(williams.com.br)

#### AGRICULTURAL PARLIAMENTARY FRONT AND BELARUS SEEK SOLUTIONS TO EXPEDITE FERTILIZER SHIPMENTS TO BRAZIL

Fertilizers were the central topic of a meeting held on Tuesday (April 12) at the Agricultural Parliamentary Front (FPA), which was attended by Sergey Lukashevich, Belarus's ambassador to Brazil. The eastern European ambassador emphasized that the discussion intended to map out new routes for fertilizer distribution, which is now stalled. He also underlined the importance of shortening the path between Brazilian rural producers and European potash manufacturers. "We discussed bilateral solutions to restore potash shipments from Belarus to Brazil. We now have to work on a new style, with direct contact between Brazil's agricultural players and Belarusian producers," commented Lukashevich. FPA representatives agreed and said they have been working to eliminate the need for intermediaries in fertilizer negotiations. Belarus accounts for over 20% of Brazilian potassium chloride imports. Sources: Canal Rural/Datamar News

### SOYBEANS: FOLLOWING RECORD EXPORTS, IMPORTS FROM **BRAZIL MAY REACH AN ALL-TIME HIGH IN 2022**

Brazilian soybean exports lost pace after a first quarter with expressive numbers. From January to March this year, the country's soybean shipments totalled 22 million tonnes vis-a-vis 15.4 million tonnes in the same period in 2021, according to data from the Foreign Trade Secretariat (Secex). Considering all 2022 shipments through April 10, Brazil exported 24.1 million tonnes of soybeans, earning a revenue of US\$ 12.6 billion. Given the numbers obtained so far, the content director of Canal Rural, Giovani Ferreira, says that Brazil should not exceed the volume of shipments registered last year, of 86.1 million tonnes. He also highlights the reason for the reduction in shipments. If Brazilian soy exports were a record last year, in 2022, the volume of imports could be unprecedented. In 2021, Brazil imported 252 thousand tonnes, while the accumulated result for the year until April reached 193 thousand tonnes.

Sources: Canal Rural/Datamar News

### **IBGE FORECASTS RECORD CROPS IN BRAZIL IN 2022**

Agricultural production in 2022 of cereal, legumes, and oilseeds is expected to total 258.9 million tons, up 2.3% from 2021 (253.2 million tons). As a result, production is likely to surpass the 2020 record (255.4 million tons). The Systematic Survey of Agricultural Production (LSPA) points out that the cultivated area is 71.8 million hectares, up 4.7% from 2021. Rice, corn and soybeans, Brazil's top three agricultural products, will represent 92.2% of the projected output in 2022 and they account for 87.7% of the cultivated land. The area cultivated with corn increased by 8.3% when compared to 2021 and with soybeans, 3.8%. Other products expect to see drops in the cultivated area, as rice (1.8) and wheat (2.9%). Soybean production is expected to total 116.2 million tons, a drop of 13.9% compared to last year. Corn production was estimated at 111.9 million tons, increasing 27.4% when compared to 2021. Rice production was estimated at 10.7 million tons, down 8.0% from last year.

Sources: Universo Agro/DATAGRO (\*Translated by Ia Niani)

# CONAB RAISES BRAZIL CORN OUTPUT FORECAST

Brazil is expected to reach a record volume of corn in the 2021/22 season, estimated at 115.6 million tons, according to a survey released on Thursday (8) by Brazil's National Supply Company (Conab). The cultivated area in the second crop is likely to reach about 16 million hectares, up 7% from the previous season. Conab revised upward total corn crop projection, which was previously estimated at 112.3 million tons. Now the annual increase is estimated at 32.7%. The second harvest is estimated at 88.5 million tons, up 45.8% from the previous season, which was affected by drought and frost. With greater supply, Conab raised its 2021/22 corn export forecast to 37 million tons, 2



Williams Serviços Marítimos Ltda. 55 81 3327 9200 williams@williams.com.br ILLIAMS® www.williams.com.br

Due to this situation with Coronavirus, most businesses are million more than last month and nearly double the previous season. operating from home-office. In case of need, please contact us Conab also raised the forecast of corn consumption in Brazil 2021/22 to through our Key Personnel mobile phones on our website a record 77.2 million tons, compared to 76.5 million in the previous projection.

Sources: Nova Cana/Reuters (\*Translated by Ia Niani)

## BRAZIL'S SOYBEAN CROP IS EXPECTED TO REACH 1 MILLION TONS

AgResource Brasil, a subsidiary of the North American company AgResource Company, revised upward its forecast for soybean production in Brazil to 1 million tons, up 0.54%, compared to data released in the beginning of March. Now it shows a soybean crop size of almost 120 million tons, compared to the last 119.4 million tons. The number is lower than the projection of the National Supply Company (Conab), which is around 125 million tons. AgResource Brasil also revised upward the summer crop from 19.91 million tons to nearly 21.16 million tons. The second corn crop, on the other hand, had a slight downward adjustment, from 85.13 million tons to 85.11 million tons, a drop of 0.02 million (0.023%). The third crop was maintained at 1.77 million tons. According to the company, total corn production in Brazil is expected to reach 108.05 million tons, up 1.15% from the 106.82 million tons previously forecast.

