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Argus *Sustainable and Specialty Fertilizers*

Sustainable fertilizer prices and global coverage

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MARKET HIGHLIGHTS

Water-soluble fertilizers

NOP prices in Spain have risen to €900/t wholesale, more in line with northwest European prices and basis firmer nitrogen prices. TMAP prices out of China have also firmed on robust offshore demand and continued pull from the batteries market. West of Suez, Incofe has issued tenders for a combined 300t of water-soluble SOP for first-quarter delivery to Colombia, Honduras and El Salvador. Inkafert Peru has also issued a tender for various water-soluble fertilizers.

Low-carbon fertilizers

Northwest European carbon-adjusted calculated prices for granular urea, UAN and AN all rose this week basis higher input prices. The CO2 EU ETS prompt price has also risen since last week.

Organics

There have been marginal rises in the calculated prices of organic 3-3-3, 4-4-4 and 5-5-5. This is basis a hike in the Brazilian granular urea price, while 11-52 MAP and granular MOP prices have been stable.

Enhanced efficiency fertilizers

German inhibited urea prices have risen to €422/t fca basis offers with no trade seen, up from €410/t fca German seaports last week.

KEY PRICES

Water-soluble fertilizer prices

Price	Unit	15 Oct Low	15 Oct High	8 Oct Low	8 Oct High	±
NOP						
China ex-works	Yn/t	4,150	4,400	4,400	4,400	-125
China fob	$/t	700	710	700	710	0
Spain wholesale	€/t	860	900	850	860	25
Northwest Europe wholesale	€/t	900	910	900	910	0
India cfr	$/t	725	752	725	750	1
Brazil cfr	$/t	900	900	900	900	0
East coast Mexico cfr	$/t	880	880	880	880	0
West coast Mexico cfr	$/t	890	890	890	890	0
12 - 61						
China fob	$/t	820	850	820	830	10
Northwest Europe wholesale	€/t	950	1,000	950	1,000	0
Spain wholesale	€/t	960	970	960	970	0
East coast Mexico cfr	$/t	930	950	930	950	0
West coast Mexico cfr	$/t	940	960	940	960	0
Brazil cfr	$/t	920	940	920	940	0
SOP						
Egypt fob	$/t	640	660	640	660	0

30-DAY OUTLOOK

TMAP firm, NOP/SOP flat

TMAP prices look supported, basis healthy local and offshore demand for Chinese product. NOP looks flat at best on oversupply in the Chinese domestic market. Magnesium sulphate prices are firm, thanks to higher raw material costs.

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WATER-SOLUBLE FERTILIZERS

NOP rises in Spain; Chinese tMAP up

Water-soluble fertilizer prices globally have been mainly flat, the exceptions being NOP prices in Spain which have risen to €900/t wholesale, more in line with northwest European prices. Producers have not confirmed the hike but higher nitrogen prices and healthy demand are likely the catalysts. TMAP prices out of China have also firmed on firmer offshore demand and continued pull from the batteries market.

West of Suez, Incofe has issued tenders for almost 1,000t of water-soluble SOP for first-quarter delivery to Central American markets. Inkafert Peru has also issued a tender for various water-soluble fertilizers.

NOP

China export

There are limited offers for fertilizer-grade NOP at $700-710/t fob. Industrial grade offers are reported around $760/t fob.

China domestic

Prices were steady at Yn4,400/t ex-works but have since fallen post-Golden Week to Yn4,150/t ex works. Local sources put this down to higher local capacity which the indigenous market cannot absorb. Local demand is weak.

A supplier has halted both export and domestic offers for granular NOP, as it is committed to deliveries to domestic tobacco tenders in October and November.

Malaysia

Malaysia imported 2,224t of NOP in August according to GTT data, of which China supplied 991t, followed by 318t from Belgium and 277t from the US. Indonesia supplied another 269t. Year-to-date imports reached 15,209t, of which China supplied 30pc and Jordan 27pc. Imports are up overall by nearly 20pc compared with the same period in 2023.

Vietnam

Imports of NOP reached 17,170t in August of which China supplied 14,278t. Year-to-date exports reached 157,869t according to GTT data, of which China supplied 64pc and Spain 24pc. Imports have been on a steady uptick since 2021 - last year Vietnam imported 81,000t during the same period - with imports rising as supply from China has increased.

UK

The UK imported 345t of NOP in August, bringing year-to-date imports to nearly 27,000t. Deliveries from Finland accounted for 69pc with another 11pc from Belgium. Imports are down nearly 16pc year on year (but 2023 was a higher-than-normal year) bringing imports back in line with the historical average.

