



MEMORANDUM

Date: October 6, 2021

To: Members of the Board of Directors (the "Board") of Canpotex Limited

("Canpotex"), Board advisors, and other authorized personnel

From: Canpotex Executive Leadership Team

Subject: Market Update with Volumes and Netback Forecast

The detailed regional updates are provided below.

<u>Brazil</u>

2021 Canpotex Market Share (Forecast)	33%	Up 3% compared to 2020
2021 Canpotex Sales (Forecast)	3,955,000 MT	Up 16% compared to 2020
2021 Imports (Forecast)	12,100,000 MT (12.0 – 12.2M MT)	Up 7% compared to 2020
2020 Imports (Estimated)	11,300,000 MT	Up 17% compared to 2019
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MOP prices are firm at US\$750-770/MT CFR (US\$515/MT increase since January 2021) with expectations that prices will continue to rise in the upcoming months. Granular supply is still very tight among the major suppliers, including BPC who have been late in fulfilling earlier commitments made at lower prices. This situation has left some importers short and seeking alternative suppliers for MOP. Due to this shortage, prices are expected to continue to firm into Q4. Current line-up statistics are pointing to January-September 2021 MOP imports at ~ 9.1 million MT (976,000 MT higher than January-September 2020).

ANDA released the 1st half of 2021 statistics of NPK deliveries, showing that June 2021 was 21% higher than last year with January-June 2021 figures around 18.8 million MT (+16%). Previous estimates were around 45 million MT total deliveries for the full year, but some independent sources are now pointing to even higher volumes translating into more than 12.2 million MT of MOP (+1.2 million MT). For 2022, early estimates are around 46 million MT (+1 million MT) of NPK fertilizer to be sold to farmers. The exchange rate remains devalued at R\$~5.30/US\$1.00 which supports agricultural exports. Another component of the high farm profitability is the premium paid for Brazilian soybeans. The CBOT price for soybeans decreased to around US\$12.80/bushel while the Brazil premium increased to US\$2.10/bushel placing Brazilian domestic prices close to the historical highs experienced in May-June 2021.

The first crops of the new season have been planted and the expectation for the 2021/2022 crop is for 40.3 million hectares (+4%) of soybeans with a 144.3 million MT production (+5%). Third party reports are pointing to weather of close to normal conditions (with the probability of slightly lower rain levels in November) and farmers are reportedly not planning to advance the planting process.

In terms of inputs, some residual demand can still be seen in the South and Southeast regions of Brazil for the 2021-22 summer crop. Estimates reflect that Mato Grosso purchased $^{\circ}90\%$ of the region's needed inputs while other key regions like Paraná, Mato Grosso do Sul and Goiás are between 50-70% and the late buyers from MAPITO are estimated to have bought $^{\circ}30\%$. If the good weather conditions expected for the 2^{nd} crop are confirmed in the coming months, sales should pick up again at a fast pace. Early estimates are pointing to 15.7 million hectares of corn 2^{nd} crop (+7%).

As a reference, during September MAP is currently quoted at US\$710-720/MT CFR according to the last trade publication. An increase in natural gas prices is affecting production of nitrogen fertilizers in multiple world locations. Urea is being now being quoted at US\$515-560/MT CFR Brazil and the expectation is that prices will rise even further for Brazil import requirements for the second crop.

China

2020 Imports	8,754,000 MT	Down 2% compared to 2019
2021 Imports (Forecast)	7,400,000 MT (7.2 – 7.6 M MT)	Down 15% from 2020
2021 Canpotex Sales (Forecast)	1,495,000 MT	Down 36% from 2020
2021 Canpotex Market Share (Forecast)	20%	Down 7% from 2020

China potash imports (by arrival) in August totaled 0.38 million MT; YTD imports totaled 5.5 million MT, no change in volume YOY. Imports for the balance of 2021 will be significantly lower compared to 2020 volumes, with lower arrival volumes expected over the next few months. The current low China contract price of US\$247/MT CFR is not attracting supply and outstanding mutual option volumes are unlikely to be supported by suppliers at the prevailing contract price.

China's MOP port inventory is stable at 2.1 million MT. Though new arrival in August was low, take away from ports was also low due to the off season and government control of selling prices. Demand will pick up in October and throughout Q4, and the increased offtake will accelerate the drawdown of port inventory. We believe the release of strategic reserve potash has been approved by the government, and the buying committee members are reportedly evaluating when to release the reserve and how much volume to release.

The Chinese government is aware of the shortage of potash in the market and issued a notice to government-owned companies to find ways to increase supply and maintain stable prices. The buying committee members have met internally and are conducting informal communications with their respective suppliers in preparation of the coming 2022 contract negotiation. Offices in China will be closed for the Golden Week holiday from October 1-7. It is anticipated that discussions for new potash supply will intensify in mid-October after the holiday.

China domestic spot potash prices were pushed down and kept lower due to pressure placed by the Government of China. The focus was placed on QSL and key distributors Sinofert and CNAMPGC to lower potash sales prices in an attempt to reduce overall inflation

and keep lower priced fertilizer available to Chinese farmers. Current market prices reflect ~US\$485/MT CFR net equivalent level for red standard grade, ~US\$500/MT CFR net equivalent level for granular grades and ~US\$515/MT CFR net equivalent level for 62% white grade.

Korea

South Korean YTD potash imports totaled 539,852 MT at the end of August, up 3% YOY. Canpotex accounted for 65% of the imports, with 351,572 MT shipped, up 4% YOY. ICL accounted for 4% of the imports, with 20,140 MT shipped, down 68% YOY. BPC shipped 152,322 MT, up 115% YOY, accounting for 28% of South Korea's total MOP imports.

JMC finalized with Canpotex at a price of US\$520/MT net CFR price for WSTD loading in Q4, and NPK producer Namhae confirmed US\$550/MT net CFR price for GRN with Canpotex.

<u>Taiwan</u>

Taiwan YTD imports totaled 221,200 MT at the end of August, down 2% YOY. Canpotex accounted for 62% of total imports, with 137,173 MT shipped, up 1% YOY. ICL shipments to Taiwan were 30,031 MT, accounting for 14% of total imports. According to public and third-party sources, APC shipments were 31,017 MT, accounting for 14% of total imports, and BPC shipments were 17,099 MT accounting for 8% of total imports, down 52% YOY.

Canpotex concluded Q4 price with TPPC and Yeefong, industrial grade customers, at US\$570/MT CFR.

