



**Merchant Research
& Consulting Ltd**

Potash

Market Review 2013 (Sample)





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This 2013 year market report aims to provide a proper picture of world, regional and countries' markets of Potash.

Starting from description of global market, it moves further to the analysis of regional markets peculiarities and countries specifics and completes by giving a forecast for the markets under consideration.

The research is based on reliable data. While preparing the study the following information sources are used:

1. Company databases
2. Printed and electronic specialized publications
3. Internet recourses
4. Media analytical articles

The report starts from the analysis of global market of Potash.

The part **1. WORLD POTASH MARKET** comprises three parts.

1.1. Potash in Global Industry provides profound description of the product. It names its application spheres, informs about identified resources.

1.2. Potash Market Overview covers major market parameters.

Table. World mine production of Potash, 2007-2012, thousand tonnes

2007	2008	2009	2010	2011	2012

Source: US Geological Bureau

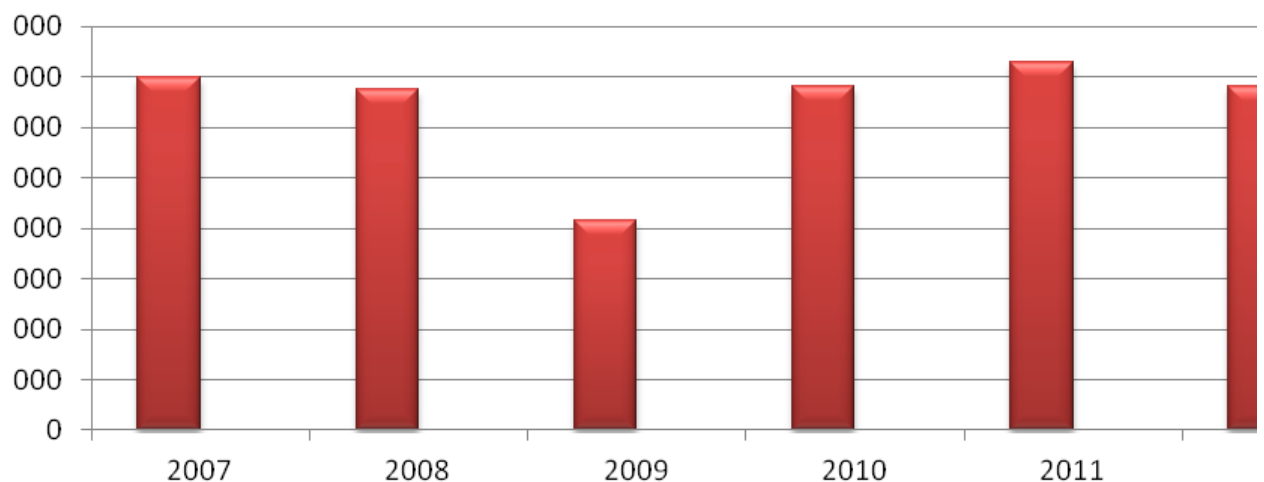


Figure 1. World mine production of Potash, 2007-2012, thousand tonnes



Table. Potash mine production by country in 2011-2012, thousand tonnes

Country	2011	2012
...		
Other countries		
World total (rounded)		

Chapter **1.3. Potash Prices** covers prices trends in the market in 2007-2012

Table. Potash average, muriate, USA f.o.b. mine, 2007-2012, \$/tonne of K2O equivalent

2007	2008	2009	2010	2011	2012

Source: *Indmin/MetalPrices*

Several next chapters are devoted to regional and countries markets. Each one is done according to similar contents provided below.

