



Crop Input Fundamentals Report

August 2020

Certain statements and other information included in this presentation constitute "forward-looking information" or "forward-looking statements" (collectively, "forward-looking statements") under applicable securities laws (such statements are often accompanied by words such as "anticipate", "forecast", "expect", "believe", "may", "will", "should", "estimate", "intend" or other similar words). All statements in this presentation, other than those relating to historical information or current conditions, are forward-looking statements, including, but not limited to: our market outlook for 2020, including agriculture crop nutrient markets (including potash, nitrogen and phosphate) and the anticipated supply and demand thereof and import and export volume expectations, expected market and industry conditions with respect to crop inventories, production, margins, currency and exchange rates, prices and the impact of market fluctuations. These forward-looking statements are subject to a number of assumptions, risks and uncertainties, many of which are beyond our control, which could cause actual results to differ materially from such forward-looking statements. As such, undue reliance should not be placed on these forward-looking statements. All of the forward-looking statements are qualified by the assumptions that are stated or inherent in such forward-looking statements, including the assumptions referred to below and elsewhere in this document. Although Nutrien believes that these assumptions are reasonable, this list is not exhaustive of the factors that may affect any of the forward-looking statements and readers should not place an undue reliance on these assumptions and such forward-looking statements. The assumptions that have been made include, among other things, assumptions that future business, regulatory and industry conditions will be within the parameters expected by Nutrien, including with respect to prices, margins, demand, supply, product availability, availability and cost of labor and interest, exchange and effective tax rates, assumptions with respect to global economic conditions and the accuracy of our market outlook expectations for 2020 and our expectations regarding the impacts, direct and indirect, of COVID-19.

Events or circumstances that could cause actual results to differ materially from those in the forward-looking statements include, but are not limited to: general global economic, market and business conditions; weather conditions, including impacts from regional flooding and/or drought conditions; crop planted acreage, yield and prices; the supply and demand and price levels for crops and crop nutrients; governmental and regulatory requirements and actions by governmental authorities, including changes in government policy (including tariffs and trade restrictions), government ownership requirements, changes in environmental, tax and other laws or regulations and the interpretation thereof; political risks, including civil unrest, actions by armed groups or conflict and malicious acts including terrorism; the occurrence of a major environmental or safety incident; risks of crises such as outbreaks, epidemics, pandemics or other similar public health crisis including the current COVID-19 pandemic; regional natural gas supply restrictions; and other risk factors detailed from time to time in Nutrien reports filed with the Canadian securities regulators and the Securities and Exchange Commission in the United States.

All forward-looking statements are provided as of the date hereof. Nutrien disclaims any intention or obligation to update or revise any forward-looking statements in this document as a result of new information or future events, except as may be required under applicable US federal securities laws or applicable Canadian securities laws.

North American Agriculture Fundamentals

- The USDA lowered acreage expectations for corn to 92 M acres and slightly raised expectations for soybeans to 83.8 M acres. However, much-improved growing conditions versus 2019 have resulted in above-trend yield expectations for both corn and soybean crops. Both corn and soybean prices remain depressed as the market expects large 2020/21 supplies, but the combination of strong export demand, uncertainty about Farm Service Agency acreage reporting and the impact of the storm that caused widespread damage to Iowa has provided price support over the past two weeks.
- Improved demand prospects have developed through the summer and improve the 2H-2020 outlook for both corn and soybeans. Ethanol production has increased significantly versus April-20 lows, however production still remains below 2019 levels. Most importantly demand for US corn and soybeans in the export market has increased significantly. Large purchases of new crop corn and soybeans have been announced through July and August, with large volumes booked for China, as China looks to replenish tight stocks. New crop sales for corn are up ~162% and up ~300% for soybeans y-o-y.
- In Western Canada, crops are finishing, and conditions were much improved versus 2019. Chinese-Canadian relations remain challenged, impacting trade, however export markets for Canadian canola still exist particularly in Europe.

