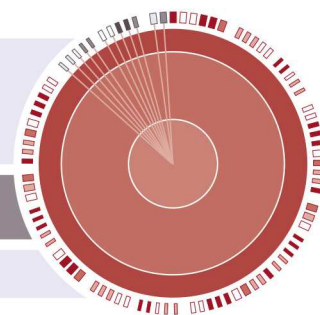


Phosphate Report

Weekly review of the phosphate market

5 May 2016



- Mosaic expects lower prices for its US DAP in Q2
- Bangladesh MoA opens offers for DAP and TSP under 3 May tender
- NFL awards part of 18 April DAP tender in India to Aries/Kailin and issues another
- EuroChem sells more Russian MAP for May shipment to Brazil
- Profertil tenders for MAP and DAP in Argentina
- Copeval awards CHS under 28 April tender in Chile
- Moroccan phosphoric acid prices in Europe reduced by \$60/t P₂O₅ for Q2

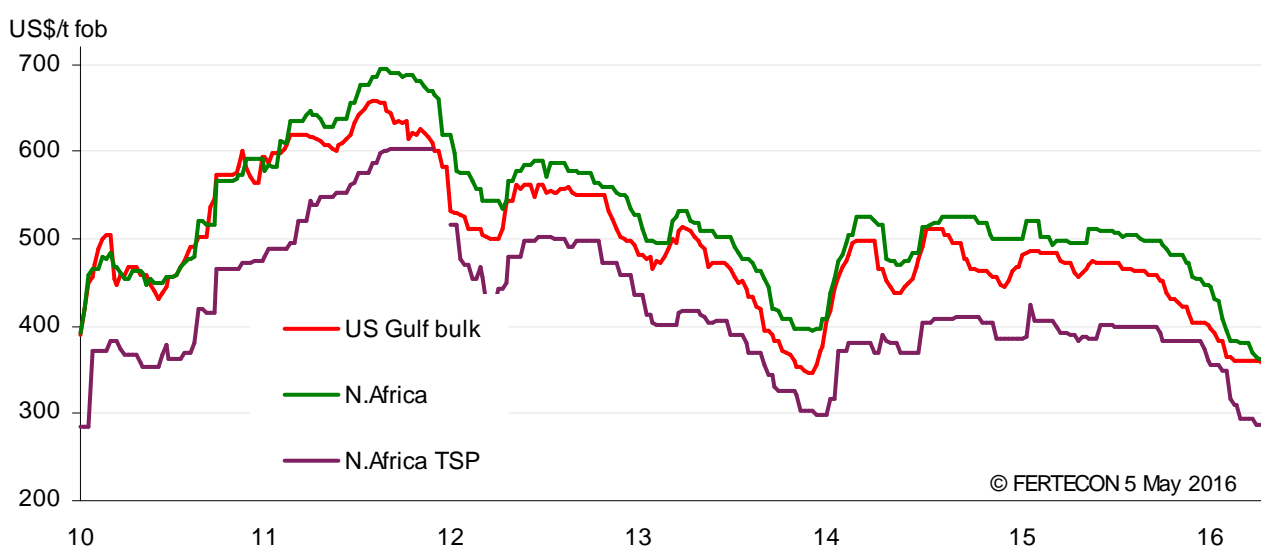
OUTLOOK

Unclear

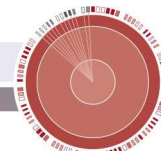
KEY PRICES - \$/tonne fob, NOLA \$/ston

	5 May	28 April	21 April
DAP \$/t fob US Gulf	350-354	343-350	358-360
DAP \$/t fob North Africa	345-355	345-359	355-370
DAP \$/ston fob NOLA	316-330	320-330	320-343

DAP/TSP PRICES



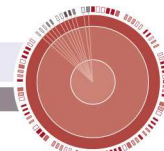
FERTECON's phosphate prices are available to analyse and download immediately after publishing [via this link](#).


PHOSPHATE PRICE INDICATIONS All prices in US\$

	5 May	28 April	21 April	Notes
DAP				
US Gulf fob bulk	350-354	343-350	358-360	
Morocco fob bulk	345-355	345-355	355-370	
Tunisia fob bulk	357-359	357-359	357-359	
Jordan fob bulk	335-340	335-340	335-340	
Saudi Arabia fob bulk	340-344	340	340	
Black Sea fob bulk	n.m.	n.m.	n.m.	
Baltic fob bulk	330-341	320-341	320-358	
Australia fob bulk	335-340	335-340	335-340	
China fob cash	330-335	330-335	330-335	
Benelux fca bulk duty paid/free	380-385	380-385	395-403	
India cfr bulk	342-350	342-348	342-348	
US domestic st NOLA	316-330	320-330	320-343	
Ctrl Florida st for	355	355	355	
GTSP				
Bulgaria fob bulk	n.m.	n.m.	n.m.	
Morocco fob bulk	276-290	276-290	276-300	
Tunisia fob bulk	285-290	285-290	300	
Lebanon fob bulk	285-290	285-290	300	
Mexico fob	300	300	300	
China fob bagged	250-255	262-265	262-265	
MAP				
Black Sea fob bulk	335-350	340-350	345-355	
Baltic fob bulk	335-340	335-340	340-350	
Brazil cfr bulk	350-355	350-355	350-360	
PHOSPHORIC ACID				
US Gulf fob (P ₂ O ₅)	600	600	600	
India cfr (P ₂ O ₅)	715	715	715	30 days
PHOSPHATE ROCK				
Casablanca fob 70% BPL	95-125	95-125	95-125	
^ all business * No recent known business **price adjusted NB: All prices refer to most recent concluded business or latest competitive offers. Prices are <i>net</i> 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	21-22
	US Gulf-China	50-55,000	19-20
	US Gulf-EC S America	25-30,000	15-22
	Baltic-EC S America	25-30,000	16-24
	North Africa-India	30-35,000	18-20
	Jordan-India	40,000	8-10
	Saudi Arabia-India	30,000	6-8
NB: All rates indicated are based on averages. Exact rates will depend on port loading and discharge rates			

