



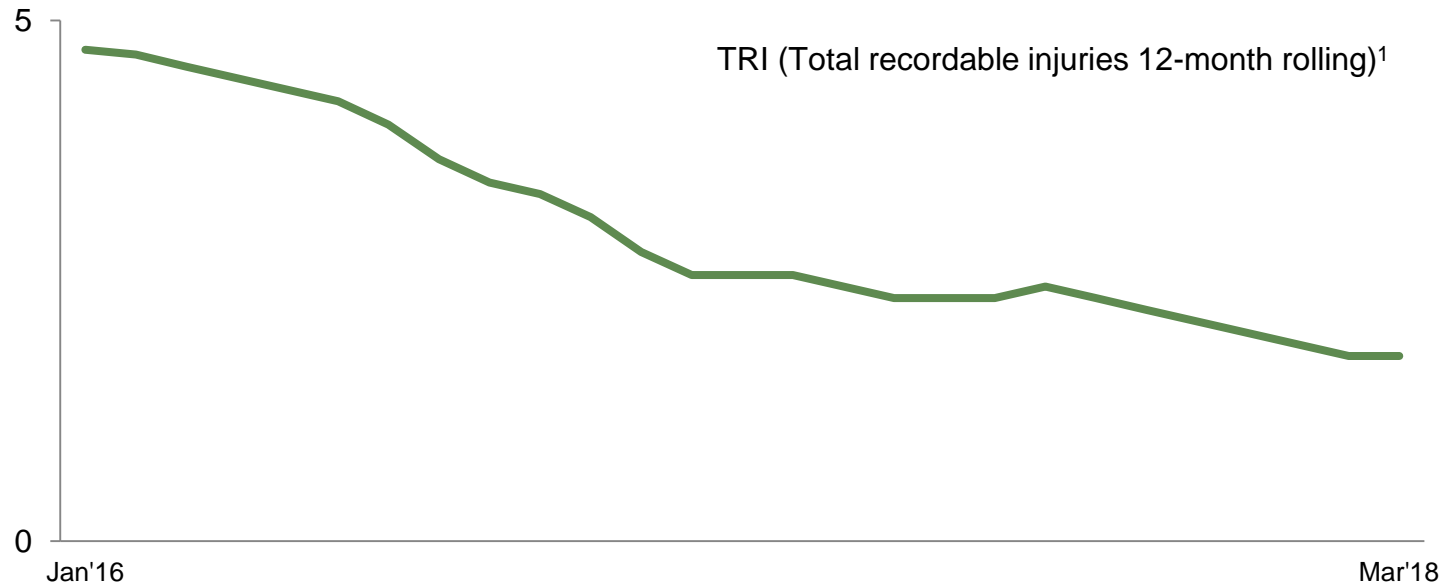
Knowledge grows

Yara International ASA Annual General Meeting

8 May 2018



Safe operations is our first priority



1) TRI: Total recordable injuries, lost time (absence from work), restricted work and medical treatment cases per one million work hours.

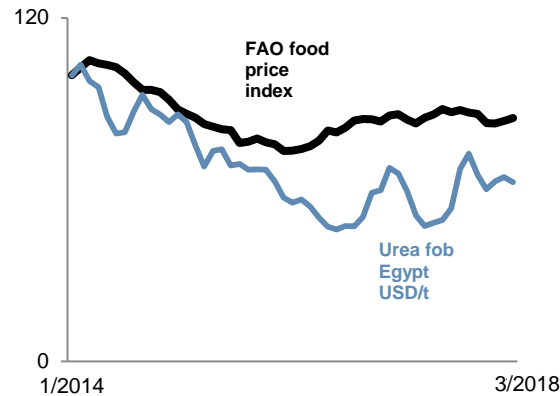
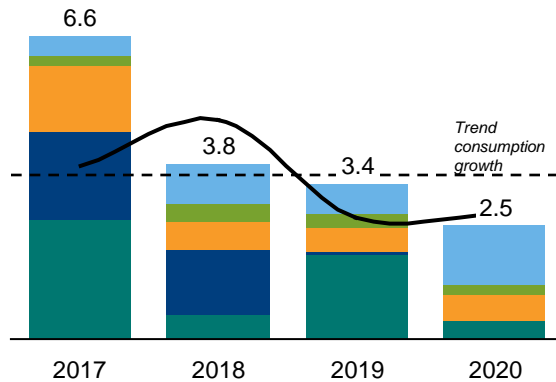
Yara's results reflect the business environment

Urea supply increases in 2018, higher than trend demand growth

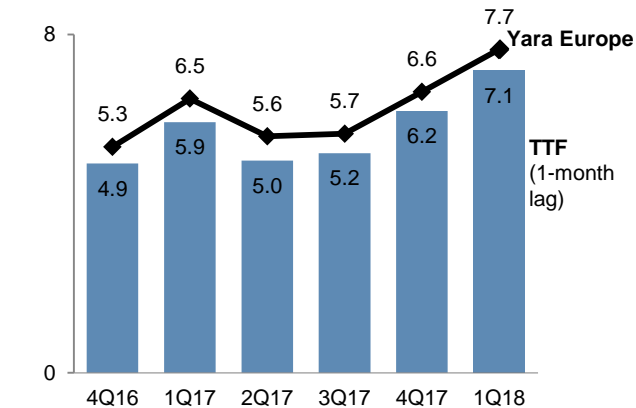
Food prices increasing recently, but nitrogen demand still muted

