



Knowledge grows

Yara International ASA

Thor Giæver, IR
22 November 2011

A business strategy geared for global optimization



Scale advantages

+

Unique flexibility

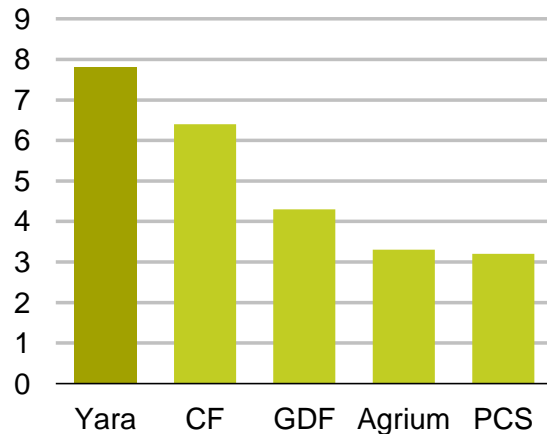
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Unrivalled presence

Yara – the leader in nitrogen fertilizers

Global no 1 in ammonia

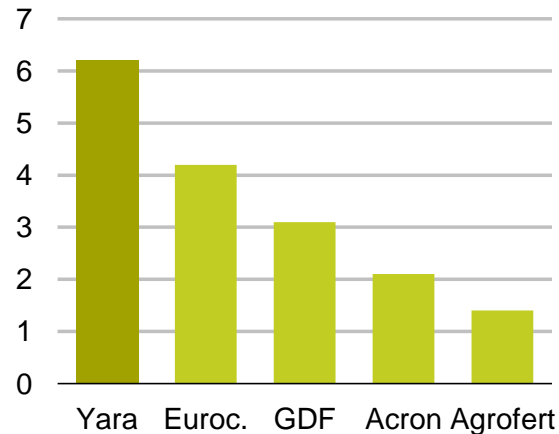
Production capacity* (mill t)



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

Global no 1 in nitrates

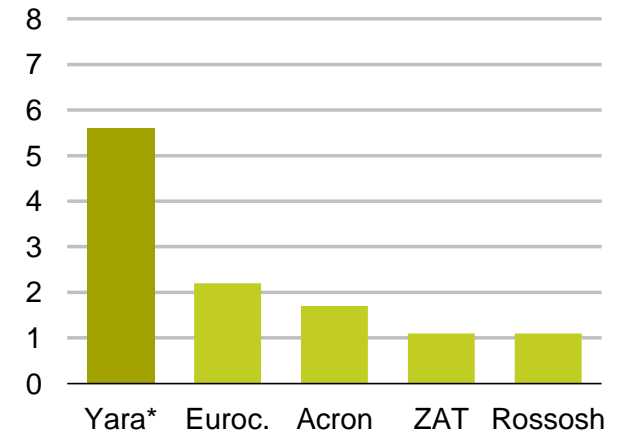
Production capacity* (mill t)



Source: Fertilizer Europe

Global no 1 in NPK complex fertilizer

Production capacity* (mill t)

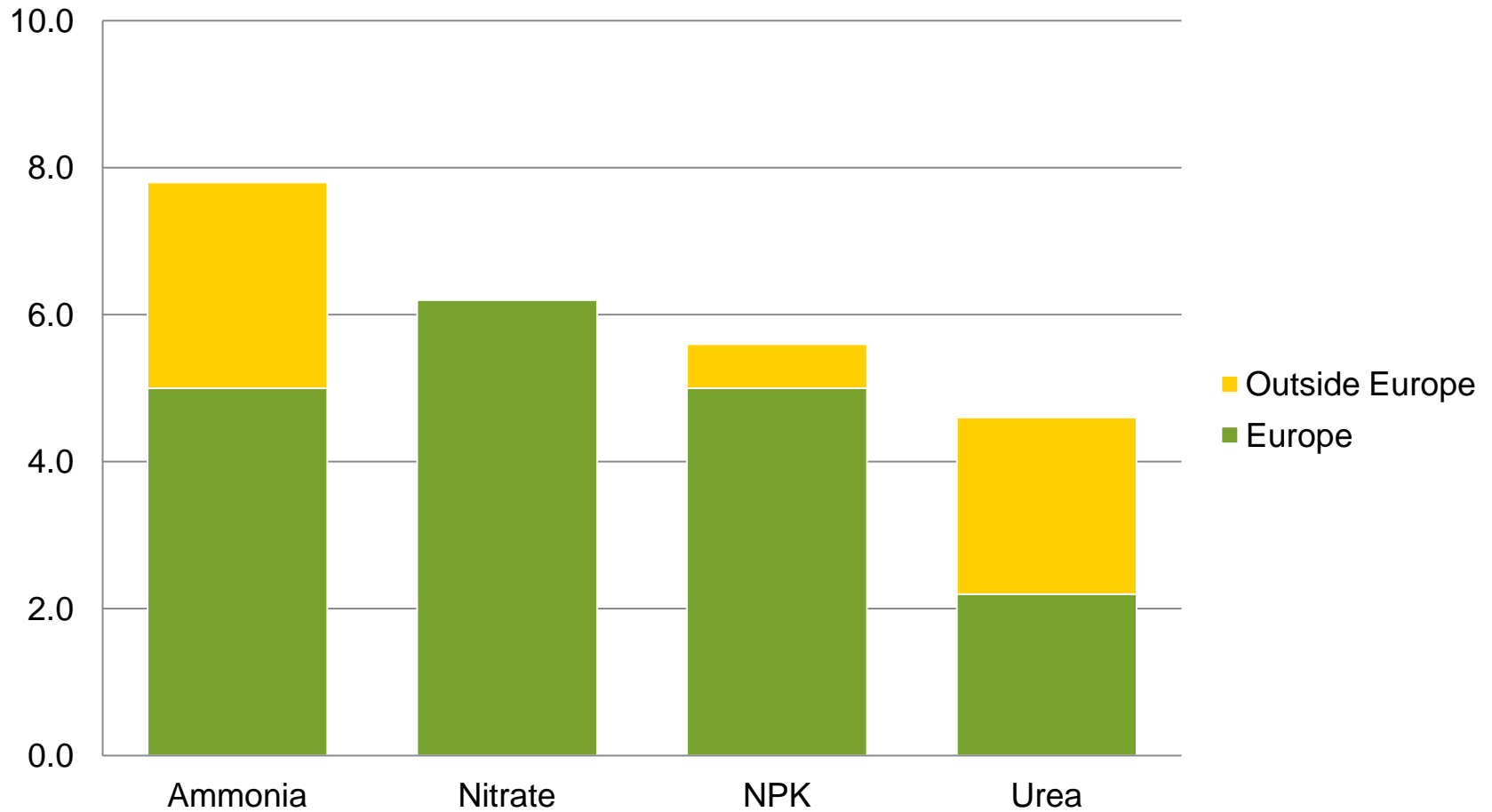


Source: Fertilizer Europe



Yara production capacities

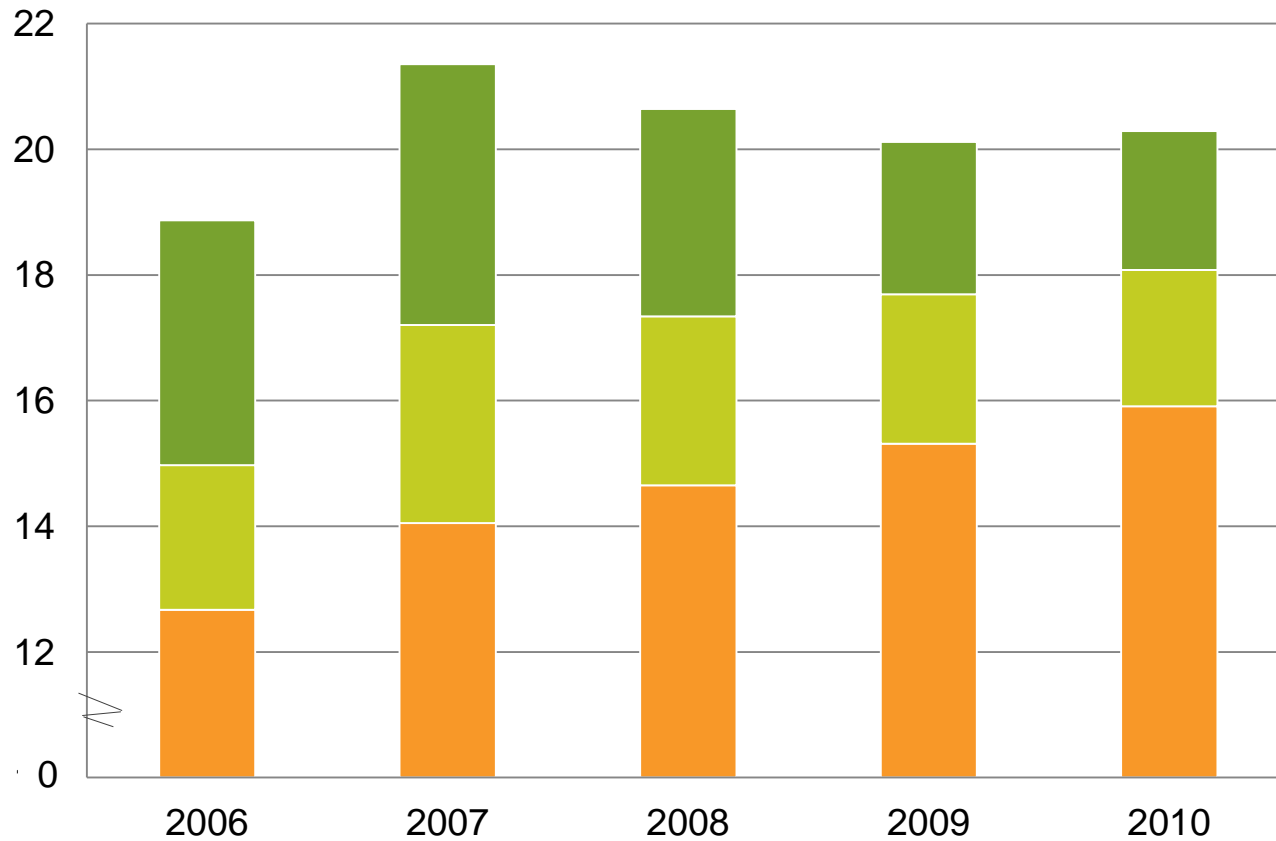
Million tons
product



Growth in own-produced volumes, reducing risk and significantly improving earnings

Million tons
fertilizer sales

OPP/JV Own Blends TPP



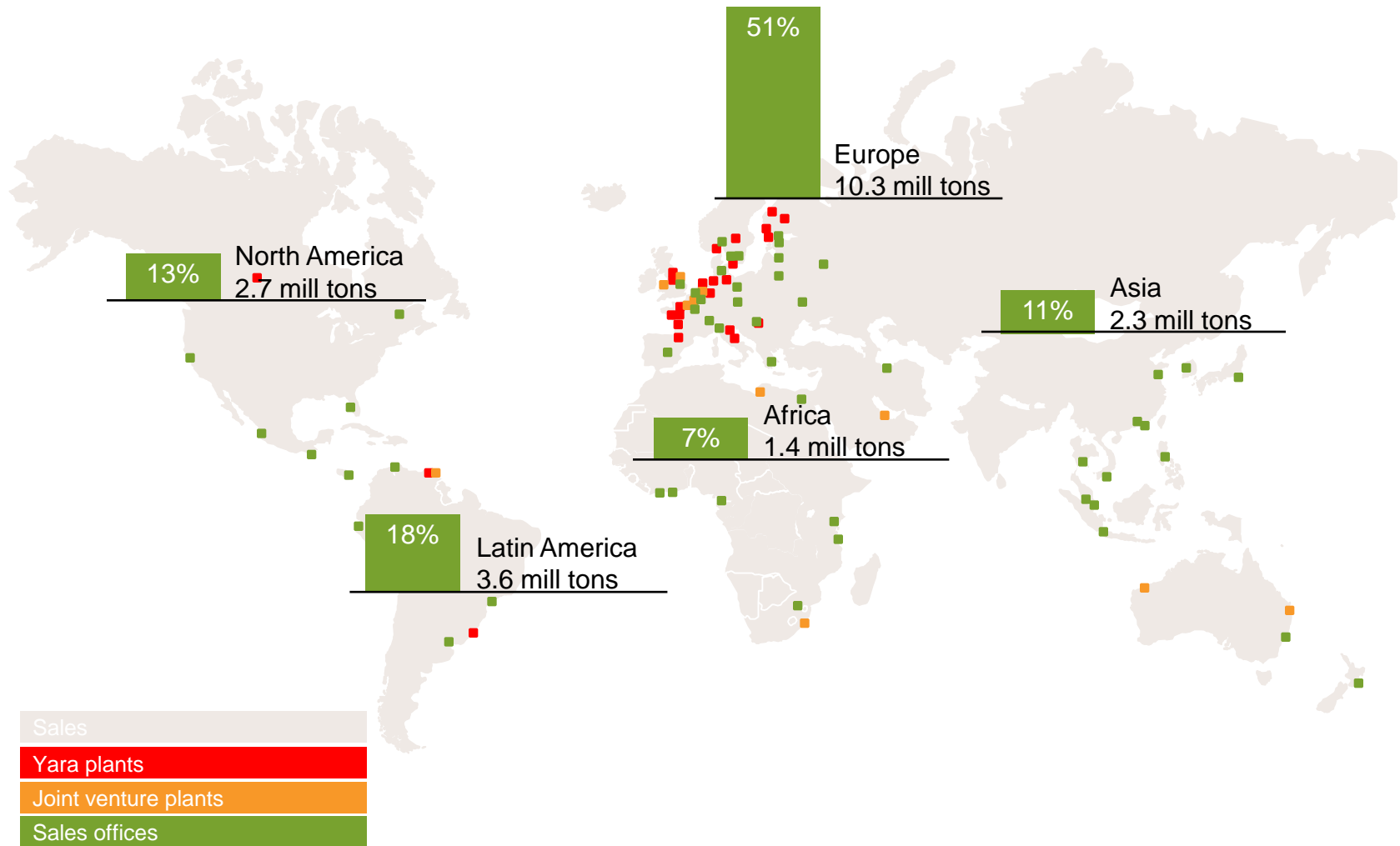
In five years
Yara's OPP/JV
sales grew by
25%



