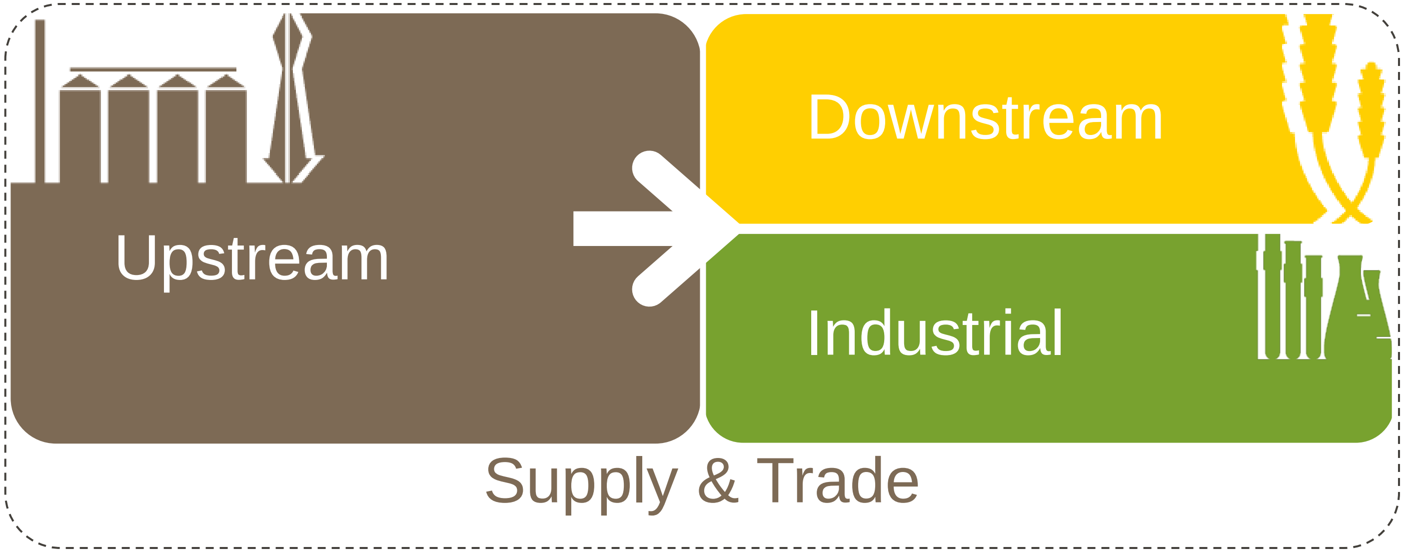
Yara International ASA

Thor Giæver, IR

November 2011

A business strategy geared for global optimization

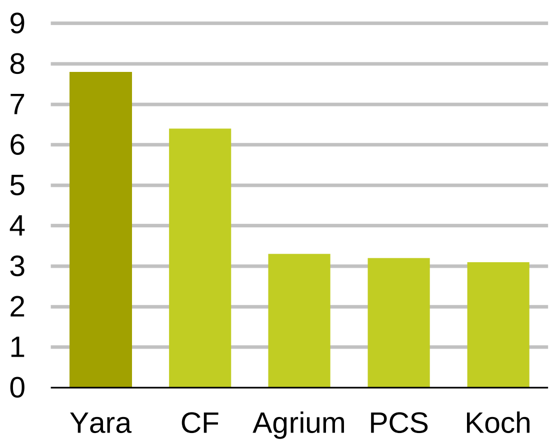


Scale advantages + Unique flexibility + Unrivalled presence

Yara – the leader in nitrogen fertilizers

Global no 1 in ammonia

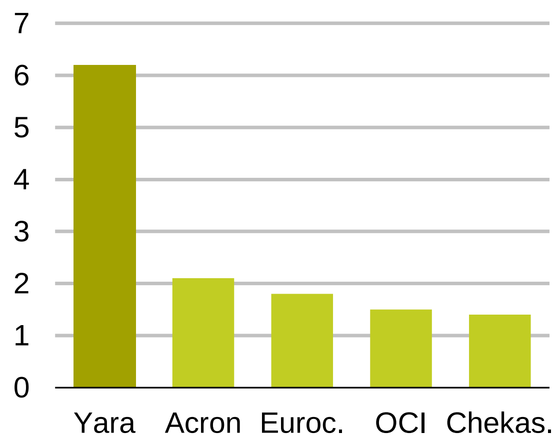
Production capacity* (mill t)



* Incl. companies' shares of JVs
Source: Yara & Fertecon

Global no 1 in nitrates

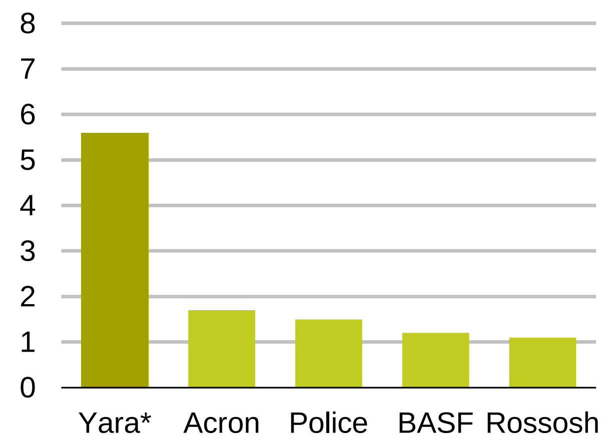
Production capacity* (mill t)



Source: British Sulphur, EFMA

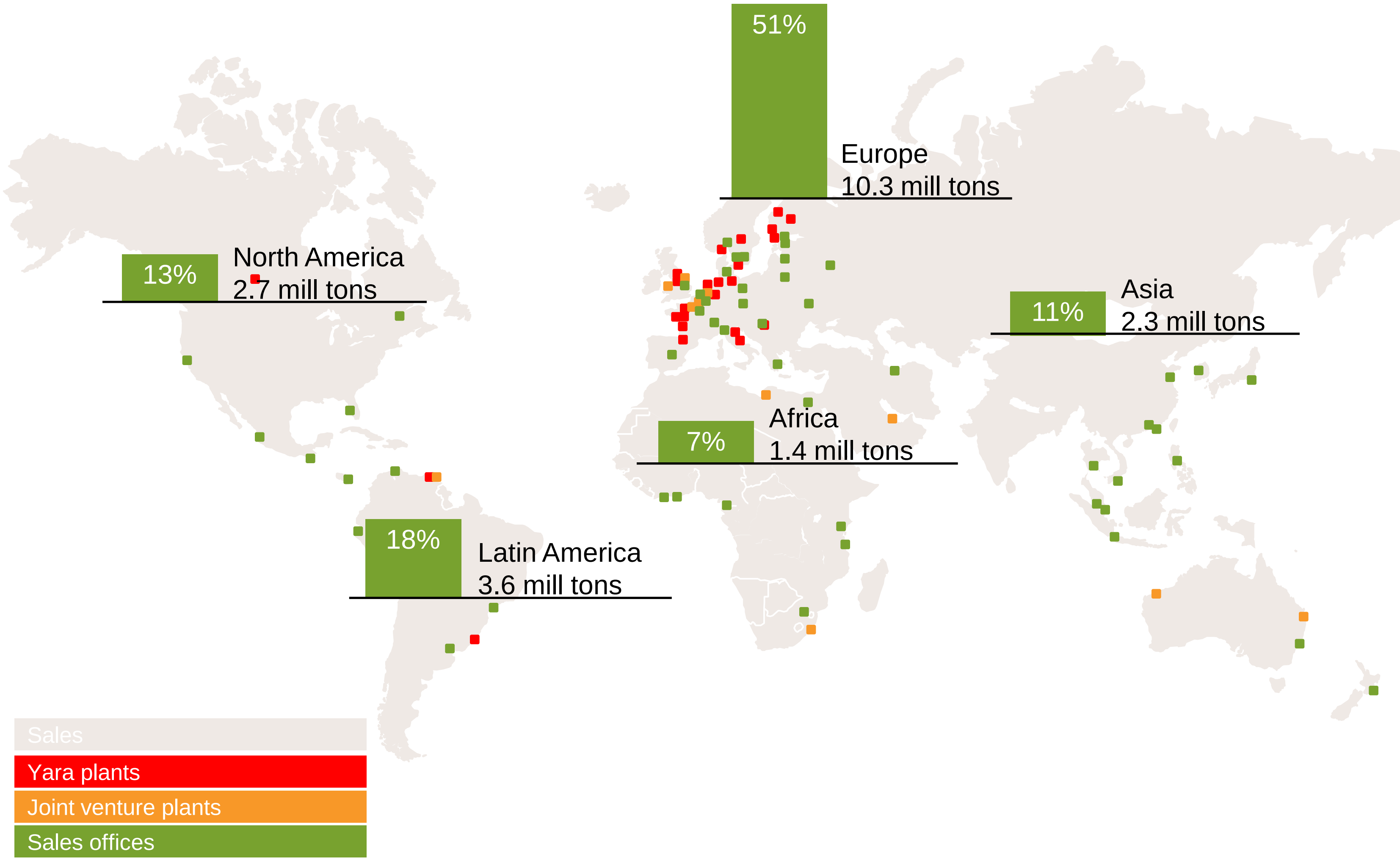
Global no 1 in NPK complex fertilizer

Production capacity* (mill t)



Source: Nitrex-Complex

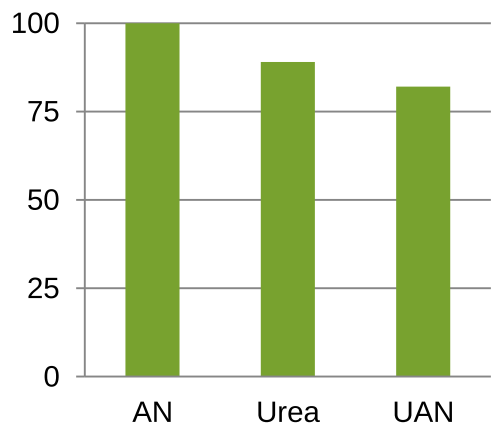
Global downstream presence with sales offices in more than 50 countries



Nitrate-based fertilizers are superior to urea both agronomically and environmentally

The agronomical efficiency of nitrates is superior to urea

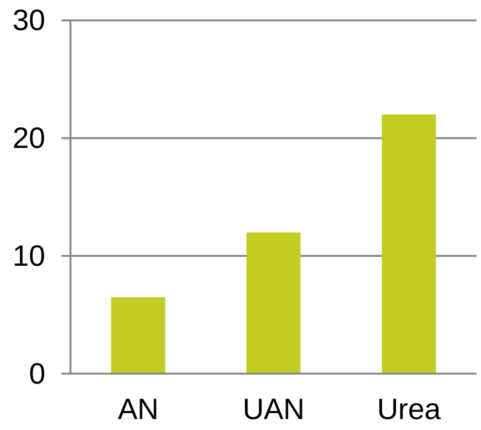
Nitrogen recovery (% of AN)



Urea requires up to 20% higher N application to achieve same cereal crop yield and quality as AN

Nitrates have lower ammonia volatilization losses

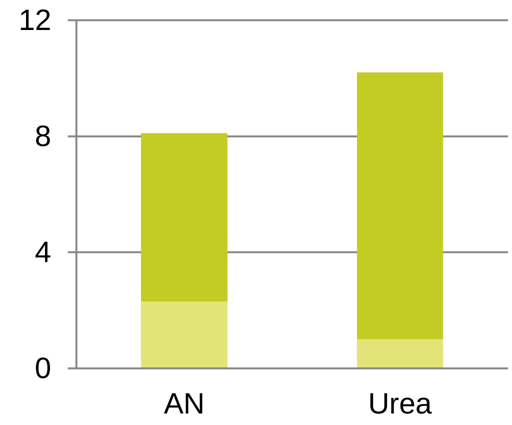
Average Emission Factor, Cereals



Urea and UAN with a 30% market share of EU nitrogen fertilizers cause 88% of its ammonia emissions

The carbon footprint is lower than for Urea

Lifecycle carbon footprint (kg CO_2 eq/kg N)



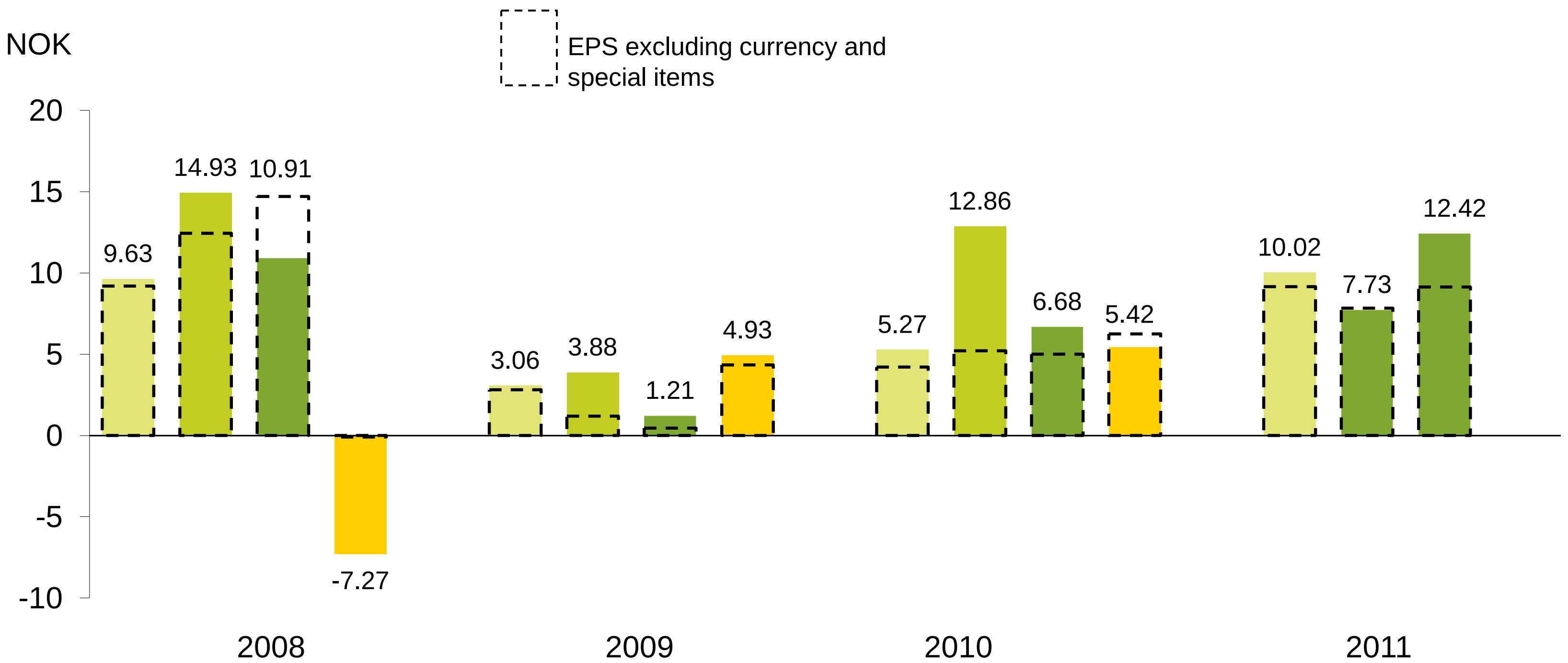
Although urea is more CO_2 efficient in production, CO_2 emissions and ammonia volatilization on application more than offset for this

