



argusmedia.com

Argus Fertilizer Services Portfolio



Fertilizer
illuminating the markets

Market Reporting
Consulting
Events



Introducing Argus Fertilizers

I am excited to introduce you to the range of Argus' fertilizer services, including our revamped analytics portfolio. After many years of ongoing refining and improvements - and the recent acquisition of Integer Research - we are relaunching our analytics services with great new features and unique benefits.

Over the past 15 years, Integer built an excellent reputation as a provider of specialist economic and financial

analysis, market forecasts and strategy. These strengths complement Argus' global expertise in commodity markets, indexation, analytics and technology platforms. By combining our fertilizer services, analyst talent and global reach, we have created one of the most powerful teams to provide the industry with a superior portfolio of intelligence services.

Lauren Williamson, SVP, Fertilizers, Argus

About Argus

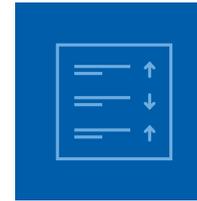
Argus – the leading independent energy publisher in the world – has been assessing and reporting on commodity prices for nearly 50 years. As well as price data, fundamental information and news through its market reports, Argus also offers business intelligence publications, conferences and a consulting and research service specializing in energy, fertilizers, petrochemicals, metals, logistics and process technology.

Argus' consulting division provides clients with business strategy support; due diligence; customized analysis; research; supply, demand and price forecasts; and strategic market research on local and international fertilizer markets. Argus' fertilizer team includes key consultants with more than 20 years of working for

the industry and extensive experience of delivering project feasibility and strategy assignments. Our consultants regularly present papers at international conferences, seminars and symposiums. Argus' consulting capabilities were enhanced in October 2018 through the acquisition of Integer Research, a specialist provider of market analysis and bespoke consulting services to the fertilizers and chemicals industries.

Our services are used by a range of clients world-wide, from commodity producers, financial institutions and shippers, to plant contractors, trading companies, government agencies and trade associations.

Argus' Fertilizer Services



Market pricing, news and analysis

Critical and swift insights on prices, trade trends and key current data.



Monthly outlooks

Short-term price forecasts, forward trade balances and supply-demand drivers.



Analytics

Quarterly insights with fundamental data, medium/long-term forecasts and cost analysis.



Specialist reports and bespoke projects

In-depth review of topical areas of interest and bespoke consulting project services.

Leadership and Business Development



Nitrogen & Ammonia



Company Wide Experts



Phosphate & NPK



Potash



Sulphur & Sulphuric Acid



DEF/Emissions Control



Projects and Data



Supporting Analysts



Regional/Country Experts



Argus Fertilizer Analytics

NEW

Our revamped Argus Fertilizer Analytics are quarterly services providing essential medium/long-term analysis and outlooks for the global fertilizer markets. Our nutrient leads are experienced industry experts who combine deep market knowledge with rigorous analytical techniques to help you understand the impact of economic and political events on future market and price developments.

