

COMIFER Groupe PKMg

Réunion du 2 juin 2022

Etat des lieux sur le marché des matières fertilisantes

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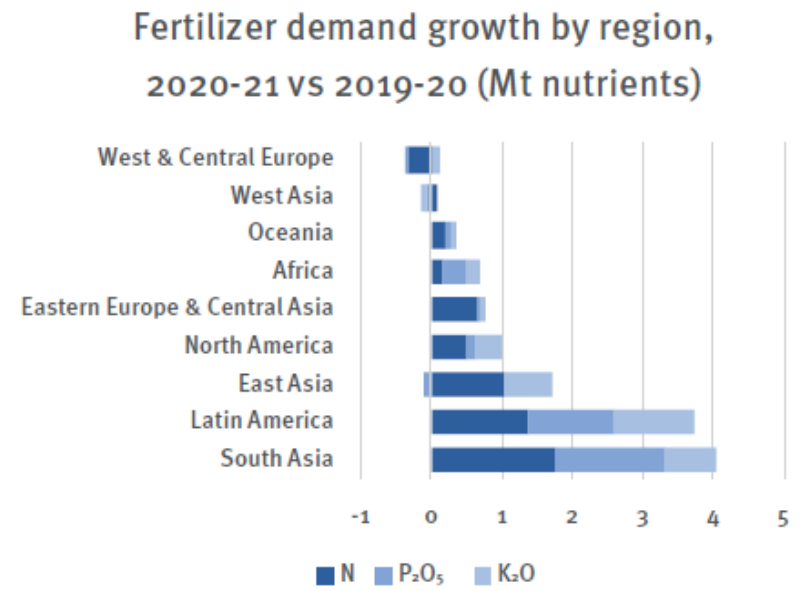
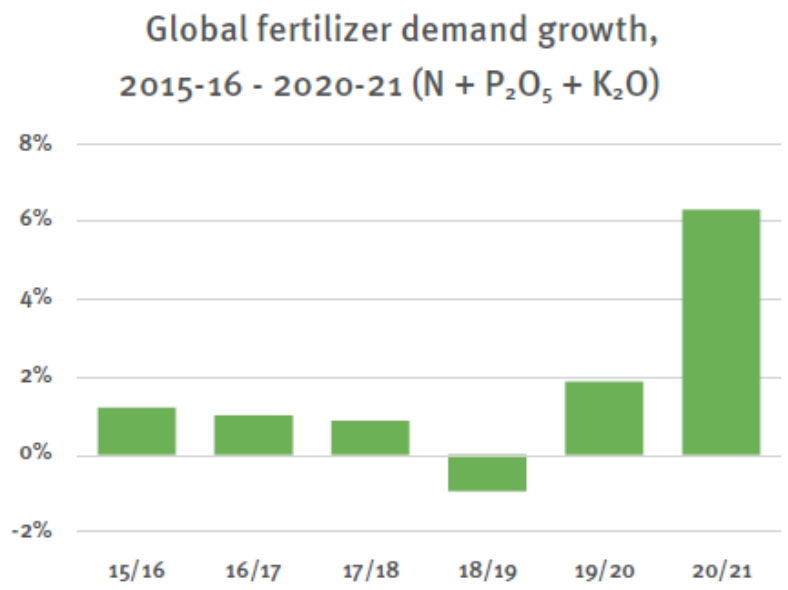


