# CANPOTEX LIMITED SALES VOLUME (000 MT KCL)

	FEBRUARY 2022	TWO MONT	THS TO FEBRUA	RY 28, 2022	2022 Annual
	Actual	Actual	Budget	Variance	Budget
4 <i>SIA</i>					
North Asia					
China	220.8	300.9	252.0	48.9	1,623.0
Japan	26.0	74.7	53.7	21.0	305.8
Korea	34.5	96.1	120.5	(24.4)	465.5
Taiwan	27.0	44.5	27.0	17.5	265.0
South and Souther					
Bangladesh	66.0	117.0	115.5	1.5	214.5
India	0.0	0.0	15.0	(15.0)	845.0
Indonesia	123.5	259.9	251.5	8.4	1,525.0
Malaysia East	53.7	53.7	0.0	53.7	330.0
Malaysia West	35.7	81.2	114.0	(32.8)	439.0
Myanmar	0.0	0.0	0.0	0.0	35.5
Philippines	0.0	14.4	28.8	(14.4)	159.8
Thailand	0.0	0.0	7.0	(7.0)	323.0
Vietnam	43.6	64.9	0.0	64.9	180.0
ATIN AMERICA	630.8	1,107.3	985.0	122.3	6,711.1
<i>South America</i> Brazil	307.6	536.6	641.5	(104.9)	4,467.0
Chile	9.5	9.5	0.0	9.5	4,467.0
Colombia	0.0	16.1	5.5	10.6	201.5
Ecuador	0.0	7.2	0.0	7.2	50.0
Paraguay	0.0	0.0	0.0	0.0	25.0
Peru	0.0	0.0	0.0	0.0	59.0
Uruguay	14.0	23.0	17.0	6.0	158.0
Central America and Mexico					
Belize	0.0	0.0	0.0	0.0	3.0
Costa Rica	5.1	15.4	6.5	8.9	63.0
El Salvador	0.0	1.9	2.5	(0.6)	11.5
Guatemala	5.4	14.2	9.5	4.7	79.1
Honduras	0.0	4.0	4.0	0.0	32.0
Mexico	0.0	10.2	5.0	5.2	104.0
Nicaragua	0.0	9.7	2.2	7.5	50.7
Panama	0.0	0.0	0.0	0.0	21.5
Caribbean					
Dominican Repub	lic 0.0	5.4	7.0	(1.6)	32.0
Guadeloupe	0.0	0.0	0.0	0.0	3.0
Jamaica '	0.0	1.7	0.0	1.7	3.0
Martinique	0.0	0.0	0.0	0.0	3.0
	341.6	654.9	700.7	(45.8)	5,406.3
DCEANIA			25.2	22.2	252.2
Australia	24.5	59.0	26.2	32.8	363.2
New Zealand	27.3	27.3	0.0	27.3	136.0
	51.8	86.3	26.2	60.1	499.2
EUROPE Polgium	18.2	42.2	0.0	42.2	295.0
Belgium Italy	0.0	0.0	0.0	0.0	295.0 81.0
Netherlands	0.0	0.0	44.5	(44.5)	253.5
Netherlands	18.2	42.2	44.5	(2.3)	629.5
AFRICA				( -,	
Ghana	0.0	0.0	0.0	0.0	25.0
Ivory Coast	0.0	0.0	0.0	0.0	15.0
,	0.0	0.0	0.0	0.0	40.0
TOTAL	1,042.4	1,890.7	1,756.4	134.3	13,286.1
BY GRADE					
Standard	516.8	915.5	783.3	132.2	5,579.4
Premium	525.6	975.2	973.1	2.1	7,706.7
TOTAL	1 042 4	1 200 7	1 756 /	12/1 2	12 706 1
TOTAL	1,042.4	1,890.7	1,756.4	134.3	13,286.1