Source: Canal Rural (\*Translated by Ia Niani)

# FERTILIZERS MARKET: IMPORT COSTS RISE 130%

Brazil is responsible for 8% of global fertilizer consumption and is the world's fourth-largest fertilizer importer, behind China, India and the United States. With an estimated fertilizers consumption of nearly 42 million tons, Brazil imports about 80% of its fertilizers, according to the National Association for the Diffusion of Fertilizers (Anda). Given the global geopolitical context, planning costs and investments in farming require now greater attention. In the first 2 months of 2022, fertilizer imports fell by 8.2% in Brazil, to 5.2 million tons; however, costs grew 130%, with purchases totaling US\$2.8 billion, according to the Foreign Trade Secretariat (Secex). The efficiency of applications will be possible with the help of application technologies, and other arrangements, such as management software; mapping of areas; assessment of soil correction needs and plant nutrition; alternative inputs; daily calculation of production costs and market supervision; anticipated commercialization of part of the production; and finally embracing sustainable practices to improve the physical, chemical, and biological conditions of the soil.

Source: Jornal Cana (\*Translated by Ia Niani)

## VERDE AGRITECH PLANS TO BUILD ITS THIRD POTASH PLANT **IN BRAZIL**

Brazil-based Potash producer Verde Agritech has announced the start of Engineering studies for licensing and construction of the company's third production facility. The company plans to anticipate production to begin in the first half of 2024. The facility will increase chlorine-free potash production capacity to 16.4% of current demand for potash in the country. In 2021, the company produced 400,133 tons of potassium-based products, reaching a turnover of R\$ 119.3 million, 239% higher than in 2020. Last month, the company said it will double the production capacity of its second facility. Under construction, this plant is likely to start operating in 2022. Engineering studies for the third facility are expected to be completed in the second half of this year. The work is scheduled to take place from July 2023 and will play an important role in helping to reduce Brazil's dependence on imported potash.

Sources: Agrolink/Global Fert (\*Translated by Ia Niani)

### BRAZIL'S 2022 WHEAT PLANTED AREA IS EXPECTED TO **INCREASE BY 20.6%, STONEX SAYS**

Brazil's 2022 wheat planted area is expected to record a 20.6% growth (to 3.4 million hectares) in relation to the previous season due to higher prices amid the war in Ukraine, according to consultancy StoneX. The country's total production could surpass 10 million tons, a new record. These numbers depend on weather conditions, since planting is now at an early stage. "It is important to point out that, with a favorable exchange rate and competitive prices, Brazil has become a potential wheat exporter, something new for the country", highlighted Jonathan Pinheiro, a consultant at StoneX. According to him, major imports have seen Brazilian wheat as an alternative. "Given this situation, the country may show export levels even higher than those in the 2021/22 season." The two largest producing states in the country are Paraná and Rio Grande do Sul.

Sources: Reuters/Notícias Agrícolas (\*Translated by Ia Niani)

### CTC DEVELOPS NEW CANE VARIETY 30% MORE PRODUCTIVE

New technologies introduced in the CTC breeding program will enable the launch of the "10000 series" product. For the 2023/24 season, the new product may be commercially available, promising to raise yield by 14 to 16 tons of sugar per hectare (TAH) by as much 30%. The new technologies being developed by the Company will increase the competitiveness of the plants, resulting in important environmental gains. "Over this and the next decades, the adoption of new technologies will significantly boost yields and sugarcane production in Brazil", said Gustavo Leite, CEO at CTC. According to Leite, new CTC's technological platforms will have a strong impact on the sector with the introduction of high-yield varieties protected against pests, weeds and diseases, to be planted with seeds developed from embryos in the future. As searches for sustainable goods continue, CTC has also substantially increased its investments in biotechnology, aiming to protect the "elite sugarcane" from losses caused by insects and unwanted plant.

Source: DATAGRO (\*Translated by Ia Niani)

### FEDERAL REVENUE STRIKE KEEPS ARGENTINE WHEAT STUCK IN THE PORT OF SANTOS

The wheat industry union of the state of São Paulo (Sindustrigo) reported that about 38 thousand tonnes of imported wheat are being held in the Port of Santos, awaiting release from the Federal Revenue. "We are seeing many cases of unjustified wheat clearance delays. The cargo stuck at the port is from Argentina. It was imported according to Mercosur agreements by mills that have been doing this for at least 20 years. We do not have a new factor that explains the delay in the operation that, in normal times, would take 3 to 5 days to complete," said the president of Sindustrigo, Valnei Origuela. "The delay in releasing the wheat shipments held at Santos produces an imbalance because the port's silos are full, making additional grain vessels unable to unload. This movement can result in hefty expenses for importing mills, which pay between US\$ 35,000 and 40,000 per day to ships anchored at the port awaiting release to unload," explained Origuela. Sources: Canal Rural/Datamar News