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Global downstream presence with sales offices in more than 50 countries

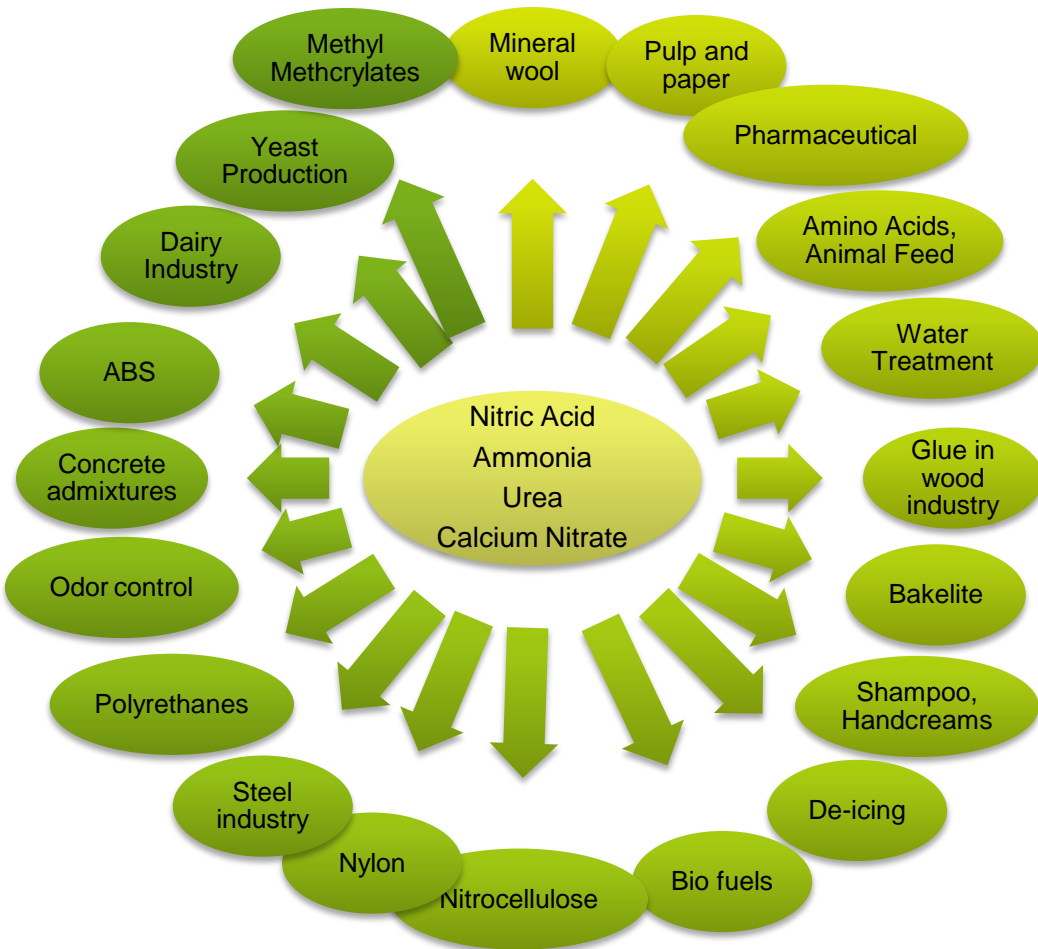


Key trends impacting Yara the next 10 years

- Food security
- Climate change
- Water scarcity
- Need for agricultural productivity



Developing multiple applications for nitrogen chemicals



- Basic molecules into products that play a role in our daily life
 - **Nitric acid** to produce polyurethanes that are essential components to make car seats
 - **Ammonia** to make Caprolactam, an important raw material to produce nylon
 - **Calcium nitrate** enables rapid setting of concrete in cold conditions thereby saving time and money in construction
- Client base includes large players in the chemical, pharmaceutical, automotive, steel and biomaterial industries

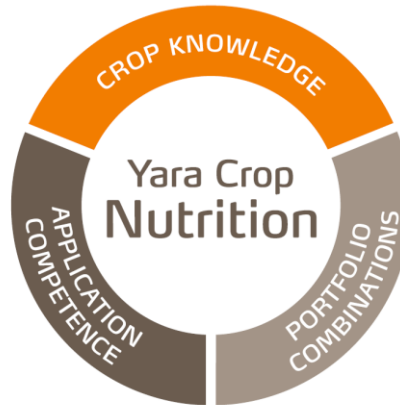
Yara Crop Nutrition focus



Consolidated and deep knowledge on crops



Tools and services, application concepts and competence



Wide and unrivalled product range to combine for better results



Higher profitability throughout the value chain



Climate change and food security are related - established Downstream R&D project portfolio

Climate change

N ₂ O emissions from soils
Fertilizer for algae
Bioenergy
Intensification to Avoid deforestation
Forest as carbon sink
Nutrition and abiotic stress
Crop growth on marginal soils
Water use efficiency

Reduce emissions

Adapt to changes

Food security

Increase productivity
Secure sustainability
Crop nutrition research
Improved Nutrient management
Product development
Precision farming
Water access
Life cycle analysis
P use efficiency
Nutrition of rice
Nutrition of oil palm and sugar cane

Innovation

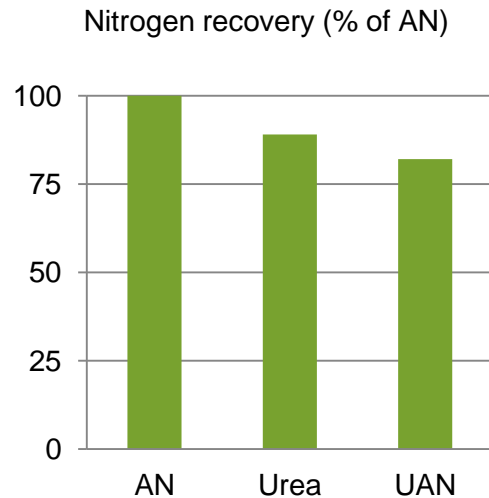
Knowledge transfer

Products & Services



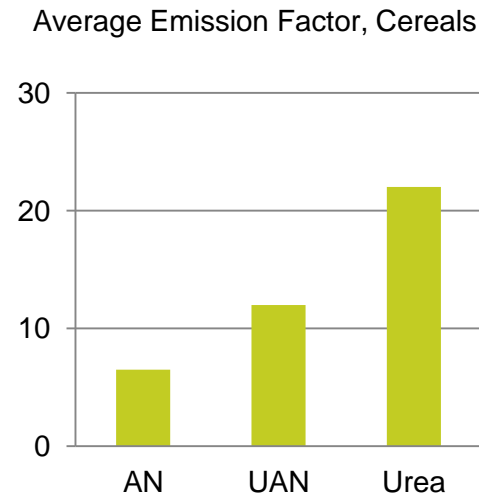
Nitrate-based fertilizers are superior to urea both agronomically and environmentally

The agronomical efficiency of nitrates is superior to urea



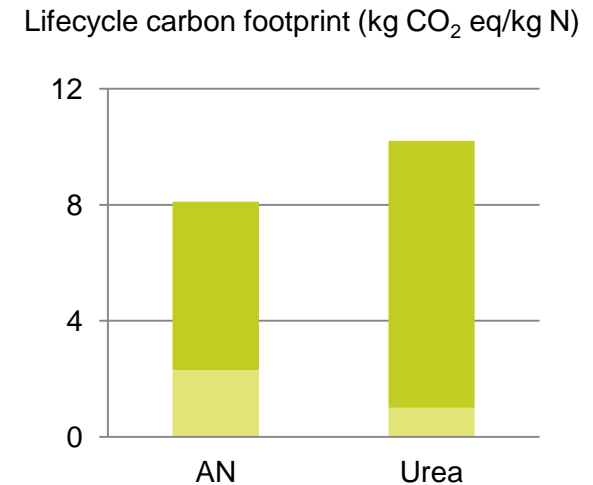
Urea requires up to 20% higher N application to achieve same cereal crop yield and quality as AN

Nitrates have lower ammonia volatilization losses



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



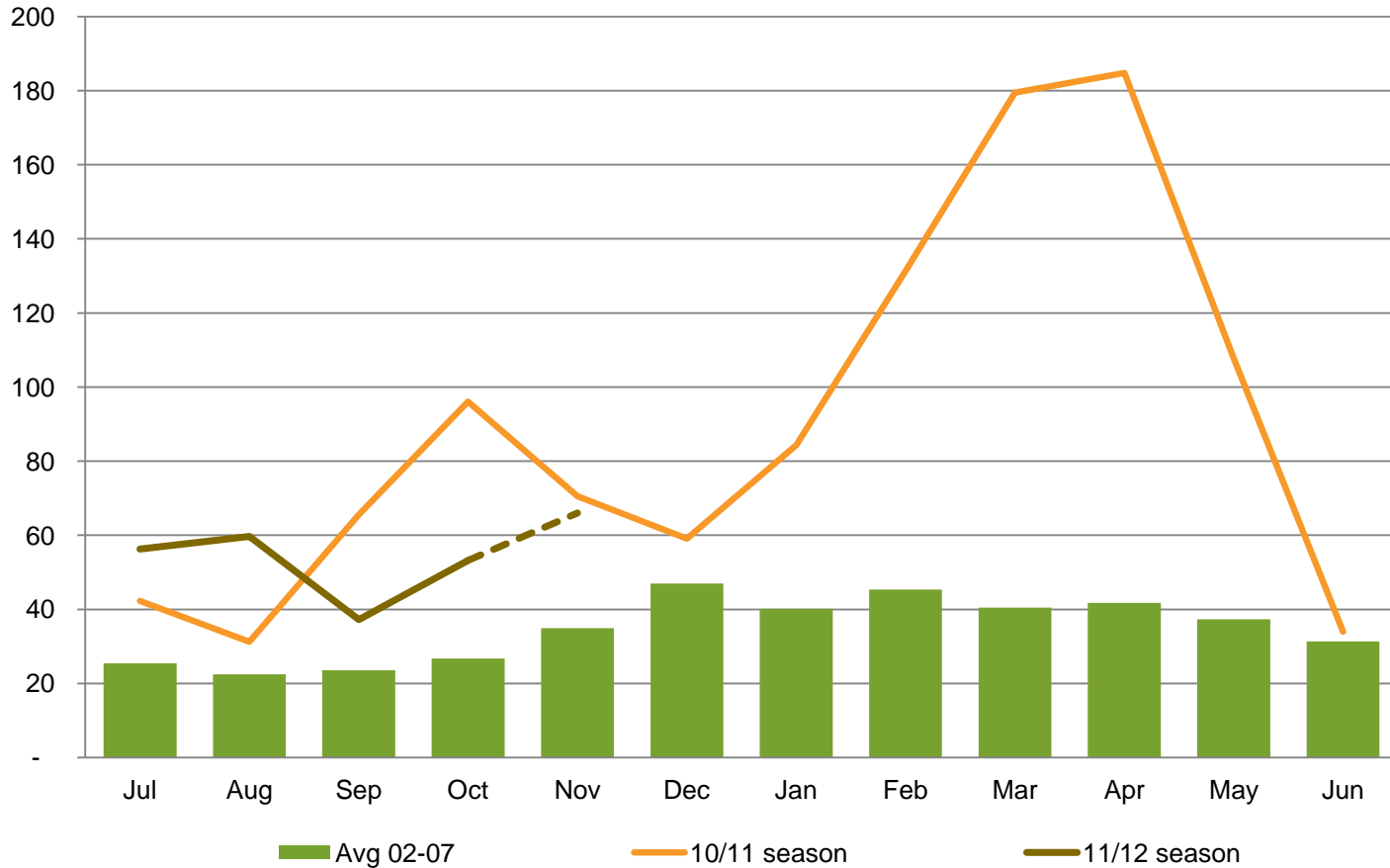
Although urea is more CO₂ efficient in production, CO₂ emissions and ammonia volatilization on application more than offset for this

