



Knowledge grows

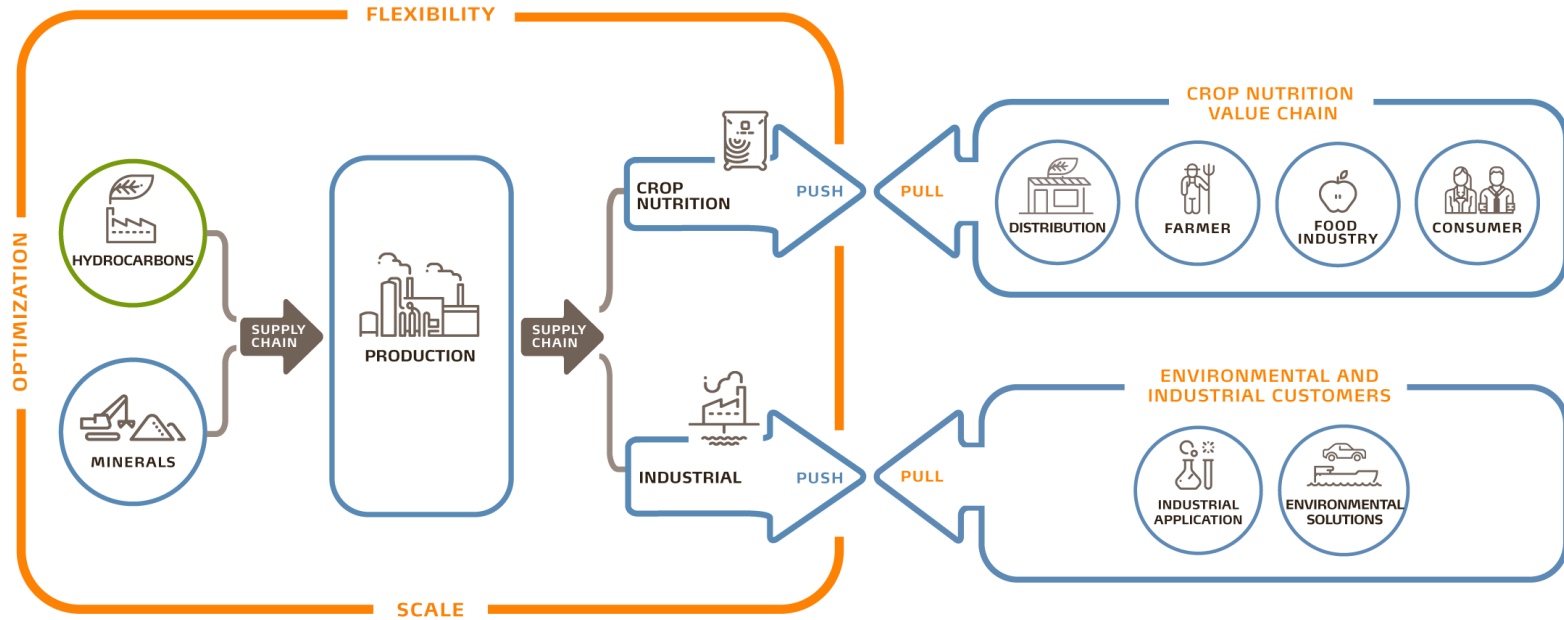
Yara International ASA

Bank of America Merrill Lynch
European Chemicals Conference
7 December 2016

Svein Tore Holsether, CEO
Thor Giæver, IR

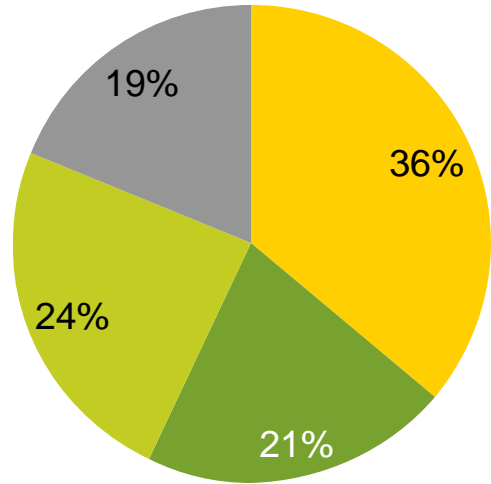


Integrated business model creates value through scale, flexibility and value chain presence



Fertilizer portfolio is being driven towards greater product differentiation and profit

Product portfolio (2015/16 season volume)

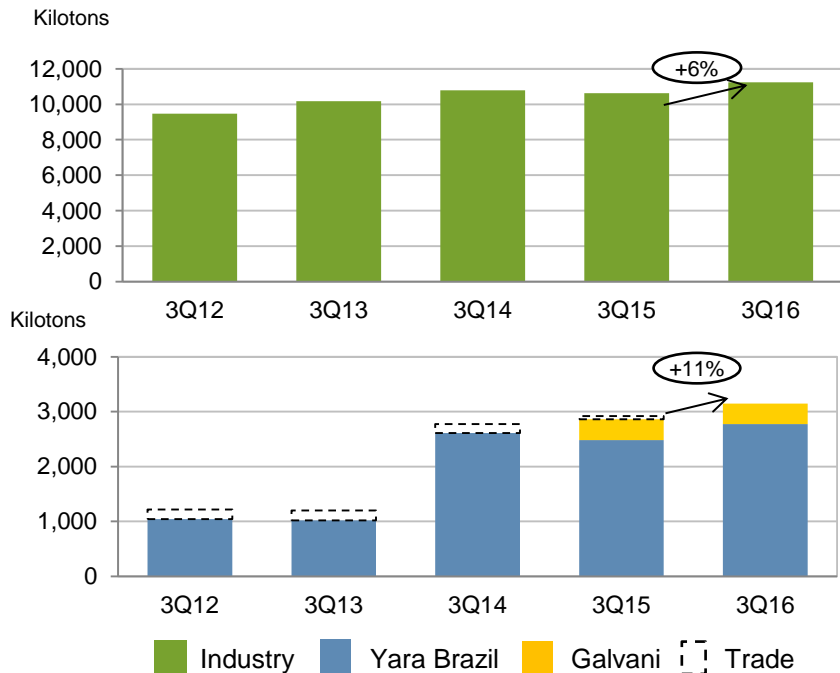


- Standard products (Urea, UAN and Ammonia)
- Differentiated products (CAN, AN)
- Specialty (CN, Compound NPK, Fertigation)
- NPK blends

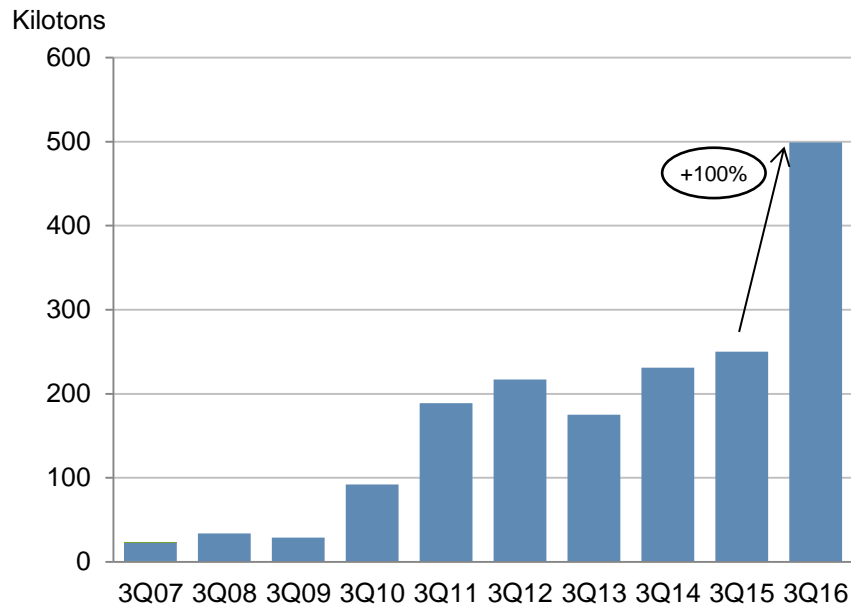
- Differentiation improves margins and reduces exposure to commodity price volatility
- On-going efforts to further increase differentiation through:
 - Capacity expansions compound NPK, CN, nitrate and urea+S
 - On-going optimization of NPK portfolio towards higher value segments
 - Innovation and market growth in high-value fertigation markets
 - Continued YaraVita growth

Brazil: focus on premium products and solutions drives growth

Brazil 3Q fertilizer deliveries



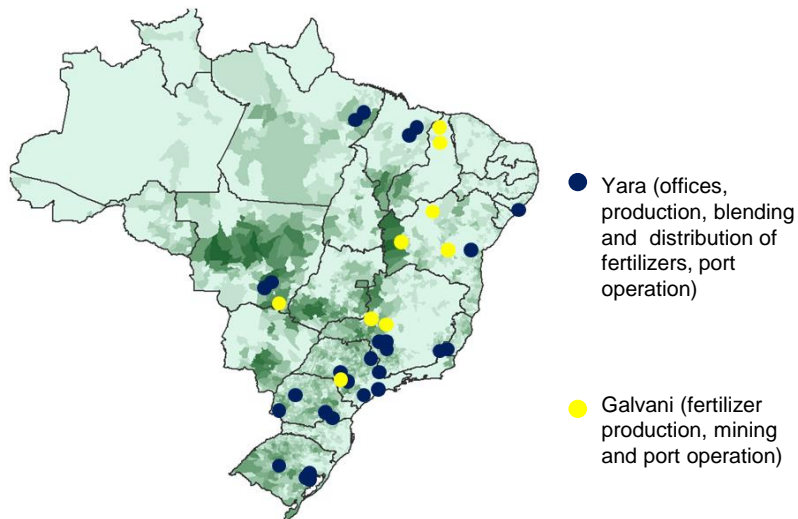
Yara Brazil 3Q premium product deliveries



Source: ANDA, Yara

Brazil: unrivalled market presence and farmer-centric strategy

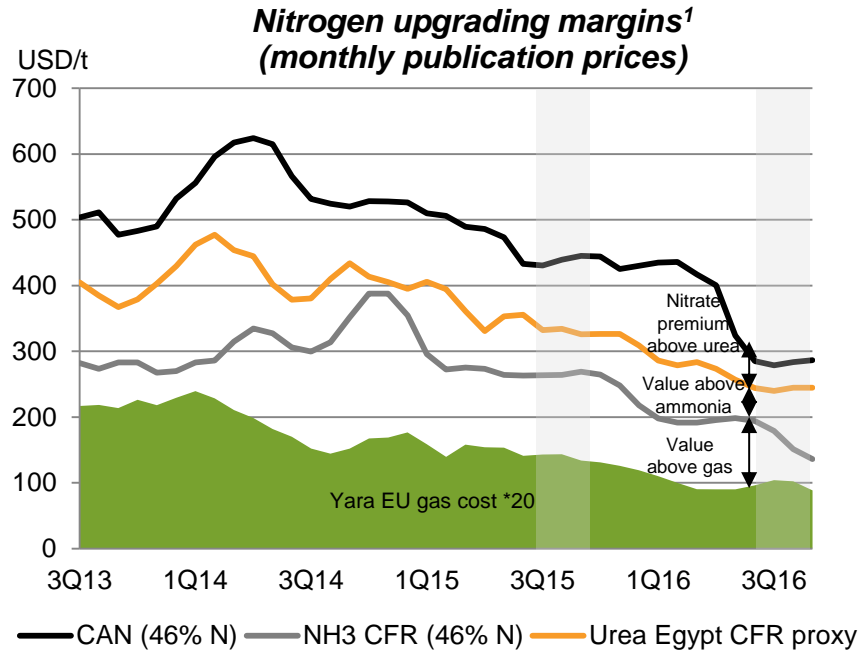
Unrivalled presence: 28 sites in 11 states



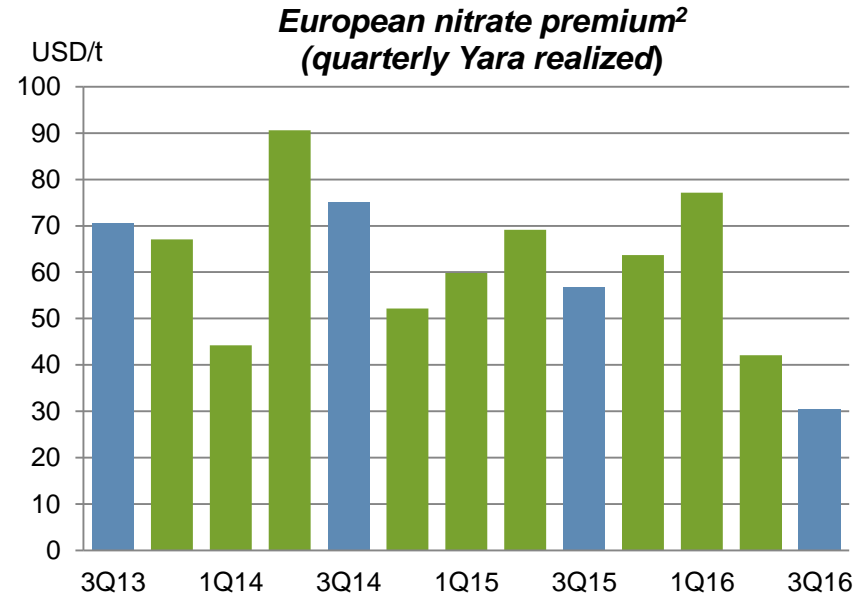
Farmer-centric strategy drives growth

- > 20,000 growers using Yara solutions
- > 200 Yara agronomists and 600 sales representatives
- > 55% of Yara deliveries are direct to farmer
- > 55,000 interactions with growers p.a.

Lower European nitrate premiums in 16/17 season

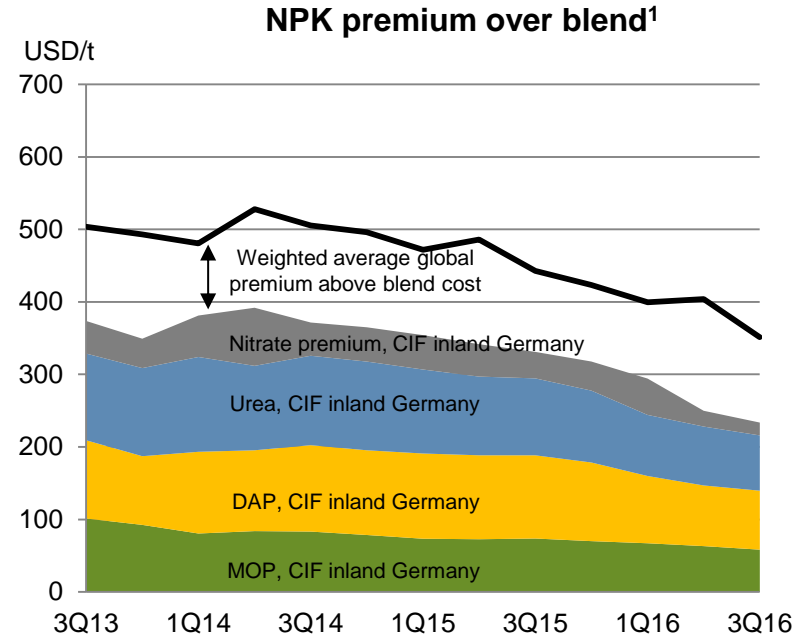
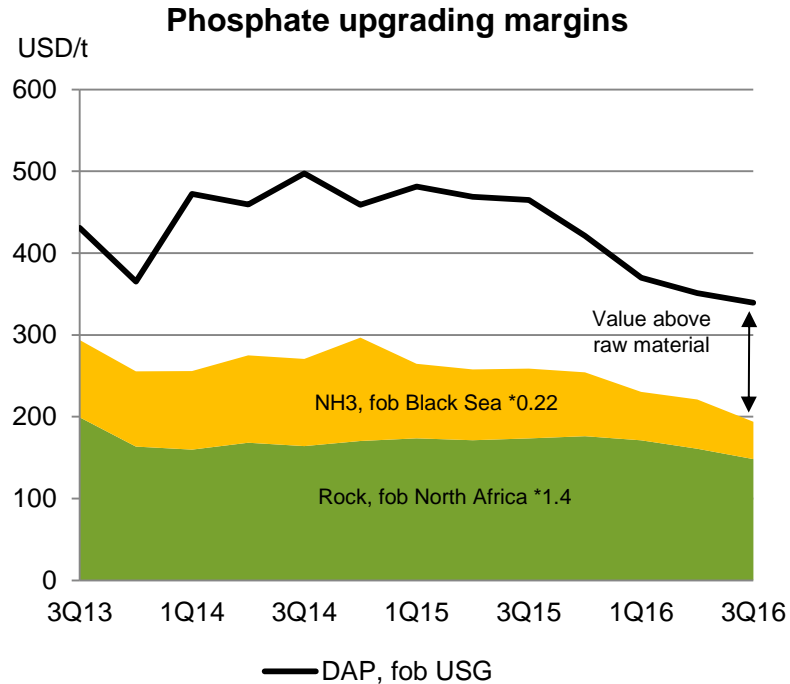


