



PROFERCY USA

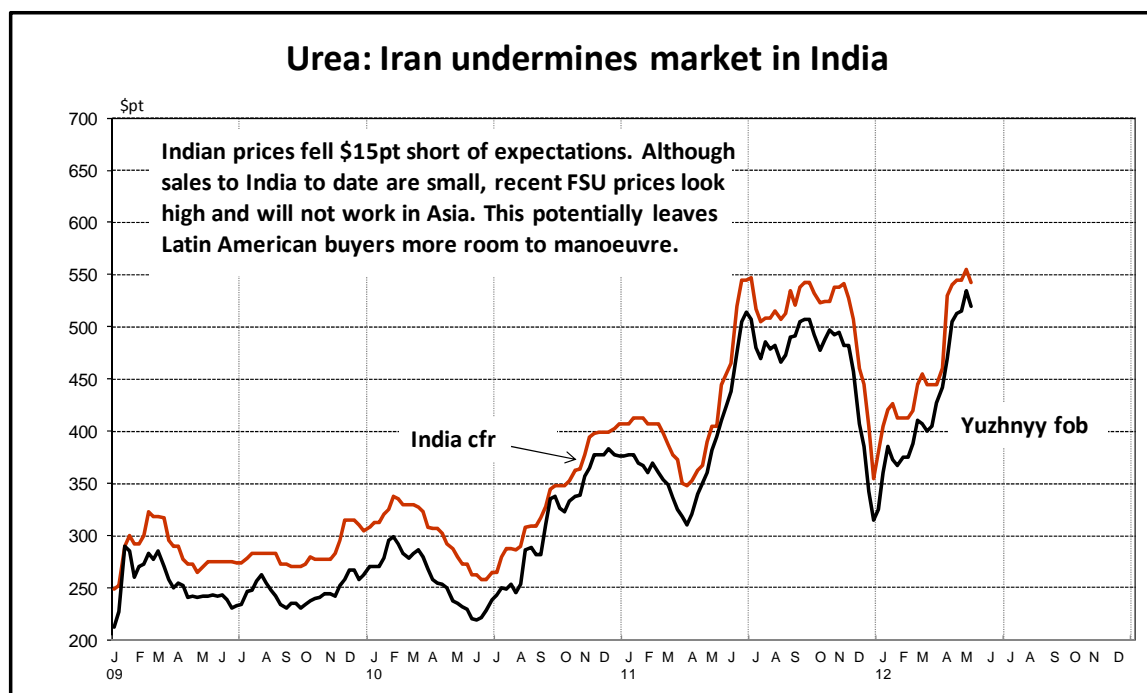
US nitrogen prices and the Global perspective

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11 May 2012		World/US Price Comparison					
Product and origin	Cargo size metric tonne	Fob \$mt	Freight \$mt	cfr Gulf \$mt	Equals \$pst fob Gulf	Current Price \$pst fob Gulf	Current US price - Import cost
Granular Urea							
Middle East	35,000	535.0	35.0	570.0	520.1	650.0	129.9
Egypt	25,000	565.0	30.0	595.0	542.8		107.2
Average delta							118.6
Prilled Urea							
Romania	25,000	540.0	35.0	575.0	524.6	585.0	60.4
Middle East	25,000	515.0	48.0	563.0	513.8		71.2
Average delta							65.8
UAN							
Russia (B Sea)	30,000	280.0	40.0	320.0	293.3	385.0	91.7
Romania	25,000	315.0	40.0	355.0	325.1		59.9
Egypt	20,000	315.0	39.0	354.0	324.1		60.9
Average delta							70.8
Ammonia							
FSU	35,000	560.0	75.0	635.0		\$pt cfr Tampa 545.0	-90.0
Middle East	40,000	580.0	100.0	680.0		May price	-135.0
Average delta							-112.5

Notes: Prices quoted are spot. Freight rates are estimates.



