

# **Exhibit I-24**



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# Phosphates: Argus launches daily phosphate pricing

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March 2020

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## **Argus is moving its coverage of key phosphate markets to a daily basis with the launch of Argus Phosphates Daily.**

The first report was published on 16 March and will initially be made available to subscribers of the Argus phosphates service.

"The move reflects accelerating trends in market activity across the phosphate trading space," senior vice president, fertilizers, Lauren Williamson said. "Increased assessment frequency will provide more robust pricing, both on a daily basis and in the calculation of price averages across a certain period that may be used in contract negotiation or formula price agreements."

The prices assessed are the most liquid and represent a substantial part of global trade in DAP and MAP. The prices to be published will comprise:

- DAP fob China
- DAP cfr India
- MAP cfr Brazil
- DAP barges fob Nola
- MAP barges fob Nola

China is the world's largest DAP exporter, shipping nearly 6.5mn t in 2019, according to GTT data. It represents around 40pc of global exports, following rapid investment

in capacity since the early 2000s in order to make China self-sufficient. The price feeds directly into the Indian DAP cfr price, the largest importer of DAP globally. In 2019, it took 5.7mn t of DAP, of which China accounted for just over 40pc.

Although there is increased seasonal trade between the two countries from April each year as the Indian domestic market ramps up and the Chinese domestic market winds down, these markets remain highly liquid throughout the year through spot trades, individually priced contract shipments against supply agreements and purchase tenders.

Similarly, Brazil is the world's premier importer of MAP, taking 3.9mn t in 2019 according to GTT, roughly a third of all trade. The market is the barometer of MAP prices west of Suez and impacts directly on MAP fob levels in supplying nations, including Morocco, the US, Russia, China and Saudi Arabia.

The US is one of the most mature and well-developed phosphate markets in the world. DAP and MAP prices in New Orleans are reference prices for the domestic market and are keenly examined by global producers looking to export phosphates to the US, as well as by US producers.



In 2019, the US imported 1.9mn t of MAP and 1.2mn t of DAP, and is a vital outlet for Russian and Moroccan suppliers in particular. There is also a relationship between US domestic and Brazilian cfr prices as exporters weigh the relative netbacks from each when deciding where to ship MAP west. Similarly, Brazilian importers frequently cite values in the US market in price negotiations.

The report will also include key market commentaries and will be produced in consultation with editorial teams in Asia, London, Brazil and the US. It will be published every weekday, including Thursday, the normal publishing day for the Argus Phosphates weekly report. It will be available in pdf format, as well as on Argus Direct. For a full publication schedule, visit [www.argusmedia.com](http://www.argusmedia.com)

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## **Exhibit I-25**

**USITC Dataweb Imports of Phosphates**

HTSUS3103.11.0000, 3103.19.0000, 3105.20.0000, 3105.30.0000, 3105.40.0010, 3105.40.0050, 3105.51.0000, 3105.59.0000

Country	Quantity Description	JAN 19	FEB 19	MAR 19	APR 19	MAY 19	JUN 19	JUL 19	AUG 19	SEP 19	OCT 19	NOV 19	DEC 19	JAN 20	FEB 20	MAR 20	APR 2020	May 2019-Apr. 2020	Percent of Total
Morocco	metric tons	412,753	165,097	178,155	83,163	827	107,765	231,454	217,374	160,301	221,701	105,148	165,417	162,340	58,300	186,944	266,259	1,883,830	61.4%
Morocco	short tons	454,982	181,988	196,382	91,671	912	118,790	255,134	239,614	176,701	244,383	115,906	182,341	178,949	64,265	206,070	293,500	2,076,565	61.4%
Russia	metric tons	241,081	134,228	152,708	68,956	16,077	21,978	23,585	22,296	1,454	262	43,800	41,007	119,434	29,052	113,755	17,072	449,772	14.7%
Russia	short tons	265,746	147,961	168,332	76,011	17,722	24,227	25,998	24,577	1,603	289	48,281	45,202	131,653	32,024	125,393	18,819	495,788	14.7%
Subject Imports	metric tons	653,834	299,325	330,863	152,119	16,904	129,743	255,039	239,670	161,755	221,963	148,948	206,424	281,774	87,352	300,699	283,331	2,333,602	76.0%
Subject Imports	short tons	720,728	329,949	364,714	167,682	18,633	143,017	281,132	264,191	178,304	244,672	164,187	227,543	310,602	96,289	331,464	312,319	2,572,353	76.0%
ROW	metric tons	55,728	155,404	76,121	55,347	86,222	20,960	41,556	29,809	82,207	84,951	39,231	68,336	38,732	67,326	86,513	89,559	735,402	24.0%
ROW	short tons	61,430	171,303	83,909	61,010	95,043	23,104	45,808	32,859	90,618	93,642	43,245	75,327	42,695	74,214	95,364	98,722	810,641	24.0%
World Total	metric tons	709,562	454,729	406,984	207,466	103,126	150,703	296,595	269,479	243,962	306,914	188,179	274,760	320,506	154,678	387,212	372,890	3,069,004	100%
World Total	short tons	782,157	501,252	448,623	228,692	113,677	166,121	326,940	297,049	268,922	338,314	207,432	302,871	353,297	170,503	426,828	411,040	3,382,994	100%

Source: USITC DataWeb

## **Exhibit I-26**

**PROPRIETARY INFORMATION DELETED  
CONTAINS RANGED DATA**

**U.S. Producer's Trade Data for Phosphates**

1000 STs of product	2017	2018	2019	Jan.-Mar.	
				2019	2020
Capacity (1000 ST)	[				]
Production (1000 ST)	[				2,968 ]
U.S. Shipments (1000 ST)	[	6,600			]
U.S. Shipments (\$1000)	[				]
Exports (1000 ST)		6,307	5,834	6,164	1,379 1,349
Exports (\$1000)		\$1,996,868	\$2,074,726	\$2,190,901	\$519,055 \$420,274
Ending Inventories (1000 ST)	[				]
Production Related Workers	[		5,074		]
Hours worked (1000 hours)	[			9,335	]
Wages paid (\$1000)	[	402,356			]
Capacity Utilization	[		71%		]
U.S. Shipments AUV (\$/ST)	[				]
Exports AUV (\$/ST)		\$316.63	\$355.60	\$355.43	\$376.33 \$311.49
Inventories as % of Production	[			12%	]

Note: Beginning Inventories + production - U.S. Shipments - exports will not equal ending inventories as best information from various sources has been used.

Sources: Capacity: IFA Detailed Processed Phosphate Capacities 2019 (DAP/MAP/MES/NPS converted at 48% P2O5 content and TSP converted at 46%), Mosaic estimates of NPK capacities.

Production of DAP/MAP from TFI, TSP from Mosaic estimate of Simplot production, NPS/MES from Mosaic production and estimate of Simplot production, NPK from Mosaic estimates.

Shipments calculated as the remainder from production, change in stocks and exports.

U.S. Shipment value based on applying Mosaic average shipment unit value to U.S. shipments (see Mosaic trade data attached).

Exports from USITC dataweb (HTSUS 3103.11.0000, 3103.19.0000, 3105.20.0000, 3105.30.0000, 3105.40.0000, 3105.51.0000, 3105.59.0000).

Employment data from Mosaic actual employment data and estimates for other U.S. producers.

PROPRIETARY INFORMATION DELETED  
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**U.S. Producers' U.S. Shipments Calculations**

1,000 st of product

			2017	2018	2019	Jan.-Mar. 2019	2020
<b>All Products</b>							
a	Beginning Stock	[		1,356			
b	Production	[					
c	Exports (Census scope)	[					
d	Ending Stock	[			1,387		
a+b-c-d	U.S. shipments	[					

			2017	2018	2019	Jan.-Mar. 2019	2020
<b>MAP</b>							
a	Beginning Stock	[					
b	Production	[					
c	Exports (Census scope)	[					755
d	Ending Stock	[					
a+b-c-d	U.S. shipments	[					

			2017	2018	2019	Jan.-Mar. 2019	2020
<b>DAP</b>							
a	Beginning Stock	[		463	510		
b	Production	[					
c	Exports (Census scope)	[					
d	Ending Stock	[					
a+b-c-d	U.S. shipments	[					

			2017	2018	2019	Jan.-Mar. 2019	2020
<b>TSP</b>							
a	Beginning Stock	[					
b	Production	[					
c	Exports (Census scope)	[					
d	Ending Stock	[				5	
a+b-c-d	U.S. shipments	[					

			2017	2018	2019	Jan.-Mar. 2019	2020
<b>NPS/Microessentials</b>							
a	Beginning Stock	[					
b	Production	[					
c	Exports (Census scope)	[	1,798				
d	Ending Stock	[					
a+b-c-d	U.S. shipments	[					

			2017	2018	2019	Jan.-Mar. 2019	2020
<b>NPK</b>							
a	Beginning Stock	[					
b	Production	[	279				
c	Exports (Census scope)	[					
d	Ending Stock	[					
a+b-c-d	U.S. shipments	[					

PROPRIETARY INFORMATION DELETED  
CONTAINS RANGED DATA

**Mosaic Shipment Data for Phosphate Fertilizers (MAP, DAP, Microessentials)**

	2017	2018	2019	2019 1Q	2020 1Q
U.S. Shipment Volume (ST)	[				]
U.S. Shipment Value (\$1,000)	[ 1,245,816				]
U.S. Shipment Avg. Price (\$/ST)	[			378	]
Export Shipment Volume (ST)	[	4,897,164			]
Export Shipment Value (\$1,000)	[				]
Export Shipment Avg. Price (\$/ST)	[		316		]
Total Shipment Volume (ST)	[				]
Total Shipment Value (\$1,000)	[				]
Total Shipment Avg. Price (\$/ST)	[				248 ]

Source: Mosaic

Note: Shipment volumes and values reported for MAP, DAP, and Microessentials; other sales reported in Mosaic financial data are not included.

## Exports of Phosphates to All Countries

HTSUS 3103.11.0000, 3103.19.0000, 3105.20.0000, 3105.30.0000, 3105.40.0000, 3105.51.0000, 3105.59.0000

	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>Jan.-Mar.</u> <u>2019</u>	<u>2020</u>
Metric Tons	5,721,303	5,292,947	5,592,044	1,251,240	1,223,999
Short Tons	6,306,650	5,834,468	6,164,166	1,379,254	1,349,226
FAS Value	\$1,996,868,010	\$2,074,725,616	\$2,190,900,722	\$519,055,279	\$420,273,831
FAS Unit Value (\$/ST)	\$316.63	\$355.60	\$355.43	\$376.33	\$311.49

Source: USITC DataWeb



## USITC Dataweb Exports of Phosphates

HTSUS 3103.11.0000, 3103.19.0000, 3105.20.0000, 3105.30.0000, 3105.40.0000, 3105.51.0000, 3105.59.0000

HTS Number	Country	UNIT	2017	2018	2019	Jan-Mar 2019	Jan-Mar 2020
<b>TSP - SUPERPHOSPHATES CONTAINING BY WEIGHT 35% OR MORE OF PHOSPHORUS PENTOXIDE P2O5</b>							
3103.11.0000	Canada	metric tons	806	45	44	44	66
3103.11.0000	Brazil	metric tons	0	0	106	106	0
3103.11.0000	All Other	metric tons	4	2	36	26	1
	<b>Total</b>	<b>metric tons</b>	<b>810</b>	<b>47</b>	<b>186</b>	<b>176</b>	<b>67</b>

### NSP - SUPERPHOSPHATES OTHER

3103.19.0000	Canada	metric tons	86	111	435	74	99
3103.19.0000	Mexico	metric tons	20	27	30	4	0
3103.19.0000	All Other	metric tons	25	95	32	11	10
	<b>Total</b>	<b>metric tons</b>	<b>131</b>	<b>233</b>	<b>497</b>	<b>89</b>	<b>109</b>

### NPK--Nitrogen, Phosphate, Potassium

3105.20.0000	Canada	metric tons	69,460	135,996	133,834	33,568	34,074
	Mexico	metric tons	99,237	26,156	63,607	7,450	23,516
	All Other	metric tons	82,075	61,344	55,871	15,280	7,263
	<b>Total</b>	<b>metric tons</b>	<b>250,772</b>	<b>223,496</b>	<b>253,312</b>	<b>56,298</b>	<b>64,853</b>

### DAP - DIAMMONIUM HYDROGENORTHOPHOSPHATE (DIAMMONIUM PHOSPHATE)

3105.30.0000	India	metric tons	506,242	116,292	287,486	97,906	0
3105.30.0000	Mexico	metric tons	223,731	179,751	240,731	71,577	51,582
3105.30.0000	Brazil	metric tons	213,375	201,987	94,692	5,593	26,298
3105.30.0000	Peru	metric tons	124,858	113,449	121,472	35,510	14,025
3105.30.0000	Colombia	metric tons	105,344	97,663	95,775	13,793	18,088
3105.30.0000	Canada	metric tons	91,702	36,379	109,274	29,167	6,302
3105.30.0000	All Other	metric tons	343,868	280,613	252,255	110,914	97,454
	<b>Total</b>	<b>metric tons</b>	<b>1,609,120</b>	<b>1,026,134</b>	<b>1,201,685</b>	<b>364,460</b>	<b>213,749</b>

### MAP - AMMONIUM DIHYDROGENORTHOPHOSPHATE (MONOAMMONIUM PHOSPHATE)

3105.40.0000	Canada	metric tons	863,269	1,031,220	1,167,383	159,740	185,463
3105.40.0000	Brazil	metric tons	689,611	627,717	804,623	108,639	148,113
3105.40.0000	Australia	metric tons	298,225	224,141	139,129	56,299	64,671
3105.40.0000	Colombia	metric tons	107,663	106,060	117,856	23,974	15,871
3105.40.0000	Mexico	metric tons	81,790	82,448	101,924	49,836	11,704
3105.40.0000	All Other	metric tons	188,853	199,561	221,772	110,242	232,884
	<b>Total</b>	<b>metric tons</b>	<b>2,229,411</b>	<b>2,271,147</b>	<b>2,552,687</b>	<b>508,730</b>	<b>658,706</b>

## USITC Dataweb Exports of Phosphates

HTSUS 3103.11.0000, 3103.19.0000, 3105.20.0000, 3105.30.0000, 3105.40.0000, 3105.51.0000, 3105.59.0000

HTS Number	Country	UNIT	2017	2018	2019	Jan-Mar 2019	Jan-Mar 2020
<b>MINERAL OR CHEMICAL FERTILIZERS CONTAINING NITRATES AND PHOSPHATES</b>							
3105.51.0000	Canada	metric tons	6,815	15,571	21,531	4,661	8,797
3105.51.0000	Mexico	metric tons	12,931	2,682	2,816	2,113	1,446
3105.51.0000	All Other	metric tons	3,235	1,051	117	11	30
	<b>Total</b>	<b>metric tons</b>	<b>22,981</b>	<b>19,304</b>	<b>24,464</b>	<b>6,785</b>	<b>10,273</b>

### OTHER MINERAL OR CHEMICAL FERTILIZERS CONTAINING THE TWO FERTILIZING ELEMENTS NITROGEN AND PHOSPHORUS

3105.59.0000	Brazil	metric tons	818,906	934,569	823,160	109,760	92,864
3105.59.0000	Canada	metric tons	541,832	543,823	526,058	162,390	133,806
3105.59.0000	Mexico	metric tons	61,367	68,351	53,537	18,059	22,059
3105.59.0000	Argentina	metric tons	53,708	44,961	57,999	0	12,691
3105.59.0000	Australia	metric tons	77,946	63,215	67	18	37
3105.59.0000	All Other	metric tons	54,319	97,667	98,392	24,475	14,785
	<b>Total</b>	<b>metric tons</b>	<b>1,608,078</b>	<b>1,752,586</b>	<b>1,559,213</b>	<b>314,702</b>	<b>276,242</b>

### TSP - SUPERPHOSPHATES CONTAINING BY WEIGHT 35% OR MORE OF PHOSPHORUS PENTOXIDE P2O5

3103.11.0000	Canada	FAS USD	\$408,198	\$23,774	\$24,946	\$24,946	\$34,914
3103.11.0000	Brazil	FAS USD	\$0	\$0	\$261,954	\$261,954	\$0
3103.11.0000	Mexico	FAS USD	\$3,408	\$0	\$0	\$0	\$0
3103.11.0000	All Other	FAS USD	\$0	\$4,997	\$30,794	\$25,174	\$21,349
	<b>Total</b>	<b>FAS USD</b>	<b>\$411,606</b>	<b>\$28,771</b>	<b>\$317,694</b>	<b>\$312,074</b>	<b>\$56,263</b>

### NSP - SUPERPHOSPHATES OTHER

3103.19.0000	Canada	FAS USD	\$43,395	\$36,547	\$202,467	\$33,493	\$52,736
3103.19.0000	Mexico	FAS USD	\$60,976	\$22,898	\$20,115	\$3,408	\$0
3103.19.0000	Venezuela	FAS USD	\$0	\$4,207	\$0	\$0	\$0
3103.19.0000	All Other	FAS USD	\$72,805	\$115,000	\$71,609	\$39,050	\$21,060
	<b>Total</b>	<b>FAS USD</b>	<b>\$177,176</b>	<b>\$178,652</b>	<b>\$294,191</b>	<b>\$75,951</b>	<b>\$73,796</b>

### NPK--Nitrogen, Phosphate, Potassium

3105.20.0000	Canada	FAS USD	\$21,003,811	\$20,549,329	\$22,165,851	\$5,586,494	\$7,928,521
	Mexico	FAS USD	\$4,984,234	\$4,070,955	\$3,563,117	\$1,172,595	\$1,159,809
	All Other	FAS USD	\$50,054,700	\$45,481,358	\$40,572,245	\$10,729,479	\$10,217,905
	<b>Total</b>	<b>FAS USD</b>	<b>\$76,042,745</b>	<b>\$70,101,642</b>	<b>\$66,301,213</b>	<b>\$17,488,568</b>	<b>\$19,306,235</b>

## USITC Dataweb Exports of Phosphates

HTSUS 3103.11.0000, 3103.19.0000, 3105.20.0000, 3105.30.0000, 3105.40.0000, 3105.51.0000, 3105.59.0000

HTS Number	Country	UNIT	2017	2018	2019	Jan-Mar 2019	Jan-Mar 2020
<b>DAP - DIAMMONIUM HYDROGENORTHOPHOSPHATE (DIAMMONIUM PHOSPHATE)</b>							
3105.30.0000	India	FAS USD	\$167,955,052	\$43,805,838	\$96,738,556	\$36,881,822	\$0
3105.30.0000	Mexico	FAS USD	\$72,489,622	\$64,146,202	\$67,807,788	\$25,973,656	\$11,980,322
3105.30.0000	Brazil	FAS USD	\$67,709,957	\$80,431,040	\$30,146,737	\$2,196,107	\$8,923,150
3105.30.0000	Peru	FAS USD	\$40,963,752	\$45,600,575	\$41,846,486	\$13,138,812	\$4,130,747
3105.30.0000	Colombia	FAS USD	\$36,185,469	\$38,926,684	\$32,421,917	\$5,488,151	\$5,426,496
3105.30.0000	Canada	FAS USD	\$33,836,898	\$14,101,406	\$49,249,679	\$13,975,825	\$3,023,686
3105.30.0000	All Other	FAS USD	\$116,419,137	\$109,053,045	\$90,972,782	\$44,008,215	\$27,881,110
	<b>Total</b>	<b>FAS USD</b>	<b>\$535,559,887</b>	<b>\$396,064,790</b>	<b>\$409,183,945</b>	<b>\$141,662,588</b>	<b>\$61,365,511</b>

### MAP - AMMONIUM DIHYDROGENORTHOPHOSPHATE (MONOAMMONIUM PHOSPHATE)

3105.40.0000	Canada	FAS USD	\$341,318,546	\$439,151,103	\$522,993,715	\$113,646,810	\$115,138,446
3105.40.0000	Brazil	FAS USD	\$221,030,648	\$244,464,973	\$297,604,396	\$42,700,808	\$53,922,013
3105.40.0000	Australia	FAS USD	\$97,107,222	\$85,580,970	\$51,743,865	\$21,346,729	\$28,180,079
3105.40.0000	Colombia	FAS USD	\$38,745,516	\$38,004,571	\$47,412,561	\$8,766,674	\$5,434,844
3105.40.0000	Mexico	FAS USD	\$29,455,842	\$32,462,408	\$39,976,060	\$20,355,668	\$4,257,295
3105.40.0000	All Other	FAS USD	\$67,140,126	\$80,449,116	\$82,305,349	\$13,206,952	\$35,048,299
	<b>Total</b>	<b>FAS USD</b>	<b>\$794,797,900</b>	<b>\$920,113,141</b>	<b>\$1,042,035,946</b>	<b>\$220,023,641</b>	<b>\$241,980,976</b>

### MINERAL OR CHEMICAL FERTILIZERS CONTAINING NITRATES AND PHOSPHATES

3105.51.0000	Canada	FAS USD	\$5,176,674	\$10,452,469	\$14,324,988	\$3,077,035	\$4,943,928
3105.51.0000	Mexico	FAS USD	\$3,487,987	\$840,672	\$1,039,349	\$724,398	\$529,701
3105.51.0000	All Other	FAS USD	\$1,561,076	\$483,307	\$100,918	\$16,082	\$35,688
	<b>Total</b>	<b>FAS USD</b>	<b>\$10,225,737</b>	<b>\$11,776,448</b>	<b>\$15,465,255</b>	<b>\$3,817,515</b>	<b>\$5,509,317</b>

### OTHER MINERAL OR CHEMICAL FERTILIZERS CONTAINING THE TWO FERTILIZING ELEMENTS NITROGEN AND PHOSPHORUS

3105.59.0000	Brazil	FAS USD	\$269,466,469	\$345,399,024	\$313,876,623	\$42,292,001	\$20,564,233
3105.59.0000	Canada	FAS USD	\$220,812,409	\$220,669,989	\$246,559,528	\$74,802,507	\$54,065,816
3105.59.0000	Mexico	FAS USD	\$22,250,452	\$28,564,650	\$21,585,057	\$7,528,604	\$6,845,447
3105.59.0000	Argentina	FAS USD	\$18,682,118	\$19,480,203	\$34,598,697	\$0	\$5,076,400
3105.59.0000	Australia	FAS USD	\$26,468,639	\$21,301,615	\$442,820	\$135,000	\$199,500
3105.59.0000	All Other	FAS USD	\$21,972,872	\$41,046,691	\$40,239,753	\$10,916,830	\$5,230,337
	<b>Total</b>	<b>FAS USD</b>	<b>\$579,652,959</b>	<b>\$676,462,172</b>	<b>\$657,302,478</b>	<b>\$135,674,942</b>	<b>\$91,981,733</b>

# **Exhibit I-27**

**PROPRIETARY INFORMATION DELETED  
CONTAINS RANGED DATA**

**Phosphate Market Shares**

	2017	2018	2019	Jan.-Mar. 2019	2020		2017	2018	2019	Jan.-Mar. 2019	2020
<b>Phosphate Fertilizers</b>											
U.S. Industry Shipments	[ 6,599,826								<b>Market Share</b> 55.8%		]
Imports											
Morocco	1,519,089	2,014,458	2,258,804	833,352	449,284	[					]
Russia	577,236	1,032,067	845,948	582,038	289,071	[	10.7%				]
<i>Subject Imports</i>	2,096,325	3,046,526	3,104,752	1,415,390	738,355	[					]
<i>Non-Subject Imports</i>	699,492	935,325	877,298	316,642	212,273	[			56.0%		]
Total Imports	2,795,816	3,981,851	3,982,050	1,732,032	950,628	[					]
Apparent Consumption	[					]	100.0%	100.0%	100.0%	100.0%	100.0%

Sources:

U.S. industry shipments calculated from production, and changes in stocks and exports. Imports from USITC Dataweb. See Trade Data and Import Exhibits for supporting detail.

## **Exhibit I-28**



Relationship Between Import Volume, Market Share, and Price, Port of NOLA, By Quarter and Year

Product Source	Subject Imports								Subject Import Shares at NOLA Port				Non-Subject Imports					
	DAP				MAP				DAP		MAP		DAP, All Other			MAP, All Other		
	Morocco & Russia Imports into NOLA Port				Morocco and Russia Imports into NOLA Port								Imports into NOLA Port			Imports into NOLA Port		
	LDPV/ST	ST	Total Import Share*	USD	LDPV/ST	ST	Total Import Share*	USD	Mosaic DAP	Subject Import Share**	Mosaic MAP	Subject Import Share**	LDPV/ST	ST	USD	LDPV/ST	ST	USD
Unit																		
2017:Q1	\$332	213,890	61.6%	71,049,743	\$341	398,917	100.0%	136,004,756					\$288	133,480	38,385,561	-	0	0
2017:Q2	\$321	58,773	76.1%	18,855,555	\$363	151,811	89.2%	55,092,932					\$305	18,463	5,625,987	\$315	18,349	5,787,622
2017:Q3	\$318	311,843	100.0%	99,033,961	\$323	374,717	100.0%	120,956,604					\$1,159	79	92,008	-	0	0
2017:Q4	\$325	102,534	100.0%	33,314,337	\$324	123,437	100.0%	40,036,685					\$1,113	20	22,090	-	0	0
2018:Q1	\$363	340,542	83.6%	123,774,194	\$378	572,876	100.0%	216,274,498					\$350	66,616	23,334,521	\$1,120	11	12,350
2018:Q2	\$376	113,249	68.6%	42,611,550	\$388	201,029	85.1%	77,898,999					\$384	51,871	19,903,554	\$386	35,127	13,554,108
2018:Q3	\$407	286,875	100.0%	116,666,080	\$398	210,429	77.3%	83,722,918					-	0	0	\$410	61,671	25,303,452
2018:Q4	\$416	274,650	88.8%	114,204,211	\$418	454,348	83.3%	189,936,188					\$394	34,690	13,682,232	\$406	90,919	36,921,174
2019:Q1	\$381	542,566	88.9%	206,833,902	\$392	623,490	84.5%	244,359,288					\$386	67,919	26,218,093	\$344	114,728	39,483,622
2019:Q2	\$414	96,051	77.5%	39,771,113	\$336	131,444	81.3%	44,146,844					\$374	27,926	10,434,823	\$377	30,156	11,356,252
2019:Q3	\$306	238,733	92.8%	73,141,434	\$300	319,337	92.9%	95,862,493					\$294	18,508	5,444,511	\$286	24,270	6,940,242
2019:Q4	\$283	180,654	82.2%	51,195,456	\$277	350,532	79.7%	97,171,044					\$267	39,134	10,465,833	\$272	89,331	24,271,337
2020:Q1	\$266	253,952	91.0%	67,560,489	\$257	356,962	89.4%	91,860,927			118,026		\$260	25,180	6,540,750	\$245	42,243	10,370,569
1Q '19 to 4Q '19 Change	-25.7%				-29.3%													
2017	\$323	687,040	81.9%	222,253,596	\$336	1,048,882	98.3%	352,090,977					152,042	44,125,646		18,349	5,787,622	
2018	\$391	1,015,317	86.9%	397,256,035	\$395	1,438,682	88.5%	567,832,603			48.5%		153,177	56,920,307		187,728	75,791,084	
2019	\$351	1,058,004	87.3%	370,941,905	\$338	1,424,803	84.6%	481,539,669					153,487	52,563,260		258,485	82,051,453	
1Q 2019	\$381	542,566	88.9%	206,833,902	\$392	623,490	84.5%	244,359,288					67,919	26,218,093		114,728	39,483,622	
1Q 2020	\$266	253,952	91.0%	67,560,489	\$257	356,962	89.4%	91,860,927					25,180	6,540,750		42,243	10,370,569	

\* Imports from Morocco and Russia into NOLA as share of total imports into NOLA.  
\*\* Subject import share of total market at NOLA (Total imports + Mosaic shipments to NOLA).

Sources: Import volumes and prices are landed duty-paid from USITC dataweb (HS# 3105.30.0000 (DAP) & 3105.40.0010 (MAP)). Mosaic shipments to NOLA from Mosaic records.

# **Exhibit I-29**





argusmedia.com

# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-6 | Thursday 7 February 2019

## EXECUTIVE SUMMARY

### Very bearish but 2Q prices may firm

The short-term outlook is extremely bearish. There is no demand in Brazil, the US is awash with imports and stocks are high on the Indian subcontinent. Prices are under pressure globally.

East of Suez, liquidity was thus confined to four deals in India/Pakistan. The latter took a 50,000t Moroccan DAP netting \$390/t fob, \$35/t below the last published DAP Morocco fob price. India picked off just over 120,000t of Chinese, Saudi and Jordanian DAP around \$405/t cfr (unchanged on last week).

West of Suez, Incofe covered its 14,000t DAP requirement from China via a trader (the identity of which was not confirmed at presstime) at an estimated \$390/t fob. Mosaic lowered the DAP/MAP Tampa range to \$391-395/t fob on the sale of 35,000t phosphates to Latin America. In Argentina, PhosAgro sold a MAP cargo in the low-\$430s/t cfr.

## MARKET DRIVERS

### US line up very heavy

Pushing so much DAP/MAP to the US has led to oversupply. An unusually poor spell of weather has exacerbated the situation and pulled down expectations in Brazil.

### Drip-fed demand in India

India is still the most significant DAP spot market. Another 120,000t were bought this week, even though stocks top 1mn t plus 200,000t at the ports. With acid at \$750/t P2O5 cfr, the current DAP price works.

### Polish rock deal indicative?

Police's phosphate rock deal with Senegalese firm Somiva is the first evidence that EU cadmium limits are leading producers to change their sourcing strategies.

## 30-60 DAY OUTLOOK

### Very soft

1Q is a write off. A stronger Chinese domestic market post New Year, improved weather in the US and seasonal demand from Brazil/Argentina may mean a quick rebound. India may be front-loading DAP in 1Q to offset price rises in 2Q.

## PRICES

Key price assessments	\$/t	
	7 Feb	31 Jan
<b>DAP/MAP - fob bulk</b>		
DAP/MAP Tampa	391-395	405-410
DAP China	390-393	390-393
DAP Saudi Arabia	395-420	398-420
MAP Baltic	395-405	395-405
<b>DAP/MAP - cfr bulk</b>		
DAP India	404-405	404-405
DAP Pakistan	409-410	410-412
MAP Brazil	410-430	420-430
Phosphoric acid India/t P2O5	750	750
<b>DAP - fca</b>		
DAP Benelux fot/fob duty paid/free	465-475	470-475

See page 2 for full price table

Selected DAP/MAP/NPK supply balance - February			'000t
Exporter	Sold	Unsold	
Ma'aden/SABIC	202	200	
GCT	39-41	4-21	

### DAP fob prices

\$/t



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)

## MARKET ANALYSIS

## Tampa DAP/MAP falls \$15/t; DAP Morocco \$35/t

The short-term outlook is bearish. There is no demand in Brazil, the US is awash with imports and stocks are high on the Indian subcontinent. Prices are under pressure globally.

East of Suez, liquidity was thus confined to three deals in India and one in Pakistan. OCP sold 50,000t DAP into Pakistan netting \$390/t fob, \$35/t below the last published low end of the DAP Morocco fob price (achieved in Africa some weeks ago). India picked off just over 120,000t of Chinese, Saudi and Jordanian DAP around \$405/t cfr (unchanged on last week).

The Pakistan deal ably demonstrates OCP's lack of selling options elsewhere.

West of Suez, Incofe covered its 14,000t DAP requirement from China via a trader (the identity of which was yet to be confirmed) at an estimated \$390/t fob. Another tender including DAP closes today.

Mosaic meanwhile sold 35,000t DAP/MAP and MES at \$391-395/t fob. This represents a decline of around \$15/t on the last Argus assessment. Brazil was assessed wider but lower in a \$410-430/t cfr range but remains notional. Argentina paid the low-\$430s/t cfr for a Russian MAP cargo.

The miserable market mood was added to by news of Brazilian fertilizer producer Heringer filing for judicial reorganisation (bankruptcy). The official list of creditors runs to 92 pages, which OCP tops with an estimated \$75mn.

What are the consequences? Heringer's market share was already in retreat with smaller companies such as Fertipar and Tocantins taking up the slack.

A Sao Paulo State Court has given Heringer 60 days to present a recovery plan to creditors.

The acquisition of Heringer's blending assets by creditors might yet be the eventual outcome, but could take years. Moreover, it is debatable whether OCP would want such an outcome - it would be competing against its own imported product.

Some observers lament the diminishing number of market participants and the move towards global supply-side consolidation (in Brazil, a possible increased dependence on larger blenders such as Mosaic and Yara). Others see a chance for more market diversity with the relative demise of traditional large-scale suppliers in Brazil who could face more competition from smaller/medium-sized companies.



