



## Strategic Business Analysis Fertilizers

The Strategic Business Analysis (SBA) Fertilizers provides a valuable aid for strategic planning at a time of both opportunity and challenge for players and prospective entrants. It identifies the strategic trends and issues that will shape the fertilizer industry based upon a review of the fundamental business drivers and their dynamics with respect to markets, pricing, technology and delivered cost competitiveness.

### The Program:

The SBA Fertilizers is available on subscription. Analysis is published in a variety of reports during the subscription period and data is included within our Online Database.

Reports include:

- Annual Report Ammonia Urea
- 4 x Quarterly Business Update Ammonia Urea
- Supplement Reports
  - Phosphate Rock (NEW)
  - Ammonium Nitrates

The SBA Reports include:

### Market Dynamics

- Consumption: Assesses historic and forecast consumption to 2035; forecasts are based on projections of end use and economic activity. For example:
  - Demand by end-use of ammonia by ammonium phosphates, ammonium nitrates, industrial, other nitrogen fertilizers, etc.
  - Demand by end-use of urea by industrial, direct application fertilizer, other nitrogen fertilizers, biofuels fertilizers, and DEF/Adblue
- Supply: Includes a list of all producers, their production capacity, location, etc., and discussion of the status of new projects.
- Supply, Demand and Trade: Provides historical analysis and forecasts to 2035 of consumption, production, imports/exports, capacity and capacity utilization.
- Our supply, demand and trade balance analyzes up to 40 countries/regions

### Profitability and Pricing

- Geographical coverage includes major production/demand centers for respective products (e.g., Ammonia/Urea analysis covers USGC, Middle East, Western Europe and China)
- Analysis of pricing influences and future price-setting
- Historical and long-term profitability and price forecasts to 2035

### Delivered Cost Competitiveness

- Production and freight costs analysis
- Competitiveness analysis of key in-market producers and exporters to the major consuming markets.

### Technology Overview

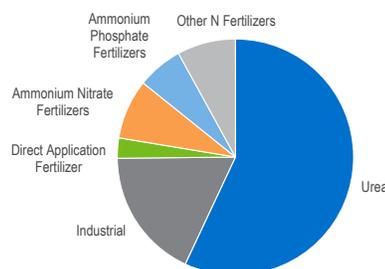
- Licensor overview, including detailed review of major licensors.

The Quarterly Business Updates include:

- Updates regarding key capacity developments, and capacity outlook for next four years
- Analysis of changes in monthly profitability and pricing in USGC, Middle East, Western Europe and China; includes discussion on market forces
- Discussion of key contemporary issues or challenges facing the fertilizer industry

### Sample Coverage

Ammonia demand is segmented by the following end uses in the market dynamics analysis.



### Methodology

- NexantThinking™ supply/demand and pricing forecasts are prepared using a proprietary simulation model of the global chemical and fertilizer industries
- Nexant utilizes its in-house database of cost of production models by technologies for fertilizer production
- Nexant has a global team of market researchers and analysts monitoring developments in regional markets
- Nexant utilizes expertise of fertilizer & mining industry veterans

### Subscription Details

A subscription to NexantThinking™'s Strategic Business Analysis: Fertilizer includes:

- One hard copy of each published report
- 12 month access via the NexantThinking™ website, [www.nexantthinking.com](http://www.nexantthinking.com), to:
  - Unlimited downloads of each report in PDF
  - Interactive charts with downloadable data in Excel
  - Access to monthly updates of capacity for ammonia, urea
  - Quarterly updates on pricing and profitability for ammonia, urea
- Consultation time with Nexant team
- Webinar presentation on key findings of reports

Subscriptions can be tailored by product, region or analysis.

## NexantThinking™

**NexantThinking** reports and subscription programs provide clients with comprehensive analytics, forecasts and insights for the chemicals, polymers, energy and cleantech industries. Using a combination of business and technical expertise, with deep and broad understanding of markets, technologies and economics, NexantThinking provides solutions that our clients have relied upon for over 50 years.

Global in scope, Nexant serves its clients from over 30 offices located throughout the Americas, Europe, the Middle East, Africa and Asia.

Subscribe to our thought leadership today and explore our products and services at:

[thinking.nexant.com](http://thinking.nexant.com)

### Corporate Headquarters

Tel: +1 415 369 1000  
101 2nd St Suite 1000  
San Francisco  
CA 94105-3651  
USA

### Americas

Tel: +1 914 609 0300  
44 S Broadway, 4th Floor  
White Plains  
NY 10601-4425  
USA

### Europe, Middle East & Africa

Tel: +44 20 7950 1600  
1 King's Arms Yard  
London EC2R 7AF  
United Kingdom

### Asia Pacific

Tel: +662 793 4600  
22nd Floor, Rasa Tower I  
555 Phahonyothin Road  
Kwaeng Chatuchak  
Khet Chatuchak  
Bangkok 10900  
Thailand

