CRU Communities

Fertilizer International: Brazil Sentiment Survey – January 2025

Simon Inglethorpe, Editor, Fertilizer International Ben Farey, Principal Analyst, Fertilizer Markets Lead, Fertilizers

CRU. Independent *expert* intelligence

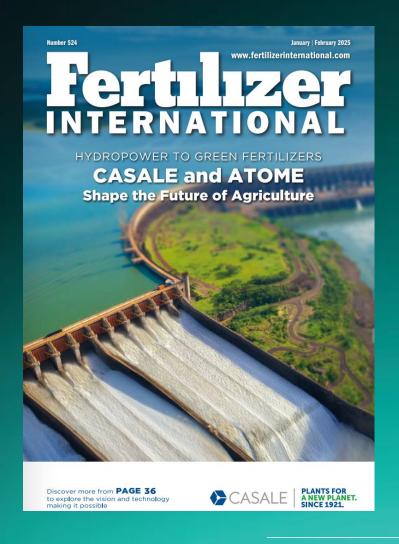


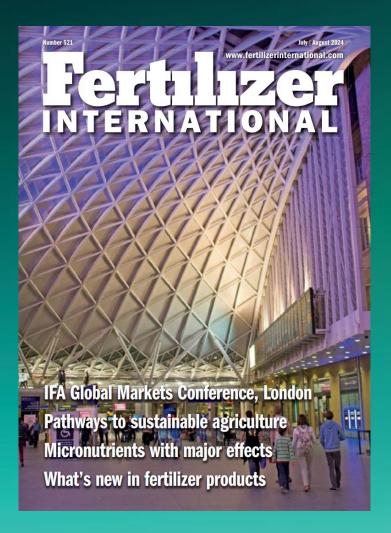
Table of contents

Overview: FI team and survey details	
Tream and survey details	Pg. 3-5
Prices direction: NPK prices sentiment for Brazilian region	Pg. 6-8
Biologicals & specialty / VAF: sentiment and demand	Pg. 9-12
Demand and inventory: view on upcoming crop and inland inventories	Pg. 13-14
Logistics: view on logistics costs and investment	Pg. 15-17
Industry financials: industry health and investment outlook	Pg. 18-19



Fertilizer International





Fertilizer International is the leading magazine for the global fertilizer industry, providing you with up to date market insights and analysis, plus the latest news with the unrivalled coverage of all that's new in fertilizer production, trade and consumption, crop nutrient products, process technology and agronomy.



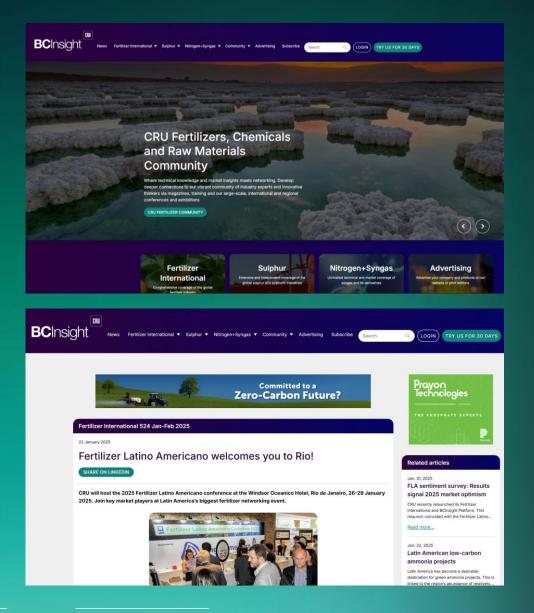
Communities

Market leading BCI fertilizer and chemical content *now available online*

- Premium Content on the latest projects, state-of-theart technologies and process
- Access to 1000's of articles from past magazines searchable to find what you what, when you need it
- Unique insight into the political and economic factors that impact your markets

Available now on our new website:

