



ifa
INTERNATIONAL
FERTILIZER ASSOCIATION

Promoting Productive and Sustainable Agriculture

ANNUAL REPORT
2016





IFA ANNUAL REPORT 2016

Report of the Board of the 88th year to be presented to the Annual General Meeting on 24 May 2017

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FROM THE CHAIRMAN



2016 was not only the designated “Year of Action” for the Cop22 in Marrakech, but marked also for IFA a milestone in engaging visibly and broadly at a UNFCCC conference: an official Side Event organized in partnership with the World Farmers Organization and a Special Session on “Sustainable and Resilient Soil Management” at the Agriculture Day “From Science to Action” provided two new platforms to present latest findings of a policy brief that IFA and CCAFS (CGIAR center of Climate Change, Agriculture and Food Security) had published in the weeks leading to the conference. The policy brief “Fertilizers and low emission development in Sub-Saharan Africa” (available on IFA's website) gives concrete advice on how integrated soil and nutrient management practices and related policy options can help developing countries shift to a high yielding agricultural system while still responding to their emissions objectives.



Increasing significantly fertilizer use to reach the triple grain production that regions like Sub-Saharan Africa desperately need to meet the population growth expected by 2050, is not contrary to the goal of reducing emissions, and our continuous communication, research and awareness raising will contribute to make it reality.

“Given the critical and undisputed role of fertilizers for our future, the industry is called upon to be a leader not only in developing markets but also in advancing the implementation of the Sustainable Development Goals.”

It is my great pleasure as IFA's Chairman to note that this kind of engagement on global platforms such as the UNFCCC conference, are not isolated events, but is cemented by official agreements like the Memorandum of Understanding (MoU) that IFA has signed with the FAO in October 2016 to foster further knowledge and awareness of nutrient stewardship tactics and to create new research projects. Partnerships like these contribute to increase outreach to policymakers, extension trainers and ultimately farmers.

Abdulrahman Jawahery
PRESIDENT

FROM THE DIRECTOR GENERAL



It has been estimated that mineral fertilizers account for some 50% of agricultural production. In addition to this tremendous contribution to global food security, enhanced agricultural productivity thanks to fertilizers also improves rural livelihoods.

With an ever greater focus on enhancing the efficiency of fertilizer products and of fertilizer application, nutrient uptake by plants is continuously increasing and nutrient losses to the environment are minimized.

The global fertilizer industry makes a number of additional important economic contributions to society: In 2016, IFA measured for the first time ever the industry's substantial contribution to the global economy and employment. It is estimated that (in 2014) the combined value of fertilizers and the raw materials used to produce them reached some \$302 billion; whereas the value of actual fertilizer product sales was some \$171.6 billion. In terms of employment, the industry provides some 926,000 jobs globally in fertilizer production only.

A conservative formula for calculating indirect employment leads to a number of 2.3 million jobs – it is important to note that this figure does not include employment at the farm level which could also be

“Feeding half the world’s population is no doubt the industry’s most impressive achievement, but the economic activity unleashed by this industry is a further important contribution to global society.”

created through improved agricultural productivity resulting in part from yield enhancing plant nutrition. Investment by the global industry in both revamping existing production and greenfield projects are estimated to reach some \$91.3 billion for the period 2015-19.

Feeding half the world's population is no doubt the industry's most impressive achievement, but the economic activity unleashed by this industry is a further important contribution to global society.



Charlotte Hebebrand
DIRECTOR GENERAL

COMPOSITION OF THE EXECUTIVE BOARD AND BOARD OF IFA

EXECUTIVE BOARD

May 2016 - May 2017

PRESIDENT



Dr Abdulrahman Jawahery

GPIC - Gulf Petrochemical Industries Co., Bahrain

VICE PRESIDENT AND CHAIRMAN OF THE FINANCE COMMITTEE



Rakesh Kapur

IFFCO - Indian Farmers Fertiliser Cooperative (IFFCO) Ltd, India

EXECUTIVE BOARD MEMBERS



Dr Mostafa Terrab

OCP, Morocco



Chuck Magro

Agrium Inc., Canada



Svein Tore Holsether

Yara International ASA, Norway

DIRECTOR GENERAL



Charlotte Hebebrand

BOARD OF IFA

May 2016 - May 2017

AFRICA



Saad Abou El Maaty

Abu-Qir Fertilizers & Chemical Ind. Co., Egypt



Ashish Lakhota

ETG Inputs, Tanzania

EAST ASIA



Mulyono Prawiro

P.T. Pupuk Sriwidjaja, Indonesia



Akbar Md Thayoob

CEO, Petronas Chemicals Marketing Sdn Bhd, Malaysia



Zhai Jidong

Kingenta Ecological Engineering Group, China P.R.