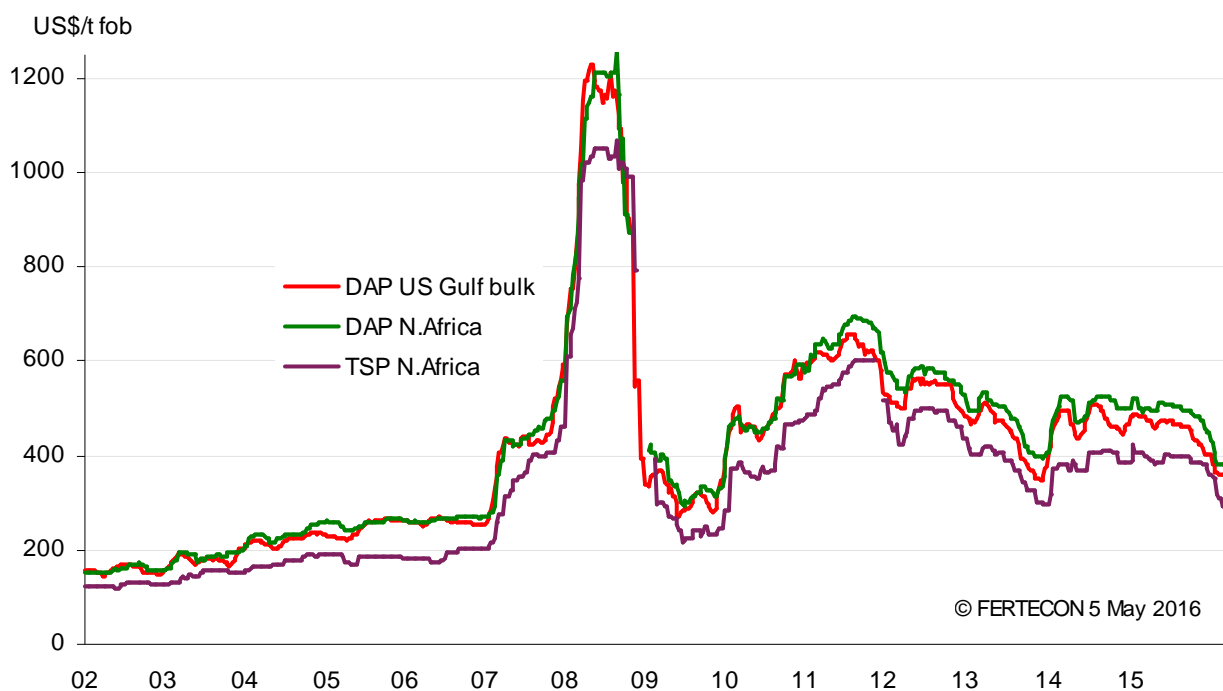

FERTECON TENDER SERVICE

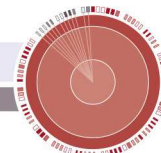
Country/Holder	Product	'000 t	Date	Shipments	Remarks
Bangladesh/BCIC	MGA	30	23/3		Offers received
India/RCF	DAP	75	4/4	2-half April	Scrapped
India/RCF	MAP/DAP Lite	2 x 20	6/4	Apr/May	Scrapped
India/GSFC	DAP	100	16/4	Apr/May	Offers received
India/NFL	DAP	100	18/4	May	Awarded 50,000 t
India/RCF	NP/NPK	70	2/3	1-half June	One offer received
India/RCF	DAP	110	3/5	May-Jun	Offers received
Bangladesh/MOA	DAP	350	3/5	May-Oct	Offers received
Bangladesh/MOA	TSP	250	3/5	May-Oct	Offers received
India/Deepak	DAP	35	6/5	May	
India/NFL	DAP	35	9/5	1-half June	
Bangladesh/BCIC	MGA	50	25/5		
Nepal/AIC	DAP	30	27/5		

EXCHANGE RATES

(local currency:US\$1)

	5/05/2016	28/04/2016	5/05/2015
€ Euro	0.87011	0.88407	0.89534
£ Pound Sterling	0.68893	0.68618	0.66062
Turkish Lira	2.86971	2.82269	2.71191
Rupee India	66.5850	66.4371	63.6284
Real Brazil	3.54913	3.52303	3.04094
China RMB	6.49634	6.49154	6.08929

DAP/TSP PRICES – 14 year series




ANALYSIS

The phosphate market is lacking direction at present. Prices for US DAP for export are slightly firmer at \$350-354 fob this week, reflected in sales of small lots by Mosaic to Latin America, while values for DAP and MAP in the producer's domestic market have eased a touch with the price range for DAP down to \$316-330/ston fob NOLA.

Reports of Chinese and non-Chinese DAP bought at about \$345 and \$350 cfr, respectively, in India would suggest a marginally firmer market but buyers both here and elsewhere have been taken aback by, on the face of it, the relatively low offers presented for DAP in this week's tender in Bangladesh. Chinese producers are reported to be claiming that the headline prices are \$8-13 below reality. The most competitive prices offered in the tender would suggest that Australian DAP and Lebanese TSP have not made the cut but one cannot rule out eventual shipments from either or both sources once awards are made. Australia supplied 135,000 t DAP against the same tender last year, a similar volume to 2014.

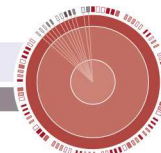
Nevertheless, any fallout from the tender in Bangladesh on other markets on the Indian sub-continent remains to be seen but in the meantime, India has added to the order books of Chinese, Saudi Arabian and Russian producers. Brazil has also provided a home for more Russian MAP in the mid \$350s cfr while it has emerged that OCP sold Moroccan MAP for May shipment to this market recently, reportedly in the mid/high \$350s cfr. Together with large quantities of NP/NPKs still reportedly being absorbed by African buyers, the producer is comfortable on ammoniated phosphates into late May. A tender closing today in Argentina may help to shed some light on the tone of the market going forward. Mosaic has announced its guidance for Q2 stating that its realised DAP price, FOB plant, is estimated to range from \$335 to \$355/t compared with an actual average price of \$355/t in Q1.

Elsewhere, JPMC is reported to have secured more DAP business in Turkey but has again had to sacrifice price over volume to find a home for uncommitted tonnes.

"For the US, North Africa and Baltic..Brazil will be the focus of attention over the coming weeks and will be the primary driver in the direction of export values. Regional demand in the Baltic will provide some support through to July as will planned turnarounds at both Cherepovets and Balakovo in May. OCP will continue to tailor supply to fit demand but is expected to maintain the more competitive stance that we have seen this year, faced not only with additional capacity coming on-stream at Jorf Lasfar but also additional competition from other sources.

Meanwhile Saudi and Chinese product will continue to come head to head in both India and Pakistan in Q2 and Q3 but whereas Chinese product is now at or close to the floor in terms of breakeven cost, Saudi product continues to match and even undercut the price where needed to maintain or increase its market share."

This excerpt was taken from the latest copy of the Informa Phosphate Futures written by Sarah Marlow. Fertecon has introduced two new benchmark prices to the Phosphate Futures forecast - Phosphoric Acid cfr India and DAP fob China together with additional coverage of the phosphoric acid market. For further information about this report please contact our Senior Sales Manager, **Alena Barford**. Direct line: +852 3757 9706, Mobile: +852 9738 3126, alena.barford@informa.com



The NEW Informa Sulphur Futures Monthly Report

The new **Informa Sulphur Futures** monthly report, prepared by FERTECON's analysts, will help subscribers improve trading and purchasing decisions through reliable analysis of supply, demand, pricing and trade projections for the next 12 months.

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- ✓ Comprehensive market overview including in-depth demand and supply analysis
- ✓ Analysis of associated markets

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MARKETS

EUROPE

BENELUX: TSP prices are weak with demand for all phosphates currently very low. Traders have offered at \$310-320 fca, equivalent to €271-279. Buyers are holding off in a falling market and can afford to wait until July before making commitments.

As the market switches to straight N for summer application, demand for DAP is dying away. Sellers, including EuroChem, are willing to accept \$380-385 fca, equivalent to €332-336 at current exchange rates.

FRANCE: There has been some more discussion on TSP prices. Sellers have reportedly offered new season product at around the €280 fca Rouen mark with reports that at least one trader has offered at €270. Another trader is reported as trying to find buyers at \$310-320 fca. Demand is weak as buyers stand back, perceiving the market to be soft.

Demand for DAP has faded and suppliers have more or less cleared their positions. In northern areas sellers are seeking \$390 fca, equivalent to €340/t, for prompt tonnage while in the south west and the Med, EuroChem, the only supplier with product to sell, is seeking €365 fca for immediate dispatch.

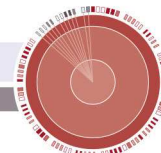
There is no demand today for NPKs. Producers have scaled down production and many plants are currently offline.

GERMANY: Prices for DAP have softened by nearly \$10/t from a fortnight ago to around \$390 fca seaport or slightly lower. The product is, like any fertilizer product at this point in Germany, moving down the distribution system very slowly amid plenty of product available. For the summer, prices were heard at around \$375 fca seaport, which could be for North African or Russian product.

There was no change reported in the 15-15-15 price, which has previously been quoted at €320-330 cif inland.

IRELAND: Blenders report that DAP inventory levels are sufficient for the time being. However, importers may look to bring in tonnage in June in the hope that the industry event in Moscow later this month will result in greater clarity in terms of forward DAP price movement.

ITALY: There is no market for DAP today because the season has ended. List prices indicate a contraction on previous levels at €360-365 fca bagged, down from €355-370 fca bags two weeks ago. On the import front, participants are waiting until after the IFA conference when there is some expectation that DAP will see its price floor.



SPAIN: DAP is only being purchased by blenders at the moment although demand is very slow as now is not the season for application. The domestic price is lower at €355-370 fca although this price has not really been tested due to slow purchasing interest.

NPK 15-15-15 is selling at €295-310 fca and demand for application on corn is reasonable. NPK 8-15-15 is available at €245-250 fca, however, demand is slow.

TURKEY: Alp Ates is reported to have bought a DAP cargo from Ameropa in the mid \$360s cfr including 270 days' credit for May shipment from Jordan with the 10,476 dwt *Brave M* reported to have been fixed to supply the tonnes.

The 17,297 dwt *Sea Lord* arrived discharged DAP in Iskenderun 28-30 April, reportedly covering the earlier identified purchase by various importers of 8,000 t Jordanian DAP from Ameropa at about \$370 cfr including 270 days' credit for April loading.

