvest expectations, coupled with higher minimum support prices. Ample pre-monsoon rain and higher reservoir storage could also encourage Kharif sowing of major crops. Potash sales have improved in recent months and we expect the trend to continue into the start of the Kharif season, and assume little change to the potash MRP in 2020 (possibility for lower subsidy, but offset by lower international prices).
Indonesia & Malaysia	5.2	3.7	4.6	5.0	We remain optimistic of a strong demand recovery in the region in 2020 due to the tightening of the palm oil S/D and y-o-y improved CPO prices (~2,700 MYR/t mid-Feb). The uncertainty around palm oil export demand (<i>China/India import appetite</i>) has tempered nearby demand expectations, but we expect very strong buying activity as we move toward the second half of the year.
Other Asia	4.9	4.5	4.7	4.9	MOP shipments in 2019 were hampered by unfavorable weather in key countries in the region. We expect a decent recovery of demand this year as farm economics have improved with rice prices now at levels above those in 1H 2018, combined with expectations for a return to a 'normal' weather pattern.
W. Europe	5.0	4.9	4.8	5.0	We continue to project generally flat European shipments (industrial and ag demand) in 2020.
E. Europe & FSU	5.7	5.7	5.7	5.9	Continued expansion of the agricultural sector in the region provides a good demand base and we expect potash demand to continue to grow modestly. The key uncertainty remains around the potential for extreme weather events in the region.
Brazil	10.4	10.6	10.6	10.8	On-farm potash demand is forecast to grow another 2% this year in the face of good farm economics and favorable crop conditions. However, total shipments are expected to grow at a slower pace due to some drawdown of in-country inventories. MOP imports reached a record of 10.2mmt last year and we expect a similar level in 2020. MOP stocks have crept up to almost 1.5mmt at the end of 2019, but this is only 100 basis points higher than the 10-year average stocks-to-use ratio.
Other L. America	3.2	3.1	3.2	3.4	Shipments in the rest of Latin America look to increase modestly due to generally favorable farm economics.
N. America	10.4	9.2	9.8	10.1	We expected a healthy rebound of demand in 2020 as farmers are expected to plant as much as 15 million more acres of corn and soybean combined this spring and look to catch up on missed applications in seasons prior. Concerns about potentially high soil moisture levels yet again impacting spring fieldwork, logistics constraints and lingering channel inventories have prevented us from forecasting shipments to return to the circa 10.5mmt level seen in 2017 and 2018.
Other	3.1	2.9	3.0	3.3	Demand is also expected to return to moderate growth partly driven by higher NPK production in Africa.
Total	66.8	64.4	65.7	68.4	We have revised our shipment forecast modestly lower than previously and have narrowed our forecast range to 66-68mmt and a point estimate of 67.3mmt. We remain very bullish on demand in 2020, as the revised figures still represent a 2.9mmt or 4.5% y-o-y increase.

Global Phosphate Shipment Forecasts by Region (February 2020)

DAP / MAP / NPS* / TSP (Million Tonnes)	2018	2019E	Low 2020F	High 2020F	Comments
China	18.7	17.6	16.9	17.5	We have rebased our China figures higher to be more comprehensive in our counting of formerly excluded tonnages used for NPK manufacturing in particular, though our estimate for 2019 shipments continues to show a decline of over 1mmt y-o-y. We continue to believe that domestic shipments will stabilize around that level, though the impact of coronavirus on production and consumption, particularly NPKs, is a yellow flag for 2020. These impacts are also likely to be seen in the way of lower DAP/MAP/TSP exports in the first half of the year.
India	9.9	10.5	9.8	10.1	Our projection for both 2019 and 2020 have been revised higher. Domestic production in 2019 surged to 4.8mmt (vs. 3.6mmt in 2018), offsetting a 600,000 tonne decline in imports to 5.6mmt. We assume both production and imports will moderate in 2020 to around 10mmt combined, as a small inventory build is worked through. Last year's above average monsoon and recent rains keeping reservoirs flush, coupled with higher minimum support prices, a lower MRP y-o-y, and assuming a stable and normal monsoon this year, we anticipate on-farm demand in 2020 will again surpass 10mmt.
Other Asia/Oceania	10.1	9.8	10.0	10.3	A meaningful recovery in palm oil and rice prices, up circa 20% and 30% y-o-y, respectively, is the main impetus of our expectation for a rebound of demand in 2020. Drought in Australia has eased, mitigating our previous demand concern there.
Europe and FSU	5.8	6.3	6.3	6.6	Channel inventories are understood to have closed out the year about average, and we are keeping our previous demand forecast unchanged. Farm economics are robust, though drought incidence in the Black Sea region and parts of Germany remain a yellow flag.
Brazil	8.5	8.8	8.8	9.0	Our shipment estimates for both 2019 and 2020 are unchanged. The ag sector in Brazil continues to perform very well, and steady growth is again anticipated after phosphate inventories ended the year around average levels.
Other Latin America	4.0	3.8	3.9	4.1	2019 revised lower as buyers stepped away from typical fill volumes in Q4, drawing down inventories. While this should set the stage for strong buying as we move through 2020 given robust farm economics, we have moderated our forecast slightly to account for concerns over potential demand disruption in Argentina due to government intervention (export taxes).
North America	10.2	9.4	9.8	10.3	A weather-shortened application window in fall 2019 resulted in a small downward adjustment to our estimate, though there was a long tail to the season that extended into Q1 in the Cornbelt that has allowed fieldwork to resume and channel inventories to work lower. Imports also tapered off in December and January (combined imports for those two months were 500,000 tonnes lower y-o-y). With a return to more normal weather in spring 2020, we expect robust on farm demand given the likelihood of 10-15 million additional corn/soybean acres, decent farm economics (assisted by MFP payments) and the historically low phosphate prices at present.
Other	5.0	4.5	5.1	5.3	Our 2020 forecast calls for a sharp rebound in Africa, led by big slate of shipments to East Africa that slipped from 2019 into 2020.
Total	72.2	70.7	70.6	73.2	The rebasing of our Chinese data shifts our global demand figures higher, but still shows a y-o-y decline in 2019 of 1.5mmt (-2.0%), as weak shipments in China and North America were only partly offset by growth in India, Brazil and the FSU. For 2020, we continue to expect the pluses to outweigh the minuses – a rebound in North America and Africa offsets the potential for another drop in China and retrenchment in India – with global shipments posting a moderate 2% increase on average. This would bring global shipments to 71-73mmt, with our point estimate at 72.2 million tonnes.