EASTERN EUROPE & CENTRAL ASIA



Andrey Guryev

OJSC PhosAgro, Russia



Dmitry Konyaev

UralChem OJSC, Russia
Chairman Communications and Public Affairs Committee

LATIN AMERICA



Roger Downey

Vale Fertilizantes S.A., Brazil

**Patricio De Solminihac**

SQM, Chile

**Shafqaat Ahmed**Fauji Fertilizer Company Ltd,
Pakistan**NORTH AMERICA****Jochen Tilk**

PotashCorp, Canada

**Chuck Magro**

Agrium Inc., Canada

**Anthony Will**CF Industries, Inc.,
United States**Chairman PIT Committee****OCEANIA****Ian Hansen**

Wesfarmers, Australia

**James Fazzino**

Incitec Pivot, Australia

SOUTH ASIA**Rakesh Kapur**IFFCO - Indian Farmers Fertiliser
Cooperative Ltd, India**IFA Vice President****Chairman Finance Committee****Kapil Mehan**

Adventz Group, India

Chairman Agriculture Committee**WEST ASIA****Jamal Al Sarayrah**

Arab Potash Company, Jordan

**Khalid Al Mudaifer**

Ma'aden, Saudi Arabia

WESTERN AND CENTRAL EUROPE**Javier Goni del Cacho**

Fertiberia, Spain

**Sven Tore Holsether**

Yara International ASA, Norway

**Yves Caprara**

Prayon S.A., Belgium

**Brent Heimann**

APC, Jordan

**Chairman Technical & SHE
Committee**

MEMBERSHIP AND ELECTIONS IN 2016

MEMBERSHIP

At the end of 2016, the number of members of the Association reached 474 covering 68 countries. The various categories of membership were represented as follows:

- 180 Ordinary members
- 194 Associate members
- 56 Affiliate members
- 44 Correspondent members

During 2016, 30 new members were elected as follows:

ORDINARY MEMBERS

- Cibrafertl Companhia Brasileira de Fertilizantes (Brazil)
- Mixfertil Industria e Comercio de Produtos Quimicos Ltda (Brazil)
- Hengshui Hengji Agricultural Material Co. Ltd (China P.R.)
- Luxi Chemical Group Co. (China P.R.)
- Ordos YIDING Ecological Agriculture Development Co. Ltd (China P.R.)
- Stanley Agriculture Group Co. Ltd (China P.R.)
- Misr Phosphate Co. (Egypt)
- Kazazot LLP (Kazakhstan)
- JSC Granmax (Lithuania)
- SOMIVA (Senegal)
- Société Nouvelle des Phosphates du Togo (SNPT) (Togo)

ASSOCIATE MEMBERS

- Growmax Agri Corp (Canada)
- Mine Arnaud Inc. (Canada)
- Alvigo (Estonia)
- Solvay (France)
- European Energy Exchange AG (Germany)
- Jyoti International (India)
- Mammoet Holding (The Netherlands)
- Agven Private Limited (Pakistan)
- SAP CIS LLC (Russia)
- Saudi Specialty Chemical Industries Co. Ltd (Saudi Arabia)

- Asean Potash Chaiyaphum Public Company (Thailand)
- AVAgro LLC (United States)
- Orono Spectral Solutions (United States)

AFFILIATE MEMBER

- Cultivating New Frontiers in Agriculture (CNFA) (United States)

CORRESPONDENT MEMBERS

- Najib Moutia (Canada)
- Khalifa A. Al Sowaidi (Qatar)
- Antonella Harrison (United Kingdom)
- Gerald Tarbet (United Kingdom)
- Dr Amitava (Amit) Roy (United States)

There were 37 resignations during the year:

ORDINARY MEMBERS

- Fertilizantes Heringer (Brazil)
- Noble Fertilizantes S.A. (Brazil)
- Petrobras SA (Brazil)
- Chengdu Beluckey Technology Co., Ltd (China P.R.)
- Xinjiang Jingmeino Agricultural Science and Technology Co., Ltd (China P.R.)
- Gujarat State Fertilizers and Chemicals Ltd (India)
- Nagarjuna Fertilizers & Chemicals Ltd (India)
- CCM Fertilizers Sdn Bhd (Malaysia)

- Sohar International Urea and Chemical Industries SAOC (Oman)
- Duslo a.s. (Slovak Republic)

ASSOCIATE MEMBERS

- Potash West NL (Australia)
- Western Bulk Pte Ltd (Australia)
- WorleyParsons (Australia)
- Foreign LLC "Slavkaliy" (Belarus)
- t.c.i. - Superintendence & Testing (Belgium)
- Fednav (Canada)
- Ultrabulk Shipping A/S (Denmark)
- CECA (France)
- Fertimore (France)
- Aquavita International S.A. (Greece)
- Fosfitalia s.p.a. (Italy)
- Sia Ultramar AS (Latvia)
- Bery Maritime (Norway)
- Jepsens Management A.S. (Norway)
- Fertilizantes Del Sur S.A.C. (Peru)
- Silmar Marine Agency (Russia)
- Tong Teik Pte Ltd (Singapore)
- SCCF (Switzerland)
- Rare Earth Commodities DMCC (U.A.E.)
- Macquarie Capital (Europe) Ltd (United Kingdom)
- Nectar Group Ltd (United Kingdom)
- Associated Terminals LLC (United States)
- Cargill (United States)
- Intercontinental Potash Corp. (United States)
- MECS (United States)

