

**Garth Moore**

President  
PCS Potash

**Speech to:**  
Analysts

New York  
NY

May 29, 2007



**Garth Moore,**  
President, PCS Potash

**Global Potash Supply and  
Greenfield Overview  
Analyst Meeting  
May 29, 2007  
New York, NY**

**Forward-Looking Statements**

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## *Greenfield Conventional Potash Mine Construction*

- ▶ What needs to be done to construct a new conventional underground potash mine in Saskatchewan (“greenfield”)?
- ▶ How long will this take?

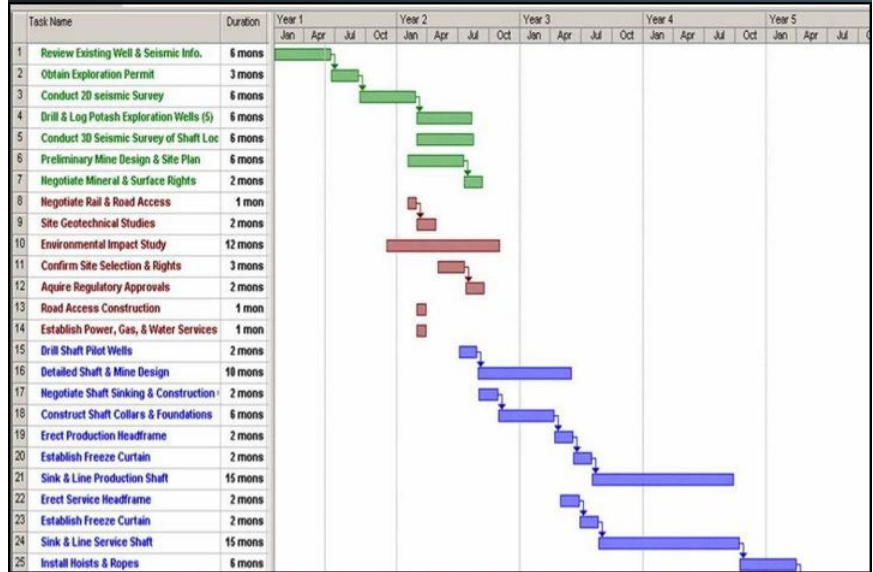


## *Greenfield Conventional Potash Mine Construction*

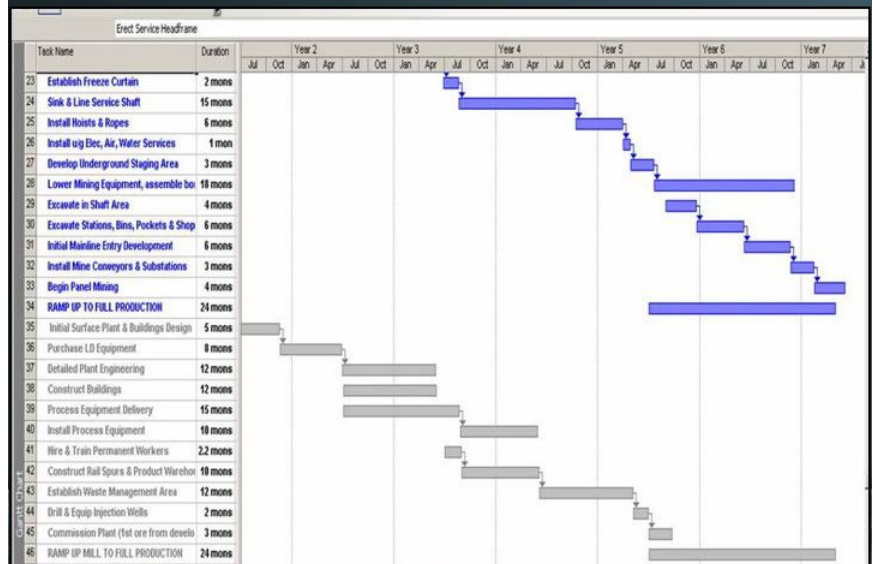
- ▶ There are at least 46 major tasks, and these fall into 4 major categories:
  - Exploration
  - Establishing infrastructure
  - Constructing underground operation (mine)
  - Constructing surface operation (mill)
- ▶ Some of these tasks can occur concurrently, others depend on completion of previous work



## Tasks 1 – 25



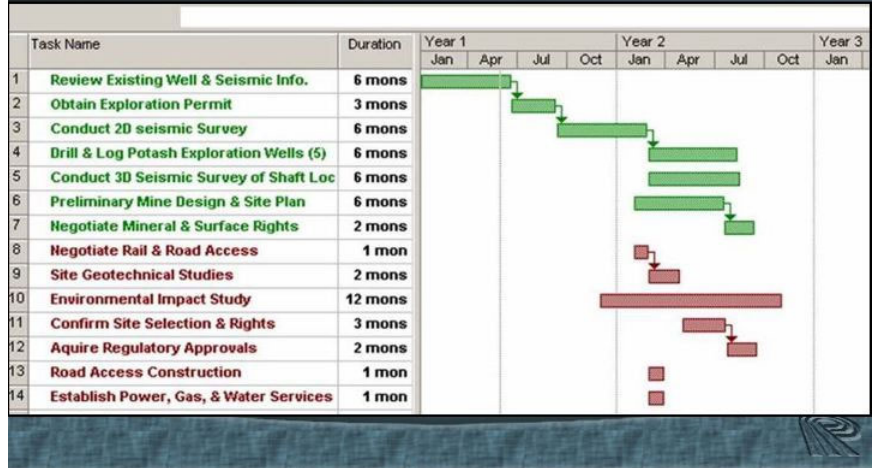
## Tasks 23 - 46



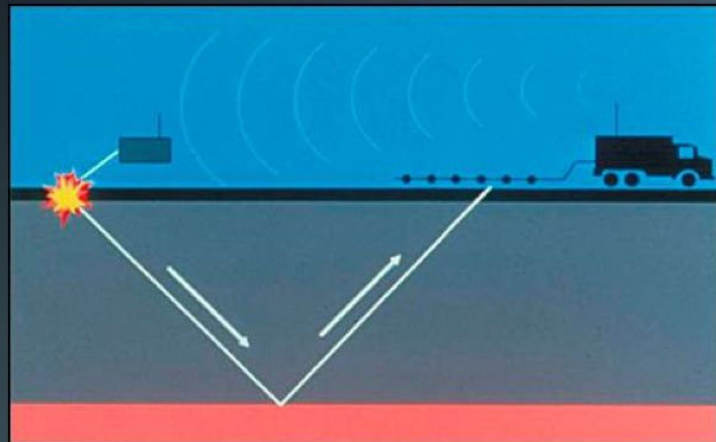
## Greenfield Conventional Potash Mine Construction

