

SALT FORUM 2022



Grand Elysée Hotel, Hamburg, 15-17 November 2022

The new conference for global salt supply and markets



Supply Trends | Logistics | Processing Developments | Market Demand

Exhibitor



Supporting Partners

Salt Partners

Salt Market Information

SALT FORUM 2023

Strand Hotel Swakopmund, Namibia
6-9 November 2023



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Supply Trends | Logistics | Processing Developments | Market Demand

FIELD TRIP: VISIT TO WALVIS BAY SALT | 9 NOVEMBER

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Willkommen - Welcome to Hamburg!



EXHIBITOR



SUPPORTING PARTNERS



Salt Partners
Turning salt into gold

Salt Market Information

Independent, in-depth market analytics



Araltuz JSC
Atlas Salt Inc
Chowgule & Company (Salt) Pvt.
Ltd
Cofermin Chemicals
Compass Minerals
Convenience Foods (Lanka) Plc
Ebner GmbH & Co.KG
Eurosalt Handelmaatschappj B.V
GC Rieber Salt
Gulf Salt Company
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Salt Market Expert
Salt Partners Ltd
Schüssler Novachem GmbH
Schweizer Salinen AG
SEP Salt & Evaporation Plants Ltd
TEMA Process BV
Titan Salt
Walvis Bay Salt





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I enjoyed the conference very much and thought it was of an excellent quality.

Nils van der Plas, Executive Advisor, NEOM, Netherlands

The overall programme was good and knowledge orientated, good venue and well managed.

Sateesh Marihal, Manager Operations, Chowgule & Co. (Salt) Pvt Ltd, India

I'd like to thank you for your efforts in organising this essential and productive forum.

Mohamed Kamal, Operation & Production Manager, Gulf Salt Co., Saudi Arabia

Covered every angle of the salt business that interested me.

Carson Noel, Director, Atlas Salt Inc., Canada

Good programme and variety of attending organisations, perfect venue.

Jaap Venter, Maintenance Manager, Walvis Bay Salt, Namibia

Good programme, interesting conversations, and good audience.

Ruud Cleveringa, Sales Manager De-icing Salt, ICL Europe, Netherlands

Thank you very much for the great organised conference in Hamburg.

Sebastian Ebner, Project Engineer, Ebner, Germany

Thank you for organising a good conference.

Gregorie Marshall, Managing Director, Peacock Salt, UK

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Why Salt Forum 2022? Why now? Why INFORMED?

- The salt market deserves a regular, well-organised conference, providing an international networking and knowledge sharing hub
- In light of the demise of the *World Salt Symposium*, and more recently, Roskill's *Salt Conference*...
- ...INFORMED has stepped up to fulfil this requirement with **Salt Forum**
- **INFORMED** has proven track record of organising successful conferences for specific sectors of the industrial minerals business (as highlighted earlier)

Programmed with Intelligence | Moderated by Experts

PROGRAMME

WEDNESDAY 16 NOVEMBER

MARKET OVERVIEWS

09:00 **Welcome & Introduction**

Ismene Clarke, Director & Mike O'Driscoll, Director, INFORMED, UK

09:30 **Salt market trends & outlook**

Stefan Schlag, Salt Market Information, Switzerland

10:00 **Growth market insight & developments**

Euston Witbooi, Research Analyst, Project Blue, South Africa

10:30 COFFEE

SUPPLY 1: SOLAR | DESALINATION

11:30 **Solar salt for the chlor-alkali market**

Vladimir Sedivy, President, Salt Partners Ltd, Switzerland

12:00 **Will ZLD desalination be a “gamechanger” for the global salt market?**

Nils van der Plas, Executive Advisor, NEOM, the Netherlands

12:30 LUNCH

PROGRAMME

WEDNESDAY 16 NOVEMBER

SUPPLY 2: REGIONAL | DRILLING FLUIDS

- 14:00 **North American salt market**
Patrick Laracy, CEO, Atlas Salt Inc., Canada
- 14:30 **Rising global demand for Egyptian deicing salt**
Saddam Elsharef, President, Saddam Minerals Co., Egypt
- 15:00 **Recovery of salt from produced water coming from shale gas applications**
Kerstin Hirsch, Business Development Manager, SEP Salt & Evaporation Plants Ltd, Switzerland

