



Australian Government
Department of Industry,
Science and Resources

Assessment of proposed fertiliser imports (EFA)

May 2026

Summary of tasking

Background: On 31 March 2026, the Government passed the Export Finance and Insurance Corporation Amendment (Strategic Reserve) Bill 2026 that gives Export Finance Australia (EFA) new powers to underwrite fuel and fertiliser purchases from international markets. On 22 April, the Government announced price risk support to Incitec Pivot and CSBP to ensure additional fertiliser arrives in Australia for the current and upcoming growing seasons.

Request: Following targeted engagement with fertiliser market participants, Export Finance Australia established a list of Tier 2 entities and requested DISR's advice on which entities to engage further with a view of commencing term sheet discussions.

Approach: DISR's assessment engages the two-phase national interest test, where phase 1 considers pre-approval eligibility through the following questions:

- Is a trusted operator within the market based on its proven, prior experience importing fertiliser to Australia
- Capacity to import and distribute at a scale that is meaningful to addressing Australia's supply disruptions
- Proven capability to deliver and scope of that delivery (including geographic distribution and customer distribution)
- No history of import requirement non-compliance (including biosecurity compliance)

This assessment was informed by a combination of desktop research (including company websites, published reports and factsheets), publicly available information on legal proceedings, cables, and direct interviews where possible.

Collectively, these entities ^{s 47(1), s 47C} offer strong geographic coverage across Australia and appear well suited for further engagement. In providing this advice, we note additional fertiliser companies are not

included in this initial list that may come forward and should be afforded the opportunity to engage through an open and non-exclusive process.

Company assessments

s 47(1), s 47C

From: s 47F
To: "Sarah.Burr@aff.gov.au"
Cc: Wojcik, Leah; Wong, Tim; Markulev, Ana; s 47F @aff.gov.au; "Kurt.Hockey@aff.gov.au"; "Matt.Lowe@aff.gov.au"
Subject: RE: Fertiliser underwriting policy parameters [SEC=OFFICIAL:Sensitive]
Date: Wednesday, 8 April 2026 5:51:00 PM
Attachments: image001.jpg
2604 Fertiliser underwriting - DAFF-DISR policy parameters input for EFA term sheet 7-4-2026 - DISR comments.docx

Hi Sarah,

Thank you for sharing the draft policy parameters – please find attached our edits and comments.

As discussed, our comments are proposing to slightly broaden the parameters beyond urea shipments to other fertiliser inputs that may be causing production bottlenecks. We agree urea has the highest priority, but through stakeholder engagement we keep hearing of other critical inputs that could assist with domestic production.

For example, we heard that the Yara shutdown in WA has forced some producers to import ammonia (which feeds into UAN production). Similarly, we hear there are opportunities to increase MAP/DAP production from additional sulfur supply.

We have provided additional data where we can on annual imports and timing, but suggest ABARES may be able to assist on the prices questions (we largely rely on publicly reported spot prices).

Kind regards,

s 47F

Manager

Heavy Industry Transition Division | Net Zero and Clean Energy Manufacturing Branch | Industrial Gases and Future Fuels
Department of Industry, Science and Resources
p s 47F @industry.gov.au

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From: Burr, Sarah <Sarah.Burr@aff.gov.au>
Sent: Tuesday, 7 April 2026 8:14 PM
To: Markulev, Ana <ana.markulev@industry.gov.au>; Wojcik, Leah <leah.wojcik@industry.gov.au>; s 47F @industry.gov.au; s 47F @industry.gov.au
Cc: Stanion, Joanna <joanna.stanion@aff.gov.au>; s 47F @aff.gov.au; s 47F @aff.gov.au; s 47F @aff.gov.au; Hockey, Kurt <Kurt.Hockey@aff.gov.au>; Lowe, Matt <Matt.Lowe@aff.gov.au>
Subject: Fertiliser underwriting policy parameters [SEC=OFFICIAL:Sensitive]

