Phosphate Report

Weekly review of the phosphate market

Fertecon
Agribusiness intelligence | informa

30 June 2016

- Mosaic accepts a lower $345 fob to sell DAP in Latin America
- Prices for DAP barges in NOLA ease to $305-310/ston fob
- Turkey buys 70,000 t DAP from Lithuania and North Africa at lower prices
- Argentina secures Moroccan DAP in the mid/high $350s cfr
- Both Saudi suppliers sell more DAP to India, adding strongly to MPC's July line up alongside a MAP cargo for Brazil
- Competitive producer prices lowered to $330 fob at the low end
- Australian MAP offered to west coast Mexico

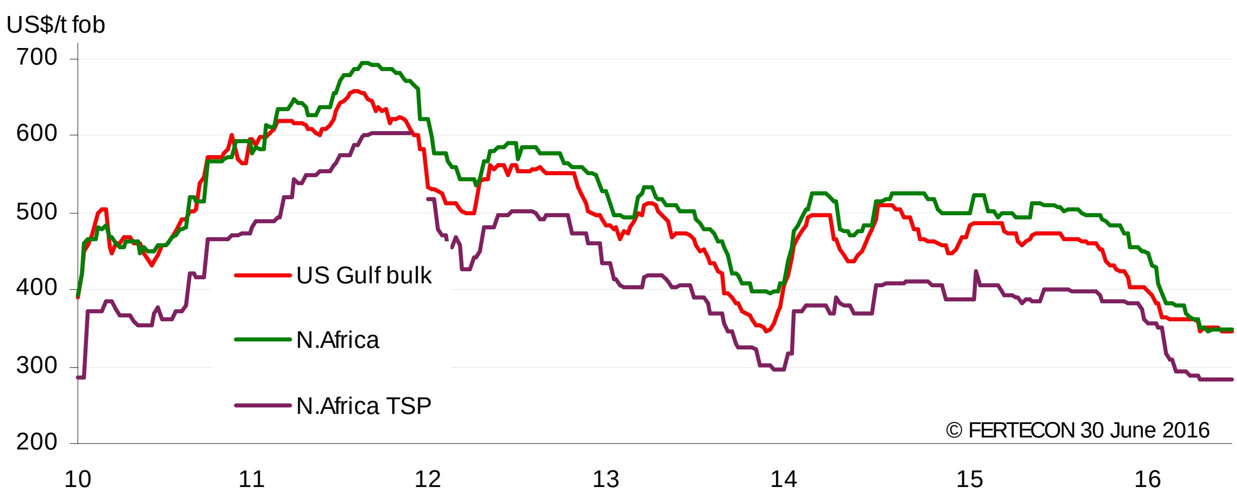
OUTLOOK

Stable to weak

KEY PRICES

	30 Jun	23 Jun	16 Jun
DAP $/t fob US Gulf	345	346-347	346-347
DAP $/t fob North Africa	341-355	341-355	341-355
DAP $/ston fob NOLA	305-310	305-312	305-312

DAP/TSP PRICES



Fertecon's phosphate prices are available to analyse and download immediately after publishing via this link.

PHOSPHATE PRICE INDICATIONS ALL PRICES IN US$

	30 June	23 June	16 June	Notes
DAP				
US Gulf fob bulk	345	346-347	346-347	
Morocco fob bulk	341-355	341-355	341-355	
Tunisia fob bulk	343-355	347-355	347-355	
Jordan fob bulk	336-341	336-341	336-341	
Saudi Arabia fob bulk	343-345	343-345	343-350	
Black Sea fob bulk	n.m.	n.m.	n.m.	
Baltic fob bulk	322-330	322-330	322-330	
Australia fob bulk	335-337	335-340	335-340	
China fob cash	330-335	332-335	333-338	
Benelux fca bulk duty paid/free	370-375	370-375	370-375	
India cfr bulk	342-350	342-350	342-350	
US domestic st NOLA	305-310	305-312	305-312	
Ctrl Florida st for	325	325	355	
GTSP				
Bulgaria fob bulk	290	290	290	
Morocco fob bulk	275-280	275-290	275-290	
Tunisia fob bulk	285-290	285-290	285-290	
Lebanon fob bulk	285-290	285-290	285-290	
Mexico fob	300	300	300	
China fob bagged	250-255	250-255	250-255	
MAP				
Black Sea fob bulk	335	335	335-350	
Baltic fob bulk	332-335	332-335	335	
Brazil cfr bulk	350-355	350-355	350-358	
PHOSPHORIC ACID				
US Gulf fob (P_2O_5)	600	600	600	
India cfr (P_2O_5)	600-715	600-715	715	30 days
PHOSPHATE ROCK				
Casablanca fob 70% BPL	95-125	95-125	95-125	

FERTECON PRICE DEFINITION

^ all business * No recent known business **price adjusted

NB: All prices refer to most recent concluded business or latest competitive offers. Prices are *net* of credit or other terms.
The full history of Fertecon's phosphate prices is available to view and download by clicking here

FREIGHT INDICATIONS US$/TONNE

(BULK) Route	Cargo size (t)	Latest rate
US Gulf-India	45-50,000	22-23
US Gulf-China	50-55,000	20-21
US Gulf-EC S America	25-30,000	16-23
Baltic-EC S America	25-30,000	18-26
North Africa-India	30-35,000	20-22
Jordan-India	40,000	7-8
Saudi Arabia-India	30,000	6-7

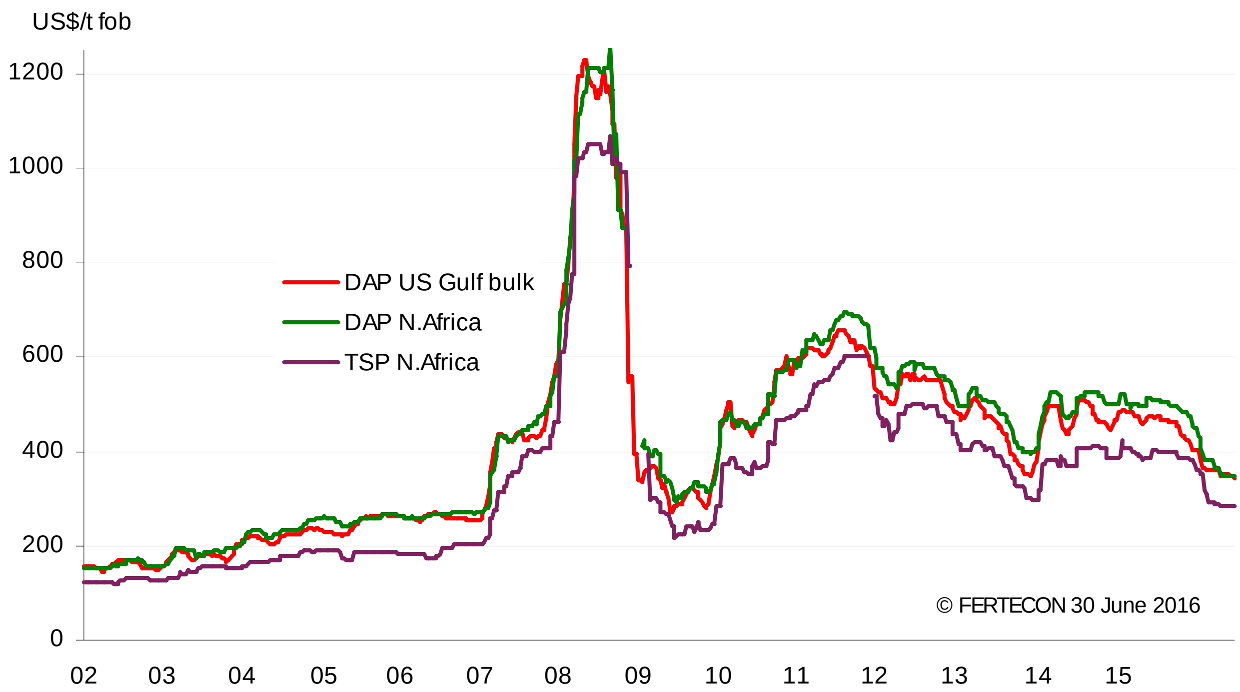
NB: All rates indicated are based on averages. Exact rates will depend on port loading and discharge rates