15:30 COFFEE

DRINKS RECEPTION AND CLOSE OF DAY 1

PROGRAMME

THURSDAY 17 NOVEMBER

FOOD GRADE | PANEL DISCUSSION

- 09:00 **Food grade sea salt demand growth: the boosting factors**
Dr Giulio Piazzolla, Export Director, SAI-Sali Alimentari e Industriali srl, Italy
- 09:30 **PANEL DISCUSSION: Challenges & Opportunities**
Moderator: Mike O'Driscoll, INFORMED;
Panellists: Vladimir Sedivy, Salt Partners Ltd;
Stefan Schlag, Salt Market Information;
Euston Witbooi, Project Blue

10:00 COFFEE

PROCESSING

- 11:00 **Developments on fossil fuel free drying of salt using low temperature fluidised bed technology**
Maarten Holtkamp, Commercial Director, TEMA Process BV, Netherlands
- 11:30 **Innovations in dewatering and salt drying systems**
Robert van Voorst, Managing Director, Titan Salt, Netherlands

12:00 LUNCH & CLOSE OF CONFERENCE

Salt market challenges & opportunities

Key topics & questions of interest

- Rising salt demand
- Solar sea salt quality
- Impact of climate change on salt production
 - The very different carbon footprints between solar salt, rock salt and vacuum salt
 - Potential of sodium ion solid state batteries (NaCl + Ni cathode) playing a role in the future of energy transition?
 - Decarbonisation impact in general? eg. Solvay soda ash electrochem process piloted at Dombasle to use **20% less salt**
- New projects: which will come to fruition and when? how long will it take to absorb these volumes? What will be the impact on price?
- Megatrends - ageing population - growing population - energy efficiency
- What is state of salt replacement? Urgency? How dangerous is salt for health? Are companies still developing salt replacement?
- The future of PVC as the single largest market? Chlorine and disinfection?
- What was the effect of COVID on the salt market?

THURSDAY 17 NOVEMBER

09:30 **PANEL DISCUSSION: Challenges & Opportunities**

Moderator: Mike O'Driscoll, INFORMED;

Panellists: Vladimir Sedivy, Salt Partners Ltd;
Stefan Schlag, Salt Market Information;
Euston Witbooi, Project Blue