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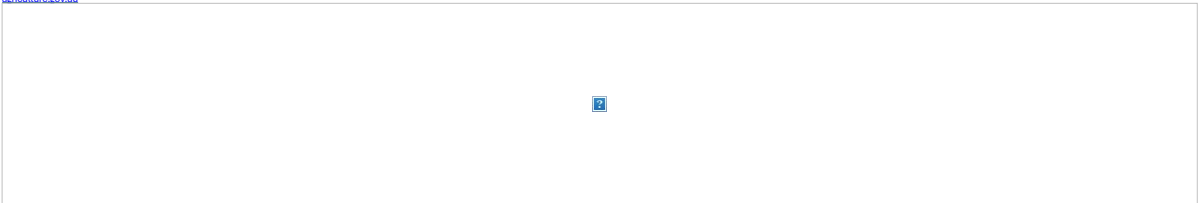
Hi Ana and Leah,

Please find **attached** the fertiliser underwriting policy parameters document we discussed this afternoon, which we intend to finalise and provide to EFA tomorrow around lunch time if possible. We will then seek to meet with them on Thursday to clarify any out-standing information/data gaps and discuss the approach to testing with trusted industry contacts.

Please make any edits in track, and if you have any of the out-standing data listed to-hand, please send through.

Happy to discuss,
Sarah

Sarah Burr
Assistant Secretary
Partnerships and Productivity Branch
Department of Agriculture, Fisheries and Forestry
Ngunnawal and Ngambri Country
s 47F
agriculture.gov.au



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Policy parameters for fertiliser underwriting – April to May 2026**Scope**

To enable the timely securing of additional fertiliser and fertiliser inputs cargoes to address evidence-based supply gaps that cannot be obtained on commercial terms, where this is in the national interest, in order to maintain agricultural production during critical seasonal demand and support food supply and export continuity.

In order to achieve this, the government's price support mechanism must:

- Only be provided to fertiliser importers and fertiliser manufacturers that can demonstrate they can operate within a clear national interest framework, and
- Only be approved by government policy decision-makers that have ensured the counterparty and individual shipment approvals are supported by appropriate evidence, agreed prioritisation conditions, and are aligned with existing import requirements.

In order to achieve this, the following policy parameters are recommended:

- **A two-part national interest test** that ensures any fertiliser and fertiliser inputs cargo supported by government constitutes additional supply, is aligned to immediate seasonal agricultural need or can be stored to an identifiable future shortfall, can be delivered to producers in time to materially support production, and actively manages Commonwealth risk exposure, consistent with the intent of the *Export Finance and Insurance Corporation Act* to support discretionary, nationally significant supply rather than business-as-usual trade.
 - Phase 1: Counterparty Pre-Approval:
 - Prioritise a fertiliser importer or fertiliser manufacturer (company or trader) identified in the prioritisation list.
 - Proven, prior experience importing fertiliser and fertiliser inputs to Australia, and no history of import requirement non-compliance
 - Guarantee in writing they are engaging with existing and/or alternative sources to secure shipments that otherwise could not be secured on typical commercial terms, and
 - Accept in writing the downside risks resulting from government underwriting, including contractual commitments to take delivery of the supported fertiliser cargo
 - Phase 2: Individual Shipment Approval:
 - Confirm the fertiliser type, shipment size, intended shipment arrival date
 - Confirm the shipment cost per tonne is no lower than XXX or higher than XXX
 - Demonstrate no other Australian companies or traders (pre-approved or otherwise) were engaged in bidding on the shipment

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- **Prioritisation conditions:**

- Fertiliser type: urea and high-nitrogen content fertilisers.
- Fertiliser inputs: ammonia (input to UAN), relevant sulfur or sulfuric acid (for MAP and DAP)
- Fertiliser shipment size: no smaller than 10,000 tonnes
- Prioritise meeting critical seasonal demand¹: shipment will be secured and on-water/arrive at an Australian port by Friday 1 May 2026; and target future shortfalls as advised by DAFF and DISR.
- Genuine additionality: contracted and/or spot market shipments from existing and/or alternative sources that do not displace current commercial contracts, will not be stockpiled, will not be diverted or resold to other markets outside Australia, and will not otherwise result in material gain for importers
- Competition: only one pre-approved Australian counterparty to bid per shipment
- Proportionate in terms of total price allocation to volume: total value of government price support mechanism does not exceed \$1.5 billion.

