

CRU Prices

Fertilizer Week

Methodology

and

Definitions Guide

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CRU Prices.....	1
1 Scope	4
2 Methodology.....	4
Data providers	4
Data submitted and submission processes	4
Final benchmark calculation	4
Final benchmark publication	6
Additional product/market methodology detail.....	6
3 Definitions.....	17
UREA PRILLED - FOB.....	17
UREA PRILLED EXW.....	18
UREA PRILLED CFR	18
UREA PRILLED/GRANULAR CFR	19
UREA GRANULAR FOB.....	19
UREA GRANULAR FCA.....	25
UREA GRANULAR CFR	25
UREA GRANULAR DEL	27
UAN – FOB	27
UAN – FCA.....	29
UAN – CFR.....	29
UAN – DEL.....	30
AS – FOB STEEL.....	30
AS – FOB CAPROLACTAM	30
AS – CFR CAPROLACTAM	32
AS – FOB GRANULAR	32
AS – CFR GRANULAR.....	34
AN – FOB.....	34
AN FCA	36
AN CPT	36
AN - CFR	37
CAN – CIF	37
AMMONIA FOB.....	37
AMMONIA CFR	41
LOW-EMISSIONS AMMONIA CFR	43
PHOSPHATES DAP FOB	44
DAP - CPT	47
DAP - CFR	48
DAP EXW	49
DAP FCA	49
MAP FOB.....	49
MAP CFR	52
MAP DEL	53
MAP EXW	53
TSP FOB.....	53
TSP FCA	54
TSP CFR	55
PHOSPHORIC ACID FOB.....	55
PHOSPHORIC ACID CFR.....	55
PHOSPHATE ROCK FOB	56
PHOSPHATE ROCK - CFR.....	58
SSP - CPT	59
NPKs FOB	60

NPKS - CFR.....	61
NPKs - EXW.....	63
POTASH FOB STANDARD.....	64
MOP – FOB BULK.....	64
POTASH FCA STANDARD.....	65
POTASH CFR STANDARD.....	65
POTASH DAP STANDARD.....	66
POTASH FOB GRANULAR.....	66
POTASH CFR GRANULAR.....	68
POTASH CIF GRANULAR.....	68
SOP FCA.....	69
SOP FOB.....	69
SULPHUR FOB.....	70
SULPHUR EXW.....	72
SULPHUR FCA.....	72
SULPHUR CFR.....	72
SULPHUR FOB LIQUID.....	74
SULPHUR CPT LIQUID.....	74
SULPHUR CFR LIQUID.....	75
SULPHURIC ACID FOB.....	75
SULPHURIC ACID CFR.....	75

Methodology and Definitions Guide – Fertilizer Week

1 Scope

This guide covers fertilizer product prices in all geographical markets and should be read in conjunction with the CRU Group Compliance Framework and Methodology Guide. It details commodity-specific methodology which has precedence, with all other aspects covered by the Group methodology guide.

2 Methodology

CRU fertilizer prices are weekly benchmarks, many of which are used extensively in physical index-linked contract settlement. Weekly pricing allows for contracting on a number of price values through the month or equally a single or average monthly value, and/or timely identification of market trends, without compromising on liquidity. Liquidity is also enhanced by a normalisation process which allows for the submission of data which can be standardised to CRU's strict definition but is sourced from a wider array of actual trades.

Our methodology blends strict adherence to methodological rules with limited but necessary application of expert judgement, detailed below, in order to produce a price that benefits from rigour, and analyst expertise and discretion in equal measure.

Data providers

Fertilizer price assessments are based on regular contact with a wide network of market participants including producers, buyers, traders at critical nodes in the supply chain, and shipping companies. This network is constantly reviewed and maintained to seek a balance of buyers and sellers.

Data submitted and submission processes

Data Providers provide CRU with one or more single price figures relating to deals (sales or purchases) concluded in a transaction window between 17:30 on Thursday of the week prior to publication and 17:30 UK on the Thursday of publication, or other price information relating to this time period. Data Providers may also include information relating to vessel size, shipment date, volume and payment terms.

Price assessors endeavour to record actual transactions and verify any deal information with both parties. Where this is not possible, verification from a third party is sought.

Industry participants can submit prices to CRU by telephone, email, private one-to-one instant messenger services or other private means of communication. Information must be submitted to CRU by 17:30 UK time on Thursday if it is to be eligible for admission to the weekly fertilizer published later the same day.

Final benchmark calculation

Published price ranges reflect the lowest and highest deal concluded during the transaction window, with a greater weighting given to trades made or other price information relating to activity closer to the end of this period.

Where a mix of price types have been received, greater weighting will generally be given to transaction prices, then firm bid/offer prices, then indicative bid/offer prices, then opinions of prices in that order.

Contract prices

Contract prices are large volume transactions with prices fixed for a yearly, six months, quarterly or monthly shipping period. CRU's contract prices are adjusted once a settlement is reached. However, contract pricing may settle forward of

the relevant period or be delayed owing to prolonged negotiations. In either instance, price assessments will be reflected accordingly, including retrospective adjustment following initial publication.

Normalisation

Data which meets the precise definition below is eligible for admission to the price without any transformation. Data which does not may still be eligible as an input to the price but would be subject to a normalisation process.

This can include netbacks on CFR sales based on estimated or actual freight rates, or equivalently CFR prices established on the basis of prevailing FOB prices and freights. Where seen, normalisation is usually limited to deriving FOB prices from netbacks on CFR sales, or vice versa.

Notional assessments may include the likely netback from any relevant and representative import markets or the likely 'net forward' from relevant and representative export markets based on an implied value (ie. FOB plus costs).

Decisions to normalise a price and/or choice of values used in the normalisation process are forms of expert judgement (see below).

Exclusion of outliers

An analyst may use expert judgement in the exclusion of a data point as an input to the calculation of the final price. In doing so they would consider whether a trade was judged to be repeatable in the current market; whether a cargo was judged to be "distressed"; the range and distribution of data collected in the same timeframe from other data providers; previous data received from the same data provider; non-price information received from the data provider; market state and direction information from any other source. Inclusion or exclusion of input data in the final price is explicit and recorded.

Price determination in an illiquid market

In the case that there are no submissions that meet, or after normalisation can meet, the definitions below in any weekly time period, the prior week's published price may be rolled over and used as the final benchmark value for the new week.

In the case there is no transaction data (trades), firm bid/offer, indicative bid/offer and price opinion data may be used to establish a price. This commonly but not exclusively applies if there is a strong market trend up or down.

In both above cases, the status of a price will be marked "indicative" in the footnotes to price tables on CRU Online. If a price has moved in the absence of trades, we may explain this in the text of an accompanying "market update".

If no Trades are confirmed beyond a period of three weeks, the price will be marked with a footnote denoting "no recent business". Should this inactivity extend beyond four to six weeks, a "no market" footnote will be ascribed to the price. Once the market becomes active again and deals are concluded, a price will be published once more.

Expert judgement

Expert judgement may apply to decisions on whether price data submitted relates to actual deals concluded; if the deal is executed at arms-length; if normalisation of price data submitted is required; the means of any normalisation, weighting of information, and the inclusion of a data point in calculation of the final price (exclusion of outliers).

Expert judgement is usually limited to establishing outliers, weighting of information, and conversion of trades reported on a delivered or CFR basis to FOB incoterms. Its use and application may be detailed in the written analysis in CRU's *Fertilizer Week*.

An analyst will consult with one or more colleagues before any application of expert judgement if in any doubt or where collective input would improve the quality of a judgement.

Consistency in the application of expert judgement is achieved through a combination of selection, formal and informal training and review, supervisions and control processes as detailed in section 2.5 of the *Group Compliance Framework and Methodology Guide*.

Verification

Input data points, calculations and the final price for publication are checked and verified by a second analyst.

Final benchmark publication

CRU fertilizer prices are published each Thursday, except UK public holidays, at 18:30 UK in the *Fertilizer Week*, associated *Fertilizer Price Baskets*, via FTP data feeds and in DataLab.

Additional product/market methodology detail

Urea

Middle East

The spot assessment of prilled urea from the Middle East includes material priced via formula for Philippines. Sabic and Qafco occasionally sign high-priced contracts for Sudan. Both also supply formula-based contract cargoes to BCIC/Bangladesh under government-to-government financing.

Indonesia (prilled)

Philippines regularly pays a premium for Pusri low-biuret urea (biuret at max 0.5% for pineapple plantations vs. standard max 1.0%. Producers tend to set reserve prices (minimum acceptable) in sales tenders.

Mediterranean

CFR calculations are made based on prevailing Yuzhnyy, Egyptian/Romanian/Bulgarian FOB prices

Philippines

Prices may be assessed basis Chinese/Indonesian/Malaysian FOB numbers plus freight for indicative CFR value.

EC Central America

Delivered cost is calculated using FSU FOB price plus freight. Incofe often opens an account while Monomeros/Colombia occasionally calls for 30 days open account.

Brazil

Producers regularly load vessels on speculation and sell material piecemeal to various importers while ships are en-route and/or awaiting turn to discharge. Delivered cost of prilled material may be calculated using the FSU FOB price plus freight. Middle East prices of granular urea for Brazil are often set via formulae, generally based on average of FOB Middle East plus freight as assessed on Bill of Lading date and on date of arrival in Brazil.

Black Sea

In the absence of confirmed sales and/or bids/offers, netback calculations on sales of duty-free material from Egypt are used, adjusted for duty and freight differentials. Similarly, confirmed inland sales and CFR deals for duty exempt product in key destinations such as Turkey, Italy, Spain and France are worked back, deducting costs, duty element and freight. Calculations are also employed on confirmed sales of granular urea in Latin America and on NOLA barge values, duly adjusted for costs and quantity variances in the case of the latter.

Baltic Sea

In the absence of confirmed sales and/or bids/offers, netback calculations on sales of duty-free material from Egypt are used, adjusted for duty and freight. Similarly, confirmed inland sales and CFR deals for duty exempt product in key destinations such as UK, France, Germany and Benelux terminals are worked back, deducting costs, duty element and freight. Calculations are also employed on confirmed sales of granular urea in Latin America and on NOLA barge values, duly adjusted for costs and quantity variances in the case of the latter.

Middle East Granular (US netback)

Netback calculation based on prevailing barge values in the US, applying the following formula: \$/st FOB NOLA - \$6/st handling * 1.1023 = \$/mt CFR – actual freight + costs assessed from Middle East = \$/mt FOB Middle East.

Middle East Granular (all netbacks)

Is an aggregate of “US netback” and “non-US netbacks”.

Iran

Values are assessed in US dollars but these are based on prices agreed in other currencies at prevailing rates. Sanctions severely impacted trade in 2019/20. Countertrade was active with Brazil. Turkey continues imports, as do trades via China re-exports, but restrictions restrict business.

Indonesia (granular)

Mainly tenders. Mostly traded for regional markets, e.g. Thailand, Australia, South Korea and Taiwan, China, but also to Indian Subcontinent and the Americas, including the US Gulf. Kaltim tends to set reserve prices (minimum acceptable) in sales tenders.

Venezuela

Venezuelan business is quoted for export on an FOB or CFR basis to its destination while Trinidad exports are only cited on a CFR basis to markets in the Americas and Europe.

US/Canada

In the US, material is primarily shipped to distributors selling to retailers that serve growers. Business is reported by producers, importers and traders along the river system. In California and the Pacific Northwest, prices of urea tend to remain fixed through application seasons. In Canada, price lists from producers are used to set pricing plus reports from distributors and importers – prices may remain unchanged for 3-4 months between applications windows.

France granular

Prices are typically fixed via negotiations between co-ops/distributors and importers. Notional price may be calculated using FOB Egypt + freight + cost of discharge at average €6-8/t + miscellaneous costs at around €5= FOT breakeven.

Mediterranean granular CFR

Notional FOB price may be calculated using freight cost based on the prevailing Egyptian FOB price.

Southeast Asia

Contract prices in Thailand and Philippines are fixed via formulae. Spot business is agreed via negotiations.

South Korea

The notional FOB price may be calculated using freight cost based on prevailing Middle East and Chinese FOB prices.

UAN

Baltic Sea

Following the EU’s decision to impose anti-dumping duties on UAN entering the Union from the US, Russia and Trinidad & Tobago, the Baltic Sea price now reflects the EU dutiable value at the low end (applying the lowest duty of €27.77/t) and the duty-free netback for EU-produced UAN/Baltic long-haul UAN at the high end. Antidumping duties will be on the customs value of the product entering the EU.

US Midwest

Most product enters the region by barge or rail as 32% solution, before being distributed by the truckload usually as 28% solution.

US East Coast

Reflects trade between importers and US suppliers, plus producer price lists. Much of the UAN- 32 movement from the East Coast is destined for the Midwest, but the truck market is active at the same times of year for the local markets. Unlike the Midwest, most truck distribution is in 32% concentration, but pricing still often quoted in units of N by market players.

US Pacific Northwest

Reflects trade between importers and US suppliers, plus producer price lists. Much of the UAN- 32 movement from the East Coast is destined for the Midwest, but the truck market is active at the same times of year for the local markets. Unlike the Midwest, most truck distribution is in 32% concentration, but pricing is still often quoted in units of N by market players.

US Southern Plains

Reflects business concluded by distributors, plus CF Industries and Nutrien. Most product enters the region by barge or rail as 32% solution, before being distributed by the truckload usually as 28% solution.

US New Orleans

Reflects trade between importers, up-river distributors, plus producer price lists. Much of the UAN- 32 movement from the East Coast is destined for the Midwest, but the truck market is active at the same times of year for the local markets.

France

Up to four weeks forward, except in June-August when forward prices for 'new season' as many as 90 days ahead may be used. Acron exports Russian product from Silimae in Estonia.

US East Coast

Reflects trade between importers and US suppliers, plus producer price lists. Much of the UAN-32 movement from the East Coast is destined for the Midwest, but the truck market is active at the same times of year for the local markets. Unlike the Midwest, most truck distribution is in 32% concentration, but pricing still often quoted in units of N by market players.

US California

Communications with importers and US suppliers, plus producer price lists. Almost all the product movement is handled by rail cars, many of which act as storage for distributors due to a lack of tank space. Unlike the Midwest, most truck distribution is in 32% concentration, but pricing still quoted in units of N by market players.

Ammonium Sulphate

US New Orleans

Values represent reports from distributors and other suppliers of spot sales to end users (retailers). Producer price lists to retailers may also be taken into account when available.

Ammonium Nitrate

Western Canada

Values represent reports from distributors and other suppliers of spot sales to end users (retailers). Producer price lists to retailers may also be taken into account when available.

US Midwest, Southern Plains

Most product enters the region by barge or rail, before being distributed by the truckload.

Brazil

The low end of the assessment is based on sales of part cargoes and/or combination shipments.

Calcium Ammonium Nitrate

Germany and Benelux

Assessments are based on posted prices by local producers Yara and OCI duly adjusted by input from importers and distributors such as key co-operatives and independent traders.

Ammonia

Middle East

In the absence of netbacks provided by market participants, prices can be derived from CFR contract prices reported by buyers and sellers in India, South Korea, Taiwan, China and China using prevailing freight rates to ascertain the FOB level. Sales to India and the Far East from other supply sources may also be used for netback calculations in the absence of confirmed Middle East contract prices.

Caribbean

Price may be netted back from CFR sales ex-Trinidad and Tobago and Venezuela.

New Orleans, Midwest, Northern Plains, Southern Plains, California

The assessment incorporates producer price lists and reports from inland resellers. Prices do not shift as frequently as in the international market as supply is very controlled, mostly due to logistical limitations of available barges. Prices can be derived based on end-user sales and replacement costs basis recent US Gulf imports.

In the Midwest, Northern and Southern Plains reporting on forward offers is as important as business in the prompt market, as a vast majority of business is completed on a forward or indexed basis.

In the Southern Plains and California prices will shift in season and during fill seasons, but not as frequently as dry forms of nitrogen.

Northwest Europe

An indicative price may be applied based on the FOB Black Sea and Baltic Sea price assessments plus freight and costs

Turkey

Buyers in Turkey include Toros, Gemlik Gübre, Pektim, Ege Gübre and Bagfas. An indicative price assessment may be made based on the Black Sea FOB price plus freight assessed basis prevailing time-charter rates.

India

Standard formula for contract cargoes is based on Middle East FOB plus freight as published by select fertilizer market reports. Spot sales occur from time to time along with FACT tender purchases.

Far East

Long-term contracts priced via formulae to South Korea, China and Taiwan, China. Standard formula is based on Middle East/Southeast Asia FOB plus freight. In the absence of confirmed spot deals and/or pricing via formulae, an indicative price may be applied based on the FOB Middle East contract or Southeast Asia FOB price assessments plus freight and costs.

Southeast Asia

CFR mainly annual contracts based on Middle East Gulf spot/contract; spot includes regular purchase tenders by Vinachem in Vietnam, Gresik in Indonesia and Philphos in the Philippines. An indicative price may be applied based on the FOB Southeast Asia price assessment plus freight and costs.

FOB Southeast Asia – an indicative price may be applied based on the CFR Southeast Asia price assessment minus freight and costs.

US Gulf

Spot cargoes have 30-60 day lead times, routine business includes shipments from the Caribbean and the FSU.

US Tampa

The previous negotiated price stands until new monthly agreement is reached or a separate spot cargo is confirmed.

Low-Emissions Ammonia

CRU assumes that “green” ammonia will contain zero tonnes carbon dioxide equivalent per tonne ammonia; and that “blue” ammonia will contain 0.84 tonnes or less carbon dioxide equivalent per tonne ammonia.

CRU will calculate the premium for “green” and “blue” ammonia by calculating the emissions mitigated by using these products versus using domestically produced ammonia from either the Netherlands or Belgium using our proprietary Emissions Analysis Tool. The value of the emission mitigated will be determined by the weekly average mean EU ETS emission price in euros supplied by EEX adjusted by the weekly average EUR/USD exchange rate supplied by the LME. The assumption is that by using the Low Emission Ammonia products over traditional grey ammonia, it will allow producers to sell the saved EU ETS free allowances into that market.

As these markets develop CRU will regularly update our methodology to reflect updated specifications on carbon dioxide levels and EU legislation.

Phosphates

US Tampa

The 6,000 t minimum lots may include multiples - for example 3x3,000 t from the supplier in the same week for DAP and MAP. All Tampa terminals, Pascagoula MS and New Orleans are included (if transferred from barges or loaded from Mosaic’s Donaldsonville LA plant).