1) All prices in urea equivalents



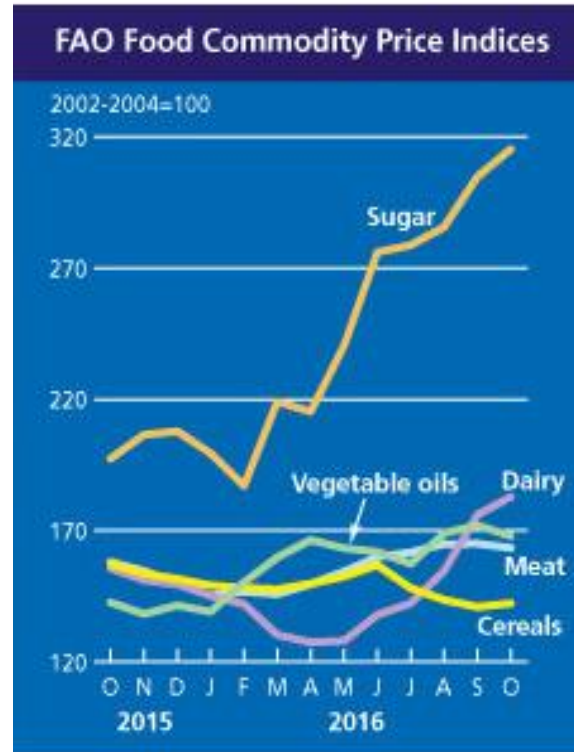
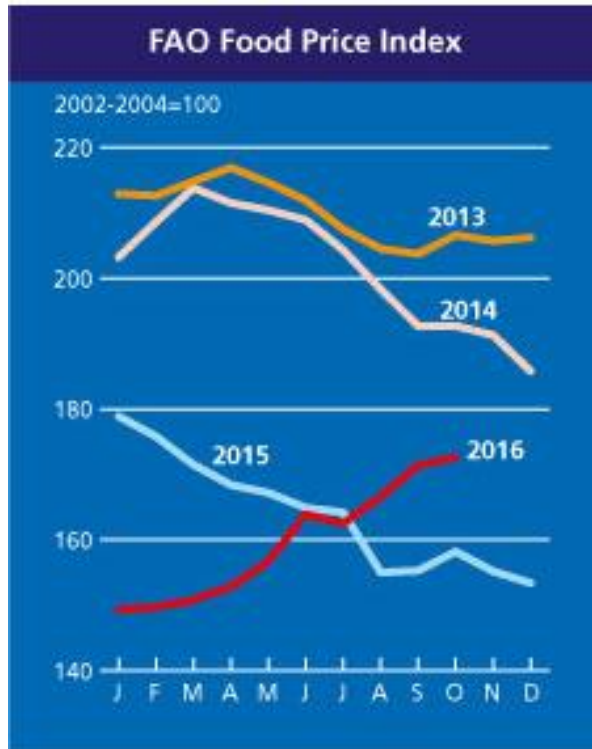
2) Yara European realized nitrate prices (excl. sulphur grades) compared with urea publication prices (Egypt CFR proxy) with 1 month time lag. All numbers in USD per tonne of CAN equivalents.

Lower commodity phosphate margins, solid compound NPK premiums



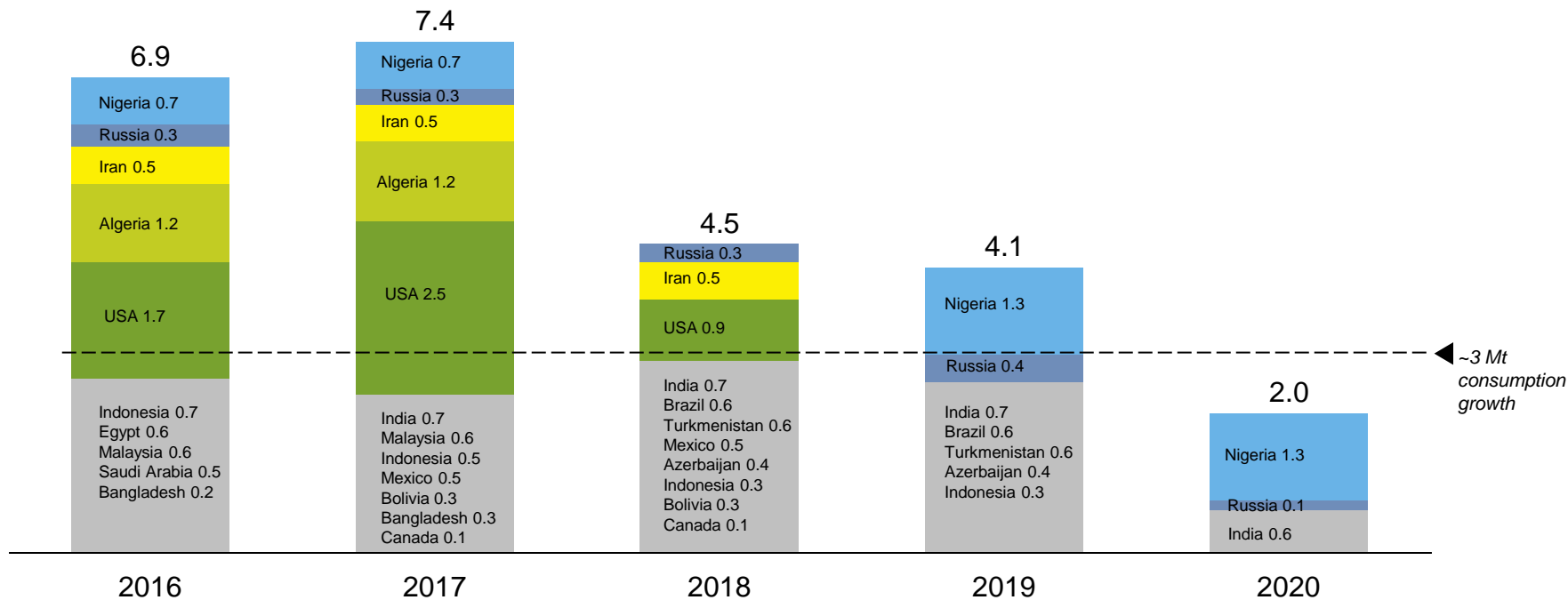
1) Export NPK plants, average grade 19-10-13, net of transport and handling cost.

FAO food prices index on upward trend



Projected nitrogen capacity additions outside China

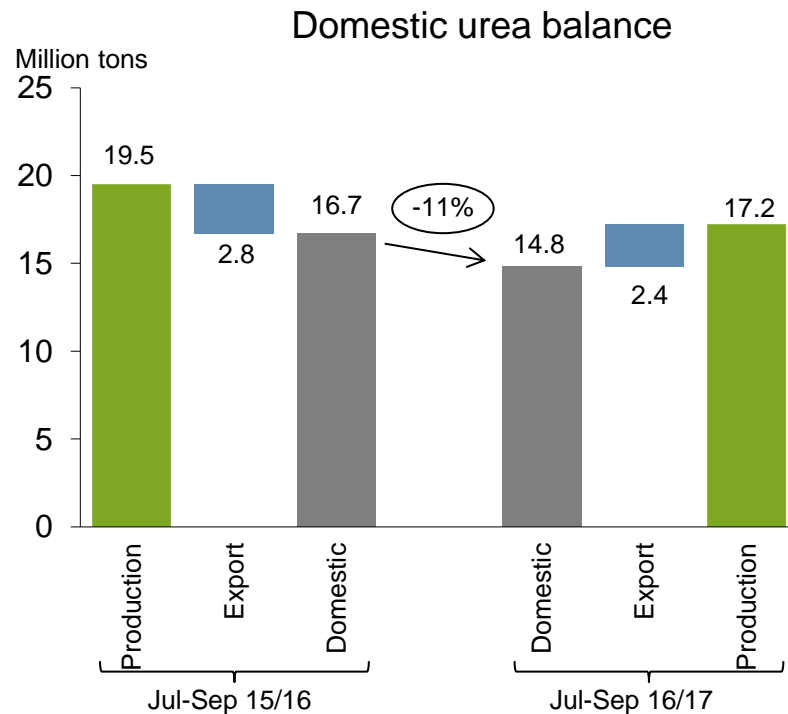
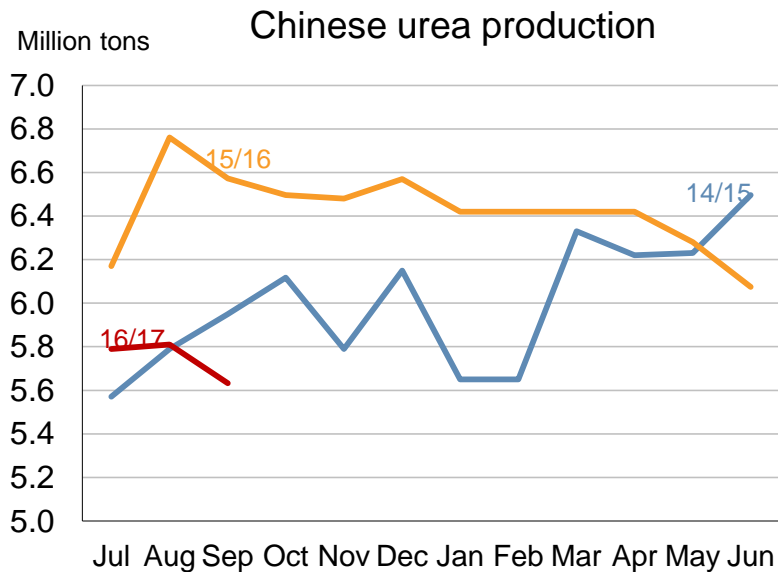
Gross capacity additions, excl. China
(mill. tonnes urea¹)



Source: CRU, gross capacities, September 2016

1) Using 50% operating rate in new plants' first year of production

The new season starts with reduced Chinese urea production, reducing domestic supply by 11%

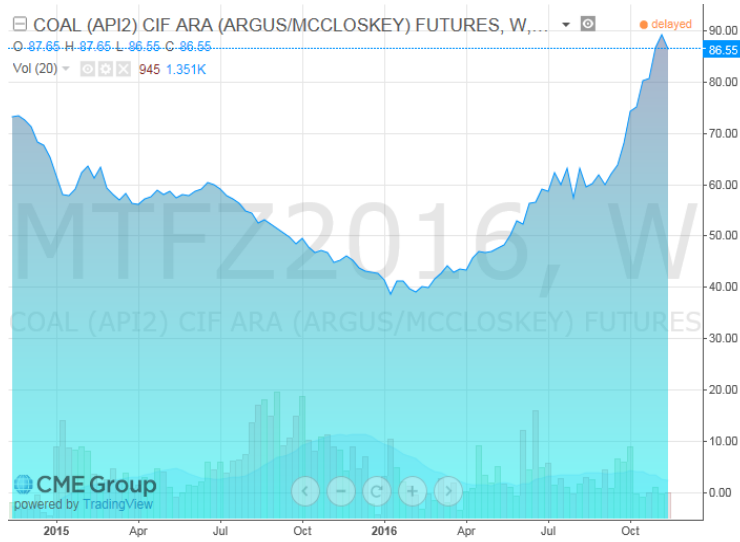


Source: CFMW

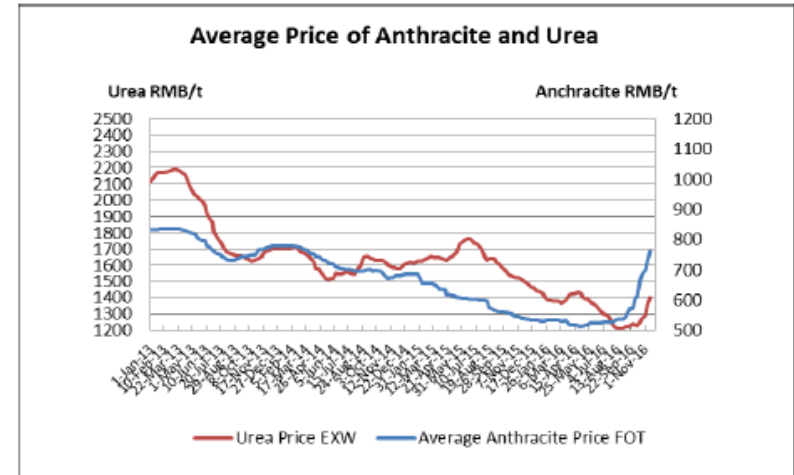


Increasing coal prices

CIF ARA¹ December 2016 (\$/mt)



China anthracite prices November 2016 (RMB/mt)



1) Amsterdam, Rotterdam, Antwerp

Source: CME Group, China Fertilizer Market Weekly

Strategic growth with financial discipline:

Profitable growth through brownfield expansion and M&A, while maintaining credit rating

Expand premium products sales and supply

- OFD (Latin America)
- CN/NPK expansion Porsgrunn (Europe)
- NPK expansion Uusikapuunki (Europe)
- Greenbelt Fertilizers (Africa)
- West Sacramento import terminal (USA)

Expand commodity scale based on attractive full-cost growth opportunities

- Bunge (Crop Nutrition) (Brazil)
- Freeport ammonia JV (newbuild in USA)
- Pilbara (acq. of remaining 49% stake)(Australia)
- New ammonia vessels

Act on attractive opportunities to grow industrial sales and supply

- OFD (Latin America)
- Pilbara – TAN (newbuild in Australia)
- Köping – TAN (Europe)
- Small-scale TAN
- Le Havre (Europe)
- Environmental solution bolt-on (Europe)

Structurally secure P and K supply

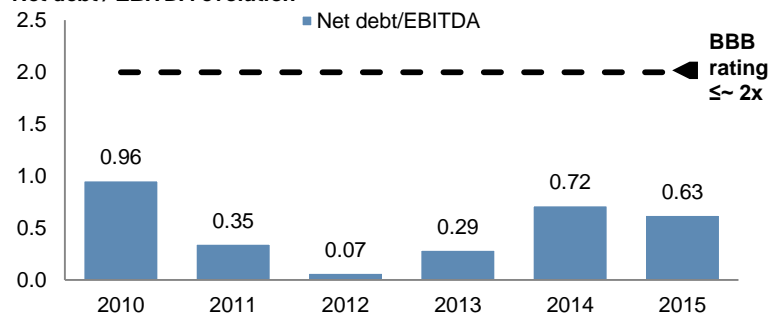
- Galvani (Brazil)
- Dallol¹ (Africa)

Divest non-core businesses

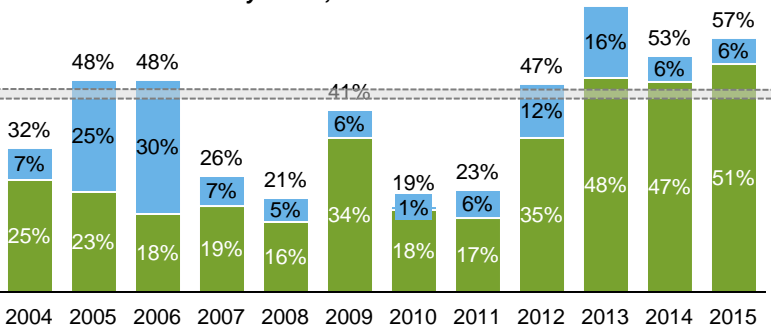
- GrowHow UK (50% stake)
- European CO₂ business