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- **Existing import requirements:**

- Biosecurity and customs compliance, including lodging documents on time and ensuring bills of lading are accurate
- Berthing and bulk cargo handling/transfer compliance
- Demurrage and other portside compliance
- State and territory storage, transport and use compliance

Data

Sources of Fertiliser:

- 65% of Australia's **urea** imports are sourced from affected countries including UAE (24%), Saudi Arabia (16%), Qatar (15%), Bahrain (7%), and Oman (3%).
- Less than 10% of our imports of TGU (Adblue) originate from the Arabian Gulf though draws on petrochemicals for manufacture.
- Indonesia, Brunei, Malaysia and Vietnam are net exporters and comprise Australia's current major sources of agricultural-grade urea outside the Middle East.
- Around 23% of Australia's **MAP** and 34% of **DAP** are shipped from Saudi Arabia.

Timing and use of fertilisers:

- The total quantity of urea imported annually around 3.1 to 3.8 million tonnes. Additional cargos required will be the balance of what was imported over January and February (or arriving in March) and the typical annual figure.
- Urea application is seasonal, with a peak in imports around May/June resulting in an import demand between 500,000 and 760,000 tonne for one to two months. Import quantities increase to the peak, starting in January, then taper off in the second half of the year.
- Given normal freight is 1 month to 6 weeks from the Strait of Hormuz – suppliers to meet the deadline of in-port or on water by 1 May, e.g. 2 weeks enroute, Asian neighbours should be preferenced over northern hemisphere suppliers.

No further info at this stage on the following:

- Quantity of substitutes required by when.
- Supply chain costs and other relevant information
- Real-time world fertiliser prices.

Urea Fertiliser: Productive capacity and avenues for supply diversification

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Timing

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- Urea imports typically peak between April and June.

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s 47E(d), s 47C

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From: Burr, Sarah
To: S 47F
Cc: Lene, Batti S 47F Wojcik, Leah S 47F
Subject: Policy parameters - Fertiliser [SEC=OFFICIAL:Sensitive]
Date: Wednesday, 8 April 2026 7:17:53 PM
Attachments: Fertiliser underwriting - DAFF-DISR policy parameters input for EFA term sheet 8-4-2026.docx
image001.jpg

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Dear S 47F

Please find attached policy parameters as informed by DAFF and DISR, including data points and information we trust will be useful.

You will see some figures are highlighted – I have had to remove protected information as I cannot send to EFA emails – please let me know if you have a protected network email address I can provide this information through? Other figures are highlighted due to data gaps and/or for further discussion tomorrow – based on your industry intelligence, I understand the need to set certain floors or caps may not be required.

I have also set up a price support mechanism design discussion for 11am tomorrow as per your request, for those who are available.

Happy to chat further,
Sarah

Sarah Burr
Assistant Secretary
Partnerships and Productivity Branch
Department of Agriculture, Fisheries and Forestry
Ngunnawal and Ngambri Country
S 47F
agriculture.gov.au



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From: [Wojcik, Leah](#)
To: s 47F "Burr, Sarah"; "Sawczuk, Christie"
Cc: s 47F "Jeremy.Green@dfat.gov.au"; s 47F "Philippa King"
Subject: RE: For DAFF/DISR Clearance - Incitec and CSBP Trade Requests [SEC=OFFICIAL:Sensitive]
Date: Tuesday, 12 May 2026 4:14:00 PM
Attachments: image001.jpg
image002.png
image003.jpg
image004.png
image005.png
image006.png
image007.png
image008.png
image009.png
image010.jpg

Sorry just spotted a typo it should be MT not tonnes

From: Wojcik, Leah
Sent: Tuesday, 12 May 2026 3:55 PM
To: s 47F ; Burr, Sarah ; Sawczuk, Christie
Cc: s 47F ; 'Jeremy.Green@dfat.gov.au'; s 47F ; Philippa King
Subject: RE: For DAFF/DISR Clearance - Incitec and CSBP Trade Requests [SEC=OFFICIAL:Sensitive]
Thanks I'm happy from my end. Sarah are you okay if I share with my MO, noting EFA still needs to check with companies.