### Phase 1 – Exploration

### Phase 2 – Establishing Infrastructure

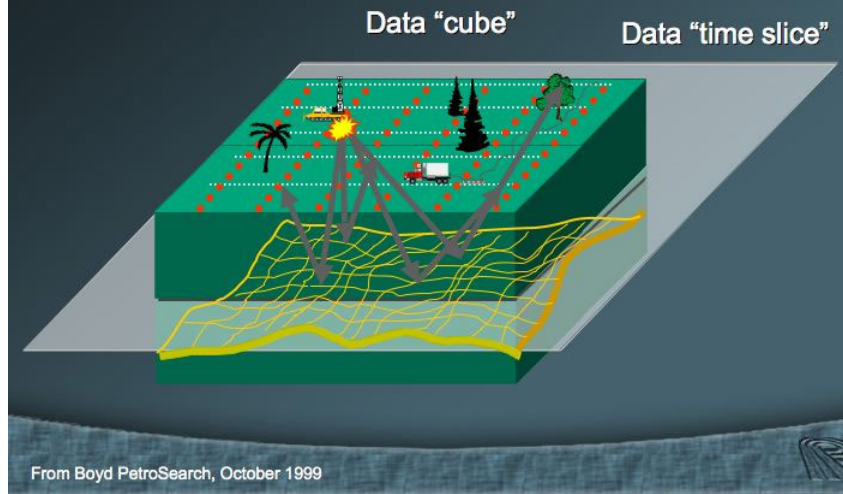


## Conduct Seismic Surveys

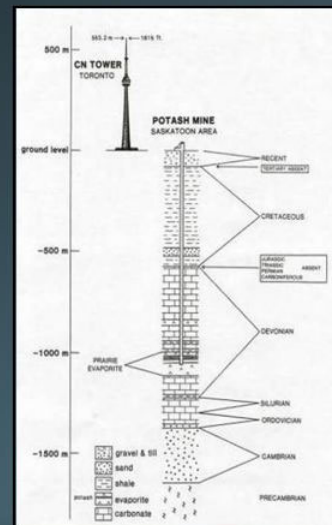




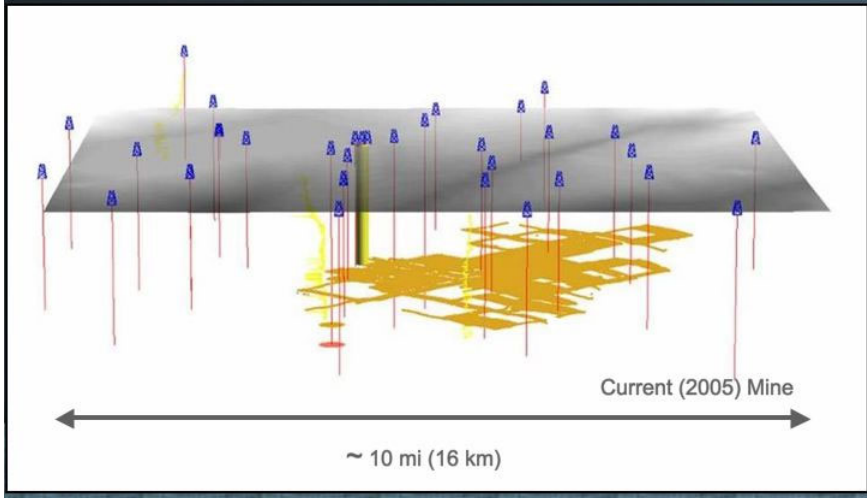
## Three Dimensional (3D) Seismic



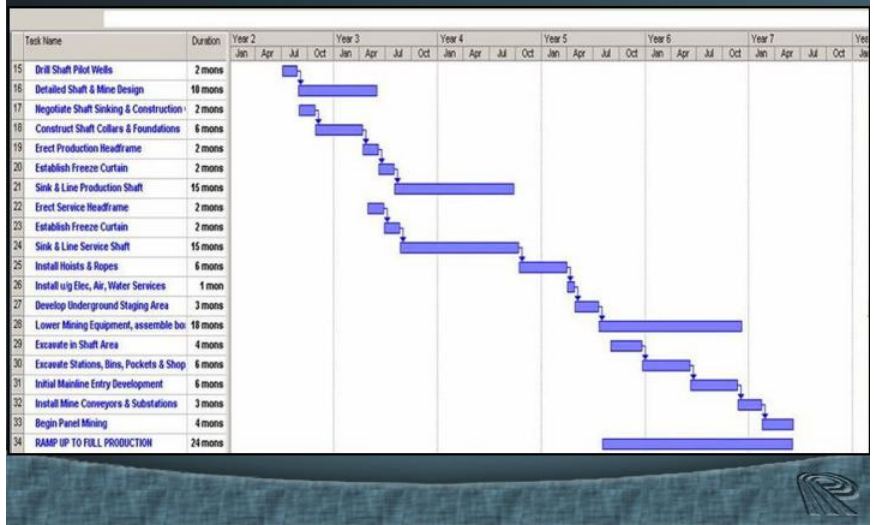
## Drill Exploration Wells



**32 Wells Were Drilled at Lanigan**  
**2 Shaft, 2 Disposal, and 28 Exploration**  
**(for a total area coverage ~ 100 m<sup>2</sup>)**



**Greenfield Conventional Potash Mine Construction**  
**Phase 3 – Shaft Sinking and Mine Development**





### *Drilling Blast Holes - picking up rock*



### *Installing Steel Shaft Lining - Inspecting Results*





*After a Year of Sweat and Toil - a Steel Lined Shaft  
from Surface Down to the Potash Beds*



*Excavate Underground Stations and Bins*



## *Excavate Shaft-bottom, Warehouse and Shops*



## *Lanigan Near-Shaft Development Mining Occurs Before Potash Panel Development*

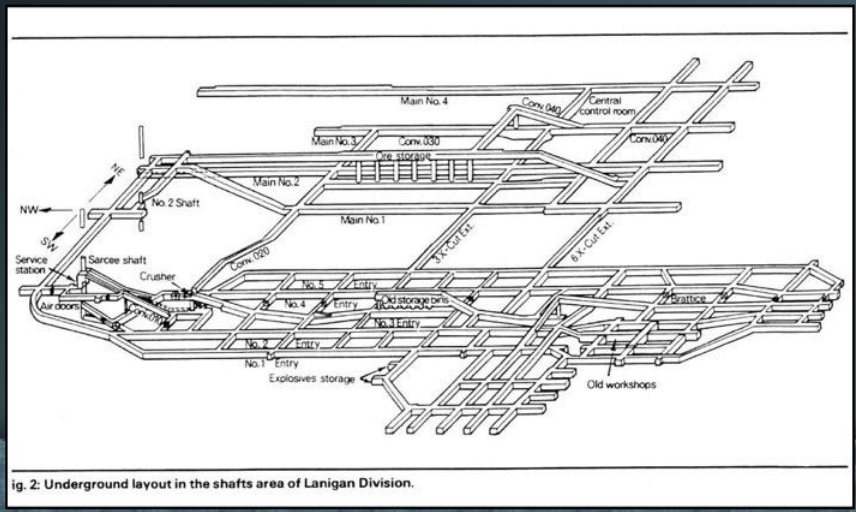


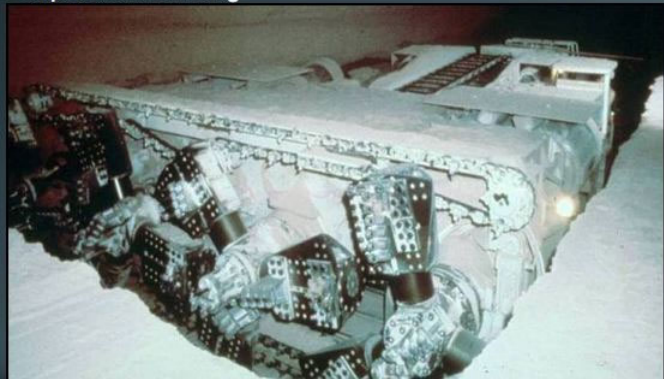
fig. 2: Underground layout in the shafts area of Lanigan Division.