<u>Japan</u>

Japan YTD imports totaled 337,936 MT at the end of July, up 15% YOY. Canpotex accounted for 61% of imports, with 204,707 MT shipped, up 6% YOY. BPC shipped 20,684 MT, a decrease of 36% YOY. Uralkali accounted for 13% with 44,604 MT shipped. ICL shipments were 16,410 MT, up 19% YOY, accounting for 5% of total imports. APC sales were 15,400 MT, accounting for 5% of total imports. K+S supply to Japan from Canada increased through China Yantai Port transhipments. YTD K+S Canada supply totaled 17,550 MT, up 154% from 2020, accounting for 5% of total imports. 14,089 MT of potash from Uzbekistan also arrived in Japan through China port transhipment.

Canpotex will begin discussions for H1 2022 pricing with our Japanese customers in about one months' time.

<u>India</u>

2020 Imports	5,212,000 MT	Up 17% compared to 2019
2021 Imports (Forecast)	3,085,000 MT (2.9-3.1 M MT)	Down 41% compared to 2020
2021 Canpotex Sales	593,000 MT	Down 66% compared to 2020
2021 Canpotex Market Share (Forecast)	19%	Down 15% from 2020

India's potash imports are currently forecast at ~ 3.1 million MT but could drop lower depending of the pace of shipments from BPC, ICL and APC. YTD these suppliers have only loaded about 50% of the volume committed to IPL and an estimated 825,000 MT is still outstanding this calendar year. It is unlikely that any additional volumes will be committed to India for the balance of this year under the current US\$280/MT CFR contract price.

India's fertilizer situation continues to be pressed on all fronts. High import costs for all raw materials and finished goods, strong local demand, limited import volumes and shrinking India domestic inventories are all causing a challenging environment for both the local fertilizer industry and the Government of India (GOI). Some importers are buying DAP at a loss on advice/hope that the government will adjust either MRPs or increase the subsidy ahead of the Rabi application season. There is less expectation, however, for the GOI to soon address the shortfall of potash supplies under the current low-priced contract. It appears the GOI is currently focused on securing supplies of Urea and DAP. As a result, a shortfall of available potash in the market is expected for the Rabi season.

We understand the GOI has recently allowed some flexibility on selling price for NPKs, vs. direct application phosphate and potash which both must follow their respective MRPs. The recent RCF tender (for 105,000 MT of potash) was awarded to BPC at US\$445/MT CFR, Uralkali was the only other bidder at US\$610/MT CFR. Market speculation is that BPC owed RCF volume under an earlier tender (at a lower price) which was never delivered, and the US\$445 price agreement was a compromise. The product will be used for RCF's NPK production.

There is also speculation in the market that the GOI will continue to use state-owned entities to procure fertilizers and sell locally at a loss. These stop gap measures are not sustainable, and the pressure is mounting for the GOI to revise their procurement strategy. In the meantime, Canpotex will complete our shipping program to India in September and we have already advised our customers that we will be seeking a new contract price reflective of global market fundamentals before we resume shipments to the market. As a result, we have moved all forecasted Q4 India volumes to higher-priced spot markets in SE Asia.

Indonesia

2020 Imports (Estimate)	3,077,000 MT	Up 20% from 2019
2021 Imports (Forecast)	3,550,000 MT (3.4-3.6M MT)	Up 15% from 2020
2021 Canpotex Sales (Forecast)	1,806,000 MT	Up 76% from 2020
2021 Canpotex Market Share (Forecast)	51%	Up 18% from 2020

Strong purchase activity in Indonesia continued as importers worked on establishing higher price levels in the Indonesian domestic market. Local prices are still behind international price levels but continue to increase to the US\$570-600/MT CFR equivalent range for 1H 2022 delivery. Our customers are seeing a slowdown in some of the smaller retail regions;

however, overall demand remains stable. Most of the large plantation volumes are now concluded for the remainder of this year and enquiries continue for initial 2022 volumes.

After steady improvement over the past year, CPO prices hit their highest levels in 13 years in May. These improved prices track closely with soybean and other vegetable oils. After cooling off in June, CPO prices rebounded again in July and remained strong throughout August amidst continued production concerns, particularly in Malaysia. Prices surged again this month (RM\$4500-4700) upon anticipated strong demand in the near-term as the Indian government rolled out tax cuts for CPO and edible oil imports ahead of the upcoming key festival season commencing in October.

We continue to work with our customers in Indonesia to move standard grade prices higher. After establishing prices last month for Q4 at US\$550 in the Pupuk Indonesia tender, as well as initial Q1 volumes with Wilmar ranging from US\$530-\$600/MT, we recently concluded another shipment for Q1 at US\$600/MT, further establishing a new price level and benchmark for standard grade in Asia.

Malaysia

2020 Imports (Estimated)	1,543,000 MT	Up 34% compared to 2019
2021 Imports (Forecast)	1,850,000 MT (1.8-1.9 M MT)	Up 20% compared to 2020
2021 Canpotex Sales (Forecast)	831,000 MT	Up 42% compared to 2020
2021 Canpotex Market Share (Forecast)	45%	Up 8% from 2020

The 2H tender season in Malaysia continued this month with activity showing some improvement from last month, but still behind historical expectations. Fertilizer deliveries from the 1H were delayed due to the covid restrictions and plantations continue to focus their limited labor resources on harvesting instead of fertilizing. This will result in a shorter and smaller 2H tender season in Malaysia which is expected to have a negative impact on potash demand. Smaller volumes had been transacted locally at prices ranging from US\$490-520/MT CFR equivalent, however importers are now moving these prices up and offers are now being seen firmly in the US\$550-560/MT CFR price range.

Despite the challenges, we continue to work with our customers in executing our deliveries and moving prices up consistently like we are doing in Indonesia (our Malaysian customers have requested Canpotex to push back their Q3 shipment program because of the delayed 1H season/slow start to 2H season). This month we finalized our outstanding Q4 RSTD shipments at prices levels ranging from US\$520-530/MT CFR and have indicated that we expect prices to be above US\$600 as we look towards Q1 2022.

Southeast Asia

Fertilizer activity in Vietnam continues to be quiet, with fertilizer manufacturing and retail sales impacted by continued government restrictions on movement due to the ongoing rise in coronavirus cases in the country. Many NPK factories had to wind down or suspend

operations, including one of Canpotex's customers who has suspended production since July 2021. At the same time, these restrictions have also helped propped up rice and coffee export prices, as labor shortage and supply chain issues led to increased concerns on supply. Robusta coffee bean, of which Vietnam is the largest global producer, has climbed in price to a four-year high. Healthy fertilizer demand should return in October assuming the current restrictions ease in anticipation of the country's main winter-spring rice planting season. Local potash inventory levels also continue to decline, and are estimated at 216,000 MT, a 33-month low. This enabled our customers to conclude recent local sales at VND11,300/KG (US\$480/MT CFR breakeven), registering a US\$25/MT price increase over the past month.