Présentation ICL IAS - UNIFA

Réunion du 2 juin 2022

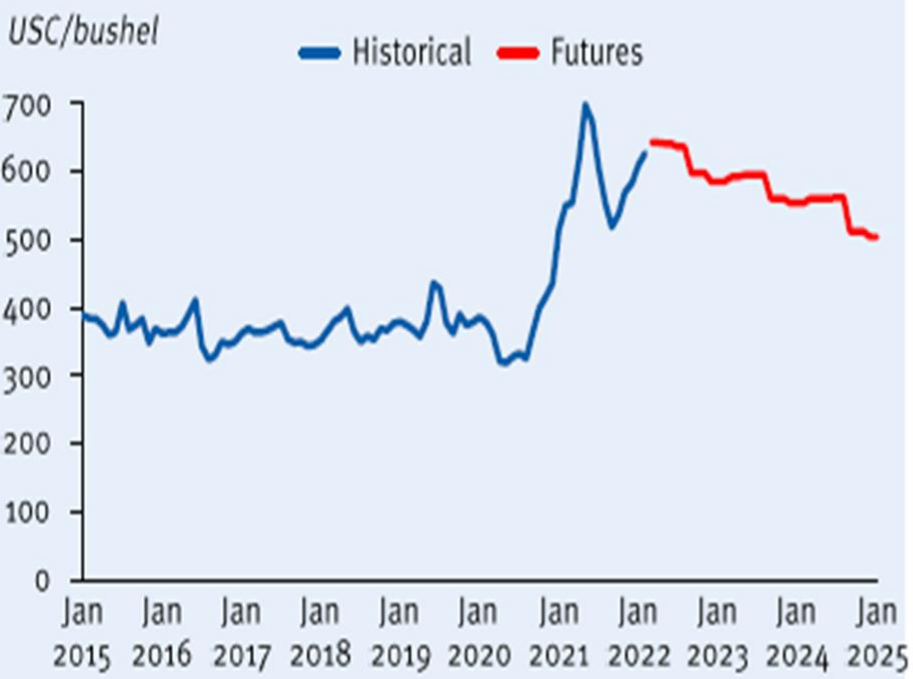


Figure 1. Global fertilizer demand jumped by 6% in 2020-21

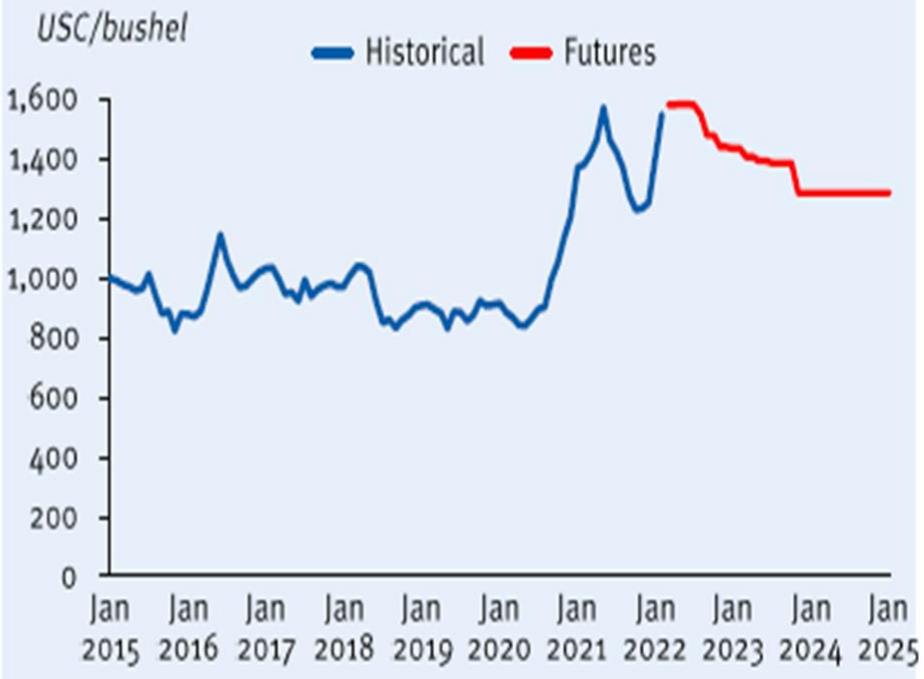