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



Nitrate premium

USD/t CAN*

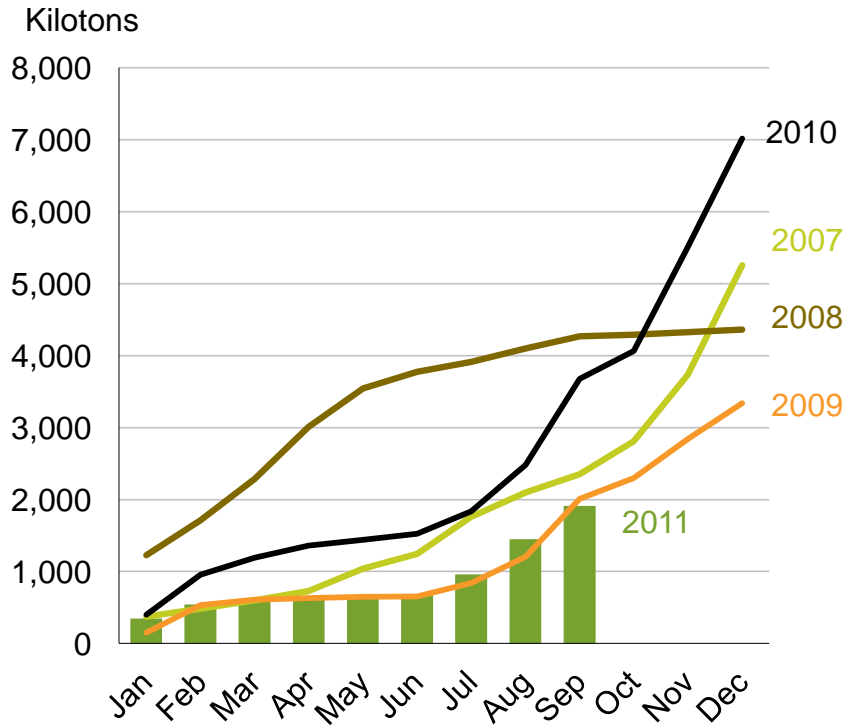


* Premium over Urea fob Black Sea, adjusted for freight (USD 35) and duty (6.5%) to calculate a CFR NWE proxy

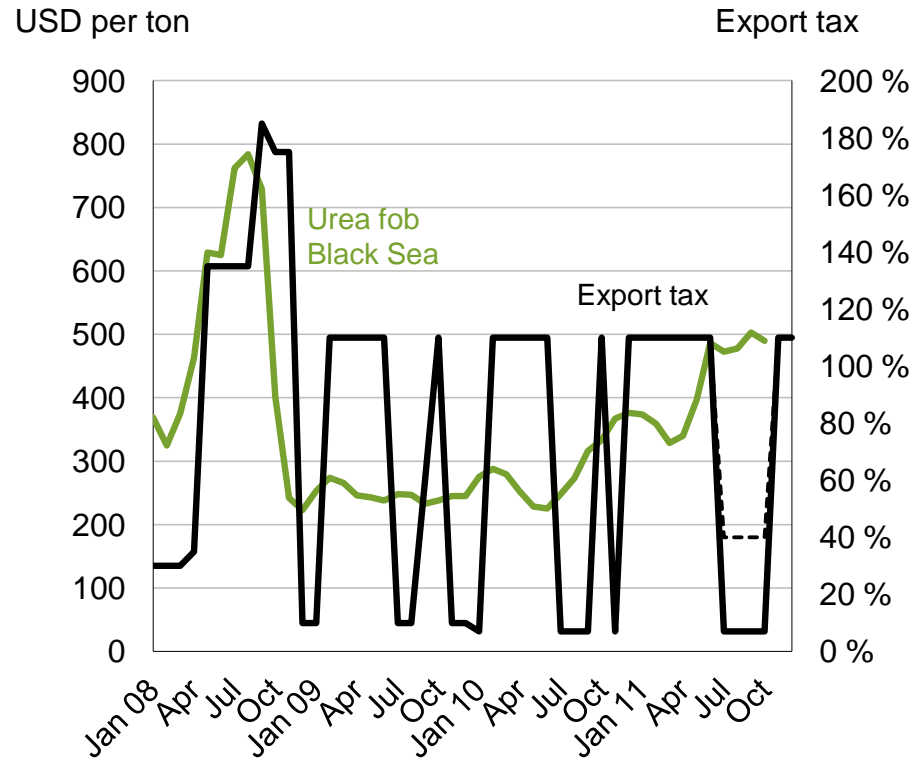


Lower Chinese exports

Accumulated urea exports



Urea price and export tax



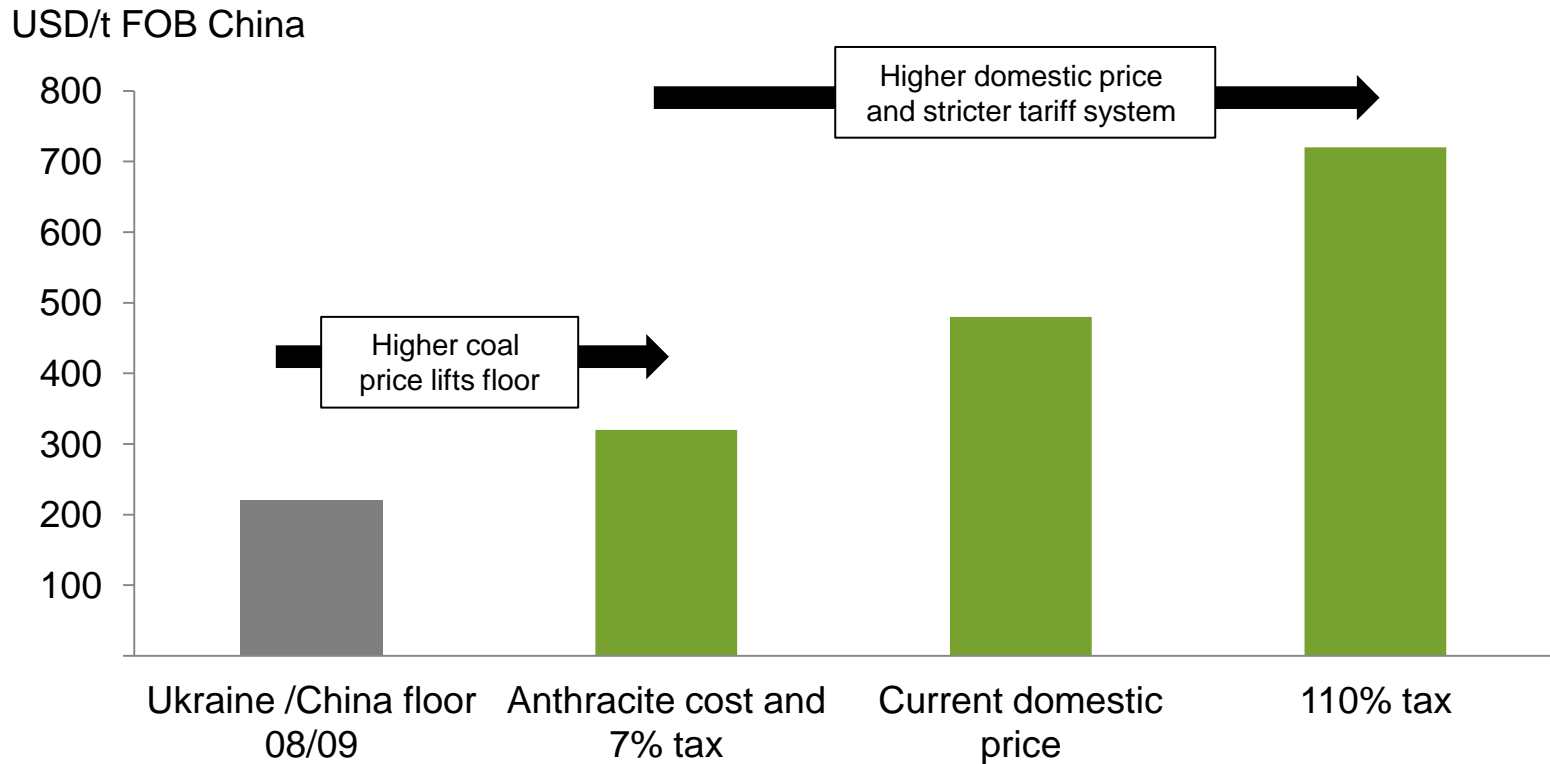
Source: BOABC



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Higher urea swing price



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%

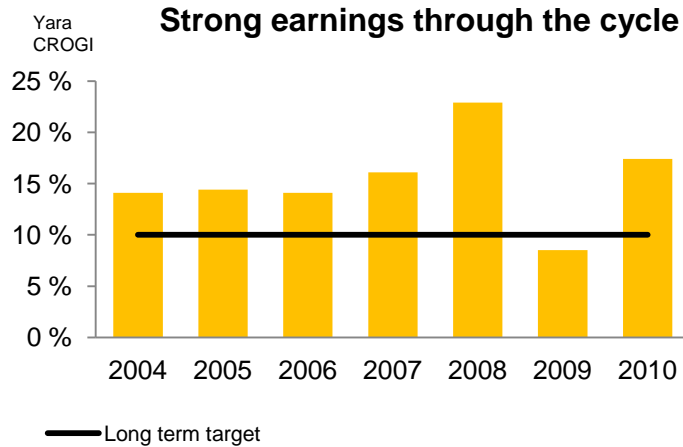
Source: Fertecon update October 2011, IFA on consumption figures



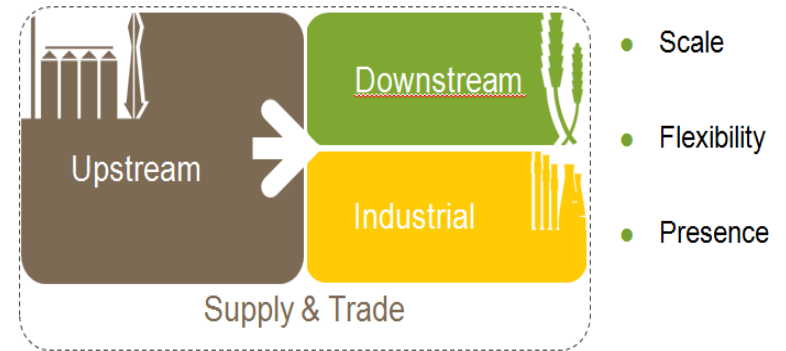
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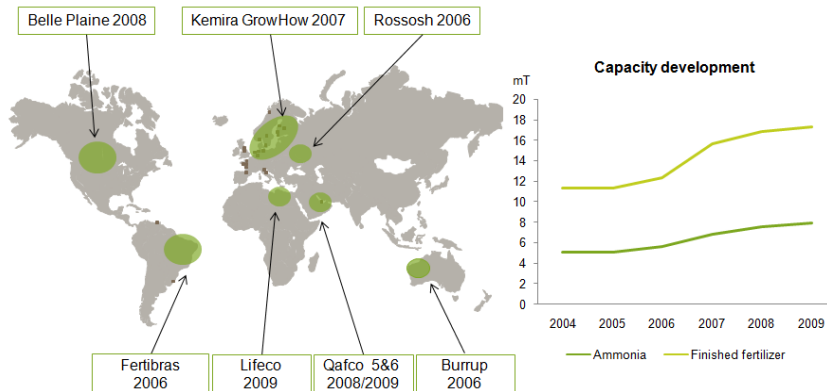
Basis for Yara's profitable growth ambitions



A scalable business model giving synergies



Industry-leading acquisition track-record



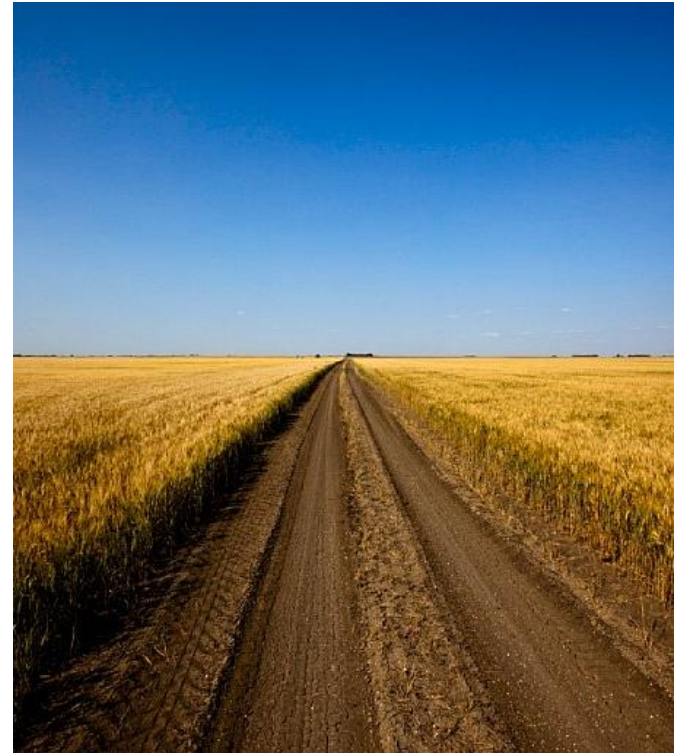
Valuation and capital discipline

- 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



Well positioned for profitable operations and growth

- Strong need for sustainable improvements in agricultural productivity
- Flexible business model in volatile markets
- Products and solutions addressing climate change and water scarcity challenges
- Scalable business in a fragmented industry
- Proven and prudent growth track record



More information can be found at www.yara.com

The screenshot shows the Yara website homepage. The background is a photograph of two men in a cocoa plantation. One man, wearing a white shirt and cap, is pointing towards a cocoa pod on a tree. The other man, wearing a blue cap and white shirt, is looking at the pod. The Yara logo is in the top left corner with the tagline 'Knowledge grows'. A navigation menu on the left includes links for 'About Yara', 'Products and services', 'Sustainability', 'Investor Relations', 'Jobs & Careers', and 'Media'. Below the menu is a 'Select your country' button. The main content area features a large banner with the text 'Spotlight on Africa commitment' and a sub-headline 'Yara sponsors first African Green Revolution Forum (AGRF) in Africa'. A 'more Yara Stories' button is also present. At the bottom of the page, there are social media links for YouTube and LinkedIn, and a footer with copyright information and various utility links.