## *Lower and Assemble Mining Equipment*



## *Requirements for a 2-Million-Tonne Operation Need 6 Production Mining Machines:*

- ▶ 1 on maintenance overhaul
- ▶ 1 or 2 on development mining
- ▶ 3 or 4 on production mining

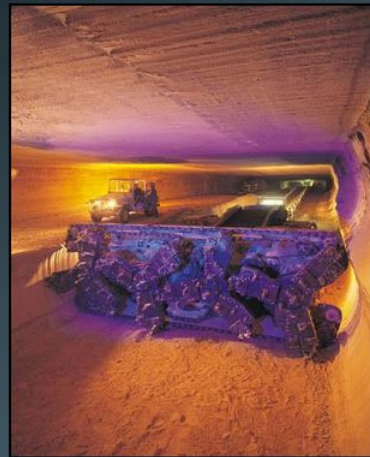




*Lower Support Equipment, Excavate Areas Away from Shaft*



*Mainline Entry Development*





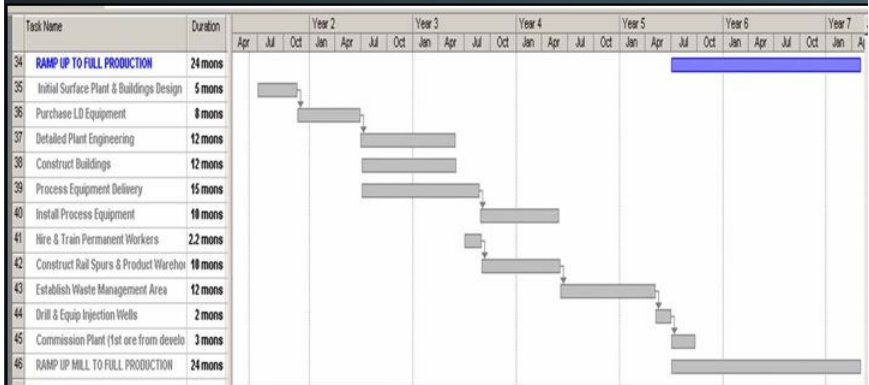
## *Install Conveyors and Substations*



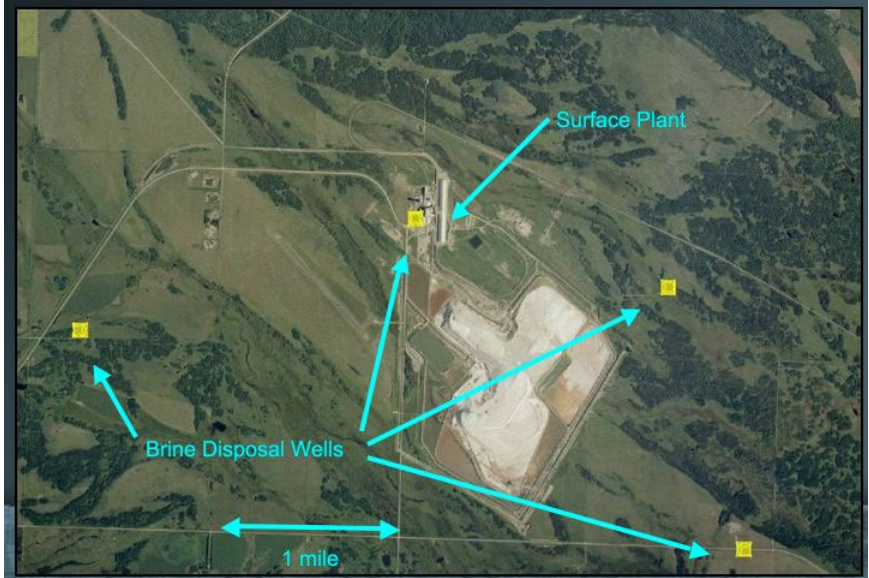
## *Five Years from Shaft Sinking to Ramp Up*

- ▶ Lower and assemble mining machines one at a time
  - Minimum of three months per machine, so  $6 \times 3 = 18$  months
- ▶ Send machines to cut
  - #1 and #2: development rooms in shaft area (shops, bins)
  - #3, #4, and perhaps #5: development panels
  - #6 and eventually other machines: production panels (by then #1 will likely be ready for overhaul)
- ▶ At Rocanville:
  - Shaft sinking started in 1968
  - First tonnes hoisted in 1970
  - Full 1.2 MMT/yr capacity reached by 1973
- ▶ It takes about 5 years to ramp up to full production from start of shaft sinking

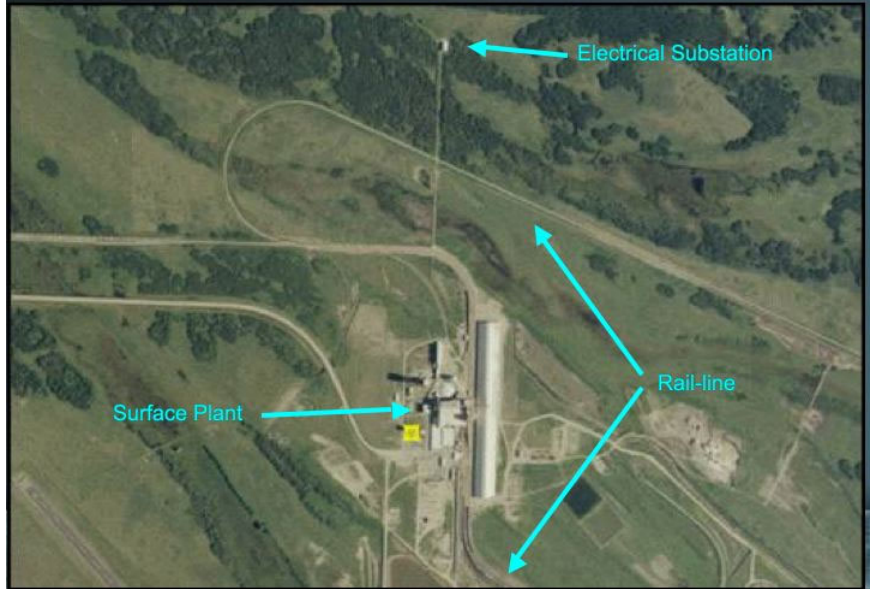
## Greenfield Conventional Potash Mine Construction Phase 4 – Constructing Surface Plant



## Rocanville Surface Facility



## *Rocanville Surface Facility*



## *Erect Surface Buildings*





### *Install Process Equipment*



### *Build Rail Yard*

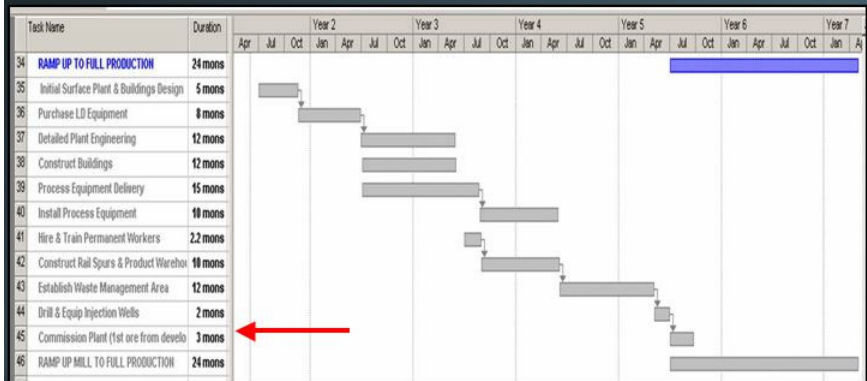




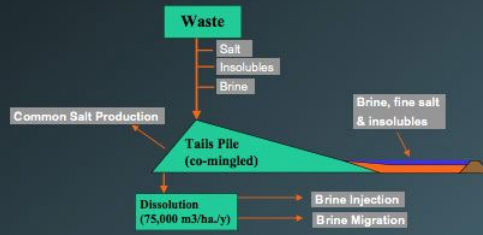
## Construct Product Storage and Transportation Infrastructure



## Greenfield Conventional Potash Mine Construction Phase 4 – Environmental Construction



## Potash Tailings Management Plan



Traditional Co-mingled Potash Mine Waste Deposition

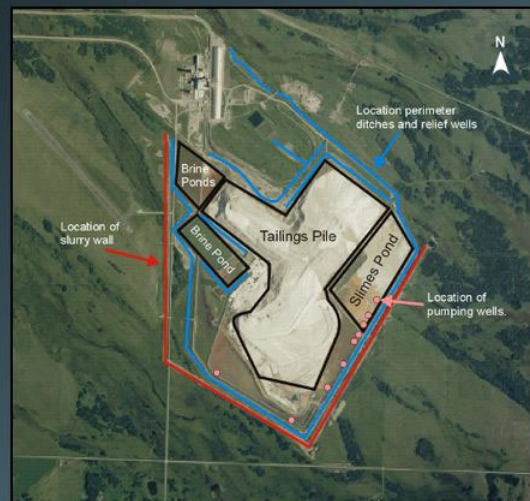


Recent Waste Deposition Trend (PCS Standard)