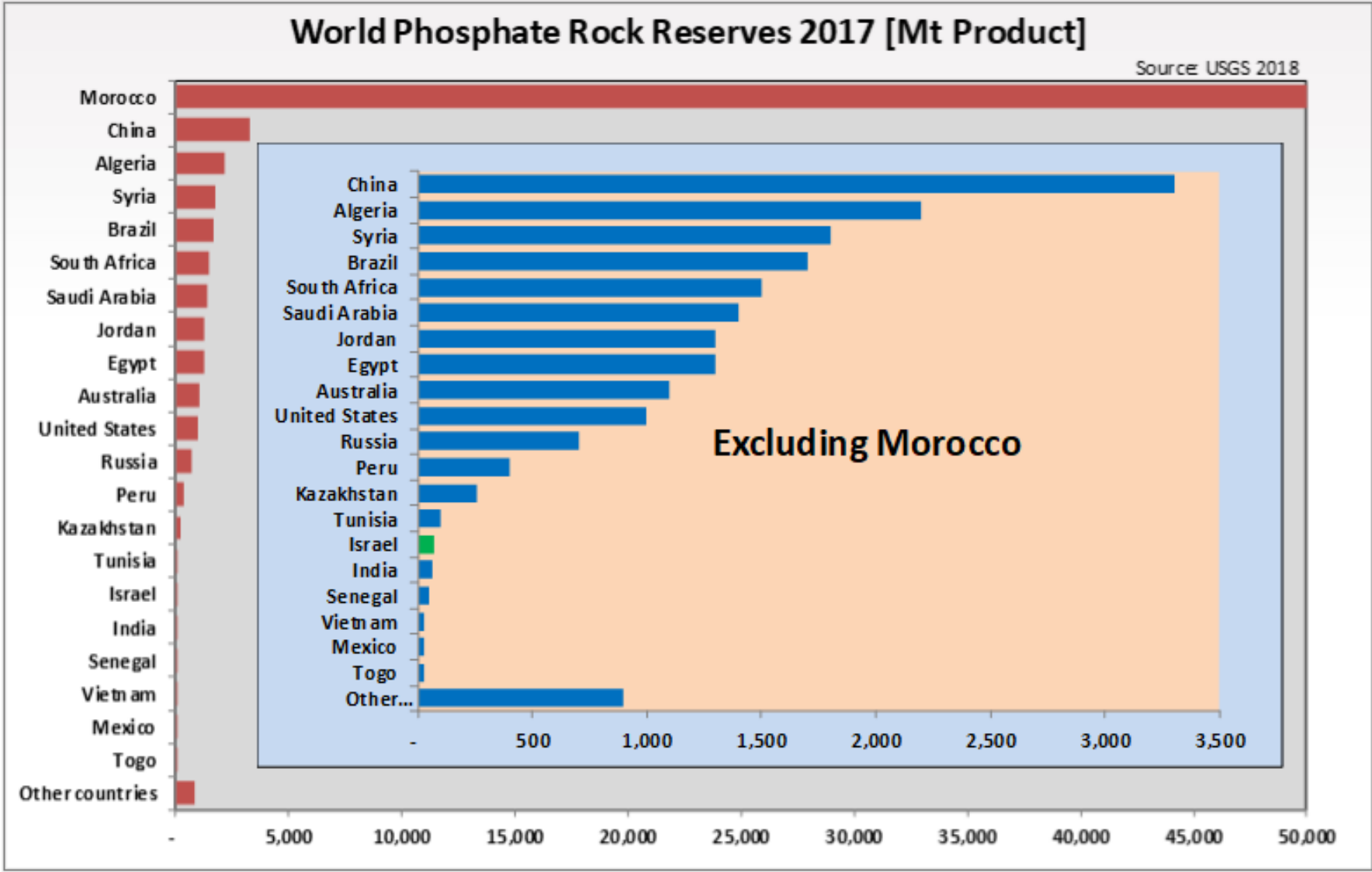
Source: IFA Short-Term Fertilizer Outlook 2020-21
 Note: Annual periods refer to fertilizer year, which vary by country