CORRESPONDENT MEMBERS

- Mr Armand Davister (Belgium)
- Mr Feisal Beig (Pakistan)

NAME CHANGES

ORDINARY MEMBERS

- Minemakers Ltd (Australia) has become Avenir Limited
- China Coal Erdos Energy & Chemical Co. Ltd (China P.R.) has changed its name to China Coal Energy Company
- Puccioni S.p.A. (Italy) has changed its name to Puccioni 1888 S.r.l.
- Ravensdown Fertiliser Co-op Ltd (New Zealand) has become Ravensdown Limited
- DH Fertilizer Ltd (Pakistan) has become Fatimafert Limited
- SBU Azot (Russia) has become Azot Kemerovo

ASSOCIATE MEMBERS

- Wealthfert Co. Ltd (China P.R.) has become United Wealthfert Co., Ltd.
- JSC NIIK, Research and Design Institute of Urea and Organic synthesis Products (Russia) has become NIIK, Research & Design Institute of Urea
- Ammonia Casale S.A. (Switzerland) has become Casale S.A.
- Louis Dreyfus Commodities Suisse S.A. has become Louis Dreyfus Company
- Nitro Commodities AG (Switzerland) has changed its name to NCTC AG
- Export Trading Company Ltd (Tanzania) has become ETG Inputs Ltd
- Agrifos Holding Inc (United States) has become Agrifos Partners LLC

OTHER CHANGES

ORDINARY MEMBERS

- Rosier SA (Belgium) is now part of Borealis (Austria)
- Fertilizantes Tocantins (Brazil) has been acquired by EuroChem Group AG
- The membership of Guizhou Kailin Fertilizer Co. (China P.R.) has been transferred to Guizhou Kailin International Trading Co. Ltd

- The membership of Hellenic Fertilizers and Chemicals SA (ELFE) (Greece) has been transferred to Hellagrolip S.A. (Greece)
- Rashtriya Chemicals & Fertilizers Ltd (India) is now part of a group membership with National Fertilizers Ltd
- The membership of Zuari Agro Chemicals Ltd (India) has been transferred to Adventz-Agri Business Group and includes two other companies, Paradeep Phosphates Ltd and Mangalore Chemicals & Fertilisers Ltd
- The membership of UBE Chemical Europe S.A.U. (Spain) has been transferred to a new company in the name of UBE Corporation Europe S.A.U.
- GrowHow UK (United Kingdom) has been acquired by CF Industries Inc. (United States) and renamed CF Fertilisers UK Ltd

ASSOCIATE MEMBERS

- Avenira Ltd (Australia) has started production and its membership has been shifted to the Ordinary category.
- The membership of Anhui Huilong Group Ruifeng Fertilizer Co., Ltd (China P.R.) has been transferred to Anhui Huilong Agricultural Group Co., Ltd Exp. & Imp. Company.
- The membership of Indagro SA (Greece) has been transferred to Indagro SA Switzerland.
- An insolvency procedure has been opened against S.C. Interagro S.A. (Romania)
- The membership of LLC Strictum (Russia) has been transferred to LLC K-Potash Service (Russia)
- The membership of Elandsfontein Phosphate Mine (South Africa) has been transferred to Kropz SA (Pty) Ltd
- In view of its producing activities, the membership of ETG Inputs Ltd (Tanzania) has been transferred to the Ordinary membership category
- The membership of Gavilon Fertilizer, LLC (United States) is now under Marubeni Corporation (Japan), already a member of IFA.

- Following a reorganization, the membership of JSC Markazsanoateksport (MSE) (Uzbekistan) has been transferred to a new company called JSC Uzsanoateksport.

