IMFORMED
Industrial Mineral Forums & Research

SUMMARY SLIDE DECK

SALT FORUM 2026

Pullman Cannes Mandelieu
16-18 November 2026





Supply Trends | Logistics | Processing Developments | Market Demand

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Salt & Evaporation Plants Ltd.

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KUEHNE COMPANY ESTABLISHED IN 1919

LAEIS a company of SACMI

Salt Partners *Turning salt into gold*

shriraam salt engineering

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INTERNATIONAL SALT ALLIANCE

PROJECT BLUE

Salt Market Information

Bonjour! Welcome!
to Mandelieu-La Napoule



















Bonjour! Welcome!
to Mandelieu-La Napoule

Place de la Fontaine



GALLERY: Welcome Reception



Salt & Evaporation Plants Ltd.





























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Salt Market Information

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Agrocel Industries Private Limited
ASAL Group
Atlas Salt Inc
Australian Saltworks Pty Ltd
BlueSpeed Pte Ltd
Chowgule & Company Salt Private Ltd.
Crystal Dignity (M) Sdn Bhd
Dampier Salt - Rio Tinto
Don Valley Engineering Co Ltd
Dow Jones Energy
El Nasr Salines Co.
ElectroDream Company
Energy Eg Co
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Karl Mielke Consulting BV
Kuehne Chemical Company
K-UTEC AG Salt Technologies
Kuyalnyk Salt Works LLC
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TOMRA Mining
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Walvis Bay Salt
Zoutman

Salt Forum 2026, organised by IMFORMED in Cannes, France, has been an enriching experience. I had the opportunity to engage with industry players and gain valuable insights into developments in salt production, technology, processing, refining and the opportunities shaping the global salt industry.
Christiana Okyere, COO, McDan Group Company Ltd, Ghana

The MaxiSalt team travelled to the French Riviera for the Salt Forum 2026 and spent three days with salt producers, technology providers and industry bodies from around the world. The programme covered the big questions shaping our sector. As always, some of the most valuable moments happened between sessions. We came back with new contacts, fresh perspectives on where the market is heading and plenty of ideas to keep bringing the right salt to the right site, the right way. Thank you to IMFORMED for organising such a great forum. See you at the next one!
MaxiSalt, Spain

A special thank you to IMFORMED for the excellent organisation and a highly successful Salt Forum 2026!
K-UTEC, Germany

Thanks so much to IMFORMED for putting together such a great event. The IMFORMED Salt Forum is the premier event for salt industry experts and professionals from across the globe.
Matt Fathelbab, Salt Industry Professional, Egypt

Good conversations, new perspectives and valuable insights from the salt industry – Ferrum at Salt Forum 2026 in Cannes. Even with decades of experience, there is always something new to learn. We wanted to hear firsthand where the industry is heading, understand changing market needs and explore how we can continue to adapt our solutions. It was a great opportunity to reconnect with familiar faces, meet new people and exchange ideas with colleagues from across the industry.
Ferrum Process Systems Ltd, Germany

Thank you for organising such a well-run Forum. It was my first Salt Forum, and I really enjoyed it. The programme was excellent, and it was great to meet so many people from the industry in one place. I'll definitely be back next time.
Jelle Martens, Sales Manager, Ventilex, Netherlands

Thank you for organising such a well-structured event. We connected with several potential new customers and had interesting discussions about possible new projects. We will likely participate again next time.
Jens-Holger Schmidt, CEO, SEP Salt & Evaporation Plants Ltd, Switzerland

Why are we here?

SALT FORUM 2022

Grand Elysée Hotel, Hamburg, 15-17 November 2022

The new conference for global salt supply and markets

SALT FORUM 2023

Strand Hotel Swakopmund, Namibia
6-9 November 2023

SALT FORUM 2024

Intercontinental Hotel Abu Dhabi
18-20 November 2024

SALT FORUM 2025

Intercontinental Hotel Abu Dhabi
17-19 November 2025

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The world of salt supply & demand







- 343m tonnes produced worldwide
- 50m tonnes exported by >50 countries

- For most applications, no economic substitutes or alternatives.
- Deicing, certain chemical processes, food flavouring: calcium chloride, calcium magnesium acetate, hydrochloric acid, & potassium chloride can be substituted for salt, *but at higher cost.*