### CONSOLIDATED BALANCE SHEET

### AS AT FEBRUARY 28, 2022

	FEBRUARY 28, 2022	JANUARY 31, 2022	FEBRUARY 28, 2021	DECEMBER 31, 2021
ASSETS				
Current Assets				
Cash	59,965,924	77,858,092	89,861,053	96,660,055
Accounts Receivable	1,091,629,894	1,144,183,914	364,069,002	1,212,765,327
Prepaid and Other	10,590,046	9,569,980	8,335,928	9,638,271
Inventories - Product	1,067,755,766	1,075,545,226	304,067,894	1,071,697,515
- Freight	129,026,369	150,880,746	91,795,751	169,033,952
- Spare Parts	3,404,712	3,517,332	3,362,872	3,556,806
Current Portion of Loans Receivable				
- Neptune Expansion Projects	1,796,931	1,792,119	1,791,272	1,780,618
	2,364,169,642	2,463,347,409	863,283,772	2,565,132,544
Loans Receivable - Neptune Expansion Projects	18,337,807	18,438,041	20,071,331	18,468,104
Deferred Tax Asset	63,967	0	0	0
Fixed Assets				
At Cost	765,411,517	764,019,140	759,480,443	770,915,294
Less Accumulated Depreciation	(241,957,085)	(236,274,816)	(202,827,251)	(230,448,383)
	523,454,432	527,744,324	556,653,192	540,466,911
TOTAL ASSETS	2,906,025,848	3,009,529,774	1,440,008,295	3,124,067,559
LIABILITIES & SHAREHOLDERS' EQUITY				
Current Liabilities				
Accounts Payable and Accrued Charges				
Freight and Terminal	65,819,744	62,100,710	50,520,435	62,875,000
<b>Customers and Representatives</b>	98,393,479	134,718,703	63,274,306	124,969,355
Trade Payables	24,191,433	27,150,854	26,745,509	29,302,229
Deferred Revenue	772,025,703	877,534,688	289,356,041	867,986,195
Other	56,769,090	53,383,004	60,325,098	32,690,088
	1,017,199,449	1,154,887,959	490,221,389	1,117,822,867
Due to Producers	1,175,403,579	1,137,300,186	198,338,282	1,277,781,444
	2,192,603,028	2,292,188,145	688,559,671	2,395,604,311
Long-Term Debt	383,692,940	383,629,490	383,618,328	383,477,853
Deferred Tax Liability	0	123,469	1,348,481	313,882
Asset Retirement Obligation	19,341,026	19,317,452	20,398,479	19,447,414
Lease Obligations	310,388,411	314,270,775	346,082,893	325,223,656
Capital Stock	443	443	443	443
TOTAL LIABILITIES & SHAREHOLDERS' EQUITY	2,906,025,848	3,009,529,774	1,440,008,295	3,124,067,559

### CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURE FOR THE TWO MONTHS ENDED FEBRUARY 28, 2022

	FEBRUARY	2022	TWO MO	ONTHS TO FEE	BRUARY 28, 202	22	Two Months to	2022 Annual Budget
	Actua	al	Actual		Budget	Variance	February 28, 2021	
	\$	\$/MT	\$	\$/MT	\$/MT	\$/MT	\$/MT	\$/MT
SALES VOLUME (MT KCL)		1,042,396		1,890,648	1,756,400	134,248	1,628,146	13,286,144
Gross Sales Revenue Less Rebates & Discounts	643,908,461 14,652,904	617.72 14.06	1,132,932,896 26,599,202	599.23 14.07	589.78 15.39	9.45 1.32	247.99 13.69	582.99 15.80
SALES REVENUE NET OF REBATES & DISCOUNTS	629,255,557	603.66	1,106,333,694	585.16	574.39	10.77	234.30	567.19
Less Cost of Sales Ocean Freight Credit & Other Warehouse Commissions	60,522,947 1,887,149 164,186 0	58.06 1.81 .16 .00	114,171,141 3,168,134 348,251 0	60.39 1.68 .18 .00	51.44 .89 .23 .81	(8.95) (.79) .05 .81	28.70 .76 .22 .15	49.15 .98 .17 .20
NET REVENUE, FOB PORT	566,681,275	543.63	988,646,168	522.91	521.02	1.89	204.47	516.69
Distribution Costs Terminal Inland Freight	10,227,651 36,962,504 47,190,155	9.81 35.46 45.27	21,613,278 69,336,205 90,949,483	11.43 36.67 48.10	13.42 37.55 50.97	1.99 .88 2.87	12.11 32.41 44.52	10.92 36.09 47.01
Sales & Administrative Costs	3,511,643	3.37	6,754,822	3.57	4.31	.74	3.60	3.43
Finance Costs	1,287,819	1.24	2,603,787	1.38	2.02	.64	1.43	1.74
Other Loss (Income)	(810,721)	(.78)	(829,673)	(.44)	.00	.44	(.28)	(.01)
Foreign Exchange Loss (Income)	(276,748)	(.27)	1,025,278	.55	.00	(.55)	.55	.00
TOTAL COSTS & OTHER INCOME	50,902,148	48.83	100,503,697	53.16	57.30	4.14	49.82	52.17
NET REVENUE, FOB MINE, BEFORE TAX	515,779,127	494.80	888,142,471	469.75	463.72	6.03	154.65	464.52
INCOME TAX (RECOVERY)	70,277	.07	120,304	.06	.07	.01	.15	.06
NET REVENUE, FOB MINE, AFTER TAX	515,708,850	494.73	888,022,167	469.69	463.65	6.04	154.50	464.46
Cost of Product Sold At Interim Prices Netback Adjustment January to February Accrued	489,630,053 26,078,797	469.71 25.02	836,166,848 51,855,319	442.26 27.43	463.65 .00	(21.39) 27.43	149.88 4.62	464.46 .00
TOTAL COST OF PRODUCT SOLD	515,708,850	494.73	888,022,167	469.69	463.65	6.04	154.50	464.46

