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

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s 47(1), s 47C

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s 47(1), s 47C

s 47(1), s 47C

Marnco

Assessment summary: we assess Marnco suitable as an Australian new entrant importer and distributor — especially for a supply response in Victoria and South Australia. While not a larger player (small to medium player), there is public evidence of import activity, regional storage and distribution, and delivery into farming regions. Marnco has a 20,000 tonne storage facility in SA and is alive to the MAP/DAP and phosphate issues.

Criteria: *Trusted operator in the market based on its proven, prior experience importing fertiliser to Australia*

- Marnco is a member of the national peak industry association; Fertilizer Australia.
- Australian private company founded in 2018 which imports fertiliser distribution through to the farm gate, across Victoria and South Australia.[65]
- There was a product-labelling New Zealand dispute (2024). This was addressed by renaming and compensating customers.[66]
- In 2024, the Fertiliser Association of New Zealand applied for a legal injunction against Marnco over a superphosphate product, this was a product-labelling dispute (2024) which was addressed by renaming and compensating customers.

Criteria: *Capacity to import and distribute at a scale that is meaningful to addressing Australia's supply disruptions*

- Farmers Weekly reported Marnco claimed 20–25% of the Victorian–South Australian market and sales of 400,000 tonnes in 2023.[67]
- Marnco delivered MAP/DAP into Whyalla Port in February 2025 linked to a new 20,000 tonne storage and distribution centre on the Eyre Peninsula.[68]
- Marnco has warehouses in Geelong and Port Adelaide, and five warehouses in New Zealand.[69]

Criteria: *Proven capability to deliver and scope of that delivery (including geographic distribution and customer distribution)*

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[65] Marnco (website) '*Delivering Fertiliser With Purpose and Precision*' https://www.marnco.com/au/about
[66] Farmers Weekly (2024) '*Marnco still in play after rocky start*' https://www.farmersweekly.co.nz/markets/marnco-still-in-play-after-rocky-start/ noting that Marnco is a **new entrant to the fertiliser industry**; and did have an issue which was addressed with their initial NZ expansion
[67] Farmers Weekly (2024) https://www.farmersweekly.co.nz/markets/nz-market-christened-with-aussie-fert-arrival/
[68] Argus (2025). https://www.argusmedia.com/en/news-and-insights/latest-market-news/2662237-australian-whyalla-port-takes-first-fertilizer-delivery
[69] Grain Central (2026) '*Growers set to up fertiliser buying after slow start*' https://www.graincentral.com/news/growers-set-to-up-fertiliser-buying-after-slow-start/

- 20–25% share of the Victorian and South Australian market, 400,000 tonnes of fertiliser in 2023, with a 20,000-tonne fertiliser storage facility in SA[70]

Criteria: DAFF to check history of import requirement/biosecurity non-compliance (DAFF).

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[70] Triton (2024) '*Australian Fertiliser Finds Its Way to New Zealand Farm*' https://news.tritoncomsys.com/australian-fertiliser-finds-its-way-to-new-zealand-farms/

DOCUMENT 2

From: s 47F
To: "Sarah.Burr@aff.gov.au"
Cc: Wojcik, Leah; Wong, Tim; Markulev, Ana; s 47F @aff.gov.au; 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

OFFICIAL: Sensitive

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

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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

s 47C

        - 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

s 47C

        - Demonstrate no other Australian companies or traders (pre-approved or otherwise) were engaged in bidding on the shipment

- **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 demand[1]: 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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s 47C

s 47(1), s 47C

- **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

s 47E(d), s 47C, s 47(1)(b)

s 47E(d), s 47C, s 47(1)(b)

s 47E(d), s 47C, s 47(1)(b)

s 47E(d), s 47C, s 47(1)(b)

s 47E(d), s 47C, s 47(1)(b)

s 47E(d), s 47C, s 47(1)(b)

s 47E(d), s 47C, s 47(1)(b)

s 47E(d), s 47C, s 47(1)(b)

s 47E(d), s 47C

s 47(1), s 47C

Timing

- Urea imports typically peak between April and June.

s 47E(d), s 47C, s 47(1)(b)

s 47E(d), s 47C, s 47(1)(b)

DOCUMENT 4

From: Burr, Sarah
To: s 47F
Cc: Towle, Alan; s 47F; Wojcik, Leah; s 47F
Subject: Policy parameters - reminder [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 @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; 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]

OFFICIAL: Sensitive

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
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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 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

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

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

From: Wojcik, Leah <leah.wojcik@industry.gov.au>
Sent: Tuesday, 12 May 2026 11:18 AM
To: s 47F @exportfinance.gov.au>; s 47F @industry.gov.au>; s 47F <Jerod.Blyton@aff.gov.au>; Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>; s 47F @aff.gov.au>; Shilpa Pullela <shilpa.pullela@dfat.gov.au>; s 47F @dfat.gov.au>; Oliver, Tara <Tara.Oliver@industry.gov.au>; Lowe, Matt <Matt.Lowe@aff.gov.au>; Burr, Sarah <sarah.burr@aff.gov.au>; Pickworth, Julia <Julia.Pickworth@industry.gov.au>; Oliver, Tara <Tara.Oliver@industry.gov.au>; Wong, Tim <Tim.Wong@industry.gov.au>; s 47F s 47F @industry.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>; s 47F s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; Shilpa Pullela <shilpa.pullela@dfat.gov.au>; Richards, Janean <Janean.Richards@industry.gov.au>; Besley, Rachel <Rachel.Besley@industry.gov.au>; Heger, Annalisa <Annalisa.Heger@industry.gov.au>; s 47F s 47F @exportfinance.gov.au>; s 47F @industry.gov.au>; s 47F s 47F @industry.gov.au>
Subject: RE: For DAFF/DISR Clearance - Incitec and CSBP Trade Requests [SEC=OFFICIAL:Sensitive]

