

AD(Eco)/Trng. Programme  
28<sup>th</sup> December, 2022

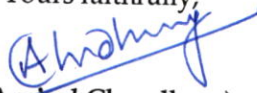
Dear Sir,

**Sub: FAI - S&P Global (Fertecon) Collaborative Programme on 'International Supply Demand Balance, Price Forecast and Indian Fertilizer Policies' during February 15-17, 2023, Bhubaneswar, Odisha**

FAI is organizing a Workshop in collaboration with M/s. S&P Global Commodity Insights (Fertecon), London, UK on **International Supply Demand Balance, Price Forecast and Indian Fertilizer Policies'** during February 15-17, 2023, Bhubaneswar, Odisha.

2. Special attraction of this programme is in-depth analysis and presentation of short to medium term supply-demand scenario and international price forecast for major fertilizers and raw materials by experts from internationally reputed professional consultancy and analytics firm M/s. S & P Global Market Insights (Fertecon) engaged in this business for long. Specialization of this organization in international supply-demand analysis and price forecasting is well known. Their subscription based periodicals are highly sought after by professionals engaged in fertilizer business worldwide. They are also providing consultancy across globe. I am sure, their analysis and presentations on global scenario with special reference to India will be of great use to Indian industry professionals.
3. This workshop also aims to revive the deliberations regarding policy reforms including need for immediate changes in existing policies and medium to long term issues. A lot of deliberations on these reforms have taken place during the past two and half years at various levels of the government including 5 Working Groups headed by Hon'ble Ministers under Chintan Shivir and various Committees and Sub-committees. However, these policy reforms have been held up, perhaps, due to COVID crisis, geopolitical situations and unprecedented rise in international prices of fertilizers and raw materials, which has posed serious challenges for government and the industry in ensuring fertilizer & food security of the nation on top priority. It is encouraging that Government has revived the deliberations and has proposed a model for implementation of NBS Policy for urea and sought suggestions from the industry.
4. Apart from the fertilizer industry officials directly dealing in fertiliser policies, procurement, production, movement and marketing of fertilizers and raw materials, this programme will also be highly useful to the executives engaged in the fields of Finance, Administration, Commerce, logistics, etc. This workshop will also be of interest to Senior Executives from fertilizers & raw materials trading firms across the globe and their representatives in India. Officials tracking developments in fertilizer pricing and subsidy policies and emerging demand-supply situation would find it extremely useful.
5. The faculty will include fertilizer industry leaders, experts drawn from external professional agencies, think tanks and government officials. Efforts are also being made to draw speakers from leading Consulting firms and tax experts. A copy of the Brochure for the programme alongwith Registration Form is attached herewith.
6. I request you to kindly nominate officials of your company to this important programme. The nominations may kindly be sent alongwith Registration Form duly filled to Mr. A.C. Dubey, Additional Director (Economics), [eco@faidelhi.org](mailto:eco@faidelhi.org), Ph. 011-46005212, Mobile No. 9871383780.

Thanking you,

Yours faithfully,  
  
(Arvind Chaudhary)

Encl: As above

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## FAI - S&P Global (Fertecon) Collaborative Programme

'International Supply Demand Balance, Price Forecast and Indian Fertilizer Policies'  
February 15-17, 2023, Bhubaneswar, Odisha



### CONTENTS

- ❖ International Demand Supply and Price Outlook by International Experts, Agency:
  - Urea, Ammonia, Natural Gas/LNG
  - DAP, MAP, NP/NPK, Phos-Acid, Rock-Phosphate, Sulphur
  - Potash (MOP)
- ❖ Demand Supply of Fertilizers in India
- ❖ Short & Medium Term issues in Urea Policy including issues of New Plants & NBS on Urea
- ❖ Issues in Bidding for New Gas Finds and Direct Payment for Gas to suppliers by DOF
- ❖ Issues faced by P&K Segment - DAP, NP/NPK, MOP
- ❖ Integrated Policy for SSP - Issues & prospects
- ❖ Investment in Phosphatic & Potassic Assets in Resource Rich Countries – Issues & Prospects
- ❖ Feasibility of Disbursement of Subsidy in Bank Accounts of Farmers (True DBT)
- ❖ Issues of Fertilizer Sector Under GST
- ❖ Multi-Model Transportation and Containerized Movement – Issues and Prospects



## Objectives

India has recovered from the COVID pandemic but the effects of geopolitical developments continue to pose problems of logistics and high international prices of fertilizers and raw materials. Government has been increasing allocations for fertilizer subsidy year after year to insulate farmers from the additional burden arising due to increase in international prices. Yet, the domestic fertilizer industry is finding it difficult to maintain their viability. GST issues are also impacting the viability. With high level of import dependence, particularly for Natural Gas/ LNG, Phosphate and Potash, assessment of emerging demand supply dynamics and international price trends have become crucial. Analysis and opinion of a professional organization is of immense value for informed decision making by the industry and the government.

