

NEWS REVIEW

NEW AG INTERNATIONAL

Doktor Tarsa Agricultural Industry and Trade Co commissions its new soluble fertilizer facilities in Antalya

■ On March 15th this year, an impressive number of guests gathered at the industrial Zone of Antalya in Turkey on the occasion of the opening ceremony of the brand new production and storage facilities for speciality fertilizers commissioned by Doktor Tarsa Agricultural Industry and Trade Co, the leading company serving the horticulture sector in Turkey, with a catalog of more than 3000 products. In 2004, four years after a 50% joint-venture agreement was made with SQM, the company started the construction of the new Facilities for the production and storage of speciality NPK Fertilizers in the Organized Industrial Zone of Antalya. The facility, which represents an investment of US\$ 6 million, is established on a land of 55.000m² including a 11.000m² warehouse area. The theoretical maximum production capacity of various NPK formulations is 25.000MT annually. The packing capability in any kind of material such as polyethylene, polypropylene, paper, craft etc.,



Frank Biot (SQM), left, and Ali Özman (Doktor Tarsa), right, receive an award from the Governor of the province of Antalya.

Courtesy of Tarsa

varies between 500gr up to 50 kg, thus offering a great flexibility to meet all the domestic and international demands. Together with this new investment, the main objective of Doktor Tarsa is to improve the current export rate and to reach in this segment an annual turnover of US\$10 million within 3 years. The target markets for exports are the countries in the Middle East, Southern Europe, the Russian Federation and Northern Africa. Doktor Tarsa will mostly rely on the

SQM and Yara marketing networks to sell its production in export markets. It is also anticipated that in view of the current size of the domestic market, more than 50% of the production will have to be exported if the factory is to run at full capacity. The current upgrading of Antalya port facilities will certainly help increasing the competitiveness of the factory. During the opening ceremony, Ali Özman, the MD of the company, underlined that quality is the most important criterion during the production process, therefore justifying the presence of a laboratory called Docto-Lab included in the new facilities. The Lab has now started to also run all kinds of soil, foliar and water analysis.



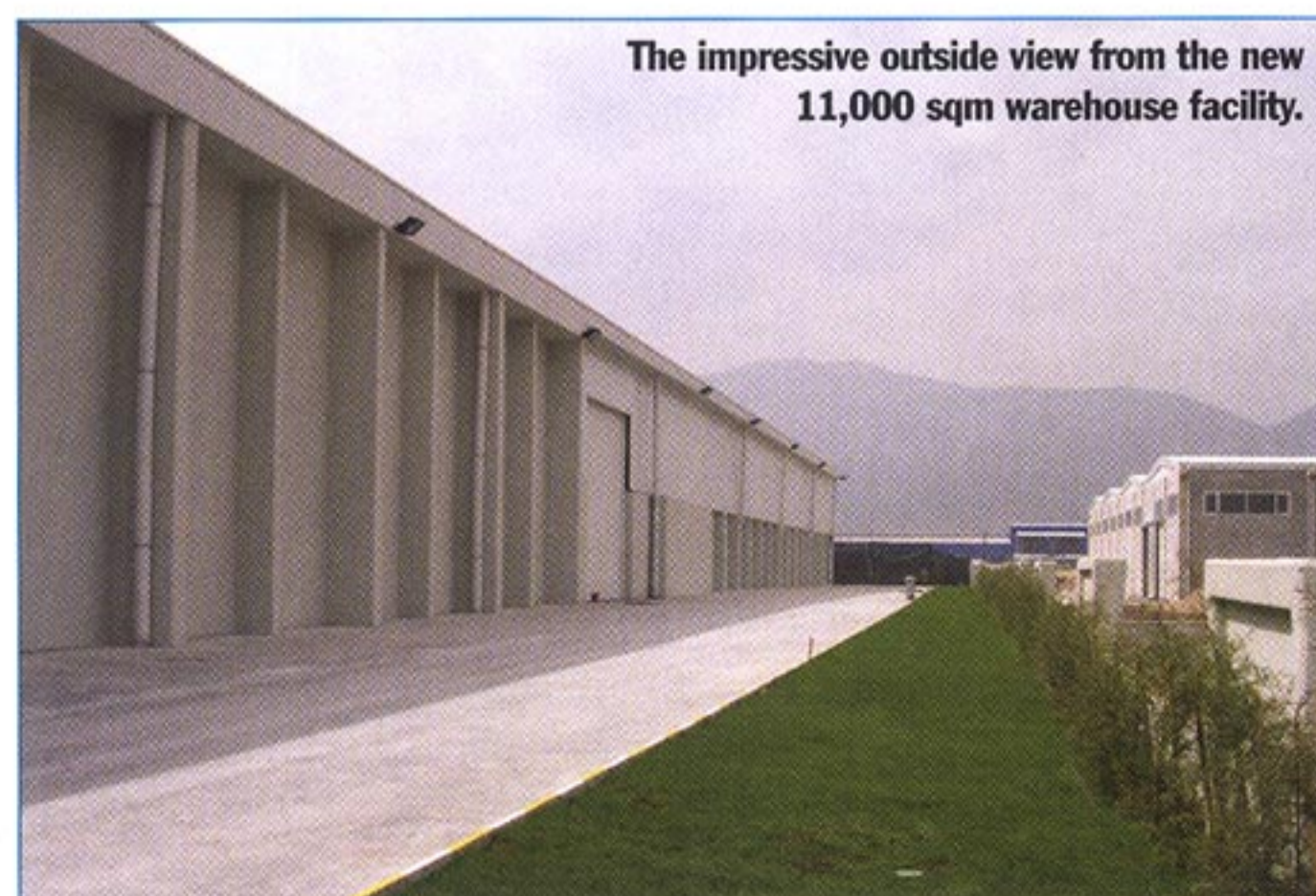
At the heart of the factory, the blending equipment for soluble NPKs

Courtesy of Tarsa

K+S Group historic highs for revenues and earnings in 2004

■ The financial year 2004 was the most successful so far in the history of the K+S Group. New highs were achieved in both revenues and earnings as a result of strong growth and a favourable market environment. At almost Euros 2.6 billion, revenues for the whole of 2004 rose by 13 % in relation to the previous year. The Potash and Magnesium Products and the Salt business segments achieved particularly high increases. The Speciality fertilizer branch Compo, saw its turnover growing by 7% at Euros 526 million. At Euros 167.1 million, EBIT for the Group grew

even stronger, up 44 % on the previous year. With the exception of COMPO, suffering in 2004 from high ammonia prices (EBIT went down 15% at Euros 21.7 million), all business segments generated earnings growth, with Potash and Magnesium Products being the strongest once again. Given the current conditions, K+S assumes that business will continue to develop positively in 2005. "We will step up the search for further acquisitions and cooperations" said Dr. Ralf Bethke, chairman of the K+S Board of Executive Directors.



The impressive outside view from the new 11,000 sqm warehouse facility.

Courtesy of Tarsa