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Some of the market and industry information is based on independent industry publications or other publicly available information, while other information is based on internal studies. Although we believe that these independent sources and our internal data are reliable as of their respective dates, the information contained in them has not been independently verified and we can not assure you as to the accuracy or completeness of this information.

Readers and viewers are cautioned to consider these risks and uncertainties and to not place undue reliance on such information.
ICL - A Global Player

- A global manufacturer of fertilizers & specialty chemicals
  Headquartered in Israel, worldwide operations

- 2010 revenues: US$ 5.7 billion; Net Income: US$ 1.025 billion
  9M 2011 revenues: US$ 5.4 billion; Net Income: US$ 1.142 billion

- Close to 50% of revenues derived from production activities outside of Israel;
  ~94% of sales occur outside of Israel

- 11,965 employees* as of September, 2011 (~5,000 in Israel)

- Trading: Tel-Aviv Stock Exchange (TASE: ICL)

Market cap**:~$14 billion
Dividend yield: 2011: 5.5%; Decade average: 4.8%

* Including new acquisitions
** As of March 12, 2012
Integrated Portfolio Across Segments – From Basic Materials to Downstream Products

Potash, Phosphate Rock, Phosphoric Acid, Phosphate Fertilizers, Compound Fertilizers, Specialty Fertilizers, Feed Additives, Salts

Elemental Bromine, Bromine & Organophosphorus Flame Retardants, Various Bromine Compounds, Chlorine-based Biocides, Magnesia Products

Specialty Phosphates: Technical, Food Grade & Electronic Grade Phosphoric Acid, Phosphate Salts, Food Additives, Hygiene Products, Wildfire Safety Products, Water Treatment Chemicals and Services

Pure Magnesium, Magnesium Alloys; Water Desalination Solutions (via IDE, 50% JV)

Note: % based on 2010 sales
Access to Vast, Low Cost Natural Resources

- Potash
- Polyhalite
- Bromine
- Magnesium
- Salts

The Dead Sea (Israel)

Iberpotash (Spain) & CPL (England)

The Negev Desert (Israel)

3 Peat Mining Sites (England)

Phosphates
Dead Sea Potash - Unique Low-cost Technology and Open Air Storage

- Environmentally friendly pond evaporation system saves the burning of about 10 million tons of coal or diesel oil each year.

- Use of natural gas in Israel, as of mid 2010, reduces CO₂ emissions to the atmosphere.
Agreement with the Israeli Government Ensures Future Potash Development & Sustainability at the Dead Sea

- ICL will finance over 80% of the salt dredging costs.
- Dead Sea Works’ royalty rate will increase from 5% to 10% on ex-works (average) price of potash for annual volumes sold over 1.5 million tons.

1. Floating dredgers harvest the salt
2. The suspension flows through a floating pipe to a drainage area near the dike.
3. The salt is drained. The solution is filtered and returned to the pond.
4. The dry salt is loaded onto a conveyor to transport it to the terminal.
5. At the North terminal, the salt is loaded onto barges.
6. The barges return the salt to the northern basin of the Dead Sea.
Bromine: Lowest Cost, Virtually Unlimited Reserves

- **Sea Water (China, India, Japan)**: g/l 0.05
- **Underground Wells (China)**: g/l 0.2
- **Brine Wells (USA* and Russia)**: g/l 2-6
- **Dead Sea Brine**: g/l 10-12

*Arkansas – brine wells of Chemtura & Albemarle*
Strong Global Presence & Logistical Advantages

Sales by Geography (1-9/11)

- North America 20%
- Europe 36%
- Asia 27%
- Mexico 10%
- ROW 2%
- Israel 5%
- South America 10%

- Manufacturing plant
- Logistic center
- Sales offices
- Headquarter
Leading Player in Global Industries

#1 in elemental bromine ~40% of global production capacity

#1 in organophosphorus flame retardants

#1 producer of pure phosphoric acid

#1 in specialty phosphates

#1 in wildfire safety products

#1 producer of PK fertilizers (compound potash & phosphate fertilizers)

#2 Europe and #6 Worldwide in potash supply

#2 Western world magnesium production, and...

