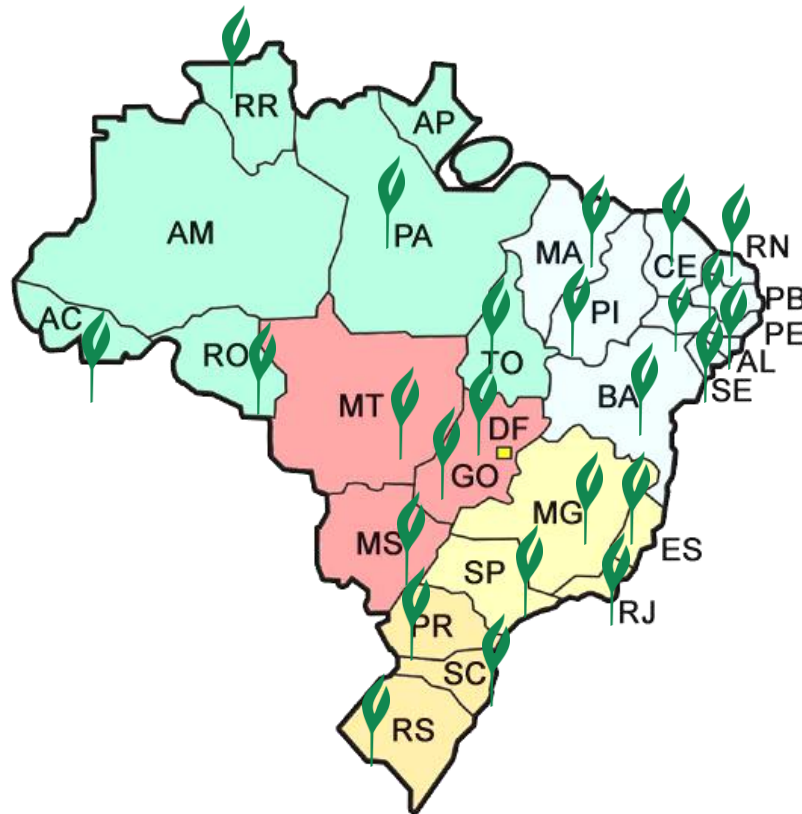




13TH INTERNATIONAL MEETING

October 25TH





Members

- ✓ We have associates in 522 cities in 25 states
- ✓ 1.200 Associated Companies

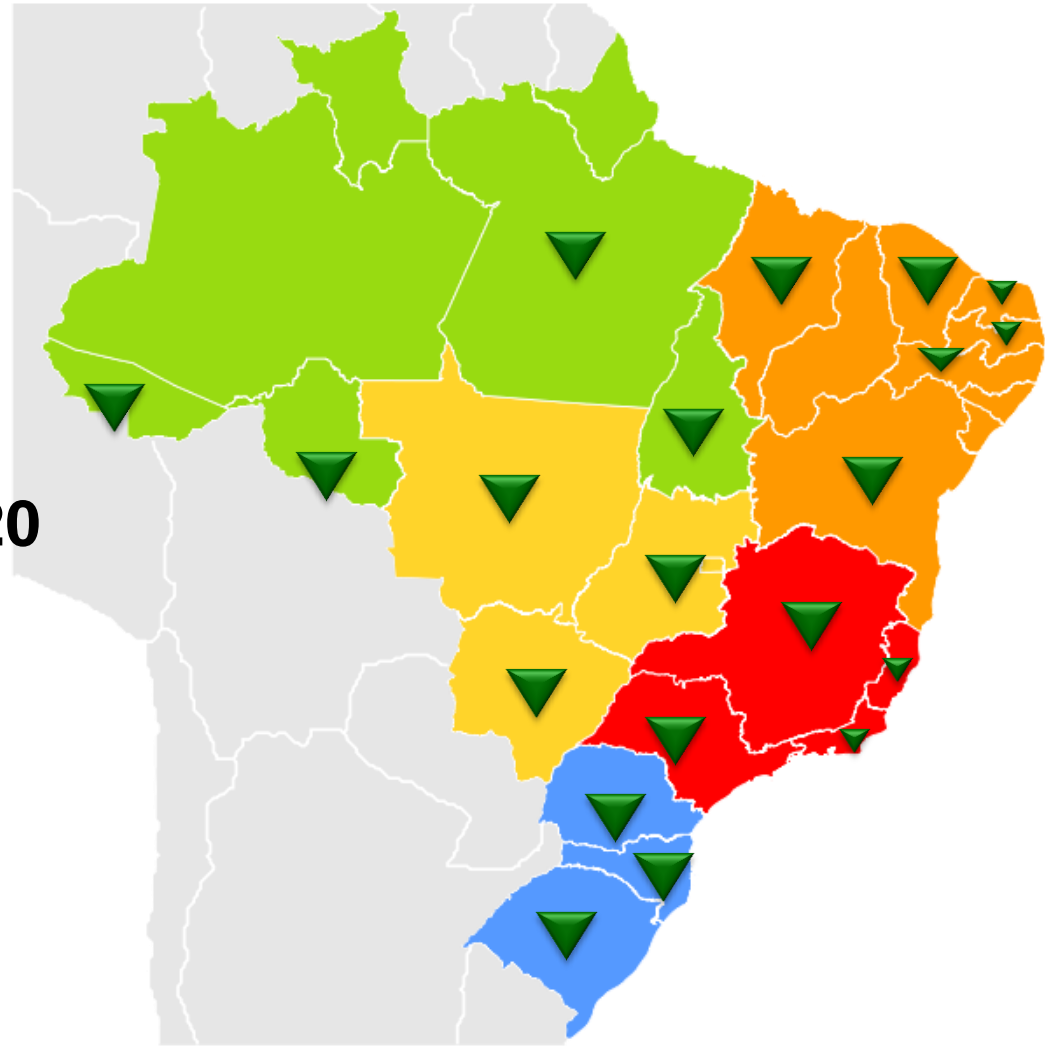
Board Members

- ✓ 30 Companies - 24 States





Over **200** Dealers in **20**
states











IV Congresso
ANDAV
Fórum & Exposição

18, 19, 20 August 2014

Transamérica Expo Center
São Paulo / Brazil

**The National Distribution
Agricultural Event**

www.congressoandav.com.br

Brazil's World Position in the Main Crops - 2012

PRODUCT	EXPORTATION		PRODUCTION	
	RANK	SHARE%	RANK	SHARE%
COFFEE	1 ^o	32,3	1 ^o	39,6
ORANGE JUICE	1 ^o	86,2	1 ^o	60,2
BEEF	1 ^o	22,0	2 ^o	15,7
POULTRY	1 ^o	38,1	3 ^o	15,4
SUGAR	1 ^o	44,7	1 ^o	22,2
ETHANOL	1 ^o	-	2 ^o	40,3
SOY/GRAIN	2 ^o	31,9	2 ^o	26,2
SOY/MILL	2 ^o	21,8	4 ^o	15,1
SOY/OIL	3 ^o	14,5	4 ^o	15,9
CORN	3 ^o	9,3	4 ^o	6,6
COTTON	4 ^o	5,6	5 ^o	5,7
PORK	4 ^o	12,5	4 ^o	3,1

Elaboration Fiesp-Deagro.

Source: USDA (abril de 2010) e Unica (*share* production of ethanol)

AgriBrazilian Production Performance

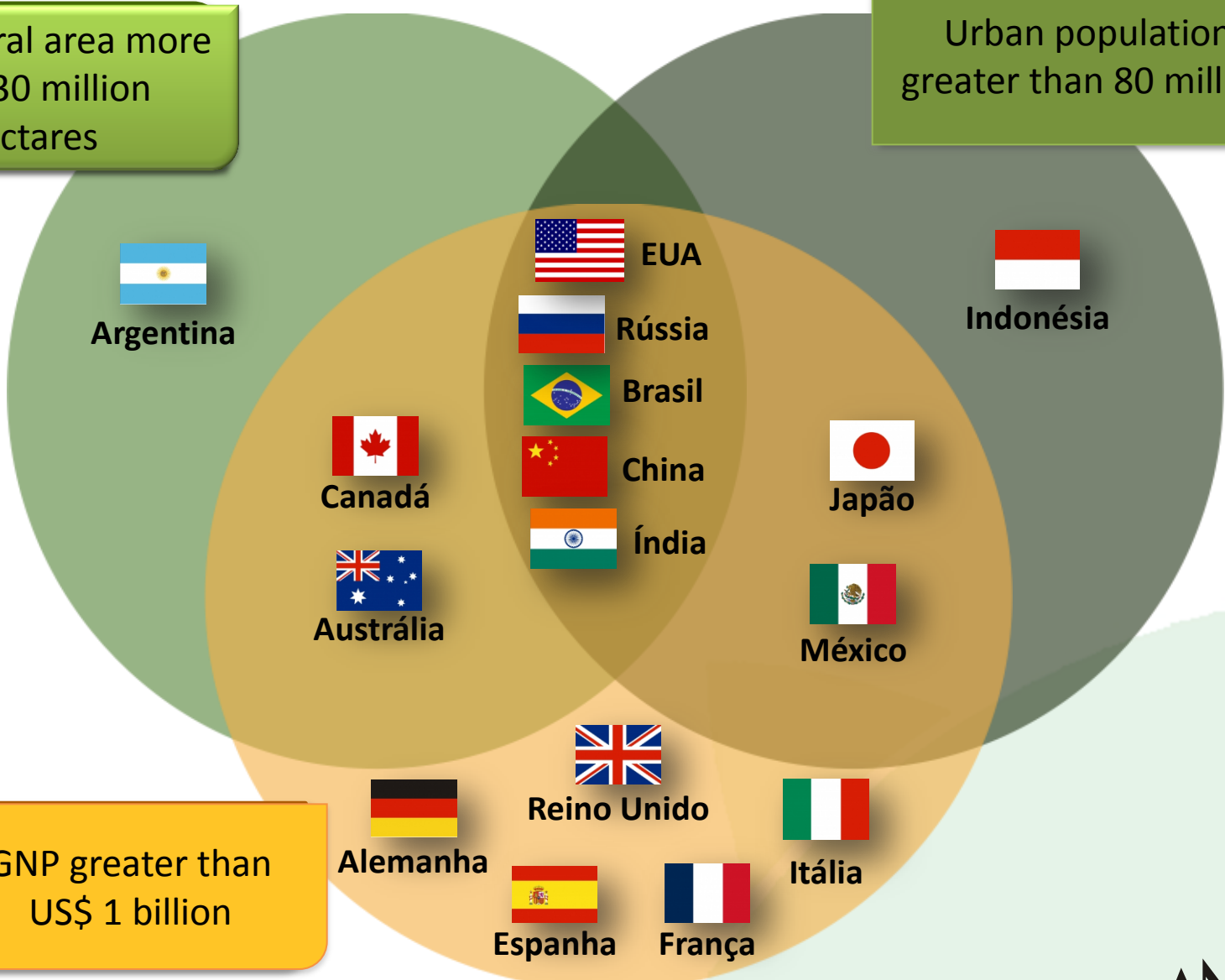
MIO Tons.