The world of salt supply & demand

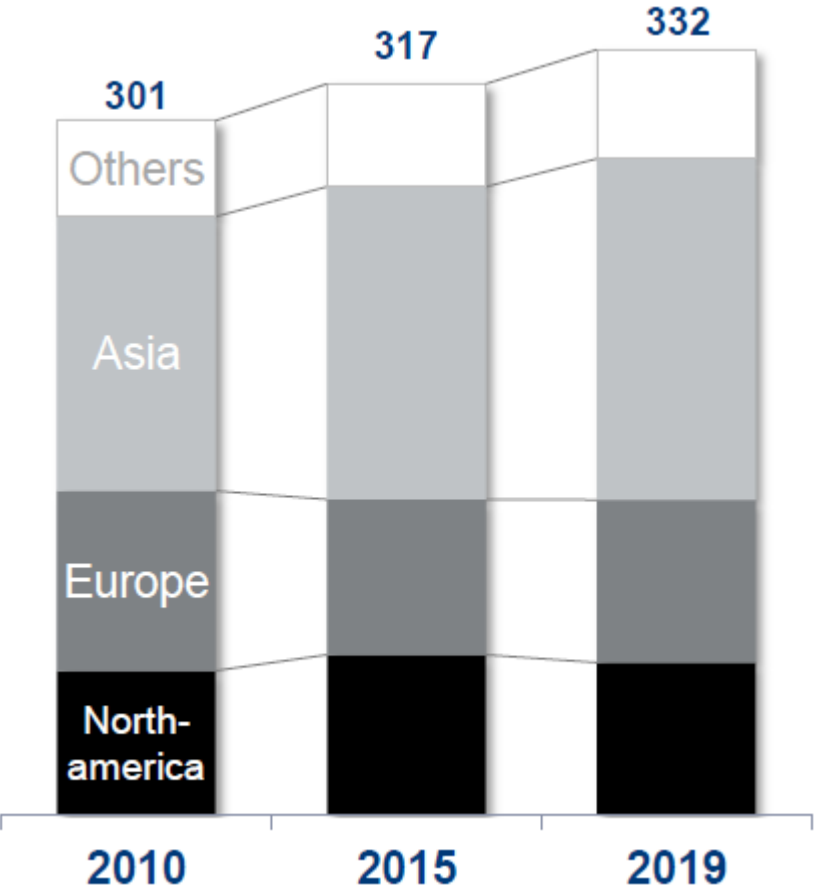


- 335m tonnes produced worldwide
- 50m tonnes exported by >50 countries

World salt production

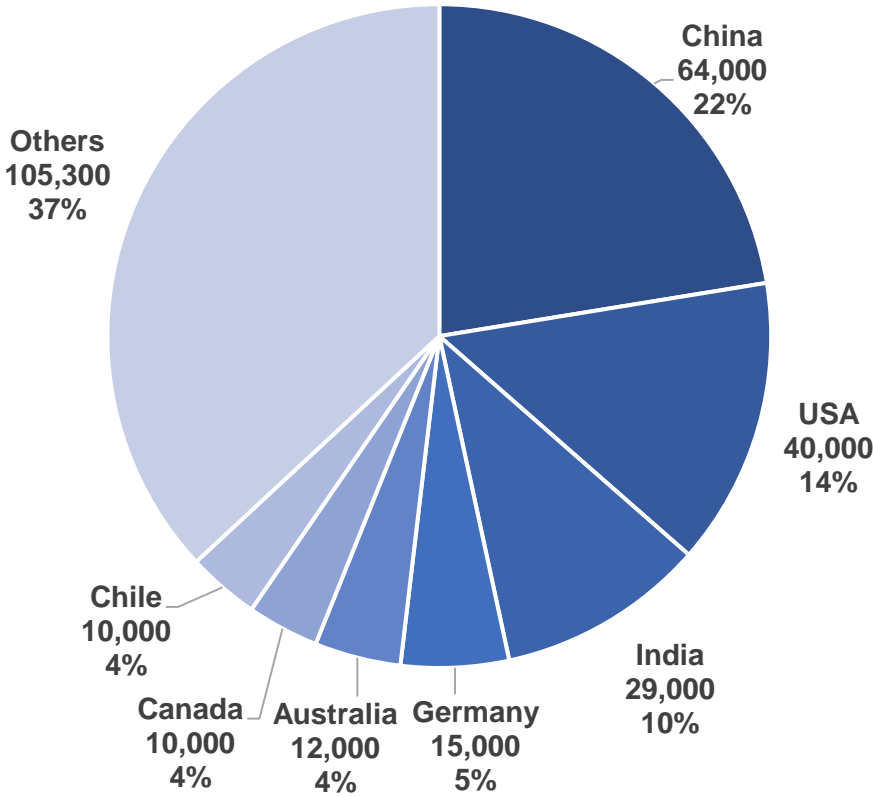
Estimates | 000s tonnes

K+S: world production reached a record of >330m tonnes in 2019; increasing by an average of 1% y-o-y from 2010 to 2019.



