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Hungary Fertilizer Overseas Market Analysis Report

Report Updated: June 30, 2026 | Data up to: June 2026 (partially using previous values)

Hungary Fertilizer Core Conclusions

Hungary's fertilizer market has an import dependence rate exceeding 80%, with annual imports of around 1.2-1.5 million tons. Russia, Poland, and Germany are the top three source countries. Due to ongoing EU sanctions on Russia, the supply chain is accelerating its shift toward diversification, with CIF prices for urea and phosphate fertilizers remaining high and volatile. Domestic nitrogen fertilizer capacity is limited, and phosphate and potash fertilizers are almost entirely reliant on imports.

⚠ Geopolitical Risk remains the greatest source of uncertainty. Agricultural demand remains stable, but EU Green Agriculture policies will curb the growth rate of fertilizer consumption in the medium to long term. The overall market exhibits a "three-high" characteristic of high import dependence, high price sensitivity, and high policy risk.

Import Dependence Rate: ~83%-87% (Hungarian Central Statistical Office (KSH) 2024 Annual Report)

Total Annual Imports: ~1.28-1.48 million tons (2024 Customs Data)

Nitrogen Fertilizer Consumption Share: ~63%, Phosphate: ~14%, Potash: ~23%

Source: Hungarian Central Statistical Office (KSH) 2024 Annual Trade Report; Eurostat Q1 2025 Trade Data Update

Supply & Demand Fundamentals

Hungary's annual fertilizer consumption is approximately 1.3-1.5 million tons (equivalent to about 650-750k tons of pure nutrients), with domestic production meeting only 15%-20% of demand, leaving the gap to be filled by imports. Consumption is dominated by nitrogen fertilizers, primarily used for maize, wheat, and sunflower cultivation. Consumption volumes remained stable during the 2024-2025 planting season without significant fluctuations.

Indicator	Value	Year / Source
Total Annual Consumption (Bulk Weight)	~1.35-1.5 million tons	2024 / KSH Estimate
Domestic Annual Output (Bulk Weight)	~220-280k tons	2024 / Hungary Industrial Statistics
Annual Net Imports	~1.1-1.25 million tons	2024 / Eurostat
Import Dependence Rate	83%-87%	2024 / KSH

Source: Hungarian Central Statistical Office (KSH); Eurostat Comext Database, updated March 2025

China Market Status

As the world's largest producer and exporter of fertilizers, China's annual urea output exceeded 55 million tons and diammonium phosphate (DAP) output reached approximately 16 million tons in 2024-2025. Domestic urea ex-factory prices fluctuated within the range of CNY 1,750-2,100/ton in 2025, while phosphate fertilizer prices remained high supported by phosphate rock costs. Data for June 2026 uses previous figures, with no latest public monthly updates available.

Urea Ex-factory Price (Shandong): ~CNY 1,850-2,050/ton (Dec 2025, Longzhong Information)

DAP Ex-factory Price (Hubei): ~CNY 3,500-3,750/ton (Q4 2025)

China Total Fertilizer Exports (2025): ~24 million tons (GACC Annual Data)

Urea Operating Rate: ~72%-78% (Q4 2025, previous values)

Source: Longzhong Information Fertilizer Market Monthly Report, Dec 2025; General Administration of Customs of China (GACC) 2025 Annual Export Statistics

Hungary Market Status

Hungary's fertilizer market is import-driven, with CIF prices remaining high in 2024-2025. CFR Hungary prices for urea range from approximately $380-440/ton, and DAP from $560-620/ton. The structure of major import source countries is shifting: Russia's share has dropped from ~35% pre-war to ~22%-25%, while shares from Poland and Germany have increased. ▲ High Prices

Product	CFR Hungary Estimate	Trend
Urea (Granular)	$380-440/ton	→ High Volatility
Diammonium Phosphate (DAP)	$560-620/ton	↑ +6% YoY
Muriate of Potash (MOP)	$310-360/ton	↓ -4% YoY

Source: Argus Media European Fertilizer Price Assessments Q4 2025; June 2026 data uses previous figures, no latest public updates available

Product Segment Structure

Hungary's fertilizer imports are dominated by nitrogen fertilizers (urea, ammonium nitrate) accounting for over 55%; phosphate fertilizers (DAP/MAP) and potash fertilizers (MOP) account for ~15% and ~20% respectively; NPK compound fertilizers account for ~8%-10%. The import structure of sub-categories is clear, with nitrogen fertilizer sourcing having the highest degree of diversification.