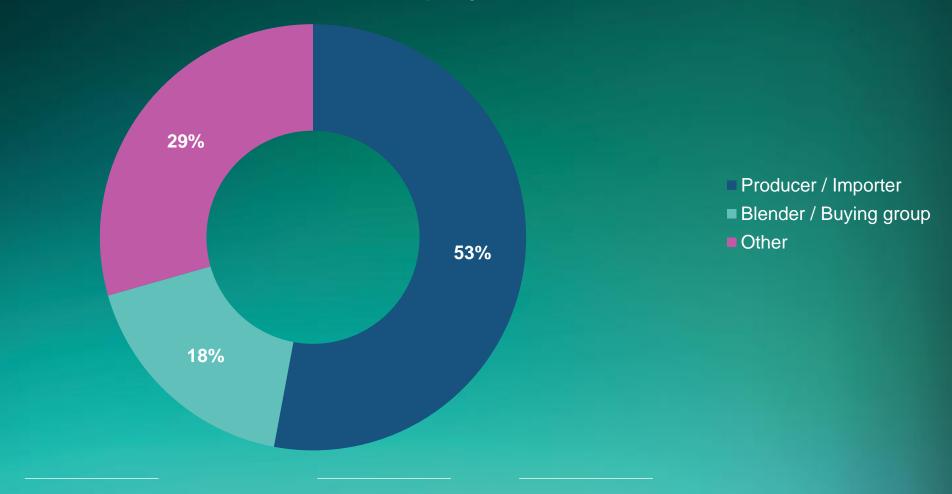
<u>www.bcinsight.crugroup.com</u>





Survey participants

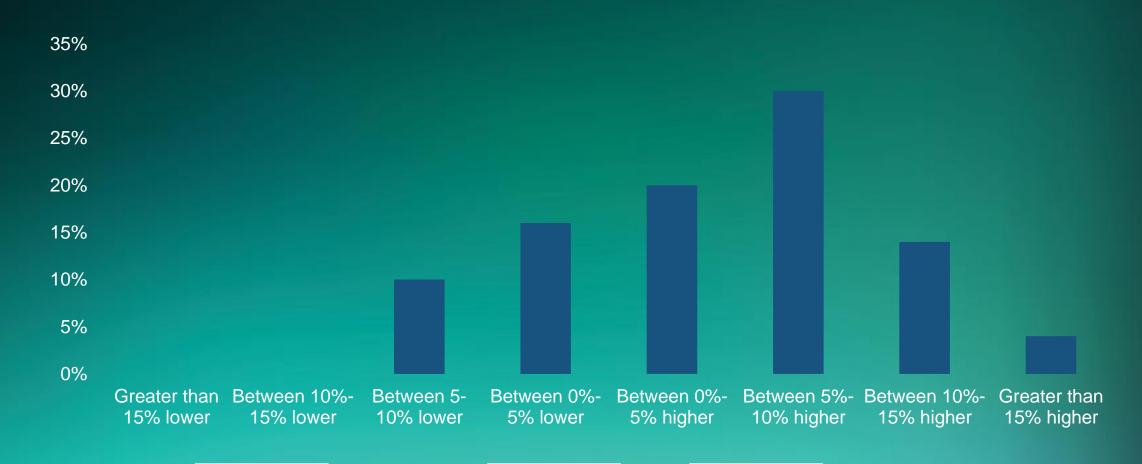
Are you a producer / importer of fertilizers or a blender / buyer group? (51 responses)





Direction of nitrogen prices

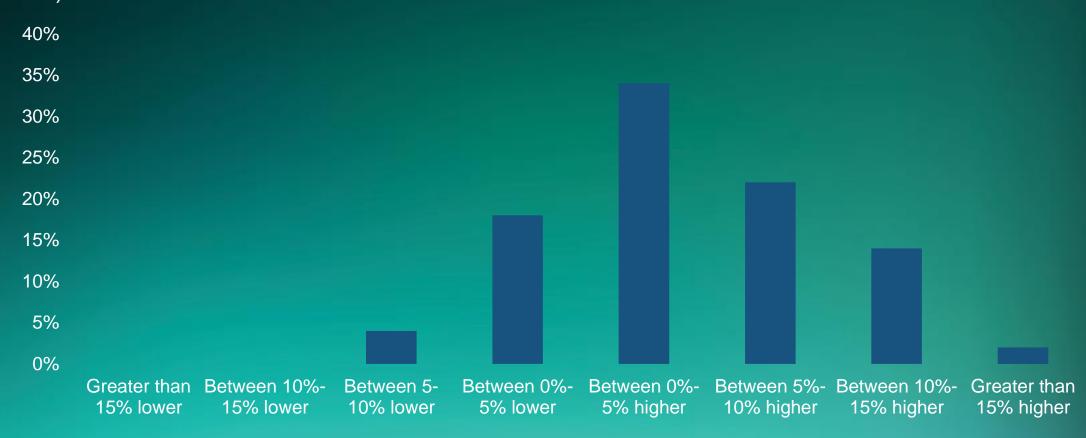
Are you expecting annual average nitrogen fertilizer prices to be higher or lower in 2025? (50 responses)