Major player in specialty fertilizers & specialty chemical niche markets
Continuous Historical Growth Trend

$ millions

*2002-2006 figures are based on Israeli GAAP, 2007-2011 are based on IFRS
Strong Returns

ROE (Return on equity) = net income / shareholders' equity, average
ROIC (Return on invested capital) = (operating income ×(1-0.20)) / ((trade receivables + inventory – trade payables) + PP&E, net), average

* LTM (as of September 2011)
2000-2006 figures are based on Israeli GAAP, 2007-2011 based on IFRS
**Dividend policy:**
Up to 70% of net income in quarterly payments

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend Yield*</th>
</tr>
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<tbody>
<tr>
<td>2001</td>
<td>4.0%</td>
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<tr>
<td>2002</td>
<td>4.8%</td>
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<tr>
<td>2003</td>
<td>4.5%</td>
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<tr>
<td>2005</td>
<td>3.6%</td>
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<tr>
<td>2006</td>
<td>6.4%</td>
</tr>
<tr>
<td>2007</td>
<td>3.5%</td>
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<tr>
<td>2008</td>
<td>5.9%</td>
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<tr>
<td>2009</td>
<td>3.9%</td>
</tr>
<tr>
<td>2010</td>
<td>7.0%</td>
</tr>
</tbody>
</table>

**2011 Dividend Payments**
- Q1: $195 million announced on May, 2011
- Q2: $298 million announced on August, 2011
- Q3: $300 million announced on November, 2011

* Calculated according to market capitalization based on average share price adjusted for dividends
ICL Fertilizers

Meeting the Challenge of Growing Demand for Food
ICL Fertilizers:
A Variety of Commodity & Specialty Fertilizers

Potash & Phospates
34%

Potash
66%

Segment Sales - 2010: $3,107 Million
1-9/2011: $3,063 Million

Based on 2010 external sales
Low Levels of World Grain Stocks & Stock-to-Use Ratio Signal a Need for More Crops & Fertilizers

Stocks of Grains and Pulses
Barley, corn, millet, mixed grain, oats, rice, rye, sorghum & wheat (source: USDA, March 2012)
High Farm Commodity Prices May Support High Fertilizer Prices

Grain Prices: 1997-2012

<table>
<thead>
<tr>
<th>Year</th>
<th>Soybean</th>
<th>Wheat</th>
<th>Corn</th>
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<tbody>
<tr>
<td>1997</td>
<td></td>
<td></td>
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<tr>
<td>2011</td>
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</tbody>
</table>

Source: CBOT (March 11, 2012)

Potash Prices (1997-2012)

Phosphate Prices (1997-2012)

Sources: Fertilizer Week (March 9, 2012)
Potential for Increasing Crop Yield in Major Food Growing Countries by Improved Fertilizer Application

Example: Corn

Nutrient usage, Kg per Ha

Crop yield [kg/ha]

USA | EU-27 | China | India

Source: USDA, July 2011, IFA
Total Potash Consumption Outlook
In Selected Geographies, 2007-2017

<table>
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<tbody>
<tr>
<td>China PR</td>
<td>10.68</td>
<td>9.00</td>
<td>8.50</td>
<td>10.38</td>
<td>11.17</td>
<td>11.70</td>
<td>12.32</td>
<td>12.85</td>
<td>13.58</td>
<td>14.07</td>
<td>14.76</td>
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<tr>
<td>Brazil</td>
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<td>5.28</td>
<td>6.53</td>
<td>7.46</td>
<td>7.54</td>
<td>7.71</td>
<td>8.05</td>
<td>8.38</td>
<td>8.72</td>
<td>9.05</td>
<td>2.6%</td>
</tr>
<tr>
<td>India</td>
<td>4.42</td>
<td>5.55</td>
<td>6.08</td>
<td>5.88</td>
<td>4.87</td>
<td>5.03</td>
<td>7.53</td>
<td>7.87</td>
<td>8.20</td>
<td>8.53</td>
<td>8.87</td>
<td>7.2%</td>
</tr>
<tr>
<td>USA</td>
<td>8.51</td>
<td>6.09</td>
<td>8.03</td>
<td>8.21</td>
<td>8.94</td>
<td>9.29</td>
<td>9.48</td>
<td>9.66</td>
<td>9.76</td>
<td>9.86</td>
<td>9.96</td>
<td>1.6%</td>
</tr>
<tr>
<td>EU 27</td>
<td>6.04</td>
<td>3.49</td>
<td>4.04</td>
<td>5.13</td>
<td>5.02</td>
<td>5.44</td>
<td>5.63</td>
<td>5.69</td>
<td>5.73</td>
<td>5.75</td>
<td>5.77</td>
<td>-0.4%</td>
</tr>
</tbody>
</table>