Producer or trader sales made FOB or derived from CFR business. Generally only spot business, except in the case where a long-term price agreement includes a cargo that will load within the next 30 days. In addition, producer cargoes loaded for discharge in Latin America often are made up of multiple sales to multiple end users made before and after loading. These can yield multiple prices from a single cargo.

Saudi Arabia

The price assessment reflects Saudi Arabia sourced DAP via Sabic, Mosaic and Ma’aden typically on a netback on CFR sales to India, East Africa, the US and South Africa. Ma’aden and Sabic jointly market the production from the Raz-Al-Khair plant. It also includes Wa’ad Al Shamal DAP tonnage from Ma’aden, Sabic and Mosaic.

Baltic/Black Sea

Typical cargo sizes of 3-10,000 t (Europe, incl. Turkey); 25-35,000 t (Brazil/Argentina); 30-40,000 t (India); 25-50,000 t (other Asian markets and the US). Sales are typically on an FOB basis to northwest/eastern Europe and Turkey, or based on a netback on CFR sales to Brazil/Argentina, India and the US. For MAP 11-52-0 and 12-52-0 (PhosAgro/Russia) are included and MAP 11-52-0 and 12-52-0 (EuroChem/Russia).

North Africa

Price assessment reflects the low end and the high end of the combined FOB Tunisia and Morocco price assessment range.

Morocco

Typical cargoes of 25-30,000 mt (Brazil/Argentina), usually in combination with MAP; 5-10,000 mt (western/ southern Europe); 50-55,000 mt (India/Pakistan), 50-55,000 mt (USA). Morocco’s US netback DAP/MAP price is based on the likely netback from latest New Orleans FOB price.

China

Typical cargoes of 40-60,000 t (India); 40-50,000 t (Pakistan/Bangladesh); 10-15,000 t (Vietnam).

Mexico

Price assessment reflects the likely netback on sales to the US, Latin and Central America largely on a spot basis usually via

traders. Australian business (mainly MAP) is predominantly on a contract basis and concluded directly.

Jordan

Typical cargoes of 20-40,000 t (India); 5-20,000 t (Turkey and Med markets).

Australia

Quantum has an exclusive contract to market DAP/MAP manufactured by Australian producer Incitec Pivot. It reflects mainly spot sales on a netback on CFR sales to the Indian Subcontinent. Export sales are seasonal, beginning around April and winding down around October, with the start of the domestic season in Australia. Contract business to New Zealand is not included in the price assessment, as formula pricing applies. As a seasonal exporter, a “no market” footnote may apply from March through October.

US Central Florida

The vast majority of DAP and MAP moves from Florida plants by unit trains of 60 or more railcars.

US New Orleans

All DAP and MAP FOB indications are based on an assumption the barge starts at the mouth of the US Gulf.

US Midwest, Cincinnati

US is generally a black-DAP market. Other coloured product often must be discounted except in periods of very high demand. Assessments made including data from producer price lists and communications with independent distributors. In an extended absence of new business distributors’ postings or fill offers for the region from producers can be used to provide indicative prices.

For MAP, business is reported by producers, distributors and retailers and covers retailers in Nebraska, northern Kansas, Missouri, Iowa, Minnesota, Iowa, Illinois and Ohio. Most DAP/MAP enters the region by barge or rail, before being distributed by the truckload or by rail. The colour of MAP is not critical.

US California/US Northwest

DAP and MAP in the state generally sell at the same price (assuming 11-52-0 MAP), therefore MAP quotes in California can be used to indicate DAP values.

US Southern Plains

The Southern Plains granular DAP/MAP price assessments provide an overall range for product sold in Arkansas, southern Kansas, Oklahoma and Texas. Fertilizer Week also provides a subset within the region, defined as “Tulsa.” This price line is limited to business reported from the Oklahoma terminals at Inola, Catoosa, Muskogee and Webbers Falls.

Argentina/Uruguay

If there is enough trading activity in neighbouring Brazil, the price point may be assessed at a premium to the MAP CFR Brazil price assessment by incorporating the freight differential, which typically varies from \$5-10/t depending on the number of discharge ports.

China EXW, 11-44

Most orders are placed before the two major buying seasons in spring and autumn begin. Distributors also build the stock in off season when the price is close to the bottom of the market or they replenish their stock during the buying season. Prices and settlement method are adjusted according to the market situation. In most actual cases, producers will quote a delivered price to the railway station at buyer’s location. Deducting railway freight rate gives the netback ex-factory price.

MAP 11-44 mainly reflects sales by the largest Chinese producers, eg. YTH, Kailin, Wengfu, Yihua and New Yangfeng either directly or via traders. Sales typically based on a netback on CFR sales to Brazil, Australia, India or Southeast Asia.

Since NPK plants are major buyers of MAP in China, orders are placed before the two major buying seasons in spring and autumn begin. NPK producers also build the stock in summer for top dressing of maize or replenish their stock during the buying season.

Brazil

Typically cargoes from Phos-Agro/Russia, EuroChem/Russia); Granular MAP 11-52-0, (typically OCP/Morocco, Mosaic/ US, GCT/Tunisia, MPC/Saudi Arabia, Fertinal/Mexico, Foskor/South Africa, IPL/Australia, Various/China). In the absence of bids or offers, the price may be assessed based on the MAP FOB Baltic/Black Sea price.

TSP

Morocco

OCP sales are typically made on an FOB basis to western Europe, or based on a netback on CFR sales to Brazil, Bangladesh or the US.

Tunisia

Price assessment reflects Tunisian producer GCT sales typically on a FOB basis to western Europe, or based on a netback on CFR sales to Brazil or Bangladesh.

China

Typical cargoes are 25-30,000 t (Iran); 25-30,000 t (Brazil); 10-20,000 t (Sri Lanka). 5,000 t is minimum size for assessment.

Brazil

Key TSP importers including Mosaic, Fertipar, Yara, ADM and Heringer, If no bids or offers reported, it is to be assessed based on the MAP CFR Brazil price at a discount, which varies between \$80-120/t depending on trading.

Phosphoric Acid

Phosphoric acid prices may be change retrospectively after contracts are agreed with prices backdated to the official start date of a quarterly or half-yearly contract. The previous assessment stands until a new contract price is agreed.

North Africa

Typical cargos are 25-30,000 t solution (16-18,000 t P2O5 based on 53.5% average ratio) for India and 5-10,000 t 53.5% solution for Europe. 5,000 t 53.5% solution is minimum size for assessment. Sales by OCP and Tunisian producer GCT's sales typically on a CFR basis to India, Brazil and western Europe.

Brazil

Typical cargoes 5-10,000 t 54% solution. 5,000 t 53% solution is minimum size for assessment. The assessment reflects quarterly contracts and spot sales on a CFR basis with buyers (mainly animal feed producers such as DSM/Tortuga).

India

Typical cargo 25-30,000 t solution (16-18,000 t P2O5 based on 53% average ratio). 5,000 t 53% solution is minimum size for assessment. The price assessment reflects quarterly contracts on a CFR basis with buyers IFFCO, PPL, CIL, ZIL, MCFL, GSFC, DFCL, FACT and TCL.

Northwest Europe

Typical cargo of 5-10,000 t 53% solution on average. 5,000 t 53% solution is minimum size for assessment. The price assessment reflects quarterly contracts on a CFR basis with buyers Phosphea; Prayon, Belgium (50/50 joint venture between the Walloon government and OCP); Yara, Belgium; Rosier, Belgium and others. The assessment comprises four price points, the spot phosphoric acid price, the fertilizer-grade contract price, the feed-grade contract price and the technical/food grade contract price.

Phosphate Rock

Morocco

Price reflects Moroccan producer OCP's sales typically on a CFR basis to India, and on an FOB basis to some markets. The prior quarter's price stands until a new price is agreed.

Algeria

Price reflects sales typically on a CFR and FOB basis to India and other markets. The prior quarter's price stands until a new price is agreed.

Jordan

Price reflects Jordanian producer JPMC sales typically on an FOB basis to India, and to other markets such as Indonesia and Brazil. The prior quarter's price stands until a new price is agreed.

Egypt

Price reflects trader sales typically on a CFR basis to India and other markets. Sales are often led by Egyptian export arm EMPHCO. The prior quarter's price stands until a new price is agreed.

Peru

Price reflects sales typically on a CFR and FOB basis to India and other markets. The prior quarter's price stands until a new price is agreed.

India

Price reflects sales by multiple suppliers typically on a CFR basis to a number of importers. The prior quarter's price stands until a new price is agreed.

SSP

Brazil

Price reflects sales of domestic producers on a CPT basis at Rondonopolis, the country's main distribution centre.

NPKs

Baltic Sea

When no confirmed sales are reported, delivered values in China and Thailand may be used for netback calculations (15-15-15 and 16-16-16). For 10-26-26, when no confirmed sales are reported, delivered values in India are used for netback calculations

Morocco

NPS shipment prices (19-38-0-7) to Ethiopia under yearly tender process but also includes other monthly spot sales. Prices reflect netback FOB levels from tender to Ethiopia or spot sales to any other markets. If no bids or offers reported, it is assessed No Market.

For 12-46-0-7, if no bids or offers are reported, the price is to be assessed based on a discount from the MAP FOB Morocco price assessment.

For 15-15-15, typical cargoes of 10-20,000 t (Europe/Brazil), 30,000 t (West Africa). 5,000 t is minimum size for assessment. If no bids or offers are reported, it is to be assessed based on the NPK FOB Baltic Sea 15-15-15 price assessment.

China, Southeast Asia, India

For 16-16-16 and 10-26-26, the price is derived from reported sales by producers such as Acron and PhosAgro. For 20-20-0-13 into India, prices are derived from reported sales by producers such as Petrokimia Gresik, Acron and PhosAgro.

For China 15-15-15 EXW prices, most orders are placed before the two major buying seasons in spring and autumn start. Distributors also build the stock in off season when prices are near a floor or replenish their stock during the buying season. Prices and settlement method are adjusted by market situation. In most cases, producers will quote a delivered price to the railway station at buyer' location deducting the railway freight rate, to give a netback the ex-factory price.

Brazil

For 12-46-0-7, prices are derived from reported sales by OCP into the Brazilian market to buyers such as Fertipar, Heringer and Yara. If no bids or offers are reported, it is to be assessed based on the MAP CFR Brazil price assessment.

West Africa

If no bids or offers are reported, it is to be assessed based on NPK Morocco 15-15-15 assessment.

Potash

Vancouver

Price for standard MOP is assessed by calculating the netback against CFR sales to key consumer markets India, China and Southeast Asia. Granular MOP price is assessed by calculating the netback against CFR sales to key consumer markets Brazil and Southeast Asia.

Jordan/Israel

Price (standard MOP) assessed by calculating the netback against CFR sales to key consumer markets India, China and Southeast Asia.

Baltic Sea

Price for standard MOP assessed by calculating the netback against CFR sales to key consumer markets India, China and Southeast Asia. Baltic granular assessed by calculating the netback against CFR sales to key consumer markets Brazil and Southeast Asia.

China

Price announced by suppliers and buyers for seaborne shipments made during the specified contract period. The price reflects Chinese importers' purchases on a CFR basis. One of the main suppliers to conclude a contract announces a price which becomes the new contract price benchmark for the period with other producers typically although not always following suit in supplying Chinese importers at the same price level. Contract price remains in place as the weekly assessment until a new price is settled even if the supply period has ended.

India

India's import contract prices are announced by an international supplier, with others typically although not always following suit in supplying Indian importers at the same price during the specified contract period. Contract price remains in place as the weekly assessment until a new price is settled even if the supply period has ended.

Southeast Asia

Spot price assessment for standard MOP includes prices in Malaysia, Indonesia, Vietnam and Thailand.

China/Russia

Price reflects the sales of Uralkali by rail on a DAP basis from Russia to China via the inland port of Manzhouli. Main players are Chinese cross-border MOP importers, especially Suifenhe Longsheng, Sinofert and CNAMPGC. Assessment may also incorporate cross-border rail shipments made by EuroChem.

Saskatchewan

Price assessment uses producer price lists, communication with independent distributors in the US domestic markets. The

same mines supply exports through Vancouver, BC. Price can be inferred from US Midwest. Most product sold for forward delivery rather than spot prompt.

New Orleans

The price can be derived from US Midwest and Southern Plains markets in the absence of new spot business, but only when the upper Mississippi River system is open.

US Midwest, US South

Most product enters the region by barge or rail, before being distributed by the truckload. Confirmed FOB New Orleans barge quotes and/or Midwest FOB prices can be used to derive the delivered barge price.

SOP

NW Europe

Price largely reflects spot and short-term contract sales concluded by key suppliers K+S and Tessenderlo on FCA basis, with other suppliers following suit.

Sulphur

Vancouver

Price assessment includes netbacks on spot sales on a CFR basis from key producers and marketing firms such as Shell, Petrosul and Husky to all overseas destinations, though primarily into China (key ports of Nantong and Qingdao) and Brazil (key ports of Paranagua, Rio Grande and Santos).

Middle East

Assessment excludes Iran. Spot sales are mostly granular, though sometimes crushed-lump which secures a lower price and not used to reflect main-stream sulphur prices but may be used to establish low-end. Price series launched June 2003.

Quarterly contracts concluded between main suppliers in region including KPC (Kuwait), Adnoc (UAE) and phosphate buyers such as OCP and GCT in North Africa and international traders. The prior quarter's price stands until new price is agreed.

Adnoc monthly contract is a benchmark Middle East price issued on a monthly basis by UAE's Adnoc. Primarily a contract price for consumers in India but is used as a key indicator for other markets and seen as a yardstick for market sentiment. Prior month's price stands until new price is agreed.

Tasweeq posts its price publicly and there is no negotiation. Prior month's price stands until new price agreed.

China

Delivered product into China. One of the most watched sulphur price points as very fluid and seen as a key benchmark of the international sulphur market. Assessment includes crushed lump since the end of 2013 due to an anticipated increase in crushed product sold into China from 2014.

India

Indian importers are main driver of this price point – another fluid price – which stems primarily from tenders issued by major phosphate producers. If tenders unclear results unclear, assessment can in part be assessed by adding freight component and other related costs to the Middle East FOB benchmark. The price assessment is independent from the Adnoc monthly contract price benchmark.

Brazil

Primarily material from the Middle East, FSU, and US Gulf.

Tampa

Prior quarter's price stands until new price agreed.

Northwest Europe

The contract covers mainly inland road deliveries. Based on contracts between major sellers and leading buyers. Prior quarter's price stands until new price agreed.

Benelux

Contract covers mainly inland Rhine river and rail deliveries. Prior quarter's price stands until new price agreed.

Sulphuric Acid

Northwest Europe

For spot acid supplies out of Europe, including to Brazil and US Gulf

The CFR price largely reflects business concluded by major European producers with European consumers. Prior quarter's price stands until new price agreed.

Turkey

Price reflects spot and contract business largely concluded by Aurubis.

US Gulf

Price reflects spot business concluded by traders and producers for shipments to the US Gulf, typically on European origin.

Brazil

Price assessment reflects spot business to Brazilian consumers. Typically of European origin, but also from Far East and elsewhere.

Chile

Price reflects business carried out by key suppliers to the country. Mostly of Far East origin.

Contract price reflects annual contract established between key acid suppliers and Chilean consumers for leaching operations in Chile.

3 Definitions

UREA PRILLED - FOB

Black Sea

DataLab name:	Urea, Prilled Bulk, Spot price; Black Sea, FOB
Grade:	Urea - prilled - 46% N. 90% 1-4 mm
Incoterm:	FOB
Credit/payment terms:	Pre-payment or sight LC
Packaging:	Bulk
Loading location:	Yuzhnyy, Tuapse, Novorossiysk
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	2,000 t to 70,000 t
Timing:	Prompt business up to six weeks forward
Consumer markets:	Worldwide
Key supply sources:	Russia and Ukraine: OPZ, DnieproAzot, EuroChem. TogliattiAzot and Salavat occasionally ships via Yuzhnyy
Duties/tariffs:	No export taxes. Turkey charges 6.5% on imports from all FSU. Ukraine duty into EU is 4.7%. All other FSU is 6.5%
Background:	Price series launched May 2000

Baltic Sea

DataLab name:	Urea, Prilled Bulk, Spot price; Baltic Sea, FOB
Grade:	Urea - prilled - 46%. 90% 1-4 mm
Incoterm:	FOB
Credit/payment terms:	Pre-payment or sight LC
Packaging:	Bulk
Loading location:	Ventspils, St. Petersburg, Riga, Klaipeda, Muuga, Kotka
Type:	Spot
Consumer markets:	Worldwide
Currency:	US dollar
Weight unit:	Metric tonne
Size:	2,000 t up to 45,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Russia, Belarus, Lithuania, (Estonia if Nitrofert returns)
Duties/tariffs:	No export taxes. EU and Turkey charge 6.5% on all imports from Russia
Background:	Price series launched April 1999

Middle East Prilled

DataLab name:	Urea, Prilled Bulk, Spot price; Middle East, FOB
Grade:	Urea - granular - 46% N. 90% 2-4 mm
Incoterm:	FOB
Credit/payment terms:	Pre-payment or sight LC
Packaging:	Bulk
Loading location:	Mesaieed/Qatar and Jubail/Saudi Arabia
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	10,000 t to 40,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Qafco and Sabic
Duties/tariffs:	No export taxes on Qatar and Saudi exports
Background:	Prices series launched April 1999

Indonesia

DataLab name:	Urea, Prilled Bulk, Spot price; Indonesia, FOB
Grade:	Urea - prilled - 46% N. 90% 1-4 mm

Incoterm:	FOB
Credit/payment terms:	Sight LC
Packaging:	Bulk
Loading location:	Kaltim/Bontang, Pusri/Palembang and Gresik/Gresik. Kujang offers prills in bags
Consumer markets:	Regional markets and Indian Subcontinent
Type:	Spot, via sales tenders conducted by Pusri Holdings (Persero)
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 20,000 t
Timing:	Prompt business up to four weeks forward
Key supply sources:	PIM, Pusri and Gresik (Gresik is bagged urea as is Kujang)
Duties/tariffs:	Duty at the prevailing rate
Background:	Price series launched April 1987