Spain

SQM is reported to have raised its NOP price to €900/t wholesale in big bags, effective 1 October. Two weeks ago a buyer paid closer to €860/t wholesale for Israeli product. SQM did not comment but producers argue the recent hike in nitrogen prices is a factor. Demand is said to be healthy.

Turkey

Solufert's fob prices for NOP remain at €850/t for export and at $1,000/t ex works.

India

NOP demand is almost non-existent currently. One offer of Chinese product is at $752/t cif with the price level valid until the end of the week.

US

The US imported 4,254t of NOP in August, of which 3,384t came from Israel. Year-to-date imports reached 123,819t of which 44pc came from the UK, 25pc from Chile, 12pc from Israel and 11pc from Canada. This is an 85pc rise on imports at the same time last year and more in line with imports last seen during 2018-19.

Guatemala

Guatemala imported 1,168t of NOP in August, of which

US Gulf low carbon ammonia based fertilizers calculated costs

						Carbon-adjusted		
Product	Price	Unit	15 Oct	8 Oct	±	15 Oct	8 Oct	±
AN	cif inland northwest Europe	€/t	293.55	296.94	-3.39	317.08	319.02	-1.94
CAN	cif inland northwest Europe	€/t	263.06	265.78	-2.72	282.67	284.18	-1.51
AS	(granular caprolactam) fob northwest Europe	$/t	216.40	218.63	-2.23	218.54	220.65	-2.11
DAP	bulk fob Morocco	$/t	593.97	596.07	-2.10	na	na	na
DAP	del northwest Europe	$/t	613.97	616.07	-2.10	616.11	618.09	-1.98

WATER-SOLUBLE FERTILIZERS

Colombia supplied 283t, the UK 246t and the US 159t. Year-to-date imports reached 31,087t, of which Russia supplied 13,168t (42pc) with China accounting for another 29pc. The Netherlands supplied a further 14pc. Imports are up by 262pc year on year for the period, with 2023 being an exceptionally low year. In 2021-22, Guatemala imported 21,000-26,000t in January-August this year, reflecting a return to a more normal year.

Costa Rica

Costa Rica imported 11,600t of NOP in August, of which 4,400t came from Estonia, and 3,850t from Russia. Another 3,000t came from the Netherlands. Year-to-date imports reached 24,975t, of which Norway supplied 23pc, the Netherlands 19pc, Estonia 18pc and Russia 15pc. This is a 52pc drop on 2023 when 52,350t were imported. NOP imports have been highly variable over the past two years. In 2021 nearly 90,000t were imported but this dropped to 46,000t during the same period a year later.

Chile

Chilean NOP exports reached just over 33,000t in August according to latest GTT data. Of this total, 17,688t went to Mexico and 9,292t to Brazil. Year-to-date exports reached 166,677t of NOP of which Mexico took 43pc and Brazil 17pc. Exports are up from the 135,000t exported over the same period of 2023, as global demand recovered from a weak 2023.

Peru

Inkafert is reported to be closing a tender for 300t of NOP in 25kg bags. The closing date has not been established.