FERTECON TENDER SERVICE

Country/Holder	Product	'000 t	Date	Shipments	Remarks
India/RCF	NP/NPK	70	12/5	1-half June	Two offers received
Bangladesh/BCIC	MGA	50	25/5	Sep-1-half Nov	Three offers received
Bangladesh/BCIC	Phos rock	30	7/6		OCP lowest
India/RCF	MAP Lite/DAP Lite	20	15/6	July	8 price offers opened
India/RCF	NPK	30	24/6	July	
Bangladesh/BCIC	MGA	10	10/7		
Bangladesh/BCIC	Phos rock	30	11/7		

EXCHANGE RATES (local currency:US$1)			
	30/06/2016	23/06/2016	30/06/2015
€ Euro	0.90219	0.88666	0.90119
£ Pound Sterling	0.74635	0.68101	0.63611
Turkish Lira	2.89764	2.90377	2.69465
Rupee India	67.6217	67.5809	63.6726
Real Brazil	3.27889	3.41152	3.14034
China RMB	6.64413	6.58843	6.0882

DAP/TSP PRICES – 14 YEAR SERIES



ANALYSIS

Despite the reasonable level of liquidity in the phosphate market, prices are coming under downwards pressure. The strength of the US dollar has been partly attributable, permitting China, for example, to lower offers for DAP to $330 fob at the low end while maintaining the value of the product in local currency terms. This move should help to counter balance the fall in the value of the Indian rupee against the dollar, which would make imports more costly at prevailing prices.

This week has seen US DAP prices fall to $345 fob for export while NOLA values for DAP are down to $305-310/ston fob. North Africa has cut prices for DAP to keep tonnes moving into Turkey while OCP has yielded the low $340s fob to secure fresh business in Argentina, down from the mid/high $340s fob last achieved for this market. Meanwhile, cfr values are holding in the key Indian and Brazilian import markets.

The new business identified has put a number of phosphate producers in a comfortable position for July, although there are tonnes from Lithuania, Russia, Tunisia, Jordan and Australia hanging over the market.

"Demand remains good in most key regions however the issue is still one of increased supply whether it be in the form of finished products or raw materials, e.g. phosphoric acid. Surplus product continues to weigh on the market and on prices and this is not showing any sign of easing up in the near term.

Whereas the market was fully expecting much of the surplus availability to be coming out of China this year given the reduced import requirement from India, increased availability is evident in other regions also, including Morocco. Suffice to say that the need to place this additional supply has necessitated lower pricing out of Morocco and a more competitive stance in key markets, as detailed in previous reports analysing OCP's changing strategy. Two Focus pieces look at the increased production in Morocco and the impact on price plus the changing demand/supply scenario in India as a result of increased supply of imported phosphoric acid and the subsequent increase in domestic production of DAP eroding the share of imported DAP in the Indian market."

MARKETS

EUROPE

BELGIUM: EuroChem is reported to have sold a total of about 15,000 t ex-Antwerp warehouse over the past month in the $370s fca and even up to $380 fca for truck loads.

FRANCE: Demand for DAP is reported as low with offers in the range $370-380 fca on the Atlantic. Such levels are not possible today in the Mediterranean where Moroccan product would be more expensive.

The *Sharon* discharged 4,600 t TSP in Rouen, from Amsterdam, on 28 June 28.

GERMANY: Weakness prevails in the phosphate market, with DAP price levels softer at $365 fca. EuroChem is understood to be taking some of its 25,000 t Lithuanian DAP to its warehouse in Brake. Interest in product for summer application is not expected until the end of August or September.

EuroChem Agro has announced new season NPK 15-15-15 price levels at €250 cif inland for July and €265 cif inland for September.

HUNGARY: DAP and MAP prices are around $360 cfr Constantza, which would translate to about $385 cif Hungary Danube port.

IRELAND: DAP is available at $375 cif but no-one is interested in purchasing as they expect prices to weaken.

ITALY: No buyers are interested in importing DAP as they are of the opinion that there is still some downward pressure on prices.

POLAND: DAP and MAP prices are at $375-380 fca Szczecin. There has been reasonable activity as buyers cover their autumn requirements with tonnes being booked for Poland, Czech Republic and Slovakia. Orders are ranging from truckloads up to 500-1,000 t lots at a time.

SPAIN: International DAP prices have fallen further; GCT was reportedly offering Tunisian product at $365-367 cif including 90 days' credit. A weaker euro, however, has counterbalanced some of the gains seen in lower dollar prices. At $365 cfr, the price today equates to €340 fca. DAP was reported to be on offer in Castellon at $372 cif which equates to about €345 fca. This is about €10 down from the ex-warehouse price reported two weeks ago.

EuroChem could be taking some of the 25,000 t DAP sold from Lithuania to Europe into Spain, possibly to its warehouse in Pasajes. This was sold in the high $330s fob Klaipeda.

Delso was understood to be enquiring for 3-4,000 t DAP.

There continues to be no market for NPKs, with Fertiberia expected to announce a 15-15-15 in October-November.

TURKEY: Igsas and a distributor are each reported to have bought 8,000 t DAP from GCT at $345 fob including 90 days' credit for 1-half July shipment from Tunisia. Coaster freight for Gabes-Turkey is put at about $10.

Gemlik Gubre is reported to have bought 30,000 t DAP from EuroChem in the mid $350s cfr including 180 days' credit for early July shipment from Lithuania.

Toros is reported to have bought 25,000 t Moroccan DAP from OCP at $355 cfr with 60 days' credit for July loading.

TURKEY: DAP PURCHASES 2016 ('000 t)

Buyer	Supplier	DAP	Arrival
Jan-April		**208**	
Gemlik Gubre	PhosAgro/Russia	15	May/Jun
Various	Ameropa/Jordan	8	May/Jun
Igsas	GCT/Tunisia	6	May/Jun
Igsas	GCT/Tunisia	6	May/Jun
Igsas	GCT/Tunisia	6	May/Jun
Distributor	GCT/Tunisia	6	May/Jun
Gemlik Gubre	PhosAgro/Russia	15	May/Jun
TBC	OCP/Morocco	30	Jun/Jul
Igsas	GCT/Tunisia	8	Jul
Distributor	GCT/Tunisia	8	Jul
Gemlik Gubre	EuroChem/Lithuania	30	Jul/Aug
Toros	OCP/Morocco	25	Jul/Aug
Total		**371**	

UNITED KINGDOM: There is no interest today in DAP. Based on recent sales by EuroChem to the European market and on current offers reported from Benelux and France, one could anticipate offers of around $375 cif bulk. This would translate today to £280 cif bulk whereas last week the number would have been £255, an increase of £25 due to currency changes alone.