China

DataLab name:	Urea, Prilled Bulk, Spot price; China, FOB
Grade:	Urea - prilled - 46% N. 90% 1-4 mm
Incoterm:	FOB
Credit/payment terms:	Sight LC
Packaging:	Bulk
Loading location:	Various
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 50,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	CNAMPGC, Sinofert, Sinochem, Sinopec and direct producers
Duties/tariffs:	No export tax in 2019. EU duty: 6.5%. US duty for 2019 applies, but is subject to change
Background:	Price series launched November 2000
Frequency:	Weekly

UREA PRILLED EXW

China

DataLab name:	Urea, Prilled Bagged, Spot price; China, North, EXW
Grade:	Prilled urea 46-0-0
Incoterm:	EXW
Credit/payment terms:	Cash payment or acceptance bill
Packaging:	50kg/bag, sometimes 1 tonne/bag
Loading location:	Northern China including Shandong, Shanxi, Hebei, Henan
Type:	Spot
Currency:	Renminbi
Weight unit:	Metric tonne
Size:	100 t or more
Timing:	Prompt business within one week
Key supply sources:	Producers in Northern China
Duties/tariffs:	Not applicable
Background:	Price series launched January 2008
Frequency:	Weekly

UREA PRILLED CFR

Mediterranean (duty paid)

DataLab name:	Urea, Prilled Bulk, Spot price, Duty paid; Mediterranean, CFR
Grade:	Urea - prilled - 46% N. 90% 1-4 mm
Incoterm:	CFR
Credit/payment terms:	Sight LC or deferred payment up to 180 days from BL date

Packaging:	Bulk
Delivery location:	Turkey, Italy, Spain, North Africa
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t or more
Timing:	Prompt business up to six weeks forward.
Key supply sources:	Russia, Ukraine, Egypt, Croatia.
Duties/tariffs:	6.5% tax on Russian plus Middle East and 4.7% on Ukraine in EU. Turkish tax on Ukraine is 6.5%
Background:	Price series launched May 2006

Southeast Asia

DataLab name:	Urea, Liquid Bulk, Spot price; Asia, Southeast, CFR
Grade:	Urea - prilled - 46% N. 90% 1-4 mm
Incoterm:	CFR
Credit/payment terms:	Sight LC or prepayment. Credit sometime requested
Packaging:	Bulk
Delivery location:	All main Vietnamese and Philippine ports
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 50,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Middle East, China, Indonesia, Malaysia and Brunei
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched July 2022

UREA PRILLED/GRANULAR CFR

India

DataLab name:	Urea, Prilled/Granular Bulk, Spot price; India, CFR
Grade:	Urea – prilled/granular - 46% N. 90% 1-4
Incoterm:	CFR
Credit/payment terms:	Sight LC
Packaging:	Bulk
Delivery location:	East and West Coast Indian ports
Type:	Spot. Price assessed against public tenders and spot sales for industrial use
Currency:	US dollar
Weight unit:	Metric tonne
Size:	25,000 t to 70,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Middle East, China, FSU, Iran, Indonesia, Malaysia and Egypt. Iran excluded in 2019, but Iranian urea transhipped via China still features
Duties/tariffs:	At prevailing rates
Background:	Price series launched May 2006

UREA GRANULAR FOB

Black Sea

DataLab name:	Urea, Granular Bulk, Spot price; Black Sea, FOB
Grade:	Urea - Granular - 46% N. 90% 2-4 mm
Incoterm:	FOB
Credit/payment terms:	Pre-payment or sight LC
Packaging:	Bulk

Loading location:	Yuzhnyy, Tuapse, Nikolaev, Kavkaz anchorage, Poti
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 45,000 t
Timing:	Prompt business up to six weeks forward
Consumer Markets:	Worldwide with emphasis on southern Europe, the Americas and India
Key supply sources:	Russia, Azerbaijan and Turkmenistan
Duties/tariffs:	No export taxes. EU and Turkey charge 6.5% on imports from FSU. Ukraine duty is 4.7%
Background:	Price series launched November 2012

Baltic Sea

DataLab name:	Urea, Granular Bulk, Spot price; Baltic Sea, FOB
Grade:	Urea - Granular - 46% N. 90% 2-4 mm
Incoterm:	FOB
Credit/payment terms:	Pre-payment, sight LC
Packaging:	Bulk
Loading location:	Klaipeda, Ust Luga and Kotka
Consumer markets:	Worldwide, but emphasis on northwest Europe and Americas.
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	2,000 t to 35,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Russia and Belarus
Duties/tariffs:	No export taxes. EU plus Turkey charge 6.5% on imports from Russia and Belarus
Background:	Price series launched November 2012

Middle East (US netback)

DataLab name:	Urea, Granular Bulk, Spot price; Middle East (USA netbacks), FOB
Grade:	Urea - granular - 46% N. 90% 2-4 mm
Incoterm:	FOB
Credit/payment terms:	Sight LC or CAD
Packaging:	Bulk
Loading location:	Mesaieed/Qatar, Jubail/Saudi Arabia, Sitra/Bahrain, Ruwais/UAE, Sohar/ Oman
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	25,000 t to 50,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Qafco/Muntajat, Sabic, PIC/GPIC, ADNOC and SIUCI
Duties/tariffs:	At prevailing rates
Background:	Price series launched November 2012

Middle East (non-US netback)

DataLab name:	Urea, Granular Bulk, Spot price; Middle East, FOB
Grade:	Urea - granular - 46% N. 90% 2-4 mm
Incoterm:	FOB
Credit/payment terms:	Sight LC or CAD
Packaging:	Bulk
Loading location:	Mesaieed/Qatar, Jubail/Saudi Arabia, Shuaiba/Kuwait, Sitra/Bahrain, Ruwais/UAE, Sohar/Oman. Iran excluded from the assessment
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	10,000 t to 50,000 t
Timing:	Prompt business up to six weeks forward

Key supply sources: Qafco, Sabic, PIC/GPIC, Fertil and SIUCI. OMIFCO/Oman output is delivered exclusively to India under JV contract

Duties/tariffs: No export tax. Pays 6.5% duty to EU

Background: Price series launched November 2012

Middle East (all netbacks)

DataLab name: Urea, Granular Bulk, Spot price; Middle East (all netbacks), FOB

Grade: Urea - granular - 46% N. 90% 2-4 mm

Incoterm: FOB

Credit/payment terms: Sight LC or CAD

Packaging: Bulk

Loading location: Mesaieed/Qatar, Jubail/Saudi Arabia, Shuaiba/Kuwait, Sitra/Bahrain, Ruwais/UAE, Sohar/ Oman. Iran excluded

Type: Spot and contract

Currency: US dollar

Weight unit: Metric tonne

Size: 10,000 t up to 50,000 t

Timing: Prompt business up to six weeks forward

Key supply sources: Qafco, Sabic, PIC/GPIC, Fertil and SIUCI. OMIFCO/Oman output is delivered exclusively to India under JV contract

Duties/tariffs: No export tax. Pays 6.5% duty into EU

Background: Price series launched April 1999

Iran

DataLab name: Urea, Granular Bulk, Spot price; Iran, FOB

Grade: Urea - granular - 46% N. 90% 2-4 mm

Incoterm: FOB

Credit/payment terms: Sight LC or CAD

Packaging: Bulk

Loading location: Iranian ports of Assaluyeh, Bandar Khomeini, Bandar Abbas

Type: Spot and contract

Weight unit: Metric tonne

Size: 10,000 t to 50,000 t

Timing: Prompt business up to six weeks forward

Key supply sources: Shiraz Petrochemical, Razi Petrochemical, National Petrochemical

Duties/tariffs: No export tax. Pays 6.5% duty to EU

Background: Price series launched September 2016

China

DataLab name: Urea, Granular Bulk, Spot price; China, FOB

Grade: Urea - granular - 46% N. 90% 2-4 mm

Incoterm: FOB

Credit/payment terms: Sight LC or CAD

Packaging: Bulk

Loading location: Various

Type: Spot

Weight unit: Metric tonne

Size: 5,000 t to 50,000 t

Timing: Prompt business up to six weeks forward

Key supply sources: Various major producers

Duties/tariffs: No export tax

Background: Price series launched February 2015

Frequency: Weekly

Nigeria

DataLab name: Urea, Granular Bulk, Spot price; Nigeria, FOB

Grade: Urea - granular - 46% N. 90% 2-4 mm

Incoterm:	FOB
Credit/payment terms:	Sight LC or CAD
Packaging:	Bulk
Loading location:	Port Harcourt, Nigeria – OIPL/Onne Port Terminal
Consumer markets:	Worldwide
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	10,000 t to 35,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Indorama Eleme Fertilizer & Chemicals, Notore Chemical Industries
Duties/tariffs:	No export tax. Pays 6.5% duty into EU
Background:	Price series launched October 2016

Egypt

DataLab name:	Urea, Granular Bulk, Spot price; Egypt, FOB
Grade:	Urea - granular - 46% N. 90% 2-4 mm
Incoterm:	FOB
Credit/payment terms:	Sight LC or CAD
Packaging:	Bulk
Loading location:	Alexandria, Damietta, Abu Qir, El Dekheila and Adabiya (Red Sea)
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 40,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	MOPCO, Fertiglobe, HFC, Abu Qir and AFC
Duties/tariffs:	At prevailing rates
Background:	Price series launched July 2002

Algeria

DataLab name:	Urea, Granular Bulk, Spot price; Algeria, FOB
Grade:	Urea - granular - 46% N. 90% 2-4 mm
Incoterm:	FOB
Credit/payment terms:	Sight LC or CAD
Packaging:	Bulk
Loading location:	Arzew, Algeria
Consumer markets:	Worldwide, but emphasis on Europe and Americas
Type:	Spot/tender sales plus offtake agreements priced via formula
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 40,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Producer Sorfert, Arzew (JV between Sonatrach and OCI), AOA
Duties/tariffs:	No export duty. Algerian urea enters EU free of duty, and pays 6.5% into Turkey
Background:	Price series launched November 2013

Malaysia

DataLab name:	Urea, Granular Bulk, Spot price; Malaysia, FOB
Grade:	Urea - granular - 46% N. 90% 2-4 mm
Incoterm:	FOB
Credit/payment terms:	Prepay or sight LC
Packaging:	Bulk
Loading location:	Sipitang/Bontang and Gurun/Bintulu
Consumer markets:	Worldwide
Type:	Contract and spot
Currency:	US dollar

Weight unit:	Metric tonne
Size:	5,000 t to 40,000 t
Timing:	Prompt business up to six weeks forward
Key supply source:	Petronas
Duties/tariffs:	At prevailing rates
Background:	Price series launched April 2005

Indonesia

DataLab name:	Urea, Granular Bulk, Spot price; Indonesia, FOB
Grade:	Urea - granular - 46% N. 90% 1-4 mm
Incoterm:	FOB
Credit/payment terms:	Sight LC
Packaging:	Bulk
Loading location:	Pupuk Kaltim/Bontang
Consumer markets:	Worldwide
Type:	Spot, via sales tenders conducted by Pusri Holdings (Persero)
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 40,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Pusri and Kaltim
Duties/tariffs:	At prevailing rates
Background:	Price series launched April 2005

US New Orleans barge Spot

DataLab name:	Urea, Granular Bulk, Spot price; USA, New Orleans, FOB, Barge
Grade:	Granular 46-0-0
Incoterm:	FOB st
Credit/payment terms:	Cash/sight payment payment
Packaging:	Bulk
Loading location:	Barges loaded from plants in US Gulf or vessels discharging along lower Mississippi River in Louisiana
Type:	Spot
Currency:	US dollars
Weight unit:	Short ton
Size:	1,500 st barges
Timing:	Prompt business up to two weeks forward
Consumer markets:	Distributors along the Mississippi River system, including the Ohio, Illinois and Arkansas rivers
Duties/tariffs:	At prevailing rates
Background:	Price series launched August 2001

US Midwest

DataLab name:	Urea, Granular Bulk, Spot price; USA, Midwest, FOB
Grade:	Granular 46-0-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	River terminals and inland warehouses across the region
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton
Size:	25 st lots
Timing:	Prompt business up to two weeks forward
Key supply sources:	Product is railed by producers in the US and Canada, or from US Gulf and East Coast ports from overseas plants
Duties/tariffs:	At prevailing rates

Background: Price series launched July 1990

US Great Lakes

DataLab name: Urea, Granular Bulk, Spot price; USA, Great Lakes, FOB
Grade: Granular 46-0-0
Incoterm: FOB
Credit/payment terms: Cash/sight payment
Packaging: Bulk
Loading location: River terminals and inland warehouses across Northern Minnesota, Michigan and Wisconsin
Type: Spot
Currency: US dollar
Weight unit: Short ton
Size: 25 st lots
Timing: Prompt business up to two weeks forward
Key supply sources: Product is railed by producers in the US and Canada or barged from the US Gulf
Duties/tariffs: At prevailing rates
Background: Price series launched July 2002

US Southern Plains

DataLab name: Urea, Granular Bulk, Spot price; USA, Southern Plains, FOB
Grade: Granular 46-0-0
Incoterm: FOB
Credit/payment terms: Cash/sight payment
Packaging: Bulk
Loading location: River terminals and inland warehouses in Arkansas, Oklahoma, Texas and western Kansas
Type: Spot
Currency: US dollar
Weight unit: Short ton
Size: 25 st lots
Timing: Prompt business up to two weeks forward
Key supply sources: Product is railed by producers in the US or barged from the US Gulf from overseas plants
Duties/tariffs: At prevailing rates
Background: Price series launched July 1990

US Arkansas River

DataLab name: Urea, Granular Bulk, Spot price; USA, Arkansas River, FOB
Grade: Granular 46-0-0
Incoterm: FOB
Credit/payment terms: Cash/sight payment
Packaging: Bulk
Loading location: River terminals and inland warehouses in Arkansas, Western Kansas and Oklahoma
Type: Spot
Currency: US dollar
Weight unit: Short ton
Size: 25 st lots
Timing: Prompt business up to two weeks forward
Key supply sources: Product is railed by producers mostly in the US or barged from the US Gulf from overseas plants
Duties/tariffs: At prevailing rates
Background: Price series launched July 2002

US East Coast

DataLab name: Urea, Granular Bulk, Spot price; USA, East Coast, FOB
Grade: Granular 46-0-0

Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	Warehouses at ports along the Atlantic Coast north and south of Mason-Dixon, plus sales from the Nutrien plant at Augusta GA
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton
Size:	25 st trucks or 100 st rail cars
Timing:	Prompt business up to two weeks forward
Key supply sources:	Egypt, Venezuela and Trinidad
Duties/tariffs:	At prevailing rates
Background:	Price series launched March 2006

US Twin Cities

DataLab name:	Urea, Granular Bulk, Spot price; USA, Twin Cities, FOB
Grade:	Granular 46-0-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	Trucks/rail cars usually loaded from warehouses or rarely directly from barges in the Minneapolis, St. Paul area of Minnesota
Type:	Spot
Currency:	US dollars
Weight unit:	Short ton
Size:	25 st trucks and 100 st railcars
Timing:	Prompt business up to two weeks forward
Consumer markets:	Distribution to agricultural retailers serving growers primarily in Minnesota but also more distant markets including the Dakotas by rail
Duties/tariffs:	At prevailing rates
Background:	Price series launched December 2015

UREA GRANULAR FCA

France

DataLab name:	Urea, Granular Bulk, Spot price; France, FCA
Grade:	Granular 46-0-0
Incoterm:	FCA
Credit/payment terms:	CAD and LC
Packaging:	Bulk
Loading location:	French Bay/Atlantic coast
Type:	Spot
Currency:	Euro
Weight unit:	Metric tonne
Size:	500 t to 5,000 t
Timing:	Prompt business up to five weeks forward
Key supply sources:	Algeria, Egypt, northwest Europe, Russia, Ukraine, Qatar. Middle East and Russian product incur 6.5% duty while Ukraine is charged 5.5%.
Duties/tariffs:	Algeria and Egypt duty free into EU. Middle East and FSU pay 6.5% duty. Ukraine 5.5%
Background:	Price series launched May 2006

UREA GRANULAR CFR

Mediterranean (duty paid)

DataLab name:	Urea, Granular Bulk, Spot price, Duty paid; Mediterranean, CFR
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Grade:	Granular 46-0-0
Incoterm:	CFR
Credit/payment terms:	Sight LC or deferred payment up to 270 days from BL date
Packaging:	Bulk
Delivery location:	Turkey, Italy, Spain
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Egypt, Algeria, Russia, and Middle East. Iran features in Turkey at a discount.
Duties/tariffs:	Egypt and Algeria duty free. FSU and Middle East pay 6.5% duty
Background:	Price series launched May 2006

Southeast Asia

DataLab name:

Urea, Granular Bulk, Spot price; Asia, Southeast, CFR

Grade:	Granular 46-0-0
Incoterm:	CFR
Credit/payment terms:	Sight LC or deferred payment up to 90 days
Packaging:	Bulk
Delivery location:	Thailand, South Korea, Philippines and Taiwan, China
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Middle East, China, Malaysia, Indonesia
Duties/tariffs:	At prevailing rates
Background:	Price series launched April 2004

South Korea

DataLab name:

Urea, Granular Bulk, Spot price; South Korea, CFR

Grade:	Granular 46-0-0
Incoterm:	CFR
Credit/payment terms:	Sight LC or deferred payment up to 90 days
Packaging:	Bulk
Delivery location:	Main South Korean ports
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Middle East, China, Malaysia, Indonesia
Duties/tariffs:	At prevailing rates
Background:	Price series launched July 2005

Brazil

DataLab name:

Urea, Granular Bulk, Spot price; Brazil, CFR

Grade:	Granular 46-0-0
Incoterm:	CFR
Credit/payment terms:	Sight LC and CAD
Packaging:	Bulk
Delivery location:	All main Brazilian ports
Type:	Spot and formula contracts.
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 35,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Middle East, China, North Africa, Trinidad, Venezuela, FSU and Indonesia

Duties/tariffs: At prevailing rates
 Background: Price series launched November 2013

UREA GRANULAR DEL US Northern Plains

DataLab name: Urea, Granular Bulk, Spot price; USA, Northern Plains, delivered
Grade: Granular 46-0-0
Incoterm: DEL
Credit/payment terms: Cash/sight payment
Packaging: Bulk
Delivery location: Warehouses in North Dakota, South Dakota and Northwest Minnesota
Type: Spot
Currency: US dollar
Weight unit: Short ton
Size: 100 st lots
Timing: Prompt business up to two weeks forward
Key supply sources: Product is distributed by US and Canadian producers by rail and trucks
Duties/tariffs: At prevailing rates
Background: Price series launched July 1990