Global Agriculture Fundamentals

- Brazilian exports of the 2019/20 soybean crop have reached record highs up ~36% y-o-y. Approximately 72% of soybean exports were sent to China. These high export volumes have resulted in historically low soybean stocks/use in Brazil. The timely FX depreciation in combination with the tight S/D balance has allowed growers to realize excellent returns on their 2019/20 crop and ~50% of the 2020/21 soybean crop is reportedly pre-sold. As a result of these factors, we expect that Brazilian soybean acreage will grow ~5% in 2020/21.
- Precipitation through Q1 and early Q2 in Australia has provided much needed moisture after two seasons marred with drought conditions. ABARES has forecasted a significant rebound for Australian winter crop acreage, up ~23% y-o-y.

Potash Market

- Global potash demand increased meaningfully following the signing of China and India contracts, particularly in Brazil, resulting in many producers announcing that they are sold out through September 2020.
- Brazilian potash prices have rebounded by over \$30/tonne from the low levels at the beginning of the second quarter of 2020.
- North American fill demand was robust, following a strong spring application season, which we believe left channel inventories at relatively low levels for the first time in several application seasons.
- The early and strong start to the Indian monsoon season has provided strong support to demand and based on what has been secured in contracts, we have raised our 2020 shipment forecast range for that market to between 4.5 and 5 million tonnes.
- Palm oil prices have rebounded by over 40% compared to May lows, which is expected to support plantation margins and potash demand later in 2020 and into 2021.

Nitrogen Market

- Urea prices have been supported by strong demand in several key demand regions, including regular Indian urea tenders.
- Chinese urea exports were lower than 2019 levels through the first six months of 2020 and have not factored as prevalent as normal in Indian tenders, which has further supported global prices. We expect the pace of exports to increase in the second half of the year.
- Ammonia prices have continued to be held back by weaker-than-normal demand in the Western Hemisphere, while improved industrial utilization rates in Asian markets, particularly China, are supporting demand and prices in that region.
- The prices of several global energy benchmarks have increased, including European gas prices, which have more than doubled from May 2020 lows.
- Given the stage of the US crop, it sets up for an average to early start to the fall application season, which is expected to provide seasonal support to North American ammonia demand.

Phosphate Market

- Global ammonia prices have been supported by strong second half 2020 demand in the key Brazilian and Indian markets
- North American prices have been supported by global prices, lower offshore imports in 2020 to date and a more normal spring application season that drew down channel inventories.

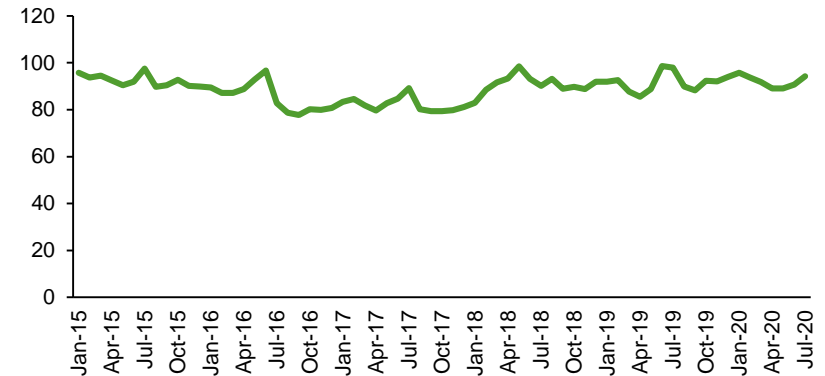
Key Crop Prices

Monthly Average Cash Prices

	Corn US\$/bu	Soybeans US\$/bu	Wheat US\$/bu	Cotton US\$/cwt	Canola CN\$/t	Brz Soy BRL/t
Aug-20 (month to date)	3.16	8.89	4.22	63	463	115
May-20	3.19	8.42	4.66	57	452	96
Aug-19	3.76	8.56	3.99	59	424	69