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Good morning s 47F and team,

Thank you for your consultation, DISR has considered the presented transactions, and confirm the proposed transactions are aligned with government policy and meets specified national objectives, noting these companies have been previously assessed as suitable participants in the program.

Individual shipment considerations are outlined below:

s 47E(d), s 47C

Shipment	Cargo size	Combined exposure for trades	Source	Destination	Status

						s 47E(d), s 47C
s 47(1)	s 47(1)	s 47(1)	Brunei	s 47(1)	s 47(1)	s 47(1)
						s 47(1)

s 47(1)	s 47(1)	s 47(1)	Oman	s 47(1)	s 47(1)	s 47(1)
s 47(1)	s 47(1)	s 47(1)	Indonesia	s 47(1)	s 47(1)	s 47(1)

					s 47(1)	
						s 47(1)
s 47(1)	s 47(1)	s 47(1)	Nigeria	s 47(1)	s 47(1)	

Leah Wojcik
General Manager
Heavy Industry Transition Division | Middle East - Fertiliser
Ngunnawal Country, Industry House, 10 Binara Street, GPO Box 2013 Canberra ACT 2601 Australia
Department of Industry, Science and Resources
Phone s 47F | **Email** Leah.Wojcik@industry.gov.au

Executive Assistant | Elaine Stanford
s 47F @industry.gov.au
| **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 ; Chang, Cari; Rickworth, Julia
Cc: s 47F ; Shilpa Pullela; 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@dtat.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
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EO: s 47F
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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 @aff.gov.au>; s 47F 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 @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @industry.gov.au>; s 47F @industry.gov.au>; s 47F @industry.gov.au>; s 47F @industry.gov.au>; s 47F @industry.gov.au>; s 47F @industry.gov.au>

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

CAUTION: This email originated from outside the organisation. Do not act on instructions, click links, or open attachments unless you recognise the sender and know the content is safe.

