



# **Brazil Potash Corporation**

**Corporate Presentation** 

2024

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# An Asset of Global Food Security Significance Located in Brazil



#### Strong fundamentals for potash global market

- Long-term demand driven by population growth, increasing caloric consumption, finite amount of land, and nutrient depletion in soils
- Concentrated supply-side with strong price support and upside potential due to Russia/Belarus issues

## Brazil is a potash import-dependent market with enormous growing demand

- Brazil is the largest net exporter of agricultural goods<sup>1</sup>
  - Brazil has abundant arable land and freshwater, and exported \$110 billion<sup>2</sup> per year of agricultural goods in 2021
  - Strong government support to realize project evidenced by release of Brazil's National Fertilizer Plan

## Unique multi-generational investment opportunity in food security

- Plan to produce 2.4 million tons/year for 23 years based on exploration of less than 5% of the Amazonas potash basin
- Lowest cost position of this essential element due to ore body proximity to Brazilian farmers
- Near construction-ready with feasibility study, environmental impact assessment, & several permits completed

## Management and sponsors with proven track record

- Experienced results-oriented management team to deliver project former Nutrien, Rio Tinto, Vale, Shell
- Experienced natural-resource focused investor base
- Local relationships with some of the largest domestic Brazilian agribusinesses

## Leading Environmental, Social & Governance (ESG) Profile

- ~80% Lower Scope 1 (plant) & 2 (energy) Greenhouse Gas (GHG) emissions as compared to potash from Canada
- One of the first companies in Brazil to conduct Indigenous consultations according to ILO 169
- Obtained MSCI ESG rating of "A" which is top quartile

# **Highlights by The Numbers of the Brazilian Market**

Brazil Market 2<sup>nd</sup> Largest Consumer

~18%

of global potash deliveries Import Dependent

98%

of Brazil's potash demand is imported<sup>1</sup> Consumption Growth

6.8%

Brazil CAGR<sup>2</sup> of Consumption to 2027

**Operation** 

Production at Scale

**~2.4 Mt/year**<sup>3</sup>

~20% of Brazil demand

**Quick Delivery** 

**102 Days** 

Reduction in delivery time to Brazil farms

Low Capital Intensity<sup>4</sup>

~\$1,000/t<sup>4</sup>

Based on after-tax CAPEX of \$2.5B

Illustrative Financial Measures Cost of Production

Lowest

All-in delivered cost to Brazilian farmers

Estimated EBITDA

~US\$1B

Based on mid-cycle prices<sup>5</sup>

Producer Valuation

~9.5x

Full-cycle<sup>6</sup> producer EV/EBITDA multiple

# Brazil Potash's ESG Stewardship Reflected by MSCI Rating of 'A'



## **Environmental, Social & Governance**

## Significant Emissions Savings Support Brazil Decarbonization

Brazil Potash is using electricity ~80% generated by renewables<sup>1</sup>



#### **Community Support**

+9,000 vaccinated people in remote regions & +2,300 food/hygiene baskets provided for socially vulnerable families



Free, prior and informed consultations being conducted according to ILO 169

## **MSCI** Rating vs. Peers

Company	Rating <sup>2</sup>
<b>Nutrien</b>	AA
Mosaic	Α
SQM	BBB
<b>▲</b> ICL	ВВ
YARA	Α
INTREPID Escental Mineral for Success	ВВ
BRAZIL	A



# **Highlights from MSCI Report**

#### **Biodiversity & Land Use above Industry Average**

Restoration efforts for sensitive lands/wetlands including conservation initiatives

#### **Corporate Governance Above Industry Average**

Average scoring range relative to global peers and above industry average

#### **Corporate Behaviour Above Industry Average**

Evidence of detailed policies on business ethics and corruptions



# ~80% Lower

Scope 1 (plant) & 2 (energy) GHG emissions<sup>1</sup> vs. Canadian producers

**Energy GHG Emissions Avoided**<sup>3</sup>

~1,200,000 t CO<sub>2</sub>e / yr



**Transportation GHG Emissions Avoided** 

205,000 t CO<sub>2</sub>e / yr



- Potash 101: An essential agricultural nutrient for food security
- Demand Drivers: Crop area & yields need to rise, increasing the need for potash
- Global Supply & Demand: A large, growing and structurally attractive market
- Supply Growth Profile: Majority from Russia & Belarus