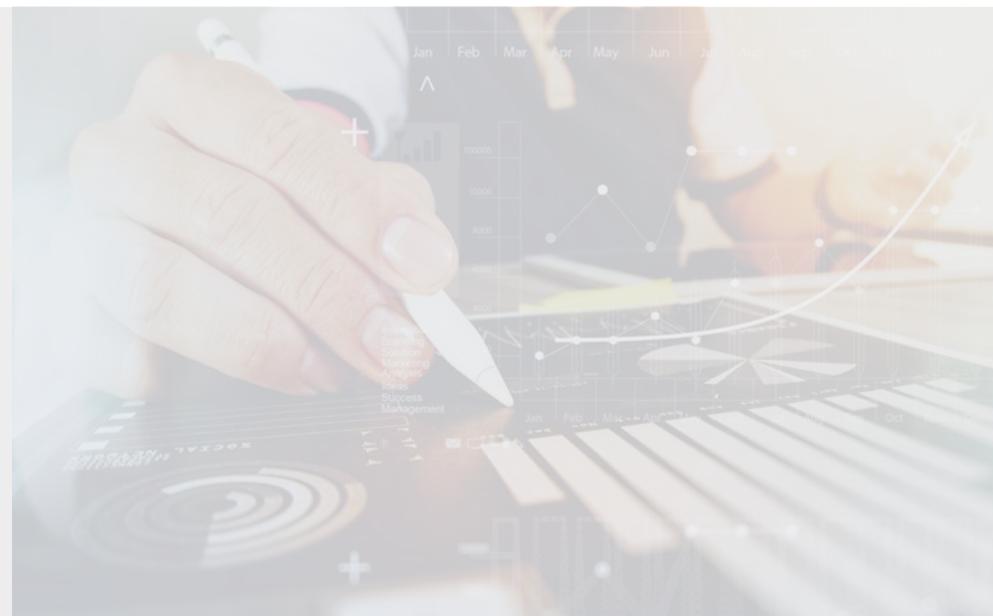
Our key methodologies include our demand forecasting model based on calorie and crop forecasts to guide our view of future fertilizer consumption and our Long Run Marginal Cost (LRMC) multi-factor model to assess the level of prices beyond the current investment cycle.

Forecasts for your markets

- Argus Urea Analytics
- Argus Ammonia Analytics
- Argus Processed Phosphates Analytics
- Argus Phosphate Rock Analytics
- Argus Potash Analytics
- Argus Sulphur Analytics
- Argus Sulphuric Acid Analytics

Key content included

- Quarterly industry analysis and underlying datasets, including 15-year supply/demand/price forecasts
- Long-term annual report and underlying datasets
- Global cost curves
- Comprehensive historic data (15 years)
- Analyst access



Price forecasts with clear methodologies

- Short-term forecasts by month and quarter linked to energy and raw material prices, crop prices, FX changes and the merchant supply/demand balance
- For the current investment cycle (5-7 years ahead), Short-Run Marginal Cost forecast and supply/demand balance, with project gateway assessment
- Beyond the current investment cycle, our longer-term forecast is based on LRMC analysis (updated annually)
- The medium- and long-term forecasts are connected using a mean-reversion model

Argus Fertilizer Market Pricing, News and Analysis

Our portfolio of fertilizer reports gives you reliable and regular coverage of key prices for the major fertilizer products as well as market news and essential downloadable datasets (provided as Excel files with key extractable data).

Nutrient focused

- Argus Nitrogen
- Argus Ammonia
- Argus Phosphates
- Argus NPKs
- Argus Potash
- Argus Sulphur
- Argus Sulphuric Acid

Region/country focused

- Argus Fertilizer Europe
- Argus Fertilizer Brazil
- Argus North American Fertilizer
- Argus North America Sulphur and Sulphuric Acid
- Argus Russian Fertilizer Netbacks
- Argus Fertilizer Africa
- Argus Asia Fertilizer and Agriculture Supplement

Key content included

- Prices
- News and analysis
- Global and regional market analysis
- List of vessel lineups
- Selection of spot deals
- Supply and demand
- Hyperlinks to related articles on Argus Direct

Argus Fertilizer Monthly Outlooks

Our monthly outlooks provide insightful short-term intelligence on market prices and supply and demand for the major fertilizer exporting and consuming regions. Essential downloadable datasets are included (provided as Excel files with key extractable data).

- Argus Monthly Urea Outlook
- Argus Monthly Ammonia Outlook
- Argus Monthly Phosphates Outlook
- Argus Potash Outlook (released quarterly)
- Argus Monthly Sulphur Outlook

Key content included

- Price forecast – *12 months forward*
- S&D analysis for major markets
- Global balance – *12 months forward*
- Assessment of new capacity
- Key demand developments
- Supporting data available on Argus Direct
- Enhanced demand analysis **NEW**
- Agricultural analysis – *fertilizer affordability* **NEW**
- Visuals to highlight trade surplus/deficits **NEW**
- Downstream market analysis **NEW**
- Industrial indicators **NEW**
- Hyperlinks to stories on Argus Direct **NEW**

Argus Fertilizer Specialist Reports and Bespoke Projects

Our specialist reports offer you a detailed view of emerging markets with exciting potential, to help you capitalise on opportunities in these markets and support your business plans. We also provide fully bespoke consulting solutions, including market-specific research and analysis.

