



Knowledge grows

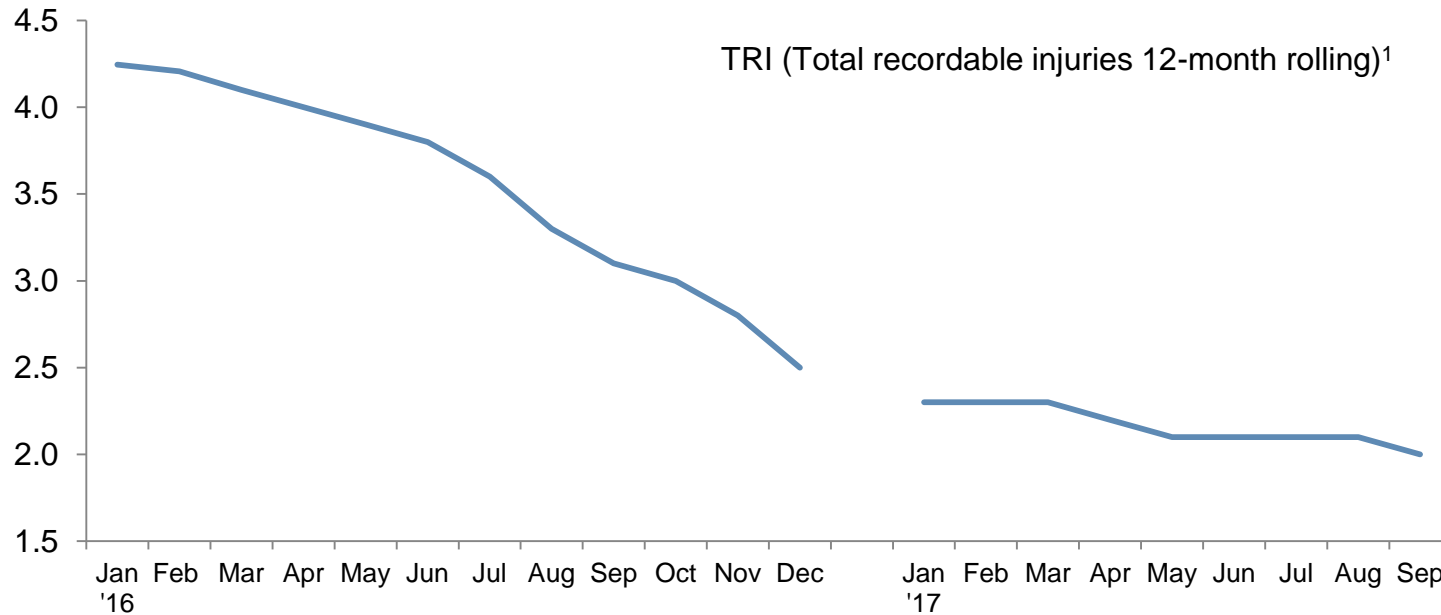
Yara International ASA 3Q17 results roadshow

Svein Tore Holsether, CEO

Thor Giæver, SVP Investor Relations



Safe operations is our first priority

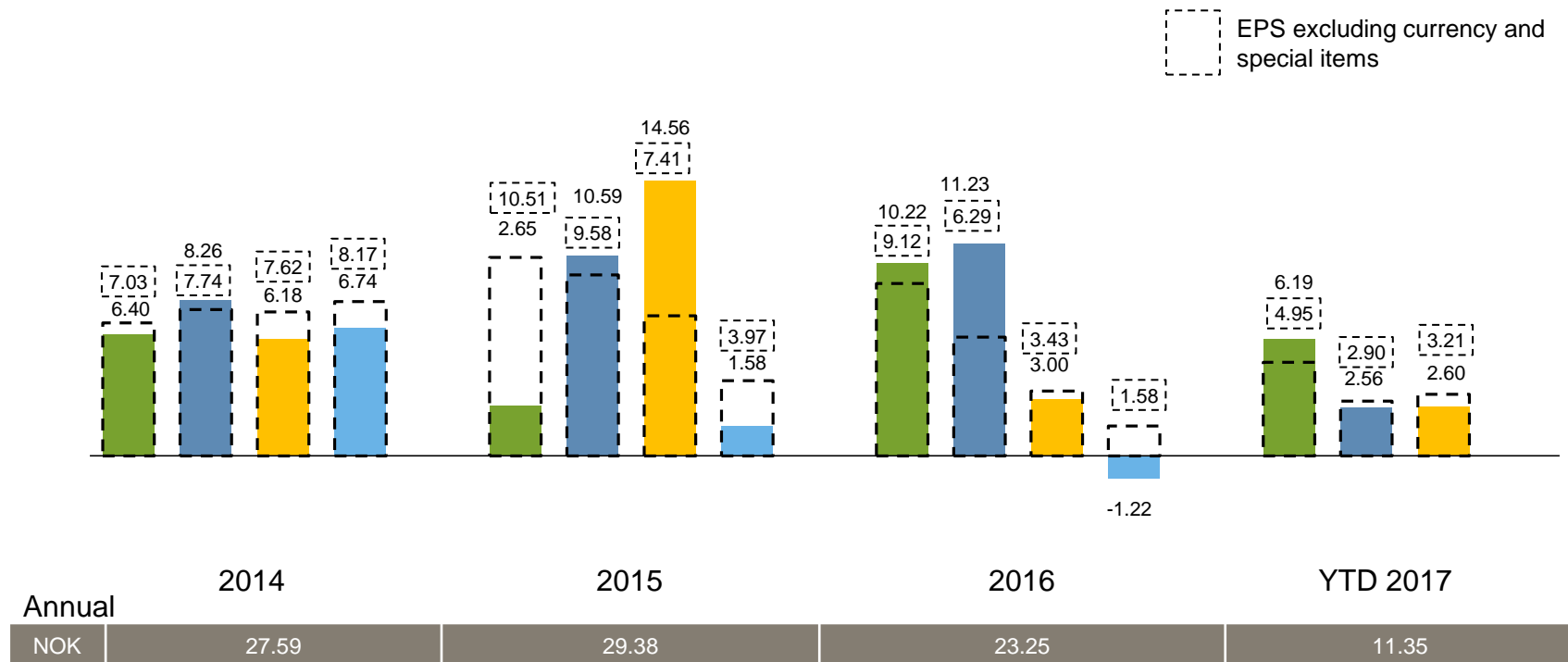


1) TRI: Total recordable injuries, lost time (absence from work), restricted work and medical treatment cases per one million work hours.

Summary third quarter

- Strong production performance
- Improvement program ahead of schedule
- Results reflect lower commodity fertilizer margins

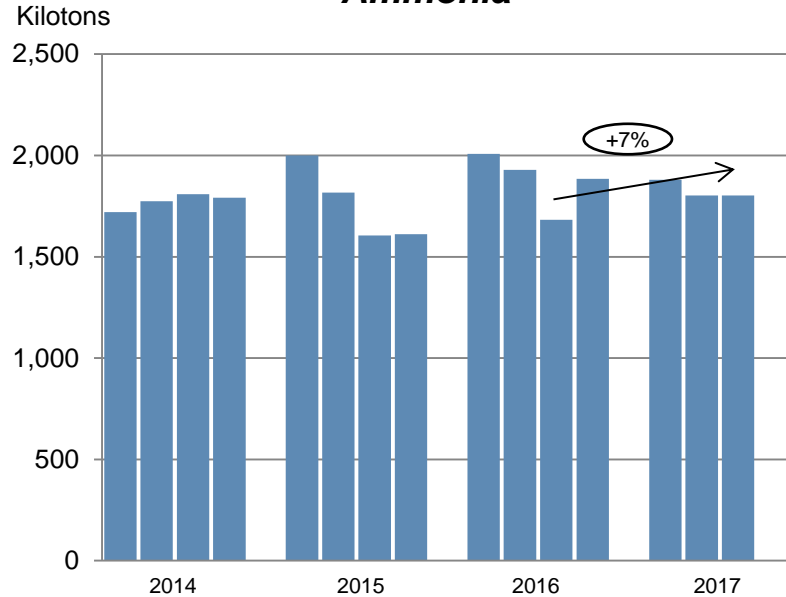
Earnings per share*



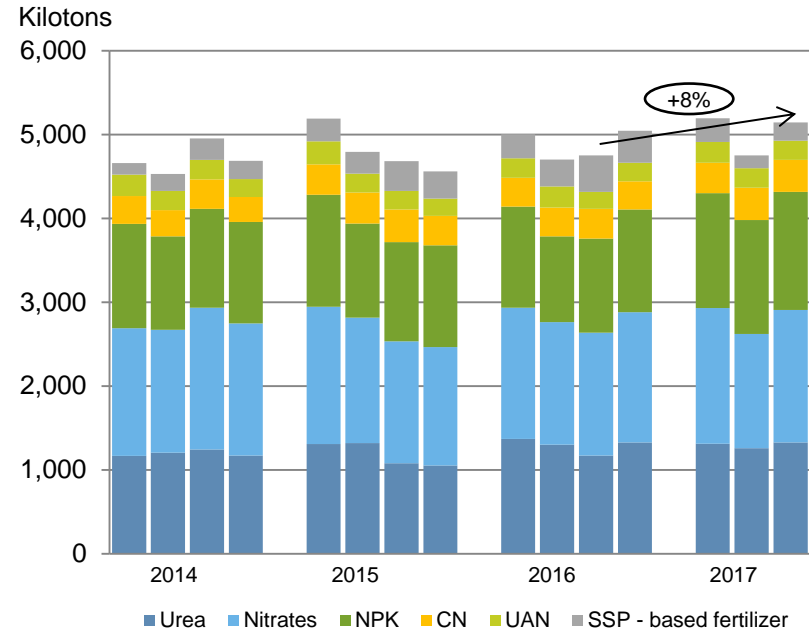
*Average number of shares for 3Q 2017: 273.2 million (3Q 2016: 273.2 million).