The last price mentioned for DAP at farm level was a lower £315-320 bagged delivered but with TSP holding at £250.

CF announced a new price for NPKs in line with AN prices. The offer should mean that 20-10-10 will go onto farm in July-August at £225-230 bagged delivered, with the usual discount of £10 applying to 25-5-5. There is as yet no reaction from blenders who have pulled back from the market in light of currency changes.

AFRICA

KENYA: OCP will ship 25,000 t DAP/MAP/NPS and 5,000 t TSP from Morocco in July for sale through its own distribution.

SOUTH AFRICA: Another 35,000 t MAP has been purchased from OCP, priced according to a formula, for July loading in Morocco.

ASIA

BANGLADESH: The *Danos Z* is reported to have been fixed to load 38,500 t Dongsheng DAP in China, covering Robiul Islam's earlier reported award at $341.44 cfrfo under the Ministry of Agriculture's 3 May tender.

INDIA: Sabic is reported to have sold a second cargo of about 30,000 t DAP for July shipment from Saudi Arabia at about $350 cfr.

Ma'aden is reported to have sold a second 35-40,000 t Saudi Arabian DAP in the low $350s cfr for 2-half July loading.

IPL is reported to have agreed 14,000 t Jordanian DAP with JPMC at about $350 cfr for mid-July delivery in combination with 30,000 t potash.

Chambal is reported to have booked 30-35,000 t Kailin DAP from Aries at $347 cfr including 180 days' credit for 1-half July loading in China under their MOU and is said to be negotiating a second cargo with the supplier for July shipment.

IFFCO is due to receive the *LMZ Pluto* with around 50,000 t DAP at Kandla on 9 July, which is reportedly carrying Wengfu material from China.

The *Jia Foison* is loading about 50,000 t DAP in China, reportedly covering an early June purchase by KIT from Yihua in the low/mid $340s cfr for shipment this month.

It has emerged that Chambal was the buyer of the 30,000 t DAP reported sold last week by Sabic for July loading in Saudi Arabia.

Kribhco is reported to be due to receive about 55,000 t Yihua DAP from the *Chengyang Eminence* reported sold earlier by Fertisul.

DAP stocks are estimated at around 499,000 t at various ports as at 27 June 2016, as follows:

Port	'000 t
Kandla	135
Mundra	154
Tuticorin	5
Krishnapatnam	55
Gangavaram	54
Kakinada	96
Total	499

RCF has opened eight price offers under its 15 June tender, valid for 30 days, for 20,000 t granular MAP Lite 10-50-0/DAP Lite 16-44-0 for July shipment to MBPT, as follows:

Supplier	Producer	'000 t	Grade	$/t cfr	Validity
Amber	CNAMPGC	APT	16-44/10-50	**324.50**/329.50	APT
Wilson	Xiangyun/Jiangxi Liuguo	APT	16-44/10-50	325.85/**327.75**	Two weeks
SCI Fert	YUC	APT	16-44	327.00	Full July
Sun Int'l	Anhui Liuguo	APT	16-44/10-50	327.40/330.25	APT
Transglobe	Hunei Huaxingda	APT	10-50	333.0	20 June
Fertrade	Hubei Sanning	APT	10-50	333.75	23 June
Ameropa	Vinachem/Yunnan	APT	10-50	333.76	22 June
Yichang Dongsheng	Yichang Dongsheng	APT	10-50	339.0	End July
Aries	Kailin	APT	16-44	**NQ**	22 June
Swiss Singapore	Heilongjiang Beifeng Intl Trad Co	APT	10-49.5	**NQ**	16 June

It is reported that MMTC did not receive any offers under its 23 June tender for 30,000 t NPK 10-26-26 for first week July shipment to Mundra.

2016-17 fertilizer year DAP imports are as follows:

India DAP Arrivals, 2016/17

Buyer	Supplier/Origin	'000 t	*Vessel*	Arrival
April		**181**		
May		**450**		
RCF	Fertrade/China	35	*Western Aida*	2 June
IPL	Swiss Singapore/China	45	*Blue Angel*	3 June
TCL	Ameropa/China	55	*Ever Success*	3 June
Chambal	YUC/China	36	*Mare Forum*	4 June
IPL	Ma'aden/Saudi Arabia	27	*Poavosa Wisdon III*	4 June
IPL	Trammo/China	55	*Reborn*	5 June
NFL	Aries/Kailin	50	*Christina IV*	7 June
Deepak	PhosAgro/Russia	40	*Anangel Dawn*	9 June
Zuari	Sabic/Saudi Arabia	30	*Martin Island*	9 June
Kribhco	OCP/Morocco	50	*Columbia*	9 June
GSFC	Sabic/Saudi Arabia	40	*RHL Clarita*	9 June
Kribhco	Ma'aden/Saudi Arabia	30	*Nord Imabari*	9 June
Deepak	Swiss Singapore/China	42	*Venus Halo*	10 June
Mosaic	Mosaic/US	50	*Harvest Plains*	13 June
IPL	JPMC/Jordan	20	*Caravos Liberty*	14 June
IPL	Fertrade/China	50	*Shao Shan 8*	15 June
GSFC	OCP/Morocco	50	*Pan Begonia*	17 June
IPL	Rare Earth/China	55	*Corviglia*	21 June
Zuari	Dreymoor/China	43	*ST George*	23 June
IPL	Koch/China	50	*Nikolaos*	23 June
Kribhco	Ma'aden/Saudi Arabia	50	*Sea Moon*	24 June
Chambal	PhosAgro/Russia	15	*Top Rich*	28 June
Zuari/MCFL	Aries/China	39	*Pintail*	29 June
TBC	Sabic/Saudi Arabia	35	*TBN*	June
Greenstar	Sabic/Saudi Arabia	30	*Kohinoor*	June
IPL	Ma'aden/Saudi Arabia	40	*TBN*	June
June	**To date**	**1052**		
Chambal	YUC/China	42	*Stellar Eagle*	2 July
IFFCO	China	50	*LMZ Pluto*	9 July
TBC	Xiangfeng/China	32	*V Red Knot*	July
TBC	PhosAgro/Russia	60	*TBN*	July
Greenstar	PhosAgro/Russia	45	*TBN*	July
Kribhco	Fertisul/China	55	*Chengyang Eminence*	July
IPL	Aries/China	45	*Vitaspirit*	July
Chambal	Aries/China	35	*Stove Trader*	July
Kanpur Fertilizers	Sabic/Saudi Arabia	30	*Apostolos/Sub*	July
Chambal	Sabic/Saudi Arabia	30	*TBN*	July
TBC	Ma'aden/Saudi Arabia	40-45	*TBN*	July
IPL	JPMC/Jordan	14	*TBN*	Mid July
TBC	Sabic/Saudi Arabia	30	*TBN*	July
TBC	Ma'aden/Saudi Arabia	35-40	*TBN*	2-half July
IFFCO	Yihua/China	50	*Jia Foison*	2-half July
July	**To date**	**543-553**		
Kribhco	OCP/Morocco	50	*TBN*	Aug
Chambal	Aries/China	30-35	*TBN*	Aug
Aug	**To date**	**80-85**		
Total	**Estimate to date**	**2,316-2,331**		

PAKISTAN: The Federal Government, after consultation with the provincial governments, has decided that a cash subsidy of Rs 300/50 kg bag on DAP will be provided in 2016 based on an estimated annual offtake of 1.8 million t. As per the Pakistan Bureau of Statistics, the average retail price of DAP on 16 June was Rs 2,858/bag. After the provision of the subsidy and an expected discount of Rs 50/bag by importers and manufacturers, the retail price will decline accordingly.