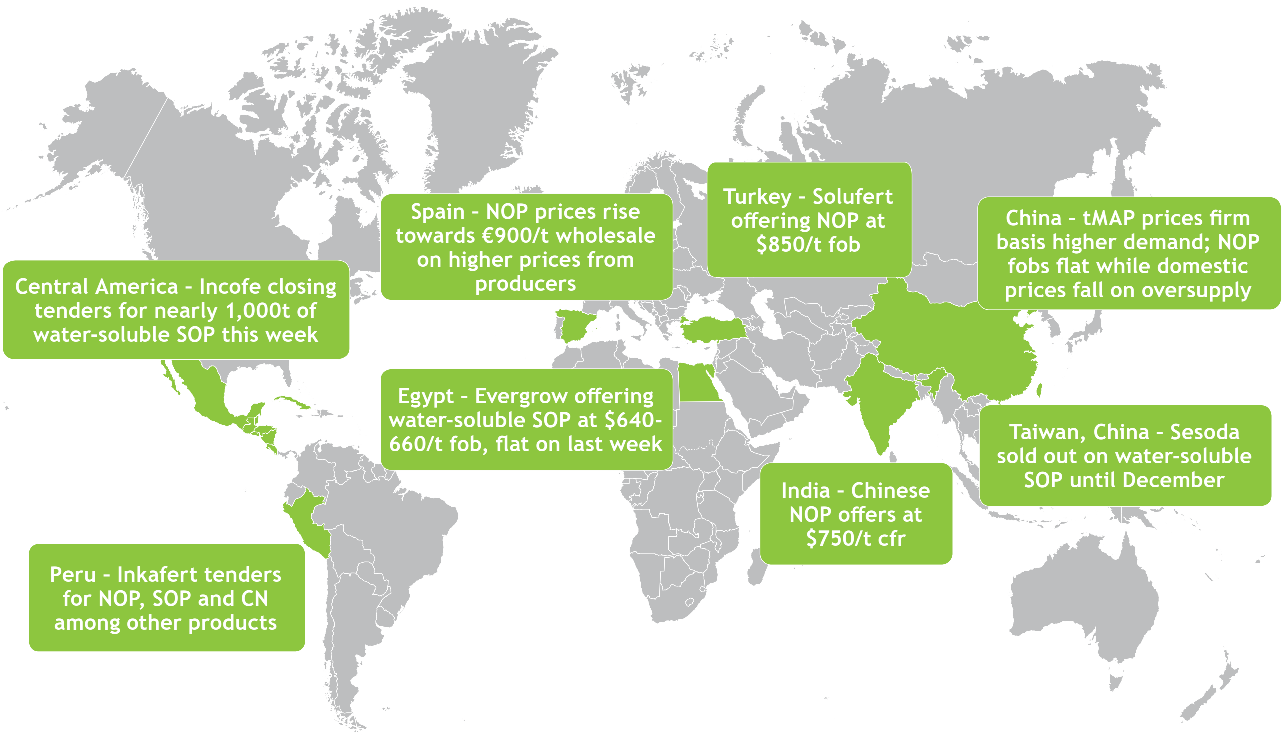
Peru imported 868t of NOP in August, of which Spain supplied 262t, Italy 145t and Chile 119t. Year-to-date imports reached 15,204t with the deliveries from US accounting for 31pc, UK 15pc and the Netherlands 12pc. China accounted for 11pc and Spain 9pc. Imports are up marginally on the 12,649t imported in the same period of 2023.

12-61 MAP

China export

Indications for tMAP have firmed to $840-850/t fob Tianjin on strong demand from Latin America, Turkey and also the domestic market. Indications from other ports remain broadly stable at $830-840/t fob. Some producers have

THE WATER-SOLUBLE WORLD THIS WEEK



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WATER-SOLUBLE FERTILIZERS

halted offers for both export and domestic markets as they have fully allocated their volumes to buyers.

China domestic

Domestic tMAP prices also rose by Yn50-100/t on the week to Yn5,600-5,650/t ex-works as demand from Xinjiang emerges for the upcoming winter storage season, typically starting from November. Ongoing demand from the battery metal sector is also still supporting prices.

India

The tMAP market is illiquid but prices are firm at $1,005-1,025/t cfr with no Chinese phosphates on offer.

Russia

Odemia is reported to be taking less orders for shipment during the first quarter as it eyes raw material costs but will resume pricing and contract agreements by the middle of November. It is already sold out on tMAP for the rest of this year.

Water-soluble SOP

Mainland China

A supplier has indicated water-soluble SOP at around $600/t fob in bulk this week. No other offers are reported.

Taiwan, China

Sesoda is reported to be sold out on water-soluble SOP until December.

Southeast Asia

No new offers or deals for SOP are reported this week. Prices are expected to remain stable for October to November on the back of weak demand and tight availability from key suppliers.

India

Water-soluble SOP is pegged at around $615/t cfr for mainland Chinese product with Taiwanese material offered at higher levels ranging $660-670/t cfr.

Pakistan

Offers of Chinese water-soluble SOP in 9.5kg bags to Pakistan are indicated as low as $600/t cfr Karachi. But demand is strong according to sellers, and traders say prices are closer to $640-650/t cfr basis fob prices out of Egypt, Taiwan and mainland China.

South Africa

Water-soluble SOP is priced in a wide range of $665-720/t cfr in big bags for shipment in containers.

Europe

Water-soluble SOP prices for European customers are flat at €640-660/t fob northwest Europe but non-European customers can achieve prices around €15-25/t lower.

Italy

Marchi is reported to be sold out on water-soluble SOP for October and is not said to be offering for November loading yet.