# There Are 3 Primary Nutrients: Potash Is The Most Sustainable

# **Agronomic Benefits:**

# Nitrogen (N)

 Essential to formation of protein, the most consumed nutrient

# Phosphorus (P)

 Promotes photosynthesis and improves ability for plant to use and store energy

# Potassium (K)

 Strengthens plants' ability to resist disease, increases crop yield and overall quality



Potash is the name for minerals that help provide potassium for plant growth



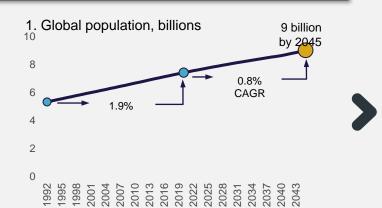
~90% of potash is applied in the agricultural sector and critical to maintaining food supply for the growing population

		Nitrogen	Pnospnate	Potasn-V
Production	Scope 1 & 2 Emissions			U
Produ	Water Consumption			
Consumption	Farm-level CO <sub>2</sub> e <sup>1</sup> Release			
Consul	Risk to Waterways			U

# Crop Area & Yields Need to Rise Increasing The Need for Potash

#### **Growing Population**

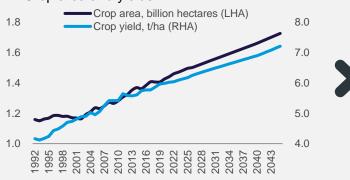
Population set to reach 9B people by 2045



## **Crop Areas & Yields Need to Rise**

Global Yields need to rise from 6.0t/ha in 2020 to 7.2 t/ha in 2045

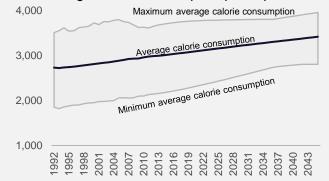
#### 4. Crop area and yields



## **Increasing Calorie Consumption**

Calorie consumption increases with income per capita

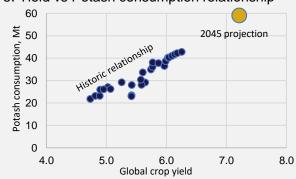
#### 2. Average calorie consumption per capita



## Fertilizer is Key to Increasing Yields

Strong relationship between crop yields and fertilizer consumption

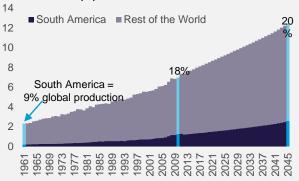
#### 5. Yield vs Potash consumption relationship



## **Requires More Global Crop Production**

Crop production must increase to meet growing population and calorie consumption

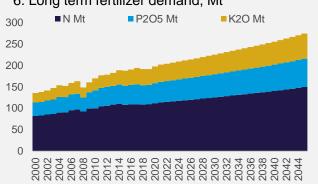
#### 3. Global crop production, billion tonnes

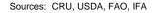


#### & More Fertilizer is Needed

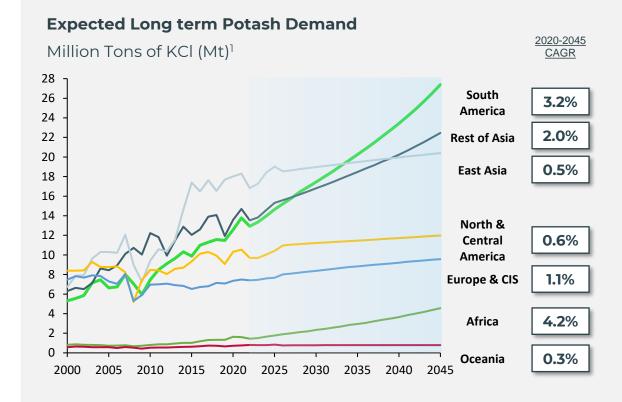
Global fertilizer demand is set to grow from 201.9mmt in 2021 to 247.9mmt in 2045