Sources: FertEcon Potash Outlook 2011-4 (Feb 2012)
ICL’s Potash Market Share* in 2010 Increasing in the Fast Growing Emerging Markets

- **India (total 6Mt)**
  - Canpotex: 19%
  - ICL: 20%
  - K+S: 3%
  - SQM: 1%
  - Uralkali + Belaruskali: 29%
  - APC: 13%

- **Brazil (total 6.1Mt)**
  - Canpotex: 23%
  - ICL: 16%
  - K+S: 16%
  - Mosaic: 5%
  - PCS: 3%
  - SQM: 2%
  - Uralkali + Belaruskali: 32%

- **China (total 5.2Mt)**
  - Canpotex: 18%
  - ICL: 15%
  - Uralkali + Silvinit: 42%
  - K+S: 6%
  - APC: 3%
  - SQM: 3%
  - Belaruskali: 13%

*Out of imports in 2010, in million metric tons (MT)

Sources: China Fertilizer Weekly Market Report, Sindicaro Da Industria DE Adubose Corretivos Agricolas No Estado De Sao Paulo, Company estimates
ICL’s Potash Market Share* in 2011 Increasing in the Fast Growing Emerging Markets

* Out of imports in 2011, in million metric tons (MT)

Sources: China Fertilizer Weekly Market Report, Sindicato Da Indústria DE Adubose Corretivos Agrícolas No Estado De São Paulo, Company estimates
Potash - ICL Increased Production Capacity Over the Years by Acquisitions & Debottlenecking

Potash: An addition of 1.15 mt (final products) at Sodom since 1998 (+77%) in addition to the acquisitions in Europe.

Stage 11 – to add up to 500kt by 2015

Production in thousands of mt KCl

4.9% Annual Growth in Production (average)


1998 Purchase of IPB-Spain
2002 Purchase of CPL-UK
Debottlenecking +300kt
Debottlenecking +400kt
Converting salt pond number 3 to Carnallite +180kt
Plant capacity expansion +450kt
Rationalization and Expansion Plan Started in 2011 at Iberpotash (Spain)

**Final Goal:** Create a single production site based on a high-grade mine (Cabanasas):

- 1.1M tonnes/yr potash output (1.05M fertilizer grade and 50K technical grade)
- 630K tonnes/yr compacting capacity
- 1.5M tonnes/yr vacuum salt
- 500K tonnes/yr de-icing salt

*The Suria/Cabanasas center will be expanded and the Vilafruns/Sallent center will be moth-balled*
Polyhalite at Cleveland Potash (England)

- **Polyhalite:**
  A natural mineral considered to be an organic fertilizer with 14% K₂O, 50% SO₃, 7% MgO & Chlorine<2%

- **Vast reserves:**
  over 1 billion tonnes at over 90% purity (i.e. 140M tonnes of low-chlorine potash)

- **Easy accessibility:**
  150 meters below the potash seam in the shallowest part of the mine

- **Favorable minerology:**
  thick ore layer = easy processing, easy mining

- **Existing infrastructure:** shafts, conveyor belts, railway, skilled mining labor and downstream processing capabilities
Phosphates –
Mined from the Negev Desert in Israel

3 Open Pit Mines

Potential Production Capacity (bulk products):
Phosphate rock: ~4.5 million tonnes
Phosphoric acid: ~550 thousand tonnes
Phosphate & compound fertilizers (TSP, SSP, NPKs): ~1.9 million tonnes

Bulk production sites: Rotem (IS), Amsterdam (ND), Ludwigshafen (GE)

In addition: Specialty fertilizers, animal feed additives
ICL has Become a Global Leader in Specialty Fertilizers Following Recent Acquisitions