Direction of phosphate prices

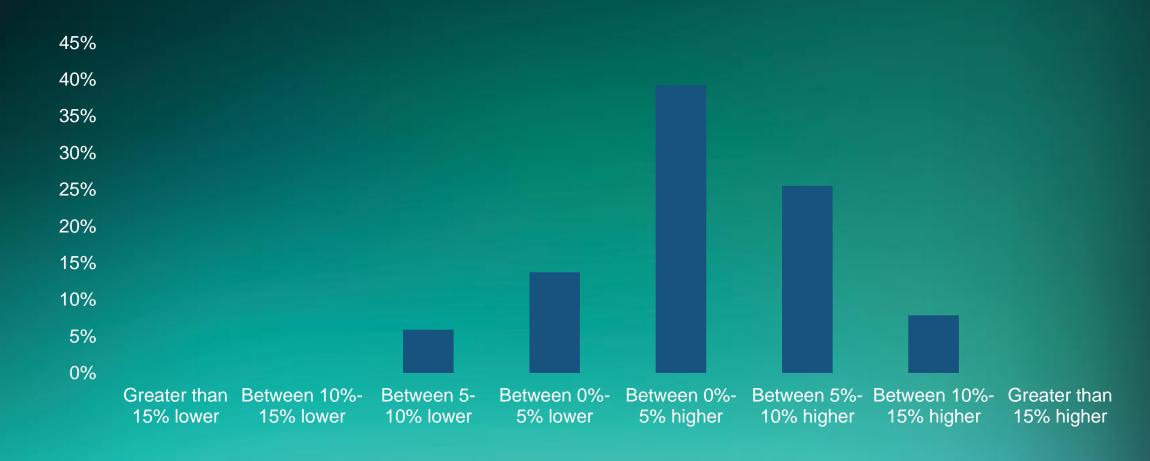
Are you expecting annual average phosphate fertilizer prices to be higher or lower in 2025? (50 responses)





Direction of potash prices

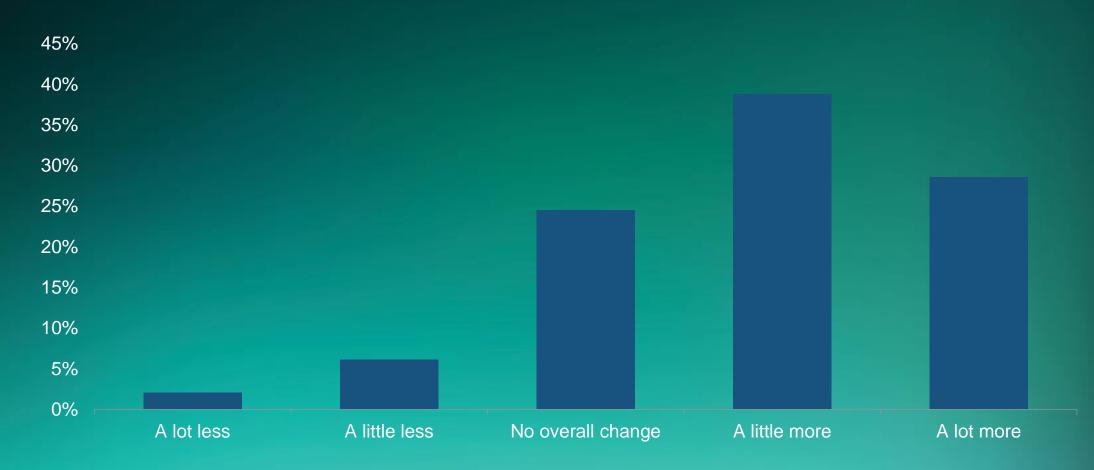
Are you expecting annual average potash fertilizer prices to be higher or lower in 2025? (51 responses)





