## How we performed 2016

			2016	2015
Financial performance				
Revenue and other Inc	come	NOK million	97,170	111,897
Operating income		NOK million	8,771	14,104
EBITDA 1)		NOK million	15,563	21,361
Net income after non-	controlling interests	NOK million	6,360	8,083
Investments 2)		NOK million	13,856	11,316
Debt/Equity ratio 3)			0.17	0.16
Cash flow from operat	ions	NOK million	14,084	14,631
CROGI 4)		%	9.5	14.0
ROCE 5)		%	7.5	12.9
Earnings per share 6)		NOK	23.25	29.38
Total Equity		NOK million	76,770	75,727
Share price on OSE		NOK at year-end	340	383
Social performance				
Employees		Number at year-end	14,736 7)	12,883
TRI rates 8)		Per million hours worked	2.5	3.4
Environmental performance				
GHG emissions 9)		Million tonnes CO <sub>2</sub> eq.	12.4	12.3
Energy use 9)		Petajoules	273	261

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

<sup>&</sup>lt;sup>2)</sup> Investment in property, plant and equipment, long-term securities, intangibles, long-term advances and investments in non-consolidated investees.

<sup>&</sup>lt;sup>3)</sup> Ne<sup>-</sup> interest-bearing debt divided by shareholders' equity plus non-controlling interests.

 $<sup>^{\</sup>mbox{\tiny 4)}}$  CROGI: Cash Return on Gross Investment (12 month rolling average).

 $<sup>^{\</sup>rm 5)}$  ROCE: Return On Capital Employed (12 month rolling average).

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

 $<sup>^{7)}\,</sup>$  Includes permanent, temporary, interns and apprentices.

 $<sup>^{\</sup>mbox{\scriptsize 8}}$  TRI: Number of Total Recordable Injuries per million hours worked, contractors included.

<sup>9)</sup> Including JV Pilbara and JV Lifeco.