Source: DEFRA (2006), NT26 project report; Fertilizer Europe; 2EMEP/EEA air pollutant emission inventory guidebook (2007); Yara

Summary third quarter

- Strong results driven by improved margins
- Strong demand outside Europe, satisfactory sales in Europe
- Sluiskil urea expansion successfully completed
- Strong Industrial margins despite raw material price increases

Earnings per share*

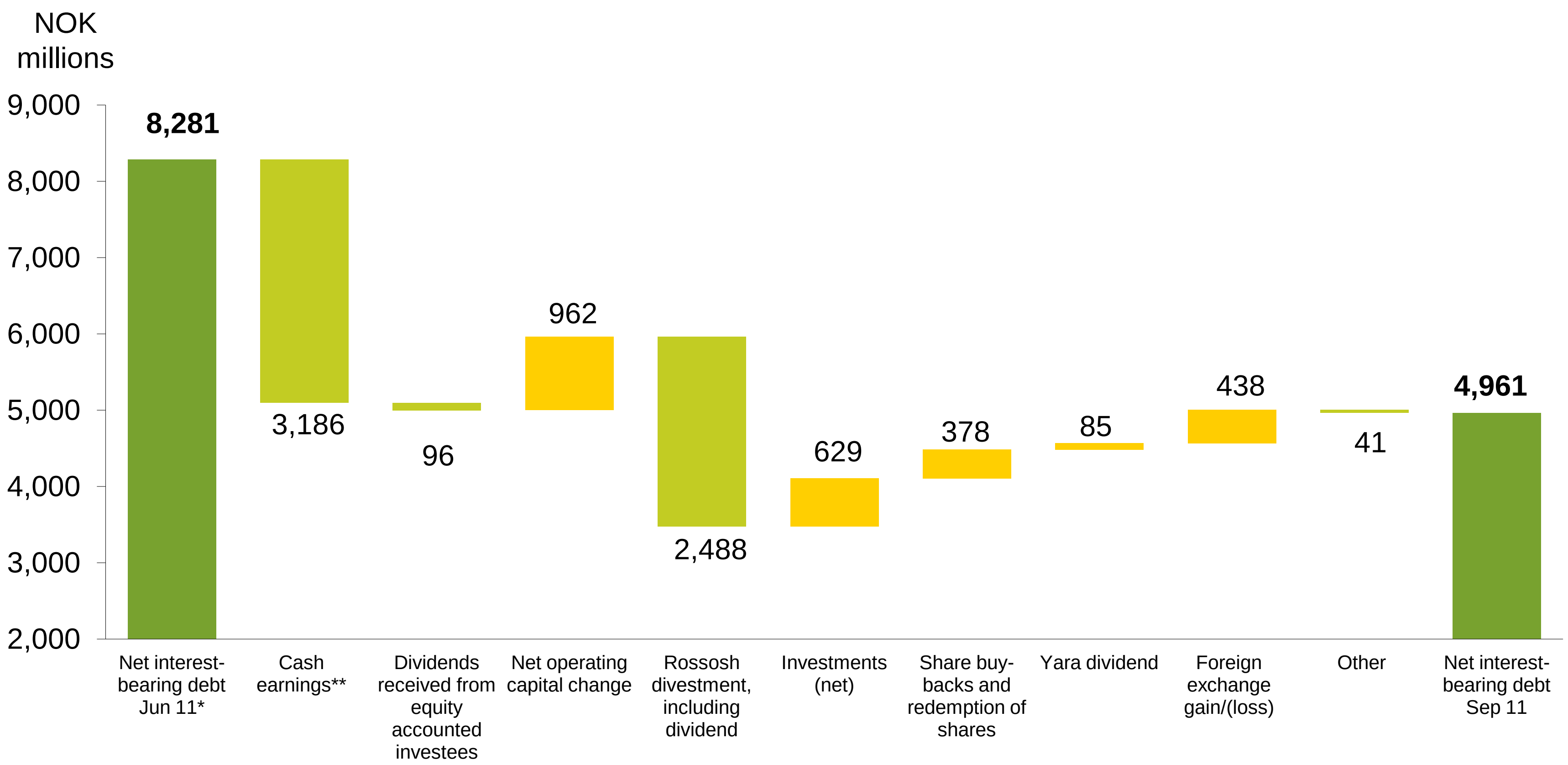


Annual

NOK	28.27	13.08	30.24	30.16

* Average number of shares for 3Q 2011: 287.2 million (3Q 2010: 288.7 million).

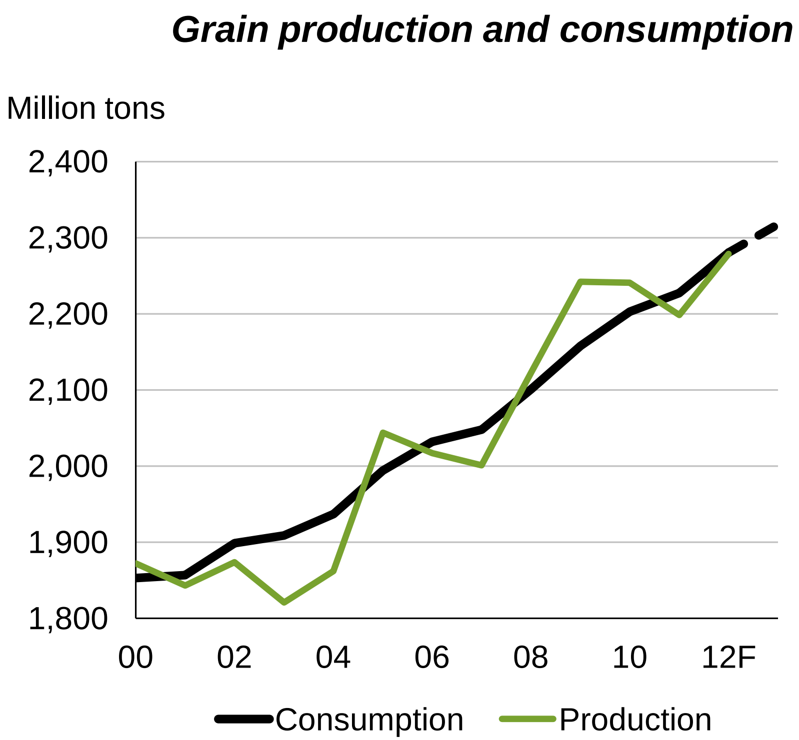
Net debt development

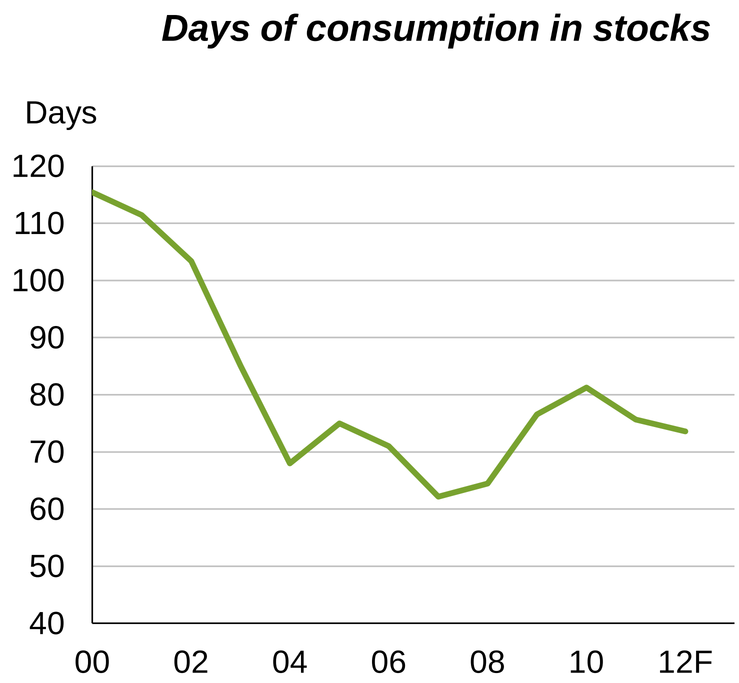


* Included in net interest-bearing debt are external bank time deposits (4-12 months), this is part of other current assets in balance sheet

** Operating income plus depreciation and amortization, minus tax paid, net gain/loss on disposals, net interest expense and bank charges

Stocks-to-use decline despite strong incentives and record production

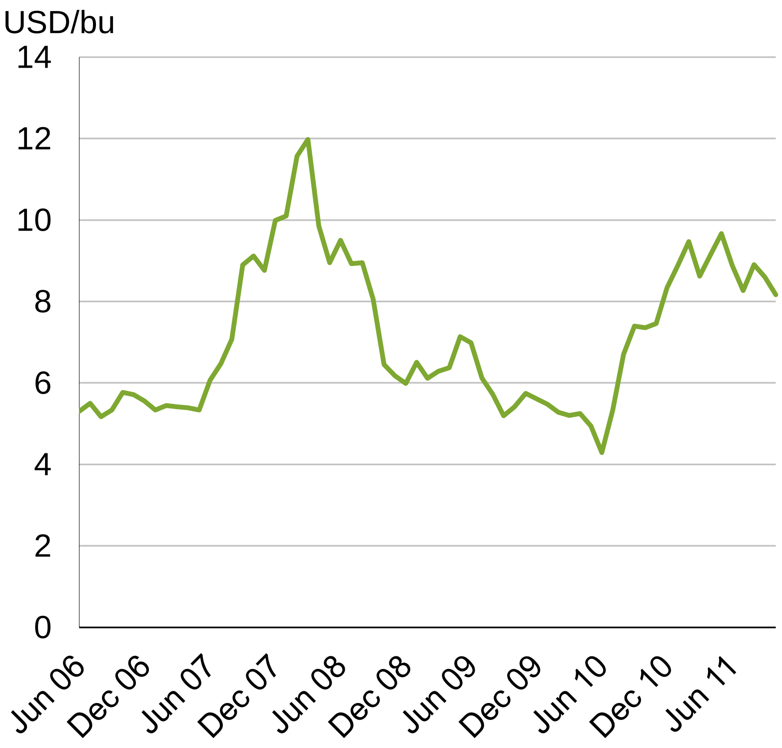




Source: USDA, October 2011

Grain prices at high levels despite recent drop

Wheat (HRW US Gulf)

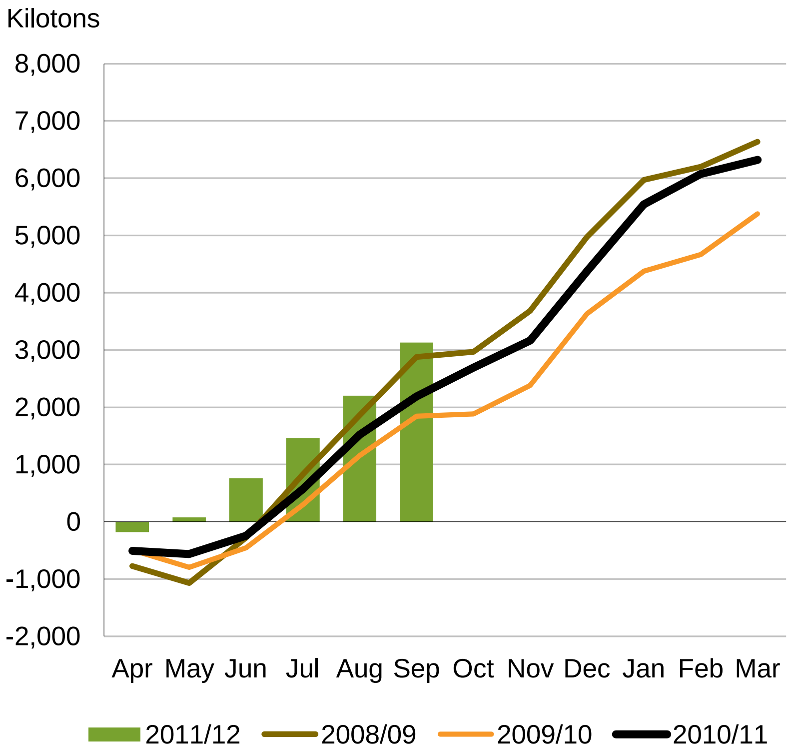


Corn (US Gulf)

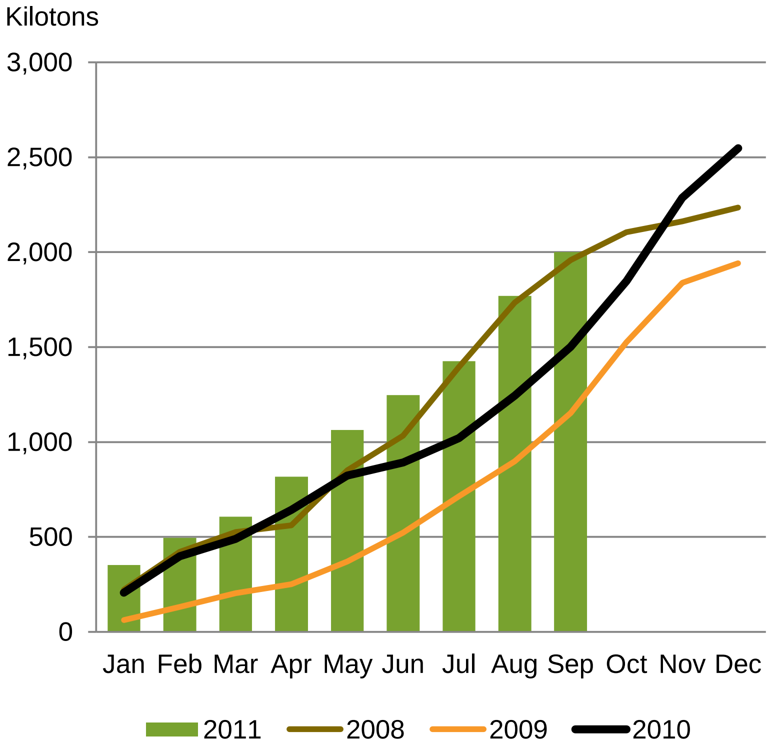
Source: World Bank Jun 06-Sep 11, IGC Oct 19