## Rocanville Tailings Management Area

There are approximately 80 groundwater monitoring wells around the tailings management area

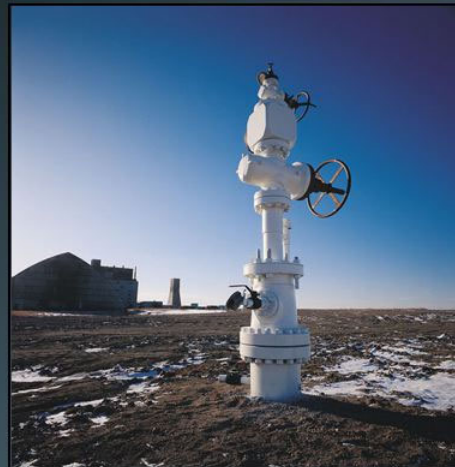
Pumping wells used to lower hydraulic head up gradient of the slurry wall



### *Construct Ditches, Berms and Pipelines*



### *Drill and Equip Injection Wells*



### *Construct Slurry Wall*



### *Complete and Fully Functioning Surface Facility*





## Greenfield Conventional Potash Mine Construction

► To sum up, this is what it takes to construct a greenfield conventional potash mine in Saskatchewan:

- 1 – 1 ½ years of exploration
- 6 – 12 months to establish infrastructure
- 5 – 7 years to construct mine to full 2 MMT/yr capacity
- 3 – 3 ½ years to construct mill

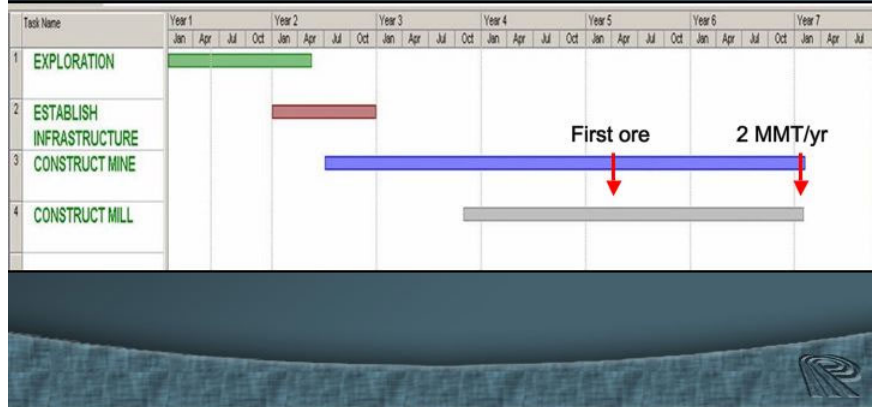
► Assumptions:

- No difficulties with environmental review
- No geological difficulties (shaft sinking is riskiest part)
- No difficulties connecting to existing infrastructure
- No labor difficulties, etc.



## Greenfield Conventional Potash Mine Construction

In summary, this is probably as fast as any new Saskatchewan underground potash mine could be constructed:



### *Greenfield Conventional Potash Mine Construction*

- ▶ In 2007, construction of a greenfield potash mine will take about as long as it did in 1965 (5 – 7 yrs)
- ▶ However, full-capacity in 2007 will be ~2 MMT/yr, while full-capacity in 1965 was 1 MMT/yr or less



### *Greenfield Conventional Potash Mine Construction*

- ▶ An important note: absolute minimum time estimates are given for all tasks that were listed here, and many tasks were fast-tracked
- ▶ For example, both shafts were sunk concurrently, which is achievable but not desirable from an operating standpoint



## ***Greenfield Conventional Potash Mine Construction***

### **► Capital Cost Estimate by AMEC – April 2007**

- Includes:
  - 2 million tonne per year facility consisting of two shafts, surface storage and tailing management area constructed in Saskatchewan
  - Land and environmental assessment (excluded in Mar. 2005 estimate)
  - Escalation costs during project (excluded in Mar. 2005 estimate)
- Excludes:
  - Major infrastructure development for port facilities, rail, road, power, natural gas, communication, etc.
  - Capitalized interest
- Although a new grassroots potash facility has not been constructed in Saskatchewan for a number of decades, AMEC's cost estimates are based on knowledge of previous potash expansions and studies, and on costs currently being incurred on Saskatchewan brownfield projects



## ***Greenfield Conventional Potash Mine Construction Capital Cost Estimates, Excluding Infrastructure***

Area	May 2006 Cost (\$US MM)	April 2007 Cost (\$US MM)
Mine	135	139
Shafts and Hoists	240	246
Surface Facilities	945	975
Capitalized Mine Development	Not Included	67
Escalation during Project	Not Included	143
Contingency	235	405
Owner's Costs	45	48
<b>Total (\$USD)</b>	<b>1,600</b>	<b>2,023</b>



## **Greenfield Solution Potash Mine Construction**

### **A High-Level Comparison to Underground Mine**

- ▶ For a 2 MMT/yr facility, assuming sufficient infrastructure exists (port facilities, natural gas, water, power, major road and rail, etc):
  - Similar exploration and environmental process, but construction timeline could be up to two years shorter
    - Can choose to ramp up capacity more slowly, which could reduce costs and financial risk versus full underground mine development
  - Similar capital cost for surface facilities (US \$975 M), with different equipment required for crystallization and evaporation.
  - Deep well infrastructure, which covers injection, pumping, piping etc. of brine could cost ~US \$100 M, versus US \$385 million for a conventional mine
  - Capitalized mine development, contingency and owner's costs should be similar
  - Escalation costs could be less due to a shorter project time frame
- ▶ Higher operating costs due to solution mining being far more energy (natural gas) intensive.



## **Debottlenecking Projects**

- ▶ The following are “debottlenecks” in existing conventional underground operations that could potentially add incremental production:
  - Shafts and Hoists
    - Objective is to deliver more ore to surface for processing
    - Increase hoisting speed (loads per hour)
    - Increase skip size (tonnes per load)
    - Larger hoist rope size
    - Reduce physical constraints
  - Underground
    - Add mining machines
    - Increase size and/or speed of conveyor systems
    - Add ore storage capacity
    - Increase power supply





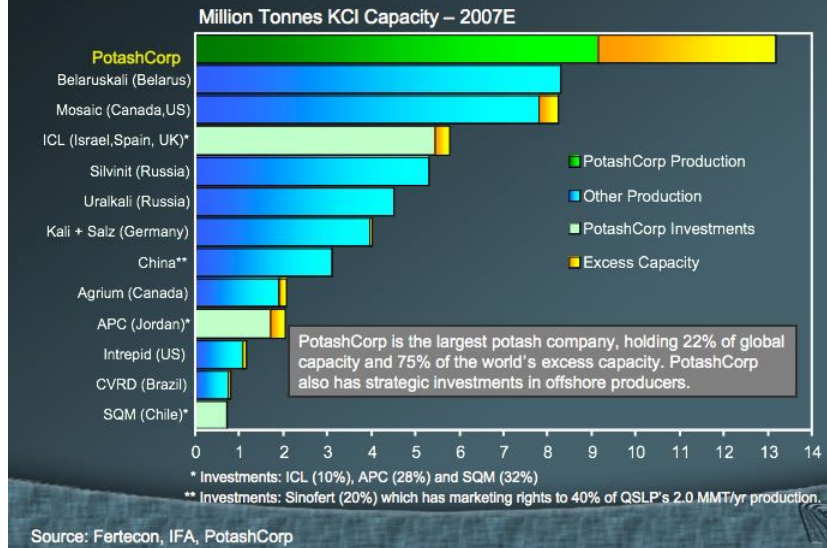
## *Debottlenecking Projects*

- ▶ The following are “debottlenecks” to existing surface operations that could potentially add incremental production:
  - Add larger/more efficient process equipment
  - Increase size and/or speed of conveyor systems
  - Increase power supply
  - Improve waste handling
  - Increase water supply
  - Add flexibility to product mix, increase compaction capacity
  - Increase product storage capability