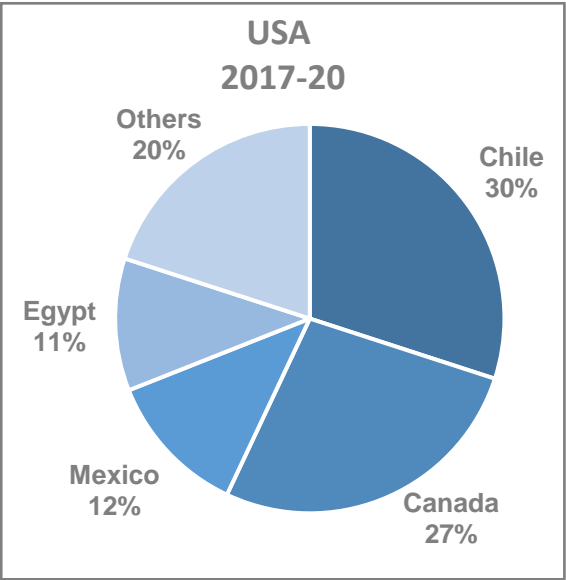
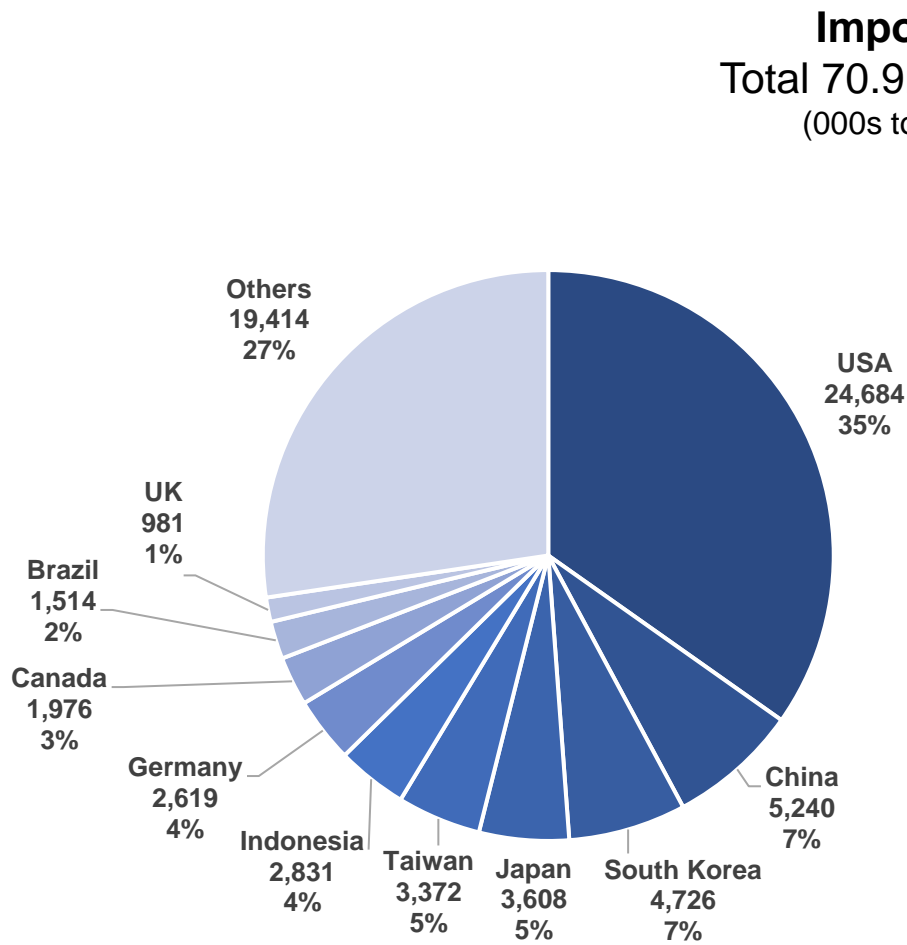
