

# COMIFER Groupe PKMg

## Réunion du 2 juin 2022

### Etat des lieux sur le marché des matières fertilisantes

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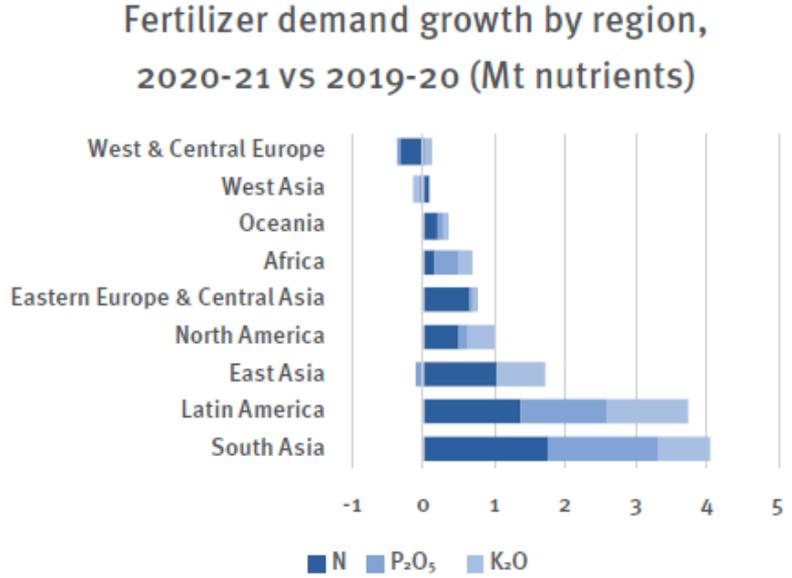
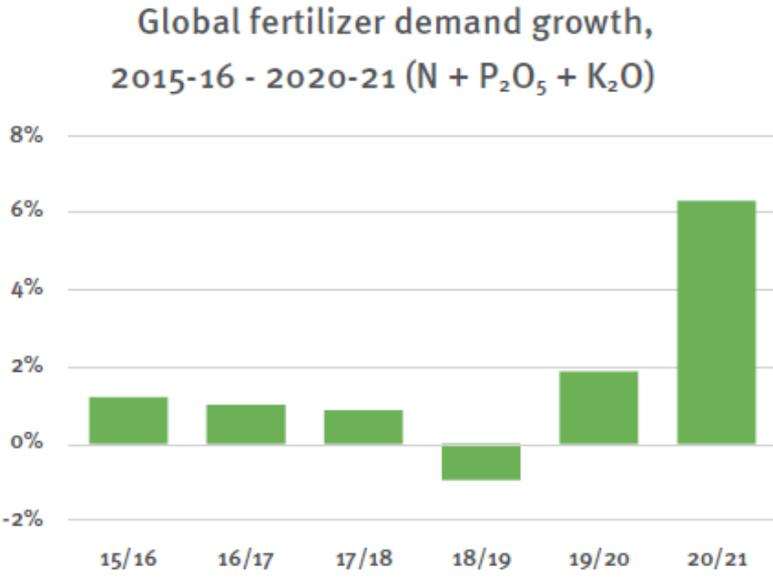