Central America

Incofe has issued various tenders to buy nearly 1,000t of water soluble SOP as follows:

- 256t closing 15 October, with 200t for delivery to San Lorenzo, Honduras by 31 January 2025 and 56t for delivery to Buenaventura, Colombia by 28 February 2025
- Another tender for 32t closes on 17 October, for delivery to the port of Acajutla, El Salvador, by 1 March 2025.
- 608t closing on 18 October, with 224t for shipment to Moin, Costa Rica, and 384t for shipment to Caldera, Costa Rica, both for delivery by mid-February 2025.

Costa Rica

A Chinese-based trading firm is offering Egyptian water-soluble SOP at $735/t cfr.

Peru

Inkafert is closing a tender for 500t of water-soluble SOP in 25kg bags. The closing date has not been established.

Egypt

Evergrow is reported to have some water-soluble SOP, for second-half November loading, on offer at $640-660/t fob bagged, unchanged on last week.

NCIC has issued a sales tender for 1,500t of water-soluble SOP, closing on 18 October. The product will be offered in 50kg bags and on a fob basis for loading by the end of November.

NCIC is now operating at full capacity, producing water-soluble SOP at a capacity of 50 t/day.

WATER-SOLUBLE FERTILIZERS

CN

Peru

Inkafert is reported to be closing a tender for 450t of CN in 25kg bags. The closing date is unclear at presstime.

Magsul

China

Offers for 27pc MgO standard/powder magnesium sulphate have firmed to $130/t fob and above, thanks to rising raw material costs. Indications for 80pc MgO powdered magnesium oxide are around $125/t fob.

Ongoing mining restrictions and environmental safety audits have driven magnesium ore prices up, while higher coal prices have contributed to rising costs. Some suppliers are also seeing higher container freight rates which will support delivered prices. Producers are planning to raise prices by $7-8/t in the second half of October.

Malaysia

Some buyers are still seeing 27pc MgO standard magnesium sulphate prices at $150-160/t cfr but have indications from suppliers that prices will move up soon due to rising raw material costs and higher container rates.

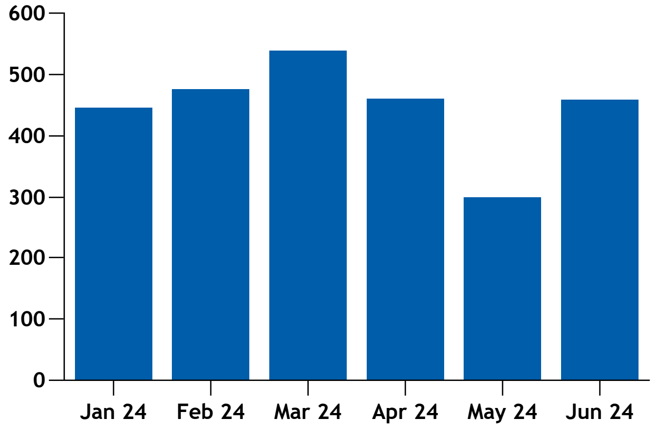
Magnesium sulphate imports in January-August this year more than doubled on the year to 62,300t, but still fell below the 71,600t imported in 2022, latest trade data show. Germany is still the leading supplier to Malaysia with 51,900t delivered during this period, up from 12,500t in 2023 and surpassing 2022 levels of 49,500t. Deliveries from China fell to 7,200t from 10,700t a year earlier as higher sulphuric acid prices this year pushed Chinese prices up, curbing import demand from Malaysian buyers.