Strong demand in regions that are in season

Record Indian import need



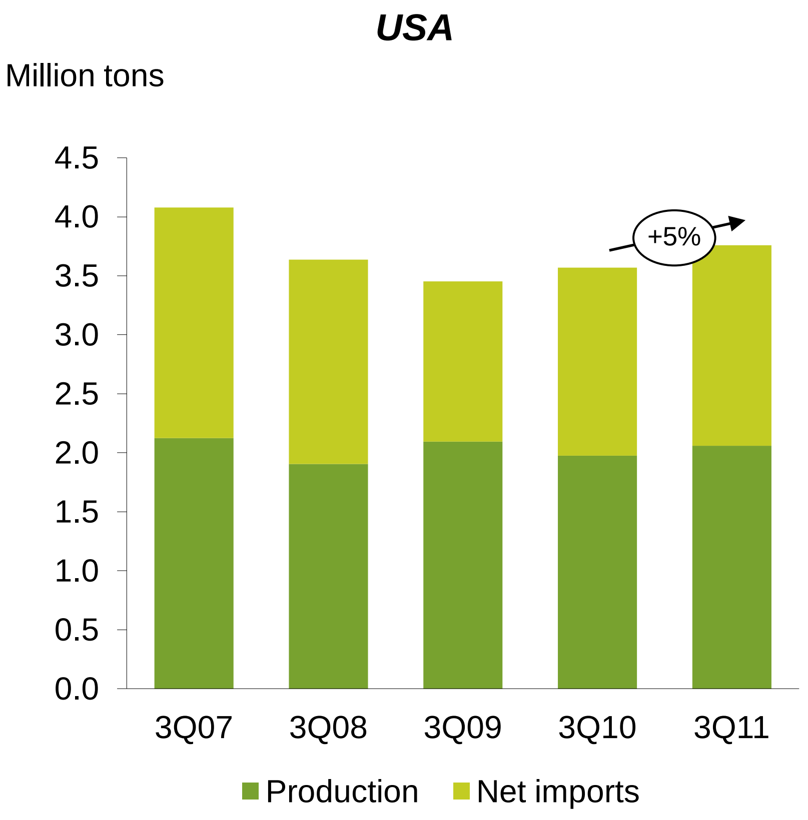
Brazilian urea import

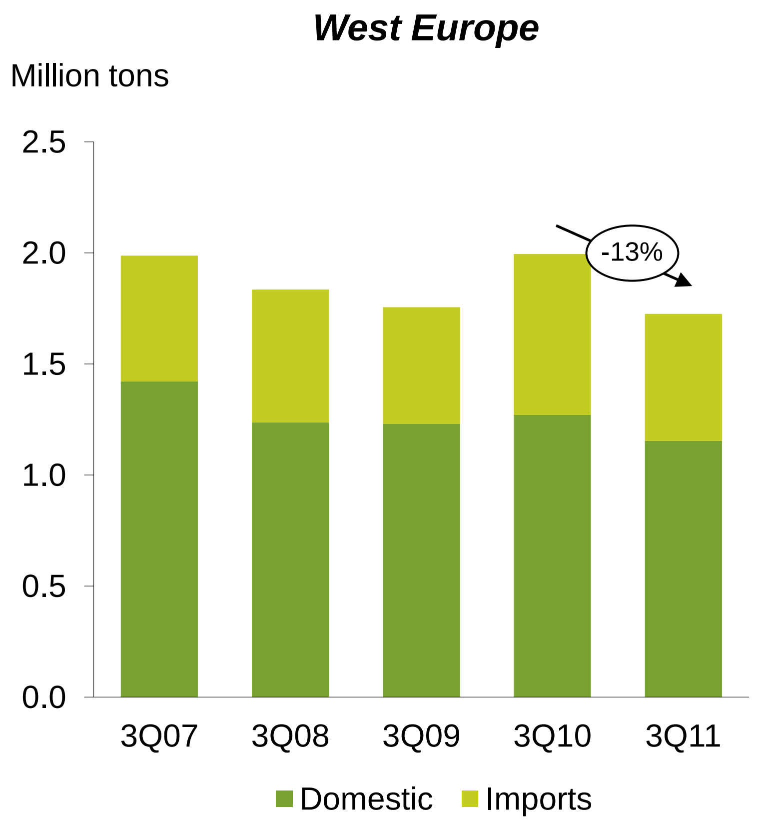


Source: Indian Statistics

Source: GTIS

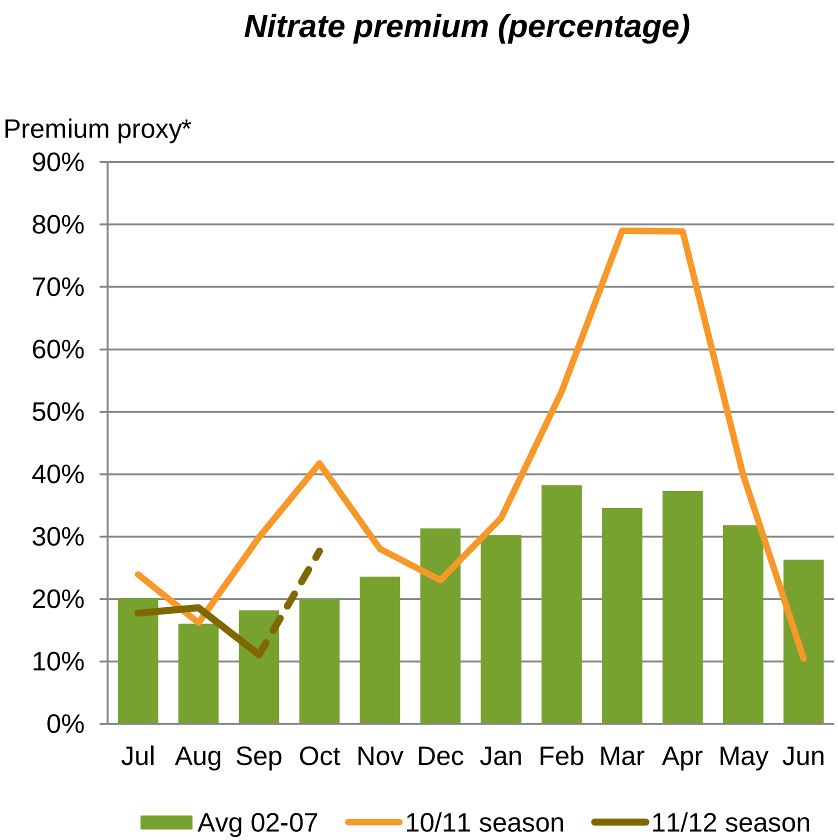
Strong US deliveries, catch-up likely in Europe

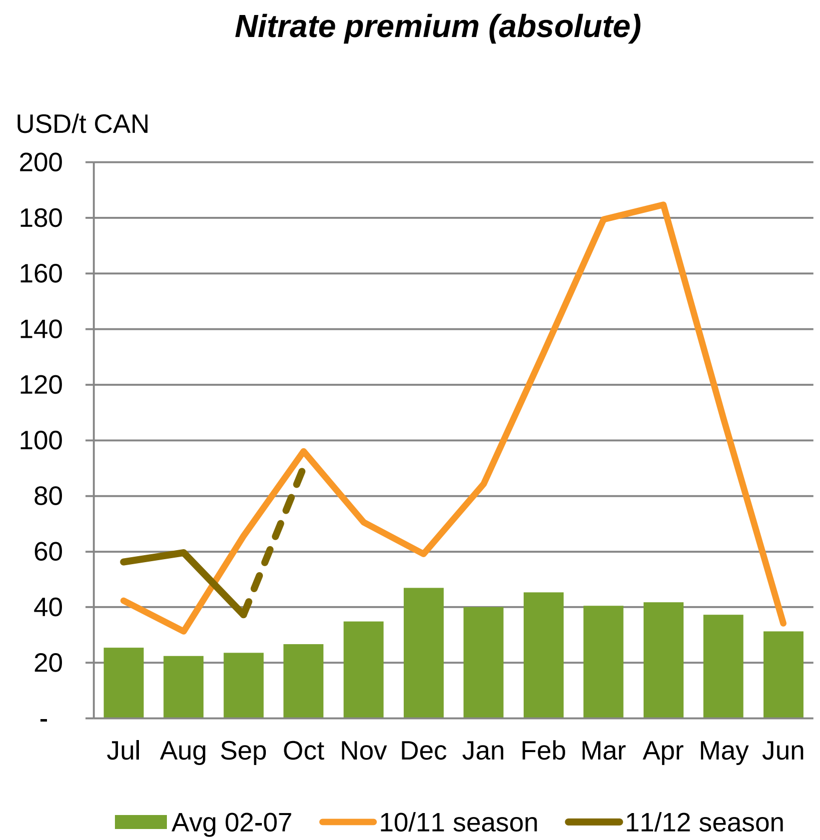




Source: Yara estimate for fertilizer deliveries to selected West European countries.
Total nitrogen deliveries based on TFI, US Trade Commission, Blue-Johnson and Yara estimates

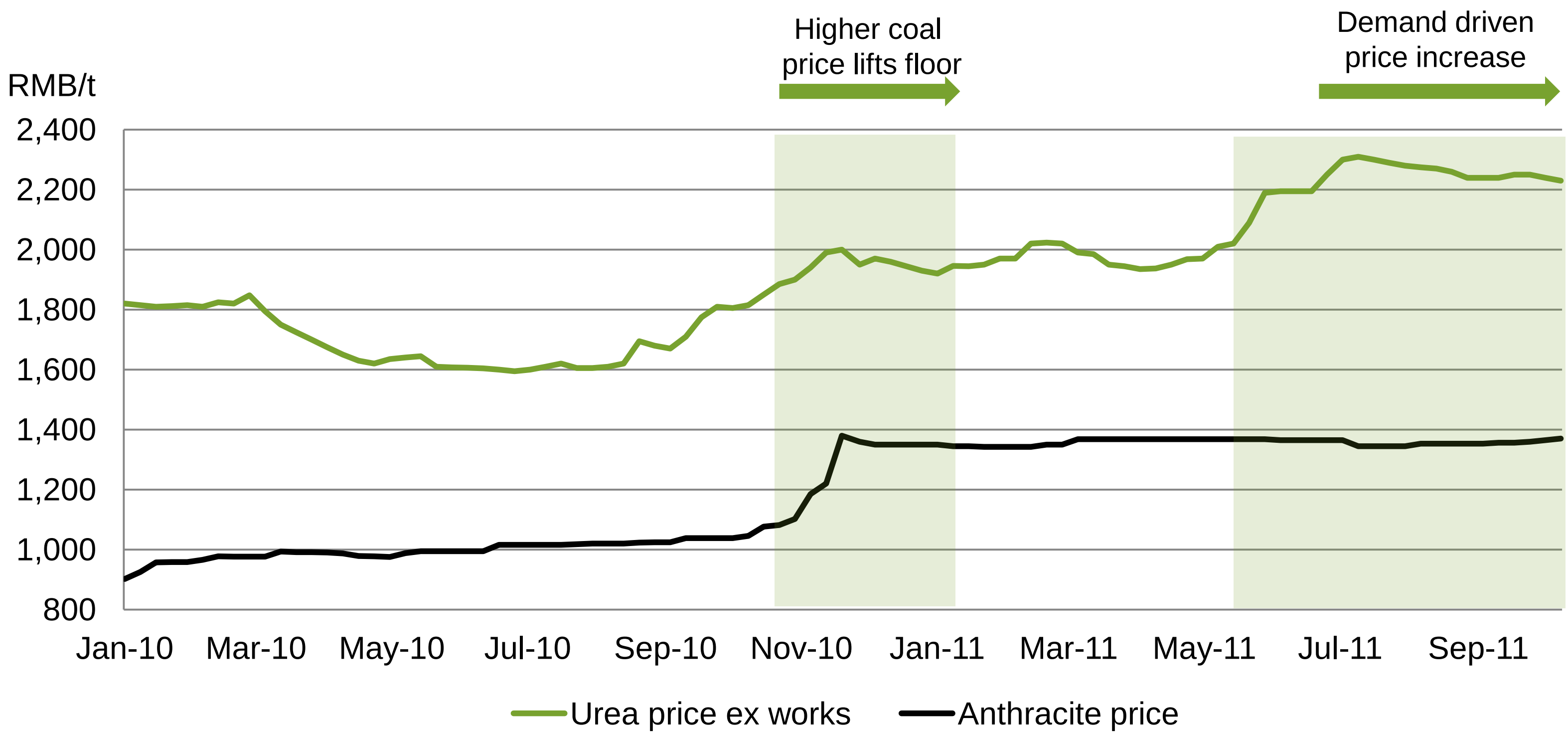
Nitrates competitively priced





* Urea fob Black Sea adjusted for freight (USD 35) and duty (6.5%) to calculate a CFR NWE proxy