YARA
Knowledge grows

- About Yara
- Products and services
- Sustainability
- Investor Relations
- Jobs & Careers
- Media

Select your country

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more Yara Stories

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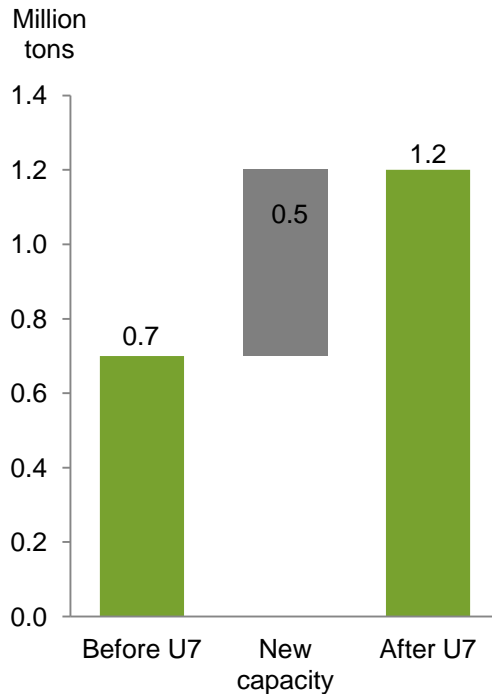


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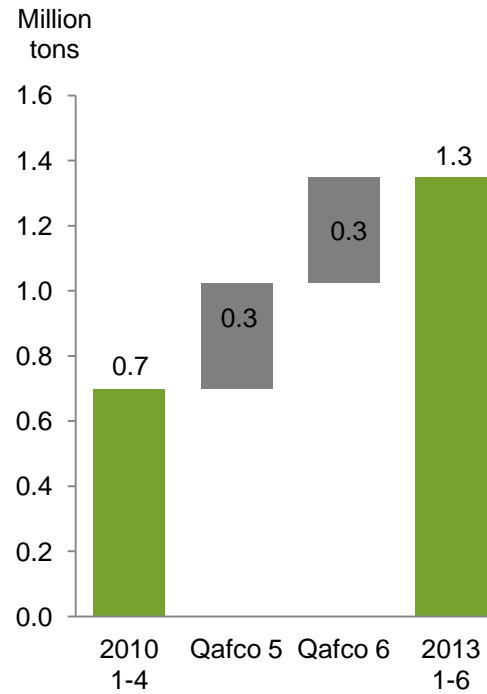


Significant growth in finished fertilizer capacity

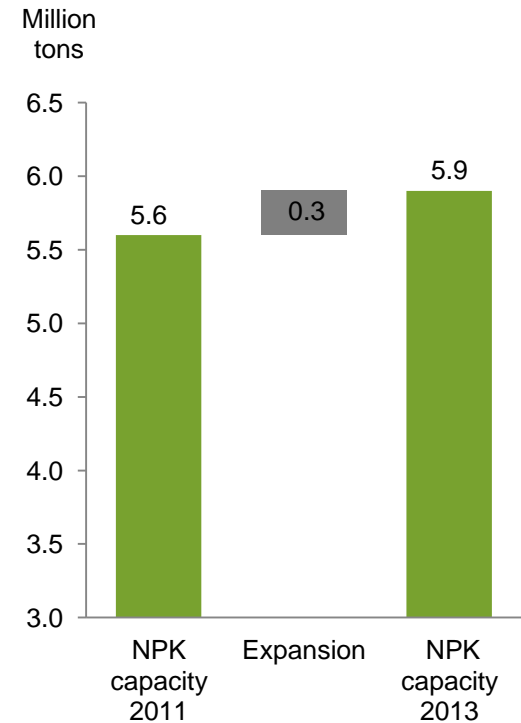
**Urea expansion in Sluiskil
2011**



**Qafco expansion
2011/12**

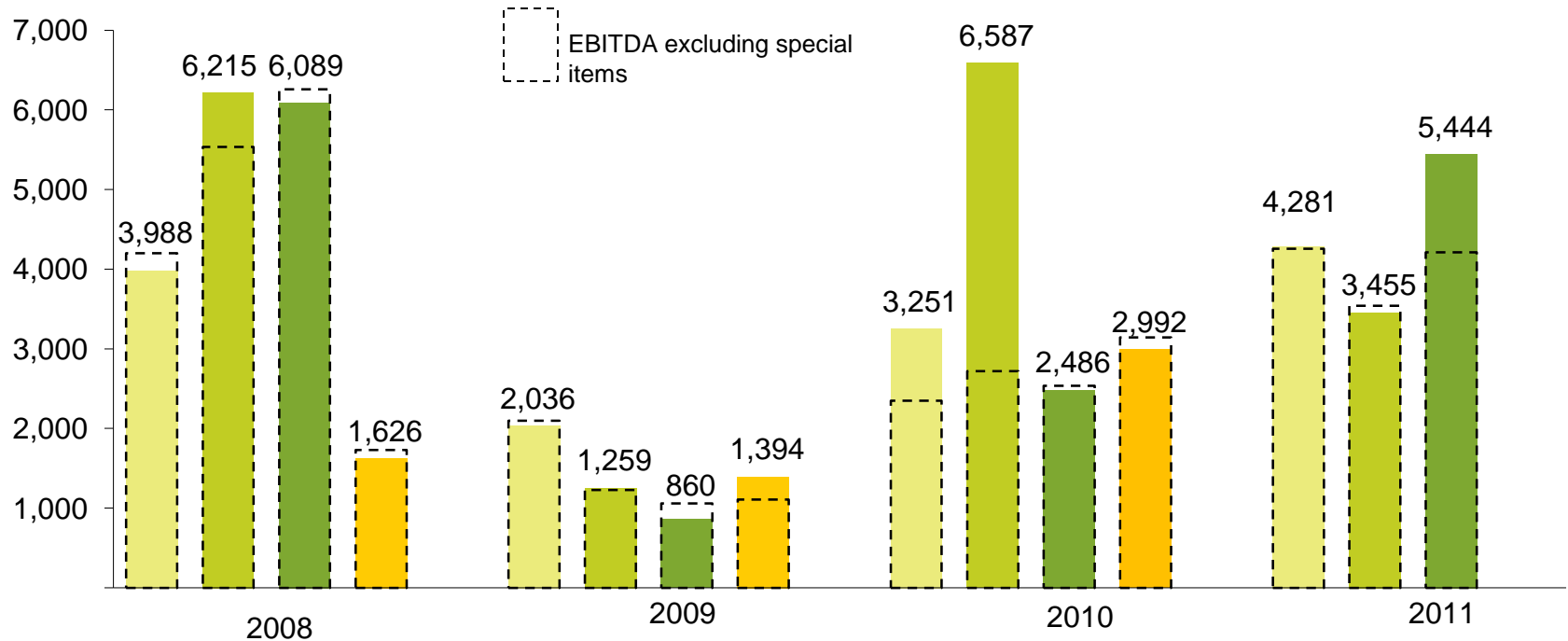


**NPK expansion
2013**



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

NOK millions



Annual

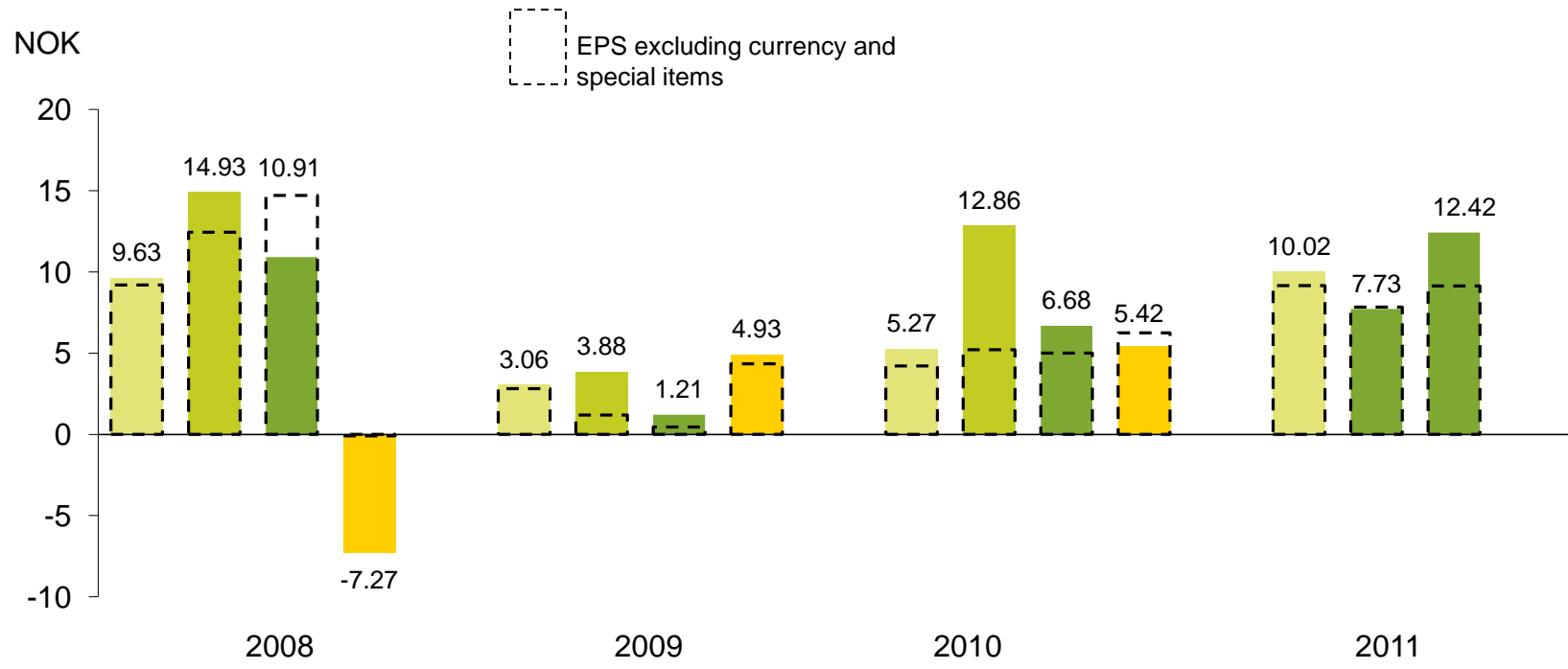
NOK millions	17,917	5,549	15,315	13,180
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Earnings per share*