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Phosphates prices					\$/t
	7 Feb	31 Jan		±	
<b>DAP/MAP/TSP - fob bulk</b>					
DAP/MAP Tampa	391-395	405-410	14.50	-	
DAP/MAP Tampa equivalent Brazil	386-406	402-412	11.00	-	
DAP Tampa equivalent India	374-375	373-374	1.00	-	
DAP Tunisia	440-445	440-445	0.00	+	+
DAP Morocco	390-445	425-445	17.50	-	
DAP Morocco P2O5 equiv	780.95	813.33	32.38	-	
DAP Morocco equivalent US terminals	419-425	419-425	0.00	+	+
DAP Lithuania Baltic	430-435	430-435	0.00	+	+
DAP Russia Baltic/Black Sea	395-415	395-415	0.00	+	+
DAP China	390-393	390-393	0.00	+	+
DAP China P2O5 equiv	715.93	715.93	0.00	+	+
DAP Saudi Arabia (KSA)	395-420	398-420	1.50	-	
DAP Mexico	390-400	400-405	7.50	-	
DAP/MAP Australia	410-412	410-412	0.00	+	+
DAP US Gulf domestic barge \$/st	362-365	363-370	3.00	-	
DAP Central Florida railcar \$/st	415	415	0.00	+	+
DAP China ex-works	382-396	382-396	0.00	+	+
DAP Benelux fob/fob duty paid/free	465-475	470-475	2.50	-	
MAP Baltic	395-405	395-405	0.00	+	+
MAP China 11-44	338-343	338-343	0.00	+	+
MAP China 10-50	385-390	385-390	0.00	+	+
MAP China 11-52	405-410	405-410	0.00	+	+
MAP Morocco	440-445	440-445	0.00	+	+
TSP Tunisia	360	360	0.00	+	+
TSP Morocco	330-350	330-350	0.00	+	+
TSP China	300-315	300-315	0.00	+	+
TSP eastern Med (Lebanon/Israel)	335-345	335-345	0.00	+	+
<b>DAP /MAP - cfr bulk</b>					
DAP/MAP Argentina/Uruguay	430-432	430-435	1.50	-	
MAP Brazil 11-52	410-430	420-430	5.00	-	
MAP Brazil 11-52 P2O5 equiv	686.98	691.99	5.01	-	
MAP Brazil 10-50 (ex-China)	380-405	390-405	5.00	-	
MAP Brazil 10-50 (ex-China) P2O5 equiv	670.87	676.52	5.65	-	
MAP Brazil 11-44 (ex-China)	343-365	352-365	4.50	-	
MAP Brazil 11-44 (ex-China) P2O5 equiv	661.88	666.67	4.79	-	
DAP India	404-405	404-405	0.00	+	+
DAP India P2O5 equiv	746.08	740.97	5.11	-	
DAP Pakistan	409-410	410-412	1.50	-	
DAP Turkey	440-450	440-450	0.00	+	+

Raw material contracts					\$/t
					±
<b>Phosphoric acid/t - P2O5</b>					
cfr India	1Q19	750	4Q18	768	18.00 -
cfr western Europe	3Q18	775-850	2Q18	755-850	10.00 -
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00 -
<b>Phosphate rock (% BPL)</b>					
fob Jordan (68-70)	4Q18	100-101	3Q18	98	2.50 -
cfr India (68-70)	4Q18	119-120	3Q18	116	3.50 -
cfr India (70-72)	4Q18	135-139	3Q18	135-142	1.50 -
fob north Africa (69)	4Q18	113-115	3Q18	116-118	3.00 -
<b>Sulphur</b>					
cfr Tampa	1Q19	109	4Q18	140	31.00 -
cfr north Africa	1Q19	103-134	4Q18	145-175	41.50 -
<b>Ammonia</b>					
cfr Tampa	Feb19	285	Jan19	285	0.00 + +



Spot Sales Selection - 7 February 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
US	Mosaic	TBC	Latin America	35 DAP/MAP/MES	\$391-395/t fob	Feb
Saudi Arabia	Ma'aden	TBC	India	40 DAP	\$405/t cfr	Feb
China	Trader	Incofe	Central America	14 DAP	\$390/t fob	Feb-Mar
Jordan	JPMC	GSFC	India	33 DAP	\$405/t cfr	Feb
China	Aries	KIT/IFFCO	India	50 DAP	\$405/t cfr	Feb
Morocco	OCF	PakArab	Pakistan	50 DAP	\$390/t fob	Feb
Russia	Phosagro	Various	Argentina	30 MAP	low-\$430/t cfr	Feb

**HIGHLIGHTS THIS WEEK**

**Supply**

- Floods hit Townsville-Phosphate Hill railway
- US pushes more MAP into Canada...
- ...in advance of Redwater closure
- PakArab adds 50,000t to its 40,000t DAP stock
- India bolsters DAP line up by over 120,000t

**Demand**

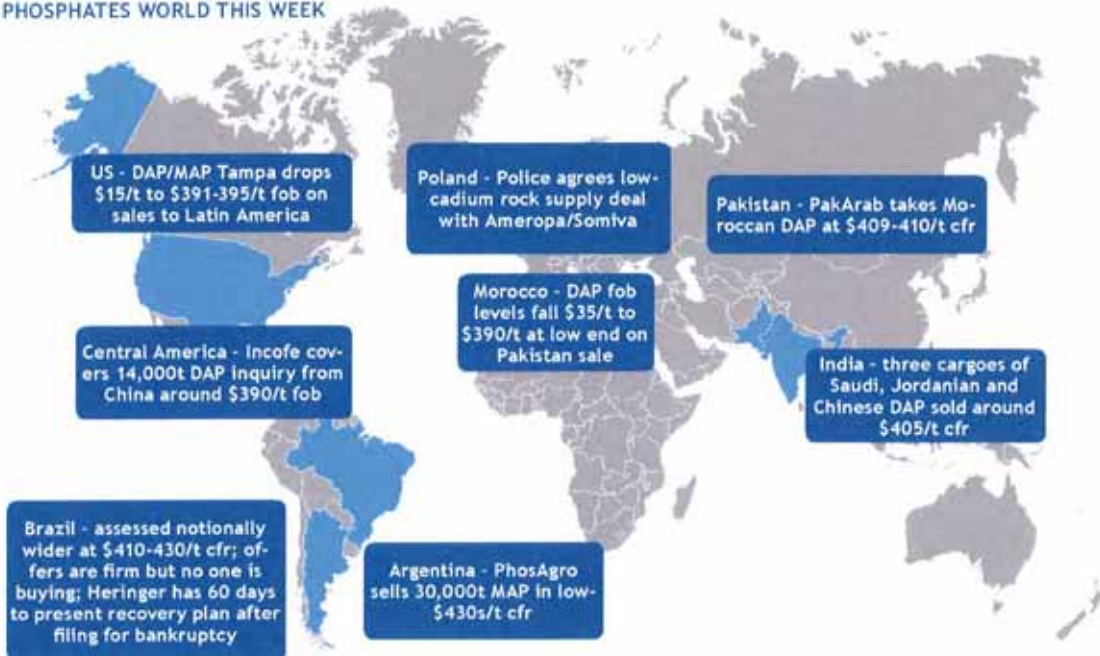
- Incofe covers 14,000t DAP requirement ex-China
- Pupuk counters on prices in 175,000t DAP tender
- India and Pakistan buy 170,000t DAP
- Mosaic sells 35,000t DAP/MAP/MES in Latin America
- Argentina buys 30,000t Russian MAP

**Prices**

- Tampa DAP/MAP falls to \$391-395/t fob
- Brazil assessed wider at \$410-430/t cfr...
- ...market is notional
- Argentina pays low-\$430s/t cfr for Russian MAP
- India steady at \$405/t cfr for DAP
- Pakistan pays \$409-410/t cfr...
- ...Moroccan DAP fob levels fall \$35/t
- China DAP fob at \$390/t fob on Incofe deal

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**THE PHOSPHATES WORLD THIS WEEK**



*Disclaimer: Argus depicts geo-political borders as defined by the United Nations Geospatial Information Section. For more information visit <http://www.un.org/Depts/Cartographic/map/profile/world.pdf>*

Outstanding 2018 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
Sri Lanka/MoA	TSP	10	22/1		Prices opened
C. America/Incofe	DAP	13-14	31/1	Delivery to Colombia, Nicaragua and Costa Rica	Awarded
Indonesia/Pupuk	DAP	175	1/2	80kt for Gresik, 40kt for Kujang, 40kt for Kaltim, 15kt for Pusri	Prices opened
C. America/Incofe	DAP	7	7/2	Delivery to Quetzal	Closed

## NORTH AMERICA

### US

Mosaic has sold 35,000t DAP/MAP/MES to Latin America for February shipment at \$391-395/t fob Tampa.

#### Plant City loss felt in DAP export fall

US DAP exports are down over 400,000t yoy for the January to November period, latest GTT data show, as the loss of the 1.7mn t/yr Plant City facility made its presence felt.

DAP exports reached 985,000t, versus 1.4mn t for the same period of 2017. The most notable trend has been US producers concentrating on markets closer to home, in line with stated strategy. Exports to India fell more than 300,000t to just 138,000t during the period. Exports to Brazil were 176,000t and Mexico 167,000t. Colombia and Peru took jointly another 190,000t. Only the premium Japanese market took significant volumes east of Suez at 100,000t.

November exports reached 95,000t, comprising 50,000t to India, 16,000t to Mexico and 13,000t to Canada.

MAP exports by contrast, were almost exactly in line with 2017 levels at around 2mn t, highlighting the fact that Plant City was predominantly a DAP producer.

The notable trend here has been the 200,000t switch from Brazil to Canada. Exports to the latter reached nearly 1mn t, while Brazil took 476,000t. One reading is that Mosaic is front-loading tonnage ahead of the closure of the Redwater facility in 2Q 2019. Another is that Mosaic is shipping more MES to Brazil which is not included under the MAP category in GTT. Australia took 200,000t while Japan took 104,000t and Colombia 101,000t. Mexico received 80,000t.

Exports in November reached 237,000t, comprising 144,000t to Canada, 41,000t to Australia and 33,000t to Brazil.



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### US domestic

US phosphate prices dipped again this week as wholesalers try to incentivize buying during this period low demand.

Despite the apathetic tone of the marketplace, a few DAP barges for prompt/February shipment sold at \$362-365/st fob Nola, setting this week's range.

The market seems to have reached a resistance point as values held above the \$360/st mark for a second week.

Another vessel was added to the February import line up this week as a 35,000t cargo from Mexico is slated to arrive aboard the *Trust Star*, raising the US first quarter import line-up to 791,000 t.

#### US DAP/MAP imports up 700,000t yoy

US DAP/MAP imports continued to rise according to GTT data as plant shutdowns in the US and weak demand elsewhere pushed global producers to load more tonnage for the US.

MAP imports reached 68,000t in November, of which OCP supplied 47,000t and Russia 19,000t. Year-to-date imports reached 1.53mn t, up 500,000t yoy. OCP supplied the majority with 748,000t, followed by Russia with 586,000t and Mexico with 93,000t.

DAP imports were 27,000t in November, with 15,000t sourced from Russia and 11,000t from Lithuania.

Year-to-date imports reached 1mn t, with 563,00t from Morocco, 273,000t from Russia and 50,000t from Saudi Arabia. Lithuania supplied 41,000t and Senegal 27,000t. This compares to 800,000t in the same period of 2017.

## ANNOUNCEMENT

All data change announcements can be viewed online at [www.argusmedia.com/announcements](http://www.argusmedia.com/announcements). Alternatively, to be added to the email distribution list for all announcements, please email: [datahelp@argusmedia.com](mailto:datahelp@argusmedia.com).

# **Exhibit I-30**





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# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-13 | Thursday 28 March 2019

## EXECUTIVE SUMMARY

### India DAP buying slows

Indian DAP import demand remains, but purchases on the subcontinent slowed this week. Indian importers bought two 30,000t Russian DAP cargoes, flat on last week's levels. Both cargoes are priced at around \$397/t cfr and will load in April in combination with NPKs. GSFC received six offers under its tender to buy 100,000t of DAP, which closed on 25 March. Chinese DAP suppliers have continued to offer above \$385/t fob, but latest offers under an Indonesian tender reflect around the low-\$380s/t fob.

West of Suez, Phosagro sold a cargo of MAP 11-52 at \$400/t cfr for April shipment. Offers remain around \$405/t cfr. OCP reports sales of 200,000t of 11-52 to Brazil, reflecting the low-\$390s/t fob. Argentinian importer Profertil is linked to a purchase of US DAP/MAP 11-52, likely in line with previous business at \$404-405/t cfr. OCP will ship 100,000t to Argentina in April.

## MARKET DRIVERS

### Suppliers consider re-exports out of Nola

There were further reports this week that some suppliers are looking to re-export phosphates out of New Orleans southwards to Latin America. The drop in MAP barge prices to \$330-335/st fob Nola this week, from the low-\$420s/st fob in mid-October, reflect a re-export margin of around \$10-15/t to Brazil.

### OCP sees softer prices in 1H19

OCP projects softer prices in the first half of this year, driven lower by a drop in the cost of raw materials and higher inventories in the US and India. But OCP forecasts phosphate prices to recover in the second half of the year, its latest annual results show.

## 30-60 DAY OUTLOOK

### Flat-to-soft

DAP stocks in India remain at very high levels, which could delay major import appetite in the second quarter. Brazilian MAP import demand has yet to accelerate and the glut of offers from US, Mexico, Morocco, Russia and China in Argentina highlight the current oversupply.

## PRICES

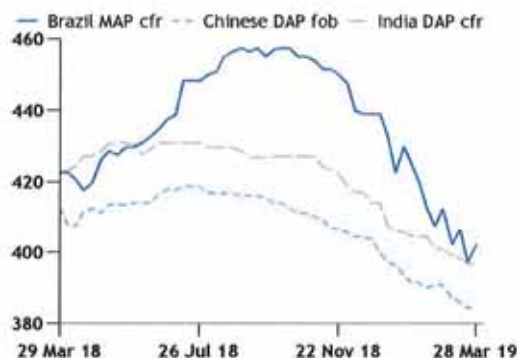
Key price assessments	\$/t	
	28 Mar	21 Mar
Argus DAP Index	111.839	112.047
DAP/MAP - fob bulk		
DAP/MAP Tampa	383	383
DAP China	384-385	384-385
DAP Saudi Arabia	389-390	389-390
MAP Baltic	375-380	375-380
DAP/MAP - cfr bulk		
DAP India	397	397
DAP Pakistan	402-403	402-403
MAP Brazil	400-405	395-400
Phosphoric acid India/t P2O5	750	750
DAP - fca		
DAP Benelux fob/fob duty paid/free	450-460	450-460

See page 2 for full price table

Selected DAP/MAP/NPK supply balance - March	'000t	
Exporter	Sold	Unsold
Ma'aden/SABIC	398	-
GCT	38-51	-
OCP	370-420	80-180

## Key Indicative Prices

USD/t



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)

## MARKET ANALYSIS

## Not out of the woods yet

OCP, in its 2018 financial results, projected softer prices in the first half of this year, driven by a drop in the cost of raw materials and higher inventories in the US and India. It is a fair assessment.

The US has a record surplus of phosphates entering the spring season, boosted by weak sales, terrible weather conditions and heavy 1Q imports, which reached a record 1.2mn t of DAP/MAP, up 27pc yoy.

Unsurprisingly, reports surfaced this week of re-exported phosphates from the US on offer in Latin America. It is unclear if anything has been done or whether there is sufficient availability to make it work, but two traders are linked to offers. With MAP at \$330/st fob Nola, equating to \$370/t fob US Gulf (\$385-390/t cfr Brazil) there is clearly a potential arbitrage to sell into that market \$10-15/t higher.

Official DAP inventories in India, excluding port stocks, increased to 1.2mn t at the end of February – their highest level in the past two fertilizer years. Full-year DAP imports are 6.9mn t with 400,000t in the April line up. Yet, Indian DAP import demand is unabated in a falling market. Equally it is the only game in town. PhosAgro sold two DAP cargoes this week for April loading. The cfr value at \$397/t cfr is holding but the Russian producer took a hit on fob levels into the \$360s/t fob. Tenders are outstanding for another 150,000t which will be awarded in due course around the same price level.

Sellers fear that Indian demand could evaporate quickly in April, firstly because high stocks mean little demand and secondly as a tactic to add pressure on the second quarter phosphoric acid price.

West of Suez, Brazil took small volumes but prices held around \$400/t cfr although at presstime OCP was understood to have sold 200,000t MAP in a \$405-408/t cfr range. In Argentina, more US product sold around the same level as last week. Around 100,000t of Moroccan DAP/MAP was also placed but pricing was not available.

Looking forward, the market often stalls slightly in April, it being between seasons in Europe/US and the start of Brazilian/Indian import demand. With India having front-loaded its DAP imports early in the season, and with Pakistan DAP import demand unlikely to match last year's 2mn t also due to high stocks, Chinese supply strategy will be key to navigating the market out of the woods. OCP, however, looks comfortable for April.



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Phosphates prices				S/t
	28 Mar	21 Mar	±	
Argus DAP Index	111.839	112.047	0.208	-
<b>DAP/MAP/TSP - fob bulk</b>				
DAP/MAP Tampa	383	383	0.00	**
DAP/MAP Tampa equivalent Brazil	378-383	373-378	5.00	-
DAP Tampa equivalent India	358	361	3.00	-
DAP Tunisia	430	430	0.00	**
DAP Morocco	390-420	390-425	2.50	-
DAP Morocco P2O5 equiv	763	769.85	6.85	-
DAP Morocco equivalent US terminals	381	393	12.00	-
DAP Lithuania Baltic	425	425	0.00	**
DAP Russia Baltic/Black Sea	367-415	375-415	4.00	-
DAP China	384-385	384-385	0.00	**
DAP China P2O5 equiv	697.64	697.64	0.00	**
DAP Saudi Arabia (KSA)	389-390	389-390	0.00	**
DAP Mexico	380-390	380-390	0.00	**
DAP/MAP Australia	410-412	410-412	0.00	**
DAP US Gulf domestic barge \$/st	330-335	330-340	2.50	-
DAP Central Florida railcar \$/st	375	375	0.00	**
DAP China ex-works	379-394	379-394	0.00	**
DAP Benelux fot/fob duty paid/free	450-460	450-460	0.00	**
MAP Baltic	375-380	375-380	0.00	**
MAP China 11-44	315-325	320-325	2.50	-
MAP China 10-50	360-385	360-385	0.00	**
MAP China 11-52	375-395	375-395	0.00	**
MAP Morocco	390-393	390-395	1.00	-
TSP Tunisia	360	360	0.00	**
TSP Morocco	330-350	330-350	0.00	**
TSP China	310-315	310-315	0.00	**
TSP eastern Med (Lebanon/Israel)	335-345	335-345	0.00	**
<b>DAP /MAP - cfr bulk</b>				
DAP/MAP Argentina/Uruguay	404-405	404-405	0.00	**
MAP Brazil 11-52	400-405	395-400	5.00	-
MAP Brazil 11-52 P2O5 equiv	658.38	649.69	8.69	-
MAP Brazil 10-50 (ex-China)	371-381	366-376	5.00	-
MAP Brazil 10-50 (ex-China) P2O5 equiv	642.65	633.52	9.13	-
MAP Brazil 11-44 (ex-China)	334-344	330-339	4.50	-
MAP Brazil 11-44 (ex-China) P2O5 equiv	633.77	624.63	9.14	-
DAP India	397	397	0.00	**
DAP India P2O5 equiv	729.3	729.3	0.00	**
DAP Pakistan	402-403	402-403	0.00	**
DAP Turkey	440-450	440-450	0.00	**

Raw material contracts				S/t		
				±		
<b>Phosphoric acid/t - P2O5</b>						
cfr India	1Q19	750	4Q18	768	18.00	-
cfr western Europe	3Q18	775-850	2Q18	755-850	10.00	-
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00	-
<b>Phosphate rock (% BPL)</b>						
fob Jordan (68-70)	4Q18	100-101	3Q18	98	2.50	-
cfr India (68-70)	4Q18	119-120	3Q18	116	3.50	-
cfr India (70-72)	4Q18	135-139	3Q18	135-142	1.50	-
fob north Africa (69)	1Q19	70-110	4Q18	80-100	0.00	**
<b>Sulphur</b>						
cfr Tampa	1Q19	109	4Q18	140	31.00	-
cfr north Africa	1Q19	103-134	4Q18	145-175	41.50	-
<b>Ammonia</b>						
cfr Tampa	Apr19	255	Mar19	275	20.00	-



Spot Sales Selection - 28 March 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
Russia	PhosAgro	Various	Brazil	5-6 MAP	\$400/t cfr	April
Morocco	OCP	Various	Brazil	200 MAP	\$405-408/t cfr	April
Morocco	OCP	TBC	Argentina	100 DAP/MAP	TBC	April
US	TBC	Profertil	Argentina	30 DAP/MAP	TBC	April
Morocco	OCP	Various	Europe	35 DAP	\$420/t fob	April
Russia	PhosAgro	IRC/Greenstar	India	2 x 30 DAP	\$397/t cfr	April

### HIGHLIGHTS THIS WEEK

#### Supply

- Indian arrivals for 1Q-April close to 1.5mn t DAP
- Eurochem DAP/MAP plants to undergo June turnarounds
- Lifosa April output lower in partial product switch
- Phosagro commits 300,000t MAP/NPKs to CIS/Russia

#### Demand

- India buys two more DAP cargoes
- Argentina buys US DAP/MAP vessel...
- ...plus 100,000t Moroccan DAP/MAP
- Brazilians step in for a hold of Russian MAP...
- ...and 200,000t of Moroccan MAP
- BCIC issues phosphate rock and phosphoric acid tenders
- Sinar Mas closes 38,000t TSP/6,000t DAP tender

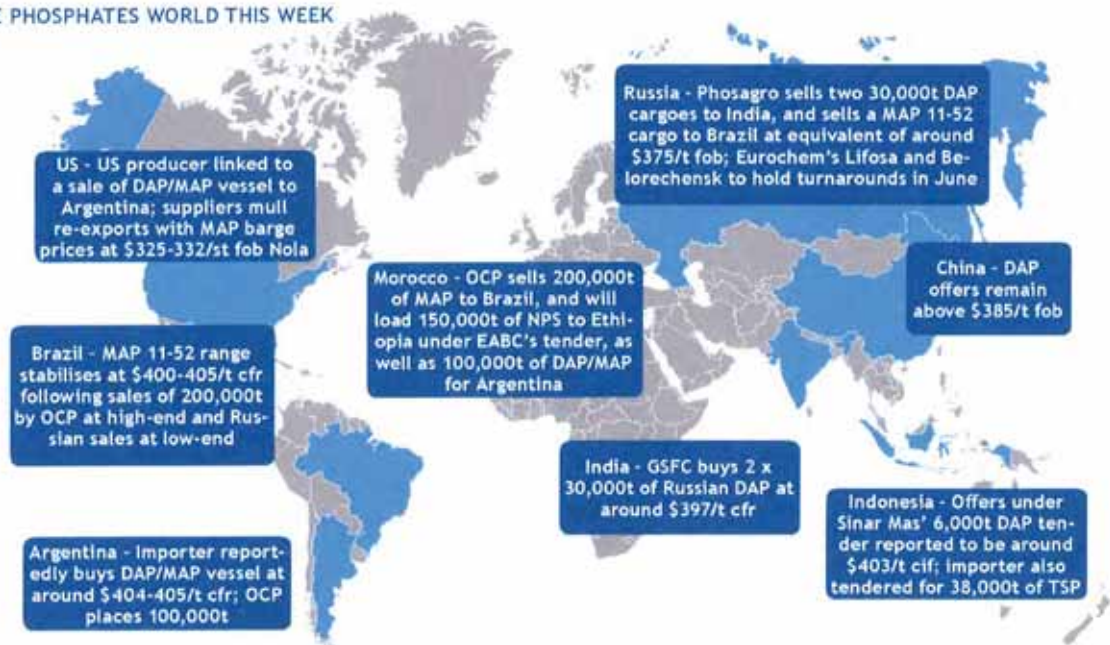
#### Prices

- Brazil steady around \$400/t cfr for MAP...
- ...OCP reports \$405-408/t cfr
- India also stable at \$397/t cfr for DAP...
- ...but Russian DAP Baltic prices fall to \$360s/t fob
- YUC lowest in 10-50 India tender at \$388.50/t cfr
- Chinese DAP offered at \$403/t cif Surabaya
- OCP achieves \$420/t fob for DAP in Europe



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### THE PHOSPHATES WORLD THIS WEEK



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Outstanding 2018 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
Indonesia/Pupuk	DAP	175	22/2	80kt for Gresik, 40kt for Kujang, 40kt for Kaltim, 15kt for Pusr	Likely awarded
C America/Incofe	DAP	14	TBC	Atlantic ports	Partially awarded
Mauritania/Gov	DAP	8	5/3		Closed
C America/Incofe	Combination	Up to 19 DAP/5 MAP	14/3	Multiple ports	Closed
Argentina/ACA/Bunge	MAP/DAP	27 DAP/33 MAP	TBC	Multiple ports	Awarded
Argentina/Profertil	DAP/MAP	60	TBC	2 ports	Part awarded
Vietnam/PVFCCO	DAP	7	25/3	Delivery before 10 April	Awarded
India/GSFC	DAP	100	25/3	Two lots in first week of May to west coast; two lots in fourth week to east coast	Offers in
Indonesia/Sinar Mas	DAP/TSP	6 DAP/38 TSP	28/3		DAP offers in
India/RCF	DAP	46	29/3	To Mundra	Open
Iran/ASSC	TSP	3 x 30	6/4		Open
Kenya/MoA	DAP	10	9/4	Shipped in 5 lots to depots in 50kg bags	Open
Bangladesh/BCIC	Phosacid	10	16/4	To Chittagong by 28 May	Open

## NORTH AMERICA

### US

Mosaic reports no export sales this week.

### US domestic

The US DAP market softened this week as buyers were again put off by the combination of heavy supplies and a probable limited spring application season.

An illiquid market saw Nola DAP prices to fall by \$2.50/st from last week's midpoint to \$330-335/st fob Nola.

### US 1Q phosphate imports rise on higher January total

Heavy January commitments by foreign producers lifted first quarter US phosphate imports past previous expectations.

Argus estimates and the latest trade data show the US DAP/MAP supply balance is on pace to set a new record high surplus of 2.2mn t by the end of the first quarter. Imports during that time have risen by 84,000t from the previous estimate to a record high 1.2mn t of DAP/MAP – 27pc higher than last year.

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# **Exhibit I-31**



argusmedia.com

# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-2 | Thursday 10 January 2019

## EXECUTIVE SUMMARY

### Prices fall east and west

East of Suez, fresh business was limited to a 30,000t DAP sale by a trader to India's GSFC at around \$408/t cfr with 30 days' credit, down \$3-9/t on our last assessment. The lowest price under NFL's 100,000t DAP purchase tender from 9 January was \$407-408/t, reflecting low/mid-\$390s/t fob China. But Chinese producers are holding offers firm at \$400-405/t fob.

West of Suez, the Brazilian MAP 11-52 price fell further following Eurochem's latest sale of 10,000-15,000t at \$430-435/t cfr. The producer also reported concluding a sale of 10,000t of DAP at around \$445/t cfr Argentina.

## MARKET DRIVERS

### US remains an outlet for 1Q

Additional Mexican and Russian DAP/MAP shipments are being mulled for January loading. With OCP also shipping considerably more this quarter, producers remain set on offloading tonnage in the only market that can absorb such volumes without pricing.

### Chinese domestic crunch time approaches

The Chinese domestic market remains lacklustre with much tonnage moving on provisional pricing. With Chinese New Year approaching, there is limited time remaining to move product into place. The problem for Chinese producers is that export options are virtually non-existent. These producers may have to accept lower cfr values in India to compensate.

## 30-60 DAY OUTLOOK

### DAP softer east of Suez

The US will remain the major option for producers with the lack of demand from India and Pakistan. The export line-up to Australia is healthy but domestic demand is thin which could put pressure on 1Q shipments. West of Suez, Argentinian demand is picking up and Brazilian buying could rise towards the end of this month after the Latino conference. Sentiment remains that the bottom of the market is approaching but further downside remains for January.

## PRICES

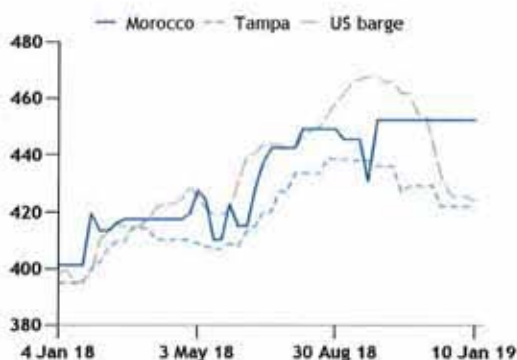
Key price assessments	\$/t		
	10 Jan	3 Jan	
<b>DAP/MAP - fob bulk</b>			
DAP/MAP Tampa	422	422	••
DAP China	395-400	400	-
DAP Saudi Arabia	410-415	407-415	-
MAP Baltic	405-410	407-410	-
<b>DAP/MAP - cfr bulk</b>			
DAP India	407-408	411-417	-
DAP Pakistan	421-422	421-422	••
MAP Brazil	430-435	438-440	-
Phosphoric acid India/t P2O5	768	768	••
<b>DAP - fca</b>			
DAP Benelux fot/fob duty paid/free	470-475	475-485	-

See page 2 for full price table

Selected DAP/MAP/NPK supply balance - January		'000t	
Exporter	Sold	Unsold	
OCP	562	-	
Ma'aden/SABIC	170	235	
Eurochem	170	5	

### DAP fob prices

\$/t



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)



## MARKET ANALYSIS

## Something's gotta give

Phosphate prices continue their descent east and west of Suez. In India, Jordanian DAP traded at \$407/t cfr net of credit, down \$4-10/t on last week's Indian assessment. Theoretically Chinese DAP would obtain a slight premium but Aries' offers at \$406-408/t cfr in the 100,000t NFL purchase tender have subsequently lowered price expectations. The big question is whether Chinese producers are prepared to back these offers. Early feedback is that, despite a lacklustre domestic campaign, most producers are steadfastly at \$400-405/t fob, particularly river producers. But equally, Chinese producers have very few export options. Something has to give.

West of Suez, sales by EuroChem largely define the ranges. Brazil bought several parcels of Russian MAP in a \$430-435/t cfr range (Argus last assessed the range at \$438-440/t cfr) while sales into Argentina were made \$10-15/t higher. Trader length looks relatively thin in Latin America bar some Mexican and Chinese material.

So are we near the bottom? On the bull side, the larger producers are still able to bury tonnage in North America. Even if Nutrien maximises phosphate output the loss of Redwater sometime in 2Q will be felt. PhosAgro is understood to be planning another vessel for late January shipment.

Brazil also has low stocks, and there is positive sentiment that it will be back at the Latin American conference in Mexico later this month.

On the other hand, Indian subcontinental demand will remain weak basis healthy stocks until 2Q.

In company news, Mosaic signed a MoU with SinoChem for the supply of phosphate rock and finished fertilizers. Details in the announcement were scant and market participants were initially left scratching their heads as to why depleting Floridian rock reserves would be sent to China, until it became clearer that Peruvian rock would most likely be shipped from Mosaic's joint-venture at Bayovar. But it seems the deal is more significant for Mosaic's MES strategy from the US and DAP from Saudi or the US, dependent on market conditions. The deal is essentially price driven. Environmental curbs and low rock stocks in China have driven up prices. This makes exports feasible. OCP has made similar announcements in the past, but volumes shipped have not matched the rhetoric.



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Phosphates prices					\$/t
	10 Jan	3 Jan	±		
<b>DAP/MAP/TSP - fob bulk</b>					
DAP/MAP Tampa	422	422	0.00	••	
DAP/MAP Tampa equivalent Brazil	407-412	414-416	5.50	-	
DAP Tampa equivalent India	369-370	370-376	3.50	-	
DAP Tunisia	450	450	0.00	••	
DAP Morocco	450-455	450-455	0.00	••	
DAP Morocco P2O5 equiv	844.99	847.35	2.36	-	
DAP Morocco equivalent US terminals	417-423	423-428	5.50	-	
DAP Lithuania Baltic	430-435	430-435	0.00	••	
DAP Russia Baltic/Black Sea	402-415	402-405	5.00	-	
DAP China	395-400	400	2.50	-	
DAP China P2O5 equiv	729.21	734.4	2.59	-	
DAP Saudi Arabia (KSA)	410-415	407-415	1.50	-	
DAP Mexico	425-430	425-430	0.00	••	
DAP/MAP Australia	410-412	410-412	0.00	••	
DAP US Gulf domestic barge \$/st	383-386	384-388	1.50	-	
DAP Central Florida railcar \$/st	415	415	0.00	••	
DAP China ex-works	382-396	382-396	0.00	••	
DAP Benelux fob/fob duty paid/free	470-475	475-485	7.50	-	
MAP Baltic	405-410	407-410	1.00	-	
MAP China 11-44	338-343	338-343	0.00	••	
MAP China 10-50	385-390	393-400	9.00	-	
MAP China 11-52	405-410	420-425	15.00	-	
MAP Morocco	440-445	440-445	0.00	••	
TSP Tunisia	360-365	360-365	0.00	••	
TSP Morocco	330-350	350-360	15.00	-	
TSP China	280-315	280-315	0.00	••	
TSP eastern Med (Lebanon/Israel)	335-345	335-345	0.00	••	
<b>DAP /MAP - cfr bulk</b>					
DAP/MAP Argentina/Uruguay	440-445	460-463	19.00	-	
MAP Brazil 11-52	430-435	438-440	6.50	-	
MAP Brazil 11-52 P2O5 equiv	697.22	712.02	14.80	-	
MAP Brazil 10-50 (ex-China)	400-409	407-414	6.00	-	
MAP Brazil 10-50 (ex-China) P2O5 equiv	681.83	696	14.17	-	
MAP Brazil 11-44 (ex-China)	360-370	367-374	5.50	-	
MAP Brazil 11-44 (ex-China) P2O5 equiv	670.58	685.8	15.22	-	
DAP India	407-408	411-417	6.50	-	
DAP India P2O5 equiv	727.81	741.94	14.13	-	
DAP Pakistan	421-422	421-422	0.00	••	
DAP Turkey	440-450	440-450	0.00	••	

Raw material contracts					\$/t
				±	
<b>Phosphoric acid/t - P2O5</b>					
cfr India	4Q18	768	3Q18	758	10.00
cfr western Europe	3Q18	775-850	2Q18	755-850	10.00
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00
<b>Phosphate rock (% BPL)</b>					
fob Jordan (68-70)	4Q18	100-101	3Q18	98	2.50
cfr India (68-70)	4Q18	119-120	3Q18	116	3.50
cfr India (70-72)	4Q18	135-139	3Q18	135-142	1.50
fob north Africa (69)	4Q18	113-115	3Q18	116-118	3.00
<b>Sulphur</b>					
cfr Tampa	4Q18	140	3Q18	121	19.00
cfr north Africa	4Q18	145-175	3Q18	127-147	23.00
<b>Ammonia</b>					
cfr Tampa	Jan19	285	Dec18	325	40.00

Spot Sales Selection - 10 January 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
Russia	Eurochem	Various	Brazil	10-15 MAP	\$430-435/t cfr	Jan
Lithuania	Eurochem	Various	Europe	5-10 DAP	\$430-435/t fob	Jan
Russia	Eurochem	TBC	Argentina	10 DAP	\$445/t cfr	Jan
Jordan	Trader	GSFC	India	30 DAP	\$406-407/t cfr	Jan
China	TBC	La Filipina TBC	Philippines	6 DAP	\$395-400/t fob	Jan
Saudi Arabia	Sabic	Distributor	Kenya	30 DAP/MAP	low/mid-\$410s/t fob	Jan

### HIGHLIGHTS THIS WEEK

#### Supply

- Brazilian MAP imports down 8pc yoy for 2018 at 3.3mn t
- OCP sold out on TSP through 1Q
- More Russian and Mexican mooted for US domestic
- Mosaic agrees Sinochem supply deal
- Chinese DAP exports up by 11pc in Jan-Nov 18
- Sabic sells 30,000t DAP/MAP to east Africa

#### Demand

- Australian import demand looks shaky
- Chinese bereft of export avenues
- NFL tender closes - no conclusion yet
- GSFC buys 30,000t Jordanian DAP

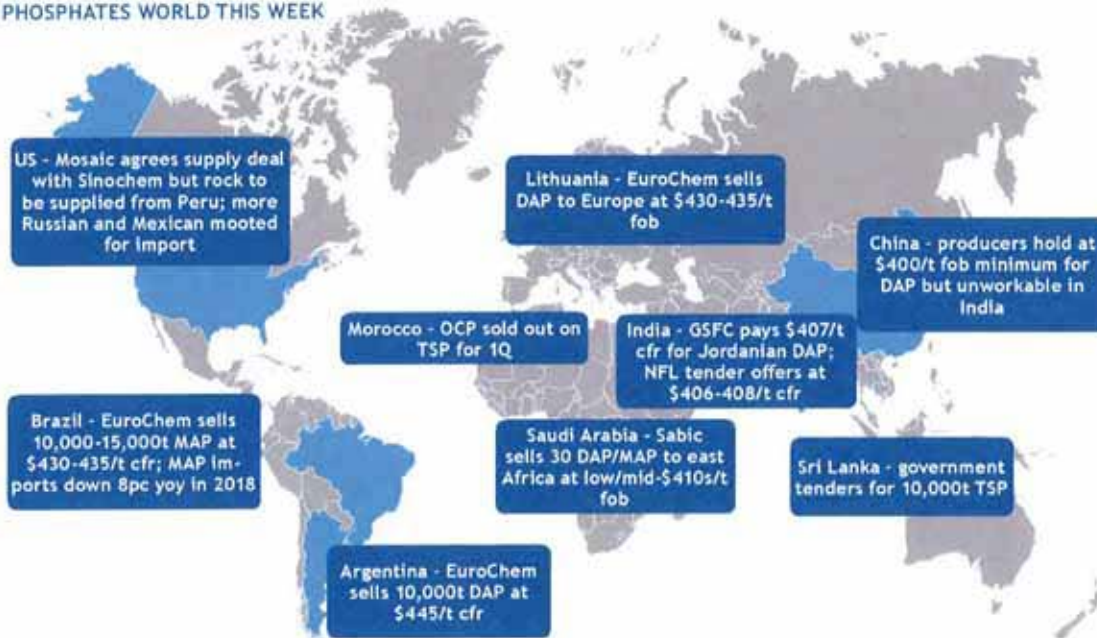
- Brazil steps in for 10,000-15,000t Russian MAP
- Sri Lanka issues 10,000t TSP tender

#### Prices

- NFL India offers at \$407-408/t cfr for DAP...
- ...but Chinese sticking to \$400/t fob minimum
- India already pays \$407/t cfr net of credit for Jordanian
- Brazil slips into \$430-435/t cfr range for MAP


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### THE PHOSPHATES WORLD THIS WEEK



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Outstanding 2018 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
Sri Lanka/MoA	TSP	7	11/12	1Q 19	Awarded
India/NFL	DAP	100	9/1	50kt DAP to both east and west coast	Offers in
Sri Lanka/MoA	TSP	10	22/1		Open

## NORTH AMERICA

### US

Mosaic has made no new export sales this week.