Western Canada

DataLab name: Urea, Granular Bulk, Spot price; Canada, West, delivered
Grade: Granular 46-0-0
Incoterm: DEL
Credit/payment terms: Cash/sight payment
Packaging: Bulk
Delivery location: Alberta and points west
Type: Spot
Currency: Canadian dollar
Weight unit: Metric tonne
Size: 80 t to 90 t lots
Timing: Prompt business up to two weeks forward
Key supply sources: Plants in western Canada and imports through the St. Lawrence Seaway and Halifax
Duties/tariffs: At prevailing rates
Background: Price series launched August 2002

UAN – FOB

Baltic

DataLab name: UAN, Bulk, Spot price; Baltic Sea, FOB
Grade: 32-0-0
Incoterm: FOB
Credit/payment terms: At sight via transfer or LC. Sometimes prepayment for Russia and Belarus
Packaging: Bulk
Loading location: Klaipeda for Grodno Azot, Achema and EuroChem
Type: Spot
Currency: US dollar
Weight unit: Metric tonne
Size: 5,000 t to 30,000 t
Timing: Up to 30 days forward
Consumer markets: USA, Germany, France, Benelux, Argentina
Duties/tariffs: Duties at prevailing rates (see separate Section 2 of this document)
Key supply sources: Achema for Lithuania, EuroChem and Acron for Russia, Grodno for Belarus
Background: Price series launched January 2013

US Midwest

DataLab name:	UAN, Bulk, Spot price; USA, Midwest, FOB
Grade:	32-0-0 and 28-0-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Loading location:	River terminals and inland terminals primarily in Illinois, Indiana, Ohio, Iowa, Nebraska, Missouri and Kentucky
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton/units per short ton
Size:	25 st lots
Timing:	Prompt business up to two weeks forward
Key supply sources:	Product is railed by producers in the US, East Coast ports and Canada, or barged from the US Gulf from overseas plants
Duties/tariffs:	At prevailing rates
Background:	Price series launched July 2002

US East Coast

DataLab name:	UAN, Bulk, Spot price; USA, East Coast, FOB
Grade:	32-0-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Loading location:	East Coast terminals and the Nutrien plant at Augusta GA
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton/units per short ton
Size:	25 st trucks or 100 st rail cars
Timing:	Prompt business up to two weeks forward
Key supply sources:	Ports on the East Coast and the Nutrien plant at Augusta, Georgia
Duties/tariffs:	At prevailing rates
Background:	Price series launched July 1990

US Southern Plains

DataLab name:	UAN, Bulk, Spot price; USA, Southern Plains, FOB
Grade:	32-0-0 and 28-0-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Loading location:	River terminals and inland terminals primarily in Arkansas, Oklahoma, Texas and western Kansas
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton/units per short ton
Size:	25 st lots
Timing:	Prompt business up to two weeks forward
Key supply sources:	Product is railed by producers in the US, East Coast ports and Canada, or barged from the US Gulf from overseas plants
Duties/tariffs:	At prevailing rates
Background:	Price series launched July 1990

US New Orleans barge

DataLab name:	UAN, Bulk, 32%, Spot price; USA, New Orleans, FOB, Barge
Grade:	32-0-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment.

Loading location:	Barges and railcars in the US Gulf.
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton/units per short ton
Size:	1,500 st barges and 100 st trucks
Timing:	Prompt business up to two weeks forward
Key supply sources:	CF plants at Donaldsonville. Imports from Trinidad and Europe
Duties/tariffs:	At prevailing rates
Background:	Price series launched January 1998

UAN – FCA

Rouen

DataLab name:	UAN, Bulk, 30%, Spot Price; France, FCA
Grade:	30-0-0
Incoterm:	FCA
Credit/payment terms:	Sight payment
Packaging:	Bulk
Loading location:	Rouen
Type:	Spot
Currency:	Euro
Weight unit:	Metric tonne
Size:	25 t to 1,500 t
Timing:	Up to 30 days forward, except in June-August when forward prices for ‘new season’ as many as 90 days ahead may be used
Key supply sources:	Egypt, Lithuania, Belarus, Russia, Poland, Netherlands, Romania, Ukraine and US
Duties/tariffs:	EU, Egypt, Romania and Estonia duty free. Russia and Belarus pay 6.5% duty, Ukraine pays 5.5%
Background:	Price series launched October 1993

UAN – CFR

US East Coast

DataLab name:	UAN, Bulk, Spot price; USA, East Coast, CFR
Grade:	32-0-0
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Delivery location:	Ports from Philadelphia PA to Savannah GA
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	18,000 t to 25,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Western and Eastern Europe, the FSU, Egypt and Trinidad
Duties/tariffs:	At prevailing rates
Background:	Price series launched March 2006
Frequency:	Monthly

Argentina

DataLab name:	UAN, Bulk, 32%, Spot price; Argentina, CFR
Grade:	32-0-0
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Delivery location:	San Nicolas, San Lorenzo, Necochea
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	2,000 t to 35,000 t

Timing:	Prompt business up to six weeks forward
Key supply sources:	Trinidad, US, Russia and Baltic
Duties/tariffs:	At prevailing rates
Background:	Price series launched September 2016

UAN – DEL US California

DataLab name:	UAN, Bulk, Spot price; USA, California, delivered
Grade:	32-0-0 and 28-0-0
Incoterm:	DEL
Credit/payment terms:	Cash/sight payment
Delivery Locations:	Terminals on the coast and inland in California
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton/units per short ton
Size:	25 st to 100 st
Timing:	Prompt business up to two weeks forward
Key supply sources:	Primarily rail shipments from Canada and US producers
Duties/tariffs:	At prevailing rates
Background:	Price series launched July 1990

AS – FOB STEEL Black Sea

DataLab name:	Ammonium Sulphate, Standard Bulk, Steel grade, Spot price; Black Sea, FOB
Grade:	21-0-0
Incoterm:	FOB
Credit/payment terms:	Prepayment or sight LC
Packaging:	Bulk
Loading location:	Kherson and other ports around the Black Sea
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 15,000 t
Timing:	Up to 30 days forward
Consumer markets:	Turkey, Brazil, Egypt
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched September 2000

AS – FOB CAPROLACTAM Black Sea

DataLab name:	Ammonium Sulphate, Standard Bulk, Caprolactam, Spot price; Black Sea, FOB
Grade:	21-0-0
Incoterm:	FOB
Credit/payment terms:	Prepayment or sight LC
Packaging:	Bulk
Loading location:	TIS terminal, Yuzhnyy, Novorossiysk
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 35,000 t
Timing:	Up to 30 days forward
Consumer markets:	Turkey, Brazil, Indonesia, Mexico
Duties/tariffs:	Duties at the prevailing rate
Key supply sources:	Kemerovo/SBU and Schekino in Russia and Cherkassy Azot in Ukraine

Background: Price series launched September 2000

Baltic Sea

DataLab name: Ammonium Sulphate, Standard Bulk, Caprolactam, Spot price; Baltic Sea, FOB

Grade: 21-0-0

Incoterm: FOB

Credit/payment terms: Prepayment or sight LC

Packaging: Bulk

Loading location: Ports in the Baltic Sea with suppliers in Belarus, Russia and Poland

Type: Spot

Currency: US dollar

Weight unit: Metric tonne

Size: 5,000 t to 25,000 t

Timing: Up to 30 days forward

Consumer markets: Brazil

Duties/tariffs: FSU pays 6.5% into Turkey and EU

Background: Price series launched January 2016

China

DataLab name: Ammonium Sulphate, Standard Bulk, Caprolactam, Spot price; China, FOB

Grade: 21-0-0

Incoterm: FOB

Credit/payment terms: Sight LC

Packaging: Bulk and bagged (bagged for Vietnam)

Loading locations: Any port in China

Type: Spot

Currency: US dollar

Weight unit: Metric tonne

Size: 3,000 t to 40,000 t

Timing: Prompt business up to six weeks forward

Key supply sources: Indonesia, Vietnam, Malaysia, Philippines, Turkey and Brazil

Duties/tariffs: At prevailing rates

Background: Price series launched November 2013

Frequency: Weekly

Northwest Europe

DataLab name: Ammonium Sulphate, Standard Bulk, Caprolactam, Spot price; Europe, Northwest, FOB

Grade: 21-0-0

Incoterm: FOB

Credit/payment terms: Sight LC

Packaging: Bulk

Loading locations: Ghent, Antwerp, Rotterdam, Hamburg

Type: Spot

Currency: US dollar

Weight unit: Metric tonne

Size: 3,000 t to 40,000 t

Timing: Prompt business up to six weeks forward

Duties/tariffs: At prevailing rates

Background: Price series launched September 2018

AS – CFR CAPROLACTAM

Southeast Asia

DataLab name:	Ammonium Sulphate, Standard Bulk, Caprolactam, Spot price; Asia, Southeast, CFR
Grade:	21-0-0
Incoterm:	CFR
Credit/payment terms:	Sight via transfer or LC or 30 days credit in Indonesia
Packaging:	Bulk
Delivery locations:	Indonesia, Vietnam, Philippines and Taiwan, China
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 25,000 t
Timing:	Up to 30 days forward
Main Suppliers:	China, South Korea, FSU
Duties/tariffs:	At prevailing rates
Consumer markets:	Indonesia, Vietnam, Philippines and Taiwan, China
Key supply sources:	CaproCorp and Samsung in South Korea, Sinopec from China and Kemerovo/Samsung in the FSU
Background:	Price series launched January 2013

Brazil

DataLab name:	Ammonium Sulphate, Standard Bulk, Caprolactam, Spot price; Brazil, CFR
Grade:	21-0-0
Incoterm:	CFR
Credit/payment terms:	Sight LC
Packaging:	Bulk
Delivery locations:	Paranaguá, Vitória, Santos, Rio Grande
Type:	Spot or contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 45,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Belgium, Russia, China, South Korea, US
Duties/tariffs:	At prevailing rates
Background:	Price series launched November 2013

AS – FOB GRANULAR

China

DataLab name:	Ammonium Sulphate, Granular Bulk, Spot price; China, FOB
Grade:	21-0-0
Incoterm:	FOB
Credit/payment terms:	Sight LC
Packaging:	Bulk
Loading locations:	Any port in China
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 40,000 t
Timing:	Prompt business up to six weeks forward
Duties/tariffs:	At prevailing rates
Background:	Price series launched October 2020
Frequency:	Weekly

Northwest Europe

DataLab name:	Ammonium Sulphate, Granular Bulk, Spot price; Europe, Northwest, FOB
Grade:	21-0-0
Incoterm:	FOB
Credit/payment terms:	Sight LC
Packaging:	Bulk
Loading locations:	Ghent, Antwerp, Rotterdam, Hamburg
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 40,000 t
Timing:	Prompt business up to six weeks forward
Duties/tariffs:	At prevailing rates
Background:	Price series launched September 2018

US New Orleans barge

DataLab name:	Ammonium Sulphate, Granular Bulk, Spot price; USA, New Orleans, FOB, Barge
Grade:	Granular 21-0-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Loading location:	Barge or rail
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton
Size:	1,500 st or 100 st
Timing:	Prompt business up to two weeks forward
Consumer Markets:	River terminals along the Mississippi, Arkansas
Duties/tariffs:	At prevailing rates
Background:	Price series launched November 2017

US Midwest

DataLab name:	Ammonium Sulphate, Granular Bulk, Spot price; USA, Midwest, FOB
Grade:	Granular and crystal 21:0:0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Loading location:	Warehouses on both sides of the Mississippi River
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton
Size:	25 st
Timing:	Prompt business up to two weeks forward
Consumer markets:	End users on both sides of the Mississippi River
Duties/tariffs:	At prevailing rates
Background:	Price series launched July 2002

Western Canada

DataLab name:	Ammonium Sulphate, Granular Bulk, Spot price; Canada, West, FOB
Grade:	21-0-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Loading location:	Rail and truck
Type:	Spot
Currency:	Canadian dollar
Weight unit:	Metric tonne
Size:	20-90 t
Timing:	Prompt business up to two weeks forward
Duties/tariffs:	At prevailing rates
Background:	Price series launched November 2017

US Southern Plains

DataLab name:	Ammonium Sulphate, Granular Bulk, Spot price; USA, Southern Plains, FOB
Grade:	21-0-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Loading location:	Truckloads from river terminals and inland warehouses across Arkansas, Oklahoma, Texas and western Kansas
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton
Size:	25 st lots
Timing:	Prompt business up to two weeks forward
Key supply sources:	Product is railed to distributors' warehouses primarily by producers in the US and the US Gulf
Duties/tariffs:	At prevailing rates
Background:	Price series launched February 2015

AS – CFR GRANULAR

Brazil

DataLab name:	Ammonium Sulphate, Granular Bulk, Spot price; Brazil, CFR
Grade:	21-0-0
Incoterm:	CFR
Credit/payment terms:	Sight LC
Packaging:	Bulk
Delivery locations:	Paranaguá, Vitória, Santos, Rio Grande, Sao Francisco do Sul, Aratu
Type:	Spot or contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 45,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Belgium, Russia, China, South Korea, US
Duties/tariffs:	At prevailing rates
Background:	Price series launched October 2020

AN – FOB

Black Sea

DataLab name:	Ammonium Nitrate, Bulk, Spot price; Black Sea, FOB
Grade:	34-0-0
Incoterm:	FOB
Credit/payment terms:	Prepayment or sight LC
Packaging:	Bulk
Loading location:	Nikolaev and Tuapse/Novorossiysk for FSU and Constanza for Romania
Type:	Spot
Key supply sources:	EuroChem and Uralchem from Russia and Group DF from Ukraine. Interagro and Azomures/Ameropa from Romania. NF Trading and Drey Moor as marketers of Ukrainian and Georgian product
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 35,000 t
Timing:	Up to 30 days forward
Consumer markets:	Turkey, Brazil, Morocco, Central America, US

Duties/tariffs: Russia pays 6.5% into Turkey. Ukraine pays 5.5% into EU and Turkey. Russia is blocked in US and EU on antidumping measures except for select producers. Ukraine so far also blocked into US.

Background: Price series launched May 2000

Baltic Sea

DataLab name:

Grade: 34-0-0

Incoterm: FOB

Credit/payment terms: Prepayment or sight LC

Packaging: Bulk

Loading location: Klaipeda, St. Petersburg and Kotka

Key supply sources: Estonia, Russia and Belarus. EuroChem, PhosAgro and Uralchem from Russia and Grodno from Belarus

Type: Spot

Currency: US dollar

Weight unit: Metric tonne

Size: 3,000 t to 25,000 t

Timing: Up to 30 days forward

Consumer markets: Brazil, Argentina, Mexico, Egypt, Tunisia, Morocco, Central America

Duties/tariffs: Russia and Belarus pay 6.5% into Turkey. Russia blocked in US and EU due to antidumping measures. Belarus unable to enter the US due to US trade restrictions

Background: Price series launched July 2004

Ammonium Nitrate, Bulk, Spot price; Baltic Sea, FOB

US Midwest

DataLab name:

Grade: 34-0-0

Incoterm: FOB

Credit/payment terms: Cash/sight payment

Loading location: Truckloads from river terminals and inland warehouses across the region, but most activity in Iowa, Nebraska and Eastern Kansas

Type: Spot

Currency: US dollar

Weight unit: Short ton

Size: 25 st lots

Timing: Prompt business up to two weeks forward

Key supply sources: Product is railed to distributors' warehouses by producers in the US and Canada, or from the US Gulf

Duties/tariffs: At prevailing rates

Background: Price series launched April 1991

Ammonium Nitrate, Bulk, Spot price; USA, Midwest, FOB

US Southern Plains

DataLab name:

Grade: 34-0-0

Incoterm: FOB

Credit/payment terms: Cash/sight payment

Loading location: Truckloads from river terminals and inland warehouses across Arkansas, Oklahoma, Texas and western Kansas

Type: Spot

Currency: US dollar

Weight unit: Short ton

Size: 25 st lots

Timing: Prompt business up to two weeks forward

Key supply sources: Product is railed to distributors' warehouses primarily by producers in the US and from the US Gulf

Duties/tariffs: At prevailing rates

Background: Price series launched October 1999

Ammonium Nitrate, Bulk, Spot price; USA, Southern Plains, FOB

US New Orleans

DataLab name:	Ammonium Nitrate, Bulk, Spot price; USA, New Orleans, FOB, Barge
Grade:	34-0-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment.
Loading location:	Barges from cargo vessels
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton
Size:	1,500 st
Timing:	Prompt business up to two weeks forward
Key supply sources:	Overseas producers in Europe and the FSU
Duties/tariffs:	At prevailing rates
Background:	Price series launched February 2003

AN FCA UK

DataLab name:	Ammonium Nitrate, Bagged, Spot price; UK, FCA
Grade:	34-0-0
Incoterm:	FCA ex vessel or warehouse.
Credit/payment terms:	Sight payment, normally via simple bank transfer
Packaging:	Big-Bags
Loading location:	FCA port of import
Type:	Spot
Currency:	GBP
Weight unit:	Metric tonne
Size:	25 t to 5,000 t
Timing:	Up to 30 days forward except in May-June when 30-45 days forward prices for 'new season' are used
Key supply sources:	Netherlands, Romania, Poland, UK
Duties/tariffs:	Russia and Belarus would pay 6.5% duty, but antidumping measures in place. Duty on Ukraine is 5.5%
Notional Assessment:	Netback calculations on confirmed regional FOB sales are used to calculate FCA values
Background:	Price series launched February 1997

AN CPT France

DataLab name:	Ammonium Nitrate, Bulk, Spot price; France CPT
Grade:	34-0-0
Incoterm:	CPT
Credit/payment terms:	Sight payment
Packaging:	Bulk
Delivery location:	Distributors' warehouse
Type:	Spot
Currency:	Euro
Weight unit:	Metric tonne
Size:	25 t trucks and 100 t railcars
Timing:	Up to 30 days forward, except in May-June when 30- 45 days forward prices for 'new season' are used.
Key supply sources:	France
Duties/tariffs:	Russia pays 6.5% duty. Ukraine enters duty free
Background:	Price series launched May 2006

AN - CFR

Brazil

DataLab name:	Ammonium Nitrate, Bulk, Spot price; Brazil, CFR
Grade:	34-0-0
Incoterm:	CFR
Credit/payment terms:	At sight via transfer or LC
Packaging:	Bulk
Delivery Locations:	Main ports in Brazil
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 to 30,000 t
Timing:	Prompt business up to 30 days forward
Main Suppliers:	FSU and Northwest Europe. Uralchem, EuroChem, Acron in Russia and Group DF from the FSU plus Yara from northwest Europe
Duties/tariffs:	At prevailing rates
Background:	Price series launched January 2016

CAN – CIF

Germany Inland Ports

DataLab name:	CAN, Bulk, Spot price; Germany, CIF
Grade:	27-0-0
Incoterm:	CIF
Credit/payment terms:	Sight payment
Packaging:	Bulk
Delivery location:	CIF Inland ports
Type:	Spot
Currency:	Euro
Weight unit:	Metric tonne
Size:	1,500 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	Germany, Netherlands, Romania, Poland
Duties/tariffs:	Russia pays 6.5% duty. Ukraine enters duty free
Background:	Price series launched February 1997

Benelux

DataLab name:	CAN, Bulk, Spot price; Benelux, CIF
Grade:	27-0-0
Incoterm:	CIF
Credit/payment terms:	Sight payment
Packaging:	Bulk
Delivery location:	CIF Inland ports
Type:	Spot
Currency:	Euro
Weight unit:	Metric tonne
Size:	1,500 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	Germany, Netherlands, Poland
Duties/tariffs:	Russia pays 6.5% duty
Background:	Price series launched May 2006

AMMONIA FOB

Black Sea

DataLab name:	Ammonia, Bulk, Spot price; Black Sea, FOB
Grade:	Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F).