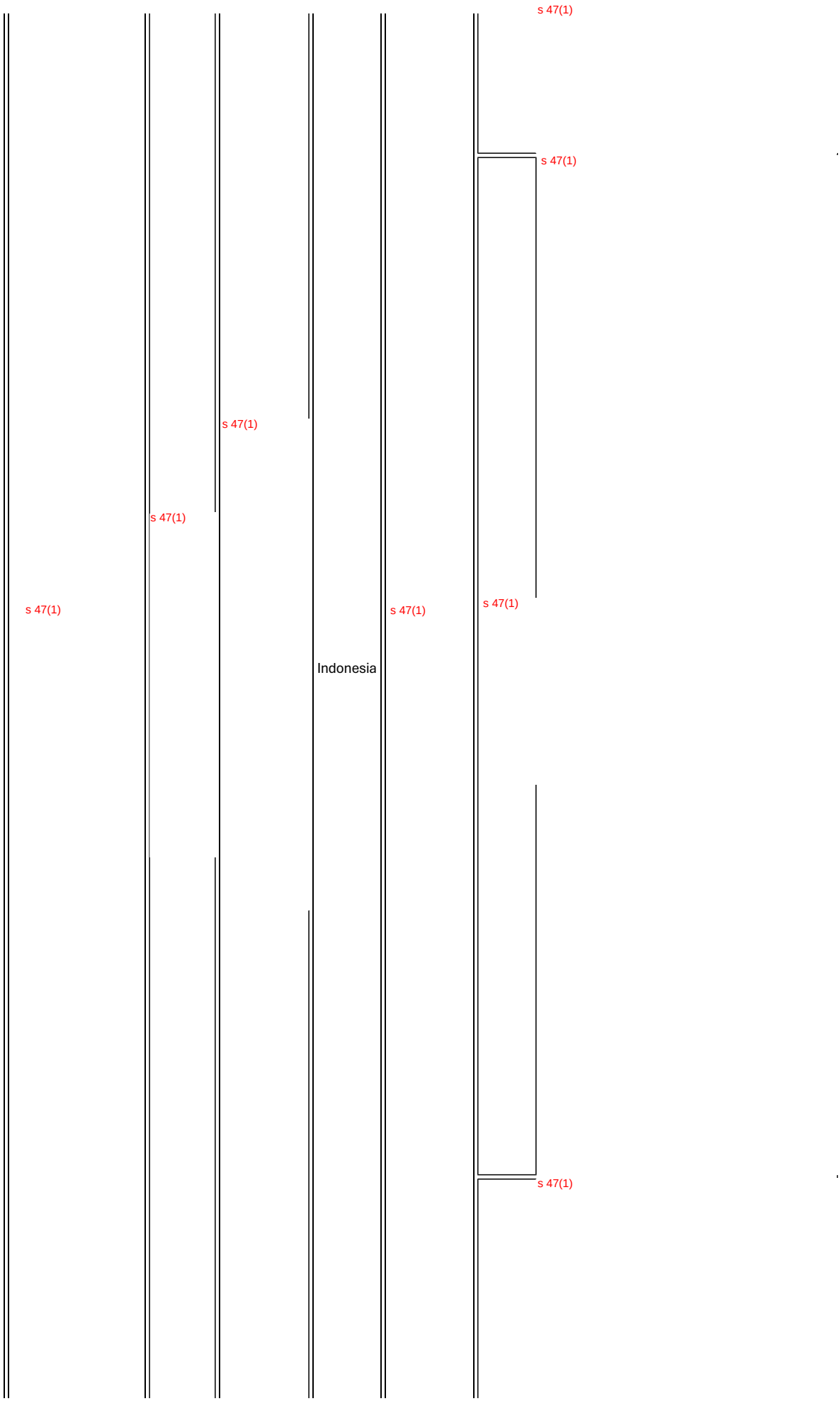
OFFICIAL: Sensitive

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:

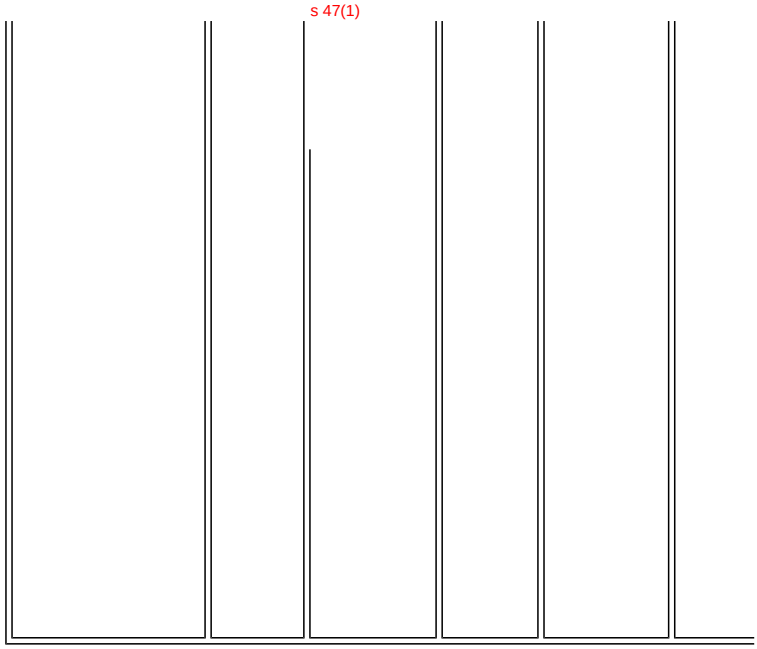
Shipment/company	Cargo size	Combined exposure for trades	Source	Destination	Status	DISR consultation view
					s 47(1)	s 47(1)


s 47(1)
s 47(1)
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s 47(1)
s 47(1)
Indonesia
s 47(1)

					s 47(1)	s 47(1)
s 47(1)	s 47(1)	s 47(1)	Indonesia	s 47(1)	s 47(1)	

s 47(1)

s 47(1)



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
Ps 47F @industry.gov.au

OFFICIAL: Sensitive

From: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Sent: Thursday, 21 May 2026 2:13 PM
To:s 47F @exportfinance.gov.au>
Cc: Wojcik, Leah <leah.wojcik@industry.gov.au>;s 47F @industry.gov.au>; Wojcik, Leah <Leah.Wojcik@industry.gov.au>;s 47F @aff.gov.au>; Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>; 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 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 @exportfinance.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>;s 47F @exportfinance.gov.au>;s 47F s 47F @exportfinance.gov.au>;s 47F @exportfinance.gov.au>
Subject: FW: FOR DAFF/DISR CLEARANCE - Incitec trades requests - due 14:30 Thursday 21 May [SEC=OFFICIAL:Sensitive]

OFFICIAL: Sensitive

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OFFICIAL: Sensitive

Hi s 47F
Thank you for your consultation, I wanted to confirm that DAFF has assessed the two Incitec Piviot 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
EO:s 47F
Department of Agriculture, Fisheries and Forestry
Agriculture House, 70 Northbourne Ave, Canberra ACT 2601

From: s 47F
To: Burr, Sarah; s 47F; Wojcik, Leah; s 47F; Sawczuk, Christie; s 47F; Lowe, Matt; Oliver, Tara; Wong, Tim; s 47F; Chang, Carl; Pickworth, Julia; s 47F
Cc: s 47F; s 47F; s 47F
Subject: RE: For DAFF/DISR clearance - CSBP trade request - due 10am Thursday 14 May [SEC=OFFICIAL:Sensitive]
Date: Wednesday, 3 June 2026 6:10:12 PM
Attachments: image001.png
image002.png
image003.png
image004.png
image005.png
image006.jpg
image007.jpg

OFFICIAL: Sensitive

Good afternoon s 47F and team,

s 47(1)

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)	s 47(1)	Malaysia	s 47(1)	s 47(1)	s 47(1)