PRODUCTS	1999/00	2012/13	2022/23
Sugar Cane	326,1	739,9	1360,0
Wood	187,1	261,0	365,0
Soy	32,4	81,5	140,0
Maize	31,6	79,1	130,0
Manioc	23,0	21,5	28,0
Citrus	18,9	21,6	27,0
Rice	11,4	11,9	17,0
Banana	6,9	7,3	10,0
Wheat	3,1	4,4	10,0
Cotton	1,9	3,3	6,0
Tomato	3,1	3,7	5,3
Potato	2,6	3,3	5,2
Subtotal	648,1	1238,5	2103,5
Others	24,9	51,5	96,5
Total	673,0	1.290,0	2.200,0

Brazil and the agriculture world

Agricultural area more than 30 million hectares

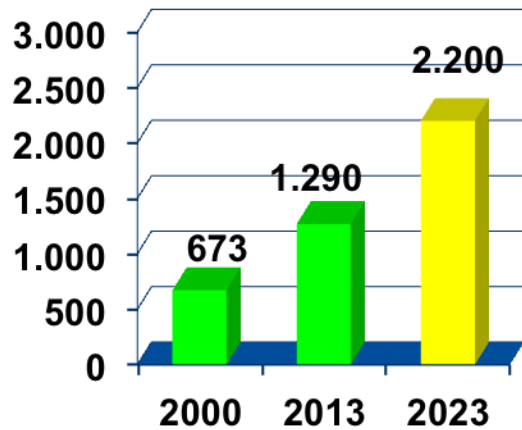
Urban population greater than 80 million



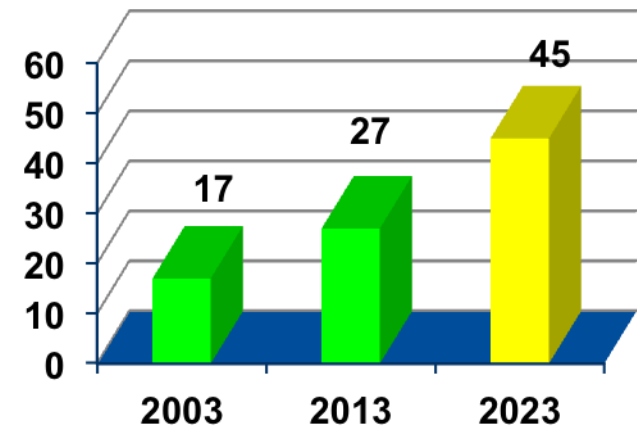
GNP greater than US\$ 1 billion

Brazilian Agribusiness Performance MIO Tons.

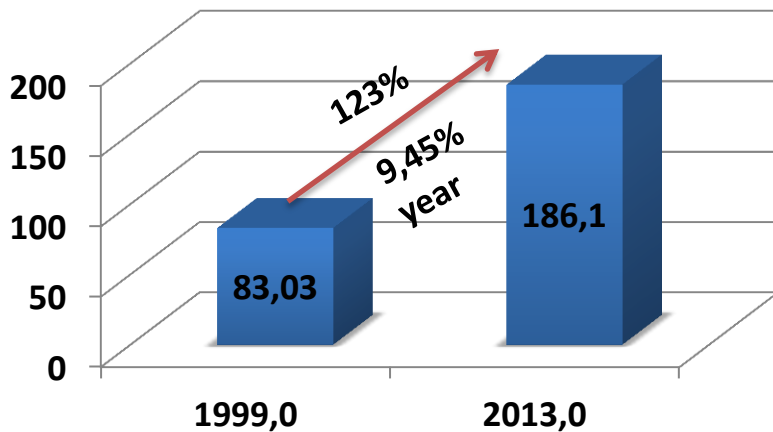
AgriBrazilian Production



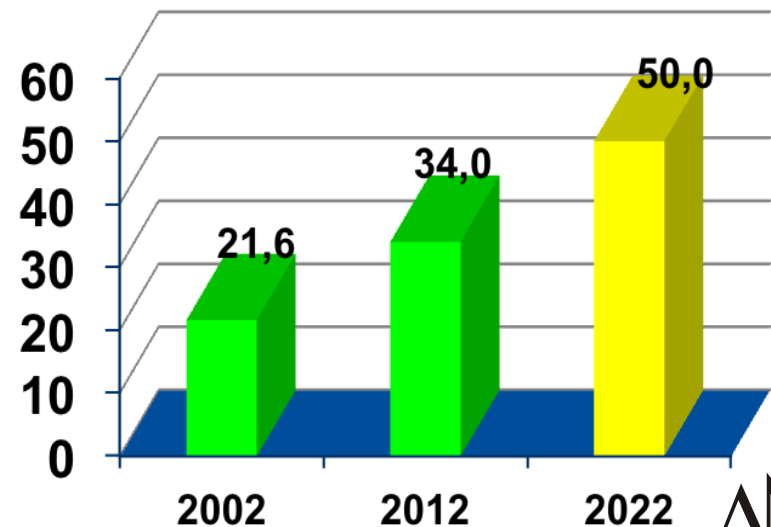
Meat Production



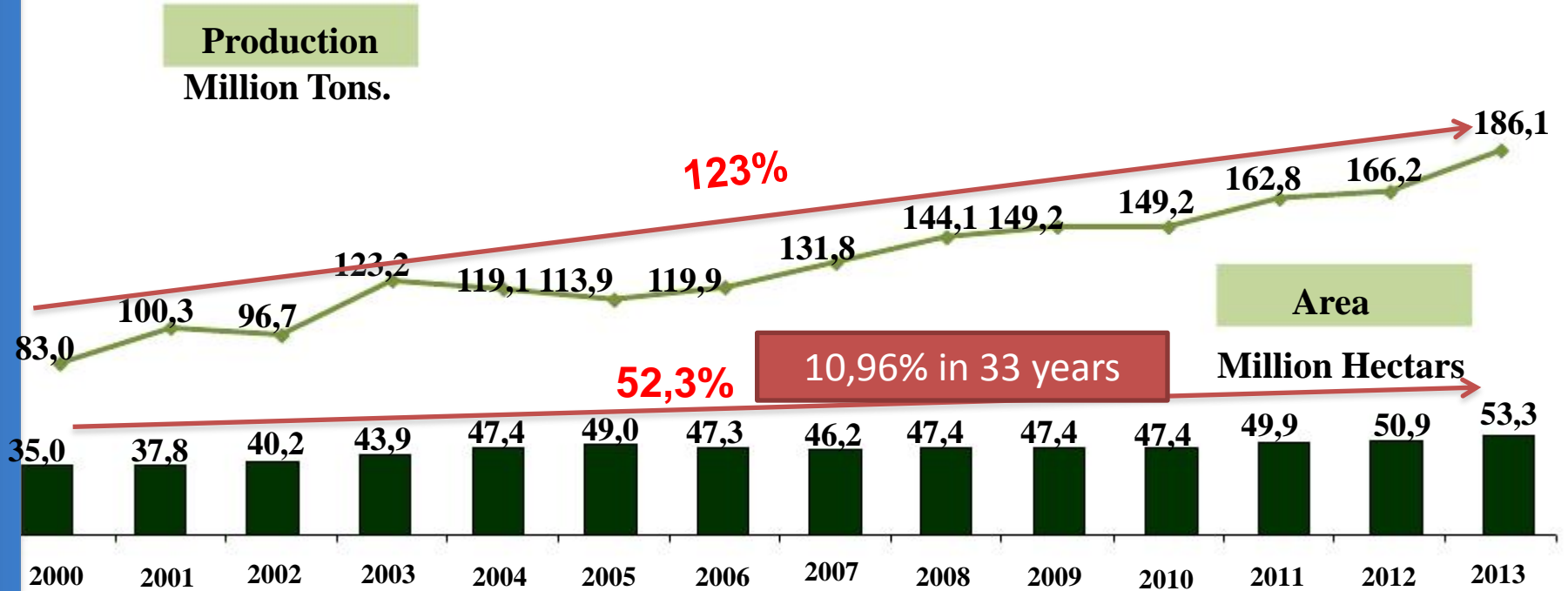
Grain Production



Milk Production



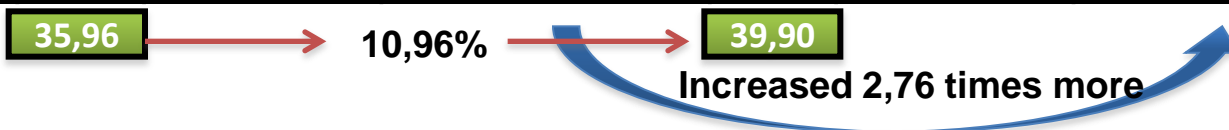
Brazilian Grain Production X Planted Area



Season	1979/1980	2012/2013
Planted Area	40,16	53,34
Second Crop/Intercropped	4,2	13,44
Real Area	35,96	39,9

Brazilian Grain Production X Planted Area

Area (million ha), production (million t) and grain yield (t/ha)						
Season	1979/80			2012/13		
Crop	Area	Production	Grain Yield	Area	Production	Grain Yield
Cotton	4,07	1,11	0,27	0,89	1,98	2,23
Rice	6,47	9,64	1,49	2,39	11,75	4,91
Bean Total	5,07	1,90	0,37	3,11	2,81	0,90
Bean 1 ^a crop	1,89	1,00	0,53	1,13	0,97	0,86
Bean 2 ^a crop	3,18	0,90	0,28	1,30	1,11	0,85
Bean 3 ^a crop				0,68	0,76	1,12
Corn Total	11,67	19,44	1,67	15,91	81,35	5,11
Corn 1 ^a crop	11,52	19,36	1,68	6,91	35,17	5,09
Corn 2 ^a crop	0,15	0,08	0,53	9,00	46,18	5,13
SoyBean	8,76	14,89	1,70	27,72	81,46	2,94
Sorghum	0,08	0,18	2,25	0,80	2,10	2,62
Wheat	3,11	2,73	0,88	1,90	4,38	2,31
Others	0,93	0,98	1,05	0,62	1,26	2,03
Total	40,16	50,87	1,27	53,34	187,09	3,51



Brazil – Land Use

Millions Ha.

Description Areas	2010	%	2015	%
Conservation Areas and Natives	229,4	27	229,4	27
Legal Reserve	279,9	33	279,9	33
Planted Forest	6,0	1	6,0	1
Annual Crops	38,9	5	43,7	5
Permanent Crops	15,2	2	15,2	2
Cities, Lakes, Roads, etc	22,0	3	22,0	3
Pastures	226,3	26	221,5	26
Available Areas	33,7	4	33,7	4
Total Brazil	851,4	100	851,4	100

Gross farm income - Brazil

Increase 6% in 2013

Products	2010		2011		2012		2013 P	
	Prod. MMt	Income R\$bi	Prod. MMt	Income R\$bi	Prod. MMt	Income R\$bi	Prod. MMt	Income R\$bi
Cotton	2,9	3,4	5,1	6,1	5,0	3,4	3,4	2,8
Rice	11,3	7,8	13,4	7,9	11,4	7,6	11,7	9,2
Bean	3,2	5,9	3,5	6,4	2,8	8,1	3,1	8,8
Corn	56,1	17,2	56,3	26,2	71,3	33,4	80,0	37,4
SoyBean	68,5	45,0	74,9	57,2	65,7	66,4	81,3	79,5
Wheat	6,0	2,7	5,7	2,6	4,4	2,1	5,8	4,1
Others	2,5	-	2,9	-	3,0	-	3,6	-
Grains Sub Total	150,5	82,2	161,9	106,7	163,6	121,5	189,0	142,4
Coffee	5,7	22,0	5,3	34,8	6,1	33,6	5,5	21,5
Sugar Cane	719	33,1	715	39,8	671	44,5	725	49,9
Tobacco	0,8	4,9	0,9	5,0	0,8	5,9	0,9	6,8
Orange	113	10,8	117	13,5	113	14,1	108	13,2
Total (2)	-	70,8	-	93,1	-	98,0	-	91,4
Others	-	26,5	-	30,7	-	24,8	-	29,5
Total Crops	-	179,5	-	230,6	-	244,3	-	263,2