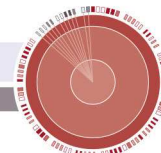
TURKEY: DAP PURCHASES 2016 (‘000 t)			
Buyer	Supplier	DAP	Arrival
Alp Ates	Keytrade/EuroChem	31	Jan/Feb
GubreTas	OCP/Morocco	22	Feb
Gemlik Gubre	GCT/Tunisia	10	Feb
Guneysan	Keytrade/JPMC	4	Feb
Igsas	PhosAgro/Russia	25	Feb/Mar
Ege Gubre	JPMC/Jordan	10	Feb/Mar
GubreTas	JPMC/Jordan	10	Feb/Mar
TBC	GCT/Tunisia	5	Mar
Various	Ameropa/PhosAgro	8	Mar
Gemlik Gubre	GCT/Tunisia	25	Mar/Apr
Igsas	GCT/Tunisia	20	Mar/Apr
TBC	JPMC/Jordan	5	Mar/Apr
TBC	JPMC/Jordan	4	Mar/Apr
Igsas	GCT/Tunisia	6	Apr/May
Igsas	GCT/Tunisia	6	Apr/May
TBC	JPMC/Jordan	3	Apr/May
Igsas	GCT/Tunisia	15	Apr/May
Various	Ameropa/Jordan	8	Apr/May
GubreTas	OCP/Morocco	10	May/Jun
Gemlik Gubre	PhosAgro/Russia	15	May/Jun
Total		242	

UNITED KINGDOM: There is little or no new demand for DAP. Prices have weakened as the season comes to an end and it is possible to find traders willing to accept \$390 cif for new cargoes. Local prices remain unchanged at £330-332 delivered farm.

TSP is on offer in Benelux and France on the basis of \$310-320 cfr. At least one trader has offered TSP to the UK on the same basis. There is, however, no interest at this level in today's falling market.

Demand for NPKs is falling off and prices remain competitive. This week sellers are achieving £228-230 delivered farm for 20-10-10. The usual premium of £10-12 applies to producer product while 25-5-5 is available at the normal discount of £10.

Most winter cereal crops have by now received the second split and top dressing of spring crops is currently underway. In grassland areas activity has been slower than in other years, due to low output prices and a late spring, but most farmers have by now completed the first application.



ASIA

BANGLADESH: The MoA closed a tender on 3 May including a requirement for about 350,000 t DAP and about 250,000 t TSP for shipment through October to be imported by the private sector. The most competitive offers fulfilling the quantity requirements are reported as follows:

DAP

Supplier/Trader	'000 t	Producer/Origin	\$/t cfrfo
Tamim Enterprise/Honeybee	35	YUC/China	334.89
Dada Sourcing/ Honeybee	35	YUC/China	336.33
Aynul Haque/ Honeybee	35	YUC/China	337.27
Ovi Traders/ Honeybee	35	YUC/China	338.19
A M Trading/ Honeybee	35	YUC/China	338.47
Saifulla Gulf/ Honeybee	35	Xiangfeng/China	340.00
R R Trading/ Honeybee	35	Xiangfeng/China	341.00
Uttara Traders	35	YUC/China	341.00
Robiul Islam	35	Dongsheng/China	341.44
Southern International/Noapara	35	YUC/Saudi	341.88
Total	350		

The freight and cost package from China is estimated to be about \$13.

Chinese producers are reported to be claiming that the headline prices offered do not account for \$8-13/t, depending on importer, of subsidy from the Government that will be paid separately and directly outside of the l/cs.

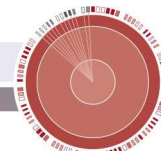
TSP

Supplier/Trader	'000 t	Producer/Origin	\$/t cfrfo
Quest International Ltd	25	Egypt	323.30
Friends Traders/ Bulktrade	6	OCP/Morocco	323.49
Desh Trading/ Bulktrade	20	OCP/Morocco	323.49
Jahangir Enterprise/ Bulktrade	12	OCP/Morocco	323.49
Fertilizer House/Bulktrade	20	OCP/Morocco	323.49
R S T International/ Bulktrade	12	OCP/Morocco	323.49
Islam Brothers/ Bulktrade	20	OCP/Morocco	323.49
Naxneen Enterprise/ Bulktrade	12	OCP/Morocco	323.49
Millennium/ Bulktrade	20	OCP/Morocco	323.49
Deepa Enterprise/Noapara	16	GCT/Tunisia	327.00
Mahmud Enterprise/Noapara	19	GCT/Tunisia	327.00
Noapara Traders/Noapara	25	GCT/Tunisia	327.00
R R Trading/Robiul	25	Agropolychim/Bulgaria	327.44
Total	232		
Juaber Trading	25	TBC	327.44
Total	257		

The handysize freight and cost package is estimated at about \$40 from Morocco and Tunisia and about \$38 from Bulgaria.

CHINA: The DAP market is at the tail end of the spring season and prices are reported to have softened to Rmb 2,600-2,650 delivered in the north, reflecting a lower Rmb 2,300-2,350 bagged ex-works.

Northern NPK producers have finished their 1-half yearly production and have reduced operating rates to lower levels so buying interest from Shandong area has subsided gradually.



INDIA: Offers under this week's tender in Bangladesh at a low of \$335 cfr appear to have created some nervousness in the Indian import market. This may put importers under pressure and prompt them to either withdraw from the market for the time being or push for lower prices on existing and/or future shipments.

In the meantime, NFL has awarded Aries 50,000 t black/dark grey coloured DAP at \$350.45 cfr including 180 days' credit for 2-half May delivery to the east coast under its 18 April tender although an LOI has yet to be issued. It is estimated that the cost for 180 days' credit is equivalent to about \$5/t basis the current interest rate.

The buyer has issued an e-tender, closing on 9 May, for 35,000 t DAP for 1-half June delivery to Kandla/Mundra.

Ma'aden reports to have priced 85,000 t DAP at about \$350 cfr for May shipment from Saudi Arabia. It is understood that that Kribhco will receive 30-35,000 Saudi Arabian DAP end May under its long term contract with Ma'aden.

Sabic is reported to have sold another DAP cargo for 2-half May loading in Saudi Arabia at about \$350 cfr.

Dreymoor is loading the *Cos Cherry* in China, reportedly with 40,000 t DAP ex-Guangdong Zhanhua and purchased by TCL in the low \$340s cfr.

PhosAgro is reported to have sold 60,000 t DAP for June shipment from Russia although details are sketchy.

RCF has opened price offers under its 3 May tender, valid for 15 days, for 110,000 t DAP; 40,000 t white/off white product for shipment to Mundra by 25 May; 35,000 t black/dark brown material for shipment to Gangavaram/Krishnapatnam by 25 May; and 35,000 t black/dark brown product for shipment to Mundra in 2-half June 2016, as follows:

Supplier	'000 t	Producer	Validity	Shipment	\$/t cfr	Port
Swiss Singapore	35	Yunnan Hongxiang	5-May	By 30 June latest	350.30	Mundra
Ameropa	35	Yunnan Hongxiang	5-May	2-half June	352.91	Mundra
Fertrade	70 in two lots	Yunnan Hongxiang	10-May	End May-16 June	355.65 by 25 May shipment 356.85 June shipment	Mundra Krishnapatnam
JPMC	40	JPMC	17-May	2-half May	NQ	Mundra
Aries	35	Fujian Fertiliser	5-May	2-half June	NQ	Mundra

Deepak has issued a tender, closing tomorrow, 6 May, for 35,000 t dark DAP and 10,000 t amsul for May shipment. It is understood that the DAP portion relates to the buyer's 31 March tender and that it has invited only a few supplier which earlier presented the lowest offers.

The *Gloria Galaxy* delivered 31,780 t Saudi Arabian DAP to Kandla on 1 May, covering Hindalco's 20 March award to Sabic at \$350 cfr.

The previously identified *Loyalty* started discharging 20,000 t Jordanian DAP at Kandla on 2 May under IPL's long term contract with JPMC with a price in the mid \$340s cfr said to have been agreed for the tonnes.

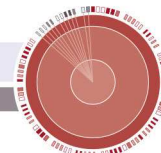
The *Apollo Bulker* is due to deliver 32,200 t Kailin DAP to Mundra on 10 May, the earlier reported third vessel from China under Chambal's MOU with Aries.

Mosaic earlier reported vessel the *Stony Stream* delivered 24,546 t US DAP to Mundra 2 May and will move to Kakinada to unload 13,150 t US DAP starting 11 May, all for the producer's own distribution system.

Dreymoor's vessel the *Huayang Legend* was due to deliver 25,160 t Chinese DAP and 16,370 amsul to IPL at Vizag on 5 May.

