

# Growing Opportunities



K+S Potash Canada

*Saskatchewan Mining Week*

Sam Farris, President





K+S is an international resources company based in Kassel, Germany.



The roots of the K+S Group go back to the middle of the 19th century. The company has been mining and processing mineral raw materials for more than 125 years.



Today, the K+S Group is an internationally oriented raw materials company and the 5th largest potash producer in the world.



K+S operates in 20 countries. From Germany to Czech Republic, France to India, and of course Canada!

## The K+S Group

A source of growth and life through nutrients and minerals.



K+S Potash Canada

# About K+S Potash Canada

- Construction of the “Legacy” project started in June 2012, and officially opened as the “Bethune” mine in May 2017
- Currently the mine produces around 2.1 Mtpa of MOP standard and granular
- Employs over 500 people in 3 locations, Bethune, the corporate office in Saskatoon and in Port Moody
- At the Bethune Mine there is a solution mining wellfield, central wet and dry processing facilities as well as storage, loadout and utilities
- Rail facilities to ship product to Port Moody for sale around the world



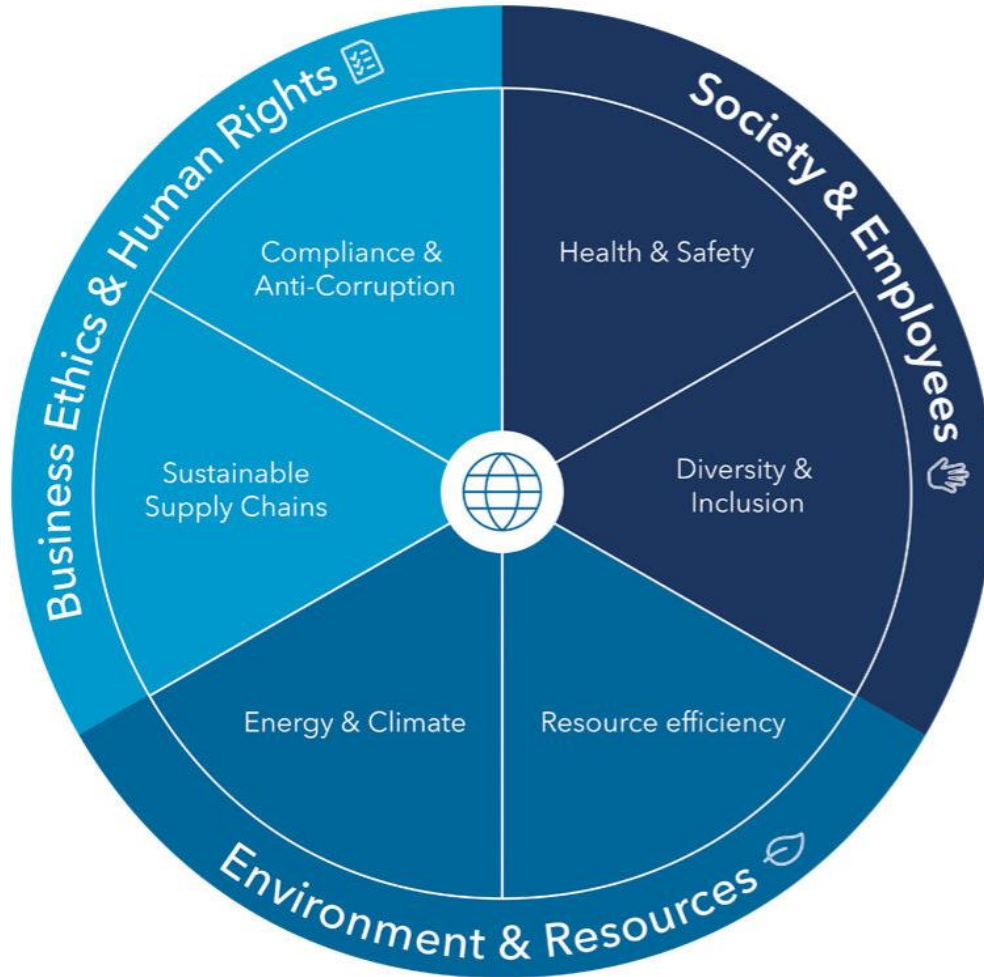
# What We Stand For

The K+S logo is located in the bottom right corner of the slide. It consists of the letters 'K' and 'S' in a bold, white, sans-serif font, separated by a plus sign '+'. The logo is set against a dark blue rectangular background that is tilted slightly to the right. The overall design is clean and professional, matching the blue and white color scheme of the slide.

**K+S**



# Environment Social Governance Focus



## **SUSTAINABILITY PROGRAM<sup>1</sup>**

K+S is clearly committed to the sustainability issue. Our commitment focuses on three areas of action: Society & Employees, Environment & Resources, and Business Ethics & Human Rights.