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

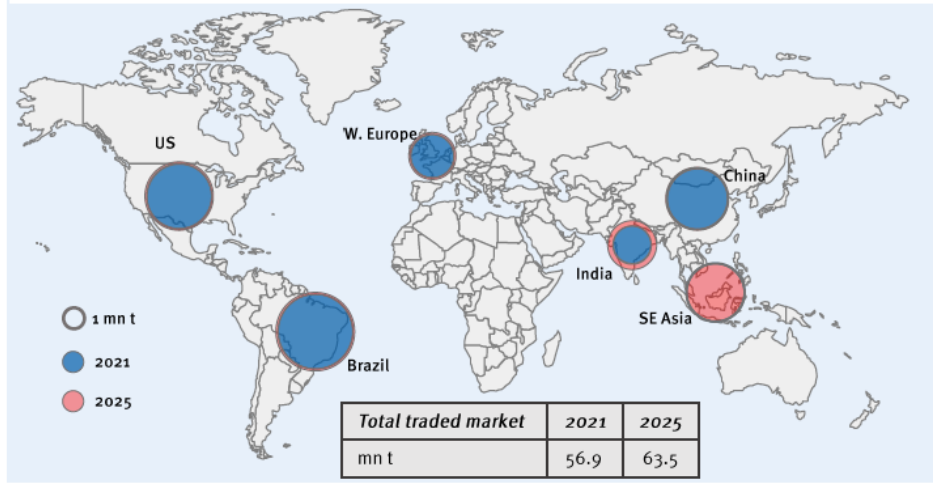


Soybeans CBOT futures month 1, Houston close, settlement, USC/bushel, fob

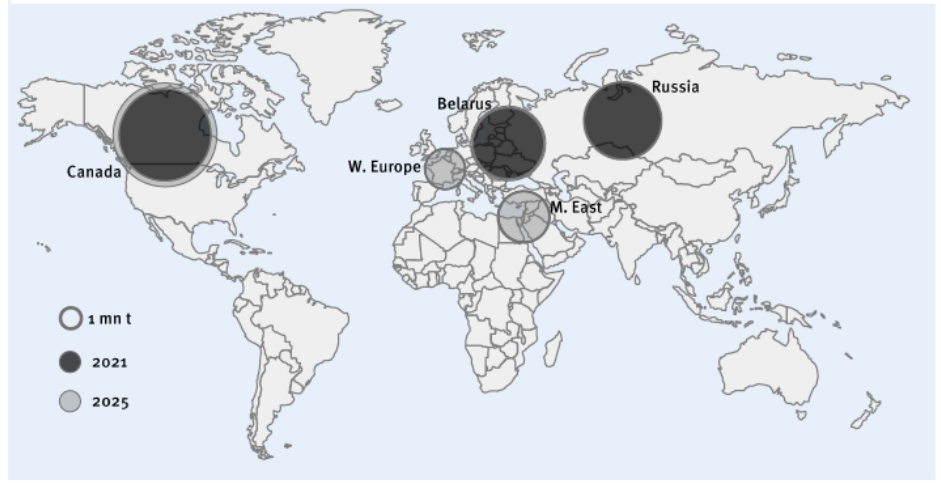




MOP imports, main importers