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Diversity of salt production

Rock salt

Conventional mining



19%

Sea/solar salt

Crystallisation of sea water



39%

Evaporated salt

Recrystallization of purified brine



8%

Brine

Controlled solution mining



34%

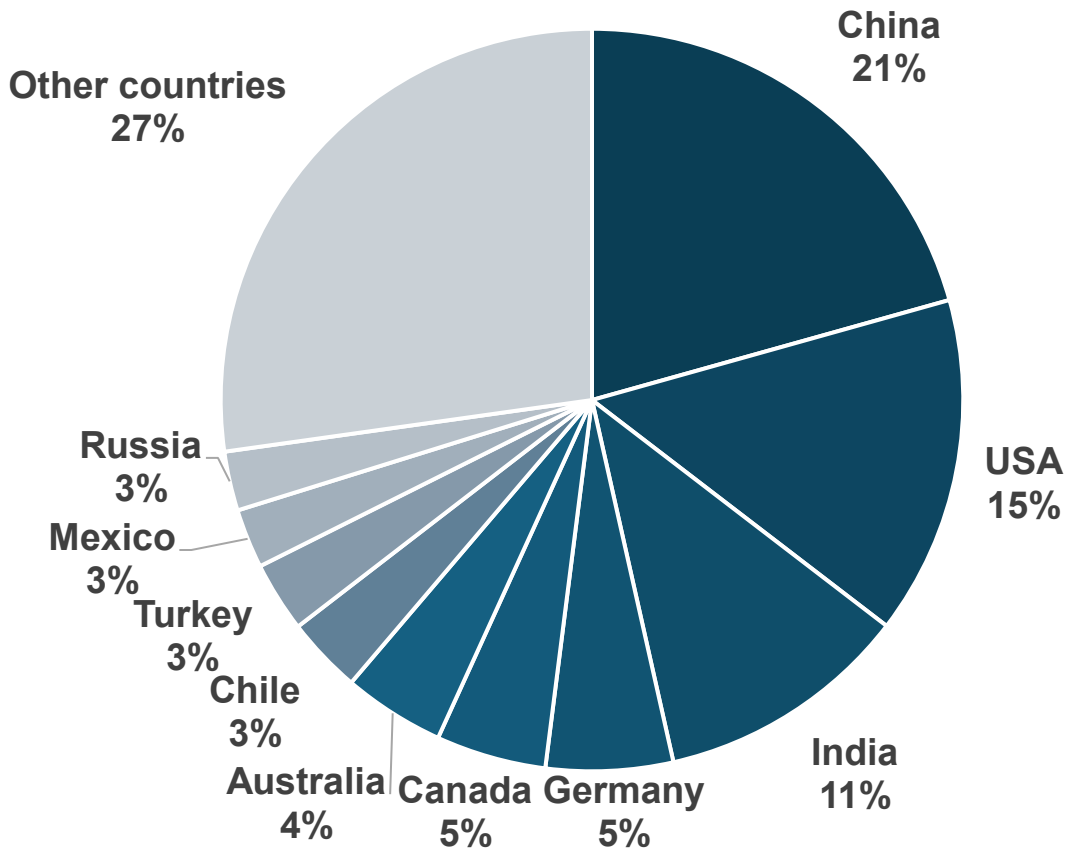
Source: Salt Market Information/Project Blue

World salt production

Estimates | 000s tonnes

World total 270m tonnes 2025 | down 3.6% on 2024

USGS
science for a changing world



Country+	'000s tonnes	
China	56,000	
USA	40,000	
India	30,000	-11.8%
Germany	15,000	
Canada	13,000	+22.6%
Australia	12,000	
Chile	9,000	
Turkey	8,300	
Mexico	7,000	
Russia	7,000	
Brazil	6,600	
Netherlands	5,400	
France	4,500	
Iran	4,200	
Poland	4,100	+20.6%
Spain	4,000	
Pakistan	3,100	
Bulgaria	2,700	
UK	2,600	
Saudi Arabia	2,400	
Egypt	2,300	
Belarus	2,000	
Italy	1,900	-36.6%
Other countries	28,000	
World total (rounded)	**270,000**	

