

Edgar Filing: CF Industries Holdings, Inc. - Form 425

CF Industries Holdings, Inc.
Form 425
June 10, 2009

Filed by Agrium Inc.

(Commission File No. 333-157966)

Pursuant to Rule 425 under the Securities Act of 1933

Subject Company:

CF Industries Holdings, Inc.

Fundamentals of Growth
Agrium:
Response to CF's
June 4 Form 425
Assertions
June 2009

Fundamentals of Growth

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Important Information

This

presentation

does

not

constitute

an

offer

to

exchange,

or

a

solicitation

of
an
offer
to
exchange,
common
stock

of

CF Industries Holdings, Inc. (CF), nor is it a substitute for the Tender Offer Statement on Schedule TO or the Prospectus/Offer to Exchange included in the Registration Statement on Form F-4 (including the Letter of Transmittal and related documents) (collectively, as amended from time to time, the Exchange Offer Documents) filed by Agrium Inc. (Agrium) with the U.S. Securities and Exchange Commission (the SEC) on March 16, 2009, as amended. The Registration Statement on Form F-4 has not yet become effective. The offer to exchange is made only through the Exchange Offer Documents. **INVESTORS AND SECURITY HOLDERS OF AGRIMUM AND CF ARE URGED TO READ THE EXCHANGE OFFER DOCUMENTS AND OTHER RELEVANT MATERIALS FILED WITH THE SEC CAREFULLY IN THEIR ENTIRETY AS THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT THE OFFER TO EXCHANGE.**

Copies of any documents filed by Agrium with the SEC are available free of charge through the web site maintained by the SEC at www.sec.gov, by calling the SEC at telephone number 800-SEC-0330 or by directing a request to the Agrium Investor Relations/Media Department, Agrium Inc, 13131 Lake Fraser Drive S.E., Calgary, Alberta, Canada T2J 7E8. Free copies of any such documents can also be obtained by calling Georgeson Inc. toll-free at (866) 318-0506.

Agrium,

North,

their

respective

directors

and

executive

officers

and

certain

other

persons

are

deemed

to

be

participants

in any solicitation of proxies from CF's stockholders in respect of the proposed transaction with CF. Information regarding Agrium's directors and executive officers is available in its management proxy circular dated April 3, 2009 relating to the annual general meeting of its shareholders held on May 13, 2009. Other information regarding potential participants in such proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in any proxy statement filed in connection with the proposed transaction.

All information in this presentation concerning CF, including its business, operations and financial results, was obtained from

public

sources.

While

Agrium

has

no
knowledge
that
any
such
information
is
inaccurate
or
incomplete,
Agrium
has
not had the opportunity to verify any of that information.

Fundamentals of Growth

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Forward-Looking Statements

Certain

statements

and

other

information

included

in

this

presentation

constitute

forward-looking

information

within
the
meaning
of
applicable
Canadian
securities
legislation
or
constitute

forward-looking
statements
(together,
forward-looking
statements).

All
statements
in
this

presentation, other than those relating to historical information or current condition, are forward-looking statements, including

estimates,
forecasts
and
statements

as
to
management s
expectations

with
respect
to,

among
other
things,
business
and

financial
prospects,

financial multiples and accretion estimates, future trends, plans, strategies, objectives and expectations, including with respect to
operations following the proposed acquisition of CF. These forward-looking statements are subject to a number of risks and uncertainties,
of which are beyond our control, which could cause actual results to differ materially from such forward-looking statements.

Events or circumstances that could cause actual results to differ materially from those in the forward-looking statements, including
limited to, CF s failure to accept Agrium s proposal and enter into a definitive agreement to effect the transaction, Agrium s
issued

in
connection
with
the
proposed
acquisition

may
have
a
market
value
lower
than
expected,
the
businesses
of
Agrium
and
CF,
or
any
other recent business acquisitions, may not be integrated successfully or such integration may be more difficult, time-consuming
expected, the expected combination benefits and synergies and costs savings from the Agrium/CF transaction may not be fully
realized
within
the
expected
time
frame,
the
possible
delay
in
the
completion
of
the
steps
required
to
be
taken
for
the
eventual
combination
of
the two companies, including the possibility that approvals or clearances required to be obtained from regulatory and other agencies
will not be obtained in a timely manner or will be obtained on conditions that may require divestiture of assets expected to be a
disruption from the proposed transaction making it more difficult to maintain relationships with customers, employees and suppliers
business
and
economic
conditions,
interest

rates,
exchange
rates
and
tax
rates,
weather
conditions,
crop
prices,
the
supply,
demand
and
price
level for our major products, gas prices and gas availability, operating rates and production costs, domestic fertilizer consumption, changes in government policy in key agriculture markets, including the application of price controls and tariffs on fertilizers and subsidies or changes in their amounts, changes in development plans, construction progress, political risks, including civil unrest, armed
groups
or
conflict,
governmental
and
regulatory
requirements
and
actions
by
governmental
authorities,
including
changes
in
government
policy, changes in environmental, tax and other laws or regulations and the interpretation thereof and other risk factors detailed
time in Agrium and CF's reports filed with the SEC.
Agrium
disclaims
any
intention
or
obligation
to
update
or
revise
any
forward-looking
statements

in
this
presentation
as
a
result
of
new
information or future events, except as may be required under applicable U.S. federal securities laws or applicable Canadian securities
legislation.
These
forward-looking
statements
are
based
on
certain
assumptions
and
analyses
made
by
us
in
light
of
our
experience
and
perception
of
historical
trends,
current
conditions
and
expected
future
developments
as
well
as
other
factors
we
believe
are
appropriate
in
the

circumstances. Expected future developments are based, in part, upon assumptions respecting our ability to successfully integrate businesses of Agrium and CF, or any other recent acquisitions.