2016-17 fertilizer year DAP imports are as follows:

Buyer	Supplier/Origin	'000 t	Vessel	Arrival
IPL	JPMC/Jordan	15	<i>Lotus Sun</i>	10 April
Chambal	Aries/Kailin	44	<i>Armata</i>	12 April
Kribhco	Ma'aden/Saudi Arabia	39	<i>Sanmar Phoenix</i>	21 April
Chambal	Aries/Kailin	39	<i>Calimero</i>	24 April
CIL	Quantum/Yihua	45	<i>Apollon</i>	26 April



April	To date	182		
Hindalco	Sabic/Saudi Arabia	32	<i>Gloria Galaxy</i>	1 May
IPL	JPMC/Jordan	20	<i>Loyalty</i>	2 May
Mosaic	Mosaic/US	38	<i>Stony Stream</i>	2 May
IPL	Dreymoor/China	25	<i>Huayang Legend</i>	5 May
Chambal	Aries/Kailin	32	<i>Apollo Bulker</i>	10 May
Chambal	PhosAgro/Russia	11	<i>Nordic Visby</i>	10 May
Chambal	YUC/China	30-40	<i>TBN</i>	May
Zuari	Quantum/Australia	45	<i>LA Guimorais</i>	May
IPL	Trammo/China	54	<i>Megas</i>	18 May
IPL	Dreymoor/China	50	<i>TBN</i>	May
IPL	Fertrade/China	50	<i>TBN</i>	May
Mosaic	Mosaic/US	60	<i>TBN</i>	May
Deepak	PhosAgro/Russia	40	<i>Anangel Dawn</i>	May
Chambal	PhosAgro/Russia	15	<i>Top Rich</i>	End May
TBC	Sabic/Saudi Arabia	35	<i>TBN</i>	May
TBC	Sabic/Saudi Arabia	35	<i>TBN</i>	May
Kribhco	Ma'aden/Saudi Arabia	30-35	<i>TBN</i>	May
TBC	Ma'aden/Saudi Arabia	25-30	<i>TBN</i>	May
TBC	Ma'aden/Saudi Arabia	25-30	<i>TBN</i>	May
NFL	Aries/Kailin	50	<i>TBN</i>	2-half May
Tata	Dreymoor/China	40	<i>Cos Cherry</i>	May
May	To date	747-757		
TBC	PhosAgro/Russia	60	<i>TBN</i>	June
June	To date	60		
Total	Estimate to date	989-999		

RCF is reported to have received only one technical offer under its 2 May tender, valid for 15 days, for 30,000 t ammonium phosphate sulphate (20-20-0+13S) and 40,000 t NPK 10-26-26 for 1-half June shipments to Mundra. With just one offer received, RCF is expected to scrap the tender.

INDONESIA: Gresik is reported to have awarded a trader 16-45-0 DAP under a tender it closed on 28 April although details are sketchy.

NORTH AMERICA

UNITED STATES: Prices for DAP and MAP in NOLA have retreated further this week. Mosaic has sold 1 domestic DAP barge at \$330/ston fob NOLA, down \$5/ston from its \$335 offer of last week, while there have been multiple reports of domestic DAP offered down to \$316 for May loading but not by Mosaic. A MAP barge is reported to have traded at \$311/ston fob NOLA, down from offers as high as \$318 that were circulating earlier this week.

Upriver barges are trading at a premium to NOLA. Mosaic sold 5 domestic DAP barges at St Louis at a \$335/ston fob NOLA netback while imported DAP and MAP is reported to have transacted at up to \$320.

Mosaic continues to indicate a central Florida price of \$355/ston for DAP with a premium of \$10-15/ston for MAP.

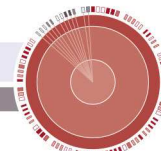
DAP imports were 546,722 July 2015-March 2016, 24% lower than the prior year period. The main sources of supply were ('000 t) Russia 181, China 155 and Morocco 118.

Imports of MAP were 642,082 July 2015-March 2016, down 24% on the prior year period. The main sources of supply were ('000 t) Russia 322, Morocco 216 and China 85.

Source GTIS/U.S. Department of Commerce, Bureau of Census

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

Supplier/Origin	DAP	MAP	TSP	NP+S+Z	Vessel	Arrival
Helm/Morocco	-	-	30	-	<i>TBC</i>	Jul



Indagro/Kailin, China	23	10	-	-	<i>Intrepid Eagle</i>	Aug
Keytrade/PhosAgro, Russia	-	40	-	-	<i>Pola Murom</i>	Aug
Koch/PhosAgro, Russia	-	40	-	-	<i>Diana</i>	Aug
Helm/Morocco	-	-	31	-	<i>Coreship Ol</i>	Aug/Sep
Koch/Kailin, China	60	-	-	-	<i>Delmar</i>	Sep
Koch/Morocco	-	35	-	15	<i>Pegasus</i>	Sep
Koch, United Suppliers/Morocco	10	75	-	15	<i>TBC</i>	Sep/Oct
EuroChem/Russia	-	20	-	-	<i>Wulin</i>	Oct
YUC/China	35	20	-	-	<i>Ocean Gem</i>	Oct
YUC/China	5	50	-	-	<i>Medi Taipei</i>	Oct
Koch/Kailin, China	30	-	-	-	<i>TBC</i>	Oct
United Suppliers/PhosAgro	17	16	-	-	<i>Astakos</i>	Nov
Koch/PhosAgro	16	17	-	-	<i>Swan River</i>	Dec
Koch/PhosAgro	33	-	-	-	<i>Astra</i>	Dec
United Suppliers/PhosAgro	16	17	-	-	<i>TBC</i>	Dec
EuroChem/Russia	-	10	-	-	<i>SITC Taishan</i>	Dec
Gavilon/Morocco	25	30	-	-	<i>Ocean Tomo</i>	Jan
Helm/Morocco	-	-	30	-	<i>TBC</i>	Jan
EuroChem/Russia	-	11	-	-	<i>Atlantic Elm</i>	Feb
EuroChem/Russia	8	30	-	-	<i>Scarabe</i>	Feb
Koch/Morocco	30	20	-	-	<i>TBC</i>	Feb
Koch/Morocco	30	20	-	-	<i>Triton Hawk</i>	Mar
EuroChem/Russia	30	20	-	-	<i>Naess Courageous</i>	Mar
EuroChem/Russia	7	25	-	-	<i>TBC</i>	Mar
Gavilon/Morocco	25	30	-	-	<i>TBC</i>	Mar
Helm/Morocco	-	-	30	-	<i>TBC</i>	Mar
Koch/PhosAgro	16	17	-	-	<i>TBC</i>	Mar
Koch/Morocco	30	20	-	-	<i>TBC</i>	Apr
Helm/Morocco	-	-	17-18	-	<i>TBC</i>	Apr
EuroChem/Russia	-	7-10	-	-	<i>TBN</i>	Jun
Total	446	580-583	138-139	30		

LATIN AMERICA

ARGENTINA: Profertil was closing a tender today, 5 May, for 13,000 t MAP and 9,000 t DAP for shipment until early June although offers were not known at the time of publication.

BRAZIL: MAP prices are unchanged this week, with buyers' price ideas in the low \$350s cfr including terms and offers reported ranging from around \$350 cfr up to \$355-360.

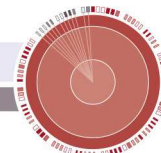
Purchases from EuroChem of 2 x 25,000 t Russian MAP in the mid \$350s cfr for 2-half and late May shipment from the Baltic and Black Sea, respectively, have been reported.

PhosAgro is reported to be offering MAP at \$360 cfr in some ports for shipment from Russia.

There are reports that importers in recent weeks purchased 100,000 t MAP/NP+S from OCP in the mid/high \$350s cfr for the MAP for May shipment from Morocco.

The 28,196 dwt *King Sugar* is arrive in Santos on 4 May to discharge 5,000 t each US MAP and MES, the latter for Yara. The vessel was due to call at Maceio on 25 April to unload 3,000 t fertilizers after it discharged 12,000 t MAP from the US in Aratu on 18 April, purchased by Timac from Mosaic.

The 32,744 dwt *Crux* arrived in Santos on 30 April having sailed from Morocco mid April with 20,411 t MAP for Yara and Mosaic, understood to be covering part of OCP's earlier reported MAP, DAP and NPS sales at \$360-365 cfr for April shipment. The vessel is due to move to Paranaguá on 8 May with 11,150 t Moroccan MAP.