Annual

NOK	28.27	13.08	30.24	30.16
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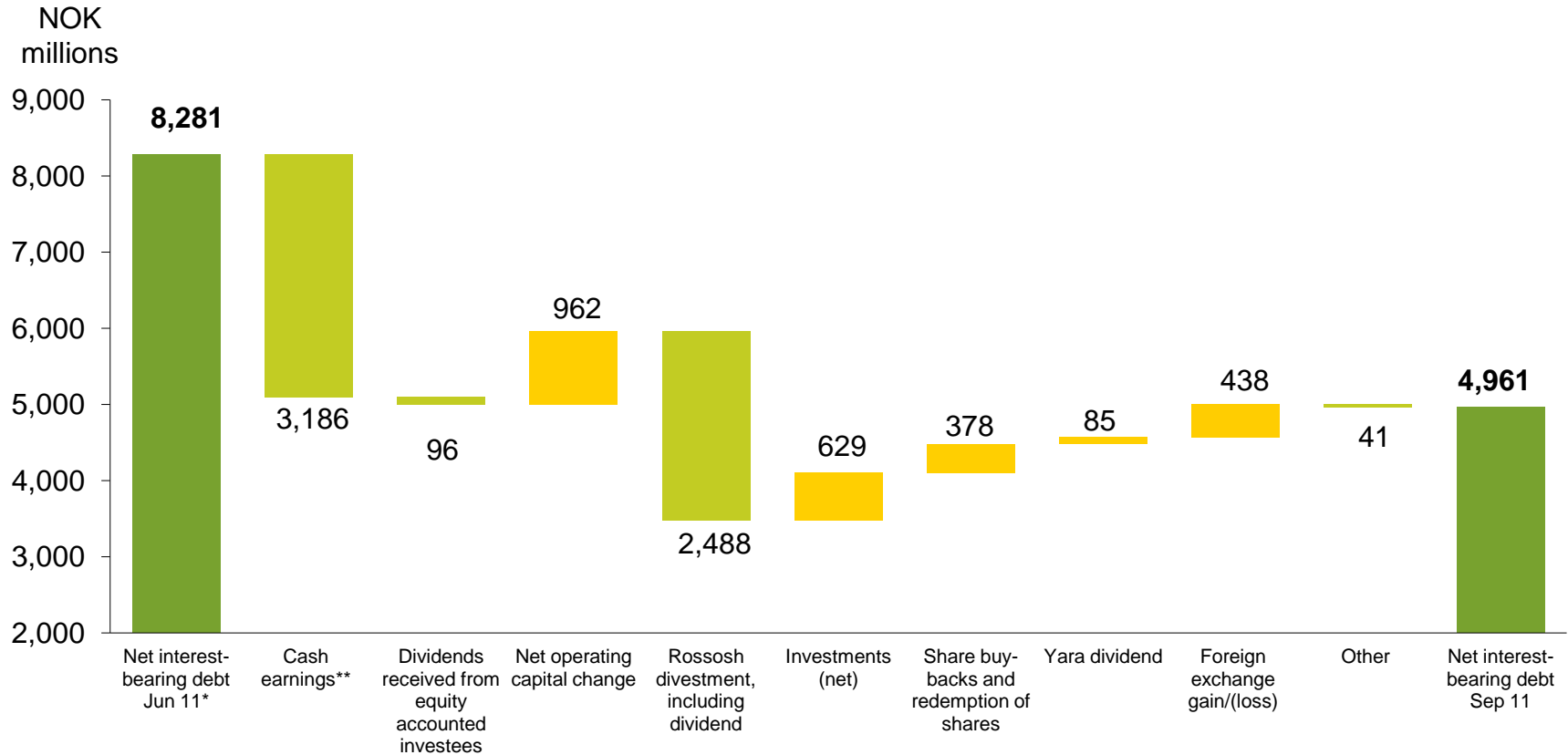
* Average number of shares for 3Q 2011: 287.2 million (3Q 2010: 288.7 million).



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Net debt development



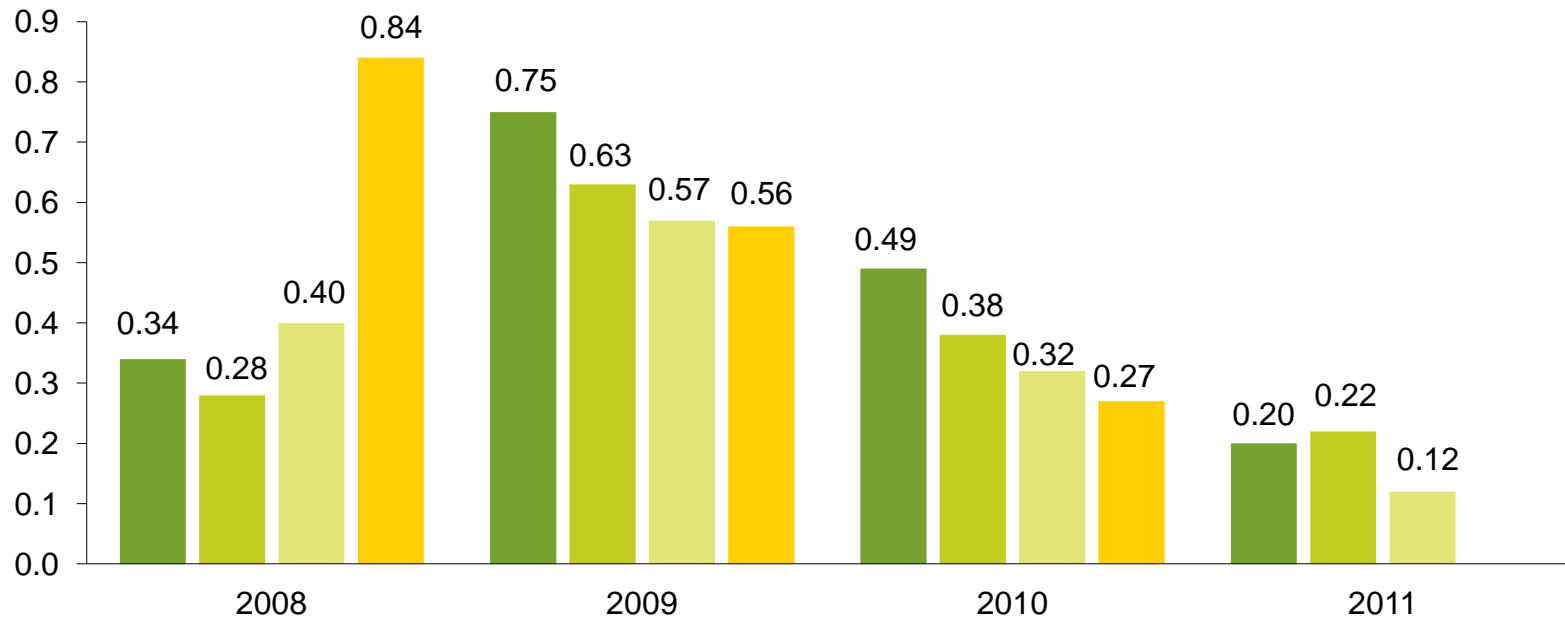
* Included in net interest-bearing debt are external bank time deposits (4-12 months), this is part of other current assets in balance sheet

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

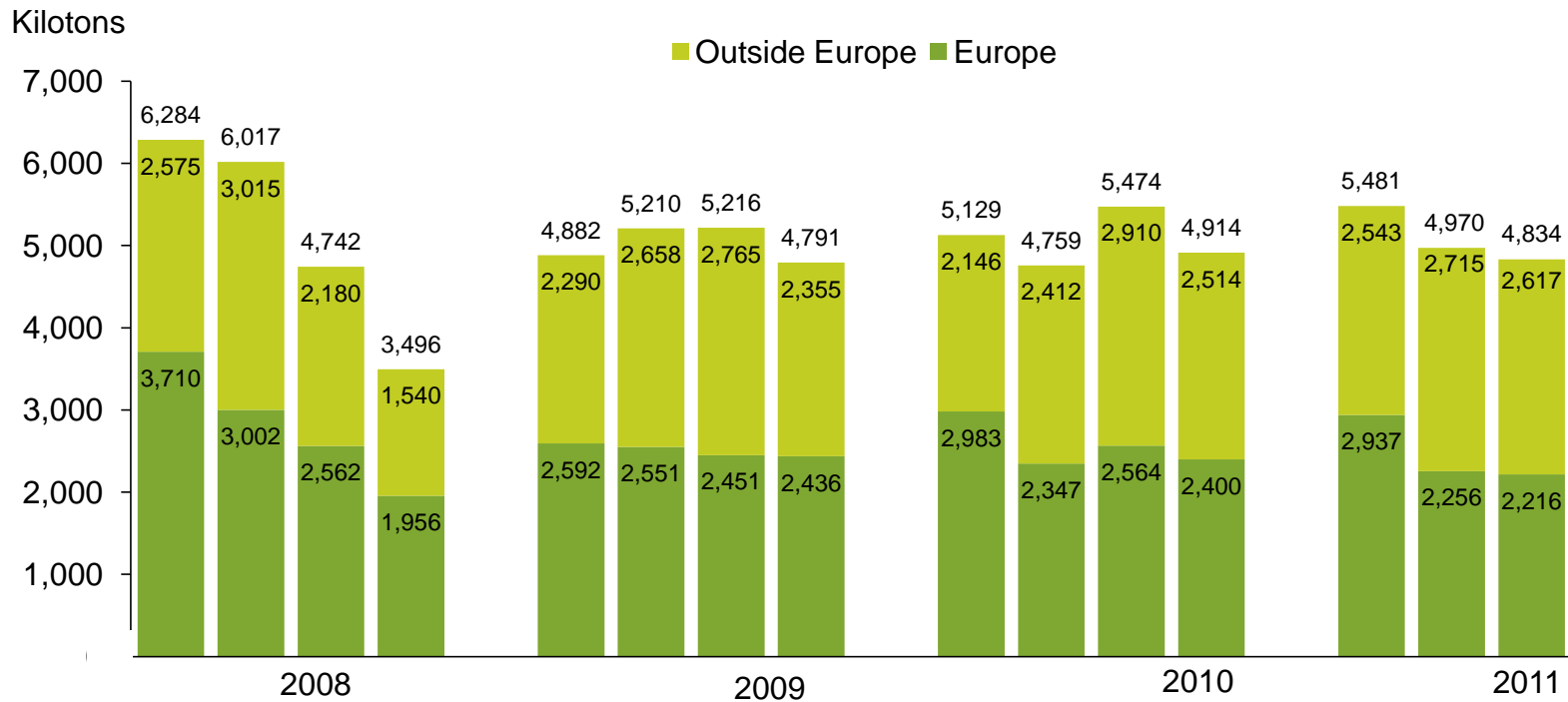


Debt/equity ratio

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



Fertilizer sales volumes



Accumulated, Kt

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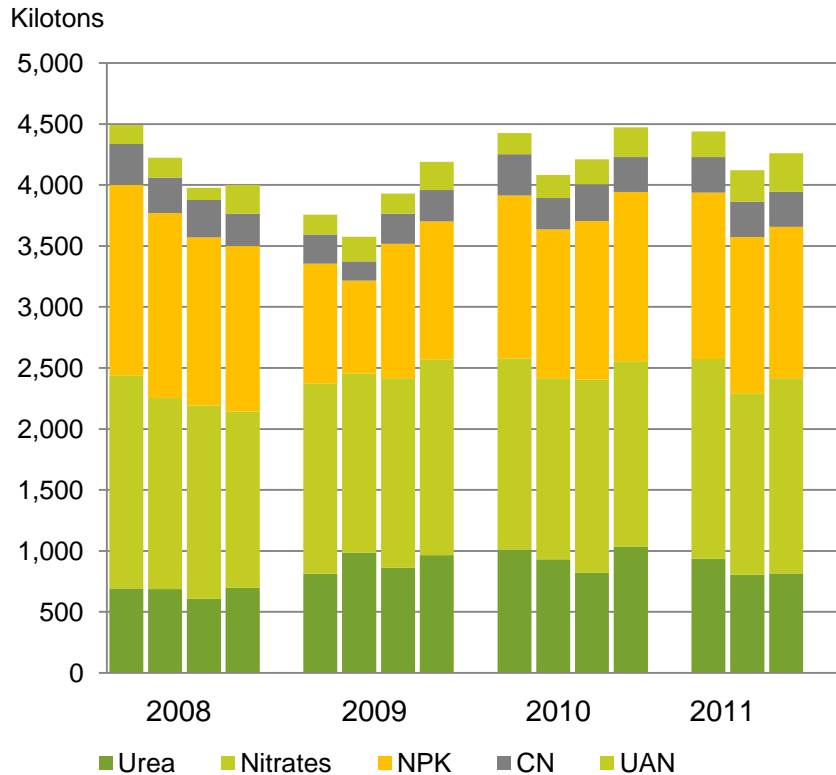