Despite the clarification on the subsidy amount for DAP, no new imports have been reported this week although suppliers are hopeful that buyers will return to the market again next week.

The *Glarus* is reported to have been fixed to load 33,000 t Dayukou DAP in China, covering Agven's earlier reported purchase from Kailin in the low $350s cfr.

DAP business reported so far for 2016 arrival is as follows:

Pakistan DAP Arrivals 2016				
Buyer	**Supplier/Origin**	**'000 t**	**Vessel**	**Arrival**
United Agro	Quantum/Australia	26.5	*Bright Hope*	Feb
Chawla	Quantum/Australia	26.0	*JF Rhone*	Mar
Engro	Sabic/Saudi Arabia	25.0	*Calm Bay*	Apr
Engro	Quantum/Australia	55.0	*JS Rhone*	Apr-May
Fauji	Sabic/Saudi Arabia	27.5	*Martin Island*	May
Chawla	Quantum/Australia	25.0	*Eastern Cape*	Jun
Engro	Dreymoor/China	45.0	*Courageous*	Jun
United Agro	Quantum/China	30.0	*Aurora Bulker*	Jun
Pacific Chartering	Ameropa/China	25.0	*New Lotus*	Jun
Engro	Ma'aden/Saudi Arabia	25.0	*TBN*	Jul
United Agro	Quantum/Australia	30.0	*TBN*	Jul
Agven	Kailin/China	33.0	*Glarus*	Jul
	TOTAL	**370.0**		

The latest NFDC data show DAP production was 72,143 t in May, 5% above the 68,881 t manufactured in April but virtually unchanged over the 71,842 t produced in May 2015. This brought January-April output to 303,512 t, 8% higher than the first five months of 2015.

DAP imports were 52,524 t in May, 79% higher than April and up 54% on May 2015. This brought calendar y-t-d imports to 190,881 t, 29% higher than January-May 2015.

Sales of DAP to dealers in May were 1% higher than April but down 3% on May 2015, at 106,292 t. This brought sales in the first five months of 2016 to 445,202 t, up 23% on January-May 2015.

Kharif DAP balance sheet April-September 2016	**'000 t**
Opening stock 1 April	253
Forecast local production	422
Imports booked to date	263
Forecast availability	938
Forecast offtake	555
Closing stock 30 September 2016	383

THAILAND: Customs figures show the import of nearly 92,400 t NPKs in May, including 61,300 t from Russia and 26,600 t from Finland. There were imports of 121,500 t NP fertilizers, with 91,300 t from China and nearly 28,000 t from Korea.

VIETNAM: Buying interest continues for small lots of Chinese DAP. Although bagged Tangfeng DAP from Xiangfeng has been sold at $365 cfr in bags there are now reports that Apromaco may have been able to buy as low as $360 cfr bagged.

Philphos has resumed limited production of NPKs, granulation only, and has sold 3 x 3,000 t 16-16-8 from Philippines.

NORTH AMERICA

UNITED STATES: Prices for DAP barges have weakened marginally, with non-Chinese imported barges trading at $305/ston fob NOLA for July-August loading while Mosaic has sold 15 US DAP barges at $310 for July shipment. The domestic producer has also concluded five granular MAP barge sales at $315/ston fob NOLA for shipment during the same time frame, reflecting slightly firmer pricing.

Mosaic continues to indicate a central Florida price of $355/ston for DAP with a premium of $15/ston for MAP.

Helm is reported to be discussing with OCP a handysize TSP cargo for end August shipment from Morocco. The 30,000 t Moroccan TSP that the trader booked from the producer for June loading is understood to have slipped into July.

Import cargoes reported for July 2015-June 2016 arrival are as follows ('000 t):

US DAP/MAP/TSP Arrivals 2015/2016						
Supplier/Origin	**DAP**	**MAP**	**TSP**	**NP+S+Z**	**Vessel**	**Arrival**
Imports July 2015-May 2016	**456**	**608**	**129**	**30**		
EuroChem/Russia	-	7-10	-	-	*Arinaga*	1 June
PhosAgro/Russia	30	-	-	-	*King Coffee*	3 June
EuroChem/Lithuania	25	-	-	-	*Orient Tribune*	9 June
OCP/Morocco	25	25	-	-	*TBN*	June
Total June 2016	**80**	**32-35**	**-**			
Total Crop Year	**536**	**630-633**	**139**	**30**		

Import cargoes reported for July-August 2016 arrival are as follows ('000 t):

US DAP/MAP/TSP Arrivals 2016/2017						
Supplier/Origin	**DAP**	**MAP**	**TSP**	**NP+S+Z**	**Vessel**	**Arrival**
Koch/Morocco	25	25	-	-	*TBN*	July
TBC/Morocco	25	25	-	-	*TBN*	July
TBC/PhosAgro, Russia	15	15	-	-	*TBN*	July
Helm/Morocco	-	-	30	-	*TBN*	July
TBC/Morocco	30	30	-	-	*TBN*	Aug
TBC/Morocco	30	30	-	-	*TBN*	Aug
Total July-August 2016	**125**	**125**	**30**			

LATIN AMERICA

ARGENTINA: The buying group comprising Profertil, YPF and ASP is reported to have bought 35,000 t MAP/DAP from OCP in the mid/high $350s cfr for July shipment from Morocco.

BRAZIL: Prices for MAP are unchanged. Buyers are failing to find offers for 11-52-0 below $350 cfr Paranagua or in the mid $350s in the more expensive ports. Equally, however, with nationalised product reported to be cheaper, albeit slightly more expensive than last week at prices equivalent to $346-347 cfr Paranagua, they are reluctant to pay more than the very high $340s cfr for fresh imports. In the meantime, Ma'aden has sold about 35,000 t MAP for July loading in Saudi Arabia, with Yara linked as the buyer. While price details are sketchy, it is understood the cargo has been priced under formula.

Competitive bids for 11-44-0 remain at $285 cfr against competitive offers in the high $280s. Cheaper prices for forward offers are still reported, but are pegged at the same level as last week in the mid $280s cfr for August shipment.