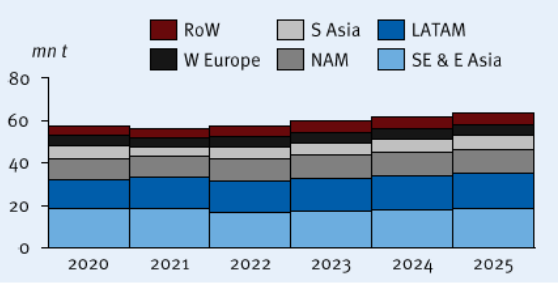


MOP exports, main exporters



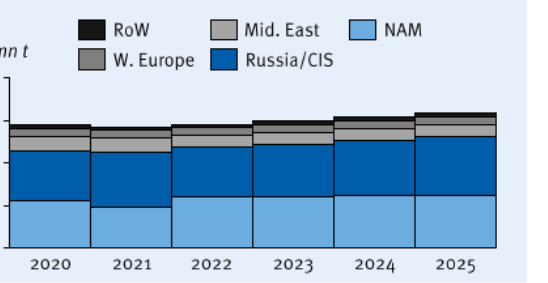
MOP import forecast

- 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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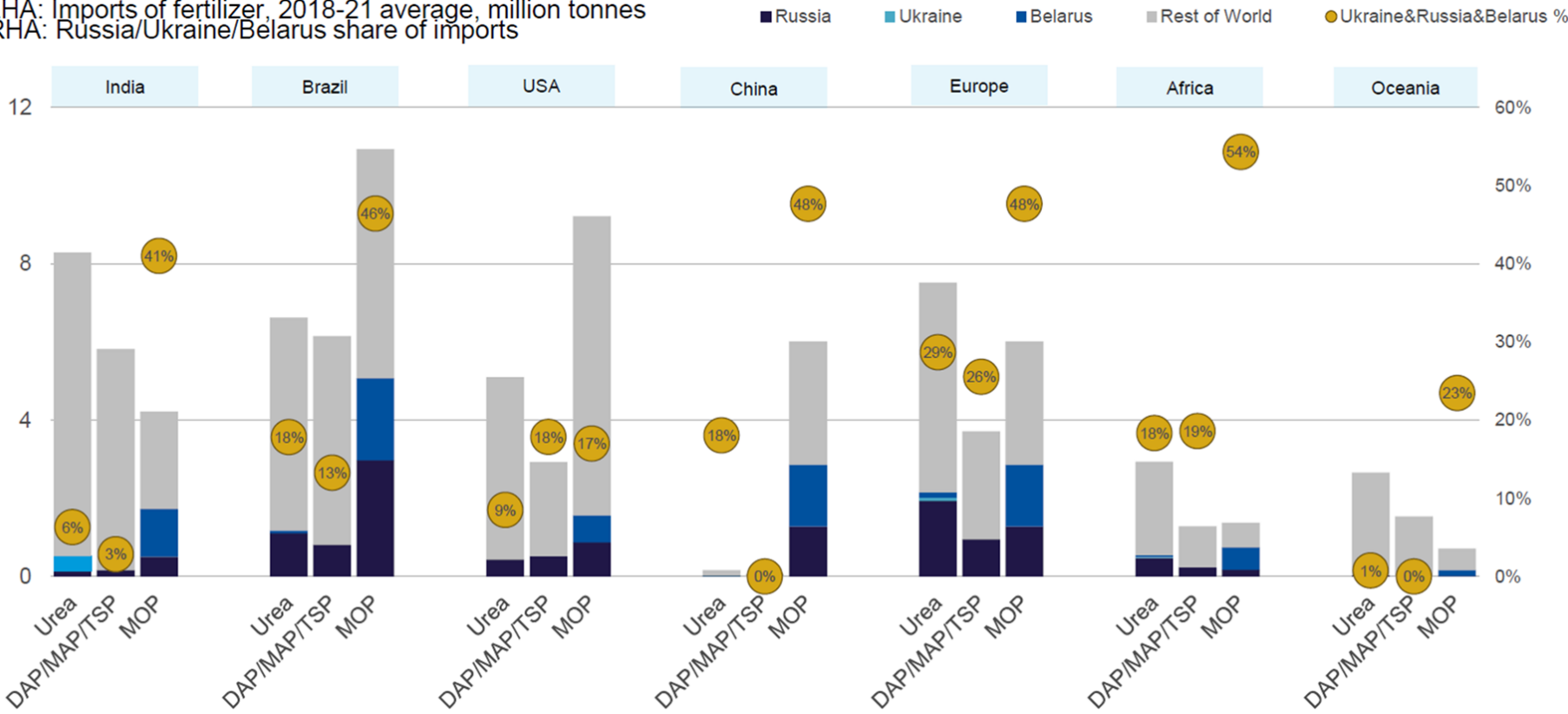