Higher finished fertilizer and ammonia production

Ammonia¹



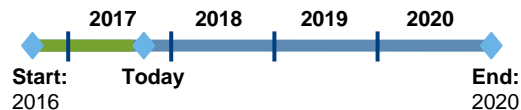
Finished fertilizer & industrial products¹



1) Including share of equity-accounted investees

Yara Improvement Program ahead of schedule

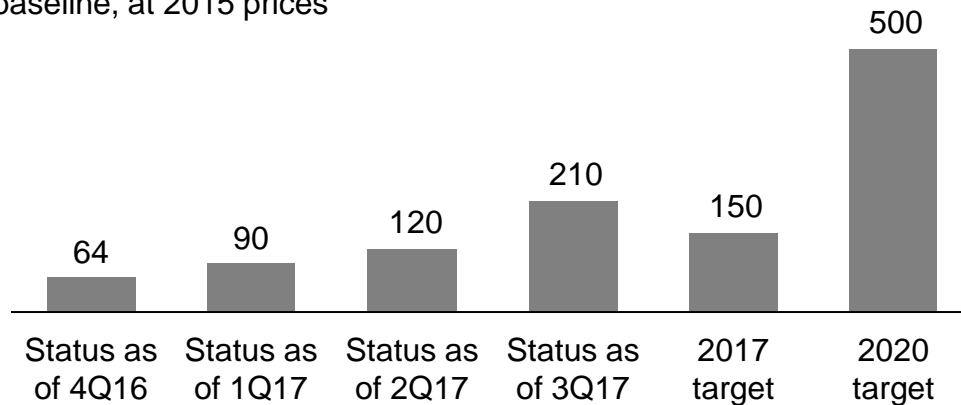
Program progress



- Program still progressing according to plan, with benefits ahead of target
- Yara Productivity System continues to be rolled out. Production reliability strong compared to same period last year
- Procurement Excellence progressing into Wave 2 and delivering ahead of plan

Financial benefits

Annualized EBITDA improvement, USD million, vs. 2015 baseline, at 2015 prices

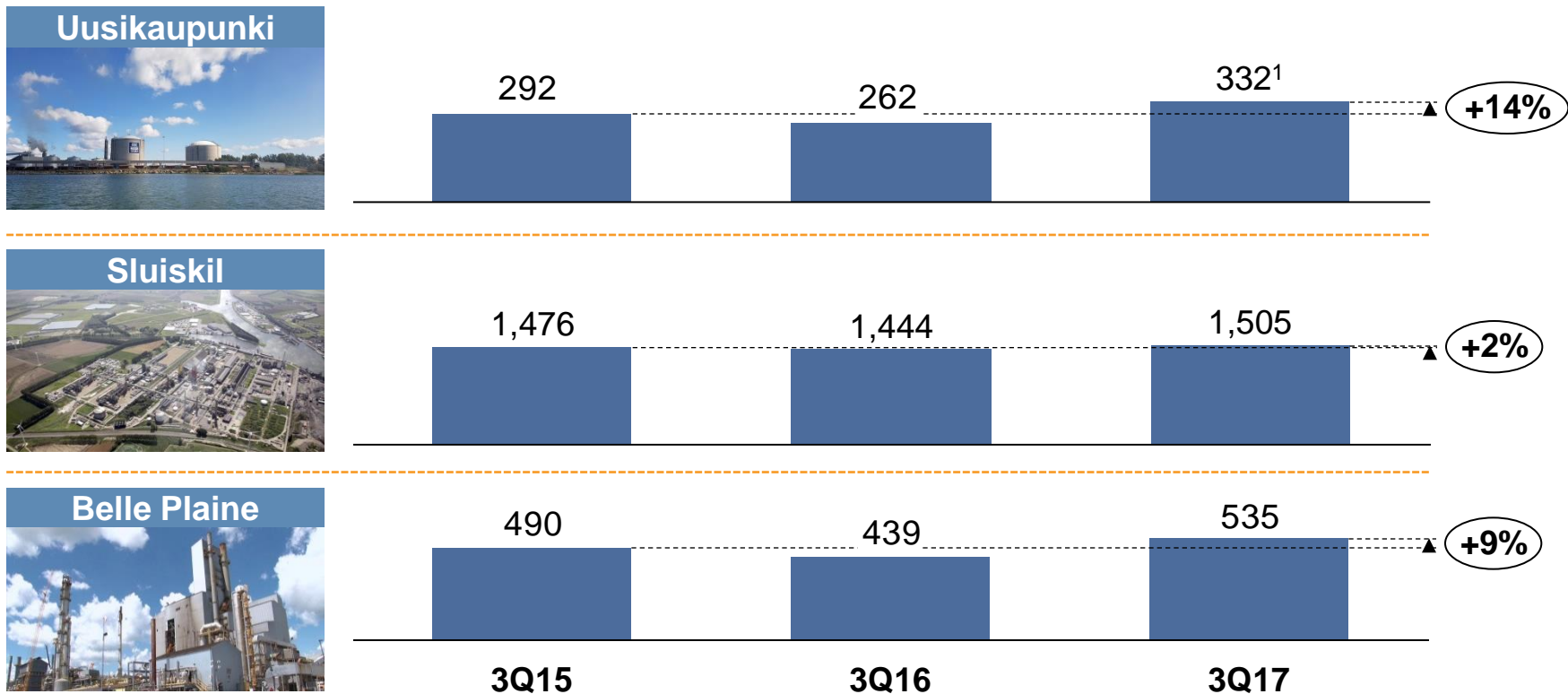


- A total of USD 97 million one-off cash improvement realized, primarily working capital release
- Accumulated one-off program costs: opex USD 47 million and capex USD 147 million

Yara Productivity System in practice

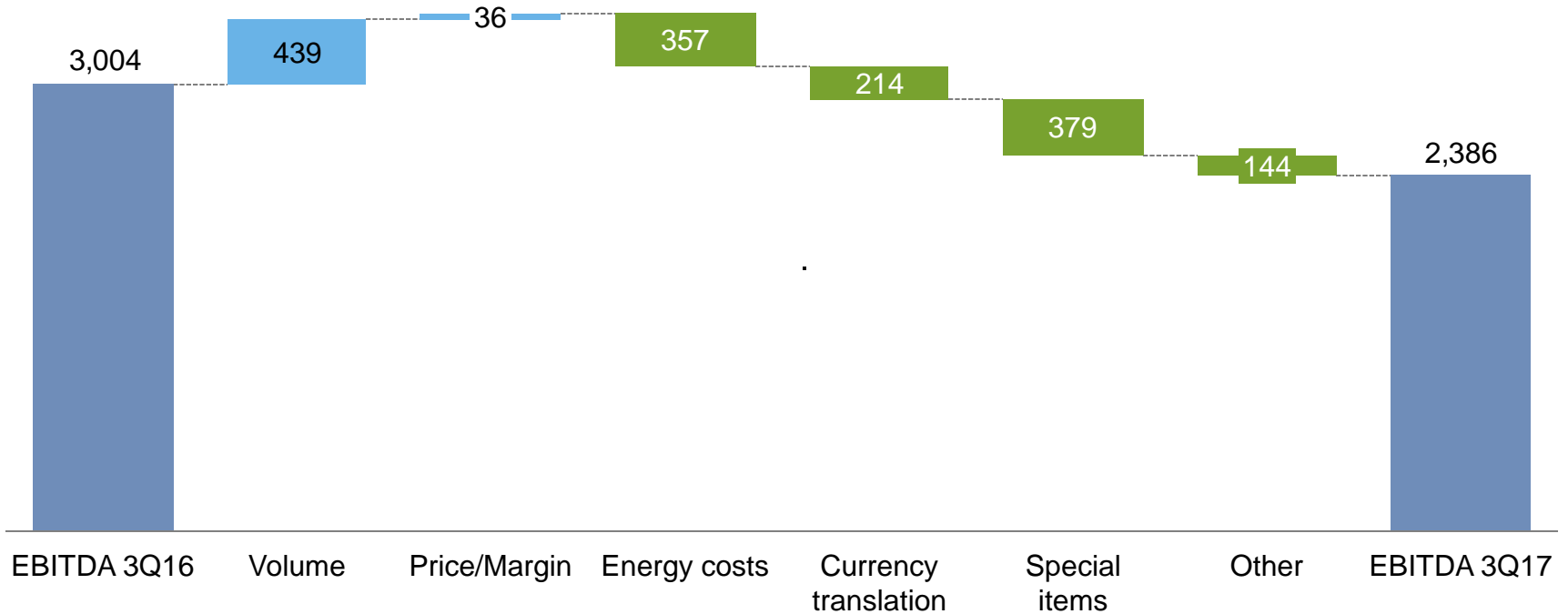
■ Base production (excluding effect of planned maintenance stops)

Total production at site, thousand tonnes



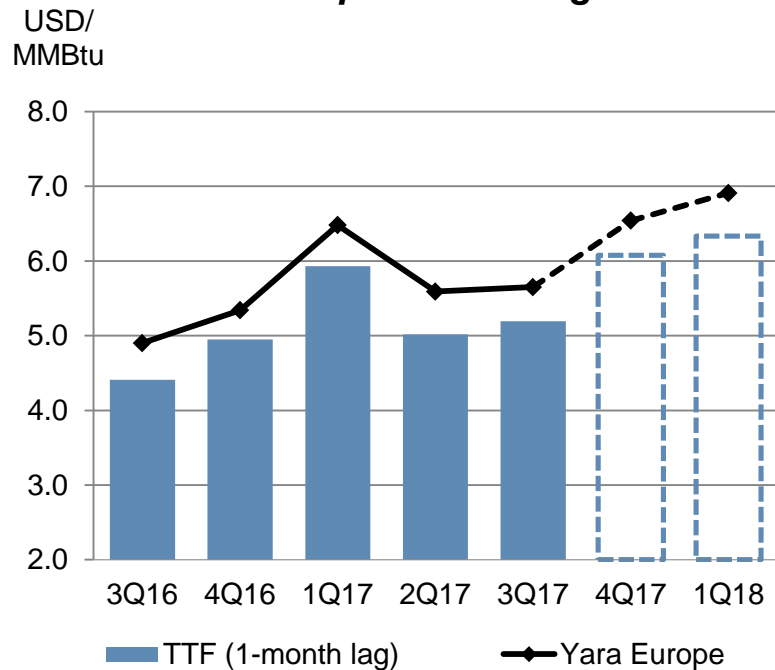
EBITDA: Higher energy cost and weaker US dollar more than offset the impact of higher deliveries