Incoterm:	FOB
Credit/payment terms:	Pre-payment or LC
Packaging:	Bulk
Loading location:	Yuzhnyy
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	4,000 t to 40,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Russia and Ukraine. Producers are OPZ, DnieproAzot and Ostchem in Ukraine. Rossosh and TogliattiAzot in Russia.
Duties/tariffs:	None for FSU exports; EU charges 2% of CFR value on imports from FSU
Background:	Price series launched July 1997

Baltic Sea

DataLab name:

Grade: **Ammonia, Bulk, Spot price; Baltic Sea, FOB**
 Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F).

Incoterm:	FOB
Credit/payment terms:	Pre-payment or sight LC
Packaging:	Bulk
Loading Locations:	Ventspils and Sillamae
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	4,000 t to 25,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Russia. Producers are Eurochem, Uralchem and Acron. Occasionally Phosagro.
Duties/tariffs:	None for FSU exports; EU charges 2% on imports from FSU
Background:	Price series launched July 2004

Middle East

DataLab name:

Grade: **Ammonia, Bulk, Spot price; Middle East, FOB**
 Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F).

Incoterm:	FOB
Credit/payment terms:	Sight LC or CAD
Packaging:	Bulk
Loading location:	Jubail, Ras Al- Khair, BIK, Assaluyeh, Mesaieed, Ruwais, Sitra, Sur
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	4,000 t to 25,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Saudi Arabi, Iran, Qatar, UAE, Kuwait, Bahrain, Oman
Duties/tariffs:	At prevailing rates
Background:	Price series launched April 1987

Middle East Contract

DataLab name:

Grade: **Ammonia, Bulk, Contract price; Middle East, FOB**
 Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)

Incoterm:	FOB
Credit/payment terms:	Credit of 30 or 60 days is deducted when assessing netback
Packaging:	Bulk
Loading location:	Jubail and Ras Al- Khair in Saudi Arabia. BIK and Assaluyeh in Iran. Mesaieed in Qatar. Ruwais in the UAE. Sitra in Bahrain. Sur in Oman
Type:	Netback from CFR contracts

Currency: US dollar
 Weight unit: Metric tonne
 Size: 4,000 t to 25,000 t
 Timing: Prompt business up to six weeks forward
 Duties/tariffs: At prevailing rates
 Background: Price series launched November 2010

Middle East Spot/Contract

DataLab name: [Ammonia, Bulk, Spot/Contract price; Middle East, FOB](#)
Grade: Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)
Incoterm: FOB
Credit/payment terms: Price is a range between the Middle East spot and contract price assessments.
Packaging: Bulk
Loading location: Jubail and Ras Al- Khair in Saudi Arabia. BIK and Assaluyeh in Iran. Mesaieed in Qatar. Ruwais in the UAE. Sitra in Bahrain. Sur in Oman
Type: Spot and contract
Currency: US dollar
Weight unit: Metric tonne
Size: 4,000 t to 25,000 t
Timing: Deliveries up to six weeks forward
Duties/tariffs: At prevailing rates
Background: Price series launched September 2011

Caribbean

DataLab name: [Ammonia, Bulk, Spot price; Caribbean, FOB](#)
Grade: Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F).
Incoterm: FOB
Credit/payment terms: Cash/sight payment
Packaging: Bulk
Loading location: Venezuela and Trinidad and Tobago
Type: Spot
Currency: US dollar
Weight unit: Metric tonne
Size: 18,000 t to 30,000 t
Timing: Up to 30 days forward loading
Consumer markets: US Gulf, Brazil and western Europe
Duties/tariffs: At prevailing rates
Background: Price series launched November 2010

US Gulf

DataLab name: [Ammonia, Bulk, Spot price; USA, FOB](#)
Grade: Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)
Incoterm: FOB
Credit/payment terms: Cash/sight payment
Packaging: Bulk
Loading location: Beaumont, Donaldsonville, Freeport, Geismar
Type: Spot
Currency: US dollar
Weight unit: Metric tonne
Size: 4,000 t – 40,000 t
Timing: up to six weeks forward
Consumer markets: Global including Europe, India, Far East, South and Central America, Africa
Duties/tariffs: At prevailing rates
Background: Price series launched January 2023

US New Orleans barge

DataLab name:

Grade:

Incoterm:

Credit/payment terms:

Packaging:

Loading location:

Type:

Currency:

Weight unit:

Size:

Timing:

Consumer markets:

Duties/tariffs:

Background:

Ammonia, Bulk, Spot price; USA, New Orleans, FOB, Barge

Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)

FOB

Cash/sight payment

Bulk

Ammonia plants in the US Gulf and vessel discharges to barges and railcars at New Orleans

Spot

US dollar

Short ton

Barges of 2,000 st to 2,500 st and railcars of 100 st

Prompt business up to two weeks forward

US Midwest

At prevailing rates

Price series launched April 2003

US Midwest

DataLab name:

Grade:

Incoterm:

Credit/payment terms:

Packaging:

Loading location:

Type:

Currency:

Weight unit:

Size:

Timing:

Consumer markets:

Duties/tariffs:

Background:

Ammonia, Bulk, Spot price; USA, Midwest, FOB

Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)

FOB

Cash/sight payment

Bulk

Trucks and railcars loading from terminals, pipeline outlets and plants across the region

Spot

US dollar

Short ton

25 st trucks or 100 st railcars.

Prompt business up to two weeks forward

Distributors across Nebraska, Iowa, Minnesota, Wisconsin, Illinois, Indiana and Ohio.

At prevailing rates

Price series launched July 2002

US Northern Plains

DataLab name:

Grade:

Incoterm:

Credit/payment terms:

Packaging:

Loading location:

Type:

Currency:

Weight unit:

Size:

Timing:

Consumer markets:

Duties/tariffs:

Background:

Ammonia, Bulk, Spot price; USA, Northern Plains, FOB

Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)

FOB

Cash/sight payment

Bulk

Trucks and railcars loading from terminals across the region

Spot

US dollar

Short ton

25 st trucks and 100 st railcars

Prompt business up to two weeks forward

Retailers across North and South Dakota

At prevailing rates

Price series launched July 1990

US Southern Plains

DataLab name:

Grade:

Incoterm:

Ammonia, Bulk, Spot price; USA, Southern Plains, FOB

Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)

FOB

Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	Trucks loading from plants, pipeline outlets and river terminals across the region
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton
Size:	25 st trucks
Timing:	Prompt business up to two weeks forward
Consumer markets:	Retailers across Arkansas, Oklahoma, western Kansas and Texas
Duties/tariffs:	At prevailing rates
Background:	Price series launched July 1990

Southeast Asia

DataLab name:

Grade: [Ammonia, Bulk, Spot price; Asia, Southeast, FOB](#)
 Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F).

Incoterm:	FOB
Credit/payment terms:	Sight LC
Packaging:	Bulk
Loading location:	Bontang, Palembang, Lhoksaumeuwe, Kerteh, Sipitang
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 25,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Indonesia and Malaysia. Producers are Pupuk Kaltim, Parna Raya (KPI), KPA and Pusri and PIM
Duties/tariffs:	At prevailing rates
Background:	Price series launched January 2016

AMMONIA CFR

NW Europe duty paid

DataLab name:

Grade: [Ammonia, Bulk, Spot/Contract price, Duty paid; Europe, Northwest, CFR](#)
 Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)

Incoterm:	CFR
Credit/payment terms:	Cash and credit terms
Packaging:	Bulk
Delivery location:	Various ports
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	4,000 t to 25,000 t
Timing:	Prompt business up to six weeks forward
Consumer markets:	Yara plants in Finland, Norway, Sweden and France; BASF in Antwerp; GPN in Rouen
Duties/tariffs:	Russia pays 5.5% duty. Ukraine enters duty free
Background:	Price series launched April 1987

India

DataLab name:

Grade: [Ammonia, Bulk, Spot/Contract price; India, CFR](#)
 Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)

Incoterm:	CFR
Credit/payment terms:	30 and 60 days credit

Packaging:	Bulk
Delivery location:	All Indian ports with receiving facilities for ammonia
Type:	Contract and spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 25,000 t
Timing:	Up to 30 days forward
Key supply sources:	Middle East Gulf, Indonesia and Malaysia
Duties/tariffs:	At prevailing rates
Background:	Price series launched August 1988

Far East

DataLab name:

Grade:	Ammonia, Bulk, Spot/Contract price; Asia, Far East, CFR Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)
Incoterm:	CFR
Credit/payment terms:	Credit as per contract
Packaging:	Bulk
Delivery location:	Ports in South Korea, China and Taiwan, China. Samsung Fine Chemicals, Namhae in South Korea. CPDC, Taiwan Fertilizer Company in Taiwan, China. Nanjing Trammo, Zhanjiang Gemoil, Caojing SECCO, BASF and Bayer in China
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 40,000 t
Timing:	Deliveries reported on shipment
Consumer markets:	South Korea, China and Taiwan, China
Duties/tariffs:	At prevailing rates
Background:	Price series launched May 1991
Frequency:	Weekly

Southeast Asia

DataLab name:

Grade:	Ammonia, Bulk, Spot price; Asia, Southeast, CFR Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F).
Incoterm:	CFR
Credit/payment terms:	Credit as per contract. Spot sales payment at sight
Packaging:	Bulk
Type:	Contract and spot
Currency:	US dollar
Weight unit:	Metric tonnes
Size:	5,000 t to 25,000 t.
Consumer markets:	Thailand Vietnam, Indonesia, Philippines
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched May 2006

US Gulf

DataLab name:

Grade:	Ammonia, Bulk, Spot price; USA, Gulf Coast, CFR Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Delivery location:	US Gulf from Tampa to Texas. Tampa FL, Pascagoula MS, Mississippi River, Texas coast
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tons
Size:	12,000 t to 35,000 t

Timing:	Prompt business up to 60 days forward
Key supply sources:	Trinidad and Tobago, Venezuela, Black Sea, Baltic Sea, Middle East
Duties/tariffs:	At prevailing rates
Background:	Price series launched June 2000

US Tampa

DataLab name:

Grade:	Ammonia, Bulk, Spot price; USA, Tampa, CFR Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F)
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Delivery location:	Tampa
Type:	Spot or contract
Currency:	US dollar
Weight unit:	Metric tonnes
Size:	12,000 t to 40,000 t
Timing:	Prompt business up to six weeks forward
Key supply sources:	Trinidad and Tobago, Venezuela, Black Sea, Baltic Sea and the Middle East
Duties/tariffs:	At prevailing rates
Background:	Price series launched March 1997

LOW-EMISSIONS AMMONIA CFR

Northwest Europe - Green

DataLab name:

Grade:	Ammonia, Gree, Bulk, Spot price; Northwest Europe, CFR Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F), 0 t CO ₂ e/t NH ₃
Incoterm:	CFR
Credit/payment terms:	Cash and credit
Packaging:	Bulk
Delivery location:	Various ports
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	4,000 t to 25,000 t
Timing:	Prompt up to six weeks forward
Consumer markets:	Various markets including Finland, Norway, Sweden, Belgium, France, Germany, Poland, UK
Duties/tariffs:	Russia and US pay 5.5% duty, Algeria, Egypt and Trinidad duty free, Indonesia 2%
Background:	Price series launched January 2023

Northwest Europe - Blue

DataLab name:

Grade:	Ammonia, Blue, Bulk, Spot Price Anhydrous ammonia (82% nitrogen) stored and transported as a fully refrigerated liquid at -33°C (-28°F), 0.84 t CO ₂ e/t NH ₃
Incoterm:	CFR
Credit/payment terms:	Cash and credit
Packaging:	Bulk
Delivery location:	Various ports
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	4,000 t to 25,000 t
Timing:	Prompt up to six weeks forward

Consumer markets:	Various markets including Finland, Norway, Sweden, Belgium, France, Germany, Poland, UK
Duties/tariffs:	Russia and US pay 5.5% duty, Algeria, Egypt and Trinidad duty free, Indonesia 2%
Background:	Price series launched January 2023

PHOSPHATES DAP FOB

US Gulf/Tampa

DataLab name:	DAP, Bulk, Spot price; USA, Gulf Coast, FOB
Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	All Tampa terminals, Pascagoula MS and New Orleans
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	6,000 t minimum
Timing:	Prompt business up to 30 days forward
Consumer markets:	Latin America, India, Pakistan, Australia, Japan, Southeast Asia
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched July 1990

Saudi Arabia

DataLab name:	DAP, Bulk, Spot price; Saudi Arabia, FOB
Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Ras Al-Khair, Saudi Arabia
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 50,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	India, Thailand, East/South Africa, Iraq, USA and Brazil/Argentina.
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched September 2011

Baltic/Black Sea

DataLab name:	DAP, Bulk, Spot price; Baltic/Black Sea, FOB
Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Muuga in the Baltic, Novorossiysk in the Black Sea, Murmansk in the Barents Sea
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 50,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	Northwest and eastern Europe, including Turkey, the Americas and India
Key supply sources:	EuroChem (Russia/Lithuania) and PhosAgro (Russia)
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched September 2001

Morocco

DataLab name:	DAP, Bulk, Spot price; Morocco, FOB
Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Jorf Lasfar
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 55,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	Worldwide
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched April 1987

Tunisia

DataLab name:	DAP, Bulk, Spot price; Tunisia, FOB
Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	GCT sales from Gabes, Tunisia
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 15,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	Southern Europe, Turkey, Bangladesh and USA
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched May 2006

China

DataLab name:	DAP, Bulk, Spot price; China, FOB
Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Fangcheng (YTH) and Beihai (GPCG – Wengfu) in Guangxi, Zhanjiang in Guangdong (GPCG – Kailin) and Nanjing/Yangtze River in Jiangsu (Yihua)
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 60,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	Indian Subcontinent, Vietnam, Latin America and Japan
Duties/tariffs:	Duties at the prevailing rates
Background:	Price series launched March 2008
Frequency:	Weekly

Mexico

DataLab name:	DAP, Bulk, Spot/Contract price; Mexico, FOB
Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Lazaro Cardenas, Mexico
Type:	Spot and contract
Currency:	US dollar

Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	USA, Brazil, Argentina, Chile, Central America, Australia
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched November 2013

Jordan

DataLab name: DAP, Bulk, Spot price; Jordan, FOB

Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Aqaba, Jordan
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 40,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	India, USA and Turkey
Duties/tariffs:	Duties at the prevailing rates
Background:	Price series launched April 1987

Australia

DataLab name: DAP, Bulk, Spot price; Australia, FOB

Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Townsville, Australia
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	30,000 t to 50,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	Pakistan, India, Southeast Asia, Latin America and the US
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched November 2013

US New Orleans barge

DataLab name: DAP, Bulk, Spot price; USA, New Orleans, FOB, Barge

Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash
Packaging:	Bulk
Loading location:	Barges loaded from plants around the US Gulf and from cargoes discharging along the Mississippi River in Louisiana
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton
Size:	1,500 st barges
Timing:	Prompt business up to two weeks forward
Consumer markets:	US inland discharge points along the Mississippi River system and in the Gulf area
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched July 1990

US Midwest

DataLab name:	DAP, Bulk, Spot price; USA, Midwest, FOB
Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Loading location:	Warehouses and river terminals throughout the region
Type:	Spot
Currency:	US dollars
Weight unit:	Short ton
Size:	25 st
Timing:	Prompt business up to two weeks forward
Key supply sources:	Product arrives from US plants to warehouses across the region by rail and barge. Covers retailers in Nebraska, northern Kansas, Missouri, Iowa, Minnesota, Iowa, Illinois and Ohio
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched July 1990

US Southern Plains

DataLab name:	DAP, Bulk, Spot price; USA, Southern Plains, FOB
Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Loading location:	Warehouses and river terminals in August, Oklahoma and Texas
Type:	Spot
Currency:	US dollars
Weight unit:	Short ton
Size:	25 st
Timing:	Prompt business up to two weeks forward
Key supply sources:	Product arrives from US plants to warehouses across the region by barge
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched July 1990

US Twin Cities

DataLab name:	DAP, Bulk, Spot price; USA, Twin Cities, FOB
Grade:	18-46-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	Trucks/rail cars usually loaded from warehouses in the Minneapolis, St. Paul, Rosemont areas of Minnesota
Type:	Spot
Currency:	US dollars
Weight unit:	Short ton
Size:	25 st (truck) or 100 st (rail)
Timing:	Prompt business up to two weeks forward
Consumer markets:	Distribution to agricultural retailers serving growers primarily in Minnesota but also more distant markets including the Dakotas by rail
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched December 2015

DAP - CPT

China wholesale

DataLab name:	DAP, Bagged, Spot price; China, CPT
Grade:	18-46-0
Incoterm:	CPT
Credit/payment terms:	Cash payment or credit provided by distributors