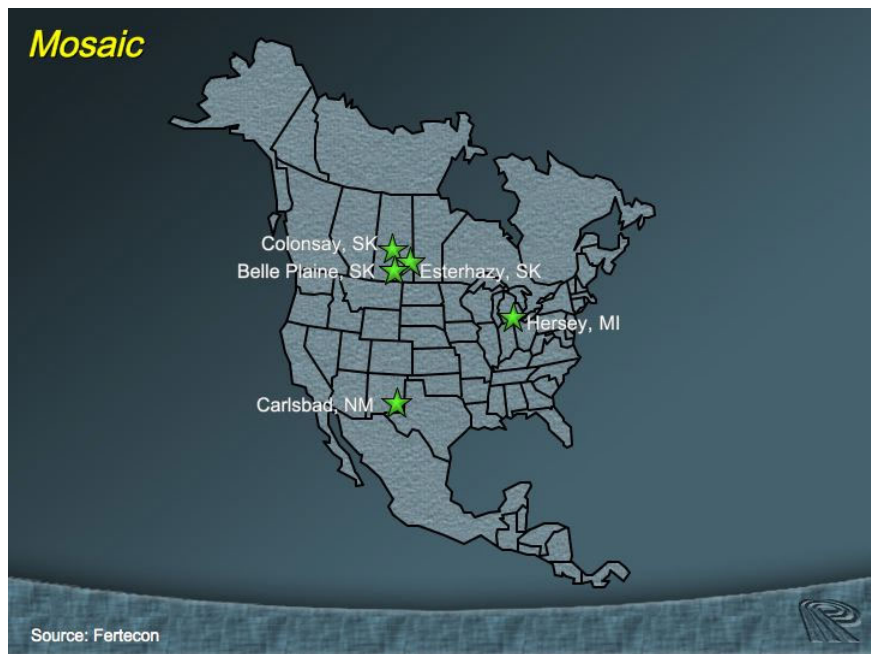
## *World Potash Supply Developments*

## PotashCorp Is the Largest Potash Company



## North American Producers

## Mosaic



## Mosaic

	2007 Capacity (Million tonnes KCl)	2006 Production (Million tonnes KCl)
Belle Plaine, SK	2.5	2.0
K1 & K2, Esterhazy, SK	3.5	2.2
Colonsay, SK	1.7	1.3
Carlsbad, NM	0.3	0.3
Hersey, MI	0.2	0.1
<b>Total</b>	<b>8.2</b>	<b>5.9</b>

- ▶ Production rates were reduced in 2006 due to extended contract negotiations with China and India.
- ▶ Mosaic stemmed a major brine inflow at K2 in early 2007.
- ▶ Hersey, Michigan is set to close in 2007.

Source: Fertecon, Company/Industry Reports

## Mosaic Expansion Plans

- ▶ Completed 1.1 million tonne expansion in late 2006 at Esterhazy of which PotashCorp has the right to 275,000 tonnes.
- ▶ Plans for potential future potash projects have been revised:

	Initial Plans (Apr 05)	Revised Plans Feb 07)
Belle Plaine	545,000 tpy	480,000 tpy
Colonsay #1	200,000 tpy	200,000 tpy
Colonsay #2	200,000 tpy	0
Carlsbad	75,000 tpy	0
Esterhazy #2	450,000 tpy	0

Source: Fertecon, Company/Industry Reports



## Agrium



Source: Fertecon





## Agrium

	2007 Capacity (Million tonnes KCl)	2006 Production (Million tonnes KCl)
Vanscoy, SK	2.1	1.2

- ▶ Production rates were reduced in 2006 due to extended contract negotiations with China and India.
- ▶ New expansion capacity of 310,000 tonnes was completed in Q4 2006.
- ▶ Proposing an additional 350,000 tonne expansion to include installation of a new hoist and upgrade of mine and mill, with a possible decision in 2007.

Source: Fertecon, Company/Industry Reports



## Intrepid



Source: Fertecon



## ***Intrepid***

	2007 Capacity (Million tonnes KCl)	2006 Production (Million tonnes KCl)
Carlsbad, NM	0.5	0.4
Carlsbad, NM	0.5	0.3
Cane Creek, UT	0.1	0.1
Wendover, UT	0.1	0.1
<b>Total</b>	<b>1.2</b>	<b>0.9</b>

- ▶ Intrepid reserve base is deteriorating.
- ▶ Some KCl production was transferred to 250,000 MTPA  $\text{KMgSO}_4$  (sulphate of potash magnesium).
- ▶ There are reports of a possible future expansion.

Source: Fertecon, Company/Industry Reports



## ***Offshore Competitors***

## Potash Producers in the Former Soviet Union



## Belaruskali

	2007 Capacity (Million tonnes KCl)	2006 Production (Million tonnes KCl)
Soligorsk 1	1.7	
Soligorsk 2	2.2	
Soligorsk 3	2.2	
Soligorsk 4	2.2	
<b>Total</b>	<b>8.3</b>	<b>7.4</b>

- ▶ Belaruskali is a state-run company
- ▶ It reduced production in 2006 due to extended contract negotiations with China and India
- ▶ Is a low-cost producer, but is expected to pay significantly more for Russian gas in 2007

Source: Fertecon, Company/Industry Reports

## Belaruskali Expansion Plans

- ▶ New capital is being spent on modernizing Belaruskali's mines and processing plants
- ▶ A new mine Soligorsk 5 (Krasnoslobodski mine) is under construction to replace Soligorsk 1, with planned completion in 2009
- ▶ Belaruskali recently announced that it intends to build a new mine at Berezovski to be completed by 2009
- ▶ Output is expected to be limited to about 8.3 million tonnes over the next few years

Source: Fertecon, Company/Industry Reports



## Uralkali

	2007 Capacity (Million tonnes KCl)	2006 Production (Million tonnes KCl)
Berezniki 1*	0.4	
Berezniki 2	1.4	
Berezniki 3	1.2	
Berezniki 4	1.5	
<b>Total</b>	<b>4.5</b>	<b>4.2</b>

\* Chemical plant to use ore from mine #4

- ▶ Uralkali is a Joint Investment Company
- ▶ Its production was reduced in 2006 due to extended contract negotiations with China and India and flooding of Berezniki #1 mine in October 2006. Its net annual production loss was about 1.0 MMT
- ▶ Low-cost production but older operation, with rising costs for gas, power and transportation

Source: Fertecon, Company/Industry Reports





### *Uralkali Expansion Plans*

- ▶ Uralkali's original plan of increasing capacity to 6.2 million tonnes in 2007 was abandoned due to the flooding of Berezniki #1
- ▶ The floatation circuit at plant #1 is to be decommissioned, but the chemical plant will be operational to produce KCl from ore supplied from mine #4
- ▶ It is expanding ore throughput at mines #3 and #4, adding floatation capacity at #3 plant, installing extra floatation and other debottlenecking at plant #2, adding a new floatation circuit at #4 plant by 2009 and refurbishing currently unused crystallizers at #4 plant

Source: Fertecon, Company/Industry Reports



### *Uralkali Expansion Plans*

- ▶ Uralkali's production is expected to be limited to about 4.5 million tonnes in 2007 constrained by its ability to supply ore from mines #2 and #4 to its four plants. Berezniki #4 mine supplies ore to plants #3 and #4, after mine #3 was flooded in 1985
- ▶ Uralkali has reported expectations of reaching 2005 production levels of 5.4 million tonnes in 2008, and 7 million tonnes in 2009
- ▶ It has acquired a license to develop new reserves within the Ust-Yaivinski deposit, and has reported plans to build a replacement mine and/or new mine and mill