Email transferred to EFA under s 16(3) of the FOI Act

From: Burr, Sarah <Sarah.Burr@aff.gov.au>
Sent: Tuesday, 12 May 2026 3:43 PM
To: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>; s 47F @exportfinance.gov.au>
Cc: s 47F @dfat.gov.au>; s 47F @dfat.gov.au>;
'Jeremy.Green@dfat.gov.au' <Jeremy.Green@dfat.gov.au>; s 47F @exportfinance.gov.au>; s 47F
s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; Philippa King
s 47F @exportfinance.gov.au>; 'Wojcik, Leah' <leah.wojcik@industry.gov.au>
Subject: RE: For DAFF/DISR Clearance - Incitec and CSBP Trade Requests [SEC=OFFICIAL:Sensitive]

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Hi s 47F Our MO's feedback is to ensure we are clear that this is additional supply:

"Working with Incitec Pivot and CSBP, we have identified four cargoes representing over 125,000 tonnes of additional agriculture grade urea and are (or should) securing (secure) these today/tomorrow through financial arrangements with Export Finance Australia to lock in these supplies for Australia.

"Export Finance Australia is also working with a range of other fertiliser importers to enable them to also identify and secure cargoes for Australia and we anticipate more shipments in the coming days and weeks.

These arrangements are a direct result of the steps the Albanese Government has taken to secure these essential imports to keep Australian industry moving."

Happy to chat,

Sarah

Sarah Burr
Assistant Secretary – Middle East Regional Conflict Taskforce
Department of Agriculture, Fisheries and Forestry

s 47F

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From: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Sent: Tuesday, 12 May 2026 3:41 PM
To: s 47F <@exportfinance.gov.au>; Burr, Sarah <Sarah.Burr@aff.gov.au>
Cc: s 47F <@dfat.gov.au>; s 47F <@dfat.gov.au>;
s 47F <@dfat.gov.au>; s 47F <@exportfinance.gov.au>; s 47F
s 47F <@exportfinance.gov.au>; s 47F <@exportfinance.gov.au>; s 47F
s 47F <@exportfinance.gov.au>; 'Wojcik, Leah' <leah.wojcik@industry.gov.au>
Subject: RE: For DAFF/DISR Clearance - Incitec and CSBP Trade Requests [SEC=OFFICIAL:Sensitive]

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Hi s 47F
Me again – sorry I should have added that we have provided to our MO (for vis and any issues).
So would be great if you can let us know if the companies have any issues.
Thanks very much again.
Kind regards

Christie Sawczuk (she/her)
First Assistant Secretary | Middle East Regional Conflict Taskforce

M: s 47F <@aff.gov.au>
EO: s 47F

Department of Agriculture, Fisheries and Forestry
Agriculture House, 70 Northbourne Ave, Canberra ACT 2601
GPO Box 858 Canberra ACT 2601 Australia
agriculture.gov.au



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From: Sawczuk, Christie
Sent: Tuesday, 12 May 2026 3:26 PM
To: s 47F <@exportfinance.gov.au>; Burr, Sarah <Sarah.Burr@aff.gov.au>
Cc: s 47F <@dfat.gov.au>; s 47F <@dfat.gov.au>; s 47F <@dfat.gov.au>;
'Jeremy.Green@dfat.gov.au' <Jeremy.Green@dfat.gov.au>; s 47F <@exportfinance.gov.au>; s 47F
s 47F <@exportfinance.gov.au>; s 47F <@exportfinance.gov.au>; Philippa King
<philippa.king@exportfinance.gov.au>; Wojcik, Leah <leah.wojcik@industry.gov.au>
Subject: RE: For DAFF/DISR Clearance - Incitec and CSBP Trade Requests [SEC=OFFICIAL:Sensitive]