73%

27%

Source: USGS 2026

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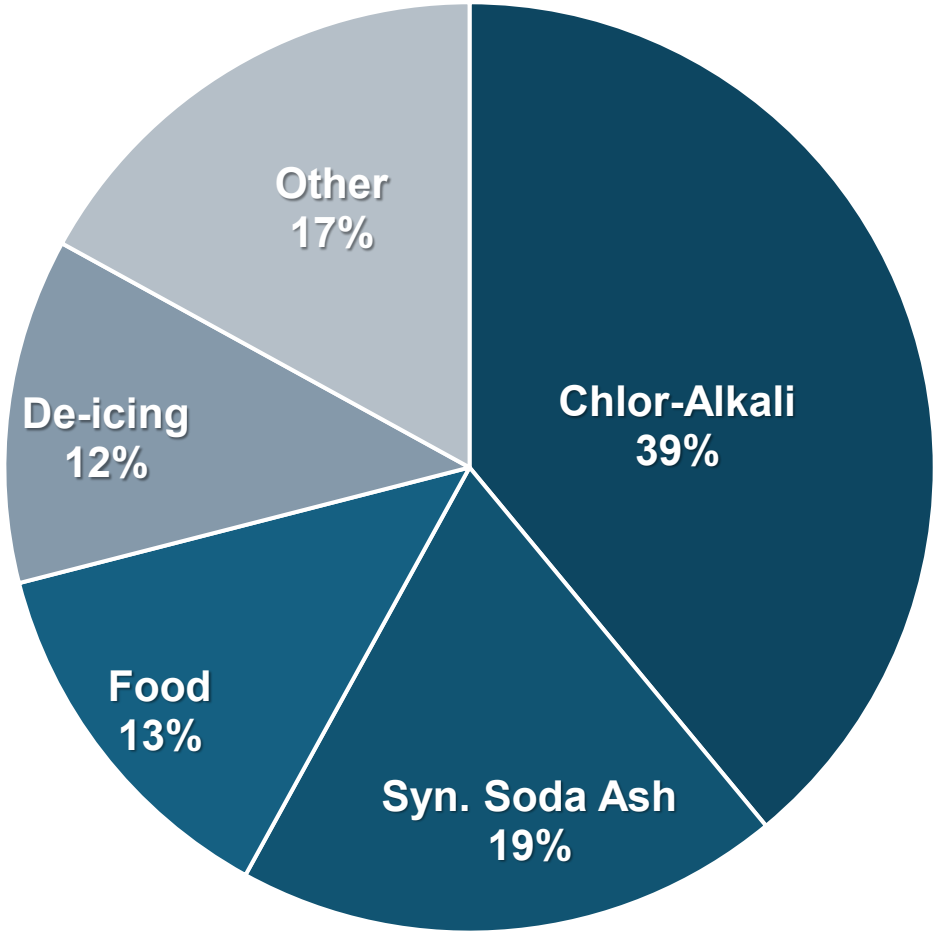
World salt market demand