NOK millions

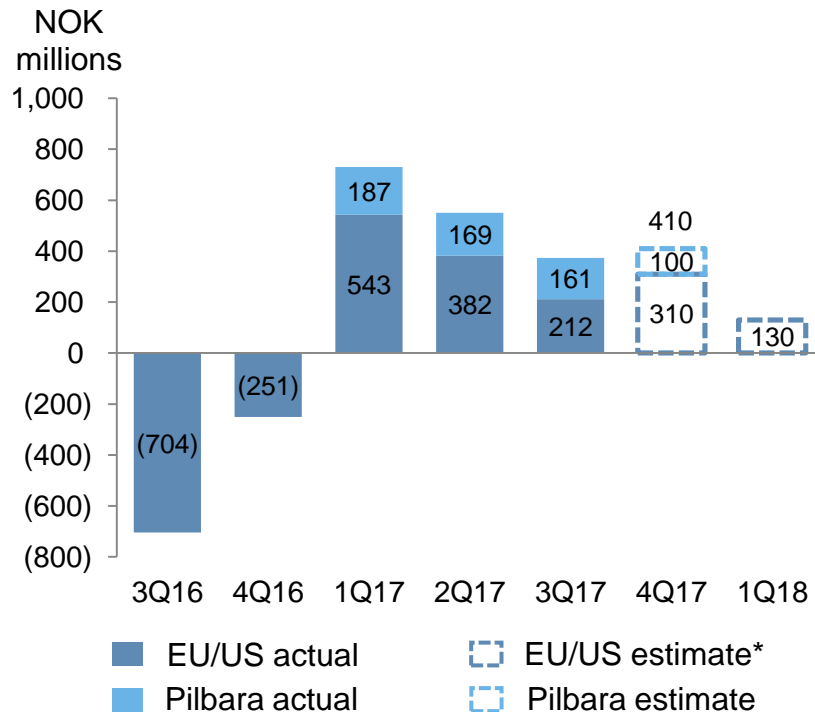


Higher natural gas cost expected for the next two quarters

Yara European natural gas cost

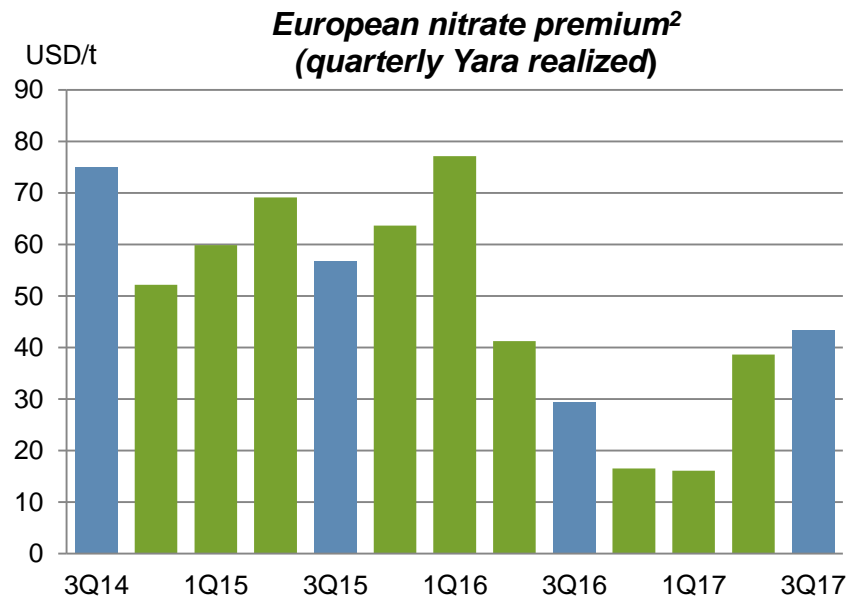
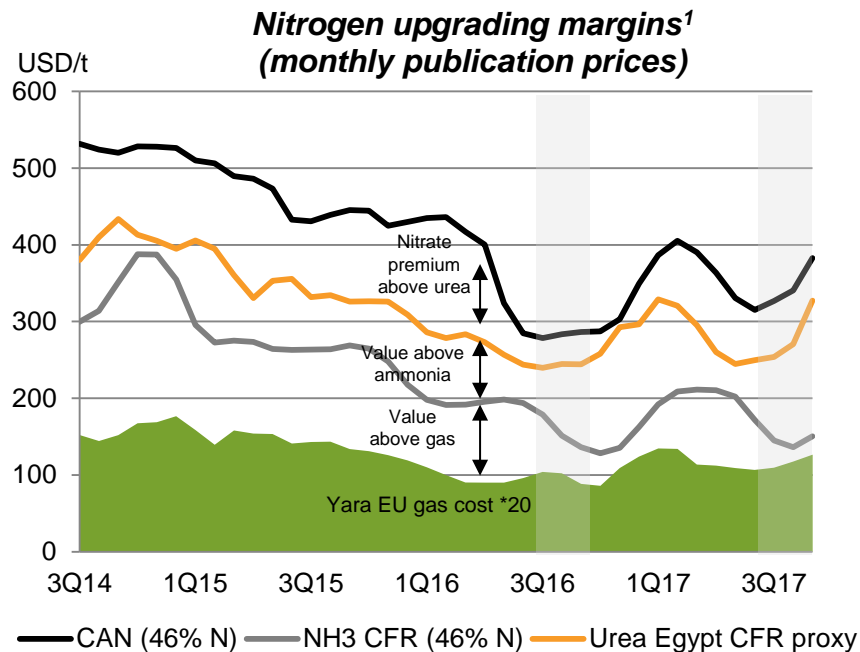


Change in global natural gas cost



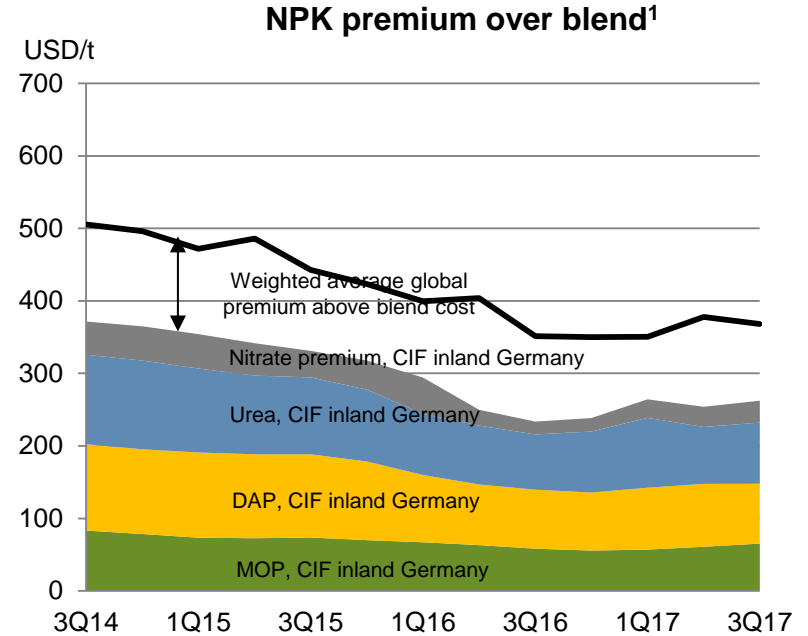
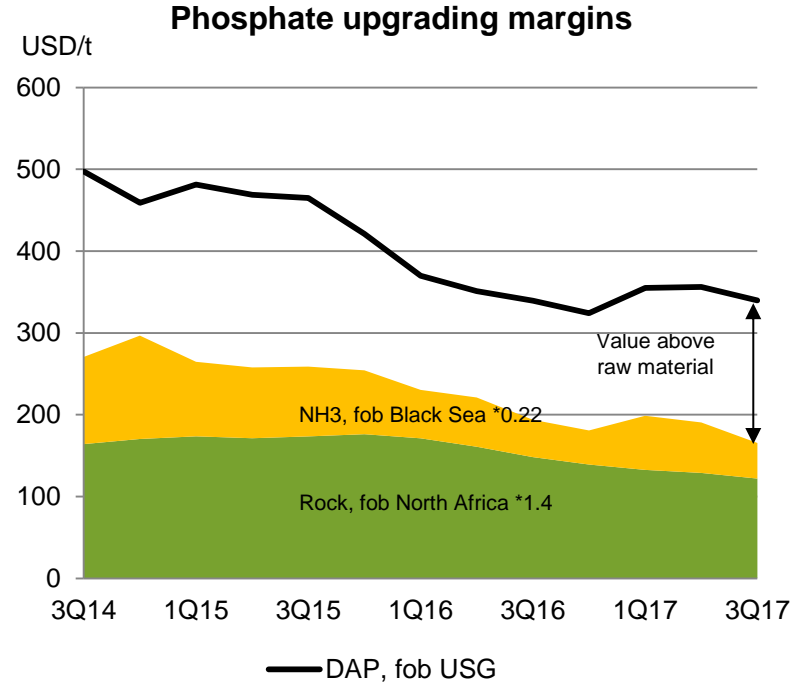
*Dotted lines denote forward prices as of 10 October 2017
Source: Yara, World Bank, Argus/ICIS Heren

Higher European nitrate premiums



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.

Solid commodity phosphate margins and compound NPK premiums

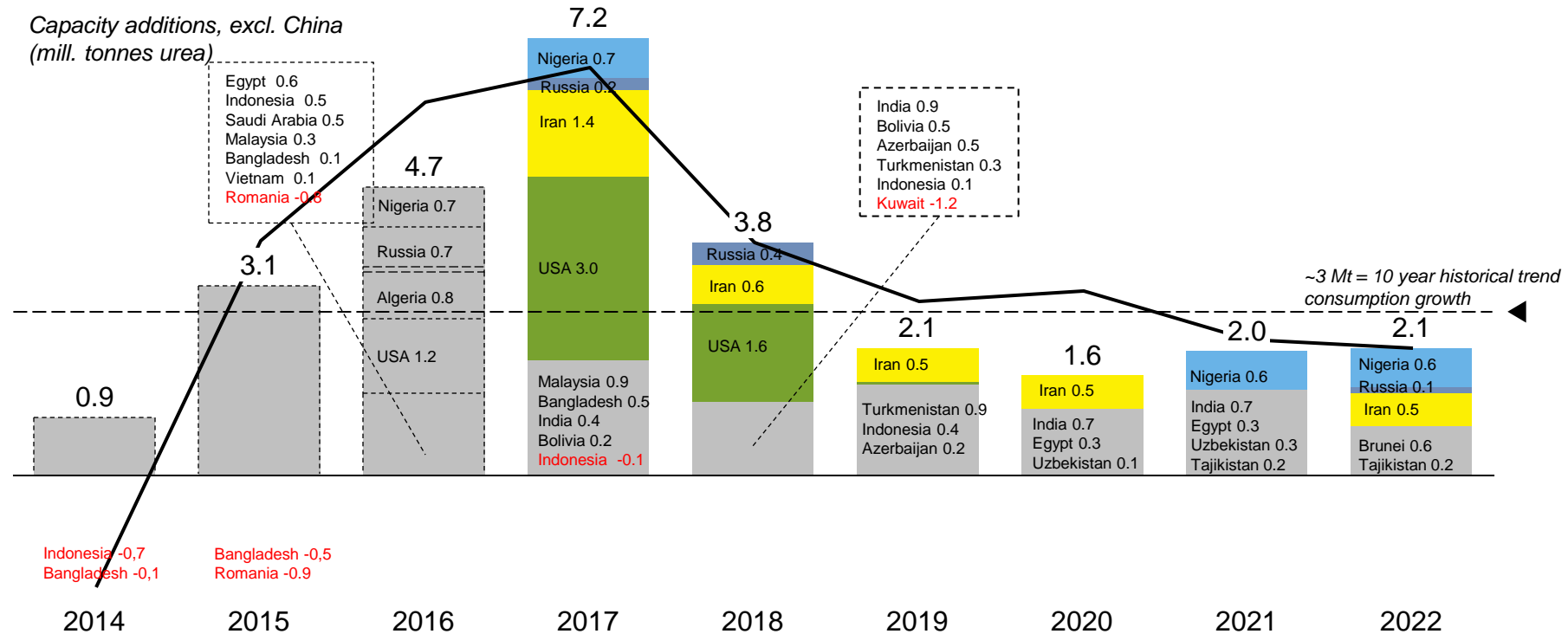


1) Export NPK plants, average grade 19-10-13, net of transport and handling cost.

Source: Fertilizer Market Publications

Strong urea oversupply outside China.....

Capacity additions, excl. China
(mill. tonnes urea)

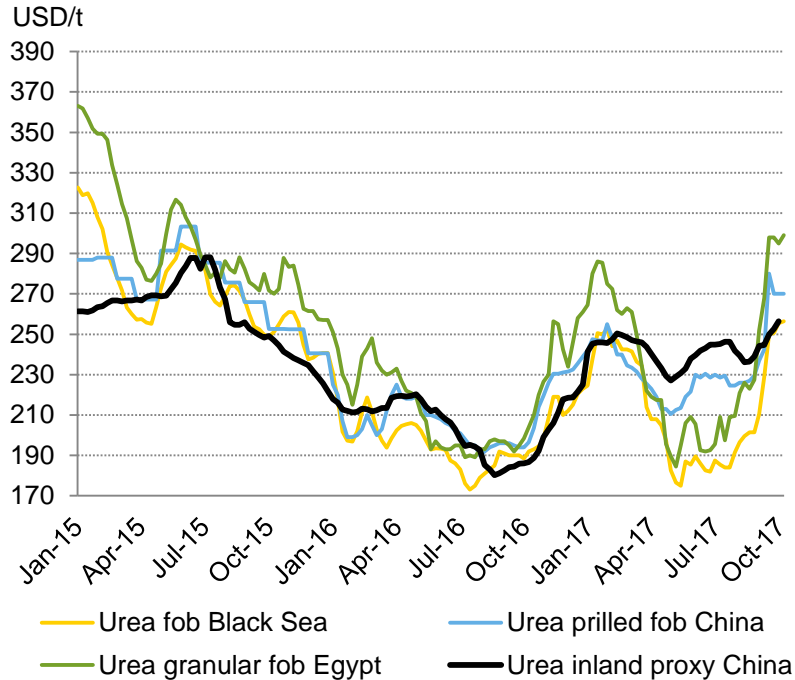


Source: CRU, September 2017. Numbers include both additions and closures of capacity.