#### 6. Long term fertilizer demand, Mt



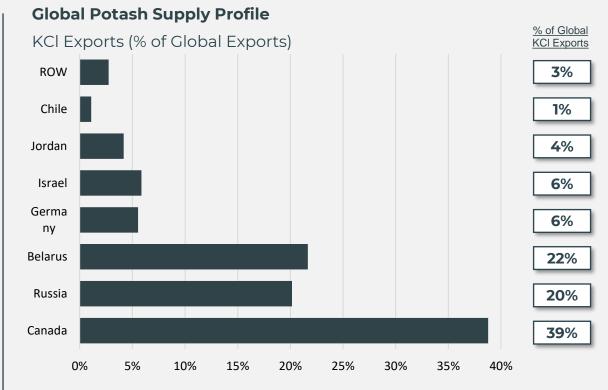


# Potash Is A Large, Growing Market With A Concentrated Supply Side



# South America one of largest potash growth regions

- Brazil is responsible for majority of South American potash consumption
- Global demand projected to grow at ~1.7% CAGR² with the bulk coming from S. America with projected ~3.2% CAGR²
- Supply has generally grown at a similar 'lumpy' rate, leaving periods of time when the market is short



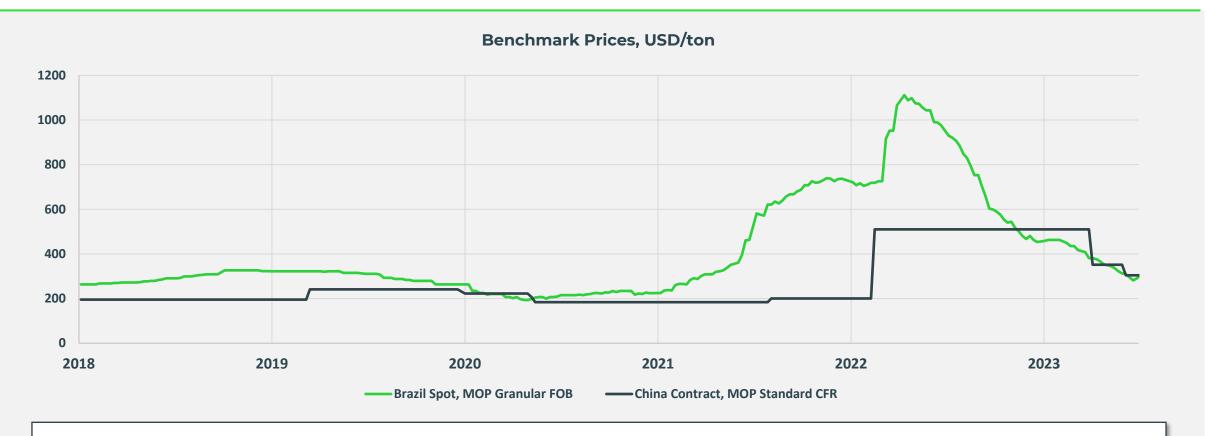
# Over 40% of world's current potash supply may be in jeopardy

- Supply is highly concentrated between 3 nations
- Together, Russia and Belarus account for the largest portion of exports, globally
- Disruptions caused by Belarussian sanctions & Russia's war in Ukraine drove potash prices to record highs and may affect trade-flows for an unknown duration of time





# **Attractive Brazilian Market**



## Brazil is a spot market and key global benchmark

- Brazil is a fragmented market where product is typically sold on short term contract (<1 month) vs. other markets such as China, where buyers who negotiate an annual contract
- Strong crop prices and conflict in Ukraine have led to the highest global capacity utilization since 2005, with little incremental near-term capacity available
- Brazil should remain tight as supply from Belarus is limited; and Russian future production growth financially constrained

# Zoom-In on Brazil: The #1 Global Potash Importer

- Brazil is the largest global importer of potash with nearly no domestic production
- Brazil's economy is heavily reliant on agri-business & the world is heavily reliant on Brazil
- Pricing: Brazil Is one of the most valuable markets for potash producers
- Brazil is exposed and has introduced national measures to secure agricultural inputs



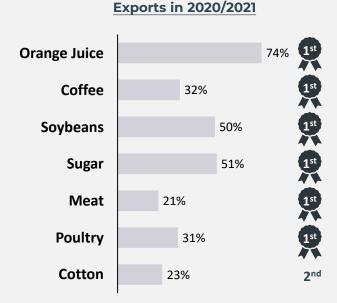
# The World Is Heavily Reliant on Brazil for Agricultural Production