## Indigenous Relations Policy: KSPC's Commitments to Indigenous Inclusion

**K+S Potash Canada is committed to developing and sustaining positive relationships with local Indigenous people and communities by proactively exploring ways to continually improve upon our work throughout a broad spectrum of our daily business activities.**

**We are committed to:**

- Having long lasting and deeply rooted relationships with the local Indigenous people and communities in the regions where we work
- Employing a leadership team and workforce that endorses these commitments and strives to engage local Indigenous people and communities such that KSPC becomes a primary example for other organizations to follow
- Employing a diverse workforce that is representative of Indigenous people, reflective of the overall populations of locations within which KSPC operates, and is educated about KSPC's local Indigenous communities
- Being a respectful environmental steward of the treaty territory on which its mine operates
- Sourcing and aligning the direct procurement opportunities of KSPC, as well as the indirect procurement opportunities of KSPC's contractors, to local Indigenous businesses with a goal of further developing local Indigenous business capacity for long term mutual benefits of the local Indigenous communities and KSPC
- Supporting community investment opportunities that align with the values of local Indigenous communities and of KSPC

# Our Commitments

## Indigenous Relations Policy

- We are committed to operating with inclusiveness.
- We believe in fostering positive relationships with Indigenous People and Communities.
- Our procurement practices help achieve our commitments:

*Sourcing and aligning the direct procurement opportunities of KSPC, as well as the indirect procurement opportunities of KSPC's contractors, to local Indigenous businesses with a goal of further developing local Indigenous business capacity for long term mutual benefits of the local Indigenous communities and KSPC.*



# Safety Vision & Commitments

**Vision:** At K+S Potash Canada, we consistently demonstrate that nothing is more important than Health and Safety – not production, not sales, not profit.

## **Individual Commitments:**

- Lead by example
- Always take time for safety
- Stop all unsafe work
- Accountability starts with me

## **Company Priorities:**

- Safety leadership
- Safety through planning
- Hazard recognition, control, and communication
- Continual improvement



# Where We Are Now

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**K+S Potash Canada employs **over 450+ permanent jobs** at the Bethune mine and offices in Saskatoon, SK, and Port Moody, BC.**



### Employee Distribution by Function

- 20% Administration/Business
- 27% Process Operators & Labourers
- 39% Technology & Engineering
- 14% Maintenance Trades



# 2022 Procurement

- Over 600 vendors and contractors
  - 35% of the above were Saskatchewan-based
- Approx. \$195M procured from all suppliers
- Approx. \$130M procured from Saskatchewan businesses
  - 65% of the total procurement spend
- Approx. \$45M procured from Indigenous-owned or partnered businesses



# 2023 Projects

- Clarifier/Thickner Roof replacements
- Screw, Conveyor Upgrades
- Piping, Headers, Bypass systems, Level Control & Valves – many locations
- Baghouse hopper replacements, secondary heating
- Compaction OEE – Crusher/Screen Improvement, Crushing, Product Cooling, Compactor Rolls
- Autogreasers, Vibration Systems
- Dry Piping, Chutework
- Vac line, clean out systems
- Co-generation plant

# Where We Are Headed

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**K+S**



# Ramp-up Program Overview

## Key Outcomes

Position Bethune to be in a competitive position with largest potash producers within 10 years

Reduce the freshwater and salt tailings intensity significantly

Reduce GHG emissions intensity significantly

Execute using proven project methods aligned with operations & maintenance, rights holders and community expectations

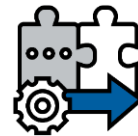
## Our Focus



Ramp-up of mining



Ramp-up of processing, storage and logistics



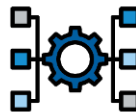
Series of projects  
Incremental Revenue- driven growth