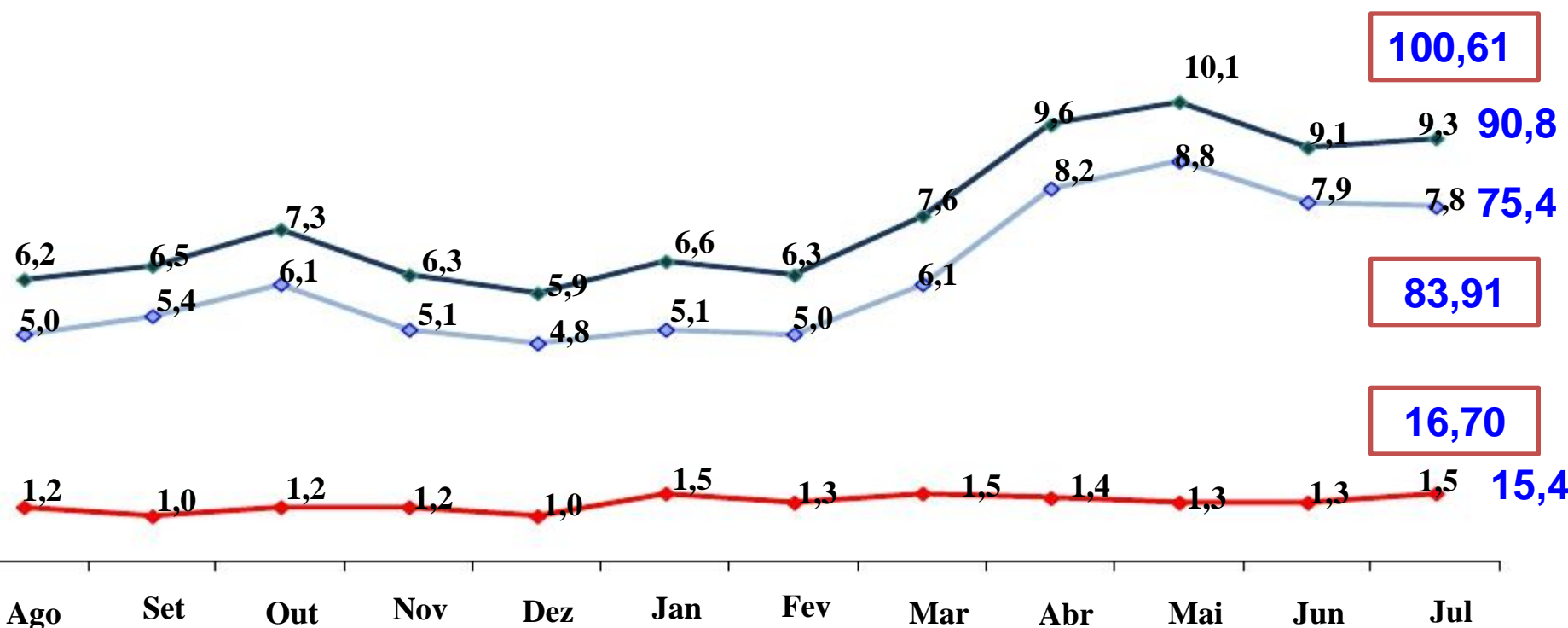
Source: IBGE / FGV

(P) Projeção GO Associados

BRAZILIAN AGRIBUSINESS - TRADE BALANCE (2012/2013)

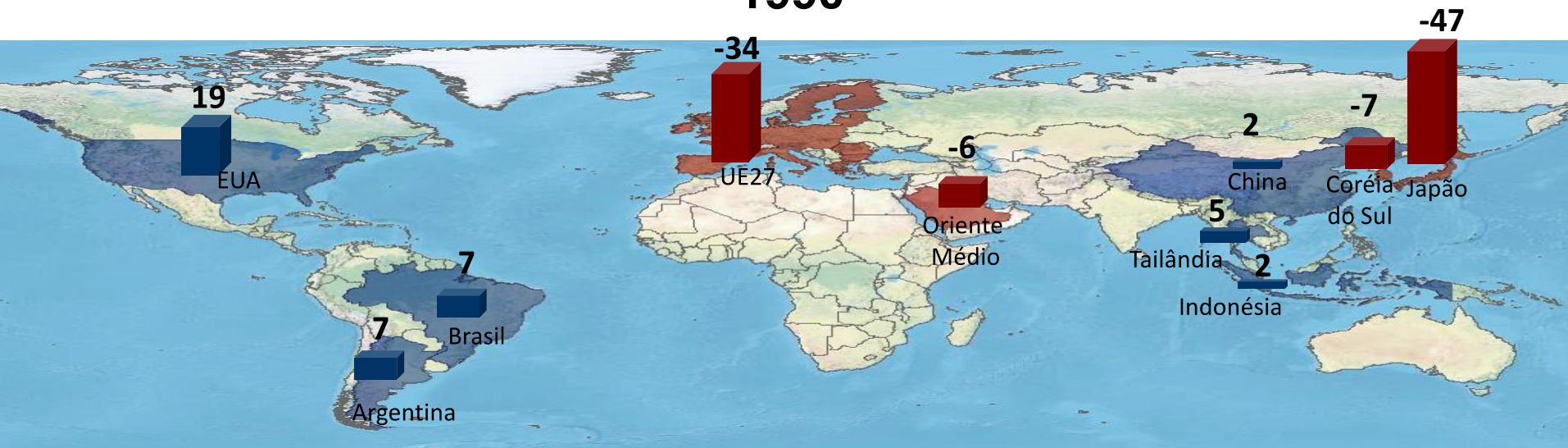
- Exportações
- Importações
- Saldo

(em US\$ bilhões)

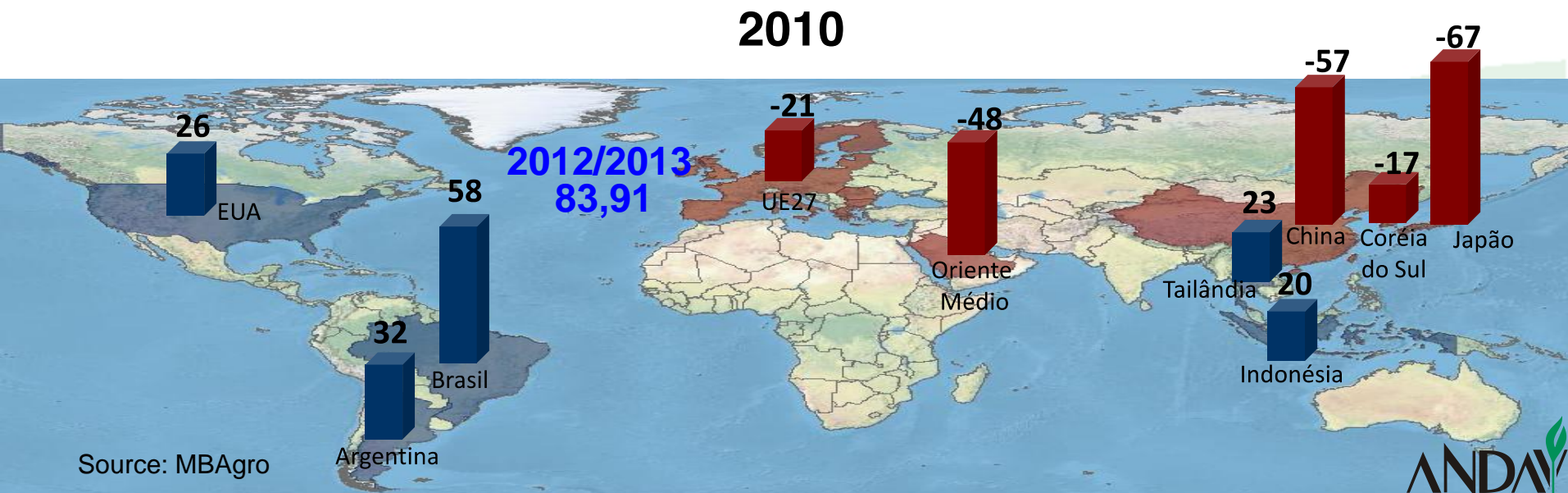


AGRIBUSINESS TRADE BALANCE (BI US\$)

1990



2010

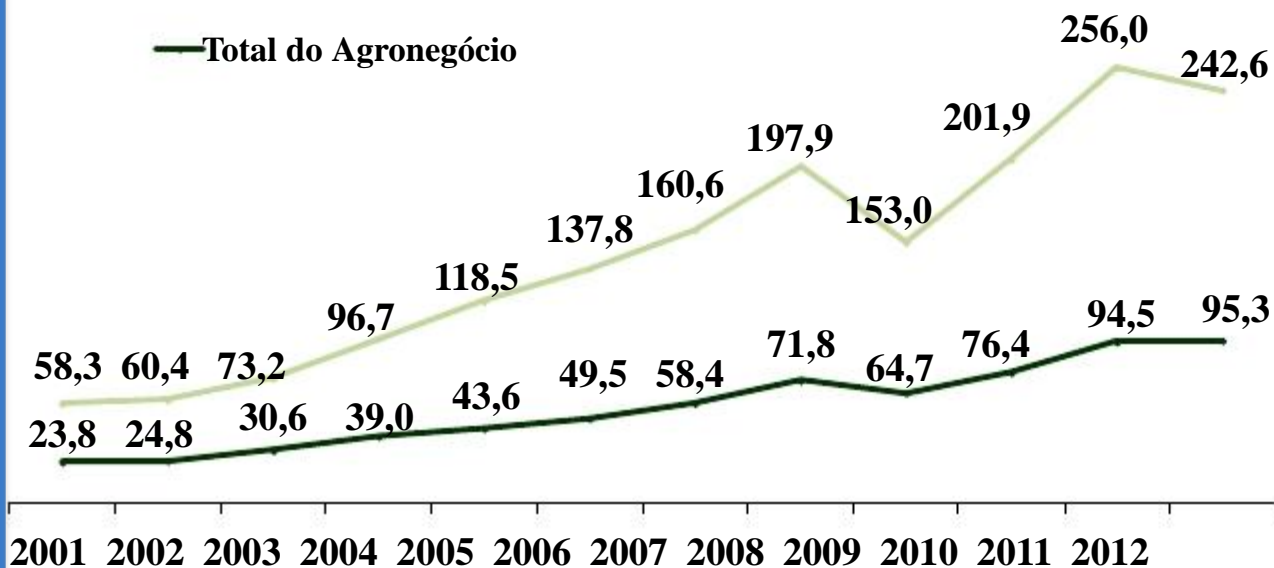


BRAZILIAN EXPORTS (US\$ billions)