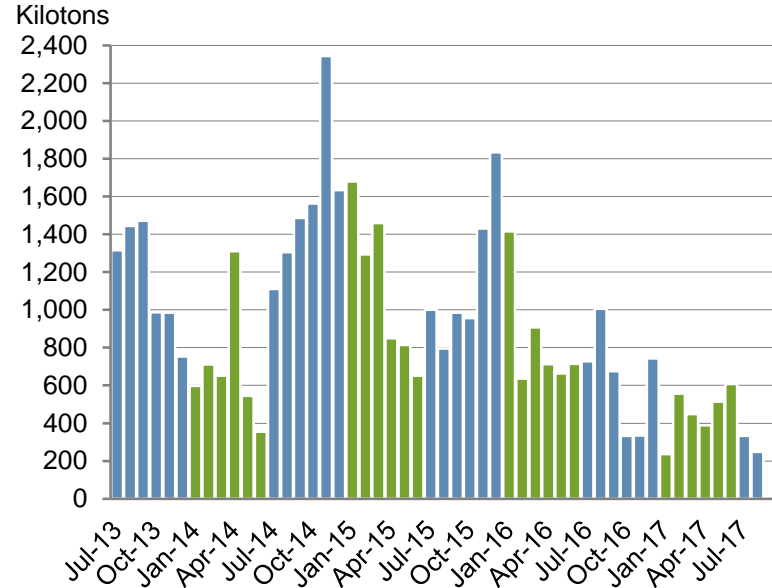
— CRU year-over-year production change

...but higher domestic price and lower exports from China are offsetting oversupply elsewhere

Increasing urea pricing



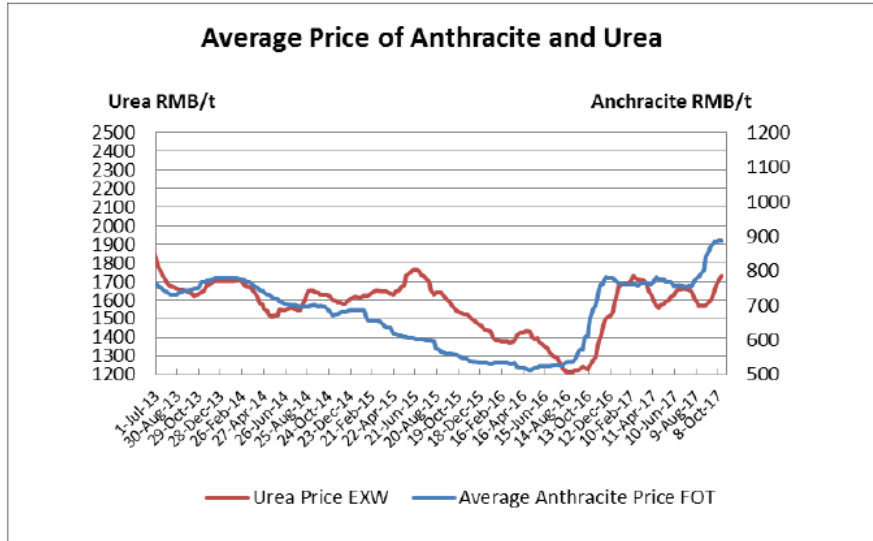
Chinese exports



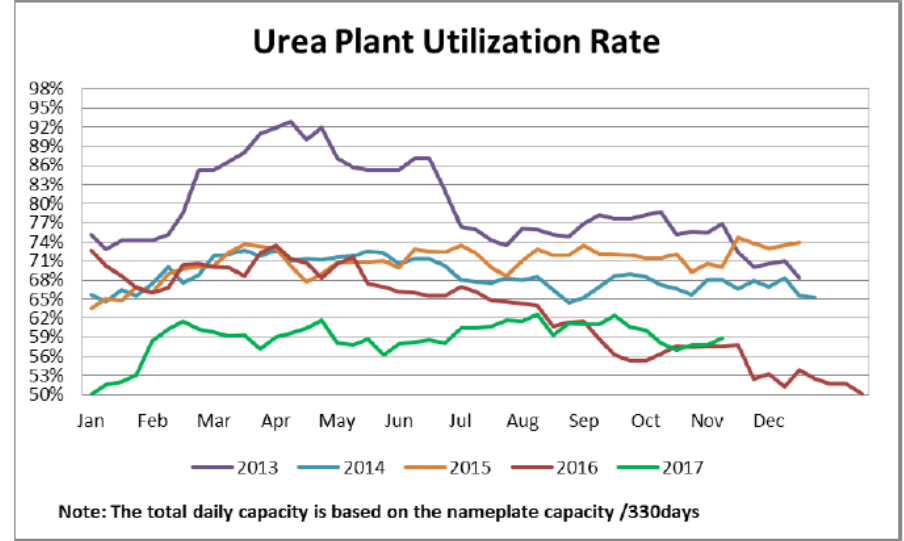
Source: BOABC, CFMW

China domestic pricing and utilization

China anthracite and urea prices (RMB/mt)

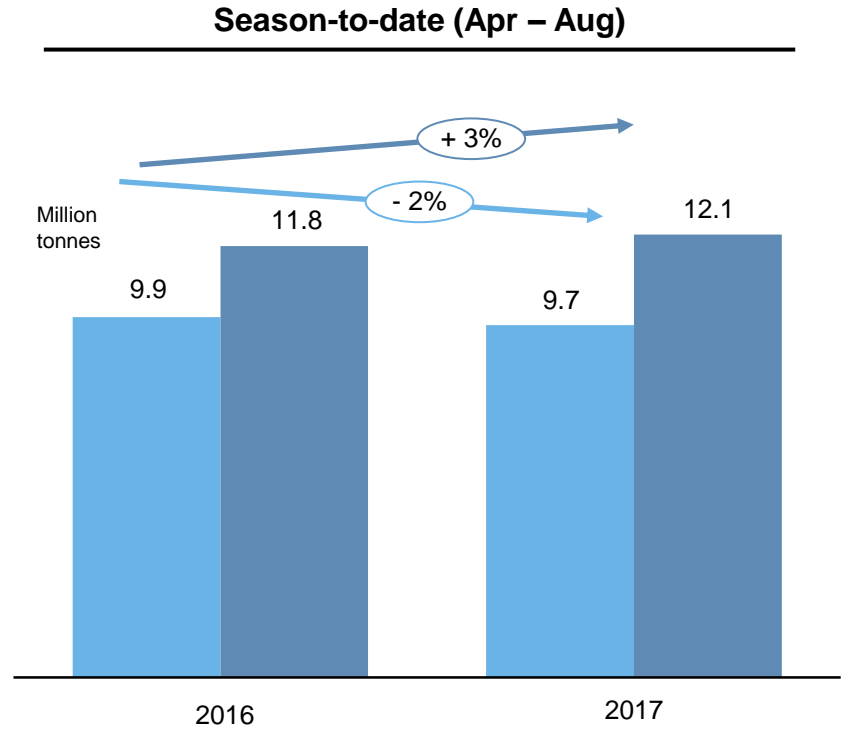
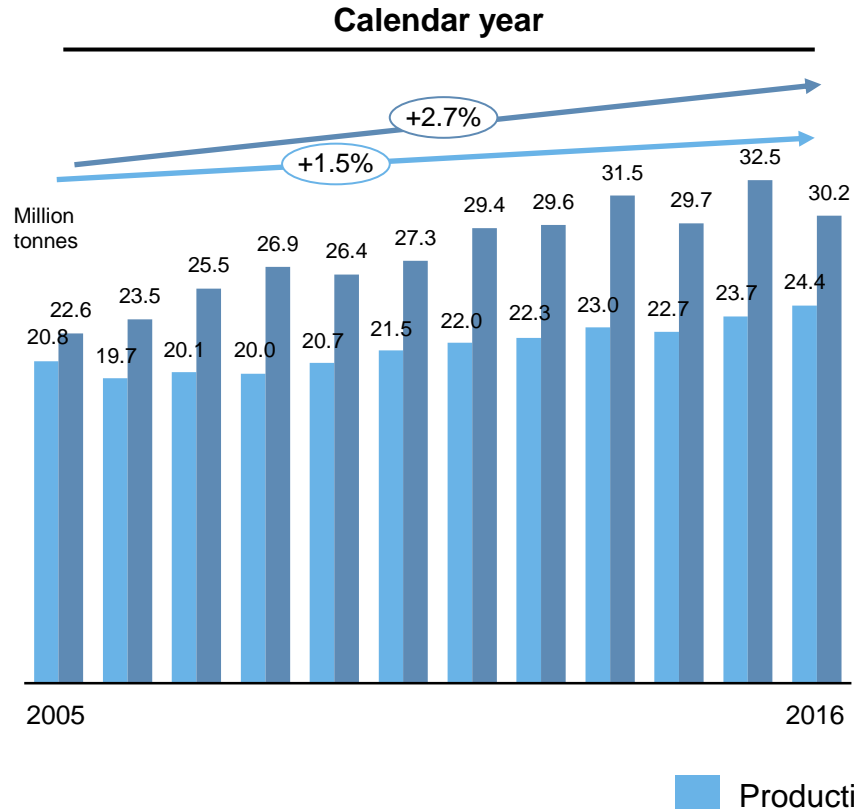


Urea plant utilization rate (%)



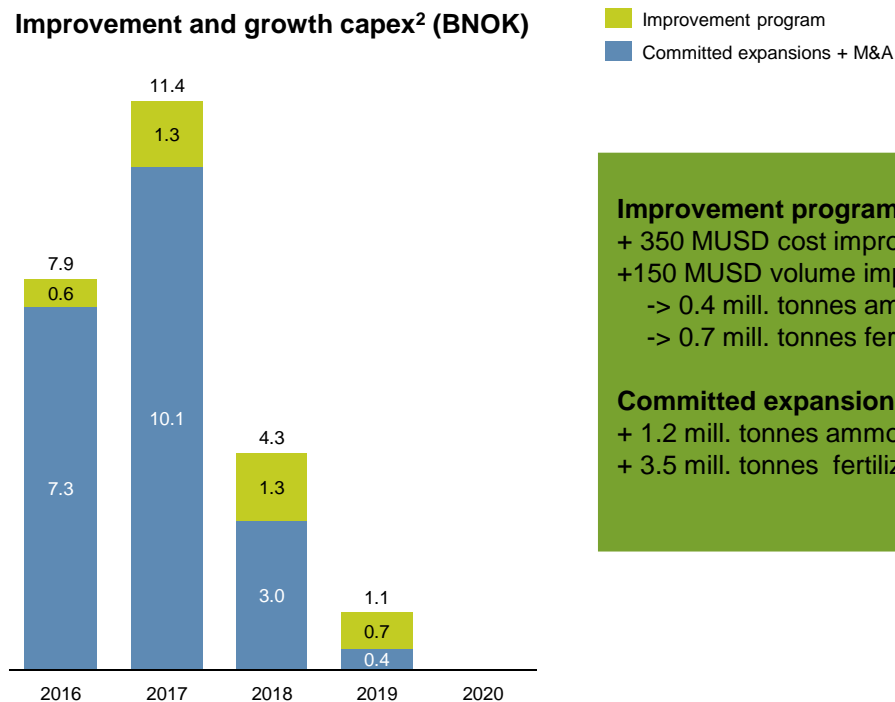
Source: CFMW

Import catch-up need in India



Major improvement and growth investments in 2017; main earnings improvement from 2018 onwards¹