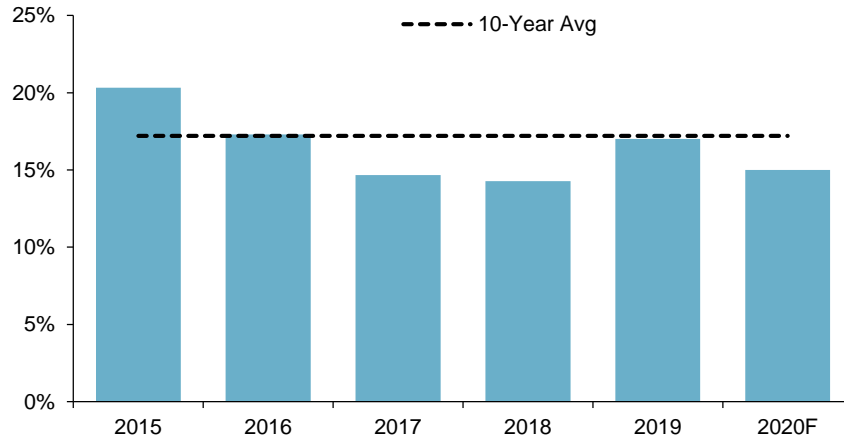
Crop Price Index¹

Index 2014-2015 = 100



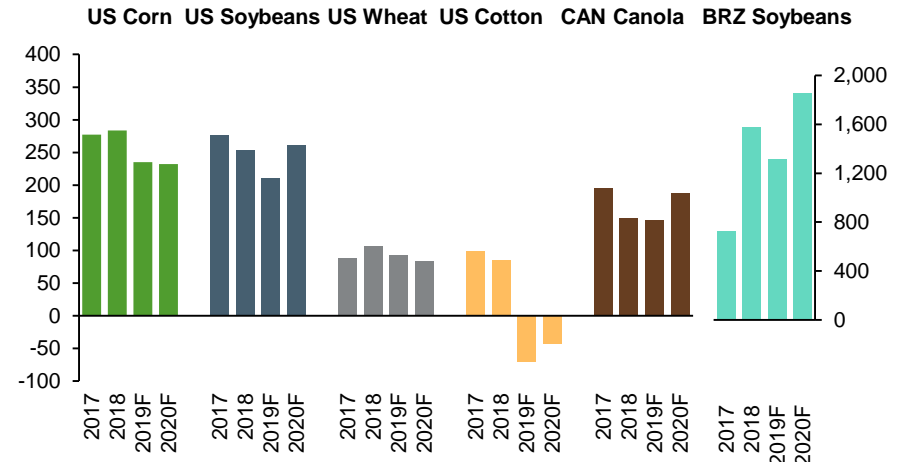
Fertilizer Cost as a % of US Corn Revenue

Percentage



Key Crop Grower Cash Margins

Local Currency Margin/Acre



Major Market Potash Imports

Thousand Tonnes KCl

Country	Year	Q1	Q2	Q3	Q4	CYTD	CY
US (offshore)	2018	502	361	365	278	863	1,507
	2019	674	275	344	254	949	1,547
	2020	347	300			647	
Brazil	2018	1,547	2,178	3,455	3,341	3,725	10,521
	2019	2,055	2,245	3,680	2,472	4,300	10,452
	2020	1,752	2,956			4,709	
China	2018	2,753	1,715	1,126	1,890	4,468	7,484
	2019	2,952	2,532	2,267	1,373	5,484	9,124
	2020	2,166	1,726			3,892	
India	2018	1,346	1,431	713	1,244	2,777	4,734
	2019	1,040	1,431	864	812	2,471	4,148
	2020	858	1,032			1,890	