Source: Project Blue 2025

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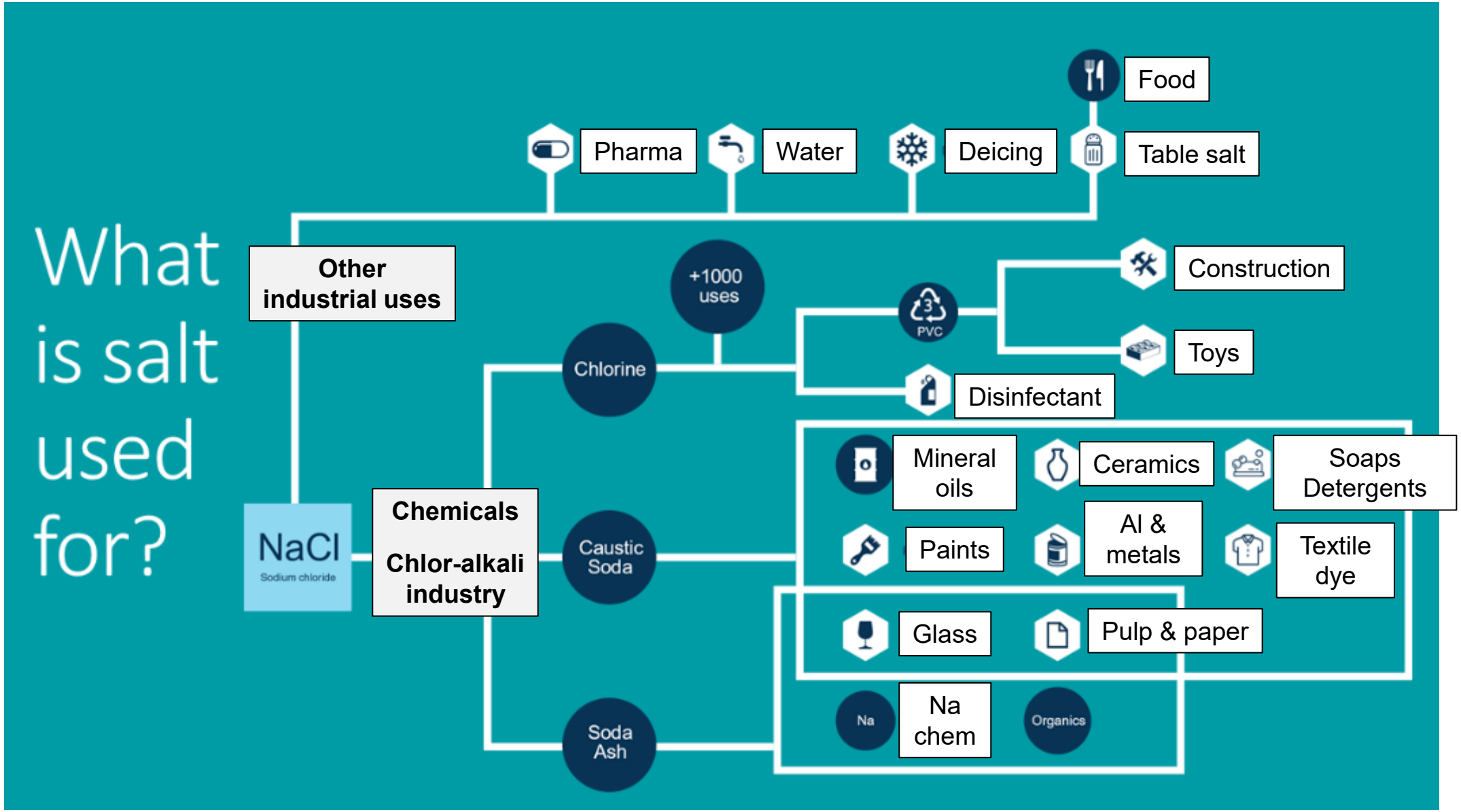
World salt market demand



Source: adapted from EUsalt

Salt industry's key strategic priorities

World Salt Industry Journal Annual Edition
Global Salt Industry Review | January–December 2025
October 15, 2026

1. **Production efficiency:** Improving yields and reducing operating costs.
2. **Product quality:** Developing consistent specifications for food, chemical and industrial applications.
3. **Export infrastructure:** Strengthening storage, port access and bulk-handling capabilities.
4. **Downstream integration:** Evaluating opportunities in refining, bromine recovery and chemical manufacturing [+ other salts, fertiliser]
5. **Weather resilience:** Improving drainage, forecasting and seasonal harvesting plans.
6. **International cooperation:** Building partnerships among manufacturers, exporters, researchers and technology providers.
7. **Environmental responsibility:** Integrating environmental safeguards into new projects and existing operations.

8. **Global supply developments**
   - **New source developments**: N. America, Africa, Australia, Asia
   - **Expanding capacity developments:** Chile, Mexico, Turkey, Indonesia



Namibia Walvis Bay Salt bulk exporter to value-driven, multi-product operation: innovative JV with international partners to extract K_2SO_4 fertilizer from discarded brine waste; US$10m quayside infrastructure upgrade



Australia BCI Minerals' Mardie Salt Project: "officially transitioned from construction to early production"; crystalliser commissioning. *Courtesy Alison Saxby, Project Blue, Nov. 2026*



Mexico ESSA's 2026-2030 Roadmap announced July 2026: prod. cap. to increase nearly 12% to 8.5m tpa for US and APAC markets.