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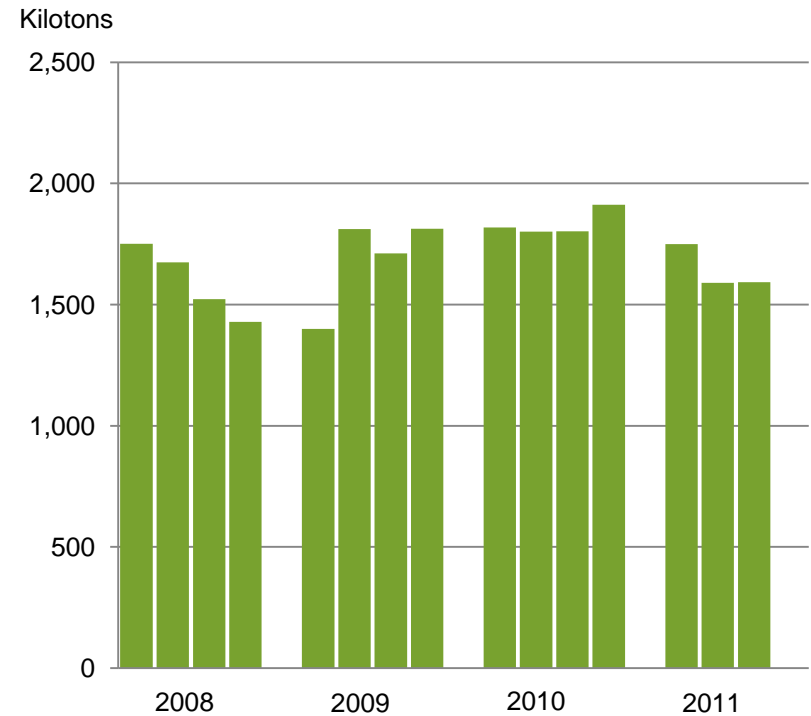


Yara – production volume*

Finished fertilizer



Ammonia



* Including share of equity-accounted investees

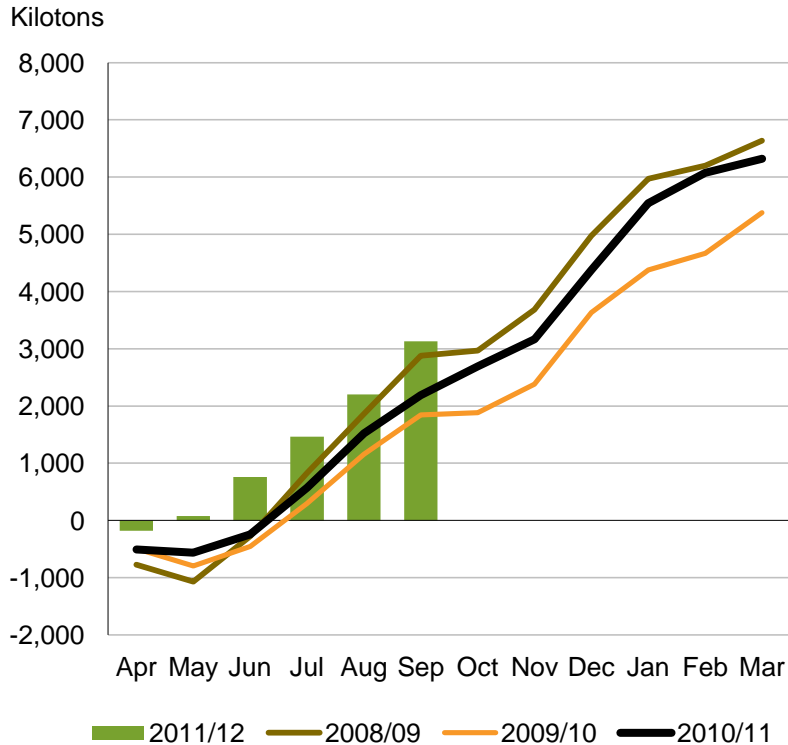


IR – Date: 2011-11-22



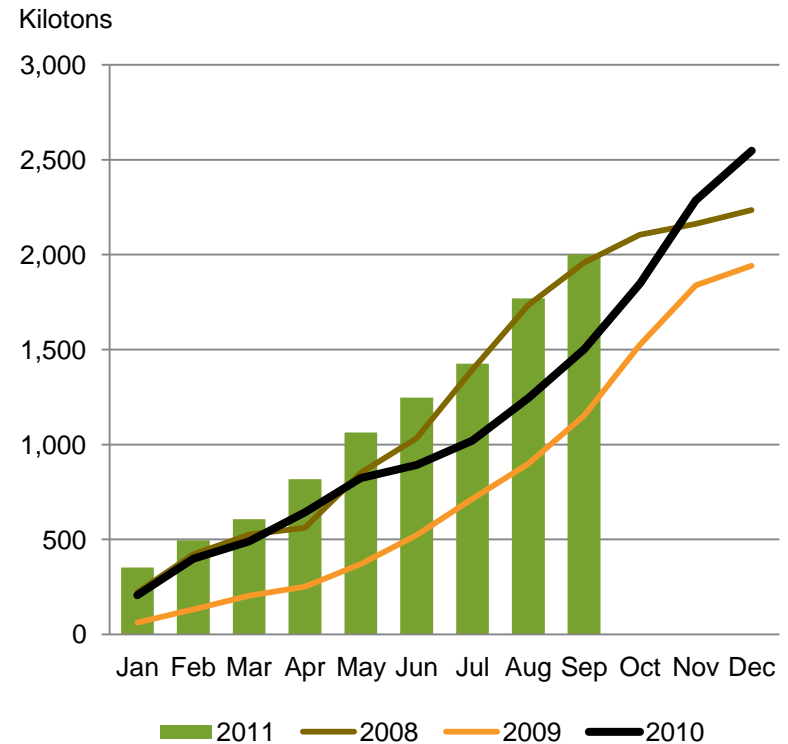
Strong demand in regions that are in season

Record Indian import need



Source: Indian Statistics

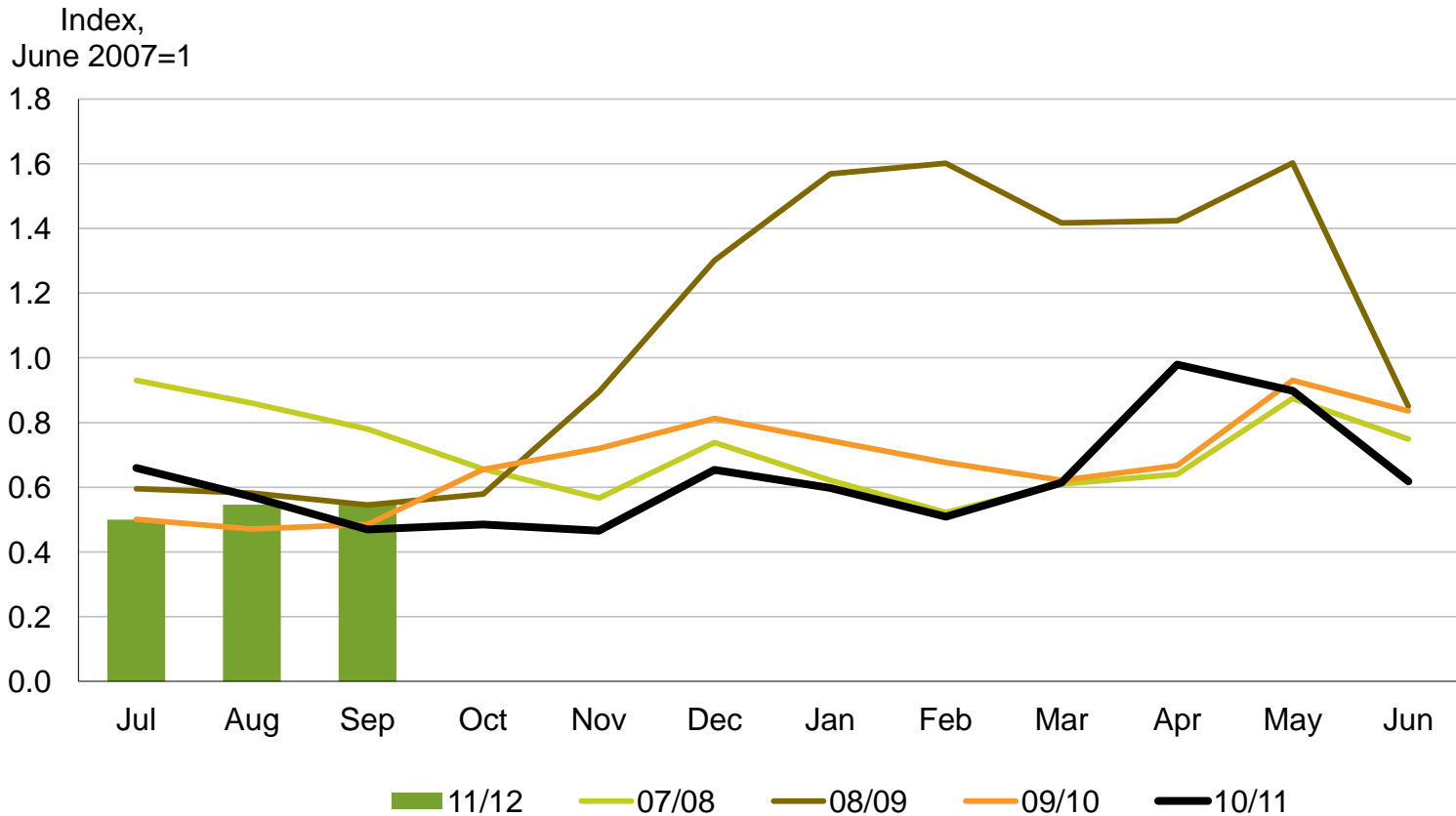
Brazilian urea import



Source: GTIS



Low European producer nitrate stocks



Source: Fertilizers Europe, September estimate from Yara

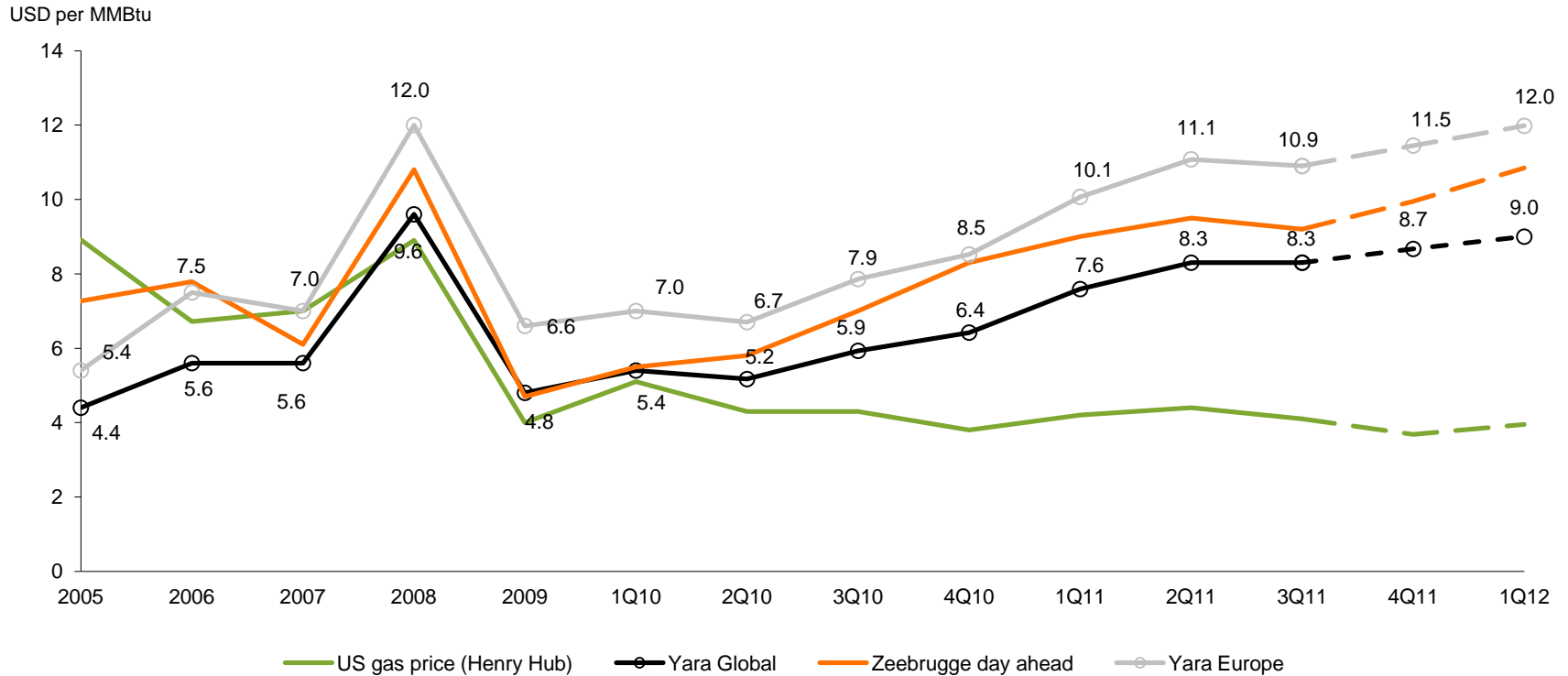


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Spot natural gas versus Yara average