Prices for November shipments to Vietnam by Canpotex were earlier finalized at a US\$50/MT price increase with standard grade at US\$480-530/MT CFR and granular grade at US\$550/MT CFR.

After a short pullback in fertilizer demand in July and August due to lower than expected rainfall in Thailand, distributors are now seeing strong demand, buoyed by abundant rainfall in September. Importers are experiencing a healthy drawdown in potash stocks, which are keeping local inventories lean. The ongoing main rice planting season is expected to end in early October with the next season anticipated to commence in December. Robust agricultural activity is likely to carry over to the next season given ample water reserves in the reservoirs, supported by recent healthy rainfall. Overall rice production in Thailand is expected to return to normal this year after production declined by 20% over the past two years due to widespread drought. Pricing for November shipments to Thailand, was concluded at US\$530/MT and US\$550/MT for standard and granular grades, respectively.

It is currently off-season in the Philippines, with the next rice and corn planting season expected to commence in November. Local rice prices in some parts of the country have started to dip below the cost of production, which will put downward pressure on fertilizer demand if prices do not improve before the next planting season. Canpotex continues to command a leading market share of 70% through two of our exclusive customers in the country. This has also enabled Canpotex to execute an efficient shipping program to the country. Canpotex is on track to ship the highest average MT per port call and second highest volume per vessel in 2021. Canpotex achieved a US\$50/MT price increase for November shipments, bringing standard grade pricing to US\$530/MT CFR.

Myanmar's main rice planting season will complete in early October. Fertilizer demand has been weak as the country's economic and political climate remains challenging. The local currency recently fell to an all-time low, registering a 65% decline against the dollar since the country's military coup on February 1, 2021. This has driven up the costs of imported fertilizers significantly for the agriculture sector, which is already struggling with lower crop exports and tight cash flow. Fertilizer demand in 2021 is estimated to drop 35% from 2020. For October shipment to Myanmar, standard and grade granular were established at US\$470/MT and US\$550/MT respectively, with our next shipment scheduled for Q1 2022. Fertilizer affordability remains the key challenge in this market.

Bangladesh

January-August sales are up 38% YoY with August posting another record month for sales. Despite steady supplies secured under BADC contracts and private sector tenders, Bangladesh potash inventories at the start September were at the lowest levels in five years. As a result of reduced inventories and potential supply risk, BADC and Canpotex have agreed to ship the optional lot under the 2020-21 contract. Pricing of this business is on an index basis and likely to settle around US\$540-550/MT for November loading.

The Ministry of Agriculture and BADC are now focusing on renewing the government-to-government contracts and are currently in discussions with Canpotex and Uralkali. Uncertainties remain regarding the ability for Bangladeshi banks to transact with Belarus, adding further risk to Bangladesh's potash supplies. This may result in requests for additional volume from Canpotex and Uralkali under the 2021-22 contract.

Australia/New Zealand

Sentiment for agriculture remains strong across Australia. All key agriculture sectors have shown continued strength through the year. Despite some recent pullback in grain output estimates in the west, the season is still poised for a successful harvest. Australia is set to surpass the A\$70 billion mark of agriculture gross value production for first time in their history on the back of an extraordinary market conditions.

Canpotex finalized Q4 prices for granular potash with our Australian customers at US\$620-630/MT CFR. The new prices are US\$170 higher than the Q3 prices and US\$355 higher than Q2 prices.

In New Zealand, potash demand remains positive, supported by strong dairy fundamentals. While it appears Ravensdown has procured at least one shipment from Belarus, a part cargo from K+S Canada, and a lower-cost, lower grade product from Russia, consistent supply remains a significant challenge for them.

The remaining Canpotex shipments to Ballance for granular potash in 2021 are priced at US\$500 FOB for October loading and US\$570 FOB for November loading.

Europe

Prices for Q4 shipments granular MOP to Europe have been finalized at prices ranging from €470 -490/MT CFR (US\$560 −585/MT). Prices in Europe have increased significantly as MOP demand continues to increase.

The price of electricity throughout Europe has increased by 300 % over the past year. KOH producers expressed their concern with this increase along with the increase in MOP price. Although KOH demand is still at healthy levels, the price of KOH has not been increasing at the same pace as electricity and MOP. Other sectors such as PVC have been very profitable which has helped cover these increased costs. Nonetheless, industrial buyers have been preparing their downstream supply chain for continued price increases.

Industrial buyers requested additional volume for Q4 shipment as well as additional volumes in 2022. The demand requests have stemmed from the ongoing BPC sanctions. Canpotex was able to secure new price levels for Q4 for industrial MOP ranging from €470/MT to €512/MT FOB Antwerp which represents an increase above €145/MT from Q3.

Latin America (Excluding Brazil) and Mexico

2020 Imports (Estimated)	2,267,000 MT	Up 7% compared to 2019				
2021 Imports (Forecast)	2,244,000 MT	Down 99/ compared to 2020				
2021 Imports (Forecast)	(2.2-2.4M MT)	Down 8% compared to 2020				
2021 Canpotex Sales (Forecast)	928,000 MT	Down 5% compared to 2020				
2021 Canpotex Market Share (Forecast)	41%	Up 2% from 2020				

Mexico

Mexico remains quiet as the MOP purchasing season is now complete. Importers' next requirements to purchase MOP will be in early 2022. The 2021 harvest has been successful for many farmers with agriculture accounting for 4% of Mexico's GDP, growing by 2% from last year. Importers have kept inventories low throughout the year as prices continue to climb. We anticipate year-end fertilizer imports to be down 10-15% YoY due to this lean buying pattern, but it also means a strong season ahead in Q1 2022. Drought was also a concern during the peak season. Importers reported irrigation dams were only 20% of their typical volume, but this has since recovered to normal levels.

Caribbean

Major importers are back in the market after the low season. Both customers, Ferquido and Fersan, have expressed their interest to purchase their last shipments for 2021 for the upcoming main rice planting season and both customers expect a strong season in rice and palm oil which was assisted from the strong rains from hurricane season.

Price indications when negotiations start will be closer to a range of US\$740-760/MT FOB reflecting the higher prices in Latin American markets. There has been no mention of competitor activity as traders remain quiet in the region.