Packaging:	Bagged
Loading location:	Distributors'/wholesalers' warehouses
Type:	Orders placed before buying season or during buying season
Currency:	Renminbi
Weight unit:	Metric tonne
Size:	5 t to 50 t or more
Timing:	Prompt delivery 1-2 days forward
Consumer markets:	Northeast, Northwest and Northern China
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched May 2008
Frequency:	Weekly

DAP - CFR

India

DataLab name:	DAP, Bulk, Spot price; India, CFR
Grade:	18-46-0
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	All main ports in India
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 50,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	Mosaic/US, Mosaic/Saudi Arabia, JPMC/Jordan, YTH/ YUC/China, Sabic/Saudi Arabia; Ma'aden/Saudi Arabia; Kailin/China, Various traders/China, OCP/Morocco, PhosAgro/Russia
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched February 2002

Pakistan

DataLab name:	DAP, Bulk, Spot price; India, CFR
Grade:	DAP 18-46-0
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	Karachi
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 45,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	Quantum/Australia, OCP/Morocco, Saudi Arabia, China
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched May 2006

Argentina/Uruguay

DataLab name:	DAP, Bulk, Spot price; Argentina/Uruguay, CFR
Grade:	18-46-0
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	San Nicolas and Bahia Blanca in Argentina, and Montevideo in Uruguay
Type:	monthly spot purchases

Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	China, Morocco, US and Russia
Duties/tariffs:	Duties at the prevailing rates
Background:	Price series launched November 2010

DAP EXW

China

DataLab name:

Grade:	DAP 18-46-0
Incoterm:	EXW - truck or railcar at producer's plant
Credit/payment terms:	Payment in advance or settlement after distributors sold cargo
Packaging:	Bagged
Loading location:	At producers' plants
Type:	Spot
Currency:	Renminbi
Weight unit:	Metric tonne
Size:	1,000 t minimum
Timing:	Prompt business up to one week forward
Consumer markets:	Major producers are in southwest China, major domestic markets are in northeast, northwest and northern China
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched May 2008
Frequency:	Weekly

DAP FCA

Terneuzen/Ghent

DataLab name:

Grade:	DAP, Bulk, Spot price; Benelux, Terneuzen/Ghent, FCA 18-46-0
Incoterm:	FCA ex-warehouse
Credit/payment terms:	Sight payment, CAD or LC. Credit up to 90 days.
Packaging:	Bulk
Loading location:	Ex-warehouse northern ports
Type:	Spot
Currency:	US dollars
Weight unit:	Metric tonne
Size:	300 t to 5,000 t
Timing:	Prompt business up to three weeks forward
Key supply sources:	Lithuania, Russia, Morocco and Tunisia
Duties/tariffs:	Duty at the prevailing rate
Background:	Price series launched April 1987

MAP FOB

US Gulf/Tampa

DataLab name:

Grade:	MAP, Granular Bulk, Spot price; USA, Gulf Coast/Tampa, FOB 11-52-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk only
Loading location:	All Tampa terminals and New Orleans.
Type:	Spot
Currency:	US dollars

Weight unit: Metric tonnes
 Size: 6,000 t minimum
 Timing: Prompt business up to 30 days forward
 Consumer markets: Latin America, Australia, Japan, Southeast Asia
 Duties/tariffs: Duty at prevailing rate

Baltic/Black Sea

DataLab name: MAP, Granular Bulk, Spot price; Baltic/Black Sea, FOB
 Grade: 11-52-0 and 12-52-0
 Incoterm: FOB
 Credit/payment terms: Cash payment
 Packaging: Bulk
 Loading location: Muuga, Novorossiysk, Murmansk
 Type: Spot and contract
 Currency: US dollar
 Weight unit: Metric tonne
 Size: 5,000 t to 40,000 t
 Timing: Prompt business up to 30 days forward
 Consumer markets: Northwest and eastern Europe, including Turkey, and the Americas
 Duties/tariffs: Duties at prevailing rates
 Background: Price series launched 27 September 2001

Morocco

DataLab name: MAP, Granular Bulk, Spot price; Morocco, FOB
 Grade: 11-52-0
 Incoterm: FOB
 Credit/payment terms: Cash payment
 Packaging: Bulk
 Loading location: Jorf Lasfar, Morocco
 Type: Spot and contract
 Currency: US dollar
 Weight unit: Metric tonne
 Size: 5,000 t to 50,000 t
 Timing: Prompt business up to 30 days forward
 Consumer markets: Brazil, Argentina, US and Australia
 Duties/tariffs: Duties at prevailing rates
 Background: Price series launched November 2013

US New Orleans barge

DataLab name: MAP, Granular Bulk, Spot price; USA, New Orleans, FOB, Barge
 Grade: 11-52-0
 Incoterm: FOB
 Credit/payment terms: Cash
 Packaging: Bulk
 Loading location: Barges loaded from plants around the US Gulf and from cargoes discharging along the Mississippi River
 Type: Spot
 Currency: US dollar
 Weight unit: Short ton
 Size: 1,500 st barge
 Timing: Prompt business up to two weeks forward
 Consumer markets: US inland discharge points along the Mississippi River system and in the Gulf area
 Duties/tariffs: Duties at prevailing rates
 Background: Price series launched May 2013

US Midwest

DataLab name: MAP, Granular Bulk, Spot price; USA, Midwest, FOB
 Grade: 11-52-0
 Incoterm: FOB

Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	River terminals, regional production and producer warehouses
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton
Size:	25 st and 100 st
Timing:	Prompt business up to two weeks forward
Key supply sources:	Product arrives in the region by barge or rail by producers in the US and Canada, or from US Gulf and East Coast ports from overseas plants
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched July 1990

US Southern Plains

DataLab name:	MAP, Granular Bulk, Spot price; USA, Southern Plains, FOB
Grade:	11-52-0
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	River terminals and inland warehouses in Arkansas, Oklahoma, Texas and southern Kansas
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton
Size:	25 st lots
Timing:	Prompt business up to two weeks forward
Key supply sources:	Product is railed from North American plants or barged from the US Gulf from imports
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched July 1990

Mexico

DataLab name:	MAP, Granular Bulk, Spot/Contract price; Mexico, FOB
Grade:	11-52-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Lazaro Cardenas, Mexico
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to six weeks forward
Consumer markets:	Australia, US, Brazil, Argentina, Central America
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched November 2013

Saudi Arabia

DataLab name:	MAP, Granular Bulk, Spot price; Saudi Arabia, FOB
Grade:	11-52-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Ras Al-Khair, Saudi Arabia

Type:	Monthly spot sales, often formula-based
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 50,000 t
Timing:	Prompt business up to six weeks forward
Consumer markets:	Brazil, USA, Australia and Argentina
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched November 2016

China 11-44

DataLab name:	MAP, Granular Bulk, 11-44, Spot price; China, FOB
Grade:	11-44-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Fangcheng (YTH) and Beihai (Wengfu) in Guangxi, Zhanjiang in Guangdong (Kailin) and Nanjing/Yangtze River in Jiangsu (Yihua)
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 to 40,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	Brazil, Australia, India, Southeast Asia
Duties/tariffs:	Duty at prevailing rate
Notional Assessment:	Assessed on a monthly basis
Background:	Price series launched November 2016
Frequency:	Monthly

MAP CFR

Argentina

DataLab name:	MAP, Granular Bulk, Spot price; Argentina, CFR
Grade:	11-52-0 and 12-52-0
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	San Nicolas and Bahia Blanca in Argentina, and Montevideo in Uruguay
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 40,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	China, Morocco, Saudi Arabia, US and Russia
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched July 2022

Brazil

DataLab name:	MAP, Granular Bulk, Spot price; Brazil, CFR
Grade:	11-52-0 and 12-52-0
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	Paranagua, Rio Grande, Aratu, Santos, Vitoria and Itaquí
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 40,000 t
Timing:	Prompt business up to 30 days forward
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched April 2002

Brazil 11-44

DataLab name:

Grade:	MAP, Granular Bulk, 11-44, Spot price; Brazil, CFR 11-44-0
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	Paranagua, Rio Grande, Aratu, Santos, Vitoria and Itaquí
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 40,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	China's YTH, Kailin (GPCA), Wengfu, Yihua and New Yangfeng either directly or via traders
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched November 2016

MAP DEL

Western Canada

DataLab name:

Grade:	MAP, Granular Bulk, Spot price; Canada, West, delivered 11-52-0
Incoterm:	DEL
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	Manitoba, Saskatchewan and Alberta
Type:	Spot
Currency:	CAD
Weight unit:	Metric tonne
Size:	25 t minimum
Timing:	Prompt business up to two weeks forward
Key supply sources:	Mosaic, OCP, EuroChem, PhosAgro, ADM, Koch
Duties/tariffs:	Duty at prevailing rate
Background:	Launched May 2021

MAP EXW

China 11-44-0

DataLab name:

Grade:	MAP, Bagged, 11-44, Spot price; China, EXW 11-44-0 powder
Incoterm:	EXW - truck or railway car at producer's plant
Credit/payment terms:	Payment in advance or settlement after buyers (NPK producers) sell their product, depending on the supply & demand situation of current domestic market.
Packaging:	Bulk
Loading location:	At plant
Type:	Spot MOVE
Currency:	Renminbi
Weight unit:	Metric tonne
Size:	500 t lots
Timing:	Prompt business up to a week forward
Consumer markets:	Regions throughout China
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched May 2008
Frequency:	Weekly

TSP FOB

Morocco

DataLab name:	TSP, Granular Bulk, Spot price; Morocco, FOB
Grade:	Granular 0-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Jorf Lasfar, Safi, Morocco
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	Europe, Bangladesh, Brazil
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched April 1987

Tunisia

DataLab name:	TSP, Granular Bulk, Spot price; Tunisia, FOB
Grade:	Granular 0-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Gabes, Tunisia
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	Europe, Bangladesh, Brazil
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched May 2006

China

DataLab name:	TSP, Granular Bulk, Spot price; China, FOB
Grade:	Granular 0-46-0
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Fangcheng and Zhanjiang ports
Key supply sources:	Chinese producers YTH (and its trading arm YUC), and Kailin either directly or via traders
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	Indonesia, Bangladesh, Sri Lanka, Brazil, Iran
Duties/tariffs:	Duty at prevailing rate
Notional Assessment:	Assessed on a monthly basis
Background:	Price series launched March 2008
Frequency:	Monthly

TSP FCA

Benelux

DataLab name:	TSP, Granular Bulk, Spot price; Tunisia, FOB
Grade:	Granular 0-46-0
Incoterm:	FCA ex-warehouse
Credit/payment terms:	Sight payment CAD or LC. Credit up to 90 days.

Packaging:	Bulk
Loading location:	Ex-warehouse Ghent, Antwerp
Type:	Spot
Currency:	Prices are reported in US dollar but Trades often concluded in euro
Weight unit:	Metric tonne
Size:	1,000 t to 10,000 t
Timing:	Prompt business up to three weeks forward
Key supply sources:	Morocco, Israel and Tunisia
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched May 2006

TSP CFR

Brazil

DataLab name:	TSP, Granular Bulk, Spot price; Brazil, CFR
Grade:	Granular TSP 0-46-0 but also increasingly 0-44-0.
Incoterm:	CFR
Credit/payment terms:	Typically cash payment
Packaging:	Bulk
Delivery location:	Main ports in Brazil including Paranagua, Rio Grande, Itaqui and Santos
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	OCP in Morocco, ICL in Israel, YUC in China, GCT in Tunisia
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched November 2013

PHOSPHORIC ACID FOB

North Africa 100% P2O5

DataLab name:	Phosphoric Acid, Bulk, Contract price, Quarterly; Africa, North, FOB
Grade:	MGA 100% P2O5
Incoterm:	FOB
Credit/payment terms:	Cash payment and 30 days credit, depending on destination
Packaging:	Bulk
Loading location:	Jorf Lasfar and Safi Morocco and Gabes, Tunisia
Type:	Quarterly contracts
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	90 days forward
Consumer markets:	India, Europe and Brazil
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched April 1987

PHOSPHORIC ACID CFR

Brazil 100% P2O5

DataLab name:	Phosphoric Acid, Bulk, Spot/Contract price; Brazil, CFR
Grade:	MGA 100% P2O5
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	Paranagua, Rio Grande, Aratu, Santos, Vitoria and Itaqui
Type:	Quarterly contracts and spot deals within that quarter
Currency:	US dollar
Weight unit:	Metric tonne

Size: 5,000 t to 10,000 t
 Timing: 90 days forward
 Key supply sources: Nutrien in the US, OCP in Morocco and ICL in Israel
 Duties/tariffs: Duty at prevailing rate
 Background: Price series launched November 2016

India 30 days 100% P2O5

DataLab name: Phosphoric Acid, Bulk, Contract price; India, CFR
Grade: MGA 100% P2O5
Incoterm: CFR
Credit/payment terms: 30 days credit
Packaging: Bulk
Delivery location: Kandla, Paradip, Visag, Kakinada, Goa, Mangalore, Sikka, JNPT, Cochin and Haldia
Type: Quarterly contracts
Currency: US dollar
Weight unit: Metric tonne
Size: 5,000 t to 18,000 t
Timing: 90 days forward
Key supply sources: OCP/Morocco, GCT/Tunisia, JPMC/Jordan, Foskor/South Africa, ICS/Senegal, Nutrien/US
Duties/tariffs: Duties at prevailing rates
Background: Price series launched April 1987

NW Europe 100% P2O5

DataLab name: Phosphoric Acid, Bulk, Spot/Contract price; Europe, Northwest, CFR
Grade: MGA 100% P2O5
Incoterm: CFR
Credit/payment terms: Cash payment
Packaging: Bulk
Delivery location: Rotterdam, Netherlands; Nantes, Montoir and St. Malo in France
Type: Quarterly contracts and spot deals within that quarter
Currency: US dollar
Weight unit: Metric tonne
Size: 5,000 t to 10,000 t
Timing: 90 days forward
Key supply sources: OCP/Morocco, GCT/Tunisia and Foskor/South Africa
Duties/tariffs: Duties at prevailing rates
Background: Price series launched April 1987

NW Europe 100% P2O5 (non-food grade)

DataLab name: Phosphoric Acid, Bulk, Non-food grade, Spot/Contract price; Europe, Northwest, CFR
Grade: MGA 100% P2O5
Incoterm: CFR
Credit/payment terms: Cash payment
Packaging: Bulk
Delivery location: Rotterdam, Netherlands; Nantes, Montoir and St. Malo in France
Type: Quarterly contracts and spot deals within that quarter
Currency: US dollar
Weight unit: Metric tonne
Size: 5,000 t to 10,000 t
Timing: 90 days forward
Key supply sources: OCP, GCT, Foskor, ICL
Duties/tariffs: Duties at prevailing rates
Background: Launched May 2021

PHOSPHATE ROCK FOB Morocco (68-72% BPL)

DataLab name:	Phosphate Rock, Bulk, Medium BPL, Contract price; Morocco, FOB
Grade:	68-72% BPL
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Casablanca, Morocco
Type:	Spot, Quarterly contracts
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 50,000 t
Timing:	90 days forward
Consumer markets:	India, the US and Brazil
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched January 1994

Algeria (63-66% BPL)

DataLab name:	Phosphate Rock, Bulk, Low BPL, Spot/Contract price; Algeria, FOB
Spot/Contract Grade:	63-66% BPL
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Annaba
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 50,000 t
Timing:	90 days forward
Consumer markets:	Europe, Americas, Asia, Oceania
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched January 2017

Jordan (66-72% BPL)

DataLab name:	Phosphate Rock, Bulk, Medium BPL, Contract price; Jordan, FOB
Grade:	66-72% BPL
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Aqaba
Type:	Quarterly contracts
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 80,000 t
Timing:	90 days forward
Consumer markets:	India, Indonesia.
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched November 2013

Jordan (73-75% BPL)

DataLab name:	Phosphate Rock, Bulk, High BPL, Contract price, Quarterly; Jordan, FOB
Grade:	73-75% BPL
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Aqaba
Type:	quarterly contracts
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 35,000 t
Timing:	90 days forward

Consumer markets: India
Duties/tariffs: Duties at prevailing rates
Background: Price series launched November 2013

Russia (78-87% BPL)

DataLab name: Phosphate Rock, Bulk, High BPL, Spot/Contract price; Russia, FOB
Grade: 78-87% BPL
Incoterm: FOB
Credit/payment terms: Cash payment
Packaging: Bulk
Loading location: Murmansk
Type: Quarterly contracts
Currency: US dollar
Weight unit: Metric tonne
Size: 5,000 t to 50,000 t
Timing: 90 days forward
Key consumer markets: Belarus, Belgium, Norway
Duties/tariffs: Duties at prevailing rates
Background: Launched May 2021

Egypt (60-68% BPL)

DataLab name: Phosphate Rock, Bulk, Low BPL, Spot/Contract price; Egypt, FOB
Grade: 60-68% BPL
Incoterm: FOB
Credit/payment terms: Cash payment
Packaging: Bulk
Loading location: Red Sea and Mediterranean ports including Hamrawein, Safaga and Alexandria
Type: Spot and contract
Currency: US dollar
Weight unit: Metric tonne
Size: 5,000 t to 35,000 t
Timing: 90 days forward
Consumer markets: India, Bangladesh, Indonesia, Malaysia and Brazil
Duties/tariffs: Duties at prevailing rates
Background: Price series launched November 2013

Peru (63-68% BPL)

DataLab name: Phosphate Rock, Bulk, Low BPL, Spot/Contract price; Peru, FOB
Grade: 63-68% BPL
Incoterm: FOB
Credit/payment terms: Cash payment
Packaging: Bulk
Loading location: Bayovar
Type: Spot and contract
Currency: US dollar
Weight unit: Metric tonne
Size: 5,000 t to 50,000 t
Timing: 90 days forward
Consumer markets: India, US, Brazil, Mexico, Argentina
Duties/tariffs: Duties at prevailing rates
Background: Price series launched November 2013

PHOSPHATE ROCK - CFR

India (71-75% BPL)

DataLab name: Phosphate Rock, Bulk, High BPL, Spot/Contract price; India, CFR

Grade:	71-75% BPL
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	West and East Coast India ports
Type:	Spot a contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 50,000 t
Timing:	90 days forward
Key supply sources:	JPMC/Jordan, OCP/Morocco, Togo and Mitsui/Peru
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched March 1997

India (65-70% BPL)

DataLab name:	Phosphate Rock, Bulk, Low BPL, Spot/Contract price; India, CFR
Grade:	65-70% BPL
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	West and East Coast India ports
Type:	Spot sales and quarterly/six-monthly contracts
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 35,000 t
Timing:	90 days forward
Key supply sources:	Egypt, Jordan, Morocco, Algeria and Peru
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched December 2010

SSP – CFR

Brazil 18-20% P2O5

DataLab name:	SSP, Bulk, 18-20%, Spot price, Brazil, CFR
Grade:	18-20% P2O5
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	Paranagua and other major Brazilian ports
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5-50,000 t
Timing:	prompt business up to 30 days forward
Key supply sources:	Egypt, Israel, Spain, Tunisia and China
Duties/tariffs:	Duties at prevailing rates
Background:	Launched May 2021

SSP - CPT

Brazil inland 18-20% P2O5

DataLab name:	SSP, Bulk, 18-20%, Spot price; Brazil, CPT
Grade:	18-20% P2O5
Incoterm:	CPT
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Rondonopolis
Type:	Spot
Currency:	US dollar

Weight unit:	Metric tonne
Size:	100 t lots
Timing:	Prompt business up to 30 days forward
Key supply sources:	Domestic suppliers include Copebras/Anglo American, Galvani, Fospar, Itafos ADM, Mosaic and Heringer along with imported supply from ICL and Egypt.
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched April 2013

NPKs FOB

Baltic Sea 16-16-16

DataLab name:

Grade:	NPKs, Bulk, 16-16-16, Spot price; Baltic Sea, FOB
Incoterm:	16-16-16. Prilled material with K2O content from KCI
Credit/payment terms:	FOB
Packaging:	Pre-payment or sight LC
Loading location:	Bulk
Type:	Muuga, Murmansk and Klaipeda from Acron and PhosAgro
Currency:	Spot and contract via formula
Weight unit:	US dollar
Size:	Metric tonne
Timing:	10,000 t to 65,000 t
Consumer markets:	Prompt business up to 30 days forward
Duties/tariffs:	Europe, Brazil, China and Thailand
Background:	Duties at prevailing rates
	Price series launched May 2006.