¹ Not yet committed

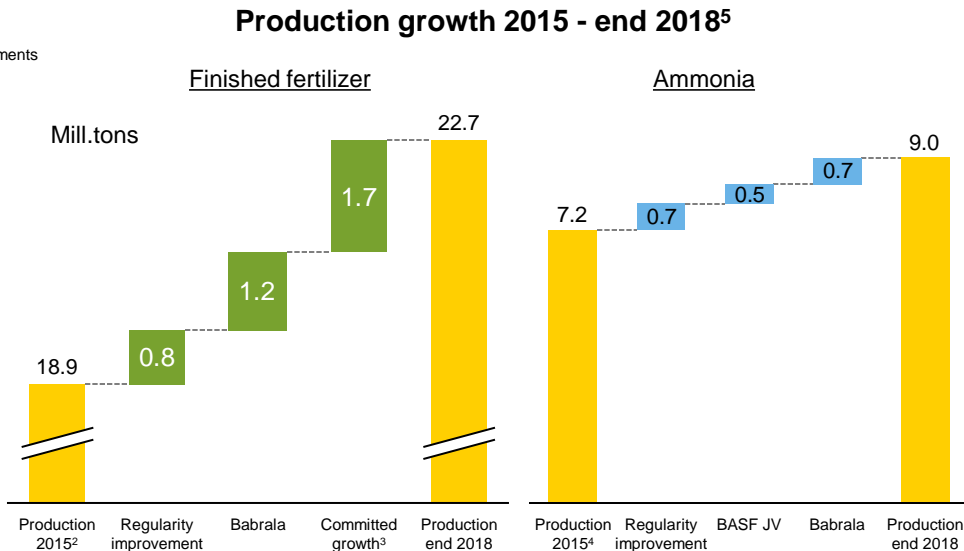
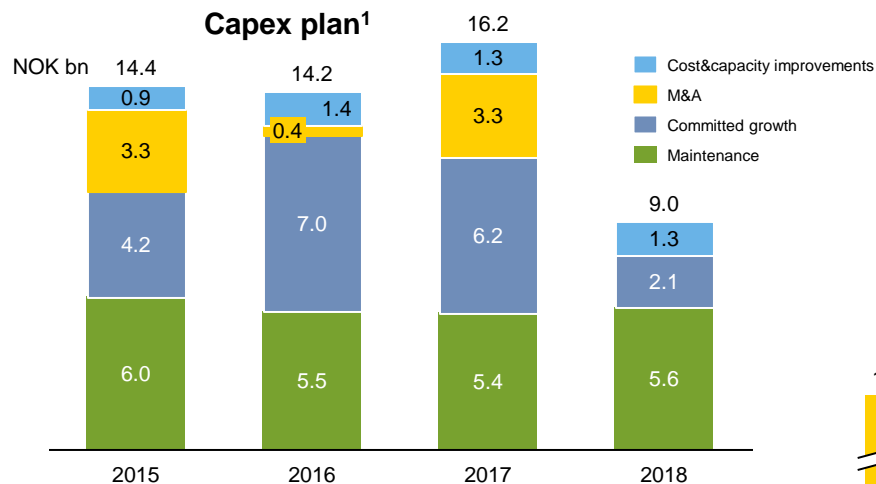
Net debt / EBITDA evolution



Dividend and share buy-backs, share of net income



Strong growth pipeline



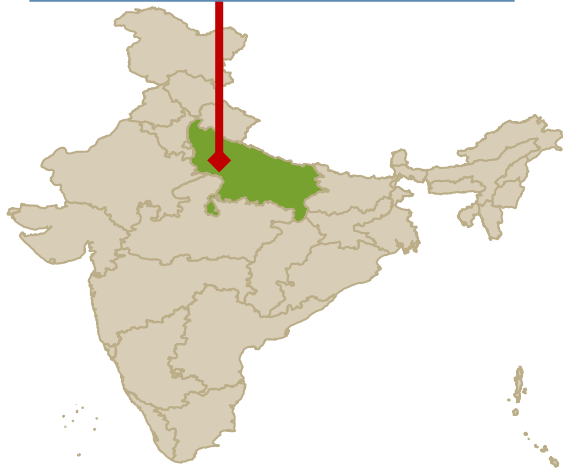
Committed growth (NOK bn):

BASF JV	1	1.5	1.2	
Pilbara TAN	0.5	0.4		
Porsgrunn	0.5	1.2	0.5	
Köping	0.3	0.5	0.6	0.1
Sluiskil	0.1	0.7	0.9	
Uusikapunki	0.3	0.2		
Galvani (Salitre)	1	0.6	1.6	0.5
Ammonia vessels	0.2	1.4		
Rio Grande		0.1	1.3	1.4
Other projects	0.3	0.4	0.1	
Total	4.2	7	6.2	2.1

- Finished fertilizer and industrial products, excl. bulk blends. Including Yara share of production in JVs. 2015 numbers excl. Growhow UK (~300 kt)
- Committed projects only. TAN Pilbara: 160 kt, Porsgrunn: 250kt, Glomfjord: 185kt, Uusikapunki: 250kt, Köping: 90kt, Sluiskil: net 160kt, Galvani (Salitre - 60% of ~ 1 mill.tons)
- Excl. Growhow UK (~200 kt). Including 100% ownership in Pilbara NH₃ plant
- Rio Grande expansion adds 0.5 million tons SSP and 1 million ton blends by 2020

1) Yara's share of capex

Acquisition of Tata Chemicals' fertilizer business in India provides footprint to accelerate premium product growth



Integrated world scale urea plant in Babrala, Uttar Pradesh

- ~0.7 million tons ammonia production
- ~1.2 million tons urea production
- Commissioned in 1994

World-class operations and energy efficiency

- Workforce is committed to high HESQ standards; solid safety track record
- Energy consumption below 21 mmbtu/t, on par with Sluiskil

Significant distribution footprint

- Warehouses: 4 own and approx. 100 third-party operated
- Salesforce: 50 own, and approx. 600 on contract

Acquisition provides footprint to accelerate premium product growth

- Yara India 17% p.a. growth in premium product sales since 2010
- Yara Brazil premium products growth provides reference case

Yara growth project pipeline adds ~5 NOK earnings per share by 2020 at current market prices

Profitable growth through expansions and M&A

Expand premium products sales and supply

- CN/NPK expansion Porsgrunn (2H 2017)
- NPK expansion Uusikaupunki (2H 2016)
- Urea 8 Sluiskil (2H 2017)
- Rio Grande expansion (2H 2020)

Expand commodity scale based on attractive full-cost growth opportunities

- Freeport ammonia JV (4Q 2017)
- New ammonia vessels (2016)
- Babrala urea asset (2H 2017)

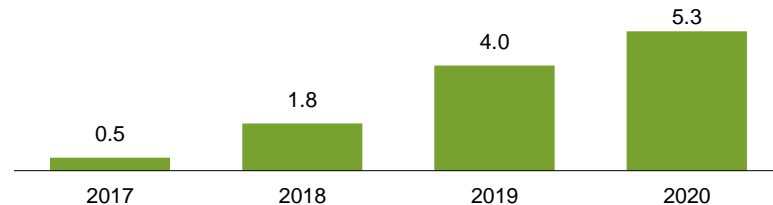
Act on attractive opportunities to grow industrial sales and supply

- Pilbara – TAN (4Q 2016)
- Köping – TAN (1H 2018)

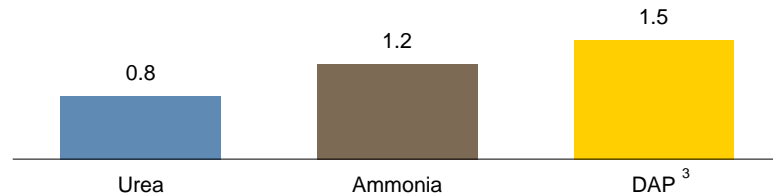
Structurally secure P and K supply

- Galvani, Salitre (mining: 2H17, chemical 1H18)

Incremental earnings at current prices¹ (NOK/share)



Impact² of +100 USD/t price change (NOK/share)



¹ Urea fob Yuzhny 190 USD/t, Ammonia fob Yuzhny 170 USD/t, DAP fob Morocco 345 USD/t

² At full capacity (2019 for urea and ammonia, 2020 for DAP)

³ Phosphate-driven price change, equivalent to 138 USD/t phosphate rock (72 bpl)

Yara Improvement Program: significant progress during third quarter towards full program launch first quarter 2017

2Q 2016 presentation

Yara Improvement Program will deliver cost and revenue improvements throughout the organization

Overview of main initiatives



The program is expected to deliver at least USD 500 million EBITDA improvement by 2020



IR – 21 July 2016

Note: Size of boxes does not indicate relative EBITDA potential from initiatives

1

- All units working to establish and detail improvement initiatives
- Several large-impact initiatives have started execution, with positive results so far
- Work so far gives confidence Yara will deliver at least USD 500 million EBITDA improvement by 2020
- Baseline for measurement will be 2015
- Full target, description and timeline to be launched in connection with 4Q results



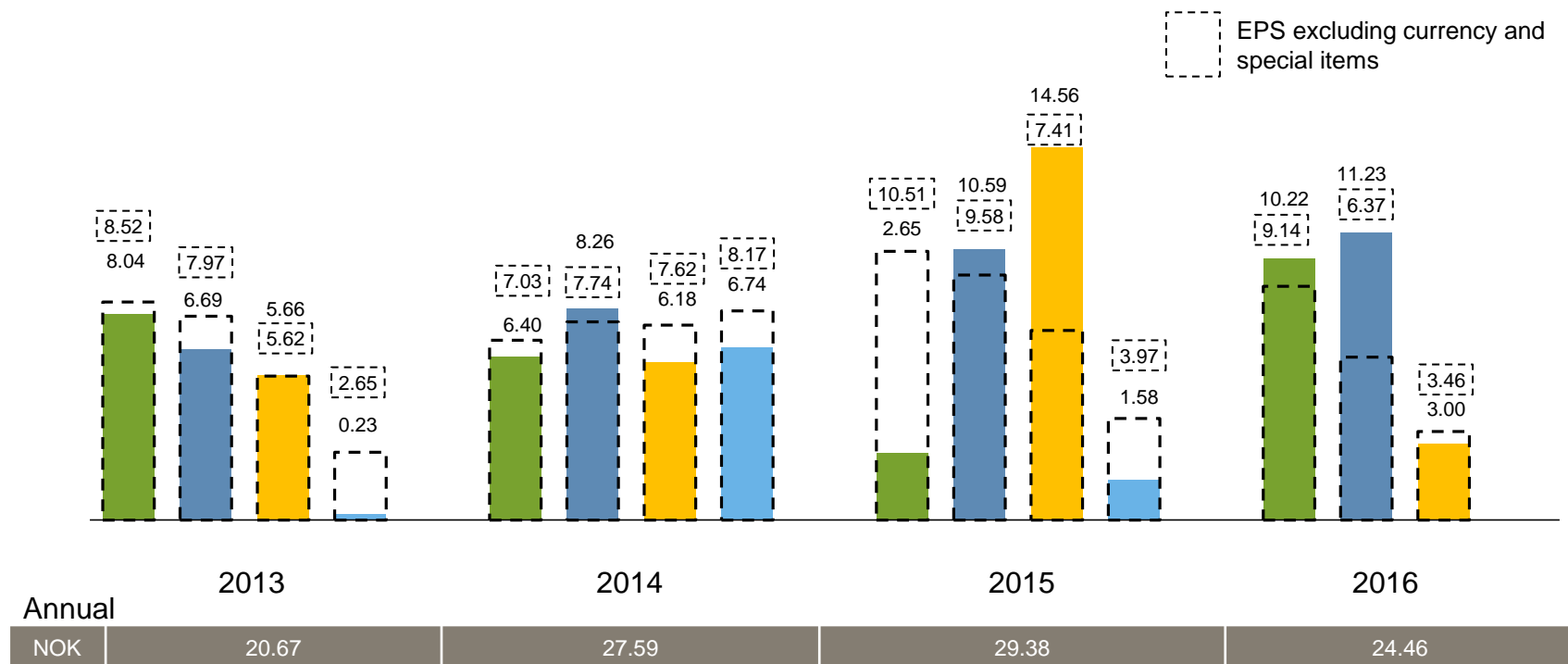
Knowledge grows



Summary third quarter

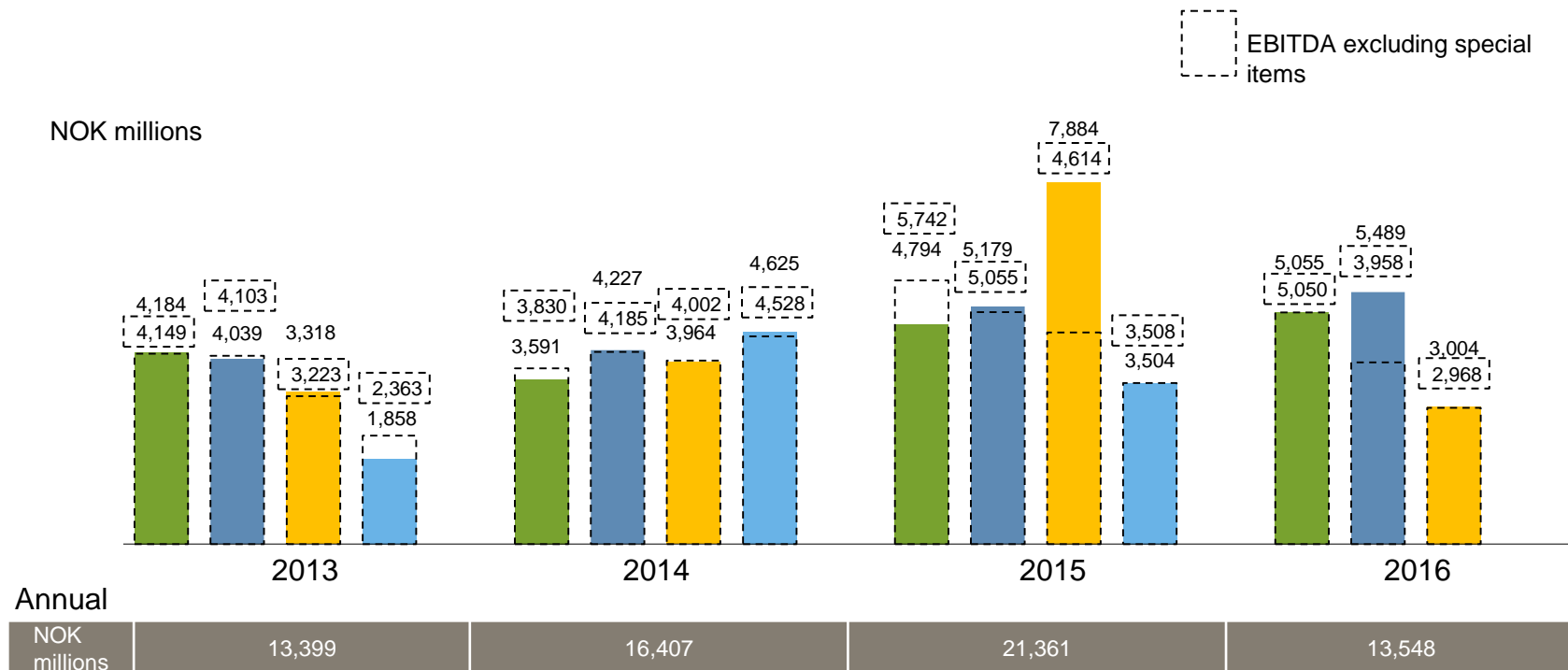
- Weaker results due to lower fertilizer commodity prices
- Strong growth in premium product deliveries, especially in Brazil
- Strong Industrial result