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PROGRAMME

TUESDAY 17 NOVEMBER

INTRODUCTION | OVERVIEWS

08:45 **Welcome & Introduction**
Mike O'Driscoll, Director, IMFORMED, UK

09:15 **Global salt market overview**
Stefan Schlag, Managing Director, Salt Market Information, Switzerland

09:45 **Unlocking the value of complex brines**
Jens-Holger Schmidt, CEO, & Dr. Marek Kroslak, Sales & Process Engineer, SEP Salt & Evaporation Plants Ltd, Switzerland

10:15 COFFEE SPONSORED BY

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PROGRAMME

TUESDAY 17 NOVEMBER

N. AMERICA | EUROPE

11:15 **North American salt market & the Great Atlantic Salt Project**
Nolan Peterson, CEO, Atlas Salt, Canada

11:45 **US de-icing salt market and its demand on domestic and overseas sources**
Matt Fathelbab, Salt Industry Professional & Founder, Salt Industry News, Egypt

12:15 **Salt for the Next Generation: combining innovation & tradition**
Adriana Nosewicz, Managing Director, EUsalt, Belgium

12:30 LUNCH SPONSORED BY VEOLIA

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PROGRAMME

TUESDAY 17 NOVEMBER

AFRICA: TUNISIA | GHANA

14:00 **Tunisia's salt production and markets**
Wafy Damak, Export Director, General Salt Co. - SOTUSEL / SOSASEL, Tunisia

14:30 **Positioning Ghana to become the leading salt producer for West Africa**
Kwame Apeaning, CEO, Precious Premium Salt & Ghana Chamber of Salt Producers-Exporters, Ghana

Presented by Dr Daniel McKorley, Chairman, McDan Group, Ghana

15:00 **From concession to global competitiveness: Unlocking West Africa's salt production potential**
Dr. Daniel McKorley, Chairman, McDan Group, Ghana

15:15 COFFEE

Dr. Daniel McKorley, Chairman, McDan Group, Ghana

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PROGRAMME

TUESDAY 17 NOVEMBER

BRINE PROCESSING INNOVATIONS

15:45 **Unlocking new value from solar sea salt bitterns and desalination reject brine**
Markus Pfänder, Executive Director, K-UTEC AG Salt Technologies, Germany

16:15 **Membrane brine concentration: Enabling next-generation brine mining & salt production**
Dr Basel Abusharkh, CEO, Osmosys Technologies, USA

QUALITY CONTROL: ANALYSIS | SORTING

16:45 **Best practices in salt analysis for the chlor-alkali market**
Azade Zaretabibi, Snr. Mgr. Quality & Lab Services & David Miyamoto, Technical Lab Mgr., Kuehne Co., USA

17:15 **Optical sorting in salt mining: upgrading salt for higher-value applications**
Johannes Hornung, Area Sales Manager Europe – Mining, Steinert GmbH, Germany

17:45 CLOSE OF CONFERENCE & NETWORKING DRINKS RECEPTION



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PROGRAMME

WEDNESDAY 18 NOVEMBER

MARKETS: CHLOR-ALKALI | APAC | ISA

09:00 **Chlor-alkali market review and outlook**
Angel Fernandez, Director Chlor-Alkali EMEA, Dow Jones Energy, UK

09:30 **APAC salt market review outlook**
Takashi Kawada, Director, Pacific Commodities Exchange Pte Ltd (PCE), Singapore

10:00 **International Salt Alliance**
Wouter Lox, Coordinator, International Salt Alliance, Belgium

10:15 COFFEE

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PROGRAMME

WEDNESDAY 18 NOVEMBER

PROCESSING DEVELOPMENTS

11.00 **High purity solar salt production technology: comparison between operations in Mexico & Australia**
Vladimir Sedivy, President, Salt Partners Ltd, Switzerland

11:30 **40 Years of evolution in salt production: From energy intensive to integrated solutions**
Robert van Voorst, CEO, Titan Salt, the Netherlands

12:00 **Salt plant project developments**
Balasubramanian Ramachandran, Managing Director, Shriraam Salt Engineering Pvt Ltd, India