Baltic Sea 15-15-15

DataLab name:

Grade:	NPKs, Bulk, 15-15-15, Spot price; Baltic Sea, FOB
Incoterm:	NPK 15-15-15. Prilled material with K2O content from KCI
Credit/payment terms:	FOB
Packaging:	Prepay or sight LC
Loading location:	Bulk
Type:	Muuga, Murmansk and Klaipeda from Acron and PhosAgro
Currency:	Spot and contract via formula
Weight unit:	US dollar
Size:	Metric tonne
Timing:	10,000 t to 35,000 t
Duties/tariffs:	Prompt business up to 30 days forward
Background:	Duties at prevailing rates
	Price series launched November 2013

Baltic Sea 10-26-26

DataLab name:

Grade:	NPKs, Bulk, 10-26-26, Spot price; Baltic/Black Sea, FOB
Incoterm:	NPK 10-26-26. Prilled material with K2O content from KCI
Credit/payment terms:	FOB
Packaging:	Prepay or sight LC
Loading location:	Bulk
Type:	Muuga, Murmansk, Klaipeda and Yuzhnyy
Currency:	Spot and contract via formula
Weight unit:	US dollar
Size:	Metric tonne
Timing:	10,000 t to 40,000 t
Consumer markets:	Prompt business up to 30 days forward
Duties/tariffs:	India and Europe
Background:	Duties at prevailing rates
	Price series launched November 2013

Morocco 19-38-0-7

DataLab name:	NPKs, Bulk, 19-38-0-7, Spot price; Morocco, FOB
Grade:	19-38-0-7
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Jorf Lasfar, Morocco
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	10,000 to 50,000 t
Timing:	Prompt business up to 30 days forward
Main consumer market:	Ethiopia
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched November 2016

Morocco 12-46-0-7

DataLab name:	NPKs, Bulk, 12-46-0-7, Spot price; Morocco, FOB
Grade:	12-46-0-7
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Jorf Lasfar, Morocco
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 to 20,000 t in combination cargoes
Timing:	Prompt business up to 30 days forward
Main consumer market:	Brazil
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched November 2016

Morocco 15-15-15

DataLab name:	NPKs, Bulk, 15-15-15, Spot price; Morocco, FOB
Grade:	15-15-15
Incoterm:	FOB
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Jorf Lasfar, Morocco
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	Europe, Brazil, West Africa
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched November 2016

NPKS - CFR

China 16-16-16

DataLab name:	NPKs, Bulk, 16-16-16, Spot price; China, CFR
Grade:	16-16-16. Prilled material with K ₂ O content from KCl
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Muuga, Murmansk, Klaipeda and Yuzhnyy from Acron and PhosAgro
Type:	Spot and contract sales via formula
Currency:	US dollar

Weight unit:	Metric tonne
Size:	10,000 t and 30,000 t
Timing:	Prompt business up to 30 days forward
Duties/tariffs:	Duties at prevailing rates
Notional Assessment:	Assessed on a monthly basis
Background:	Price series launched November 2013
Frequency:	Monthly

Southeast Asia 16-16-16

DataLab name:	NPKs, Bulk, 16-16-16, Spot price; Asia, Southeast, CFR
Grade:	16-16-16. Prilled material with K ₂ O content from KCl
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Muuga, Murmansk, Klaipeda and Yuzhnyy
Type:	Spot and contract sales via formula
Currency:	US dollar
Weight unit:	Metric tonne
Size:	10,000 t to 30,000 t
Timing:	Prompt business up to 30 days forward
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched November 2013

India 10-26-26

DataLab name:	NPKs, Bulk, 10-26-26, Spot price; India, CFR
Grade:	10-26-26. Prilled material with K ₂ O content from KCl
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Muuga, Klaipeda and Yuzhnyy
Type:	Spot and contract sales via formula
Currency:	US dollar
Weight unit:	Metric tonne
Size:	10,000 t to 40,000 t
Timing:	Prompt business up to 30 days forward
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched November 2013

Brazil 12-46-0-7

DataLab name:	NPKs, Bulk, 12-46-0-7, Spot price; Brazil, CFR
Grade:	12-46-0-7
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Delivery location:	Paranagua, Rio Grande, Aratu, Santos, Vitoria and Itaquí
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 20,000 t
Timing:	Prompt business up to 30 days forward.
Key supply sources:	OCP/Morocco
Duties/tariffs:	Duty at the prevailing rate
Background:	Price series launched November 2016

West Africa 15-15-15

DataLab name:	NPKs, Bulk, 15-15-15, Spot price; Africa, West, CFR
Grade:	NPK 15-15-15
Incoterm:	CFR
Credit/payment terms:	Cash payment

Packaging:	Bulk
Delivery location:	Dakar, Abidjan, Lagos and Kpeme. Nigeria suspended imports in 2019
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Spot business up to 30 days forward
Key supply sources:	OCP/Morocco, Yara
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched November 2016

India 20-20-0-13

DataLab name:	NPKs, Bulk, 20-20-0-13, Spot price; India, CFR
Grade:	NPS 20-20-0-13
Incoterm:	CFR
Credit/payment terms:	Cash payment
Packaging:	Bulk
Loading location:	Indonesia, Muuga, Murmansk, Klaipeda and Yuzhnyy
Type:	Spot and contract sales via formula
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 30,000 t
Timing:	Prompt business up to 30 days forward
Duties/tariffs:	Duties at prevailing rates
Background:	Price series launched November 2016

NPKs - EXW

China 15-15-15 S

DataLab name:	NPKs, Bagged, 15-15-15-S, Spot price; China, EXW
Grade:	15-15-15 SOP-based
Incoterm:	EXW - truck or railway car at producer's plant
Credit/payment terms:	Prepayment or settlement after distributor sales
Packaging:	Bulk
Loading location:	At producers' plants
Type:	Spot
Currency:	Renminbi
Weight unit:	Metric tonne
Size:	1,000 t minimum
Timing:	Prompt business up to a week forward
Consumer markets:	Regions throughout China
Duties/tariffs:	Duties at prevailing rates
Notional Assessment:	Assessed on a monthly basis
Background:	Price series launched May 2008
Frequency:	Monthly

China 15-15-15 CL

DataLab name:	NPKs, Bagged, 15-15-15-S, Spot price; China, EXW
Grade:	15-15-15 chloride-based
Incoterm:	EXW - truck or railway car at producer's plant
Credit/payment terms:	Prepayment or settlement after distributor sales
Packaging:	Bulk
Loading location:	At producers' plants
Currency:	Renminbi
Weight unit:	Metric tonne
Size:	500 t or more
Timing:	Prompt business up to a week forward
Consumer markets:	Regions throughout China fertilizer. Chloride fertilizers not sold in Xinjiang
Duties/tariffs:	Duties at prevailing rates

Notional Assessment:	Assessed on a monthly basis
Background:	Price series launched May 2008
Frequency:	Monthly

POTASH FOB STANDARD MOP – FOB BULK

Vancouver

DataLab name:	Potash, Standard Bulk, Spot/Contract price; Canada, Vancouver, FOB
Grade:	Minimum 60% by weight potash content (as K ₂ O) standard grade. Formula KCl (potassium chloride). Material mainly less than 1.7mm in size and above 0.25mm
Incoterm:	FOB
Credit/payment terms:	No FOB sales, all concluded on a CFR basis
Packaging:	Bulk
Loading location:	Vancouver
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	30,000 t to 60,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	Saskatchewan
Duties/tariffs:	At prevailing rates
Consumer markets:	India, China, Southeast Asia
Background:	Price series launched March 1997

Jordan/Israel

DataLab name:	Potash, Standard Bulk, Spot/Contract price; Jordan/Israel, FOB
Grade:	Minimum 60% by weight potash content (as K ₂ O) standard grade. Formula KCl (potassium chloride). Material mainly less than 1.7mm in size and above 0.25mm
Incoterm:	FOB
Credit/payment terms:	No FOB sales, all concluded on a CFR basis.
Packaging:	Bulk
Loading location:	Eilat, Israel and Aqaba, Jordan on the Red Sea
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	15,000 to 60,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	India, China, Southeast Asia
Duties/tariffs:	At prevailing rates
Background:	Price series launched March 1997

Baltic Sea

DataLab name:	Potash, Standard Bulk, Spot/Contract price; Baltic Sea, FOB
Grade:	Minimum 60% by weight potash content (as K ₂ O) standard grade. Formula KCl (potassium chloride). Material mainly less than 1.7mm in size and above 0.25mm
Incoterm:	FOB
Credit/payment terms:	No FOB sales, all concluded on a CFR basis
Packaging:	Bulk
Loading location:	St Petersburg, Russia and Klaipeda, Lithuania
Type:	Spot and contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	15,000 t to 60,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	India, China, Southeast Asia

Duties/tariffs:	At prevailing rates
Background:	Price series launched March 1997

POTASH FCA STANDARD

China port wholesale

DataLab name:	Potash, Standard Bagged, Spot price; China, FCA
Grade:	Minimum 60% by weight potash content (as K ₂ O) standard grade. Formula KCl (potassium chloride). Material mainly less than 1.7mm in size and above 0.25mm.
Incoterm:	FCA ex-port warehouse.
Credit/payment terms:	Cash payment
Packaging:	50kg/bag (loaded from Bulk, packed in ports)
Loading OR Delivery location:	Qingdao, Lianyungang, Zhanjiang, Chiwan, Fangcheng.
Type:	Spot
Currency:	Renminbi
Weight unit:	Metric tonne
Size:	50 t minimum
Timing:	Prompt business up to a week forward
Key supply sources:	Sinofert and CNAMPGC
Duties/tariffs:	At prevailing rates
Background:	Price series launched April 2011
Frequency:	Weekly

POTASH CFR STANDARD

China

DataLab name:	Potash, Standard Bulk, Spot price; China, CFR
Grade:	Minimum 60% by weight potash content (as K ₂ O) standard grade. Formula KCl (potassium chloride). Material mainly less than 1.7mm in size and above 0.25mm
Incoterm:	CFR
Credit/payment terms:	LC
Packaging:	Bulk
Delivery location:	Qingdao, Lianyungang, Zhanjiang, Chiwan and Fangcheng
Type:	Contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	15,000 t to 60,000 t
Timing:	Up to 180 days forward
Key supply sources:	Belarus, Russia, Canada, Israel, Jordan, Germany
Duties/tariffs:	Import tariff 1%
Notional Assessment:	Generally yearly assessment, assessed when agreement is concluded
Background:	Price series launched March 1997
Frequency:	Yearly

India 180 days

DataLab name:	Potash, Standard Bulk, Spot price; India, CFR
Grade:	Minimum 60% by weight potash content (as K ₂ O) standard grade. Formula KCl (potassium chloride). Material mainly less than 1.7mm in size and above 54 0.25mm
Incoterm:	CFR
Credit/payment terms:	180 days credit
Packaging:	Bulk
Delivery location:	Various ports on the east and west coasts.
Type:	Contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	15,000 t to 60,000 t
Timing:	Up to 180 days forward
Key supply sources:	Belarus, Russia, Canada, Israel, Jordan and Germany

Duties/tariffs: At prevailing rates
 Background: Price series launched March 1997

Southeast Asia

DataLab name: Potash, Standard Bulk, Spot price; India, CFR
Grade: Minimum 60% by weight potash content (as K₂O) standard grade. Formula KCl (potassium chloride). Material mainly less than 1.7mm in size and above 0.25mm
Incoterm: CFR
Credit/payment terms: Cash/sight payment
Packaging: Bulk
Delivery Locations: Various ports in Indonesia, Malaysia, Thailand, Vietnam
Type: Spot
Currency: US dollar
Weight unit: Metric tonne
Size: 5,000 t to 60,000 t
Timing: Prompt business up to 30 days forward
Key supply sources: Belarus, Russia, Canada, Israel, Jordan and Germany
Duties/tariffs: At prevailing rates
Background: Price series launched March 1997

POTASH DAP STANDARD

China/Russia cross-border

DataLab name: Potash, Standard Bulk, Spot/Contract price; China/Russia, DAP
Grade: Minimum 62% by weight potash content (as K₂O) standard grade. Formula KCl (potassium chloride). Material mainly less than 1.7mm in size and above 0.25mm
Incoterm: DAP
Credit/payment terms: Prepayment, cash on delivery, LC
Packaging: Bulk
Delivery location: Manzhouli (Inner Mongolia)
Type: Contract
Currency: US dollar
Weight unit: Metric tonne
Size: 63 t per railcar and 1,500-2,500 t per train
Timing: Business up to a month forward
Consumer markets: Western China
Duties/tariffs: Import tariff 1%
Notional Assessment: Generally assessed on a monthly basis
Background: Since April 2011
Frequency: Monthly

POTASH FOB GRANULAR

Vancouver

DataLab name: Potash, Granular Bulk, Spot price; Canada, Vancouver, FOB
Grade: Minimum 60% by weight potash content (as K₂O) granular grade. Formula KCl (potassium chloride). Granular is MOP in pellet form mainly above 1mm in size and less than 3.35mm
Incoterm: FOB
Credit/payment terms: No FOB sales, all concluded on a CFR basis.
Packaging: Bulk
Loading location: Vancouver
Type: Spot
Currency: US dollar
Weight unit: Metric tonne
Size: 30,000 t to 60,000 t
Timing: Prompt business up to 30 days forward
Key supply sources: Saskatchewan
Duties/tariffs: At prevailing rates

Consumer markets: Brazil and Southeast Asia
 Background: Price series launched March 1997

Baltic Sea

DataLab name: Potash, Granular Bulk, Spot price; Canada, Vancouver, FOB
Grade: Minimum 60% by weight potash content (as K₂O) granular grade. Formula KCl (potassium chloride). Granular is MOP in pellet form mainly above 1mm in size and less than 3.35mm
Incoterm: FOB
Credit/payment terms: No FOB sales, all concluded on a CFR basis
Packaging: Bulk
Loading Locations: St Petersburg, Russia and Klaipeda, Lithuania
Type: Spot
Currency: US dollar
Weight unit: Metric tonne
Size: 15,000 t to 60,000 t
Timing: Prompt business up to 30 days forward
Consumer markets: Brazil and Southeast Asia
Duties/tariffs: At prevailing rates
Background: Price series launched July 2006

US New Orleans barge

DataLab name: Potash, Granular Bulk, Spot price; USA, New Orleans, FOB, Barge
Grade: Granular 0-0-60
Incoterm: FOB
Credit/payment terms: Cash/sight payment
Packaging: Bulk
Loading location: Imports discharging at Mississippi River terminals
Type: Spot
Currency: US dollar
Weight unit: Short ton
Size: 1,500 st lots
Timing: Prompt business up to two weeks forward
Key supply sources: Russia, Belarus, Israel
Duties/tariffs: At prevailing rates
Background: Price series launched May 2008

US Midwest

DataLab name: Potash, Granular Bulk, Spot price; USA, Midwest, FOB
Grade: Granular 0-0-60
Incoterm: FOB
Credit/payment terms: Cash/sight payment
Packaging: Bulk
Loading location: River terminals and inland warehouses primarily in Illinois, Indiana, Ohio, Wisconsin, Minnesota, Iowa, Nebraska, Kansas and Missouri.
Type: Spot
Currency: US dollar
Weight unit: Short ton
Size: 25 st lots
Timing: Prompt business up to two weeks forward
Key supply sources: Product is sold from producers' warehouses and independent distributors to retailers
Duties/tariffs: At prevailing rates
Background: Price series launched July 1990

US South

DataLab name: Potash, Granular Bulk, Spot price; USA, South, FOB
Grade: Granular 0-0-60

Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	River terminals and inland warehouses south of Mason-Dixon and on both sides of the Mississippi River
Type:	Spot
Currency:	US dollar
Weight unit:	Short ton
Size:	25 st trucks and 100 st railcars
Timing:	Prompt business up to two weeks forward
Key supply sources:	Product is sold from producers' warehouses and independent distributors to retailers
Duties/tariffs:	At prevailing rates
Background:	Price series launched January 1998