Earnings per share*



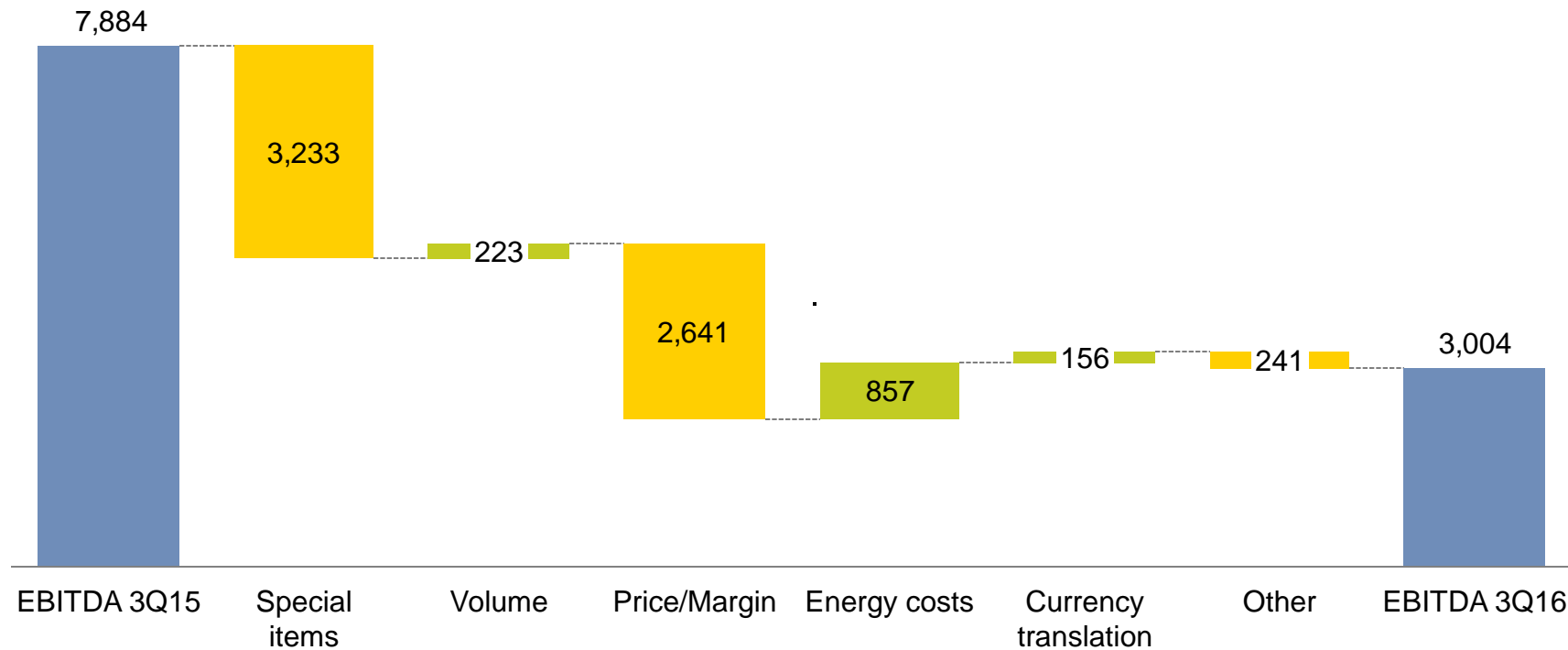
*Average number of shares for 3Q 2016: 273.2 million (3Q 2015: 275.1 million).

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



EBITDA development

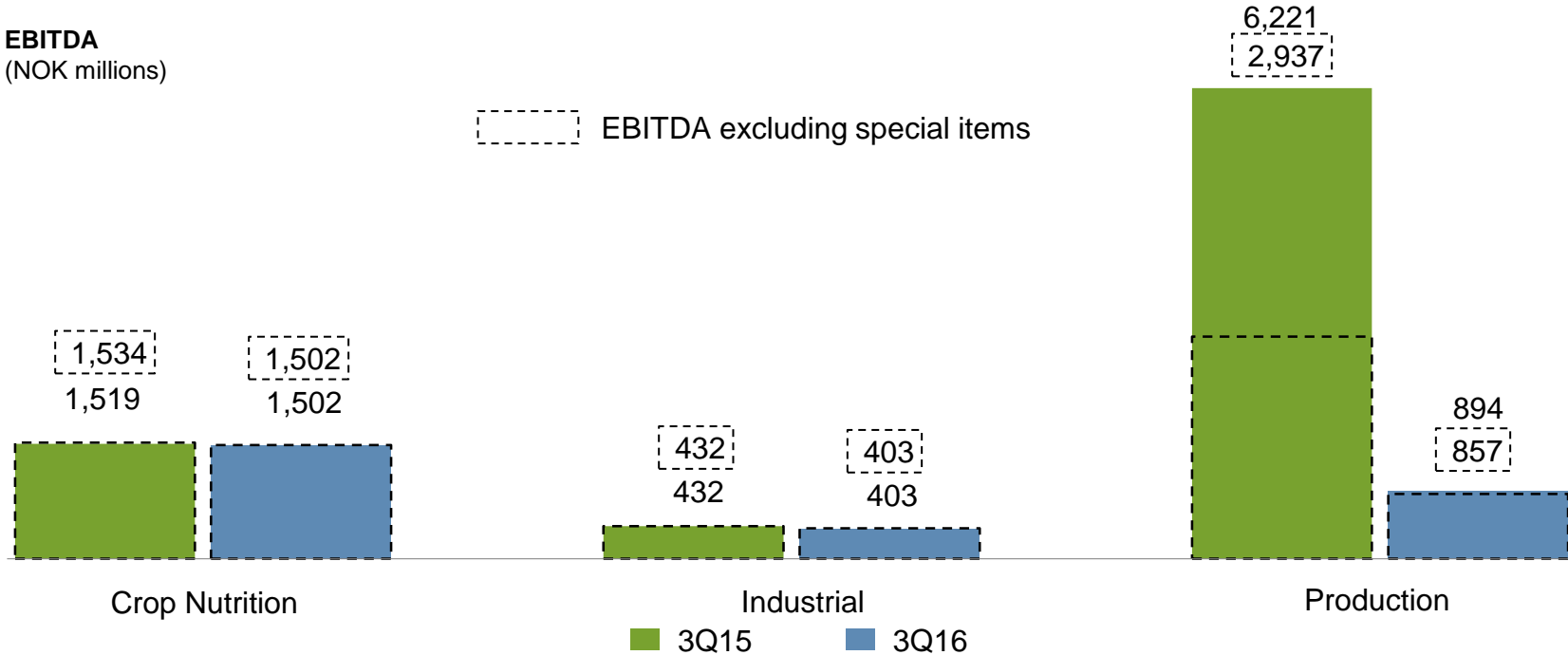
NOK millions



Lower prices mainly impact Production segment

EBITDA
(NOK millions)

 EBITDA excluding special items



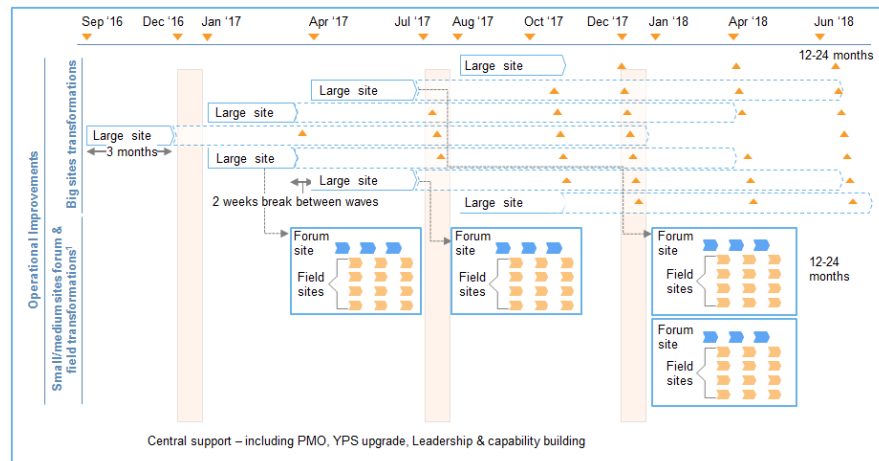
Plant productivity improvement and portfolio optimization will make our upstream positioning more robust

Systemic assessment across Yara Production organization identified a number of improvement areas across all sites



- Implement global best practices
- Improve maintenance execution
- Reduce energy consumption
- Enhance product quality
- Further strengthen safety culture
- Improve capex efficiency
- Optimize asset footprint

Intensive rollout with up to three parallel groups of implementations for the next 2.5 years, starting with Sluiskil



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
- 2) OFD and Galvani included in statistics from January 2016

Crop Nutrition creates resilience in earnings...

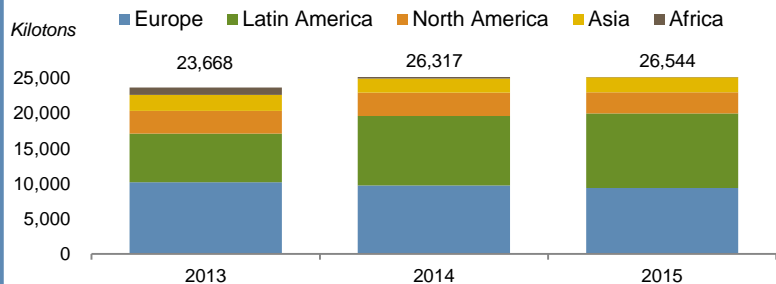
Key financials

(NOKm)	1H 2016	1H 2015	Change	YE 2015
Revenue and other income ¹	37,760	41,950	(4,190)	80,189
EBITDA	3,108	3,415	(307)	6,188
Operating income	2,476	2,854	(378)	4,973
% margin	6.6%	6.8%	N/A	6.1%
CROGI (12-month rolling avg.)	16.3%	17.9%	N/A	17.5%

2015 Highlights

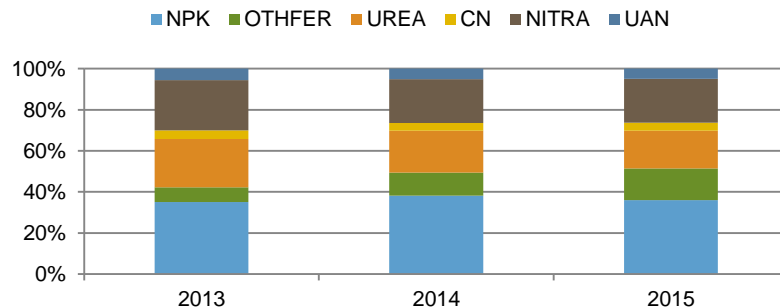
- Offers the industry's most comprehensive product portfolio and has a strong position in value-adding crop solutions.
- Increased market presence in Africa and North America by signing agreements to acquire the Greenbelt Fertilizer and the Sacramento Terminal
- Continued investments in solutions for precision farming and water scarcity. Investments in 2015 amounted to a total of NOK 1.5 bn

Fertilizer volumes by region

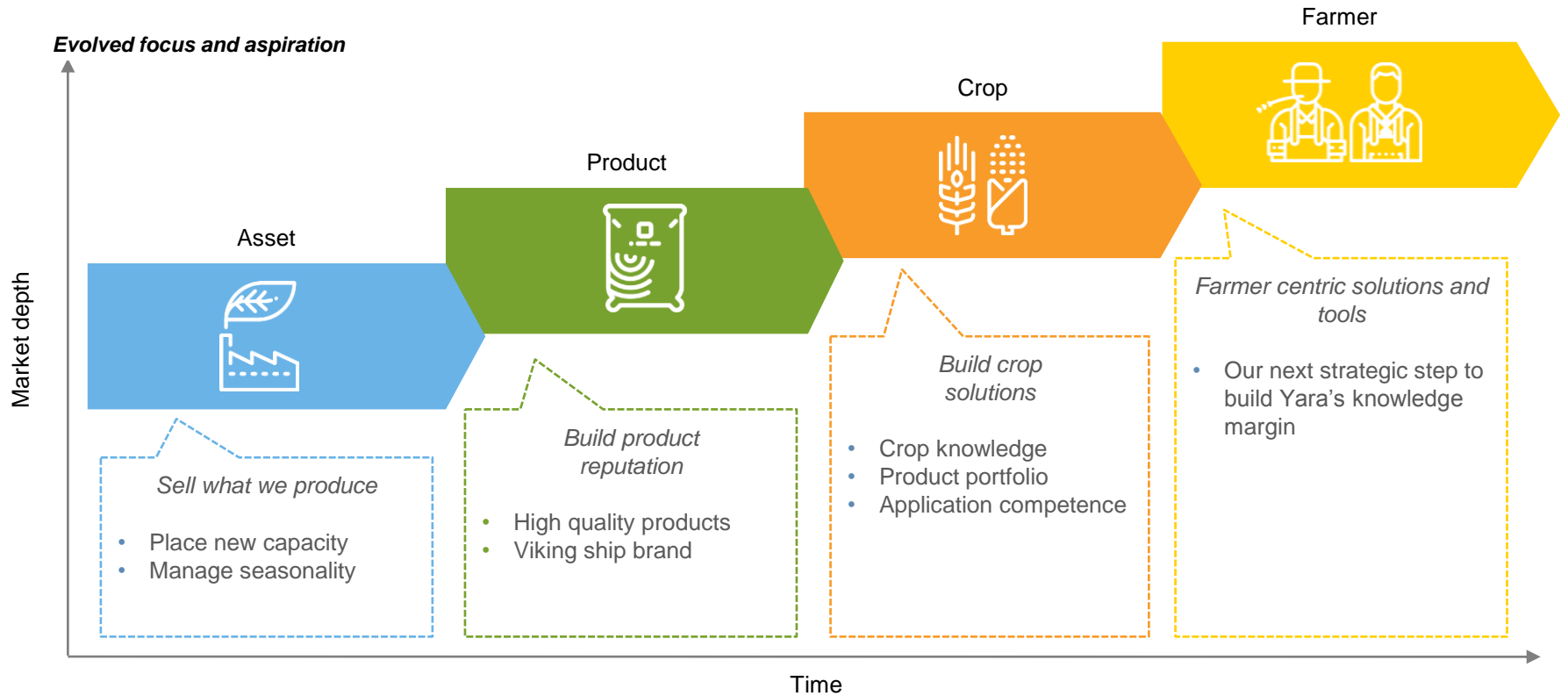


¹ External revenue and other income

Share of fertilizer volumes by product



... by adding distribution and agronomic competence

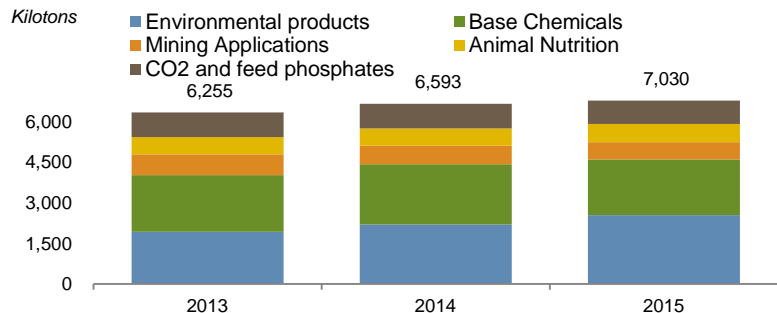


Industrial segment reduces cyclicality and seasonality...

Key financials

(NOKm)	1H 2016	1H 2015	Change	YE 2015
Revenue and other income ¹	9,085	8,520	565	17,233
EBITDA	2,116	749	1,367	1,489
Operating income	2,030	602	1,428	1,174
% margin	22.3%	7.1%	N/A	6.8%
CROGI (12-month rolling avg.)	43.6%	18.8%	N/A	22.0%

Industrial sales by product²



2015 Highlights

- Significantly expansion of terminal and logistics network in North America and Brazil to better and more efficiently serve the automotive Nox abatement markets with respectively DEF (Diesel Exhaust Fluid) and Arla 32 reagent
- Increased deliveries of air pollution abatement products by 20% and achieved strong growth parameters for Nutriox business (waste water treatment) and increasing demand for related services and monitoring technologies
- Agreement to sell European CO2 business





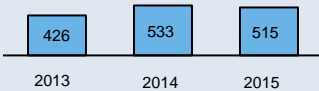
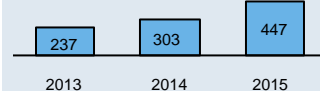
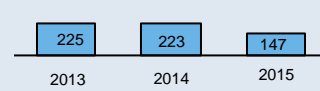
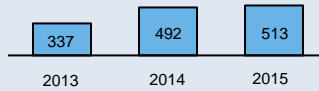
¹ External revenue and other income

² Including Yara's share of production in equity-accounted investees

³ Including share of JVs

...by securing stable off-take from production plants and the unseasonal nature of its businesses

Four business lines with focused strategy and operations

	Base Chemicals	Environmental Solutions	Mining Applications	Gas and Industrial applications
Key product and service offering	 <p>Chemical applications for food, feed, automotive, space, pharmaceutical and construction industries</p>	 <p>Abatement of emissions from heavy duty vehicles NO_x and SO_x abatement for maritime sector</p>	 <p>Solutions to the Civil explosives industry Based on Technical nitrates for mining and construction</p>	 <p>CO₂ as gas, liquid and Dry ice CN for Industrial Applications Animal nutrition</p>
Strategic fit	Optimization of Upstream assets	Utilize technology, logistic advantage and infrastructure footprint	Handling, storage and economies of scale	Monetize secondary products into primary markets applications
Geographical market	Europe	Global	Global	Global
Market drivers	GDP growth	Legislation, GDP growth	GDP growth, infrastructure projects, supply security	GDP growth, standard of living
EBITDA 2013- 2015¹ (NOKm)	 <p>2013: 426, 2014: 533, 2015: 515</p>	 <p>2013: 237, 2014: 303, 2015: 447</p>	 <p>2013: 225, 2014: 223, 2015: 147</p>	 <p>2013: 337, 2014: 492, 2015: 513</p>

¹ EBITDA not adjusted for eliminations between Business Units

Production segment has plants and mines across the globe which provide scale and flexibility...