European nitrogen deliveries and gas prices impacted by cold weather

Global capacity additions ex China

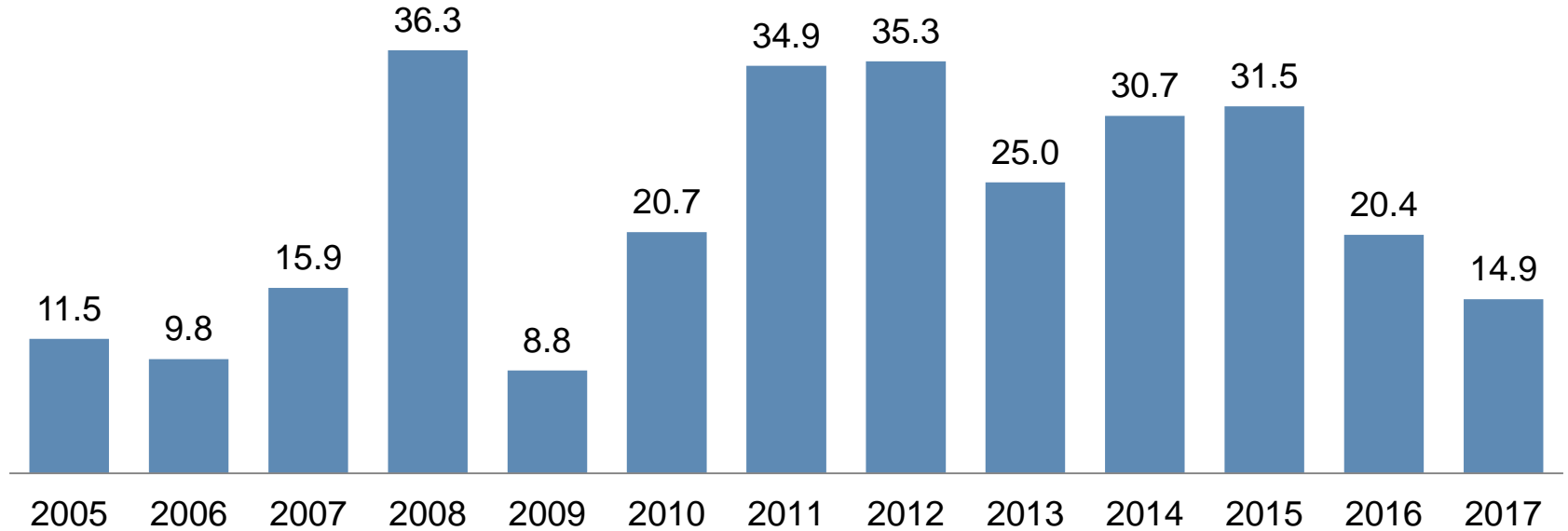


Yara European natural gas cost



Earnings impacted by supply-driven market

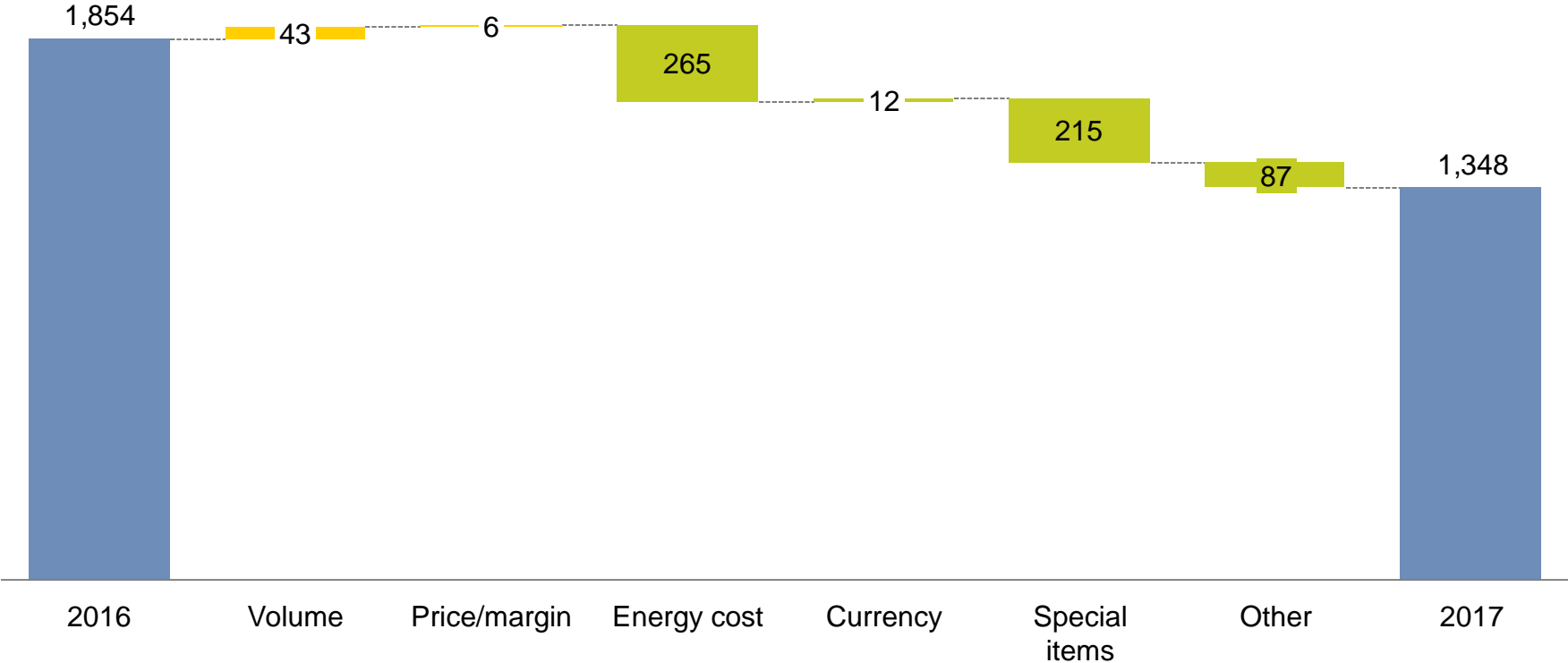
Earnings per share¹



¹ Excluding special items and currency

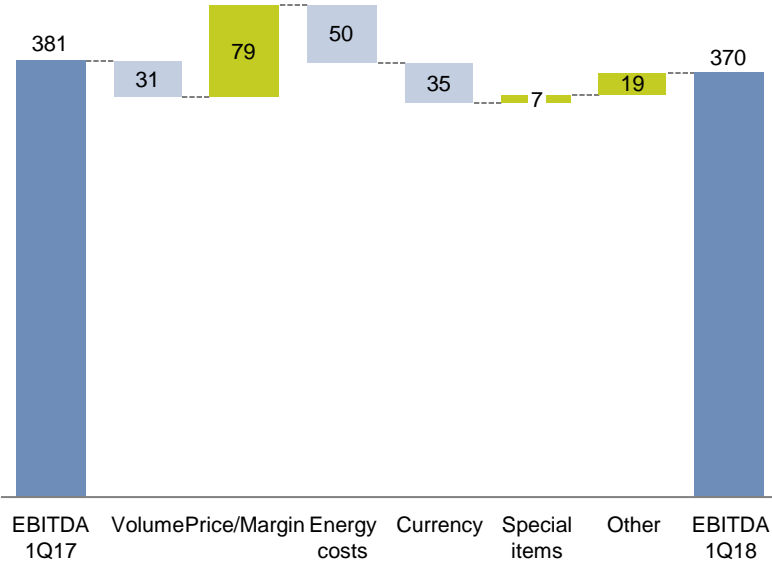
EBITDA development 2017

USD millions



Highlights 1Q 2018

USD millions



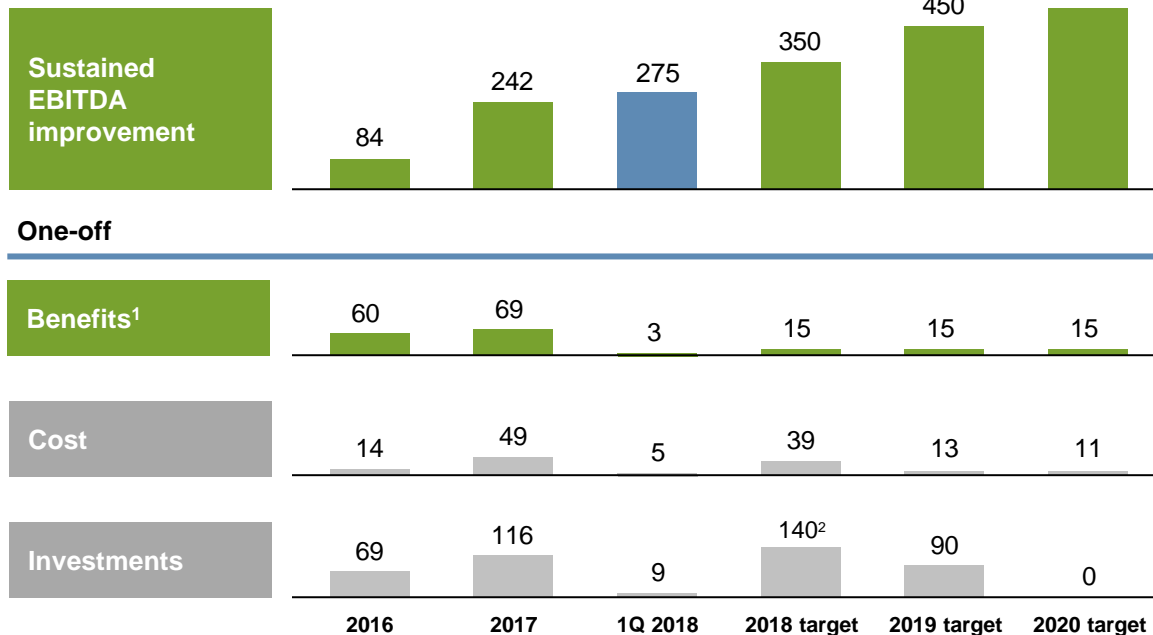
- Improved margins offset by lower European deliveries
- Strong Industrial results
- India acquisition successfully completed
- Yara improvement program on track

Yara Improvement Program on track



- 2018 EBITDA benefits on track (in 2015 terms):
 - Yara Productivity System rolled out to 15 out of 30 sites.
 - Good reliability improvements in ammonia production
 - Energy efficiency improvements ahead of full target for 2018
- Focus for this year is to reach target but also to enable the organization to sustain already achieved benefits.