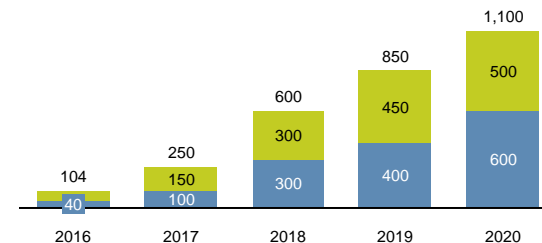
Improvement and growth capex² (BNOK)



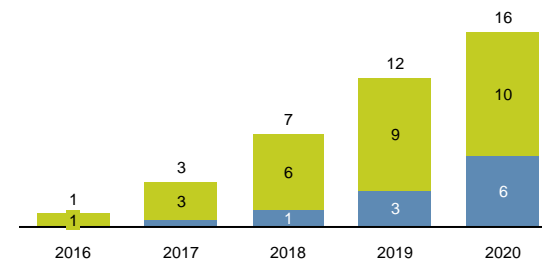
Improvement program:
 + 350 MUSD cost improvement
 +150 MUSD volume improvement:
 -> 0.4 mill. tonnes ammonia
 -> 0.7 mill. tonnes fertilizer

Committed expansions + M&A:
 + 1.2 mill. tonnes ammonia
 + 3.5 mill. tonnes fertilizer

EBITDA improvement³ (MUSD)



Earnings improvement³ (NOK per share)



¹ Currency assumptions for 2017 onwards: USD/NOK 7.90, EUR/NOK: 9.32 , USD/BRL: 3.15

² Excluding maintenance capex on existing assets – see page 21. 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

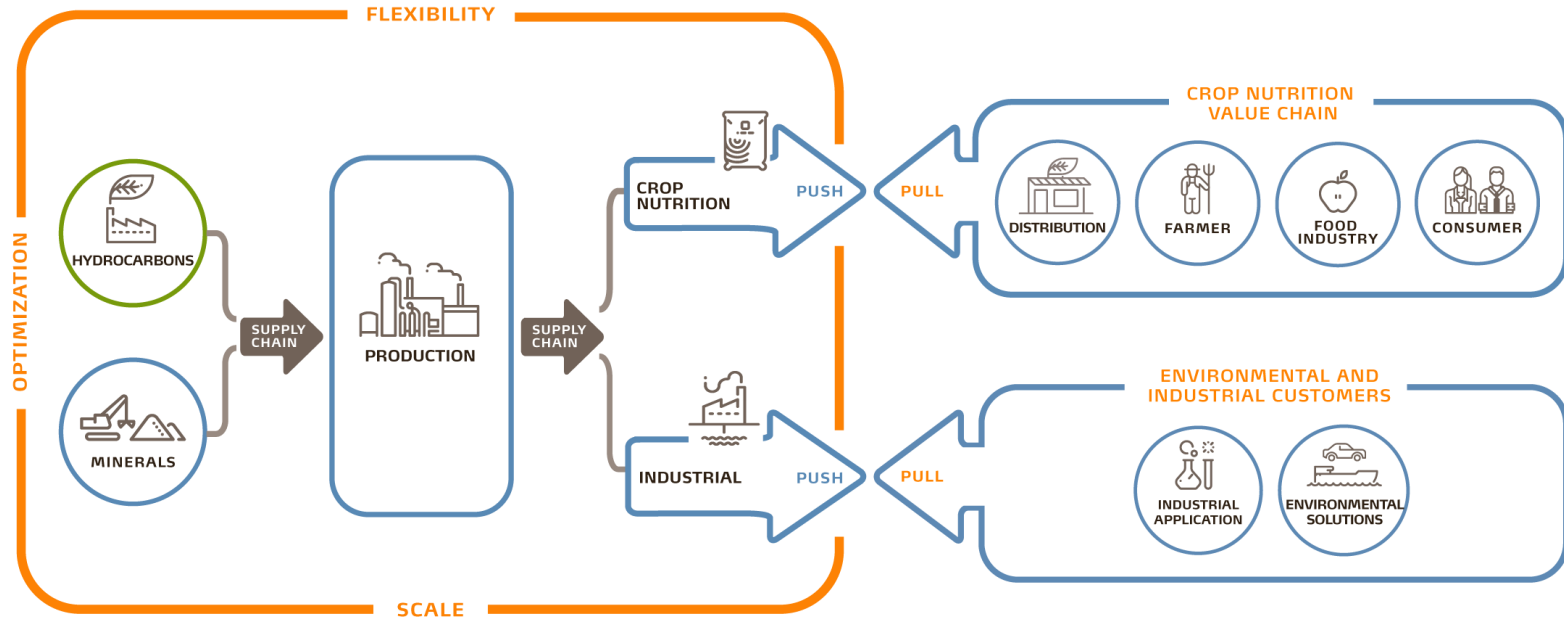


Knowledge grows

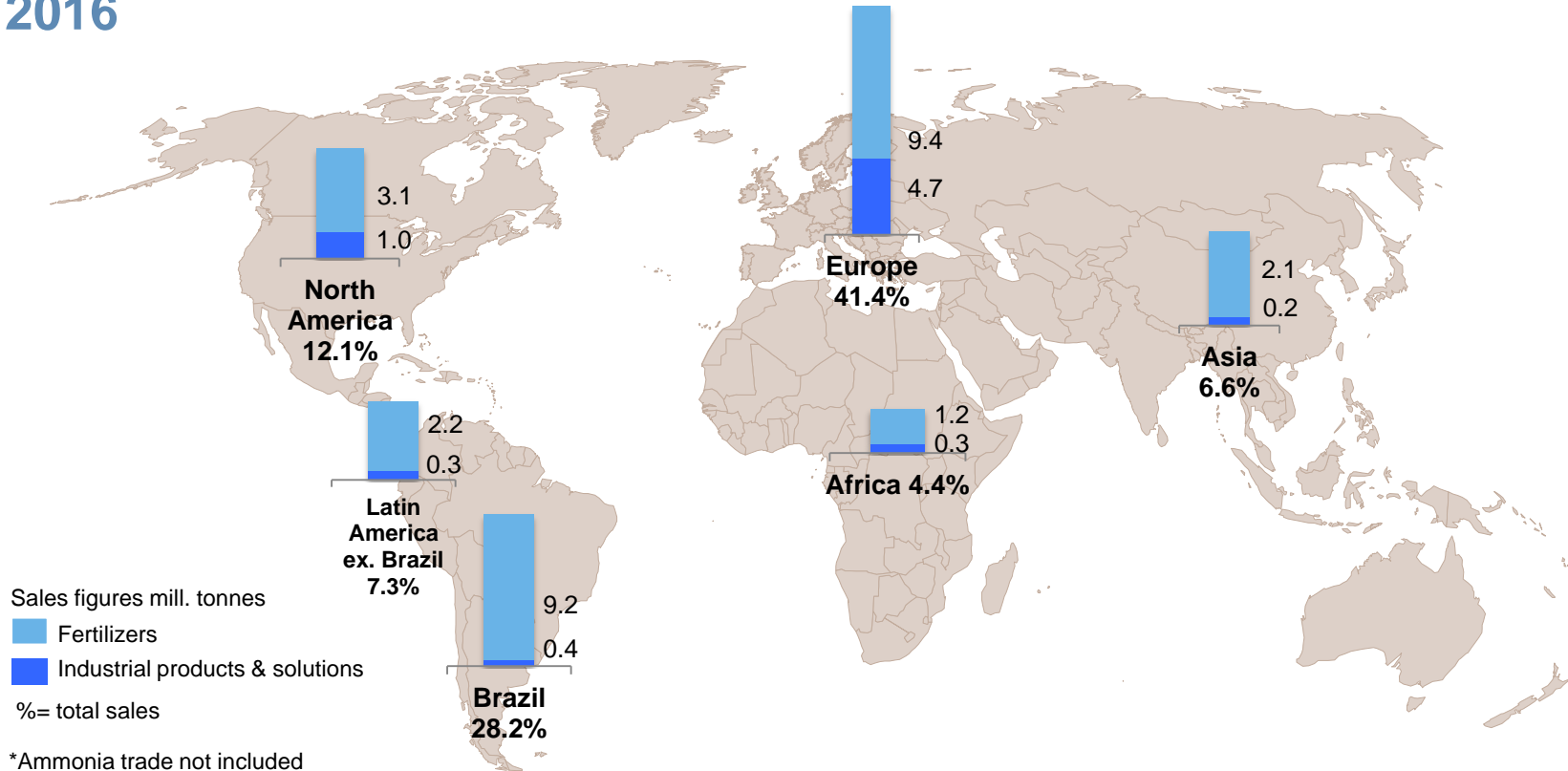
Additional information

12 - 18 July 2017

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

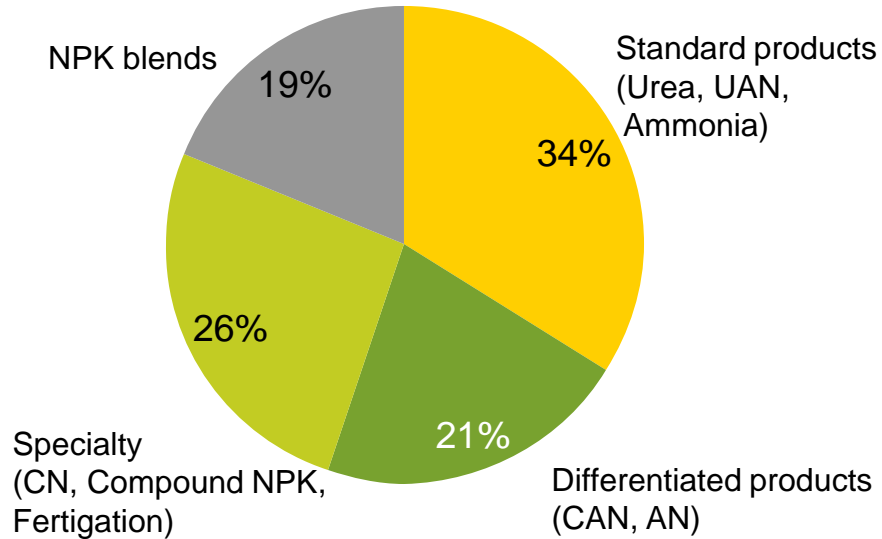


We sold 34.1 million tonnes of products and solutions globally in 2016



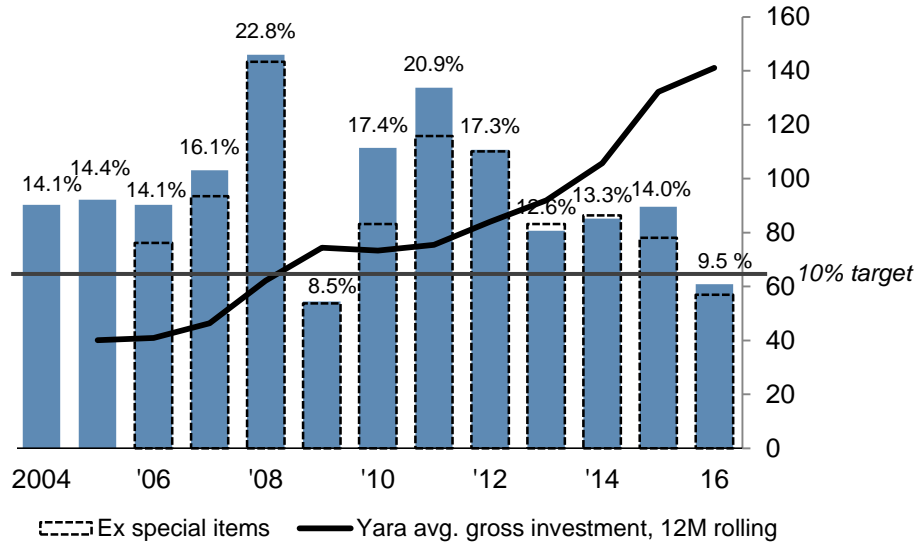
Differentiated product portfolio represents a key source of competitive edge