Happy to discuss. Regards,

s 47(1)
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

OFFICIAL: Sensitive

From: Burr, Sarah <Sarah.Burr@aff.gov.au>
Sent: Wednesday, 3 June 2026 4:49 PM
To: s 47F @exportfinance.gov.au>; Wojcik, Leah <leah.wojcik@industry.gov.au>; s 47F @industry.gov.au>; s 47F @aff.gov.au>; Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>; s 47F @aff.gov.au>; Lowe, Matt <Matt.Lowe@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>; Pickworth, Julia <Julia.Pickworth@industry.gov.au>; s 47F @aff.gov.au>; s 47F @aff.gov.au>; s 47F @aff.gov.au>
Cc: s 47F @dfat.gov.au>; Shilpa Pullela <shilpa.pullela@dfat.gov.au>; jeremy.green@dfat.gov.au; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>; ICG - HITD - MEResponse - Fertiliser <ICG-HITD-MEResponse-Fertiliser@industry.gov.au>; Heger, Annalisa <Annalisa.Heger@industry.gov.au>; s 47F @industry.gov.au>; s 47F @exportfinance.gov.au>; s 47F @exportfinance.gov.au>
Subject: RE: For DAFF/DISR clearance - CSBP trade request - due 10am Thursday 14 May [SEC=OFFICIAL:Sensitive]

OFFICIAL: Sensitive

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OFFICIAL: Sensitive

Hi s 47F and team,

Please find attached DAFF's confirmation of policy alignment, approved by our delegate, Dep Sec Matt Lowe.

We will keep an eye out for the next trade you've flagged below, but welcome a text/call if this will be after hours so that we don't delay.

Kind regards,
Sarah

Sarah Burr
Assistant Secretary – Middle East Regional Conflict Taskforce
Department of Agriculture, Fisheries and Forestry
s 47F

OFFICIAL: Sensitive

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

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From: s 47F
To: s 47F [illegible] s 47F s 47F [illegible] s 47F [illegible] s 47F [illegible] s 47F [illegible] s 47F
Cc: [illegible] s 47F [illegible] s 47F
Subject: RE: For DAFF/DISR clearance – new trade [illegible]
Date: Thursday, 11 June 2026 3:39:14 PM
Attachments: image001.png
image002.png
image003.png
image004.png
image005.png
image006.jpg
[illegible]

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

OFFICIAL: Sensitive

H s 47F and team.

Thank you for your consultation. DISR approve the proposed transactions. We assessed the trades are aligned with government policy and national interest objectives.

Transactions for consultation and approval:

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

Thank you,

s 47F
Manager Industrial Gases and Future Fuels team
Heavy Industry Transition Division
Mobile s 47F

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

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 3 companies 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) and Marnco fertiliser importers. Your authority for this is delegated from Carl EC26-000883 refers.

- 3 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 all 3 companies as eligible but will also wait on DAFF input re biosecurity risk. s 47C, s 47E(d)

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)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

Marnco

Assessment summary: we assess Marnco suitable as an Australian new entrant importer and distributor — especially for a supply response in Victoria and South Australia. While not a larger player, there is public evidence of import activity, regional storage and distribution, and delivery into farming regions. Marnco has a 20,000 tonne storage facility in SA and is alive to the MAP/DAP and phosphate issues.

Criteria: *Trusted operator in the market based on its proven, prior experience importing fertiliser to Australia*

- Marnco is a member of the national peak industry association; Fertilizer Australia.
- Australian private company founded in 2018 which imports fertiliser distribution through to the farm gate, across Victoria and South Australia.[17]
- There was a product-labelling New Zealand dispute (2024). This was addressed by renaming and compensating customers.[18]
- In 2024, the Fertiliser Association of New Zealand applied for a legal injunction against Marnco over a superphosphate product, this was a product-labelling dispute (2024) which was addressed by renaming and compensating customers.

Criteria: *Capacity to import and distribute at a scale that is meaningful to addressing Australia's supply disruptions*

- Farmers Weekly reported Marnco claimed 20–25% of the Victorian–South Australian market and sales of 400,000 tonnes in 2023.[19]
- Marnco delivered MAP/DAP into Whyalla Port in February 2025 linked to a new 20,000 tonne storage and distribution centre on the Eyre Peninsula.[20]
- Marnco has warehouses in Geelong and Port Adelaide, and five warehouses in New Zealand.[21]

Criteria: *Proven capability to deliver and scope of that delivery (including geographic distribution and customer distribution)*

- 20–25% share of the Victorian and South Australian market, 400,000 tonnes of fertiliser in 2023, with a 20,000-tonne fertiliser storage facility in SA[22]

Criteria: DAFF to check history of import requirement/biosecurity non-compliance (DAFF).

Leah Wojcik
General Manager

Heavy Industry Transition Division | Net Zero and Clean Energy Branch
Ngunnawal Country, Industry House, 10 Binara Street, GPO Box 2013 Canberra ACT 2601 Australia
Department of Industry, Science and Resources
Phone s 47F | **Extension** s 47F | **Mobile:** s 47F | **Email** Leah.Wojcik@industry.gov.au

Executive Assistant | Elaine Stanford
s 47F @industry.gov.au

Our purpose is to help the government build a better future for all Australians through enabling a productive, resilient and sustainable economy, enriched by science and technology.