### US domestic

The US phosphate market continues to feel the pressure of a full supply chain and steady import lineup as both DAP and MAP barges declined this week.

Limited buying activity caused DAP Nola to drop by nearly \$1/st from the previous week to \$383-386/st fob Nola on confirmed trades.

MAP barge sales fell by nearly \$5/st from last week's midpoint to \$388-395/st fob Nola. Confirmed early week MAP sales of open-origin material for January-February delivery set the top end at \$390-395/st fob Nola. The low end was framed by a late week physical offer of prompt open-origin MAP at \$388/st fob Nola that gathered little buying interest, suggesting that the majority of buyers have withdrawn from the marketplace amid the heavy MAP stocks remaining in the supply chain.

Ameropa was in the freight market this week inquiring about a possible DAP/MAP cargo from Mexico to the US loading second-half January, nothing had been settled at time of publication. PhosAgro was reported to be mulling a late January cargo from the Baltic, but this remains unconfirmed.

### Canada

Canadian MAP imports were 144,000t in November, latest trade data show, of which 142,000t was supplied by US producers.

Canadian MAP imports are up by 7.1pc this year to 945,000t. US MAP accounted for 945,000t, up by 9.8pc on the year. Morocco's OCP shipped 49,000t in the period, down by around 11pc, and 14,000t originated in Russia.



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illuminating the markets

# **Exhibit I-32**



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# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-3 | Thursday 17 January 2019

## EXECUTIVE SUMMARY

### India DAP cfr price slips; Brazil out

The Indian DAP cfr level slipped marginally, but softening freight rates limited the impact on Chinese producers. Lower raw material costs and a firming Yuan also helped cushion the blow. Cfr values in southeast Asian fell more dramatically, with the mid-\$410s/t cfr paid in Thailand and possibly even lower in Indonesia, where a 160,000t DAP tender has been announced.

OCP was finally awarded the full 625,000t NPS tender in Ethiopia and has fixed three vessels for February. With the US also a continued outlet, the lack of a 1Q phosphoric acid deal in India looks less of an issue. But India could find the DAP cupboard bare in 2Q.

Latin America is in lock-down awaiting the Latino conference in Mexico later this month. Argus assessed the MAP cfr level in Brazil lower at \$420-425/t cfr on sentiment.

## MARKET DRIVERS

### OCP secures entire Ethiopian NPS tender

OCP will supply the full 625,000t of NPS to Ethiopia, which the producer had been awarded by government agency EABC in early October. This tightens the producer's availability notably, accounting for the equivalent of more than a month's output at Jorf Lasfar and eases the pressure to settle acid in India.

### US still an outlet

More Mexican and Russian material was identified in the US import line up this week. But a distinct improvement in the weather is needed to bolster sentiment.

## 30-60 DAY OUTLOOK

### Bottoming out

DAP prices east of Suez remain under pressure due to weak demand from the Indian subcontinent. Chinese producers still have few export options and domestic demand is weak.

West of Suez, there is very little liquidity. But the Latino conference should see a return to buying. Should there be no acid deal in India, then 2Q demand for DAP will be strong. A late rush in China's domestic market could create a squeeze on supply.

## PRICES

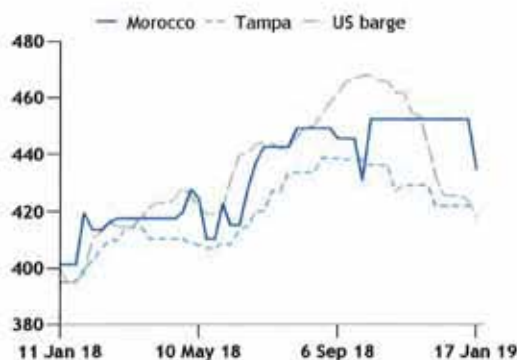
Key price assessments	\$/t		
	17 Jan	10 Jan	
<b>DAP/MAP - fob bulk</b>			
DAP/MAP Tampa	422	422	••
DAP China	393-400	395-400	-
DAP Saudi Arabia	410-415	410-415	••
MAP Baltic	405-410	405-410	••
<b>DAP/MAP - cfr bulk</b>			
DAP India	405-407	407-408	-
DAP Pakistan	421-422	421-422	••
MAP Brazil	420-425	430-435	-
Phosphoric acid India/t P2O5	768	768	••
<b>DAP - fca</b>			
DAP Benelux fot/fob duty paid/free	470-475	470-475	••

See page 2 for full price table

Selected DAP/MAP/NPK supply balance - January		'000t	
Exporter	Sold	Unsold	
OCP	520	-	
Ma'aden/SABIC	170	235	
Eurochem	190	-	
GCT	39-41	4-21	

## DAP fob prices

\$/t



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)



## MARKET ANALYSIS

**East soft; LatAm dead; US still the outlet**

Lower raw material costs, softer freight rates, an appreciating Yuan and the lack of demand east of Suez, have combined to pull DAP prices down. High stocks and the off-season have seen NFL pay marginally lower in India under its 100,000t DAP tender - in a \$405-407/t cfr range. This reflects the mid-\$390s/t fob at best for Chinese producers thanks to softening freight rates. Given the Indian stock situation, the purchase has raised eyebrows, especially with RCF also announcing a DAP purchase tender.

Southeast Asia has seen some activity but at substantially lower cfr prices. Thailand paid the mid-\$410s/t cfr for Chinese DAP, down \$10/t on last business. With the Chinese facing very limited support from the domestic market, some further export sales are to be expected. The question again rises as to how the domestic system will cope after Chinese New Year. A theoretical shortage could see a rush for tonnage, around the time Indian DAP demand begins to stir.

In Indonesia, Pupuk is tendering for 160,000t DAP for March to August delivery.

There is no progress on 1Q phosphoric acid negotiations in India. OCP wants a rollover, citing lower raw material ammonia and sulphur costs in India. But the Indians want a reported \$70/t P2O5 cut due to weaker downstream global DAP prices. The two parties remain far apart and the real possibility exists that there will now be no agreement for 1Q. OCP will point to Ethiopia opening l/cs on the remaining 425,000t of NPS business for 1Q delivery. OCP has already fixed three vessels for February shipment. Combined with commitments for Benin, the producer is under little pressure for February loading. No acid agreement would pressure Indian DAP stocks at the beginning of 2Q as domestic DAP production will be hampered.

West of Suez prices are largely notional. Brazil was assessed lower on sentiment at \$420-425/t cfr. Sellers are reluctant to chase prices down in a vacuum of demand ahead of the Latino conference later this month.

Nitron is reported to have placed a Mexican cargo into Portland. The US continues to be the outlet of choice for long producers. EuroChem will now ship two vessels, one to the east coast, one to Nola, in January and another in February. PhosAgro also confirmed it will ship a DAP/MAP combination. But any upside in the US phosphate market is entirely dependent on improved weather conditions.



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Phosphates prices					\$/t
	17 Jan	10 Jan	±		
<b>DAP/MAP/TSP - fob bulk</b>					
DAP/MAP Tampa	422	422	0.00	♦♦	
DAP/MAP Tampa equivalent Brazil	402-407	407-412	5.00	-	
DAP Tampa equivalent India	369-371	369-370	0.50	-	
DAP Tunisia	440-445	450	7.50	-	
DAP Morocco	425-445	450-455	17.50	-	
DAP Morocco P2O5 equiv	806.95	844.99	38.04	-	
DAP Morocco equivalent US terminals	418-424	417-423	1.00	-	
DAP Lithuania Baltic	430-435	430-435	0.00	♦♦	
DAP Russia Baltic/Black Sea	402-415	402-415	0.00	♦♦	
DAP China	393-400	395-400	1.00	-	
DAP China P2O5 equiv	727.5	729.21	0.86	-	
DAP Saudi Arabia (KSA)	410-415	410-415	0.00	♦♦	
DAP Mexico	420-425	425-430	5.00	-	
DAP/MAP Australia	410-412	410-412	0.00	♦♦	
DAP US Gulf domestic barge \$/st	378-380	383-386	5.50	-	
DAP Central Florida railcar \$/st	415	415	0.00	♦♦	
DAP China ex-works	382-396	382-396	0.00	♦♦	
DAP Benelux fob/fob duty paid/free	470-475	470-475	0.00	♦♦	
MAP Baltic	405-410	405-410	0.00	♦♦	
MAP China 11-44	338-343	338-343	0.00	♦♦	
MAP China 10-50	385-390	385-390	0.00	♦♦	
MAP China 11-52	405-410	405-410	0.00	♦♦	
MAP Morocco	440-445	440-445	0.00	♦♦	
TSP Tunisia	360	360-365	2.50	-	
TSP Morocco	330-350	330-350	0.00	♦♦	
TSP China	280-315	280-315	0.00	♦♦	
TSP eastern Med (Lebanon/Israel)	335-345	335-345	0.00	♦♦	
<b>DAP /MAP - cfr bulk</b>					
DAP/MAP Argentina/Uruguay	440-445	440-445	0.00	♦♦	
MAP Brazil 11-52	420-425	430-435	10.00	-	
MAP Brazil 11-52 P2O5 equiv	677.99	697.22	19.23	-	
MAP Brazil 10-50 (ex-China)	390-400	400-409	9.50	-	
MAP Brazil 10-50 (ex-China) P2O5 equiv	662.83	681.83	19.00	-	
MAP Brazil 11-44 (ex-China)	352-361	360-370	8.50	-	
MAP Brazil 11-44 (ex-China) P2O5 equiv	651.26	670.58	19.32	-	
DAP India	405-407	407-408	1.50	-	
DAP India P2O5 equiv	744.23	727.81	16.42	-	
DAP Pakistan	421-422	421-422	0.00	♦♦	
DAP Turkey	440-450	440-450	0.00	♦♦	

Raw material contracts					\$/t
					±
<b>Phosphoric acid/t - P2O5</b>					
cfr India	4Q18	768	3Q18	758	10.00 -
cfr western Europe	3Q18	775-850	2Q18	755-850	10.00 -
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00 -
<b>Phosphate rock (% BPL)</b>					
fob Jordan (68-70)	4Q18	100-101	3Q18	98	2.50 -
cfr India (68-70)	4Q18	119-120	3Q18	116	3.50 -
cfr India (70-72)	4Q18	135-139	3Q18	135-142	1.50 -
fob north Africa (69)	4Q18	113-115	3Q18	116-118	3.00 -
<b>Sulphur</b>					
cfr Tampa	4Q18	140	3Q18	121	19.00 -
cfr north Africa	4Q18	145-175	3Q18	127-147	23.00 -
<b>Ammonia</b>					
cfr Tampa	Jan19	285	Dec18	325	40.00 -

Spot Sales Selection - 17 January 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
China	Aries	NFL	India	100 DAP	\$405.47-406.97/t cfr	Jan-Feb
Tunisia	GCT	TBC	Italy	15 DAP	low/mid-\$440s/t fob	Jan-Feb
Tunisia	GCT	TBC	France	6 DAP	low/mid-\$440s/t fob	Jan-Feb
Tunisia	GCT	TBC	France	6 TSP	\$360/t fob	Jan-Feb
Morocco	OCP	TBC	Mali	30 MAP/DAP	\$440/t cfr	January

## HIGHLIGHTS THIS WEEK

### Supply

- OCP strengthens January export line-up
- GCT sells 20,000t of DAP into Mediterranean Europe...
- ...and 6,000t of TSP to France
- Aries/Kailin to supply NFL with 100,000t of DAP
- Phosagro to ship DAP/MAP combo vessel to US this month
- OCP awarded full Ethiopian 625,000t NPS tender

### Demand

- NFL concludes negotiations for 100,000t of DAP
- Pupuk Indonesia tenders for a total of 165,000t of DAP...
- ...and an importer is linked with a fresh DAP sale
- RCF tenders for 40,000-50,000t of DAP
- Thailand's Terragro buys Chinese DAP cargo

- OCP sells 30,000t MAP/DAP to Mali for this month
- Pakistan DAP demand nonexistent
- And Australian phosphates demand slow

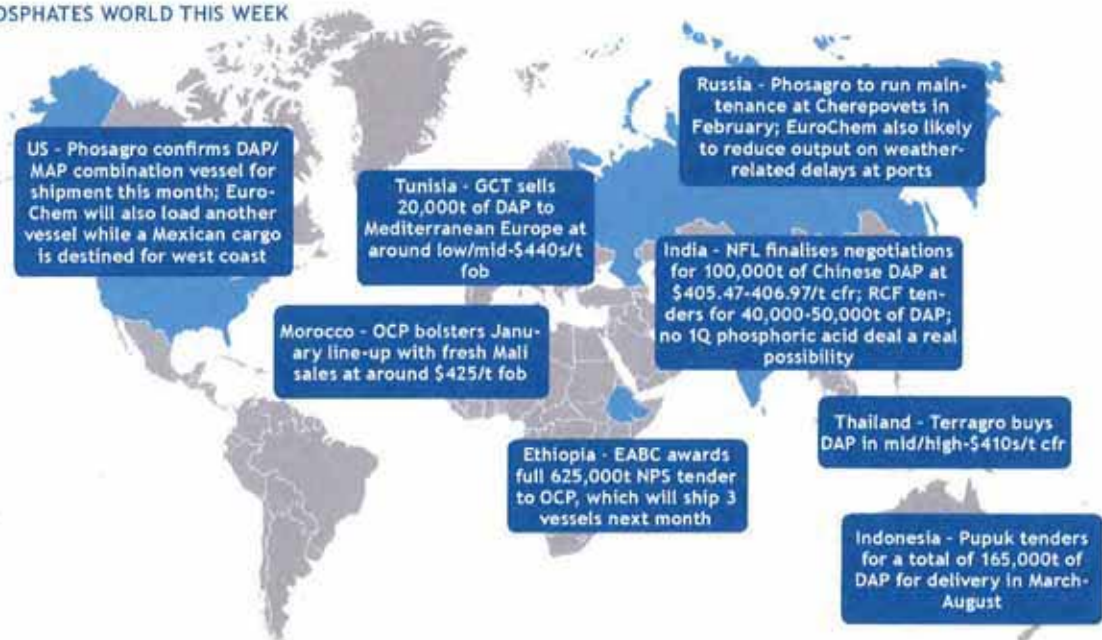
### Prices

- NFL buys DAP at \$405.47-406.97/t cfr India...
- ...equivalent of around \$393/t fob China
- OCP sells DAP/MAP at around \$425/t fob
- GCT sells DAP in the low/mid-\$440s/t fob



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## THE PHOSPHATES WORLD THIS WEEK



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Outstanding 2018 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
Sri Lanka/MoA	TSP	7	11/12	1Q 19	Awarded
India/NFL	DAP	100	9/1	50kt DAP to both east and west coast	Offers in
India/RCF	DAP	40-50	21/1	Ship to Krishnapatnam	Open
Sri Lanka/MoA	TSP	10	22/1		Open
Indonesia/Pupuk	DAP	165	TBC	80kt for Gresik, 40kt for Kujang, 30kt for Kaltim, 15kt for Puar	Open

**NORTH AMERICA**

**US**

Mosaic did not report any sales this week. The producer is loading the *Leonarisso* with around 45,000t of DAP at Tampa for its India distribution network.

**US domestic**

US phosphate prices continue to wilt as heavy supply pressures suffocate buyer demand.

DAP barges were sold at \$378-380/st fob Nola this week, causing the midpoint to drop below the \$380/st mark for the first time since March 2018.

MAP barges fell to an eight month low at the midpoint, as the \$383-385/st fob Nola range was underpinned by confirmed physical offers and market sentiment that MAP holds a \$5/st premium over DAP.

Phosphate prices are expected to remain under pressure until the start of spring applications, which being in late February- early March in the southern half of the US.

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**2019 Events**

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Argus Added Value Fertilizers Europe 13-15 February   Barcelona, Spain	Argus Asia Fertilizer 10-12 April   Shanghai, China	Argus NPK and Added Value Fertilizers Asia Details TBC
Argus Africa Fertilizer 27 February - 1 March Marrakech, Morocco	West Africa Fertilizer Forum 24 - 26 April   Lomé, Togo	September
March	May	October
Argus Middle East Fertilizer 25-27 March   Muscat, Oman	Argus East Europe Fertilizer 15 - 17 May   Vienna, Austria	Argus Europe Fertilizer Details TBC
	Argus Added Value Fertilizers US Details TBC	

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# **Exhibit I-33**

## EXECUTIVE SUMMARY

### US drops \$10/st; Brazil watches

Prices remain soft globally. In the US, the cold weather plus plentiful supply have seen prices 'tank', down to the equivalent of around \$400/t cfr. Brazilian buyers at the FLA conference are bidding lower at \$410-420/t cfr versus offers at \$430/t cfr. Buyers can wait.

In India, one cargo of Chinese DAP traded marginally lower at \$404-405/t cfr plus a Saudi cargo around the same price. Stocks are high at 1mn t on much improved local production. In east Africa, Saudi fob netbacks fell \$5/t on last done business for February shipment.

Producers are resorting to either pulling out of the market, running at lower rates, shipping more product to the US, or selling on formula/consignment.

## MARKET DRIVERS

### Australia/China weigh on MAP

Australian MAP demand is lacklustre, particularly on the east. Chinese producers, also facing a poor domestic pull from the NPK sector, will look west - 10-50 MAP prices will cap 11-52 prices in Brazil.

### Brazil can wait

Soybean prices are not attractive relative to MAP pricing. Moreover, Brazil continues to import basis contractual/distribution and formula tonnage. The January line up is strong at 230,000t. This removes the necessity for spot prices to spike. Major demand will not appear before 2Q.

### US 'polar vortex' to last through 1Q

The cold weather and full pipeline makes the US a less likely export outlet for 1Q. There is no chance of an early application season in the south and the weather forecast is poor to March. Daylight loading operations and high water mean a major delay unloading imports at Nola.

## 30-60 DAY OUTLOOK

### Soft for rest of 1Q

An improvement in the Chinese domestic market post-Lunar New Year is possible but the application season will be squeezed.

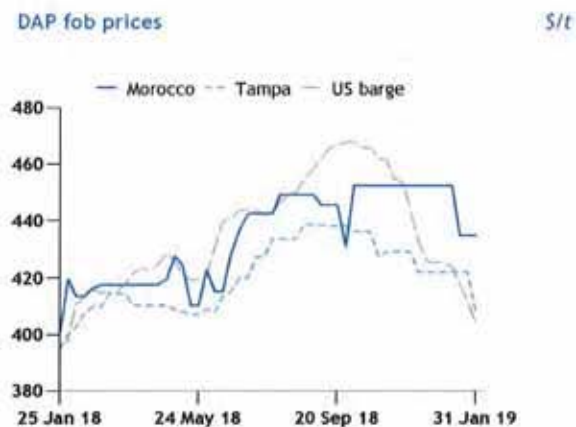
## PRICES

Key price assessments	\$/t	
	31 Jan	24 Jan
<b>DAP/MAP - fob bulk</b>		
DAP/MAP Tampa	405-410	422
DAP China	390-393	393-395
DAP Saudi Arabia	398-420	410-415
MAP Baltic	395-405	405-410
<b>DAP/MAP - cfr bulk</b>		
DAP India	404-405	405-407
DAP Pakistan	410-412	410-412
MAP Brazil	420-430	425-435
Phosphoric acid India/t P <sub>2</sub> O <sub>5</sub>	750	750
<b>DAP - fca</b>		
DAP Benelux fob/fob duty paid/free	470-475	470-475

See page 2 for full price table

Selected DAP/MAP/NPK supply balance - January		'000t	
Exporter	Sold	Unsold	
OCP	520	-	
Ma'aden/SABIC	170	235	
Eurochem	170	5	
GCT	39-41	4-21	

### DAP fob prices



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)



## MARKET ANALYSIS

## US freeze felt further afield

The tone of the phosphates market turned decidedly chilly this week. The 'polar vortex' in the US midwest saw temperatures plummet. The US domestic market followed suit. Put simply, the US market 'tanked' on cold weather, a full pipeline and heavy imports. US DAP barges fell \$10/st in a week. MAP prices are now in the mid/high-\$360s/st fob Nola, equivalent to just over \$400/t cfr. This has profound ramifications for the rest of the global market.

Firstly, with the US having covered 60pc of its 1Q 2018 total import requirement already, and with reports of heavy congestion at Nola on high water in the river system, the strategy of pushing more product into the US looks risky, at least short term.

Moreover, Brazilian importers are taking note. At FLA Mexico, the clear question is why pay \$425-430/t cfr (current offers for Mexican and Russian), \$30/t higher than the US and \$20/t higher than India? Bids are \$415-420/t cfr at most. Brazilians can wait. The January MAP line up is over 200,000t as producers continue to push tonnage in on formula, consignment for their own systems. Spot market prices will not rise with supply adequate. Moreover, soybean prices are not attractive relative to MAP pricing.

There are other producer concerns for the MAP market. Australian demand is lacklustre, particularly on the east. Suppliers from China also face a poor domestic pull from the NPK sector, and will eventually look west. Traditionally, Chinese 10-50/11-44 MAP prices eventually cap 11-52 prices in Brazil.

Indian demand remains highly sporadic, confined to one cargo of Chinese DAP trading marginally lower this week at \$404-405/t cfr, plus a Saudi cargo around the same price. The settlement of the 1Q phosphoric acid contract put pay to hopes of significant DAP import demand. Provisional data shows January DAP production more than double the 2018 figure at over 400,000t. DAP stocks are over 1mn t.

The response of the sell side has been to pull out of the market, push more MAP to the US or sell to east coast Africa. In Kenya, Ma'aden sold a DAP cargo with fob netbacks falling \$5/t on December business for February shipment. Sabic also sold to the east coast under formula.

A rebound in the Chinese domestic market post-Lunar New Year could help. But 1Q looks cold comfort for producers.



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Phosphates prices				\$/t	
	31 Jan	24 Jan	±		
<b>DAP/MAP/TSP - fob bulk</b>					
DAP/MAP Tampa	405-410	422	14.50	-	
DAP/MAP Tampa equivalent Brazil	402-412	407-417	5.00	-	
DAP Tampa equivalent India	373-374	371-373	1.50	-	
DAP Tunisia	440-445	440-445	0.00	**	
DAP Morocco	425-445	425-445	0.00	**	
DAP Morocco P2O5 equiv	813.33	808.13	5.20	-	
DAP Morocco equivalent US terminals	419-425	419-425	0.00	**	
DAP Lithuania Baltic	430-435	430-435	0.00	**	
DAP Russia Baltic/Black Sea	395-415	402-415	3.50	-	
DAP China	390-393	393-395	2.50	-	
DAP China P2O5 equiv	715.93	722.54	3.31	-	
DAP Saudi Arabia (KSA)	398-420	410-415	3.50	-	
DAP Mexico	400-405	420-425	20.00	-	
DAP/MAP Australia	410-412	410-412	0.00	**	
DAP US Gulf domestic barge \$/st	363-370	373-375	7.50	-	
DAP Central Florida railcar \$/st	415	415	0.00	**	
DAP China ex-works	382-396	382-396	0.00	**	
DAP Benelux fot/fob duty paid/free	470-475	470-475	0.00	**	
MAP Baltic	395-405	405-410	7.50	-	
MAP China 11-44	338-343	338-343	0.00	**	
MAP China 10-50	385-390	385-390	0.00	**	
MAP China 11-52	405-410	405-410	0.00	**	
MAP Morocco	440-445	440-445	0.00	**	
TSP Tunisia	360	360	0.00	**	
TSP Morocco	330-350	330-350	0.00	**	
TSP China	300-315	300-315	0.00	**	
TSP eastern Med (Lebanon/Israel)	335-345	335-345	0.00	**	
<b>DAP /MAP - cfr bulk</b>					
DAP/MAP Argentina/Uruguay	430-435	430-440	2.50	-	
MAP Brazil 11-52	420-430	425-435	5.00	-	
MAP Brazil 11-52 P2O5 equiv	691.99	695.86	3.87	-	
MAP Brazil 10-50 (ex-China)	390-405	395-409	4.50	-	
MAP Brazil 10-50 (ex-China) P2O5 equiv	676.52	680.09	3.57	-	
MAP Brazil 11-44 (ex-China)	352-365	356-370	4.50	-	
MAP Brazil 11-44 (ex-China) P2O5 equiv	666.67	670.11	3.44	-	
DAP India	404-405	405-407	1.50	-	
DAP India P2O5 equiv	740.97	744.23	3.26	-	
DAP Pakistan	410-412	410-412	0.00	**	
DAP Turkey	440-450	440-450	0.00	**	

Raw material contracts						\$/t	
							±
<b>Phosphoric acid/t - P2O5</b>							
cfr India	1Q19	750	4Q18	768	18.00	-	
cfr western Europe	3Q18	775-850	2Q18	755-850	10.00	-	
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00	-	
<b>Phosphate rock (% BPL)</b>							
fob Jordan (68-70)	4Q18	100-101	3Q18	98	2.50	-	
cfr India (68-70)	4Q18	119-120	3Q18	116	3.50	-	
cfr India (70-72)	4Q18	135-139	3Q18	135-142	1.50	-	
fob north Africa (69)	4Q18	113-115	3Q18	116-118	3.00	-	
<b>Sulphur</b>							
cfr Tampa	1Q19	109	4Q18	140	31.00	-	
cfr north Africa	1Q19	103-134	4Q18	145-175	41.50	-	
<b>Ammonia</b>							
cfr Tampa	Feb19	285	Jan19	285	0.00	**	

Spot Sales Selection - 31 January 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
Saudi Arabia	Ma'aden	Various	Kenya	32 DAP	mid-\$440s/t cfr	Feb
Saudi Arabia	Sablc	NFL TBC	India	40 DAP	mid-\$400s/t cfr	Feb
Saudi Arabia	Sablc	Various	ec Africa	30 DAP	Formula	Feb
China	YUC	Chambal	India	45 DAP	\$404-405/t cfr	Feb
Russia	PhosAgro	TBC	US	50 DAP/MAP	Formula	Feb

HIGHLIGHTS THIS WEEK

Supply

- US import vessels face two-week discharge
- ...high water and daylight hours hit Nola unloading
- IPL Australia suffers outage - 50,000t lost
- Indian DAP stocks over 1mn t at end January
- Indian port stocks fall to 193,000t...
- ...down 160,000t in a single week
- Chinese domestic pipeline relatively empty
- More Saudi ammonia on market hint at lower output

Demand

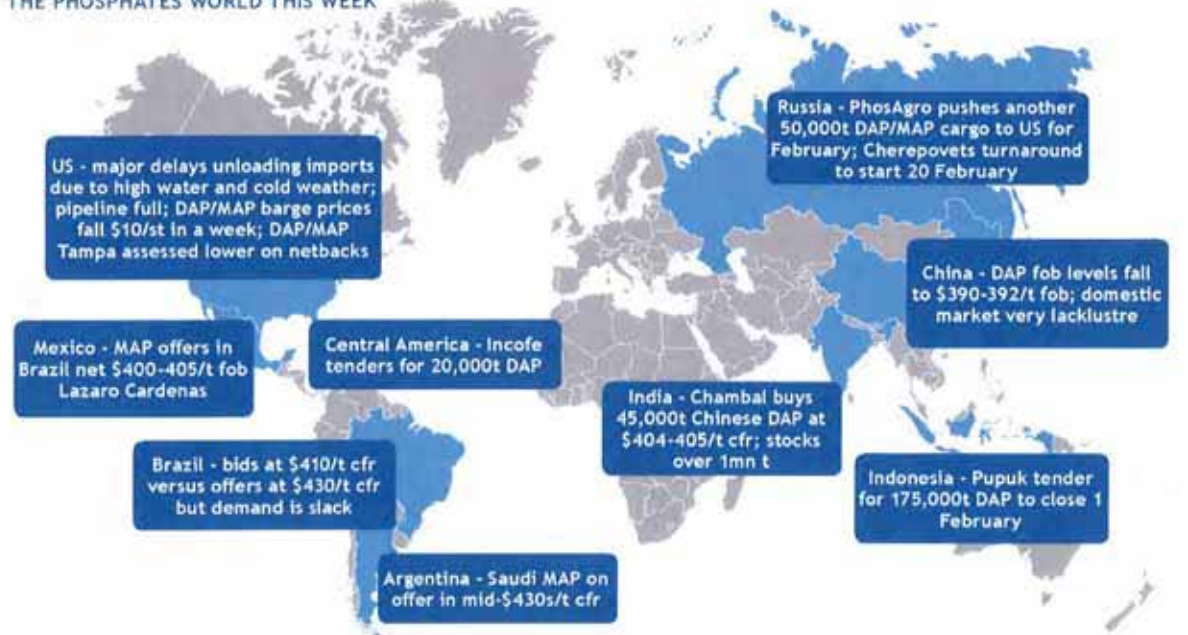
- Chambal India buys 45,000t Chinese DAP
- But RCF India scraps its tender
- Incofe tenders for 20,000t DAP
- Indonesia 175,000t DAP tender date set
- East coast Africa buys more Saudi DAP for February
- Thailand in market for 6,000t DAP

Prices

- US DAP and MAP prices fall around \$10/st
- Indian DAP slightly lower at \$404-405/t cfr
- Kenyan cfr price falls \$5/t to mid-\$440s/t cfr
- China DAP price edges towards \$390/t fob
- Saudi MAP discussed in Argentina in mid-\$430s/t cfr

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THE PHOSPHATES WORLD THIS WEEK



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Outstanding 2018 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
Sri Lanka/MoA	TSP	7	11/12	1Q 19	Awarded
India/NFL	DAP	100	9/1	50kt DAP to both east and west coast	Offers in
India/RCF	DAP	40-50	21/1	Ship to Krishnapatnam	Scrapped
Sri Lanka/MoA	TSP	10	22/1		Prices opened
Indonesia/Pupuk	DAP	165	1/2	80kt for Gresik, 40kt for Kujang, 40kt for Kaltim, 15kt for Pusri	Open

## NORTH AMERICA

### US

Mosaic reports no new export sales this week.

It further declined to comment on reports that it had sold 6,000t of DAP to central America at around \$395/t fob Tampa. However given the lack of recent liquidity, Argus has assessed the DAP/MAP Tampa price lower based on available netbacks from Brazil and offers in Central America at a range of \$405-410/t fob.

### US domestic

US phosphate prices continue to fall under the combined pressure of large warehouse inventories, a substantial first quarter import lineup and limited demand.

A blistering cold arctic blast brought record low temperatures to the Midwest this week, keeping buyers at home and freezing the bulk of market activities. Despite the harsh weather conditions, some trade was concluded as an open-origin February DAP barge was confirmed at \$363/st fob Nola, setting the low end of this week's range. Nola DAP was settled at \$363-370/st fob, with the top being notionally framed by market sentiment and the confirmed sale of four open-origin barges that occurred late last Thursday.

MAP barges fell to a 14 month low at the midpoint this week to \$365-373/st fob Nola. Confirmed physical offers of open-origin MAP for February shipment underpinned the low end of this week's range as the high end was marked by market sentiment that MAP barges now hold a \$2-3/st premium over DAP. The forward outlook for MAP looks weak as a March barge of open-origin MAP was traded at \$365/st fob Nola this week.

Argus estimates the US first quarter phosphates import line-up at 756,000t with the addition of four vessels arriving in February. OCP has scheduled three vessels during the month, beginning with the 11 February arrival of the *Wolverine*. Phosagro is expected to load a 50,000t DAP/MAP cargo for the US in the month. The new first quarter additions now cover an estimated 79pc of the 952,000t received during the first quarter 2018.

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# **Exhibit I-34**

## EXECUTIVE SUMMARY

### India DAP hits \$400/t cfr; US falls heavily

Phosphate price levels fell further this week, as the market waited for the results of key Indian DAP tenders. Fertrade offered the lowest price into NFL's DAP purchase tender this week at \$399.71/t cfr India, a drop of around \$2/t on previous business. Fertrade's offer equates to around \$385-386/t fob China. Aries submitted an offer of \$401.69/t cfr India into RCF's 46,000t DAP purchase tender last week.

In Europe, GCT reported DAP sales totalling 24,000t at around \$430/t fob, and OCP has sold 50,000t of DAP at around \$425/t fob, a drop of around \$20/t from previous European sales.

West of Suez, the US market fell dramatically with DAP into the \$330s/st fob Nola, down around \$15/st in a single week.

In Brazil, sales of MAP 11-52 were reported in a very wide band, but Argus assessed the range based on market consensus at \$410-415/t cfr.

## MARKET DRIVERS

### Incitec outage offers Chinese suppliers reprieve

The shutdown at IPL's Phosphate Hill plant in Australia continues to offer Chinese suppliers an outlet. Chinese producers are under further pressure from Indian buyers and traders to lower fob levels, but demand from IPL has tightened supply for March. There were further unconfirmed reports of Chinese DAP cargoes sold to IPL this week.

### Q2 phosacid negotiations rumble on

Negotiations between OCP and Indian buyers over next quarter's phosphoric acid price continued this week. OCP is targeting a rise, but market sentiment is that a further drop in line with the fall in finished phosphate prices is likely.

## 30-60 DAY OUTLOOK

### Soft west of Suez, soft-to-flat eastwards

The sharp fall in US domestic prices will hinder any attempts to bolster MAP prices in Brazil, as will a large consignment of Chinese NPs. Argentina cfr prices are also falling. Chinese DAP prices remain under pressure but maintenance and Australian demand could stem the drop in India cfr bids.

## PRICES

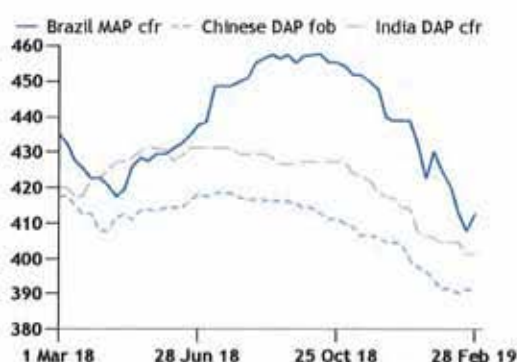
Key price assessments	\$/t	
	28 Feb	21 Feb
Argus DAP Index	114.413	114.887
DAP/MAP - fob bulk		
DAP/MAP Tampa	391-395	391-395
DAP China	387-395	387-395
DAP Saudi Arabia	395-420	395-420
MAP Baltic	395-400	395-400
DAP/MAP - cfr bulk		
DAP India	400-402	401-402
DAP Pakistan	407	407
MAP Brazil	410-415	405-410
Phosphoric acid India/t P2O5	750	750
DAP - fca		
DAP Benelux fob/fob duty paid/free	465-470	465-470

See page 2 for full price table

Selected DAP/MAP/NPK supply balance - February	'000t	
Exporter	Sold	Unsold
Ma'aden/SABIC	240	160
Eurochem	173	-
GCT	39-41	4-21

## Key Indicative Prices

USD/t



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)

## MARKET ANALYSIS

## India and US DAP levels pressured

DAP prices fell in India and the US this week, as demand continues to wane and traders seek to pressure fob levels in key supply regions.

East of Suez, all eyes were on the results of various DAP purchase tenders in India, the lowest offer into which was under \$400/t cfr - the first time offers have fallen below this level in over a year. Fertrade offered \$399.71/t cfr into NFL's 100,000t tender, but offers under RCF's 46,000t DAP request were at least \$2/t higher - as one would expect for the lower volumes. Any notion that the comparatively tentative offers from traders into RCF's tender - \$403.90/t and \$406/t cfr from Fertrade and Quantum, respectively - indicated that traders are wary of shorting Chinese product, were dispelled when the results of the NFL tender emerged today.

Chinese producers continue to hold offers at \$390/t fob, and some have threatened to shut down production if prices fall below this level. This rhetoric will now be tested as the latest offers reflect \$385-386/t fob China. The strengthening yuan has further compounded Chinese suppliers' woes.