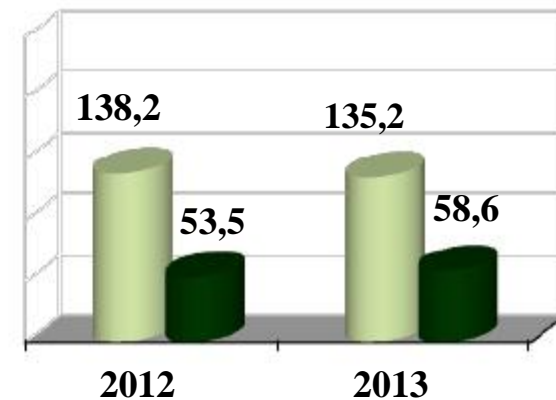
EVOLUÇÃO HISTÓRICA

— Total das Exportações

— Total do Agronegócio

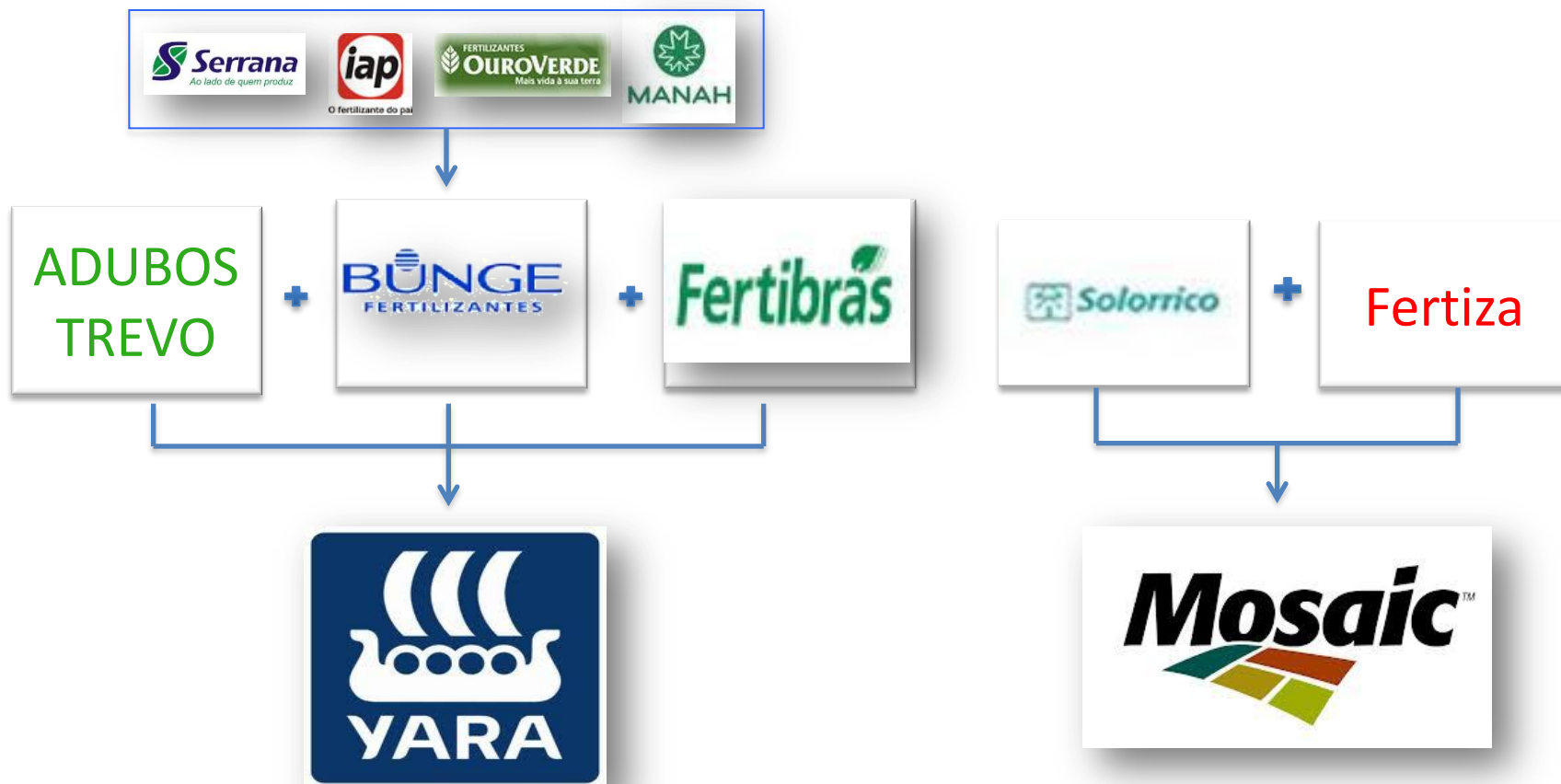


ACUMULADO (Jan a Jul)



Brazilian Fertilizer Market

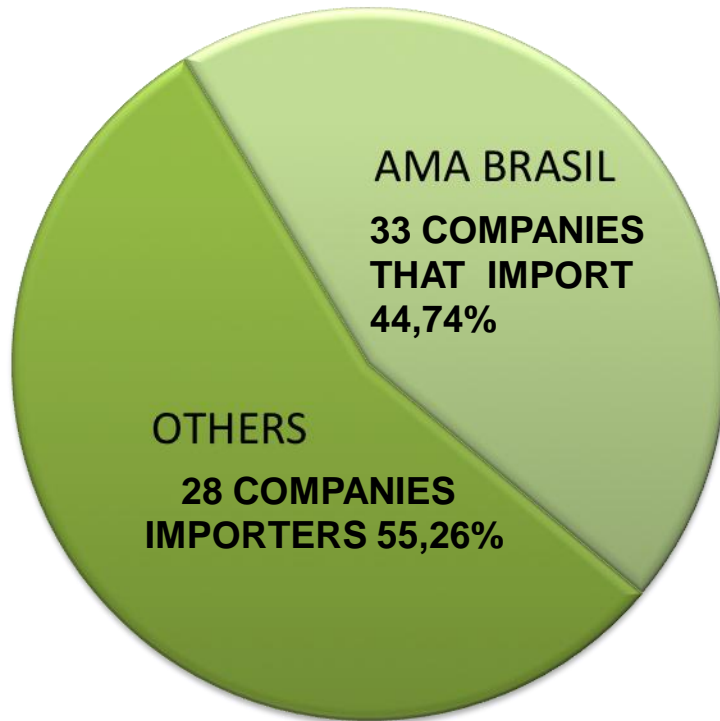
Consolidation on Fertilizer Market



MARKET SHARE OF THE BULK BLENDER END CONSUMERS - 2010

2010 - T. NPK -24,6 Million T. KCL – 6,1 Million.T.

APROXIMATELY 100 COMPANIES IN
THE FERTILIZER MARKET



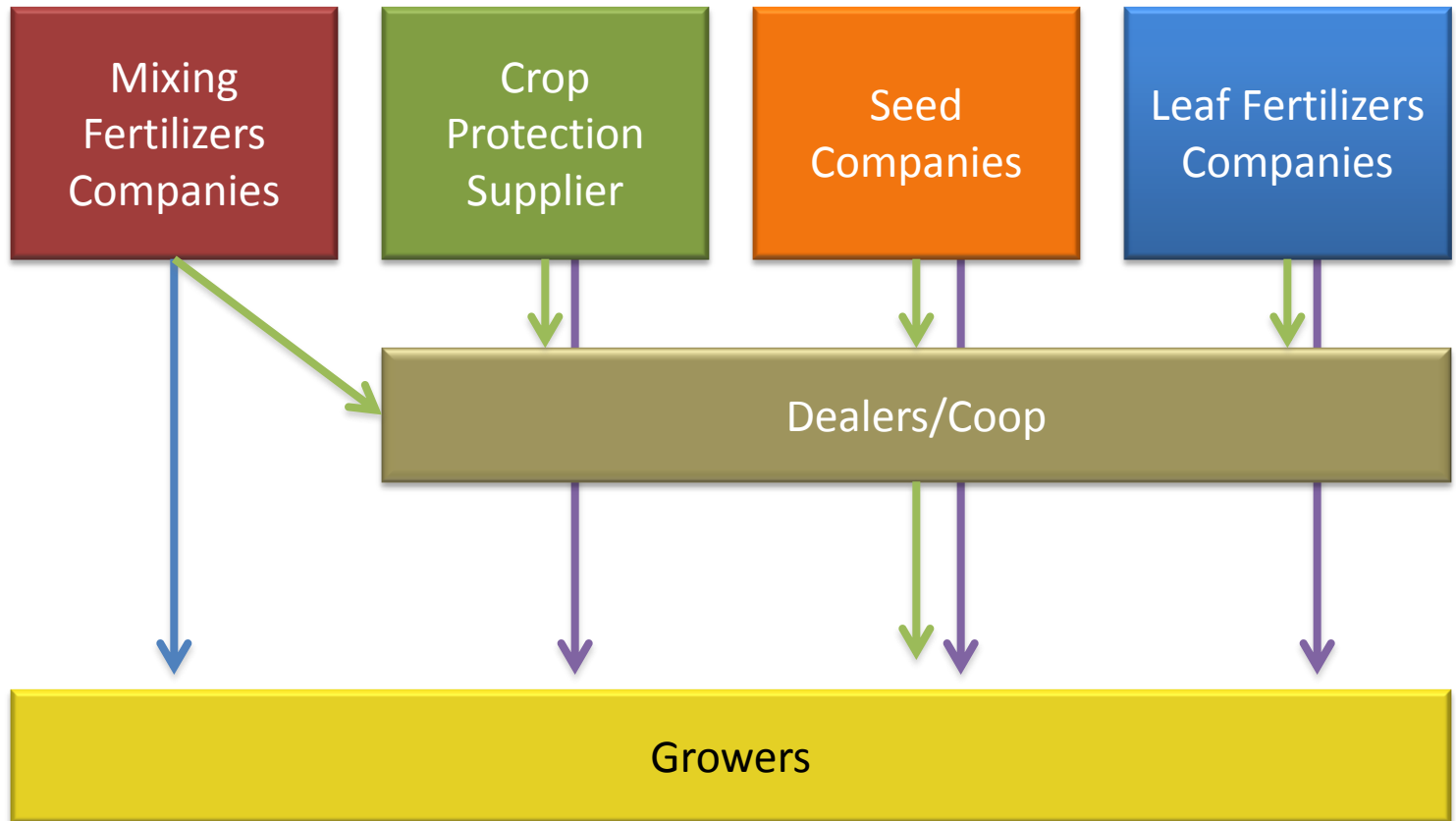
TOTAL OF 65 ASSOCIATED
MEMBERS



ESTIMATE - BASE IMPORTATION – KCL (1 T. KCL = 4,03 NPK)

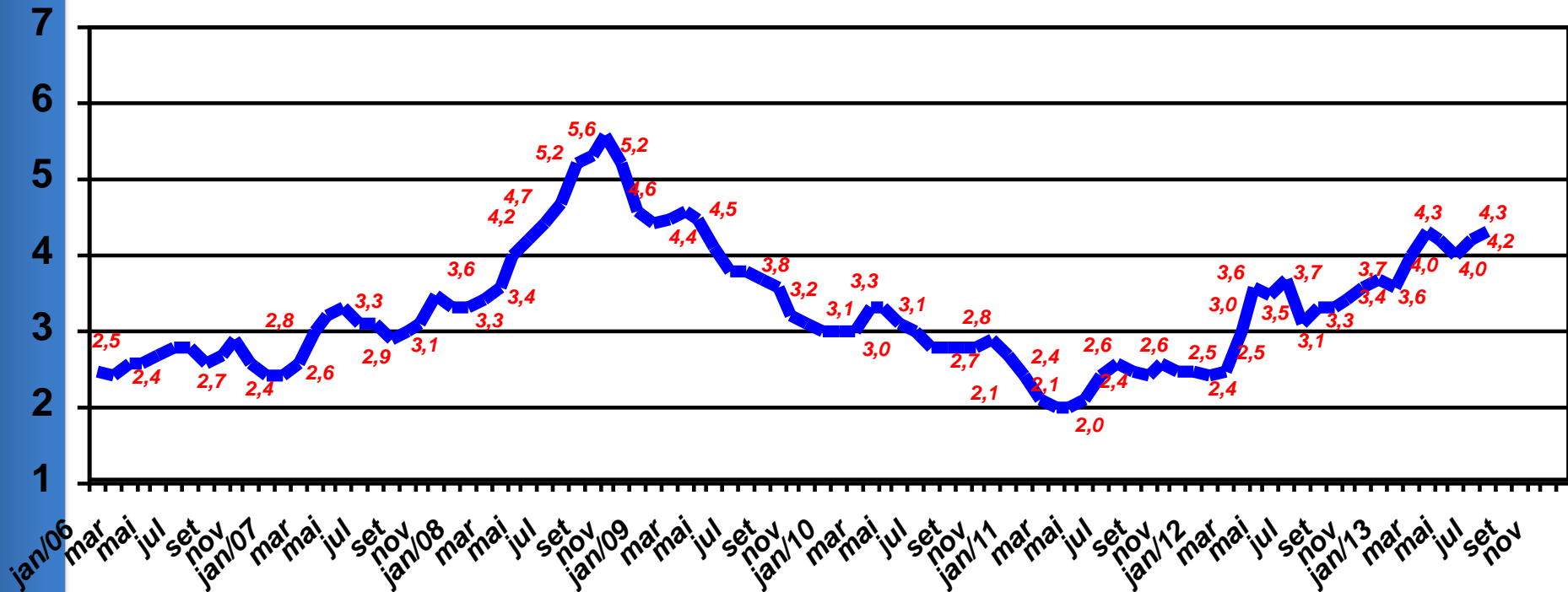
SOURCE: SIACESP – AMA BRASIL (Others – Producers of NPK and Raw Material, grain exchange – minor companies)