12:30 **Circular Economy: Introduction of a high-end salt recovery system**
Eörs Kondorosy, Sales and Process Director, VEOLIA, Switzerland

13:00 LUNCH & CLOSE OF CONFERENCE

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Chairpersons



Mike O'Driscoll
Director, IMFORMED



Sean Hoffmann
Senior Analyst, Project Blue

Staff present to assist



Maria Bernard
Sales Manager, IMFORMED



Gerry Clarke
Co-Owner, IMFORMED



Callum O'Driscoll
Conference Assistant, IMFORMED

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Programme/Speaker Enquiries
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  - Industrial Minerals Supply/Demand
  - Refractory Minerals
  - China
  - India
  - Oilfield Minerals

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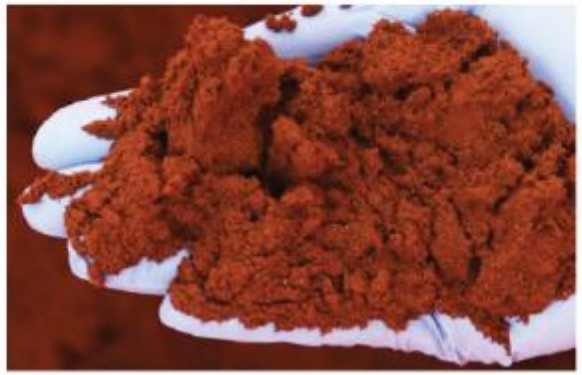
MINERAL RECYCLING FORUM 2027

Pullman Cannes Mandelieu, 12-14 April 2027

Secondary raw material sources, supply, processing, and markets







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MAGFORUM 2027

Magnesium Minerals & Markets Conference

Akra Hotel, Antalya, 24-26 May 2027







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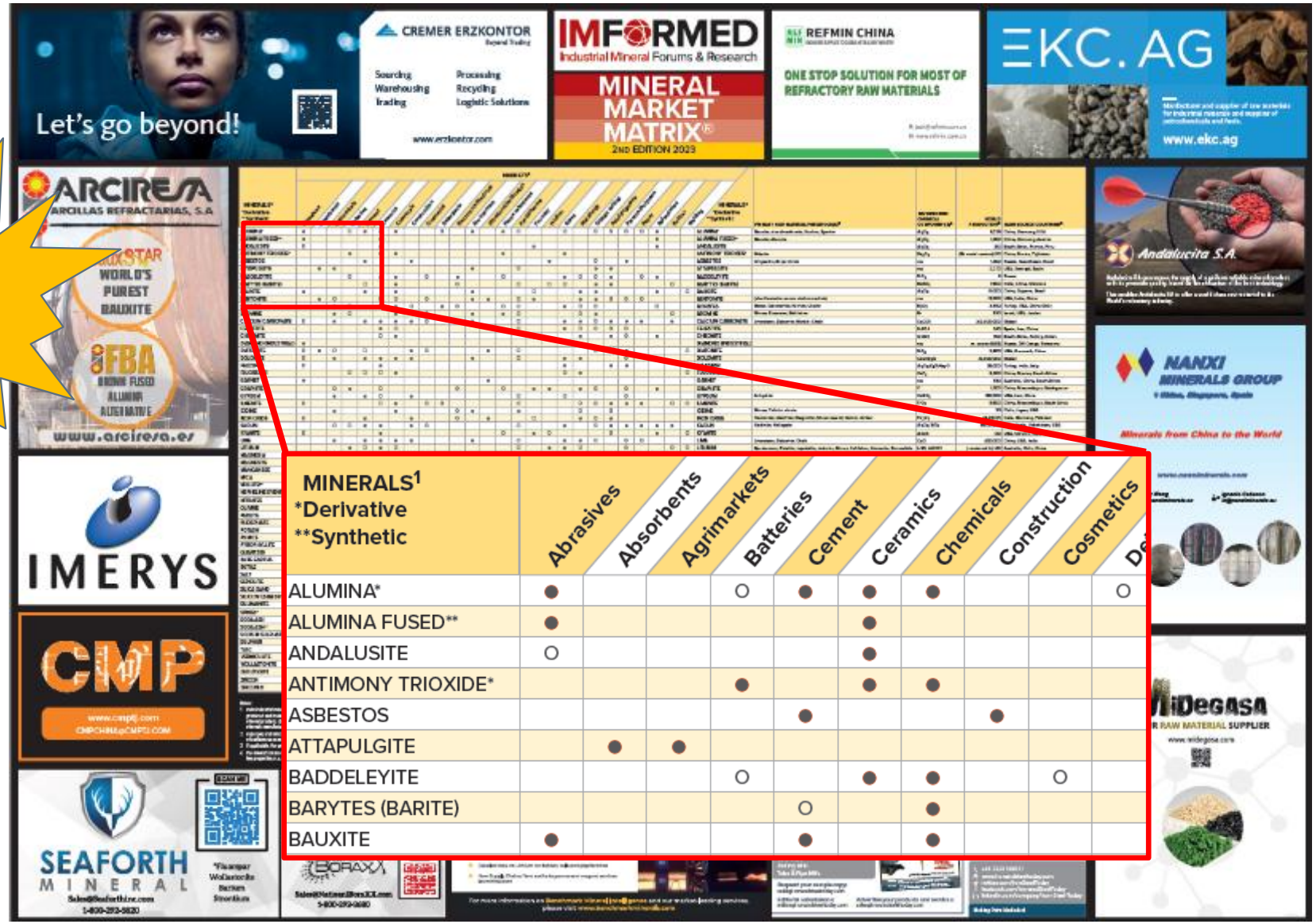
MINERAL MARKET MATRIX