# Présentation ICL IAS - UNIFA

Réunion du 2 juin 2022



**Figure 1.** Global fertilizer demand jumped by 6% in 2020-21



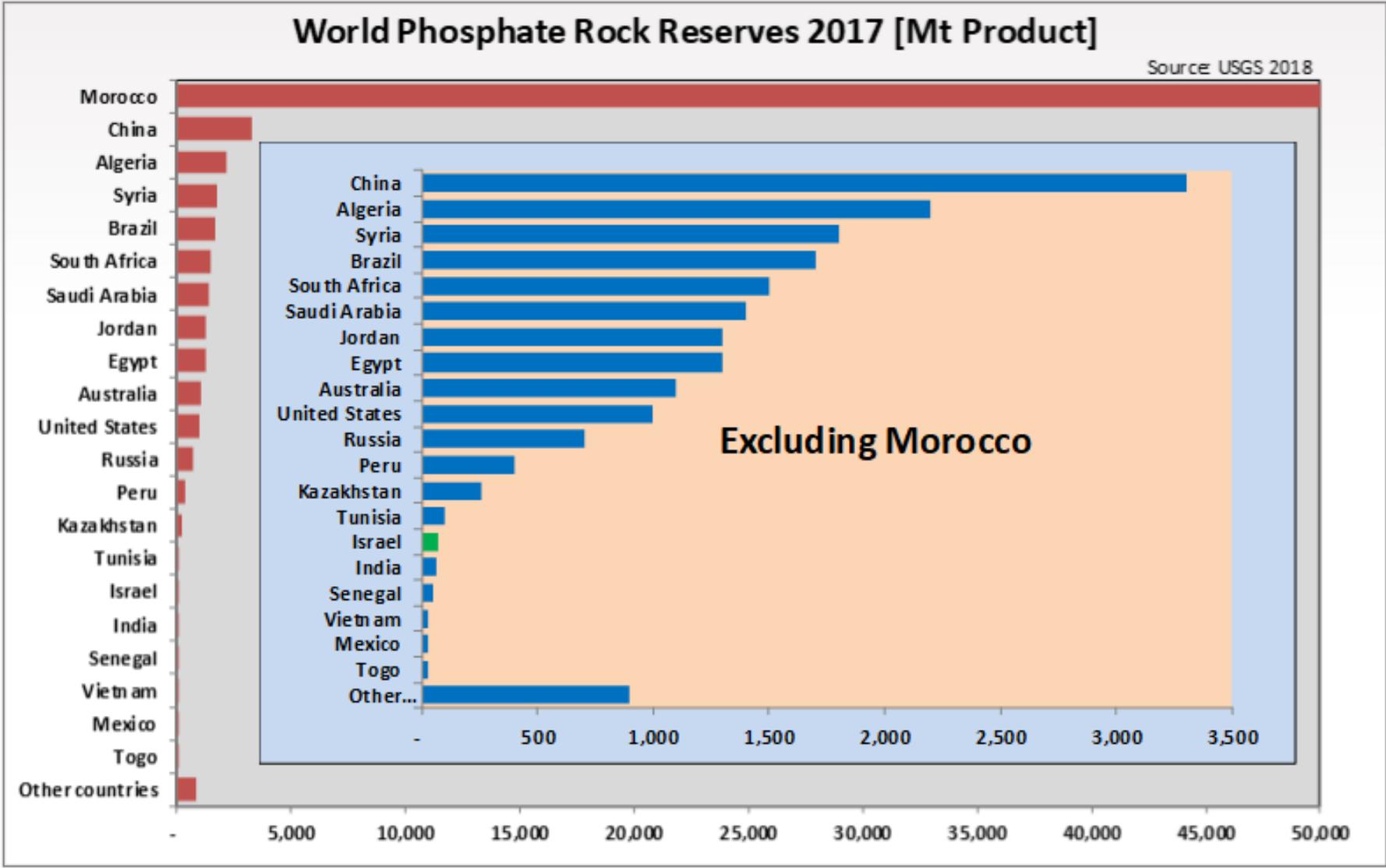
Source: IFA Short-Term Fertilizer Outlook 2020-21  
 Note: Annual periods refer to fertilizer year, which vary by country