Source: Fertecon, Company/Industry Reports



## *Silvinit*

	2007 Capacity (Million tonnes KCl)	2006 Production (Million tonnes KCl)
Solikamsk 1	0.9	
Solikamsk 2	2.2	
Solikamsk 3	2.2	
<b>Total</b>	<b>5.3</b>	<b>5.3</b>

- ▶ Silvinit is a Joint Investment Company
- ▶ Its low-cost operations are old and, like Uralkali, costs are rising
- ▶ Silvinit implemented a "Million Plus" program from 2005 – 2008 to upgrade processing plants, granulation capacity, enhance transportation capabilities and complete construction/retrofitting of mine shaft at Solikamsk #2

Source: Fertecon, Company/Industry Reports



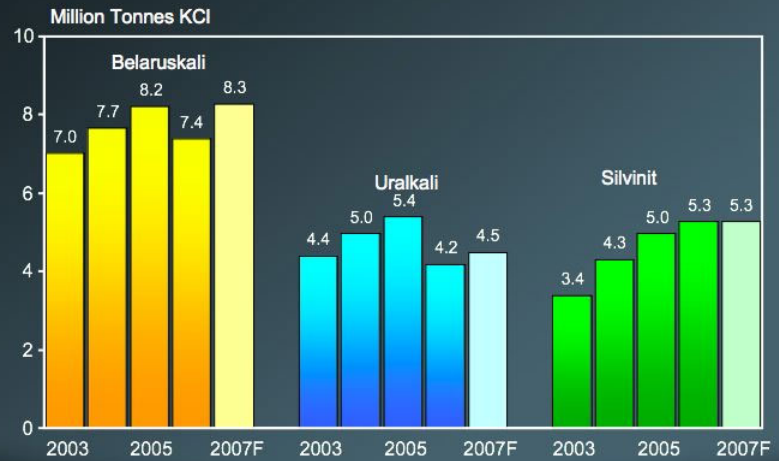
## *Silvinit Expansion Plans*

- ▶ In May 2007 Silvinit's management approved an investment program to raise capacity to 6 MMT/yr by 2009 and 7 MMT/yr by 2012
- ▶ The expansion program is reported to include a new shaft #5, an additional mill section at Solikamsk #2, retrofitting shaft #4 and a seventh mill section at Solikamsk #3

Source: Fertecon, Company/Industry Reports

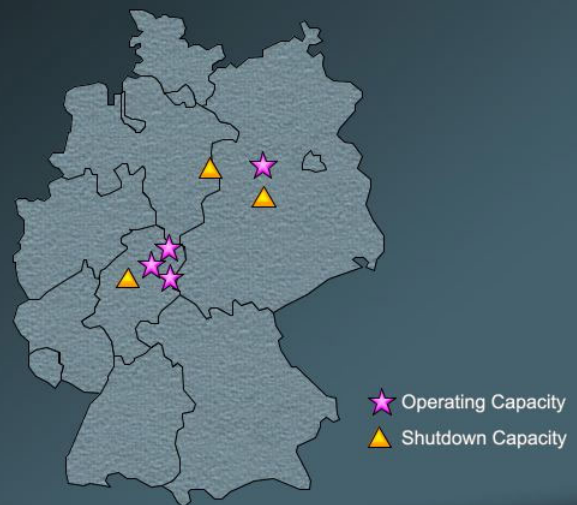


## FSU Producers KCl Production



Source: Fertecon, Company/Industry Reports

## Kali und Salz



Source: Fertecon

## Kali und Salz

	2007 Capacity (Million tonnes KCl)	2006 Production (Million tonnes KCl)
Hattorf	0.50	
Untereibach	0.55	
Wintershall	0.65	
Zielitz	2.30	
<b>Total</b>	<b>4.00</b>	<b>3.8</b>

- ▶ Some older operations have been shut in and, except for Zielitz, the remaining operations are old
- ▶ K+S has depleting ore reserves, low ore grade and high cost production with limited potential for significant expansion
- ▶ Completed sylvinitic project that raised the  $K_2O$  content of crude salts and added 250,000 tonnes of KCl capacity

Source: Fertecon, Company/Industry Reports



## Israel Chemicals



Source: Fertecon





## Israel Chemicals

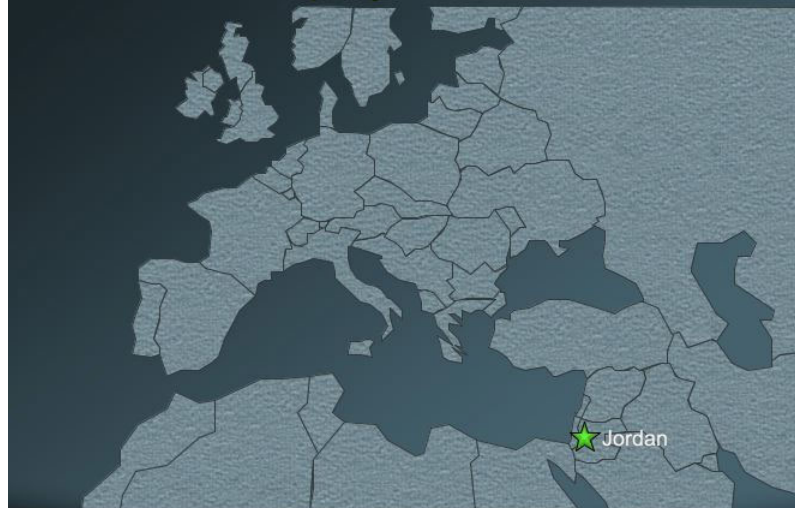
	2007 Capacity (Million tonnes KCl)	2006 Production (Million tonnes KCl)
Dead Sea Works, Israel	3.7	3.5
Iberpotasas, Llobregat, Sp	0.7	0.8
Iberpotasas, Suria, Spain	0.4	
Cleveland Potash, England	1.0	.7
<b>Total</b>	<b>5.8</b>	<b>5.0</b>

- ▶ Dead Sea Works is a low-cost operation
- ▶ It has limited area for pond expansions but is planning to add 350,000 MTPA of new capacity through improved brine recovery and processing plant bottlenecks
- ▶ ICL's Spanish operations are high cost, with poor ore bodies, difficult mining conditions and limited expansion potential
- ▶ CPL has difficult mining conditions and depleting ore reserves

Source: Fertecon, Company/Industry Reports



## Arab Potash Company



Source: Fertecon



## Arab Potash Company

	2007 Capacity (Million tonnes KCl)	2006 Production (Million tonnes KCl)
Safi, Jordan	2.0	1.7

- ▶ APC is also a low cost, Dead Sea producer
- ▶ A 500,000 tonne/yr expansion project is under way with completion scheduled for 2008
- ▶ There is potential for a second expansion of 500,000 tonnes/yr

Source: Fertecon, Company/Industry Reports



## Potash Producers in China

### ▶ KCl Projects

- QSLP is the largest KCl producer in China with 800,000 tonnes/yr from an older plant, 1.0 MMT from a new plant, and a new subsidiary that began operation in Q3 2006 with capacity of 200,000 tonnes/yr KCl
- Two other producers include Qinghai Lenghu Lake Potash with 400,000 tonnes/yr and Geermu Zangge Potash with 200,000 tonnes/yr. In addition there are as many as 30 other very small potash producers



### ▶ Non-KCl Projects

- Construction is underway on the planned 1.5 MMT/yr Xinjiang Luobupo SOP project in Xinjiang Province to be completed in 2010 or earlier, and the 1.0 MMT/yr Qinghai CITIC Qinghai Xitaijier Salt Lake KMgSOP project to be completed in 2009