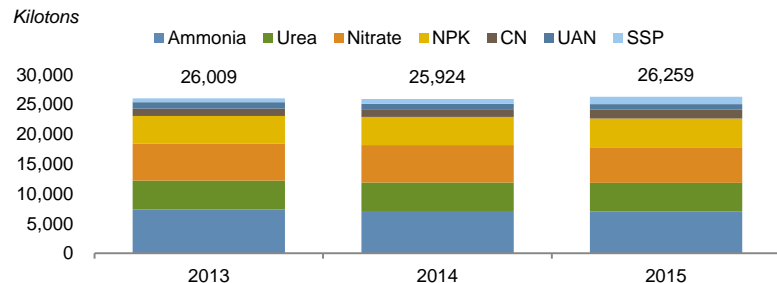
Key financials

(NOKm)	1H 2016	1H 2015	Change	YE 2015
Revenue and other income ¹	22,881	28,266	(5,385)	55,812
EBITDA	4,965	6,017	(1,052)	14,414
Operating income	2,132	4,364	(-2,232)	8,842
% margin	9.3%	15.4%	N/A	15.8%
CROGI (12-month rolling avg.)	11.0%	11.4%	N/A	12.1%

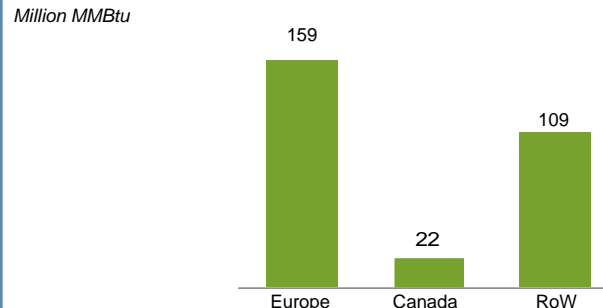
2015 Highlights

- In the US, Yara and BASF started construction of a world-scale ammonia plant in Freeport. In Australia, Yara secured full ownership of the Pilbara ammonia plant and increased ownership in the Pilbara TAN plant. Construction started on the project to increase the capacity of value-added production in Sluiskil, the Netherlands. Yara sold its 50% stake in GrowHow UK.
- Total production ended at 26.5mm tons, ammonia production decreased by 1% and finished fertilizer and industrial products increased by 2%

Production volumes by product²



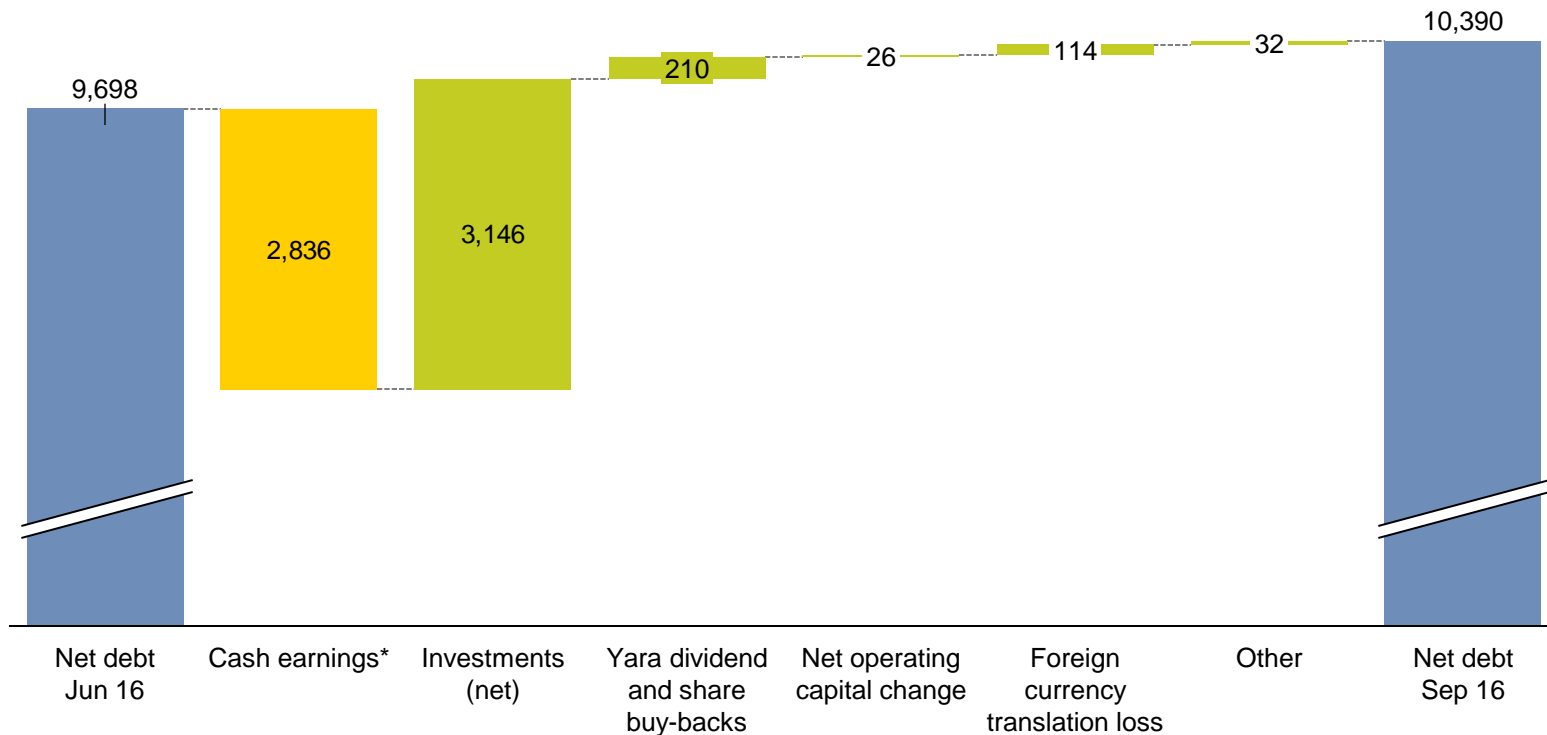
Gas consumption by region in 2015²



¹ Including Yara share of production in equity-accounted investees; ² Including share of JVs

Net interest-bearing debt development

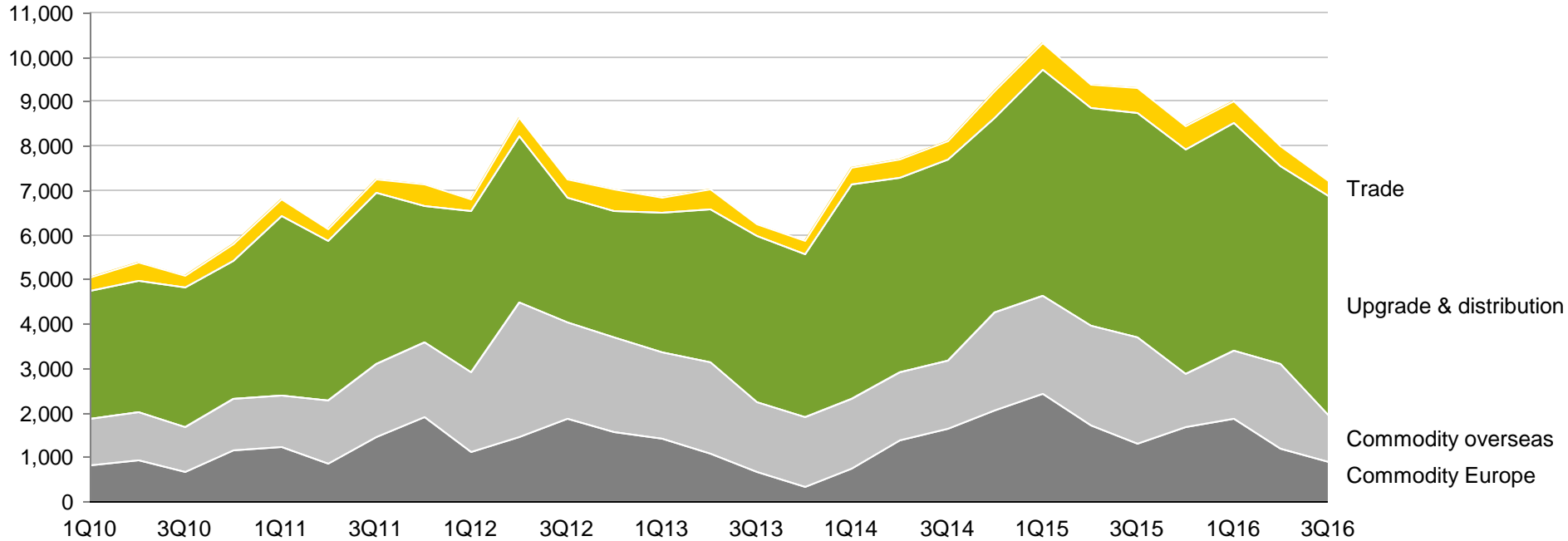
NOK millions



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

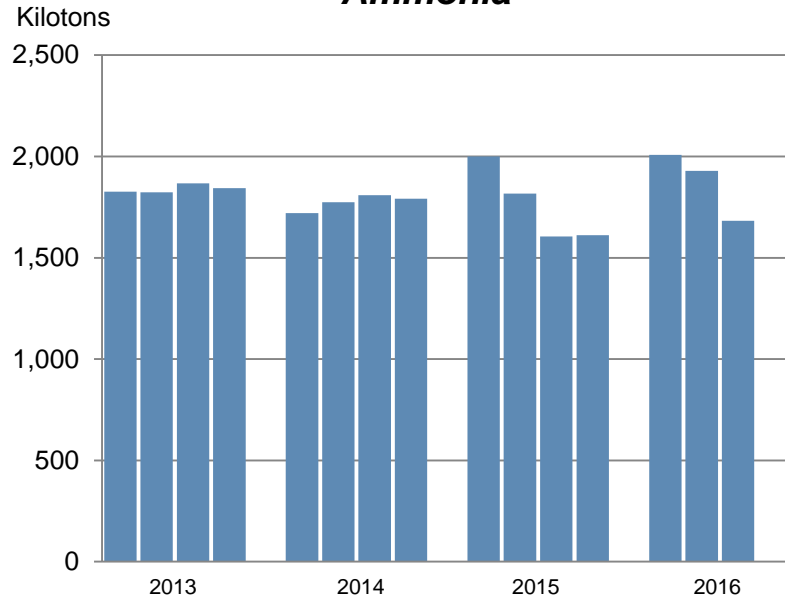
Value-added and distribution make up larger part of Yara's contribution

Total Yara contribution

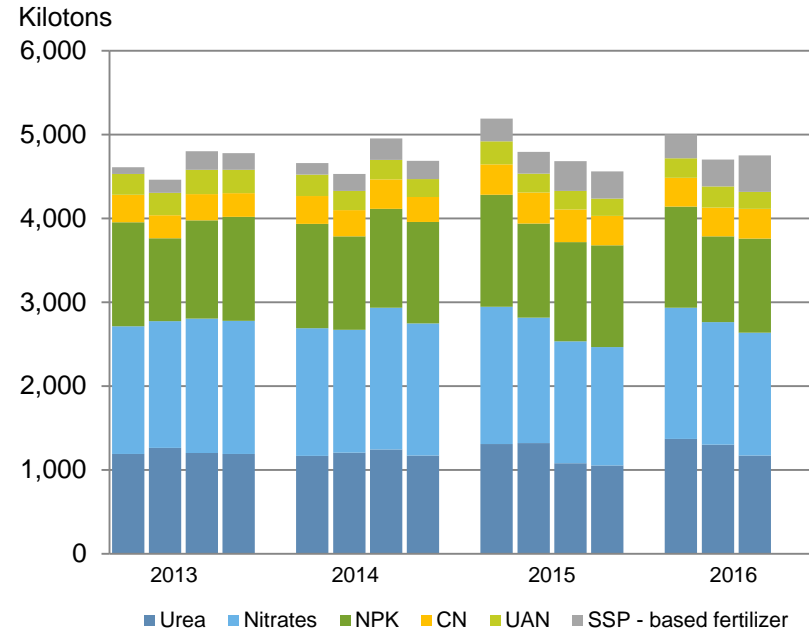


Production

Ammonia¹



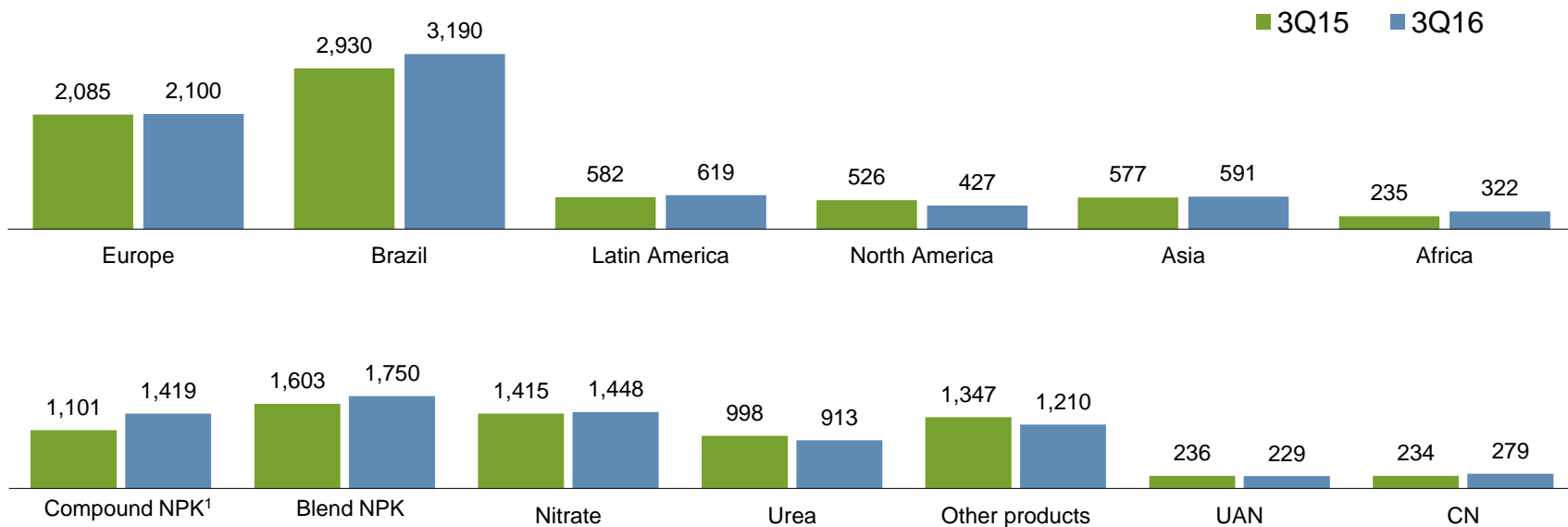
Finished fertilizer & industrial products¹