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

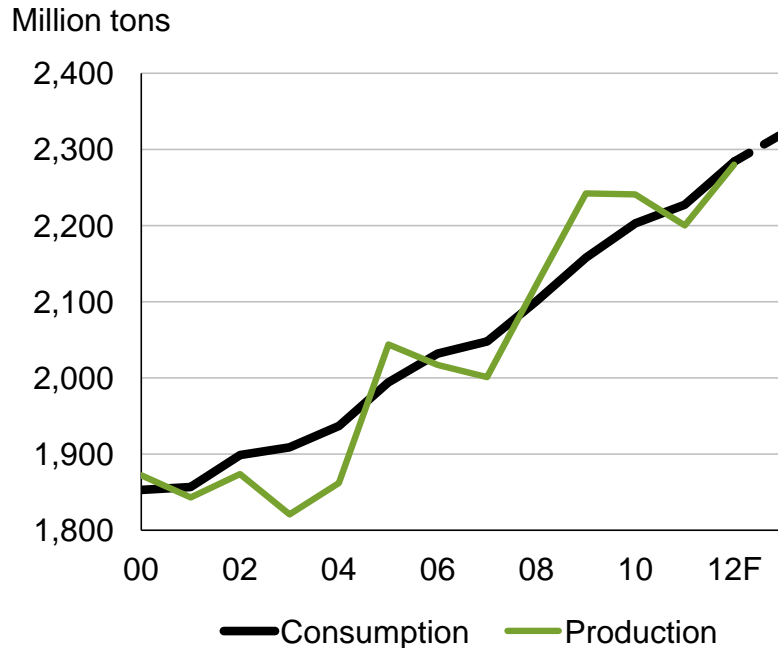


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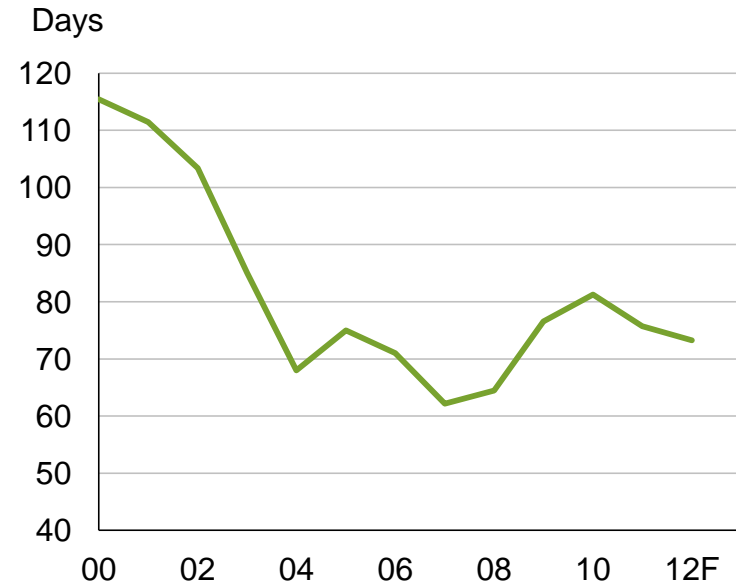


Stocks-to-use decline despite strong incentives and record production

Grain production and consumption



Days of consumption in stocks



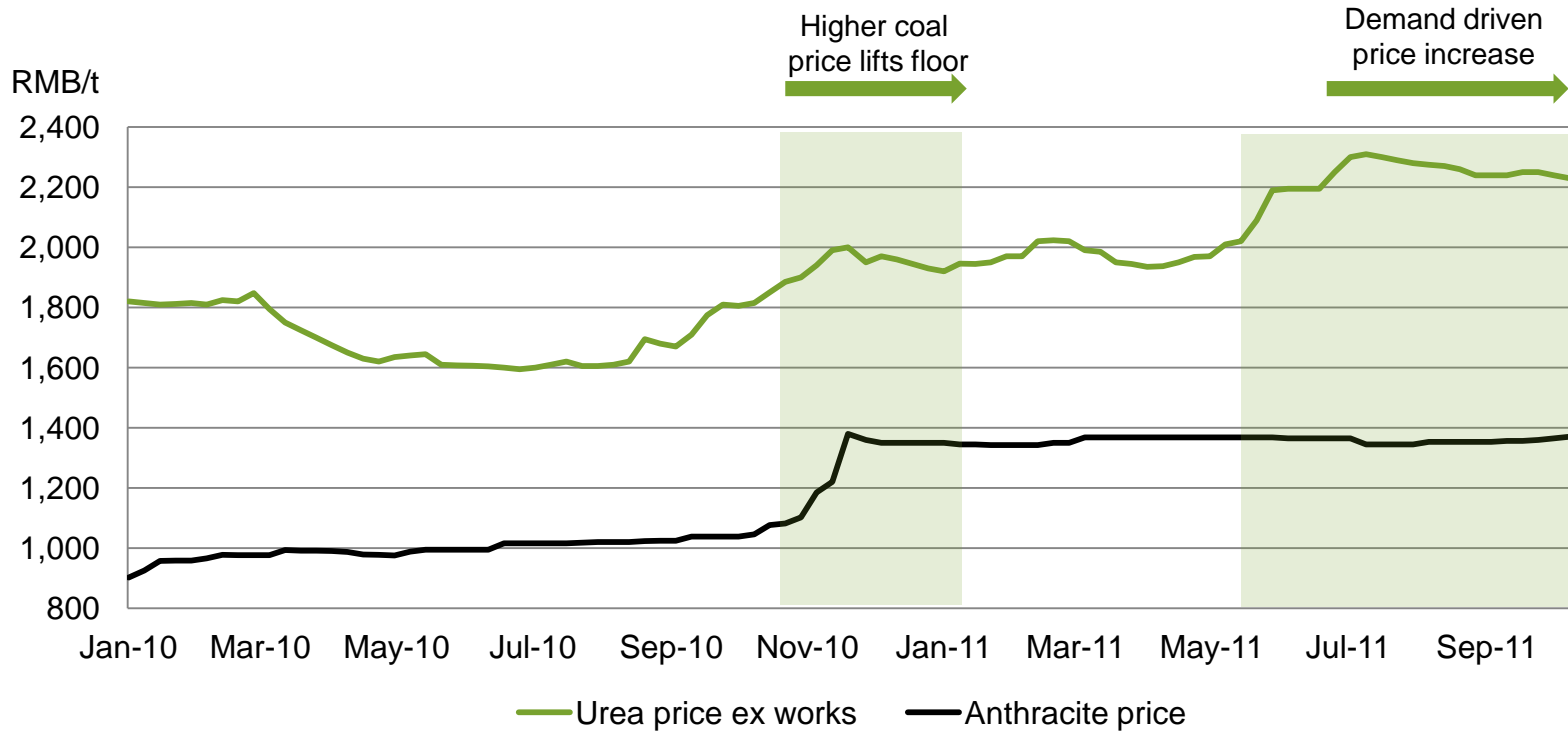
Source: USDA, November 2011



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Chinese domestic urea price



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

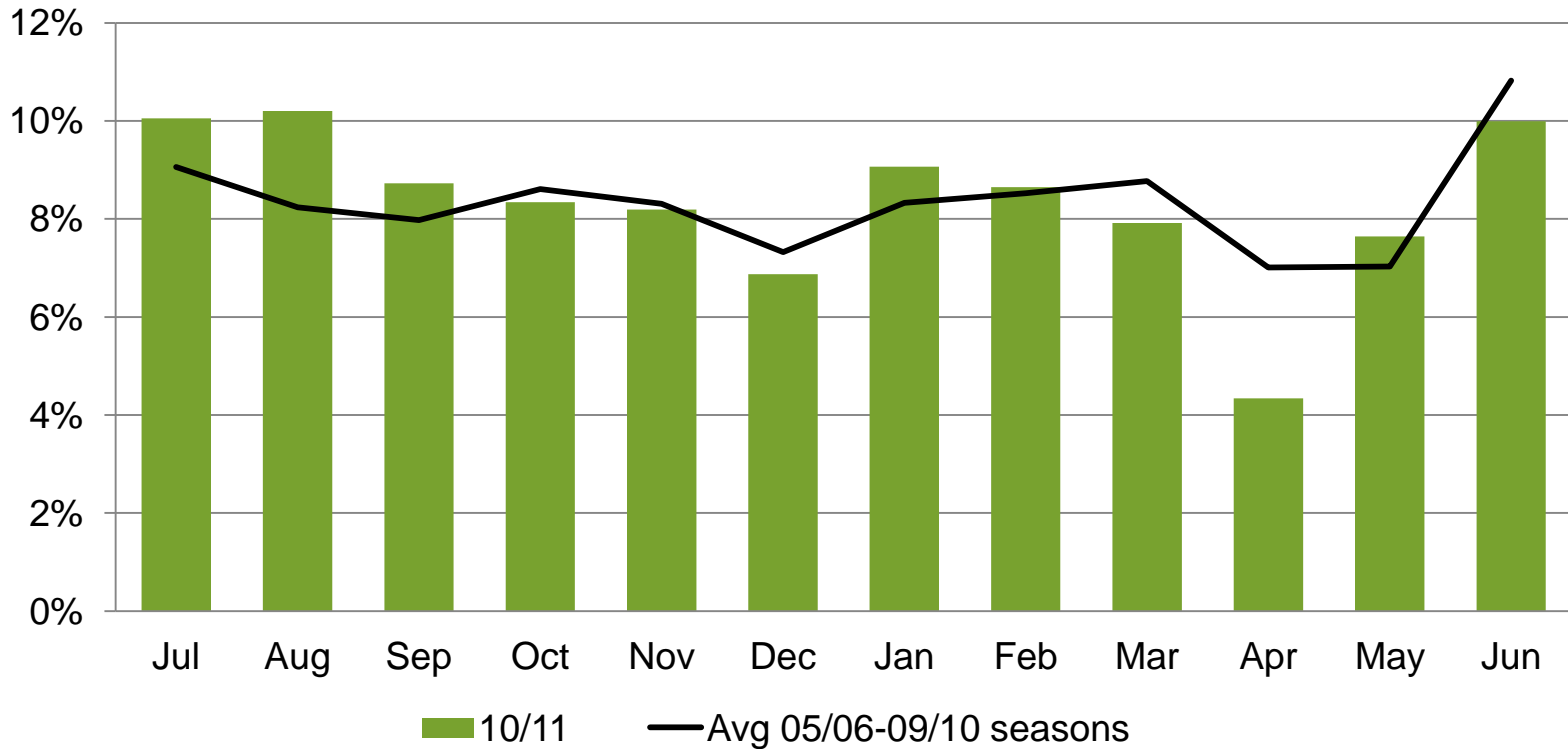


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Yara nitrate sales

Share of annual sales



Quarterly urea trade

Million tons



Source: IFA, Iran from GTIS



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Yara fertilizer reduces carbon footprint from farming

Fertilizer - an efficient solar energy catalyst

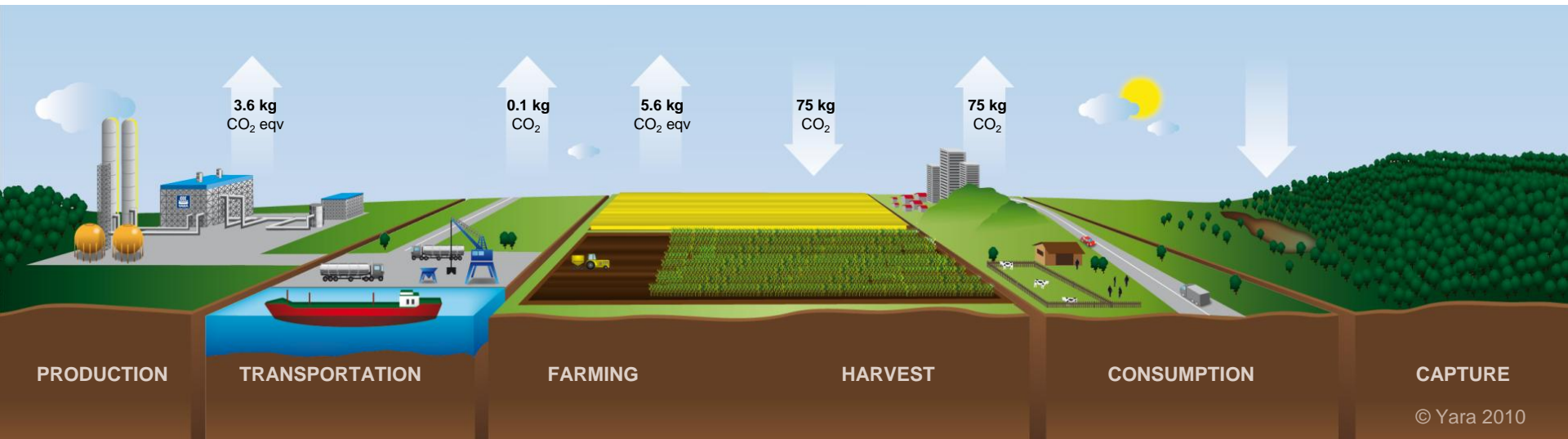
- Production marginal part of carbon footprint - efficient application more important
- Huge positive effects of fertilizer use by lower land use

Production

- Yara's production more energy-efficient than competitor average
- Yara developed N₂O catalyst