Core Businesses

- WSF (MKP, MAP)
- Liquid & Soluble NPKs

ICL SPECIALTY FERTILIZERS
Business of: ~$650M Sales
~ 700 employees
one of the industry’s leading players

Acquisitions in 2011

- Everris (Scotts Global Pro)
  WSF, CRF, SRF
- Fuentes
  WSNPKs, Liquids
- Nutrisi (50%)
  PG Mix, WSNPKs

* WSF = Water Soluble Fertilizers; WSNPK = Water Soluble compound fertilizers; CRF = Controlled Released Fertilizers; SRF = Slow Released Fertilizers
ICL Global Leadership in Specialty Fertilizers

- Contributes to faster growth (est. 5%-8% per annum)
- Enriches ICL’s product portfolio with the market’s leading brands
- Expands ICL’s technological capabilities with unique technologies

The Controlled Release (CRF) Concept

1. NPK granules are partially coated with an elastic polymer
2. After application, water enters through the pores
3. The nutrients are dissolved in the water, resulting in a concentrated nutrient solutions
4. Controlled nutrient release over 3, 6, 9 or 12 mos

- Extends ICL’s fertilizer business downstream to the end-user
- Creates a platform for geographical expansion in specialty fertilizers
- Enables ICL to bring additional environmentally-friendly products to global agricultural markets
ICL Industrial
Products

From Minerals of the Dead Sea to New Products and ‘Green’ Applications
ICL Industrial Products

Segment Sales - 2010: $1,313 Million
1-9/2011: $1,178 Million

Based on 2010 external sales
World's Leader in Elemental Bromine

ICL is the largest elemental-bromine producer in the world (capacity 280kt/y)

ICL is one of the 3 leading players in the bromine-compounds industry

Largest transportation capacity (fleet of iso-containers)

Advanced R&D (Israel, US) developing eco-friendly products

Strong HSE (health, safety, environment)

Global Bromine Market in 2011 ~600Kt

Recent Improvement in the Electronic Industry Might Support Stronger FR Sales Boosted by Lower Chinese Supply

Source: IPC Association, Semiconductor Equipment and Materials International (SEMI), March 2012
Worldwide Oil & Gas Rig Count – A Significant Increase from 2009 Lows

Source: Baker Hughes Rig Count, February 2012
Significant potential in mercury emission reduction in coal-fired power plants & cement factories (primarily in the US* & China)

- **Emissions control**
  - Mercury removal: bromine based Merquei™ product line

- **Water scarcity**
  - Climate change & increasing demand
  - Aquatabs™

- **Fire safety higher standards**
  - The new Polyquei™ product line
  - “Green” construction
  - New regulations

- **Growing population**
  - Intermediates for agro, food and pharma

* A tax credit for burning “Refined Coal” (section 45) for electricity generation is in place (10 years). EPA Federal regulation (to reduce mercury emission by ~91%) expected in 2014/5. Many states have already started implementation.

2009 acquisition of Medentech, world leader in end-user drinking water treatment, to serve as a platform for growth.
ICL Performance Products: Phosphate Downstream Applications

Segment Sales - 2010: $1,340 Million
1-9/2011: $1,162 Million

* Food, technical & electronic grade acids
Based on 2010 external sales
The Most Vertically Integrated Specialty Phosphates Company

From Raw Materials to Downstream Products & Services

High price

Commodity Fertilizers
Phosphate Rock
Phosphoric Acid (MGA)
Food Grade Phosphoric Acid
Phosphate Salts
Food Additives
Food Hygiene

#1 in pure phosphoric acid & specialty phosphates

Low price

Basic Products Services and Solutions
Summary: Well Positioned to Achieve Sustainable Growth

- Access to vast, low cost natural resources
- Proven competencies and execution capabilities
- Global footprint with strong infrastructure
- Well-positioned segments with high barriers to entry
- Strong fundamentals of our markets
- New market drivers and opportunities
- Dedicated to sustainability and HSE

With the salt dredging & potash royalties issues resolved, ICL is well positioned for future development & sustainability
ICL:
Committed to Responsible Value Creation

Thank you

www.icl-group.com
Solar Evaporation Ponds at the Dead Sea – Evaporation Pond No.5