Source: IFA, CRU and Mosaic
(Numbers may not sum to total due to rounding)

* NPS products included in this analysis are those with a combined N and P₂O₅ nutrient content of 45 units or greater.

Potash

(in millions except per tonne)	2019	2018	2017
Sales Volumes (tonnes)	7.8*	8.8*	8.6
Operating Earnings	\$46	\$511	\$344
Adjusted EBITDA ⁽¹⁾	\$884	\$866	\$648
Gross Margin \$ / Tonne	\$79	\$68	\$45
Adjusted Gross Margin \$ / Tonne ⁽¹⁾	\$83	\$69	\$47

- Gross Margin per tonne improved over the prior year as a result of higher realized prices.
- The company has accelerated the development of the K3 shaft at its Esterhazy potash mine and now expects to transition from mining K1 and K2 to mining K3 a full year earlier, by the second half of 2022.
- The company has idled the Colonsay potash mine for the foreseeable future and wrote off \$530 million of assets.

⁽¹⁾See Non-GAAP Financial Measures for additional information

* Year-over-year comparison negatively impacted by a change in the Canpotex revenue recognition policy.

Mosaic Fertilizantes

(in millions except per tonne)	2019	2018	2017*
Sales Volumes (tonnes)	9.2	9.1	9.35
Operating Earnings	\$133	\$241	\$63
Adjusted EBITDA ⁽¹⁾	\$304	\$429	\$73
Gross Margin \$ / Tonne	\$31	\$42	\$8
Adjusted Gross Margin \$ / Tonne ⁽¹⁾	\$31	\$42	\$8

- The company achieved approximately \$330 million in net synergies in 2019, exceeding the original target by 19%
- In 2019, the company incurred approximately \$80 million in incremental expense related to the impact of the new tailings dam regulations in Brazil.
- Gross margin per tonne decreased primarily due to lower prices and dam remediation costs, partially offset by synergies.

⁽¹⁾See Non-GAAP Financial Measures for additional information

* Pro forma segment results

Phosphates

(in millions except per tonne)	2019	2018	2017
Sales Volumes (tonnes)	8.2*	8.4*	9.5
Operating Earnings	\$(1,131)	\$473	\$256
Adjusted EBITDA ⁽¹⁾	\$295	\$966	\$648
Gross Margin \$ / Tonne	\$(10)	\$69	\$35
Adjusted Gross Margin \$ / Tonne ⁽¹⁾	\$(5)	\$72	\$35

- Realized finished phosphates prices remained pressured throughout 2019 due to reduced demand driven by adverse weather conditions in North America.
- Net sales for 2019 were \$3.2 billion, down from \$3.9 billion in 2018.
- During the year, the company announced the permanent closure of the Plant City facility. In the fourth quarter, the company temporarily idled its Louisiana facilities to facilitate a draw down of inventories and in preparation for a stronger market in 2020. Those actions resulted in \$340 million of additional costs recorded as notable, and \$110 million of idle costs included in the results.