Source: Fertecon, Company/Industry Reports



## Potash Producers in South America



## Brazil

	2007 Capacity (Million tonnes KCl)	2006 Production (Million tonnes KCl)
CVRD	0.85	0.7

- ▶ A mine expansion of 250,000 tonnes was completed in 2005, but has yet to reach full capacity of 850,000 tonnes/yr
- ▶ Mining conditions are difficult with relatively high costs
- ▶ CVRD has reportedly completed a conceptual study for the development of a new potash mine based on carnalite reserves in the state of Sergipe

Source: Fertecon, Company/Industry Reports

## Chile

	2007 Capacity (Million tonnes KCl)	2006 Production (Million tonnes KCl)
SQM	0.7	0.7

- ▶ The majority of SQM's production is utilized in  $\text{KNO}_3$  production
- ▶ There is limited potential for significant future expansion

Source: Fertecon, Company/Industry Reports



## Potential Greenfield Projects



## Argentina's Proposed Potash Projects

- ▶ In 2005, Rio Tinto purchased Potasio Rio Colorado S.A., giving it control of the Rio Colorado potash project
- ▶ It is located in a remote area in the foothills of the Andes far from the port of Bahia Blanca. Ore is a mixture of carnalite and sylvinite, with a relatively short reserve life. A link is needed to a rail head, and a major rail upgrade is necessary
- ▶ A final feasibility study was to be completed in 2006 and a go no-go decision in 1H 2007 on a 1.6 -2.4 MMT/yr greenfield solution potash mine, but a decision whether to proceed has been delayed until later this year
- ▶ CVRD is assessing reserves in the adjacent province of Neuquen



Source: Fertecon, Company/Industry Reports, PotashCorp

## Argentina's Proposed Potash Projects

- ▶ Would be a greenfield solution mine
- ▶ Drilling wells and establishing caverns similar time frame to shaft sinking
- ▶ Evaporation ponds constructed during well nest establishment
- ▶ Full pond production after 2 - 3 years of evaporation cycle
- ▶ Mill construction time similar everywhere
- ▶ Significant infrastructure required
  - Power, gas
  - Roads
  - Railroads
  - Port
  - Employee camp
- ▶ A secure, long-term, low-cost natural gas source is necessary for an energy-intensive solution mine here to be economically feasible

Source: Fertecon, PotashCorp

## Thailand's Proposed Potash Projects

- ▶ ITD, Thailand's largest construction firm, has acquired controlling interest in APR
- ▶ APR's proposed 1.0 MMT/yr APPC Udon South potash project will be difficult to mine:
  - ! fragile roof of salt, carnalite floor below sylvinite ore bed
  - ! no satisfactory salt waste disposal, which is a major environmental concern. Therefore not able to obtain a mining license
  - ! inadequate rail car supply, narrow gauge track and no port facility
  - ! quality issues with mining, processing and warehousing hygroscopic product in a high humidity climate
- ▶ The Thai government with 20% interest has pulled out of the proposed 1.0 MMT/yr ASEAN project. It had ore grade just over 10%



Source: Fertecon, PotashCorp



## Thailand's Proposed Potash Projects

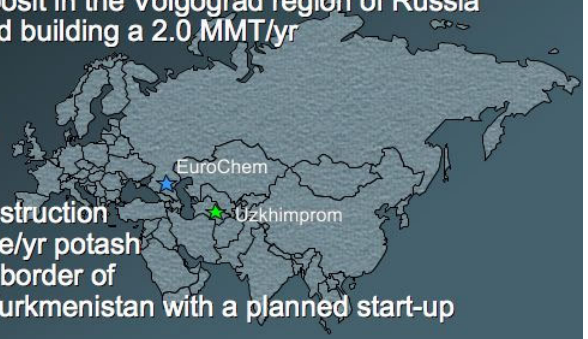
- ▶ Underground mine situation
- ▶ Shafts or declines could take less time (shallower)
- ▶ Mine development may take longer – difficult geology
- ▶ Mill construction time similar
- ▶ Require system to get rid of excess brine
- ▶ All salt tailings must go back underground – more development and costs
- ▶ Dehumidification of processing and storage buildings
- ▶ Infrastructure required
  - Power, gas
  - Upgrade railroad
  - Port facility

Source: Fertecon, PotashCorp



### *Proposed Potash Projects in Russia & Uzbekistan*

- ▶ Eurochem, a major Russian producer of N and P, is exploring a new potash deposit in the Volgograd region of Russia and has discussed building a 2.0 MMT/yr potash mine
- ▶ Uzkhimprom has reportedly announced a tender for the construction of a 200,000 tonne/yr potash mine close to the border of Uzbekistan and Turkmenistan with a planned start-up in July 2009

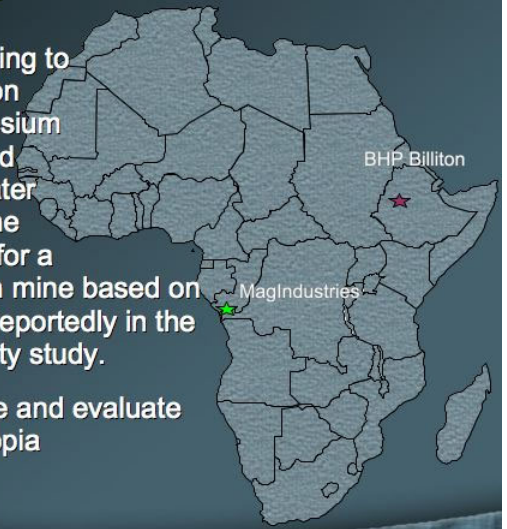


Source: Fertecon, BSC, IFA, PotashCorp



### *Proposed Potash Projects in Africa*

- ▶ MagIndustries is proposing to develop a potash solution mine and build a magnesium plant on reserves located 15 km from the deep water port of Pointe Noire in the Congo. Initial plans are for a 600,000 tonne/yr potash mine based on carnalite reserves. It is reportedly in the final stages of a feasibility study.
- ▶ BHP Billiton is to explore and evaluate potash reserves in Ethiopia