COVID pandemic, geopolitical crisis and unprecedented increase in international prices of fertilizers and raw materials have put on hold the policy reforms in the fertilizer sector, as both, the government and the industry got engaged in ensuring availability of fertilizers for the farmers on top priority. Simultaneously, the issues of climate change are also gaining increasing the emphasis, which have serious implication for the fertilizer sector as well. Government has already started deliberations for use of green energy and green ammonia by fertilizer sector.

There is a need for detailed deliberations on the above issues. It is in this context that the Fertiliser Association of India (FAI) in collaboration with S&P Global Commodity Insights (FERTECON) is organizing a three-day residential Workshop on '*International Supply Demand Balance, Price Forecast and Indian Fertilizer Policies*' during February 15-17, 2023 at Hotel Fortune Park Sishmo, Bhubaneswar, Odisha, India.

## Target Audience

The purpose of holding this workshop is to provide better understanding regarding emerging trends of demand supply as well as international prices for short to medium term by professional international agency. This workshop also aims to revive the discussions regarding policy reforms including immediate and medium to long term issues, which have been held up for some time. A lot of deliberations on these reforms have taken place during the past two and half years. Senior and medium level executives in fertilizer industry are anxious about an update on these deliberations and the scope and timeline for moving forward with these reforms. The Government has already started deliberations for implementation on NBS Model for Urea sector.

Apart from the fertilizer industry officials directly dealing in fertiliser policies, procurement, production, movement and marketing of fertilizers and raw materials, this programme will also be highly useful to the executives engaged in the fields of Finance, Administration and Commerce, etc. This workshop will be of special interest to Senior Executives from fertilizers & raw materials trading firms across the globe. Officials tracking developments in fertilizer pricing and subsidy policies would find it extremely useful.



## Faculty / Speakers

The design of this workshop is focused on participatory deliberations and knowledge sharing among the participants including fertilizer industry leaders, experts drawn from external professional agencies, think tanks and government officials. Hence, apart from Senior executives from industry, Government and professional organisations out of industry, the speakers / panelists will also be drawn from among the participants. Efforts are also being made to draw eminent speakers from leading consulting firms and tax experts.

## About the Hotel

Fortune Park Sishmo, a 72 room boutique hotel is superbly located in the heart of Bhubaneswar, the capital of Odisha. With easy connectivity to the airport and railway station. The hotel is just a 10 minute drive from Biju Pattnaik International Airport and 1 km away from railway station. The hotel is also well-connected to the commercial and cultural centres of the city.



## Contribution

The course contribution per delegate on **single occupancy basis has been fixed at Rs. 35,000/- plus 18% GST and Rs. 30,000/- plus 18% GST on double occupancy basis for Indian participants.** The fee is **US \$ 1000/- plus 18% GST for foreign participants on single occupancy basis.** This covers the cost of analysis and presentations by well reputed international professional organization specializing in international demand supply and price forecasting, course material, conference facilities, boarding (bed tea, breakfast, lunch and dinner, forenoon/afternoon tea/coffee etc.) & lodging. However, it does not include to and fro travel expenses of the participants to Bhubaneshwar. Expenses on room services, items like laundry charges, telephone calls, consumables kept in the Mini-bar in the rooms, etc., will have to be paid by the participants themselves directly to the hotel at the time of check-out.

## Mode of Payment

### Indian Participants:

- The fee by an Indian Participant can be remitted through a Banker's cheque/draft payable at New Delhi in favour of 'The Fertiliser Association of India'.
- Through NEFT / RTGS under intimation to FAI as per the details given below:

Saving Bank A/c No.	:	1484101006029
Bank Name and Address	:	CANARA BANK, Jit Singh Marg, New Delhi-110 067
Branch Code	:	1484
IFSC Code	:	CNRB0001484
MICR Code	:	110015015
FAI – GSTIN	:	07AAACT0097M1Z3
FAI-PAN No.	:	AAACT0097M

## Foreign Participants:

Payment of fee can be made either of the following ways:

### Indian Bank – US Dollar (US \$)

Account No. of the Beneficiary	:	6182949808
Name & address of the Beneficiary	:	THE FERTILISER ASSOCIATION OF INDIA, FAI House, 10, Shaheed Jit Singh Marg, New Delhi – 110 067
Beneficiary Bank address & Telephone No.	:	SHANTINIKETAN DDA Market, 3rd Street, Shantiniketan, Nanakpura, New Delhi – 110 021 Tel. No. : +91-11-24110390
Beneficiary Bank SWIFT Code	:	IDIBINBBSNK
Beneficiary Bank of US\$	:	INDIAN BANK
Nostro Bank	:	STANDARD CHARTERED BANK NEW YORK
Correspondent Bank SWIFT Code	:	SCBLUS33
Standard Chartered Bank Nostro A/c Number	:	A/c No : 3582021188001
Purpose of Remittance	:	ECONOMICS TRAINING FEE
Purpose code as per RBI Guideline	:	2.5 Subscription to newspapers, periodicals, etc P0806

(Please fax/Email copy of your banker's advice to us for our follow up)

## Guest Charges

Additional Person/Spouse, if any, staying with the participant will be charged extra by the hotel to cover the boarding & lodging expenses. The payment for the guest will be made by the participant directly to the hotel at the time of check-out. Guest charges per person agreed by the Hotel are Rs.3000/- plus GST for 2 nights.