1) Including share of equity-accounted investees

Yara 3Q fertilizer sales by market and product

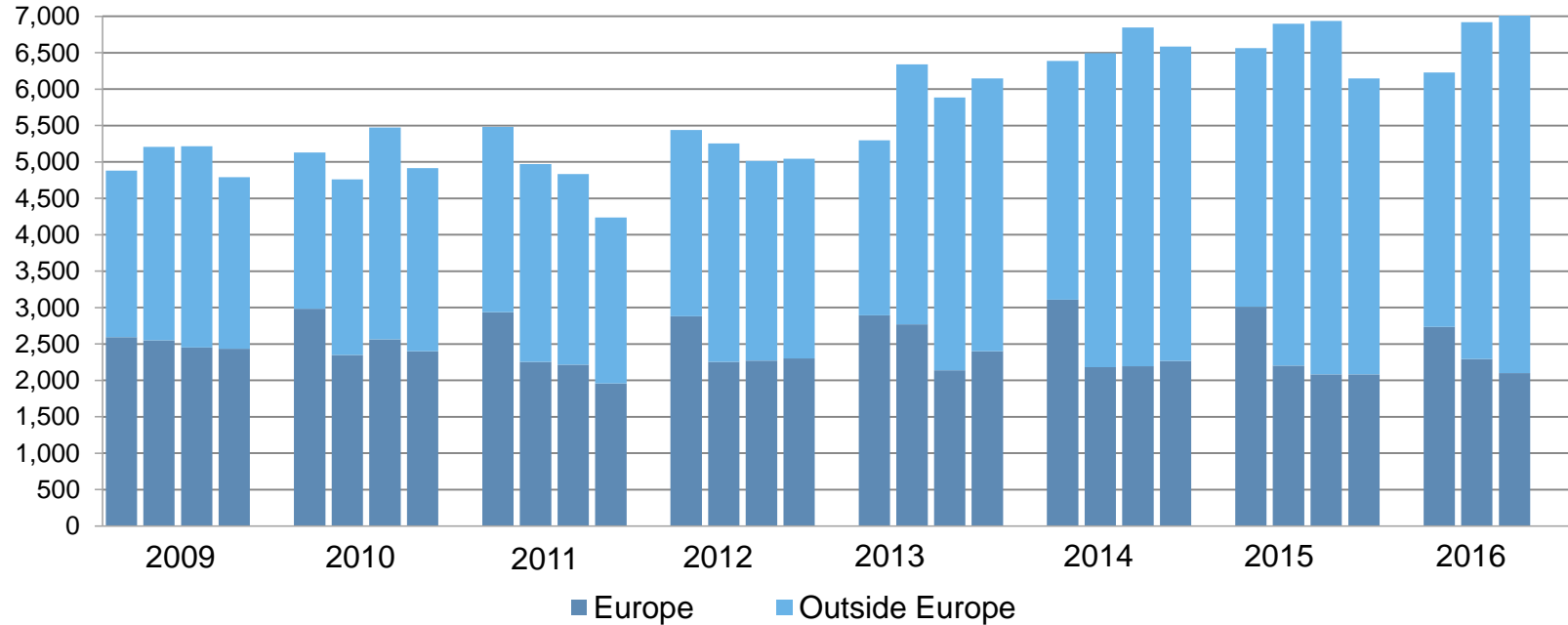
Kilotons



1) Yara-produced compound NPK and third party sourced (Total NPK minus blend NPK)

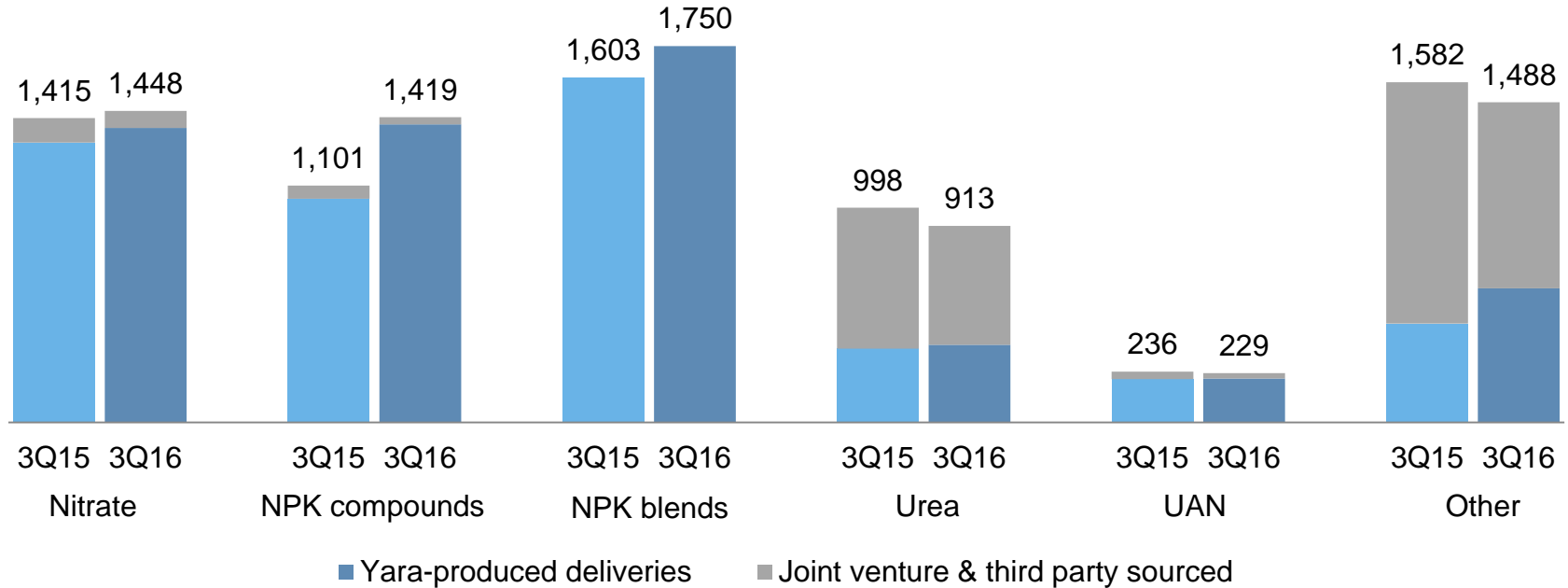
Fertilizer deliveries

Kilotons

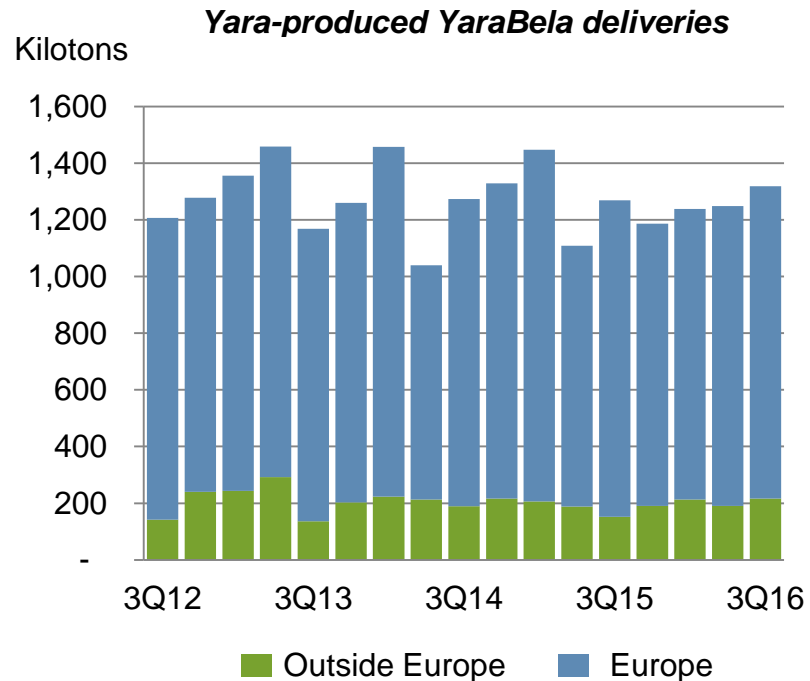
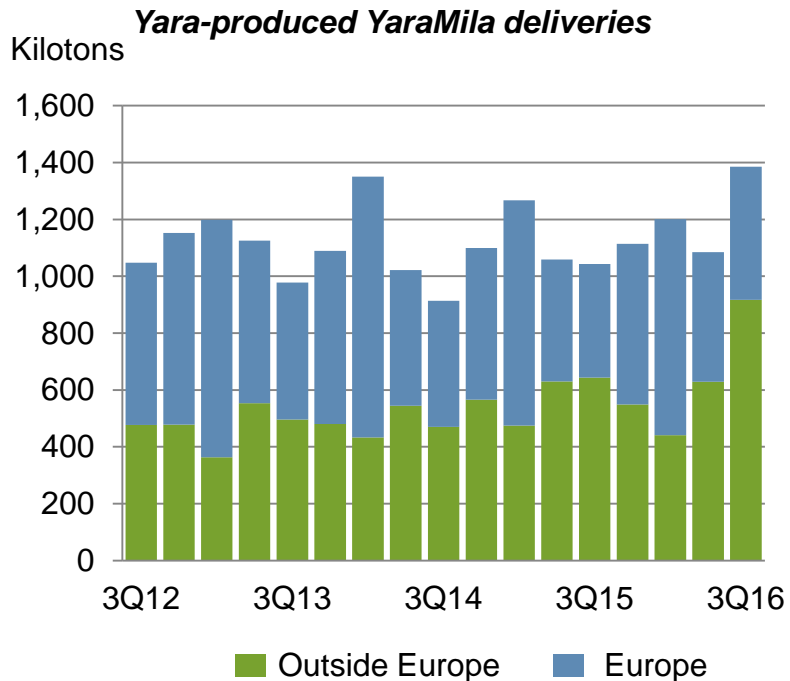


