



# Baltic Peat Producers Forum

Roger Leurs

Export Manager East Europe



# ICL: producer of World famous brands



## Osmocote<sup>®</sup> Exact



## Peters<sup>®</sup> Professional



- **Mr. Roger Leurs**
- **Export Manager ICL-SF**
- **Horticultural Engineer**
- **Employee since 1996**

Name changes...quality remains.

The everris logo features the word 'everris.' in a bold, green, sans-serif font. Above the 'e' is a stylized green leaf graphic.The AICL Specialty Fertilizers logo features the word 'AICL' in a large, bold, blue, sans-serif font. To its right, the words 'Specialty Fertilizers' are written in a smaller, green, sans-serif font, with a green leaf graphic to the left of the text.



ICL, a global manufacturer of products based on **unique minerals**, fulfills humanity's essential needs, primarily in three markets;

- agriculture,
- food and
- engineered materials.

 Fertilizers

Where needs take us

 Performance Products Industrial Products Specialty Fertilizers





**\$5.5B**

Sales in 2018 with balanced product portfolio



**49**

Manufacturing plants in 15 countries worldwide



**~11,000**

Employees worldwide, 4,500 in Israel



**TOP 3**

Leading supplier across most business lines and target markets



**\$7.7B**

Market Cap as of Sep 30, 2018  
Traded on TASE since 1992  
Traded on NYSE since 2014