But the outage at Australia's Incitec Pivot (IPL) continues to offer Chinese suppliers a lifeline. Yihua has reportedly sold 15,000t of DAP to IPL, tightening availability at a crucial juncture in the face of weak domestic DAP demand. Indonesia's Pupuk has awarded its 175,000t long-term DAP purchase tender, which will tighten Chinese supply further.

West of Suez, demand in Brazil is picking up, despite the market offering a healthy premium to the US. Business has again taken place at a wide range, underscored by trader sales of Mexican 11-52 at around \$395/t cfr at the low end, and Russian sold in the low/mid-\$420s/t cfr at the high end. MAP 11-52 is under further pressure following the large volumes of Chinese 11-44 shorted last week.

The heavy import line-up and 'polar vortex' in the US has resulted in Nola DAP barges trading at \$330-338/st - down by \$14/st this week, which makes producer offers in Brazil in the \$420s/t cfr look optimistic. Elsewhere, offers into Argentina are dropping, as suppliers seek to finalise cargoes.

Europe took around 75,000t of North African DAP for March shipment, but at much lower prices in a \$425-430/t fob range.

Pockets of demand elsewhere emerged with a 90,000t TSP in Iran closing in April plus small DAP tenders in Mauritania and Central America.



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Phosphates prices				\$/t	
	28 Feb	21 Feb	±		
Argus DAP Index	114.413	114.887	0.474	-	
DAP/MAP/TSP - fob bulk					
DAP/MAP Tampa	391-395	391-395	0.00	**	
DAP/MAP Tampa equivalent Brazil	387-392	382-387	5.00	-	
DAP Tampa equivalent India	367-369	368-369	0.50	-	
DAP Tunisia	430	440-445	12.50	-	
DAP Morocco	390-425	390-445	10.00	-	
DAP Morocco P2O5 equiv	766.07	792.3	26.23	-	
DAP Morocco equivalent US terminals	421-426	420-426	0.50	-	
DAP Lithuania Baltic	425	425	0.00	**	
DAP Russia Baltic/Black Sea	395-415	395-415	0.00	**	
DAP China	387-395	387-395	0.00	**	
DAP China P2O5 equiv	718.15	717.2	0.47	-	
DAP Saudi Arabia (KSA)	395-420	395-420	0.00	**	
DAP Mexico	390-400	390-400	0.00	**	
DAP/MAP Australia	410-412	410-412	0.00	**	
DAP US Gulf domestic barge \$/st	330-338	345-350	13.50	-	
DAP Central Florida railcar \$/st	415	415	0.00	**	
DAP China ex-works	389-403	382-396	7.00	-	
DAP Benelux fob/fob duty paid/free	465-470	465-470	0.00	**	
MAP Baltic	395-400	395-400	0.00	**	
MAP China 11-44	320-325	320-325	0.00	**	
MAP China 10-50	360-385	385	12.50	-	
MAP China 11-52	405-410	405-410	0.00	**	
MAP Morocco	440-445	440-445	0.00	**	
TSP Tunisia	360	360	0.00	**	
TSP Morocco	330-350	330-350	0.00	**	
TSP China	300-310	300-305	2.50	-	
TSP eastern Med (Lebanon/Israel)	335-345	335-345	0.00	**	
DAP /MAP - cfr bulk					
DAP/MAP Argentina/Uruguay	415-425	420-425	2.50	-	
MAP Brazil 11-52	410-415	405-410	5.00	-	
MAP Brazil 11-52 P2O5 equiv	679.45	669.84	9.61	-	
MAP Brazil 10-50 (ex-China)	380-390	376-385	4.50	-	
MAP Brazil 10-50 (ex-China) P2O5 equiv	662.39	653.39	9.00	-	
MAP Brazil 11-44 (ex-China)	343-352	335-337	11.50	-	
MAP Brazil 11-44 (ex-China) P2O5 equiv	655.26	629.13	26.13	-	
DAP India	400-402	401-402	0.50	-	
DAP India P2O5 equiv	738	739.08	1.08	-	
DAP Pakistan	407	407	0.00	**	
DAP Turkey	440-450	440-450	0.00	**	

Raw material contracts				\$/t	
					±
Phosphoric acid/t - P2O5					
cfr India	1Q19	750	4Q18	768	18.00 -
cfr western Europe	3Q18	775-850	2Q18	755-850	10.00 -
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00 -
Phosphate rock (% BPL)					
fob Jordan (68-70)	4Q18	100-101	3Q18	98	2.50 -
cfr India (68-70)	4Q18	119-120	3Q18	116	3.50 -
cfr India (70-72)	4Q18	135-139	3Q18	135-142	1.50 -
fob north Africa (69)	1Q19	70-110	4Q18	113-115	24.00 -
Sulphur					
cfr Tampa	1Q19	109	4Q18	140	31.00 -
cfr north Africa	1Q19	103-134	4Q18	145-175	41.50 -
Ammonia					
cfr Tampa	Feb19	285	Jan19	285	0.00 **



Spot Sales Selection - 28 February 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
Lithuania	Eurochem	Various	Northern Europe	10-15 DAP	\$425/t fob	April
Russia	Eurochem	TBC	Brazil	10-12 MAP	\$400/t fob	March
Tunisia	GCT	Various	Europe	25 DAP	\$430/t fob	March
Morocco	OCP	Various	Europe	50 DAP	\$425/t fob	March
China	YUC	Chambal	India	60 DAP	\$402/t cfr	March
Mexico	Nitron	TBC	Brazil	8 MAP	\$395/t cfr	March

## HIGHLIGHTS THIS WEEK

### Supply

- Traders offer Chinese DAP into India
- OCP, GCT sell total 75,000t of DAP to Europe
- Chinese suppliers reportedly sell to IPL Australia
- IPL to remain down until late April-mid May
- Ma'aden signs deals to supply total of 5mn t to India
- Pemex's Fertinal plant still down
- Turkey's Eti Bakir producing 25,000-30,000t of DAP/month
- Eurochem sells 11-52 to Brazil
- Phosagro looks to build Argentina DAP/MAP cargo
- New Alberta terminal to offset Redwater closure
- OCP to ship 2 MAP/DAP vessels to the US next month...
- ...and 4-5 NPS vessels to Ethiopia/Benin

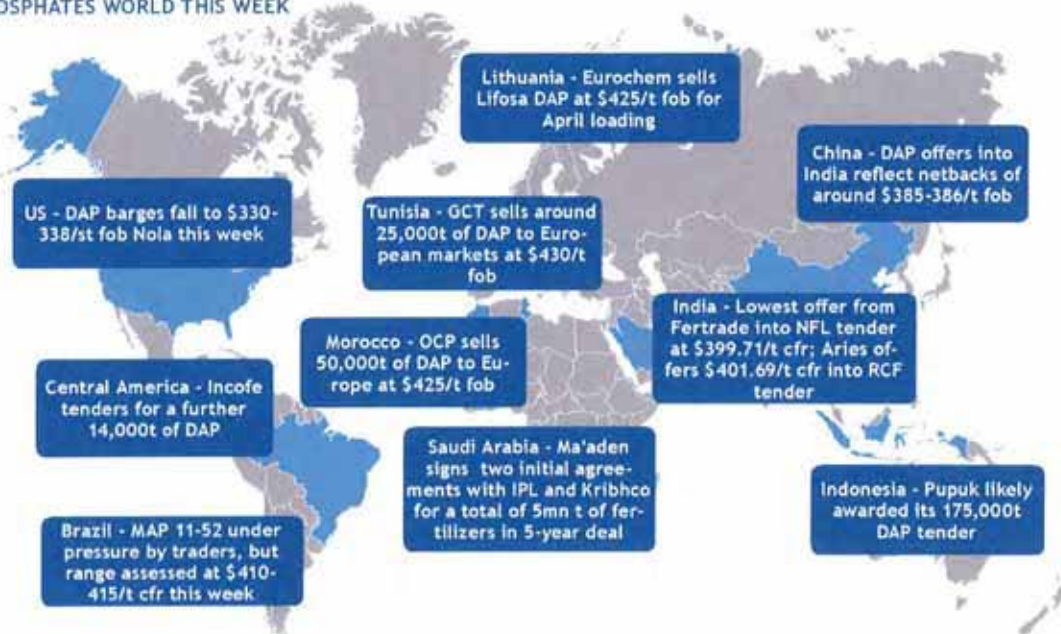
### Demand

- Pupuk awards 175,000t DAP tender
- Indian buyers wait for tender results
- Brazilian MAP demand emerges
- Incofe issues 14,000t DAP tender
- Mauritania issues 7,800t DAP tender
- Iran issues 90,000t TSP tender
- Europe buys 75,000t North African DAP...
- ...plus 10,000-15,000t Lithuanian DAP

### Prices

- DAP offers fall below \$400/t cfr India...
- ...reflecting \$385-386/t fob China
- US DAP barge trades as low as \$430/st fob Nola
- North African DAP sold to Europe at \$425-430/t fob
- Argentina offers fall to \$415-420/t cfr

## THE PHOSPHATES WORLD THIS WEEK



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Outstanding 2018 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
India/RCF	DAP	46	21/2	30 days from l/cs	Prices opened
Indonesia/Pupuk	DAP	175	22/2	80kt for Gresik, 40kt for Kujang, 40kt for Kaltim, 15kt for Pusri	Likely awarded
India/RCF	DAP	50	25/2	30 days from l/cs	Prices opened
C America/Incofe	DAP	14	TBC	Atlantic ports	Closed
India/NFL	DAP	100	27/2	March	Prices opened
Mauritania/Gov	DAP	8	5/3		Open
Iran/ASSC	TSP	3 x 30	6/4		Open

## NORTH AMERICA

### US

Mosaic reported no new export sales this week.

### US domestic

US phosphate prices moved sharply lower this week as the market continues to be plagued by ample supplies and absent demand.

The struggle to find market liquidity sent DAP barge offers down by nearly \$14/st week-over-week to a 16-month low of \$330-338/st fob Nola with suppliers finding trade at the low end of the range.

MAP buyers remained on the sidelines this week despite barges offers falling by \$16/st from last week to \$335-338/st fob Nola, the lowest since October 2017.

The market may not be able to recover from the compounded negative effects of weak fall application season as Mosaic estimates a 4pc decline in domestic demand for 2019 at around 10mn t.

### Canada

#### New Alberta fertz terminal for FCL

Canadian farm cooperative Federated Co-operatives (FCL) is to build a new fertilizer terminal near Grassy Lake, Alberta.

The move comes in response to Nutrien's cessation of MAP production at its Redwater, Alberta, plant, which will leave the region dependent on imports. FCL's plans for the warehouse include 34,400t of storage and a rail loop capable of taking 110-car unit trains. Canadian Pacific's rail network runs through Grassy Lake.

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## Argus Fertilizer Conferences

### 2019-2020 Events

<b>March</b>	<b>June</b>
<b>Argus Fertilizer 2019</b> Production and Logistics in the Caspian and Black Sea Region 14-15 March   Baku, Azerbaijan	<b>Argus Added Value Fertilizers US</b> 3-5 June   Atlanta, US
<b>Argus Middle East Fertilizer</b> 25-27 March   Muscat, Oman	<b>Argus NPK and Added Value Fertilizers Asia</b> 26-28 June Ho Chi Minh City, Vietnam
<b>April</b>	<b>September</b>
<b>Argus Asia Fertilizer</b> 20-12 April   Shanghai, China	<b>Argus Added Value Fertilizer Africa</b> September
<b>West Africa Fertilizer Forum</b> 24-26 April   Lomé, Togo	<b>October</b>
<b>May</b>	<b>Argus Europe Fertilizer</b> 16-18 October   Saint Julian's, Malta
<b>Argus East Europe Fertilizer</b> 15-17 May   Vienna, Austria	<b>January 2020</b>
	<b>Fertilizer Latino Americano</b> 20-22 January 2020 São Paulo, Brazil

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# **Exhibit I-35**

## EXECUTIVE SUMMARY

### Mayday mayday

The phosphates mood remains bearish for May. Indian DAP demand has dried up on plentiful supply and heavy buying. Pakistan is completely out of the market. Only an expected Bangladesh DAP/TSP tender offers hope for producers. Prices have slipped on limited liquidity. India paid the very low-\$390s/t cfr, down \$3-5/t on last week.

West of Suez, Brazil was assessed lower on offers in a \$390-395/t cfr range with Argentina at a \$5/t premium.

## MARKET DRIVERS

### US DAP/MAP supply enormous

DAP/MAP supply for 1Q is estimated at 2.3mn t. The US DAP barge price fell again by \$5/st on oversupply amid heavy imports.

### Mosaic idling Brazil rock plants offers outlet

Mosaic's idling of phosphate rock mines in Brazil is likely to see increased finished phosphate shipments from the US to augment supply and market share. This offers a route to relieve pressure on the oversupplied US domestic market.

### Ma'aden's scramble for Africa

Ma'aden's decision to acquire east African fertilizer business Meridian is the latest move in the scramble for the potentially lucrative market. Saudi DAP dominates the region already, but with OCP bolstering market share in west Africa and Ethiopia, the battle for Africa has entered another stage.

## 30-60 DAY OUTLOOK

### Still soft for May

The US and European markets are over as is the Chinese domestic season. Australian DAP will enter the global supply mix with the expected repair at the Mt Isa-Townsville railway line. The worry is the near 1mn t DAP import line up for India during April-May, meaning it could stall new purchases during election month. Likewise, Pakistan's heavy stocks mean it can wait until June before committing to new imports. Chinese producers look open for May.

## PRICES

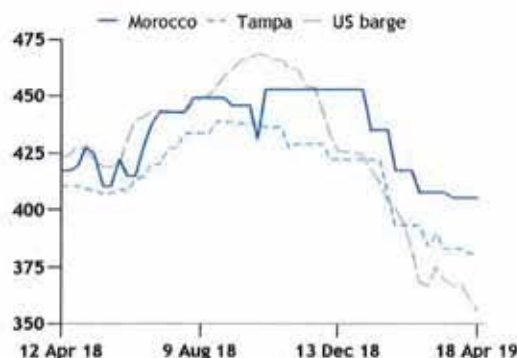
Key price assessments	\$/t		
	18 Apr	11 Apr	
Argus DAP Index	109.877	110.654	-
DAP/MAP - fob bulk			
DAP/MAP Tampa	379-383	379-383	++
DAP China	374-376	375-380	-
DAP Saudi Arabia	380-382	389-390	-
MAP Baltic	370-375	370-375	++
DAP/MAP - cfr bulk			
DAP India	390-392	394-396	-
DAP Pakistan	395-397	395-397	++
MAP Brazil	390-395	394-399	-
Phosphoric acid India/t P2O5	728	728	++
DAP - fca			
DAP Benelux fob/fob duty paid/free	445-450	445-450	++

See page 2 for full price table

Selected DAP/MAP/NPK supply balance - March	'000t	
Exporter	Sold	Unsold
Ma'aden/SABIC	500	-
OCP	545	-
Eurochem	185-195	-

## DAP fob prices

\$/t



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)



## MARKET ANALYSIS

## Not so very merry month of May

The phosphates market has stalled east and west of Suez - producers and traders fear an oversupply of product in May.

In India, only one confirmed deal, at \$391-2/t cfr for Chinese DAP, has come to light, down \$3-5/t on the last Argus assessment. Sabc is moving two 40,000t DAP cargoes under its contract with NFL in April and June. Talk of \$380/t fob China for DAP may still be the official offer, but that is not possible in India now. Pakistan remains completely out of the market (until possibly July) given high stocks. Bangladesh will tender for DAP and TSP at some point later this month or next, with Chinese producers keen for once to front load shipments quickly to shore up export orders.

Chinese producers look comfortable for April, but 'naked' in the words of one trader for May. Pressure will build next month and Chinese producers have agreed to cut production by 800,000t in the second quarter to balance the market with the domestic season tailing off. Although whether that figure is measurable and producers actually stick to it is arguable.

Oversupply and the expectation of lower cfr prices for DAP/MAP in May have seen Latin American demand retreat this week. Offers have fallen to spur some buying.

In Brazil, MAP offers are now reported in a \$390-395/t cfr range, with traders at the bottom of the range and producers at the top. Very little business is understood to have been concluded. Argus last assessed the Brazilian MAP cfr range at \$394-399/t cfr.

Meanwhile in Argentina, offers are reported at around \$400/t cfr and just above. Importers believe cargoes can be secured at \$400/t cfr. Offers are reported from US, Moroccan and Russian producers and trading firms, with positions for May loading.

The one potential bullish development was the announcement by Mosaic late last week that it would be idling its Brazilian phosphate rock mines to comply with new government rules on tailings dams. Eventually, the company will have to ship phosphates from its operations in Florida and rock from its Peruvian mine for use in Brazilian production. Some sources believe this will result in increased finished phosphate shipments from the US, a situation that could last for several months. The obvious inference is that this will provide some relief for a saturated US domestic market seeing record imports and supply.



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Phosphates prices				\$/t	
	18 Apr	11 Apr	±		
Argus DAP Index	109.877	110.654	0.777	-	
<b>DAP/MAP/TSP - fob bulk</b>					
DAP/MAP Tampa	379-383	379-383	0.00	••	
DAP/MAP Tampa equivalent Brazil	367-372	371-376	4.00	-	
DAP Tampa equivalent India	351-353	355-357	4.00	-	
DAP Tunisia	420-425	420-425	0.00	••	
DAP Morocco	390-420	390-420	0.00	••	
DAP Morocco P2O5 equiv	760.4	760.4	0.00	••	
DAP Morocco equivalent US terminals	379-390	378-389	1.00	-	
DAP Lithuania Baltic	415-420	415-420	0.00	••	
DAP Russia Baltic/Black Sea	364-400	364-400	0.00	••	
DAP China	374-376	375-380	2.50	-	
DAP China P2O5 equiv	676.98	682.42	2.72	-	
DAP Saudi Arabia (KSA)	380-382	389-390	8.50	-	
DAP Mexico	380-385	380-385	0.00	••	
DAP/MAP Australia	410-412	410-412	0.00	••	
DAP US Gulf domestic barge \$/st	320-325	326-330	5.50	-	
DAP Central Florida railcar \$/st	375	375	0.00	••	
DAP China ex-works	387-402	387-409	3.50	-	
DAP Benelux fob/fob duty paid/free	445-450	445-450	0.00	••	
MAP Baltic	370-375	370-375	0.00	••	
MAP China 11-44	315-320	315-320	0.00	••	
MAP China 10-50	370-375	360-385	0.00	••	
MAP China 11-52	380-385	375-395	2.50	-	
MAP Morocco	390-410	390-393	8.50	-	
TSP Tunisia	360	360	0.00	••	
TSP Morocco	330-350	330-350	0.00	••	
TSP China	310-315	310-315	0.00	••	
TSP eastern Med (Lebanon/Israel)	335-345	335-345	0.00	••	
<b>DAP /MAP - cfr bulk</b>					
DAP/MAP Argentina/Uruguay	400-402	400-402	0.00	••	
MAP Brazil 11-52	390-395	394-399	4.00	-	
MAP Brazil 11-52 P2O5 equiv	638.69	646.38	7.69	-	
MAP Brazil 10-50 (ex-China)	361-371	365-375	4.00	-	
MAP Brazil 10-50 (ex-China) P2O5 equiv	622.22	630.22	8.00	-	
MAP Brazil 11-44 (ex-China)	325-335	342-345	13.50	-	
MAP Brazil 11-44 (ex-China) P2O5 equiv	612.77	643.45	30.68	-	
DAP India	390-392	394-396	4.00	-	
DAP India P2O5 equiv	728.59	737.29	8.70	-	
DAP Pakistan	395-397	395-397	0.00	••	
DAP Turkey	425-430	425-430	0.00	••	

Raw material contracts				\$/t	
				±	
<b>Phosphoric acid/t - P2O5</b>					
cfr India	2Q19	728	1Q19	750	22.00 -
cfr western Europe	3Q18	775-850	2Q18	755-850	10.00 -
cfr Brazil	1Q18	835-855	4Q17	#N/A	#N/A □
<b>Phosphate rock (% BPL)</b>					
fob Jordan (68-70)	4Q18	100-101	3Q18	98	2.50 -
cfr India (68-70)	4Q18	119-120	3Q18	116	3.50 -
cfr India (70-72)	4Q18	135-139	3Q18	135-142	1.50 -
fob north Africa (69)	1Q19	70-110	4Q18	80-100	0.00 ••
<b>Sulphur</b>					
cfr Tampa	2Q19	88	1Q19	109	21.00 -
cfr north Africa	2Q19	80-103	1Q19	103-134	27.00 -
<b>Ammonia</b>					
cfr Tampa	Apr19	255	Mar19	275	20.00 -



Spot Sales Selection - 18 April 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
Morocco	OCP	TBC	Algeria	5 MAP	\$410/t fob	April
Saudi Arabia	Sabic	TBC	Ec Africa	20 DAP	Formula	April
Saudi Arabia	Sabic	NFL	India	2 x 40 DAP	Formula	April/June
China	Aries	GSFC	India	50 DAP	\$391-392/t cfr	April
Saudi Arabia	Ma'aden	TBC	Brazil	55 MAP	Formula	May

## HIGHLIGHTS THIS WEEK

### Supply

- Mosaic to idle phosrock plants in Brazil...
- ...more shipments of finished phosphates ex-US likely
- Indian DAP import line up at 990,000t for kharif so far
- Sabic to supply 40,000t DAP to NFL in April and June
- Ma'aden acquires east Africa ferts company Meridian
- Chinese DAP exports up 70,000t yoy for Jan-Feb
- Mt Isa-Townsville railway to reopen end April
- Vietnamese DAP imports down 45,000t yoy...
- ...for 1Q as anti-dumping duty takes effect
- US DAP/MAP supply at 2.3mn t for 1Q
- Chinese TSP supply under threat from environmental audit

### Demand

- Mauritania DAP tender in limbo
- Sabic sells 20,000t DAP to east coast Africa under formula in April
- GSFC India buys 50,000t DAP from Aries
- Indonesia's Pusri tenders for 2 x 5,000t DAP
- Turkish domestic DAP demand emerges
- Nepal's Salt Trading pushes back 20,000t DAP tender

### Prices

- US domestic DAP barge price falls another \$5/st
- India pays \$391-392/t cfr for DAP
- Chinese DAP levels realistically in mid-\$370s/t fob
- OCP sells 5,000t MAP to Algeria at \$410/t fob
- JPMC offering \$385/t fob for DAP
- Brazil MAP prices soften to \$390-395/t cfr
- DAP/MAP offers in Argentina down to \$400/t cfr
- RCF India cuts DAP MRP to Rs26,800/t

## THE PHOSPHATES WORLD THIS WEEK



Disclaimer: Argus depicts geo-political borders as defined by the United Nations Geospatial Information Section. For more information visit <http://www.un.org/Depts/Cartographic/map/profile/world.pdf>

Outstanding 2019 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
Mauritania/Gov	DAP	8	5/3		No conclusion
Sudan/Green Revolution	DAP	25	2/4	Bagged in containers to Port Sudan	Prices opened
India/GSFC	DAP	100	3/4	Two lots in first week of May to west coast; two lots in fourth week to east coast	Part awarded
Kenya/MoA	DAP	10	16/4	Shipped in 5 lots to depots in 50kg bags	Limited offers
Iran/ASSC	TSP	3 x 30	10/4		Closed
Bangladesh/BCIC	Phosacid	10	16/4	To Chittagong by 28 May	Unknown
Tanzania/TFRA	DAP	90-110	23/4	Supply from July '19 to June '20	Open
One Acre Fund	DAP	6	26/4	Delivery to Mombasa	Open
Indonesia Pusr	DAP	10	TBC	2 lots of 5kt, delivery to Palembang	TBC

## NORTH AMERICA

### US

Mosaic has made no new export sales this week.

US DAP exports reached 135,000t in February, bringing cumulative DAP exports to 244,000t for the calendar year. This compares to 199,000t in the same period of 2018. The increase is due entirely to the higher volume of exports to India, which saw shipments reach nearly 98,000t. Mexico received 51,000t, and Canada 29,000t. There were smaller shipments to a number of other Latin American countries such as Honduras, Argentina and Colombia.

February exports comprised 45,000t each to India and Mexico, plus 14,000t to Honduras and Argentina.

MAP exports reached 178,000t in February, of which 87,000t were destined for Canada, 43,000t for Mexico and 22,000t for Argentina. Cumulative exports reached 356,000t, down around 60,000t yoy compared to January-February 2018 with 415,000t. The main reason was the substantial dip in exports to Australia which took over 90,000t less in 2019 at just 41,000t. The main recipient remains Canada with 181,000t, with Mexico taking 49,000t. Brazilian shipments were 35,000t.

### US domestic

Heavy supplies and light demand continue to weigh heavily on the on the domestic phosphate market as DAP values continue to trickle downward.

Nola DAP barges were assessed down by \$5/st from the midpoint last week to \$320-325/st as buyers remain off put by limited field activity and the prolonged closure of the upper Mississippi river. Both ends of the range were framed by a combination of market sentiment and confirmed physical offers of prompt DAP.

### Record import levels

The US has imported 181,000t DAP in February, of which 88,000t were sourced from Morocco, 52,000t from Rus-

sia and 26,000t from Saudi Arabia. A further 14,000t were imported from Mexico.

Cumulative DAP imports are 392,000t, of which 236,000t were sourced from Morocco, 114,000t from Russia and 26,000t from Saudi Arabia. Around 14,000t were sourced from Mexico. This compares to 227,000t imported in the same period of 2018.

On MAP, February imports were 224,000t, comprising 71,000t from Russia, 67,000t from Morocco and 61,000t from Saudi Arabia. Mexico supplied 23,000t.

Cumulative imports of MAP are 639,000t, of which Morocco supplied 269,000t, Russia 250,000t and Saudi Arabia 61,000t. This compares with 384,000t imported in the same period of 2018.

Argus estimates the total DAP/MAP supply balance to be 2.3m t for the first quarter as a result of these increased imports.

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# **Exhibit I-36**





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# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-29 | Thursday 18 July 2019

## EXECUTIVE SUMMARY

### India DAP cfr up; Ukraine active

Indian DAP cfr values have risen to just above \$350/t cfr on one sale by YUC to Chambal and the Chinese DAP fob at \$338-340/t fob is holding. An 18-strong group of inspectors is now embedded with the 2+6 producers to ensure production cuts are enforced. In Bangladesh, legal issues over letter of credit mean the 421,000t DAP tender award looks delayed indefinitely, putting pressure on Chinese producers. But at least two cargoes are still reported to have shipped.

West of Suez, Tampa DAP/MAP fob levels held steady on a sale by Mosaic at \$340/t fob to Latin America. Cfr values were discussed softer in the low-\$350s/t cfr MAP for Brazil and higher-\$350s/t cfr in Argentina. The US looks fragile amid reports of widespread carryover and a heavy import line up.

## MARKET DRIVERS

### Ukraine a fresh outlet

Up to 40,000t Turkish DAP has sold in Ukraine, in addition to the four OCP cargoes for July and August. This follows the decision to ban all Russian fertilizers.

### OCP's Africa woes

OCP is highly unlikely to ship any DAP to Nigeria this year as part of the three-year contract signed in 2017. This is due to weak demand in Nigeria, the result of security concerns and administrative errors.

### Chinese winners and losers

Iran awarded 70,000t of DAP to Chinese producers. But the Bangladesh 421,000t DAP tender is still clouded by legal issues. Chinese producers need the orders to back up production cuts.

## 30-60 DAY OUTLOOK

### Flat to soft

India, Pakistan and Bangladesh are either awash with product, or prevaricating, so it's a battle of nerves through to August with Chinese producers. West, the US looks fragile over fears of carryover and heavy imports. That will drag down Latin America cfr values too.

## PRICES

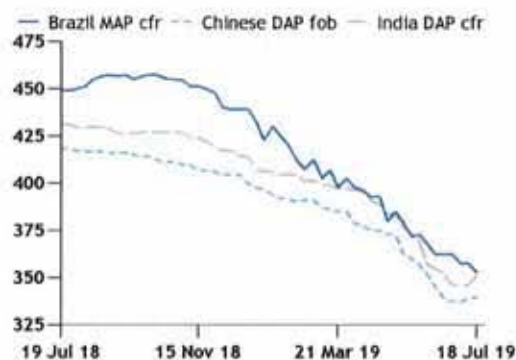
Key price assessments	\$/t		
	18 Jul	11 Jul	
Argus DAP Index	98.013	98.013	••
DAP/MAP - fob bulk			
DAP/MAP Tampa	340	338-342	••
DAP China	338-340	338-340	••
DAP Saudi Arabia	335-350	335-350	••
MAP Baltic	325-332	330	-
DAP/MAP - cfr bulk			
DAP India	350-352	346	-
DAP Pakistan	353-355	348-353	-
MAP Brazil	350-355	355-360	-
Phosphoric acid India/t P <sub>2</sub> O <sub>5</sub>	655	655	••
DAP - fca			
DAP Benelux fot/fob duty paid/free	390	390	••

See page 2 for full price table

Selected DAP/MAP/NPK supply balance - July	'000t	
Exporter	Sold	Unsold
M'aden/SABIC	320	80
GCT	30-35	-

## Key Indicative Prices

USD/t



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)



## MARKET ANALYSIS

## An inspector calls

Yet more detail has emerged on the Chinese 6+2 consortium of producers' attempts to ensure that everyone abides by the 40pc production cut for 3Q. A permanent team of 18 inspectors has been embedded across each members' sites to monitor and report on production on a daily basis to the group. It appears that the Chinese mean business.

The cut has seen Indian DAP cfr values rise, albeit 'provisionally' to just above \$350/t cfr on one sale by YUC to Chambal. Allowing for freight, the Chinese DAP fob at \$338-340/t fob is holding. A stand-off is now developing as Indian buyers continue to press for lower prices, believing China's nerve will crack. There are reports of offers still at \$346-347/t cfr in India. But so far, there is no sign China will back them. Producers and traders universally report asking levels steady around \$338-340/t fob.

The rest of the Indian subcontinent was quiet. In Pakistan, a new MRP has muddied the waters as to cfr prices and more weakness in the rupee has dampened demand. In Bangladesh, a local trader has legally challenged the agriculture ministry's decision not to award it 160,000t DAP out of the 421,000t award. Delays look inevitable which will put pressure on Chinese producers due the award. But, at least one DAP vessel from China has already sailed to Bangladesh.

Ukraine, on the other hand, has presented OCP Morocco and Toros Turkey with fresh outlets following the decision to ban all Russian fertilizers. OCP's third MAP vessel is expected in early August with its fourth one loading in Jorf currently. Toros has sold 40,000t DAP for July and August loading. GTT data shows that OCP was shipping to Ukraine as early as April-May.

In Africa and the Middle East, OCP is highly unlikely to ship any DAP to Nigeria as part of the three-year contract signed in 2017. This is due to security concerns dampening demand and administrative oversights.

Iran did award its DAP and TSP tenders to Chinese producers which will help the order books but prices are high and unrepresentative.

West of Suez the market was quiet. Tampa DAP/MAP fob levels held steady on a sale by Mosaic at \$340/t fob to Latin America. Cfr values were discussed softer in the low-\$350s/t cfr MAP for Brazil and higher-\$350s/t cfr in Argentina.

The US is looking fragile due to import length. Widespread estimates of substantial carryover from spring are also hurting prices.

Argus identified 200,000t of DAP/MAP trade - 55,000t in India, 40,000t in Ukraine, 70,000t in Iran and 20,000t in Latin America.

Phosphates prices				\$/t
	18 Jul	11 Jul	±	
Argus DAP Index	98.013	98.013	0.000	••
DAP/MAP/TSP - fob bulk				
DAP/MAP Tampa	340	338-342	0.00	••
DAP/MAP Tampa equivalent Brazil	323-328	328-333	5.00	-
DAP Tampa equivalent India	305-307	301	5.00	-
DAP Tunisia	360-365	360-365	0.00	••
DAP Morocco	330-360	330-360	0.00	••
DAP Morocco P2O5 equiv	620.51	619.8	0.71	-
DAP Morocco equivalent US terminals	324-332	330-337	5.50	-
DAP Lithuania Baltic	345-360	345-360	0.00	••
DAP Russia Baltic/Black Sea	340-345	340-345	0.00	••
DAP China	338-340	338-340	0.00	••
DAP China P2O5 equiv	603.21	603.45	0.12	-
DAP Saudi Arabia (KSA)	335-350	335-350	0.00	••
DAP Mexico	340-345	360-365	20.00	-
DAP/MAP Australia	330	330	0.00	••
DAP US Gulf domestic barge \$/st	304-310	306-310	1.00	-
DAP Central Florida railcar \$/st	325-335	325-335	0.00	••
DAP China ex-works	371-392	371-393	0.50	-
DAP Benelux fob/fob duty paid/free	390	390	0.00	••
MAP Baltic	325-332	330	1.50	-
MAP China 11-44	300-310	300-310	0.00	••
MAP China 10-50	330	330	0.00	••
MAP China 11-52	330-335	330-335	0.00	••
MAP Morocco	334-339	345-350	11.00	-
TSP Tunisia	310-315	310-315	0.00	••
TSP Morocco	305-317	305-317	0.00	••
TSP China	285	285	0.00	••
TSP eastern Med (Lebanon/Israel)	310	310	0.00	••
DAP /MAP - cfr bulk				
DAP/MAP Argentina/Uruguay	360	360-365	2.50	-
MAP Brazil 11-52	350-355	355-360	5.00	-
MAP Brazil 11-52 P2O5 equiv	546.13	561.5	15.37	-
MAP Brazil 10-50 (ex-China)	323-333	328-338	5.00	-
MAP Brazil 10-50 (ex-China) P2O5 equiv	531.43	546.87	15.44	-
MAP Brazil 11-44 (ex-China)	291-300	295-304	4.00	-
MAP Brazil 11-44 (ex-China) P2O5 equiv	515.88	531.77	15.89	-
DAP India	350-352	346	5.00	-
DAP India P2O5 equiv	623.96	613.09	10.87	-
DAP Pakistan	353-355	348-353	3.50	-
DAP Turkey	380-385	380-385	0.00	••

Raw material contracts				\$/t		
			±			
Phosphoric acid/t - P2O5						
cfr India	3Q19	655	2Q19	728	73.00	-
cfr western Europe	3Q18	775-850	2Q18	755-850	10.00	-
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00	-
Phosphate rock (% BPL)						
fob Jordan (68-70)	4Q18	100-101	3Q18	98	2.50	-
cfr India (68-70)	4Q18	119-120	3Q18	116	3.50	-
cfr India (70-72)	4Q18	135-139	3Q18	135-142	1.50	-
fob north Africa (69)	2Q19	70-80	1Q19	70-110	15.00	-
Sulphur						
cfr Tampa	3Q19	75	2Q19	88	13.00	-
cfr north Africa	2Q19	80-103	1Q19	103-134	27.00	-
Ammonia						
cfr Tampa	Jul19	215	Jun19	220	5.00	-

Spot Sales Selection - 18 July 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
Russia	EuroChem	TBC	Brazil	10 MAP	\$355/t cfr	July-August
China	Various	ASSC	Iran	70 DAP	\$416/t cfr	August-September
China	YUC	Chambal	India	55 DAP	Low-\$350s/t cfr	July
US	Mosaic	Various	Latin America	10 DAP/MAP	\$340/t fob	August
Turkey	Toros	Undisclosed	Ukraine	40 DAP	TBC	July-August
China	Various	ASSC	Iran	120 TSP	\$363-375/t cfr	August-September

**HIGHLIGHTS THIS WEEK**

**Supply**

- YUC sells 50,000t of DAP to India
- 2 Chinese vessels ship to Bangladesh...
- ...as supply cuts begin to come into effect
- Toros sells 40,000t of DAP to Ukraine...
- ...as OCP continues to load MAP for Kherson
- Eurochem sells 10,000t of MAP to Brazil
- Mosaic sells 10,000t of DAP/MAP to Latin America
- Ma'aden to load 28,000t of DAP for east Africa 24-26 July

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**Demand**

- India's Chambal buys YUC DAP
- Iran's ASSC awards its tender to buy 70,000t of DAP
- Ukraine MAP purchases pick up
- Pupuk yet to issue 115,000t DAP purchase tender
- Pakistan DAP demand weakened by currency devaluation

**Prices**

- Chinese hold DAP offers at \$338-340/t fob
- Brazil buys 11-52 in low/mid-\$350s/t cfr
- DAP/MAP offers into Argentina drop to high-\$350s/t cfr
- DAP trades at \$304-306/st fob Nola for July-Aug shipment
- Turkey exports DAP around \$370/t fob
- Eurochem sells 11-52 as low as \$325/t fob Baltic to Brazil
- Offers into Romania around \$405-415/t fca Constantza

**THE PHOSPHATES WORLD THIS WEEK**



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Outstanding 2019 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
Iran/ASSC	TSP	3 x 30	18/6		Awarded
Iran/ASSC	DAP	2 x 35	18/6		Awarded
Nepal/KSCL	DAP	25	10/6	Delivery to warehouses in Biratnagar, Birgunj and Bhairahawa	Offers in
Sri Lanka	TSP	16	4/6	Shipment by mid-August	Delayed
India/GSFC	DAP	40	29/6	Delivery to west coast	No offers
India/RCF	MAP	40	11/7	August shipment	Offers in
Algeria/Fertial	DAP	4	TBC	TBC	Delayed
Atlas/Philippines	DAP	8	11/7	August shipment	TBC
KSCL/Nepal	DAP	20	26/7	TBC	Open
Pupuk/Indonesia	DAP	115	TBC	September-February	Preliminary stage

## SUBSCRIBER NOTE

Argus is launching the following new DAP/MAP assessments:

- DAP east coast Africa cfr
- MAP South Africa cfr
- MAP Saudi Arabia fob (KSA)
- Phosphate rock Algeria 29-30pc P2O5 fob

Please contact [mike.nash@argusmedia.com](mailto:mike.nash@argusmedia.com) or [harry.minihan@argusmedia.com](mailto:harry.minihan@argusmedia.com) should subscribers wish to discuss the rationale for these prices.

