**Page1:**

Ladies and Gentlemen,

It’s my pleasure to welcome everyone here.

This is a great event for discussing about fertilizer business.

I Hamed Khoram the CEO of Armaiti Group feel extremely pleased to see you here

I would like to express my appreciation for the opportunity to talk with you

About

Middle East Urea trade flows

Which

have a major portion of the World fertilizer market.

As a business company, our team exclusively works on Urea, so I’m gonna just discuss about Urea.

We are ready to cooperate with the companies worldwide, Asia, Europe, Africa, and other regions.

**Page2:**

I wanna talk about

**Middle East urea Production,**

**Consumption,**

**New capacities,**

**Export and Import target Markets.**

As you know,the Middle East due to its high oil and gas reserves, has strategic importance in the petrochemical industry, so we are going to analyse the importance of the chemical fertilizers industry, especially urea.

The Middle East consists of 15 countries and it has a total population of 411m people. With a production capacity of 34 mt and a tradibg capacity of 23 mt , it is one of the most important urea supplying regions in the world, which I will explain in more details in the following sections.

Turkey is the largest importer of urea among the countries of the Middle East with a capacity of 2.5 mt and the fifth largest producer in the world.Therefore, the Urea trading in the Middle East and its relation with the Turkey market is very important.

The total capacity of urea production in the world has been 236mt in 2024, China with 28%, the Middle East with 15%, India with 13%, and the United States with 6 and Russia 5% are the five largest producers of urea, in which the Middle East with about 32 mt And 23 mt of urea trading volume is one of the biggest exporters of Urea in the world.

The Urea import statistics from 2018 to 2024 show that in 2018; 74% of Turkey's urea import was from the Middle East; In 2019, it was 81%, in 2021, 79%, in 2021, 80%,in 2022 and 2023, it was 75%, which can be said that on average, 80% of the urea imported to Turkish market comes from the Middle East, and therefore it is important to know the exporters of the Middle East and the the Turkey market.

In the first two months of 2024, according to customs data, 70% of imports were from the Middle East and 20% from Russia, as well as the current production capacity of the Turkey market is 560 mt and the future projects are about 1,200 m, which in total in the next 5 years, the production capacity of Turkey is 1,787,000.

So It can be seen that according to this diagram, it can have a significant impact on the reduction of imports in the Turkey market.

Considering The prices analysis of the Middle East in the last year, we can see that this market has fluctuated a lot; July has the lowest price and November has the highest price.

And due to the present crisis in the Middle East, the price trend is decreasing and also the pressure on prices is high.

A comparison of the three main origins in the Middle East, i.e. Arab countries, Iran and Egypt, shows that the Egyptian urea is the most expensive because of being free duty and close distance and cheapest one is Itan ura which is known as Oman\_ Iran urea.

We want to know the Middle East producers in more detail.

India is one of the most important export markets in the world. But the analysis of India Urea import in 2021 shows a decrease in the last year import, which can have an impact on the Middle East urea import markets.

The second largest market of the Middle East is the American continent which includes Brazil and the USA;

which is still attractive for importing from the Middle East.

one of the most important markets in the Middle East is the Turkey market. This graph shows the import market of Turkey in different years and also shows the average import since 2018, The months of February, March and April were the largest volume of imports in Turkey.

Now I’m ganna explain more about urea production in the Middle East:

**Iran** is the largest with 8.369mt production rate.

Then is **Qatar** with ….

After that is **Saudi Arabia** with ….

Forth is **Oman** with ….. rate of production

Then is **the UAE** which produces …… mt

**Interesting to know is that the Middle East is producing 11% of all metric tons of urea worldwide. So The major producing countries here are Iran, Qatar and Saudi Arabia.**

According to detailed reports, 20% of Middle East urea production is Prilled, and 80% is Granular. So we can say that the Middle East region is granular region.

Also Out of 27mt urea production in the Middle East, 10mt is for domestic consumption and rest of it goes for export. So it is the world’s largest exporting region, with exports of over 17 million tonnes, 33% of the whole world. Which I explain more in the target market part.

at produce about 7.5 mt, 2.5 million tons for domestic consumption and about 5 million tons for export.

6 Urea projects are being added to Iran’s market with 7.5 mt capacity,

Therefor

the total urea production will be 15 mnt and export is expected to reach about 12 mnt by 2030.

**New capacities**

About 6mt is going to add to Middle East capacity. Considering the consumption growth in the region and India import decrease, the middle eastern producers must pay more attention to new target markets.

In this part, Iran‘s target market is analyzed. As you see in the middle east export market, Nola, Brazil and India have the largest portion of export.

India is very important for Middle East from the distance point and target urea market.

Look at the left table, India has a plan for decreasing urea imports in the near future.

Import has decreased about 3mt from 2021 to 2023. Which is happened through increasing domestic producing and using of Nano-urea in their farming.

The right table is about India CFR and Middle East FOB. This shows the Middle East has an average price of 15-20$/MT in comparison to others.

**Price Analysis**

Here it shows the chart of the Middle East price analysis in recent 5 years.

After a drastic growth on prices in 2021 and some periods of 2022, the market progressed with the tolerance of 40-50$/mt.

According to the conflict in the Middle East prices are a little decrease. And I guess even if there is no tension, again we will see more price reduction.

In this slide we can see the producers in the Middle East in the right side.

And their netbacks comparing to US market and Brazil Market.

**At the end**

I would like to thank you all my friends

for listening.And also

My special thanks to the planner, the hard working team, for organizing this useful and nice event.

Thank you very much