Biologicals outlook

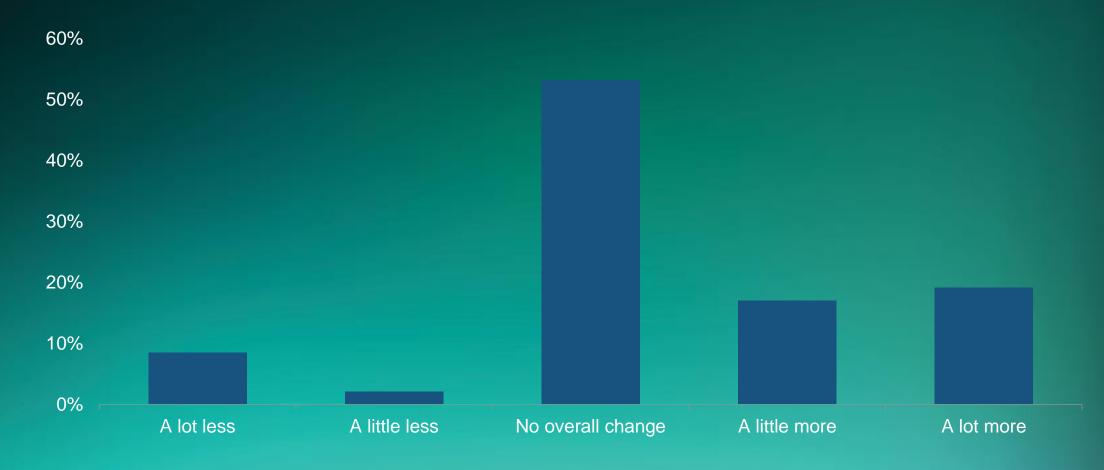
What is the anticipated shift to more biological products? (49 responses)





Biologicals sentiment

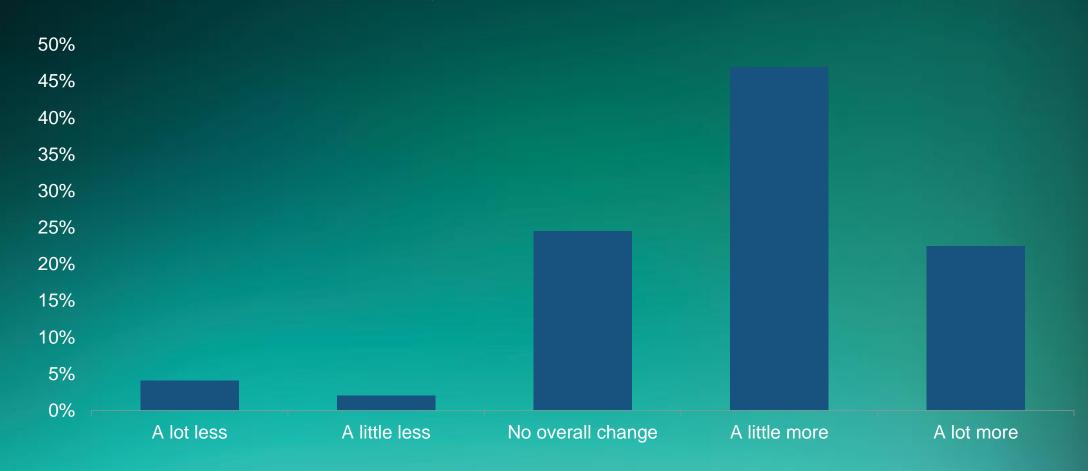
Are you going be buying more fertilizer alternatives / biological products this year? (47 responses)





Specialty / VAF outlook

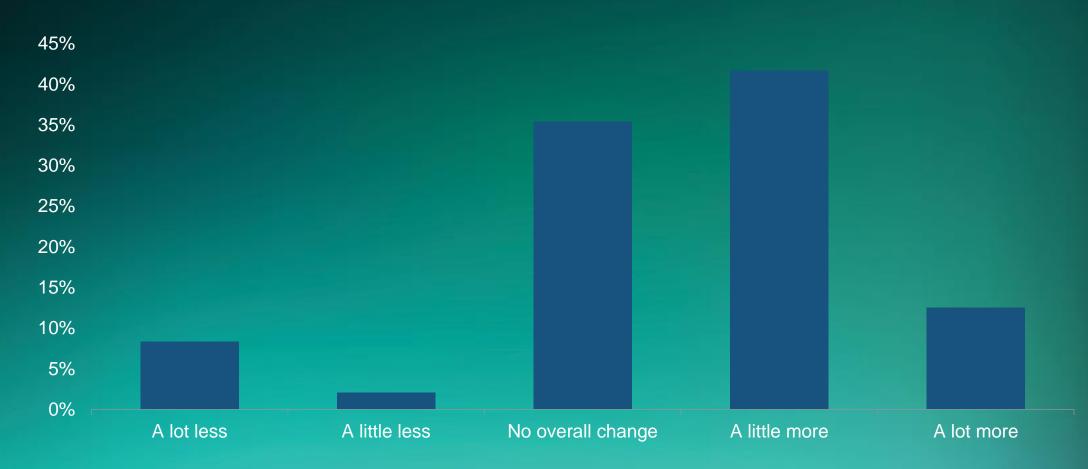
What is the anticipated shift to more specialty / value-added fertilizer products? (49 responses)