## Request for Nomination

Due to seasonal rush in Bhubaneswar, and also spurt in tourist visits after removal of COVID restrictions, we have to inform the hotel about the total number of rooms required at least 15 days in advance. It is, therefore, requested that the nominations should positively reach FAI latest by the 30<sup>th</sup> January, 2023, so as to enable us book adequate number of rooms to avoid last minute disappointment.

## About the City

Bhubaneswar is an ancient city in India's eastern state of Odisha. Many temples built from sandstone are dotted around Bindu Sagar Lake in the old city, including the 11th-century Hindu Lingaraja Temple. Outside Rajarani Temple are sculpted figures of the guardians of the 8 cardinal and ordinal directions. Jain antiques, weaponry and indigenous pattachitra paintings fill the Odisha State Museum. Other nearby tourist attractions include Jagannath Temple, Konark Sun Temple, Puri beach and Chilika Lake.

## Venue

The Programme will be held at Hotel  
**Fortune Park Sishmo**  
86-A/1, Gautam Nagar,  
Bhubaneswar - 751014  
Ph (Direct): 91 - 674 - 6688444  
Ph(FAX) : 91 - 674 - 3316301

Contact: **Mr. Subrat Kumar Samal,**  
**Sales Manager**  
**(M) + 91- 7852945212**

## Duration and Date

The duration of the programme is 2 nights & 3 days. The dates are February 15-17, 2023. The programme will start on 15<sup>th</sup> February, 2023 with lunch and end on 17<sup>th</sup> February, 2023 after lunch. The participants may check into the hotel any time after 12.00 p.m. on the 15<sup>th</sup> February, 2023 and will be required to check out by 12 .00 noon on the 17<sup>th</sup> February, 2023. Anyone desiring to stay in the hotel before the 15<sup>th</sup> February, 2023 or after the 17<sup>th</sup> February, 2023 will be required to settle the matter regarding availability of accommodation, Tariff, etc., directly with the hotel and make payment to the hotel as per the terms agreed between the hotel and the participant.

## Registration

Registration form duly filled in along with the fee by Demand Draft/Banker's cheque drawn in favour of '**The Fertiliser Association of India**' or the details of payments made through other modes, may please be sent to:

**A.C. Dubey**

Additional Director (Economics)  
The Fertiliser Association of India  
FAI House, 10, Shaheed Jit Singh Marg  
New Delhi 110 067

Mobile No. + 91 9871383780

**Tel :** +91-11- 46005212;

**Fax :** +91-11-2696 0052

**Email :** eco@faidelhi.org

**Website :** www.faidelhi.org

## Mode of Travel

Bhubaneshwar from all major cities of India can be reached by Air and Rail.



The hotel is just a 10 minute drive from Biju Pattnaik International Airport.



The distance from Bhubaneshwar Railway Station to Hotel Fortune Park Sishmo is just 1 KM.



Bhubaneshwar is also well connected by Road from major nearby cities.

## Weather

The temperature in Bhubaneshwar during the February varies between 32°C to 18°C. During the day time, it will be slightly warm and the nights are cool. The overall whether in the month of February will be pleasant.



**FAI - S&P Global (Fertecon) Collaborative Programme**  
**'International Supply Demand Balance, Price Forecast and Indian Fertilizer Policies'**  
**February 15-17, 2023, Bhubaneswar, Odisha**

To,  
The Additional Director (Economics)  
The Fertiliser Association of India  
FAI House, 10, Shaheed Jit Singh Marg  
New Delhi 110 067

Please register the following for the above programme:

Name in CAPITAL LETTERS (Dr./Mr./Ms.)	Designation	Name of Organization and address	Mobile No.	Email ID	Occupancy (Single/Double)

Food preference: Vegetarian ☐ Non-vegetarian ☐

Payment details: DD/Cheque No.....Dated.....or other modes of payment.

Drawee Bank.....Amount (Rs./US \$).....@ Rs.35,000/ US \$1000 per participant on Single Occupancy Basis and Rs.30, 000/- on double occupancy basis.

Organization.....

Sponsored by:

Name.....Designation.....

Email..... Telephone/Mobile.....

Date.....

Signature.....

You may also email the filled in nomination form to [eco@faidelhi.org](mailto:eco@faidelhi.org)