Hi s 47F
Thanks so much for this – it's much appreciated.
We have a couple of proposed suggestions below. The key suggestion is being more prescriptive on timing (if we can).
Happy to discuss and thanks.
Kind regards

Christie Sawczuk (she/her)
First Assistant Secretary | Middle East Regional Conflict Taskforce

M: s 47F <@aff.gov.au>
EO: s 47F

Department of Agriculture, Fisheries and Forestry
Agriculture House, 70 Northbourne Ave, Canberra ACT 2601
GPO Box 858 Canberra ACT 2601 Australia
agriculture.gov.au

Shipment	Cargo size	Combined exposure for trades	Source	Destination	Status
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			Nigeria			s 47(1)

| industry.gov.au ABN 74 599 608 295

From: Wojcik, Leah
To: s 47F; Sawczuk, Christie; s 47F; Lowe, Matt; Burr, Sarah; Oliver, Tara; Wong, Tim; s 47F
s; L'ang, Lani; Mickworth, Julia
Cc: s 47F; Shilpa Pallela; jeremy.green@dfat.gov.au; s 47F
s 47F; ICG - HITD - MEResponse - Fertiliser; Heger, Annalisa; s 47F
Subject: RE: For DAFF/DISR clearance - CSBP trade request - due 10am Thursday 14 May [SEC=OFFICIAL:Sensitive]
Date: Thursday, 14 May 2026 8:28:18 AM
Attachments: image001.png
image002.png
image003.png
image004.png
image005.png
image006.jpg

Attachments transferred to EFA under s 16(3) of the FOI Act

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Good morning s 47F and team,

Thank you for your consultation, DISR has considered the presented transaction, and confirm the proposed transaction is aligned with government policy and meets specified national objectives, noting CSBP has been previously assessed as suitable participant in the program and has a Strategic Principles Deed in place.

Shipment/company	Cargo size	Combined exposure for trades	Source	Destination	Status	DISR consultation view
s 47(1)	s 47(1)	s 47(1)	Brunei	s 47(1)	s 47(1)	s 47(1)

Thank you

From: Sawczuk, Christie
To: s 47F
Cc: Wojcik, Leah; s 47F ; Lowe, Matt; Burr, Sarah; Oliver, Tara; Wong, Tim; s 47F ; Chang, Carl; s 47F ; Shilpa Pullela; jeremy.green@grat.gov.au; s 47F
Subject: RE: FOR DAFF/DISR CLEARANCE - Incitec trades requests - due 14:30 Thursday 21 May [SEC=OFFICIAL:Sensitive]
Date: Friday, 22 May 2026 9:16:28 AM
Attachments: image001.jpg
image002.png
image003.png
image004.png
image005.png
image006.png
image007.png
image008.jpg

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Thanks very much s 47F

Kind regards

Christie Sawczuk (she/her)

First Assistant Secretary | Middle East Regional Conflict Taskforce

M: s 47F @aff.gov.au

EO: s 47F

Department of Agriculture, Fisheries and Forestry

Agriculture House, 70 Northbourne Ave, Canberra ACT 2601

GPO Box 858 Canberra ACT 2601 Australia

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From: s 47F @industry.gov.au>

Sent: Thursday, 21 May 2026 4:05 PM

To: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>; s 47F

@exportfinance.gov.au>

Cc: Wojcik, Leah <Leah.Wojcik@industry.gov.au>; s 47F

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s 47F

@aff.gov.au>; Lowe, Matt <Matt.Lowe@aff.gov.au>; Burr, Sarah <Sarah.Burr@aff.gov.au>; Oliver, Tara

<Tara.Oliver@industry.gov.au>; Wong, Tim <Tim.Wong@industry.gov.au>; s 47F

@industry.gov.au>;