All of the forward-looking statements contained herein are qualified by these cautionary statements and by the assumptions that are inherent in such forward-looking statements. Although we believe these assumptions are reasonable, undue reliance should not be placed on these assumptions and such forward-looking statements. The key assumptions that have been made in connection with the forward-looking statements include, but are not limited to, CF's acceptance of Agrium's proposal and the entering into of a definitive agreement for the proposed transaction, closing the proposed transaction, the market value of Agrium common shares issued in connection with the acquisition, our ability to successfully integrate within expected time frames and costs, and realize the expected combination benefits and synergies

and
costs
savings
from,
the
combination
of
the
businesses
of
Agrium
and
CF,
or
any
other
recent
business
acquisitions,
and
our

ability to maintain relationships with customers, employees and suppliers during the course of the proposed transaction.

Fundamentals of Growth

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Unaffected CF Share Price

1)

Sector growth applied to stock price,
supported by cash on balance sheet

CF's stock price supported by \$16.64/share
net cash (~21% of equity value)

Cash does not vary with stock price
movements: growth should be applied only
to operating assets

None of the global fertilizer peers have

material net cash as a % of equity value

Ref. ISS Presentation, pp. 24, 26, 28

See also p. 8 of this document

2)

\$3.00/share Short Interest

Feb 23 price already ahead of peer group
since Jan 15

Additional \$5.58 for trading on Feb 24
where CF significantly outperformed peers
(CF up 11%, peer group up 4%)

Additional \$3.00 to this already spiked
price of Feb 24

Ref. ISS Presentation, pp. 24-27, 52-53

3)

Biased Start Date

Feb 24 provides CF with highest
unaffected
price of any starting calculation
date this year

Ref. ISS Presentation, pp. 24-27, 52-53

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Agrium Response

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CF Stock Price

Corrected 2010E Value per Share
and Implied Agrium Offer Premium

(1)

Based on CF stated peer group of Intrepid, Israel Chemicals, K+S, Mosaic, Potash, and Yara

(2)

Includes option proceeds of \$46.1million or 1.758994 million options with a weighted average
exercise price of \$26.22

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Agrium Response

1)

Agrium believes the market is
focused on 2010E multiple, not 2009E

2010E provides a longer-term outlook on industry profitability

Street estimates for peer group EV/EBITDA multiples are significantly lower for 2010E than 2009E

Ref. ISS Presentation, pp. 17-21

2)

Street estimates for EBITDA must be adjusted for comparability

Equity research analysts differ in their inclusion of minority interest and equity investment earnings in CF's EBITDA

Consensus owned

EBITDA for 2009E of

\$622 million vs. 2010E of \$589 million

Ref. ISS Presentation, pp. 40-41

As at Jun 1, 2009

Base Premium (%)

Applied

2010E EBITDA Multiple

(1)

6.4x

(33%)

4.3x

2010E 'Owned' EBITDA

\$589

Aggregate Value

\$2,524

Debt Less Cash

(2)

881

Equity Value

\$3,406

Fully Diluted Shares Outstanding

50.2

Value per Share

\$67.87

Jun 1 Implied Agrium Offer

\$89.70

Offer Implied Premium / (Discount)

32.2%

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Global Peers Trading Multiples

4)

Minority interest not part of EV if
deducted from EBITDA

Street consensus

more closely

approximates owned

EBITDA vs.

consolidated

Adding minority interest to EV when
EBITDA excludes minority interest

overstates CF EV and EV/EBITDA multiple

3)

Customer advances not part of EV

Essentially working capital that must be
deployed for future sales

Not a source of equity or debt capital to
fund operating assets

Overstates CF EV and EV/EBITDA multiple

2)

Street estimates closer to owned
EBITDA vs. consolidated

CF does not own all its EBITDA; need to
deduct for minority interest

Ref. ISS Presentation, pp. 40-41

1)

Inconsistent peer group

Includes Agrium, CF, Terra: none of these
included in stock price
peer group (CF pg
4) or current sector valuations
(CF pg 6)

CF and Terra are both affected

(1)

Source:

Capital

IQ.

Consistent

peer

group

cited

by

CF

in

Stock

Price

and

Sector

Valuations

(pp.