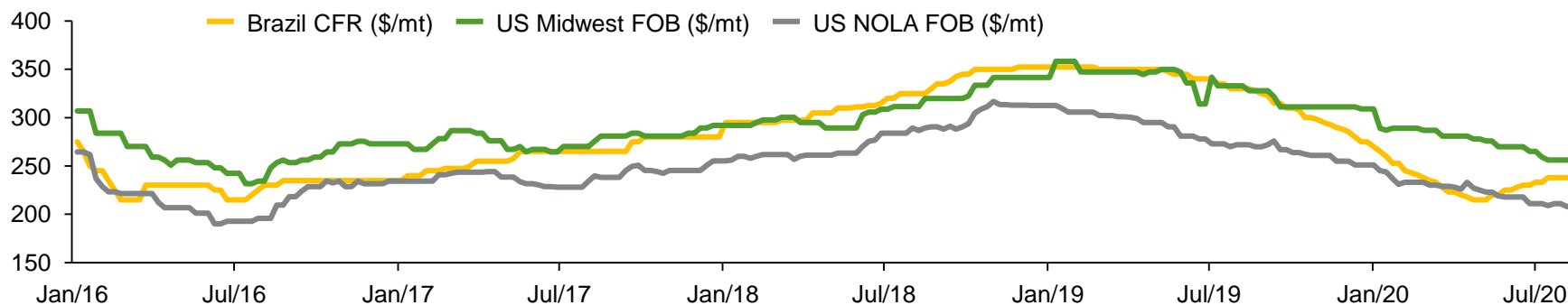
Global Potash Shipments

Million Tonnes KCl

Country / Region	2015	2016	2017	2018	2019	2020F
China	15.8	14.1	15.2	14.7	16.1	14.5-15.5
India	4.0	3.8	4.5	4.7	4.1	4.5-5.0
Other Asia	8.8	9.0	10.1	10.1	8.3	8.5-10.0
North America	8.6	9.7	10.4	10.6	8.9	9.5-10.0
Latin America	11.0	11.7	12.2	13.4	13.2	13.0-14.0
Other	12.2	12.0	12.8	13.2	13.2	13.5-14.0
Total	60.4	60.3	65.2	66.7	63.8	65-67

Select Potash Prices

US\$/tonne



Major Market Nitrogen Imports

Thousand Tonnes

Country	Year	Q1	Q2	Q3	Q4	CYTD	CY
China Urea Exports	2018	294	423	421	1,321	717	2,459
	2019	1,309	459	1,471	1,706	1,768	4,945
	2020	786	934			1,720	
India Urea Imports	2018	992	2,141	1,194	2,007		6,334
	2019	2,139	1,382	2,333	3,858	3,521	9,712
	2020	1,550	1,718			3,268	
US Ammonia Imports	2018	869	779	644	787	1,648	3,079
	2019	654	587	577	641	1,241	2,459
	2020	643	737			1,380	
US Urea Imports	2018	1,933	1,419	561	1,199	3,352	5,113
	2019	1,452	1,561	633	738	3,013	4,385
	2020	1,122	1,853			2,976	

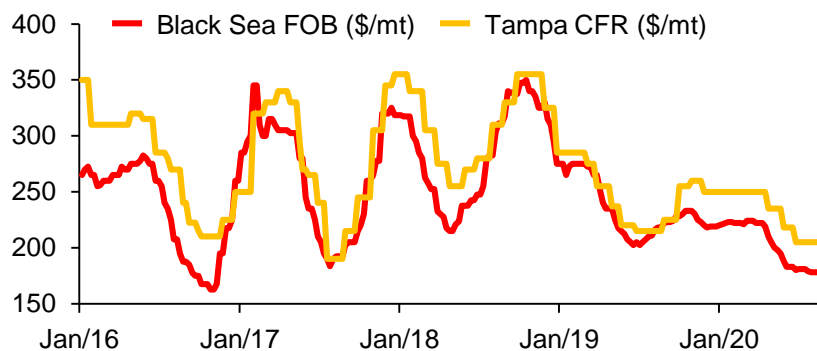
Key Energy Prices

Monthly Average Prices

	Henry Hub (US\$/MMBtu)	AECO NG (US\$/MMBtu)	EUR TTF (US\$/MMBtu)	China Anthracite (US\$/mt)	Brent Crude Oil (US\$/bbl)
AUG 2020	\$2.20	\$1.49	\$2.61	\$129	\$44.82
MAY 2020	\$1.81	\$1.34	\$1.50	\$136	\$32.41
AUG 2019	\$2.22	\$0.90	\$3.30	\$153	\$59.50