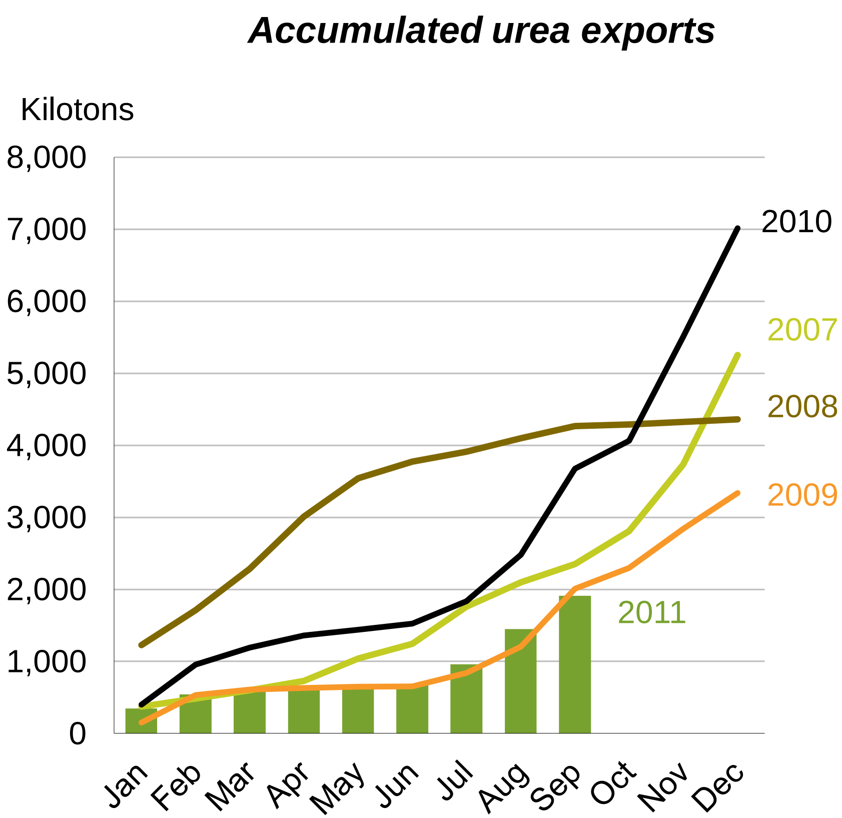
Chinese domestic urea price remains strong

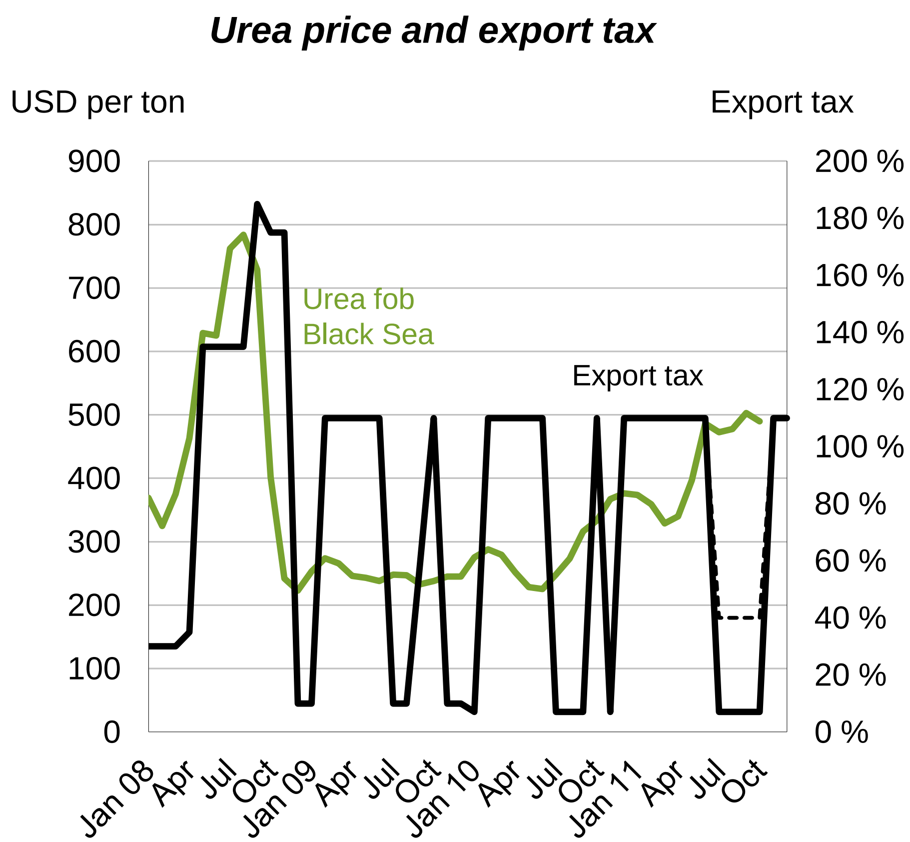


Higher coal prices, increased exports and focus on emission control and energy efficiency has led to higher domestic urea prices

Source: China Fertilizer Market Week

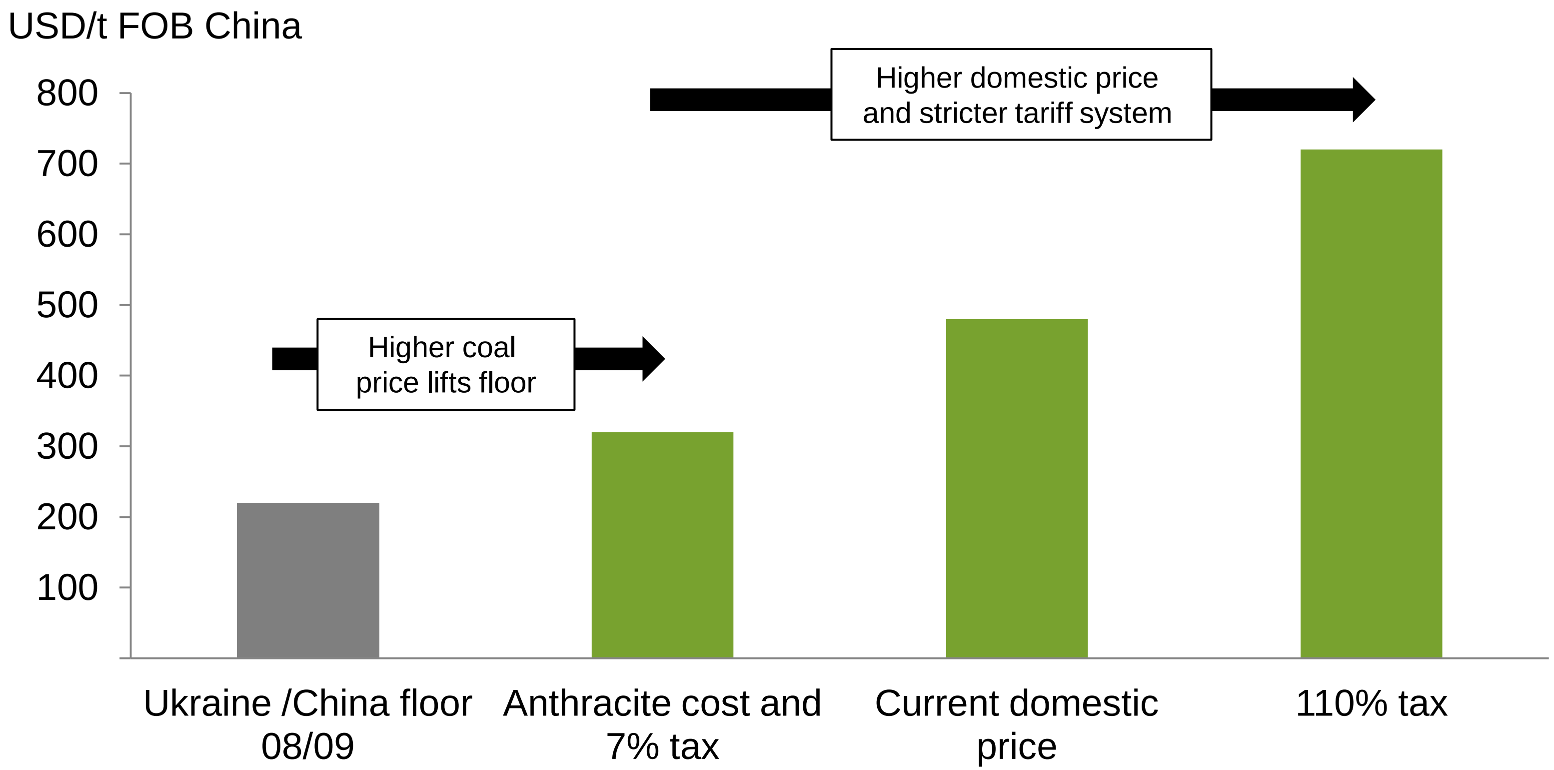
Chinese exports



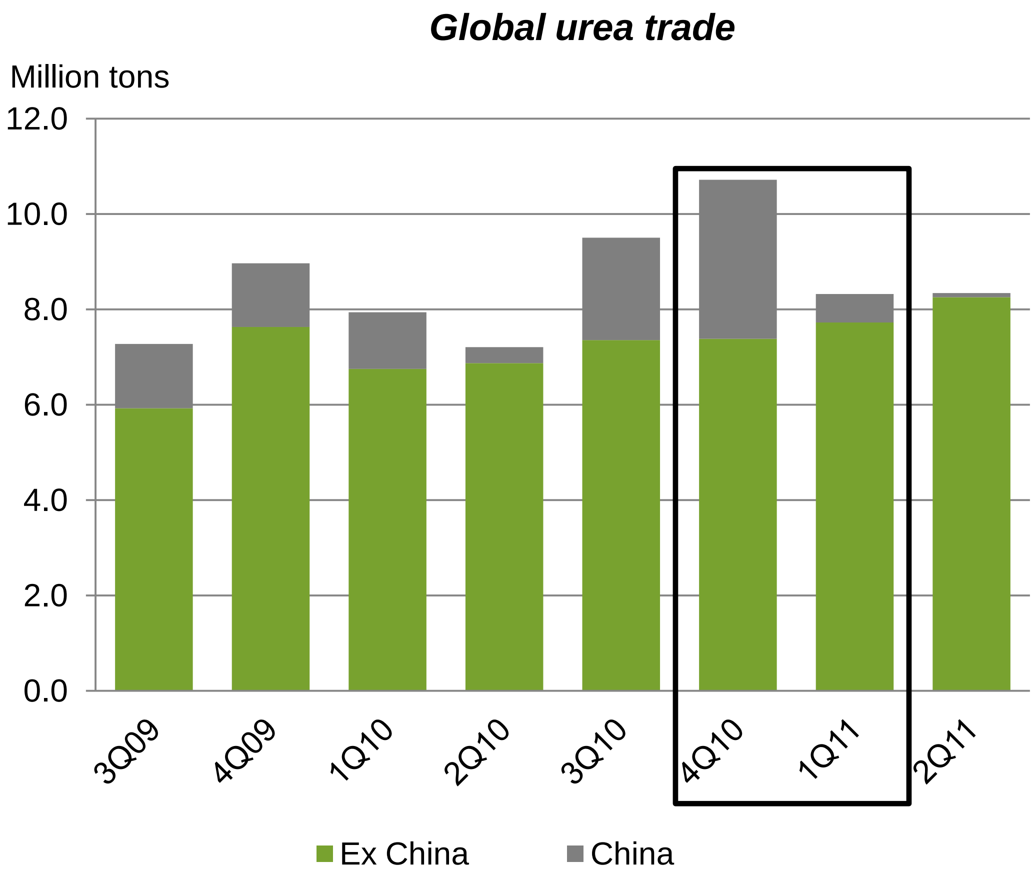


Source: BOABC

Higher urea swing price



Fourth-quarter Chinese exports likely lower



- China exported 3.3 million tons in 4Q10
- As much as 1.5 million tons were exported in December when the export tax was 110%
- An additional 0.6 million tons were allowed exported in 1Q

Source: IFA, Iran from GTIS

Projected nitrogen capacity additions in line with historical consumption growth

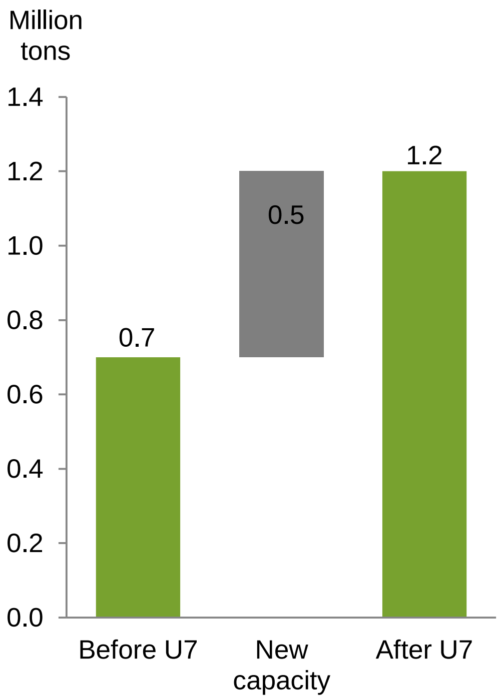
Year	Driving regions		Urea capacity growth relative to nitrogen capacity	
	World	**Excluding China**	**World**	**Excluding China**
2010	China 52% Trinidad 7%	Trinidad 15% Iran 12%	2.5% (2.5%)	1.9% (2.0%)
2011	China 53% Pakistan 15%	Pakistan 31% Iran 15%	2.0% (2.1%)	1.5% (1.5%)
2012	China 55% Algeria 18%	Algeria 41% Qatar 17%	4.2% (4.3%)	3.1% (3.1%)
2013	China 31% UAE 14%	UAE 21% Iran 19%	2.0% (2.2%)	2.2% (2.2%)
2014	India 15% Indonesia 13%	India 17% Indonesia 16%	0.9% (0.9%)	1.4% (1.6%)
Gross annual addition 2011-2014				**~2.1%**

Assumed annual closures			~0.5%
Net annual addition 2011-2014			**~1.6%**
Trend consumption growth from 2001		**2.5%**	**2.0%**

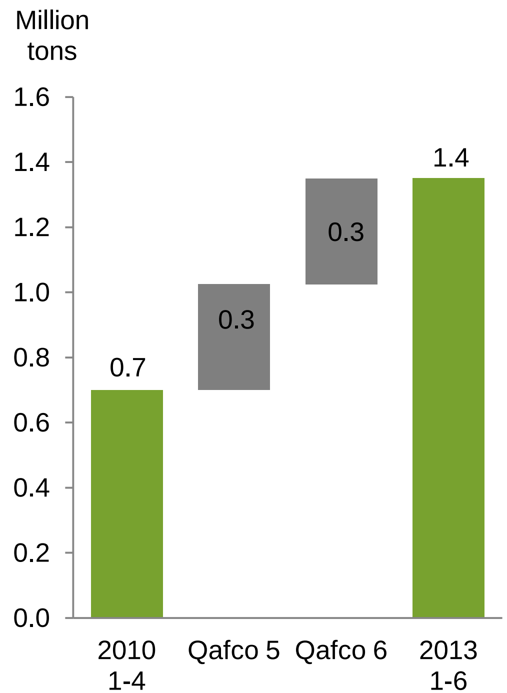
Source: Fertecon update October 2011, IFA on consumption figures