Central America/Colombia

Customers in both Central America and Colombia had a good year and strong balance sheets. There have been heavy rains over the past weeks which have benefited farmers in this region. Demand for MOP has been strong with less activity from some traditional competitors in the region. Canpotex confirmed US\$765/MT in the most recent business for a small parcel and have indicated prices now at high US\$700's for any additional cargo left for the remainder of the year.

Most recently, Yara who is a major importer in Colombia, has requested additional granular cargo to the main west coast disport, Buenaventura. Based on import statistics, BPC was the main supplier to Yara via Buenaventura. Just like many other importers, Yara is concerned

about the uncertainty with sanctions against Belarus and now are looking at Canpotex for our support.

Argentina/Paraguay/Uruguay

Throughout South America, production for grains and oilseeds is forecasted to grow this crop year. High international prices have helped with further investments and acreage output. Customers in Paraguay are still catching up with deliveries after the truck strike last month. Many importers could not blend product for a month, representing about 72,000 MT of fertilizer delayed. A price indication from a trader was heard at US\$750/MT CFR for November loading. Importers are now focused on soybean planting and are seeking price indications for early next year.

Ecuador/Peru/Chile

Agricultural workers in Ecuador (sugarcane, banana, and rice growers), have joined union organized protests. The protests started to make the newly elected government aware of the increased prices of agriculture inputs as well as the high cost of fuel. Many small to medium sized farms and plantations are not able to be profitable and continue to seek government support. Although protests are ongoing, the demand for MOP continues to increase due to the lack of overall fertilizer availability. Canpotex has secured prices as high as US\$750/MT in this country. Importers have expressed their concerns on all fertilizer availability for the upcoming planting season.

Farmer affordability has become a key issue in this region as all distributors have expressed concerns passing down fertilizer price increases to farmers just before the main application season kicking off in December. Banana growers in the region have not been able to push banana prices up on their export markets while raw materials like plastic, corrugated cardboard and fertilizers have increase YTD significantly.

The largest importer of fertilizer in Chile has indicated that SQM has started to push prices up locally surpassing the US\$700/MT CFR equivalent level. There have been rumors that a trader was offering product to this region from Belarus for November arrival and was looking to confirm at least a hold of MOP.

<u>Africa</u>

MOP imports to the continent are lean, as global supply has been short. Importers in North and Western Africa continue to follow up for granular availability from Canpotex. As tenders are released in Western Africa, many importers will find it difficult to import the straight raw material and may instead opt for NPK's.

OCP approached Canpotex for supply for Q4 shipment but had lower price ideas than we were prepared to accept. BPC has been their historical supplier and it appears OCP is now seeking alternative sources.

Volumes & Netback Forecast

Nutrien

October 6, 2021







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Comments & Assumptions

- Sales volumes and net sale prices are based on actuals for January August and forecasted amounts for September December 2021.
- 2. For the purpose of this forecast, rail billings for the 2021 fourth quarter are estimated at 3,440,000 MT, 476,000 MT above budget, with upside potential of 60,000 MT and downside risk of 340,000 MT.
- 3. For the purpose of this forecast, shipments for the 2021 fourth quarter are estimated at 3,200,000 MT, 511,000 MT above budget, with limited upside potential and downside risk of 400,000 MT.
- 4. For the purpose of this forecast, sales volumes for the 2021 fourth quarter are estimated at 3,410,000 MT, 51,000 MT above budget, with upside potential of 290,000 MT and downside risk of 310,000 MT.
- 5. Net sale prices for the 2021 fourth quarter are projected to average \$456.11/MT, an increase of \$216.68/MT from budget.
- 6. Ocean Freight rates for the 2021 fourth quarter are projected to average approximately \$51.41/MT CFR, an increase of \$22.13/MT from the budget. This increase is primarily due to increased hire rates and bunker prices. The \$51.41/MT CFR average equates to \$47.96/MT on all tonnes compared to the budget of \$27.71/MT, an increase of \$20.24/MT.
- 7. The US/CDN \$ exchange rate is projected to average approximately 1.23 for the fourth quarter, compared to a budget rate of 1.32.
- 8. Monthly inland and terminal costs are allocated evenly by load port, regardless of grade, on a \$/MT basis.
- 9. Inland Freight for the 2021 fourth quarter is projected to be \$4.57/MT higher than budget, primarily due to an unfavourable FX rate and loadport split, and increase in fuel surcharge.
- 10. Terminal expense for the 2021 fourth quarter is projected to be \$1.04/MT higher than budget, primarily due to unfavourable FX rate, and higher variable costs at Portland Bulk Terminals and higher variable costs at Neptune Bulk Terminals due to timing.
- 11. S&A expenses for the 2021 fourth quarter are projected to be \$1.27/MT higher than budget, primarily due to unfavourable compensation and timing of spend.
- 12. Other Costs for the 2021 fourth quarter are projected to be \$0.06/MT higher than budget.
- 13. Average Netbacks are projected to be \$355.56/MT for the 2021 fourth quarter, an increase of \$189.49/MT from budget.
- 14. Rail billing estimates are our most current projection.
- 15. All \$ amounts are in USD and all volumes are in KCl metric tons.
- 16. The \$/MT amounts may vary by \$0.01/MT due to rounding.
- 17. Once the netback results are available for each subsequent month, these results are used to recalculate the average year-to-date ("YTD") netback for each grade pool. The YTD tonnage lifted from each Producer, for each grade pool, is recalculated using the updated netbacks, to determine the positive or negative netback adjustment by Producer.

October 2021 Interim Pricing, in USD

(pricing to be used for invoicing)

	\$/MT K20
Standard	431.00
Premium	698.00

Netback Variance Analysis (\$/mt) - 2021 Quarter 4

		Qtr 4 2021 Forecast	Qtr 4 2021 Budget	Variance	Comments
0	Rail Billings	3,440	2,964	476	
Volume (000's)	Shipments	3,200	2,689	511	
	Sales	3,410	3,359	51	
Net Sales Price		\$ 456.11	\$ 239.44	\$ 216.68	
Ocean Fre	eight	47.96	27.71	(20.24)	Increased hire rates and bunker prices
Inland Fre	eight	35.61	31.05	(4.57)	Unfavourable FX rate and loadport split, and increase in fuel surcharge
Terminal		10.41	9.37	(1.04)	Unfavourable FX rate, higher variable costs at Portland Bulk Terminals and higher costs at Neptune Bulk Terminals due to timing
S&A		4.30	3.03	(1.27)	Unfavourable compensation and timing of spend
Other Cost		2.28	2.22	(0.06)	On track
Netback		\$ 355.56	\$ 166.07	\$ 189.49	