Annual impact, USD million, vs. 2015 baseline, at 2015 margins

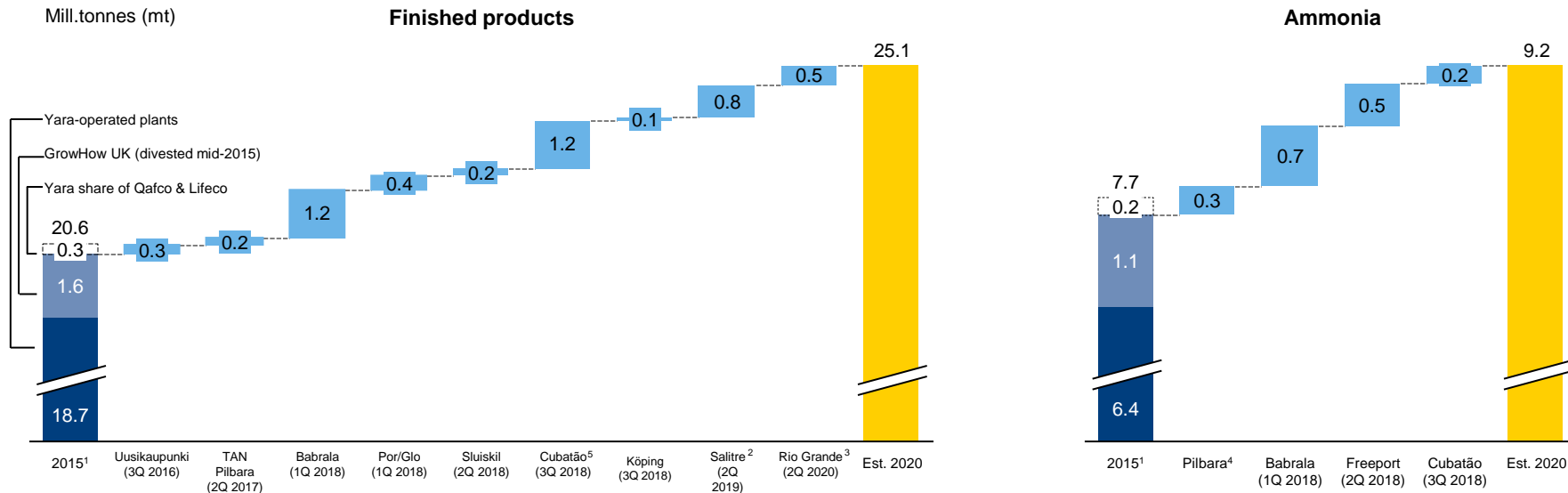


¹ One-off benefits are related to working capital improvements and white certificates

² Target One-off investments reduced as effect of Capex reduction program (total ~50mUSD less for 2018)

Yara is delivering on its growth pipeline; multiple plant expansions and M&A coming on stream in 2018

Production growth 2015 - 2020



- 1) Adjusted to normalized / 2016 turnaround level (0.7mt finished fertilizer and 0.2mt NH₃) and regularity level (0.7mt finished fertilizer and 0.4mt NH₃)
- 2) Salitre will reach 1.1 mill.tonnes in 2022
- 3) Rio Grande expansion also adds 1 million tonnes NPK blends by 2020
- 4) Including 100% ownership in Pilbara NH₃ plant (not included in committed growth pipeline)
- 5) TAN Pilbara started up in 2Q 2017, but has been down for technical reasons since 3Q 2017. Expected re-start 2Q 2018

7 growth projects starting up during 2018 (1)

Babrala (India)

Acquisition of urea plant and distribution assets



- Take-over 12 January
- 1.2 mt urea and approx 40 MUSD EBITDA p.a.
- Provides footprint to accelerate premium product growth

Porsgrunn (Norway)

NPK and calcium nitrate expansion



- Start-up in 1Q
- Adds 250 ktpa and approx. 50 MUSD EBITDA p.a.
- Record nitric acid production in March (5,127 tpd)

Freeport (US)

Hydrogen-based ammonia new-build JV with BASF (Yara 68%)



- Start-up in progress
- 550 ktpa and approx. 100 MUSD EBITDA p.a. (Yara share)
- Strengthens Yara's global ammonia position

7 growth projects starting up during 2018 (2)

Sluiskil (NL)

Revamp and urea+S expansion



- Start-up in 2Q
- Adds approx. 210 ktpa and 30 MUSD EBITDA p.a.
- Improved product mix - from urea prills to nitrates and urea+S

Salitre (Brazil)

Phosphate mine



- Start-up in 2Q (rock production only)
- Adds approx. 1.1 mtpa SSP equivalents by 2020
- Limited earnings until chemical production starts mid-2019

Cubatao (Brazil)

N and P production facility acquisition



- Closing expected mid-2018
- 1.4 mtpa and approx. 60 MUSD EBITDA p.a.
- Strengthens production and industrial footprint in Brazil

Köping (Sweden)