The 33,367 dwt *Centurius* arrived in Itaqui on 3 May having sailed from Morocco in late April with 24,200 t fertilizers for Yara.

The *Wren* arrived in Rio Grande on 5 May having sailed from Saudi Arabia in late March with 17,550 t for Piratini, 6,600 for Yara, 2,200 t for CHS and 1,650 t for Ourofertil. Indagro was reported to have placed the bulk of the 35,000 t DAP position purchased from Sabic in the low/mid \$360s cfr.

The *Common Spirit* is due to arrive in Santos on 17 May to unload 6,500 t MAP and Rio Grande on 21 May having sailed from Saudi Arabia on 21 April, reportedly carrying 30,000 t MAP/DAP.

The 32,500 dwt *Port Philip* is due to arrive in Santos on 25 May with 12,500 t NPK from Finland.

Vessel	ETA	Product	'000 t	Seller	Origin
April					
<i>Panforce</i>	1 April	MAP/NP	23.5	Mosaic	US
<i>Ap Duprava</i>	3 April	NP 12-26-0	27.5	OCP	Morocco
<i>Interlink Ability</i>	6 April	DAP	7.1	EuroChem	Russia
<i>Crest Navigator</i>	8 April	TSP/Phos Rock	29.7	OCP	Morocco
<i>African Osprey</i>	20 April	NP 12-26-0	27.5	OCP	Morocco
<i>Thebe</i>	26 April	MAP	22.5	Mekatrade	PhosAgro
<i>Unison Star</i>	27 April	SSP	27.0	Keytrade	Spain
<i>Chios Victory</i>	30 April	MAP/AS	32.7	Indagro	China
<i>Cielo Di San Francisco</i>	30 April	MAP/DAP/NP	34.1	Mosaic	US
May					
<i>Basic Rainbow</i>	2 May	TSP/Feed	25.0	OCP	Morocco
<i>Hedvig Bulker</i>	3 May	MAP	31.0	OCP	Morocco
<i>Crux</i>	8 May	MAP	11.2	OCP	Morocco
<i>Orient Tiger</i>	9 May	TSP	32.3	OCP	Morocco
<i>Golden Hawk</i>	10 May	MAP	16.5	Ameropa	Saudi
<i>Shou Chen Shan</i>	11 May	MAP	26.0	OCP	Morocco
<i>Alentejo</i>	15 May	Nitrate/NPK	18.6	TBC	Russia

CHILE: Copeval is reported to have awarded CHS 10,000 t 10-50-0 MAP in the mid \$340s cfr and 5,000 t granular TSP in the low \$280s cfr under its 28 April tender for May shipment to Coronel and Puerto Montt from China in combination with 10,000 t granular urea booked in the mid \$240s cfr. Freight has yet to be fixed and will depend on the number of load ports but is estimated to be around \$25.

CENTRAL AMERICA: The *Siskini Arrow* is reported to have been fixed to load 10,000 t DAP/MAP in Mexico in early June, covering the reported purchase of Incofe from Fertinal at about \$350 fob that was identified last week.

SOUTH AMERICA: Ma'aden has plans to ship 35,000 t MAP/DAP from Saudi Arabia this month. The supplier also shipped DAP and MAP on the 57,937 dwt *Bulk Colombia* that sailed from Saudi Arabia on 28 April for the east coast.

FSU

BULGARIA: Agropolychim is reported to have given backing for TSP at a price estimated to netback to about \$290 fob under the MOA's 3 May tender in Bangladesh.

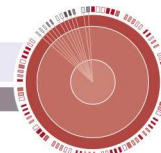
LITHUANIA: EuroChem has reported no new DAP business this week, leaving the producer with 25-30,000 t Lifosa product available for May shipment.

DAP production was 74,057 t in March, 34% higher than the 55,379 t manufactured in February and up 13% on the 65,636 t produced in March 2015.

This brought Q1 output to 198,836 t DAP, up 8% on the 184,610 t produced January-March 2015.

TURKEY: Bagfas is not offering DAP at present, instead manufacturing NPs and NPKs.

FSU



RUSSIA: PhosAgro is reported to be almost sold out for next month with 60,000 t DAP concluded for June shipment to India although details are sketchy and with NPKs and MAP continuing to move into the domestic market.

PhosAgro's DAP/MAP/NP/NPK commitments for Q2 shipment are reported as follows:

April

- 33,000 t DAP/10-26-26 on the *Nordic Visby* to Chambal in India
- 70,000 t DAP/10-26-26 on the *Anangel Dawn* to Deepak in India
- Cargo 15-15-15 for India
- 45,000 t DAP, 20-20-0, 15-15-15 to Gemlik Gubre for Turkey
- 12,000 t DAP to Ameropa for Vietnam in containers
- 30-35,000 t MAP to Nitron for South America, intention Argentina/Uruguay
- 70,000 t MAP for domestic and regional markets, and Baltic States
- 110-120,000 t NPKs for domestic and regional markets, and Baltic States

May

- 35,000 t DAP/10-26-26 on the *Top Rich* to Chambal in India
- 90,000 t MAP for domestic and regional markets, and Baltic States
- 110-120,000 t NPKs for domestic and regional markets, and Baltic States

June

- 60,000 t DAP to India

EuroChem has committed its MAP availability for May, which included about 35,000 t carryover from April, with reports of sales of 25,000 t each Kingisepp and Belorechensk material to Brazil at prices estimated to netback to the high \$330s fob for 2-half and late May shipment from the Baltic and the Black Sea, respectively.

EuroChem's DAP/MAP commitments for April and May shipment are reported as follows:

April

- 40,000 t DAP/MAP to Ameropa for Argentina ex-Kingisepp
- 25,000 t MAP to a trader on the *Kurpie* for Argentina ex-Belorechensk
- 15,000 t MAP in domestic and regional markets, including Ukraine, plus the Balkans ex-Belorechensk

May

- 30,000 t MAP to Helm for Brazil ex-Kingisepp
- 40,000 t MAP to a trader for Brazil ex-Kingisepp
- 25,000 t MAP to a trader for Brazil ex-Kingisepp
- 25,000 t MAP for Brazil ex-Belorechensk
- 7-10,000 t MAP to the US ex-Belorechensk

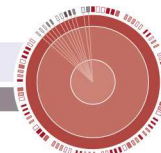
AFRICA

MOROCCO: OCP is reported to be comfortable on phosphates into 2-half May.

The producer is believed to have sold 100,000 t MAP/NP in recent weeks in the mid/high \$340s fob for the MAP for shipment to Brazil this month with talk of this increasing to 200,000 t.

OCP is also understood to have recently concluded about 15,000 t DAP at about \$350 fob for May shipment to African markets and about 200,000 t various grades NP/NPKs in African markets for May loading. The latter is reported to include:

- 85,000 t 15-15-15 in the mid/high \$230s fob and 30,000 t 20-20-0 at about \$220 fob to Nigeria
- Up to 40,000 t 14-23-14+5S+1B to Benin
- 20,000 t 15-15-15 and 20-20-18+S+B to Togo
- 15,000 t 15-15-15 to Mali
- 10,000 t 15-15-15 to Ghana in the mid/high \$230s fob



OCP's April and May DAP/MAP/NP/NPK commitments are reported ('000 t) as follows:

	Apr	May
Production	500	500
Croatia	-	6
Europe	20-30	-
Turkey	-	10
Ethiopia	40	-
Kenya	25	-
Africa	85	215
Bangladesh	25	-
Argentina	70	-
Brazil	150-200	100-200
Total	415-475	331-431

On TSP, OCP is reported to have backed Bulk Trade at a price estimated to netback to the low/mid \$280s fob under the MOA's 3 May tender in Bangladesh.

TUNISIA: GCT is reported to have backed Noapara Traders at a price estimated to netback to the high \$280s fob for TSP under the MOA's 3 May tender in Bangladesh.

Q1 DAP exports were 175,688 t, reflecting a three-fold increase on exports of 52,777 t in Q1 2015 that were affected by disruptions to rock phosphate supply in the first few months of last year.

Turkey, France and Italy took 66,000, 50,000 t and 38,000 t, respectively, while the balance was mostly shipped to Spain, Romania, Ireland, Albania, Lebanon and Libya in that order.

MIDDLE EAST

JORDAN: JPMC via Ameropa is reported to have sold another DAP cargo at reported price netting a return in the mid/high \$330s fob for May shipment to Turkey. The 10,476 dwt *Brave M* is reported to have been fixed to supply the tonnes.