Netback Forecast, by Region

		August-	21 YTD	Septe	ember-21	Oct	ober-21	Novem	nber-21	Decer	mber-21	Qtr 1	2021	Qtr 2	2021	Qtr	3 2021	Qtr 4	2021	20	21
		Act	ual	Fo	recast	Fo	orecast	For	ecast	Foi	recast	Fore	cast	Fored	cast	Foi	recast	Fore	ecast	Fore	ecast
		mt N	letback (\$/mt)	mt	Netback (\$/mt)	mt	Netback (\$/mt)	mt Netback (\$/mt)		mt	Netback (\$/mt)	mt Netback (\$/mt) mt		mt N	mt Netback (\$/mt)		mt Netback (\$/mt)		mt Netback (\$/mt)		Netback (\$/mt)
All Regions		8,030,122 \$	174.17	1,067,611	\$ 246.45	1,293,583	\$ 313.26	1,194,751	\$ 379.23	922,050	\$ 384.23	2,625,660 \$	158.74	<i>3,148,161</i> \$	169.00	3,323,912	\$ 214.47	3,410,384	\$ 355.56	12,508,117	\$ 229.79
Asia		4,183,841 \$	165.18	536,913	\$ 176.87	664,925	\$ 225.56	597,471	\$ 247.87	550,400	\$ 293.60	1,524,179 \$	157.48	1,729,361 \$	167.43	1,467,214	\$ 174.80	1,812,796	\$ 253.57	6,533,550	\$ 190.66
	STD_P	3,215,139	158.48	423,378	165.12	464,413	203.55	536,285	244.46	371,900	306.90	1,160,663	149.25	1,310,644	161.23	1,167,210	166.98	1,372,598	247.53	5,011,115	183.44
	PRM _P	968,702	187.40	113,535	220.65	200,512	276.53	61,186	277.81	178,500	265.90	363,516	183.76	418,717	186.83	300,004	205.19	440,198	272.40	1,522,435	214.46
Latin America		3,021,151 \$	184.56	454,530	\$ 311.24	509,900	\$ 408.06	522,152	\$ 515.30	241,650	\$ 554.25	781,964 \$	154.87	1,108,558 \$	169.79	1,585,159	\$ 245.87	1,273,702	\$ 479.76	4,749,382	\$ 275.85
	STD _P	142,879	192.07	5,052	117.23	20,205	414.30	33,500	539.67	12,700	562.51	32,135	138.36	61,311	168.41	54,485	243.43	66,405	505.89	214,336	287.53
	PRM _P	2,878,272	184.19	449,478	313.42	489,695	407.81	488,652	513.62	228,950	553.79	749,829	155.58	1,047,247	169.87	1,530,674	245.96	1,207,297	478.32	4,535,046	275.30
Oceania		341,193 \$	177.67	43,731	\$ 398.18	55,539	\$ 403.52	53,628	\$ 492.93	50,000	\$ 510.84	157,866 \$	173.79	145,647 \$	176.70	81,411	\$ 305.36	159,167	\$ 467.36	544,091	\$ 280.14
	STD_P	19,668	152.73	-	-	-	-	-	-	11,000	484.61	10,978	129.34	8,690	182.27	-	-	11,000	484.61	30,668	271.76
	PRM _P	321,525	179.19	43,731	398.18	55,539	403.52	53,628	492.93	39,000	518.24	146,888	177.11	136,957	176.35	81,411	305.36	148,167	466.08	513,423	280.64
Europe		459,638	\$ 187.59	32,437	\$ 285.69	63,219	\$ 391.75	21,500	\$ 441.27	80,000	\$ 415.03	161,651	174.58	140,295 \$	181.31	190,128	\$ 220.02	164,719	\$ 409.52	656,793	\$ 248.09
	STD_P	96,540	152.20	10,356	319.75	18,219	346.38	-	-	20,000	424.69	25,527	127.54	33,705	139.77	47,664	210.60	38,219	387.36	145,115	226.09
	PRM _P	363,098	197.00	22,081	269.71	45,000	410.12	21,500	441.27	60,000	411.81	136,124	183.40	106,590	194.45	142,464	223.17	126,500	416.22	511,678	254.33
Africa		24,300	128.23	-	\$ -	-	\$ -	-	\$ -	-	\$ -	- :	-	24,300 \$	128.09	-	\$ -	-	\$ -	24,300	\$ 128.23
	STD _P	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	PRM _P	24,300	128.23	-	-	-	-	-	-	-	-	-	-	24,300	128.09	-	-	-	-	24,300	128.23
Allocation %:																					
All Regions					ĺ																
Asia		52.1%	49.4%	50.3%	36.1%	51.4%	37.0%	50.0%	32.7%	59.7%	45.6%	58.0%	57.6%	54.9%	54.4%	44.1%	36.0%	53.2%	37.9%	52.2%	43.3%
	STD P	40.0%	36.4%	39.7%	26.6%	35.9%	23.3%	44.9%	28.9%	40.3%	32.2%	44.2%	41.6%	41.6%	39.7%	35.1%	27.3%	40.2%	28.0%	40.1%	32.0%
	PRM P	12.1%	13.0%	10.6%	9.5%	15.5%	13.7%	5.1%	3.8%	19.4%	13.4%	13.8%	16.0%	13.3%	14.7%	9.0%	8.6%	12.9%	9.9%	12.2%	11.4%
Latin America		37.6%	39.9%	42.6%	53.8%	39.4%	51.3%	43.7%	59.4%	26.2%	37.8%	29.8%	29.1%	35.2%	35.4%	47.7%	54.7%	37.3%	50.4%	38.0%	45.6%
	STD_P	1.8%	2.0%	0.5%	0.2%	1.6%	2.1%	2.8%	4.0%	1.4%	2.0%	1.2%	1.1%	1.9%	1.9%	1.6%	1.9%	1.9%	2.8%	1.7%	2.1%
	PRM _P	35.8%	37.9%	42.1%	53.5%	37.9%	49.3%	40.9%	55.4%	24.8%	35.8%	28.6%	28.0%	33.3%	33.4%	46.1%	52.8%	35.4%	47.6%	36.3%	43.4%
Oceania		4.2%	4.3%	4.1%	6.6%	4.3%	5.5%	4.5%	5.8%	5.4%	7.2%	6.0%	6.6%	4.6%	4.8%	2.4%	3.5%	4.7%	6.1%	4.3%	5.3%
	STD_P	0.2%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.2%	1.5%	0.4%	0.3%	0.3%	0.3%	0.0%	0.0%	0.3%	0.4%	0.2%	0.3%
	PRM _P	4.0%	4.1%	4.1%	6.6%	4.3%	5.5%	4.5%	5.8%	4.2%	5.7%	5.6%	6.2%	4.4%	4.5%	2.4%	3.5%	4.3%	5.7%	4.1%	5.0%
Europe		5.7%	6.2%	3.0%	3.5%	4.9%	6.1%	1.8%	2.1%	8.7%	9.4%	6.2%	6.8%	4.5%	4.8%	5.7%	5.9%	4.8%	5.6%	5.3%	5.7%
	STD _P	1.2%	1.1%	1.0%	1.3%	1.4%	1.6%	0.0%	0.0%	2.2%	2.4%	1.0%	0.8%	1.1%	0.9%	1.4%	1.4%	1.1%	1.2%	1.2%	1.1%
	PRM _P	4.5%	5.1%	2.1%	2.3%	3.5%	4.6%	1.8%	2.1%	6.5%	7.0%	5.2%	6.0%	3.4%	3.9%	4.3%	4.5%	3.7%	4.3%	4.1%	4.5%
Africa		0.3%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.8%	0.6%	0.0%	0.0%	0.0%	0.0%	0.2%	0.1%
	STD_P	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	PRM _P	0.3%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.8%	0.6%	0.0%	0.0%	0.0%	0.0%	0.2%	0.1%