We are collaborative, innovative, respectful and we strive for excellence.

Acknowledgement of Country

Our department recognises the First Peoples of this Nation and their ongoing cultural and spiritual connections to the lands, waters, seas, skies, and communities.

We Acknowledge First Nations Peoples as the Traditional Custodians and Lore Keepers of the oldest living culture and pay respects to their Elders past and present. We extend that respect to all First Nations Peoples.

Connection to Country, 2021 by Shaenice Allan

OFFICIAL: Sensitive

s 22(1)(a)(ii)

s 22(1)(a)(ii)

[17] Marnco (website) '*Delivering Fertiliser With Purpose and Precision*' https://www.marnco.com/au/about

[18] Farmers Weekly (2024) '*Marnco still in play after rocky start*' https://www.farmersweekly.co.nz/markets/marnco-still-in-play-after-rocky-start/ noting that Marnco is a **new entrant to the fertiliser industry;** and did have an issue which was addressed with their initial NZ expansion

[19] Farmers Weekly (2024) https://www.farmersweekly.co.nz/markets/nz-market-christened-with-aussie-fert-arrival/

[20] Argus (2025). https://www.argusmedia.com/en/news-and-insights/latest-market-news/2662237-australian-whyalla-port-takes-first-fertilizer-delivery

[21] Grain Central (2026) '*Growers set to up fertiliser buying after slow start*' https://www.graincentral.com/news/growers-set-to-up-fertiliser-buying-after-slow-start/

[22] Triton (2024) '*Australian Fertiliser Finds Its Way to New Zealand Farm*' https://news.tritoncomsys.com/australian-fertiliser-finds-its-way-to-new-zealand-farms/

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 regarding Marnco?

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
E s 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 s 47F @exportfinance.gov.au>
Subject: Referral: Two fertiliser importers for engagement [SEC=OFFICIAL]

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H s 47F

Three 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 – Marnco,s 22(1)(a)(ii) – against the below criteria, and make the following recommendations:

- **Marnco:** Not recommended for further engagemens 47C

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 ons 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: s 47F
To: s 47F
Cc: s 47F
Subject: FW: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]
Date: Friday, 19 June 2026 4:03:38 PM
Attachments: image001.gif
image002.jpg

OFFICIAL

Hi team,

Please lodge in our update piece to OSCR.

Thanks,
SM

OFFICIAL

From: Burr, Sarah <Sarah.Burr@aff.gov.au>
Sent: Thursday, 18 June 2026 8:06 PM
To: s 47F @industry.gov.au>; Wong, Tim <tim.wong@industry.gov.au>
Cc: Oliver, Tara <tara.oliver@industry.gov.au>
Subject: FW: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

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Hi DISR colleagues,

Just letting you know we went back to Marnco today about their interest in being referred to EFA so as to participate in the FFSF. Will keep you updated of any responses. Happy to discuss the process to here/from here as needed.

Thanks,
Sarah

OFFICIAL

OFFICIAL

From: Burr, Sarah
Sent: Thursday, 18 June 2026 4:02 PM
To: 'Mark Been' <mark.been@marnco.com>
Cc: Blong, Nick <Nick.Blong@aff.gov.au>
Subject: RE: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

Dear Mark,

Thank you for your interest in participating in the Fuel and Fertiliser Security Facility (FFSF). We appreciate the time and information Marnco has provided to date, and we acknowledge the important role your business plays in supporting fertiliser supply into the Australian market.

As part of our assessment process, we have carefully considered the information provided alongside departmental records and broader due diligence. As you are aware, demonstrated capability and capacity to meet national interests is a requirement for participation in the FFSF, ensuring it supports its core policy objective: securing reliable fertiliser supply for Australian farmers when they need it, to support domestic agricultural production and exports.

To assist Marnco in demonstrating both this capability and capacity, we invite you to make further submissions as to how Marnco's participation will ensure these national interests are met, and resolve any discrepancies between Marnco's self-reported information and available data. To enable prompt decision making, please provide any further information or submissions by Friday 26 June 2026. If you choose not to provide further information, we will proceed to a final decision by 30 June 2026.

Currently identified issues are that:

1. Marnco has self-reported imports of 350,000 tonnes of urea this year to date; during this time period, departmental records indicate the declared import figure was approximately 55,000 tonnes.
2. Marnco has self-reported it had sourced urea from Brunei, Malaysia, Indonesia and potentially China; departmental records indicated Marnco has previously sourced product only from Brunei, Malaysia, Vietnam and Qatar;
3. Shipments of urea in 2023 and 2026 were identified as having required biosecurity intervention and/or management.

In particular, you may wish to provide:

- Evidence of imported urea volumes into Australia to date;
- Information on source countries for those volumes and any evidence of commercial arrangements to secure supply;
- Further detail on prospective shipments; and
- Advice on how Marnco intends to ensure biosecurity risk is appropriately managed before import, including any processes and governance, or consideration of any approved

arrangement under the Biosecurity Act 2015.

Please do not hesitate to contact me if you would like to discuss this further.