Significant growth in finished fertilizer capacity

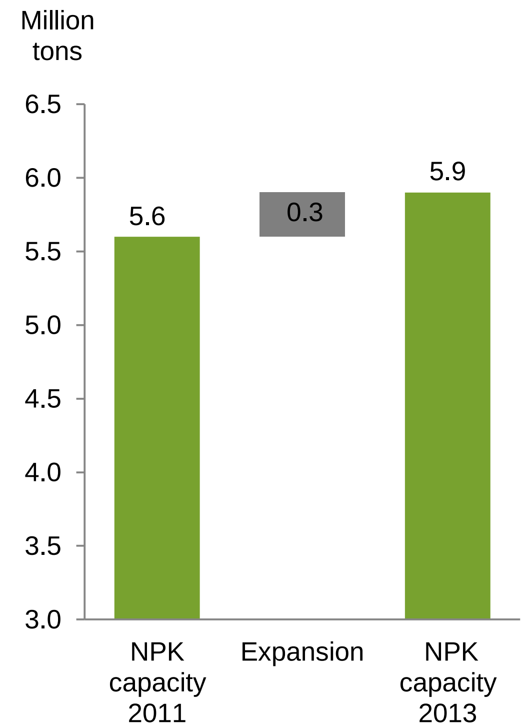
Urea expansion in Sluiskil 2011



Qafco expansion 2011/12

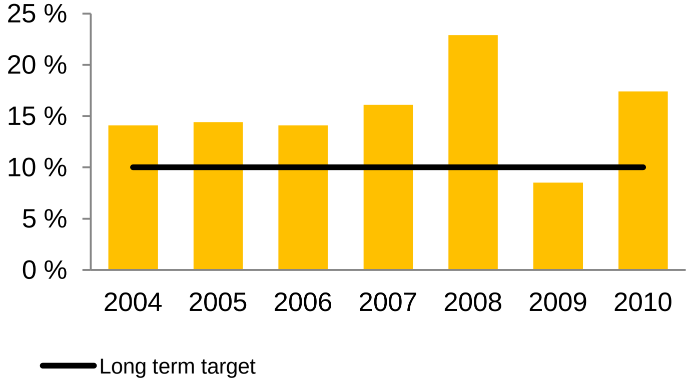


NPK expansion 2013

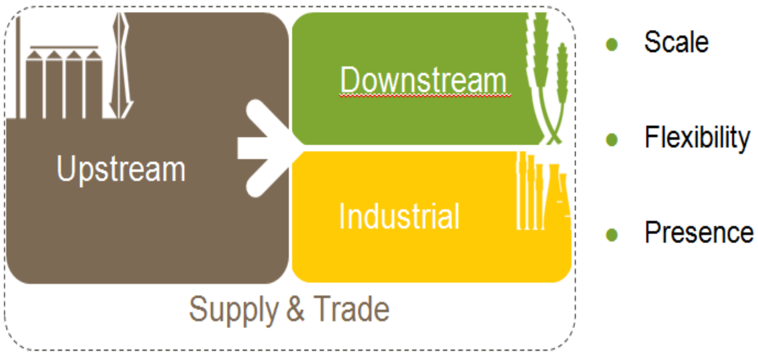


Basis for Yara's profitable growth ambitions

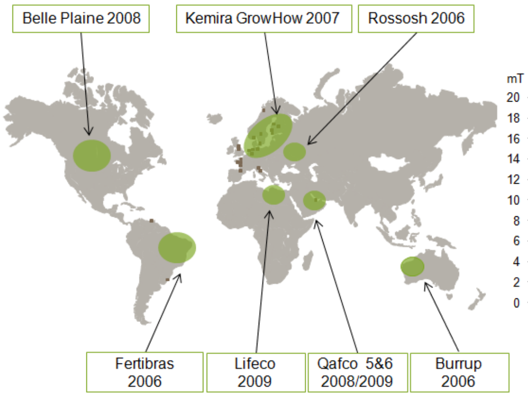
Strong earnings through the cycle

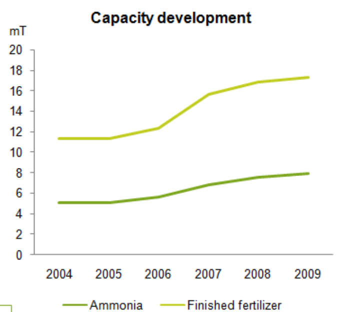


A scalable business model giving synergies



Industry-leading acquisition track-record





Valuation and capital discipline

- In acquisitions Yara looks for:
  - Relative synergies compared to alternative buyers
  - Distressed sellers
  - Our cycle view compared to seller & alternative buyers
- Capital and valuation discipline demonstrated with Terra withdrawal which we believe was right
- Grain, fertilizer and gas outlook has recently improved increasing nitrogen asset values

More information can be found at www.yara.com

Structure for Growth
Geographical Focus – Regional updates

Market	Industry Characteristics	Yara focus and actions
North America	Consolidated	Market structure settled in short to medium term – map strategic intentions of key players in both market stress and boom scenarios and develop Yara response
West Europe	Mature, with some consolidation remaining; non-core assets available	One more major acquisition likely possible; look for assets made available by sellers dedicated to restructuring
Brazil	Capacity expanding, ownership shift, strong state interest/scrutiny	As the battle has been for phosphate dominance, a role as industry shaper in nitrogen could be attainable; map alternatives for achieving such a role
East Europe	Consolidation and rationalization yet to take place	Potentially attractive producers and market positions exist; map and rank these in light of energy situation and political risk
China	Over-supply, capacity expanding, limited consoli-dation, heavy state involvement	Given intense competition, high political risk, market barriers, unlikely to be investment destination for at least 3 – 5 years
India	Some consolidation, feed-stock poor, still subsidy driven	Unless major changes in subsidy policy, not likely to be focus area for fertilizer in the short to medium term. TAN is possible exception

In addition opportunities to build global plants for export are being pursued in areas like Africa and Middle East

Yara fertilizer reduces carbon footprint from farming

Fertilizer - an efficient solar energy catalyst

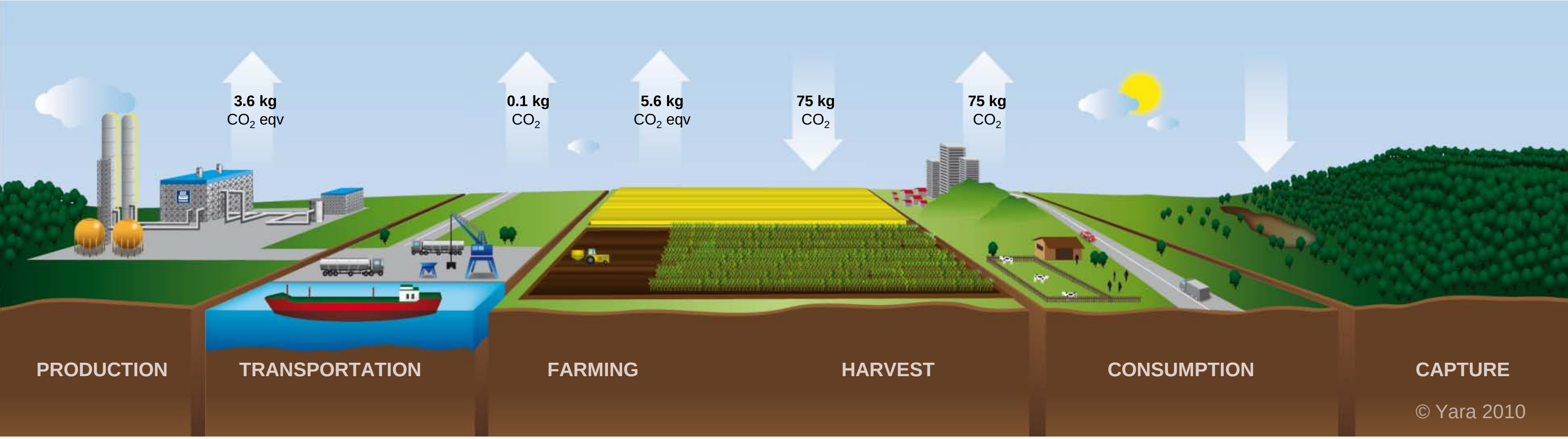
- Production marginal part of carbon footprint - efficient application more important
- Huge positive effects of fertilizer use by lower land use

Production

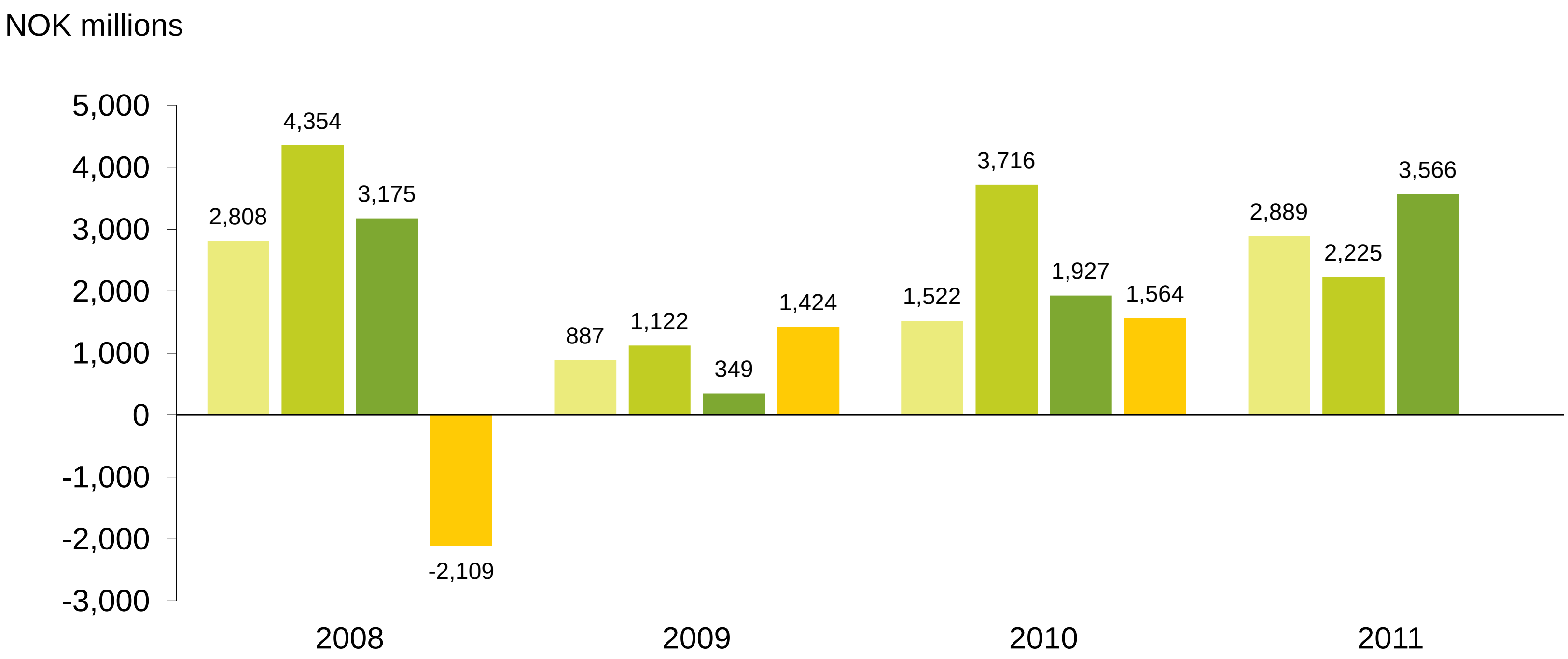
- Yara's production more energy-efficient than competitor average
- Yara developed N_2O catalyst

Application

- Nitrates better than urea
- Precision farming (N-tester etc.)
- Balanced fertilization (NPK)



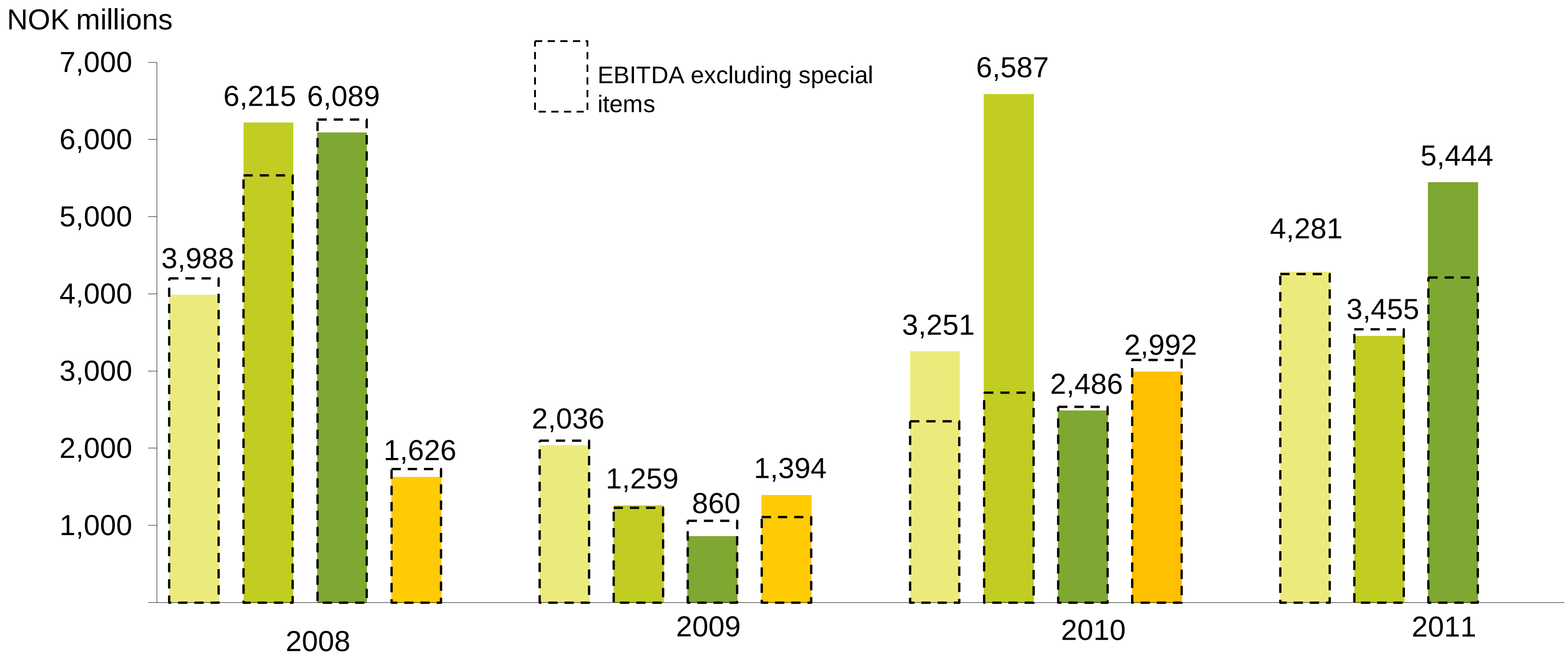
Net income after non-controlling interests