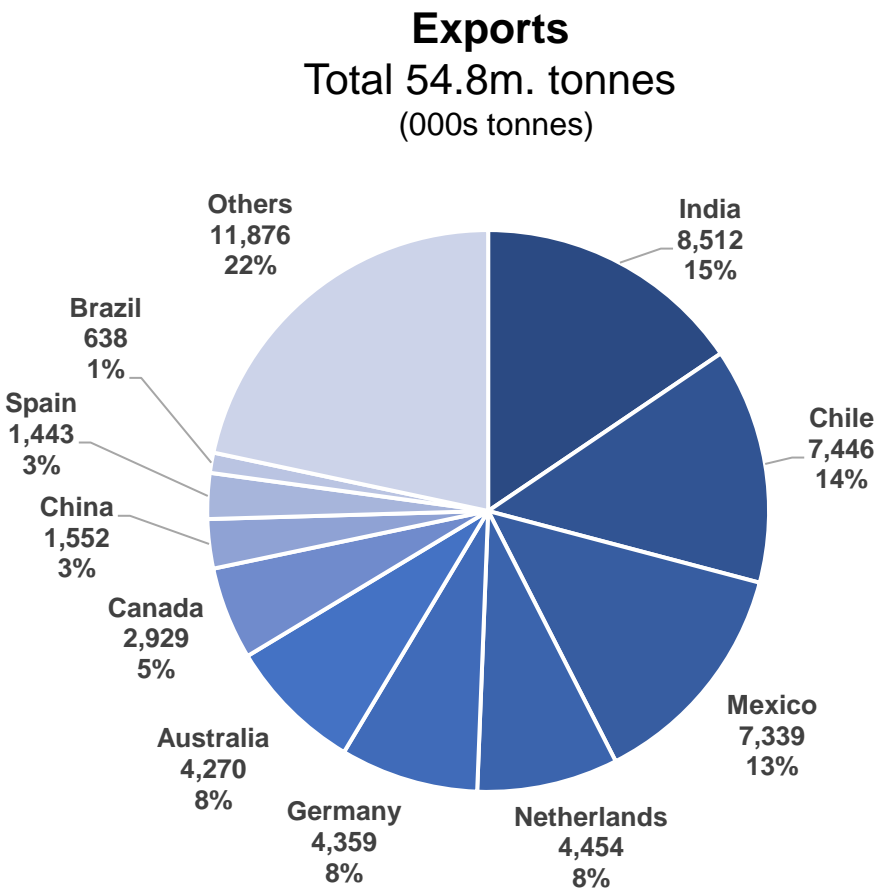
Source: K+S (2022)