Fertilizer product portfolio (2016/17 season volume)



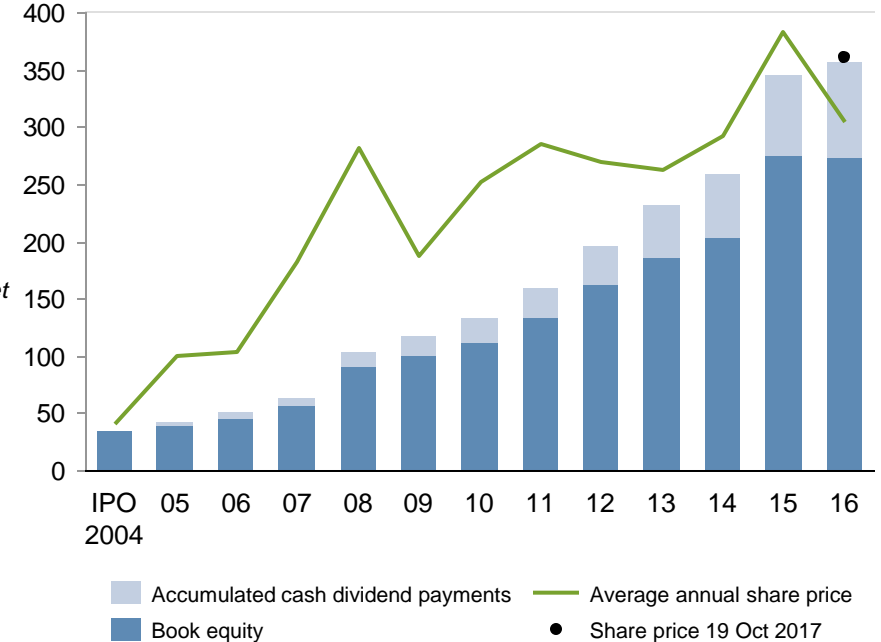
Strong growth and profitability through the cycle

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



Average annual shareholder return of 23%¹

NOK/share



1) Share price appreciation (end 2016) plus dividend payments

Yara has expected commodity nitrogen oversupply, and has focused its growth pipeline on premium & industrial products

Growth focused on premium & industrial

Expand premium products sales and supply

- Uusikaupunki NPK (3Q 2016)
- Porsgrunn/Glomfjord CN/NPK (4Q 2017)
- Sluiskil urea+S (4Q 2017)
- Rio Grande NPK/NPK blends (2H 2020)

Expand commodity scale based on attractive full-cost growth opportunities

- Freeport ammonia JV (1Q 2018)
- Babralla urea acquisition (4Q 2017)

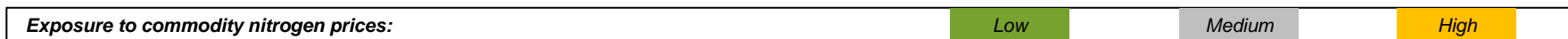
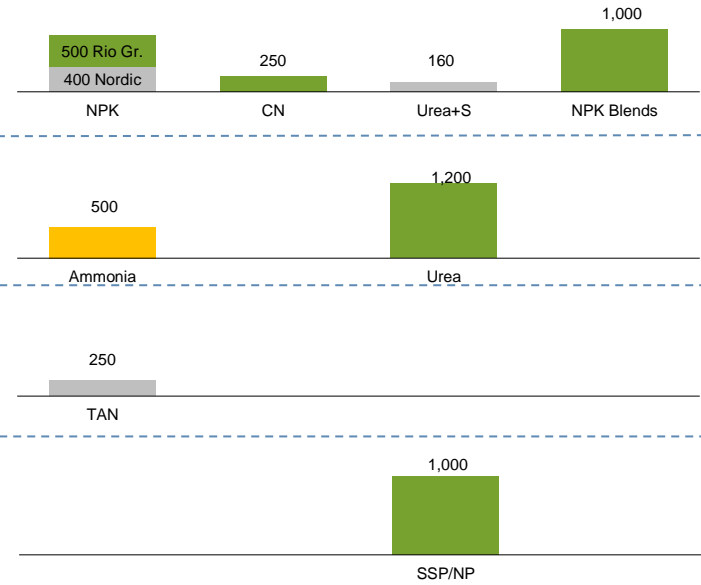
Act on attractive opportunities to grow industrial sales and supply

- Pilbara – TAN (1H 2017)
- Köping – TAN (2Q 2018)

Structurally secure P and K supply

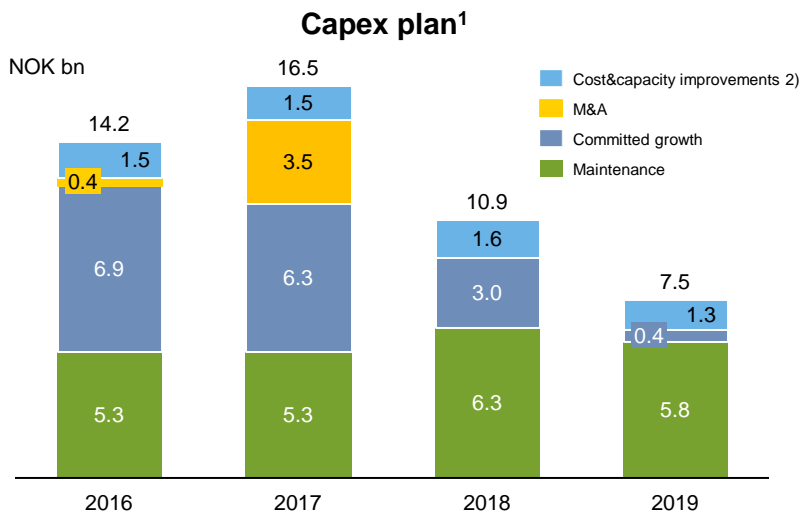
- Galvani / Salitre (mining: 1Q18, chemical 1H19)

Pipeline tonnes by product (kt)¹



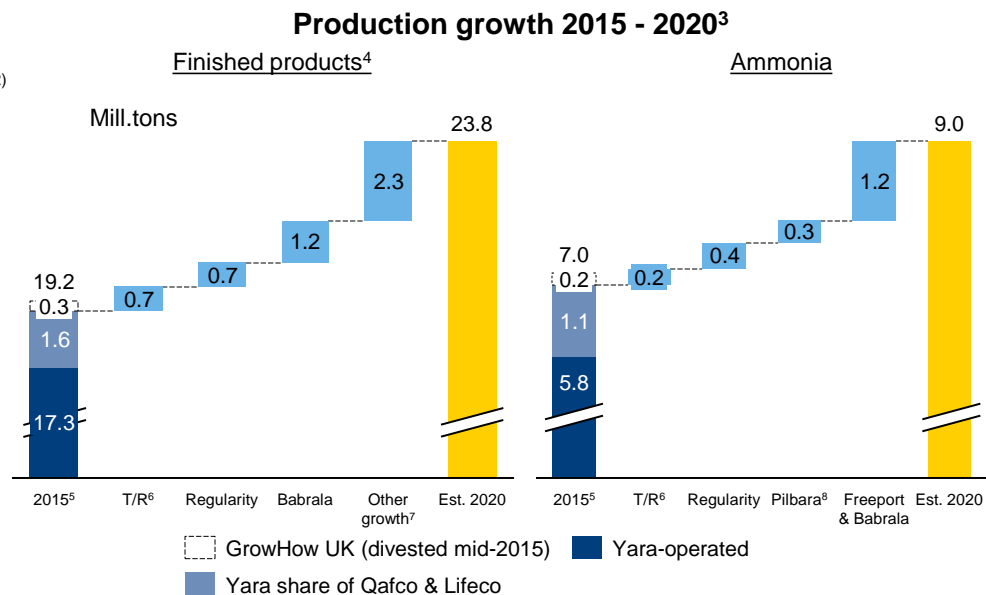
¹ Including Yara's share of volume in non-consolidated investees. Fully consolidated entities presented at 100% basis

Growth and capex pipeline



Committed growth (NOK bn):

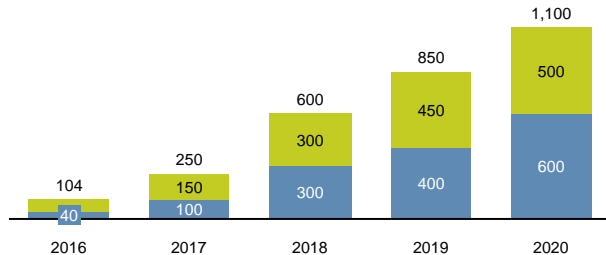
	2016	2017	2018	2019
Porsgrunn	1.2	0.7	-	
Köping	0.4	0.5	0.1	
Sluiskil	0.7	0.7	0.0	
BASF JV	1.6	0.9	0.5	
Rio Grande	0.1	1.2	0.7	0.4
Salitre	0.8	2.0	1.6	
Other projects	2.1	0.3	0.1	
Total	6.9	6.3	3.0	0.4



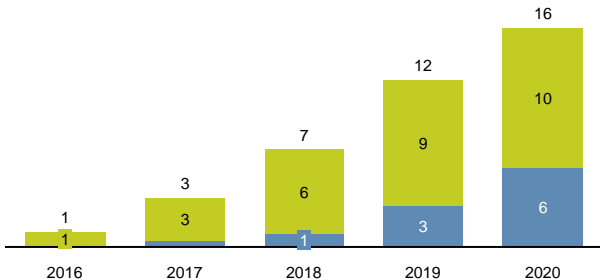
- 1) Yara's share of capex. Fully consolidated entities presented at 100% basis.
- 2) Includes Yara Improvement program Capex and other improvements
- 3) Rio Grande expansion also adds 1 million tonnes NPK blends by 2020
- 4) Finished fertilizer and industrial products, excl. bulk blends
- 5) Including Yara share of production in non-consolidated investees
- 6) Adjustment to normalized / 2016 turnaround level
- 7) Committed projects only. TAN Pilbara: 160 kt, Porsgrunn: 235kt, Glomfjord: 105kt, Uusikapunki: 250kt, Köping: 90kt, Sluiskil: net 160kt, Galvani (Salitre ~ 0.8 mill.tonnes, reaching 1.1 mill.tonnes in 2022), Rio Grande: 500kt
- 8) Including 100% ownership in Pilbara NH₃ plant

Improvement and growth investments; earnings and sensitivities¹

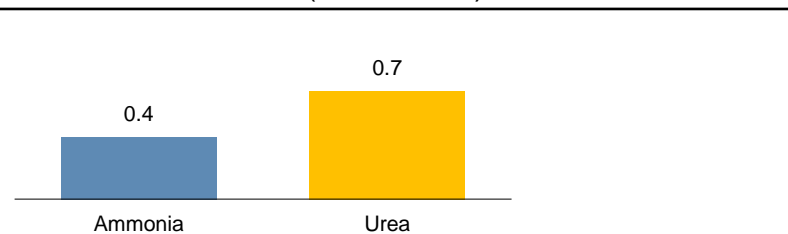
EBITDA improvement² (MUSD)