## NORTH AMERICA

### US

Mosaic has sold 10,000t of DAP/MAP at \$340/t fob to Latin America for August shipment. The price is steady with Argus' last assessment at \$338-342/t fob.

### US domestic

Ample spot availability has driven US phosphate values down this week to \$304-310/st fob Nola DAP/MAP on confirmed trade. Liquidity has increased during the last two weeks, as buyers have stepped in at lower values compared to fill offers issued at \$320/st fob Nola. Price pressure is poised to persist in the near-term with continued imports scheduled for July discharge. Argus estimates four vessels from OCP in Morocco are scheduled to arrive in the US Gulf coast in July.

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# **Exhibit I-37**





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# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-32 | Thursday 8 August 2019

## EXECUTIVE SUMMARY

### India, Pakistan DAP cfr levels drop

DAP prices on the Indian subcontinent fell this week, as importer and trader pressure pushed Chinese fob levels downwards. India's IRC Agrochem bought 50,000t of DAP via a global trading firm at \$347-349/t cfr. It has emerged that, two weeks ago, IRM also bought 30,000t of Russian DAP, in combination with NPKs, at the equivalent of \$347/t cfr net of credit. And in Pakistan, an importer has reportedly bought around 50,000t of DAP in the high-\$340s/t cfr via a trading firm.

West of Suez, the Tampa DAP/MAP price dropped to \$327/t fob following a 40,000t DAP/MAP sale by Mosaic to Latin America. In Brazil, the 11-52 price dropped to \$340-345/t cfr with Russian producer sales at the high-end.

## MARKET DRIVERS

### Nola DAP/MAP barges trade below \$300/st fob

DAP/MAP barges at Nola have traded below \$300/st fob for September, marking a drop of at least \$6/st for DAP on last week. The DAP barge price has dropped around \$90/st this year, suppressed by freak weather and record phosphate inventories. OCP has lined up 3 DAP/MAP vessels for August arrival.

### Indian DAP stocks close in on 2mn t

Indian DAP stocks reached 1.93mn t at the end of July compared with 648,230t for the same month last year. Argus estimates another 672,000t of DAP port stocks not shown in this data, indicating actual stocks at close to 2.7mn t.

## 30-60 DAY OUTLOOK

### Soft globally

There is little demand to support prices in the key buying regions. Producer competition continues to push down DAP prices in Europe and there are few signs that the Chinese supply cuts will stem the drop in DAP fob levels. Latest trader sales into Pakistan are likely shorts, highlighting the current fundamental oversupply east of Suez. Brazilian activity remains slow and Argentina is not buying, despite trader length.

## PRICES

Key price assessments	8 Aug	1 Aug	\$/t
Argus DAP index	96.120	96.845	-
DAP/MAP - fob bulk			
DAP/MAP Tampa	327	332	-
DAP China	332-335	334-340	-
DAP Saudi Arabia	335-339	330-335	-
MAP Baltic	320-325	320-325	••
DAP/MAP - cfr bulk			
DAP India	346-349	349-350	-
DAP Pakistan	347-349	353-354	-
MAP Brazil	340-345	345-350	-
Phosphoric acid India/t P2O5	655	655	••
DAP - fca			
DAP Benelux fob/fob duty paid/free	370-375	375-380	-

See page 2 for full price table

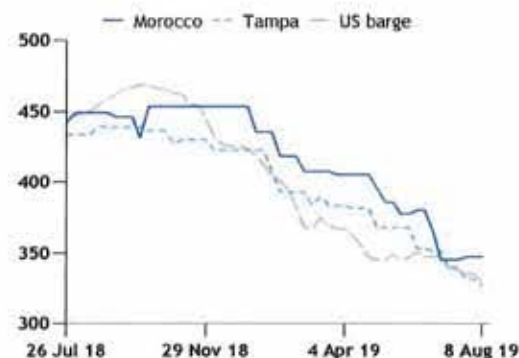
## ANNOUNCEMENT

The holiday calendar showing which Argus reports are not published on which days is now available online

<https://www.argusmedia.com/en/methodology/publishing-schedule>

## DAP fob prices

\$/t



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## MARKET ANALYSIS

### Market retreats further east and west

China's attempts to prop up the DAP fob price through a defensive production cut are beginning to fail. India has bought Russian DAP at \$346/t cfr with Chinese having earlier traded a little higher. After the brief rally in the Indian price to something around \$350/t cfr, it is clear the market is not holding. Pakistan is thought close to a deal at \$347-348/t cfr. These cfr levels will inevitably pressure Chinese fob levels down further towards the low-\$330s/t fob. Around 160,000t of DAP business in Bangladesh under the tender there from late May remains unawarded.

West of Suez, prices have edged down around \$5/t in north and Latin America. The US domestic market fell to \$298-300/st fob on trades and offers and concerns over excess supply - with OCP shipping 130,000t of DAP/MAP in August. Tampa DAP/MAP also fell \$5/t to \$327/t fob.

Brazil dropped to \$340-345/t cfr with the low end more representative for significant sales. With heavy consignment tonnage shipping into Brazil (January to July MAP imports are up 500,000t) there is little room for traders to stimulate spot prices. Trader length in Argentina is similarly pushing prices to the mid-\$350s/t cfr and below.

In Europe, fca prices edged down further towards \$370/t fca in Ghent/Germany amid low off-season demand. Romania and Turkey are active and competitive but the volumes reported are relatively slight. Croatia also bought 8,000-10,000t DAP/MAP likely sourced from OCP.

The \$64,000 question is: when will the market stabilise? The truth is that additional capacity in Saudi Arabia and Morocco is now truly being felt in markets east and west of Suez. Combine this with a dramatic slowdown in Indian imports (stocks are now 2.8mn t DAP including those at the ports) and concerns over carryover in north America and it is not hard to see why the market is in continued price retreat. Even China's dramatic and well-observed production cut seems insufficient in response.

Often overlooked has been the dramatic fall in the US domestic market in 1Q due to freak weather conditions. The global market has never recovered as the US price acts as a drag on Brazilian cfr values. A strong autumn season would be one positive for sellers, as would be a relaxation in rhetoric between China and the US over trade wars.

Also of note has been a distinct change in selling strategy by OCP. Rather than maintain prices, OCP appears to be gunning for volume. This may burn off some high cost producers, but only further radical supply side curtailments will balance the market. Otherwise, the phosphates sector is set for a protracted period of weaker prices.

Phosphates prices				\$/t	
	8 Aug	1 Aug	±		
Argus DAP Index	96.120	96.845	0.725	-	
DAP/MAP/TSP - fob bulk					
DAP/MAP Tampa	327	332	5.00	-	
DAP/MAP Tampa equivalent Brazil	315-320	319-324	4.00	-	
DAP Tampa equivalent India	296-299	298-299	1.00	-	
DAP Tunisia	355-365	355-365	0.00	**	
DAP Morocco	335-340	335-360	0.00	**	
DAP Morocco P2O5 equiv	630.2	627.84	2.36	-	
DAP Morocco equivalent US terminals	323-328	325-327	0.50	-	
DAP Lithuania Baltic	330-340	330-340	0.00	**	
DAP Russia Baltic/Black Sea	315-320	330-335	15.00	-	
DAP China	332-335	334-340	3.50	-	
DAP China P2O5 equiv	598.58	601.94	1.68	-	
DAP Saudi Arabia (KSA)	335-339	330-335	4.50	-	
DAP Mexico	325-330	330-335	5.00	-	
DAP/MAP Australia	320-325	320-325	0.00	**	
DAP US Gulf domestic barge \$/st	298-300	303-305	5.00	-	
DAP Central Florida railcar \$/st	325	325	0.00	**	
DAP China ex-works	362-383	371-393	9.50	-	
DAP Benelux fot/fob duty paid/free	370-375	375-380	5.00	-	
MAP Baltic	320-325	320-325	0.00	**	
MAP China 11-44	270-280	300-310	30.00	-	
MAP China 10-50	315-320	315	2.50	-	
MAP China 11-52	330-335	330-335	0.00	**	
MAP Morocco	328-333	328-333	0.00	**	
TSP Tunisia	310-315	310-315	0.00	**	
TSP Morocco	305-317	305-317	0.00	**	
TSP China	275-280	275-280	0.00	**	
TSP eastern Med (Lebanon/Israel)	310	310	0.00	**	
DAP /MAP - cfr bulk					
DAP/MAP Argentina/Uruguay	350-355	359-360	7.00	-	
MAP Brazil 11-52	340-345	345-350	5.00	-	
MAP Brazil 11-52 P2O5 equiv	531.96	538.36	6.40	-	
MAP Brazil 10-50 (ex-China)	314-324	319-328	4.50	-	
MAP Brazil 10-50 (ex-China) P2O5 equiv	518.22	524.17	5.95	-	
MAP Brazil 11-44 (ex-China)	282-291	286-296	4.50	-	
MAP Brazil 11-44 (ex-China) P2O5 equiv	501.41	507.83	6.42	-	
DAP India	346-349	349-350	2.00	-	
DAP India P2O5 equiv	616.35	620.7	4.35	-	
DAP Pakistan	347-349	353-354	5.50	-	
DAP Turkey	360-370	360-370	0.00	**	

Raw material contracts				\$/t	
					±
Phosphoric acid/t - P2O5					
cfr India	3Q19	655	2Q19	728	73.00 -
cfr western Europe	4Q18	785-860	3Q18	775-850	10.00 -
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00 -
Phosphate rock (% BPL)					
fob Jordan (68-70)	2Q19	88-105	1Q19	97-114	9.00 -
cfr India (68-70)	2Q19	120-132	1Q19	125-135	4.00 -
cfr India (70-72)	2Q19	135-140	1Q19	135-140	0.00 **
fob north Africa (69)	2Q19	70-80	1Q19	70-110	15.00 -
Sulphur					
cfr Tampa	3Q19	75	2Q19	88	13.00 -
cfr north Africa	3Q19	80-101	2Q19	80-103	1.00 -
Ammonia					
cfr Tampa	Aug19	215	Jul19	215	0.00 **



Spot Sales Selection - 8 August 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
TBC	Trader	TBC	Brazil	12 MAP	\$340/t cfr	August
Jordan	Trader	TBC	Romania	10 MAP	TBC	August
Saudi Arabia	Sabic	TBC	India	2 x 30 DAP	Formula	Sept/Oct
US	Mosaic	TBC	LatAm	40 DAP/MAP	\$327/t fob	August
Russia	PhosAgro	IRC AgroChem	India	30 DAP	\$346-347/t cfr	August
China	Trader	IRC AgroChem	India	50 DAP	High-\$340s/t cfr	August
Saudi Arabia	M'aden	TBC	India	45 DAP	High-\$340s/t cfr	August
Russia	TBC	TBC	Turkey	30 DAP	\$360-370/t cfr	August

## HIGHLIGHTS THIS WEEK

### Supply

- Indian DAP stocks close in on 2mn t
- Brazilian MAP imports up 500,000t yoy
- OCP to ship three vessels to US in August...
- Sabic to ship 13,000t MAP to US in October
- GCT reportedly running at 25,000t/month on DAP
- OCP and Jordan not exempt from Vietnam DAP duty

### Prices

- Chinese DAP down to low-\$330s/t fob
- US DAP barges trade at below \$300/st fob Nola
- Tampa DAP/MAP down to \$327/t fob
- Brazil trades lower in a \$340-345/t cfr range
- India buys Russian DAP around \$346/t cfr...
- ...DAP Baltic falls below \$320/t fob

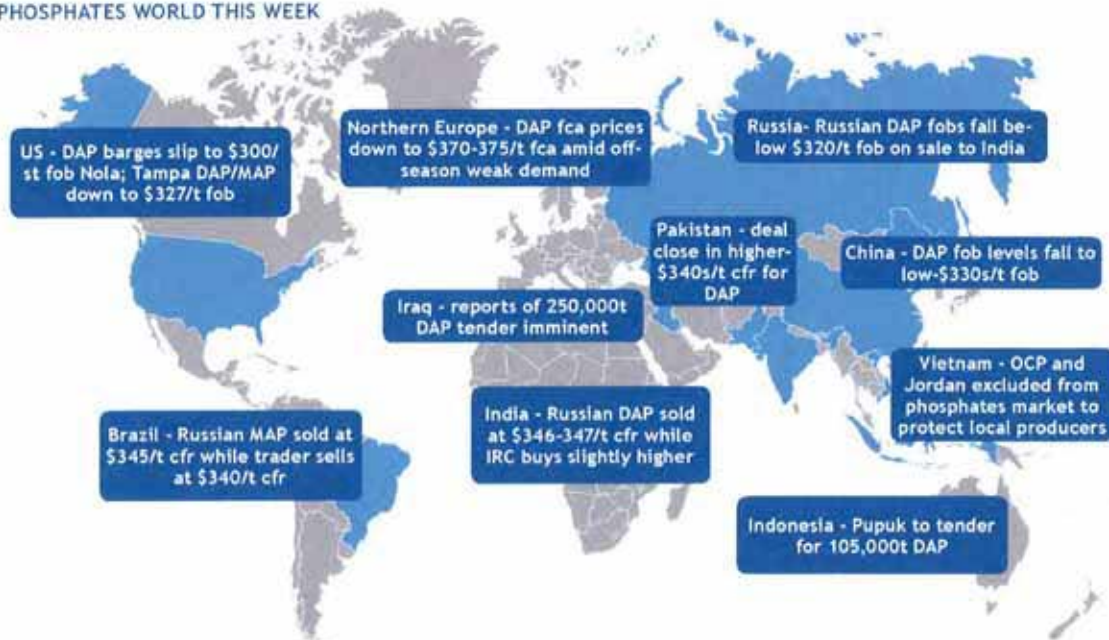
### Demand

- India buys two DAP cargoes
- Pakistan thought close to fresh DAP deal
- Iraq reported to be closing 250,000t DAP tender
- Croatia tenders for 8,000-10,000t DAP/MAP
- Pupuk Indonesia to tender for 105,000t DAP



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## THE PHOSPHATES WORLD THIS WEEK



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Outstanding 2019 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
Sri Lanka	TSP	16	4/6	Shipment by mid-August	Delayed
India/RCF	MAP	40	11/7	August shipment	Awarded
Algeria/Fertial	DAP	4	TBC	TBC	Delayed
Atlas/Philippines	DAP	8	11/7	August shipment	TBC
KSCL/Nepal	DAP	20	26/7	TBC	Offers in
Pupuk/Indonesia	DAP	115	TBC	September-February	Preliminary stage

## NORTH AMERICA

### US

Mosaic has sold 40,000t DAP/MAP to Latin America at \$327/t fob Tampa for August shipment. The price marks a fall of \$5/t from Argus' last assessment at \$332/t fob.

#### DAP/MAP imports rise

Prospects of a bumper corn crop elevated US fertilizer imports during the 2018-19 season, while shifting trade relations restricted exports.

DAP imports reached an all-time high of 1.26mn t during July 2018 to June 2019, on increased shipments from Morocco and Russia.

Imports of Russian DAP more than doubled to account for nearly one-third of the nation's intake. Moroccan imports totaled more than 700,000t, rising by 14pc from the prior fertilizer year.

Russia and Morocco also fueled a 43pc rise in US MAP imports to 1.88mn t. Russian imports rose by 62pc to 675,325 t, while Morocco volumes rose by 7pc to 864,462t.

Reduced Brazilian consumption pressured US DAP exports down to 1.12mn t, a 21pc decline from the prior year.

US MAP exports rose by 8pc to 2.52mn t during the fertilizer year, on increased shipments to Brazil and Canada.

Canada remained the largest consumer of US MAP at 1.13mn t, a 7pc increase from the prior year. Brazil imported 40pc more US MAP compared with the previous season at 852,282t.

#### Mosaic sales fall

Mosaic's phosphate sales volumes slipped by 4pc to 2.2mn t compared with the prior year, shy of its 2.3mn-2.6mn t target.

Lower sales prices and volumes squeezed Mosaic's gross margin/t from the prior year, resulting in a 17pc drop in phosphates revenue to \$917mn during the second quarter. Weather and logistics delays impacted sales volumes and prices during the three-month period, Mosaic said.

[Continue reading >>](#)

### US domestic

Downward price pressure persisted along the US Gulf coast this week, with DAP barge values assessed at \$298-300/st fob Nola - the lowest price level in nearly two years on a midpoint basis, according to Argus data. Trade was absent this week, but offers trickled down during the assessment window from \$302/st fob Nola to the low end of this week's range. The high end was framed at parity with MAP, where trade occurred.

A slate of three additional cargoes from Morocco for August arrival is anticipated to keep a lid on near-term prices, which have been steered by imports following spring applications. DAP imports during the 2018-19 fertilizer year reached an all-time high of 1.26mn t on increased shipments from Morocco and Russia, according to customs data. Imports of Russian DAP more than doubled to account for nearly one-third of the nation's intake. Moroccan imports totaled more than 700,000t, rising by 14pc from the prior fertilizer year.

Additionally, an unfavorable spring restricted Mosaic's phosphate sales during the second quarter by 4pc to 2.2mn t compared to same period a year ago. Mosaic targeted 2.3mn-2.6mn t of sales for the quarter. Mosaic aims to sell 2.2mn-2.4mn t of phosphates during the third quarter, and 8.4mn-8.8mn t for full-year 2019 - a reduction from its 8.6mn-9mn t/yr estimate made in the first quarter.

### Canada

Canadian MAP imports are up by around 65,000t year on year for the first six months of 2019, latest GTT data show.

Imports of MAP reached 570,000t, of which the US supplied 448,000t (79pc) and Morocco 95,000t (17pc). A further 25,000t (4pc) was sourced from Russia.

Morocco has raised its share by 60,000t as it brings more capacity on line.

The overall increase most probably reflects the closure of Canada's Redwater MAP facility in May 2019, with the associated loss of around 600,000t/yr MAP.

June imports reached 83,000t, with 59,000t from the US and 24,000t from Morocco.

# **Exhibit I-38**

## EXECUTIVE SUMMARY

### No end in sight to bearish sentiment

The phosphates market remains in price retreat everywhere. In China, producers are attempting to stop the rot at \$330/t fob for DAP after the latest 2+6 meeting. Pakistan paid \$347/t cfr for DAP, and India will look to pressure prices to \$340/t cfr. West of Suez, Brazilian MAP prices edged down another \$5/t to \$335-345/t cfr while Argentine demand retreated on a 30pc depreciation in the Peso and fears over a re-introduction of export tariffs on agricultural produce. In the US, DAP barge prices fell to the equivalent of \$315/t cfr amid fears over more imports and large carryover.

## MARKET DRIVERS

### Iraq to tender for DAP

The government has announced a 250,000t DAP tender - which will favour north African, Middle East and Chinese suppliers in 4Q.

### Nola DAP will drag on prices

DAP barges traded in the US at the equivalent of \$310-315/t cfr, \$25-30/t lower than Brazilian MAP prices. Latin American importers will have taken note. Large carryovers and imports threaten to push prices lower.

### Peso depreciation hits Argentine demand

The prospect of former president de Kirchner returning to power raised the spectre of agricultural tariffs on exports. The Peso crashed as a result and importers retreated. The worry is an existing heavy import line up from Morocco in August-September.

## 30-60 DAY OUTLOOK

### Soft

Stocks are high in the main import regions. India can pick and choose its time to buy. Russian producers will have to look at the US and India in September. OCP will hope the Ethiopian tender for NPS comes out next week. Turkish demand has been strong but is winding down. The 2+6 Chinese meeting did not hint at deeper production cuts. 4Q usually sees prices weaken seasonally.

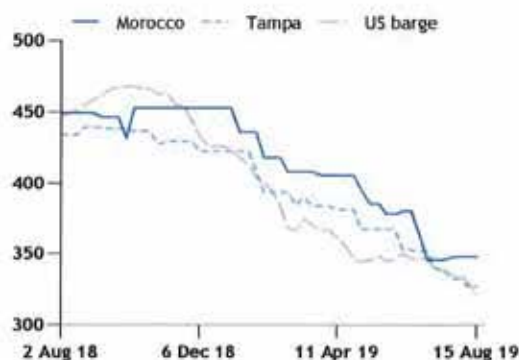
## PRICES

Key price assessments	\$/t		
	15 Aug	8 Aug	
Argus DAP Index	95.372	96.120	-
DAP/MAP - fob bulk			
DAP/MAP Tampa	327	327	••
DAP China	329-330	332-335	-
DAP Saudi Arabia	335-339	335-339	••
MAP Baltic	305-325	320-325	-
DAP/MAP - cfr bulk			
DAP India	346-347	346-349	-
DAP Pakistan	347-348	347-349	-
MAP Brazil	335-345	340-345	-
Phosphoric acid India/t P2O5	655	655	••
DAP - fca			
DAP Benelux fot/fob duty paid/free	370-375	370-375	••

See page 2 for full price table

### DAP fob prices

\$/t



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)



## MARKET ANALYSIS

## Market nowhere near bottom yet

There is no end in sight to the bearish nature of the phosphates market. North African, Middle East and Chinese producers will look to a 250,000t DAP tender in Iraq for support. And an imminent NPS tender announcement in Ethiopia will bolster OCP's order books in 4Q/1Q. But for now prices have continued edging down in all regions this week.

Pakistan paid \$347/t cfr for Chinese DAP via a trader and offers are down to \$345/t cfr for September. The fallout of the 2+6 meeting sees Chinese producers trying to hold DAP at \$330/t fob. But if Pakistan has paid this level, then India will push towards \$340/t cfr. Indian demand has been absent this week. Last deals were done around \$346-347/t cfr almost a month ago.

## US DAP barges hit 10-year low

In the US, two DAP barges traded in a \$288-294/st fob range for September - a 10-year low. The paper market was even more aggressive. The driver is a substantial domestic carry-over from spring, plus heavy imports and lower grain prices. This price is equivalent to \$310-315/t cfr US Gulf. Brazilian importers will be taking note of the disparity. Indeed MAP bid/offers came off again to \$335-345/t cfr, down another \$5/t.

## Argentina's politics cast old shadow

The prospect of a return to office of former president Cristina Fernandez de Kirchner after recent primary election results has led to a 30pc depreciation in the Argentine peso this week. It also raises the spectre of a return to export taxes on agricultural produce. The former president proved extremely unpopular with the farming sector over the imposition of export taxes during her 2007-15 administration. The rate on soybeans was hiked from 27pc in 2007 to 40pc in 2008 as the government sought to restore a fiscal surplus and control inflation.

MAP cfr values have dropped below \$350/t cfr, amid plentiful trader and producer offers and a retreat in demand.

## Look on the bright side

A 600,000-800,000t NPS tender in Ethiopia is thought 10 days away. It is not a leap to surmise that OCP will be all over the tender to ensure it shores up exports in 4Q and 1Q. This is politically and market driven.

A 250,000t DAP tender closing in Iraq is bullish for Saudi, Jordanian, Moroccan, Tunisian and even Chinese producers. DAP imports are generally recovering in Iraq, which took close to 300,000t in 2018.

Phosphates prices					\$/t	
	15 Aug	8 Aug	±			
Argus DAP Index	95.372	96.120	0.748	-		
DAP/MAP/TSP - fob bulk						
DAP/MAP Tampa	327	327	0.00	**		
DAP/MAP Tampa equivalent Brazil	315-320	315-320	0.00	**		
DAP Tampa equivalent India	296-299	296-299	0.00	**		
DAP Tunisia	355-365	355-365	0.00	**		
DAP Morocco	335-360	335-360	0.00	**		
DAP Morocco P2O5 equiv	633.51	630.2	3.31	-		
DAP Morocco equivalent US terminals	323-328	323-328	0.00	**		
DAP Lithuania Baltic	330-340	330-340	0.00	**		
DAP Russia Baltic/Black Sea	305-310	315-320	10.00	-		
DAP China	329-330	332-335	4.00	-		
DAP China P2O5 equiv	592.96	598.58	2.81	-		
DAP Saudi Arabia (KSA)	335-339	335-339	0.00	**		
DAP Mexico	325-330	325-330	0.00	**		
DAP/MAP Australia	320-325	320-325	0.00	**		
DAP US Gulf domestic barge \$/st	288-294	298-300	8.00	-		
DAP Central Florida railcar \$/st	325	325	0.00	**		
DAP China ex-works	362-384	362-383	0.50	-		
DAP Benelux fob/fob duty paid/free	370-375	370-375	0.00	**		
MAP Baltic	305-325	320-325	7.50	-		
MAP China 11-44	270-280	270-280	0.00	**		
MAP China 10-50	310-315	315-320	5.00	-		
MAP China 11-52	330-335	330-335	0.00	**		
MAP Morocco	328-333	328-333	0.00	**		
TSP Tunisia	310-315	310-315	0.00	**		
TSP Morocco	305-317	305-317	0.00	**		
TSP China	275-280	275-280	0.00	**		
TSP eastern Med (Lebanon/Israel)	310	310	0.00	**		
DAP /MAP - cfr bulk						
DAP/MAP Argentina/Uruguay	348-352	350-355	2.50	-		
MAP Brazil 11-52	335-345	340-345	2.50	-		
MAP Brazil 11-52 P2O5 equiv	528.53	531.96	3.43	-		
MAP Brazil 10-50 (ex-China)	309-324	314-324	2.50	-		
MAP Brazil 10-50 (ex-China) P2O5 equiv	514.52	518.22	3.70	-		
MAP Brazil 11-44 (ex-China)	277-291	282-291	2.50	-		
MAP Brazil 11-44 (ex-China) P2O5 equiv	497.36	501.41	4.05	-		
DAP India	346-347	346-349	1.00	-		
DAP India P2O5 equiv	614.18	616.35	2.17	-		
DAP Pakistan	347-348	347-349	0.50	-		
DAP Turkey	355-360	360-370	7.50	-		
Raw material contracts						
±						
Phosphoric acid/t - P2O5						
cfr India	3Q19	655	2Q19	728	73.00	-
cfr western Europe	4Q18	785-860	3Q18	775-850	10.00	-
cfr Brazil	3Q18	835-855	4Q17	650-670	185.00	-
Phosphate rock (% BPL)						
fob Jordan (68-70)	3Q19	80-85	2Q19	88-105	14.00	-
cfr India (68-70)	3Q19	96-105	2Q19	120-132	25.50	-
cfr India (70-72)	3Q19	120-130	2Q19	135-140	12.50	-
fob north Africa (69)	2Q19	70-80	1Q19	70-110	15.00	-
Sulphur						
cfr Tampa	3Q19	75	2Q19	88	13.00	-
cfr north Africa	3Q19	80-101	2Q19	80-103	1.00	-
Ammonia						
cfr Tampa	Aug19	215	Jul19	215	0.00	**

Spot Sales Selection - 15 August 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
TBC	Koch	Engro	Pakistan	40 DAP 10 MAP	\$347/t cfr DAP: \$330/t cfr MAP	September
Saudi Arabia	Ma'aden	TBC	India	50 DAP	Higher-\$340s/t cfr	September

**HIGHLIGHTS THIS WEEK**

**Supply**

- Chinese 2+6 agree to adhere to 3Q 40pc DAP cut
- Indian port stocks fall to 607,000t
- August import line up at over 500,000t
- Chinese reaffirm 40pc DAP cut for 3Q
- Turkish DAP import line up substantial

**Demand**

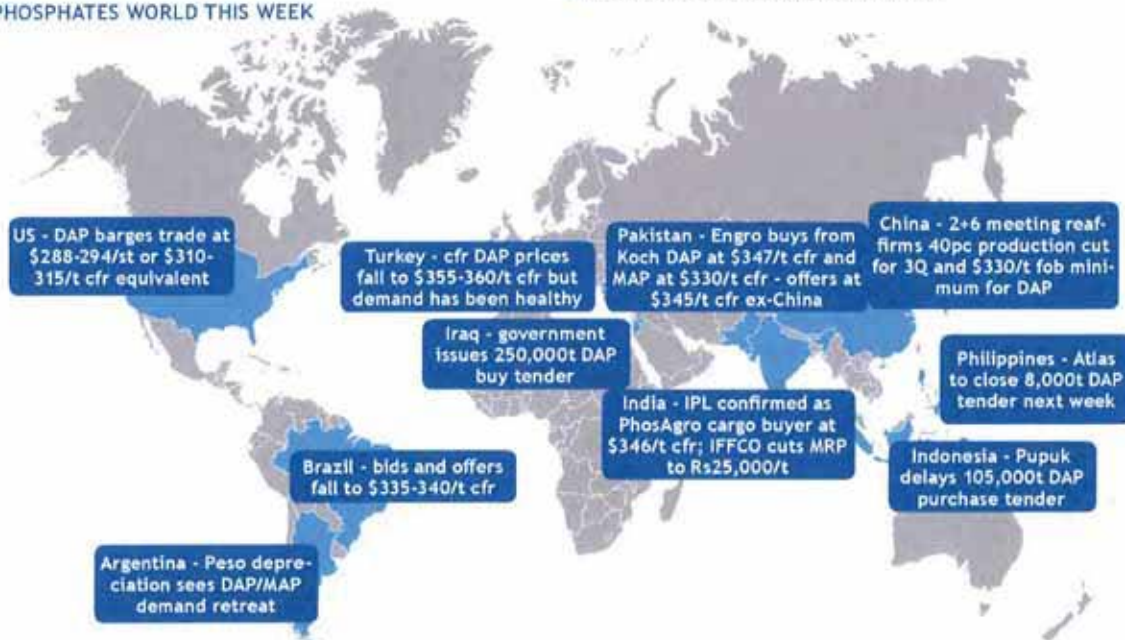
- Iraq issues 250,000t DAP tender
- Pupuk yet to announce 105,000t DAP tender
- Atlas to close 8,000t DAP tender

- Ethiopian NPS tender imminent
- Kenya tenders for 13,000t DAP
- Argentine demand evaporates over political woes

**Prices**

- Chinese try to hold DAP at \$330/t fob
- Pakistan pays \$347/t cfr for DAP...
- ...offers down to \$345/t cfr
- IFFCO cuts MRP to Rs25,000/t in India
- Brazil bid/offers down to \$335-345/t cfr
- Argentina DAP/MAP now below \$350/t cfr
- US DAP barges equate to \$310-315/t cfr
- Turkish DAP cfr falls to \$355-360/t cfr

**THE PHOSPHATES WORLD THIS WEEK**



*Disclaimer: Argus depicts geo-political borders as defined by the United Nations Geospatial Information Section. For more information visit <http://www.un.org/Depts/Cartographic/mapi/profile/world.pdf>*



Outstanding 2019 phosphate tenders						
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status	
One Acre/Kenya	DAP	13	20/8	4Q	Announced	
Iraq	DAP	5 x 50	20/8	4Q to Umm Qasr	Announced	
Algeria/Fertial	DAP	4		TBC	Delayed	
Atlas/Philippines	DAP	8	19/8	August shipment	Announced	
KSCL/Nepal	DAP	20	26/7	TBC	Offers in	
Pupuk/Indonesia	DAP	105	TBC	September-February	Yet to be announced	

## NORTH AMERICA

### US

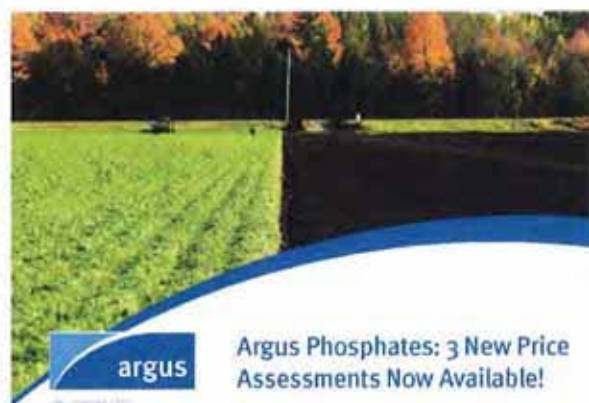
Mosaic reports no new sales this week for export.

### US domestic

DAP barges traded at a 10-year low early this week at \$288/st fob Nola for September shipment - pressuring the low end of this week's assessment. The high end was supported by confirmed business at \$294/st fob Nola for September shipment.

Prices at Nola are poised to face ongoing headwinds as offshore volumes continue to trickle to port. Argus estimates about 125,000t of DAP is booked to discharge along the US Gulf coast in August, with about 100,000t of MAP scheduled, too.

Downstream demand is expected to remain suppressed until the fourth quarter, when post-harvest applications resume. In-season consumption will be key to draw down carryover inventories, and help bring the market closer to balanced.



Argus Phosphates has recently launched 3 new price assessments, bringing more transparency to global markets, including:

- DAP fob Tampa equivalent netback Brazil
- DAP fob Tampa equivalent netback India
- Morocco DAP fob equivalent netback US terminals

For more information, please contact [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)

## CENTRAL AND LATIN AMERICA

### Argentina

A 30pc depreciation in the Argentine peso, triggered by the victory of the country's opposition leader in a key primary election, has led to farmers retreating from the market amid renewed fears of a hike in export taxes on agricultural products.

The peso has fallen to a record low against the US dollar, from Ps45 on 12 August to Ps55.68 on 13 August and Ps58.71 today. This makes importing fertilizers priced in US dollars much more expensive.

Some traders indicate that cfr values of MAP fertilizer have dropped below \$350/t cfr from Argus' last assessment of \$350-355/t cfr, amid plentiful trader and producer offers and a retreat in demand. 11-51 Chinese MAP is on offer at \$350/t cfr.

Local importers say farmers are nervous amid rumours of possible new hikes in agricultural produce export taxes. Application for soybean takes place from September onwards.

The victory of the country's centre-left opposition leader, Alberto Fernandez, in a key primary election on 11 August raises the possibility of a return to power of running mate and former president Cristina Fernandez de Kirchner. Argentina's presidential election will be held in October.

The former president proved extremely unpopular with the farming sector over the imposition of export taxes during her 2007-15 administration. The rate on soybeans was hiked from 27pc in 2007 to 40pc in 2008 as the government sought to restore a fiscal surplus and control inflation.

Fertilizer traders say that Argentina has effectively exited the market since the primary election, with fresh sales impossible. The outlook for the balance of the season, which was moderately positive for demand, has turned very bearish.