Market Access



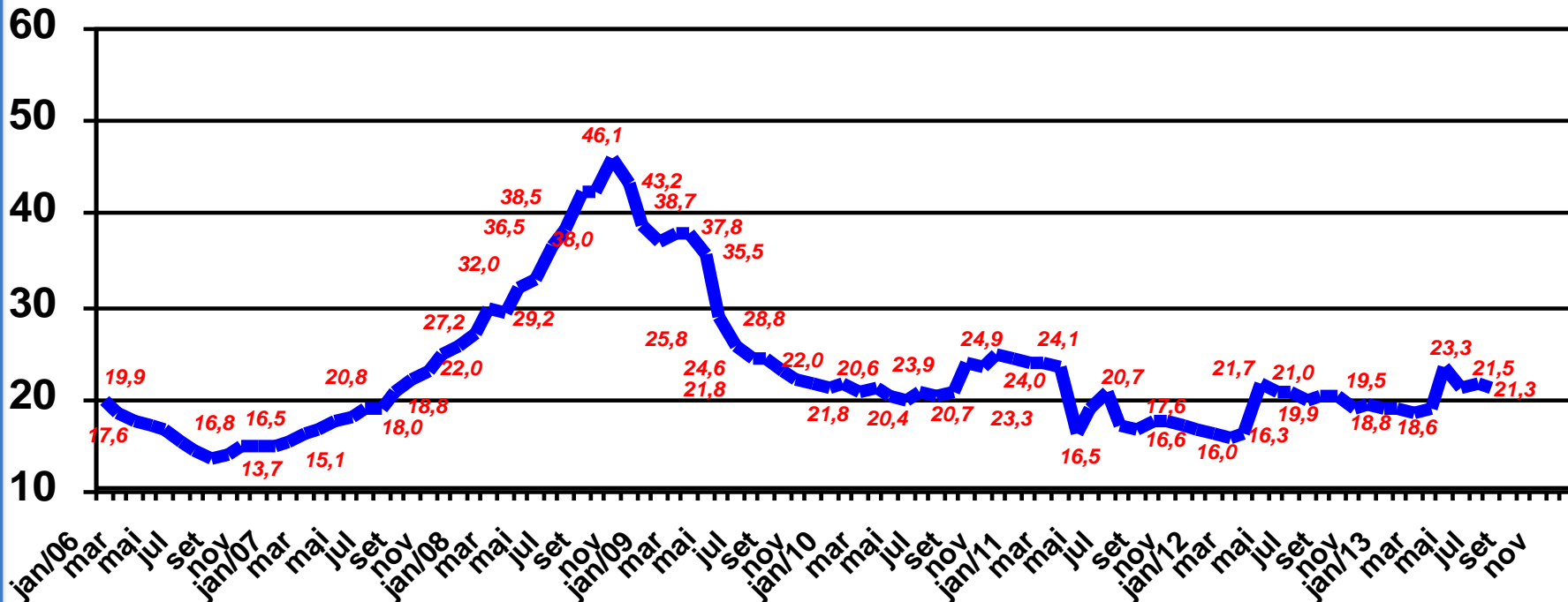
Impact of Fertilizers on the Crop Costs

Exchange Ratio: Coffee (60 Kg) Per Fertilizer (Ton)



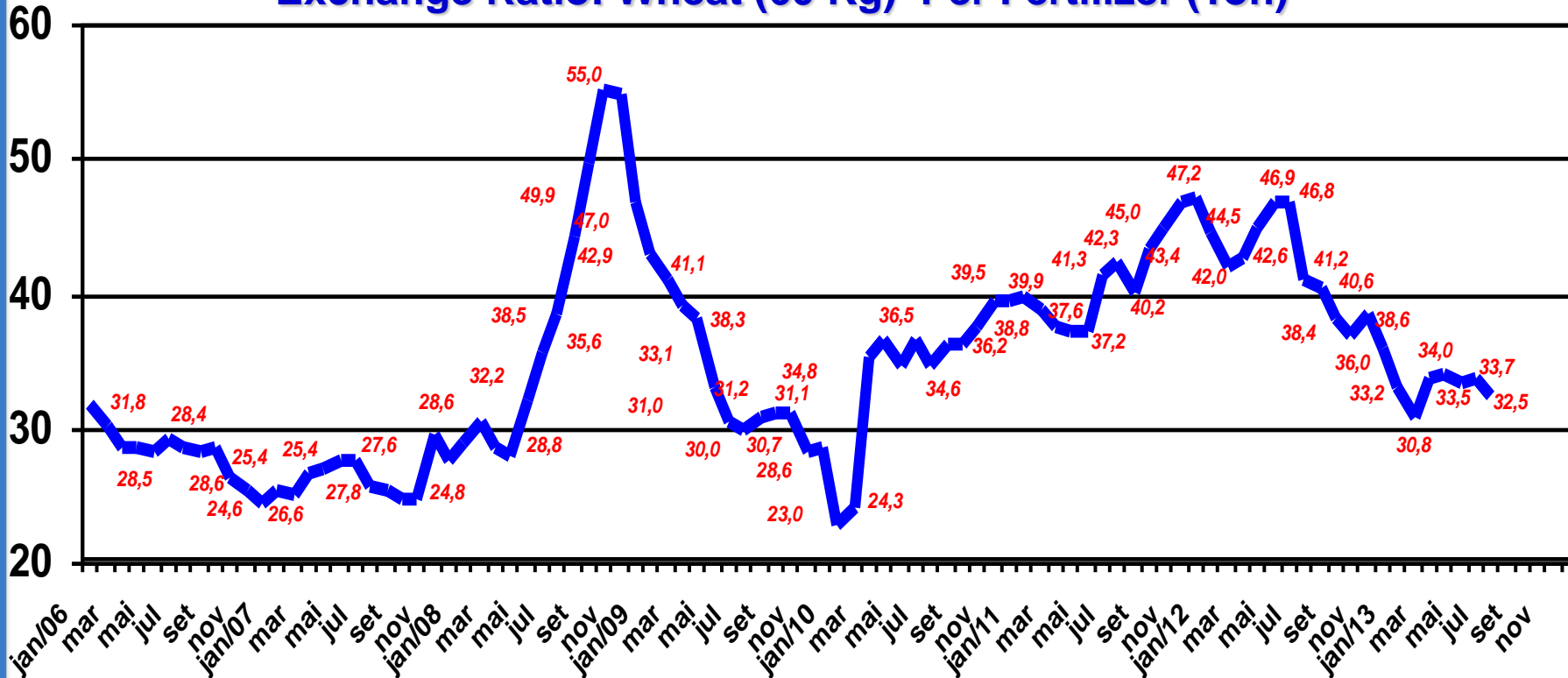
Impact of Fertilizers on the Crop Costs

Exchange Ratio: Sugar Cane (Ton) Per Fertilizer (Ton)



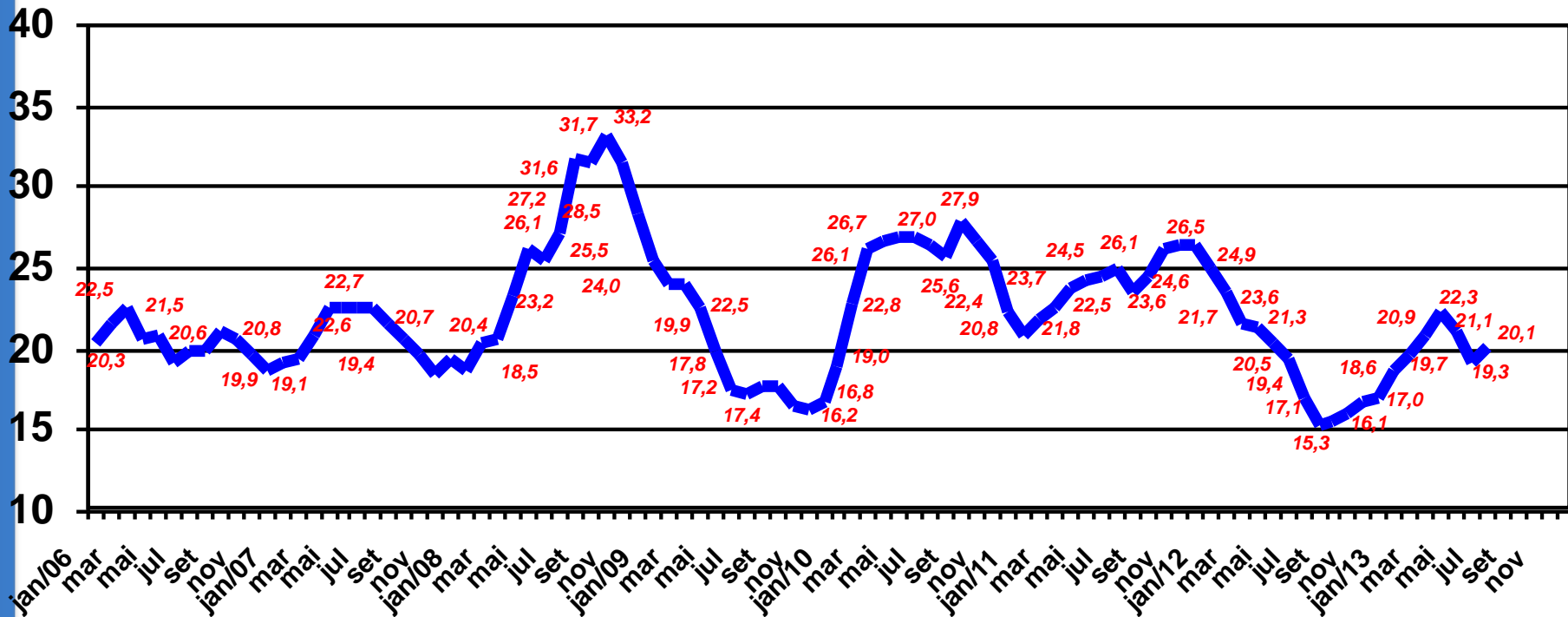
Impact of Fertilizers on the Crop Costs

Exchange Ratio: Wheat (60 Kg) Per Fertilizer (Ton)



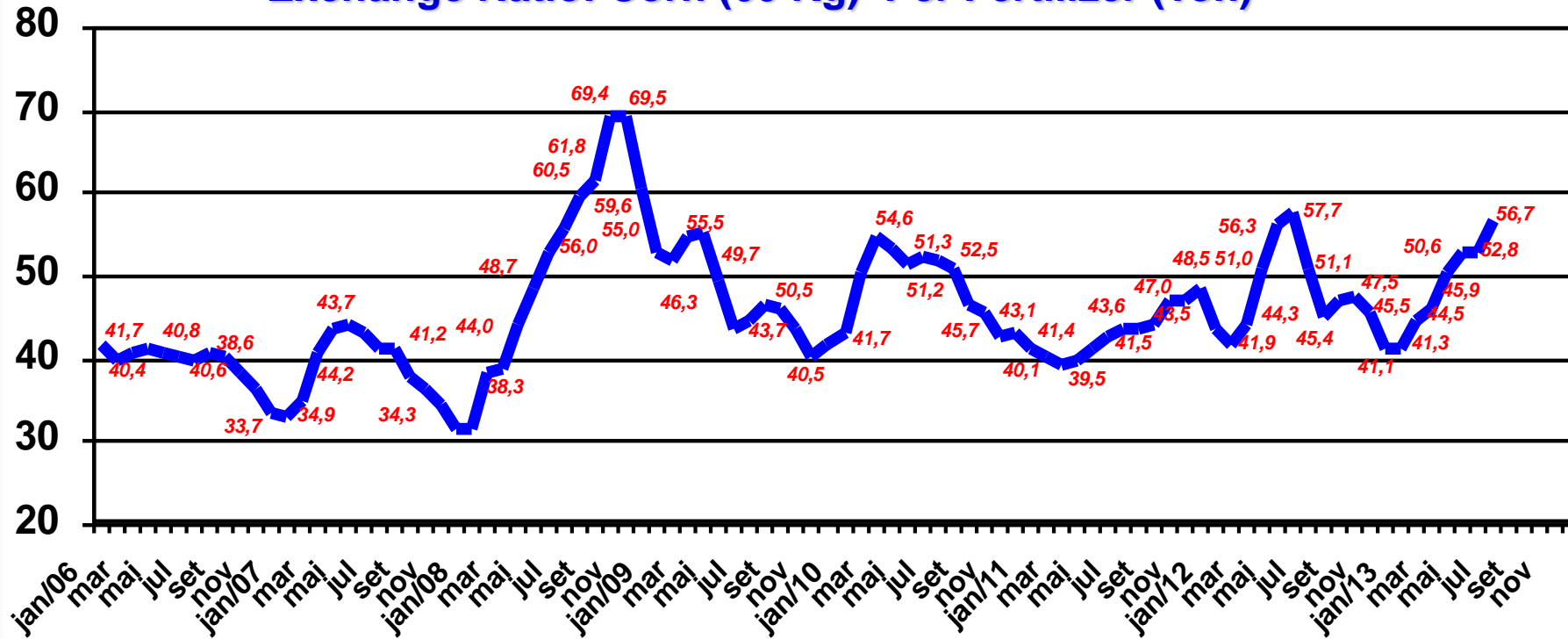
Impact of Fertilizers on the Crop Costs

Exchange Ratio: SoyBean (60 Kg) Per Fertilizer (Ton)