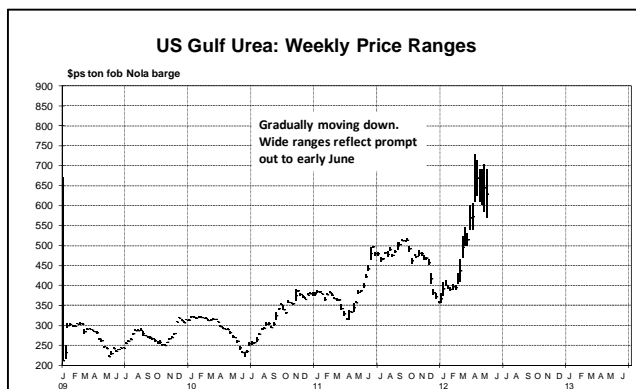


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Urea

US market trending down

Urea prices are slipping. Prompt granular barges are now put around \$670ps ton fob Nola with second half May sold at \$585ps ton fob. Business activity has slowed with buyers generally looking to buy last minute and sellers inland looking to move volumes in store before the season ends.



Imports: The weakening price for June has resulted in one possible shipment to the USA being cancelled, 30,000t ex-Oman. It is also possible that a Eurochem shipment for June will not take place. In any case and, as is usual, June is expected to be a slim month for offshore imports.

US Gulf/ec Projected Gran Urea Imports 2011/12

Origin	Shipper	'000t	Arrival
July-Jan actual		2102	
Feb		371	
Mar est		524	
Apr est		488	
Indonesia	Trammo	30	A/M
Indonesia	Drey Moor	30	May
Russia		40	May
Qatar		45	May
Oman	Toepfer	45	May
Oman	Koch	30	May
Oman	Helm	30	May
Egypt	Trammo	25	May
Venezuela		25	May
Trinidad		40	May
Egypt	Gavilon	30	May
Egypt	Trammo	7	May
Russia		30	June
Egypt	Toepfer	25	June
Russia		10	June
Total		3927	
J 10-J 11		3739	
Difference		188	

UAN

International price outlook weak

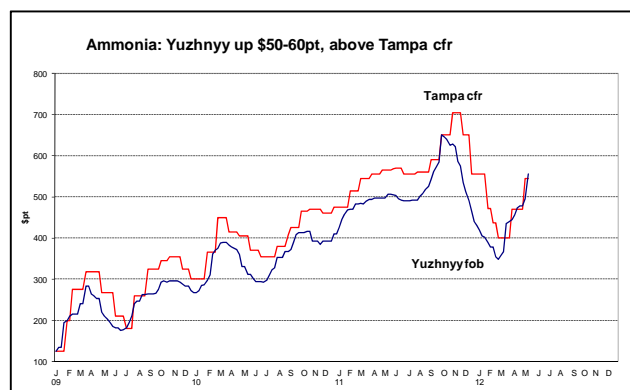
Despite a rebound in Egyptian UAN prices to \$315pt fob predicated on demand for prompt tonnage in Spain, internationally prices are under pressure. The latest inquiry in Argentina is reported to have brought offers down to \$280pt fob FSU for June. Further, even though US refill prices have picked up from the lows, they are still below the \$290ps ton fob levels reflected by the offers in Argentina. In France, major buyers are still holding out for refill prices of around \$260pt fob Egypt equivalent and are rejecting offers \$15pt higher.

Ammonia

Supply squeeze prompts scramble for June exports

It has been a spectacular week for FSU ammonia suppliers who have faced a run on production as forward supply from other origins has been cut by gas supply shortages (Trinidad) and plant outages (Algeria). In Yuzhnyy 100,000t for June were sold at \$550pt fob and these sales were followed by other business some \$5-10pt higher. End users are feeling the pinch with prices in Turkey having cleared \$600pt cfr sight equivalent.

As yet the higher prices paid in Yuzhnyy have not tempted OPZ to announce the restart of its second plant.



For further details of
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