Netback Forecast, by Country

		August-21 YTD Actual		September-21 Forecast		October-21 Forecast		November-21 Forecast			December-21 Forecast		Qtr 1 2021 Forecast		2 2021 ecast		3 2021 recast	Qtr 4 2021 Forecast		2021 Forecast	
		mt Netback (\$/mt)		mt Netback (\$/mt)		mt Netback (\$/mt		mt Netback (\$/mt)		mt	mt Netback (\$/mt)		mt Netback (\$/mt)		Netback (\$/mt)) mt Netback (\$/mt		mt Netback (\$/mt)		mt Netback (\$/r	
Brazil		2,283,418	\$ 182.31	407,475	\$ 300.21	450,919	\$ 400.97	479,152	\$ 512.59	174,000	\$ 553.38	588,975	\$ 154.46	762,100	\$ 163.90	1,339,818	\$ 240.88	1,104,071	\$ 473.43	3,794,964	\$ 279.66
	STD_P	23,573	217.93	-	-	19,105	409.65	19,000	548.65	-	-	-	-	5,997	151.39	17,576	241.57	38,105	478.96	61,678	379.19
	PRM _P	2,259,845	181.94	407,475	300.21	431,814	400.59	460,152	511.10	174,000	553.38	588,975	154.49	756,103	164.00	1,322,242	240.87	1,065,966	473.23	3,733,286	278.02
China		894,516	\$ 162.28	93,626	\$ 144.71	76,647	\$ 216.89	188,500	\$ 182.30	154,000	\$ 181.52	<i>397,048</i>	\$ 152.59	329,699	\$ 161.36	261,395	\$ 171.86	419,147	\$ 188.34	<i>1,407,289</i>	\$ 168.87
	STD _P	579,304	161.35	50,412	135.53	27,947	244.43	170,500	178.36	56,000	208.85	251,015	148.29	220,193	160.63	158,508	174.79	254,447	192.32	884,163	168.79
	PRM _P	315,212	163.99	43,214	155.41	48,700	201.09	18,000	219.62	98,000	165.90	146,033	159.97	109,506	162.82	102,887	167.33	164,700	182.17	523,126	169.00
India		422,012	\$ 155.02	<i>154,283</i>	\$ 170.36	79,553	\$ 159.18	78,000	\$ 161.19		\$ -	155,217	\$ 133.81	109,454	\$ 183.40	311,624	\$ 163.20	157,553	\$ 160.17	733,848	\$ 159.35
	STD _P	391,560	148.66	138,925	163.39	79,553	159.18	78,000	161.19	-	-	155,217	128.21	79,002	173.78	296,266	159.58	<i>157,553</i>	160.17	688,038	154.27
	PRM _P	30,452	236.77	15,358	233.42	-	-	-	-	-	-	-	-	30,452	208.34	15,358	233.17	-	-	45,810	235.65
Indonesia		1,102,340	\$ 158.91	170,961	\$ 159.67	155,063	\$ 179.16	146,700	\$ 278.23	124,500	\$ 359.06	310,274	\$ 155.03	541,416	\$ 159.41	421,611	\$ 161.43	426,263	\$ 265.80	1,699,564	\$ 185.80
	STD _P	1,068,869	158.25	170,961	159.67	155,063	179.16	140,100	280.41	124,500	359.06	299,324	154.17	530,892	159.01	409,614	160.84	419,663	266.33	1,659,493	185.73
	PRM _P	33,471	179.98	-	-	-	-	6,600	232.00	-	-	10,950	178.57	10,524	179.49	11,997	181.69	6,600	232.00	40,071	188.55
Malaysia		241,083	\$ 166.81	15,001	\$ 141.46	83,256	\$ 187.27	39,000	\$ 384.16	98,900	\$ 234.28	105,841	\$ 158.37	92,141	\$ 168.90	58,102	\$ 172.33	221,156	\$ 243.01	477,240	\$ 201.33
	STD_P	241,083	166.81	15,001	141.46	83,256	187.27	39,000	384.16	98,900	234.28	105,841	158.37	92,141	168.90	58,102	172.33	221,156	243.01	477,240	201.33
	PRM P	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Netback Forecast, by Grade

