

The Global Salt Market



Salt is a commodity product with a total annual market volume of about 300 million metric tons

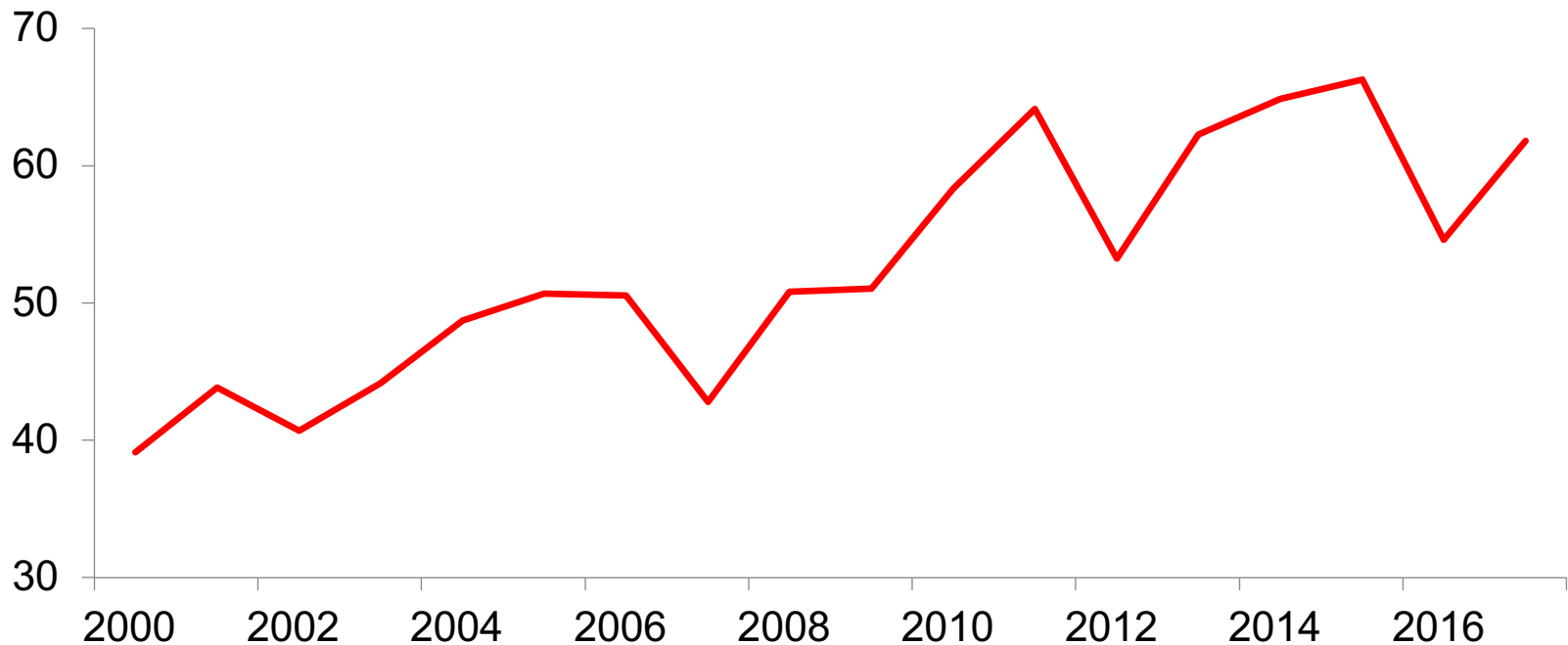
Salt is produced from seawater, underground rock salt deposits and from salt lakes, and almost all countries of the world dispose of at least one of these resources from which salt is being produced

The largest part of salt is used in large scale uses, i.e. The chemical industry, de-icing, and is sold at a very low price avg. around 50 USD.

50 USD is also the order of magnitude for overseas bulk shipment.

=> Salt market should be regional, however....