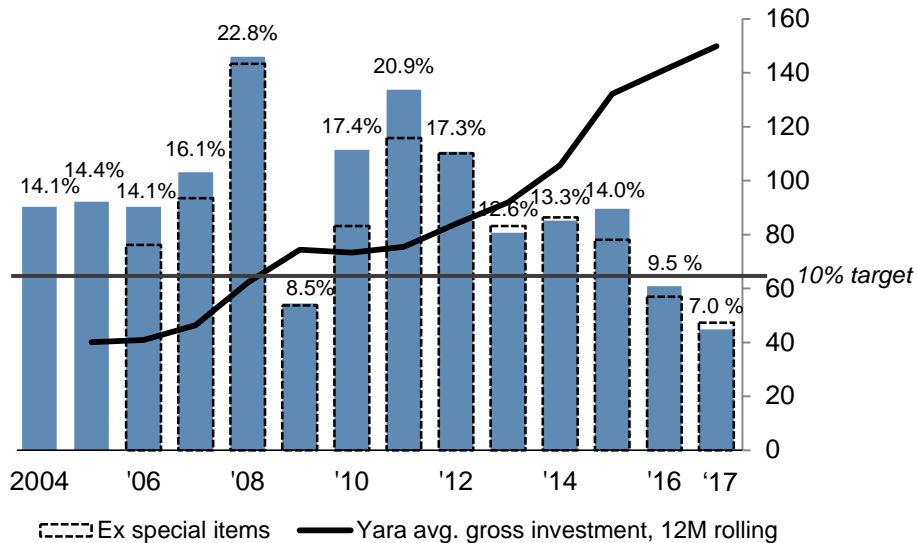
Nitric acid revamp and TAN expansion



- Start-up in 3Q
- 90 ktpa and approx. 50 MUSD EBITDA p.a.
- Strong long-term fundamentals for civil explosives industry

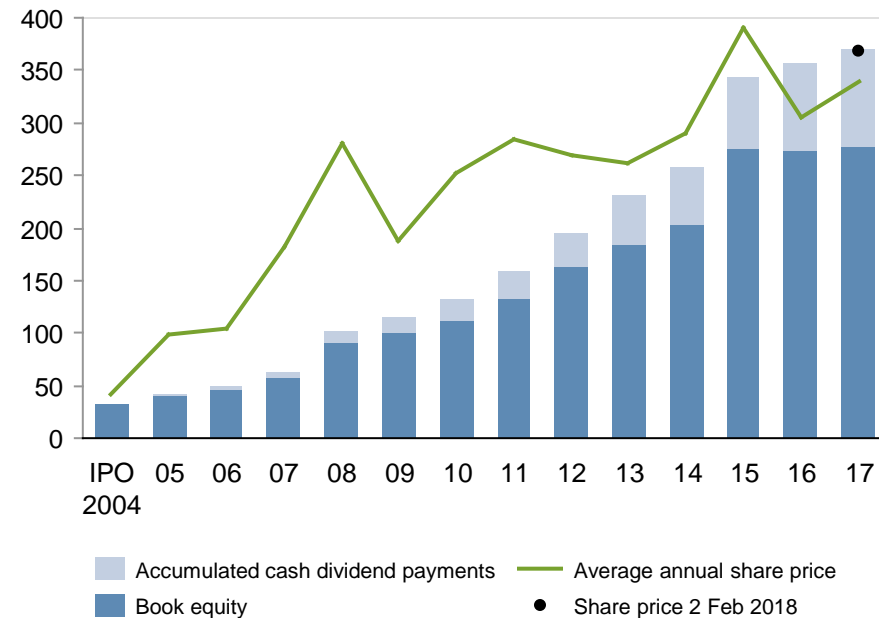
Profitable growth through the cycle

Average cash return on gross investment (CROGI) well above the Yara CROGI target of 10%



Average annual shareholder return of 20%¹

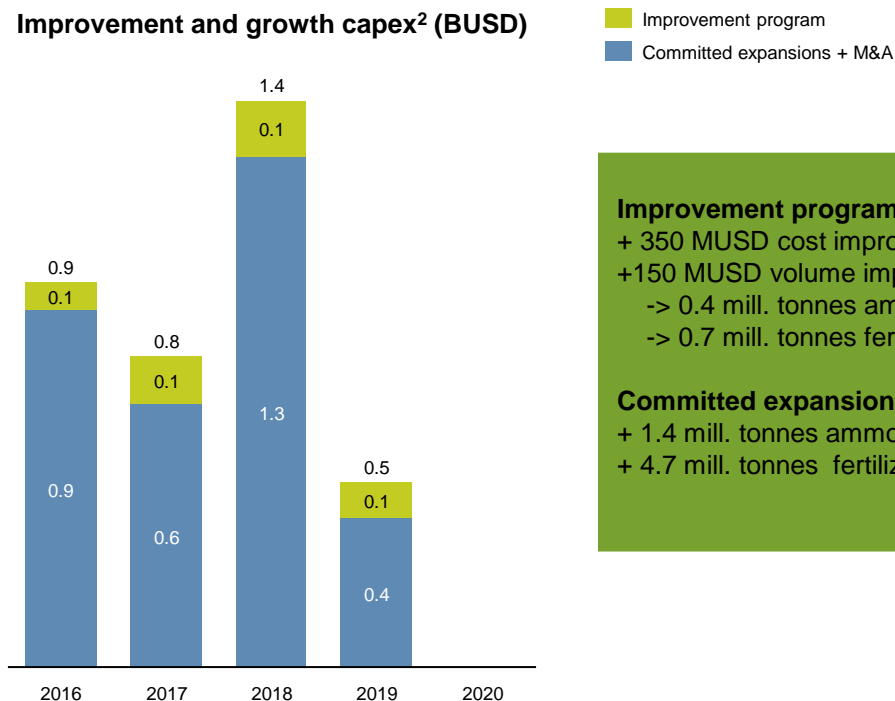
NOK/share



1) Share price appreciation (end 2017) plus dividend payments

Major improvement and growth investments in 2018; main earnings improvement from 2019 onwards¹