Vessels arriving into the main ports in June/July are as follows:

Brazil Phosphate Fertilizer Arrivals, June/July					
Charterer/Receiver	**Product**	**Origin**	**'000 t**	**Arrived/ETA**	**Vessel**
Paranagua					
OCP	MAP	Morocco	33.0	2 June	*Halki*
Fitco	MAP/NP/DAP	Mosaic	36.5	14 June	*Floriana*
Ameropa	MAP	EuroChem, Tuapse	27.5	18 June	*Persenk*
Mosaic	MAP/NP	Mosaic	37.6	18 June	*Cielo di Monaco*
Bulk Fertz	SSP/TSP	Egypt	31.3	19 June	*Intrepid Joanne*
Nitron	MAP	Russia	22.8	20 June	*Sunlight Lily*
EuroChem	MAP	Russia	16.6	23 June	*Bulgaria*

Ameropa	NP	China	28.0	25 June	*Josco Hangzhou*
DSW	SSP/MOP	Israel	20.3	27 June	*Sozon*
Nitron	NP 14-34	Poland	27.5	29 June	*Pomorze*
OCP	MAP	Morocco	26.4	3 July	*Mazury*
OCP	TSP	Morocco	25.0	5 July	*Miltiades*
TBC	TSP/NP 11-44	China	13.1	6 July	*Andromeda*
Ameropa	MAP	China	20.0	8 July	*Seto Gloria*
Ameropa	MAP	Australia	25.5	9 July	*Nordrubicon*
TBC	TSP/SSP/Phos Rock/MOP	Israel	39.2	9 July	*Nikiforos*
Mosaic	MAP/MES	US	37.3	10 July	*Cielo Di Tocopilla*
Mosaic	MAP/MES	US	35.4	15 July	*Adfines North*
Mosaic	MAP/MES	US	35.6	17 July	*Nord Mumbai*
Mosaic	DAP/MAP/MES	US	34.4	17 July	*Discovery Bay*
7Seas	MAP	China	30.0	18 July	*Western Santos*
TBC	NP	China	30.0	25 July	*Slavyanka*
Rio Grande					
Yara	MAP	Morocco	12.0	3 June	*Indigo Silva*
Yara	TSP	Morocco	6.0	3 June	*Indigo Silva*
Mosaic	MAP/NP	US	21.0	4 June	*Rauli N*
Yara	TSP	Morocco	22.0	5 June	*Sea Smile*
Yara	DAP	Morocco	7.3	9 June	*Daiwan Wisdom*
Yara	MAP	Morocco	10.5	9 June	*Daiwan Wisdom*
Heringer	MAP	Morocco	4.0	9 June	*Daiwan Wisdom*
Mekatrade	NP 11-44	China	17.0	14 June	*African Puffin*
Mosaic	MAP/DAP	US	15.3	14 June	*Nord Houston*
Unifertil	MAP	Morocco	6.0	1 July	*Indigo Silva*
CHS	MAP	Morocco	6.0	1 July	*Indigo Silva*
Itaqui					
Yara	NPK	Norway	4.0	12 June	*Saga Spray*
Tocantins	SSP/MOP	Israel	7.7	14 June	*Hemus*
OCP	Ferts	Morocco	34.0	14 June	*Indigo Silva*
Mosaic	Ferts	US	6.0	29 June	*Clipper Tradition*
Nitron	MAP	PhosAgro,	36.2	3 July	*Capetan Vassilis*
Recife					
Fertine	SSP	Egypt	4.0	14 June	*Koznitza*
Aratu					
OCP	MAP	Morocco	15.4	14 June	*Clipper Brilliance*
Itacoatiara					
Amaggi	SSP/MOP	Israel	42.5	18 June	*Hemus*
San Fransico do Sul					
OCP	MAP/DAP	Morocco	11.0	4 June	*Shou Chen Shan*
Mosaic	Ferts	US	19.0	4 June	*Orient Accord*
Ameropa	Ferts	China	25.0	5 June	*Josco Hangzhou*
OCP	MAP	Morocco	18.0	26 June	*Clipper Brilliance*
Imbituba					
Mosaic	Ferts	US	5.6	15 July	*Discovery Bay*
Porto Alegre					
Heringer	MAP	Morocco	7.0	20 June	*Daiwan Wisdom*
Unifertil	MAP/DAP	US	4.0	21 June	*Rauli N*

CHILE: Copeval is reported to have made an award to CHS for 5,000 t 10-50-0 MAP and 20,000 t granular urea for shipment from China although price details are sketchy. An offer from another trader at $333 cfr for the 10-50-0 MAP failed to secure the business.

LATIN AMERICA: Incofe will close a tender on 5 July for 20-31 July shipment to Buenaventura, Colombia and Caldera, Costa Rica for one of the following:

- 20,000 t granular urea plus 7,000 t dark DAP (3,500 t each port) from Russia
- 20,000 t granular urea plus 5,500 t dark DAP (2,500 t to Buenaventura and 3,000 t Caldera) plus 2,000 t MAP (1,000 t each port), plus 3,000 t AS from China

MEXICO: Tepeyac is in the market for 10,000 t MAP and 15,000 t granular urea for 1-half July shipment to Manzanillo and Topolobampo. It is reported to have been offered 20,000 t 11-52-0 from Australia at $355 cfr.

SUPPLIERS

EUROPE

LITHUANIA: EuroChem is reported to have sold 30,000 t DAP to Gemlik Gubre at $330 fob for early July shipment to Turkey, committing the balance of Lifosa's June availability. The producer is open for July, during which it is expected to manufacture 70-75,000 t DAP.

FSU

RUSSIA: **EuroChem** is reported to have sold about 10,000 t Kingisepp MAP in the mid $330s fob for July loading for various East European markets including Poland and the Balkans. The producer has also placed almost 10,000 t MAP in Belarus and the local market, leaving it with 40-45,000 t of its slated July Kingisepp production available.

EuroChem's DAP/MAP export commitments for July shipment are reported as follows:

- 30,000 t MAP on two combo vessels for Latin America
- 10,000 t MAP to Poland and the Balkans
- 10,000 t MAP for Belarus and the domestic market

No new phosphate sales have been reported for **PhosAgro** this week with the producer comfortable for July.

PhosAgro's DAP/MAP/NP/NPK commitments for June and July shipment are reported as follows:

June

- 60,000 t DAP to India
- 36,000 t MAP on the *Capetan Vassilis* to Nitron for Brazil
- 30,000 t DAP/MAP to US
- 280-290,000 t NPKs/MAP for domestic and regional markets

July

- 45,000 t DAP and 20,000 t 10-26-26 to Greenstar for India
- 300,000 t NPKs/MAP for domestic and regional markets

Indagro was due to load 37-38,000 t **Rossosh** NPK 27-6-6 this week, purchased earlier in the low $160s fob to cover its award under a tender that closed in Kenya.

AFRICA

MOROCCO: OCP has been obliged to accept lower returns in the low $340s fob to keep July tonnes moving outside Europe, with latest business reported as follows:

- 35,000 t MAP/DAP to Profertil, YPF and ACA for Argentina
- 25,000 t DAP to Toros for Turkey

For Europe, prices in the range $343-346 fob have been agreed on sales totalling 110,000 t DAP/MAP for July shipment to the east of the region via both the Baltic and the Black Seas, including Bulgaria, Hungary and Romania, plus a small lot for Spain at $355 fob.

OCP will ship 25,000 t DAP/MAP/NPS and 5,000 t TSP to Kenya in July for sale through its own distribution.

The producer has sold a further 35,000 t MAP, priced under formula, for July loading for South Africa.

There are also 90-100,000 t NPK 15-15-15 due to load for Nigeria next month.

The producer is planning to lift granulation to 630-650,000 t next month

OCP's June-July DAP/MAP/NP/NPK commitments are reported ('000 t) as follows:

OCP/Morocco	June	July
Est. Production	**550**	**630-650**
E. and W. Europe	90	115
Turkey	30	25
Africa	230	180
Bangladesh	30	-
India	-	55
US	100	120
Argentina	35	35
Brazil	-	165
Paraguay/Uruguay	35	-
Total	**550**	**695**

Specifically on TSP, a price of about $280 fob is reported by traders to be available for July shipment to East Europe via the north.

For deep-sea markets, OCP is reported to be discussing with Helm a handysize cargo for end August loading for the US. The 30,000 t that the producer sold to the trader for June shipment to this market is understood to have slipped into July.