USGS: The COVID-19 pandemic affected production and consumption of salt globally in 2020 and 2021.



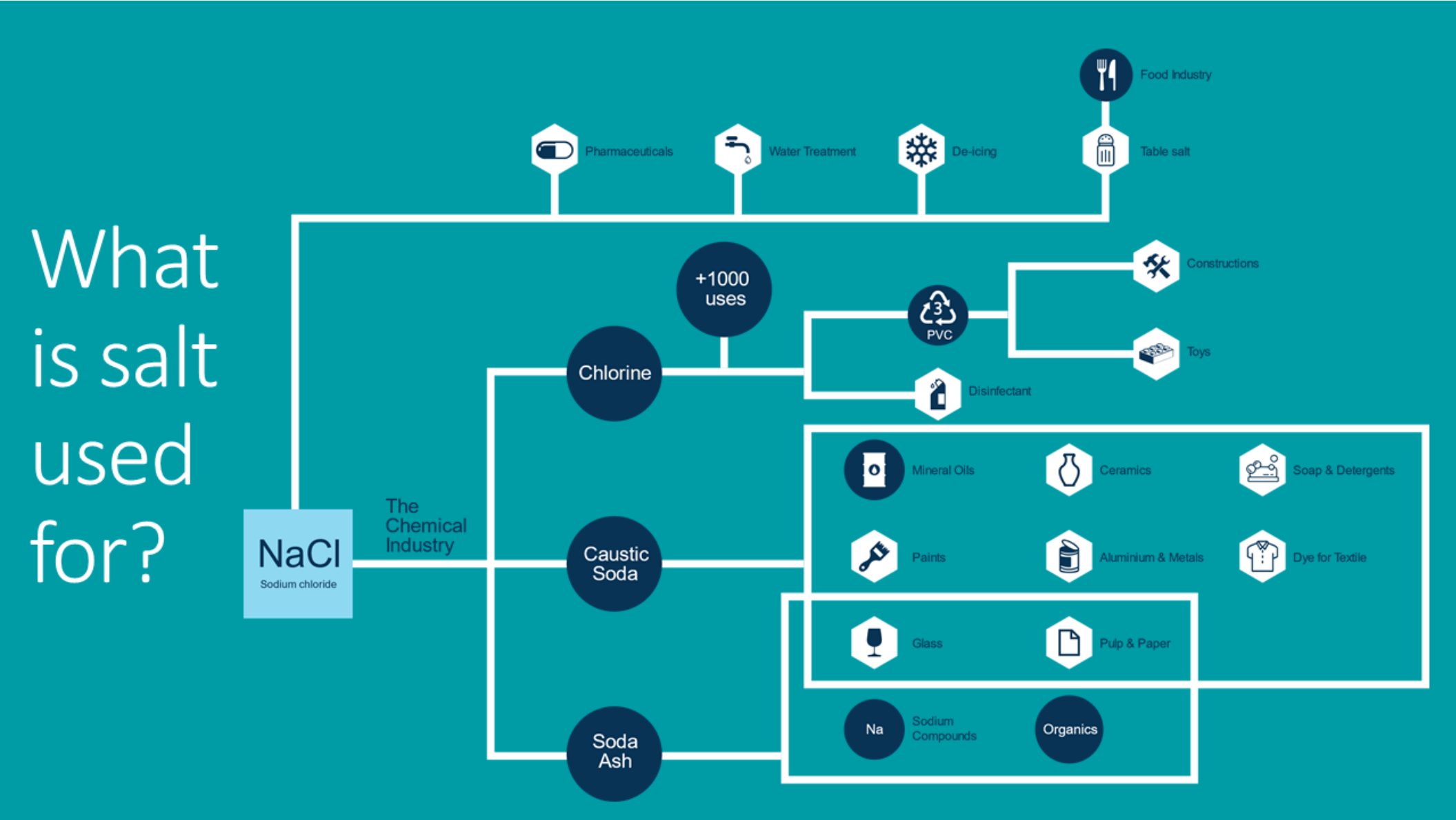
China	64,000
USA	40,000
India	29,000
Germany	15,000
Australia	12,000
Canada	10,000
Chile	10,000
Mexico	9,000
Russia	8,000
Brazil	7,400
Turkey	6,900
Netherlands	6,200
France	5,400
UK	4,700
Spain	4,200
Pakistan	4,000
Poland	4,000
Djibouti	3,200
Saudi Arabia	2,700
Iran	2,600
Italy	2,000
Ukraine	2,000
Other countries	33,000
Total	290,000