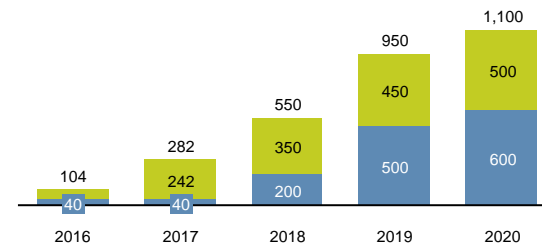
Improvement and growth capex² (BUSD)



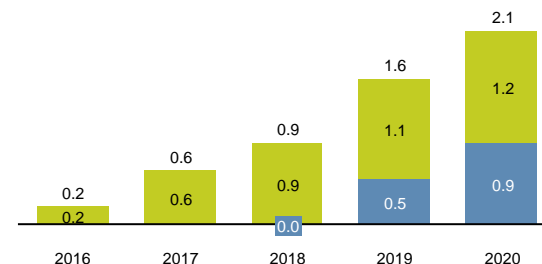
Improvement program:
 + 350 MUSD cost improvement
 +150 MUSD volume improvement:
 -> 0.4 mill. tonnes ammonia
 -> 0.7 mill. tonnes fertilizer

Committed expansions + M&A:
 + 1.4 mill. tonnes ammonia
 + 4.7 mill. tonnes fertilizer

EBITDA improvement³ (MUSD)



Earnings improvement³ (USD per share)

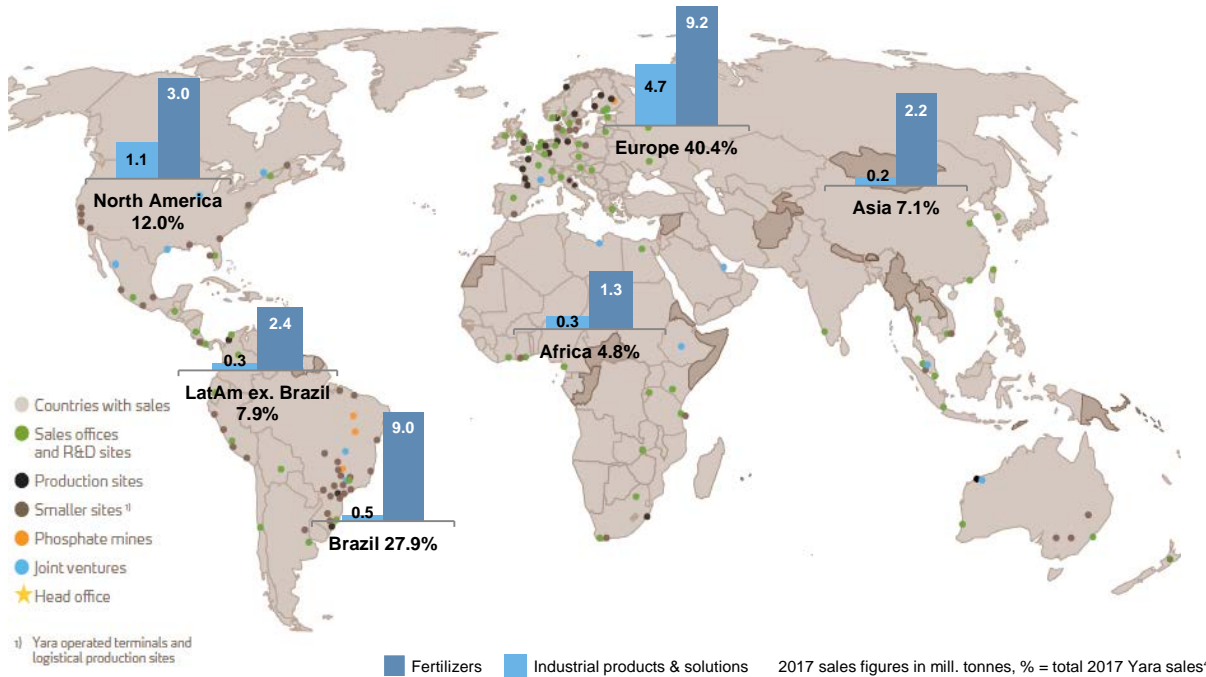


¹ Currency assumptions for 2018 onwards: USD/NOK 7.80, EUR/USD: 1.20, USD/BRL: 3.30

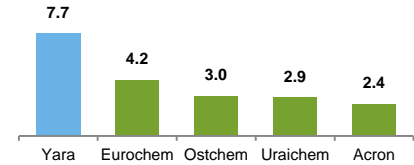
² Excluding maintenance capex on existing assets. Yara's share of capex. Fully consolidated entities presented at 100% basis

³ Measured at 2015 conditions. Main average market prices: Ammonia fob Yuzhny 390 USD/t, Urea fob Yuzhny 275 USD/t, DAP fob Morocco 495 USD/t

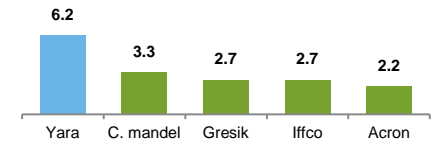
Our leading global footprint and differentiated product portfolio set us apart



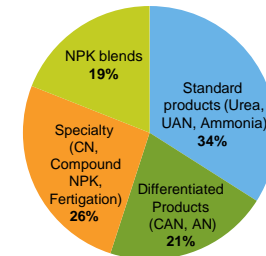
Global #1 in Nitrates¹



Global #1 in NPK²



Fertilizer product portfolio³



1) Including TAN and CN – Including companies' share of JVs 2016YE
 2) Compound NPK, excluding blends
 3) 2016/2017 season volume
 4) Ammonia trade not included in chart above