TUNISIA: GCT is reported to have sold 2 x 8,000 t DAP to Igsas and a distributor at $345 fob including 90 days' credit for 1-half July shipment to Turkey.

GCT's June-July DAP commitments are as follows ('000 t):

GCT/Tunisia	June	July
Est. Production	**60**	**60**
Romania	20	-
Turkey	-	16
Total	**20**	**16**

DAP exports were 12,787 t in May, including 6,287 t to Turkey and 5,000 t to Libya, bringing y-t-d exports to 235,916 t, three times greater than January-May 2015. The main destinations were ('000 t) Turkey at 97,000 t compared to 13,000 t last year, Italy at 53,000 t compared to 26,000 t last year and France at 52,000 t compared to 34,000 t last year.

MIDDLE EAST

JORDAN: JPMC is expected to load 14,000 t DAP for India in late June agreed at a price netting the high $330s-340 fob under its long term contract with IPL in combination with 30,000 t MOP.

JPMC's June DAP commitments are as follows ('000 t):

JPMC/Jordan	June
India	14
Total	**14**

SAUDI ARABIA: **Sabic** has cleared its availability for July shipment with the sale of a second cargo of about 30,000 t DAP in the mid $340s fob for India.

The supplier has lifted its price aspirations to the high $340s-low $350s fob.

It has emerged that Sabic sold the first 30,000 t DAP for July loading for this market to Chambal, also in the mid $340s fob.

Ma'aden has sold a second cargo of 35-40,000 t DAP reflecting the mid $340s fob for 2-half July loading for India.

The supplier has also sold about 35,000 t MAP for July shipment to Brazil, with Yara linked as the buyer.

MPC's DAP/MAP commitments for June and July shipment are reported as follows ('000 t):

MPC/Saudi Arabia	June	July
Est. Production	**240**	**240**
East Africa – Ma'aden	20	-
India – Ma'aden	95	75-85
India – Sabic	95	60
Pakistan – Ma'aden	-	25
Pakistan – Sabic	-	-
East Asia – Ma'aden	11	-
Brazil – Ma'aden	-	35
Total sales	**221**	**195-205**

ASIA

CHINA: Competitive producer offers for DAP have been reduced to $330 fob this week, aided by the weakening value in the Chinese Yuan Renminbi, although prices in the mid $330s fob are still deemed achievable.

Aries is reported to have booked 30-35,000 t Kailin DAP with Chambal netting the very low $330s fob for 1-half July loading for India under their MOU and is said to be negotiating a second cargo with the supplier for July shipment.

The *Jia Foison* is loading about 50,000 t DAP in Zhenjiang, reportedly covering an early June sale by Yihua to KIT reflecting the low/mid $330s fob for shipment this month.

The *LMZ Pluto* sailed on 24 June with around 50,000 t DAP for west coast India, reportedly carrying Wengfu material.

The *Glarus* is reported to have been fixed to load 33,000 t Dayukou DAP, covering Kailin's earlier reported sale to Agven for prompt shipment to Pakistan.

The *Danos Z* is reported to have been fixed to load 38,500 t DAP, covering Dongsheng's earlier reported award via Robiul Islam at price estimated to netback to about $329 fob under the MOA's 3 May tender in Bangladesh.

Dayukou's export commitments for June shipment are reported to include:

- 33,000 t DAP on the *Glarus* sold to Kailin for Agven in Pakistan

Dongsheng's export commitments for June shipment are reported to include:

- 38,500 t DAP on the *Danos Z* to Bangladesh

Kailin's export commitments for June-July shipment are reported to include:

June

- 45,000 t DAP on the *Vistaspirit* to Aries for India for IPL
- 39,000 t DAP on the *Pintail* to Aries for India for Zuari and MCFL
- 38,500 t DAP on the *Stove Trader* to Aries for India for Chambal
- 10,000 t each DAP, 10-50-0 MAP at TSP for Argentina including Profertil, YPF, ASP, Bunge and ACA

July

- 30-35,000 t DAP to Aries for India for Chambal

Xiangfeng's export commitments for June-July shipment are reported to include:

June

- 32,000 t DAP on the *V Red Knot* to India
- 35,000 t DAP to Bangladesh

July

- 35,000 t DAP to Bangladesh

Yihua's export commitments for June shipment are reported to include:

- 55,000 t DAP on the *Chengyang Eminence* to Fertisul for Kribhco in India
- 55,000 t DAP on the *Jia Foison* to KIT for IPL in India
- 30,000 t DAP on the *Aurora Bulker* to Quantum for Pakistan for United Agro

Competitive offers for 11-44-0 MAP are still reported to be in the high $260s fob although no new business has been reported.

PHILIPPINES: Philphos has resumed limited production of NPKs and has sold 3 x 3,000 t 16-16-8 to Vietnam.

OCEANIA

AUSTRALIA: Quantum is reported to have been offering 20,000 t MAP in Mexico and a larger quantity in Brazil reflecting the mid/high $330s fob this week for July loading although it is understood yet to have struck a deal.

IPL's DAP/MAP commitments for June shipment are reported as follows ('000 t):

IPL/Australia	June
Pakistan	30
Thailand	-
Brazil	35-40
Total sales	**65-70**

NORTH AMERICA

UNITED STATES: The DAP price has edged down slightly to $345 fob, reflected in the sale of 7,000 t by Mosaic for July shipment to Latin America.

Mosaic's export commitments for June shipment are reported to include:

- 6,000 t DAP to various markets in Latin America at $350 fob
- 15,000 t DAP to various markets in Central America at $346-347 fob in combo with a total of 8,000 t MES/powdered MAP
- 40,000 t MAP/DAP/MES on the *Discovery Bay* to Brazil
- 37,300 t MAP/MES on the *Cielo Di Tocopilla* to Brazil
- 35,600 MAP/MES on the *Nord Mumbai* to Brazil
- The *Clipper Tradition* to Brazil

PHOSPHORIC ACID

BANGLADESH: The *Southern Owl* has an eta of 29 June at Chittagong with 1044 t phosphoric acid solution ex-Richards Bay, South Africa.

The *Savannah* has an eta of 4 July at Chittagong with 13,950 t phosphoric acid solution ex-Vizag, India

INDIA: It has emerged that IFFCO agreed with ICL a price of \$600 P_2O_5 cfr including 30 days' credit for Israeli phosphoric acid for Q2-Q3 shipment. A vessel is already loading against this agreement with 20,000 t solution.

ICS is also reported to have agreed the same price of \$600 P_2O_5 cfr with 30 days' credit with IFFCO for Senegalese phosphoric acid.

Dr. U. S Awasthi, Managing Director of IFFCO said, "Average cfr DAP price for India has been steadily falling from \$400-410 levels in January to around \$340-350 levels at present." He added that "At these levels the price of phosphoric acid import should be around \$500 but the suppliers especially the big ones have been adamant at not reducing the price of phosphoric acid from \$715 in Q1 to even \$600 for Q2."

Neither JPMC nor JIFCO have agreed to a phosphoric acid price of \$600 P_2O_5 cfr including 30 days' credit for Q2 with any Indian customer.

Unconfirmed rumours are circulating that PotashCorp is currently negotiating with IFFCO.

The development above follows reports last week that shipments of Moroccan acid could be suspended from tomorrow, 1 July, if a price for Q2 could not be finalised by the end of this quarter. Tata Chemicals has already announced a temporary suspension of DAP and complex production due allegedly to the delay in agreeing a price for phosphoric acid and the continuation of the provisional price.

