ARGUS FERTILIZER BRAZIL

Contents:
Introduction 2
Methodology rationale 2
Price types 4
Fertilizer price assessments 5
Crop futures prices 6
Related markets 6
Transportation and logistics 6
US dollar/real exchange rate 6

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The most up-to-date Argus Fertilizer Brazil methodology is available on www.argusmedia.com
Introduction
Argus Fertilizer Brazil is a weekly report on the Brazilian market for fertilizer components. The report features price assessments, market commentary, logistics costs, barter rates, fundamentals, news, and analysis.
Price assessments are normally published on Thursdays, and market commentary on the following day. For a full publication calendar, including non-publication dates, see Argus’ publishing schedule.

Methodology rationale
Argus strives to construct methodologies that reflect the way the market trades, and to produce price assessments which are reliable indicators of commodity market values, free from distortion. As a result, the specific currencies, volume units, locations and other particulars of an assessment are determined by industry convention, and Argus mirrors this.

Survey process
Argus price assessments are informed by data received from a wide cross-section of market participants, including producers, consumers and intermediaries. Argus reporters engage with the industry by proactively polling participants for market data. Argus will contact and accept market data from all credible market sources, including front and back office of market participants and brokers. Argus will also accept market data from electronic trading platforms and directly from the back offices of market participants. Argus will accept market data by telephone, instant messenger, email or other means.

Argus encourages sources to submit all market data that meets Argus’ methodological criteria for the relevant assessment. Argus is constantly seeking to increase the number of companies willing to provide market data. Reporters are mentored and held accountable for expanding their pool of contacts. The number of entities providing market data can vary significantly from week to week based on market conditions. Should the number of entities providing market data repeatedly fall to a level where assessment quality may be affected, supervising editors will review the viability of the assessment. Should more than 50pc of the market data upon which an assessment is based come from a single entity, the supervising editor will engage in an analysis of the market data to ensure that the quality and integrity of the assessment has not been affected.

Market data usage
In each market, Argus uses the methodological approach deemed to be the most reliable and representative for that market. Argus will use various types of market data in its methodologies, to include:

- Transactions
- Bids and offers
- Other market information, to include spread values between grades, locations, timings, and many other data.

In many markets, Argus will assign a higher importance to transactions over bids and offers, and a higher importance to bids and offers over other market information. Certain markets will exist for which such a hierarchy would produce unreliable and non-representative price assessments, and so the methodology must assign a different relative importance in order to ensure the quality and integrity of the assessment. Even in markets for which the hierarchy normally obtains, certain situations may emerge for which the strict hierarchy would produce non-representative prices, requiring Argus to adapt in order to publish representative prices.

Verification of transaction data
Reporters carefully analyze all data submitted to the price assessment process. This data includes transactions, bids, offers, volumes, counterparties, specifications and any other information that contributes materially to the determination of price. This high level of care applies regardless of the methodology employed. Specific to transactions, bids, and offers, reporters seek to verify the price, the volume, the timing, the specifications, location basis, and counterparty.

Several tests are applied to transactional data to determine if it should be subjected to further scrutiny. If a transaction has been identified as failing such a test, it will receive further scrutiny. Should this process determine that a transaction should be excluded from the price assessment process, the supervising editor will seek documented management approval.

Primary tests applied by reporters
- Transactions not transacted at arms-length, including deals between related parties or affiliates.
- Transaction prices that deviate significantly from the mean of all transactions submitted for the relevant period.
- Transaction prices that fall outside of the generally observed lows and highs that operated throughout the trading period.
- Transactions that are suspected to be a leg of another transaction or in some way contingent on an unknown transaction.
- Single deal volumes that significantly exceed the typical transaction volume for that market.
- Transaction details that are identified by other market participants as being for any reason potentially anomalous.
- Transaction details that are reported by one counterparty differently than the other counterparty.
- Any transaction details that appear to the reporter to be illogical or to stray from the norms of trading behavior. This could include but is not limited to divergent specifications, unusual delivery location and counterparties not typically seen.
- Transactions that involve the same counterparties, the same delivery location and counterparties not typically seen.

Secondary tests applied by editors for transactions identified for further scrutiny

Transaction tests
- The impact of linkage of the deal to possible other transactions such as contingent legs, exchanges, options, swaps, or other
being followed. Valuation metrics include the following:

• Exchange delivery dates for the same commodity at a negotiated value.

• Exchange a commodity in one location for the same commodity at another location at a negotiated value.

Bids and offers

If a sufficient number of bids and offers populate the market, then the highest bid and the lowest offer can be assumed to define the boundaries between which a deal could be transacted.

Comparative metrics

The relative values between compared commodities are readily discussed in the market and can be discovered through dialogue with market participants. These discussions are the precursor to negotiation and conclusion of transactions.

• Comparison to the same commodity in another market center.

• Comparison to a more actively traded but slightly different specification commodity in the same market center.