Impact of Fertilizers on the Crop Costs

Exchange Ratio: Corn (60 Kg) Per Fertilizer (Ton)



ESTIMATE – DELIVERED FERTILIZER TO MAIN CROPS - BRAZIL

CROPS	2010 MIL TON	%	2.011 MIL TON	%	2012 MIL TON	%
SOY BEANS	8.507	34,70%	9.602	33,90%	10.763	36,44%
CORN	3.792	15,47%	4.977	17,57%	5.281	17,88%
SUGAR CANE	3.662	14,94%	4.228	14,93%	4.232	14,33%
COFFEE	1.530	6,24%	1.863	6,58%	1.848	6,26%
COTTON	1.266	5,16%	1.584	5,59%	1.126	3,81%
REFORESTATION	626	2,55%	751	2,65%	840	2,84%
RICE	740	3,02%	689	2,43%	703	2,38%
WHEAT	592	2,41%	590	2,08%	587	1,99%
BEANS	540	2,20%	550	1,94%	560	1,90%
TOBACCO	440	1,79%	445	1,57%	418	1,42%
PASTURE	357	1,46%	405	1,43%	411	1,39%
ORANGE	399	1,63%	404	1,43%	392	1,33%
POTATOES	435	1,77%	394	1,39%	351	1,19%
BANANAS	189	0,77%	183	0,65%	178	0,60%
SORGHUM	119	0,49%	140	0,49%	161	0,55%
TOMATOES	120	0,49%	134	0,47%	124	0,42%
SUB-TOTAL	23.314	95,10%	26.939	95,10%	27.975	94,71%
OTHERS	1.202	4,90%	1.387	4,90%	1.562	5,29%
TOTAL	24.516	100,00%	28.326	100,00%	29.537	100,00%

Brazil – National Production

1.000 TONS

Products	2012		2013		%	%
	AUG (a)	JAN-AUG (b)	AUG (c)	JAN-AUG(d)		
Ammonium Sulfate	25	199	21	153	-16,0	-23,1
Urea	67	634	84	635	25,4	0,2
Ammonium Nitrate	23	194	16	115	-30,4	-40,7
MAP	120	878	87	842	-27,5	-4,1
SSP gr.	567	3.258	476	3.428	-16,0	5,2
TSP gr.	86	616	58	621	-32,6	0,8
Thermophosphate	6	40	5	32	-16,7	-20,0
KCL	48	346	52	323	8,3	-6,6
Complex fertilizers	15	108	13	100	-13,3	-7,4
Rock applied directly	10	52	-	1	-100,0	-98,1
TOTAL	967	6.325	812	6.250	-16,0	-1,2

Brazil – National Production

1.000 TONS

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BRASIL – FERTILIZERS IMPORTS JAN. – AUG. (1000 t)

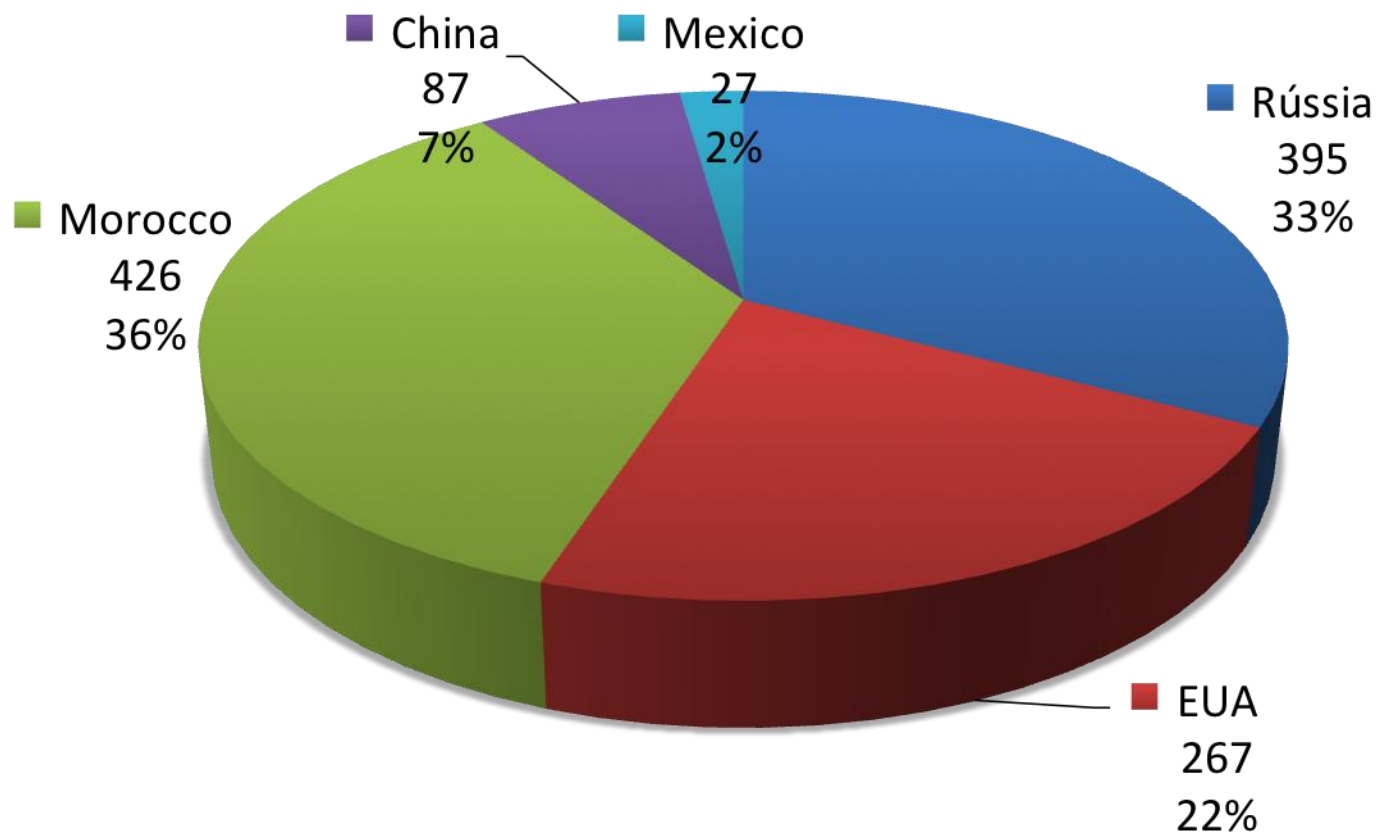
Products	2012		2013		%	%
	AUG (a)	JAN-AUG (b)	AUG (c)	JAN-AUG(d)		
Ammonium Sulfate	177	1.021	126	942	-28,8	-7,7
Urea	256	1.523	169	1.774	-34,0	16,5
Ammonium Nitrate	183	728	260	863	42,1	18,5
DAP	107	495	76	557	-29,0	12,5
MAP	224	1.336	345	1.736	54,0	29,9
SSP gr.	184	432	198	772	7,6	78,7
TSP gr.	97	913	95	868	-2,1	-4,9
14-34/NP (2)	67	375	190	662	183,6	76,5
KCL	859	5.064	702	5.150	-18,3	1,7
Rock applied directly	-	195	-	150	0,0	-23,1
Others	91	592	64	486	-29,7	-17,9
TOTAL	2.245	12.674	2.225	13.960	-0,9	10,1

(1) Inclui binários(32-03, 33-03 ,etc..)

(2) Inclui binários(10-46, 14-34 ,16-20,etc..)