## **World is Reliant on Brazil Agriculture**



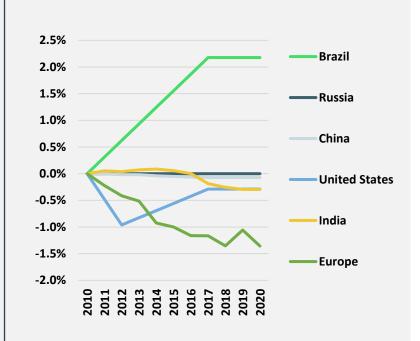
Brazil is the #1 net exporter<sup>2</sup> of agricultural products in the world and >25% of GDP generated by the agriculture sector<sup>3</sup>

## **Brazil Produces Daily Consumables**



...an agricultural powerhouse and integral part of global food supply...

## Relative Change in Agricultural Land Use<sup>4</sup>



...and Brazil has abundant arable land, fresh water and ideal climate to grow crops to feed the world

# **Brazil Is The Largest Global Importer of Potash**

## **Highlights**



Second largest potash market globally



~98% reliant on imports for supply of Potash (MOP)

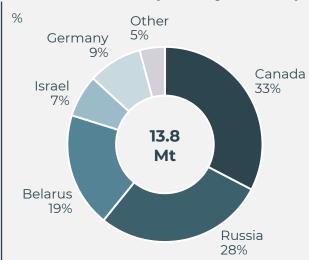


Brazil potash (MOP) consumption projected to grow at 6.8% annually to 20271



Brazilian soils require constant potassium replenishment

## **Brazilian MOP Imports by Source (2021)**



- >80% of global consumption is met by imports<sup>2</sup>
- 80% of global imports are from Canada, Russia and Belarus
- Producing countries are exporters

Mosaic is the biggest local producer with

# **2021 MOP Imports by Country**



Source: CRU Group: Potassium Chloride Market Outlook November 2022, Management; Notes: (1) CRU Group: Potassium Chloride Market Outlook November 2022 (2) In 2021

# **Brazilian Potash Consumption**

Taguari mine in Sergipe and production expected to remain less than Million tons; % 500k tons annually 15 10 2010 2005 2006 2008 2009 2011 2012 2013 2007 2014 2015 2016 2017

National Production



-National Production (%)

2019 2020 20%

15%

10%

2021

# Brazil is Vulnerable: National Fertilizer Plan Launched March 2022

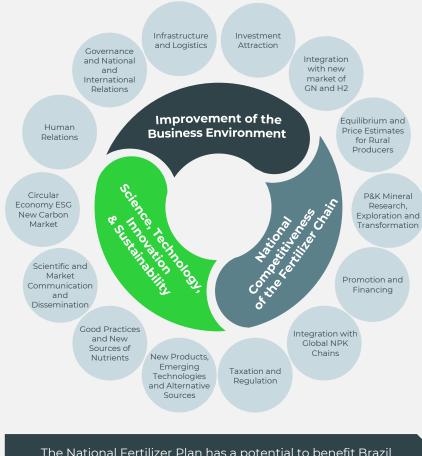


Blairo Maggi with Brazil President Lula

"A country that has the agricultural wealth of Brazil cannot be dependent upon fertilizers from another country.

We must have the capacity, competence and political will to transform this country into being a self-sufficient country."<sup>1</sup>

Luiz Inácio Lula da Silva,
 President of Brazil



The National Fertilizer Plan has a potential to benefit Brazil Potash with reduced tax rates and greater access to government-backed funds

## **National Fertilizer Plan - Highlights**



Intended to reduce dependence on imports from 85% to 45% by 2050<sup>2</sup>



The plan is not about achieving selfsufficiency but **autonomy** 

#### Goals for 2030:

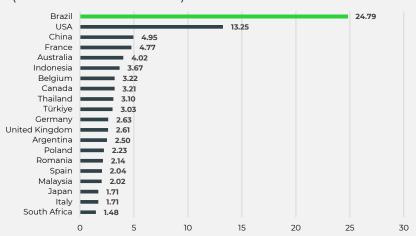
Increase domestic production of potash to 2 million tonnes per year