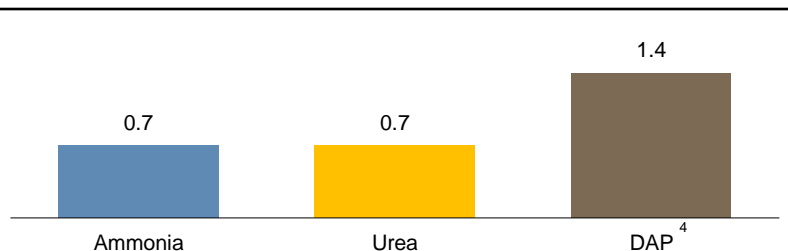
Earnings improvement² (NOK per share)



Improvement program: Impact³ of +100 USD/t price change (NOK/share)



Growth: Impact³ of +100 USD/t price change (NOK/share)

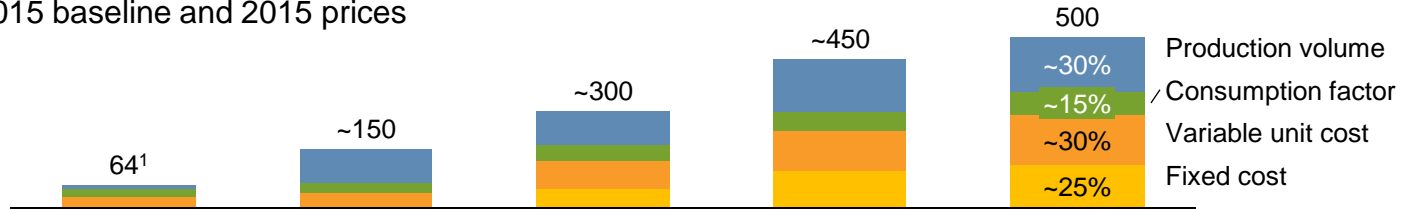


¹ Currencies for all amounts from 2017: USD/NOK 7.90, EUR/NOK: 9.32, USD/BRL: 3.15
² Measured at 2015 conditions. Main average market prices: Ammonia fob Yuzhny 390 USD/t, Urea fob Yuzhny 275 USD/t, DAP fob Morocco 495 USD/t.
³ Improvement: 2020 numbers. Growth: At full capacity (2019 for urea and ammonia, 2020 for DAP).
⁴ Phosphate-driven price change, equivalent to 138 USD/t phosphate rock (72 bpl)

Yara Improvement Program targets sustained improvement of minimum \$500MM EBITDA, plus cash benefits

USD\$MM, vs. 2015 baseline and 2015 prices

Sustained EBITDA improvement



Sustained capex improvement

Sustained capex improvement: Target under development

One-off working capital release



One-off cost



One-off capex



2016

2017

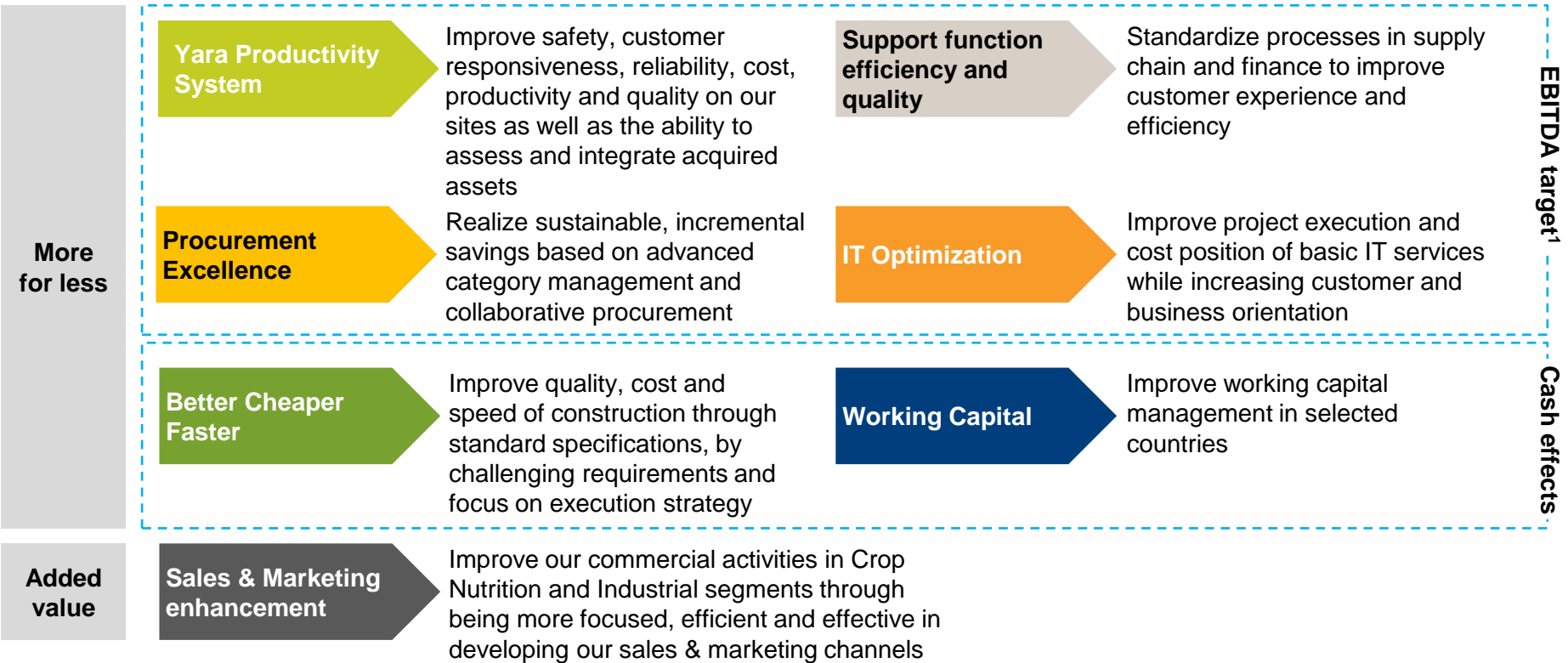
2018

2019

2020



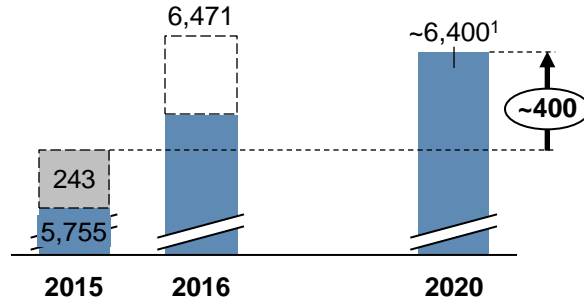
The improvement program is organized into concrete projects across the company



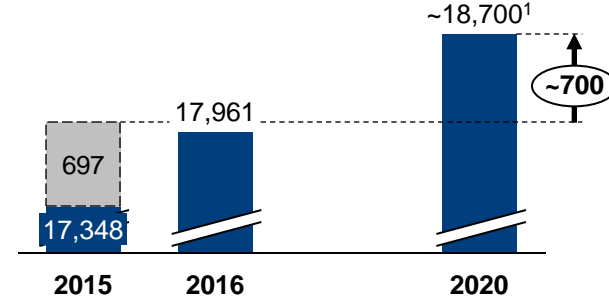
Volume and energy consumption improvement targets

Production volume

Ammonia production, thousand tonnes

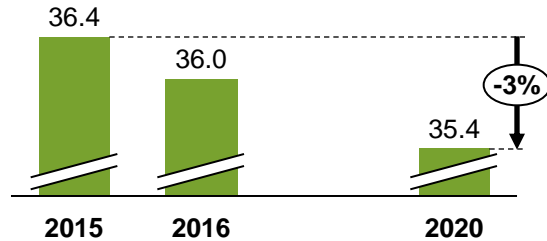


Finished fertilizers production, thousand tonnes



Consumption factor

Energy consumption, Mmbtu (HHV²) per tonne Ammonia (weighted average)

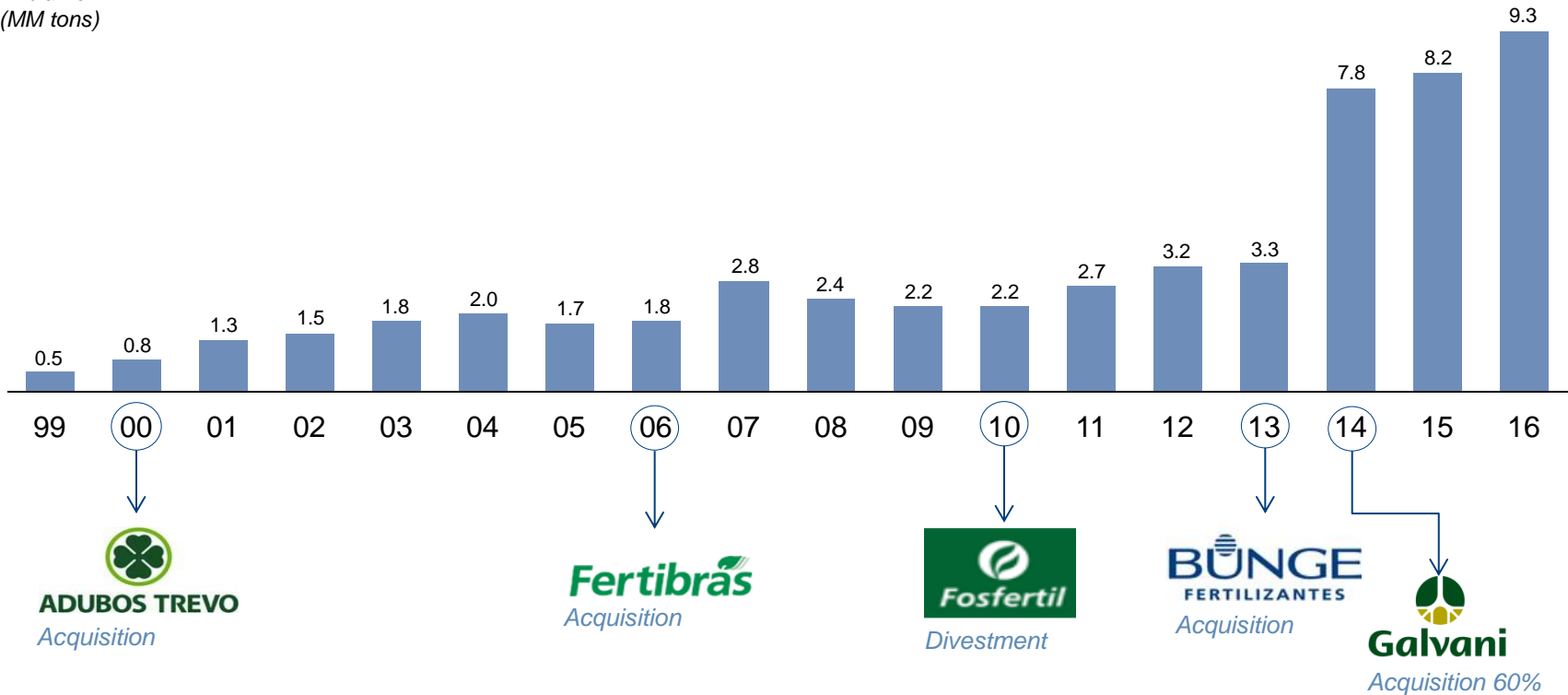


- Ammonia production (excl. pipeline growth)
- Finished fertilizers production
- Adjustment to normalized / 2016 turnaround level
- Pilbara acquisition effect (last 49%)
- Improvement program target