Annual

NOK millions	8,228	3,782	8,729	8,680

Earnings before interest, tax, depreciation and amortization (EBITDA)

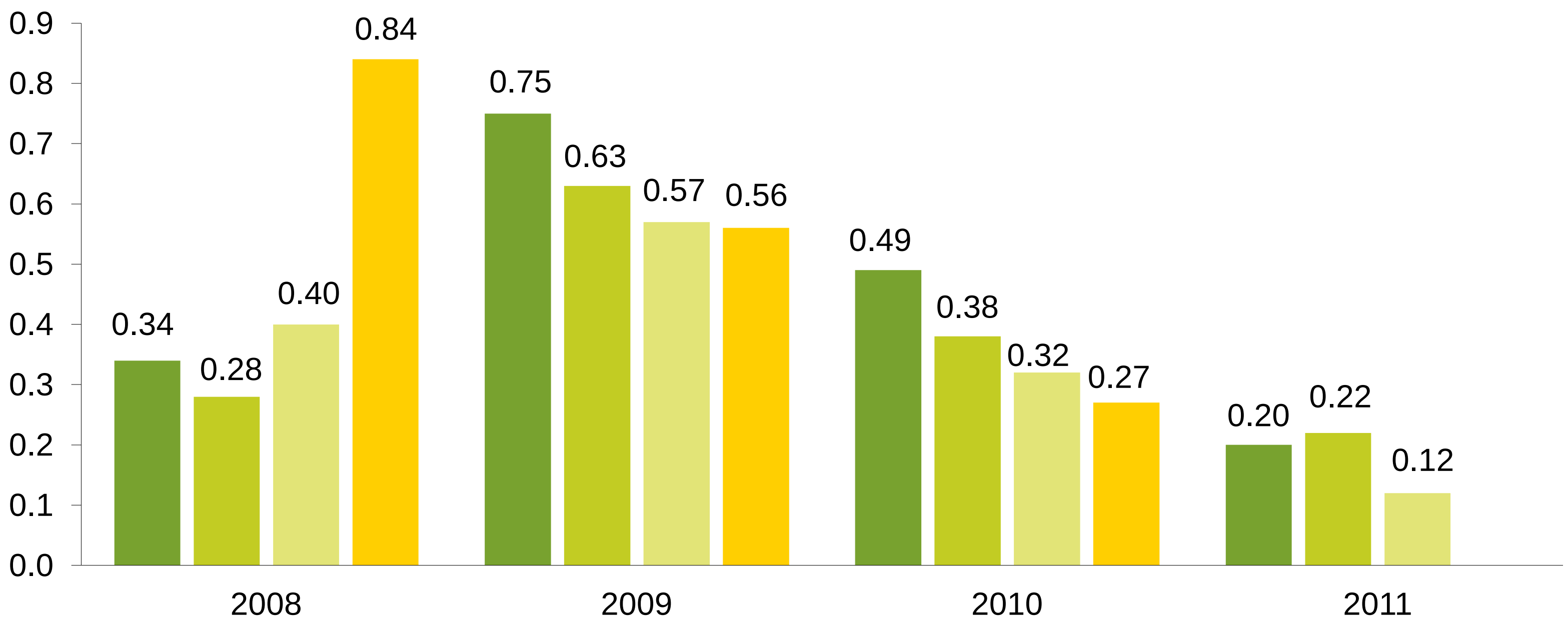


Annual

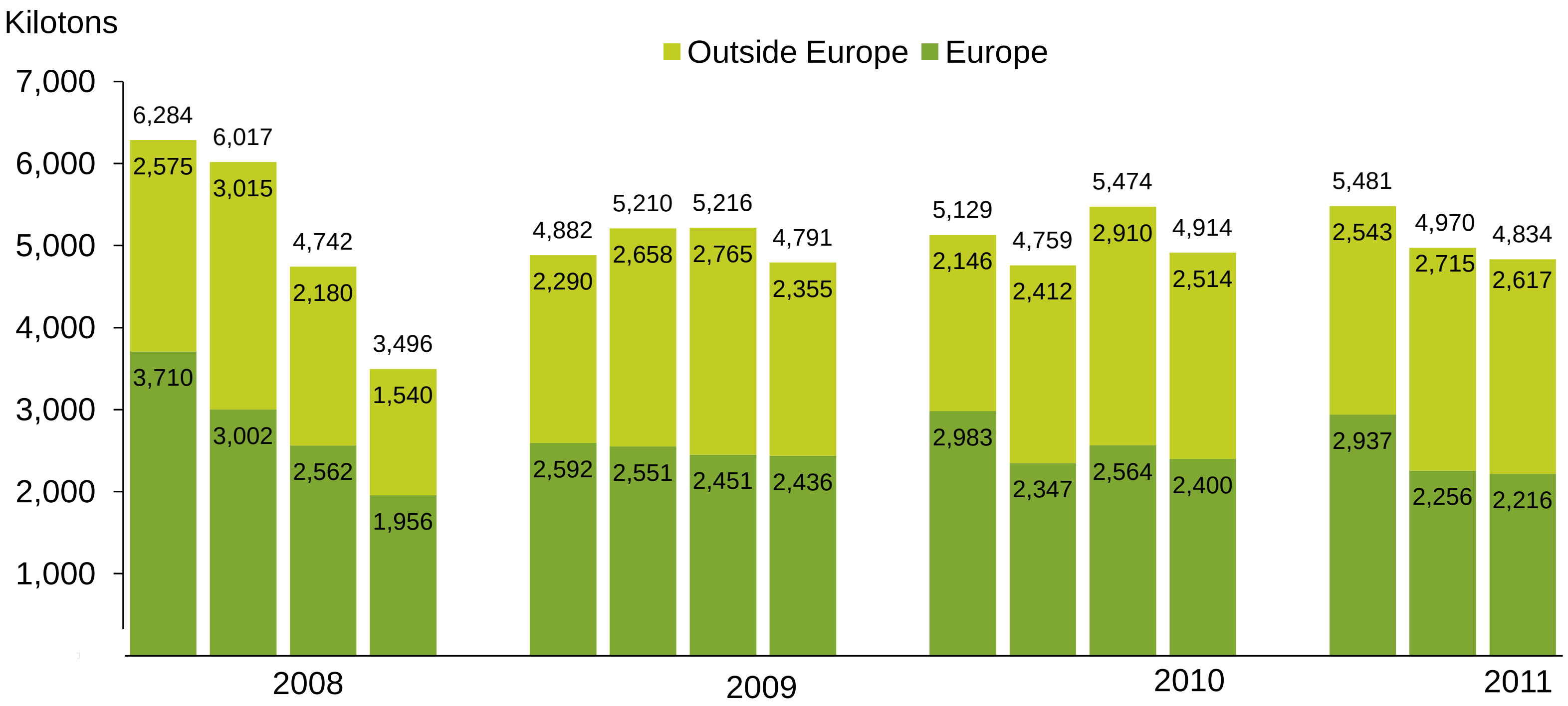
NOK millions	17,917	5,549	15,315	13,180

Debt/equity ratio

Net interest-bearing debt / equity ratio (end of period)



Fertilizer volumes

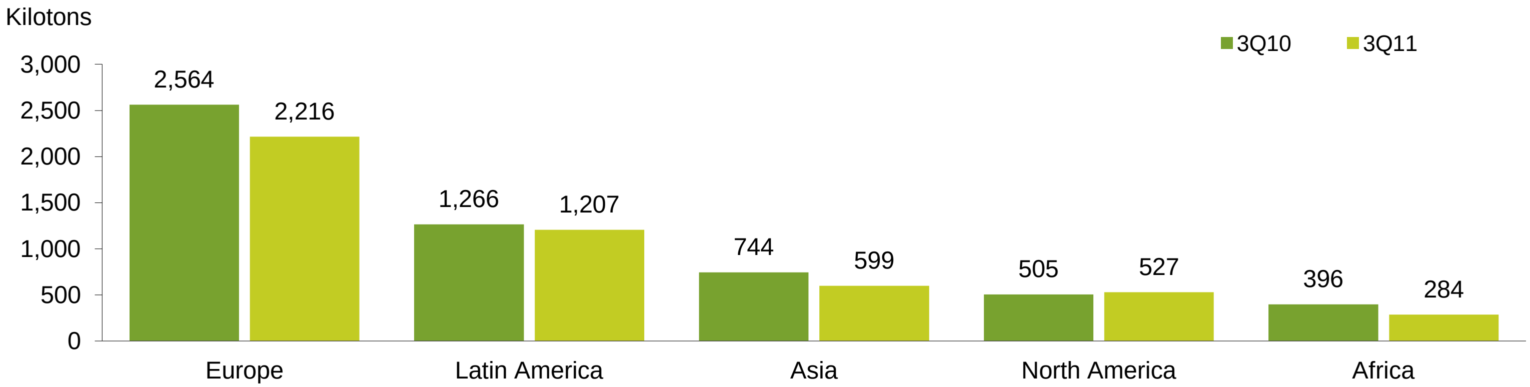


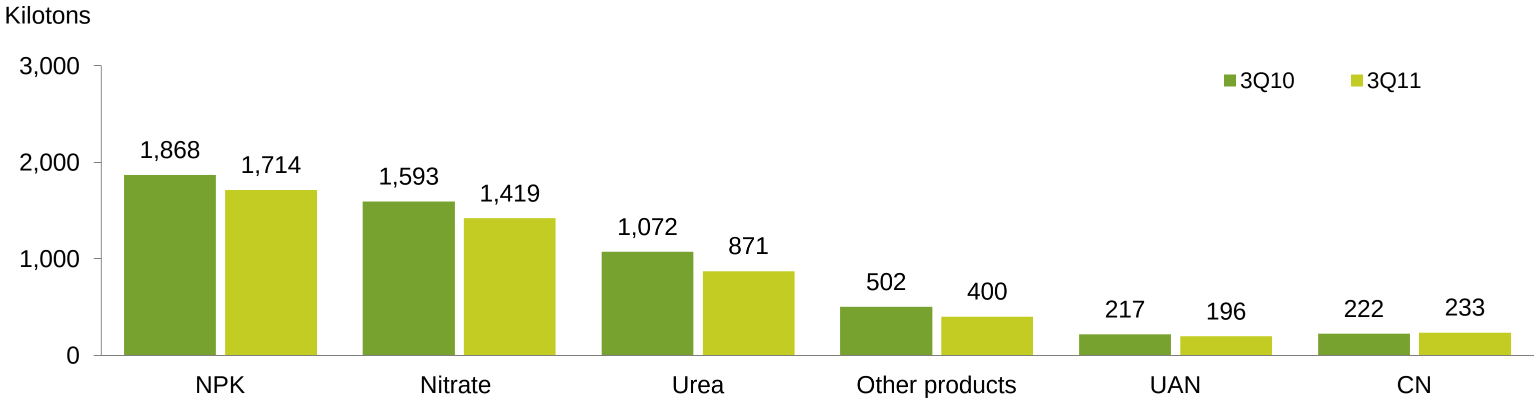
Accumulated, Kt

Fin. fertilizer	20,540	20,099	20,276	15,285

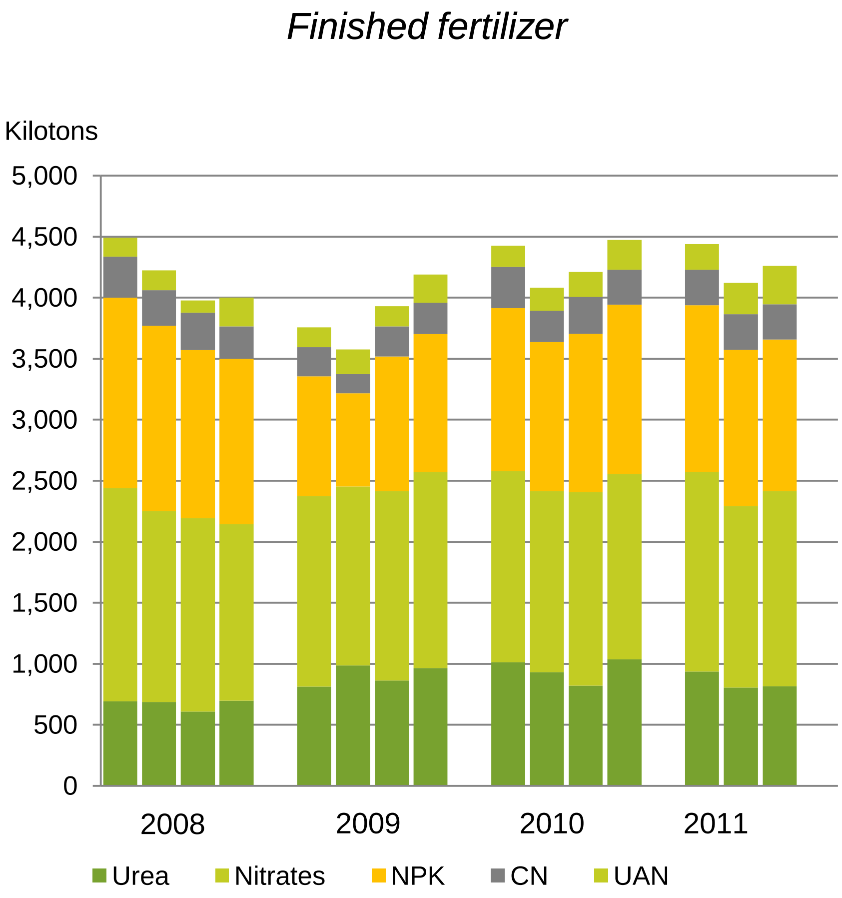
Yara 3Q fertilizer sales by market and product