2nd Edition 2023

AT A GLANCE A-Z GUIDE WHICH MINERALS FOR WHICH MARKETS

- Leading industrial minerals
- Main raw material feedstock
- Key specified chemical component
- World production
- Main source countries
- Leading consuming markets



MINERALS[1] *Derivative **Synthetic	Abrasives	Absorbents	Agrimarkets	Batteries	Cement	Ceramics	Chemicals	Construction	Cosmetics	De
ALUMINA*	●			○	●	●	●			○
ALUMINA FUSED**	●					●				
ANDALUSITE	○					●				
ANTIMONY TRIOXIDE*				●		●	●			
ASBESTOS					●			●		
ATTAPULGITE		●	●							
BADDELEYITE				○		●	●		○	
BARYTES (BARITE)					○		●			
BAUXITE	●				●		●			

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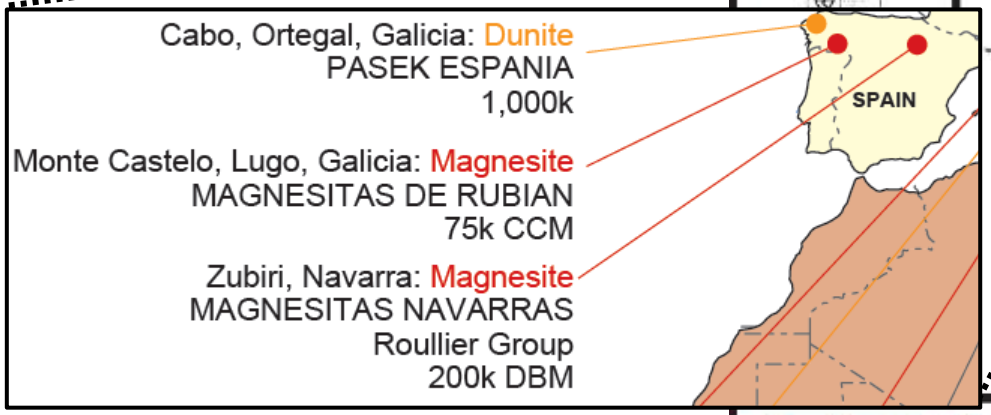