Chang, Carl <Carl.Chang@industry.gov.au>; s 47F @dfat.gov.au>; Shilpa Pullela
<shilpa.pullela@dfat.gov.au>; jeremy.green@dfat.gov.au; s 47F @exportfinance.gov.au>; s 47F
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s 47F @industry.gov.au>
@industry.gov.au>

Subject: RE: FOR DAFF/DISR CLEARANCE - Incitec trades requests - due 14:30 Thursday 21 May [SEC=OFFICIAL:Sensitive]
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Hi s 47F
Thank you for your consultation, DISR has considered the presented transaction, and confirm the proposed transaction is aligned with government policy and meets specified national objectives, noting Incitec has been previously assessed as suitable participant in the program and has a Strategic Principles Deed in place.

Transactions for consultation and approval:

Shipment/company	Cargo size	Combined exposure for trades	Source	Destination	Status	DISR consultation view
						s 47(1)
					s 47(1)	

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[illegible]

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Kind regards,

s 47F

Manager

Heavy Industry Transition Division | Net Zero and Clean Energy Manufacturing Branch | Industrial Gases and Future Fuels
Department of Industry, Science and Resources

p s 47F

[@industry.gov.au](mailto:industry.gov.au)

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From: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>

Sent: Thursday, 21 May 2026 2:13 PM

To: s 47F [@exportfinance.gov.au](mailto:exportfinance.gov.au)

Cc: Wojcik, Leah <leah.wojcik@industry.gov.au>; s 47F [@industry.gov.au](mailto:industry.gov.au); Wojcik, Leah <Leah.Wojcik@industry.gov.au>; s 47F [@aff.gov.au](mailto:aff.gov.au); Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>; s 47F [@aff.gov.au](mailto:aff.gov.au); Lowe, Matt <Matt.Lowe@aff.gov.au>; Burr, Sarah <Sarah.Burr@aff.gov.au>; Oliver, Tara <Tara.Oliver@industry.gov.au>; Wong, Tim <Tim.Wong@industry.gov.au>; s 47F [@industry.gov.au](mailto:industry.gov.au); Chang, Carl <Carl.Chang@industry.gov.au>; s 47F [@dfat.gov.au](mailto:dfat.gov.au);

Shilpa Pullela <shilpa.pullela@dfat.gov.au>; jeremy.green@dfat.gov.au; s 47F [@exportfinance.gov.au](mailto:exportfinance.gov.au);

s 47F [@exportfinance.gov.au](mailto:exportfinance.gov.au); s 47F [@exportfinance.gov.au](mailto:exportfinance.gov.au); s 47F [@exportfinance.gov.au](mailto:exportfinance.gov.au); s 47F [@exportfinance.gov.au](mailto:exportfinance.gov.au);

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s 47F [@exportfinance.gov.au](mailto:exportfinance.gov.au); s 47F [@exportfinance.gov.au](mailto:exportfinance.gov.au);

Subject: FW: FOR DAFF/DISR CLEARANCE - Incitec trades requests - due 14:30 Thursday 21 May [SEC=OFFICIAL:Sensitive]

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Hi s 47F

Thank you for your consultation, I wanted to confirm that DAFF has assessed the two Incitec Pivot trades as aligning with policy, national interest and eligibility requirements, and have included our responses at Annexures B in the two documents, as attached.

As discussed with s 47F, we have also made some suggested changes to the text in the Trade Memos to correct several issues including that the strategic deed has been signed (and also a couple of things for checking). I understand EFA is updating theses – which will not impact our policy approval.

Thank you and if you need anything further from us, please let us know.

Kind regards

Christie Sawczuk (she/her)

First Assistant Secretary | Middle East Regional Conflict Taskforce

M: s 47F [@aff.gov.au](mailto:aff.gov.au)

EO: s 47F

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From: [Wojcik, Leah](#)
To: [Oliver, Tara](#); ^{s 47F} ; ^{s 47F}
Cc: [ICG - HITD - MEResponse - Fertiliser](#); ^{s 47F}
Subject: RE: [Tara - approval today if possible - to allow EFA to engage [SEC=OFFICIAL:Sensitive]
Date: Tuesday, 9 June 2026 6:58:11 PM
Attachments: image001.png
 image002.jpg

OFFICIAL: Sensitive

Thanks Tara, confirming all ^{11C(1)(b)} have connections to Australia with active registered ABNs.