FtMA is designed for scale, and has already increased the income of 136,000 farmers

THE CHALLENGE

- Feeding a world population of **9.8 billion** people in 2050
- requires increase in **food production** by **50%**
- 500** million smallholder farmers have the potential to **boost** their production **3-4 times** and help **meet this gap**




SOLUTION

-  **Predictable markets**
-  **Affordable Finance**
-  **Quality farming inputs**
-  **Effective post harvest management**

IMPACT TO DATE

136,000 farmers across Rwanda, Tanzania, Zambia and soon in Kenya

 **32% yield increase**

 **83% increase in farmers' income**

Making 680,000 farming household members more resilient

OBJECTIVE

Connect **1.5 million smallholder farmers** to commercially viable markets by the end of 2022



World Food Programme



Rabobank



International Finance Corporation
WORLD BANK GROUP

 **syngenta.**



 **AGRA**
Growing Africa's Agriculture

GROWAFRICA

FORTUNE

CHANGE
THE WORLD



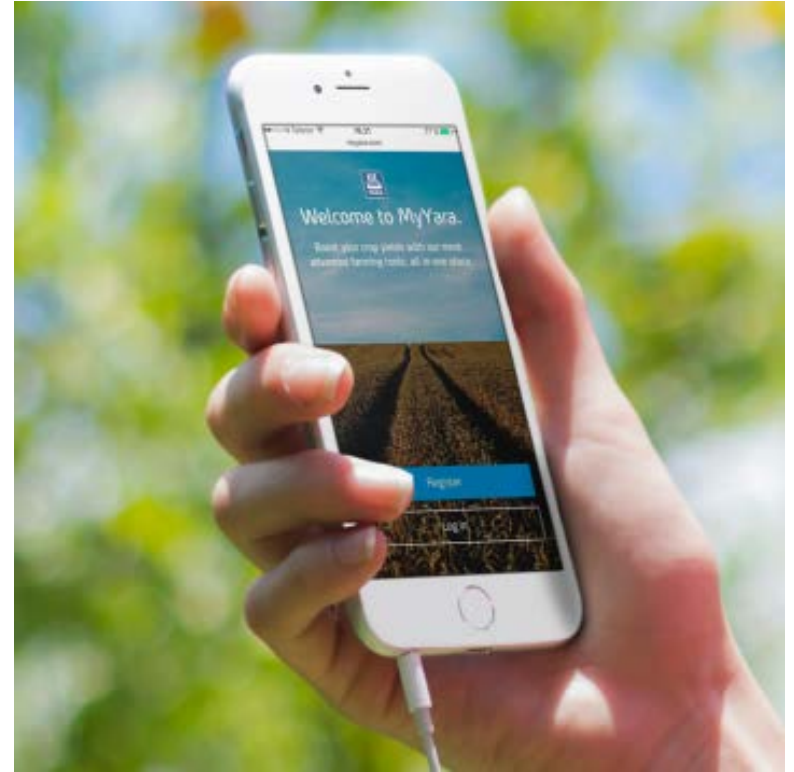
THE TOP 10

RANK	COMPANY	INDUSTRY
1	JPMorgan Chase	Commercial Banks
2	DSM	Food Production
3	Apple	Computers, Office Equipment
4	Novartis	Pharmaceuticals
5	LeapFrog Investments	Diversified Financials
6	Ant Financial	Financial Data Services
7	Walmart	General Merchandisers
8	Toyota Motor	Motor Vehicles & Parts
9	Johnson & Johnson	Pharmaceuticals
10	Yara	Chemicals