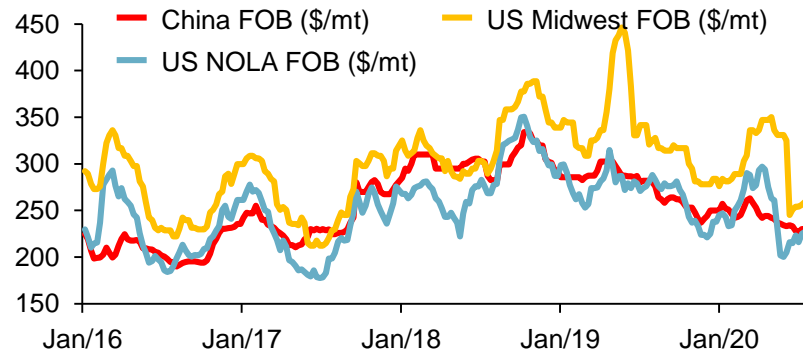
Select Ammonia Prices

US\$/tonne



Select Urea Prices

US\$/tonne



Major Market Phosphate Imports

Thousand Tonnes

Country	Year	Q1	Q2	Q3	Q4	CYTD	CY
US Imports (DAP/MAP)	2018	952	441	554	867	1,393	2,814
	2019	1,367	345	661	675	1,712	3,047
	2020	669	501			1,170	
Brazil Imports (DAP/MAP)	2018	478	612	1,603	988	1,090	3,681
	2019	620	966	1,493	1105	1,587	4,184
	2020	861	1,614			2,475	
India DAP Imports	2018	418	2,063	2,001	1,506	2,481	5,988
	2019	1,032	1,877	1,370	1,034	2,909	5,313
	2020	589	1,227			1,816	

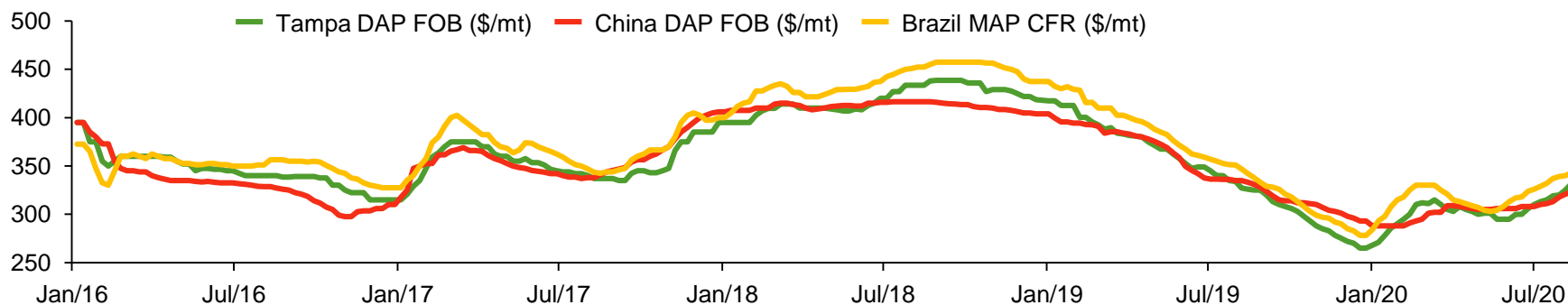
Key Producer Phosphate Exports

Thousand Tonnes

Country	Year	Q1	Q2	Q3	Q4	CYTD	CY
US Exports (DAP/MAP)	2018	879	778	753	871	1,657	3,280
	2019	873	1,025	975	881	1,898	3,754
	2020	873	979			1,851	
China Exports (DAP/MAP)	2018	987	2,519	3,117	3,335	3,506	9,958
	2019	1,550	2,580	2,747	1,990	4,130	8,868
	2020	1,395	1,873			3,268	

Select Phosphate Prices

US\$/tonne



Thank You!

For further information, visit:
www.nutrien.com



twitter.com/nutrienltd



facebook.com/nutrienltd



linkedin.com/company/nutrien



youtube.com/nutrien

