Exploring the supply and demand dynamics shaping the global phosphate markets

**Phosphates 2018**

**12-14 March 2018**
**Mövenpick Mansour Eddahbi, Marrakesh, Morocco**

For more information and to book your place visit [www.phosphatesconference.com](http://www.phosphatesconference.com) or email conferences@crugroup.com

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**Why Morocco?**

We are very excited about bringing the Phosphates event back to Morocco for the first time since 2012. The country holds an estimated 77% of the world's total phosphate reserves and is the world’s leading global exporter.

It has become a hub for investment and innovation in phosphate mining and processing since OCP S.A., Morocco’s national phosphate company, has been driving an ambitious expansion program both at home and overseas.

We are delighted to be supported by OCP S.A. for this conference and hope to announce more details about their participation shortly.

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**2018 CALL FOR PAPERS NOW OPEN**

Present in front of a large international audience. Commercial and technical papers are welcome:

- Showcasing market insights
- Demonstrating operational experience
- Highlighting new technological developments

**DEADLINE FOR ENTRIES: 1 SEPTEMBER 2017**
Submit your abstract to Tom.Willatt@crugroup.com

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For Sponsorship and Exhibition enquiries please contact

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+44(0) 20 7903 2159

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For more information and to book your place visit [www.phosphatesconference.com](http://www.phosphatesconference.com) or email conferences@crugroup.com
CRU is delighted to return to Morocco for Phosphates 2018 and celebrate the 11th event in the series.

The Phosphates conference was last held in Morocco in 2012 and attracted over 500 participants. As Morocco remains a driving force in global phosphate production, this strategic location enables us to bring together one of the world’s largest audiences of phosphate mining and plant operators and engineers.

CRU’s Phosphates event series is firmly established as the premier gathering for senior decision-makers representing the fertilizer, feed and industrial phosphates industries. Business leaders from producers, traders, engineering, technology and equipment providers, and consumers, meet at this annual event to engage in high-level networking, negotiate business contracts and share industry knowledge.

**Phosphates 2018** will provide delegates with key insights and in-depth market information about phosphates raw materials, intermediates and finished products. The two-day programme will cover key commercial subjects including: current and forecast supply dynamics; phosphate fertilizer cost outlook; updates on new projects and their anticipated impact on oversupplied markets; and demand drivers from the fertilizer, feed and industrial markets.

**Phosphates 2018** will also continue to grow the technical content, with a dedicated stream of technical presentations in addition to the popular technical showcases. Registered attendees will have the chance to share practical experience with other operators and meet with the industry’s leading suppliers of technology and engineering solutions in the large scale exhibition.

**Phosphates 2018** is the must-attend event for commercial and operational executives in your fertilizer, feed and industrial phosphates industries. We look forward to welcoming you to Morocco in 2018.

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**Who attends this event?**

**Participants by Business Activity**

<table>
<thead>
<tr>
<th>Business Activity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Producer/ Fertilizer/Feed/Industrial</td>
<td>32%</td>
</tr>
<tr>
<td>Engineering/Process/Technology providers</td>
<td>31%</td>
</tr>
<tr>
<td>Plant machinery/materials and equipment</td>
<td>12%</td>
</tr>
<tr>
<td>Consultants</td>
<td>8%</td>
</tr>
<tr>
<td>Engineering/Process/Technology providers</td>
<td>31%</td>
</tr>
<tr>
<td>Mining</td>
<td>5%</td>
</tr>
<tr>
<td>Other</td>
<td>12%</td>
</tr>
</tbody>
</table>

**Participants – Producers by Phosphate Product**

- Rock: 55%
- Ferts: 54%
- Feed: 27%
- Industrial: 23%

**Please note:** This chart represents all products produced. As some companies produce more than one product, they have been presented more than once.

**Participants by Region**

- North America: 39%
- Central/South America: 7%
- East Europe/ Russia/CIS: 7%
- Asia/Oceania: 7%
- Middle East: 7%
- West Europe: 33%
- Africa: 7%
CALL FOR TECHNICAL AND OPERATIONAL PAPERS

Date for your diary:
DEADLINE FOR ABSTRACTS 1 SEPTEMBER 2017

PRESENT YOUR COMPANY’S INNOVATION OR TECHNICAL ADVANCES TO A LARGE INTERNATIONAL AUDIENCE AT PHOSPHATES 2018.

Following several successful years of Technical Showcase presentations, which take place in front of maximum audiences, we will continue to expand this feature for Phosphates 2018. Technological innovation is one of the key drivers of commercial success. Effective use of technology can drive greater value from your operations, improve plant and operator efficiency and reduce environmental impacts.

The technical showcase programme has been designed to complement the commercial content of Phosphates 2018 by providing highlights of the latest technologies and materials in use in the phosphates industry and will showcase how these innovations can add value to your operations.

The technical showcase presentations cover a full spectrum of effective plant operations: from feasibility studies and project management to support investment decision-making, to detailed application of technology and equipment to improve plant and mining operations.

CRU are delighted to incorporate these showcase presentations into Phosphates 2018 and welcome both technical and commercial case studies from the fertilizer, feed and industrial phosphates industries.

We are pleased to invite all organisations (including, but not exclusively exhibitors) to submit an abstract to be considered for inclusion in either the main programme or the technical showcase. This is your opportunity to present your case study or technology to a captive audience of industry decision makers.

