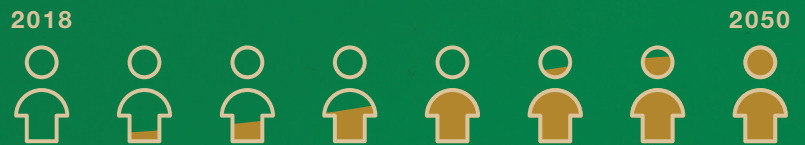


CONTRIBUTIONS TO CANADA AND THE WORLD

# CANADIAN FERTILIZER INDUSTRY



Fertilizer is an essential component of meeting the world's current and future food needs. In order to support a population of 9.7 billion by the year 2050, as estimated by the United Nations, agriculture production will have to increase by 70 per cent over the next 30 years.



## FERTILIZER IS FOOD FOR PLANTS

Farmers around the world rely on fertilizer to replenish soil with the essential nutrients plants require.



**Nitrogen (N)** is an essential primary nutrient, a constituent of every living cell, plant and animal.



**Potassium (K)** is important in carbohydrate and starch synthesis, making adequate potash critical for high-carbohydrate crops like potatoes, sugar beets, and grapes.



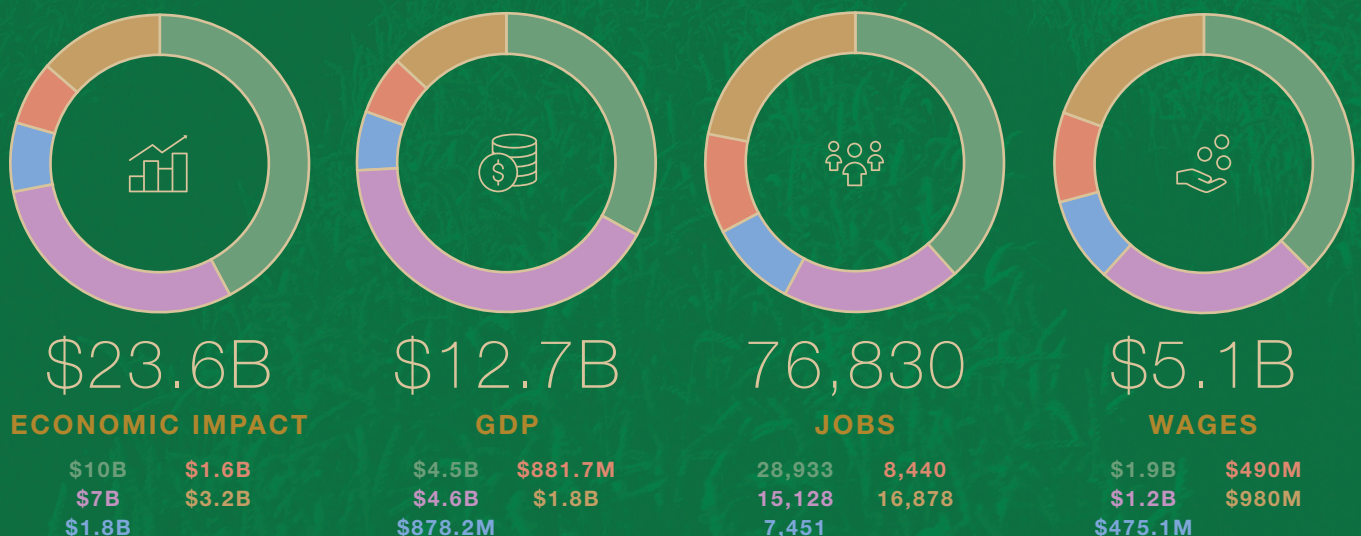
**Phosphorus (P)** is present in all living cells and is essential to all forms of life. Found throughout our bodies, it is concentrated in our teeth and bones.



**Sulphur (S)** is a part of plant protein and is essential for enzyme activities.

## OVERVIEW

The Canadian fertilizer industry supports Canada's powerhouse agriculture sector and farmers around the world.