Specialty / VAF sentiment

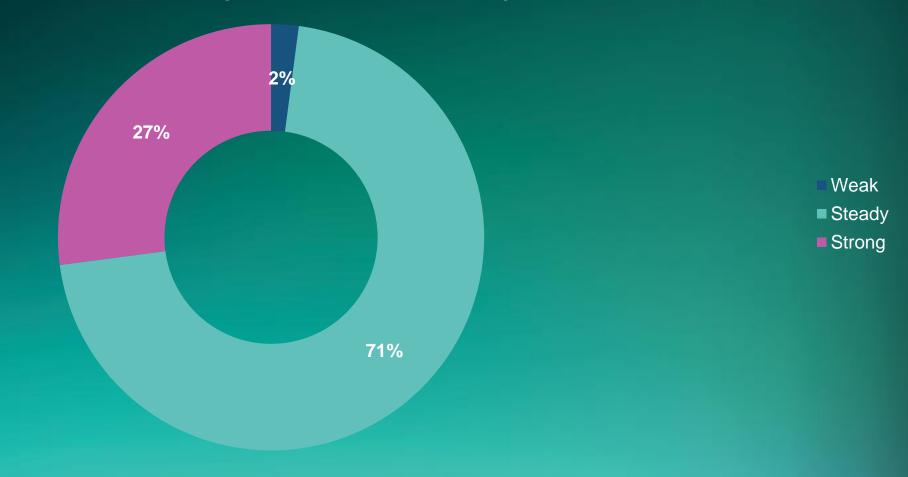
Are you going be buying more specialty / value-added fertilizer products this year? (48 responses)





Crop demand

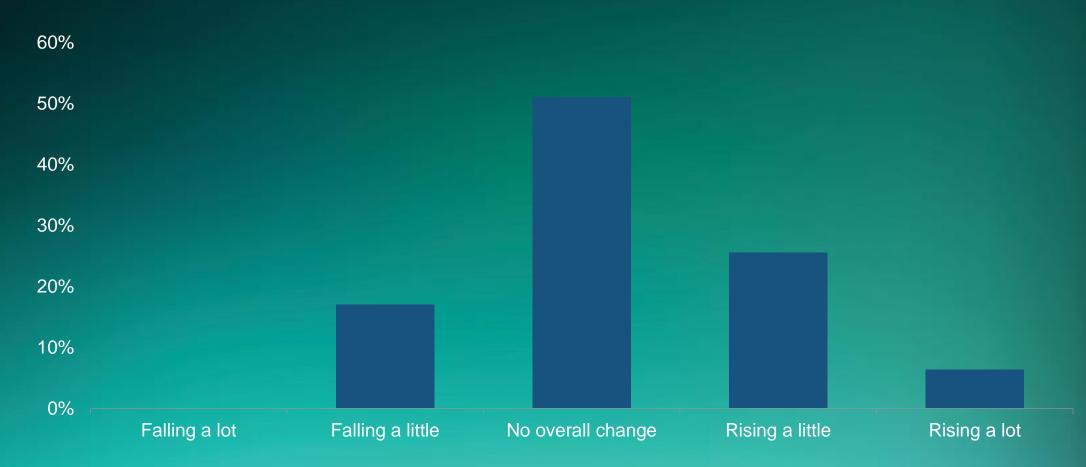
Where do you see demand for the upcoming safrinha and the following full season crop? (48 responses)





