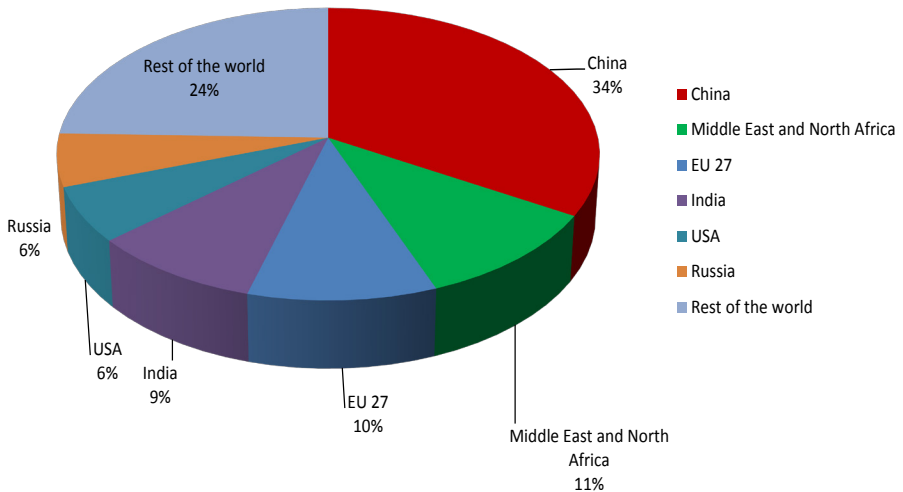


EU fertilizer market

key graphs



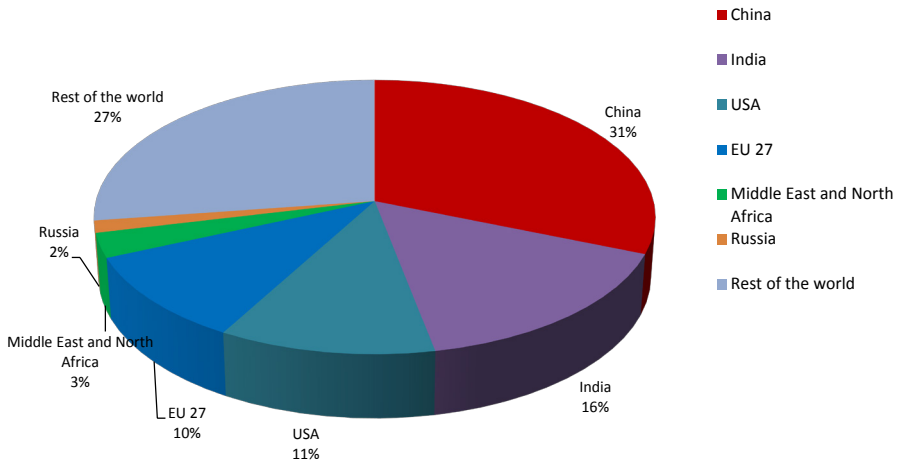
World Nitrogen Fertilizer Production Capacity: 161 million ton Nitrogen (2013)



Source: Fertilizers Europe

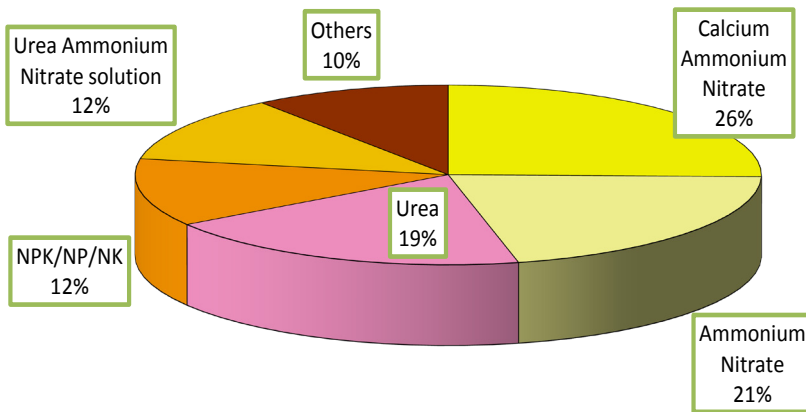


World Nitrogen Fertilizer Consumption: 105 million ton Nitrogen (2010)



Source: IFA, Fertilizers Europe

Nitrogen Fertilizer Consumption in EU 27 per Product 2011/12 (agric. use) 10146 kt N



Source: Fertilizers Europe

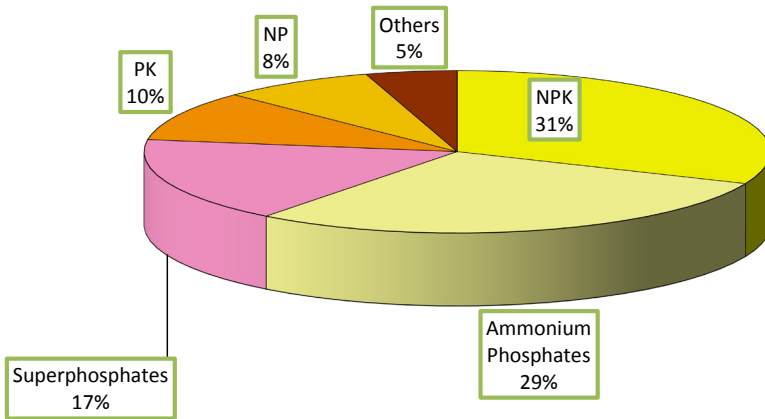
Nitrates (Ammonium Nitrate and Calcium Ammonium Nitrate) are Europe's key fertilizer