MFL has issued a tender, closing on 8 July and valid for 15 days, for 20,000 t merchant grade phosphoric acid solution (52-54% P_2O_5) for 2-half July and 1-half September shipment in two lots to Chennai.

It is reported that MMTC did not receive any offers under its 22 Jun tender for 8,000 t MGA for prompt shipment to Chennai.

Phosphoric acid vessels identified for June-early July arrival are as follows:

India – Phosphoric Acid Arrivals, June/July				
Buyer/Port	**Supplier/Origin**	**'000 t solution**	**Vessel**	**Arrival**
IFFCO/Kandla	JIFCO/Jordan	29.0	*Stolt Endurance*	1 June
MCFL/Mangalore	OCP/Morocco	10.0	*Mid Fortune*	1 June
PPL/Paradeedp	OCP/Morocco	19.6	*TRF Kashima*	4 June
PPL/Paradeep	OCP/Morocco	9.8	*Greenwich Park*	6 June
DFCL/JNPT	OCP/Morocco	8.5	*Chemroad Wing*	9 June
ZIL/Goa	OCP/Morocco	8.1	*Chemroad Wing*	10 June
CIL/Kakinada	JPMC/Jordan	29.4	*Stolt Vestland*	10 June
ZIL/Goa	OCP/Morocco	8.8	*Chemroad Lily*	12 June
GSFC/Sikka	OCP/Morocco	13.8	*Chem Bulldog*	17 June
GSFC/Sikka	-	19.0	*GT Star*	18 June
FACT/Cochin	-	8.9	*Genuin Galaxy*	18 June
GSFC/Sikka	OCP/Morocco	12.0	*Chemroad Wing*	20 June
PPL/Paradeep	-	5.2	*Ginga Tiger*	21 June
GSFC/Sikka	OCP/Morocco	19.0	*Houyoshi Park*	23 June
CIL/Kakinada	GCT/Tunisia	18.0	*Bow Summer*	23 June
IFFCO/Kandla	-	29.4	*Stolty Courage*	24 June
CIL/Kakinada	-	9.1	*Mtm Southport*	25 June
IFFCO/Kandla	Sinchem/Senegal	30.0	*Stolt Vinland*	26 June
ZIL/Goa	OCP/Morocco	12.0	*Chemroad Dida*	26 June
GSFC/Sikka	-	9.4	*Southeren Pec*	28 June
DFCL/JNPT	OCP/Morocco	10.0	*Genuine Hercules*	29 June
PPL/Paradeep	OCP/Morocco	10.1	*MTM Southport*	30 June
Total June to date		**329.1**		
GSFC/Sikka	OCP/Morocco	19.0	*Argent iris*	1 July
IFFCO/Kandla	JIFCO/Jordan	10.3	*Stolt Sea*	2 July
IFFCO/Kandla	-	29.5	*Bochem Oslo*	6 July
Total July to date		**58.8**		

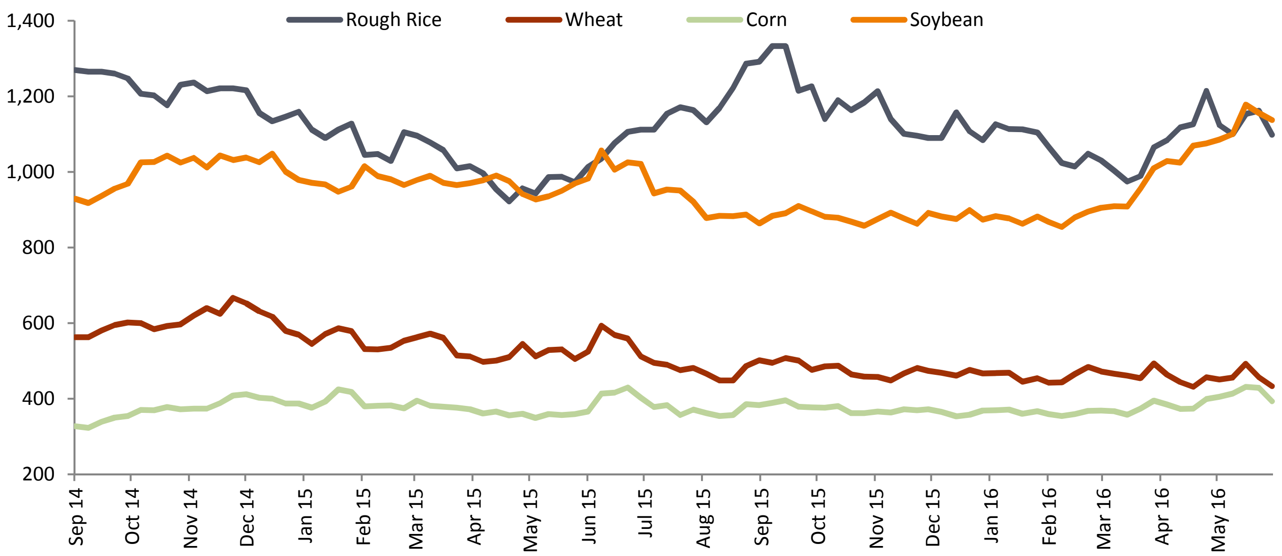
PHOSPHATE ROCK

INDIA: Phosphate rock vessels identified for June arrival are as follows:

India – Phosphate Rock Arrivals, June				
Discharge Port	**Origin**	**Quantity**	**Vessel**	**ETA**
IFFCO/Paradeep	JPMC/Jordan	51,150	*Defiant*	3 June
Sterlite/Tuticorin	JPMC/Jordan	54,000	*Yasa Aysen*	5 June
Hazira	Egypt	46,650	*Arybbas*	9 June
IPL/Vizag	JPMC/Jordan	14,100	*Carvos Liberty*	13 June
IFFCO/Paradeep	-	55,000	*AS Victoria*	13 June
Hazira	Egypt	22,949	*Melimas*	14 June
Mangalore	Egypt	6,800	*Emanet*	16 June
IFFCO/Paradeep	Peru	66,000	*Perly*	18 June
Hindalco/Dahej	Togo	50,006	*Egret Bulker*	19 June
FACT/Cochin	OCP/Morocco	43,000	*Abu Al Abiyad*	27 June
Total June to date		**409,655**		

AGRICULTURE

WEEKLY CBOT CROP PRICES (¢/BU)



CROP FUTURES

CME CROP PRICES (cents/bushel)					
Product	**July 2016**	**Weekly Change**	**September 2016**	**December 2016**	**June 2015**
Corn	372.6	-20.4	377.6	383.0	366.4
Wheat	400.0	-33.0	419.5	445.4	524.4
Soybean	1,144.4	+7.0	1,123.0	1,112.4	981.6
Rough Rice	1,064.5	-34.0	1,090.0	1,118.5	1,012.5

Prices are Wednesday's closing rates for the forward months indicated. The 2015 price is the forward price reported one year ago.

CORN:	**WHEAT:**

Favourable crop conditions in the US pressured the market. The market is likely to continue to notch lower into next week, as favourable crop-conditions add pressure.	Wheat closed weaker on this week, pressured by the expectation for ample stocks to be reflected in Thursday's report. Harvest pressure was also a feature.
SOYBEAN:	**RICE:**
Traders expect an increase in seeded area to be reflected in the upcoming USDA report. The Soybean area had been pegged at 82.2 million acres in a March.	Despite a 6.1% decrease in projected paddy output from Vietnam's winter-spring rice crop, CBOT prices came under pressure from spill over from other crops.