Global Trade Volume (million metric tons)

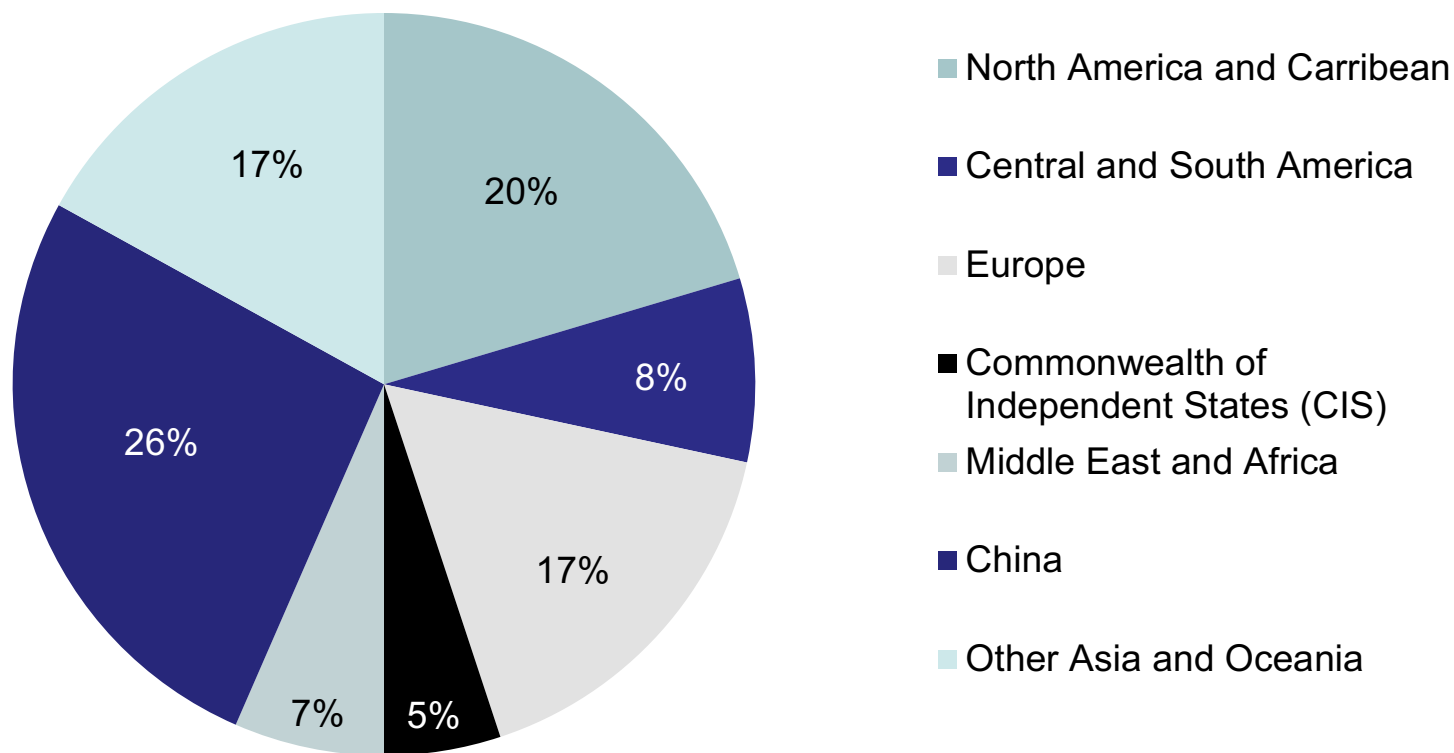


20% of the global market volume is being traded cross countries, over 10% is shipped overseas.