Rights holder expectations



Good governance



Infrastructure to support Ramp-up



Alignment with Construction, Operations and Maintenance



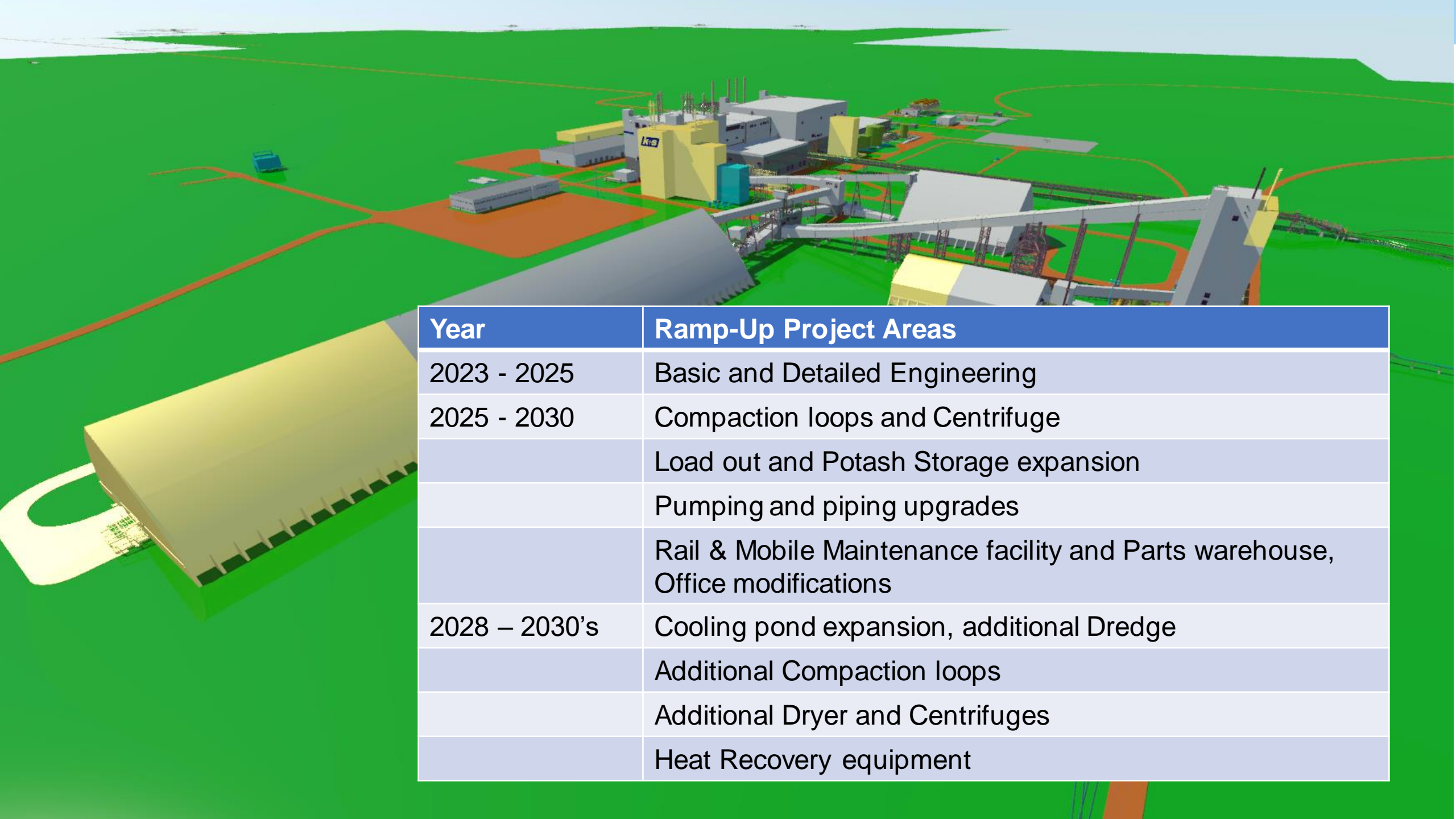
Innovative & proven engineering



# Ramp-up: Key Information

- Press Release issued May 25, 2022
  - Several phases, but our Ramp-Up project is to grow Bethune mine from its current 2.1 Mtpa to around 4 Mtpa via secondary mining
  - Incremental growth with a series of projects executed over nearly a decade (mainly 2025-2035)
  - Very low emissions from new systems, while increasing production, means lower emissions intensity as we grow
- Will be projects over all areas of our operations including mining, processing and logistics
  - Our work in 2023 & 2024 will mainly be engineering and long lead procurement focused
  - Construction will get going beginning in 2025 and will be ongoing into the 2030's
  - Longer term, it will generate more operations roles
  - Construction work typically via general contractors / construction firms working on site





Year	Ramp-Up Project Areas
2023 - 2025	Basic and Detailed Engineering
2025 - 2030	Compaction loops and Centrifuge
	Load out and Potash Storage expansion
	Pumping and piping upgrades
	Rail & Mobile Maintenance facility and Parts warehouse, Office modifications
2028 – 2030's	Cooling pond expansion, additional Dredge
	Additional Compaction loops
	Additional Dryer and Centrifuges
	Heat Recovery equipment

# How to Get Involved







# What do we value in a supplier?

- Safety
  - ✓ Evidence of strong participative safety culture
  - ✓ Transparency and dedication
  - ✓ Trade apprenticeship focus
  - ✓ Use of ISNetwork
- Quality product or service
- On-time delivery
- Competitive pricing
- Indigenous inclusion and partnerships
- Local employment and supply chain inclusion
- Value-add initiatives
- Long term partnership approach



# Partnerships

- Build multi-year, **collaborative & mutually beneficial relationships** to gain:
  - ✓ Growth with partners.
  - ✓ Familiarity with KSPC process, site and capital program.
  - ✓ Overall project & contracting efficiency.
  - ✓ Alignment with KSPC's multi-year portfolio.
  - ✓ Integration of safety cultures.
  - ✓ Provide contract partners with better long-term certainty.
- **Bundle projects** by Production Area which includes Wellfield, Wet Process, Dry Process and Logistics.
- **Partnership Opportunities:**
  - ✓ Multi-discipline Engineering for areas including the Wellfield, Wet Process, Dry Process & Logistics.
  - ✓ General contractors – Multi-discipline, technically capable with ability to meet prequalification requirements.

# Questions?