AFFILIATE MEMBER

- The membership of VKP (Vereniging van Kunstmest Producenten) (The Netherlands) has been transferred to a new entity called Meststoffen Nederland

MEMBERSHIP TERMINATION

ORDINARY MEMBERS

- JSC "Grodno Azot" (Belarus)
- Anhui Liuguo Chemical Co., Ltd (China P.R.)
- Yantai Huahai International Trade Co., Ltd (China P.R.)
- Yunnan Xiangfeng Chemical Fertilizer Co. Ltd (China P.R.)
- SPIC - Southern Petrochemical Industries Corporation (India)
- Sunkar Resources plc (United Kingdom)
- Windmill (Private) Ltd (Zimbabwe)

ASSOCIATE MEMBERS

- Radiance International (Australia)
- B&A Mineraçao (Brazil)
- FNA Fertilizer LP (Canada)
- Shanghai Agricultural Means of Production Corp (China P.R.)
- Shanghai Bi-jing Agricultural Science and Technology Co., Ltd (China P.R.)
- Negmar Shipping Investment Inc (Turkey)
- Trimex International Fze (United Arab Emirates)
- Johnson Matthey Catalysts (United Kingdom)
- Morgan Stanley (United States)

ELECTIONS IN 2016

At the Board meeting on 31 May 2016, the following Executive Board member and Committee Chairs were elected:

- **Executive Board** / Mr S.T. Holsether, Yara, Norway
- **Chairman Production & International Trade Committee** / Mr Tony Will, CF Industries, United States
- **Chairman Communications & Public Affairs Committee** / Mr S. Borgas, ICL, Israel
- **Chairman Technical & SHE Committee** / Mr B. Heimann, Arab Potash Company, Jordan

At the General meeting on 1 June 2016 the following Board members were elected:

- **Africa** / Mr Ashish Lakhotia, Export Trading Group (ETG), Tanzania
- **East Asia** / Mr Akbar Thayoob, Petronas Chemicals Group, Malaysia
Mr Mulyono Prawiro, P.T. Pupuk Sriwidjaja, Indonesia
- **West Asia** / Mr K. Almana, SABIC, Saudi Arabia
- **Western & Central Europe** / Mr S.T. Holsether, Yara, Norway

The term of following Board members was renewed for a second term:

- **Africa** / Mr Saad Abou El Maaty, AbuQir, Egypt
- **East Asia** / Mr Wang Hongjun, Sinofert, China P.R.
- **Eastern Europe & Central Asia** / Mr. A. Guryev, PhosAgro, Russia
Mr D. Konyaev, Uralchem, Russia
- **Latin America** / Mr R. Downey, Vale Fertilizantes SA, Brazil
- **North America** / Mr T. Will, CF Industries, United States
- **Oceania** / Mr T. O' Leary, Wesfarmers, Australia
- **West Asia** / Mr S. Borgas, ICL, Israel

At the Board meeting on 27 November 2016, the following Committee Chairs were elected:

- **Chairman Communications & Public Affairs Committee** / Mr D. Konyaev, Uralchem, Russia (following the departure of Mr S. Borgas)
- **Chairman, Agriculture Committee** / The term of Mr K. Mehan was extended through May 2017.

At the General Meeting on 27 November 2016, following Board members were elected:

- **East Asia** / Mr Zhai Jidong, Kingenta, China P.R.
- **Oceania** / Mr I. Hansen, Wesfarmers, Australia (following the departure of Mr. O'Leary)
Mr James Fazzino, Incitec Pivot, Australia
- **West Asia** / Mr J. Al Sarayrah, Arab Potash Company, Jordan and
Mr K.S. Al Mudaifer, Ma'aden, Saudi Arabia (following the departure of Mr S. Borgas and of Mr K. Almana)
- **Western & Central Europe** / Mr Y. Caprara, Prayon, Belgium

The term of following Board members was renewed for a second term:

- **South Asia** / Mr K. Mehan, Adventz, India
- **Western & Central Europe** / Mr J. Goni del Cacho, Fertiberia, Spain

IFA AT A GLANCE

International Fertilizer Association

Vision

Productive and sustainable agricultural systems contribute to a world free of hunger and malnutrition.¹

Mission

IFA promotes the efficient and responsible production, distribution and use of plant nutrients.

IFA BUILDS KNOWLEDGE, FACILITATES NETWORKING AND HELPS TO SHAPE STRATEGY

Collect, organize, disseminate statistical, technical, scientific and regulatory facts and figures to IFA members.

Organize IFA meetings and events to maximize professional networking, knowledge transfer and engage in strategic discussions.

IFA ENGAGES IN STRATEGIC OUTREACH AND PARTNERSHIPS

Engage on plant nutrition topics with key international organizations and initiatives.

Engage in strategic partnerships to foster knowledge and stewardship.

Facilitate understanding of country- and region-specific plant nutrition topics.

IFA PROMOTES COMPREHENSIVE STEWARDSHIP

Maintain focus on Nutrient Stewardship based on crop- and site- specific fertilizer application based on the “4Rs”.

Encourage Product Stewardship by sharing best practices, offering benchmarks and certification programs in the safety, health & environment domain.

Approach

IFA provides a framework for exchanges and collaboration among its members and a structure for agreeing on common positions and joint actions.

(1) IFA has modelled its vision on Goal 2 of the UN Sustainable Development Goals: End hunger, achieve food security and improved nutrition, and promote sustainable agriculture.