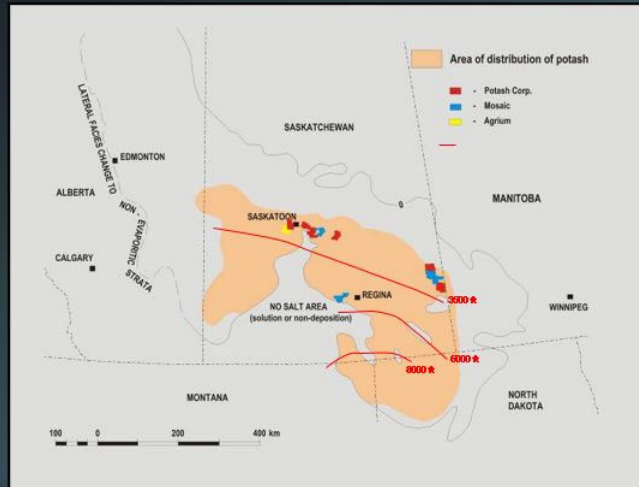


Source: Fertecon, BSC, IFA, PotashCorp





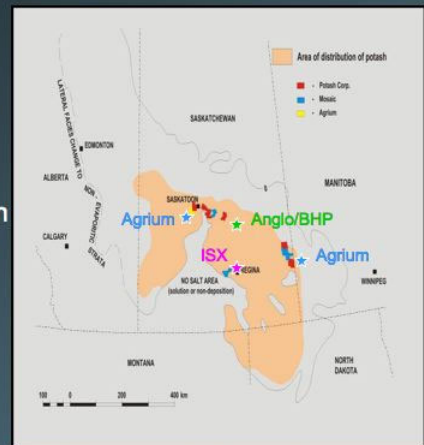
## Prairie Evaporite Potash Formation



Source: Saskatchewan Industry & Resources

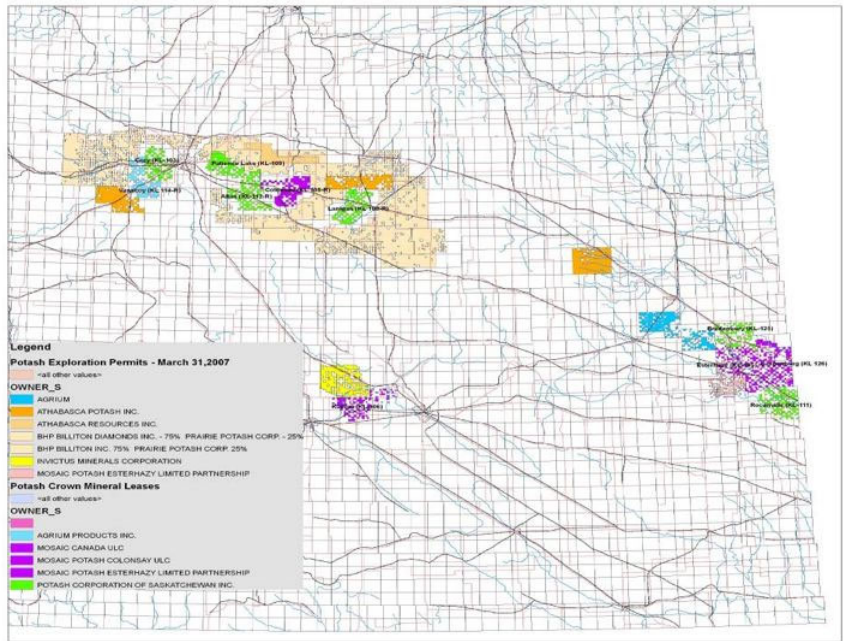
## Other Proposed Potash Projects in Canada

- ▶ Agrium has obtained a 5-year exploration permit from the Manitoba government to explore potash in the St Lazare area
- ▶ Anglo Minerals has entered into an JV agreement with BHP Billiton Diamonds to do exploratory work in establishing a 2.0 MMT/yr potash mine east of Lanigan. Current plan is to spend \$40 million over 60 months and complete a feasibility study
- ▶ Canadian Resource Company ISX plans to evaluate potash reserves on a permitted area 60 miles north of Regina



Source: Fertecon, BSC, IFA, PotashCorp





## PotashCorp Potash Capacity

	2007 Capacity* (Million tonnes KCl)	2006 Production (Million tonnes KCl)
Allan Division	1.9	1.0
Cory Division	1.4	0.8
Lanigan Division	3.8	1.5
New Brunswick Division	0.8	0.7
Patience Lake Division	1.0	0.2
Rocanville Division	3.1	1.9
Esterhazy Division	1.2	0.9
<b>Total</b>	<b>13.2</b>	<b>7.0</b>

\*2007 PotashCorp potash capacity at May 15, 2007

Source: PotashCorp



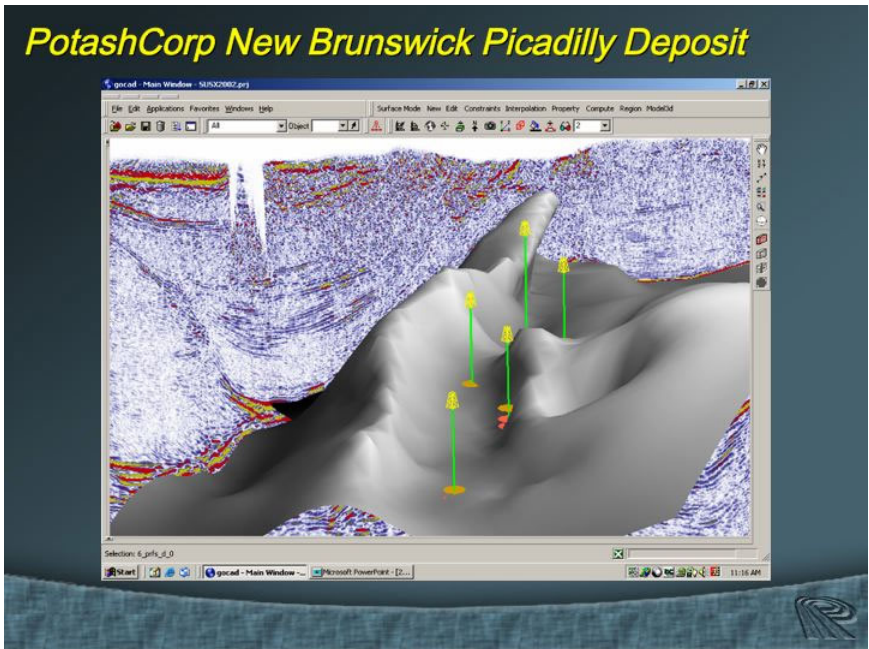
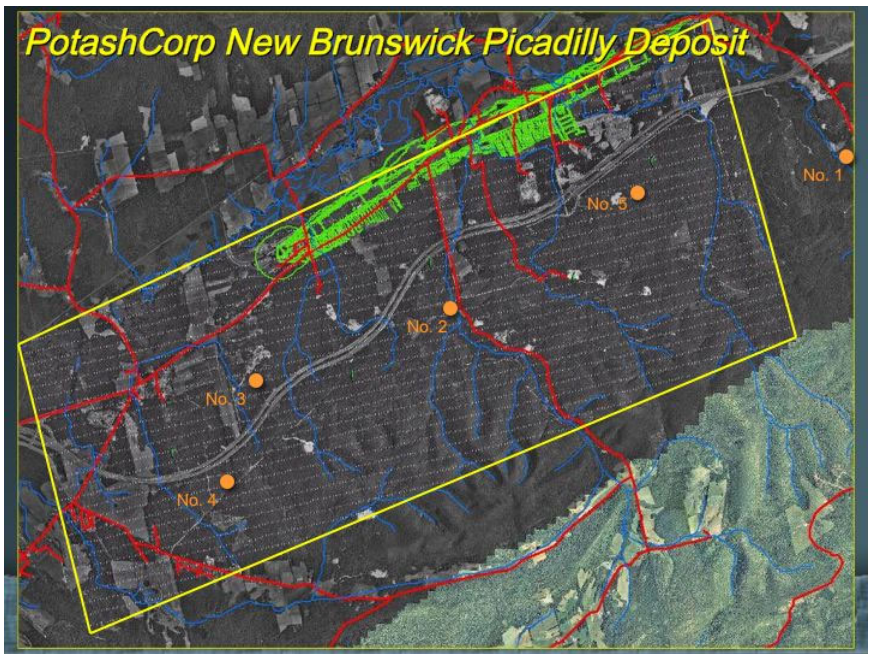
## PotashCorp Potash Mine Debottlenecking Low Capital Cost

Operations	April 2007 Cost (\$US per Tonne)
Allan (400K)	295
Lanigan (1500K)	179
Patience Lake (360K)	258
Cory (1200K)	601
Estimated Saskatchewan Greenfield (2000K)	1,000

Note: Costs for refurbishing or expanding capacity do not include compaction capacity expansions

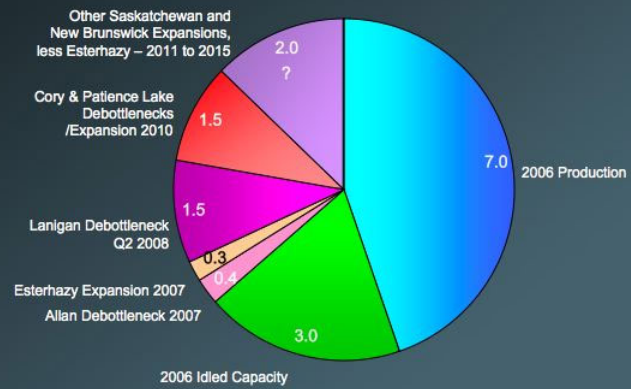
Source: PotashCorp





## PotashCorp Projected Potash Capacity Potential 15.7 million MT before Greenfield

Million Tonnes KCl



Source: PotashCorp