MAP - Main Brazilian Suppliers 2011

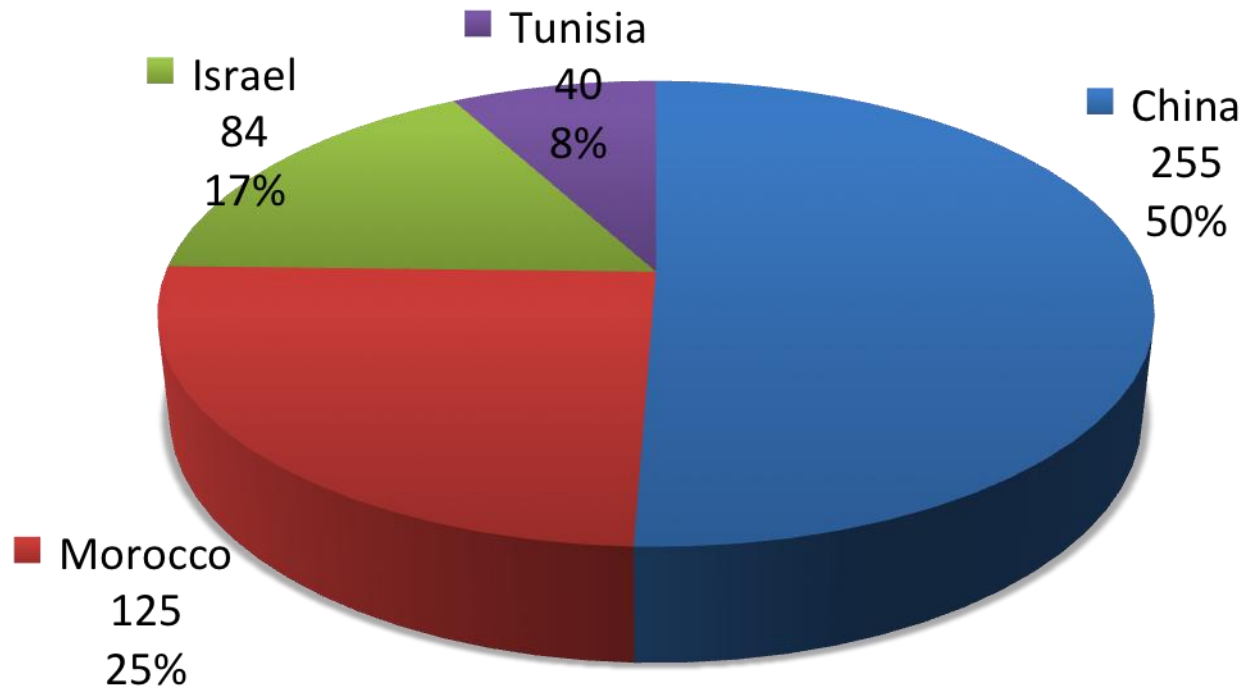
1.000 Tons. P2O5



**BRAZIL IMPORTED
1.202.000 Tons
33% OF THE
EXPORTS MARKET**

TSP - Main Brazilian Suppliers 2011

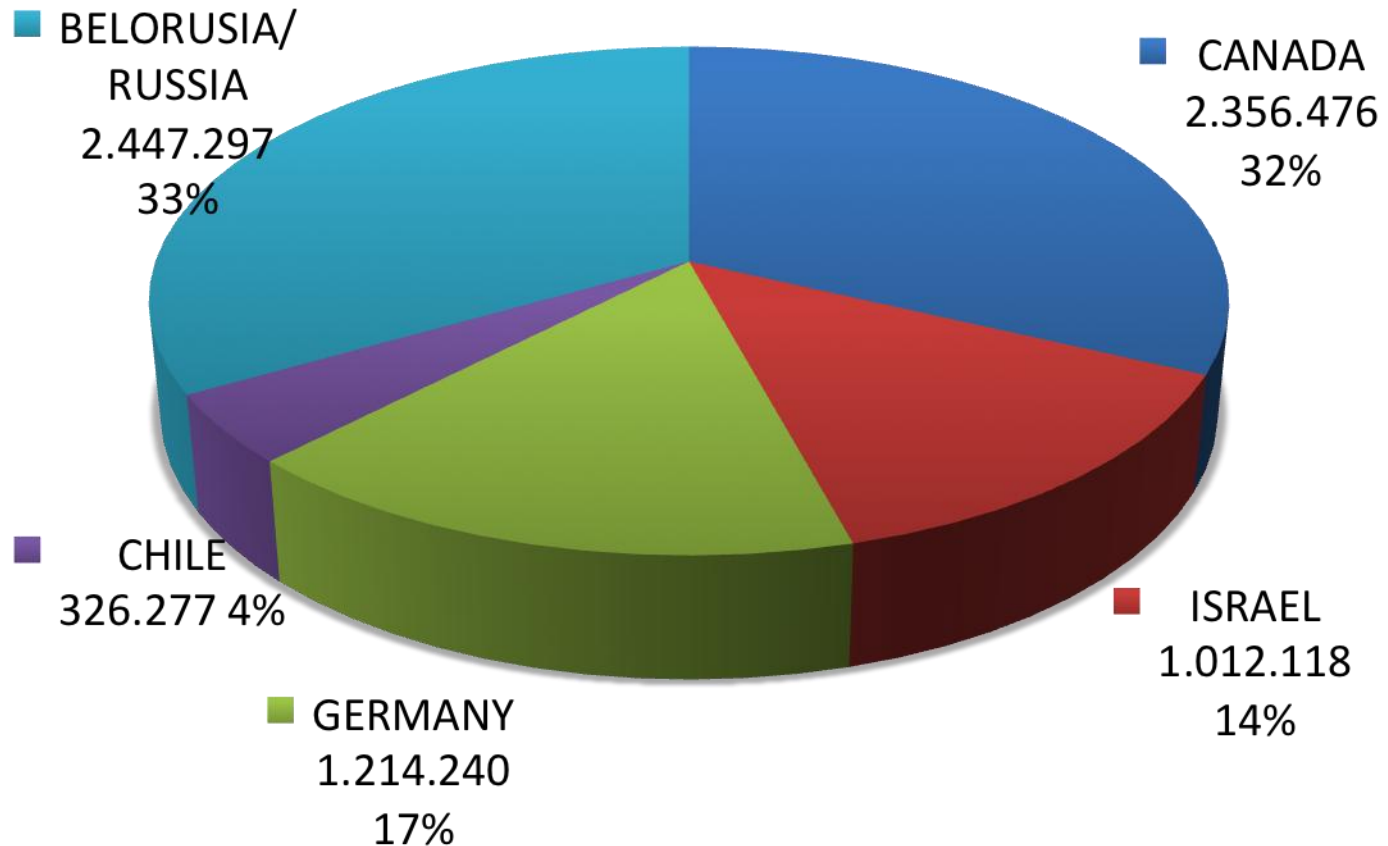
1.000 Tons. P2O5



**BRAZIL IMPORTED
504.000 Tons.
27,9% OF THE
EXPORTS MARKET**

KCL - Main Brazilian Suppliers 2012

1.000 Tons. KCL



BRASIL – FERTILIZERS IMPORTS JAN. – AUG. (1000 t)

YEAR	PRODUCT	NUTRIENTS			
		N	P2O5	K2O	NPK
2005	7.572	772	977	2.070	3.819
2006	6.935	750	833	1.869	3.452
2007	11.043	1.359	1.447	2.621	5.427
2008	12.295	1.514	1.445	3.140	6.099
2009	6.269	944	799	1.214	2.957
2010	8.884	1.165	926	2.317	4.408
2011	12.978	1.588	1.634	3.236	6.458
2012	12.674	1.550	1.661	3.111	6.322
AVERAGE	9.831	1.205	1.215	2.447	4.868
2013	13.960	1.756	2.056	3.154	6.966
13/12 %	10,15	13,29	23,78	1,38	10,19

Brazil – Fertilizers Offer 2013

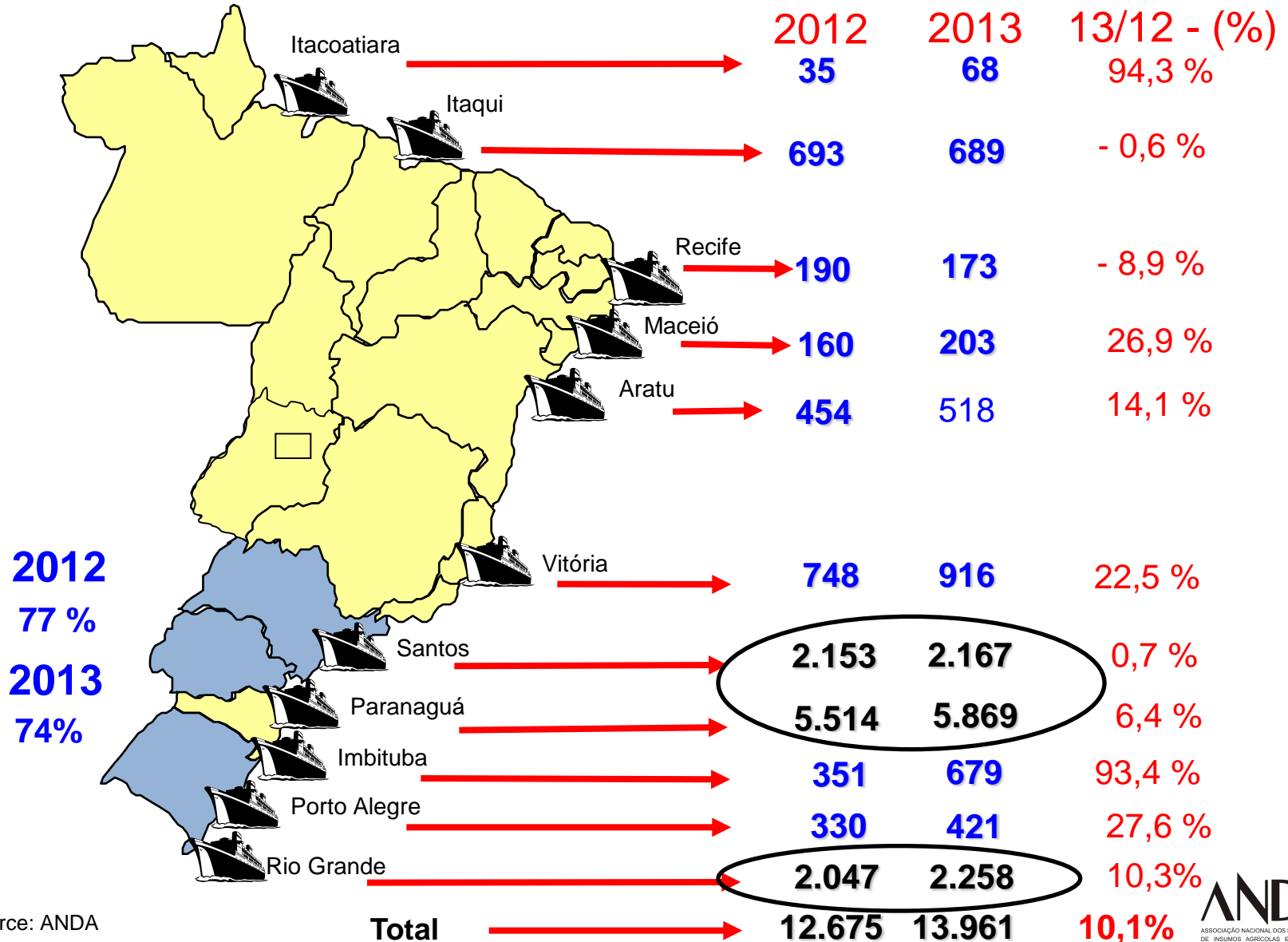
Time Line

YEAR	NAT.PROD.	IMPORT.
2005	5.679	7.572
2006	5.631	6.935
2007	6.304	11.043
2008	6.513	12.295
2009	5.305	6.269
2010	6.041	8.884
2011	6.304	12.978
2012	6.325	12.674
AVERAGE	6.013	9.831
2013	6.250	13.960
13/12 %	-1,19	10,15

Brazil – Fertilizers Offer 2013

PRODUCTS	2012		2013		%	%
	AGO (a)	JAN-AGO (b)	AGO (c)	JAN-AGO(d)		
NATIONAL PRODUCTION	967	6.325	812	6.250	-16,0	-1,2
IMPORTS	2.245	12.674	2.225	13.960	-0,9	10,1
TOTAL	3.212	18.999	3.037	20.210	-5,4	6,4

BRASIL – FERTILIZERS IMPORTS - PORTS JAN. – AUG. (1000 t)



Source: ANDA

DELIVERED TO THE GROWERS – BRAZIL

1.000 TONS

PERÍODO	BRASIL						
	2010(a)	2011(b)	2012(c)	2013 (d)	%(b/a)	%(c/b)	%(d/c)
JAN	1.614	1.721	1.866	2.025	6,6	8,4	8,5
FEV	1.541	1.739	1.724	1.743	12,8	-0,9	1,1
MAR	1.306	1.500	1.718	1.644	14,9	14,5	-4,3
1º TRI	4.461	4.960	5.308	5.412	11,2	7,0	2,0
ABR	1.117	1.377	1.556	1.777	23,3	13,0	14,2
MAI	1.342	2.193	2.394	2.345	63,4	9,2	-2,0
JUN	1.706	2.579	2.470	2.616	51,2	-4,2	5,9
2º TRI	4.165	6.149	6.420	6.738	47,6	4,4	5,0
JUL	2.280	2.745	2.623	2.996	20,4	-4,4	14,2
AGO	2.667	3.118	3.479	3.674	16,9	11,6	5,6
JAN-AGO	13.573	16.972	17.830	18.820	25,0	5,1	5,6