THE FOUR IFA COMMITTEES

Production and International Trade Committee

The PIT Committee prioritized its activities in 2016 to expand its statistical coverage to include NPK compounds and specialty fertilizers. The PIT Service published 50 statistical reports on 16 fertilizers, intermediates and raw materials during the year. Key features included an update of the global capacity survey on Potassium Sulphate and NPK Compounds and the launch of a regional trade matrix on UAN. The PIT Service engaged with the Agriculture Service in covering world plant nutrient sulphur consumption and improving IFA data on China's fertilizer consumption.

The PIT Service participated in several industry events and worked with FAO, IEA and OECD on fertilizer statistics and issues related to fertilizer feedstock security of supply. In November, special sessions on fertilizer feedstock, focusing on nitrogen and phosphate, were included in the programme of the IFA Strategic Forum in Dubai. The PIT Committee continued to spearhead IFA efforts to promote factual knowledge on phosphate supply worldwide, and delivered a keynote address at the 5th Sustainable Phosphorus Summit in Kunming in August. The PIT Service, along with the Technical and SHE Service, has been deeply involved with IEA on its assessments of future energy requirements in the largest energy-intensive chemical segments, which include ammonia.

The PIT Service initiated development of an IFA unified trade contract for dry bulk seaborne sales, following the preparation of a detailed assessment note. The PIT Task Force on Trade Contract planned to finalize the voluntary, generic trade contract in 2017.

The joint IFA Production & International Trade and Crossroads Asia-Pacific Conference gathered 360 industry delegates in Singapore in October 2016, with a strong emphasis on trade aspects and the regional market outlook. Preparation for the 37th PIT Conference in Paris in February 2017 was well advanced by the end of 2016.



Agriculture Committee

Nutrient stewardship and advocacy activities at the center of the Agriculture Committee's action plan

In November, IFA and its partners – the World Farmers' Organisation (WFO) and the Global Alliance for Climate-Smart Agriculture (GACSA) – released the Nutrient Management Handbook. This publication, which targets practitioners, was officially launched during a side-event organized by IFA at COP22 in November in Marrakech. It highlights the key principles of sustainable nutrient management, and promotes 4R nutrient stewardship and integrated soil fertility management as sustainable crop nutrition approaches. The Handbook will help strengthen IFA's outreach activities on nutrient stewardship.

Three scientific review papers were also released in 2016, on Agronomic Benefits of Neem Coated Urea by Bijay Singh; Phosphogypsum Agricultural Uses in Southern Brazil by Eduardo Caires et al.; and Use of Phosphogypsum in Agriculture in China by Limin Chuan.

The service co-organized two events on nutrient stewardship: a seminar on sustainable fertilizer management and soil fertility (co-organized with the IFA Communication & Public Affairs Service) in January in Rome targeted to UN food and agriculture agencies; and the 4th International Conference on Slow- and Controlled-Release and Stabilized Fertilizers (co-organized with New Ag International) in April in Beijing, which attracted a record number of 327 delegates. In addition, the Service made presentations on nutrient stewardship at national seminars in China and Pakistan.

The Service actively participated in the International Nitrogen Initiative Conference in December in Melbourne and the launch of the \$60+ million project on the development of an International Nitrogen Management System (INMS). It also provided regular inputs to the debates on indicators for the Sustainable Development Goals (SDG); on nitrogen policies at the Organisation for Economic Co-operation and Development (OECD); on the Voluntary Guidelines for Sustainable Soil Management (VGSSM) of the Global Soil Partnership (GSP); and guidelines for nutrient life-cycle assessment by the Livestock Environmental Assessment and Performance (LEAP) Partnership.

In October, the IFA Secretariat released crop calendars indicating the planting, fertilizer application and harvesting periods for the main crops in 20+ countries. This new service will help IFA members understand fertilizer consumption dynamics during the year.



Technical and SHE Committee

2016 was a breakthrough year for IFA members' Safety, Health and Environment (SHE) performance.

The number of Protect & Sustain certifications saw its Hall of Fame grow faster than in any previous year. Eleven new members were successfully audited, bringing the total to 47 companies in 45 countries. For the first time, IFA held a Protect & Sustain workshop in Beijing, leading to certification of the first two Chinese members.

Two voluntary IFA benchmarks were conducted with historic levels of participation: the Environmental Performance Benchmark (158 production sites in 33 countries and 658 individual units, the highest number in this survey's 16-year history) and the Employee Safety Benchmark (69 companies in 30 countries and 596 individual units, the highest number in this survey's 12 year-history).

Finally, IFA organized a Product Security Roundtable in Istanbul, where 20 participants from the industry in Turkey and Jordan, IFA's Product Security Working Group and the Technical & SHE Committee met with representatives of the Joint Improvised-Threat Defeat Agency (JIDO) and the World Customs Organization (WCO).