2. REGION MARKET OF POTASH

2.1. Country

Table 1. Potash production and consumption in country in 2007-2012, tonnes

	2007	2008	2009	2010	2011	2012
Production						
Consumption						

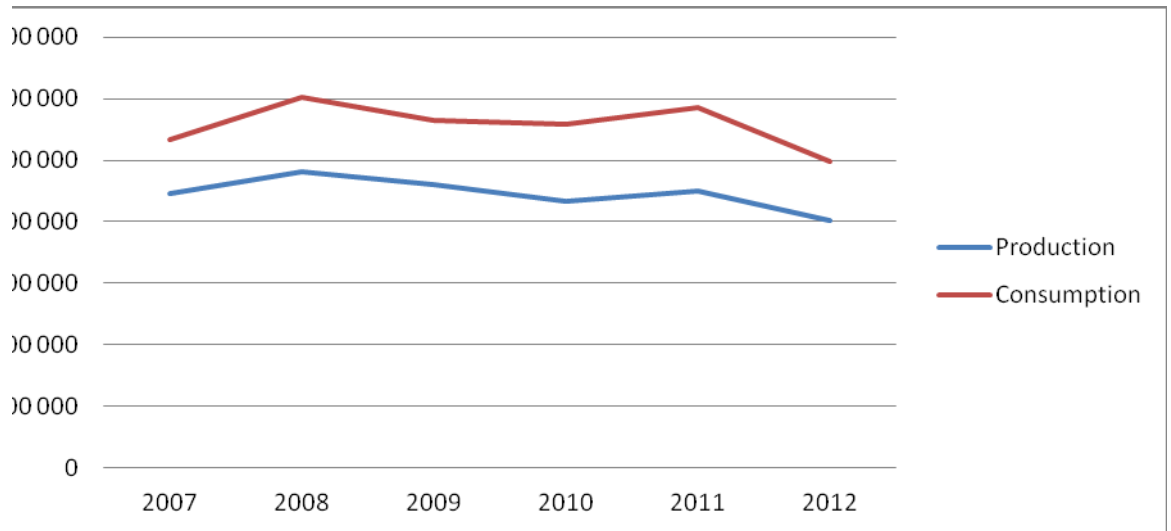


Figure 2. Potash production and consumption trends in country, 2007-2012, tonnes

Foreign Trade

Table 2. Export and import of Potash in country, 2007-2012¹

	2007	2008	2009	2010	2011	2012
Export, thousand \$						
Export, tonnes						
Import, thousand \$						
Import, tonnes						
Trade balance, tonnes						

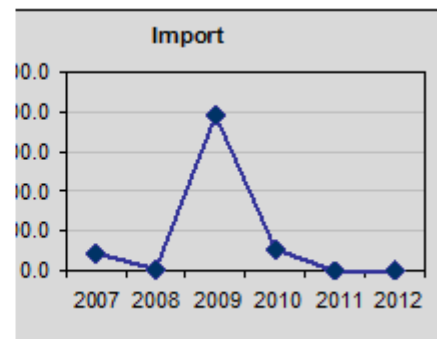


Figure 3. Export and import dynamics of Potash in country in 2007-2012, tonnes

¹ Data provided upon availability

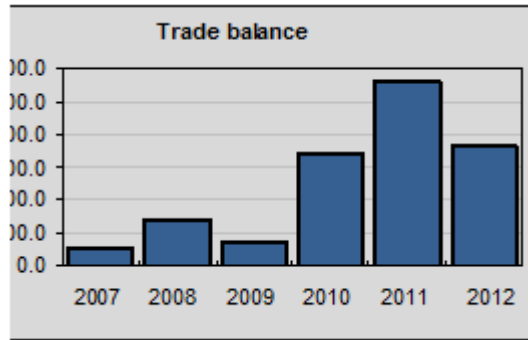


Figure 4. Trade balance of Potash in country in 2007-2012, tonnes

Table 3. Structure of Potash export by country in 2011-2012

Period / Country - Partner	Trade value, \$	Net weight, kg	Average price, \$/kg	Country share, %
2011 total including:				
2012 total including:				

Table 4. Structure of Potash import by country in 2011-2012

Period / Country - Partner	Trade value, \$	Net weight, kg	Average price, \$/kg	Country share, %
2011 total including:				
2012 total including:				

The report is completed by a future forecast for Potash market up to 2017 including trends and perspectives.



POTASH MARKET FORECAST UP TO 2017

Table 5. Potash market forecasts, 2013-2017

	2013	2014	2015	2016	2017
Production, K metric tons of K2O equivalent					
Potash, muriate, USA f.o.b. mine, \$/tone of K2O equivalent					
Potash muriate, KCl, standard, spot, bulk CFR Brazil, \$/tonne					
Potash muriate, KCl, standard, bulk, FOB Baltic, \$/tonne					
Potash muriate, standard grade, list, FOB Western Europe, \$/tonne					
Potash muriate, KCl, granular, bulk, ex-works, North America, \$/tonne					
Potash muriate, KCl, standard, bulk, FOB Vancouver, \$/tonne					
Potash, contract, standard, C&F Western Europe, \$/tonne					

Source: estimations