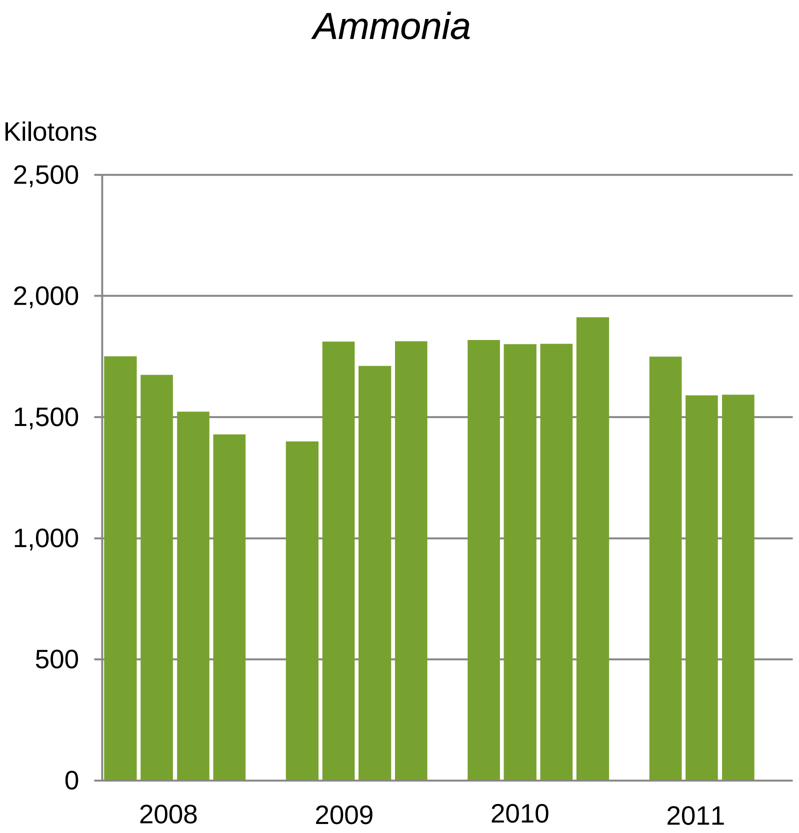
2011: 4.8 million tons (2010: 5.5 million tons)





Yara – production volume*

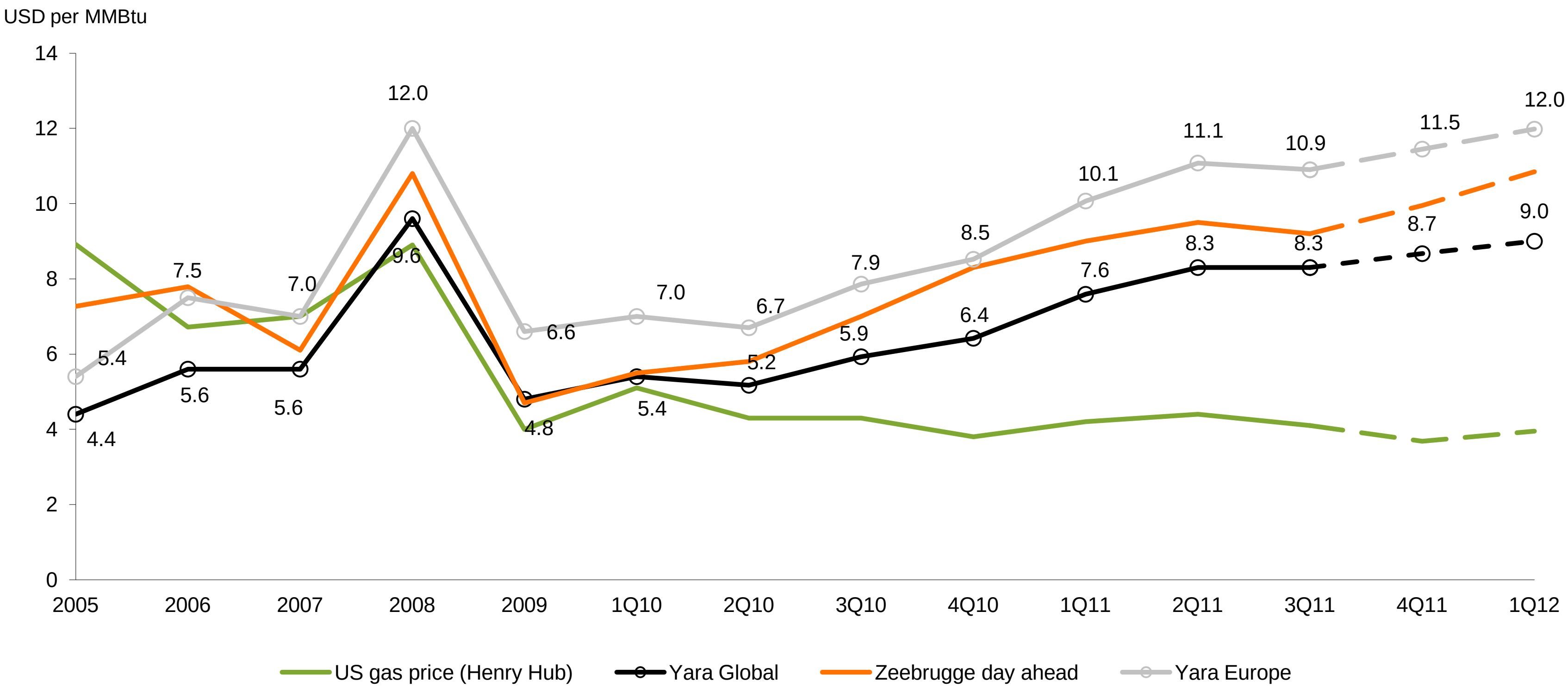




* Including share of equity-accounted investees

Spot natural gas versus Yara average

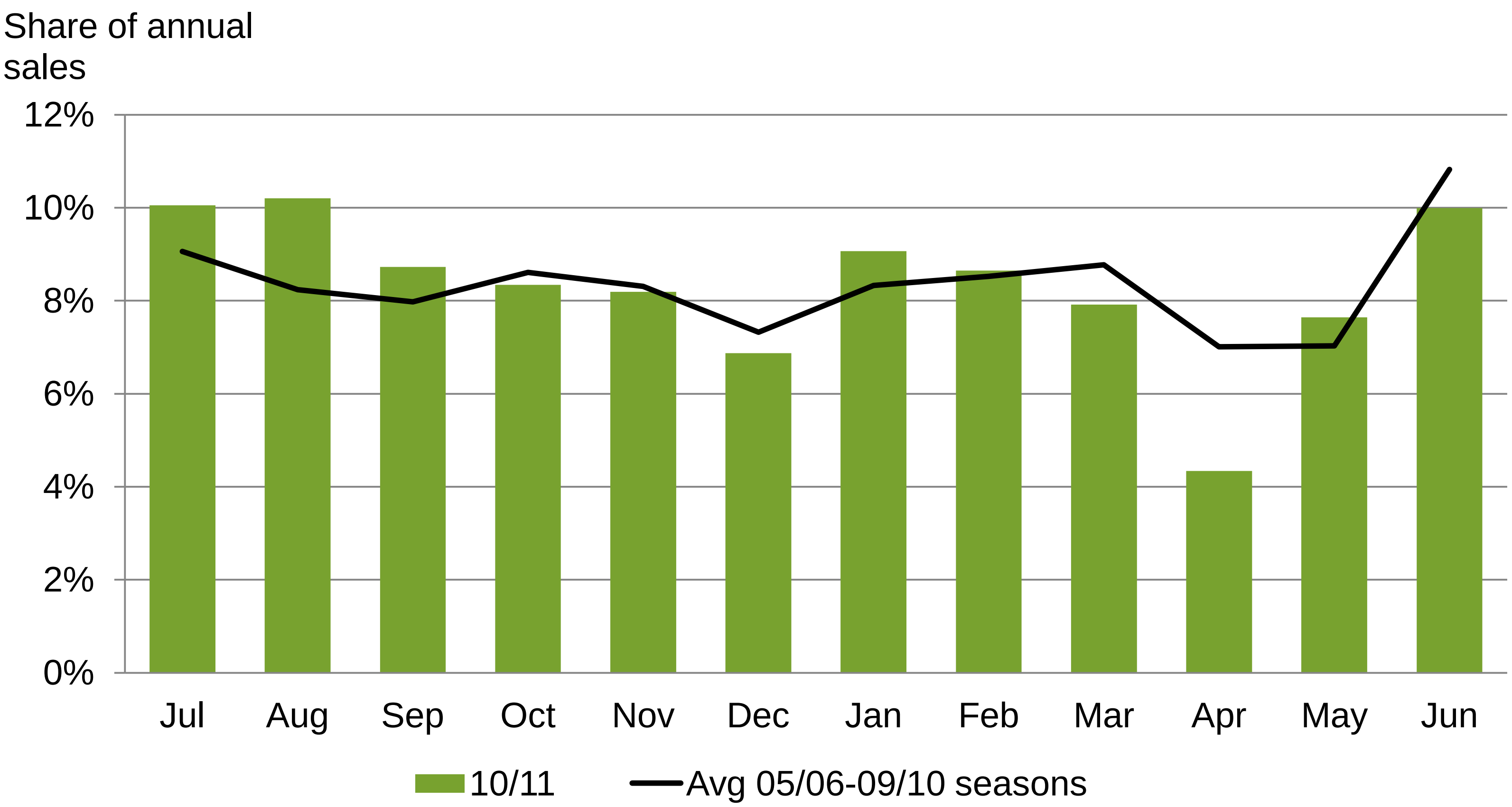
Yearly averages 2005 – 2009, quarterly averages for 2010-12 with forward prices* for 4Q11 and 1Q12



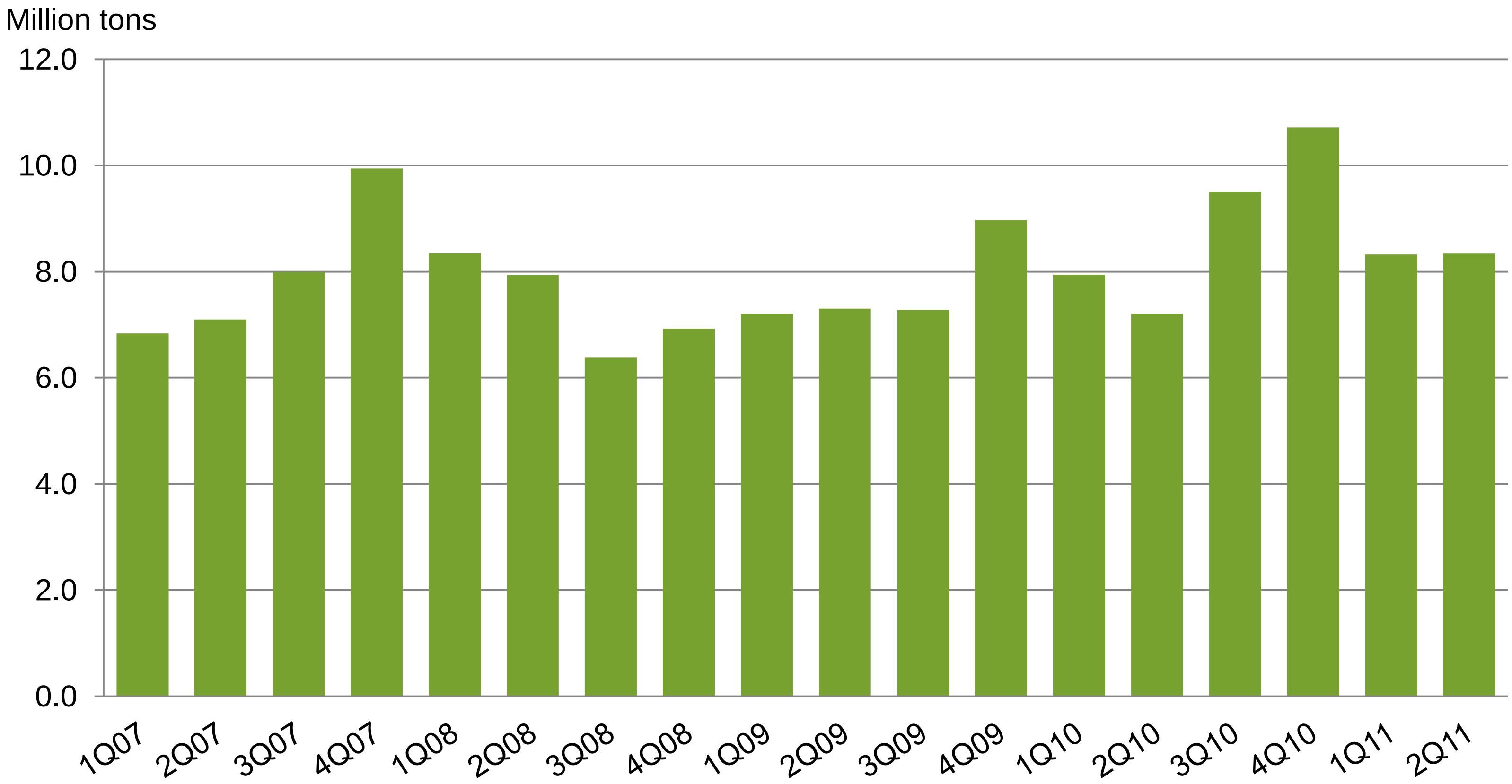
*Dotted lines denote forward prices as of 7 October