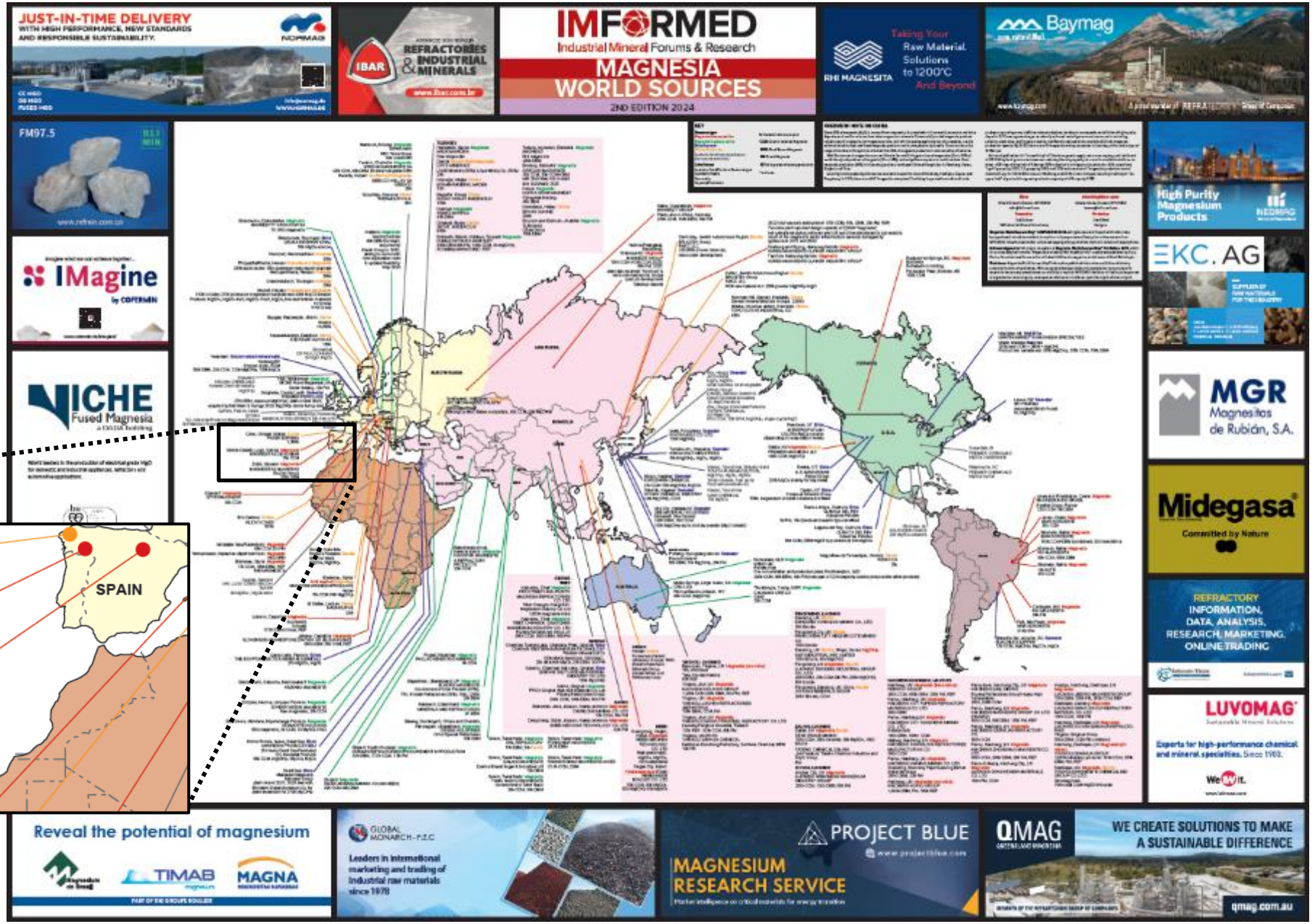
Networking and knowledge for the industrial minerals business

MAGNESIA WORLD SOURCES MAP

2nd EDITION 2024

PRIMARY WORLD SOURCES AND PRODUCTION CAPACITY OF KEY MAGNESIA RAW MATERIALS





2024 EDITION PICK UP YOUR COMPLIMENTARY COPY AT OUR STAND TODAY !!

SALT FORUM 2026
Pullman Cannes Mandelieu
16-18 November 2026



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Salt Forum 2027

Interested in speaking, sponsorships, or exhibiting?

Please contact as soon as possible:

Presentations: Mike O'Driscoll mike@imformed.com
Sponsorship/Exhibition: Maria Bernard maria@imformed.com

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