Kind regards,
Sarah

Sarah Burr
Assistant Secretary – Middle East Regional Conflict Taskforce
Department of Agriculture, Fisheries and Forestry
+61 407 246 520

From: Burr, Sarah
Sent: Tuesday, 2 June 2026 7:26 PM
To: Mark Been <mark.been@marnco.com>
Cc: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Subject: RE: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

Hi Mark,

Thank you, the below is noted.

Thanks,
Sarah

Sarah Burr
Assistant Secretary – Middle East Regional Conflict Taskforce
Department of Agriculture, Fisheries and Forestry
+61 407 246 520

From: Mark Been <mark.been@marnco.com>
Sent: Monday, 1 June 2026 11:48 AM
To: Burr, Sarah <Sarah.Burr@aff.gov.au>
Cc: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Subject: Re: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

OFFICIAL

Hi Sarah,

Thank you for your follow-up

To address each point in turn:

Prospective shipments

Marnco has a vessel due to arrive in Geelong carrying approximately 50,000 metric tonnes of urea in June. Beyond this, there are no further planned cargoes at this stage. We hold a monthly offtake option with a Brunei supplier of up to 30,000 metric tonnes per month, however at this point in time it is anticipated that volume will be directed elsewhere rather than to Australia.

Distribution — Eyre Peninsula and Adelaide
To clarify our distribution footprint: coverage across the Eyre Peninsula is facilitated through AgFert, a distribution partner of ours based in Adelaide. In addition to this arrangement, Marnco also operates its own direct distribution capability in Adelaide.

Price risk mechanism
Marnco is comfortable with both downside and upside price risk sharing with Government.

Please let me know if you require any further clarification on the above or if it would be helpful to discuss directly.

Kind regards,

Mark Been
Managing Director

+61 490 504 059
mark.been@marnco.com



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OFFICIAL

From: Burr, Sarah <Sarah.Burr@aff.gov.au>
Sent: Saturday, May 30, 2026 10:56 AM
To: Mark Been <mark.been@marnco.com>
Cc: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Subject: RE: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

OFFICIAL

Hi Mark,

Thanks for your time yesterday to have a "without prejudice" conversation about Marnco's fertiliser businesses. I have a couple of additional questions before DAFF and DISR can make a recommendation to EFA, please see my bolded questions in the "further info required" column below:

Company	Marnco	**Further info required**
Fertiliser type	Urea	-
Location	East Coast	-
Volumes	350k tonnes year to date	-
International sources	Brunei, Malaysia, Indonesia, Nigeria, Vietnam (and potentially China)	-
Distribution network	Through Geelong, Adelaide and Eyre Peninsula via large domestic retailers including Elders, Nutrien and Ag Warehouse; predominantly to broadacre cropping industries (both summer and winter seasons)	-
Prospective shipments	Noted vessel on water due to arrive in Geelong on 10 June; unclear if any other prospective shipments under negotiation, but does have monthly offtake option with Brunei (up to 30k tonnes/month)	• We are seeking some high-level information you are comfortable sharing with Government to assist our understanding, noting we do not expect you to share any commercial-in-confidence information at this stage ◦ e.g. **Marnco is in negotiations with a supplier from [geographical region, no need to name supplier at this stage] for [number] of urea shipment(s) of approx. [volume] tonnes, due to be shipped [month] for arrival in [month]**
Price risk mechanism	Sarah outlined during 29 May meeting, but forgot to request in writing understanding and comfort with both upside and downside risk sharing	• **Please confirm comfort with downside risk sharing with Government.** • **Please confirm comfort with upside risk sharing with Government.** • Please let me know if you have any out-standing questions on risk sharing.

I note that separately, DAFF is doing our own due diligence on Marnco's biosecurity track record in our system.

Happy to discuss further if preferred, my mobile number is 0407 246 520.

Thanks,
Sarah

Sarah Burr

Assistant Secretary – Middle East Regional Conflict Taskforce

Department of Agriculture, Fisheries and Forestry

+61 407 246 520

OFFICIAL

From: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Sent: Thursday, 28 May 2026 5:37 PM
To: 'Mark Been' <mark.been@marnco.com>; Cuddihy, Amy <Amy.Cuddihy@aff.gov.au>
Cc: Burr, Sarah <Sarah.Burr@aff.gov.au>; 'Simon Fisher' <Simon.Fisher@exportfinance.gov.au>
Subject: RE: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

OFFICIAL

Hi Mark,

Thanks for this. My colleague (Sarah Burr) copied above will call you tomorrow to discuss.

Thank you.

Kind regards

Christie Sawczuk (she/her)

First Assistant Secretary | Middle East Regional Conflict Taskforce

M: 0435 183 368 | **E:** christie.sawczuk@aff.gov.au

EO: Amy Cuddihy **M:** 0481 445 605

Department of Agriculture, Fisheries and Forestry

Agriculture House, 70 Northbourne Ave, Canberra ACT 2601

GPO Box 858 Canberra ACT 2601 Australia

agriculture.gov.au

OFFICIAL

From: Mark Been <mark.been@marnco.com>
Sent: Thursday, 28 May 2026 5:28 PM
To: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>; Cuddihy, Amy <Amy.Cuddihy@aff.gov.au>
Cc: Burr, Sarah <Sarah.Burr@aff.gov.au>; 'Simon Fisher' <Simon.Fisher@exportfinance.gov.au>
Subject: Re: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

OFFICIAL

Hi Christie,

Thank you for your reply and I look forward to the call tomorrow.