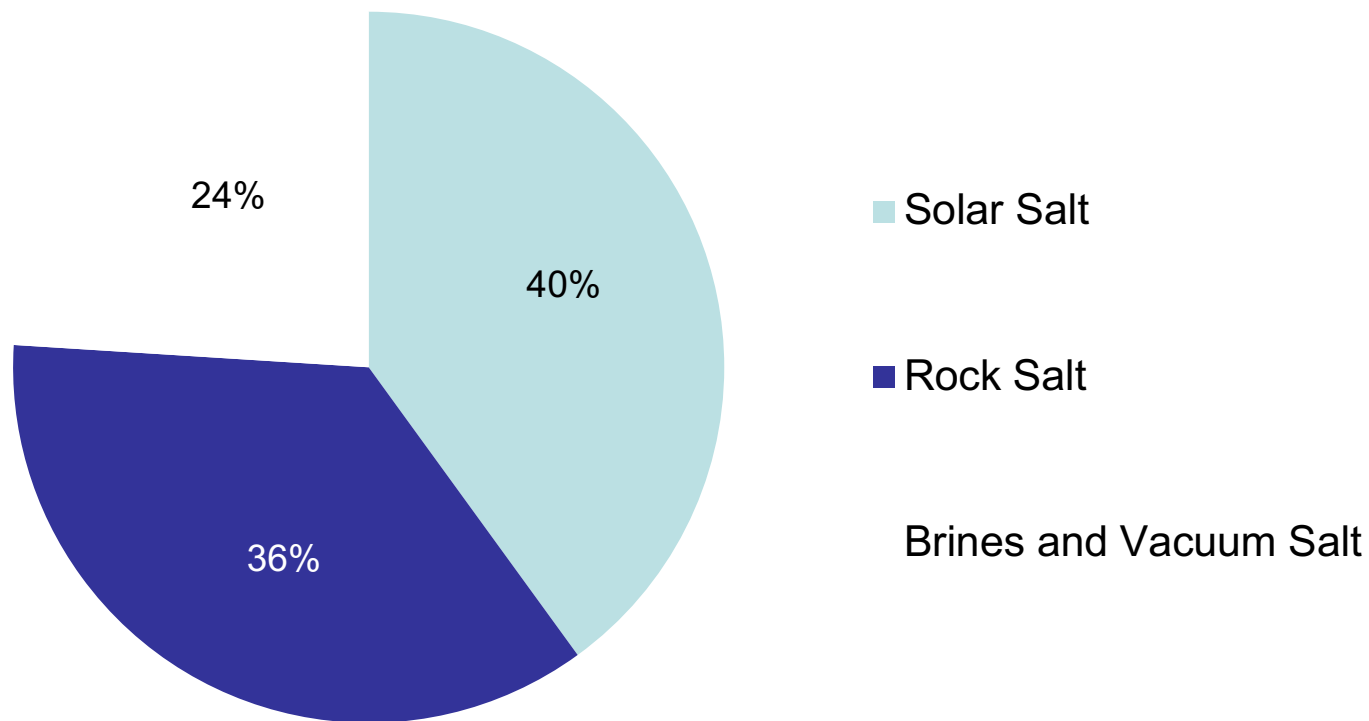
What are the reasons for a global salt market to exist?