**<3%**

Industry leading dividend yield



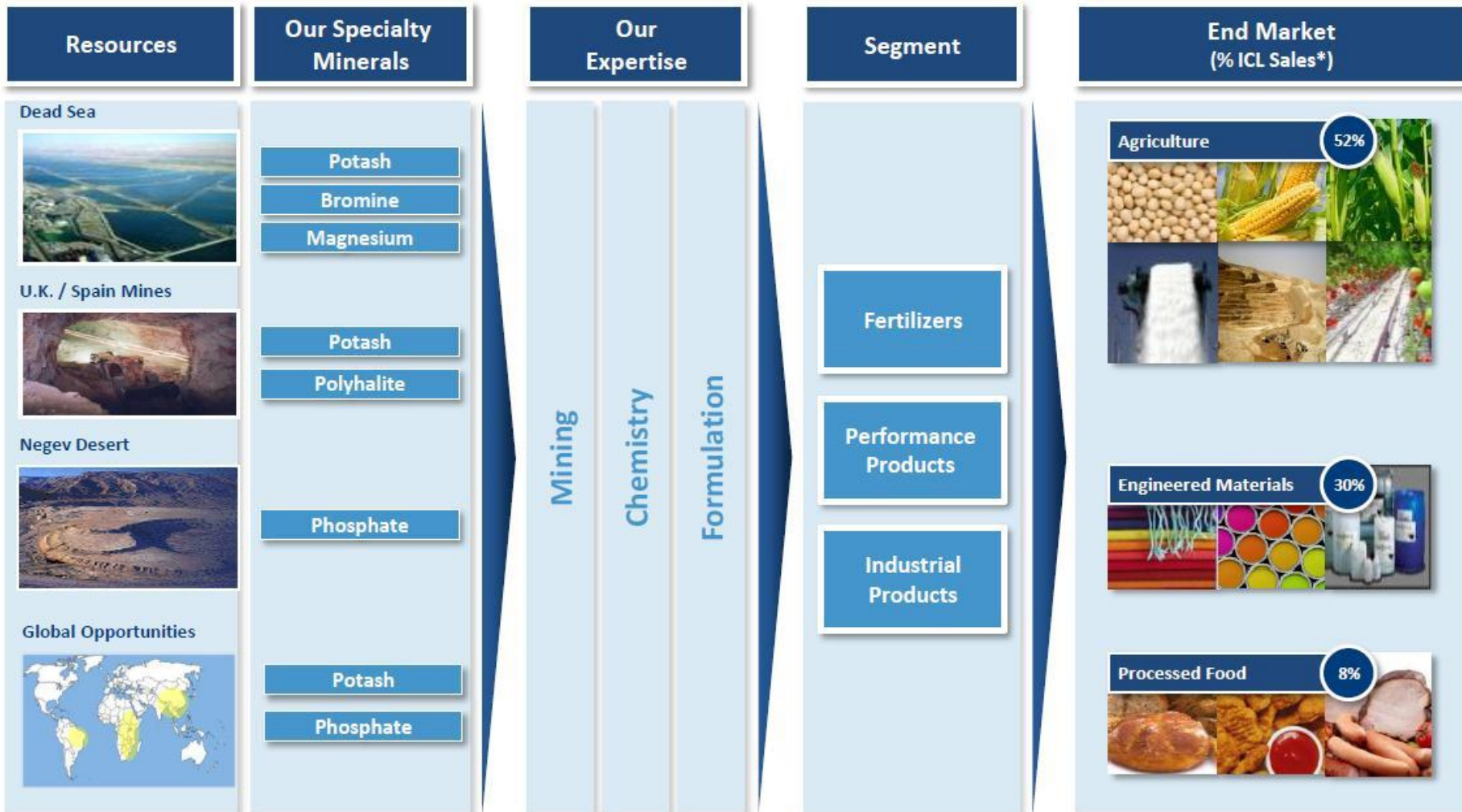
**BBB-**

Investment grade rating & stable outlook. Net debt to EBITDA reduced from 2.9 as of 2017 year-end to 2.2 as of June 30, 2018



**#2**

Second largest Israeli exporter\*







**Employees:** # 900  
# 300 active in the field every day!

**Production Facilities:** 9 (USA, UK, Netherlands, Belgium, Israel, Spain)

**Global Headquarter:** Waardenburg, The Netherlands

- **Most Safe Fertilizers** available.
- **50 Years** experience.
- **Global** presence.
- **Over 300 Advisors** in the field to support Peat Suppliers and End Users.
- **Wide and unique portfolio** on fertilizers for CNS



# Osmocote<sup>®</sup> Exact

# Start&Gro<sup>®</sup>

# Peters<sup>®</sup> Professional



# H<sub>2</sub>Gro<sup>®</sup>

# Universol<sup>®</sup>





**Proven performance,  
Expert advice**

[www.icl-sf.com](http://www.icl-sf.com)



**Highest safety for plants**

Osmocote®	Osmocote® Pro	Osmocote® Exact	Osmocote® Exact one
<ul style="list-style-type: none"> <li>Exclusive slow feeding</li> <li>✓ 100% water soluble</li> <li>✓ 100% granular</li> <li>✓ 100% granular</li> <li>✓ 100% granular</li> </ul>	<ul style="list-style-type: none"> <li>✓ 100% water soluble</li> <li>✓ 100% granular</li> <li>✓ 100% granular</li> <li>✓ 100% granular</li> </ul>	<ul style="list-style-type: none"> <li>✓ 100% water soluble</li> <li>✓ 100% granular</li> <li>✓ 100% granular</li> <li>✓ 100% granular</li> </ul>	<ul style="list-style-type: none"> <li>✓ 100% water soluble</li> <li>✓ 100% granular</li> <li>✓ 100% granular</li> <li>✓ 100% granular</li> </ul>
The Green choice			

Osmocote® Exact Osmocote® Exact Osmocote® Pro Osmocote® Bloom Osmocote® Start

[www.icl-sf.com](http://www.icl-sf.com)



**3 IN 1 ACTION**

- 1 Wetting up
- 2 Spreading and draining
- 3 Re-wetting

**Make irrigation easier  
and more effective!**

The unique wetting and conservation agent.

[h2gro.icl-sf.com](http://h2gro.icl-sf.com)



The background features several thick, curved lines in various colors including red, green, purple, brown, and teal. A dark blue horizontal band runs across the middle of the image, containing the text. The overall style is modern and abstract.

**Enjoy the Forum**