Product Segment	Annual Imports (k tons)	Main Source Countries
Urea (Nitrogen)	~550-650	Russia, Poland, Romania
Diammonium Phosphate (DAP)	~150-200	Morocco, Russia, Germany
Muriate of Potash (MOP)	~220-280	Belarus (via Poland), Russia
NPK Fertilizers	~100-140	Germany, Poland, Austria

Source: Eurostat Comext HS Chapter 31 2024 Annual Trade Data; Hungary KSH Import Statistics

Core Product Supply & Demand

Urea is the core product in the Hungarian fertilizer market, with annual consumption of approximately 600-700k tons, almost entirely dependent on imports. There is only one small domestic urea producer (with an annual capacity of ~150k tons), with actual output of about 100-120k tons/year. The supply-demand gap of 500-580k tons is filled by imports. Inventory levels were in a neutral-to-low state at the end of 2025.

Annual Urea Consumption: ~620-680k tons (2024 Estimate)

Domestic Urea Production: ~100-120k tons/year (Nitrogénművek Zrt.)

Urea Import Dependence Rate: ~82%-84%

Year-end 2025 Inventory: ~80-100k tons (Industry estimate, previous values)

Source: Hungary Nitrogénművek Zrt. Annual Report; KSH Industrial Output Statistics, Dec 2024

Intermediates & Raw Material Values

Fertilizer production costs are significantly driven by upstream raw material prices. Natural gas is a key feedstock for nitrogen fertilizers, accounting for 60%-70% of urea production costs; phosphate rock and sulfuric acid are core intermediates for phosphate fertilizers. European TTF natural gas prices fell in 2025, but international phosphate rock prices remained firm, supporting phosphate fertilizer costs.

Raw Material / Intermediate	Price Range	Affected Product
European TTF Natural Gas	€28-38/MWh	Nitrogen Fertilizers (Urea)
Phosphate Rock (Morocco FOB)	$115-135/ton	Phosphate Fertilizers (DAP/MAP)
Sulfuric Acid (CIF Europe)	$45-65/ton	Phosphate Intermediates

Source: Argus Media Q4 2025 Raw Material Price Report; Longzhong Information Phosphate Rock Weekly Price Report, Dec 2025

Trade & Macro Indicators

As an EU member state, Hungary applies the EU Common Customs Tariff and trade policies. Hungary's GDP growth rate was approximately 1.8% in 2024, with agriculture accounting for ~3.5% of GDP. Annual fertilizer imports amount to approximately $4.5-5.2 billion. Fluctuations in the Forint-to-Euro exchange rate significantly impact import costs.

Hungary GDP Growth (2024): ~1.8% (IMF/World Bank)

Agriculture Share of GDP: ~3.5%

Annual Fertilizer Imports: ~$4.8-5.2 billion (2024 KSH)

HUF/EUR Exchange Rate: ~380-395 HUF/EUR (2025 Average)

EU Common Customs Tariff (Fertilizers): 0%-6.5% (MFN rates, some origins enjoy preferences)

Source: World Bank 2024 Hungary Country Data; Hungarian National Bank (MNB) Exchange Rate Statistics; Eurostat Trade Data

Risks & Opportunity Windows

Geopolitical risk remains the largest variable—the Russia-Ukraine situation directly impacts the stability of Russian fertilizer supplies to Hungary. EU sanctions against Russia could tighten further, requiring continuous monitoring of ⚠ Supply Chain Disruption Risk. In terms of opportunities, Hungary is actively promoting the diversification of fertilizer import sources. The growth in phosphate and potash supply from North Africa (Morocco, Egypt) provides alternatives. Although direct trade volumes with China are limited, there is incremental growth potential via Mediterranean shipping routes and the China-Europe Railway Express. In the long term, EU Green Agriculture policies will drive the development of organic fertilizers and precision fertilization technologies, creating market opportunities for new types of fertilizers.

Risk: Escalation of the Russia-Ukraine conflict could reduce Russian fertilizer supplies to Hungary by 30%-50%

Risk: Forint depreciation drives up import costs; the Forint depreciated ~5% against the USD in 2025

Opportunity: Morocco's OCP Group is expanding phosphate fertilizer exports to Europe, from which Hungary could benefit

Opportunity: Potential for fertilizer trade facilitation under the framework of the China-Hungary Bilateral Trade Agreement

Source: IFA Global Fertilizer Market Outlook Q4 2025; Hungarian Ministry of Agriculture Policy Announcements; Reuters Geopolitical Risk Analysis 2025

Data Source Summary (7 Sources Total)

1. Hungarian Central Statistical Office (KSH) — Fertilizer import & consumption data, 2024 Annual Report
2. Eurostat Comext Database — EU fertilizer trade flow statistics, updated March 2025
3. Longzhong Information — China fertilizer market prices & operating rates, Dec 2025 Monthly Report
4. General Administration of Customs of China (GACC) — China fertilizer export annual statistics, 2025
5. Argus Media — European fertilizer CFR price assessments & raw material prices, Q4 2025
6. World Bank / IMF — Hungary macroeconomic indicators, 2024 Country Data
7. International Fertilizer Association (IFA) — Global Fertilizer Market Outlook, Q4 2025 Report