#### Goals for 2050:

Increase domestic production of potash to 6 million tonnes per year

#### **Dollar Value of Imported Fertilizers in 2022**

(Billions of US Dollars)





# Sustainable Potash Project with Attractive Financial Returns



## Project well advanced to near construction ready state

- ~US\$235M raised to date for project development
- Feasibility study and environmental & social impact assessments completed
- Majority of the permits in-hand and land mostly purchased



# Multi-generational scale & option for future growth

- 23 years of reserves based on drilling only 5% of the potential basin
- Shorter inland distances to key fertilizer customers
- Local relationship with largest diversified Brazil agri-company



## Substantial & sustainable cost advantage

- Lowest all-in delivered cost to Brazil growers
- Import dependence supports structurally higher margins
- In-market position enables margin resilience through-the-cycle



# Opportunity for sustainability leadership and innovation

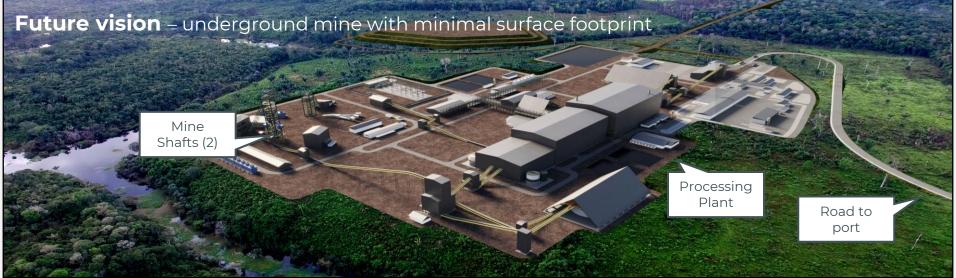
- Local potash supply results in ~1.4mt avoided CO2e
- Plan to sell a portion of production at subsidized rates in exchange for farmer commitment to not burn the Amazon jungle
- Domestic source of potash helps ensure food security

Project By The Numbers				
Estimated Reserve Project Life <sup>(1)</sup>	23 Years			
Potash (KCL) Annual Nameplate Production	~2.4 Mt			
Projected Capital Investment to Achieve Full Production <sup>1</sup> :				
Pre-Tax	~US \$2.3 Billion			
After-Tax	~US \$2.5 Billion			
After-Tax Capital Intensity	US \$926 / ton per annum			
Illustrative Financial Measures				
Revenue				
Potash LoM CFR Brazil Benchmark Price Forecast <sup>3</sup>	~ US \$459 / ton <sup>4</sup>			
Brazil Potash Estimated Realized Price (FOB Port)	~ US \$493 / ton <sup>4</sup>			
OPEX				
FOB Port At Full Run Rate <sup>5</sup>	~US\$79 / ton <sup>6</sup>			
Income				
Run-Rate FBITDA <sup>5</sup>	~ US \$1 Billion			



# **Construction on Cattle Land Minimizes Impacted Trees**





# **Experienced Management Team and Sophisticated Shareholder Base**

#### **Select Executive Team Members**



#### Matt Simpson, CEO & Director

- Former General Manager Mine at Rio Tinto's Iron Ore Company of Canada managing over \$300M/y spend, all operations, maintenance and technical people to safely move >70 Mtpa
- Worked for Hatch, designing and constructing metallurgical refineries globally



#### Adriano Espeschit, President

- Worked for Vale, BHP Billiton in Australia, and Shell Canada with Fort McKay First Nation in Alberta
- Implemented Sossego Copper Mine in Pará State and Santa Rita Nickel Mine in Bahia State with Mirabela Nickel



#### Lúcio Rabello<sup>1</sup>, Head of Environment & Licensing

- More than 20 years experience licensing in Amazon State
- Former president of the Amazonas State Environmental Agency