World salt trade 2021



Source: Independent industry sources; USGS

World salt market demand

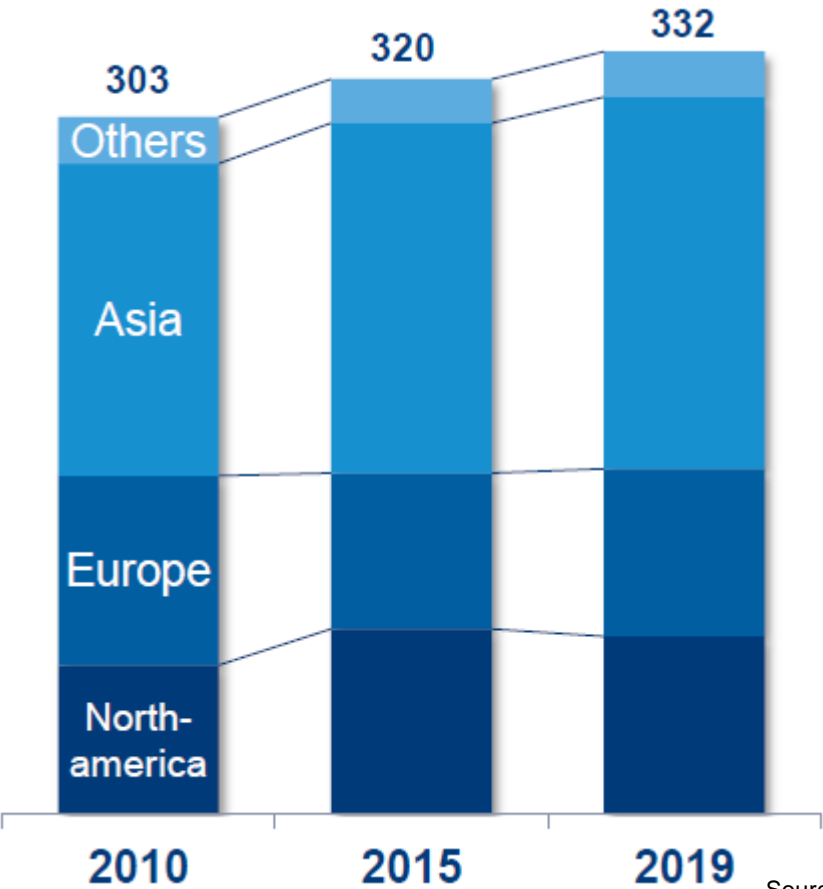


Source: eusalt

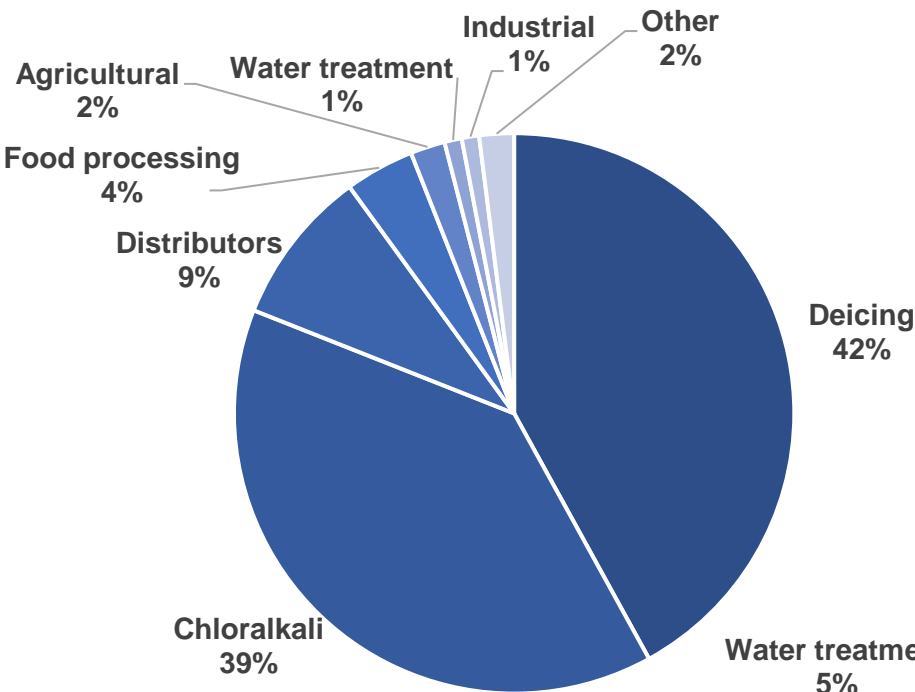
World salt market demand

World salt consumption 2010-2019

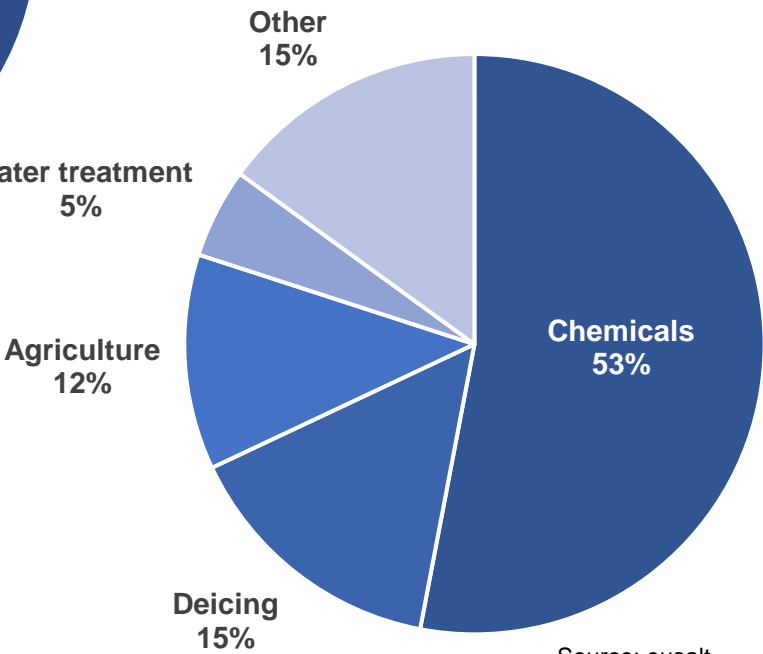
- 2010 to 2019 global salt consumption increased by about 0.90% y-o-y to a record 332m tonnes.
- Chloralkali demand rising for caustic soda & PVC manufacture, especially in Asia.