PRICES

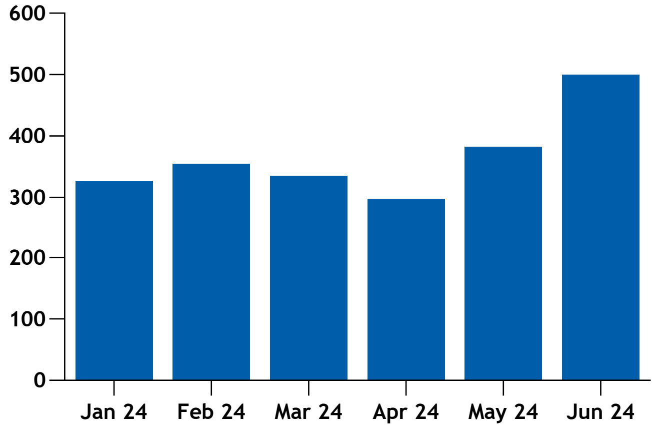
Water-soluble fertilizer average monthly price										$/t
Product	Price	Origin	Weighted average price						Jun 24	
			Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24	Low	High
NOP	Mexico import	China and Jordan	927	916	917	na	938	876	876	876
NOP	Peru import	Chile	876	947	1,001	943	920	920	891	935
NOP	India import	All	865	891	884	869	874	912	805	995
MAP 12-61	China export	China	811	na	na	na	827	817	716	865
MAP 12-61	West coast Latin America import	All	883	935	861	na	938	862	826	995
MAP 12-61	India import	All	892	920	895	858	846	918	815	1,519
CN	India import	China	na	266	267	242	242	280	200	365
CN	India import	Norway	na	na	na	327	355	314	314	314
MKP	India import	China	1,274	1,220	1,170	1,195	1,211	1,251	1,138	1,400
MKP	Mexico import	China	1,242	1,311	1,274	na	na	1,258	1,225	1,353
MKP	Mexico import	Israel	1,504	1,582	1,575	na	1,535	1,547	1,485	1,665
13-40-13	Mexico import	Spain	1,308	1,218	1,218	na	1,206	na	na	na
15-5-30	Mexico import	Spain	na	1,156	1,158	na	na	na	na	na
18-18-18	Mexico import	Spain	1,136	1,184	na	na	1,206	1,205	1,205	1,205
19-19-19	India import	Netherlands	na	na	na	na	na	na	na	na
19-19-19	India import	UAE	888	na	894	934	904	925	890	1,025

Fertilizer premium analysis							$/t nutrient
Product	Price	Weighted average price					
		Jan 24	Feb 24	Mar 24	Apr 24	May 24	Jun 24
Chloride-free K_2O premium - India import							
MOP	India import	527	533	522	513	520	493
SOP	India import	1,231	1,249	1,168	1,214	1,379	1,327
SOP Chloride-free premium to MOP		704	716	646	700	859	834
Soluble K_2O premium - India import							
SOP	India import	1,231	1,249	1,168	1,214	1,379	1,327
NOP	India import	1,676	1,725	1,707	1,674	1,679	1,785
NOP soluble premium to SOP		445	476	539	460	300	458
Soluble P_2O_5 premium - India import							
DAP 18-46	India import	1,002	1,014	992	968	858	874
MAP 12-61	India import	1,327	1,368	1,325	1,264	1,240	1,374
MAP 12-61 soluble premium to DAP 18-46		325	353	333	296	382	500

Soluble K_2O premium - India import *$/t nutrient*



Soluble P_2O_5 premium - India import *$/t nutrient*



ZERO/LOW-CARBON FERTILIZERS

Northwest Europe

Carbon-adjusted calculated prices for granular urea, UAN and AN all rose this week basis higher input prices. The granular urea bulk fca price rose nearly €42/t basis a substantial hike in the French Atlantic granular urea fca price of around €35/t. The CO2 EU ETS prompt price also rose since last week to nearly €70/t as of yesterday.

UAN 30pc fca prices in Europe rose less (up by nearly €9/t) basis a €2-5/t hike in the French UAN 30pc fca price at Rouen last week while AN 34pc prices rose least of all (up by around €4.50/t) mainly because of the ETS price as local assessed prices were flat week on week.

Yara to decarbonise Tertre

Norwegian-based global fertilizer producer and distributor Yara has told workers at its Tertre plant, located in Belgium, of the company's plan to close the ammonia unit and shift output towards the site's most competitive products, premium nitrate fertilizers and industrial nitrogen chemicals.

Yara Tertre is facing tricky market conditions, in combination with high and volatile energy prices and high maintenance costs, resulting in prolonged financial distress over recent years. Tighter environmental regulations and the need to accelerate decarbonization are putting more pressure on Tertre's ammonia production.

After the proposed transformation, the Tertre site would produce 600,000t/yr of premium nitrate fertilizers and 250,000t/yr of high added-value industrial products per year. By transitioning to low-emission ammonia in the future, the site would be able to deliver premium low-carbon nitrate fertilizers, reducing the climate footprint.

If the intention is confirmed, the transformation would result in a cut in capacity and the loss of around 115 jobs, while safeguarding the Tertre plant long-term and thereby securing more than 200 jobs.