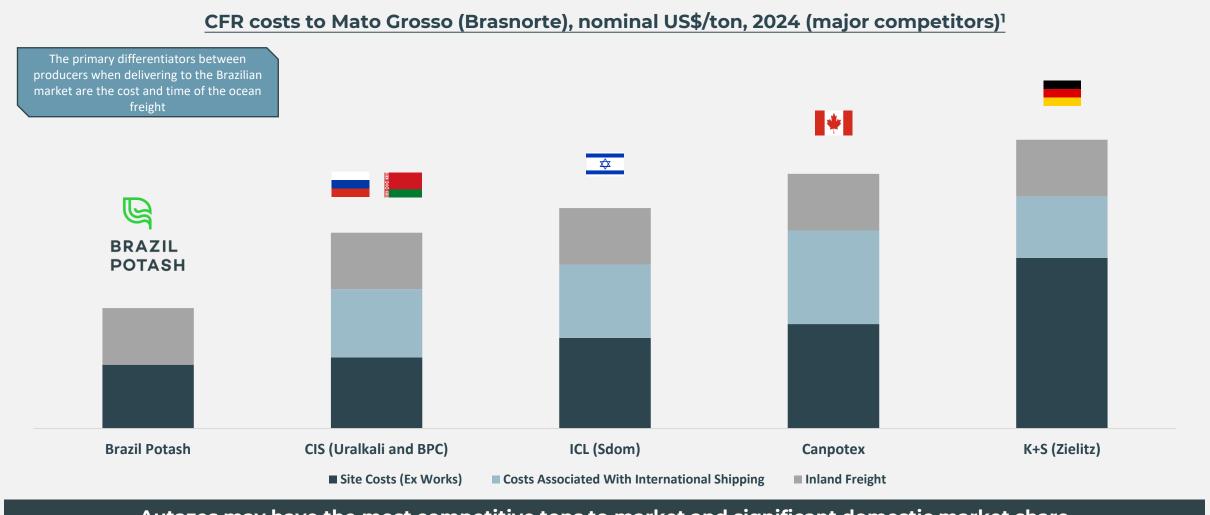


#### Raphael Bloise<sup>1</sup>, Project Director (Engineering/Construction)

 45+ years construction experience working for Vale, Mirabela Nickel, CBM, Alumini Port of Tubarão, Carajás Project, Albrás, Alunorte, Salobo and Sossego Projects, Brucutu Mine, Aimorés Hydroelectric Plant, Renest and Comperj

Cap Table (As at September 8, 2023)		
Shares Outstanding, Basic	142M	
Warrants, Options & DSUs	7M	
Shares Outstanding, Fully Diluted	149M	

# Strategic Value: Delivered Cost Advantage

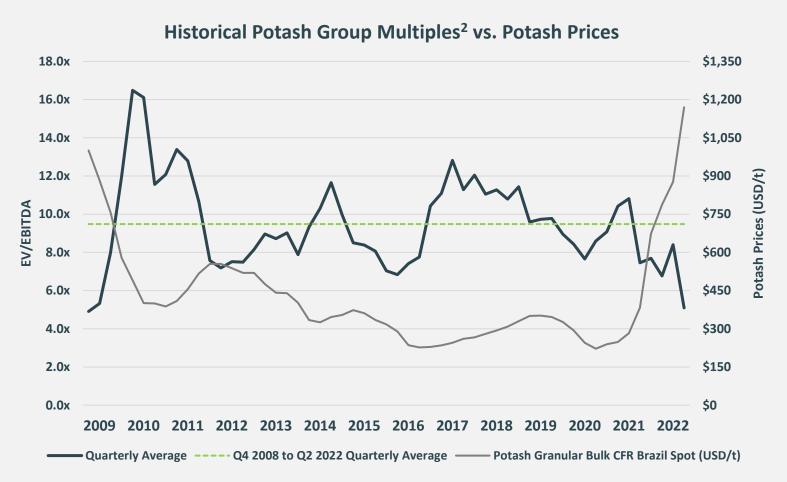


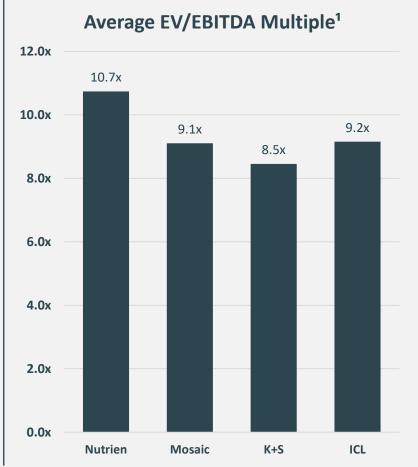
Autazes may have the most competitive tons to market and significant domestic market share

