



argusmedia.com

# Argus Fertilizer Services Portfolio



illuminating the markets

Market Reporting  
Consulting  
Events

## Introducing Argus Fertilizers

I am excited to introduce you to the range of Argus' fertilizer services, including our revamped analytics portfolio. After many years of ongoing refining and improvements - and the recent acquisition of Integer Research - we are relaunching our analytics services with great new features and unique benefits.

Over the past 15 years, Integer built an excellent reputation as a provider of specialist economic and financial

analysis, market forecasts and strategy. These strengths complement Argus' global expertise in commodity markets, indexation, analytics and technology platforms. By combining our fertilizer services, analyst talent and global reach, we have created one of the most powerful teams to provide the industry with a superior portfolio of intelligence services.

*Lauren Williamson, SVP, Fertilizers, Argus*

## About Argus

Argus – the leading independent energy publisher in the world – has been assessing and reporting on commodity prices for nearly 50 years. As well as price data, fundamental information and news through its market reports, Argus also offers business intelligence publications, conferences and a consulting and research service specializing in energy, fertilizers, petrochemicals, metals, logistics and process technology.

Argus' consulting division provides clients with business strategy support; due diligence; customized analysis; research; supply, demand and price forecasts; and strategic market research on local and international fertilizer markets. Argus' fertilizer team includes key consultants with more than 20 years of working for

the industry and extensive experience of delivering project feasibility and strategy assignments. Our consultants regularly present papers at international conferences, seminars and symposiums. Argus' consulting capabilities were enhanced in October 2018 through the acquisition of Integer Research, a specialist provider of market analysis and bespoke consulting services to the fertilizers and chemicals industries.

Our services are used by a range of clients world-wide, from commodity producers, financial institutions and shippers, to plant contractors, trading companies, government agencies and trade associations.

## Argus' Fertilizer Services



### Market Pricing, News and Analysis

Critical and swift insights on prices, trade trends and key current data.



### Monthly Outlooks

Short-term price forecasts, forward trade balances and supply-demand drivers.



### Analytics

Quarterly insights with fundamental data, medium/long term forecasts and cost analysis.



### Specialist Reports & Bespoke Projects

In-depth review of topical areas of interest and bespoke consulting project services.

## Leadership and Business Development

Lauren Williamson, Lloyd Thomas, Stuart Penson, Oliver Hatfield, Tim Cheyne, Gavin Chong

## DEF/Emissions Control

Fabricio Cardoso, Alex Wood, Will Talbot

## Projects and Data

Jack Merriot, Thierry Tran, Matthew Lisley

## Nitrogen & Ammonia

Alistair Wallace, Frances Wollmer, Marta Fern, Steve Mitchell, Ruth Sharpe, Natalie Kakish, Liana Davletshina

## Company Wide Experts

Francis Osbourne, David Fyfe

## Supporting Analysts

Ben Hughes, Liliana Minton, Charles Lester, David Eves, Gaj Dharmasena

## Phosphate & NPK

Aida Idrissi, Ibi Idoniboye, Mike Nash, Harry Minihan, Julia Campbell

## Potash

Rebecca Hayward, Adrian Stubbs, Ewan Thomson

## Sulphur & Sulphuric Acid

Meena Chauhan, Sophie Mason, Clairia Lloyd, Andrew Kanyemba, Kate Wilcock, Alex Kershaw

## Regional/Country Experts

Steve Swindells, Hasan Tarique, Lynn Wang, Andrea Valentini, Suzie Skipper, David Maher, Carl Roache, Xie Fang, Qian Peng, Akhil Bhardawaaj, Anton Antonov, Tatiana Davydova, Irina Kuguchina, Georgy Mayorov, Oleg Krivoschapov, Bede Heren, Connor Hyde, Cole Snider, Rafael Barisaukus

## Argus Fertilizer Analytics

NEW

Our revamped Argus Fertilizer Analytics are quarterly services providing essential analysis and outlooks for the global fertilizer markets. Our nutrient leads are experienced industry experts who combine deep market knowledge with rigorous analytical techniques to help you understand the impact of economic and political events on future market and price developments.

Our key methodologies include our demand forecasting model based on calorie and crop forecasts to guide our view of future fertilizer consumption and our Long Run Marginal Cost (LRMC) multi-factor model to assess the level of prices beyond the current investment cycle.