Source: Yara, World Bank, Platts

Yara nitrate sales

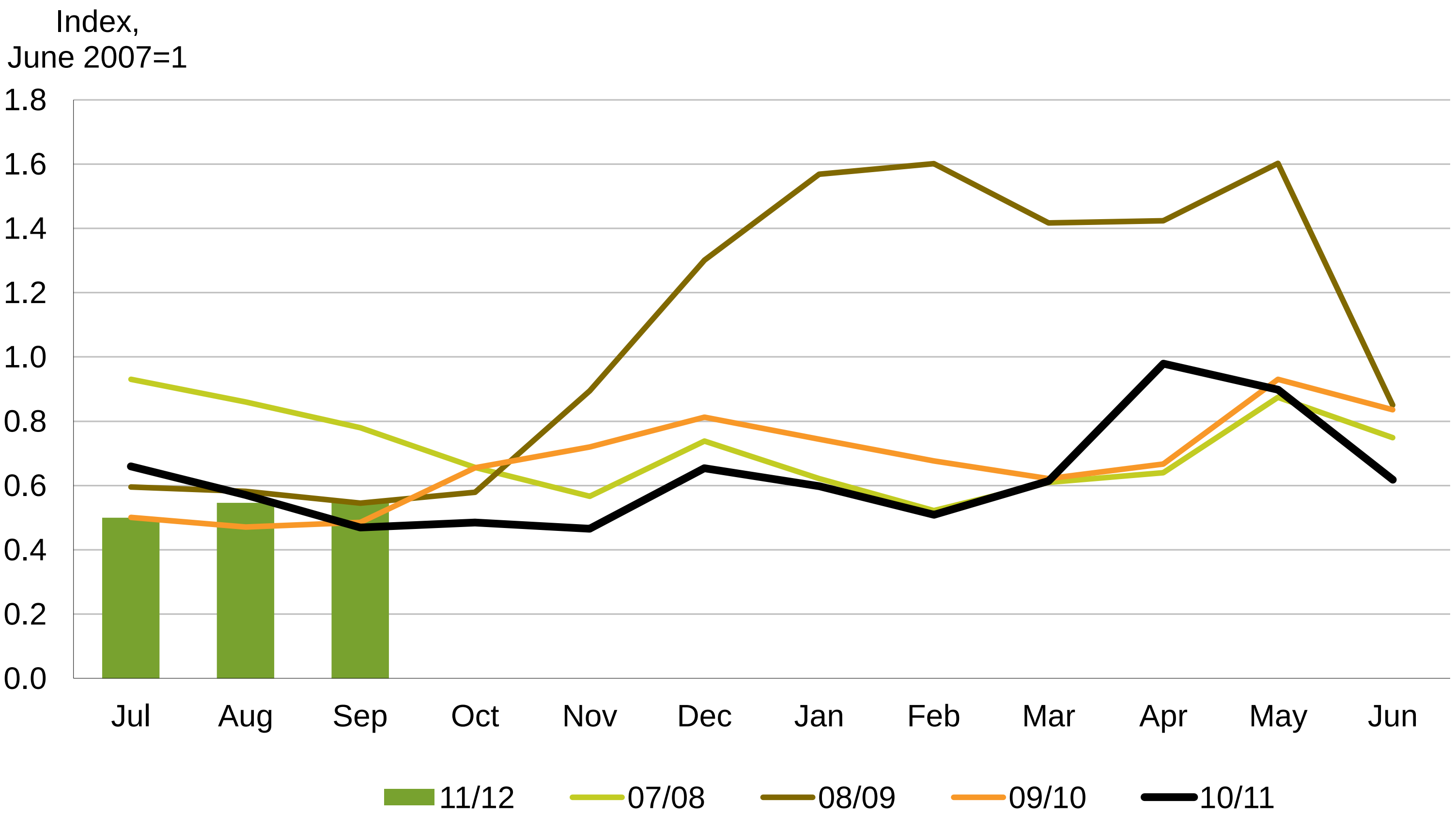


Quarterly urea trade



Source: IFA, Iran from GTIS

Low European producer nitrate stocks



Source: Fertilizers Europe, September estimate from Yara

Yara sensitivities

	Operating Income USD million	EBITDA USD million	Operating Income NOK million	EBITDA NOK million	EPS** NOK
Urea sensitivity +100 USD/t	**951**	**1,090**	**5,695**	**6,529**	**17.4**
…of which pure Urea	*300*	*389*	*1,797*	*2,330*	*6.3*
…of which Nitrates	*368*	*400*	*2,205*	*2,394*	*6.2*
…of which NPK	*230*	*249*	*1,380*	*1,493*	*3.8*
Nitrate premium +50 USD/t	**407**	**437**	**2,437**	**2,619**	**6.7**
…of which pure Nitrates	*292*	*314*	*1,750*	*1,883*	*4.8*
Hub gas Europe + 1 USD/MMBtu	**(90)**	**(110)**	**(530)**	**(620)**	**(1.7)**
Currency + 1 NOK/USD	**90**	**90**	**2,139**	**2,539**	**6.2**
...of which translation effect	*-*	*-*	*1,600*	*2,000*	*4.9*
...and EUR & NOK net fixed cost	*90*	*90*	*539*	*539*	*1.3*
Ammonia + 100 USD/t	-	50	-	300	0.7
Phos rock + 50 USD/t	50	50	300	300	0.7
Hub gas North Am + 1 USD/MMBtu	(27)	(27)	(159)	(159)	(0.4)
Crude oil + 10 USD/brl	(80)	(80)	(479)	(479)	(1.3)

* Assuming NOK/USD = 6, USD/EUR = 1.36 and constant NOK/EUR

** Assuming 30% marginal tax rate on underlying business and 288.8 million shares

Sensitivities assume full production and no inter-correlation between factors

Price and currency assumptions in scenarios

	12 months to 30 Sep 10	5-year average to 30 Sep 10	Chinese swing*	Demand -driven**
Ammonia fob Black Sea (USD/t)	318	322	340	340
Urea prilled fob Black Sea (USD/t)	254	306	270	420
Nitrate premium (% above Nitrogen in Urea)	23%	32%	25%	25%
Phos rock fob North Africa (USD/t)	105	133	110	110
Zeebrugge natural gas (USD/MMBtu)	5.4	7.3	8.0	8.0
Henry hub natural gas (USD/MMBtu)	4.4	6.6	4.5	4.5
Brent blend crude oil price (USD/bbl)	74	74	85	85
Yara's European energy price (USD/MMBtu)	7.1	8.2	8.4	8.4
NOK/USD	6.0	6.1	6.0	6.0
USD/EUR	1.36	1.36	1.36	1.36

* Ammonia and urea prices equal to marginal producers' cash cost, energy prices are forward prices as of 26 November
** Given example to illustrate effect of urea price USD 150 per ton above marginal cost.

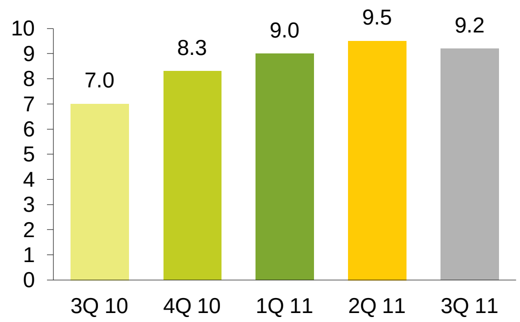
Simplified P&Ls for scenarios

NOK	12M to 30 Sep 2010 *	5-year average to 30 Sep 2010**	Chinese swing	Demand-driven
EBITDA	8,700	13,000	9,500	21,000
Depreciation	(2,500)	(2,500)	(2,500)	(2,500)
Net finance	(1,000)	(700)	(700)	(700)
Income before tax	5,200	9,800	6,300	17,800
Tax	(1,200)	(2,200)	(1,200)	(4,100)
Net income	4,000	7,500	5,100	13,700
Number of shares (millions)	288.8	288.8	288.8	288.8
Earnings per share (NOK)	**14**	**26**	**18**	**47**
Earnings per share (USD)	2.3	4.3	2.9	8.0

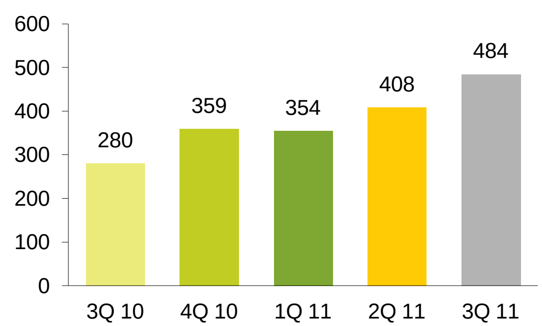
* Excluding foreign exchange gain/loss, special items and energy arbitrage
** Not historical earnings, but estimated earnings for today's Yara business, using 5-year average price conditions.

Key value drivers – quarterly averages

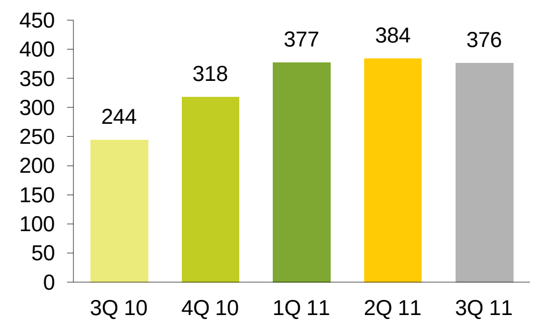
Zeebrugge day ahead(USD/MMBtu)



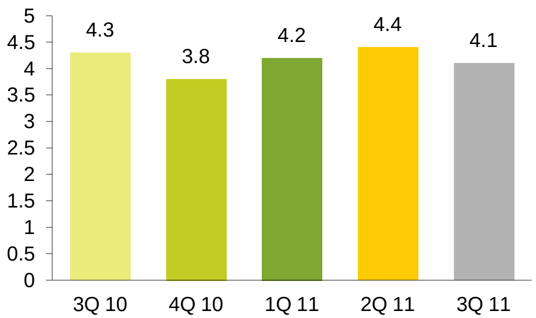
Urea prilled fob Black Sea (USD/t)



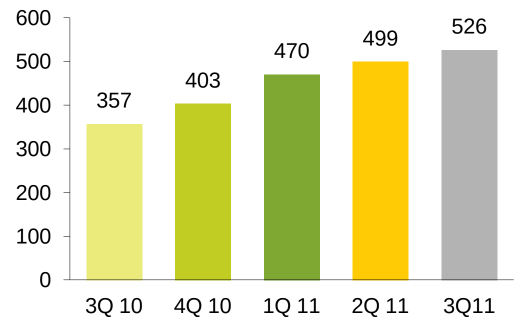
CAN cif Germany (USD/t)



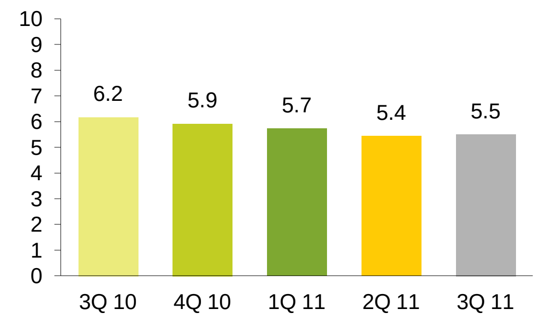
US gas price Henry Hub (USD/MMBtu)



Ammonia fob Black Sea (USD/t)

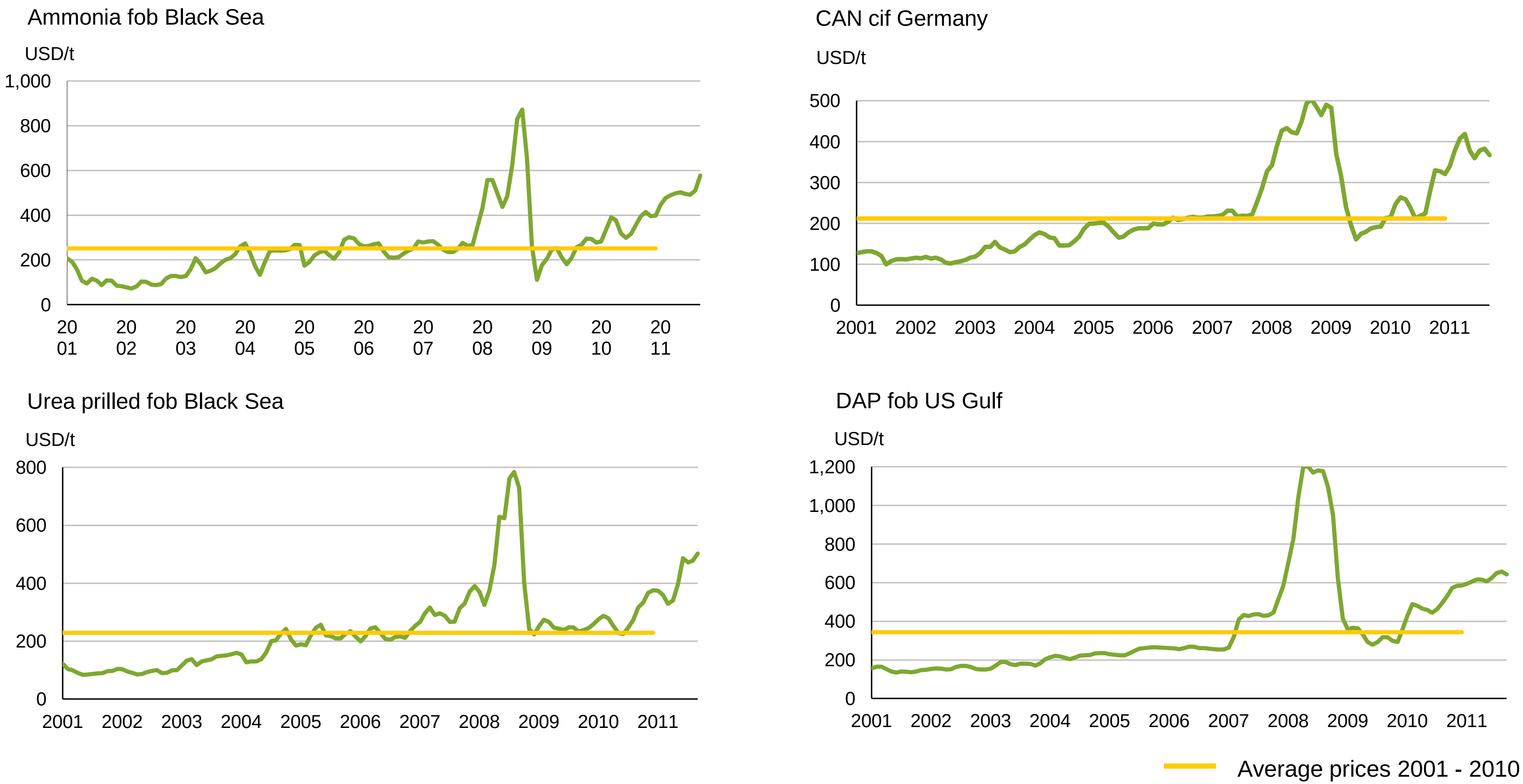


NOK/USD exchange rate



Source: Fertilizer Market Publications, CERA, World Bank, Norges Bank

10-year fertilizer prices – monthly averages



Source: Average of international publications