MOP = KCl
Chlorure de Potasse

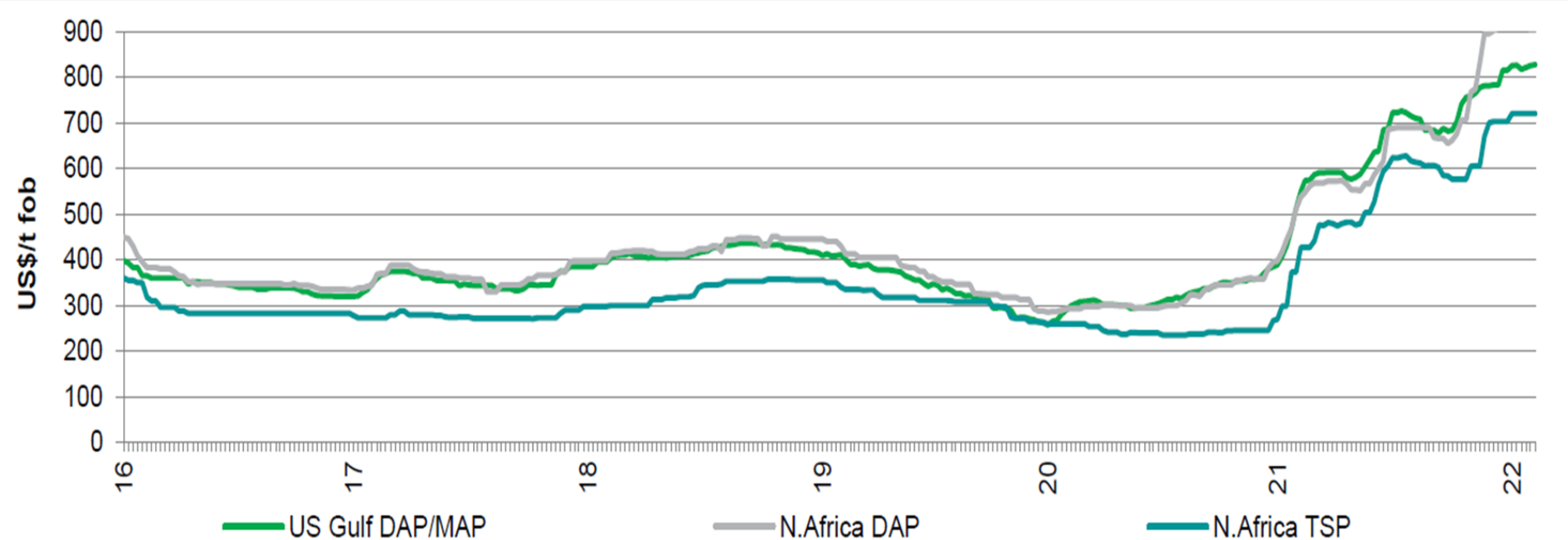
LATAM: Latin America
NAM: North America
RoW:

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

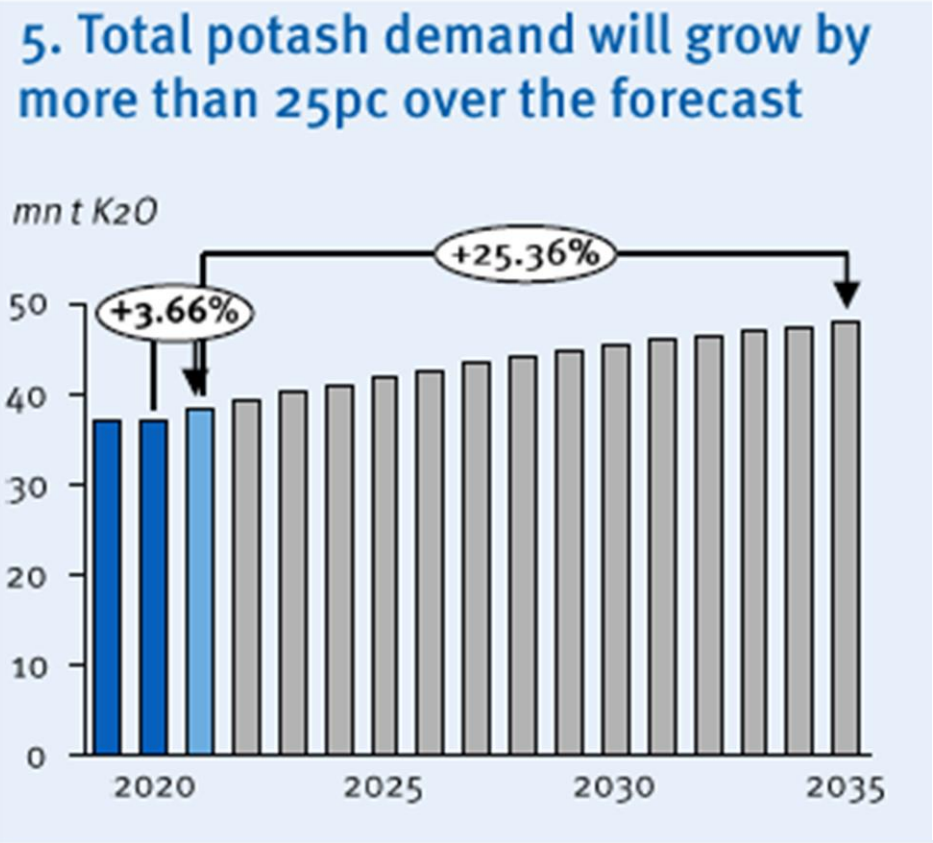


Phosphate: Key Prices Chart

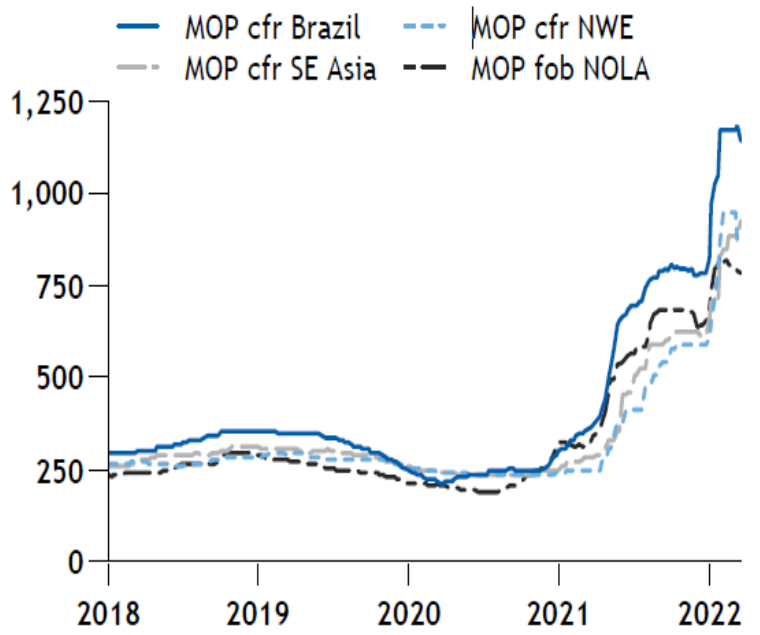


Notes: Fertecon 10 February 2022
Source: IHS Markit

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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
Total	2.605.000	1.856.000	-29%	1.126.400	-57%	-2.227.600
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
Livraisons total fertilisants	9.063.000	7.800.000	-14%	7.070.400	-22%	-3.255.600



Thank you!