The producer offered 40,000 t DAP for 2-half May shipment to India under RCF's 3 May tender but failed to qualify.

The 17,297 dwt *Sea Lord* sailed from Aqaba for Turkey around 24 April, reportedly covering the earlier identified sale by Ameropa to various importers at a reported price netting a return of about \$340 fob.

DAP commitments for April and May shipment are reported as follows ('000 t):

	Apr	May
Est. Production	30	30
Turkey	11	6
India	20	-
Total sales	31	6

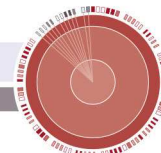
LEBANON: It is reported that TSP from this origin was not attractive enough in price to be considered for purchase this week's MOA tender in Bangladesh, unlike in previous years.

This could leave LCC searching for alternative outlets over the coming weeks and months, with Europe likely to feature perhaps alongside Brazil. There ought however to be less competition for the business in Europe given the quantities expected to be awarded to the North African producers in Bangladesh.

SAUDI ARABIA: Ma'aden reports to have priced 85,000 t DAP at prices reflecting the mid \$340s fob for May shipment to India.

The supplier is also planning to ship 35,000 t MAP/DAP for South America this month.

The supplier also loaded DAP and MAP on the 57,937 dwt *Bulk Colombia* that sailed from Ras Al Khair on 28 April for east coast South America.



Sabir is reported to have sold another DAP cargo for 2-half May loading for India at a reported price reflecting the mid \$340s fob to give it two shipments to this market this month.

DAP/MAP commitments for April and May shipment are reported as follows ('000 t):

	Apr	May
Est. Production	240	240
East Africa – Ma'aden	15-20	-
Bangladesh – Ma'aden	25-30	-
India – Ma'aden	39	85
India – Sabir	30	70
Pakistan – Sabir	25	25
Argentina/Uruguay – Ma'aden	60-65	-
Brazil – Ma'aden	50	-
Total sales	244-259	180

ASIA

CHINA: It is reported that DAP producers are continuing to attempt to move prices for export back up to \$335-340 fob and above although no new producer business has been reported and prices confirmed to test the higher values.

Aries has been awarded 50,000 t Kailin DAP at a price estimated to netback to the low/mid \$330s fob for May shipment to the east coast under NFL's 18 April tender although an LOI has yet to be issued.

Dreymoor is loading the *Cos Cherry* for India, reportedly with 40,000 t Guangdong Zhanhua DAP and purchased by TCL at a price estimated to netback to about \$330 fob.

YUC, Xiangfeng and Dongsheng are reported to have backed traders at prices estimated to netback to about \$322-329 fob under the MOA's 3 May tender in Bangladesh. However, the producers are reported to be claiming that the headline prices offered do not account for \$8-13/t, depending on importer, of subsidy from the Government of Bangladesh that will be paid separately and directly outside of the l/cs and provide returns of \$330-342 fob.

Price indications for 10-50-0 MAP and TSP with 45% available P₂O₅ are reported to be lower at about \$320 fob and \$250-255 fob but with 11-44-0 MAP holding this week in the range \$285-290 fob.

NORTH AMERICA

UNITED STATES: DAP prices have firmed this week, reflected in sales totalling 20,000 t DAP by Mosaic at \$350-354 fob for May shipment to Latin America.

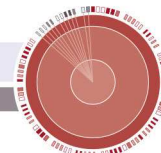
Mosaic's export commitments for April and May shipment are reported to include:

April

- 60,000 t DAP to India for its own system
- 33,000 t DAP/MicroEssentials to various markets in Latin America at \$360 fob
- 7,000 t DAP/MAP to various markets in Latin America at \$360 fob
- 11,000 t MAP/DAP to Latin American markets at \$360 fob
- 20,000 t DAP to various markets in Latin America at \$360 fob
- 13,000 t DAPMAP to various markets in Latin America at \$360 fob
- The 28,196 dwt *King Sugar* for Brazil including 12,000 t MAP sold to Timac
- The 32,114 dwt *Port Alberni* for Argentina including 8,000 t MAP, 6,000 t MES and 1,500 t DAP, sold to Bunge
- The 61,090 dwt *Alwine Oldendorff* for Brazil including 8,800 t MAP for Timac and 15,000 t MAP, 5,000 t DAP and 4,000 t MES for Mosaic, plus 7,700 t fertilizers

May

- 20,000 t DAP/MAP to various markets in Latin America at \$358-360 fob
- 15,000 t DAP/MAP to various markets in Latin America at \$350 fob for the DAP and up to \$360 fob for the MAP
- 20,000 t DAP to Latin America at \$350-354 fob



MEXICO: No new phosphate business has been reported this week.

The *Siskini Arrow* is reported to have been fixed to load 10,000 t DAP/MAP in Lazaro Cardenas for Central America in early June, covering the reported sale of Fertinal to Incofe at about \$350 fob that was identified last week.

Fertinal's DAP/MAP/TSP commitments for Q2 shipment are as follows ('000 t):

	Apr	May	June
Carryover	52	47	55
Production	65*	65*	65*
Brazil	28	-	-
Chile	-	30	-
Central America	-	-	10
Mexico	40	15	-
Latin America (containers)	2	2	-
Total sales	70	57	10
Carryover	47	55	110

*estimated

PHOSPHORIC ACID

MARKETS

INDIA: Phosphoric acid vessels identified for April arrival are as follows:

Buyer/Port	Supplier/Origin	'000 t solution	Vessel	Arrival
ZIL/Goa	-	8.1	<i>Eastern Quest</i>	5 Apr
FACT/Cochin	OCP/Morocco	6.0	<i>MTM Penang</i>	6 Apr
MCFL/Mangalore	OCP/Morocco	9.3	<i>Chemroad Dita</i>	8 Apr
IFFCO/Kandla	JIFCO/Jordan	12.3	<i>Sequoia</i>	9 Apr
IFFCO/Kandla	JIFCO/Jordan	29.0	<i>Stolt Vinland</i>	10 Apr
PPL/Paradeep	OCP/Morocco	12.9	<i>Mtm Penang</i>	11 Apr
IFFCO/Kandla	Potashcorp/US	29.4	<i>Bow Flora</i>	11 Apr
FACT/Cochin	OCP/Morocco	7.5	<i>Octaden</i>	13 Apr
CIL/Kakinada	TIFERT/Tunisia	19.2	<i>Mid Falcon</i>	13 Apr
IFFCO/Kandla	JIFCO/Jordan	7.9	<i>Stolt Sea</i>	14 Apr
CIL/Kakinada	Foskor/SA	4.1	<i>Southern Jaguar</i>	17 April
IFFCO/Kandla	ICS/Senegal	25.5	<i>Stolt Strength</i>	18 Apr
GSFC/Sikka	GCT/Tunisia	19.0	<i>Forest Park</i>	18 Apr
IFFCO/Kandla	JIFCO/Jordan	30.0	<i>Stolt Vestland</i>	19 Apr
CIL/Kakinada	OCP/Morocco	12.0	<i>Octanden</i>	19 Apr
MCFL/Mangalore	OCP/Morocco	12.0	<i>Bochem Mumbai</i>	28 Apr
Total		244.2		

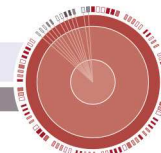
SUPPLIERS

MOROCCO: It has emerged that OCP finalised price reductions of \$60/t P₂O₅ for some of its Q2 phosphoric acid shipments to North West Europe with material for fertilizer production settled at \$820-840 P₂O₅ cfr and product for technical use as high as \$880 P₂O₅ cfr.

PHOSPHATE ROCK

MARKETS

TUNISIA: Although downstream fertilizer production appears to have been running at a reasonably stable rate, phosphate rock supplies continue to be disrupted by local unrest thereby preventing CPG from increasing availability and meeting its target production volume.



Operations at Metloui and M'dhila were brought to a standstill for two days at the end of last week as unemployed protesters were once again blocking the transport of the rock from the mines.

BANGLADESH: BCIC has issued two tenders, closing on 7 and 20 June, each for 30,000 t 72% BPL grade phosphate rock for TSP production.

INDIA: The price for Q2 shipments of Jordanian 73-75% BPL grade phosphate rock has yet to be settled and in the meantime current shipment prices are basis the Q1 price level of \$120 fob. The Q2 rock phosphate price is expected to be settled following finalisation of the price for Moroccan shipments of phosphoric acid.

