

MEETING IN MIAMI

PROFERTIL PRESENTED ARGENTINA AT THE LATIN AMERICAN FERTILIZER SUMMIT

The Latin American Fertilizer Summit ended today in Miami, USA, and Argentina had an important participation in it through Profertil, the leading company in granulated urea production in the country, which presented its current and future vision of a key activity for world agriculture.

Fertilizer Latinoamericano was held in Miami between Monday and today, Wednesday. It was attended by more than 500 key players in the fertilizer business in the region, belonging to more than 300 leading companies in the sector.

Argentina and Brazil were major players: they generated a lot of interest even in attendants from other regions (there were participants from more than 45 countries). Of course, they all analyzed the current complex situation of the sector, which is fundamentally determined by the war between Russia and Ukraine.

The two countries, key producers and exporters of fertilizers and foodstuffs, are setting the pace of the world market today. But this crisis comes on top of the recent Covid pandemic, which means that the fertilizer business is coming off the back of several years of major complications.

In this context, representatives from Argentina and Brazil generated strong interest, as the two most important countries in the world's main food-producing region. On the Argentine side, the participation of Mario Suffriti was particularly important.

The executive indicated that "the Argentine fertilizer market is different from others in Latin America. One year it may grow 5%, but that does not guarantee that it will continue at that rate the following year. Variability is high and companies have to be prepared to face this reality." Looking ahead, he considered that "nobody can predict things, particularly in this context that we have in 2022."

Argentina is the world's second largest exporter of maize and a central player in the global wheat market. And urea is key to the productivity of both crops. Hence the interest generated by Mario Suffriti's participation.

The Profertil representative said that "the biggest challenge the market will face is to develop the ability to adapt to different circumstances, both global and, in our case, local, such as the historical low of the Paraná River, which severely complicates logistics and increases costs."

There was a specific panel in Miami on the importance of fertilizers in Latin America and food production in the region to supply the world's needs. There was also a focus on sustainability issues and the increasing attention that the fertilizer industry must pay to this issue.

In this regard, Suffriti recalled that Profertil is a leader in the implementation of sustainable practices in the production of fertilizers. "Of course, one of the work lines we have in Argentina is to continue lowering the environmental impact and improving the carbon footprint of agriculture, for which we resort to many technological tools in which the country is a global benchmark."

In this regard, he mentioned no-till farming, the use of precision and digital tools and the use of special fertilizers. In addition, he pointed out a fact that generated impact among the attendees to the summit in Miami: 60% of the energy used by Profertil in its urea manufacturing plant comes from a 100% renewable source: wind.

About Profertil

It is a company devoted to the production of the fertilizers needed to optimize crop yields in a sustainable manner. Integrated in equal parts by YPF and Nutrien Inc, it has been operating its production plant in the port of Ingeniero White for 21 years. There, it produces 1,320,000 tons of granulated urea annually, the main nitrogen fertilizer for the soil. In addition, it sells other fertilizers and prepares tailor-made mixtures to provide each territory and crop with the nutrition required. It has administrative offices in Buenos Aires and logistic terminals in Bahía Blanca, Necochea, San Nicolás and Puerto General San Martín (Santa Fe). It has 362 direct employees, 1,500 indirect employees and more than 850 active suppliers.

Website: www.profertil.com.ar

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