The vessel line up is as follows:

#### San Lorenzo

- Mars Harmony for Profertil 11,000t DAP/MAP ex-OCP Morocco



## **Exhibit I-39**



argusmedia.com

# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-39 | Thursday 26 September 2019

## EXECUTIVE SUMMARY

### Liquidity up, prices down

Market activity picked up this week, with at least 395,000t of DAP bought in India, Pakistan and Indonesia. But prices fell further, as trading firms pushed levels lower to meet buyers' expectations in India and Pakistan. India bought 90,000t of Chinese DAP, via traders, at around \$328-329/t cfr, and a further 100,000t of Ma'aden DAP in the low-\$330s/t cfr. In Pakistan, two trading firms sold 70,000t of DAP to buyers in the mid-\$330s/t cfr. And in Indonesia, Pupuk awarded its 135,000t DAP tender to Chinese supplier Hubei Xiangyun. Another Indonesian DAP buy tender for 15,000t closes tomorrow.

West of Suez, prices remain under pressure. 11-52 dropped to \$310-325/t cfr Brazil, with Russian suppliers holding offers for October at the high-end. In Argentina, DAP/MAP is on offer at \$335/t cfr, but demand is weak.

## MARKET DRIVERS

### China DAP exports fall in August

Chinese DAP shipments slipped to 498,000t last month, down from 876,000t in the previous month, according to recent trade data. The slowdown in exports in August suggests that the mooted supply cuts in China may have begun to take hold. And national holidays at the start of October will limit availability further in the first half of next month.

### Drought hits soybean planting in Brazil

A lack of rainfall in key Brazilian producing regions has limited the pace of 2019-20 soybean planting, with crop conditions showing some deterioration at this early stage in the planting season. In the first half of September, little or no rain was observed in Brazil's central region, which led some states to delay soybean planting.

## 30-60 DAY OUTLOOK

### Soft

The award of the Indonesian tender will offset some Chinese supply, as producers look to their domestic market. But the majority of DAP demand in India and Pakistan has been met, and purchases will likely only continue if prices fall further. West of Suez, demand for phosphates is weak.

## PRICES

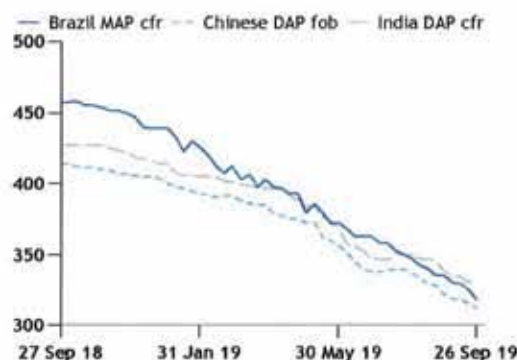
Key price assessments	\$/t	
	26 Sep	19 Sep
Argus DAP Index	90.531	91.640
DAP/MAP - fob bulk		
DAP/MAP Tampa	310-315	310-315
DAP China	310-314	313-318
DAP Saudi Arabia	322-325	328-333
MAP Baltic	290-300	305-310
DAP/MAP - cfr bulk		
DAP India	328-332	328-332
DAP Pakistan	333-335	335-340
MAP Brazil	310-325	320-330
Phosphoric acid India/t P2O5	655	655
DAP - fca		
DAP Benelux fot/fob duty paid/free	350-355	360-365

See page 2 for full price table

Selected DAP/MAP/NPK supply balance - September		'000t	
Exporter	Sold	Unsold	
Ma'aden/SABIC	320	80	
GCT	30-35	-	

## Key Indicative Prices

USD/t



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)

## MARKET ANALYSIS

## For a Few Dollars Less

Another week, another few dollars off the DAP price. But there was liquidity. Argus has identified over 420,000t of DAP trade, if the Pupuk 135,000t tender award is taken into account. India, Africa, Brazil, Pakistan and Indonesia all bought DAP/MAP.

## Indian subcontinent active

On the Indian subcontinent, India bought around 180,000t DAP. First NFL, then Chambal paid \$329/t cfr for Chinese DAP, down around \$3/t on last business. Then around 100,000t Saudi DAP was sold in the low-\$330s/t cfr.

In Pakistan, Amber and another trader sold a cargo each in the mid-\$330s/t cfr, down \$5/t week on week.

With 4Q acid contracts yet to settle (OCP and its Indian JV partners are set to meet next week) Indian buyers will be wary. There are some signs Chinese producers are attempting to balance the market, with exports down to a modest 500,000t in August. But DAP prices are weaker again this week in the very low-\$310s/t fob. But overall Chinese DAP exports are still higher than 2018, and with Indian and Pakistan import demand down on last year, it is not hard to see why prices are under continual pressure. Australian demand is patchy due to drought concerns but Pupuk awarded its 135,000t DAP tender to China while Pusri will tender tomorrow for another 15,000t.

In Africa, Russian DAP was again present, with PhosAgro selling to One Acre around 13,000t under its recent tender for Kenya. The price, at around \$351/t cfr, is in line with the recent flurry of deals done for Saudi and Russian material. A second MAP cargo to South Africa for October loading has also come to light.

## Latin America quiet

West of Suez, Brazil was assessed softer at \$310-325/t cfr with 10,000t trading at \$310-315/t cfr. Offers into Argentina were also lower in the mid-\$330s/t cfr. Interest is thin. The US price rise seen after the Faustina cut also subsided to below \$290/st fob.

Phosagro has outlined capacity additions to 2025, adding that if forecast total global demand for phosphate-based fertilizers would outstrip supply by a net 2mn t by 2025, as capacity closures and increased consumption outweigh new supply additions. Phosagro projects as much as 5mn t/yr of capacity to shutter, or be at risk of closure, in China, the US and Mexico. Given the new capacity additions in Morocco, Saudi Arabia and Egypt, radical supply side cuts are necessary for the market to balance out and prices head north.

Phosphates prices					\$/t
	26 Sep	19 Sep	±		
Argus DAP Index	90.531	91.640	1.109	-	
<b>DAP/MAP/TSP - fob bulk</b>					
DAP/MAP Tampa	310-315	310-315	0.00	**	
DAP/MAP Tampa equivalent Brazil	279-294	286-296	4.50	-	
DAP Tampa equivalent India	275-279	268-272	7.00	-	
DAP Tunisia	335-340	335-340	0.00	**	
DAP Morocco	305-345	305-345	0.00	**	
DAP Morocco P2O5 equiv	582.7	583.18	0.48	-	
DAP Morocco equivalent US terminals	296-302	301-306	4.50	-	
DAP Lithuania Baltic	325-335	325-335	0.00	**	
DAP Russia Baltic/Black Sea	290-300	305-310	12.50	-	
DAP China	310-314	313-318	3.50	-	
DAP China P2O5 equiv	554.68	562.76	4.04	-	
DAP Saudi Arabia (KSA)	322-325	328-333	7.00	-	
DAP Mexico	315-320	315-320	0.00	**	
DAP/MAP Australia	300-310	315-320	12.50	-	
DAP US Gulf domestic barge \$/st	286-288	286-295	3.50	-	
DAP Central Florida railcar \$/st		310	310	0.00	**
DAP China ex-works	308-336	338-352	23.00	-	
DAP Benelux fot/fob duty paid/free	350-355	360-365	10.00	-	
MAP Baltic	290-300	305-310	12.50	-	
MAP China 11-44	260-265	260-265	0.00	**	
MAP China 10-50	300-305	305	2.50	-	
MAP China 11-52	310-325	310-325	0.00	**	
MAP Morocco	305-345	305-345	0.00	**	
MAP Saudi Arabia (KSA)	285-300	na	0.00	**	
TSP Tunisia	310-315	310-315	0.00	**	
TSP Morocco	295-317	305-317	5.00	-	
TSP China	260-265	270-275	10.00	-	
TSP eastern Med (Lebanon/Israel)	310	310	0.00	**	
<b>DAP /MAP - cfr bulk</b>					
DAP/MAP Argentina/Uruguay	330-335	335-340	5.00	-	
MAP Brazil 11-52	310-325	320-330	7.50	-	
MAP Brazil 11-52 P2O5 equiv	488.94	503.37	14.43	-	
MAP Brazil 10-50 (ex-China)	285-305	295-309	7.00	-	
MAP Brazil 10-50 (ex-China) P2O5 equiv	475	489	14.00	-	
MAP Brazil 11-44 (ex-China)	256-274	264-278	6.00	-	
MAP Brazil 11-44 (ex-China) P2O5 equiv	458.52	472.16	13.64	-	
MAP South Africa	335-340	na	0.00	**	
DAP India	328-332	328-332	0.00	**	
DAP India P2O5 equiv	586.47	586.47	0.00	**	
DAP Pakistan	333-335	335-340	3.50	-	
DAP Turkey	350-355	350-355	0.00	**	
DAP east coast Africa	350-355	na	0.00	**	

Raw material contracts						\$/t
						±
<b>Phosphoric acid/t - P2O5</b>						
cfr India	3Q19	655	2Q19	728	73.00	-
cfr western Europe	4Q18	785-860	3Q18	775-850	10.00	-
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00	-
<b>Phosphate rock (% BPL)</b>						
fob Jordan (68-70)	3Q19	80-85	2Q19	88-105	14.00	-
cfr India (68-70)	3Q19	96-105	2Q19	120-132	25.50	-
cfr India (70-72)	3Q19	120-130	2Q19	135-140	12.50	-
fob north Africa (69)	2Q19	70-80	1Q19	70-110	15.00	-
fob Algeria (65-68)	3Q19	50-65	2Q19	na	na	**
<b>Sulphur</b>						
cfr Tampa	3Q19	75	2Q19	88	13.00	-
cfr north Africa	3Q19	80-101	2Q19	80-103	1.00	-
<b>Ammonia</b>						
cfr Tampa	Sep19	225	Aug19	215	10.00	-



Spot Sales Selection - 26 September 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
Saudi Arabia	Trader	Not disclosed	Brazil	10 MAP	\$310-315/t cfr	September
Russia	PhosAgro	One Acre	Kenya	13 DAP	\$351/t cfr	Nov-Dec
Morocco	Trader	TBC	Algeria	2 MAP	\$355/t fob	September
Saudi Arabia	Ma'aden	Various	India	100 DAP	Low-\$330s/t cfr	Sept-Oct
China	Amber	Three importers	Pakistan	35 DAP	\$334/t cfr	October
China	Midgulf	NFL	India	45 DAP	\$328-329/t cfr	October
China	YUC	Chambal	India	45 DAP	\$329/t cfr	October
China	Hubei Xiangyun	Pupuk	Indonesia	135 DAP	Formula	Oct-Mar
TBC	Trader	TBC	Pakistan	35 DAP	Mid-\$330s/t cfr	October
Russia	PhosAgro	TBC	Brazil	3 MAP	\$325/t cfr	October
Morocco	OCP	Trader	Algeria	3 TSP	\$295/t fob	September
China	TBC	Sinar Mas	Indonesia	17 TSP	\$240/t cfr (off spec)	September

## HIGHLIGHTS THIS WEEK

### Supply

- Chinese DAP exports modest at 500,000t in August
- Indian DAP stocks drawn down by 300,000t last month
- ...as DAP imports fall to 257,000t
- PhosAgro to repurpose Balakovo away from MAP
- Pakistan DAP stocks rise marginally in August

### Demand

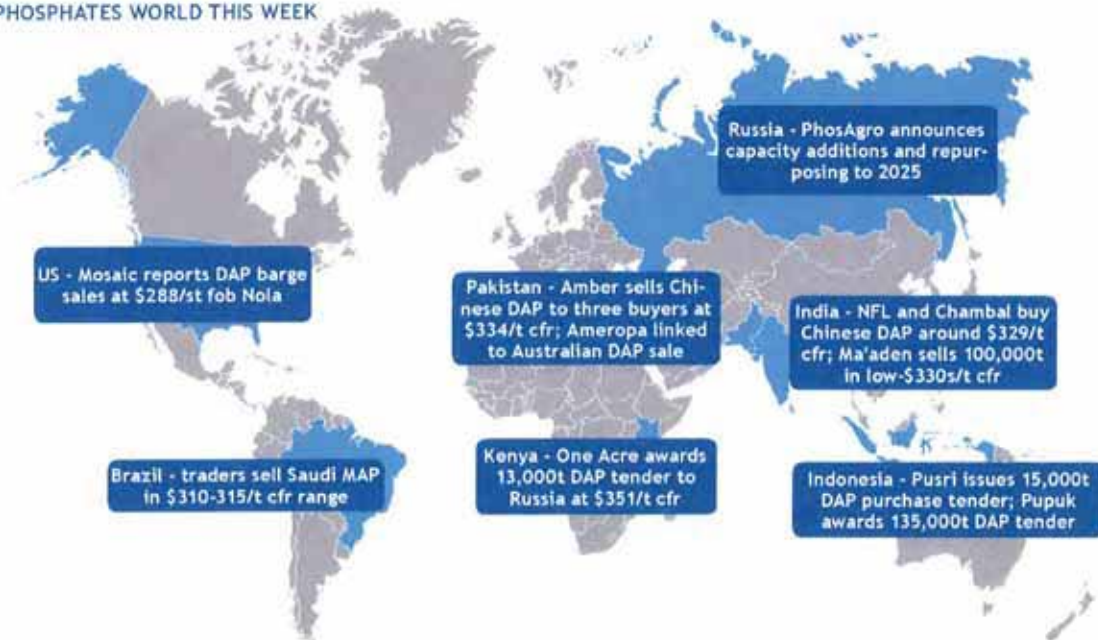
- NFL and Chambal buy DAP in India
- Ma'aden sells 100,000t DAP to India too
- One Acre awards 13,000t DAP tender in Kenya

- Pakistan buys two DAP cargoes
- Indian DAP sales rise in August, up 100,000t yoy
- Indonesia tenders for 15,000t DAP
- Pupuk Indonesia awards 135,000t DAP tender

### Prices

- Indian DAP cfr price cemented at \$329/t cfr...
- Saudis report DAP sales in India in low-\$330s/t cfr
- Pakistan pays mid-\$330s/t cfr for DAP
- PhosAgro achieves low-\$350s/t cfr in Kenya for DAP
- Mosaic sells DAP barges at \$288/st fob Nola
- Brazil MAP cfr levels lower at \$310-325/t on trader sales

## THE PHOSPHATES WORLD THIS WEEK



Disclaimer: Argus depicts geo-political borders as defined by the United Nations Geospatial Information Section. For more information visit <http://www.un.org/Depts/Cartographic/map/profile/world.pdf>

Outstanding 2019 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
One Acre/Kenya	DAP	13	20/8	4Q	Awarded
Iraq	DAP	5 x 50	20/8	4Q to Umm Qasr	Closed
Fertial/Algeria	DAP	4		TBC	Delayed
Pupuk/Indonesia	DAP	135	13/9	October-March	Awarded
NFL/India	DAP	25-45	17/9	Ship by 20 October to EC India	Awarded Midgulf
EABC/Ethiopia	NPS	888	30/9	50kt lots, priced on a fob basis	Open
KSCL/Nepal	DAP	20	15/10	Delivery to KSCL's warehouses	Open
GSFC/India	DAP	60	30/9	Delivery by 30 October	Open
Pusri/Indonesia	DAP	15	27/9	4Q delivery	Open

## NORTH AMERICA

### US

Mosaic reported no new export sales this week.

### US domestic

Mosaic has sold three October-loading DAP barges at \$288/st fob Nola. But the slight firmness in the US DAP market exhibited after the Mosaic production cut subsided this week as barge values slipped below \$290/st fob Nola for October shipment. DAP traded at \$286-288/st fob Nola - the lowest price level since early-September. Market sentiment at the annual TFI World conference in Chicago, Illinois, remained bearish for near-term price movement, especially as imports continue to discharge at the US Gulf coast at the current pace. The 500,000t of lost production at Mosaic's Faustina plant during the fourth quarter is poised to be replaced by offshore volumes, likely minimizing upward momentum to Nola values.

US farmers are harvesting corn this year at a slower pace than previous years, reflecting a delayed planting season. According to USDA, 7pc of the country's crop was harvested by 22 September, compared to a 11pc average over the last five years. In contrast around 34pc of the nation's plants had dropped leaves by 22 September, compared to 15pc in the prior week. But this still compares to 70pc at the same point in 2018.

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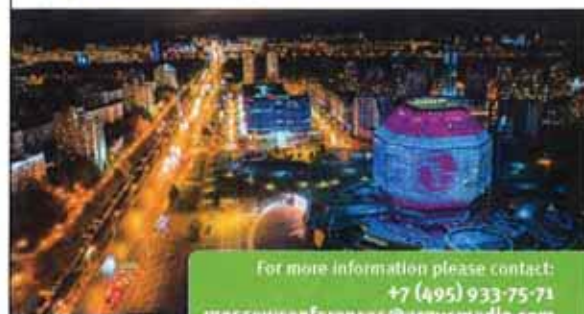
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## Argus FSU Fertilizer

Production, Trading and Logistics  
in the CIS and Baltics

4-6 September 2019 | Minsk, Belarus



Fertilizers  
illuminating the markets

# **Exhibit I-40**





argusmedia.com

# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-41 | Thursday 10 October 2019

## EXECUTIVE SUMMARY

### Prices drop further in key regions

DAP prices fell in major buying regions again this week, but remained stable out of China, supported by a lack of availability.

OCP sold 45,000-50,000t of DAP to Pakarab at \$331/t cfr this week. But most Pakistan DAP demand has been met. Agrifields sold around 30,000t of Jordanian DAP to GSFC under its purchase tender. Ma'aden will add another two 27,000t DAP cargoes to its line-up for Bangladesh this month.

In Europe, GCT sold 20,000-25,000t of DAP to Turkey in the mid-\$330s/t fob, and 10,000-15,000t of DAP at the low/mid-\$330s/t fob into Mediterranean Europe.

West of Suez, Eurochem sold 25,000t of MAP to Brazil at around \$314-316/t cfr. But sentiment remains weak with buyers targeting \$305/t cfr. And the US NOLA DAP barge price fell to \$275-285/st fob this week.

## MARKET DRIVERS

### US/Moroccan suppliers looks eastwards

Another sale east of Suez by OCP and the delivery of Tampa DAP to Mosaic's Indian distribution system highlights the fundamental weakness of demand in the Americas. OCP sold a DAP cargo to Pakarab, likely its third of the year, following last month's sale to an Indian buyer. Meanwhile, Mosaic will deliver 100,000t of US DAP to Mundra this month.

### Capacity rise sees Brazil MAP imports surge

Moroccan and Saudi suppliers have increased shipments to Brazil, as new capacity comes on stream, driving imports to 2.9mn t in January-September. This marks a rise of 470,000t compared to a year earlier. OCP and Saudi producers, Ma'aden and Sabc, accounted for 850,000t and 690,000t of imports, respectively.

## 30-60 DAY OUTLOOK

### Still soft

The temporary stability east of Suez is largely driven by a lack of availability as Chinese producers allocate material for domestic consumption. But Chinese domestic offtake is not expected to be strong and there is very little export demand for November. Latin American demand is weak currently.

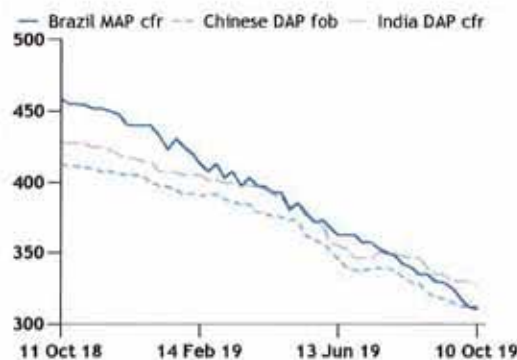
## PRICES

Key price assessments	10 Oct	3 Oct	\$/t
Argus DAP index	90.128	90.128	••
<b>DAP/MAP - fob bulk</b>			
DAP/MAP Tampa	303-308	303-308	••
DAP China	310-314	310-314	••
DAP Saudi Arabia	322-325	322-325	••
MAP Baltic	285-302	285-300	-
<b>DAP/MAP - cfr bulk</b>			
DAP India	325-328	328-332	-
DAP Pakistan	331	333-335	-
MAP Brazil	305-316	310-315	-
Phosphoric acid India/t P <sub>2</sub> O <sub>5</sub>	625	625	••
<b>DAP - fca</b>			
DAP Benelux fot/fob duty paid/free	350-355	350-355	••

See page 2 for full price table

### Key Indicative Prices

USD/t



## ANNOUNCEMENT

The holiday calendar showing which Argus reports are not published on which days is now available online <https://www.argusmedia.com/en/methodology/publishing-schedule>

View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)

## MARKET ANALYSIS

## Market east more stable but US weaker

Argus identified around 200,000t of DAP/MAP trade. Buyers in Pakistan, Turkey, Bangladesh, Algeria, Sudan, Ecuador, South Africa and Brazil purchased cargoes.

In the US, DAP barge trade reached a new decade low of \$275/st fob Nola for October shipment, a further decrease from the \$280-290/st fob assessed last week, although Mosaic did report a single DAP barge at \$285/st fob. Bearish sentiment persists even after Mosaic idled its Faustina phosphate complex on 1 October which reduces total domestic production by 500,000t through the fourth quarter. Inventories are estimated to be higher than usual as the spring application season was weak this year, and the window for fall application is narrowing.

In Central and Latin America, demand continued to be slow, as the main import season is over and importers do not expect domestic demand to pick up again this year. The weak US domestic market will weigh on Brazil, which this week traded at \$314-316/t cfr although bids were as low as \$300/t cfr.

East of Suez, Indian DAP was priced around \$325/t/t cfr, down from the \$328-332/t cfr range assessed last week but trade was very thin. Overall demand for kharif is behind 2018 levels, although the delayed monsoon could see offtake spike in October.

Pakistan bought 45,000-50,000t of Moroccan DAP priced at around \$331/t cfr Karachi, also down on last business. The shipment will arrive in November. Argus estimates that Pakistan has secured close to 1mn t DAP this year, still lower than the 2mn t imported in 2018, but the rate of Pakistan buying has accelerated markedly in the last 3-4 weeks, giving Chinese producers a much needed outlet.

China was subdued this week after the Golden Week holiday ended on 7 October, with most suppliers tied up with Pakistan shipments or domestic commitments. This supply tightness might provide prices with stability for the rest of the month, but participants expect demand to fall again for November shipments. In Australia, the import season is delayed due to drought, so no further deals emerged on the continent this week.

Looking forward, OCP has not received much support from Africa. The plethora of west African NPK tenders are either delayed, shrouded in secrecy or yet to be announced. The Ethiopian delay remains a concern for 4Q, but could lead to heavy Moroccan commitments in 1Q. Africa did lend support to Jordan, with Ameropa selling DAP to Sudan, where there are reports of a further major DAP tender. South Africa and Algeria also provided an outlet for Russian MAP.

Phosphates prices				\$/t
	10 Oct	3 Oct	±	
Argus DAP Index	90.128	90.128	0.000	••
<b>DAP/MAP/TSP - fob bulk</b>				
DAP/MAP Tampa	303-308	303-308	0.00	••
DAP/MAP Tampa equivalent Brazil	276-287	279-284	0.00	••
DAP Tampa equivalent India	274-277	275-279	1.50	-
DAP Tunisia	330-335	335-340	5.00	-
DAP Morocco	305-338	305-338	0.00	••
DAP Morocco P2O5 equiv	578.4	577.46	0.94	-
DAP Morocco equivalent US terminals	298-302	298-302	0.00	••
DAP Lithuania Baltic	320-325	320-325	0.00	••
DAP Russia Baltic/Black Sea	290-300	290-300	0.00	••
DAP China	310-314	310-314	0.00	••
DAP China P2O5 equiv	555.62	554.68	0.47	-
DAP Saudi Arabia (KSA)	322-325	322-325	0.00	••
DAP Mexico	308-312	308-312	0.00	••
DAP/MAP Australia	300-310	300-310	0.00	••
DAP US Gulf domestic barge \$/st	275-285	280-290	5.00	-
DAP Central Florida railcar \$/st	310	310	0.00	••
DAP China ex-works	309-337	308-336	1.00	-
DAP Benelux fot/fob duty paid/free	350-355	350-355	0.00	••
MAP Baltic	285-302	285-300	1.00	-
MAP China 11-44	260-265	260-265	0.00	••
MAP China 10-50	295	295	0.00	••
MAP China 11-52	310	310-325	7.50	-
MAP Morocco	290-300	305-345	30.00	-
MAP Saudi Arabia (KSA)	285-290	285-290	0.00	••
TSP Tunisia	310-315	310-315	0.00	••
TSP Morocco	295-317	295-317	0.00	••
TSP China	260-265	260-265	0.00	••
TSP eastern Med (Lebanon/Israel)	310	310	0.00	••
<b>DAP /MAP - cfr bulk</b>				
DAP/MAP Argentina/Uruguay	320-330	322-332	2.00	-
MAP Brazil 11-52	305-316	310-315	2.00	-
MAP Brazil 11-52 P2O5 equiv	475.94	479.33	3.39	-
MAP Brazil 10-50 (ex-China)	280-296	285-295	2.00	-
MAP Brazil 10-50 (ex-China) P2O5 equiv	461.43	465	3.57	-
MAP Brazil 11-44 (ex-China)	251-266	256-265	2.00	-
MAP Brazil 11-44 (ex-China) P2O5 equiv	444.29	448.3	4.01	-
MAP South Africa	335-340	335-340	0.00	••
DAP India	325-328	328-332	3.50	-
DAP India P2O5 equiv	578.86	586.47	7.61	-
DAP Pakistan	331	333-335	3.00	-
DAP Turkey	340-345	340-345	0.00	••
DAP east coast Africa	345-355	350-355	0.00	••

Raw material contracts				\$/t		
			±			
<b>Phosphoric acid/t - P2O5</b>						
cfr India	4Q19	625	3Q19	655	30.00	-
cfr western Europe	1Q19	785-860	4Q18	785-860	0.00	••
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00	-
<b>Phosphate rock (% BPL)</b>						
fob Jordan (68-70)	3Q19	80-85	2Q19	88-105	14.00	-
cfr India (68-70)	3Q19	96-105	2Q19	120-132	25.50	-
cfr India (70-72)	3Q19	120-130	2Q19	135-140	12.50	-
fob north Africa (69)	2Q19	70-80	1Q19	70-110	15.00	-
fob Algeria (65-68)	3Q19	50-65	2Q19	na	na	••
<b>Sulphur</b>						
cfr Tampa	4Q19	46	3Q19	75	29.00	-
cfr north Africa	3Q19	80-101	2Q19	80-103	1.00	-
<b>Ammonia</b>						
cfr Tampa	Oct19	255	Sep19	225	30.00	-



Spot Sales Selection - 10 October 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
Russia	EuroChem	TBC	Brazil	25 MAP	\$314-316/t cfr	October
Morocco	OCP	PakArab	Pakistan	45-50 DAP	\$331/t cfr	October
Saudi Arabia	Ma'aden	Bangladesh govt	Bangladesh	2 x 27 DAP	Contract	October
Saudi Arabia	Ma'aden	TBC	Brazil	30 MAP	Formula	October
Jordan	Ameropa	TBC	Sudan	10-15 DAP	\$310/t fob	October
Tunisia	GCT	TBC	Med	10-15 DAP	Mid-\$330s/t fob	October
Tunisia	GCT	TBC	Turkey	20-25 DAP	Mid-\$330s/t fob	October
Russia	PhosAgro	Various	Ecuador	5 DAP	Mid-\$330s/t cfr	October
Russia	EuroChem	TBC	Algeria	2 x 5-10 MAP	Low-\$300s/t fob	October

## HIGHLIGHTS THIS WEEK

### Demand

- PakArab buys Moroccan DAP cargo...
- ...with 7-8 DAP vessels arriving this month in Pakistan
- GSFC likely buys Agrifields DAP
- Latam MAP/DAP demand slow
- Brazil buys 25,000t Russian MAP
- Algeria also buys Russian MAP
- Sudan takes Jordanian DAP with reports of larger buy tender
- Turkey buys more Tunisian DAP for October loading

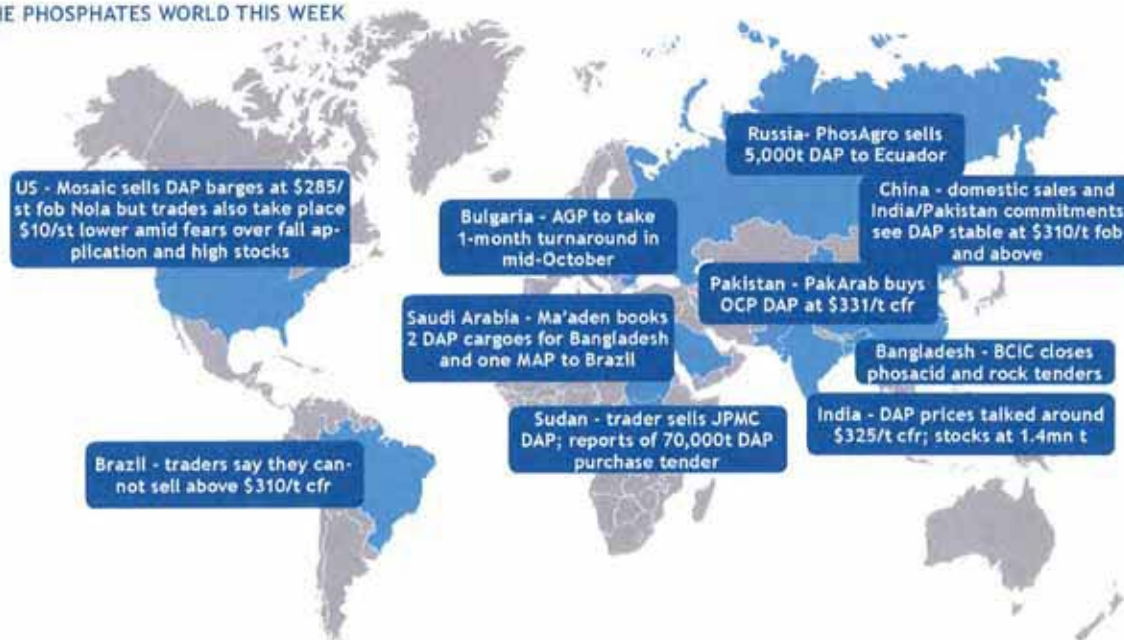
### Supply

- Quantum/Incitec delays DAP export cargo to November
- India DAP imports pass 4mn t since April
- Agropolychim to undertake October maintenance
- Brazil MAP imports hit 2.9mn t in Jan-Sept
- OCP ships another 50,000t DAP/MAP to Nola

### Prices

- Brazil pays \$314-316/t cfr for MAP...
- ...But bids down to \$300/t cfr
- US DAP barges trade lower in a \$275-285/st fob Nola range
- Tunisia sells DAP in mid-\$330s/t fob for Med
- OCP sells DAP to Pakistan at \$331/t cfr
- Indian DAP prices illiquid but assessed lower at \$325/t cfr

## THE PHOSPHATES WORLD THIS WEEK



Disclaimer: Argus depicts geo-political borders as defined by the United Nations Geospatial Information Section. For more information visit <http://www.un.org/Depts/cartographic/mapi/profile/world.pdf>



Outstanding 2019 phosphate tenders						
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status	
Iraq	DAP	5 x 50	20/8	4Q to Umm Qasr	Partially awarded	
Fertial/Algeria	DAP	4		TBC	Delayed	
EABC/Ethiopia	NPS	888	19/9	50kt lots, priced on a fob basis	Delayed to 21 Oct	
KSCL/Nepal	DAP	20	15/10	Delivery to KSCL's warehouses	Open	
GSFC/India	DAP	60	30/9	Delivery by 30 October	Offers in	
Pusr/Indonesia	DAP	15	27/9	4Q delivery	Awarded on formula	
Bangladesh/BCIC	Phosphoric acid	10	30/9	30 days after l/cs	Offers in	

**NORTH AMERICA**

**US**

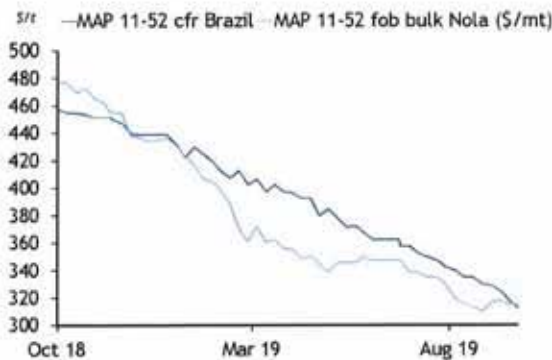
Mosaic reports no export sales this week.

**US domestic**

Two DAP barges traded to a new decade low of \$275/st fob Nola late this week for October shipment, a \$10/st decrease from the previous trade at \$285/st fob Nola on Tuesday that framed the high end of the range. An offer for October DAP at \$272/st fob Nola was seen through the brokers as the assessment window closed. And a deal at \$270/st fob Nola was reported at presstime. No MAP trades have been confirmed this week, though the product is expected to retain a slight premium to DAP as prices slide. Market participants said concerns over the narrowing fall application window and potential for unfavorable weather in the Corn Belt, along with higher-than-typical inventories, were likely pressuring the market this week. Optimism following Mosaic's announcement to lower domestic phosphate production in the fourth quarter appears to have worn off.

Argus estimates 135,000t of DAP and 83,000t of MAP will discharge at Nola this month, which would mark year-over-year declines of 10pc and 74pc, respectively. Combined phosphate imports to Nola in the third quarter are estimated to have risen by 17pc from the same period in 2018.

US MAP 11-52 fob vs Brazil 11-52 cfr (\$/t)



# **Exhibit I-41**



argusmedia.com

# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-43 | Thursday 24 October 2019

## EXECUTIVE SUMMARY

### Weaker still

DAP levels east of Suez remain under pressure, while further MAP sales pushed 11-52 prices in Brazil lower.

DAP offers in China fell to \$310/t fob from river suppliers for November-loading, as producers look to allocate output. India bought another 183,000t of DAP, as Chambal, Kribhco, KIT, IPL and another buyer stepped in to the market. Some DAP demand in Pakistan emerged, but this enquiry is for prompt-loading and has yet to be met.

West of Suez, 11-52 fell to \$295-310/t cfr Brazil, with sales around the mid-\$300s/t cfr and bids dropped to \$290/t cfr. Argentina is waiting the results of the election on Sunday.

## MARKET DRIVERS

### OCP locks up EABC tenders

OCP looks set to take all but one lot under Ethiopia's EABC tender for the procurement of four grades of NPS fertilizers in 2019-22. The tender had requested a total of 888,000t of various NPS products for the 2019-20 crop year. Most of this will ship in late 2019 and 1Q-2Q 2020, condensing shipments as the tender was delayed.

### Nola DAP prices slip to new decade low

The DAP Nola market sank to a new decade low for the fourth consecutive week.

One barge of dark DAP traded this week at \$265/st fob Nola for October shipment, the lowest price level since November 2009. This price is below Brazilian levels on a cfr equivalent basis.

## 30-60 DAY OUTLOOK

### Soft

There is little support for Chinese DAP producers in November. There are some discussions for shipments to Australia ongoing, but this will not be sufficient to balance output and the drought means demand is late in any case. The domestic Chinese DAP season remains set to be average and it is too late to meet any significant Pakistan demand. Indian DAP buying will slow now following the recent flurries of purchases. West of Suez, prices hit a historic low in the US, and Brazilian buyers can realistically wait.