IFA's Product Security Working Group also coordinated with the Fertilizer Producers and Suppliers Association of Nigeria (FEPSAN) and local producers in that country on product security. In addition, during the Africa Fertilizer Agribusiness Conference in Dar es Salaam, Tanzania in October, IFA and the African Fertilizer and Agribusiness Partnership (AFAP) successfully organized a attended dedicated session whose purpose was to raise awareness of potential product security issues in Sub-Saharan Africa (SSA). Participants received an official IFA and AFAP poster (available in four regional languages) showing all product security-specific questions from the Protect & Sustain certification. The two organizations agreed to jointly communicate on this topic to SSA countries in 2017.



Communications and Public Affairs Committee

In 2016, the Sustainable Development Goals (SDGs), climate change and food security were at the top of IFA's international outreach agenda.

IFA continued to remain highly engaged on the implementation of the SDGs, with a particular focus on the definition of Indicators. Its advocacy efforts were marked by success, as IFA was able to change the language of Indicator 2.4 of Goal 2 (End hunger, achieve food security and improved nutrition, and promote sustainable agriculture) by replacing “households using eco-friendly fertilizers” with “proportion of agricultural area under productive and sustainable agriculture”, and that of Indicator 14.1.1 under Goal 14 (Conserve and sustainably use the oceans, seas and marine resources) by replacing “use of fertilizers in kg/ha” with “index of coastal eutrophication and floating plastic debris density”.

At the same time, IFA promoted the industry's commitment to nutrient stewardship to delegates, policymakers and public stakeholders through a variety of UN and high-level government platforms: IFA was Lead Discussant, panellist and presenter at the High Level Political Forum in New York City and liaised with ambassadors and member state representatives during a number of bilaterals at the Committee on World Food Security (CFS) meeting in Rome; spoke at the Annual Forum of the Global Alliance on Climate-Smart Agriculture (GACSA); and participated in the Annual Meeting of the World Farmers' Organisation (WFO).

Co-operation with the FAO was formalized in October through the signing of a Memorandum of Understanding (MOU) around three pillars: advocacy and awareness building; knowledge sharing; and research.

IFA took part in the annual UN Conference on Climate Change (COP 22) in Marrakech with the objective of bringing greater attention to the critical role of fertilizer best management practices in adaptation and mitigation. To that end, IFA co-organized a side event with the World Farmers' Organization (WFO) on “The role of farmers in implementing the Paris Agreement” and a session on “Sustainable Soil Management”.

In 2016, IFA stepped up its digital communications. The number of its Twitter followers reached 10,000 in October, and several new series were launched including the “Expert Blog”, “Nutrient Management Practices Around the World” and “Potash Stories”.



REGIONAL INITIATIVES

Africa Forum

Supporting demand growth in Sub-Saharan Africa

In close co-operation with the Bill & Melinda Gates Foundation and the African Fertilizer and Agribusiness Partnership (AFAP), IFA co-organized several events in 2016: a workshop on digital soil mapping in February in Marrakech; a side-event on smallholders' access to fertilizers plus a workshop on fertilizer indicators for Sub-Saharan Africa in September in Nairobi; and a roundtable on the establishment/strengthening of national fertilizer trade associations in Africa in October in Dar es Salam.

In close co-operation with IFA's Technical & SHE Service, special attention was paid to the security situation in Nigeria, where urea is used by insurgents to produce improvised explosive devices (IEDs). To help address the issue, IFA actively communicated with the Nigerian industry and national authorities to find a workable solution adapted to the local context. This support was extended to the regional level through a half-day workshop organized in October in Dar es Salam and production of a poster on product security designed for the African fertilizer value chain.

Eastern Europe and Central Asia Outreach

The highlight of 2016 was the organization of IFA's first-ever Annual Conference in the EECA region from 30 May to 1 June, kindly supported by IFA's Russian members Acron, Eurochem, Phosagro, Uralchem and Uralkali. An outstanding number of 1300 delegates from 76 countries attended the meeting in Moscow, where they conducted business meetings, learned about fertilizer trends, networked with their peers, and visited landmarks including the Kremlin and the Bolshoi Theatre.

IFA Asia Outreach

The IFA China Initiative: IFA continued to engage with its top members in China through the high-level activities of the IFA China Consultative Group (IFA CCG). The CCG coordinated the IFA input to the Annual Conference of the China Petroleum and Chemical Industries Federation in September 2016, during which CPCIF organized its first CEO Fertilizer Forum. IFA Chair Dr A. Jawahery, Vice-Chair Mr R. Kapur, Agriculture Committee Chair Mr. K. Mehan, and IFA Director General Charlotte Hebebrand delivered keynote presentations on IFA Product Stewardship, Successful Experience in Globalization of International Fertilizer Enterprises, and IFA Nutrient Stewardship. This event and the CCG annual meeting in August highlighted the challenges of the Chinese fertilizer industry and proposed avenues to meet China's target of zero-growth fertilizer consumption by 2020 while ensuring further added-value developments. In addition, in April the 4th International Conference on Slow- and Controlled-Release and Stabilized Fertilizers, co-organized by IFA and New Ag International, was held in Beijing.