US salt consumption 2021

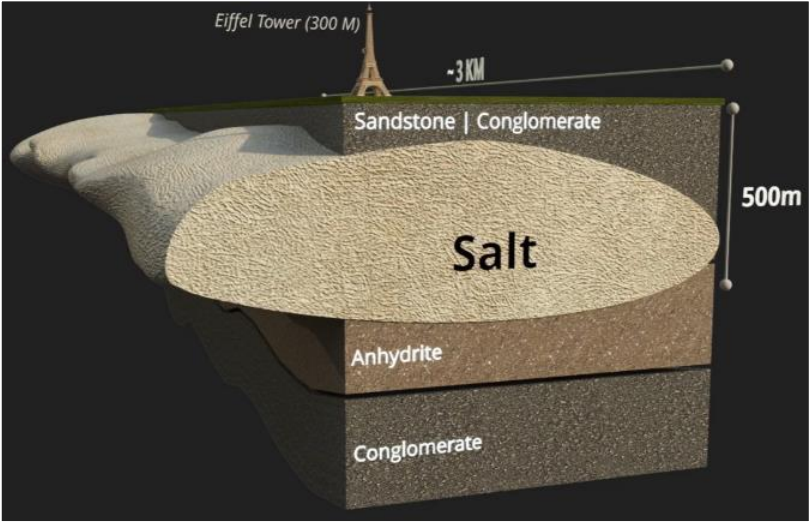


EU salt consumption



New salt supply sources

New sources of salt are being developed to meet the rising demand for salt worldwide.



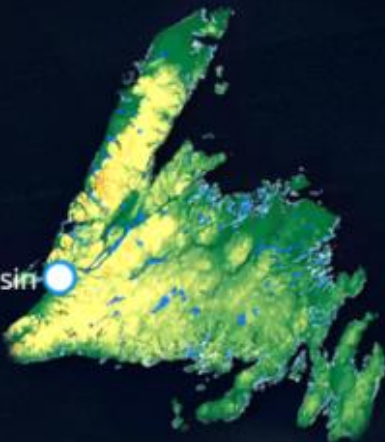
Great Atlantic Salt Project, Atlas Salt



- Massive high-grade homogeneous deposit
- Environmentally friendly "green" project
- No chemical processing, no toxic tailings
- Can reduce global carbon emissions by replacing overseas imports
- Immediately adjacent to deep water port



ATLAS SALT
Bay St. George Sub-Basin



New salt supply sources

New sources of salt are being developed to meet the rising demand for salt worldwide.

Salt activity in the Pilbara region, Western Australia



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OILFIELD MINERALS & MARKETS **FORUM** HOUSTON 2023

Hilton Houston Post Oak, Hilton, 9-11 May 2023

MAG**FORUM** 2023

Magnesium Minerals & Markets Conference

30 May-1 June 2023, Grand Hotel Dino,
Baveno, Lake Maggiore (Milan)

FLUORINE **FORUM** 2023

Pullman Cannes Mandelieu
16-18 October 2023

SALT **FORUM** 2023

Strand Hotel Swakopmund, Namibia
6-9 November 2023

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Sponsorship/Exhibit/Registration Enquiries

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Programme/Speaker Enquiries

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- **Launched in January 2015**
- **Extensive experience & reputation**
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FLUORINE FORUM 2022

Pan Pacific Hanoi

11-14 October 2022

MASAN

FIELD TRIP TO MASAN'S NUI PHAO OPERATION

PLEASE NOTE NEW DATES!!

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MAGFORUM 2022

Magnesium Minerals & Markets Conference

Grand Hotel Huis ter Duin (Noordwijk), Amsterdam — 7-9 June 2022

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FIELD TRIP: NEDMAG VEENDAM OPERATION

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- World production
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ASBESTOS				●				●	
ATTAPULGITE		●	●						
BADDELEYITE				○		●	●		○
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BAUXITE	●				●	●	●		

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