Inventory levels

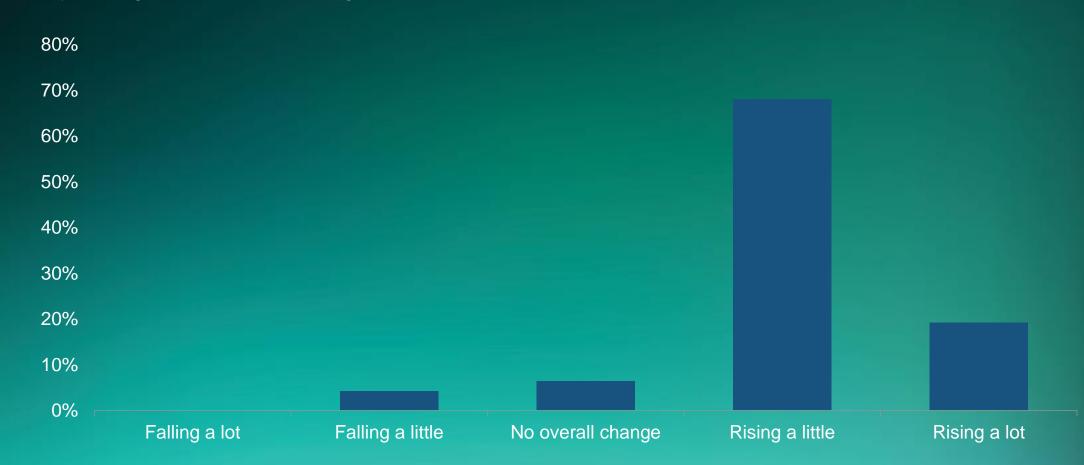
What is your read on fertilizer inventory levels inland? (47 responses)





Logistics cost at present

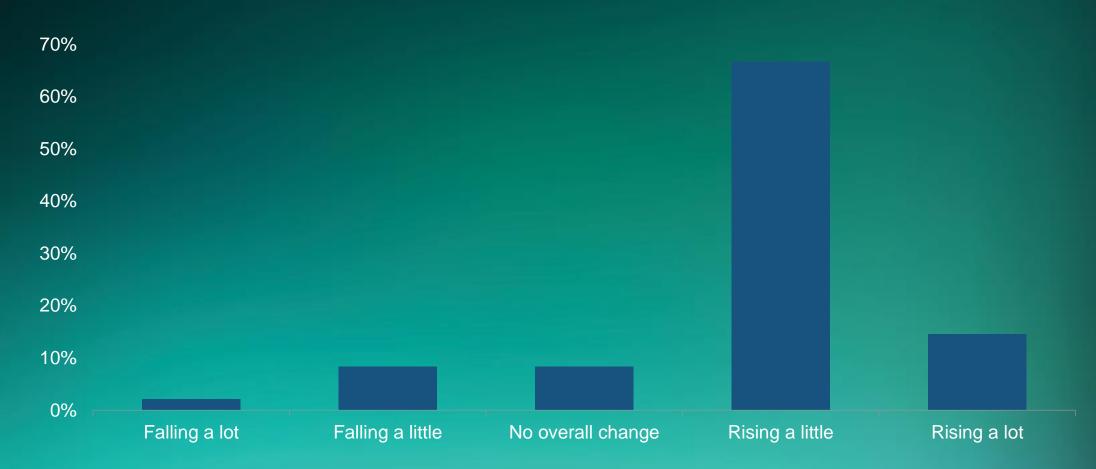
How are your logistics costs evolving at the moment? (47 responses)





Logistics costs outlook

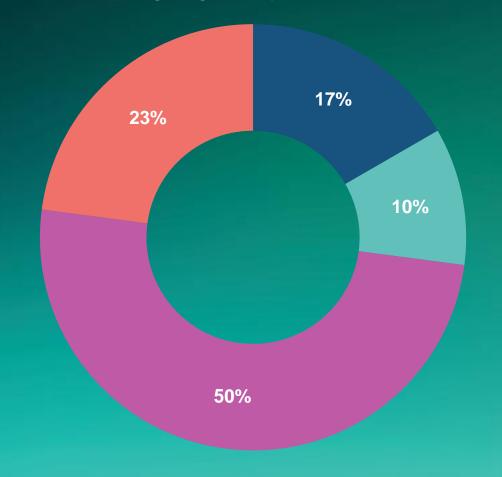
How do you expect your logistics costs to move for the rest of the year? (48 responses)





Logistics investment

What kind of logistics investments are going to pay off? (48 responses)