⁽¹⁾See Non-GAAP Financial Measures for additional information

*Year-over-year comparison reflects the impact of the idling of Plant City

Non GAAP Reconciliations



Reconciliation of non GAAP measures

Consolidated Earnings (<i>in millions</i>)	4Q 2019	4Q 2018	2019	2018
Consolidated net (loss) earnings attributable to Mosaic	\$(921)	\$112	\$(1,067)	\$470
Less: Consolidated interest expense, net	\$(47)	\$(31)	\$(183)	\$(166)
Plus: Consolidated depreciation, depletion and amortization	\$233	\$235	\$883	\$884
Plus: Accretion expense	\$14	\$8	\$58	\$48
Plus: Share-based compensation expense	\$5	\$2	\$29	\$27
Plus: Consolidated provision for (benefit from) income taxes	\$(289)	\$33	\$(226)	\$77
Plus: Notable items	\$1,113	\$176	\$1,487	\$432
Adjusted EBITDA	\$202	\$603	\$1,347	\$2,104
Diluted (loss) earnings per share	\$(2.43)	\$0.29	\$(2.78)	\$1.22
Notable items impact on earnings per share	\$2.14	\$0.48	\$2.94	\$0.90
Adjusted diluted earnings per share	\$(0.29)	\$0.77	\$0.16	\$2.12



Reconciliation of non GAAP measures

Phosphates Earnings (<i>in millions</i>)	4Q 2019	4Q 2018	2019	2018
Operating earnings (loss)	\$(712)	\$83	\$(1,131)	\$473
Plus: Depreciation, depletion and amortization	\$113	\$101	\$430	\$403
Plus: Accretion expense	\$12	\$8	\$46	\$37
Plus: Foreign exchange gain (loss)	\$(2)	\$7	\$2	\$11
Plus: Other income (expense)	\$0	\$0	\$13	\$(15)
Plus: Equity in net earnings (loss) from nonconsolidated companies	\$(25)	\$(1)	\$(60)	\$(6)
Less: Earnings (loss) from consolidated noncontrolling interests	\$(29)	\$(1)	\$(18)	\$1
Plus: Notable items	\$593	\$41	\$977	\$64
Adjusted EBITDA	\$8	\$240	\$295	\$966
Gross Margin / tonne	(\$52)	\$81	\$(10)	\$69
Notable items in gross margin / tonne	\$7	\$0	\$5	\$3
Adjusted gross margin / tonne	(\$45)	\$81	\$(5)	\$72



Reconciliation of non GAAP measures

.....

Phosphates Earnings (<i>in millions</i>)	4Q 2019	4Q 2018	3Q 2019
Gross Margin	\$(106)	\$151	\$(19)
Notable items in gross margin	\$16	\$0	\$7
Adjusted gross margin	\$(90)	\$151	\$(12)

Reconciliation of non GAAP measures

Potash Earnings (<i>in millions</i>)	4Q 2019	4Q 2018	2019	2018
Operating earnings	\$(452)	\$149	\$46	\$511
Plus: Depreciation, depletion and amortization	\$76	\$80	\$296	\$301
Plus: Accretion expense	\$2	\$1	\$7	\$5
Plus: Foreign exchange gain (loss)	\$27	\$(86)	\$70	\$(117)
Plus: Other income (expense)	\$0	\$1	\$2	\$1
Plus: Notable items	\$506	\$125	\$463	\$165
Adjusted EBITDA	\$159	\$270	\$884	\$866
Gross Margin / tonne	\$61	\$88	\$79	\$68
Notable items in gross margin / tonne	\$15	\$0	\$4	\$1
Adjusted gross margin / tonne	\$76	\$88	\$83	\$69

Reconciliation of non GAAP measures

.....

Potash Earnings (<i>in millions</i>)	4Q 2019	4Q 2018	3Q 2019
Gross Margin	\$92	\$202	\$158
Notable items in gross margin	\$22	\$0	\$12
Adjusted gross margin	\$114	\$202	\$170

Reconciliation of non GAAP measures

Mosaic Fertilizantes Earnings (<i>in millions</i>)	4Q 2019	4Q 2018	2019	2018
Operating earnings (loss)	\$5	\$85	\$133	\$241
Plus: Depreciation, depletion and amortization	\$38	\$49	\$136	\$159
Plus: Accretion expense	\$3	\$2	\$7	\$4
Plus: Foreign exchange gain (loss)	\$7	\$(2)	\$(44)	\$(85)
Plus: Other income (expense)	\$(2)	\$1	\$(8)	\$(1)
Less: Earnings (loss) from consolidated noncontrolling interests	\$1	\$2	\$2	\$3
Plus: Notable items	\$28	\$5	\$82	\$114
Adjusted EBITDA	\$78	\$138	\$304	\$429
Gross Margin / tonne	\$32	\$56	\$31	\$42
Notable items in gross margin / tonne	\$0	\$0	\$0	\$0
Adjusted gross margin / tonne	\$32	\$56	\$31	\$42