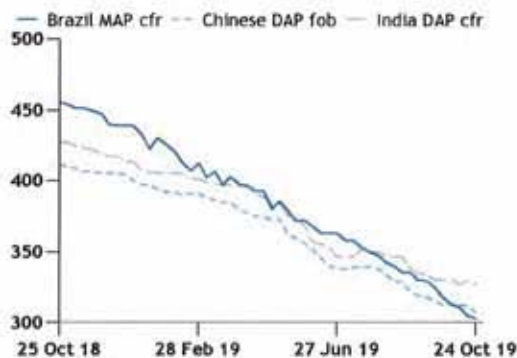
## PRICES

Key price assessments	24 Oct	17 Oct	\$/t
Argus DAP Index	88.665	89.702	-
DAP/MAP - fob bulk			
DAP/MAP Tampa	300-305	303-308	-
DAP China	305-310	311-312	-
DAP Saudi Arabia	320	320-325	-
MAP Baltic	280-285	285-302	-
DAP/MAP - cfr bulk			
DAP India	325-328	328-330	-
DAP Pakistan	332-333	332-333	••
MAP Brazil	295-310	300-310	-
Phosphoric acid India/t P2O5	625	625	••
DAP - fca			
DAP Benelux fob/fob duty paid/free	345-350	345-350	••

See page 2 for full price table

### Key Indicative Prices

USD/t



## ANNOUNCEMENT

All data change announcements can be viewed online at [www.argusmedia.com/announcements](http://www.argusmedia.com/announcements). Alternatively, to be added to the email distribution list for all announcements, please email: [datahelp@argusmedia.com](mailto:datahelp@argusmedia.com).

View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)



## MARKET ANALYSIS

**India buys; US softer; Ethiopia provides support**

Prices continued softening in large parts of the world. Only Indian and Chinese markets showed some stability. Argus identified 183,000t of DAP/MAP trade in India, sourced from Russia, China and Saudi Arabia. Some interest also emerged in Brazil for next year's season, as agricultural economics proved attractive.

The Ethiopian tender to buy almost 900,000t of NPS, which was delayed from 19 September, closed on 21 October. OCP is set to be awarded almost all of the volumes, to be shipped in the first few months of 2020. Assuming the award comes through by the end of November, this will likely take some downwards pressure off the market in late 4Q and 1Q 2020.

East of Suez, Chinese supply is tight for the rest of the month, and prices have remained relatively stable a third consecutive week. But the outlook for November is soft, as India has covered most of its requirements. Pakistani buyers are looking for one more prompt cargo, but forecasts predict that buying interest throughout the rest of the fourth quarter will be subdued as stocks in the country are high. Argus assessed Chinese DAP fob prices down slightly at \$305-310/t fob accordingly.

Australian buyers purchased further Chinese MAP cargoes for shipment to the east coast. But severe drought across parts of the country has seen significant fertilizer carryover in warehouses. Import demand will be pushed back.

In Turkey, some buyers purchased 17,000t of Russian DAP in the mid \$330s/t cfr, and a further cargo of Tunisian product is reportedly destined for onwards delivery to Iraq.

West of Suez, markets remained soft. In the US, DAP barges traded at a new decade low of \$265/st fob Nola for October shipment, the lowest price level since November 2009. Prospects for a strong application season are waning as delayed corn and soybean harvests narrow the application window.

In Brazil, some interest emerged for the 2020/21 planting season, as exceptional barter rates and a strong Real are encouraging fertilizer buying. As the product is not currently needed, the demand appears to be opportunistic. But prices remained soft and deals were not confirmed, with offers around \$305-310/t cfr and bids as low as \$290/t cfr.

Overall the outlook remains soft globally. India and Pakistan DAP demand is virtually covered and relatively high stocks may hinder an early return in 2020. The US looks soft for the rest of 4Q and this will weigh on Brazilian prices for MAP. On a bullish note, Ethiopia is a major boost for OCP, provided everything ships as planned.

Phosphates prices					\$/t	
	24 Oct	17 Oct	±			
Argus DAP Index	88.665	89.702	1.037	-		
<b>DAP/MAP/TSP - fob bulk</b>						
DAP/MAP Tampa	300-305	303-308	3.00	-		
DAP/MAP Tampa equivalent Brazil	269-284	273-283	1.50	-		
DAP Tampa equivalent India	278-281	279-281	0.50	-		
DAP Tunisia	320-325	330-335	10.00	-		
DAP Morocco	310-320	310-320	0.00	**		
DAP Morocco P2O5 equiv	567.11	564.51	2.60	-		
DAP Morocco equivalent US terminals	299-303	299-303	0.00	**		
DAP Lithuania Baltic	315-320	315-320	0.00	**		
DAP Russia Baltic/Black Sea	275-290	290-300	12.50	-		
DAP China	305-310	311-312	4.00	-		
DAP China P2O5 equiv	549.39	557.37	3.99	-		
DAP Saudi Arabia (KSA)	320	320-325	2.50	-		
DAP Mexico	305-310	308-312	2.50	-		
DAP/MAP Australia	305-310	305-310	0.00	**		
DAP US Gulf domestic barge \$/st	265-275	270-277	3.50	-		
DAP Central Florida railcar \$/st	310	310	0.00	**		
DAP China ex-works	304-332	304-334	1.00	-		
DAP Benelux fob/fob duty paid/free	345-350	345-350	0.00	**		
MAP Baltic	280-285	285-302	11.00	-		
MAP China 11-44	260-265	260-265	0.00	**		
MAP China 10-50	295	295	0.00	**		
MAP China 11-52	310	310	0.00	**		
MAP Morocco	290-300	290-300	0.00	**		
MAP Saudi Arabia (KSA)	270-275	275-285	0.00	**		
TSP Tunisia	310-315	310-315	0.00	**		
TSP Morocco	295-317	295-317	0.00	**		
TSP China	260-265	260-265	0.00	**		
TSP eastern Med (Lebanon/Israel)	310	310	0.00	**		
<b>DAP /MAP - cfr bulk</b>						
DAP/MAP Argentina/Uruguay	310-320	315-320	2.50	-		
MAP Brazil 11-52	295-310	300-310	2.50	-		
MAP Brazil 11-52 P2O5 equiv	463.32	466.51	3.19	-		
MAP Brazil 10-50 (ex-China)	271-290	276-290	2.50	-		
MAP Brazil 10-50 (ex-China) P2O5 equiv	449.04	452.52	3.48	-		
MAP Brazil 11-44 (ex-China)	243-261	247-261	2.00	-		
MAP Brazil 11-44 (ex-China) P2O5 equiv	432.78	435.42	2.64	-		
MAP South Africa	335-340	335-340	0.00	**		
DAP India	325-328	328-330	2.50	-		
DAP India P2O5 equiv	582.15	587.58	5.43	-		
DAP Pakistan	332-333	332-333	0.00	**		
DAP Turkey	330-335	330-335	0.00	**		
DAP east coast Africa	345-355	345-355	0.00	**		
<b>Raw material contracts</b>						
				\$/t		
			±			
<b>Phosphoric acid/t - P2O5</b>						
cfr India	4Q19	625	3Q19	655	30.00	-
cfr western Europe	1Q19	785-860	4Q18	785-860	0.00	**
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00	-
<b>Phosphate rock (% BPL)</b>						
fob Jordan (68-70)	3Q19	80-85	2Q19	88-105	14.00	-
cfr India (68-70)	3Q19	96-105	2Q19	120-132	25.50	-
cfr India (70-72)	3Q19	120-130	2Q19	135-140	12.50	-
fob north Africa (69)	2Q19	70-80	1Q19	70-110	15.00	-
fob Algeria (65-68)	3Q19	50-65	2Q19	na	na	**
<b>Sulphur</b>						
cfr Tampa	4Q19	46	3Q19	75	29.00	-
cfr north Africa	4Q19	52-66	3Q19	80-101	31.50	-
<b>Ammonia</b>						
cfr Tampa	Oct19	255	Sep19	225	30.00	-

Spot Sales Selection - 24 October 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
Russia	Phosagro	Kribhco	India	20 DAP	TBC	November
China	Amber	IFL	India	48 DAP	TBC	October/November
Saudi Arabia	Mosaic	Chambal	India	35 DAP	High-\$320s/t cfr	October/November
Saudi Arabia	Sabic	IFFCO/Kisan	India	35 DAP	High-\$320s/t cfr	November
China	River producer	TBC	India	45 DAP	TBC	November
Russia	TBC	TBC	Turkey	17 DAP	Mid-\$330s/t cfr	October/November
China	Trader	TBC	Australia	30 MAP (10-50)	\$295/t fob	October

### HIGHLIGHTS THIS WEEK

#### Supply

- Ethiopian award will keep OCP busy in 1H 2020
- Higher Indian DAP output offsets lower imports
- Chinese DAP producers extend production cuts to year end

#### Demand

- India takes Russian, Chinese and Saudi DAP
- Pakistan's Multan looking for prompt DAP...
- ...as well as private importers
- Turkey takes Russian DAP

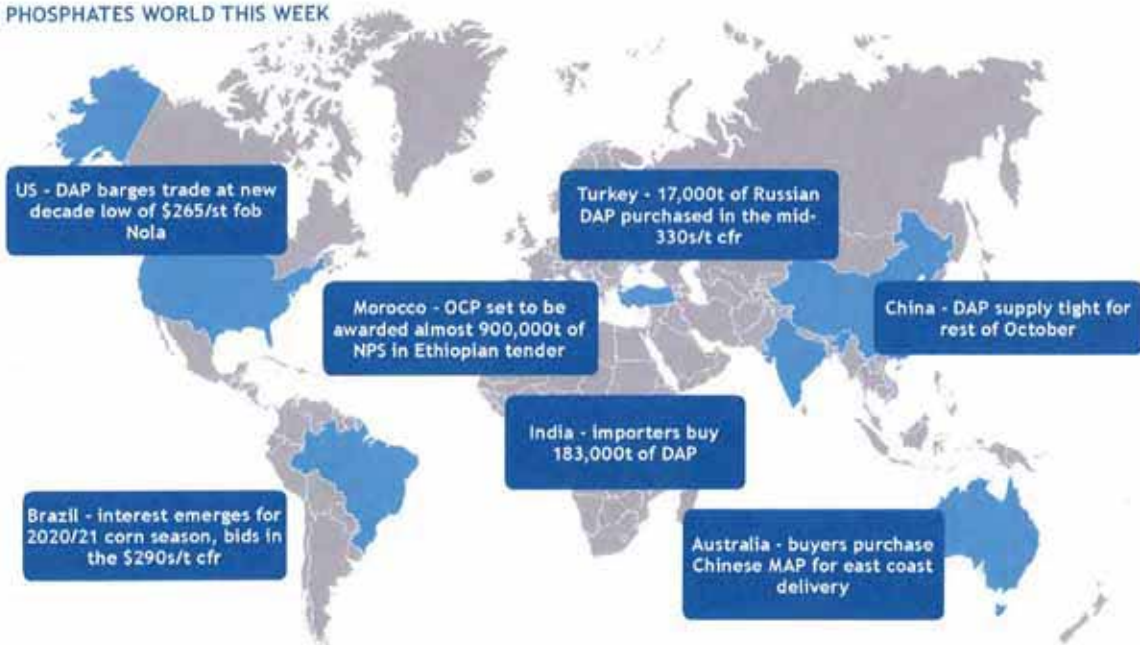
#### Prices

- US DAP barges trade at fresh low of \$265/st fob Nola
- Brazilian MAP offers at \$305-310/t cfr
- But bids drop to \$290/t cfr
- Netbacks from Brazil to the Baltic in the \$270s/t fob
- OCP offering \$320/t fob in Med markets for DAP



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### THE PHOSPHATES WORLD THIS WEEK



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Outstanding 2019 phosphate tenders						
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status	
Iraq	DAP	5 x 50	20/8	4Q to Umm Qasr	Partially awarded	
Fertial/Algeria	DAP	4		TBC	Delayed	
EABC/Ethiopia	NPS	888	21/10	50kt lots, priced on a fob basis	Offers in	
KSCL/Nepal	DAP	20	15/10	Delivery to KSCL's warehouses	Closed	
GSFC/India	DAP	60	30/9	Delivery by 30 October	Offers in	
Pusri/Indonesia	DAP	15	27/9	4Q delivery	Awarded on formula	
Bangladesh/BCIC	Phosphoric acid	10	30/9	30 days after l/cs	Offers in	

## NORTH AMERICA

### US

Mosaic had no new export sales to report this week.

### US domestic

Two DAP barges set a new decade low of \$265/st fob Nola on Wednesday for prompt shipment, framing the low end of this week's \$265-270/st fob Nola range that fell by \$3.50/st from last week's midpoint. A prompt domestic barge traded at \$275/st fob Nola to frame the high end.

No MAP barge trades were confirmed during the assessment window, but market participants said the product would still sell at a premium to DAP. MAP barges were assessed at \$270-278/st fob Nola on indications and a confirmed offer at the high end.

There is consensus that an average fall application season remains possible. Combined with fewer imports and a healthy export lineup, sources said it could be enough to draw inventories down to a normal level and support prices later this quarter or in early 2020.

Argus estimates 120,000t of DAP and 93,000t of MAP will arrive at Nola by the end of the month. An additional 50,000t of each product is expected in November so far.

### Argus Phosphates Methodology

Argus uses a precise and transparent methodology to assess prices in all the markets it covers. The latest version of the Argus Phosphates Methodology can be found at: [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology).

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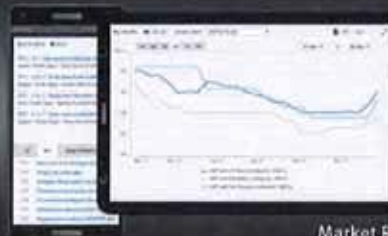
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# **Exhibit I-42**



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# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-44 | Thursday 31 October 2019

## EXECUTIVE SUMMARY

### US still soft, Nigeria resumes imports

Liquidity was low this week, as demand in markets east of Suez subsided.

Neither India nor Pakistan bought any DAP but the absence of liquidity meant prices were stable.

Some demand was seen in Australia, where importers on the west coast are locking in 4Q-1Q arrivals ahead of next season. The Australian east coast is still quiet due to drought. Chinese 11-52 prices were stable in the mid/upper-\$300s/t fob basis November/December loads.

West of Suez, GCT sold a small 8,000t lot of DAP to southern Europe, priced stable at \$320-325/t fob, and further tonnes were placed into Turkey.

## MARKET DRIVERS

### OCP wins gains in Africa

OCP is set to ship at least three 40,000-45,000t DAP vessels to Nigeria, as the government has resumed imports for NPK blending. The eventual total could reach almost 230,000t for first-half 2020 blending requirements.

### Kenya looking to revise cadmium limit

Discussions are taking place about possible revisions to the cadmium limit on DAP in Kenya. Current levels are set at 15ppm, which largely excludes Moroccan product.

### Nola DAP prices dip even lower

The DAP Nola market hit another decade low for the fifth consecutive week, with barge trades as low as the \$250s/st fob this week. MAP barges retained their premium to DAP and traded at \$265-270/st fob. This is equivalent to around \$290/t cfr, marginally lower than Brazilian cfr values.

## 30-60 DAY OUTLOOK

### Soft

With Australian demand subdued in parts due to drought and India and Pakistan slowing, there's still not much upside for producers. West of Suez, prices keep hitting historic lows in the US. Market participants continue to speculate as to further supply-side curtailments by higher-cost producers.

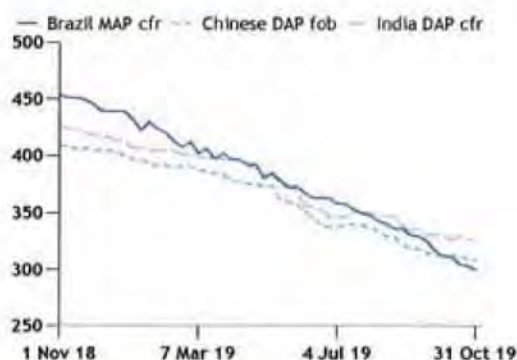
## PRICES

Key price assessments	31 Oct	24 Oct	\$/t
Argus DAP Index	88.522	88.665	-
DAP/MAP - fob bulk			
DAP/MAP Tampa	290-295	300-305	-
DAP China	308-310	305-310	-
DAP Saudi Arabia	320	320	♦♦
MAP Baltic	280-285	280-285	♦♦
DAP/MAP - cfr bulk			
DAP India	325-328	325-328	♦♦
DAP Pakistan	332-333	332-333	♦♦
MAP Brazil	295-305	295-310	-
Phosphoric acid India/t P2O5	625	625	♦♦
DAP - fca			
DAP Benelux fob/fob duty paid/free	340-345	345-350	-

See page 2 for full price table

## Key Indicative Prices

USD/t



## ANNOUNCEMENT

The holiday calendar showing which Argus reports are not published on which days is now available online <https://www.argusmedia.com/en/methodology/publish->

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## MARKET ANALYSIS

## US tanks; India dead but OCP wins in Nigeria

There was scant good news for phosphate producers this week - the US continued its inexorable slide with DAP a fresh decade low of \$253/st fob Nola. Cold, wet weather is hurting sentiment in the Corn Belt and elsewhere. The price reflects the higher-\$280s/t cfr equivalent for MAP, even lower than Brazil which was assessed lower at \$295-305/t cfr.

East of Suez is dead. For the first week in many months, neither India nor Pakistan bought a single tonne of DAP. Plentiful stocks and a seasonal wind down explain their absence. Chinese DAP prices are not really being tested currently and remain flat, but there is little support from the domestic market.

Similarly, while Australia is locking in MAP for the west coast with Chinese 11-52 fob levels stable in the upper-\$300s/t fob, the east coast is still shy due to the drought situation. Imports will not start in earnest until first quarter 2020.

OCP has won notable gains in Africa. The most significant news this week was the resumption of DAP exports to Nigeria with at least three 40,000-45,000t vessels booked by Fepsan for OCP material. In all likelihood, the market will take 230,000t by the end of 2019 and into early 2020.

This is significant. OCP lost first the NPK market, then the DAP raw material blending market, in 2019 as the three-year supply deal ended in a whimper following a sudden de facto import ban on fertilizers.

The African market has been a mixed bag for OCP in 2019 but is ending strongly. In addition to Nigeria, there is the highly likely award in Ethiopia. Even if shipments for 2021-2022 are renegotiated or retendered, as is hinted, this still provides OCP with almost 1mn t of NPS business through to early 2020. The Ivory Coast 116,000t NPS+B Intercoton tender may well also provide support to OCP although Benin remains uncertain.

Discussions are also taking place in Kenya about possible revisions to the cadmium limit on DAP, currently at 15ppm which largely excludes Moroccan product. Nigerian sources say it has provisionally revised its cadmium limit to 45ppm and there are reports of attempts to harmonise regulations across Africa. The significance of this is that any revision upwards implies more competition on the east coast, as OCP product comes potentially into play, although Saudi material is geographically closer and well received in the market.

Overall, the outlook remains soft and further supply-side curtailments look highly likely. The softness in the US may be of most concern to producers short term.

Phosphates prices		\$/t				
	31 Oct	24 Oct	±			
Argus DAP Index	88.522	88.665	0.143	-		
<b>DAP/MAP/TSP - fob bulk</b>						
DAP/MAP Tampa	290-295	300-305	10.00	-		
DAP/MAP Tampa equivalent Brazil	272-282	269-284	0.50	-		
DAP Tampa equivalent India	281-284	278-281	3.00	-		
DAP Tunisia	320-325	320-325	0.00	++		
DAP Morocco	310-320	310-320	0.00	++		
DAP Morocco P2O5 equiv	570.42	567.11	-3.31	-		
DAP Morocco equivalent US terminals	299-303	299-303	0.00	++		
DAP Lithuania Baltic	315-320	315-320	0.00	++		
DAP Russia Baltic/Black Sea	275-290	275-290	0.00	++		
DAP China	308-310	305-310	1.50	-		
DAP China P2O5 equiv	553.36	549.39	1.99	-		
DAP Saudi Arabia (KSA)	320	320	0.00	++		
DAP Mexico	280-285	305-310	25.00	-		
DAP/MAP Australia	305-310	305-310	0.00	++		
DAP US Gulf domestic barge 5/st	253-260	265-275	13.50	-		
DAP Central Florida railcar 5/st	310	310	0.00	++		
DAP China ex-works	304-332	304-332	0.00	++		
DAP Benelux fob/fob duty paid/free	340-345	345-350	5.00	-		
<b>MAP Baltic</b>						
MAP China 11-44	260-265	260-265	0.00	++		
MAP China 10-50	290-295	295	2.50	-		
MAP China 11-52	305-310	310	2.50	-		
MAP Morocco	290-300	290-300	0.00	++		
MAP Saudi Arabia (KSA)	270-280	270-275	0.00	++		
TSP Tunisia	310-315	310-315	0.00	++		
TSP Morocco	295-317	295-317	0.00	++		
TSP China	260-265	260-265	0.00	++		
TSP eastern Med (Lebanon/Israel)	310	310	0.00	++		
<b>DAP /MAP - cfr bulk</b>						
DAP/MAP Argentina/Uruguay	310-320	310-320	0.00	++		
MAP Brazil 11-52	295-305	295-310	2.50	-		
MAP Brazil 11-52 P2O5 equiv	463.57	463.32	0.25	-		
MAP Brazil 10-50 (ex-China)	271-285	271-290	2.50	-		
MAP Brazil 10-50 (ex-China) P2O5 equiv	448.83	449.04	0.21	-		
MAP Brazil 11-44 (ex-China)	243-256	243-261	2.50	-		
MAP Brazil 11-44 (ex-China) P2O5 equiv	433.08	432.78	0.30	-		
MAP South Africa	335-340	335-340	0.00	++		
DAP India	325-328	325-328	0.00	++		
DAP India P2O5 equiv	582.15	582.15	0.00	++		
DAP Pakistan	332-333	332-333	0.00	++		
DAP Turkey	330-335	330-335	0.00	++		
DAP east coast Africa	345-355	345-355	0.00	++		
<b>Raw material contracts</b>		<b>\$/t</b>				
			±			
<b>Phosphoric acid/t - P2O5</b>						
cfr India	4Q19	625	3Q19	655	30.00	-
cfr western Europe	1Q19	785-860	4Q18	785-860	0.00	++
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00	-
<b>Phosphate rock (≠ BPL)</b>						
fob Jordan (68-70)	3Q19	80-85	2Q19	88-105	14.00	-
cfr India (68-70)	3Q19	96-105	2Q19	120-132	25.50	-
cfr India (70-72)	3Q19	120-130	2Q19	135-140	12.50	-
fob north Africa (69)	2Q19	70-80	1Q19	70-110	15.00	-
fob Algeria (65-68)	3Q19	50-65	2Q19	na	na	++
<b>Sulphur</b>						
cfr Tampa	4Q19	46	3Q19	75	29.00	-
cfr north Africa	4Q19	52-66	3Q19	80-101	31.50	-
<b>Ammonia</b>						
cfr Tampa	Nov19	260	Oct19	255	5.00	-



## Spot Sales Selection - 31 October 2019

Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
Tunisia	GCT	TBC	Southern Europe	8 DAP	Low/mid-\$330s/t fob	October
Tunisia	GCT	TBC	Turkey	15 DAP	Low-\$330s/t fob	October
Morocco	OCP		Nigeria	up to 230 DAP	Contract	

## HIGHLIGHTS THIS WEEK

## Supply

- OCP to ship three 42,000t DAP lots to Nigeria in 4Q
- Ma'aden to ship a further 25,000t of MAP for Brazil
- GCT lines up 23,000t of DAP exports for November...
- ...and three TSP vessels for Bangladesh
- Chinese DAP suppliers look to the domestic market...
- ...as shipments to Australia's east coast are pushed back

## Demand

- India and Pakistan DAP demand disappears
- Nigeria could take 230,000t of OCP DAP by 1H20
- DAP demand slow in Vietnam/Thailand

- Brazil MAP import demand quiet...
- ...despite crop barter rates hitting recent lows
- Argentine DAP/MAP import demand weak after elections

## Prices

- US DAP barges hit new low in \$250s/st fob Nola
- DAP in China stable at \$308-310/t fob
- Indian buyers push for \$323-325/t cfr on weak demand
- DAP in Europe continues to soften
- Brazil MAP 11-52 softer at \$295-305/t cfr
- Mexican MAP sold around \$280/t fob Lazaro Cardenas

## THE PHOSPHATES WORLD THIS WEEK



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Outstanding 2019 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
KSCL/Nepal	DAP	20	15/10	Delivery to KSCL's warehouses	Offers in
GSFC/India	DAP	60	30/9	Delivery by 30 October	Offers in
Bangladesh/BCIC	Phosphoric acid	10	30/9	30 days after l/cs	Offers in
Sri Lanka	TSP	5	5/11	Bagged, Delivery in January	Open

**NORTH AMERICA**

**US**

Mosaic has no new export sales to report.

**US domestic**

Phosphate barge values fell to new historic lows this week as concern for the fall application window mounted. One November DAP barge traded to a new 10-year low of \$253/st fob Nola on Wednesday, while an earlier trade at \$260/st fob Nola framed the high end of this week's \$253-260/st fob Nola range.

A prompt MAP barge traded at \$270/st fob Nola on Monday, the lowest MAP barge trade since Argus began the Nola MAP assessment in 2011. Market indications framed the low end of this week's \$265-270/st fob Nola range, which declined by \$6.50/st at the midpoint.

Cold and wet weather is expected to persist in the Corn Belt through next week, further hindering harvest and fertilizer applications in the region. Sources now expect widespread applications to begin no earlier than late-November, with price support unlikely in the meantime.

Argus estimates 100,000t of combined MAP and DAP will discharge at Nola in November.

**Tampa ammonia contract rises \$5/t for November**

Continued supply tightness in the US Gulf coast and Caribbean supported a \$5/t increase in the monthly Tampa contract to \$260/t cfr for November cargoes.

The monthly contract settled between Mosaic and Yara has climbed by 21pc since slipping to the current yearly low in July, tracking price appreciation in other key supply regions during the same time period, such as the US Gulf and Caribbean, Middle East and Yuzhny.

Improved production rates globally amid steady buying in key consuming areas is anticipated to mitigate price movement in the near term.

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# **Exhibit I-43**





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# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-45 | Thursday 7 November 2019

## EXECUTIVE SUMMARY

### US drops further, demand scattered

Very small pockets of demand emerged this week, with tenders for a total of 22,000t of DAP awarded in Turkey and Thailand, both concluded at lower prices. Neither India nor Pakistan purchased cargoes for the second consecutive week, but prices were notionally stable. Chinese 11-52 prices edged lower slightly to \$305-310/t fob basis the Thai business, but producers continued to focus on the domestic market.

Demand from Australia still lags behind usual seasonal levels, but most importers have their first phosphates import cargoes lined up.

West of Suez, demand in Latin America remained subdued, and US barge prices continued their downward spiral.

## MARKET DRIVERS

### US/Brazil arbitrage widens

The Nola DAP market continued dropping for the sixth consecutive week, barges trading as low as \$242/st fob - the lowest since January 2007. Offers for MAP barges were around \$260/st fob, equivalent to \$280/t cfr, a \$15-20/t discount to Brazilian cfr values.

### Nutrien calls production cuts futile

Nutrien referred to potential further US production cuts as "a futile game" this week, stating that any cut would simply result in greater imports. Meanwhile, Mosaic reported negative gross margins of -\$6/t in the third quarter and expects further losses in 4Q.

### China hints at tariff agreement with US

There is some progress on the US-China trade war. The countries have agreed to cancel additional tariffs in stages as an agreement progresses, the Chinese commerce ministry said.

## 30-60 DAY OUTLOOK

### Still soft

The DAP market east remains weak, underpinned by a lack of demand across the Indian subcontinent. Demand from Australia is delayed into next quarter. The weak US MAP market will likely pull down Brazilian cfr values.

## PRICES

Key price assessments	7 Nov	31 Oct	\$/t
Argus DAP Index	87.716	88.522	-
DAP/MAP - fob bulk			
DAP/MAP Tampa	280-290	290-295	-
DAP China	305-310	308-310	-
DAP Saudi Arabia	320	320	••
MAP Baltic	270-275	280-285	-
DAP/MAP - cfr bulk			
DAP India	325-328	325-328	••
DAP Pakistan	332-333	332-333	••
MAP Brazil	295-300	295-305	-
Phosphoric acid India/t P2O5	625	625	••
DAP - fca			
DAP Benelux fot/fob duty paid/free	340	340-345	-

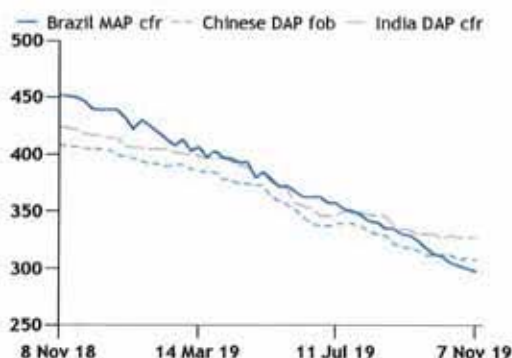
See page 2 for full price table

## ANNOUNCEMENT

The holiday calendar showing which Argus reports are not published on which days is now available online <https://www.argusmedia.com/en/methodology/publishing-schedule>

## Key Indicative Prices

USD/t



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## MARKET ANALYSIS

### Resistance is futile?

US producer Nutrien called further US production cuts a "futile game" this week.

Nutrien argues that the market is weak because of fundamental structural oversupply and that further cuts simply signal to OCP, Russian and other producers to ship more to the US. It is a clear message to its competitor, Mosaic, which accounts for around three-quarters of US phosphates production.

It is rare for any producer to speak in such plain language, but the assessment is spot on. But, it is in stark contrast to Mosaic's oddly jaunty assumption that "the bottom of the market is in", especially when DAP barges traded at \$242/st fob Nola this week, the lowest seen since January 2007.

Nutrien's view that supply cuts in the US will not deter shipments from competitors is correct, but Mosaic has little choice. The latter saw negative gross margins of -\$6/t in 3Q in its phosphates segment, and expects -\$10-0/t in 4Q based on values seen two weeks ago, since when US phosphate prices have plummeted \$20-30/st. The supplier is now left with the uncomfortable decision of whether to cut production in a bid to stop losing money and eroding shareholder value, or cede domestic market share to foreign lower-cost producers. Supplier woes have spread through the Americas, and others are mulling supply cuts.

Meanwhile, in Brazil, suppliers are holding prices around the high-\$290s/t cfr, but this represents an increasing premium to Nola MAP barges in light of the recent lows. Seasonal demand is quiet at the moment, as the safrinha crop is largely applied with potash and nitrogen-based fertilizers. But if the differential between Brazil cfr and Nola MAP barges persists into next quarter, it could offer trading firm arbitrage opportunities, or pull down Brazilian values even further.

Liquidity was thin this week. Algeria is to tender for DAP/TSP and Turkey bought a small lot of DAP from Morocco at lower cfr price.

East of Suez, the market has remained stable as demand across the Indian subcontinent has largely subsided. There was some business in Thailand for DAP around \$317-320/t cfr but demand in India and Pakistan has ground to a halt. Hence Chinese suppliers will look to Australia and their domestic market for price support. But initial projections are that Chinese domestic DAP offtake will be average next quarter. Buyers in Australia are pushing shipments back for arrival in the first quarter, amid a poor outlook for the next season. Chinese suppliers will compete with Jordanian and Saudi product for the remaining import tonnage.

Phosphates prices				\$/t	
	7 Nov	31 Oct	±		
Argus DAP Index	87.716	88.522	0.806	-	
<b>DAP/MAP/TSP - fob bulk</b>					
DAP/MAP Tampa	280-290	290-295	7.50	-	
DAP/MAP Tampa equivalent Brazil	268-273	272-282	6.50	-	
DAP Tampa equivalent India	277-280	281-284	4.00	-	
DAP Tunisia	310-320	320-325	7.50	-	
DAP Morocco	300-315	310-320	7.50	-	
DAP Morocco P2O5 equiv	556.71	570.42	13.71	-	
DAP Morocco equivalent US terminals	289-295	299-303	9.00	-	
DAP Lithuania Baltic	305-310	315-320	10.00	-	
DAP Russia Baltic/Black Sea	275-290	275-290	0.00	**	
DAP China	305-310	308-310	1.50	-	
DAP China P2O5 equiv	553.88	553.36	0.26	-	
DAP Saudi Arabia (KSA)	320	320	0.00	**	
DAP Mexico	280-285	280-285	0.00	**	
DAP/MAP Australia	300-305	305-310	5.00	-	
DAP US Gulf domestic barge \$/st	242-259	253-260	6.00	-	
DAP Central Florida railcar \$/st	310	310	0.00	**	
DAP China ex-works	308-322	304-332	3.00	-	
DAP Benelux fob/fob duty paid/free	340	340-345	2.50	-	
MAP Baltic	270-275	280-285	10.00	-	
MAP China 11-44	260-265	260-265	0.00	**	
MAP China 10-50	290-295	290-295	0.00	**	
MAP China 11-52	305-310	305-310	0.00	**	
MAP Morocco	290-300	290-300	0.00	**	
MAP Saudi Arabia (KSA)	272-277	270-280	0.00	**	
TSP Tunisia	310-315	310-315	0.00	**	
TSP Morocco	295-317	295-317	0.00	**	
TSP China	260-265	260-265	0.00	**	
TSP eastern Med (Lebanon/Israel)	310	310	0.00	**	
<b>DAP /MAP - cfr bulk</b>					
DAP/MAP Argentina/Uruguay	305-310	310-320	7.50	-	
MAP Brazil 11-52	295-300	295-305	2.50	-	
MAP Brazil 11-52 P2O5 equiv	461.52	463.57	2.05	-	
MAP Brazil 10-50 (ex-China)	271-281	271-285	2.00	-	
MAP Brazil 10-50 (ex-China) P2O5 equiv	447.43	448.83	1.40	-	
MAP Brazil 11-44 (ex-China)	243-251	243-256	2.50	-	
MAP Brazil 11-44 (ex-China) P2O5 equiv	430.66	433.08	2.42	-	
MAP South Africa	335-340	335-340	0.00	**	
DAP India	325-328	325-328	0.00	**	
DAP India P2O5 equiv	582.15	582.15	0.00	**	
DAP Pakistan	332-333	332-333	0.00	**	
DAP Turkey	320-325	330-335	10.00	-	
DAP east coast Africa	345-355	345-355	0.00	**	

Raw material contracts				\$/t	
					±
<b>Phosphoric acid/t - P2O5</b>					
cfr India	4Q19	625	3Q19	655	30.00 -
cfr western Europe	1Q19	785-860	4Q18	785-860	0.00 **
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00 -
<b>Phosphate rock (% BPL)</b>					
fob Jordan (68-70)	4Q19	80-85	3Q19	80-85	0.00 **
cfr India (68-70)	4Q19	96-105	3Q19	96-105	0.00 **
cfr India (70-72)	4Q19	120-125	3Q19	120-130	2.50 -
fob north Africa (69)	3Q19	70-75	2Q19	70-80	2.50 -
fob Algeria (65-68)	3Q19	50-65	2Q19	na	na **
<b>Sulphur</b>					
cfr Tampa	4Q19	46	3Q19	75	29.00 -
cfr north Africa	4Q19	52-66	3Q19	80-101	31.50 -
<b>Ammonia</b>					
cfr Tampa	Nov19	260	Oct19	255	5.00 -



Spot Sales Selection - 31 October 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
China	TBC	TerrAgro	Thailand	12 DAP	\$317-320/t cfr	December
TBC	Trader	Igsas	Turkey	10 DAP	High-\$320s/t cfr w/ credit	December

## HIGHLIGHTS THIS WEEK

### Supply

- Agropolychim in turnaround
- Brazilian MAP imports ahead by 600,000t
- Nutrien says further US supply cuts 'futile'
- Indian DAP stocks draw down by 100,000t
- Jorf Lasfar closed 5-7 November due to swells

### Demand

- TerrAgro buys 12,000t Chinese DAP in Thailand
- Algeria's Asmidal to tender for DAP and TSP
- Turkey's Igsas buys 10,000t of DAP
- No demand evident on Indian subcontinent
- Australia 4Q demand still comparatively weak

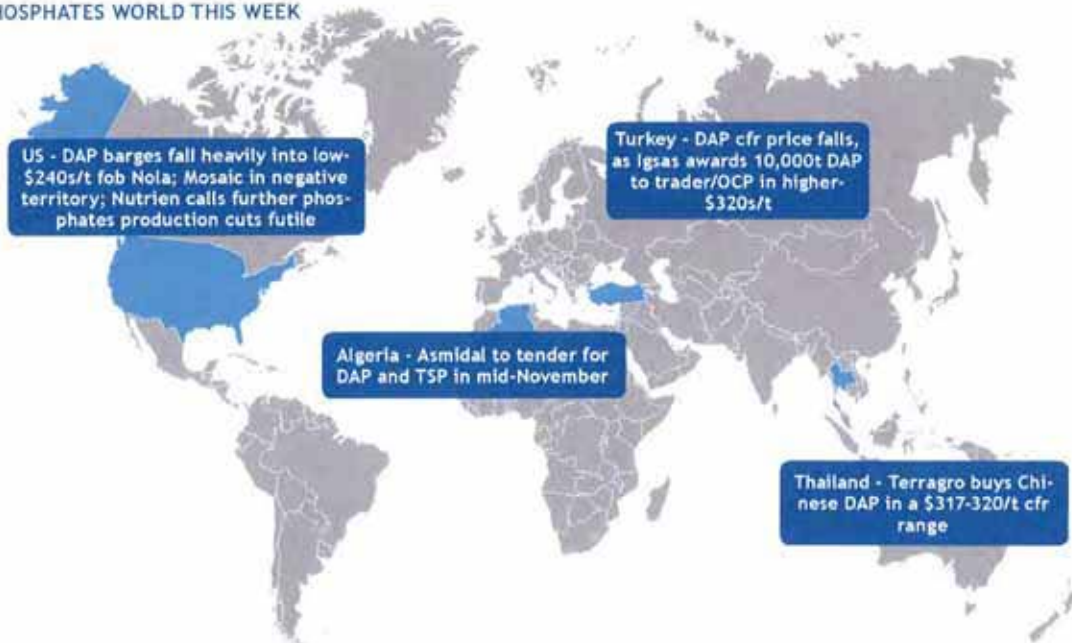
### Prices

- Turkish DAP cfr values fall into \$320s/t cfr
- China DAP fobs marginally weaker at \$305-310/t fob
- US DAP barges fall to low-\$240s/st fob at low end
- Thailand pays \$317-320/t cfr for DAP
- Indian rock prices essentially roll for 4Q



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## THE PHOSPHATES WORLD THIS WEEK



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Outstanding 2019 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
KSCL/Nepal	DAP	20	15/10	Delivery to KSCL's warehouses	Offers in
Bangladesh/BCIC	Phosphoric acid	10	30/9	30 days after l/cs	Offers in
Sri Lanka	TSP	5	5/11	Bagged, Delivery in January	Offers in

## NORTH AMERICA

### US

Mosaic reports no export sales this week.