OFFICIAL: Sensitive

From: Oliver, Tara <Tara.Oliver@industry.gov.au>
Sent: Tuesday, 9 June 2026 5:43 PM
To: Wojcik, Leah <Leah.Wojcik@industry.gov.au>; ^{s 47F}
^{s 47F} @industry.gov.au>; ^{s 47F} @industry.gov.au>
Cc: ICG - HITD - MEResponse - Fertiliser <ICG-HITD-MEResponse-Fertiliser@industry.gov.au>;
^{s 47F} @industry.gov.au>
Subject: RE: [Tara - approval today if possible - to allow EFA to engage [SEC=OFFICIAL:Sensitive]

OFFICIAL: Sensitive

Thanks Leah, I approve subject to:

- Low biosecurity risk being confirmed by DAFF
- Confirming all companies' connection to Australia, e.g., business registration and for tax purposes ^{s 22(1)(a)(ii)}

Tara Oliver

Ph ^{s 47F} | Tara.Oliver@industry.gov.au

OFFICIAL: Sensitive

From: Wojcik, Leah <Leah.Wojcik@industry.gov.au>
Sent: Tuesday, 9 June 2026 4:07 PM
To: Oliver, Tara <Tara.Oliver@industry.gov.au>; ^{s 47F} @industry.gov.au>;
^{s 47F} @industry.gov.au>
Cc: ICG - HITD - MEResponse - Fertiliser <ICG-HITD-MEResponse-Fertiliser@industry.gov.au>;
^{s 47F} @industry.gov.au>
Subject: [Tara - approval today if possible - to allow EFA to engage [SEC=OFFICIAL:Sensitive]
Importance: High

OFFICIAL: Sensitive

Tara

We seek your approval of company eligibility under the fertiliser facility. This will allow EFA to engage ^{s 22(1)(a)(ii)} ^{11C(1)(b)} Your authority for this is delegated from Carl [EC26-000883](#) refers.

^{11C(1)(b)}

companies have approached DAFF to access the fertiliser facility. We have a role to consider their eligibility. We are working with DAFF on arrangements going forward to help streamline this and lighter touch DISR role. ^{s 22(1)(a)(ii)}

- We assess ^{11C(1)(b)} companies as eligible but will also wait on DAFF input re biosecurity risk. ^{s 47C}

If you are happy with our assessment below, and provided low biosecurity risk, DAFF and DISR will ask EFA to engage. EFA will then engage with the companies on NDAs.

I'll also stick my head in to fill you in on another related matter.

^{s 22(1)(a)(ii)}

From: s 47F
To: wojcik, Leah
Cc: s 47F
Subject: RE: Referral: Two fertiliser importers for engagement [SEC=OFFICIAL]
Date: Wednesday, 10 June 2026 4:23:00 PM
Attachments: image001.jpg
Importance: Low

Thanks for passing this on Leah
Are we able to find out more information about their decision process here 11C(1)(b)

s 47F
Policy Officer
Supply Chain Response Division - Fertilisers
Ngunnawal Country, Industry House, 10 Binara Street (GPO Box 2013) Canberra ACT 2601 Australia
51 Allara Street (GPO Box 2013) Canberra ACT 2601 Australia
Es 47F @industry.gov.au

From: Wojcik, Leah <leah.wojcik@industry.gov.au>
Sent: Wednesday, 10 June 2026 3:59 PM
To: ICG - HITD - MEResponse - Fertiliser <ICG-HITD-MEResponse-Fertiliser@industry.gov.au>
Subject: FW: Referral: Two fertiliser importers for engagement [SEC=OFFICIAL]