	Augus	t-21 YTD	Septe	ember-21	Octo	ober-21	Nove	mber-21	Decen	nber-21	Qtr	1 2021	Qtr :	2 2021	Qtr	3 2021	Qtr 4 2021		2021	
	A	tual	Fo	recast	Fo	recast	For	ecast	For	ecast	Foi	recast	For	ecast	For	recast	Forecast		Forecast	
	mt	Netback (\$/mt)	mt	Netback (\$/mt)	mt	Netback (\$/mt)	mt	Netback (\$/mt)	mt	Netback (\$/mt)	mt	Netback (\$/mt)	mt	Netback (\$/mt)	mt	Netback (\$/mt)	mt	Netback (\$/mt)	mt Ne	etback (\$/mt)
All_Grades	8,030,122	\$ 174.17	1,067,611	\$ 246.45	1,293,583	\$ 313.26	1,194,751	\$ 379.23	922,050	\$ 384.23	2,625,660	\$ 158.74	3,148,161	\$ 169.00	3,323,912	\$ 214.47	3,410,384	\$ 355.56	<i>12,508,117</i> \$	229.79
STD _P	3,474,226	\$ 159.66	438,786	\$ 168.22	502,837	\$ 217.19	569,785	\$ 261.81	415,600	\$ 325.08	1,229,303	\$ 148.34	1,414,350	\$ 161.16	1,269,359	\$ 171.90	1,488,222	\$ 264.41	<i>5,401,234</i> \$	189.21
ISTD	287,032	149.22	118,107	163.02	61,498	158.88	78,000	161.19	-	-	113,706	129.10	57,862	173.91	233,571	159.87	139,498	160.17	544,637	155.02
RSTD	2,000,207	159.65	223,047	166.87	274,817	201.58	250,296	340.53	273,500	322.93	685,002	153.35	892,442	159.53	645,810	169.00	798,613	286.69	3,021,867	193.76
PSTD	149,620	157.36	-	-	-	-	81,500	155.81	15,000	156.47	80,069	151.34	69,551	164.65	-	-	96,500	155.91	246,120	156.79
WSTD	<i>252,478</i>	168.88	5,052	117.23	31,490	259.51	21,500	266.12	38,700	433.11	90,119	146.25	99,930	167.12	<i>67,481</i>	197.82	91,690	334.33	349,220	211.57
WFSS	539,963	164.36	50,412	135.53	69,270	252.23	104,500	218.00	58,500	273.09	188,452	147.57	200,779	161.37	201,144	175.84	232,270	242.08	822,645	184.54
RFSS	108,099	155.80	21,350	303.02	31,219	334.91	17,500	293.72	29,900	391.24	30,444	136.62	40,347	148.24	58,658	224.53	78,619	347.17	208,068	243.21
RSST	32,299	161.90		-	16,488	306.43	16,489	304.98	-	-	-	-	32,299	164.38	-	-	32,977	305.71	65,276	234.55
IFSS	104,528	148.42	20,818		18,055	160.21	-	-	-	-	41,511	129.06	21,140	173.44	62,695	158.47	18,055	160.21	143,401	152.39
PRM _P	4,555,896	\$ 185.24	628,825		790,746		624,966	\$ 486.27	506,450	\$ 432.76	1,396,357	\$ 167.89	1,733,811	\$ 175.39	2,054,553	\$ 240.78	1,922,162		7,106,883 \$	260.64
AGRN	114,378	159.74	12,028		25,434		18,500	575.02	11,500	561.03	36,068	151.20	37,639	150.27	52,699	227.78	<i>55,434</i>	388.64	181,840	245.59
PGRN	495,501	176.37	54,532	368.41	90,549	382.14	53,628	492.93	74,000	470.98	199,978	172.33	203,647	174.14	146,408	256.52	218,177	439.50	768,210	264.74
CGRN	201,732	160.82	43,214	155.41	32,000	174.69	10,000	173.40	98,000	165.90	90,103	156.09	74,843	161.14	80,000	162.93	140,000	168.44	384,946	162.98
5GRN	12,999	204.66	4,405	302.24	-	-	5,000	308.71	-	-	3,923	189.55	9,076	208.76	4,405	307.25	5,000	308.71	22,404	247.07
2GRN	12,041	173.17	6,009	252.80	6,017	396.66	-	-	6,000	447.79	-	1	12,041	176.98	6,009	246.19	12,017	422.19	30,067	288.61
7GRN	2,995,938	184.25	455,144	310.84	486,599	418.33	476,296	510.10	245,450	538.32	834,216	157.56	1,091,855	171.01	1,525,011	246.11	1,208,345	478.88	4,659,426	273.02
G515	18,336	225.74	-	-	6,000	358.30	-	-	5,500	353.61	12,327	225.19	6,009	234.65	-	-	11,500	356.05	29,836	275.97
F2I5	175,176	186.73	-	-	36,102	274.83	26,000	280.81	17,000	322.41	53,137	171.55	73,189	184.52	48,850	206.56	79,102	287.02	254,278	217.93
G6I1	60,869	200.04	-	-	22,258	238.25	6,000	352.68	-	-	30,163	193.10	30,706	207.01	-	-	28,258	262.55	89,127	219.86
F1I1	147,650	202.14	15,358	233.42	41,248	296.68	-	-	8,000	346.62	21,653	263.93	76,561	197.15	64,794	194.80	49,248	304.79	212,256	228.22
G1I1	321,205	218.44	38,135	255.23	44,503	354.81	29,506	378.02	41,000	404.74	114,753	216.37	118,209	201.22	126,377	247.54	115,009	378.56	474,348	260.22
CWIC	<i>72</i>	671.43	-	-	36	639.50	36	638.19	-	-	36	682.24	36	660.25	-	-	<i>72</i>	638.85	144	655.05

Shipments to Customers, by Country

	August-21 YTD Actual	September-21 Forecast	October-21 Forecast	November-21 Forecast	December-21 Forecast
	mt	mt	mt	mt	mt
Brazil	2,569,615	448,535	356,000	287,000	290,000
STD _P	42,678	-	25,000	6,000	6,000
PRM _I	2,526,937	448,535	331,000	281,000	284,000
China	963,911	39,700	267,500	107,000	119,000
STD _P	600,485	28,000	165,500	61,000	48,000
PRM _I	363,426	11,700	102,000	46,000	71,000
India	<i>421,078</i>	157,553	-	15,000	-
STD _P	375,268	157,553	-	-	-
PRM_I	45,810	-	-	15,000	-