AWARDS

Professor Tekalign Mamo is the 2016 Norman Borlaug laureate, in recognition of his outstanding contribution to improving soil health and the natural resources base in Ethiopia, which has benefitted over 11 million smallholder farmers.

Professor Mamo is a distinguished soil scientist and former Ethiopian State Minister of Agriculture. He conceived and oversees the most advanced soil fertility mapping exercise on the African continent, the Ethiopian Soil Information System (EthioSIS). EthioSIS has analysed agricultural soils in 570 administrative districts to date, revealing significant deficiencies in nitrogen, phosphorus, potassium, sulphur, zinc, boron, copper and molybdenum.



Since 2005, Ethiopia has rehabilitated more than 15 million hectares of degraded land through a successful community-based participatory watershed development strategy led by Professor Mamo. This has not only re-greened degraded lands and improved income generation opportunities for farmers, but also built the lands' resilience to future shocks.

In 2006, Professor Mamo acted as Advisor (with the rank of state minister) to the then Deputy Prime Minister and Minister of Agriculture. He recommended the launch of a nationwide acid soil rehabilitation programme through the application of lime, a technology widely adopted and appreciated by smallholder farmers.

Professor Mamo holds a PhD in soil chemistry and soil fertility from the University of Aberdeen in Scotland. In addition to his government roles, he has held academic, research and senior management roles at Haramaya University. He has received several awards for the quality of his work, including the 2014 African Green Revolution Yara Award and was appointed an FAO Special Global Ambassador for the 2015 International Year of Soils.

EVENTS

2016 was a successful year for IFA's Events team, whose five Conferences attracted a high number of attendees. More than 1300 delegates from 76 countries participated in IFA's Annual Conference from 30 May to 1 June, which took place for the first time in Moscow.

As an indication of its growing reputation and popularity, the Annual Conference was opened and closed by two high-level Russian government officials, featured prominent speakers from a



variety of backgrounds who engaged with participants on key issues for the industry, and saw the most heavily attended Young Fertilizer Leaders session to date.

All IFA conferences are designed to update IFA members on key trends affecting the industry, maximize their professional networking, and allow them to engage in strategic discussions. The kind support of sponsoring member companies was key to the success of IFA events in 2016.



ATTENDANCE AT IFA CONFERENCE	PARTICIPANTS	COUNTRIES
2016 JOINT COMMUNICATIONS-AGRICULTURE MEETING 26-28 January 2016, Rome, Italy	93	22
2016 IFA GLOBAL TECHNICAL SYMPOSIUM 14-17 March 2016, New Delhi, India	136	29
84TH IFA ANNUAL CONFERENCE, MOSCOW 2016 30 May-1st June 2016, Moscow, Russia	1300	76
IFA SINGAPORE 2016 25-27 October 2016, Singapore	365	48
2016 IFA STRATEGIC FORUM 26-28 November 2016, Dubai, UAE	163	35

FINANCE

In 2016, total operating income and expenditure amounted to € 8.32 million and € 8.58 million, respectively and were higher than in 2015. Revenue from subscriptions increased compared to 2015 as a result of new membership fees applied in 2016, whereas income from conferences was lower than last year.

Operating expenditure increased by about 5 per cent in 2016 versus 2015, due to higher staff costs, conference organisation costs, rental charges, and due to unpaid subscriptions and bad debts. The expenditure increase was kept in check by savings in other budget lines, in particular for external consultancy fees, travel and accommodation, the Sustainable Fertilizer Development programme, as well as in general expenses.

Referring to financial activity, the year ended with a surplus of some € 37,000, against about € 57,000 in 2015 given the weak return on the short-term instruments in euros and the liquidation of two investments with a guaranteed capital, which reached maturity in 2016, which were not immediately reinvested in order to investigate new possible instruments with potentially higher returns. In view of the low yield of the IFA financial portfolio, the Board of Directors at the Strategic Forum in Dubai, in November 2016, endorsed the proposal of the Finance Committee to reorganize the IFA financial reserves to improve investment performance. On that occasion, a new financial policy was approved which will be applied starting from 2017.

In summary, the year 2016 ended with a deficit of about € 205,500, following consecutive surpluses in the four preceding years.

Details of the Association's financial situation in 2016 are provided in the “Audited Accounts at 31 December 2016” attached to the Annual Report.