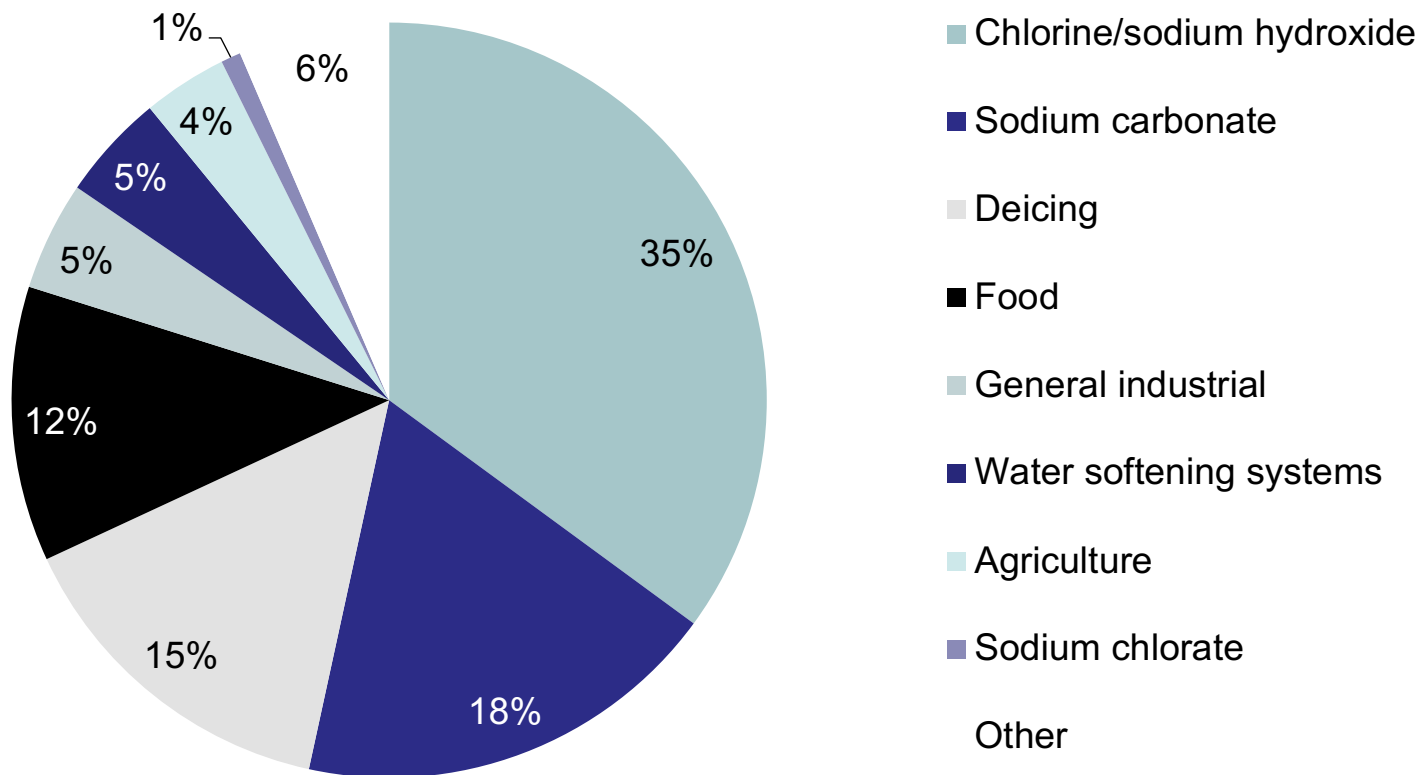
The overall salt market

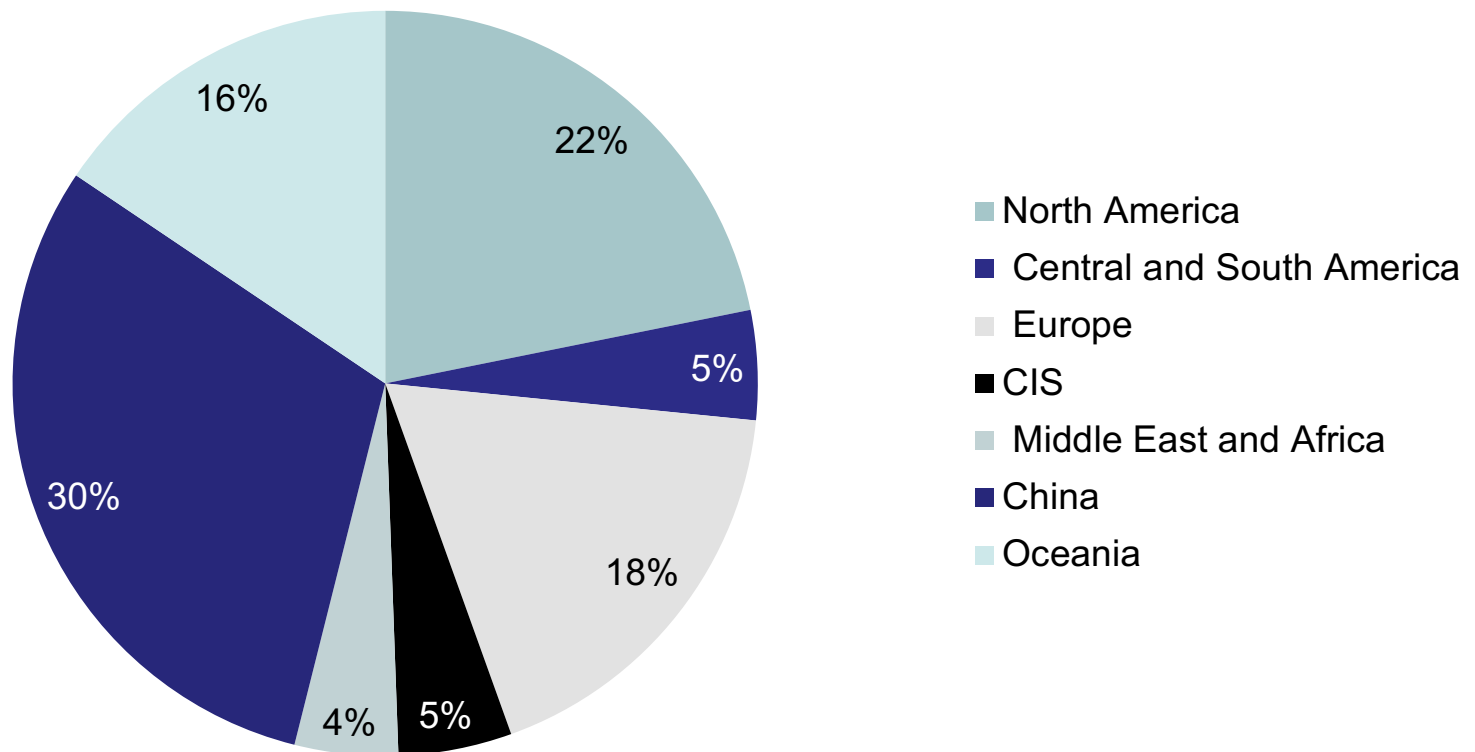
- Producers and production methods
- Markets / Main End - Uses
- Price
- Trade and Logistics
- Industry Outlook



