## How we performed 2015

|  |                          | 2015    | 2014   |  |
|--|--------------------------|---------|--------|--|
| Financial performance                      |                          |         |        |  |
| Revenue and other Income                   | NOK million              | 111,897 | 95,343 |  |
| Operating income                           | NOK million              | 14,104  | 10,305 |  |
| EBITDA 1)                                  | NOK million              | 21,361  | 16,407 |  |
| Net income after non-controlling interests | NOK million              | 8,083   | 7,625  |  |
| Investments <sup>2)</sup>                  | NOK million              | 11,316  | 13,411 |  |
| Debt/Equity ratio 3)                       |                          | 0.16    | 0.17   |  |
| Cash flow from operations                  | NOK million              | 14,631  | 8,607  |  |
| CROGI 4)                                   | %                        | 14.0    | 13.3   |  |
| ROCE 5)                                    | %                        | 12.9    | 13.3   |  |
| Earnings per share <sup>6)</sup>           | NOK                      | 29.38   | 27.59  |  |
| Total Equity                               | NOK million              | 75,727  | 67,962 |  |
| Share price on OSE                         | NOK at year-end          | 383     | 336    |  |
| Social performance                         |                          |         |        |  |
| Employees                                  | Number at year-end       | 12,883  | 12,073 |  |
| TRI rates 7)                               | Per million hours worked | 3.4     | 3.9    |  |
| Environmental performance                  |                          |         |        |  |
| GHG emissions <sup>8)</sup>                | Million tons $CO_2$ eq.  | 12.3    | 11.6   |  |
| Energy use <sup>8)</sup>                   | Petajoules               | 261     | 258    |  |
|  |                          |         |        |  |

<sup>1)</sup> EBITDA: Earnings before Interest, Tax, Depreciation and Amortization.

 $<sup>^{2)}\,</sup>$  Investment in property, plant and equipment, long-term securities, intangibles, long-term advances and investments in non-consolidated investees.

 $<sup>^{\</sup>rm 3)}$  Net interest-bearing debt divided by shareholders' equity plus non-controlling interests.

<sup>4)</sup> CROGI: Cash Return on Gross Investment (12 month rolling average).

<sup>&</sup>lt;sup>5)</sup> ROCE: Return On Capital Employed (12 month rolling average).

<sup>&</sup>lt;sup>6)</sup> Yara currently has no share-based compensation program that results in a dilutive effect on earnings per share.

 $<sup>^{7)}\,</sup>$  TRI: Number of Total Recordable Injuries per million hours worked, contractors included.

<sup>8)</sup> Including JV Pilbara and JV Lifeco.