Carbon-adjusted European fertilizer prices

Product	Price	Unit	15 Oct	8 Oct	±
Urea	granular bulk, fca Northwest Europe	€/t	518.81	476.94	41.87
UAN 30% N	fca Northwest Europe	€/t	333.78	324.96	8.82
AN 34%	bagged, fca Northwest Europe	€/t	410.18	405.70	4.48
DAP	fot/fob duty paid/free Northwest Europe	$/t	693.50	709.11	-15.61
AS	(granular caprolactam) carbon adjusted, fob Northwest Europe	$/t	286.35	281.80	4.55

ORGANICS

Brazil

Marginal increases were evident again this week in the calculated prices of organic 3-3-3, 4-4-4 and 5-5-5 ranging $0.59-0.99/t. This is basis a $10-12/t hike in the Brazilian granular urea price, while 11-52 MAP prices were stable. Granular MOP prices were also flat.

Indicative organic fertilizer nutrient value

	Unit	15 Oct	8 Oct	±
Europe				
3-3-3 (urea based)	$/t	77.88	77.75	0.13
4-4-4 (urea-based)	$/t	103.85	103.67	0.18
5-5-5 (urea based)	$/t	129.81	129.59	0.22
3-3-3 (nitrate based)	$/t	81.38	83.77	-2.39
4-4-4 (nitrate-based)	$/t	108.50	111.69	-3.19
5-5-5 (nitrate based)	$/t	135.63	139.62	-3.99
Brazil				
3-3-3 (urea based)	$/t	70.30	69.71	0.59
4-4-4 (urea-based)	$/t	93.73	92.94	0.79
5-5-5 (urea based)	$/t	117.17	116.18	0.99

ENHANCES EFFICIENCY FERTILIZERS (EEFS)

Germany

Inhibited urea prices are pegged at €422/t fca basis offers with no trade seen. This is up from last week's prices of around €410/t fca German seaports and €395-400/t fca Ghent on firmer nitrogen prices generally.

POLICY UPDATES

India-China relations restrict tMAP trade

Chinese export quotas for phosphates for the fourth quarter of 2024 and the first quarter of 2025 are still unclear. But tMAP prices in China have firmed, partly due to domestic demand but also pull from the export market. But one country not benefitting from Chinese supply is India, where geopolitical tensions between the two countries have led to reticence among Chinese producers to offer tMAP. Cfr prices are rising as a result. Nor is commoditised DAP being offered from China into India at present.

Romania approves debt legislation

The Romanian government has approved legislation enabling farmers to postpone debt payments to fertilizer distributors.

The legislation is designed as a temporary support measure for agricultural producers hit by the 2023 drought and as a result of the Russian/Ukrainian conflict. The main effect is the legal suspension of the repayment of current and outstanding debts maturing in 2024, until 1 August 2025. This applies to perennial plants, fruit orchards and wine plantation farmers which were affected by the drought from the agricultural year October 2023 to September 2024, who had at least 50pc of their land affected.

This will likely threaten fertilizer demand in Romania going forward, with about 75pc of farmer inputs bought on credit.

NEWS AND ANALYSIS

Mosaic to resume production after hurricanes

Major phosphate producer Mosaic expects to resume Florida operations soon after sustaining minimal damage from Hurricane Milton.

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India confirms ports for RCF urea tender awards

India's RCF has bought a total of 569,150t of urea from 10 suppliers under its 3 October tender.

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Brazil's drought: Northern rivers continue to drop

The worst drought in Brazil's history continues to reduce river levels in the Northern Arc region, hampering navigation on rivers that are used as waterways and are important routes to transport grains and fertilizers.

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Japan eyes creating Asia-Pacific GHG measurement rules

Japan plans to take the lead in creating guidelines to measure greenhouse gas (GHG) emissions in Asia-Pacific, through the Japan-initiated platform Asia Zero Emission Community (Azec).

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Brazil Amazonas potash project starts construction

Brazilian fertilizer company Potassio do Brasil has begun construction of the Potassio Autazes project in Amazonas after receiving all the necessary licenses.

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Uralkali's Jan-Sep rail shipments up 52pc

Russian potash producer Uralkali's MOP rail shipments rose by 52pc on the year in January-September to 7.3mn t, as more product was sent to the country's ports.

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Belarus' MOP shipments on track to surpass 2023 record

Belarusian MOP rail shipments to China and Russian ports rose by 22pc on the year in January-September to 7.8mn t, putting the producer on track to surpass its 2023 shipments of 9.1mn t by the end of the year.

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Mosaic to test phosphate by-product for US roads

Major US fertilizer producer Mosaic will conduct a test project using radioactive fertilizer by-product phosphogypsum (PG) as a base to pave roads on its New Wales facility in Florida.

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