

(BN) Mosaic Doubles Dividend as Profit Tops Estimates on Planting (2)

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PRN 07/17 11:00 The Mosaic Company Reports Fourth Quarter Results - Announces 100% Dividend Increase, To \$1.00/Share Annually BN 07/17 11:05 \*MOSAIC 4Q EPS EXCL ITEMS \$1.27 INCL 2C FX GAIN, EST. \$1.15 BN 07/17 11:02 \*MOSAIC BOOSTS QTR DIVIDEND TO 25C FROM 12.5C/SHR, EST. 12.5C  
BN 07/17 11:02 \*MOSAIC 4Q REV. \$2.82B, EST. \$2.56B :MOS US  
BN 07/17 11:01 \*THE MOSAIC 4Q ADJ. EPS \$1.25 :MOS US  
BN 07/17 11:01 \*MOSAIC 4Q POTASH SALES VOLUME 2.0M TONNES, SAW 1.7M-2.2M  
BN 07/17 11:01 \*MOSAIC SEES 1Q OPER RATE IN POTASH UNIT DOWN :MOS US  
BFW 07/17 11:01 \*MOSAIC 4Q EPS \$1.19, MAY NOT COMPARE WITH EST. \$1.15 BN 07/17 11:01  
\*MOSAIC SEES 1Q PHOSPHATES SALES VOLUME 2.5-2.8M TONNES :MOS US BN 07/17 11:01  
\*MOSAIC 4Q PHOSPHATES SALES VOLUME 2.9M TONNES, SAW 2.3M-2.7M  
BN 07/17 11:01 \*MOSAIC 4Q EPS \$1.19, MAY NOT COMPARE WITH EST. \$1.15 :MOS US  
BN 07/17 11:01 \*MOSAIC SEES 1Q POTASH SALES VOLUMES 1.8-2.2M TONNES :MOS US  
BN 07/17 11:00 \*THE MOSAIC COMPANY 4Q HAS ITEMS HURTING EPS BY 6C :MOS US  
BN 07/17 11:00 \*MOSAIC COMPANY 4Q - REPORTS 100% DIV BOOST TO \$1.00/SHARE  
BN 07/17 11:00 \*MOSAIC 4Q GROSS MARGIN 30% :MOS US  
BN 07/17 11:00 \* MOSAIC CO. REPORTS 4Q - REPORTS 100% DIV BOOST TO \$1.00/SHARE  
BN 07/17 11:00 \*MOSAIC 4Q EPS \$1.19 :MOS US

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Mosaic Doubles Dividend as Profit Tops Estimates on Planting (2)

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(Updates share price in fifth paragraph.)

By Christopher Donville

July 17 (Bloomberg) -- Mosaic Co., the second most valuable North American fertilizer producer, doubled its dividend and posted fourth-quarter earnings and revenue that beat analysts' estimates after an extended spring season.

Mosaic will raise its quarterly payout to 25 cents a share from 12.5 cents, the Plymouth, Minnesota-based company said today in a statement. Profit in the three months through May 31 excluding plant-closing costs, losses on derivatives and other items was \$1.27 a share, topping the \$1.15 average of 16 estimates compiled by Bloomberg. Sales fell 1.4 percent to \$2.82 billion, beating the \$2.56 billion average of 11 estimates.

North American farmers had more time in the spring to apply crop nutrients, helping Mosaic to sell more phosphate products than it had forecast in April. The company also reported a 13 percent increase in its average selling price for potash, and said demand is still "strong" for its products in Central and South America.

"Despite the current drought in the U.S. corn belt, farm economics remain compelling, and farmers around the world continue to be incented to use our products," Chief Executive Jim Prokopanko said in the statement. "We anticipate another good year in fiscal 2013."

Mosaic rose 3.5 percent to \$57.33 at 10:33 a.m. in New York. The shares have increased 14 percent this year.

## U.S. Drought

Net income dropped 22 percent to \$507.3 million, or \$1.19 a share, in the three months ended May 31, from \$649.2 million, or \$1.45, a year earlier. The \$1.27-a-share adjusted earnings includes a 2-cent foreign-exchange gain.

Mosaic's average price for diammonium phosphate was \$494 a ton, 14 percent less than a year earlier. Phosphate sales climbed to 2.9 million metric tons, beating the company's April forecast of 2.3 million to 2.7 million tons.

Potash prices averaged \$455 a ton, up 13 percent, while sales were 2 million tons, compared with the company's April forecast of 1.7 million to 2.2 million tons.

Mosaic said fiscal first-quarter phosphate sales will be 2.5 million to 2.8 million tons at an average price of \$510 to \$535 a ton. It sees potash sales of 1.8 million to 2.2 million tons at \$415 to \$440 a ton in the period.

Fertilizer sales may be curbed by the drought in the U.S. Midwest, said Jason Miner, a chemicals analyst at Bloomberg Industries in Princeton, New Jersey.

## Crop Report

About 31 percent of the U.S. corn and 34 percent of its soybeans were in good or excellent condition as of July 15, the worst ratings for this time of year since a drought in 1988, government data published yesterday show. Mosaic got 35 percent of its revenue from the U.S. in 2011.

"If your crop is a zero, you're probably not going to go out right away to buy a truck load of expensive fertilizer,"

Miner said yesterday in a telephone interview.

Potash Corp. of Saskatchewan Inc. is North America's biggest fertilizer producer by market value.

(Mosaic started a conference call at 9 a.m. New York time, which can be accessed at <http://mosaicco.com/investors> or by dialing +1-877-608-0554, pass code 77024801.)

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