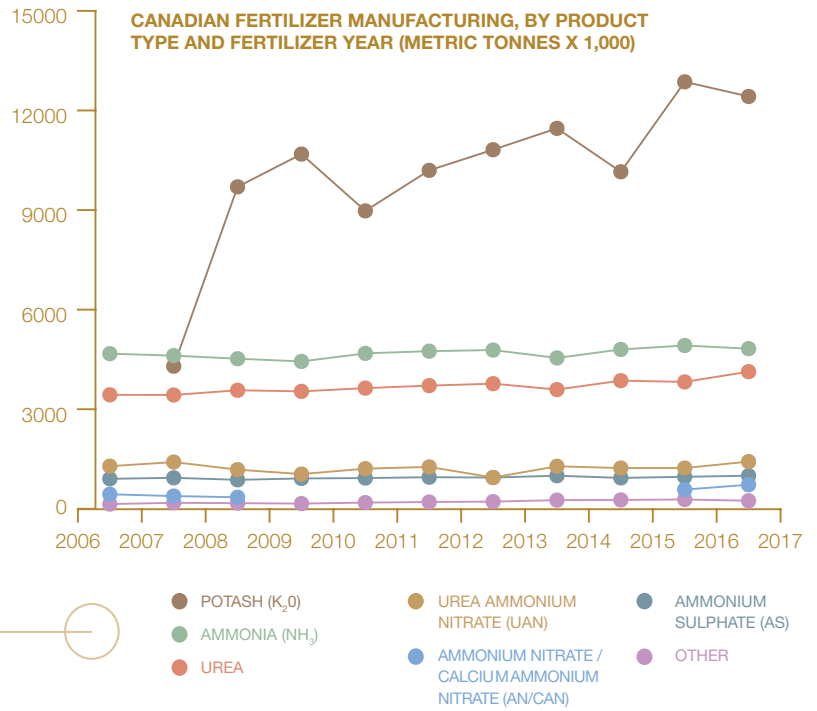
## PRODUCTION/ MANUFACTURING

Canada is the **third largest producer** of the primary fertilizers (N,P,K) globally, supported by the strength of our potash and nitrogen production facilities.

Canada is the **number one producer** of potash fertilizer globally and holds 45 per cent of the world's reserves.

Production of fertilizer in Canada generates \$17 billion in economic activity and \$9.2 billion in GDP.

**PRODUCTION OF FERTILIZERS IN CANADA IS ON THE RISE.**



## TRADE

Canadian fertilizer is traded with over 75 countries and represents two per cent of Canadian exports. Canada is the number one exporter of potash fertilizer in the world.



95 per cent of potash, and 40 per cent of nitrogen, is exported.

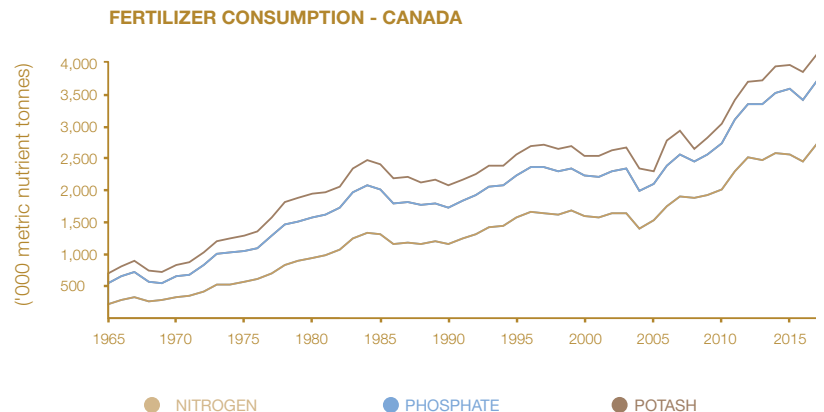


**\$4.7 BILLION**  
OF POTASH EXPORTS IN 2016

## CONSUMPTION

Fertilizer consumption in Canada has been steadily rising over the past two decades to support increased crop yields.

Canada is the seventh largest consumer of fertilizer globally.



## CONTRIBUTION

The Canadian fertilizer industry is a major contributor to the Canadian economy and critical to Canada's farmers and Agriculture sector.



\$1.6B

ECONOMIC  
IMPACT



\$871.1M

GDP

WHOLESALE



\$3.2B

ECONOMIC  
IMPACT



\$1.7B

GDP

RETAIL

## RETURN ON INVESTMENT

Manufacturing of potash fertilizer has been on the rise, due in large part to recent and planned investment in the industry.

MANUFACTURING  
OF POTASH  
FERTILIZER IS  
ON THE RISE



The \$9 billion in recent investments has generated:

\$19.6B

ECONOMIC  
ACTIVITY

\$9.4B

IN GDP

\$5.3B

IN WAGES

76,728

JOBS  
GENERATED

## PROVINCIAL IMPACTS

The Canadian fertilizer industry supports growth across Canada.

ECONOMIC IMPACT - DISTRIBUTION BY PROVINCE (2017)

	NL	PE	NS	NB	QC	ON	MB	SK	AB	BC	YT	NT	NU
<b>ECONOMIC ACTIVITY</b>	\$14.8 M	\$179 M	\$91.3 M	\$196.2 M	\$1.2 B	\$2.7 B	\$1.5 B	\$8.8 B	\$6.8 B	\$789.1 M	\$1.4 M	\$5.6 M	\$3.1 M
<b>GDP</b>	\$8.3 M	\$81.7 M	\$44.3 M	\$84.6 M	\$522.1 M	\$1.3 B	\$822 M	\$5.5 B	\$3.3 B	\$374 M	\$0.7 M	\$2.8 M	\$1.6 M
<b>WAGES</b>	\$5.0 M	\$37.7 M	\$22.6 M	\$50.5 M	\$299.4 M	\$678.7 M	\$346.1 M	\$1.5 B	\$1.5 B	\$202.8 M	\$0.6 M	\$2.5 M	\$1.0 M
<b>JOBS</b>	100	960	486	1,122	5,752	11,528	5,977	19,797	21,377	3,740	11	38	17



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