I have spoken with Simon Fisher at EFA, however it would appear that without a recommendation from DAFF, we are unable to progress discussions with EFA on the Facility.

I would be grateful if tomorrow's call could address how that introduction can be facilitated.

Kind regards,

Mark Been

Managing Director

+61 490 504 059
mark.been@marnco.com



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From: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Sent: Thursday, May 28, 2026 16:21
To: Mark Been <mark.been@marnco.com>; Cuddihy, Amy <Amy.Cuddihy@aff.gov.au>
Cc: Burr, Sarah <Sarah.Burr@aff.gov.au>; 'Simon Fisher' <Simon.Fisher@exportfinance.gov.au>
Subject: RE: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

OFFICIAL

Hi Mark,

Thank you for your email and follow up.

We will call you tomorrow on your question about eligibility below. And would encourage your continued engagement with EFA.

Thank you.

Kind regards

Christie Sawczuk (she/her)

First Assistant Secretary | Middle East Regional Conflict Taskforce

M: 0435 183 368 | **E:** christie.sawczuk@aff.gov.au

EO: Amy Cuddihy **M:** 0481 445 605

Department of Agriculture, Fisheries and Forestry

Agriculture House, 70 Northbourne Ave, Canberra ACT 2601

GPO Box 858 Canberra ACT 2601 Australia

agriculture.gov.au

OFFICIAL

From: Mark Been <mark.been@marnco.com>
Sent: Tuesday, 26 May 2026 7:10 PM
To: Cuddihy, Amy <Amy.Cuddihy@aff.gov.au>
Cc: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>; Burr, Sarah <Sarah.Burr@aff.gov.au>; 'Simon Fisher' <Simon.Fisher@exportfinance.gov.au>
Subject: Re: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

OFFICIAL

Hi Amy,

Thank you for your email. As you will be aware, Marnco has been seeking further information on the Fuel and Fertiliser Security Facility (FFSF) since early May 2026, including the criteria for participation. Marnco has engaged directly with Export Finance Australia (EFA) in respect of the FFSF and understands from that engagement, and from the information provided in your email, that DAFF has a role in advising EFA on appropriate companies to participate in the FFSF.

The purpose of this email is to request an urgent meeting with DAFF to discuss and progress Marnco's participation in the FFSF.

Marnco is an Australian fertiliser importer and distribution business that sources bulk and specialty fertilisers from global manufacturers and supplies them to agricultural customers across Australia's key agricultural sectors, including broadacre cropping, livestock, horticulture and dairy. Marnco is an integrated supply-chain manager, coordinating international procurement, shipping, storage, port logistics and farm delivery to ensure reliable and cost-effective nutrient supply to Australian farmers.

The eligibility criteria in the information provided states that support is targeted to fertiliser importers that can deliver material volumes at scale and meet eligibility, risk and policy requirements. In particular, importers with:

- a proven track record importing fertiliser into Australia, supported by strong biosecurity compliance;
- the ability to secure large-scale shipments from a diverse range of international suppliers; and
- established capacity to distribute at scale, delivering volumes that materially contribute to addressing Australia’s fertiliser shortfall.

Marnco satisfies each of these criteria. This is Marnco's core business and Marnco is well-positioned to participate in the FFSF to ensure additional fertiliser supply for Australian farmers.

Please note that Marnco has been seeking further information on the FFSF since early May 2026. It is aware of a number of importers who appear to have been approached directly by EFA and/or DAFF around that time. It is not clear why Marnco was not part of these initial approaches.

There is a window in which additional fertiliser supply will have the maximum benefit for Australian farmers, but it is narrowing. Accordingly, Marnco requests an urgent meeting at the earliest available opportunity to discuss how it can participate in the FFSF and progress this matter without further delay. Alternatively, Marnco would welcome an immediate referral from DAFF to EFA to discuss appropriate support and opportunities under the FFSF.

Please do not hesitate to contact me directly to arrange a time.

Kind regards,

Mark Been

Managing Director

+61 490 504 059
mark.been@marnco.com



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OFFICIAL

From: Cuddihy, Amy <Amy.Cuddihy@aff.gov.au>
Sent: Tuesday, 26 May 2026 3:32 PM
To: Mark Been <mark.been@marnco.com>
Cc: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>; Burr, Sarah <Sarah.Burr@aff.gov.au>; 'Simon Fisher' <Simon.Fisher@exportfinance.gov.au>; Cuddihy, Amy <Amy.Cuddihy@aff.gov.au>
Subject: RE: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

You don't often get email from amy.cuddihy@aff.gov.au. Learn why this is important

OFFICIAL

Good afternoon Mark

As discussed with Christie below, the information on the Facility has just been published: Explainer: Fuel and Fertiliser Security Facility – fertiliser price-risk support - DAFF.

I've also copied Simon Fisher (EFA) to this email, who I understand you've connected with and liaising on setting up a conversation.