• Analysis of prices in forward markets for physically deliverable commodity that allow extrapolation of value into the prompt timing for the commodity assessed.

• Comparison to the commodity’s primary feedstock or primary derived product(s).

• Comparison to trade in the same commodity but in a different modality (as in barge versus oceangoing vessel) or in a different total volume (as in full cargo load versus partial cargo load).

Transparency and confidentiality

Argus values transparency. As a result, we publish lists of deals in our reports that include price, basis, and volume information. The deal tables allow subscribers to cross check and verify the deals against the prices. Argus feels transparency and openness is vital to developing confidence in the price assessment process.

Publications and price data

Subsets of the prices published in this report appear in other Argus market reports and newsletters in various forms. The price data is available independent of the text-based report in electronic files that can feed into various databases. These price data are also supplied through various third-party data integrators. The Argus website also provides access to prices, reports and news with various web-based tools. All Argus prices are kept in a historical database and available for purchase. Contact your local Argus office for information.

Corrections to assessments

Argus will on occasion publish corrections to price assessments after the publication date. We will correct errors that arise from clerical mistakes, calculation errors, or a misapplication of our stated methodology. Argus will not retroactively assess markets based on new information learned after the assessments are published. We make our best effort to assess markets based on the information we gather during the trading day assessed.

Ethics and compliance

Argus operates according to the best practices in the publishing field, and maintains thorough compliance procedures throughout the
The report editor will initiate an informal process to examine viability. The process includes:

- Informal discussions with market participants
- Informal discussions with other stakeholders
- Internal review of market data

Should changes, terminations, or initiations be merited, the report editor will submit an internal proposal to management for review and approval. Should changes or terminations of existing assessments be approved, then formal procedures for external consultation are begun.

Changes to methodology

Formal proposals to change methodologies typically emerge out of the ongoing process of internal and external review of the methodologies. Formal procedures for external consultation regarding material changes to existing methodologies will be initiated with an announcement of the proposed change published in the relevant Argus report. This announcement will include:

- Details on the proposed change and the rationale
- Method for submitting comments with a deadline for submissions
- Notice that all formal comments will be published after the given consultation period unless submitter requests confidentiality

Argus will provide sufficient opportunity for stakeholders to analyze and comment on changes, but will not allow the time needed to follow these procedures to create a situation wherein unrepresentative or false prices are published, markets are disrupted, or market participants are put at unnecessary risk. Argus will engage with industry throughout this process in order to gain acceptance of proposed changes to methodology. Argus cannot however guarantee universal acceptance and will act for the good order of the market and ensure the continued integrity of its price assessments as an overriding objective.

Following the consultation period, Argus management will commence an internal review and decide on the methodology change. This will be followed by an announcement of the decision in the relevant Argus report and include a date for implementation. In addition, publication of stakeholders’ formal comments that are not subject to confidentiality and Argus’ response to those comments will also take place. These formal comments should be published in a manner described by management but must be available to all market participants and stakeholders.

Updates to methodology

Argus methodologies are constantly updated and revised. The latest available methodology (which may supersede the one you are reading) is available at www.argusmedia.com.

Price types

Prices are expressed as a low-high range, where the low and the high are defined as follows:
**Low** — the lowest price transacted since last publication date, or, in the absence of validated trade, the lowest price that could have transacted.

**High** — the highest price transacted since last publication date, or, in the absence of validated trade, the highest price that could have transacted.

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### Fertilizer price assessments

**Imports, bulk, cfr Brazil:** cash trade in bulk cargoes of at least 5,000t, loaded within a defined period, meeting certain quality specifications, and delivered to a coastal Brazilian port on a cfr basis (see the Bulk imports cfr Brazil table).

The methodology behind some cfr Brazil price assessments resides in other Argus methodology documents:

- For granular urea, prilled urea, and standard ammonium sulfate (AS), see the Argus Nitrogen methodology.
- For MAP 11-52-0 and phosphoric acid, see the Argus Phosphates methodology.
- For granular MOP, see the Argus Potash methodology.
- For sulphur, see the Argus Sulphur methodology.
- For sulphuric acid, see the Argus Sulphuric Acid methodology.

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### Distribution hubs

<table>
<thead>
<tr>
<th>Location</th>
<th>Products assessed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rondonopolis/Sorriso (MT)</td>
<td>Urea, AS, MAP 11-52-0, TSP, SSP, MOP</td>
</tr>
<tr>
<td>Dourados (MS)</td>
<td>Urea, MAP 11-52-0, MOP</td>
</tr>
<tr>
<td>Catalao/Rio Verde (GO)</td>
<td>Urea, MAP 11-52-0, MOP</td>
</tr>
<tr>
<td>Paulinia (SP)</td>
<td>Urea, MOP</td>
</tr>
<tr>
<td>Uberaba/Uberlandia (MG)</td>
<td>Urea, MAP 11-52-0, MOP</td>
</tr>
<tr>
<td>Luis Eduardo Megalhaes (BA)</td>
<td>Urea, MAP 11-52-0, MOP</td>
</tr>
</tbody>
</table>

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**Inland, bulk:** cash trade in at least 25t of bulk material, loaded within 15 days, to be delivered by truck to the named location on a cif basis to a distributor or NPK blender, and meeting certain quality specifications (see the Inland, bulk assessments table). The list of inland assessments is detailed in the Distribution hubs table.