OFFICIAL

For close hold please

OFFICIAL

From: Burr, Sarah <Sarah.Burr@aff.gov.au>
Sent: Wednesday, 10 June 2026 3:05 PM
To: zz [External]s 47F @exportfinance.gov.au; s 47F @exportfinance.gov.au; zz [External]s 47F @exportfinance.gov.au; s 47F @exportfinance.gov.au
Cc: Wojcik, Leah <leah.wojcik@industry.gov.au>; s 47F @aff.gov.au; s 47F @aff.gov.au; Oliver, Tara <tara.oliver@industry.gov.au>; s 47F @exportfinance.gov.au
Subject: Referral: Two fertiliser Importers for engagement [SEC=OFFICIAL]

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H s 47F

11C(1)(b) fertiliser importers not currently signed up to the FFSF have approached us as policy owners seeking referral to EFA in order to discuss the terms of the FFSF and become eligible for underwriting support. As discussed, it is important that due diligence is undertaken before DAFF and DISR refer any importers to EFA, to ensure the companies are genuine and won't burden EFA's limited resources with spurious engagements. DAFF and DISR have completed this due diligence for three companies – 11C(1)(b) 22(1)(a)(ii) – against the below criteria, and make the following recommendations:
11C(1)(b) s 47C, s 47E(d)

s 22(1)(a)(ii)

- Criteria:
1. Trusted operator in the market based on its proven, prior experience importing fertiliser to Australia
 2. Capacity to import and distribute at a scale that is meaningful to addressing Australia's supply disruptions
 3. Proven capability to deliver and scope of that delivery (including geographic distribution and customer distribution)
 4. Biosecurity track record

More detailed information on s 22(1)(a)(ii) is attached, to support your engagement with them.

Happy to discuss,
Sarah

Sarah Burr
Assistant Secretary
Middle East Regional Conflict Taskforce
Department of Agriculture, Fisheries and Forestry
Ngunnawal and Ngambri Country
s 22(1)(a)(ii)
@agriculture.gov.au



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From: Wojcik, Leah
To: ICG - H1TD - MEResponse - Fertiliser
Subject: FW: FFSF unsolicited approaches [SEC=OFFICIAL:Sensitive]
Date: Wednesday, 3 June 2026 6:33:04 PM
Attachments: image001.jpg
Handling unsolicited approaches for FFSF 2 June 2026.docx
Handling unsolicited approaches for FFSF 2 June 2026 LW.docx

OFFICIAL: Sensitive

s 47F

and team, Just seeing if there were further comments on this before I get back to DAFF and how the assessments of the companies is going.
11C(1)(b)

I had some comments attached to an earlier version (2nd attachment).

Leah

OFFICIAL: Sensitive

From: Burr, Sarah <Sarah.Burr@aff.gov.au>
Sent: Wednesday, 3 June 2026 10:24 AM
To: Wojcik, Leah <leah.wojcik@industry.gov.au>
Cc: s 47F @industry.gov.au; s 47F @industry.gov.au; s 47F @aff.gov.au; s 47F @aff.gov.au
Subject: FFSF unsolicited approaches [SEC=OFFICIAL]

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Hi Leah and Team,

Thanks for your time this morning to discuss our handling processes for fertiliser companies who approach us (DAFF and/or DISR) seeking to participate in the FFSF.

As discussed, please find attached the handling process document, which has been updated to include information from the (b) 11C(1) companies s 22(1)(a)(ii) 11C(1)(b)

We are seeking your review of this information, any intel gathered through your own due diligence on them, and your assessment as to whether you recommend we refer any of them to EFA for further engagement on the FFSF. In parallel, we will complete our biosecurity track record assessment of each of them, do some desktop research on each of them to try to verify the information they shared during our meetings, and advise you of our recommendation to refer/not refer, as appropriate.

11C(1)(b)

so if you are able to advise of your recommendations in the next 24 hours that would be great.

Happy to discuss,
Sarah

Sarah Burr
Assistant Secretary
Middle East Regional Conflict Taskforce
Department of Agriculture, Fisheries and Forestry
Ngurnnawail and Ngambri Country
11C(1)(b)
agriculture.gov.au



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