Regional Breakdown of Global Salt Production Capacities







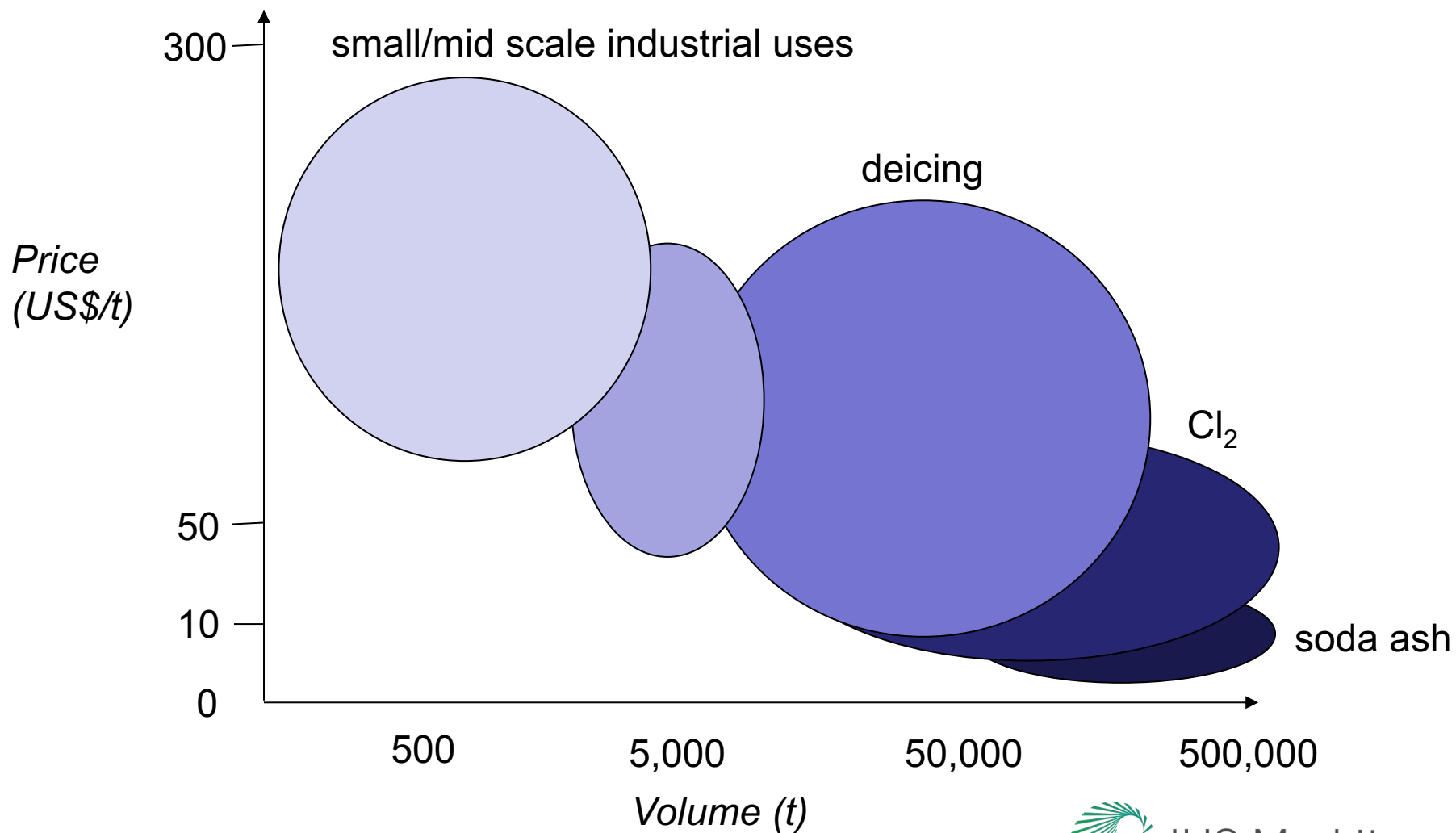
Breakdown of Global Consumption by World Region