Delivered cost to the grower is estimated to be more competitive than the next most competitive ton and more competitive than marginal cost

# **Potash Producers Rewarded with Strong Multiples**

# Potash Producers Traded at 9.5x EV/EBITDA through last potash cycle<sup>1</sup>

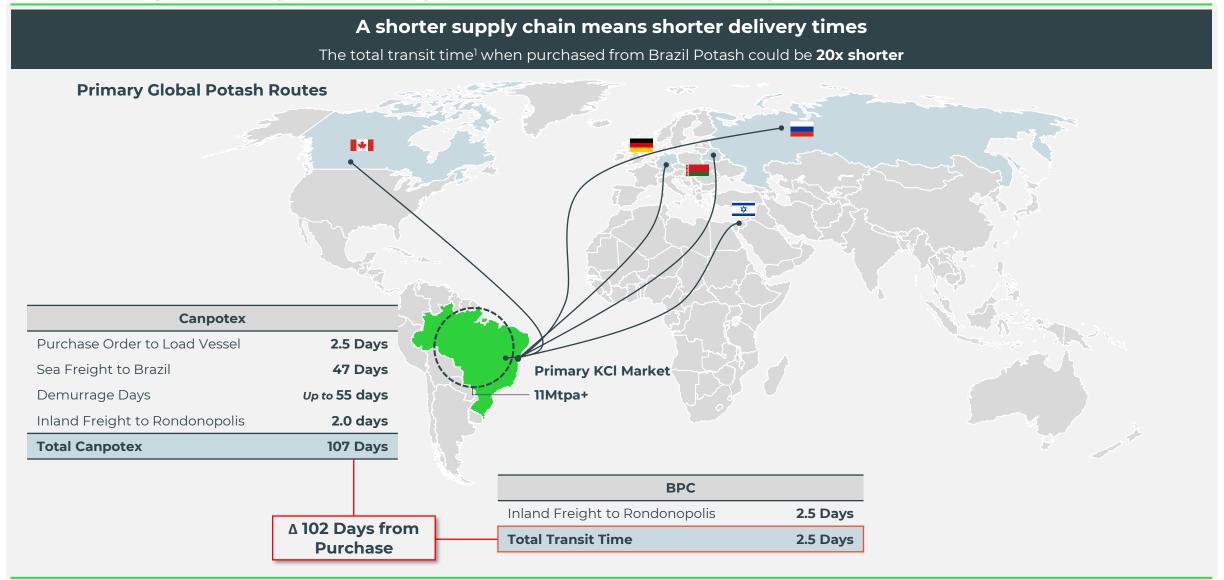




Source: Bloomberg; CRU – Fertilizer Week; Notes: (1) Full potash cycle defined as peak quarterly average price to peak quarterly average price (Q4 2008 to Q2 2022) (2) Group includes Nutrien, Mosaic, K+S, Compass, Yara, intrepid, ICL & Uralkali. Nutrien's quarterly average multiples from Q4 2008 to Q4 2017 were calculated as sum-of-the-parts based on EV and EBITDA values of Potash Corp and Agrium prior to their merger completion in Q1 2018. Potash prices reflect quarterly average.



# **Enabling Supply Security with Shorter Supply Chain**



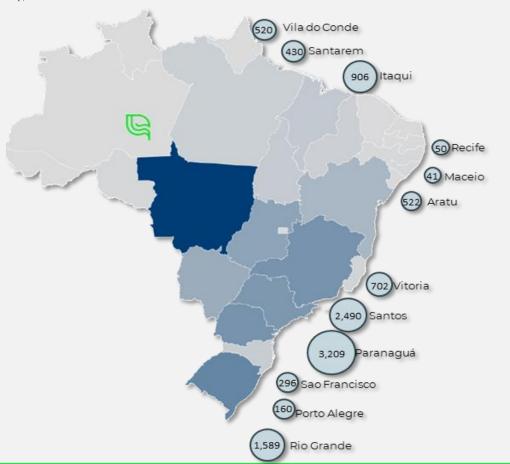
# **Enabling Supply Security by Being Closer to The Customer**

# Brazil Potash typically has a more efficient and shorter inland path to customers than importers

Autazes is located only 8km from the Madeira River enabling efficient and reliable transportation to trucks that take product inland to key agricultural regions