Phosphate Fertilizer Consumption in EU

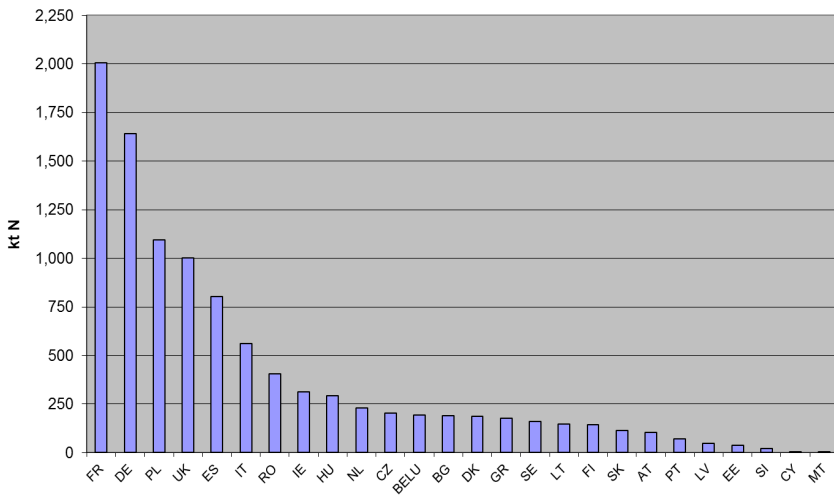
27 per Product 2011/12

2335 kt P₂O₅



Source: Fertilizers Europe

Nitrogen Fertilizer Consumption in EU 27 per Countries 2011/12 (agric. use) 10146 kt N

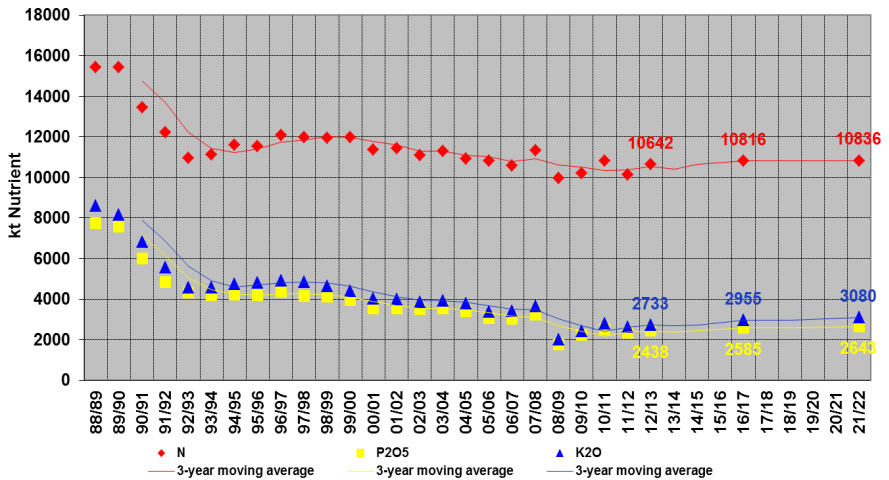


Source: Fertilizers Europe



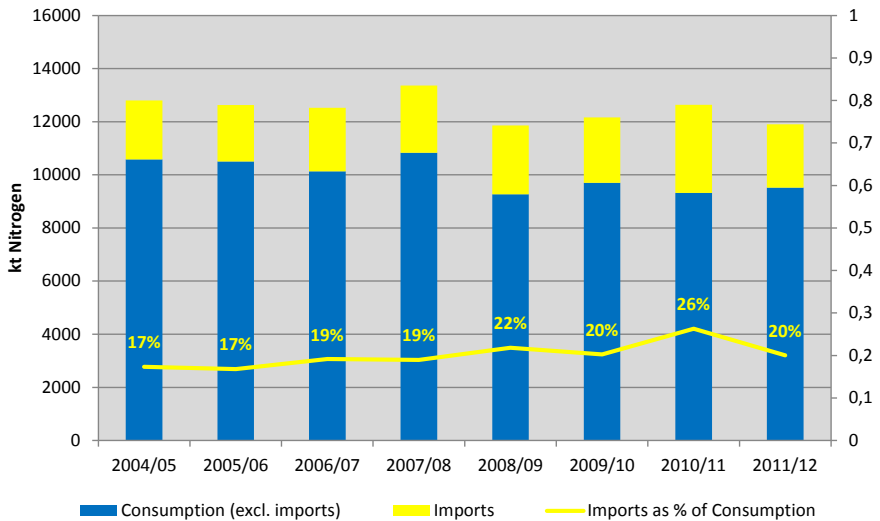
EU 27

Fertilizer Consumption (agric. use)



Source: Fertilizers Europe

Import share of Nitrogen Fertilizer Consumption in EU



Source: Fertilizers Europe

*EU is an open market with import share of 20-26% over last 4 seasons;
In this graph, consumption includes both agriculture and technical use of nitrogen containing fertilizers.*



Fertilizers Europe member companies (2012) - economic indicators*

Turnover: 10.1 billion euro

Total investment: 633 million euro

Direct employment: 16 647 employees

Employment (incl. indirect employment): 50 000 employees**

*Related to overall companies activity related to production (based in EU 28) of N-containing products used for production of fertilizers and applied as fertilizers

**Including subsidiary services (Fertilizers Europe estimate)

Source: Fertilizers Europe