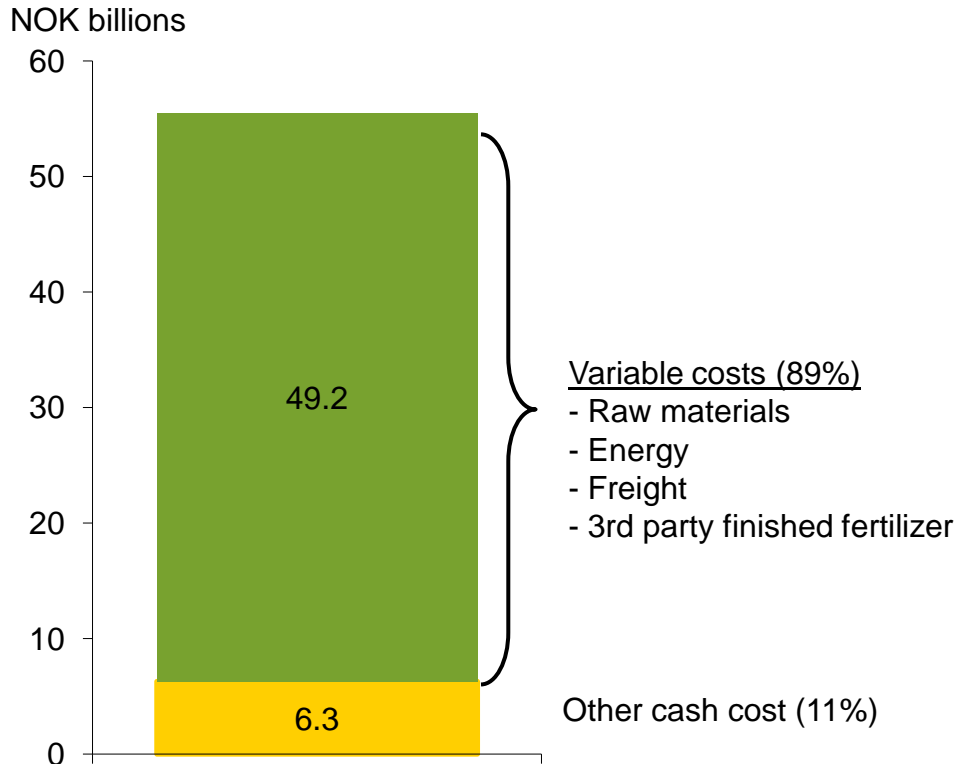
Application

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



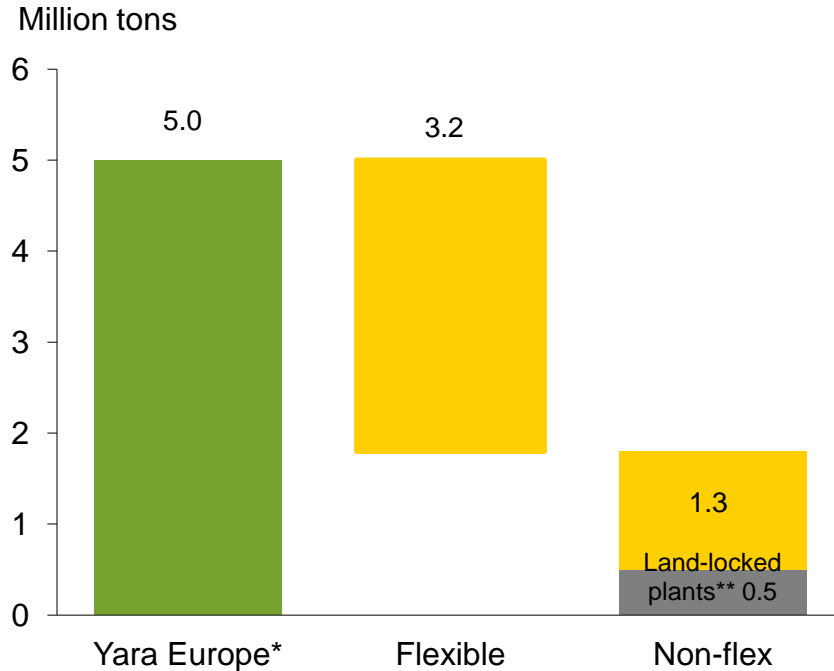
Yaras operating cash costs are mainly variable

Operating cash costs 2010



- Temporary plant closures can be made speedy and with limited stop/start costs
- Example for ammonia/urea plants:
 - Takes half a week to stop and a week to start
 - Cost of stopping is 2 days energy consumption
 - Cost of starting is 3 days energy consumption

Yara flexibility to produce or import ammonia in Europe



- Yara can swing 2/3 of European ammonia production without affecting fertilizer production
- Almost all Yara nitrate and NPK capacity has ammonia import flexibility

Yara can mitigate high European energy costs or take advantage of low ammonia prices by closing ammonia production and run most of nitrates and NPK based on imported ammonia.

* Including equity share of joint venture capacity

** Yara European site without deep sea ammonia import/export terminals: Terte

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

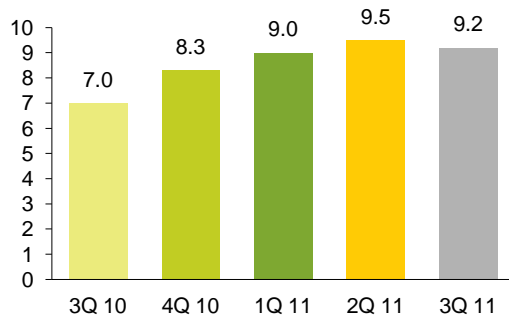
* Excluding foreign exchange gain/loss, special items and energy arbitrage

** Not historical earnings, but estimated earnings for today's Yara business, using 5-year average price conditions.

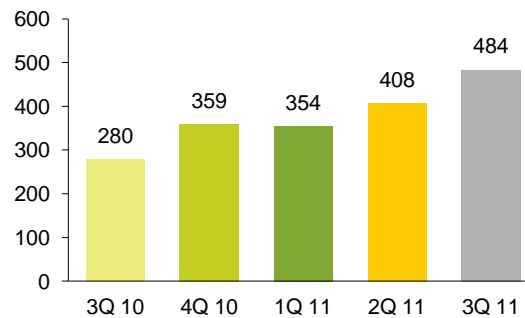


Key value drivers – quarterly averages

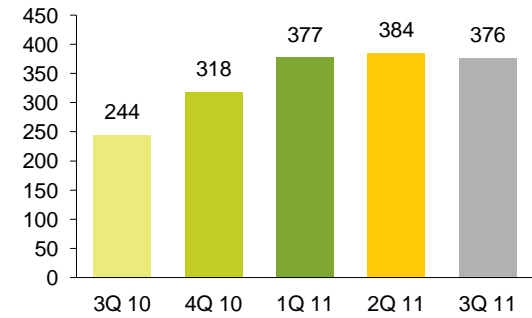
Zeebrugge day ahead(USD/MMBtu)



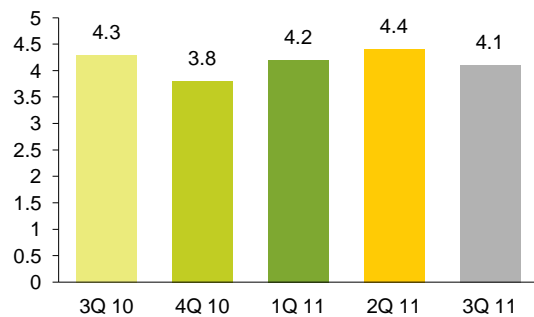
Urea prilled fob Black Sea (USD/t)



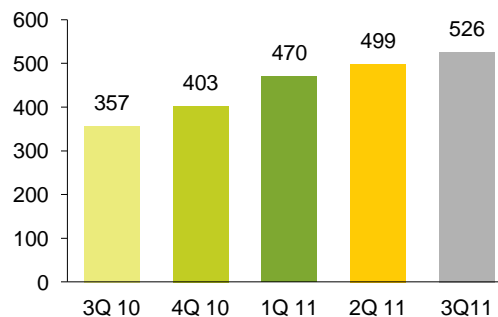
CAN cif Germany (USD/t)



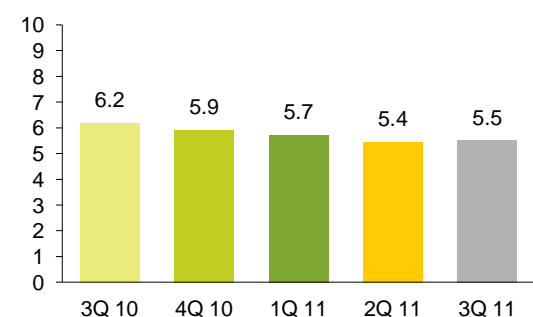
US gas price Henry Hub (USD/MMBtu)



Ammonia fob Black Sea (USD/t)



NOK/USD exchange rate

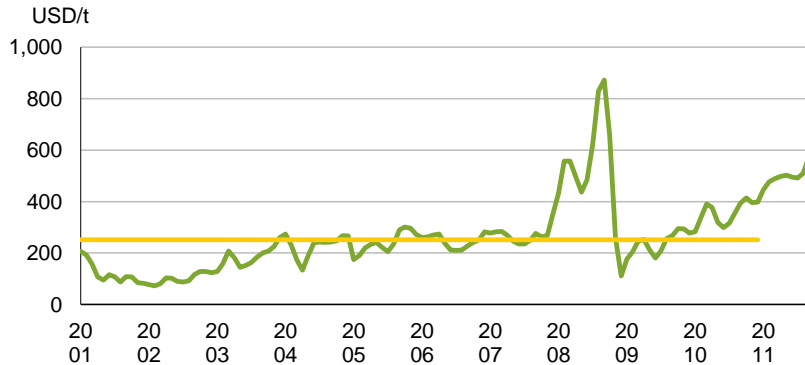


Source: Fertilizer Market Publications, CERA, World Bank, Norges Bank

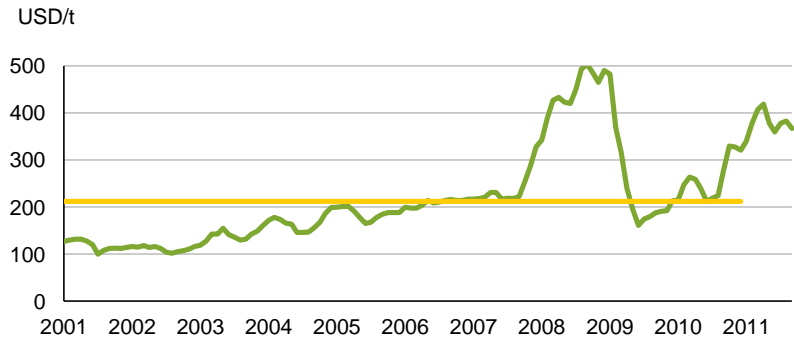


10-year fertilizer prices – monthly averages

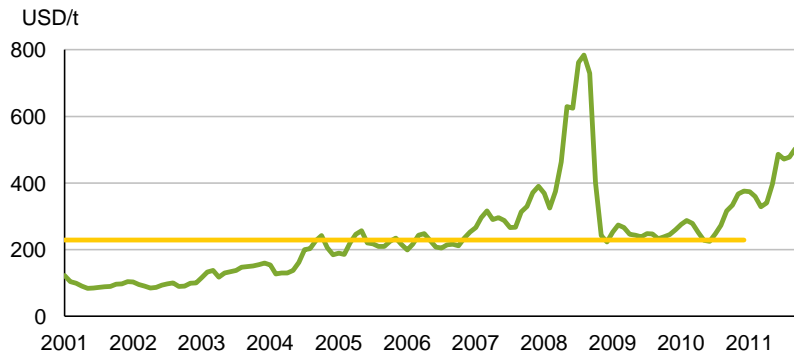
Ammonia fob Black Sea



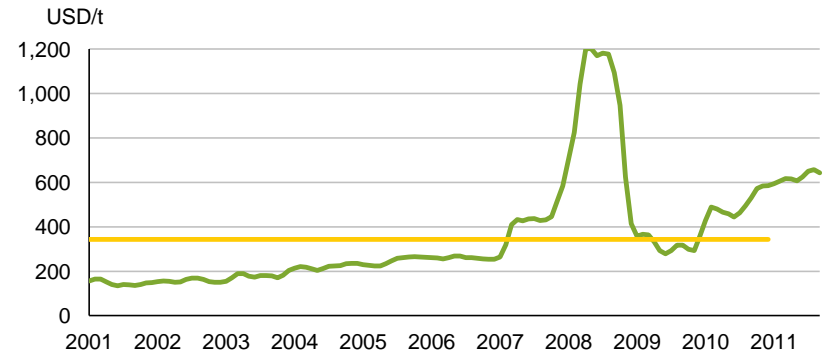
CAN cif Germany



Urea prilled fob Black Sea



DAP fob US Gulf



— Average prices 2001 - 2010

Source: Average of international publications



IR – Date: 2011-11-22