Phosphate rock vessels identified for April arrival are as follows:

Buyer/Port	Supplier/Origin	Tonnes	Vessel	Arrival
Hazira	Egypt	21,200	<i>Le Chang</i>	1 Apr
Hindalco/Dahej	-	50,037	<i>Annika N</i>	2 Apr
PPL/Paradeep	OCP/Morocco	50,010	<i>Star Delta</i>	3 Apr
IFFCO/Paradeep	-	58,300	<i>African Turaco</i>	4 Apr
Vizag	Egypt	21,400	<i>Lake Ontario</i>	11 Apr
IFFCO/Paradeep	Peru	66,000	<i>Stella Dawn</i>	12 Apr
Hazira	Egypt	29,100	<i>Bruiser</i>	13 Apr
IFFCO/Paradeep	JPMC/Jordan	58,450	<i>Doric</i>	13 Apr
GSFC/Dahej	JPMC/Jordan	55,000	<i>Tiger Zhenjiang</i>	14 Apr
Sterlite/Tuticorin	JPMC/Jordan	58,000	<i>Alam Mulai</i>	14 Apr
Hazira	JPMC/Jordan	28,100	<i>Arward Tower</i>	15 Apr
Hazira	Egypt	43,050	<i>Indian Ocean</i>	22 Apr
IFFCO/Paradeep	JPMC/Jordan	54,989	<i>Asia Emerald</i>	23 Apr
Khaintan/Kandla	Egypt	32,100	<i>Lucky Sung</i>	23 Apr
CIL/Vizag	OCP/Morocco	49,500	<i>Veruda</i>	28 Apr
IFFCO/Paradeep	Peru	66,000	<i>Eccostar GO</i>	28 Apr
CIL/Vizag	-	50,035	<i>V Peteral</i>	30 Apr
Total		791,271		

SUPPLIERS

MOROCCO: OCP is said to have agreed rollovers for 70% BPL phosphate rock at \$95-125 fob for Q2 shipment.

COMPANY NEWS

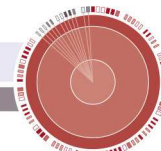
CANADA: PotashCorp reported Q1 2016 earnings of \$0.09 per share (\$75 million) – including notable charges of \$0.06 per share (\$52 million) – down from \$0.44 (\$370 million) generated in the same period of 2015. Weaker prices – primarily for potash and nitrogen – and lower offshore potash sales volumes negatively impacted performance for the quarter, with gross margin of \$234 million, cash provided by operating activities of \$188 million and earnings before finance costs, income taxes, depreciation and amortization, termination benefit costs and certain impairment charges (adjusted EBITDA) of \$385 million, all well below 2015's respective totals.

Global phosphate markets remained muted in Q1 2016 as elevated inventories in India and cautious buying in Brazil led to weaker shipments than those in Q1 2015. Tighter supply for feed, industrial and liquid fertilizer products supported more stable demand and prices relative to solid fertilizers.

In **Phosphate**, Gross margin of \$39 million in Q1 2016 was negatively impacted by weaker prices and a noncash impairment charge of \$27 million. These factors more than offset the benefit of lower input costs, causing this year's total to trail the \$58 million earned in the comparable period last year.

The average realised phosphate price in Q1 2016 was \$499/t, down from the \$574/t in the same period last year as weaker demand weighed on prices, most notably for solid fertilizers. Q1 2016 sales volumes of 0.717 million t were up 10% compared to Q1 2015, due primarily to fewer production constraints. PotashCorp's phosphate production was 0.411 million t, or 86% of operational capacity, compared to 0.366 million t, or 62%, in Q1 2015.

The average realised finished phosphate fertilizer price was \$436/t in Q1 2016, down from \$524/t in Q1 2015. Finished phosphate fertilizer sales volumes in Q1 2016 were 0.437 million t, up from 0.371 million t in Q1 2015.



Per-tonne cost of goods sold in the quarter was \$446, down from \$487 in Q1 2015 as lower input costs more than offset notable non-cash charges, primarily an impairment of property, plant and equipment at Aurora related to an industrial product that PotashCorp will no longer produce.

UNITED STATES: Mosaic yesterday, 4 May, reported Q1 2016 operating earnings of \$163 million, down from \$319 million a year ago, as lower net sales were partially mitigated by lower potash and phosphate production costs and benefits of continued expense management initiatives.

Q1 2016 net earnings of \$257 million were down from \$295 million in Q1 2015. Earnings per diluted share were \$0.73 and included a positive impact of \$0.59 from notable items, primarily related to currency and tax benefits.

Mosaic's net sales in Q1 2016 were \$1.7 billion, down from \$2.1 billion last year, reflecting lower prices as well as lower potash sales volumes.

Phosphate operating earnings were negatively impacted by lower phosphate prices, as well as related production curtailments and the typical lag in realising the benefits of lower raw materials costs.

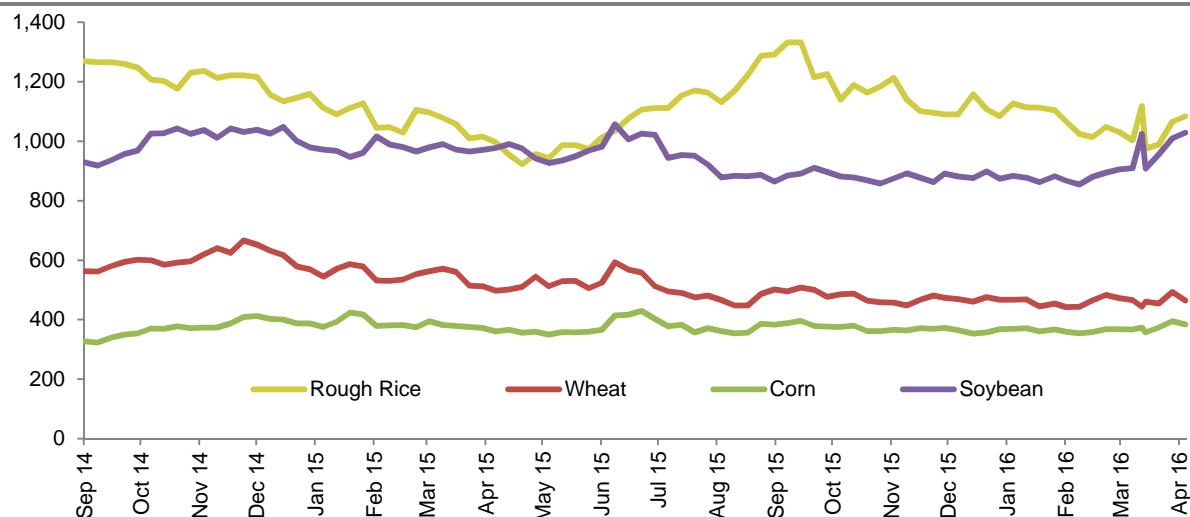
Net sales in the Phosphates segment were \$909 million in Q1 2016, down from \$1.2 billion last year, driven primarily by lower prices of finished product. Gross margin was \$65 million, or 7% of net sales, compared to \$222 million, or 19 % of net sales, for the same period a year ago. The year-over-year change in gross margin rate primarily reflects lower finished product selling prices, partially offset by lower realized ammonia and sulphur costs.

The Q1 2016 average DAP selling price, FOB plant, was \$355/t, compared to \$458/t a year ago. Phosphates segment total sales volumes in Q1 2016 were 2.2 million t, down from 2.3 million t in Q1 2015. Mosaic's North American finished phosphate production was 2.2 million t, or 75% of operational capacity, compared to 2.3 million t, or 79%, in Q1 2015.

Total sales volumes for the Phosphates segment are expected to range from 2.3 to 2.6 million t for Q2 2016, compared to 2.8 million t last year. Mosaic's realised DAP price, FOB plant, is estimated to range from \$335 to \$355/t for Q2 2016. The segment gross margin rate in the second quarter is estimated to be around 10%, and the operating rate is expected to be approximately 80%.

