All figures presented throughout this brochure refer to the mineral fertilizer industry unless specified otherwise.

PRODUCTION OF MAIN FERTILIZER PRODUCTS

Raw materials

- Air (N₂)
- Natural gas

Intermediate products

- Ammonia
- Nitric acid
- Sulphuric acid
- Phosphoric acid
- Potassium chloride solution

Mineral fertilizers

- Ammonium nitrate (AN)
- Urea
- UAN
- Single superphosphate (SSP)
- Mono- and diammonium phosphate (MAP/DAP)
- Triple superphosphate (TSP)
- Muriate of potash (MOP)
- Potassium nitrate (KN)
- Sulphate of potash (SOP)
FERTILIZER PRODUCTION BY NUTRIENT 2017

In Nitrogen fertilizers, EU has 9% share of global production, while in phosphate it is 3%, and potash: 7%.

Source: Fertilizers Europe/IFA

FERTILIZER IMPORTS AND EXPORTS IN THE EU 2018*

Source: Fertilizers Europe/Eurostat

* Includes products for agricultural and industrial use
EU KEY PARTNERS IN FERTILIZER TRADE*

United States
- Imports from EU: 136 M€
- Exports to EU: 160 M€
- Finished mineral fertilizer products: 119 M€

Brazil
- Imports from EU: 357 M€
- Exports to EU: 410 M€
- Finished mineral fertilizer products: 0.2 M€

Morocco
- Imports from EU: 74 M€
- Exports to EU: 236 M€

Ukraine
- Imports from EU: 202 M€
- Exports to EU: 22 mil €

Belarus
- Imports from EU: 6 M€
- Exports to EU: 429 M€

Egypt
- Imports from EU: 69 M€
- Exports to EU: 43 M€

Algeria
- Imports from EU: 476 M€
- Exports to EU: 69 M€

Russia
- Imports from EU: 1367 M€
- Exports to EU: 38 M€

China
- Imports from EU: 195 M€
- Exports to EU: 64 M€

Mexico
- Imports from EU: 3 M€
- Exports to EU: 119 M€

Morocco
- Imports from EU: 476 M€
- Exports to EU: 43 M€

Source: Fertilizers Europe/Eurostat

*Finished mineral fertilizer products
FERTILIZER CONSUMPTION BY CROP

<table>
<thead>
<tr>
<th>Crop Type</th>
<th>Consumption (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wheat</td>
<td>26%</td>
</tr>
<tr>
<td>Coarse grains</td>
<td>25%</td>
</tr>
<tr>
<td>Oilseeds</td>
<td>10%</td>
</tr>
<tr>
<td>Potatoes</td>
<td>3%</td>
</tr>
<tr>
<td>Sugar beet</td>
<td>2%</td>
</tr>
<tr>
<td>Other arable crops</td>
<td>5%</td>
</tr>
<tr>
<td>Perm. crops</td>
<td>6%</td>
</tr>
<tr>
<td>Fodder crops</td>
<td>6%</td>
</tr>
<tr>
<td>Fertilized grassland</td>
<td>16%</td>
</tr>
</tbody>
</table>

Note: Due to rounding, figures may not add up to 100%

Source: Fertilizers Europe

NITROGEN FERTILIZER CONSUMPTION BY PRODUCT*

<table>
<thead>
<tr>
<th>Product Type</th>
<th>Consumption (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nitrates</td>
<td>46%</td>
</tr>
<tr>
<td>Urea</td>
<td>22%</td>
</tr>
<tr>
<td>UAN</td>
<td>13%</td>
</tr>
<tr>
<td>Compound fertilizers</td>
<td>13%</td>
</tr>
<tr>
<td>Others</td>
<td>6%</td>
</tr>
<tr>
<td>Nitrates</td>
<td>48%</td>
</tr>
<tr>
<td>Urea</td>
<td>5%</td>
</tr>
<tr>
<td>UAN</td>
<td>20%</td>
</tr>
<tr>
<td>Compound fertilizers</td>
<td>14%</td>
</tr>
</tbody>
</table>

Note: Due to rounding, figures may not add up to 100%

Europe 2017/18
11.8 million tonnes (of nutrient)

Global 2016
105.4 million tonnes (of nutrient)

* Agricultural use only

Source: Fertilizers Europe/ IFA
**FERTILIZER CONSUMPTION BY NUTRIENT 2018**

- **Total nutrients**: 17.6 million tonnes (of nutrient)
- **氮**: -1.6%
- **钾**: +6.0%
- **磷**: +4.3%

**AGRICULTURAL LAND USE IN THE EU**

- **Total hectares**: 178.6 million hectares
- **Total fertilized area**: 134.1 million hectares

**Grassland: non-fertilized**: 19%
- **Grassland: fertilized**: 18%
- **Permanent crops (fruit, vineyard, forest)**: 6%
- **Coarse grains**: 17%
- **Potatoes**: 1%
- **Sugar beet**: 1%
- **Oilseeds**: 7%
- **Other crops**: 4%
- **Fodder crops**: 7%
- **Wheat**: 15%
- **Idle land**: 5%

Source: Fertilizers Europe

Note: Agricultural use

Source: Forecast of food and farming and fertilizer use in the European Union 2018-2028, Fertilizers Europe
MARKET VALUE OF FERTILIZING PRODUCTS

- Mineral Fertilizers - 80%
- Organo-Mineral Fertilizers - 2%
- Soil Improver - 2%
- Plant Biostimulant - 2%
- Organic Fertilizers - 5%
- Growing Media - 6%
- Limiting Material - 2%
- Agronomic Additives - 1%

Source: European Commission
Fertilizers Europe represents the majority of fertilizer producers in Europe and is recognised as the dedicated industry source of information on mineral fertilizers. The association communicates with a wide variety of institutions, legislators, stakeholders and members of the public who seek information on fertilizer technology and topics relating to today’s agricultural, environmental and economic challenges. The Fertilizers Europe website provides information on subjects of relevance to all those interested in fertilizers contribution to global food security.

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