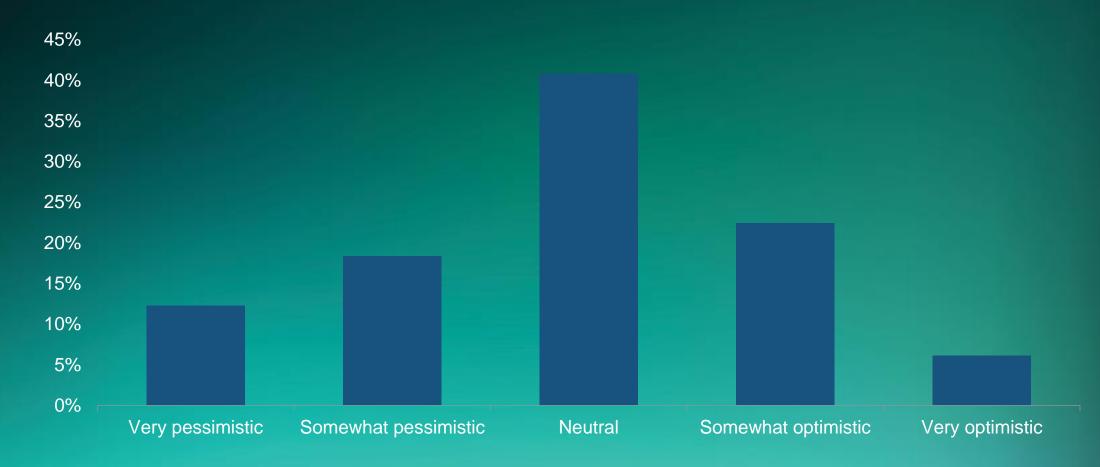


Rail
River barge
Truck
Other



Government investment

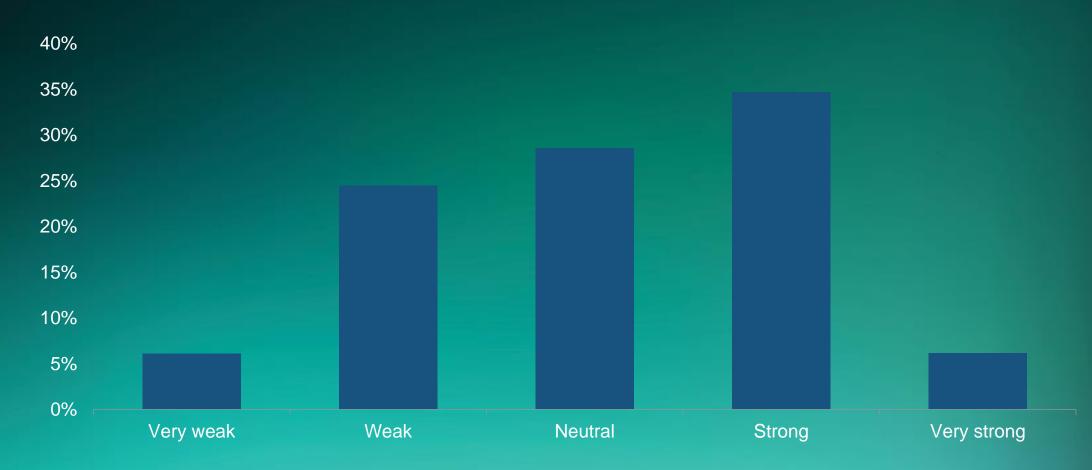
How optimistic are you on government investment into the industry? (49 responses)





Industry financial health

Score the financial health of the LATAM fertilizer input industry? (49 responses)





Communities

Questions?

If you have any questions regarding the information presented here please get in touch with us at simon.inglethorpe@crugroup.com

Sign up for a free trial to Fertilizer International at https://www.bcinsight.crugroup.com



Legal notice

This presentation is private and confidential. It must not be disclosed in whole or in part, directly or indirectly or in any other format without the prior written permission of CRU International Limited.

CRU International Limited's responsibility is solely to its clients and its liability is limited to the amount of the fees actually paid for professional services.

Although reasonable care and diligence has been used in the preparation of this presentation, we do not guarantee the accuracy of any data, assumptions, forecasts or other forward-looking statements. CRU cannot be held responsible for the views of third parties or any associated data and charts provided. Where references are made to CRU Prices, our methodologies are available on www.crugroup.com We accept no liability to third parties, howsoever arising.

CRU follows all applicable information security compliance and the relevant laws and regulations on personal information protection. Our privacy policy can be viewed at https://www.crugroup.com/privacy-policy/

Copyright CRU International Limited 2025. All rights reserved.