#### Brazil State K<sub>2</sub>0 demand, 2020

MOP Imports by Port (2021), Thousand Tonnes





- Brazil is over 95% reliant on imports for supply of MOP
- Over 70% of imports enter via southern state ports. Paranagua receives highest volumes of MOP each year - over 3.2Mt in 2020
- Most imported MOP delivered from ports to blending facilities by truck. Northern ports increasingly barging product down Amazon tributary
- Only domestic producer is owned by Mosaic and production expected to remain below 500k tons per annum
- Distribution to all customers via waterways and highways

Source: CRU: IBGE: Embrapa: Note: (1) 2015

# Signed Agreements with AMAGGI, One of the World's Largest Farmers



## **Offtake Agreement**

- Binding take or pay terms & conditions for ~550k tons/yr of potash
- Plan is to have 80% of production under 10 year offtake agreements



## **Marketing Agreement**

Agreement to sell remaining tonnes of potash annually



#### **River Barge Transportation Agreement**

 Agreement to ship the initial planned potash production to inland ports close to major farming regions in Brazil



- Amaggi Group is one of the largest private producers of soybeans in the world
- Revenues in excess of \$3.5 Billion
- Business spans across 4 areas: Agriculture,
  Commodities, Logistics and Operation, Energy
- Amaggi owns a river shipping arm Hermasa Navegação which already carries fertilizer to farm states on soy barges that return empty from Amazon river
- Amaggi has over 270,000 hectares of production of all agricultural products
- Amaggi owns a fertilizer mixer in Comodoro (Mato Grosso) to blend potassium and other raw materials to create fertilizer blends for farmers
- Aligned with Sustainability Frameworks such as Green Bond Principles, Social Bond Principles & Sustainability Bond Guidelines with annual audits for their Green Bonds

# **Autazes Project Detail: Milestone Schedule**

## **Key Permits to Start of Operation**

## **Preliminary License (LP)**



## Applied for LI – Aug 2023

- Location, social and environmental approval of the project
- Awarded by IPAAM<sup>1</sup>
- Expired August 31, 2023 and applied for LI

#### **Installation License (LI)**



## **In Progress**

- Provides authorization to initiate construction
- Obtain by: (i) fulfillment of LP conditions; (ii) approval of the mine development plan (PAE); (iii) and approval of the Basic Environmental Plan (PBA)
- 76 of required 78 items approved and 77<sup>th</sup> item being Indigenous Consultation Study submitted

## Operational License (LO)<sup>2</sup>



#### **Future**

- Grant of Mining Concession by Mining and Energy Ministry
- Requires inspection of constructed mine and plant to ensure compliance with codes

#### **Other Permits Status:**

- Installation License (IPAAM / AM) target year end 2023
- Archaeological Studies Authorization (IPHAN) Installation License Applied on Aug 25, 2023
- Archaeological Site Delimitation Authorization
  (IPHAN) Installation License Applied on Aug 25, 2023
- Archaeological Site Rescue Authorization (IPHAN) -Installation License - Applied on Aug 25, 2023

- Final Geological Survey Report (ANM) Installation
  License Applied on Aug 25, 2023
- Mining Decree (ANM) upon receipt of Installation License
- Purchase of building land Installation License Applied on Aug 25, 2023
- Port Authorization (Navy) upon receipt of Installation License

Port Membership Agreement (ANTAQ) – upon receipt of Installation License

# **Brazil Potash is a Compelling Investment Opportunity**



# **Food Security**

Brazil is the largest net exporter of food<sup>1</sup>, has abundant land & freshwater

A **domestic, in-market source** of potash helps secure agricultural output and mitigate risk of global food and supply shocks

# **Economics**

Brazil Potash aims to be the world's **lowest-cost producer of potash to Brazil** because of the strategic in-country location

# **ESG**

There are countless **local, national and global benefits** to society and the environment that arise from development of Autazes

**Avoidance of unnecessary transportation emissions** & connecting the Autazes Project and local communities to the **~80% hydroelectric grid<sup>2</sup>** are two examples

Recent geopolitical events have highlighted the need for Potash supply security

Brazil Potash Corp can be a key part of the Solution