POTASH CFR GRANULAR

Brazil

DataLab name:	Potash, Granular Bulk, Spot price; Brazil, CFR
Grade:	Minimum 60% by weight potash content (as K ₂ O) granular grade. Formula KCl (potassium chloride). Granular is MOP in pellet form mainly above 1mm in size and less than 3.35mm.
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Delivery location:	Multiple ports including Paranagua, Santos and Rio Grande
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	15,000 t to 60,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	Belarus, Russia, Canada, Israel and Germany
Duties/tariffs:	At prevailing rates
Background:	Price series launched March 1997

Southeast Asia

DataLab name:	Potash, Granular Bulk, Spot price; Asia, Southeast, CFR
Grade:	Minimum 60% by weight potash content (as K ₂ O) granular grade. Formula KCl (potassium chloride). Granular is MOP in pellet form mainly above 1mm in size and less than 3.35mm.
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Delivery location:	Ports in Thailand and Vietnam
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	5,000 t to 60,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	Russia, Belarus and Canada
Duties/tariffs:	At prevailing rates
Background:	Price series launched May 2021

POTASH CIF GRANULAR

NW Europe

DataLab name:	Potash, Granular Bulk, Spot/Contract price; Europe, Northwest, CIF
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Grade:	Minimum 60% by weight potash content (as K ₂ O) granular grade. Formula KCl (potassium chloride). Granular is MOP in pellet form mainly above 1mm in size and less than 3.35mm
Incoterm:	CIF
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	Northwest European ports
Type:	Spot, monthly and quarterly contracts
Currency:	Euro
Weight unit:	Metric tonne
Size:	Ship, railcar and truck
Timing:	Prompt business up to 30 days forward
Key supply sources:	Germany, Russia, Belarus and Jordan
Duties/tariffs:	At prevailing rates
Background:	Price series launched July 2007

SOP FCA NW Europe

DataLab name:

Grade:	SOP, Standard Bulk, Spot/Contract price; Europe, Northwest, FCA Minimum 60% by weight potash content (as K ₂ O) standard grade. Total chlorides (as Cl) maximum 2.5% by weight. Formula K ₂ SO ₄ (sulphate of potash). Material mainly less than 1.7mm in size and more than 0.25mm
Incoterm:	FCA
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	Antwerp, Belgium and various locations in Germany
Type:	Spot, monthly and quarterly contracts
Currency:	Euro
Weight unit:	Metric tonne
Size:	40 t or more
Timing:	Prompt business up to 30 days forward
Key supply sources:	Germany and Belgium
Duties/tariffs:	At prevailing rates
Background:	Price series launched January 2001

SOP FOB Far East

DataLab name:

Grade:	SOP, Standard Bulk, Spot price; Asia, Far East, FOB Minimum 50% by weight potash content (as K ₂ O) standard grade, excluding soluble product. Total chlorides (as Cl) maximum 2% by weight. Formula K ₂ SO ₄ (sulphate of potash).
Price basis:	FOB
Credit/Payment terms:	Cash/sight or L/C
Packaging:	Bulk and containers
Loading Location:	Mostly Yantai and Qingdao in China's Shandong province, and Taiwan, China. Sometimes smaller shipments from Tianjin and from Bayuquan in Liaoning province.
Type:	Spot
Currency:	US dollar
Weight Unit:	metric tonne
Size:	Bulk – usually 20-40,000 t, and containers (minimum 100 t)
Timing:	Typically 30 days forward.
Key Supply Sources:	China, including Taiwan.
Pricing:	Reflects spot sales by key suppliers SESODA (Taiwan, China) and traders of product produced in mainland China. Assessed basis indications of CFR sales in overseas markets and the actual reported price of sales on an FOB basis.
Duties/Tariffs:	At prevailing rates.

Notional Assessment:	Firm bids and offers are used in the absence of new business. Generally assessed on a monthly basis.
Background:	Price series launched October 2020.
Frequency:	Monthly

SULPHUR FOB

US Gulf spot

DataLab name:	Sulphur, Bulk, Spot price; USA, Gulf Coast, FOB
Grade:	Granular
Incoterm:	FOB
Credit/payment terms:	Sight/cash
Packaging:	Bulk
Loading Location:	US Gulf ports such as Beaumont and Corpus Christi
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	30,000 t to 35,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	Brazil, Morocco
Duties/tariffs:	At prevailing rates
Background:	Price series launched May 2017

Vancouver – spot

DataLab name:	Sulphur, Bulk, Spot price; Canada, Vancouver, FOB
Grade:	Granular
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	Vancouver
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	50,000 t to 60,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	China, Brazil and South Africa
Duties/tariffs:	At prevailing rates
Background:	Price series launched August 1996

Middle East Spot

DataLab name:	Sulphur, Bulk, Spot price; Middle East, FOB
Grade:	Granular and crushed lump
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	Ruwais, Shuaiba, Ras Laffan and Jubail
Key supply source:	UAE, Kuwait, Qatar, Saudi Arabia
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	30,000 t to 35,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	India and China
Duties/tariffs:	At prevailing rates
Background:	Price series launched June 2003

Middle East Quarterly Contract

DataLab name:	Sulphur, Bulk, Contract price, Quarterly; Middle East, FOB
Grade:	Granular
Incoterm:	FOB

Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	Ruwais, Shuaiba
Key supply sources:	UAE, Kuwait
Type:	Contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	30,000 t to 35,000 t
Timing:	Quarterly contract
Consumer markets:	China and North Africa
Duties/tariffs:	At prevailing rates
Background:	Price series launched January 2000

Adnoc Monthly Contract

Datalab name:	Sulphur, Bulk, Contract price, Monthly; UAE, FOB
Grade:	Granular
Incoterm:	FOB
Credit/payment terms:	Sight/cash
Packaging:	Bulk
Loading location:	Ruwais
Type:	Contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	30,000 t to 35,000 t
Consumer markets:	India
Duties/tariffs:	At prevailing rates
Background:	Price series launched June 2003

Muntajat QSP Monthly Contract

DataLab name:	Sulphur, Bulk, Contract price, Monthly; Qatar, FOB
Grade:	Granular
Incoterm:	FOB
Credit/payment terms:	Sight/cash
Packaging:	Bulk
Loading location:	Ras Laffan
Type:	Monthly contract
Currency:	US dollar
Weight unit:	Metric tonnes
Size:	25,000 t to 35,000 t
Timing:	30 days forward
Duties/tariffs:	At prevailing rates
Background:	Price series launched August 2013

KPC KSP Monthly Contract

DataLab name:	Sulphur, Bulk, Contract price, Monthly; Kuwait, FOB
Grade:	Granular
Incoterm:	FOB
Credit/payment terms:	Sight/cash
Packaging:	Bulk
Loading location:	Shuaiba
Type:	Monthly contract
Currency:	US dollar
Weight unit:	Metric tonnes
Size:	25,000 t to 35,000 t
Timing:	30 days forward
Duties/tariffs:	At prevailing rates
Background:	Price series launched July 2019

Baltic Sea

DataLab name:

Grade:	Sulphur, Bulk, Spot price; Baltic Sea, FOB
Incoterm:	Granular and crushed lump
Credit/payment terms:	FOB
Packaging:	Cash/sight payment
Loading location:	Bulk
Type:	Ust Luga
Currency:	Spot and contract
Weight unit:	US dollar
Size:	Metric tonne
Timing:	30,000 t to 40,000 t
Consumer markets:	Prompt business up to 30 days forward
Duties/tariffs:	North Africa, Brazil and Mediterranean
Background:	At prevailing rates
	Price series launched January 2000

SULPHUR EXW

China

DataLab name:

Grade:	Sulphur, Bulk, Spot price; China, EXW
Incoterm:	Granular or lump
Credit/payment terms:	EXW
Packaging:	Advanced payment, cash or credit sales
Loading location:	Bulk
Type:	At producers' plant
Currency:	Spot sales
Weight unit:	Renminbi
Size:	Metric tonne
Timing:	1,000 t or more
Key supply sources:	Prompt business up to 30 days forward
	Mainly supplied by oil refineries owned by Sinopec and Petrochina, and Sinopec's
	Puguang gas refinery
Duties/tariffs:	At prevailing rates
Background:	Price series launched May 2008
Frequency:	Weekly

SULPHUR FCA

China port

DataLab name:

Grade:	Sulphur, Bulk, Spot price; China, FCA
Incoterm:	Granular
Credit/payment terms:	FCA
Packaging:	Cash payment or short-term credit
Loading location:	Bulk
Type:	Nantong, Qingdao and Fangcheng
Currency:	Spot
Weight unit:	Renminbi
Size:	Metric tonne
Duties/tariffs:	10,000 t to 20,000 t
Background:	At prevailing rates
Frequency:	Price series launched May 2008
	Weekly

SULPHUR CFR

China

DataLab name:

Sulphur, Bulk, Spot price; China, CFR

Grade:	Granular and crushed lump
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Delivery location:	Nantong, Fangcheng and Qingdao
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	30,000 t to 60,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	Vancouver and Middle East producers, Black Sea for crushed lump, Taiwan's Formosa
Duties/tariffs:	At prevailing rates
Background:	Price series launched February 2000
Frequency:	Weekly

India ex-Middle East

DataLab name:

Sulphur, Bulk, Spot price; India, CFR

Grade:	Granular/crushed lump
Incoterm:	CFR
Credit/payment terms:	Sight/cash payment
Packaging:	Bulk
Delivery location:	Paradip, Cochin, Vizag and Dharatmar
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	30,000 t to 35,000 t
Timing:	30 days forward
Key supply sources:	Middle East, Iran, UAE, Kuwait, Qatar and Saudi Arabia
Duties/tariffs:	At prevailing rates
Background:	Price series launched January 2000

North Africa Three-Month Contract

DataLab name:

Sulphur, Bulk, Contract price, Half yearly; Africa, North, CFR

Grade:	Granular
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Delivery location:	Jorf Lasfar, Morocco and Gabes, Tunisia
Type:	Contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	30,000 t to 35,000 t
Timing:	Prompt business up to 30 days forward
Consumer markets:	GCT/Tunisia and OCP/Morocco
Duties/tariffs:	At prevailing rates
Background:	Price series launched January 2000

Mediterranean (excl. domestic contracts)

DataLab name:

Sulphur, Bulk, Spot price; Mediterranean, CFR

Grade:	Granular
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Delivery location:	Gabes, Tunisia; Aqaba, Jordan; Ashdod, Israel and Abu Qir, Egypt
Type:	Spot

Currency:	US dollar
Weight unit:	Metric tonne
Size:	3,000 t to 10,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	Italy, Spain, Libya, Greece
Duties/tariffs:	At prevailing rates
Background:	Price series launched July 2017

Brazil

DataLab name:	Sulphur, Bulk, Spot price; Brazil, CFR
Grade:	Granular
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Delivery location:	Paranagua, Rio Grande and Santos
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	30,000 t to 40,000 t
Timing:	Prompt business up to 30 days forward
Key supply sources:	Middle East, Brazil and Canadian producers
Duties/tariffs:	At prevailing rates
Background:	Price series launched February 2010

SULPHUR FOB LIQUID

US Tampa Quarterly Contract

DataLab name:	Sulphur, Liquid Bulk, Contract price, Quarterly; USA, Tampa, FOB
Grade:	Molten/Liquid
Incoterm:	FOB
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Loading location:	Venezuela, Texas (cross gulf barge), Mexico and Middle East. Railcars primarily from western Canada
Type:	Contract
Currency:	US dollar
Weight unit:	Long ton
Size:	10,000 to 20,000 t vessels. Railcars 100 st
Timing:	90 days forward
Consumer markets:	Tampa, US Gulf, Central Florida
Duties/tariffs:	At prevailing rates
Background:	Price series launched March 1993

SULPHUR CPT LIQUID

NW Europe truckload Six Month Contract

DataLab name:	Sulphur, Liquid Bulk, Contract price, Quarterly; Europe, Northwest, CPT, Truckload
Grade:	Molten/Liquid
Incoterm:	CPT
Credit/payment terms:	Cash/sight payment
Packaging:	Bulk
Delivery location:	Throughout NW Europe including Germany, France, Belgium
Type:	Contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	23t to 25 t truckloads
Consumer markets:	Northwest Europe
Duties/tariffs:	At prevailing rates

Background: Price series launched October 2002

SULPHUR CFR LIQUID

Benelux barge/railcar Six Month Contract

DataLab name: Sulphur, Liquid Bulk, Contract price, Quarterly; Benelux, CFR, Barge/Railcar
Grade: Molten/Liquid
Incoterm: CFR
Credit/payment terms: Cash/sight payment
Packaging: Bulk
Delivery location: The Benelux region
Type: Contract
Currency: US dollar
Weight unit: Metric tonne
Size: 1,500-2,000 t barges; 25 t railcars
Consumer markets: Benelux
Duties/tariffs: At prevailing rates
Background: Price series launched May 2002

SULPHURIC ACID FOB

NW Europe

DataLab name: Sulphuric Acid, Bulk, Spot price; Europe, Northwest, FOB
Grade: Liquid acid 98%
Incoterm: FOB
Credit/payment terms: 30 days credit
Loading location: Hamburg, Rotterdam, Belgium, Scandinavia and Spain
Type: Spot
Currency: US dollar
Weight unit: Metric tonne
Size: 10,000 t to 20,000 t
Timing: 30 days forward
Consumer markets: Brazil, US Gulf and Chile
Duties/tariffs: At prevailing rates
Background: Price series launched May 2002

China

DataLab name: Sulphuric Acid, Bulk, Spot price; China, FOB
Grade: Liquid acid 98%
Incoterm: FOB
Credit/payment terms: Sight/cash
Packaging: Bulk
Type: Spot/Contract
Currency: US dollar
Weight unit: Metric tonne
Size: 10,000 t to 20,000 t
Timing: 30 days forward
Consumer markets: Chile, Morocco, SE Asia
Duties/tariffs: Duties at prevailing rates
Background: Price series launched May 2021
Frequency: Weekly

SULPHURIC ACID CFR

NW Europe Three-Month Contract

DataLab name: Sulphuric Acid, Bulk, Contract price, Quarterly; Europe, Northwest, CFR
Grade: Liquid acid 98%

Incoterm:	CFR
Credit/payment terms:	30 days credit
Packaging:	Bulk
Loading location:	Major acid suppliers such as Aurubis and Boliden
Type:	CFR
Currency:	Euro
Weight unit:	Metric tonne
Size:	4,000 t to 5,000 t
Timing:	30 days forward
Consumer markets:	Northern France, Benelux, UK, Germany and Scandinavia
Duties/tariffs:	At prevailing rates
Background:	Price series launched October 2010

Turkey Spot/Contract

DataLab name:	Sulphuric Acid, Bulk, Spot/Contract price; Turkey, CFR
Grade:	Liquid acid 98%
Incoterm:	CFR Credit/Payment terms sight/cash
Type:	Spot/Contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	4,000 t to 5,000 t
Timing:	30 days forward
Supply Sources:	Bulgaria (via Aurubis), Italy and Spain
Duties/tariffs:	At prevailing rates
Background:	Price series launched June 2000

North Africa

DataLab name:	Sulphuric Acid, Bulk, Spot price; Africa, North, CFR
Grade:	Liquid acid 98%
Incoterm:	CFR
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	12,000 t to 20,000 t
Timing:	30 days forward
Supply Sources:	Germany, Belgium, Scandinavia, Poland, China, South Korea, Japan
Duties/tariffs:	At prevailing rates
Background:	Price series launched January 2023

US Gulf

DataLab name:	Sulphuric Acid, Bulk, Spot price; USA, Gulf Coast, CFR
Grade:	Liquid acid 98%
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Loading location:	Europe into Tampa
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	20,000 t minimum
Timing:	30 days forward
Key supply sources:	Europe and Canada
Duties/tariffs:	At prevailing rates
Background:	Price series launched December 2008

Brazil

DataLab name:	Sulphuric Acid, Bulk, Spot price; Brazil, CFR
Grade:	Liquid acid 98%
Incoterm:	CFR

Credit/payment terms:	Cash/sight payment
Delivery location:	Paranagua, Rio Grande and Santos
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	12,000 t to 20,000 t
Timing:	30 days forward
Key supply sources:	Germany, Scandinavia, Spain, Bulgaria, Mexico
Duties/tariffs:	Duty at prevailing rate
Background:	Price series launched April 2003

India

DataLab name:	Sulphuric Acid, Bulk, Spot price; India, CFR
Grade:	Liquid acid 98%
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Delivery location:	Paradip, Tuticorin, Vizag, Kakinada
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	18,000 t to 20,000 t
Timing:	30 days forward
Key supply sources:	Japan, South Korea, China
Duties/tariffs:	At prevailing rates
Background:	Price series launched November 2015

Chile

DataLab name:	Sulphuric Acid, Bulk, Spot price; Chile, CFR
Grade:	Liquid acid 98%
Incoterm:	CFR
Credit/payment terms:	Cash/sight payment
Delivery location:	Mejillones
Type:	Spot
Currency:	US dollar
Weight unit:	Metric tonne
Size:	20,000 t to 30,000 t
Timing:	30 days forward
Key supply sources:	Japan, South Korea, China
Duties/tariffs:	At prevailing rates
Background:	Price series launched December 2008

Chile Contract

DataLab name:	Sulphuric Acid, Bulk, Contract price; Chile, CFR
Grade:	Liquid acid 98%
Incoterm:	CFR
Credit/payment terms:	Sight/cash
Delivery location:	Mejillones
Type:	Contract
Currency:	US dollar
Weight unit:	Metric tonne
Size:	20,000 t to 30,000 t
Timing:	30 days forward
Key supply sources:	Japan, South Korea, China
Duties/tariffs:	At prevailing rates
Background:	Price series launched December 2008

Glossary of abbreviations

INCO TERM RULES FOR ANY MODE OR MODES OF TRANSPORT:

EXW – Ex-Works
FCA – Free Carrier
CPT – Carriage Paid To
CIP – Carriage and Insurance Paid To
DAT – Delivered at Terminal
DAP – Delivered at Place
DDP – Delivered Duty Paid

INCO TERM RULES FOR SEA AND INLAND WATERWAY TRANSPORT:

FAS – Free Alongside Ship
FOB – Free On Board
CFR – Cost and Freight
CIF – Cost Insurance and Freight

COUNTRY ABBREVIATIONS USED:

We use ISO 3166 alpha-2 standard country codes

CREDIT/PAYMENT TERMS

LC – Letter of Credit
CAD – Cash Against Documents