Corn CBOT futures month 1, Houston close, settlement, USC/bushel, fob

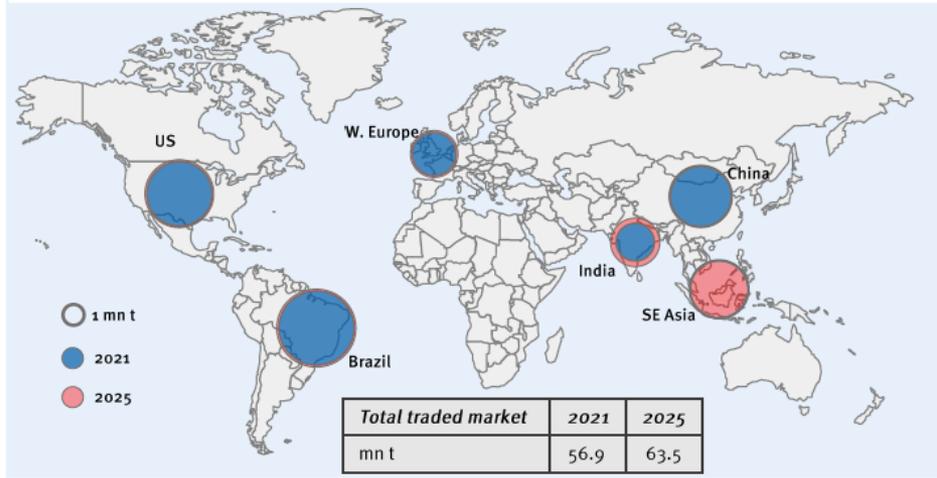


Soybeans CBOT futures month 1, Houston close, settlement, USC/bushel, fob

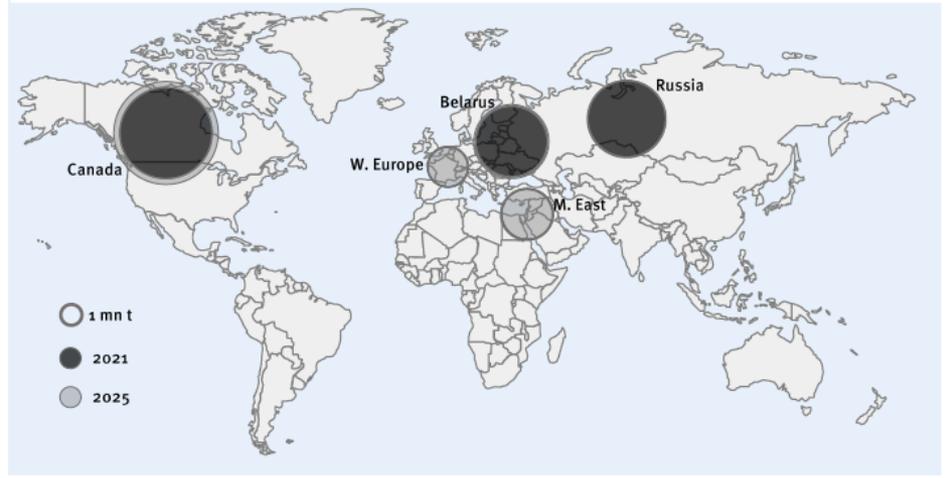




## MOP imports, main importers

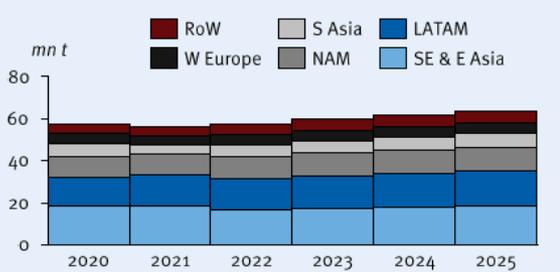


## MOP exports, main exporters



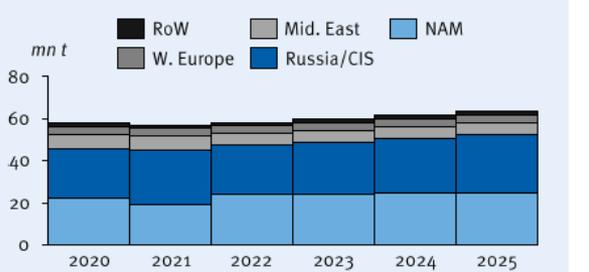
### MOP import forecast

- Substantial year-on-year fall in volume imported by both China and India due to low contract prices
- Southeast Asian imports have jumped almost 20pc on 2020 as regional demand from the crude palm oil industry has recovered after two difficult years.



### MOP export forecast

- Increasing production in both Russia and Canada contributing to growing exportable surpluses.
- Lower trade in 2021 than 2020 despite high demand as producers sold heavily out of stocks last year.