Kind regards

Amy Cuddihy

Executive Officer to Christie Sawczuk, First Assistant Secretary

Middle East Regional Conflict (MERC) Taskforce

Department of Agriculture, Fisheries and Forestry

M: 0481 455 605 | **E:** amy.cuddihy@aff.gov.au

OFFICIAL

From: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Sent: Monday, 25 May 2026 6:54 PM
To: 'Mark Been' <mark.been@marnco.com>
Cc: Burr, Sarah <Sarah.Burr@aff.gov.au>; Cuddihy, Amy <Amy.Cuddihy@aff.gov.au>
Subject: RE: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

OFFICIAL

Hi Mark,

Thanks so much for this – and I'm glad it went well.

The team will reach out tomorrow with the information and also to connect you with EFA.

Kind regards

Christie Sawczuk (she/her)

First Assistant Secretary | Middle East Regional Conflict Taskforce

M: 0435 183 368 | **E:** christie.sawczuk@aff.gov.au

EO: Amy Cuddihy **M:** 0481 445 605

Department of Agriculture, Fisheries and Forestry

Agriculture House, 70 Northbourne Ave, Canberra ACT 2601

GPO Box 858 Canberra ACT 2601 Australia

agriculture.gov.au

OFFICIAL

From: Mark Been <mark.been@marnco.com>
Sent: Monday, 25 May 2026 5:10 PM
To: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Cc: Burr, Sarah <Sarah.Burr@aff.gov.au>
Subject: Re: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

OFFICIAL

Hi Christie,

Thank you for your response - the New Zealand trip went very well, thank you.

I look forward to receiving the Facility information and appreciate you arranging for it to be forwarded to us. If you or your team could also reach out regarding next steps for communication with EFA, that would be greatly appreciated.

Kind regards,

Mark Been
Managing Director

+61 490 504 059
mark.been@marnco.com

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OFFICIAL

From: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Sent: Monday, May 25, 2026 11:45 AM

To: Mark Been <mark.been@marnco.com>
Cc: Burr, Sarah <Sarah.Burr@aff.gov.au>
Subject: RE: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce) [SEC=OFFICIAL]

OFFICIAL

Hi Mark,

Thank you for your email and so sorry for my delayed response.

It was also a pleasure to meet you and I hope that your trip to New Zealand went well.

The information on the Facility will be published by tomorrow. I (or my team will forward to you). We will also ask EFA to reach out to you directly to provide further information on the Facility.

Once you have this information – we would be happy to further discuss.

Thank you.

Best wishes.

Christie Sawczuk (she/her)

First Assistant Secretary | Middle East Regional Conflict Taskforce

M: 0435 183 368 | **E:** christie.sawczuk@aff.gov.au

EO: Amy Cuddihy **M:** 0481 445 605

Department of Agriculture, Fisheries and Forestry

Agriculture House, 70 Northbourne Ave, Canberra ACT 2601

GPO Box 858 Canberra ACT 2601 Australia

agriculture.gov.au

OFFICIAL

From: Mark Been <mark.been@marnco.com>
Sent: Wednesday, 20 May 2026 5:54 AM
To: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Subject: Re: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce)

You don't often get email from mark.been@marnco.com. Learn why this is important

Hi Christie,

It was a pleasure to meet you last week.

We just purchased another vessel of Urea on weekend 50,000mt and very keen to understand how we would participate in EFA.

I hadn't seen any further communication yet in this regard.

Would you be able to provide and update?

Kind regards,

Mark Been

Managing Director

+61 490 504 059
mark.been@marnco.com

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From: Mark Been
Sent: Thursday, May 14, 2026 9:03:48 PM
To: Sawczuk, Christie <Christie.Sawczuk@aff.gov.au>
Subject: Accepted: Mark Been (Marnco) | Christie Sawczuk and Sarah Burr (DAFF MERC Taskforce)
When: Friday, 15 May 2026 6:30 pm-7:00 pm.
Where: Microsoft Teams Meeting

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From: Wojcik, Leah
To: ICG - HITD - MERIesponse - 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 3 companies is going.

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]

OFFICIAL

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OFFICIAL

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 three companies s 22(1)(a)(ii) and Marnco) we held "without prejudice" conversations with last week. 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.

I note all three companies have chased me up as to if/when they will be referred to EFA, 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
Ngunnawal and Ngambri Country
+61 407 246 520
agriculture.gov.au

OFFICIAL

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s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

s 22(1)(a)(ii)

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

Sent: Thursday, June 18, 2026 7:07 pm

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

Cc: Wong, Tim <Tim.Wong@industry.gov.au>; Oliver, Tara <Tara.Oliver@industry.gov.au>

Subject: Update: the Fuel and Fertiliser Security Facility [SEC=OFFICIAL:Sensitive]

DOCUMENT 14

OFFICIAL: Sensitive

s 22(1)(a)(ii)

Recent media and industry reach out on the Facility

- The Ayres MO advises that Mark Been, Managing Director of the agriculture company Marnco ANZ is seeking a meeting with Minister Ayres.
    - Marnco has been critical of the Facility – recent media – "because it sees the government underwriting as uneven and distorting competition, with a majority of importers excluded while a small group of suppliers receive support and effectively gain a market advantage".
    - MO advisors plan to take the meeting with Mr Been directly – timing tbc.

s 22(1)(a)(ii)