### PORT OF PARANAGUÁ TO EXPORT 6.5 MILLION TONNES OF **BULK IN THE 2ND QUARTER**

The terminals at the Port of Paranaguá expect to conduct loading operations for at least 6,568,990 tonnes of solid bulk in the second quarter (April to June) of this year. The average per month is usually shipping 2,189,663 tonnes of soybeans, bran, sugar and corn. According to Luiz Fernando Garcia, CEO of Portos do Paraná, sugar shipments are expected to increase by almost 8%. "In turn, this year, in the same period, the volume expected is 1,120,000 tonnes," he adds. In terms of soybeans, companies intend to ship a little over 2,980,000 tonnes through the Port of Paranaguá in the second quarter. As for bran, almost 1,489,000 tonnes are expected. The export of solid bulk through the Port of Paranaguá in the first quarter increased by 12.3% compared to the same period last year. From January to March, 5,715,000 tonnes of soybeans, bran, sugar and corn were loaded by terminals in Paraná, compared to the record of 5,090,037 tonnes in the same three months of 2021. Source: Datamar News

PORT OF SANTOS' TERMINALS WILL CLEAR YARDS TO EASE TRUCK TRAFFIC ON THE ROADS



Williams Serviços Marítimos Ltda. + 55 81 3327 9200 williams@williams.com.br LLIAMS<sup>®</sup> www.williams.com.br

The terminals at the Port of Santos will create more unloading spaces, thus creating more room for trucks in the regulatory yards, which will be better able to absorb incoming traffic to Cubatão. The information was disclosed by the state of São Paulo's Transport Agency (Artesp). Taking such a measure was decided on April 6 at a meeting between the members of the Integrated Management Program (PGI) of Santos after another day of chaos caused by the excessive truck flow on the Anchieta-Imigrantes road system. The traffic jam reached 12 kilometers on the Rodovia Cônego Doménio Rangoni, in Guarujá. The high number of trucks that head to the coast during this period of the soybean harvest is a long-standing phenomenon that has been causing problems for years.

Sources: A Tribuna/Datamar News

#### BRAZILIAN PORTS HANDLED 179.8 MILLION TONNES IN THE **FIRST TWO MONTHS**

The Brazilian port sector handled 179.8 million tonnes in the first two months of 2022. This figure represents a 1.8% growth compared to last year's same period. Private terminals handled 120.1 million tonnes in January and February, down 1% from the same period last year. Public ports, in turn, handled 59.6 million tonnes, an increase of 8%. The Port of Vila do Conde (PA) stood out in the two-month period with a handling rate 27% bigger than the preceding two months. In 2022, the Parábased installation handled three million tonnes. As per cargo profiles, the port facilities handled 99 million tonnes of solid bulk in the first two months, a growth of 3.9% compared to the first two months of 2021. Loose general cargo handling grew by 9.8%, reaching 11.3 million tonnes. Iron ore was the most handled cargo at the beginning of 2022. Soybean, wheat and manures (fertilizers) grew in terms of handling by 55.8%, 29.1% and 27.8%, respectively.

Source: Datamar News

### PETROBRAS TERMINAL TO GENERATE 12,000 JOBS IN THE PORT OF SANTOS

The construction and operation of Petrobras' new liquid bulk terminal on the right bank of the Port of Santos will generate 12,000 jobs (direct and indirect positions included). The STS08A will be in a 338.2 thousand m<sup>2</sup> area in Alemoa, acquired by Petrobras in an auction held in November of last year per the payment of a R\$ 558.2 million grant to the Santos Port Authority (SPA). The lease, signed on March 23, will be valid for the next 25 years. Expected investments amount to R\$ 625.7 million by 2026. "The investments in the STS08A terminal will increase the supply of berths in the Alemoa region, which is home to the cluster of mineral liquids on the right bank of the Port of Santos, by 50%. As a result, STS08A closes a long-standing capacity gap, securing the supply of the Port of Santos' entire hinterland," stated SPA.

Sources: A Tribuna/Datamar News

IMPORTANT NOTICE: In order to facilitate the documents issuance (Documentary Documentation all messages related to Instructions/BsL /Mate's Receipt /Others) for the vessels in Santos Port, should be sent the new e-mail to doc.santos@williams.com.br

Please, do not hesitate to contact us for further information commercial@williams.com.br through our and lineup@williams.com.br.

Always keeping you duly posted!

Please, follow us on our social networks:

Instagram @williamsagents

Facebook 🔟 Williams (Serviços Maritimos) LTDA

LinkedIn 🔟 Williams (Serviços Maritimos) LTDA

YouTube 🕒 Williams (Servicos Maritimos) Ltda.