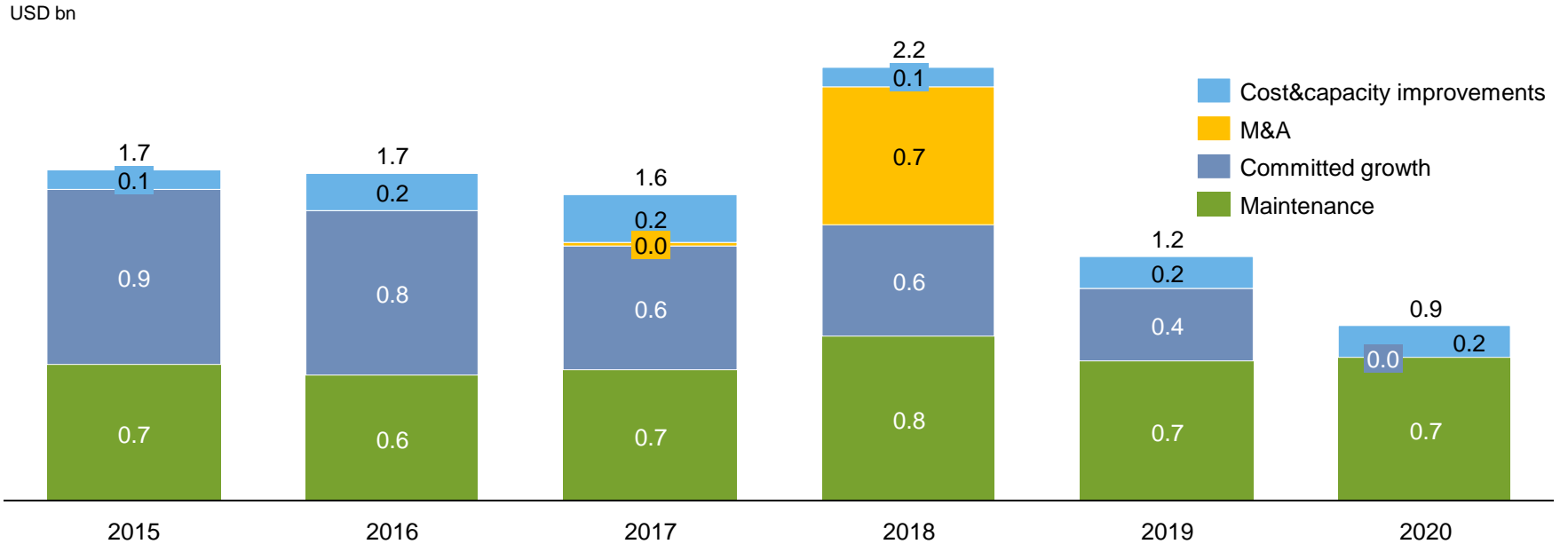
Ramp-up of digital solutions

- We are quickly building a **strong pipeline of digital solutions**
- Every 3 months launch of 1-2 **digital solution teams**
- **Commercial pilots** in coming season
- **Examples**
 - Sensor-aided N-application
 - Nutrient optimization tailored to specific fields
 - Crop advisory platforms

<https://www.youtube.com/watch?v=ficvfTrMHno&feature=youtu.be>

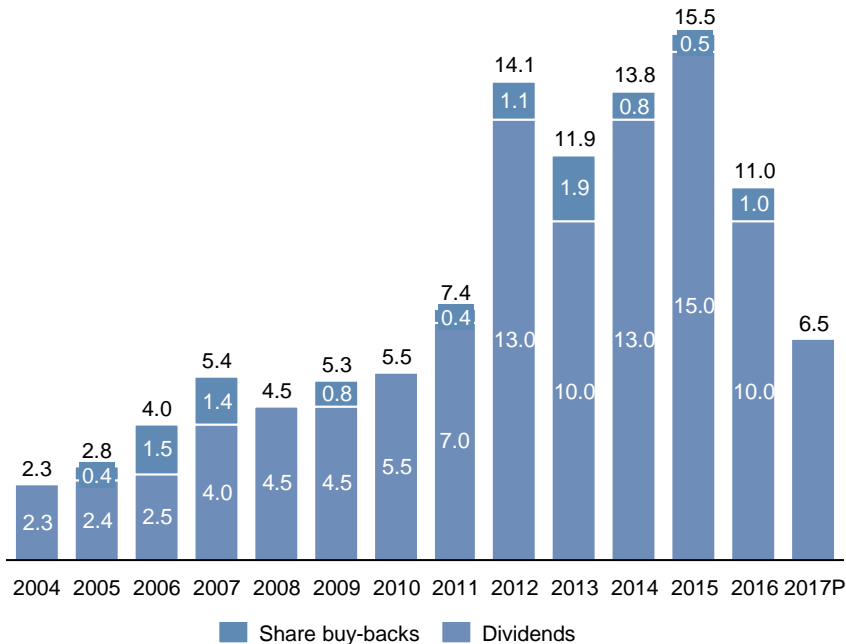


2018 is a peak year for Yara growth investments



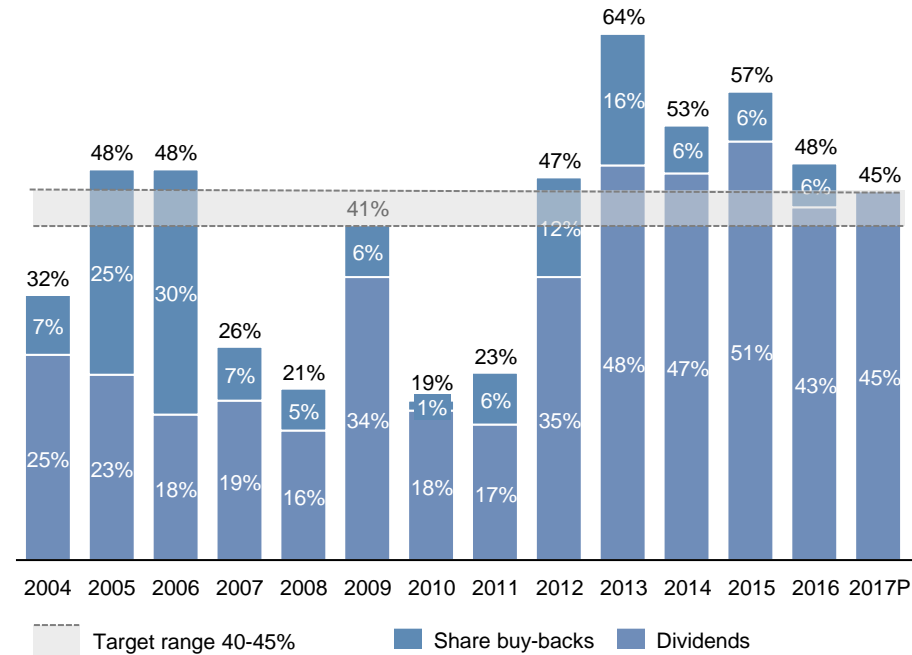
Proposed dividend NOK 6.50 per share

Dividend and buy-backs¹ per share



1) Number of shares based on the number of shares receiving dividend

Share of net income





Knowledge grows