4

and

6,

respectively

in
CF's
Form
225):
Intrepid,
Israel
Chemicals,
K+S,
Mosaic, Potash and Yara. NTM for Q1 2008 onwards incorporates 2009E estimates;
last three quarters 2009E assumes even distribution across quarters

(2)
Reflects leakage of minority interest and addition of equity investment income

Corrected EBITDA NTM Multiples

(1)
3-Year Average

Current

Peers:

8.2x

7.6x

CF Owned

(2)

:

4.0x

5.2x

On an owned
basis, CF is
trading a full multiple of
estimated EBITDA above
its

3-year average actual NTM

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Agrium Response

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Current Sector Valuations

3)

Agrium, which is trading at the lowest multiple of CF's unaffected peers, is not included in CF's set of comparable companies

1)

Agrium believes 2010E EBITDA is a more appropriate estimate to use than NTM, as it provides a longer-term outlook on industry profitability

CF Form 425

Agrium Response

2)

Potash companies are trading at the highest multiples of the three main sectors (nitrogen, phosphate, and potash)

Consistent with historical trading multiples

Biases upward the average multiple for CF

Ref. ISS Presentation, p. 22

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(US\$ in millions)

POT

Yara

IPI

ICL

K+S

MOS

CF

AGU

TRA

CF Owned

EBITDA

TRA Owned

EBITDA

Price (US\$ / share)

\$
117.06

\$
33.49

\$
33.65

\$
11.84

\$
77.63

\$
56.47

\$
80.31

\$
49.70

\$
28.60

\$
80.31

\$
28.60

Diluted Shares (mm)

304.8

289.8

75.0

1,291.7

164.8

446.7

49.7

158.4

99.7

49.7

99.7

Diluted Market Cap

\$
35,678

\$
9,707

\$
2,525

\$
15,300

\$
12,797

\$
25,223

\$

3,988
\$
7,875
\$
2,851
\$
3,988
\$
2,851
Total Debt
\$
3,364
\$
4,187
\$
-
\$
1,504
\$
285
\$
1,388
\$
4
\$
1,907
\$
330
\$
4
\$
330
Cash
(255)
(682)
(102)
(458)
(199)
(2,529)
(839)
(86)
(1,020)
(839)
(1,020)
Equity Investments
(2,889)
(1,685)
-
(27)
(33)

(301)

(44)

(330)

(254)

-

-

Preferred Stock

-

-

-

-

-

-

-

-

2

-

2

Minority Interest

-

27

-

63

2

20

32

13

101

-

-

Enterprise Value

\$

35,898

\$

11,555

\$

2,422

\$

16,382

\$

12,853

\$

23,801

\$

3,141

\$

9,379

\$

2,011

\$

3,153
\$
2,163
2010E EBITDA
\$
5,025
\$
1,715
\$
382
\$
2,615
\$
2,100
\$
4,116
\$
602
\$
1,881
\$
481
\$
589
\$
475
EV / 2010E EBITDA
7.1
x
6.7
x
6.3
x
6.3
x
6.1
x
5.8
x
5.2
x
5.0
x
4.2
x
5.4
x
4.5
x
Net Debt (Net Cash)

\$
 3,109
 \$
 3,505
 \$(102)
 \$
 1,047
 \$
 86
 \$(1,141)
 \$(835)
 \$
 1,821
 \$(690)
 \$(835)
 \$(690)
 Net Cash as % Mkt Cap
 NM
 NM
 4.1%
 NM
 NM
 4.5%
 20.9%
 NM
 24.2%
 20.9%
 24.2%

Current Sector Valuations

Source: Market data as at June 1, 2010E consensus consolidated EBITDA estimates per Bloomberg, calendarized to December. Balance sheet data per most recent company filings. Includes Potash, Yara, Intrepid, Israel Chemical, K+S, Mosaic and Agrium; excludes CF

Note: Owned EBITDA estimates for CF and TRA as at May 29, and are adjusted to reflect leakage of minority interest and addition of equity investment income

(1) Peers include Potash Corp, Yara, Intrepid Potash, Israel Chemicals, K+S, Mosaic and Agrium

Agrium s

methodology
 indicates an
 average peer EV
 / 2010E EBITDA
 multiple of 6.2x

Multiples are
 biased upward
 due to potash
 weighting

CF and TRA net cash balances significantly
 greater proportion of equity value vs. peers

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Market Increases vs. Agrium's Offer

2)

CF's Q1 balance sheet cash increase was predictable as it came directly from the release of observed working capital

These expectations were factored at the time of Agrium's original bid

Ref. ISS Presentation, p. 23

1)

Agrium does not believe CF's share

price should increase in line with
these composites given the reverse
leverage
created
by
the
\$16.64
per
share of net cash in the business

This value does not vary with stock price
movements

Ref. ISS Presentation, pp. 24-28
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Agrium Response

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CF Shareholder Base

1)

GROWMARK filed a Form 144 on May 11, 2009 giving notice of its intention to sell 1.5 million shares. Rule 144(h) under the Securities Act requires that the person filing a Form 144 have a bona fide intention to sell shares within a reasonable period of time

Ref. ISS Presentation, pp. 14-15

See also Appendix of this document
(pp. 11-12)
CF Form 425
Agrium Response
2)
Since Growmark
has made a public
statement acknowledging that it has
not yet sold shares, we stand
corrected

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Appendix

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Appendix