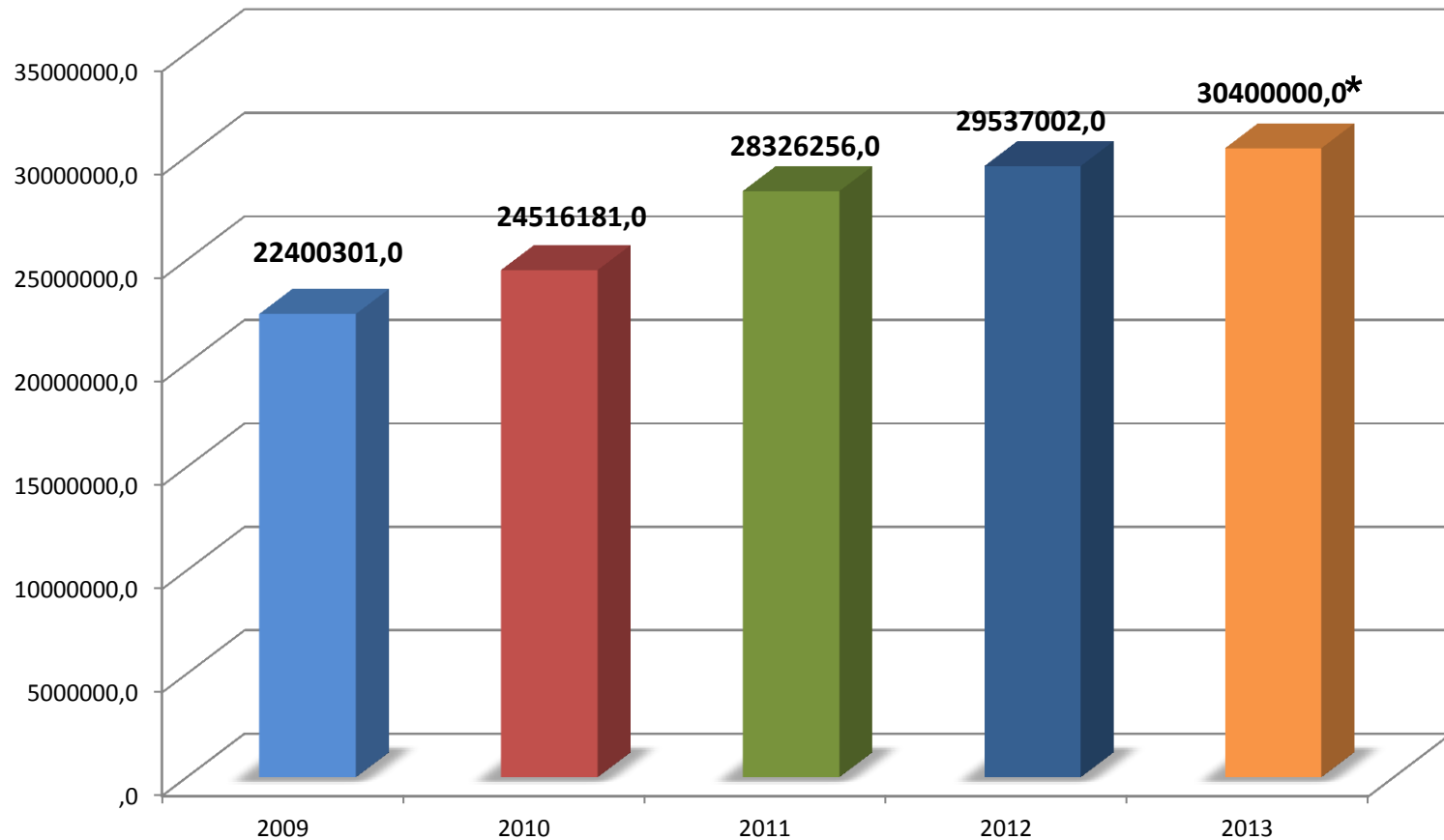
DELIVERED TO THE GROWERS – BRAZIL JAN. – AUG. (1000 t)

YEAR	PRODUCT	NUTRIENTS				AVERAGE FORMULA -%			
		N	P2O5	K2O	NPK	N	P2O5	K2O	NPK
2005	10.303	1.134	1.462	1.755	4.351	11,01	14,19	17,03	42,23
2006	10.022	1.114	1.450	1.645	4.209	11,12	14,47	16,41	42,00
2007	14.548	1.512	2.238	2.472	6.222	10,39	15,38	16,99	42,77
2008	16.035	1.702	2.353	2.719	6.774	10,61	14,67	16,96	42,25
2009	13.236	1.480	2.081	1.736	5.297	11,18	15,72	13,12	40,02
2010	13.573	1.505	1.905	2.154	5.564	11,09	14,04	15,87	40,99
2011	16.971	1.872	2.405	2.697	6.974	11,03	14,17	15,89	41,09
2012	17.830	1.960	2.693	2.904	7.557	10,99	15,10	16,29	42,38
AVERAGE	14.065	1.535	2.073	2.260	5.869	10,91	14,74	16,07	41,72
2013	18.820	2.087	2.780	2.992	7.859	11,09	14,77	15,90	41,76
13/12 %	5,55	6,48	3,23	3,03	4,00	0,88	-2,20	-2,39	-1,47

Corn2/Wheat
 t/Sugar
 Cane

Corn1/Soy
 Corn2/Soy/
 Corn1

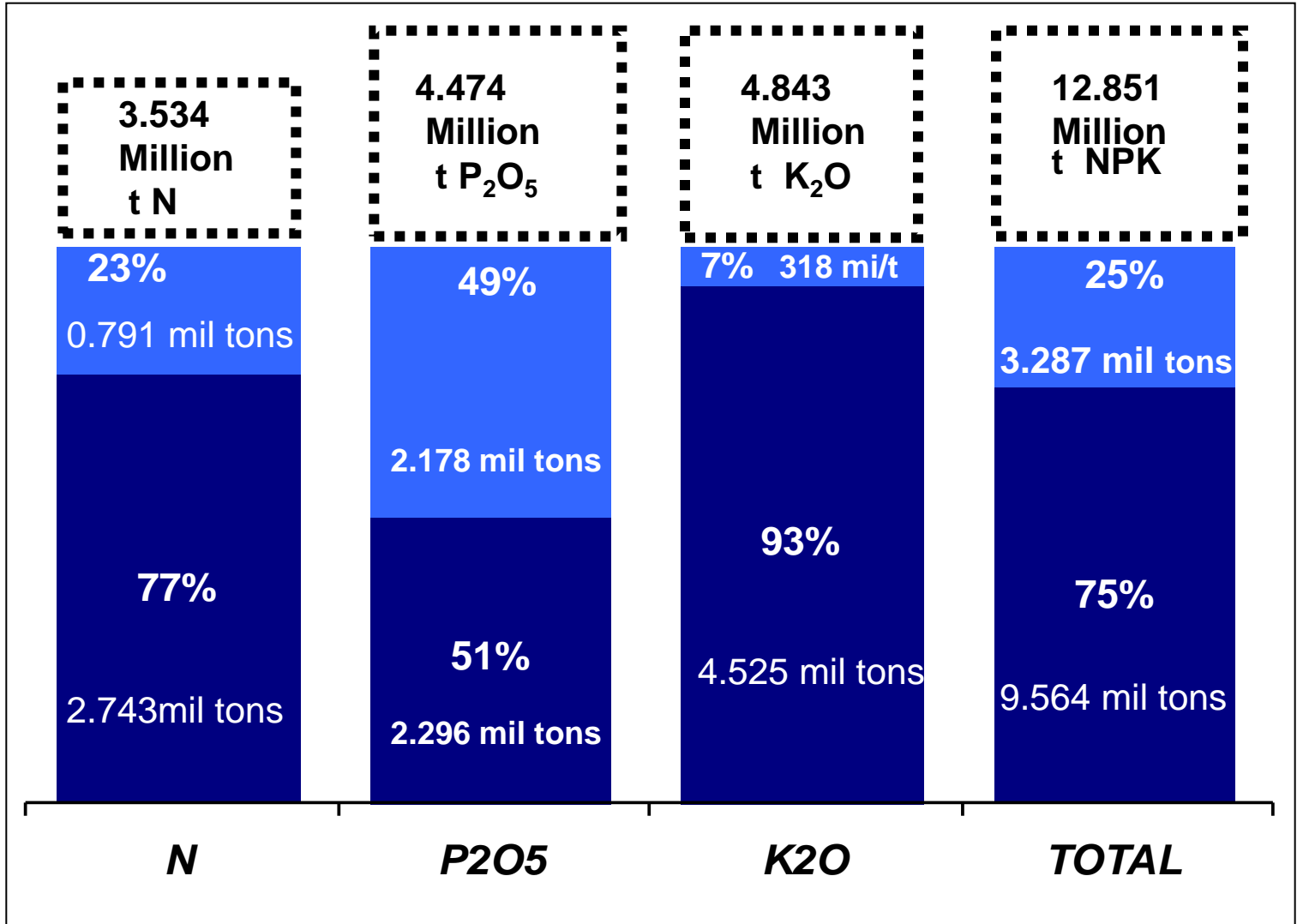
Delivered Fertilizers



Source: ANDA

RAW MATERIAL - DOMESTIC AND IMPORTED PRODUCTS - 2012

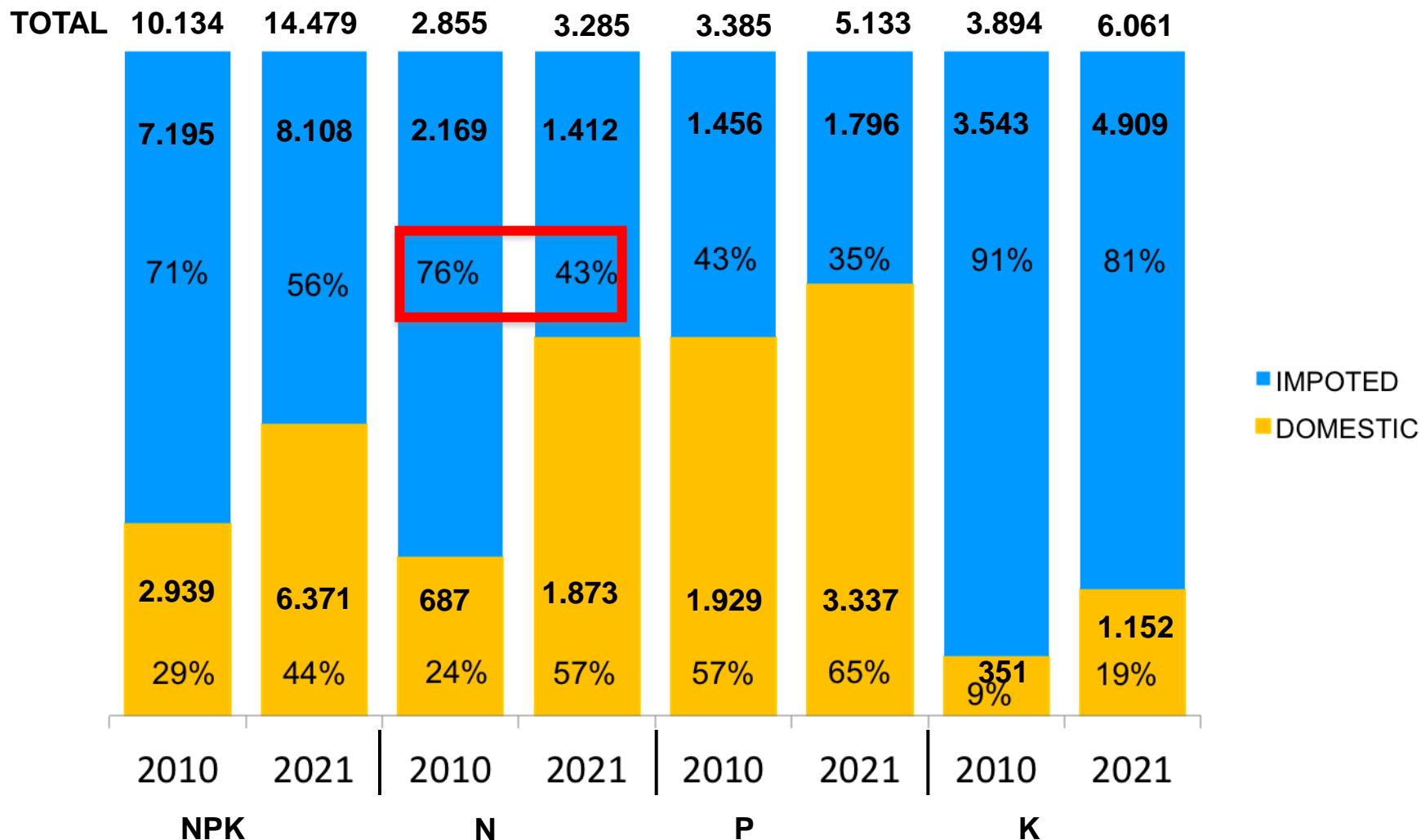
1000 TONS OF NUTRIENTS



Domestic

Imported

BRAZIL: DEMAND OF FERTILIZER (% DOMESTIC X % IMPORTED)



SOURCE: MB AGRO, BLUM/OUTLOOK BRASIL ANDA
ELABORATION: FIESP/DEAGRO E MB AGRO



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Thanks AFCOME

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