Submit your abstract of between 200-400 words, outlining the nature of your technology, process or case study, its target market and USP’s it delivers.

To submit an abstract, please contact Tom Willatt, tom.willatt@crugroup.com

MEET WITH THE KEY PLAYERS
in the fertilizer, feed and industrial phosphates industry – past delegates include senior representatives from:

AB Lifosa • Abo Zaabal Fertilizers & Chemicals - The Polyserve Group • Acron JSC • Aditya Birla Chemicals • Agrifos • Agrium • Aliphos • Allied Fertilizers Sdn bhd • Alwernia SA • Anglo American Fosfatos • Anhui Liuguo Chemical Co. Ltd • Arianne Phosphate • Asiaphos Limited • Associated British Foods • BK Giulini GmbH • Bosveld Phosphates (Pty) Ltd • Cargill • Chemische Fabrik Budenheim KG • Clear Springs Land Co. • Cominco Resources Ltd • Deepak Fertilisers & Petrochemicals • Corporation Ltd • DSM Nutritional Products Ltd • DuSolo Fertilizers Inc. • Easterna Fertilizers • EcoChem International nv • Elandsfontein Exploration and Mining Pty Ltd • Elenillo Group • Elixir • EuroChem • Focus Ventures Ltd • Fosfa akciíva společnost • Fositalia SPA • Fosforita de Mexico, SA de CV • GB Minerals • Groupe Chimique Tunisien • Groupe Roullier • GrowMax Agri Corp. and Americas Petro gas • Haifa Chemicals Ltd • Helm • Hi Fos SA de CV • ICL • Imacid • Indorama Eleme Petrochemicals Limited • Industria Sulfúrica SA - ISUSA • Innophos • J.R. Simplot Company • Jiangsu Chengxing Phosph-Chemicals Co. Ltd • Kazphosphate LLC • KGHM Polska Miedz S.A. • Kinder Morgan Inc. • Koch Ag & Energy Solutions • Lebanon Chemicals Company SAL • Namibia Phosphates • LKAB • Ma’aden • Mineral Development Llc • Novartis Pharmaceuticals • Nutreco Netherland BV • Nyrstar Sales & Marketing AG • OCP • Odyssey Marine Exploration • Omnia Fertilizer • Pacific Andes International Holdings Ltd • PCS Phosphate - White Springs • PepsiCo Worldwide Flavours • PG Phosphorit Ltd • PhosAgro • Phosfanatio International • PotashCorp • Prayon • Ravensdown Fertiliser • Rio Tinto Mining and Exploration Ltd • Rotem Amfert Negev • Rum Jungle Resources • SABIC • Sakawe Mining Corporation Ltd • SFP - Specialty Fertilizer Products • Shannon Chemical Corporation • Shell Canada Limited • Solvay Specialty Polymers • SQM • Stonegate Agricom Ltd • Subsea Minerals Limited • Tecnología Química y Comercio S.A. • Tessenderlo Chemie NV/SA, Aliphos Division • The Mosaic Company • TIFERT • TIMAB Industries • Tongling Sinco Fine Chemical Co. Ltd • Vereinigte Kreidewerke Dammann KG • Vimifos SA de CV • Wengfu (Group) Co. Ltd • Yara
NETWORKING WEBSITE SPONSORSHIP
Become the sole sponsor of the newly launched conference networking website, the main source of event information. Your company logo will be visible across the whole site with URL link to your website.

WIFI SPONSORSHIP
Would you like your company name to be the password all delegates have to use to access the internet throughout the three day event?

HOST A COCKTAIL RECEPTION
Make a positive lasting impression for your company by hosting a cocktail reception. CRU and the sponsor will work closely ensuring reception is tailor made to meet your specific requirements and objectives.

Ways to strengthen your brand at the industry's highest profile event include:

INTERESTED IN SPONSORSHIP OPPORTUNITIES?

Our sponsorship packages are tailored to ensure exclusivity to increase brand recognition in a targeted format and leave strong and lasting impression of your company.

HOTEL ROOM KEY CARD
Have your company brand at the forefront of all delegates staying at the hotel, with the opportunity for a special gift to be delivered to key customer rooms. This package also comes with the opportunity to design the front cover of the key card.

OTHER SPONSORSHIP PACKAGES INCLUDE:
- LUNCHEON
- REGISTRATION DESK
- CONFERENCE AUDITORIUM
- LANYARDS
- GENERAL SPONSORSHIP

All of our sponsorship packages include your company logo as a sponsor on the following:
- front cover of conference brochure
- conference advertisements
- email and direct mail promotional mailings
- logo on website with reciprocal link
- logo on generic branding at the event including banners, holding slide and stage set in the conference room

EXHIBITION OPPORTUNITIES
Due to popular demand the Phosphates exhibition is sold out months in advance. Book your stand for Marrakesh now to avoid disappointment!

An exhibition package includes:
- 3m x 2m space only area
- Table, 2 chairs and power
- 2 x delegate places with full access to conference and networking
- 50 word company description in conference show guide and networking website

For Exhibition enquiries please contact Michelle.Fisk@crugroup.com
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Register today for early bird savings at www.phosphatesconference.com