Two Year Rail Billings Forecast, by Grade - Nutrien

	2021 Forecasted Rail Billings (MT)												
	Jan-21 Actuals	Feb-21 Actuals	Mar-21 Actuals	Apr-21 Actuals	May-21 Actuals	Jun-21 Actuals	Jul-21 Actuals	Aug-21 Actuals	Sep-21 Forecast	Oct-21 Forecast	Nov-21 Forecast	Dec-21 Forecast	Total 2021
All_Grades	540,443	469,764	676,419	529,967	846,308	1,073,340	652,911	865,483	767,829	734,853	810,069	630,448	8,597,833
STD _P	245,820	188,418	284,329	263,412	221,748	355,108	173,468	387,471	357,584	346,725	431,490	387,947	3,643,519
PSTD	21,199	-	21,198	17,610	-	-	-	-	12,941	21,218	35,200	-	129,366
RFSS	21,239	4,869	4,571	34,114	2,075	37,308	-	31,696	7,772	33,638	29,700	26,177	233,158
IFSS	-	-	-	-	20,720	33,276	8,712	38,795	-	-	-	21,218	122,721
RSST	-	-	-	32,987	-	-	-	33,185	-	36,743	52,985	42,945	198,844
RSTD	203,381	183,548	258,560	178,702	156,945	183,785	137,361	254,861	315,626	255,128	313,605	258,795	2,700,297
ISTD	-	-	-	-	42,009	100,738	27,394	28,933	21,244	-	-	38,813	259,132
PRM _P	294,624	281,347	392,090	266,555	624,560	718,231	479,443	478,012	410,245	388,128	378,579	242,501	4,954,314
5GRN	-	4,026	-	5,055	-	3,931	-	4,401	-	-	5,072	-	22,485
7GRN	205,062	180,798	256,101	225,567	483,249	387,646	288,292	341,957	332,149	314,022	229,227	146,453	3,390,524
CWIC	36	-	-	-	36	-	-	-	-	-	-	-	72
F1I1	20,256	22,146	14,568	15,098	26,126	35,687	25,833	20,821	16,653	24,633	21,942	26,082	269,845
F2I5	23,348	31,962	23,034	10,070	21,692	36,539	8,509	22,324	27,586	24,840	24,012	15,318	269,234
2GRN	-	-	-	-	-	-	-	-	-	-	-	-	-
GRNS	-	-	-	-	-	-	-	-	-	-	-	-	-
PGRN	45,922	42,415	98,386	10,766	93,457	254,427	156,809	88,509	33,857	24,633	98,326	54,648	1,002,154

Two Year Rail Billings Forecast, by Grade - Nutrien

	2022 Forecasted Rail Billings (MT)												
	Jan-22 Forecast	Feb-22 Forecast	Mar-22 Forecast	Apr-22 Forecast	May-22 Forecast	Jun-22 Forecast	Jul-22 Forecast	Aug-22 Forecast	Sep-22 Forecast	Oct-22 Forecast	Nov-22 Forecast	Dec-22 Forecast	Total 2022
All_Grades	615,122	659,301	702,751	726,905	828,373	872,684	861,000	749,079	684,577	700,653	660,218	554,957	8,615,620
STD _P	216,065	272,877	289,285	292,563	331,803	336,626	390,919	384,812	317,672	280,780	305,304	255,202	3,673,907
PSTD	20,700	56,000	6,382	33,506	9,573	-	-	6,382	27,124	-	40,865	-	200,531
RFSS	20,000	24,900	7,000	6,000	12,800	6,000	-	24,000	20,000	20,000	11,500	22,800	175,000
IFSS	-	-	-	21,000	21,000	21,000	21,000	21,000	21,000	31,000	21,000	21,000	199,000
RSST	33,000	-	-	-	-	-	33,000	33,000	-	33,000	33,000	-	165,000
RSTD	142,365	191,977	228,249	185,498	248,655	259,846	298,627	255,655	213,172	165,000	163,561	153,004	2,505,609
ISTD	-	-	47,654	46,559	39,775	49,780	38,292	44,775	36,377	31,780	35,377	58,398	428,767
PRM _P	399,057	386,424	413,466	434,342	496,570	536,058	470,081	364,268	366,904	419,874	354,915	299,755	4,941,713
5GRN	-	5,000	-	5,000	-	5,000	-	5,500	-	-	5,000	-	25,500
7GRN	184,149	201,135	207,055	256,782	318,688	340,671	265,648	215,389	184,930	166,518	148,999	128,595	2,272,759
CWIC	-	-	36	-	-	36	-	-	36	-	-	36	144
F1I1	25,000	23,000	26,000	27,000	23,000	28,000	25,000	25,000	28,000	26,000	28,000	30,000	296,800
F2I5	25,000	23,000	23,700	24,000	23,000	23,000	23,000	23,000	23,000	23,000	23,000	23,000	283,200
2GRN	-	-	-	-	-	-	-	-	-	-	-	-	-
GRNS	-	-	-	-	-	-	-	-	-	-	-	-	-
PGRN	164,908	134,290	156,675	121,560	131,882	139,351	156,432	95,379	130,938	204,356	149,915	118,124	1,873,810

Two Year Rail Billings Forecast, by Grade - Nutrien

	2023 Forecasted Rail Billings (MT)												
	Jan-23 Forecast	Feb-23 Forecast	Mar-23 Forecast	Apr-23 Forecast	May-23 Forecast	Jun-23 Forecast	Jul-23 Forecast	Aug-23 Forecast	Sep-23 Forecast	Oct-23 Forecast	Nov-23 Forecast	Dec-23 Forecast	Total 2023
All_Grades	608,590	564,470	817,665	799,995	836,373	832,184	879,500	829,679	736,904				6,905,359
STD _P	226,533	178,045	334,036	317,469	319,803	296,126	409,419	397,775	326,000	-	-	-	2,805,206
PSTD	20,700	11,169	6,382	21,218	9,573	-	-	-	-				69,042
RFSS	10,000	24,900	7,000	6,000	12,800	6,000	-	24,000	24,000				114,700
IFSS	21,000	-	21,000	-	21,000	-	21,000	21,000					105,000
RSST	-	-	-	-	-	-	-	-	-				-
RSTD	102,468	98,579	232,000	190,692	196,655	200,346	350,127	288,000	260,000				1,918,867
ISTD	72,365	43,398	67,654	99,559	79,775	89,780	38,292	64,775	42,000				<i>597,598</i>
PRM _P	382,057	386,424	483,629	482,526	516,570	536,058	470,081	431,904	410,904	-	-	-	4,100,153
5GRN	-	5,000	-	5,000	-	5,000	-	5,500	5,500				26,000
7GRN	167,149	201,135	256,000	256,782	318,688	340,671	265,648	242,500	242,500				2,291,073
CWIC	-	-	36	-	-	36	-	-	-				<i>72</i>
F1I1	25,000	23,000	26,000	27,000	23,000	28,000	25,000	25,000	25,000				227,000
F2I5	25,000	23,000	23,700	24,000	23,000	23,000	23,000	23,000	23,000				210,700
2GRN	-	-	-	-	-	-	-	-	-				-
GRNS	-	-	-	-	-	-	-	-	-				-
PGRN	164,908	134,290	177,893	169,744	151,882	139,351	156,432	135,904	114,904				1,345,308