AGRICULTURE

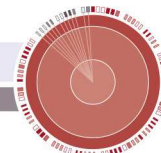
WEEKLY CBOT CROP PRICES (¢/bu)



CROP FUTURES

CME CROP PRICES (cents/bushel)

Product	July 2016	Weekly Change	September 2016	December 2016	May 2015
Corn	376.6	-8.0	379.0	385.0	366.4
Wheat	457.6	-18.8	474.4	499.4	501.2



Soybean	1,034.0	+5.6	1,024.0	1,015.4	990.4
Rough Rice	1,144.5	+34.5	1,161.0	1,170.0	954.5

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

CORN:	WHEAT:
July futures were pressured by the active pace of spring seeding across the Midwest. Strength in the US dollar index was also said to be bearish.	Expected yields of 40-60 bu/acre in the upcoming US crop tour underpinned the bearish tone, and received support from gains in the US\$ index.
SOYBEAN:	RICE:
Ongoing uncertainty over the size of Argentina's crop provided some support, with production forecasts continuing to deteriorate in the country.	Ongoing concerns around the drought in some SE Asian countries, especially the Philippines and Thailand, support July contract prices this week.

REGIONAL MARKETS

GLOBAL: The *International Grains Council (IGC)* raised its forecasts for 2016/17 world wheat and corn crops, with total supply potentially reaching a record level, according to its latest outlook.

The IGC's monthly update increased the forecast for world **wheat** production by 4 million t to 717 million t, saying that beneficial weather was improving the outlook in both the EU and Russia. Global wheat production, however, was still seen below the previous season's 734 million.

Global **corn** production in 2016/17 was forecast to rise to 998 million t, up from a previous projection of 993 million and the prior season's 973 million.

Meanwhile the IGC said world **soybean** production in 2016/17 was expected to be little changed at 319 million t versus a downwardly revised 318 million t in the previous season. The IGC cut its 2015/16 world soybean production forecast by 5 million t, reflecting the impact of poor weather in South America, notably Argentina, where a third of soy farms remain swamped after early April storms.

EUROPE: The *European Commission* has increased its forecast for EU **wheat** output in 2016/17 by 383,000 t from last month, as the amount of weekly export licences awarded for the grain continue to fall. Final stocks of soft wheat next season are now pegged at 18.87 million t, compared with 18.29 million t at the close of the current season.

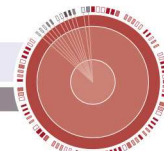
This compares with French analyst *Strategie Grains* last week predicting end stocks of 13.2 million t at the close of 2016/17, down from 15.6 million t in the current marketing year.

The Commission now forecasts 2016/17 soft wheat production will be 142.76 million t, up from 142.38 million t last month. It also marginally increased its estimate for output in the current 2015/16 marketing year to 151.31 million t from 151.23 million t in March.

PHILIPPINES: Drought in the Philippines has caused the country's **rice** output to drop by 300,000 t, or a third higher than its estimate last month according to local reports. As such, the Philippines is likely to miss its target of producing 18 million t after one of the three strongest El Niño weather patterns in the last 20 years.

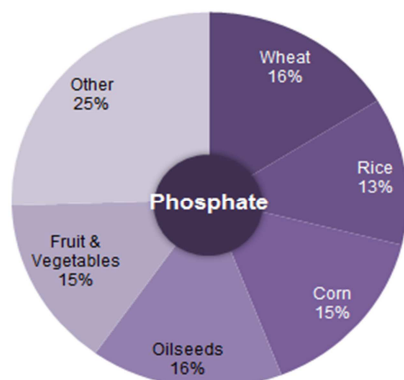
The damage report released by the Department of Agriculture also showed 204,245 t of corn had been lost since February last year when an El Niño weather pattern emerged.

The government had yet to discuss contingency measures for a possible La Niña, a weather pattern that sometimes follows an El Niño that could bring strong rains and further damage crops later this year.

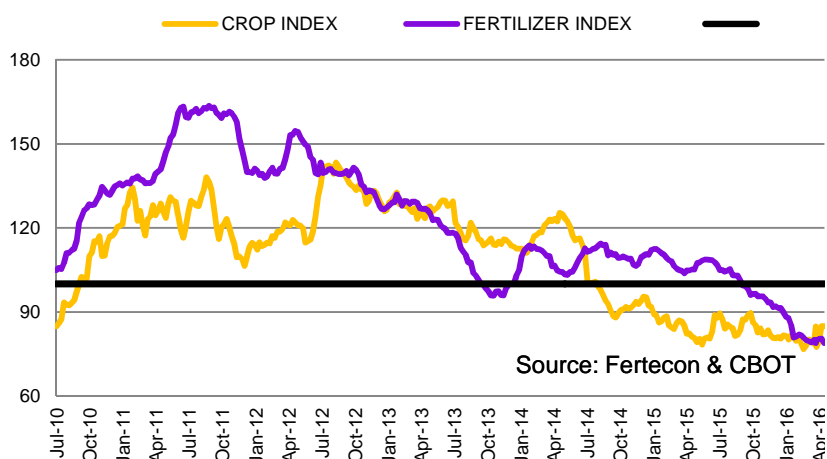


PHOSPHATE USE BY CROP

Source: IFA

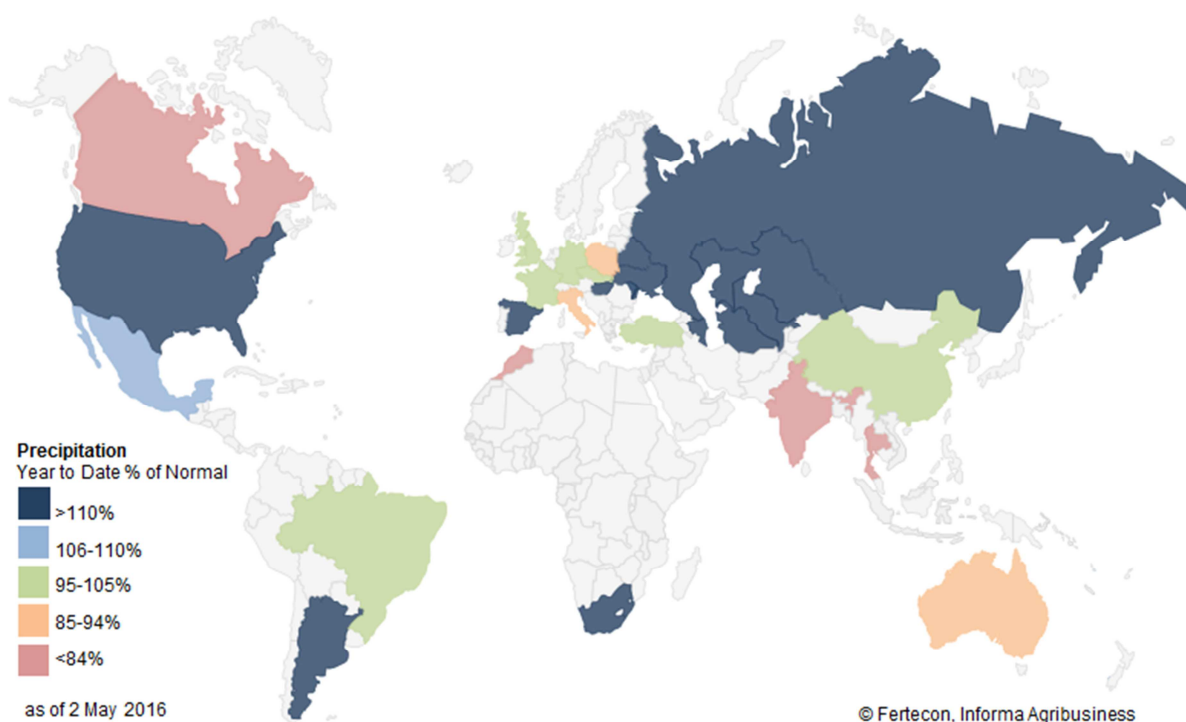


FERTECON FERTILIZER & CROP INDICES



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

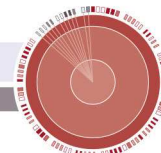


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FREIGHT

The table below shows how the various indices have developed since our last report:

DATE	Baltic Capesize	Baltic Panamax	Baltic Supramax	Baltic Handysize	Baltic Dry Index
29 April	1117	667	582	367	703



3 May	1055	640	583	368	682
4 May	954	621	583	365	652
5 May	915	607	582	365	642

Source: Baltic Exchange

FERTILIZER DERIVATIVES

DAP fob Tampa (metric tonne)				DAP fob NOLA (short ton)			
Month	Bid	Offer	Mid	Month	Bid	Offer	Mid
May	350	365	358	May	317	321	319
June	346	363	355	June	310	315	313
July	347	356	352	July	311	317	314

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