Fertilizer deliveries by product and source

Kilotons

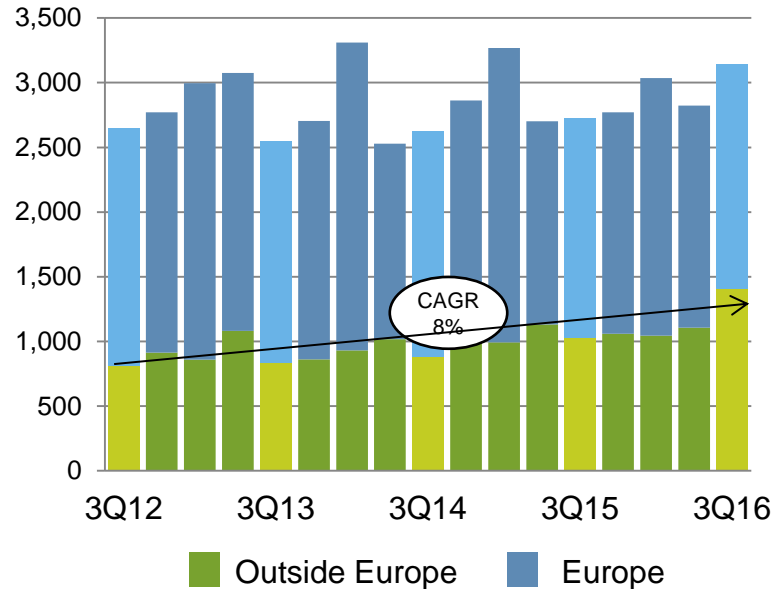


YaraMila (compound NPK) and YaraBela (nitrate) deliveries

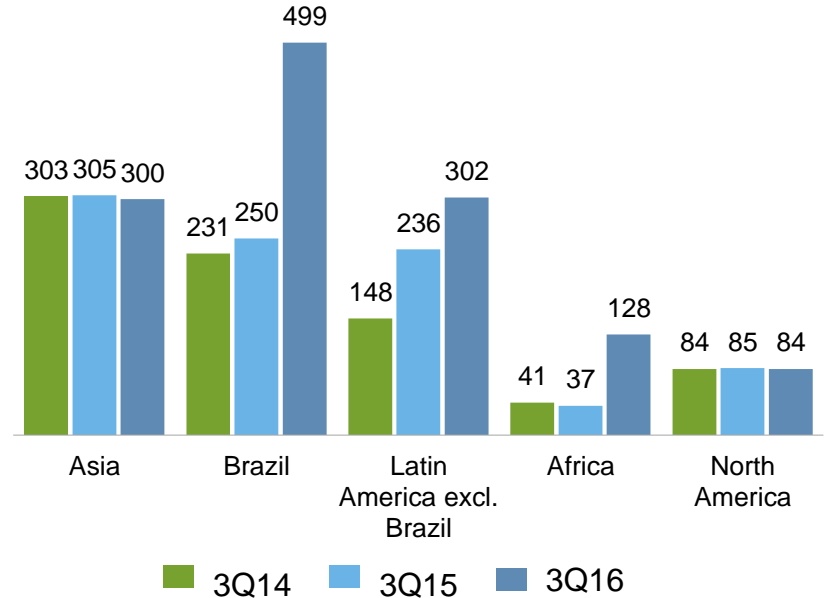


Strong premium product deliveries

Value-added fertilizer deliveries¹



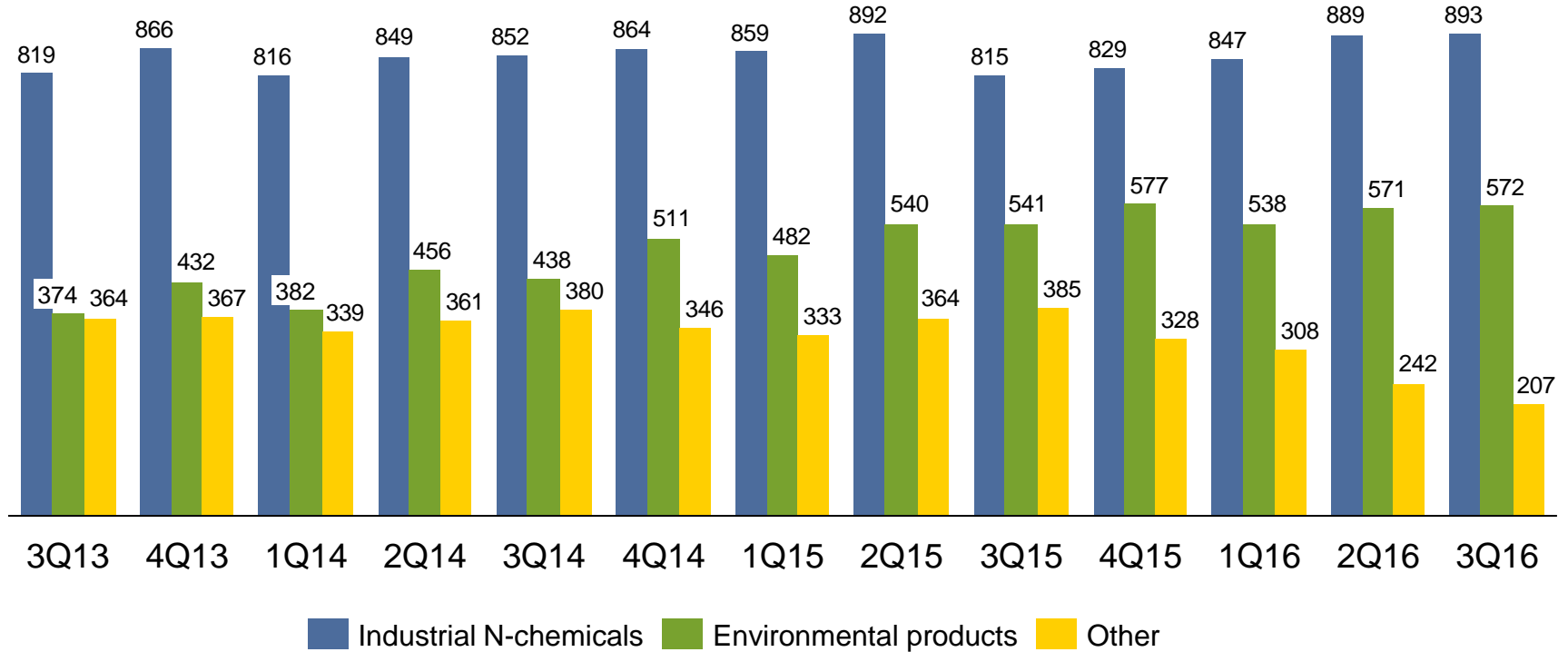
Value-added fertilizer deliveries¹



1) YaraBela, YaraMila and YaraLiva deliveries

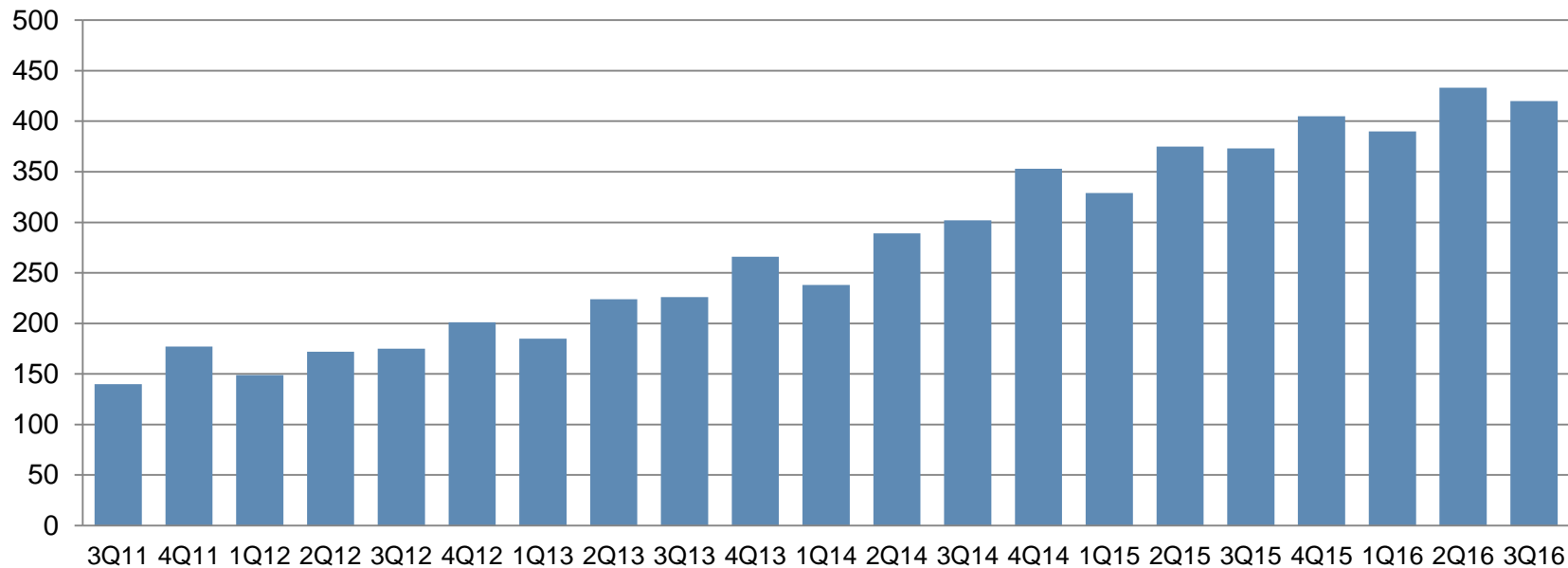
Industrial volume development

Kilotons



AdBlue deliveries

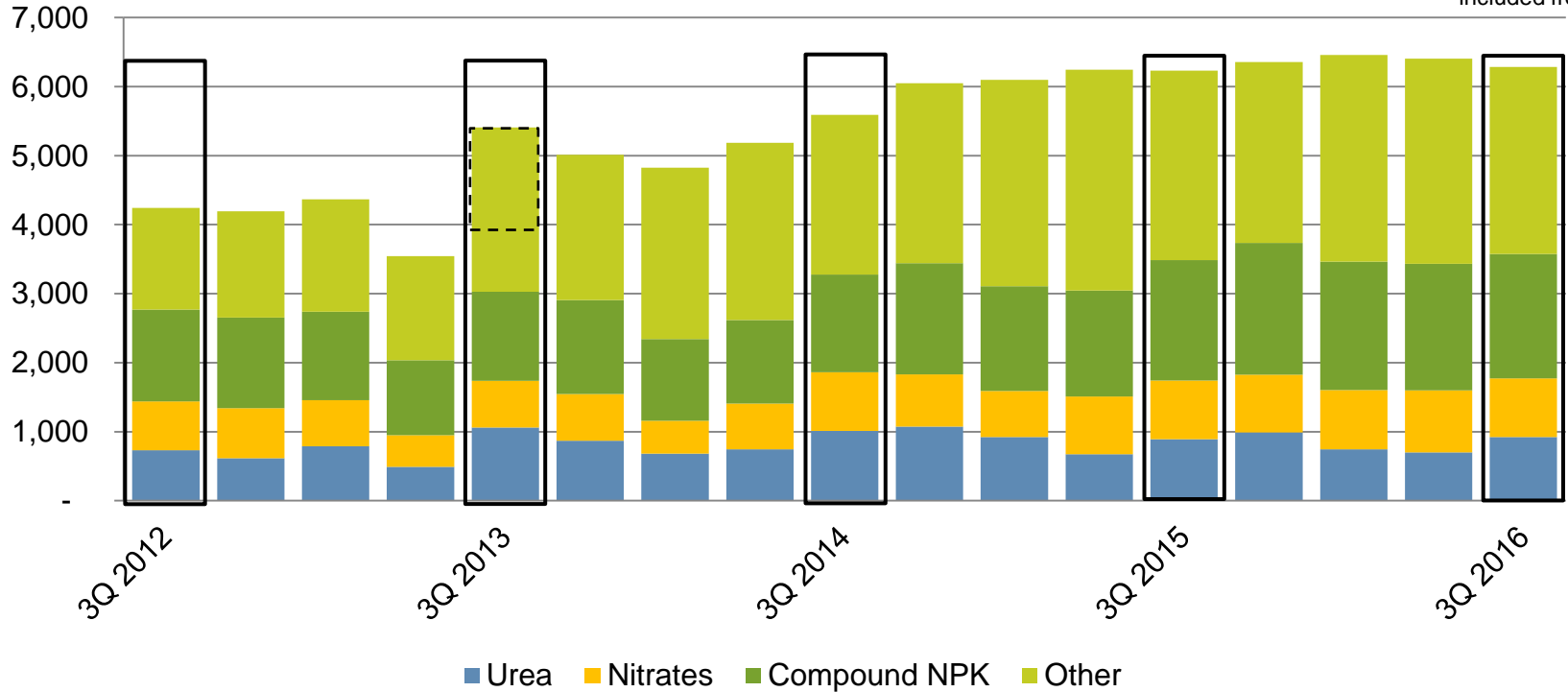
Kilotons



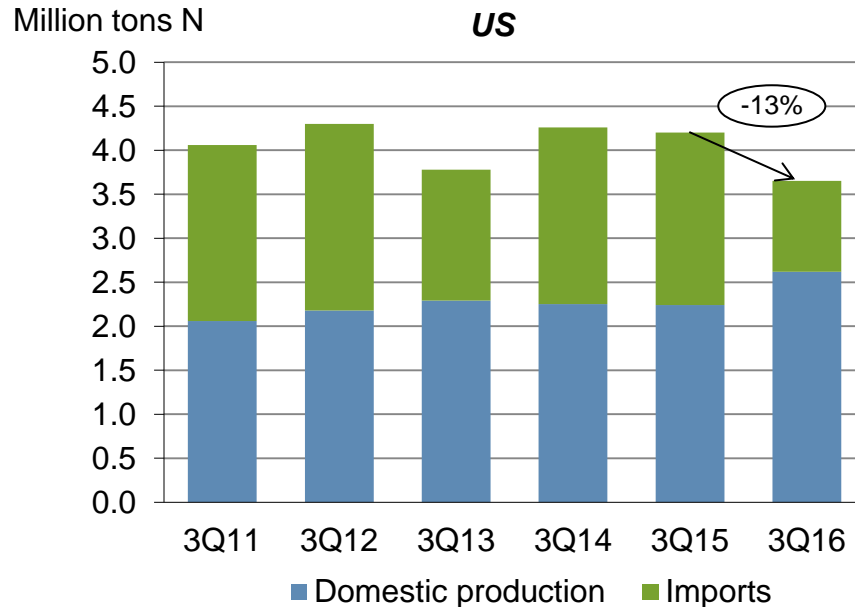
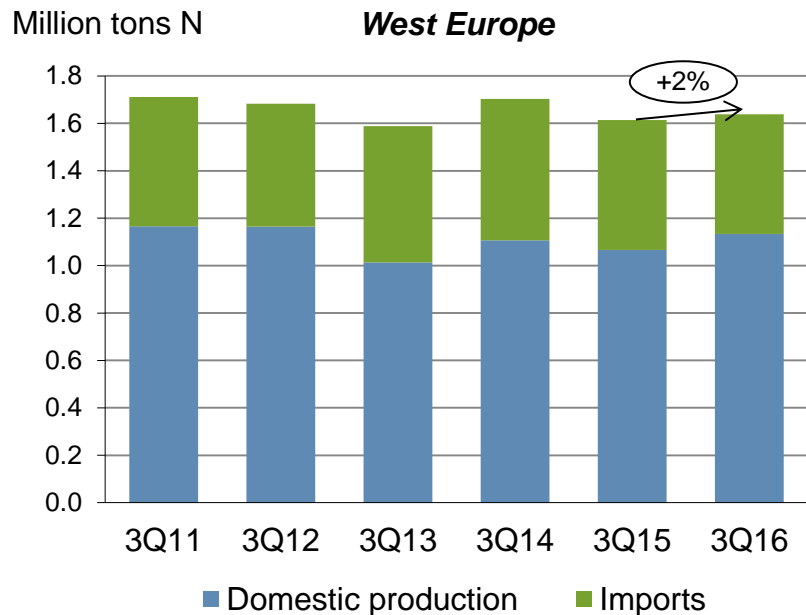
Yara stocks

Kilotons
Finished fertilizer

 Bunge Fertilizer included from 3Q 2013



Normal start to the European season, slow in the US

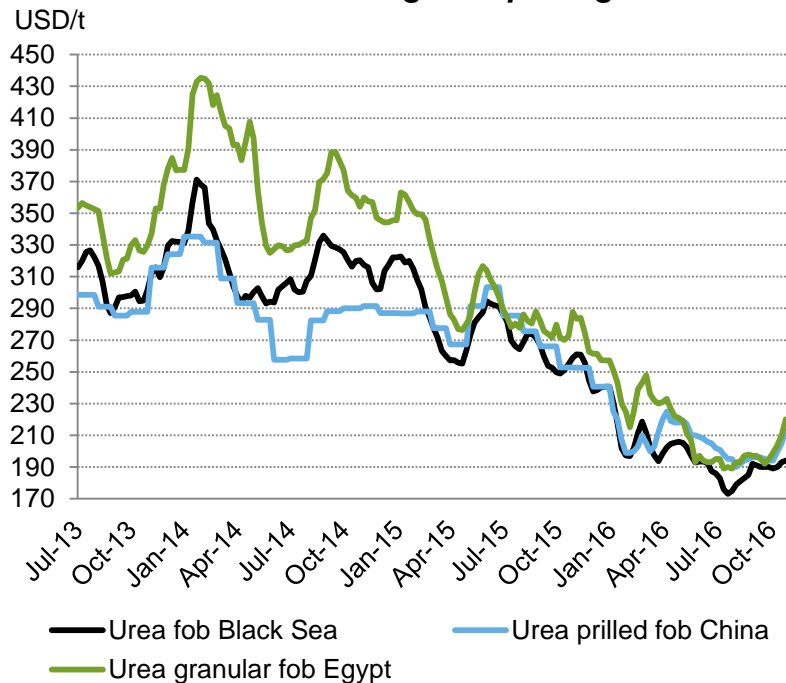


Source: Yara estimate for fertilizer deliveries to selected West European countries.

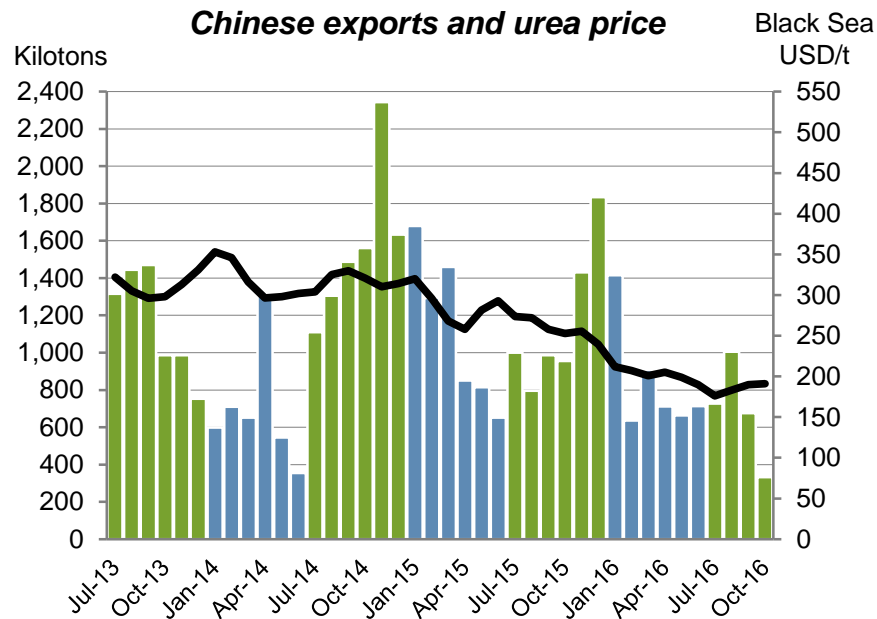
Total nitrogen deliveries based on TFI, US Trade Commission, Blue-Johnson and Yara estimates