### SCHEDULE OF OCEAN FREIGHT

	FEBRUARY 2022	FEBRUARY 2022 TWO MONTHS TO FEBRUA		3, 2022	Two Months to	2022 Annual
	Actual	Actual	Budget	Variance	February 28, 2021	Budget
VOLUME (MT KCL)						
CFR	970,859	1,748,721	1,651,200	97,521	1,483,638	12,529,300
Warehouse/Containers	18,210	42,181	44,500	(2,319)	37,705	278,500
FOB	53,327	99,746	60,700	39,046	106,803	478,344
TOTAL	1,042,396	1,890,648	1,756,400	134,248	1,628,146	13,286,144
PERCENTAGE (%)						
CFR	93	93	94	(1)	91	94
Warehouse/Containers	2	2	3	(1)	2	2
FOB	5	5	3	2	7	4
TOTAL	100	100	100	-	100	100
TOTAL COSTS (U.S. Dollars)	60,522,947	114,171,141	90,348,794	(23,822,348)	46,719,672	653,044,057
TOTAL \$/MT KCL CFR, Warehouse, and Containers	61.19	63.75	53.28	(10.47)	30.71	50.99
TOTAL \$/MT KCL	58.06	60.39	51.44	(8.95)	28.70	49.15

## CANPOTEX LIMITED **SALES & ADMINISTRATIVE COSTS**

	FEBRUARY 2022	2022 TWO MONTHS TO FEBRUARY 28, 2022		Y 28, 2022	Two Months to	2022 Annual
	Actual	Actual	Budget	Variance	February 28, 2021	Budget
SALES & ADMINISTRATIVE COSTS						
Office Operating	273,717	979,934	997,800	17,866	866,659	5,986,500
Travel & Business Development	27,045	33,137	340,000	306,863	25,201	2,039,900
Outside Professional Services	148,144	358,752	538,000	179,248	457,477	3,228,000
Internal Audit	19,101	19,101	27,200	8,099	13,109	163,300
External Public Relations	11,742	33,263	41,000	7,737	42,807	245,600
Depreciation	157,879	316,587	391,600	75,013	309,400	2,350,100
Market Development	0	(54)	306,600	306,654	23,750	1,840,000
Subtotal	637,628	1,740,720	2,642,200	901,480	1,738,403	15,853,400
Salaries & Benefits	2,874,015	5,014,102	4,947,000	(67,102)	4,134,123	29,681,800
Total	3,511,643	6,754,822	7,589,200	834,378	5,872,526	45,535,200

### CANPOTEX LIMITED OTHER (INCOME) (U.S. Dollars)

	FEBRUARY 2022	TWO MONTHS TO FEBRUARY 28, 2022		Two Months to	2022 Annual	
	Actual	Actual	Budget	Variance	February 28, 2021	Budget
OTHER (INCOME)						
Interest	(366,428)	(400,498)	(27,200)	373,298	(53,374)	(163,200)
Agency & Other	10,847	31,476	5,000	(26,476)	(327,040)	30,600
Miscellaneous	(455,140)	(460,651)	0	460,651	(68,612)	0
Total	(810,721)	(829,673)	(22,200)	807,473	(449,026)	(132,600)

### NET REVENUE, FOB MINE, AFTER TAX FOR PRODUCT SOLD

	TWO MON	THS TO FEBRUA	ARY 28, 2022	Two Months to	2022 Annual
	Actual	Budget	Variance	February 28, 2021	Budget
\$/MT KCL					
Standard	393.90	384.66	9.24	144.45	414.94
Premium	540.84	527.22	13.62	163.36	500.30
AVERAGE	469.69	463.65	6.04	154.50	464.46
\$/MT K2O					
Standard	642.79	627.71	15.08	235.52	677.13
Premium	884.89	863.59	21.30	266.84	819.49
AVERAGE	767.59	758.25	9.34	252.16	759.58

### SCHEDULE OF NETBACK ADJUSTMENTS FOR PRODUCT PURCHASED

### FOR THE TWO MONTHS ENDED FEBRUARY 28, 2022

				INTERIM	NETBACK
	STANDARD	PREMIUM	TOTAL	INVOICES	ADJ.
\$/MT K2O	781.90	953.38	879.74		
Mosaic Group					
MT K2O	174,016.17	185,813.97	359,830.14		
\$ Payable	136,062,921.48	177,152,183.86	313,215,105.34	293,999,111.18	19,215,994.16
Nutrien Group					
MT K2O	257,512.17	387,479.30	644,991.47		
\$ Payable	201,348,290.21	369,416,819.74	570,765,109.95	538,125,784.69	32,639,325.26
Total					
MT K2O	431,528.34	573,293.27	1,004,821.61		
\$ Payable	337,411,211.69	546,569,003.60	883,980,215.29	832,124,895.87	51,855,319.42