- Argus Briefing Report: *Speciality Fertilizers*
- Argus Strategy Report: *Micronutrients – Key to Growth*
- Argus Strategy Report: *Water Soluble Fertilizers*
- Argus Strategy Report: *Enhanced Efficiency Fertilizers*
- Argus Fertilizers in Sub-Saharan Africa
- Argus Focus Report: *The Global UAN Market Outlook*

Key content included

Argus produce a series of specialist reports and bespoke consulting solutions that provide must-read analysis and intelligence on exciting regions, countries and fertilizer sectors.

Argus

Global reach, local expertise



Our offices

are in the world's principal commodity trading and production centres.

Argus has reporters and analysts in offices across the world, allowing us to provide our clients with accurate reporting and focused analysis from the ground.

- | | | |
|-----------------|------------------|--------------|
| ▪ London | ▪ São Paulo | ▪ Moscow |
| ▪ Houston | ▪ Rio de Janeiro | ▪ Kiev |
| ▪ Washington | ▪ Beijing | ▪ Riga |
| ▪ San Francisco | ▪ Shanghai | ▪ Dubai |
| ▪ New York | ▪ Tokyo | ▪ Nur-Sultan |
| ▪ Calgary | ▪ Singapore | ▪ Cape Town |
| ▪ Mexico City | ▪ Sydney | |



argusmedia.com

Contact Us



Contact Information

Houston

2929 Allen Parkway, Suite 700
- Houston, Texas 77019
Tel: +1 713 968 0000

London

Lacon House, 84 Theobald's
Road, WC1X 8NL
Tel: +44 20 7780 4200

Moscow

7 Nastasyinsky pereulok -
Moscow
Tel: +7 495 933 7571

New York

500 Fifth Avenue, Suite 2410
New York, NY 10110
Tel: +1 646 376 6130

Singapore

50 Raffles Place, 10-01
Singapore - Land Tower
Singapore, 048623
Tel: +65 6496 9966

Dubai

Office 2803-2804, 28th floor,
Shatha Tower, Dubai Media
City, P. O. Box 502821
Tel: +971 4365 8667

Sao Paulo

Av. Angélica, 2.220 - Rooms
112 and 113 – Consolação –
São Paulo, SP – Brazil
Tel: +55 11 3231 0237

*Please visit www.argusmedia.com/contact-us
for the full list of our offices.*

www.argusmedia.com | fertilizer@argusmedia.com | [@argusmedia](https://twitter.com/argusmedia)

Copyright notice: Copyright © 2019 Argus Media group. All rights reserved. All intellectual property rights in this publication and the information published herein are the exclusive property of Argus and/or its licensors (including exchanges) and may only be used under licence from Argus. Without limiting the foregoing, by accessing this publication you agree that you will not copy or reproduce or use any part of its contents (including, but not limited to, single prices or any other individual items of data) in any form or for any purpose whatsoever except under valid licence from Argus. Further, your access to and use of data from exchanges may be subject to additional fees and/or execution of a separate agreement, whether directly with the exchanges or through Argus.

Trademark notice: ARGUS, the ARGUS logo, ARGUS MEDIA, Argus publication name, other ARGUS publication titles and ARGUS index names are trademarks of Argus Media Limited. Visit www.argusmedia.com/FT/trademarks for more information.

Disclaimer: The data and other information published herein (the "Data") are provided on an "as is" basis. Argus and its licensors (including exchanges) make no warranties, express or implied, as to the accuracy, adequacy, timeliness, or completeness of the Data or fitness for any particular purpose. Argus and its licensors (including exchanges) shall not be liable for any loss, claims or damage arising from any party's reliance on the Data and disclaim any and all liability related to or arising out of use of the Data to the full extent permissible by law.