## Fertilizers

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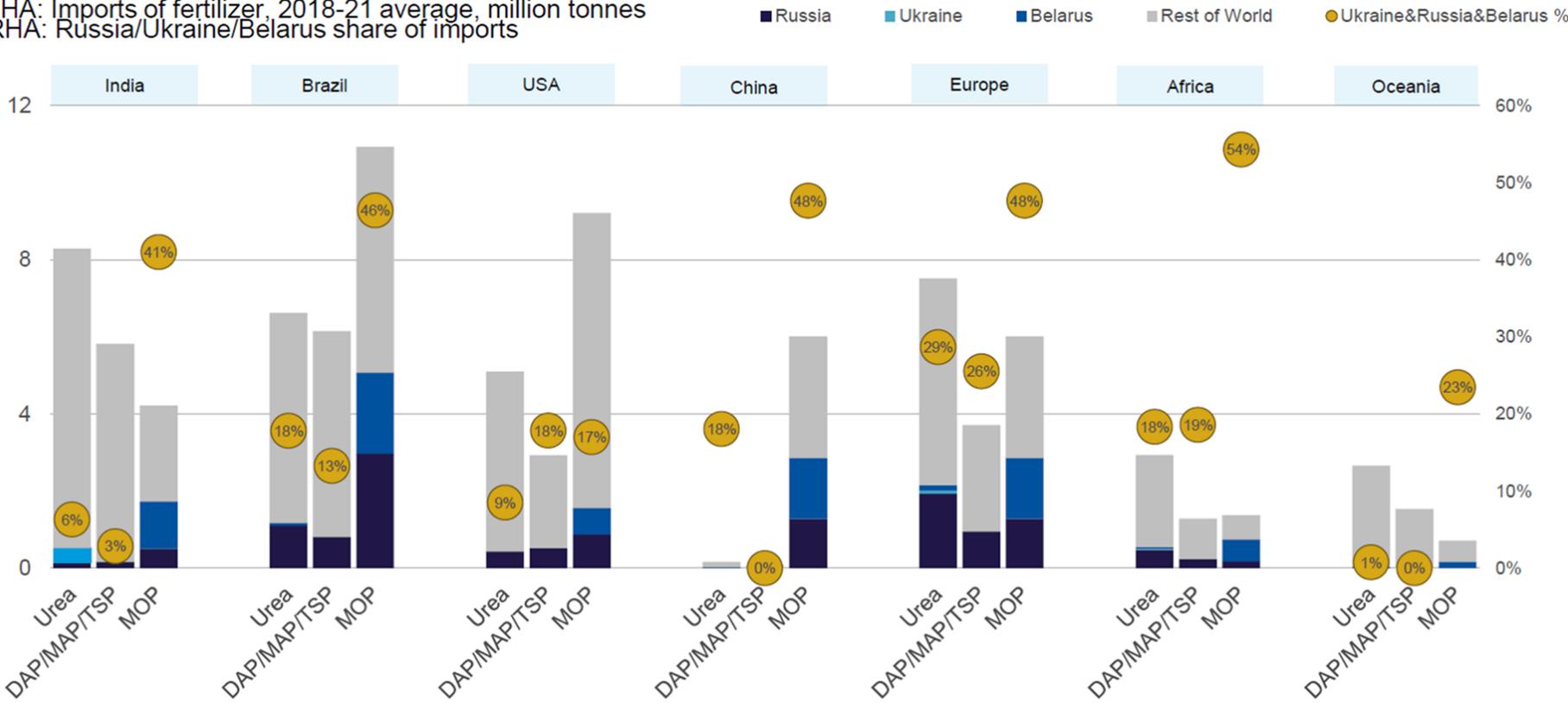


MOP = KCl  
Chlorure de Potasse

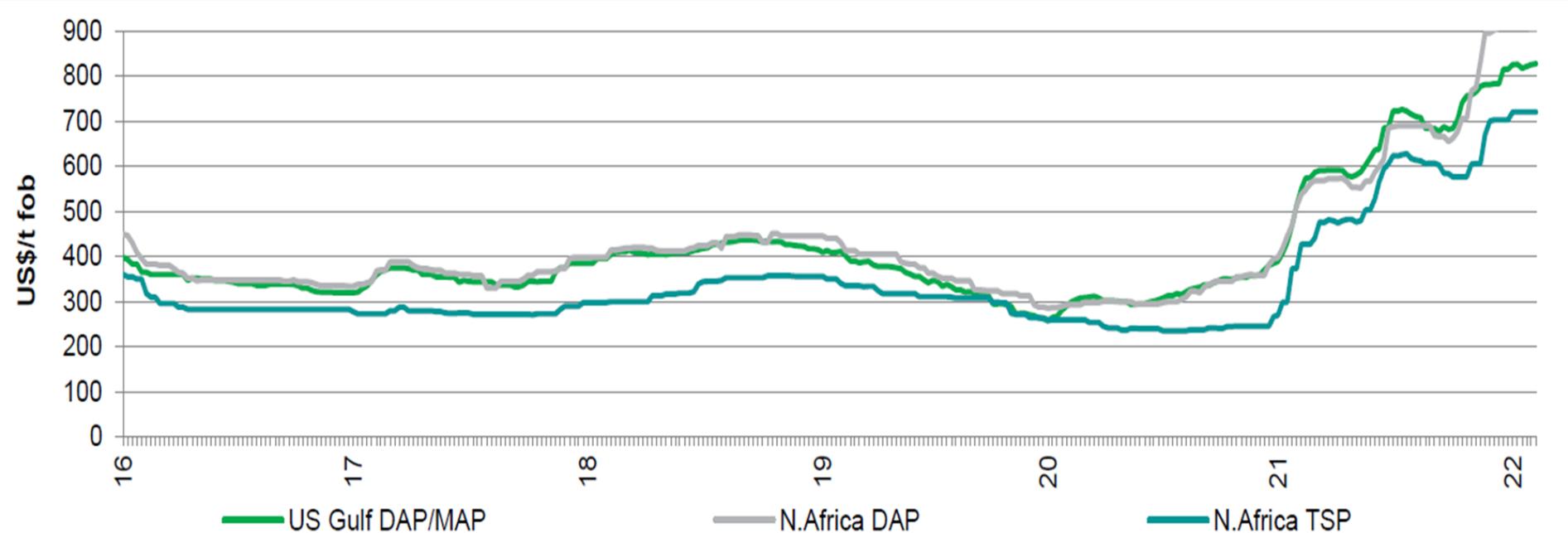
LATAM: Latin America  
NAM: North America  
RoW:

**Focus sur situation récente: part des importations venant de Russie/ Bielorussie/ Ukraine**

LHA: Imports of fertilizer, 2018-21 average, million tonnes  
RHA: Russia/Ukraine/Belarus share of imports



### Phosphate: Key Prices Chart

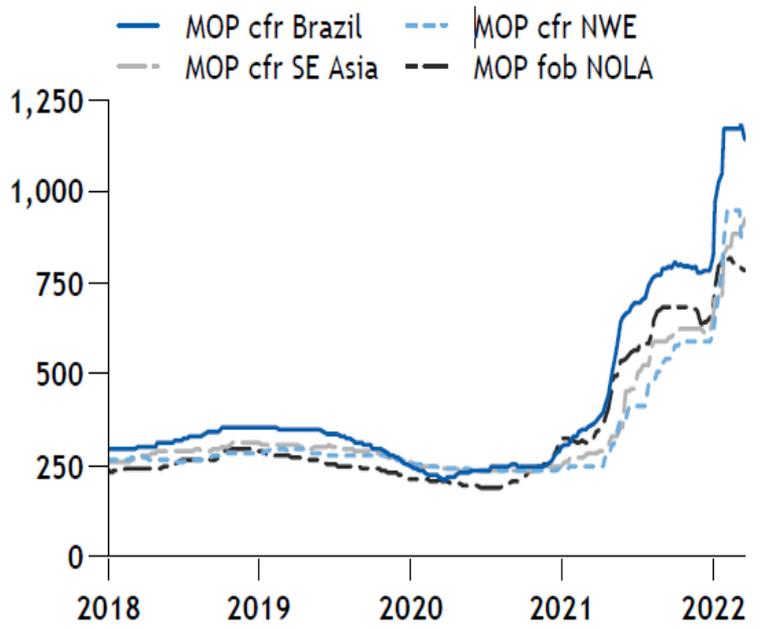


Notes: Fertecon 10 February 2022  
Source: IHS Markit

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Key MOP prices \$/t



| Chiffres UNIFA en tonnes             | campagne 2017/2018 | Tendances campagne 2021/2022 | Ecart en % 2021/2022 VS 2017/2018 | Estimation livraisons 2022/2023 | Ecart en % 2022/2023 VS 2017/2018 | Total des pertes sur 2 campagnes |
|--------------------------------------|--------------------|------------------------------|-----------------------------------|---------------------------------|-----------------------------------|----------------------------------|
| Livraisons simple P                  | 345.000            | 239.000                      | -31%                              | 143.400                         | -58%                              | -307.600                         |
| Livraisons PK                        | 430.000            | 389.000                      | -10%                              | 233.400                         | -46%                              | -237.600                         |
| Livraisons DAP                       | 278.000            | 128.000                      | -54%                              | 89.600                          | -68%                              | -338.400                         |
| Livraisons NP-NPK-NK                 | 883.000            | 608.000                      | -31%                              | 364.800                         | -59%                              | -793.200                         |
| Livraisons K et MG                   | 669.000            | 492.000                      | -26%                              | 295.200                         | -56%                              | -550.800                         |
| <b>Total</b>                         | <b>2.605.000</b>   | <b>1.856.000</b>             | <b>-29%</b>                       | <b>1.126.400</b>                | <b>-57%</b>                       | <b>-2.227.600</b>                |
| En Valeur en T de P2O5               | 430.000            | 277.000                      | -36%                              | 180.050                         | -58%                              | -402.950                         |
| En Valeur en T de K2O                | 450.000            | 327.000                      | -27%                              | 196.200                         | -56%                              | -376.800                         |
| <b>Livraisons total fertilisants</b> | <b>9.063.000</b>   | <b>7.800.000</b>             | <b>-14%</b>                       | <b>7.070.400</b>                | <b>-22%</b>                       | <b>-3.255.600</b>                |



Thank you!