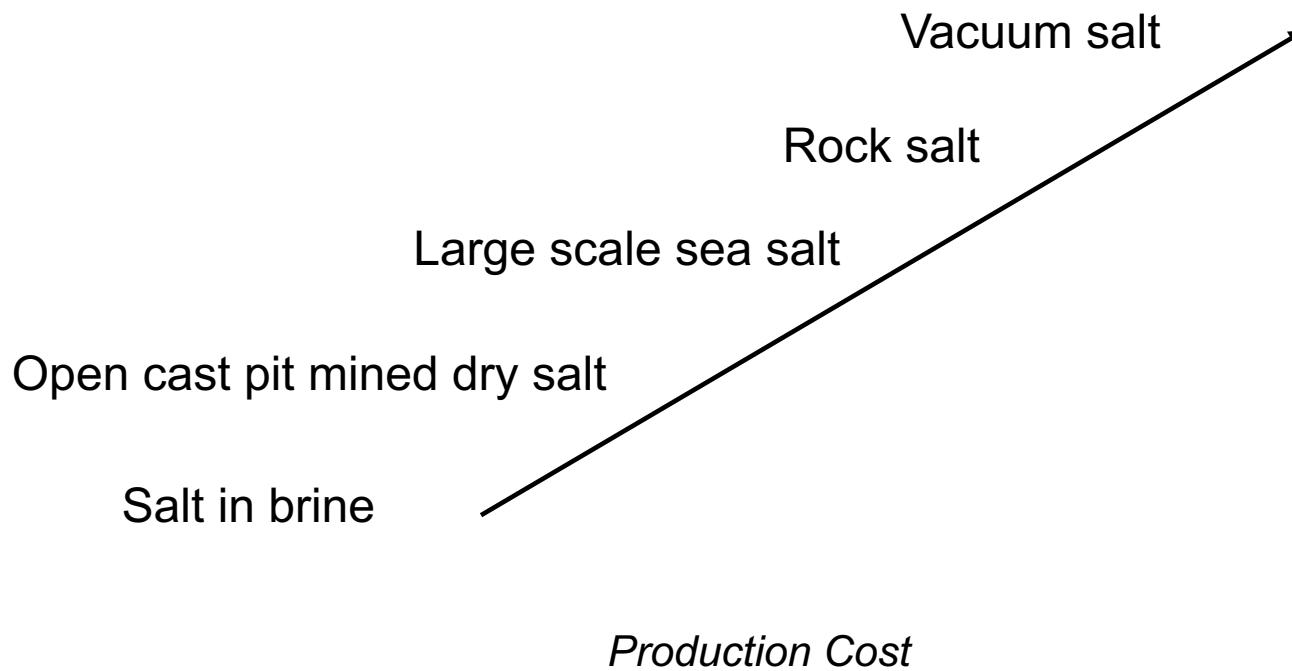
WORLD SALT SYMPOSIUM

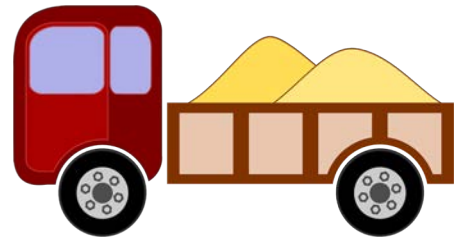
June 19-21, 2018



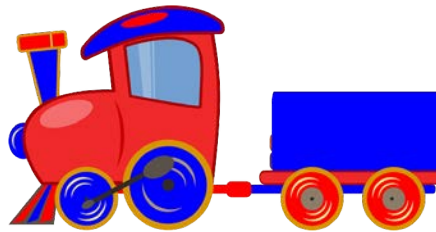
Park City UT, USA



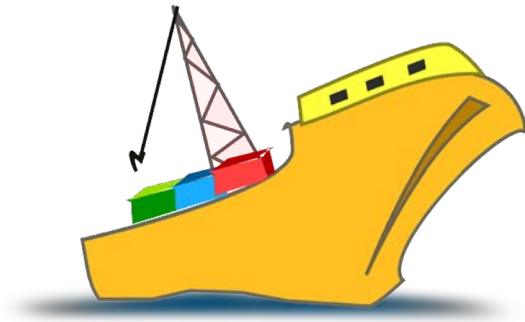




truck



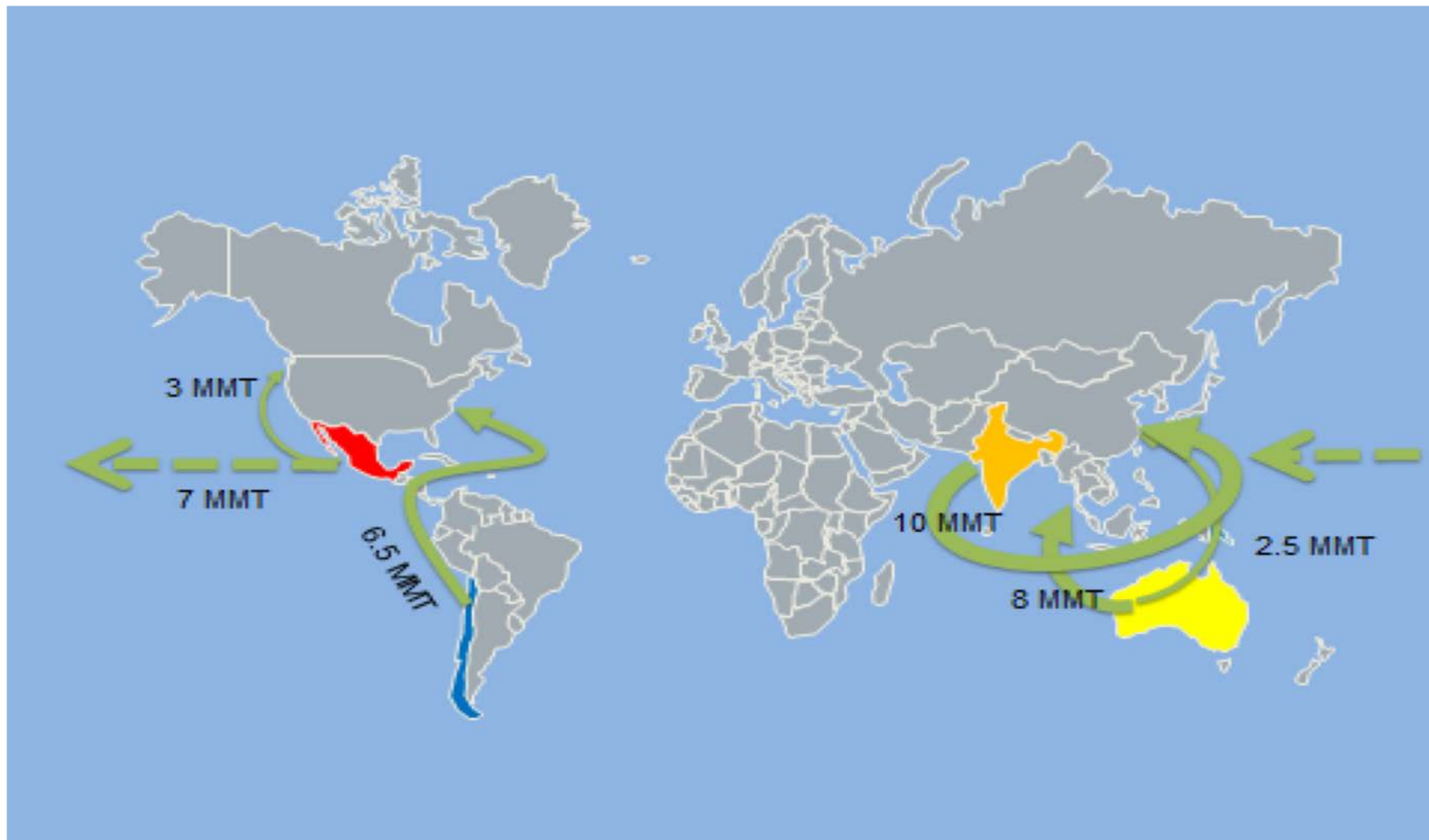
freight train



inland water vessel

sea vessel

Logistics



Industry Outlook

Salt as a source of its constituents, sodium and chlorine. No alternative source of either of these ions is available at such a low cost and free availability that could conceivably be used as an alternative in the foreseeable future.

Market for soda ash stable growth. Cl_2 / PVC risk of replacement.

Attempts to find an economically and ecologically suitable replacement product for the de-icing of roads have been unsuccessful and appear unlikely in the near future.

Short - mid term impact of global warming is unclear. Extreme weather events, in particular snow fall in densely populated areas could lead to increasing consumption of de-icing salt.

Long-term - decrease.

Industry Outlook

Solar salt is certainly the least energy intensive way to produce dry salt, and large scale producers with an appropriate transportation infrastructure may be able to further increase their share in the global market.

Opportunities are limited to large scale consumption in proximity to sea ports.