### Forecasts for your markets

- Argus Urea Analytics
- Argus Ammonia Analytics
- Argus Processed Phosphates Analytics
- Argus Phosphate Rock Analytics
- Argus Potash Analytics
- Argus Sulphur Analytics
- Argus Sulphuric Acid Analytics

### Key content included

- Quarterly industry analysis and underlying datasets, including 15-year supply/demand/price forecasts
- Long-term annual report and underlying datasets
- Global cost curves
- Comprehensive historic data (15 years)
- Analyst access



### Price forecasts with clear methodologies

- Short-term forecasts by month and quarter linked to energy and raw material prices, crop prices, FX changes and the merchant supply/demand balance
- For the current investment cycle (5-7 years ahead), Short-Run Marginal Cost forecast and supply/demand balance, with project gateway assessment
- Beyond the current investment cycle, our longer-term forecast is based on LRMC analysis (updated annually)
- The medium- and long-term forecasts are connected using a mean-reversion model

## Argus Fertilizer Market Pricing, News and Analysis

Our portfolio of fertilizer reports gives you reliable and regular coverage of key prices for the major fertilizer products as well as market news and essential downloadable datasets (provided as Excel files with key extractable data).

### Nutrient focused

- Argus Nitrogen
- Argus Ammonia
- Argus Phosphates
- Argus NPKs
- Argus Potash
- Argus Sulphur
- Argus Sulphuric Acid

### Region/country focused

- Argus Fertilizer Europe
- Argus Fertilizer Brazil
- Argus North American Fertilizer
- Argus North America Sulphur and Sulphuric Acid
- Argus Russian Fertilizer Netbacks
- Argus Fertilizer Africa
- Argus Asia Fertilizer and Agriculture Supplement

### Key content included

- Prices
- News and analysis
- Global and regional market analysis
- List of vessel lineups
- Selection of spot deals
- Supply and demand
- Hyperlinks to related articles on Argus Direct

## Argus Fertilizer Monthly Outlooks

Our monthly outlooks provide insightful short to medium term intelligence on market prices and supply and demand for the major fertilizer exporting and consuming regions. Essential downloadable datasets are included (provided as Excel files with key extractable data).

- Argus Monthly Urea Outlook
- Argus Monthly Ammonia Outlook
- Argus Monthly Phosphates Outlook
- Argus Potash Outlook (released quarterly)
- Argus Monthly Sulphur Outlook

### Key content included

- Price forecast – *12 months forward*
- S&D analysis for major markets
- Global balance – *12 months forward*
- Assessment of new capacity
- Key demand developments
- Supporting data available on Argus Direct
- Enhanced demand analysis **NEW**
- Agricultural analysis – *fertilizer affordability* **NEW**
- Visuals to highlight trade surplus/deficits **NEW**
- Downstream market analysis **NEW**
- Industrial indicators **NEW**
- Hyperlinks to stories on Argus Direct **NEW**

## Argus Fertilizer Specialist Reports

Our specialist reports offer you a detailed view of emerging markets with exciting potential, to help you capitalise on opportunities in these markets and support your business plans. We also provide fully bespoke consulting solutions, including market-specific research and analysis.

- Argus Briefing Report: *Speciality Fertilizers*
- Argus Strategy Report: *Micronutrients – Key to Growth*
- Argus Strategy Report: *Water Soluble Fertilizers*
- Argus Strategy Report: *Enhanced Efficiency Fertilizers*
- Argus Fertilizers in Sub-Saharan Africa
- Argus Focus Report: *The Global UAN Market Outlook*

### Key content included

Argus produce a series of specialist reports that provide must-read analysis and intelligence on exciting regions, countries and fertilizer sectors.

Please ask us for more information on any of our specialist reports that interest you.

# Argus

## Global reach, local expertise



**20 offices**  
in the world's principal  
commodity trading and  
production centres.

Argus has reporters and analysts in offices across the world, allowing us to provide our clients with accurate reporting and focused analysis from the ground.

- |                 |                  |              |
|-----------------|------------------|--------------|
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| ▪ Houston       | ▪ Rio de Janeiro | ▪ Kiev       |
| ▪ Washington    | ▪ Beijing        | ▪ Riga       |
| ▪ San Francisco | ▪ Shanghai       | ▪ Dubai      |
| ▪ New York      | ▪ Tokyo          | ▪ Nur-Sultan |
| ▪ Calgary       | ▪ Singapore      | ▪ Cape Town  |
| ▪ Mexico City   | ▪ Sydney         |              |



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