IFA SECRETARIAT



DIRECTOR GENERAL'S OFFICE

- 01. Charlotte Hebebrand/Director General
- 02. Claire Boutaric/Manager Members Relations and Executive Assistant to the Director General

I.T. SERVICE

- 03. David François/I.T Director
- 04. Aline Bortot/I.T Assistant

AGRICULTURE SERVICE

- 05. Patrick Heffer/Senior Director
- 06. Armelle Gruère/Fertilizer Demand Market Analyst
- 07. Guillaume Peyroutou/Policy Analyst
- 08. Sophie Palmié/Project Coordinator, Technical & SHE and Agriculture Services

PRODUCTION AND INTERNATIONAL TRADE SERVICE

- 09. Michel Prud'homme/Senior Director
- 10. José de Sousa/Nitrogen Products Market Analyst
- 11. Virginie Couturier/Phosphate Products Market Analyst
- 12. Oliver Rousseau/Potash & Sulfur Products Market Analyst
- 13. Sylvie Marcel/Assistant

TECHNICAL AND SHE SERVICE

- 14. Volker Andresen/Director
- 08. Sophie Palmié/Project Coordinator, Technical & SHE and Agriculture Services

COMMUNICATIONS AND PUBLIC AFFAIRS SERVICE

- 15. Yvonne Harz-Pitre/Director
- 16. Margot Clifford/Communications Specialist
- 17. Sophie Babeix/Assistant

CONFERENCE SERVICE

- 18. Stéphane Leleu/Director
- 19. Valérie Corfmat/Conference Planner
- 20. Sandie Bouttemy/Conference Planner
- 21. Jessica de Lafargue/Conference Planner
- 22. Hélène Ginet/Communications Specialist

ADMINISTRATIVE SERVICE

- 23. Florence Lambert/Director
- 24. Aurélien Palaric/Senior Accountant
- 25. Sylvain Rivière/Accountant

PAST ANNUAL CONFERENCES AND PAST PRESIDENTS

PAST ANNUAL CONFERENCES

2016	Moscow	1987	Orlando	1958	Copenhagen
2015	Istanbul	1986	Bangkok	1957	Scheveningen
2014	Sydney	1985	Munich	1956	London
2013	Chicago	1984	Mexico City	1955	Hamburg
2012	Doha	1983	Vienna	1954	Lisbon
2011	Montreal	1982	Palma de Mallorca	1953	Stockholm
2010	Paris	1981	Singapore	1952	Cannes
2009	Shanghai	1980	Monte Carlo	1951	Lucerne
2008	Vienna	1979	Rio de Janeiro	1950	Madrid
2007	Istanbul	1978	Cannes	1949	Copenhagen
2006	Cape Town	1977	Copenhagen	1948	Brussels
2005	Kuala Lumpur	1976	London	1947	Eastbourne
2004	Marrakech	1975	San Francisco	1946	Paris
2003	Philadelphia	1974	Tenerife	1940 to 1945	no conferences
2002	Lisbon	1973	Rome	1939	The Hague
2001	Sydney	1972	Deauville	1938	Rome
2000	Oslo	1971	Amsterdam	1937	Paris
1999	Manila	1970	Athens	1936	Budapest
1998	Toronto	1969	Burgenstock / Lucerne	1935	Gleneagles
1997	Beijing	1968	Berlin	1934	Lisbon
1996	Berlin	1967	Monte Carlo	1933	Paris
1995	Singapore	1966	Miami Beach	1932	Copenhagen
1994	Istanbul	1965	Lisbon	1931	Baden-Baden
1993	New Orleans	1964	m/v Cabo San Roque	1930	Interlaken
1992	Seoul	1963	Lausanne	1929	Vienna
1991	London	1962	Vienna	1928	Stockholm
1990	Vancouver	1961	Casablanca	1927	Hamburg
1989	Budapest	1960	Venice		
1988	Monte Carlo	1959	Biarritz		

PAST PRESIDENTS

A. Jawahery	2015-17	E. Oner	1993-95	R. Mathieu	1971-73
E. Mete	2013-15	B.B. Turner	1991-93	J.D. Waller	1969-71
B. Doyle	2011-13	W. Klaassen	1989-91	G.M. Mason	1965-69
A.S. Shriram	2009-11	G.P. Giusti	1987-89	J. Capelo Portabella	1962-65
T. Enger	2007-09	A.B. Al-Nouri	1985-87	H. Stevenius-Nielsen	1959-62
S. Wu	2005-07	K.H. Tillmann	1983-85	R. Grandgeorge	1956-59
J.M. Van Brunt	2003-05	J. Miro Chavarria	1981-83	D.J. Bird	1953-56
W. Puggina	2001-03	G. Artaud	1979-81	R. Standaert	1949-53
E. Tirkkonen	1999-2001	P. Latteur	1977-79	A. Waller	1946-49
U.S. Awasthi	1997-99	W.J. Turbeville, Jr.	1975-77	E. Berr	1937-39
C.E. Childers	1995-97	A. Robinson	1973-75	E.G. Martens	1927-37



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INTERNATIONAL
FERTILIZER ASSOCIATION



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