REGIONAL MARKETS

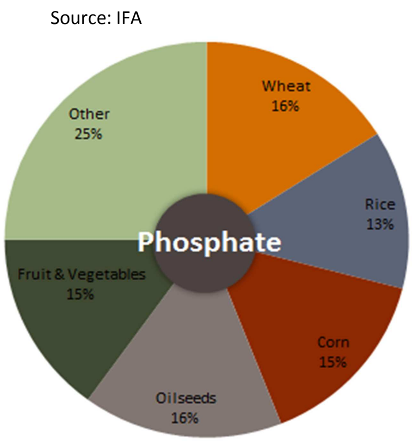
VIETNAM: Paddy output from Vietnam's winter-spring rice crop is projected to fall 6.1% from last year to 19.43 million t due to dry weather, the agriculture ministry revealed this week. The southern region has harvested 12.19 million t from the crop, down around 9%, following damage by the worst drought in 90 years, the ministry said in its monthly report. The winter-spring crop provides Vietnam's best quality grain, mostly used for export.

Rice exports from Vietnam, which ranks behind India and Thailand, are forecast at 5.7 million t this year, down 13.2% from 2015, a government report said last Friday. The forecast would be the lowest since 2008, based on government data.

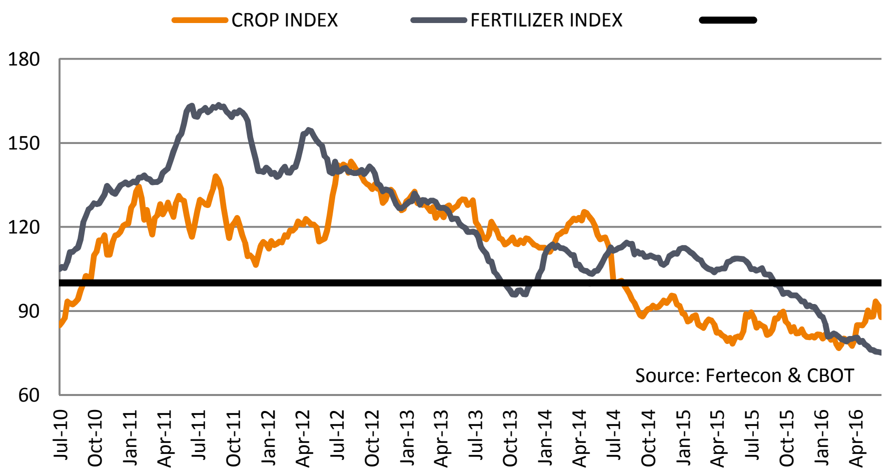
ARGENTINA: Argentina increased its 2015/16 soybean crop estimate to 58 million t from a previous forecast of 57.6 million t, citing a faster-than-expected recovery of areas thought to have been lost to floods caused by unusually hard April rains.

It said 93% of planted area had been harvested as of last week compared with 99% at the same point in the previous season. The pace of harvesting sped up in the first half of this month after slowing to a crawl due to flooding in Cordoba and Santa Fe earlier in the season, the report said.

PHOSPHATE USE BY CROP

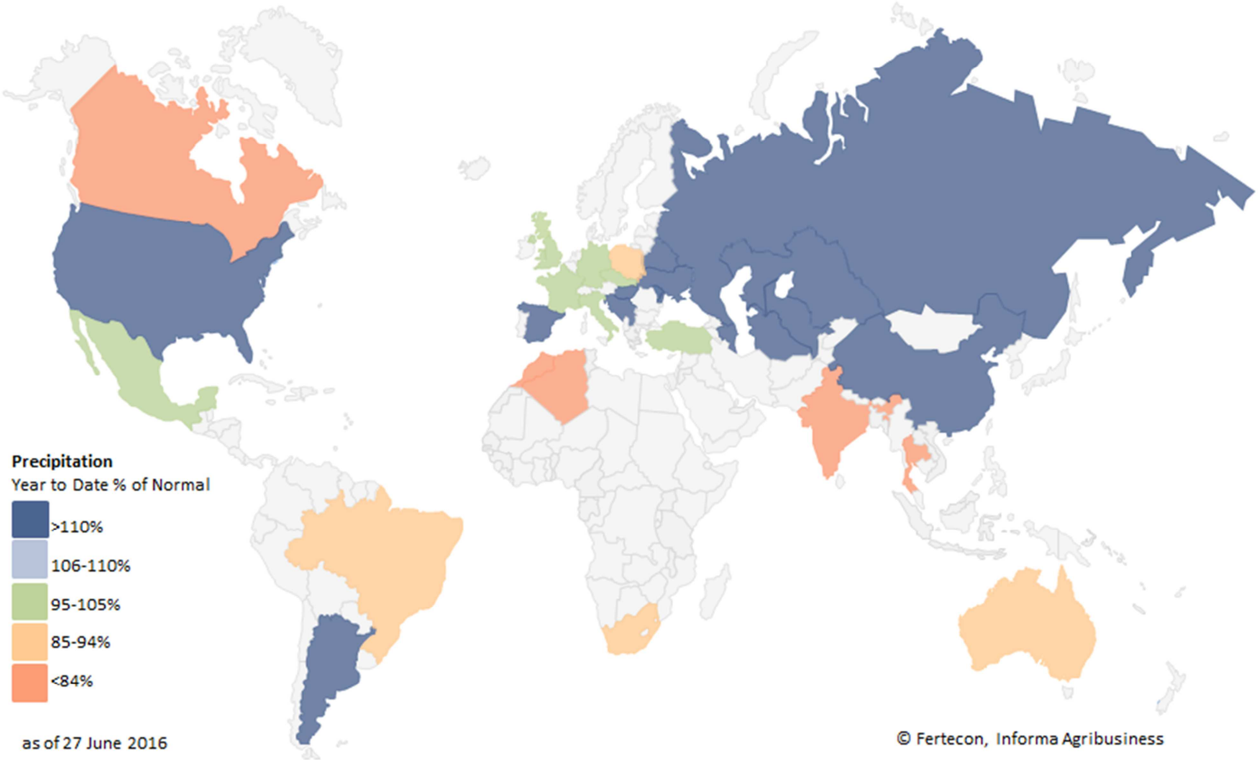


FERTECON FERTILIZER & CROP INDICES



Using 6 January 2010 as the starting point (Jan 2010=100), the FERTECON indices aim to assess relative fertilizer affordability and illustrate the comparative movement of fertilizer prices (a basket of urea, DAP and MOP) against crop prices. The denotation is that the higher the crop index is relative to the fertilizer index, the more affordable fertilizers are to farmers – and vice versa.

WEATHER & LAND CONDITIONS



FREIGHT

DATE	Baltic Capesize	Baltic Panamax	Baltic Supramax	Baltic Handysize	Baltic Dry Index
24 June	913	585	583	329	609
27 June	919	601	587	331	616
28 June	936	618	593	336	627
29 June	955	634	606	338	640
30 June	996	662	619	342	660

Source: Baltic Exchange

FERTILIZER DERIVATIVES

DAP fob Tampa (metric tonne)				DAP fob NOLA (short ton)			
Month	Bid	Offer	Mid	Month	Bid	Offer	Mid
July	342	350	346	July	304	306	305
Aug	336	347	342	Aug	303	307	305
Sep	334	350	347	Sep	303	307	305

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