Reduced exports from China amid lower prices

Declining urea pricing



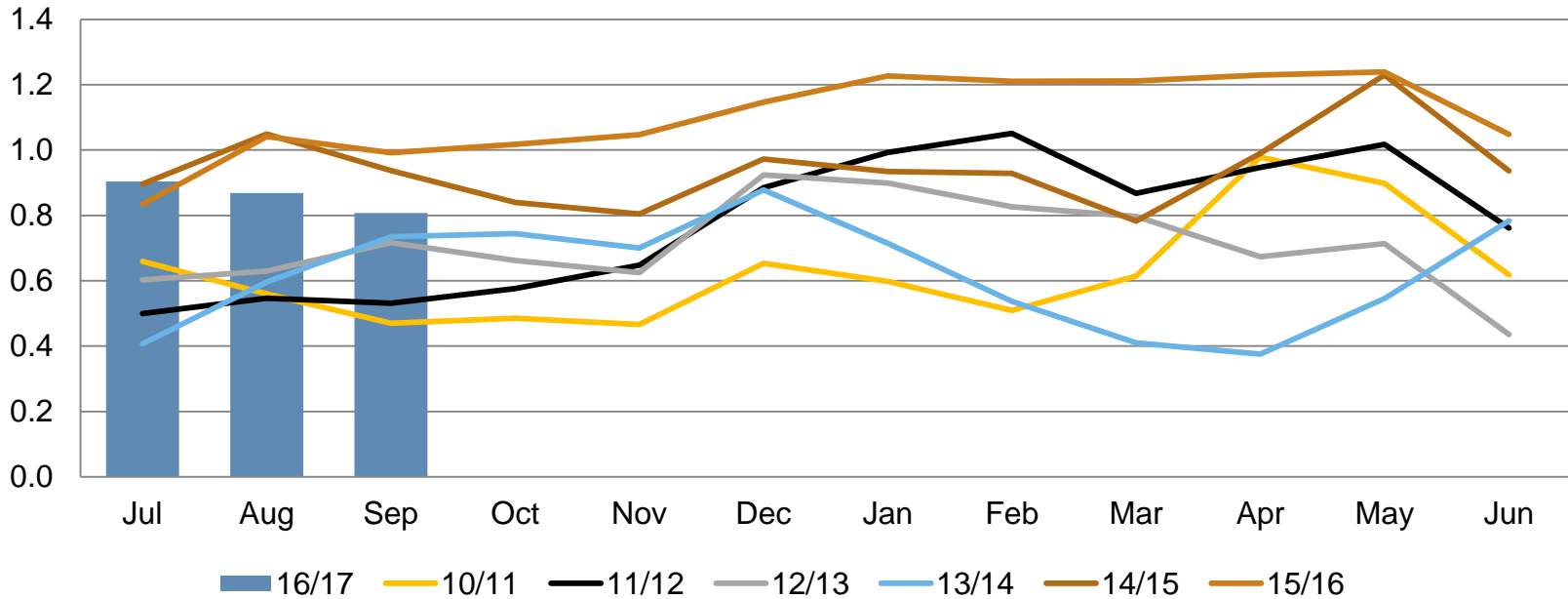
Chinese exports and urea price



Source: BOABC, CFMW

European producers' nitrate stocks

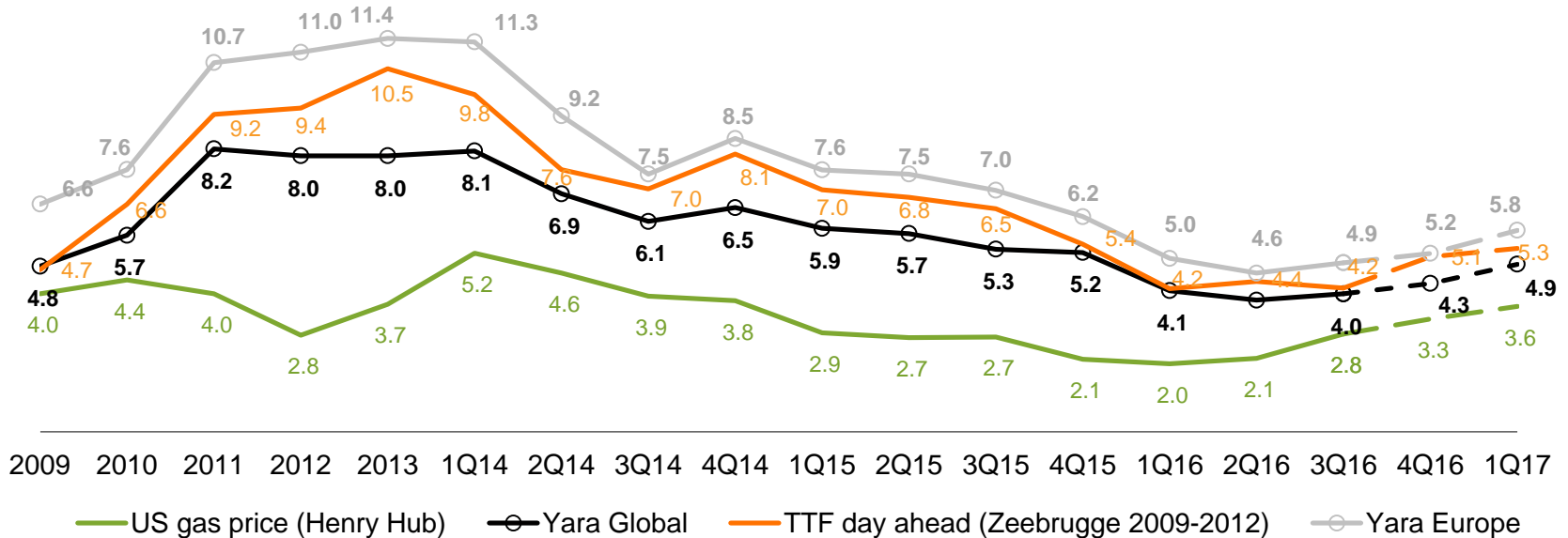
Index
June 2007 = 1



Source: Fertilizers Europe, Yara estimate for September

Energy cost

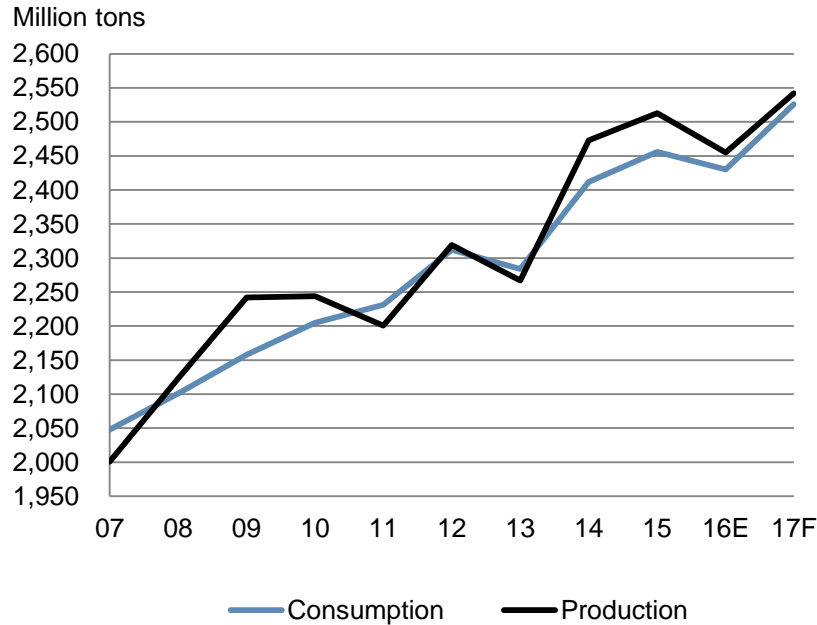
Yearly averages 2009 – 2013, quarterly averages for 2014-16 with forward prices* for 4Q16 and 1Q17.



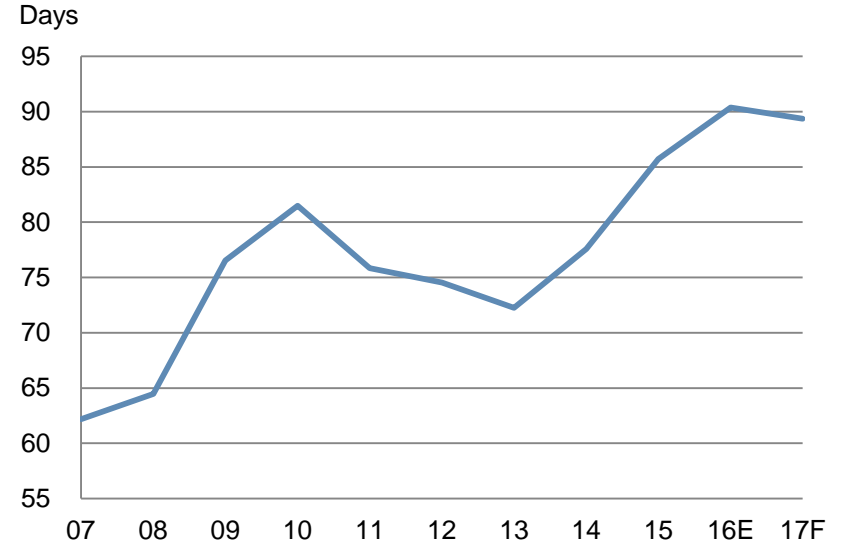
*Dotted lines denote forward prices as of 13 October 2016
 Source: Yara, World Bank, Argus/ICIS Heren

Global grain balance

Grain consumption and production



Days of consumption in stocks



Source: USDA October 2016

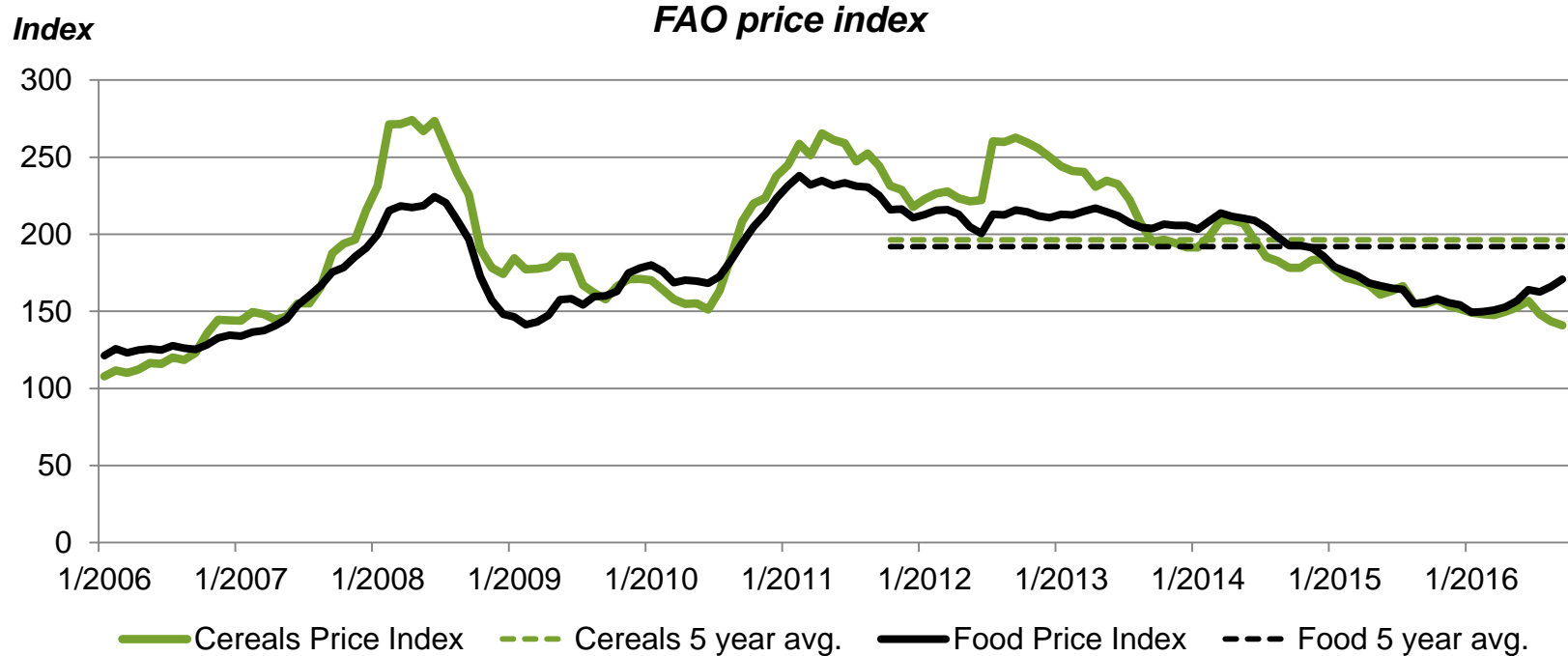
Non-commercials' net long position in corn

Thousand contracts



Source: US Commodity Futures Trading Commission

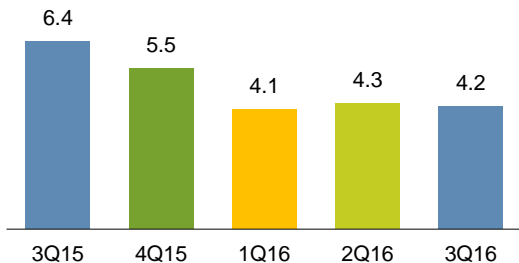
Weak grain production economics, affecting particularly P and K demand



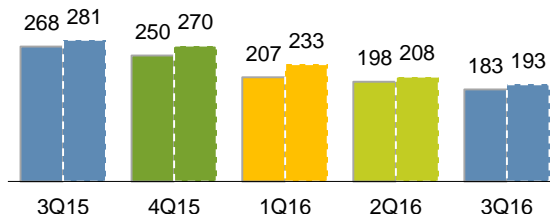
Source: FAO

Key value drivers – quarterly averages

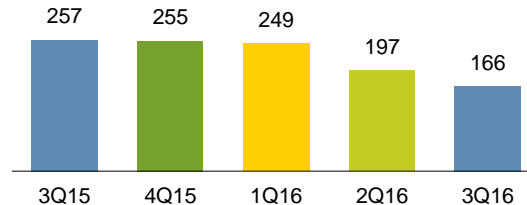
TTF day ahead (USD/MMBtu)



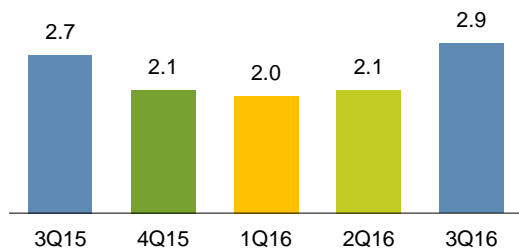
Urea prilled fob Black Sea (USD/t)/Urea granular fob Egypt (dotted line, USD/t)



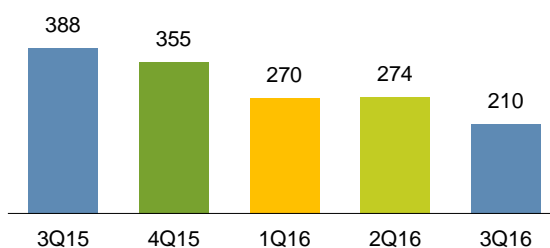
CAN cif Germany (USD/t)



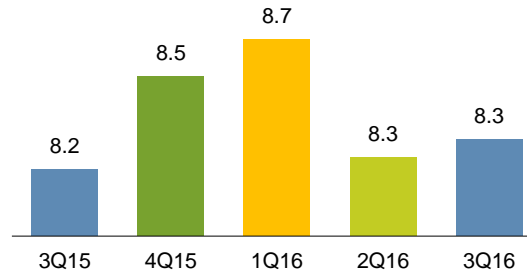
US gas price Henry Hub (USD/MMBtu)



Ammonia fob Black Sea (USD/t)

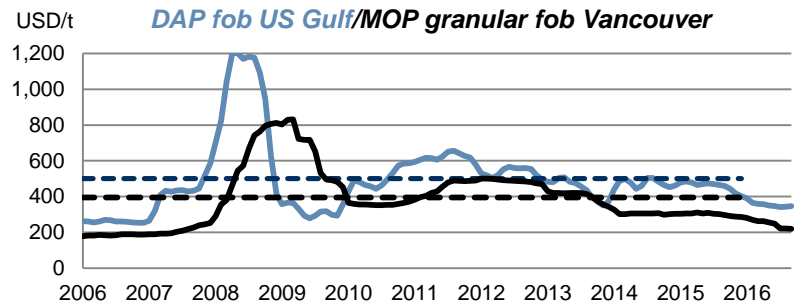
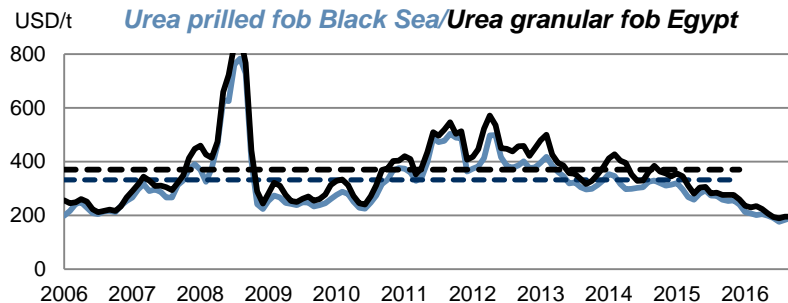
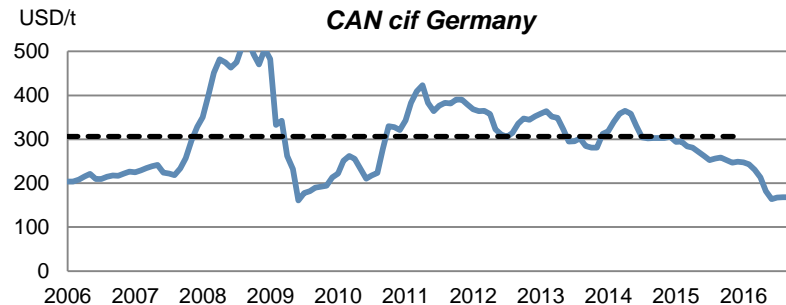
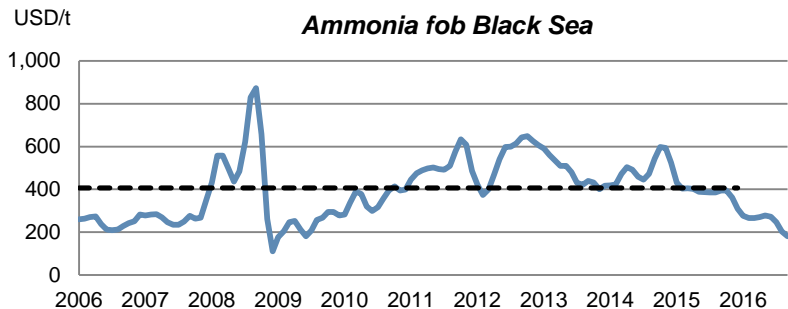


NOK/USD exchange rate



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

10-year fertilizer prices – monthly averages



--- Average prices 2006 - 2015