#### US domestic

Phosphate barge values continued to fall this week as high buyer inventories and delays to the fall application season weighed on market sentiment.

One November DAP barge traded to a 12-year low of \$242/st fob Nola on Tuesday, while five domestic barges traded at \$259/st fob Nola on Friday last week to frame the high end of this week's \$242-259/st fob Nola range.

No MAP trades were confirmed during the assessment window, but offers from \$258-262/st fob Nola went unanswered. Market indications supported this week's \$255-260/st fob Nola range, which declined from the previous week by \$10/st at the midpoint.

Optimism for a strong fall application season is waning among some market participants after rain throughout the Corn Belt over the past two weeks further delayed harvests and ground froze in the Northern Plains. With inventories still full from two lackluster application seasons and more phosphate shipments on the way, many doubt fall demand will be enough to rebalance the domestic phosphates market.

Argus estimates 160,000t of combined MAP and DAP will arrive in November, which would mark a 58pc increase from November 2018.

#### Phosphate output cuts 'futile' - Nutrien

Further US production cuts would be "a futile game" in offsetting falling phosphate barge prices amid increased supply from North Africa, Nutrien said.

The company attributed falling phosphate prices to a structural oversupply and said further US output cuts would simply lead to greater imports into the US.

DAP prices have traded at historical lows at Nola during the second half of the year amid high stocks following consecutively poor application windows.

Nutrien's phosphate sales volumes declined by 24pc to

492,000t during the third quarter after it ceased phosphate production at its Redwater facility.

But buyer inventories are full following two lackluster application seasons and high first-quarter imports. Price support is not expected prior to fall applications beginning to draw stocks down. The window for fall applications continues to narrow on poor harvest weather, and optimism for price recovery in early 2020 is waning among market participants.

Mosaic said earlier in the week that it would restart operations at its Faustina facility by the end of this year or early next year after inventories are gauged following fall consumption. Phosphate prices temporarily climbed after Mosaic announced it would idle its Faustina phosphate complex in Louisiana to allow US supplies to tighten. But barge prices have fallen lower during the past six weeks, trading this week to the lowest level since January 2007.

### Canada

#### Canadian MAP imports up on plant closure

Canada imported 938,000t of MAP between January and September this year, the highest on record for that period. Imports were up by 188,000t on the year, replacing reduced domestic production capacity.

Canadian producer Nutrien in May ceased phosphate production at its Redwater plant in Alberta, taking 610,000t/yr of MAP out of the domestic market.

MAP deliveries from the US to Canada rose by 95,000t on the year to 788,000t. But US market share in Canada was at 84pc, down from 92pc in 2018. The gap was filled by Moroccan product, which made up 13pc of all imports this year, with 123,000t arriving. In January-September 2018, Moroccan MAP made up 5pc of Canadian imports.

September saw the highest Canadian MAP imports for a single month on record, with 157,000t delivered. Imports usually pick up in August/September after plummeting in June and July, but were more than three times higher this year than the long-term average. 147,000t of MAP arrived from the US and 10,000t from Morocco.

# **Exhibit I-44**



argusmedia.com

# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-50 | Thursday 12 December 2019

## EXECUTIVE SUMMARY

### Prices and liquidity fall further

Market activity slowed this week. Australian buyers purchased two cargoes totalling 90,000t, and Ma'aden sold 45,000t of DAP to Kenya. No business emerged in India and Pakistan but Indian offers at \$300/t cfr were rejected. Incofe meanwhile awarded a tender for around 15,000t of DAP/MAP to a trading firm for January shipment.

The lack of demand is causing prices to drop further in many key markets. Brazil MAP levels dropped further this week, with Russian producer sales at \$280-284/t cfr, setting the high-end. Similarly, DAP prices in Europe fell this week, as high stocks and competition among suppliers pushed levels down. Moroccan DAP fob levels are currently the lowest since early 2007.

## MARKET DRIVERS

### Australia steps in for US cargo

Ameropa will ship a 38,000t combined cargo of MAP 10-50 and DAP from Tampa to the Australian east coast in January. It will also take 10-50 from China but the outlook is still mixed, dependent on drought.

### US barge market drops to new lows

Prices in the US barge market dropped to new lows this week, with both DAP and MAP assessed at \$235-240/st fob Nola, a \$24/t discount to Brazilian cfr values for MAP.

### Prices in east Africa drop on Ma'aden sale

Ma'aden sold a DAP cargo to Kenya in the low-\$320s/t cfr this week, around \$5/t lower than indications last week.

## 30-60 DAY OUTLOOK

### Soft

As the holidays approach, trade in large parts of the world will likely not pick up until next month. In India and Pakistan, high DAP stocks will limit demand. Some support might be seen in 1Q with OCP's Ethiopian commitments, and as Chinese producers cut exports. West of Suez, Brazil phosphate prices will be capped by the US barge market, but Latin American demand should emerge next month.

## PRICES

Key price assessments	12 Dec	5 Dec	\$/t
Argus DAP Index	83.973	84.180	-
DAP/MAP - fob bulk			
DAP/MAP Tampa	270	270-273	-
DAP China	295-298	295-298	••
DAP Saudi Arabia	300-305	300-305	••
MAP Baltic	253-257	262-265	-
DAP/MAP - cfr bulk			
DAP India	295-300	305-310	-
DAP Pakistan	300-310	310-315	-
MAP Brazil	275-285	285-290	-
Phosphoric acid India/t P2O5	625	625	••
DAP - fca			
DAP Benelux fot/fob duty paid/free	320-325	330	-

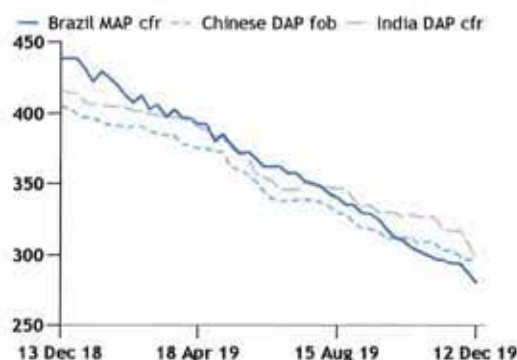
See page 2 for full price table

## ANNOUNCEMENT

The holiday calendar showing which Argus reports are not published on which days is now available online <https://www.argusmedia.com/en/methodology/publishing-schedule>

### Key Indicative Prices

USD/t



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)



## MARKET ANALYSIS

**Liquidity dries up, sentiment weakens further**

Market activity slowed once again this week, as demand on the Indian subcontinent quietened.

DAP prices were pressured further east of Suez, as Indian buyers are now targeting levels of \$300/t cfr and below. But there were no new deals reported this week. Australia was one of the few active markets, with two trading firms lining up a total of over 90,000t of phosphates combination cargoes from the US and China. Australia is providing some southern Chinese producers with a useful export outlet, as DAP import demand on the subcontinent wanes with distributors focusing on the rabi season. Chinese producers are now looking to focus on meeting domestic DAP demand. But feedback from Chinese market participants still indicates that DAP offtake remains slow, and is lagging behind last year's levels. Increased competition from other fertilizer products, combined with the deflationary price environment, has suppressed Chinese end users' appetite for purchases currently. One supplier has reported a drop in offers of delivered DAP prices in some regions, in the face of weak demand from buyers.

In northern Europe, suppliers are continuing to compete for whatever DAP demand should surface, pushing levels lower. Prices were reported as low as \$315/t fca in northern France this week, as buyers held off purchases with the expectations of lower prices. And more material scheduled to arrive in January in Rouen and Ghent has compounded the downward pressure on price levels. Buyers across northern European markets are holding off purchases, hoping to time the bottom of the market.

In Africa, Ma'aden booked a 45,000t DAP cargo for multiple buyers in Kenya, loading in the second half of this month. The cargo was priced at the equivalent of the low-\$320s/t cfr, offering the Saudi producer a considerably higher net-back – compared to the Indian market – at around \$305/t fob. Elsewhere on the continent, Tunisian supplier GCT reported DAP prices slipping to \$300/t fob for European markets, a drop of around \$20-25/t on last month's levels. There were no new sales reported by Morocco's OCP this week, but it remains focused on meeting its prior commitments in Ethiopia and Nigeria. Inclement weather is forecast in the Jorf Lasfar area in the coming days, which will likely delay OCP's already-backlogged loading schedule.

West of Suez, some market participants reported MAP 11-52 prices as low as \$275/t cfr Brazil, but no business was confirmed at this level. Russian MAP sold in the low/mid-\$280s/t cfr. Spot demand is weak. More demand is expected from Brazil and Argentina at the start of 2020.

Phosphates prices				\$/t	
	12 Dec	5 Dec	±		
Argus DAP index	83.973	84.180	0.207	-	
<b>DAP/MAP/TSP - fob bulk</b>					
DAP/MAP Tampa	270	270-273	1.50	-	
DAP/MAP Tampa equivalent Brazil	247-257	259-264	9.50	-	
DAP Tampa equivalent India	246-251	257-262	11.00	-	
DAP Tunisia	295-300	295-300	0.00	+	
DAP Morocco	285-295	285-295	0.00	+	
DAP Morocco P2O5 equiv	525.99	527.41	1.42	-	
DAP Morocco equivalent US terminals	268-275	268-275	0.00	+	
DAP Lithuania Baltic	285-295	295-303	9.00	-	
DAP Russia Baltic/Black Sea	265-270	270-280	7.50	-	
DAP China	295-298	295-298	0.00	+	
DAP China P2O5 equiv	527.84	529.96	1.06	-	
DAP Saudi Arabia (KSA)	300-305	300-305	0.00	+	
DAP Jordan	285-290	290-295	5.00	-	
DAP Mexico	275	275-280	2.50	-	
DAP/MAP Australia	285-290	285-290	0.00	+	
DAP US Gulf domestic barge \$/st	235-240	240-245	5.00	-	
DAP Central Florida railcar \$/st	295	295	0.00	+	
DAP China ex-works	299-328	298-327	1.00	-	
DAP Benelux fot/fob duty paid/free	320-325	330	7.50	-	
MAP Baltic	253-257	262-265	8.50	-	
MAP China 11-44	255-260	255-260	0.00	+	
MAP China 10-50	270-280	280-285	7.50	-	
MAP China 11-52	305-310	305-310	0.00	+	
MAP Morocco	261-265	270-280	12.00	-	
MAP Saudi Arabia (KSA)	255-260	260-265	5.00	-	
TSP Tunisia	290-295	290-295	0.00	+	
TSP Morocco	260-270	260-270	0.00	+	
TSP China	260-265	260-265	0.00	+	
TSP eastern Med (Lebanon/Israel)	280-285	280-285	0.00	+	
<b>DAP /MAP - cfr bulk</b>					
DAP/MAP Argentina/Uruguay	295	295	0.00	+	
MAP Brazil 11-52	275-285	285-290	7.50	-	
MAP Brazil 11-52 P2O5 equiv	433.84	448.27	14.43	-	
MAP Brazil 10-50 (ex-China)	252-266	261-271	7.00	-	
MAP Brazil 10-50 (ex-China) P2O5 equiv	419.09	433.09	14.00	-	
MAP Brazil 11-44 (ex-China)	225-239	234-243	6.50	-	
MAP Brazil 11-44 (ex-China) P2O5 equiv	403.63	418.4	14.77	-	
MAP South Africa	335-340	335-340	0.00	+	
DAP India	295-300	305-310	10.00	-	
DAP India P2O5 equiv	528.65	550.39	21.74	-	
DAP Pakistan	300-310	310-315	7.50	-	
DAP Turkey	290-300	310-320	20.00	-	
DAP east coast Africa	320-325	325-330	5.00	-	

Raw material contracts				\$/t	
<b>Phosphoric acid/t - P2O5</b>					
cfr India	4Q19	625	3Q19	655	30.00
cfr western Europe	4Q19	735-760	3Q19	765-790	30.00
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00
<b>Phosphate rock (% BPL)</b>					
fob Jordan (68-70)	4Q19	80-85	3Q19	80-85	0.00
cfr India (68-70)	4Q19	96-105	3Q19	96-105	0.00
cfr India (70-72)	4Q19	120-125	3Q19	120-130	2.50
fob north Africa (69)	4Q19	70-75	3Q19	70-75	0.00
fob Algeria (65-68)	4Q19	50-60	3Q19	na	na
<b>Sulphur</b>					
cfr Tampa	4Q19	46	3Q19	75	29.00
cfr north Africa	4Q19	52-66	3Q19	80-101	31.50
<b>Ammonia</b>					
cfr Tampa	Dec19	250	Nov19	260	10.00

Spot Sales Selection - 5 December 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
Saudi Arabia	Ma'aden	Multiple	Kenya	45 DAP	Low-\$320s/t cfr	December
US	TBC	Ameropa	Australia	38 MAP 10-50, DAP	Not disclosed	January
Russia	Eurochem	TBC	Brazil	6 MAP	\$284/t cfr	January
Russia	Eurochem	TBC	Brazil	2-4 MAP	\$282/t cfr	January
TBC	Trader	Incofe	Central America	15 DAP/MAP	Not disclosed	January
China	TBC	TBC	Australia	53 MAP 10-50, MAP zinc, DAP	Not disclosed	December

## HIGHLIGHTS THIS WEEK

### Supply

- Ma'aden sells 45,000t of DAP to Kenya
- Eurochem loading 15,000t of MAP, destined for Algeria...
- ...and sells around 10,000t of MAP to Brazil
- ICS/Indorama Senegal restarts DAP/NPK plant
- Trading firm shipping Mexican phosphates to Brazil in Dec

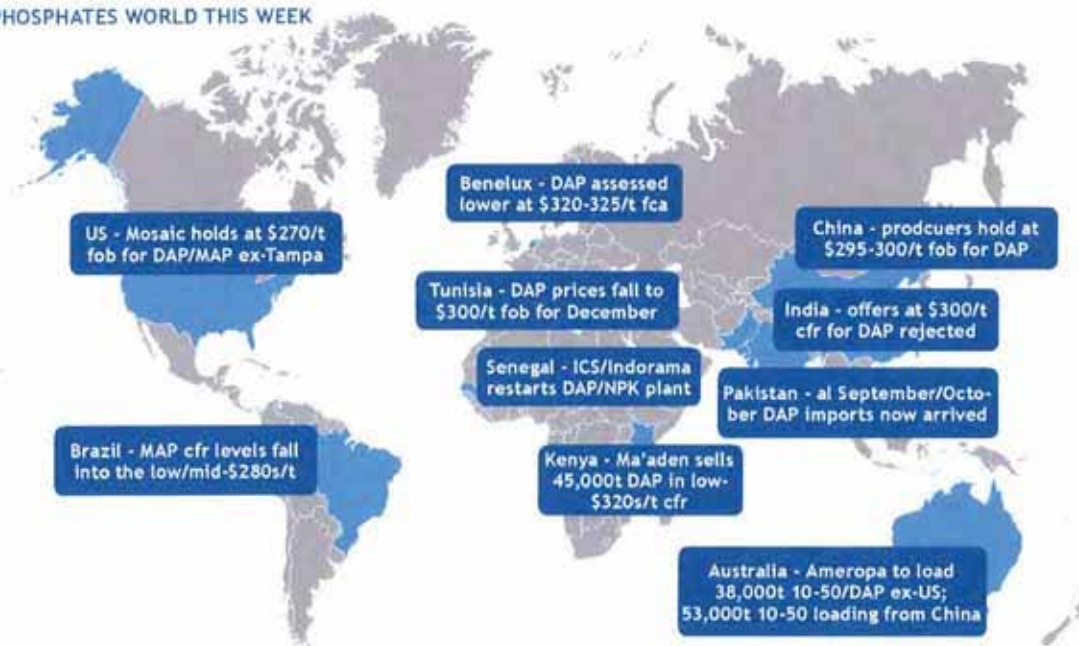
### Prices

- Chinese DAP on offer at \$295-300/t fob
- India rejects offers at \$300/t cfr for DAP
- Tunisian DAP prices lower at \$300/t fob
- DAP northwest Europe drops to \$320-330/t fca
- US DAP barges slip to \$230-238/st fob Nola
- Brazil MAP 11-52 falls to \$280-285/t cfr

### Demand

- Australia purchases 38,000t US DAP/MAP 10-50...
- ...plus 53,000t of MAP 10-50/MAP Zinc/DAP from China
- Neither India nor Pakistan report DAP purchases...

## THE PHOSPHATES WORLD THIS WEEK



Disclaimer: Argus depicts geo-political borders as defined by the United Nations Geospatial Information Section. For more information visit <http://www.un.org/Depts/Cartographic/map/profile/world.pdf>



Outstanding 2019 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
KSCL/Nepal	DAP	20	15/10	Delivery to KSCL's warehouses	Offers In
Bangladesh/BCIC	Phosphoric acid	10	30/9	30 days after l/cs	Offers In
Iran/ASSC	DAP	2 x 35	18/12		Open
India/Fact	Phosphate rock	40	5/12	5-17 January	Offers in
Iran/ASSC	TSP	3 x 30	6/1		Open

## NORTH AMERICA

### US

Mosaic is holding DAP/MAP prices at \$270/t fob Tampa with no sales reported this week by the US producer.

### US domestic

Nola barge prices fell to new lows this week in the first DAP trades for nearly a month.

Two December and two January DAP barges traded to a new 13-year low of \$235/st fob Nola to frame the low end of this week's \$235-240/st fob Nola range. Four prompt domestic barges traded at \$240/st fob Nola to frame the high end.

No MAP barge trades were confirmed during the assessment window, but confirmed bids and offers supported a \$235-240/st fob Nola range, marking a new low since Argus began the MAP Nola assessment.

Market participants predict buyers will end the season with phosphate bins more than halfway full, diminishing the likelihood of a traditional winter fill period. Price support is doubted into early-2020 as additional imports and the expectation that production will resume at Mosaic's plant in Faustina, Louisiana, loom ahead.

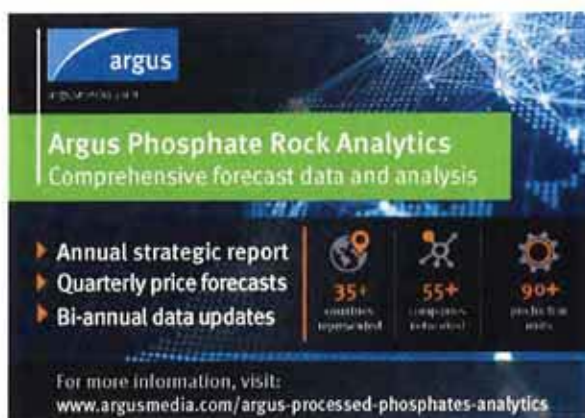
Argus estimates six vessels carrying a combined 250,000t of DAP and MAP will arrive at Nola by the end of this month.

### US corn harvest 92pc complete as season ends

The US corn harvest advanced by three percentage points to 92pc complete during the final week of Crop Progress updates from the US Department of Agriculture (USDA).

The corn harvest this season has been slowed by weather challenges and is typically 100pc complete by this time, according to the five-year average.

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# **Exhibit I-45**



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# Argus Phosphates

Formerly Argus FMB Phosphates

Issue 19-12 | Thursday 21 March 2019

## EXECUTIVE SUMMARY

### Global phosphates drop further

DAP and MAP prices dropped in key regions this week, as suppliers scrambled to sell into Latin America and Indian buyers continue to push DAP fob levels lower. Saudi Arabia sold 140,000t DAP to India at \$397/t cfr or under formula. Indian buyers are pushing for prices below \$395/t cfr. RCF and GSFC issued purchase tenders for a total of 146,000t of DAP this week. Importer Engro bought around 40,000-45,000t of DAP from Aries at around \$402-403/t cfr Pakistan and a second sale around the same price is likely. Even with high stocks, Pakistan buyers sense market weakness.

West of Suez, Argentina was the most active market, buying around 85,000t DAP/MAP/MES from the US, and probably Mexico, at \$404-405/t cfr. Brazilian MAP 11-52 levels dropped further this week following Eurochem sales of 40,000t of DAP/MAP 11-52 at around \$400/t cfr and trader offers at \$395/t cfr.

## MARKET DRIVERS

### First cut not the deepest?

The decision by Mosaic to cut output is now clearly seen as a move to reduce pressure on the US domestic market that has been hit by unprecedented poor weather and heavy imports. It has not reduced export availability, in fact Mosaic appears to be more active in pushing tonnage away from the US. The respite in the domestic market has been short-lived.

### Rockfall

JPMC has agreed lower prices with Indian partner Iffco for the first quarter, reflecting generally weaker off-season market sentiment. The price for 66-68pc BPL rock fell from \$98/t fob to \$89/t fob. Phosphoric acid prices could similarly drop.

## 30-60 DAY OUTLOOK

### Softening

DAP prices east of Suez are set to gradually fall. Indian DAP stocks are close to 2mn t and importers continue to push for lower levels. West of Suez, Argentina will continue to buy over the coming months and Brazilian end-user purchases will pick up for May-June arrival.

## PRICES

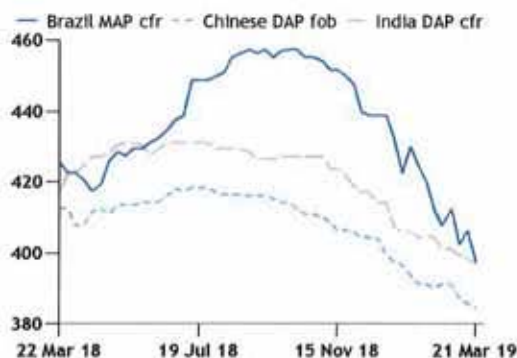
Key price assessments	\$/t	
	21 Mar	14 Mar
Argus DAP Index	112.047	113.473
<b>DAP/MAP - fob bulk</b>		
DAP/MAP Tampa	383	388-391
DAP China	384-385	385-387
DAP Saudi Arabia	389-390	390-425
MAP Baltic	375-380	379-382
<b>DAP/MAP - cfr bulk</b>		
DAP India	397	397-400
DAP Pakistan	402-403	407
MAP Brazil	395-400	405-408
Phosphoric acid India/t P2O5	750	750
<b>DAP - fca</b>		
DAP Benelux fob/fob duty paid/free	450-460	455-460

See page 2 for full price table

Selected DAP/MAP/NPK supply balance - March		'000t	
Exporter	Sold	Unsold	
Ma'aden/SABIC	398	-	
GCT	38-51	-	
OCP	370-420	80-180	

## Key Indicative Prices

USD/t



View the methodology used to assess phosphate prices at [www.argusmedia.com/methodology](http://www.argusmedia.com/methodology). Your feedback is always welcome at [fertilizer@argusmedia.com](mailto:fertilizer@argusmedia.com)

## MARKET ANALYSIS

## Death by a thousand cuts

Mosaic's announcement two weeks ago that it would cut output by around 300,000t for the spring season now seems a distant memory. All notion that prices had stabilised west of Suez in the face of Mosaic's curtailment dissipated this week following sales at lower levels.

Argentina's ACA/Bunge bought around 53,000t DAP/MAP/MES from Mosaic at \$405/t cfr, a drop of around \$5/t on OCP's sales last week, and Profertil bought open origin at a similar level. The decrease is indicative of the rising competition among suppliers to offload product. US, Russian, Chinese producers and traders are all offering product to buyers.

In Brazil, Eurochem sold 40,000t of DAP/MAP at around \$400/t cfr for March and April loading, a notable drop on last week's range of \$405-408/t cfr. There is still little spot liquidity in Brazil and the large availability of DAP/MAP in the US is forcing producers to offload material. Phosagro has conceded that any real phosphates price growth in the second quarter will be tempered by increased capacity in key production regions in its latest results this week. Producers are confident that Brazilian phosphate buying will pick up soon, and some have reported a notable increase in total fertilizer sales within their own supply chains. The drop in the soybean barter rate from 22.46 to 20.57 last week in Rondonopolis is another positive indicator that end-user demand could soon rise.

East of Suez, Chinese producers have similarly tightened availability through turnarounds this month, but there is no significant DAP demand to support fob levels and the DAP fob assessment dropped again to \$384-385/t fob.

Indian demand remains however, with 140,000t of Saudi DAP sold around the mid/higher-\$390s/t cfr. Further tenders were announced totalling around 150,000t DAP despite high stocks which enabled bids to drop further this week. A drop in the DAP MRP before the elections next month is likely as is a fall in phosphoric acid contract prices next quarter which could lead to a further weakening of Indian import DAP cfr price as domestic output increases.

In Pakistan, there has been some further DAP buying, despite the high inventories, as major importers seek to take advantage of the falling prices. But prices again fell to \$402-403/t cfr on latest business.



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Phosphates prices				\$/t	
	21 Mar	14 Mar		±	
Argus DAP Index	112.047	113.473	1.426	-	
DAP/MAP/TSP - fob bulk					
DAP/MAP Tampa	383	388-391	6.50	-	
DAP/MAP Tampa equivalent Brazil	373-378	382-385	8.00	-	
DAP Tampa equivalent India	361	363-366	3.50	-	
DAP Tunisia	430	430	0.00	**	
DAP Morocco	390-425	390-425	0.00	**	
DAP Morocco P2O5 equiv	769.85	768.9	0.95	-	
DAP Morocco equivalent US terminals	393	393	0.00	**	
DAP Lithuania Baltic	425	425	0.00	**	
DAP Russia Baltic/Black Sea	375-415	380-415	2.50	-	
DAP China	384-385	385-387	1.50	-	
DAP China P2O5 equiv	697.64	703.26	2.81	-	
DAP Saudi Arabia (KSA)	389-390	390-425	18.00	-	
DAP Mexico	380-390	390-400	10.00	-	
DAP/MAP Australia	410-412	410-412	0.00	**	
DAP US Gulf domestic barge 5/st	330-340	335-345	5.00	-	
DAP Central Florida railcar 5/st	375	375	0.00	**	
DAP China ex-works	379-394	379-394	0.00	**	
DAP Benelux fot/fob duty paid/free	450-460	455-460	2.50	-	
MAP Baltic	375-380	379-382	3.00	-	
MAP China 11-44	320-325	320-325	0.00	**	
MAP China 10-50	360-385	360-385	0.00	**	
MAP China 11-52	375-395	405-410	22.50	-	
MAP Morocco	390-395	390-395	0.00	**	
TSP Tunisia	360	360	0.00	**	
TSP Morocco	330-350	330-350	0.00	**	
TSP China	310-315	310-315	0.00	**	
TSP eastern Med (Lebanon/Israel)	335-345	335-345	0.00	**	
DAP /MAP - cfr bulk					
DAP/MAP Argentina/Uruguay	404-405	410-415	8.00	-	
MAP Brazil 11-52	395-400	405-408	9.00	-	
MAP Brazil 11-52 P2O5 equiv	649.69	666.99	17.30	-	
MAP Brazil 10-50 (ex-China)	366-376	376-384	9.00	-	
MAP Brazil 10-50 (ex-China) P2O5 equiv	633.52	651.52	18.00	-	
MAP Brazil 11-44 (ex-China)	330-339	339-346	8.00	-	
MAP Brazil 11-44 (ex-China) P2O5 equiv	624.63	642.81	18.18	-	
DAP India	397	397-400	1.50	-	
DAP India P2O5 equiv	729.3	732.56	3.26	-	
DAP Pakistan	402-403	407	4.50	-	
DAP Turkey	440-450	440-450	0.00	**	

Raw material contracts				\$/t		
				±		
Phosphoric acid/t - P2O5						
cfr India	1Q19	750	4Q18	768	18.00	-
cfr western Europe	3Q18	775-850	2Q18	755-850	10.00	-
cfr Brazil	1Q18	835-855	4Q17	650-670	185.00	-
Phosphate rock (BPL)						
fob Jordan (68-70)	4Q18	100-101	3Q18	98	2.50	-
cfr India (68-70)	4Q18	119-120	3Q18	116	3.50	-
cfr India (70-72)	4Q18	135-139	3Q18	135-142	1.50	-
fob north Africa (69)	1Q19	70-110	4Q18	113-115	24.00	-
Sulphur						
cfr Tampa	1Q19	109	4Q18	140	31.00	-
cfr north Africa	1Q19	103-134	4Q18	145-175	41.50	-
Ammonia						
cfr Tampa	Mar19	275	Feb19	285	10.00	-



Spot Sales Selection - 21 March 2019						
Origin	Seller	Buyer	Destination	Volume ('000t)	Price	Delivery Period
US	Mosaic	ACA/Bunge	Argentina	53 DAP/MAP/MES	\$405/t cfr	March-April
Mexico	Trader	Profertil	Argentina	30 DAP/MAP	\$404/t cfr	April
Saudi Arabia	Ma'aden	TBC	India	60 DAP	\$397/t cfr	TBC
Saudi Arabia	Ma'aden	TBC	India	50 DAP	\$397/t cfr	TBC
Saudi Arabia	Sablc	TBC	India	30 DAP		TBC April
Russia	Eurochem	Various	Brazil	40 DAP/MAP	\$400/t cfr	March-April
China	Trader	TBC	Australia	15 MAP	\$395/t fob	March
China	Aries	Engro	Pakistan	40-45 DAP	\$402-403/t cfr	TBC

## HIGHLIGHTS THIS WEEK

### Supply

- Eurochem sells DAP/MAP to Brazil
- Ma'aden places 110,000t of DAP to India...
- ...Sabic sells 30,000t of DAP for April loading
- Explosion at NCIC's new phosphates plant
- Traders offer 80,000t of DAP to India
- Aries sells Chinese DAP to Pakistan
- Mosaic to load 2 lots for Argentina...
- ...Gavilon, OCP, Kailin and traders all offering
- India DAP stocks at around 1.8-2mn t

### Demand

- ACA/Bunge take US DAP/MAP under tender
- Profertil buys around 30,000t of DAP/MAP via trader
- Engro buys 40,000-45,000t Chinese DAP...

- ...and Fauji possibly takes a Quantum DAP vessel
- Indian buyers bid lower for DAP...
- ...and issue tenders for total 146,000t of DAP
- Kenya's MoA enquires to buy 9,500t of DAP
- PVFCCO issues tender for 7,000t of DAP
- Brazil buys more Russian DAP/MAP

### Prices

- India DAP under pressure to \$396-397/t cfr
- Pakistan buys at \$402-403/t cfr
- Brazil takes Russian MAP at around \$400/t cfr
- Jordanian 1Q rock prices fall
- European DAP falls to \$450-460/t fca Benelux
- US DAP barge prices weaker at \$330-340/st fob
- Chinese domestic DAP prices firm slightly

## THE PHOSPHATES WORLD THIS WEEK



Disclaimer: Argus depicts geo-political borders as defined by the United Nations Geospatial Information Section. For more information visit <http://www.un.org/Depts/c/cartographic/map/profile/world.pdf>

Outstanding 2018 phosphate tenders					
Country/Holder	Product	Volume ('000t)	Closing date	Shipment	Status
Indonesia/Pupuk	DAP	175	22/2	80kt for Gresik, 40kt for Kujang, 40kt for Kaltim, 15kt for Pusri	Not awarded
C America/Incofe	DAP	14	TBC	Atlantic ports	Partially awarded
Mauritania/Gov	DAP	8	5/3		Closed
C America/Incofe	Combination	Up to 19 DAP/5 MAP	14/3	Multiple ports	Closed
Argentina/ACA/Bunge	MAP/DAP	27 DAP/33 MAP	TBC	Multiple ports	Awarded
Argentina/Profertil	DAP/MAP	60	TBC	2 ports	Part awarded
Vietnam/PVFCCO	DAP	7	25/3	Delivery before 10 April	Open
India/GSFC	DAP	100	25/3	Two lots in first week of May to west coast; two lots in fourth week to east coast	Open
India/RCF	DAP	46	29/3	To Mundra	Open
Iran/ASSC	TSP	3 x 30	6/4		Open
Kenya/MoA	DAP	10	9/4	Shipped in 5 lots to depots in 50kg bags	Open
Bangladesh/BCIC	Phosacid	10	16/4	To Chittagong by 28 May	Open

## NORTH AMERICA

### US

Mosaic has sold 55,000t DAP/MAP/MicroEssentials to Argentina for March/1H April shipment at prices reflecting \$383/t fob.

### US domestic

US DAP values dipped this week as major flood events in the Midwest and Corn Belt stoked market fears of reduced spring applications.

Nola DAP barge prices fell by \$5/st from last week's midpoint to \$330-340/st fob Nola as physical offers declined following confirmed trades of domestic DAP at \$338-340/st fob Nola.



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## Argus Fertilizer Conferences

2019-2020 Events

<b>April</b> Argus Asia Fertilizer 26-27 April Singapore, China	<b>June</b> Argus Added Value Fertilizers US 19-20 June (Atlanta, US)	<b>October</b> Argus Europe Fertilizer 26-28 October Sana'a, Saudi Arabia
<b>West Africa Fertilizer Forum</b> 29-30 April Lagos, Nigeria	<b>Argus BPK and Added Value Fertilizers Asia</b> 24-25 August Pho Chi Minh City, Vietnam	<b>January 2020</b> Fertilizer LatAm Americas 26-28 January 2020 Sao Paulo, Brazil
<b>May</b> Argus East Europe Fertilizer 26-27 May Dnipro, Ukraine	<b>September</b> Argus Added Value Fertilizers Africa 11-12 September	<b>February 2020</b> Argus Africa Fertilizer 19-21 February 2020 Cape Town, South Africa

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