**Ex-port fob Rio Grande:** the price of nationalized, imported material at warehouses in Rio Grande. Calculated by adding the appropriate cfr Brazil import price (see above) to Rio Grande port costs (see below) and converting to real (R). The assessments covered at Rio Grande are Urea, MAP 11-52-0, TSP, DAP, MOP, meeting quality specifications in the Inland, bulk assessments table.

**Production points, bulk, ex-works:** cash trade for at least 25t of bulk material, available for loading ex-works within 15 days. Urea is assessed at Laranjeiras (SE) and SSP is assessed at Cubatao (SP), meeting quality specifications outlined in the Inland, bulk assessments table.

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### Inland, bulk assessments

**NPK blends:** the price of 16-25t of bagged fertilizer blend, fob at the named location (see the NPK blends, spot prices table). Assessments are calculated by weighting the relevant Inland assessments (see the Inland, bulk assessments table) according to blend composition and adding the cost of logistics, plant processing, bags, bagging, and distributors’ margins.

**Barter rates:** the number of bags of the crop needed in exchange for 1t of fertilizer.

Barter rates are calculated by dividing the price of the NPK blend by the spot or Cbot parity crop price (see NPK Blends, spot prices table).
### NPK blends, spot prices table

<table>
<thead>
<tr>
<th>Crop</th>
<th>NPK Blend</th>
<th>Spot</th>
<th>Parity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Soybeans (60kg bags)</td>
<td>00-18-18 / 00-20-20 at Rondonopolis/Sorriso</td>
<td>Imea domestic soybean price</td>
<td>Imea soybean Cbot parity price</td>
</tr>
<tr>
<td>Corn (60kg bags)</td>
<td>08-20-20 / 30-00-20 / urea at Rondonopolis/Sorriso</td>
<td>Imea domestic corn price</td>
<td>Imea corn Cbot parity price</td>
</tr>
<tr>
<td>Cotton (15kg bags)</td>
<td>04-20-20 / 20-00-20 at Rondonopolis/Sorriso</td>
<td>Imea domestic cotton price</td>
<td>Imea cotton Cbot parity price</td>
</tr>
<tr>
<td>Coffee (60kg bags)</td>
<td>20-05-20 / 25-00-25 at Uberaba/Uberlandia</td>
<td>Conab domestic coffee price</td>
<td></td>
</tr>
</tbody>
</table>

### Crop futures prices

The settlement price for up to five forward-month futures contracts the day before publication

- Cbot soybeans ($/bushel)
- Cbot corn ($/bushel)
- Ice sugar No. 1 (¢/lb)
- Ice coffee (¢/lb)
- Ice cotton (¢/lb)

### Related markets

**Ethanol:** the settlement price for Cbot ethanol futures front-month contract on the day of publication

### Transportation and logistics

**China-Brazil 25,000-35,000t (MAP/TSP/SSP):** the cost of transportation where loading will take place within 40 days.

### Spot inland truck freight rates:

The cost of transporting 36-40t of dry bulk, with loading to take place within 15 days, including taxes and toll fees (company freight). Truck freight rates from Rio Grande to Dourados are for bagged fertilizers only.

### Storage and other costs:

The cost of stevedorage and port fees for a 25,000-35,000t cargo at the named port, normalized for losses; does not include bags and bagging costs.

### Demurrage:

The prevailing total cost of demurrage for 25,000-35,000t cargoes due for discharge at the named port.

The methodology behind some ocean transportation costs resides in other Argus methodology documents:

- For Urea Middle East-Brazil 30,000-35,000t, Urea Black Sea-Brazil 30,000-35,000t, and Urea Algeria-Brazil 25,000-30,000t, see the Argus Nitrogen methodology.
- For MAP Baltic-Brazil 25,000-35,000t, MAP/DAP Morocco-Brazil 25,000-35,000t, MAP/DAP Tampa-Brazil 25,000-35,000t, and Phosphate rock Morocco-Brazil 30,000t, see the Argus Phosphates methodology.
- For Sulphur Middle East-Brazil 30,000-35,000t, Sulphur US Gulf-Brazil 35,000-40,000t, and Sulphur Baltic-Brazil 25,000-35,000t, see the Argus Sulphur Acid methodology.
- For Sulphuric acid NWE-Brazil 20,000t, see the Argus Sulphuric Acid methodology.

### US dollar/real exchange rate

The exchange rate published by the Brazilian Central Bank at 1:00pm Brazil Standard Time (Brasilia time) on the day of publication. All currency conversions made in Argus Fertilizer Brazil use this exchange rate.