Note: Volume and energy targets are not final; they are subject to change as additional plant assessment deep-dives are completed

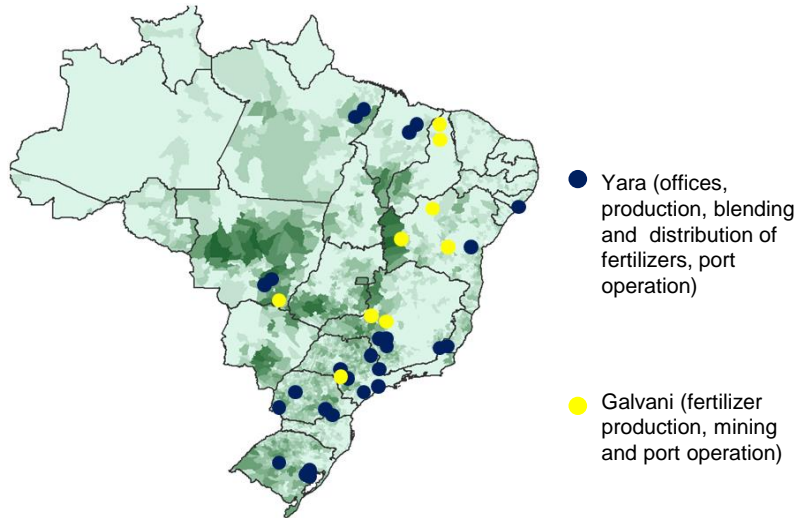
Yara has invested for the long term in Brazil; Bunge acquisition brought critical mass in distribution

Volume
(MM tons)



Yara Brazil today: unrivalled market presence and farmer-centric strategy

Unrivalled presence: 28 sites in 11 states



Farmer-centric strategy drives growth

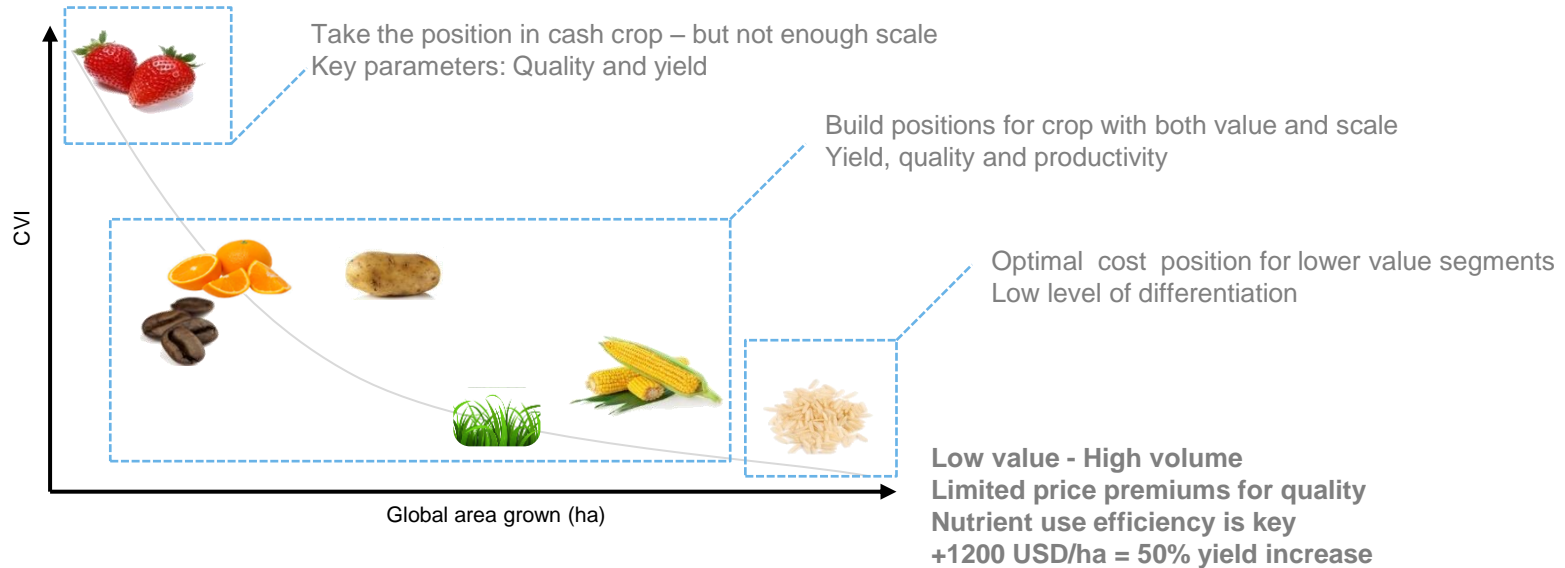
- > 20,000 growers using Yara solutions
- > 200 Yara agronomists and 600 sales representatives
- > 55% of Yara deliveries are direct to farmer
- > 55,000 interactions with growers p.a.

Crop Value Index – a key guide to our approach

What is CVI:

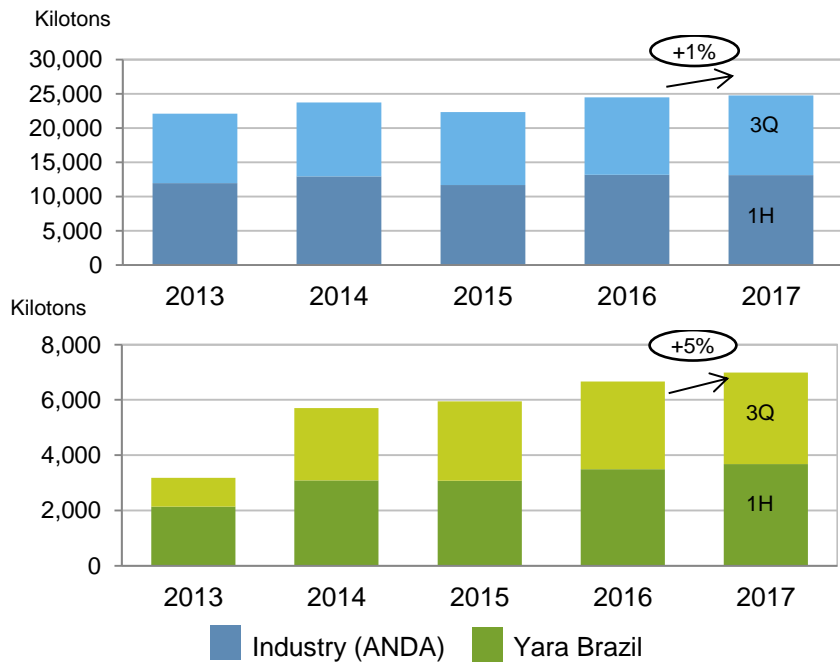
$$\frac{\text{Crop revenue}}{\text{Fertilizer costs}}$$

High value, Low volume
Double price premium for high quality
2% yield increase = +1200 USD/ha

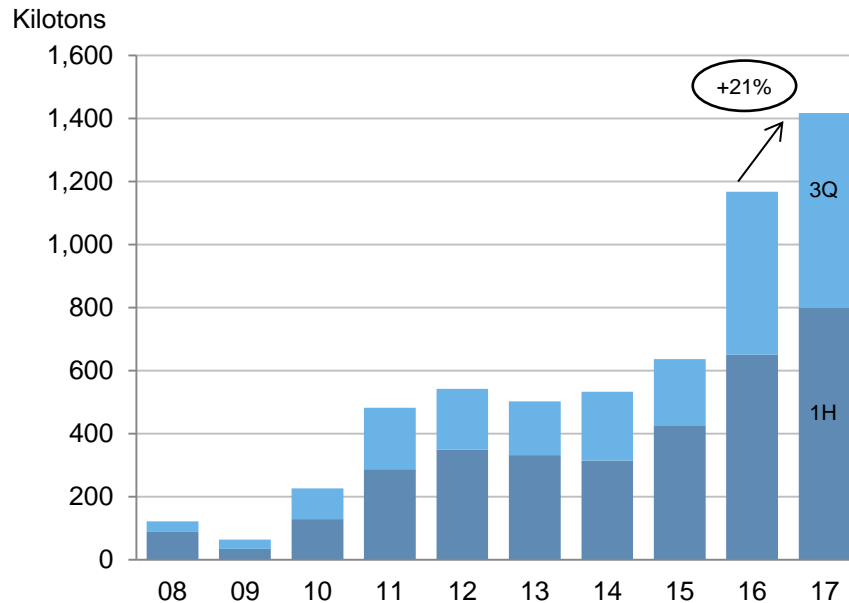


Brazil: focus on premium products and solutions drives growth

Brazil season-to-date fertilizer deliveries



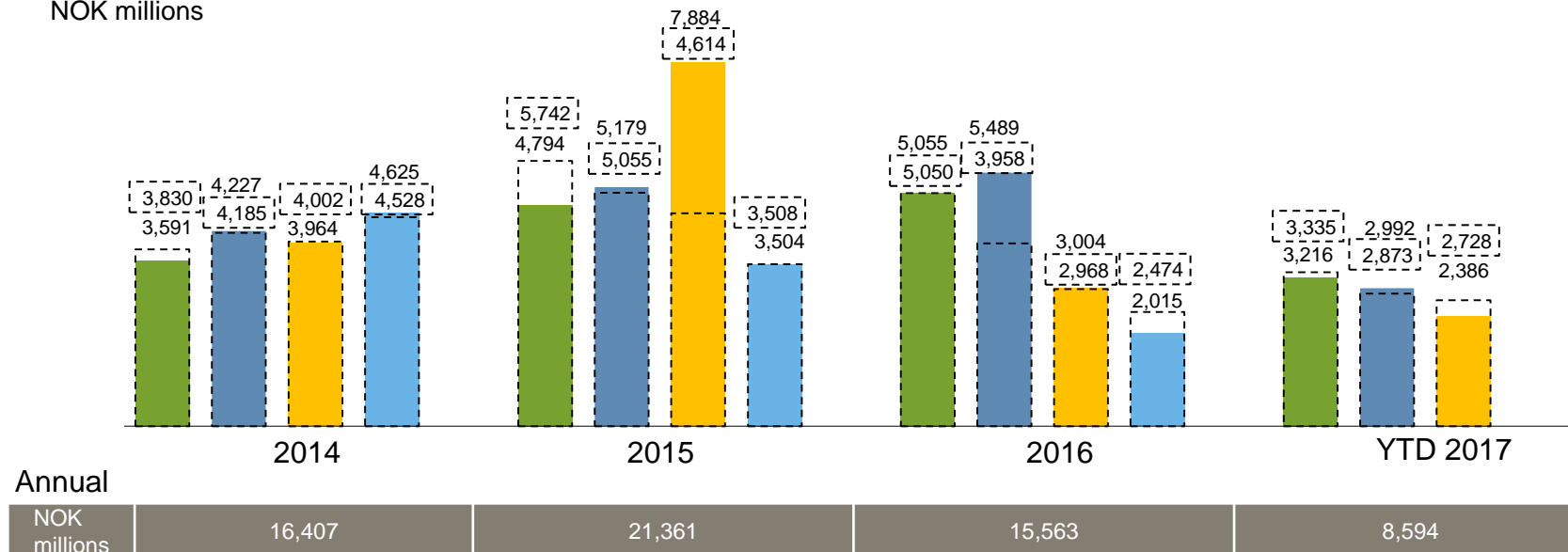
Brazil season-to-date premium product deliveries



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

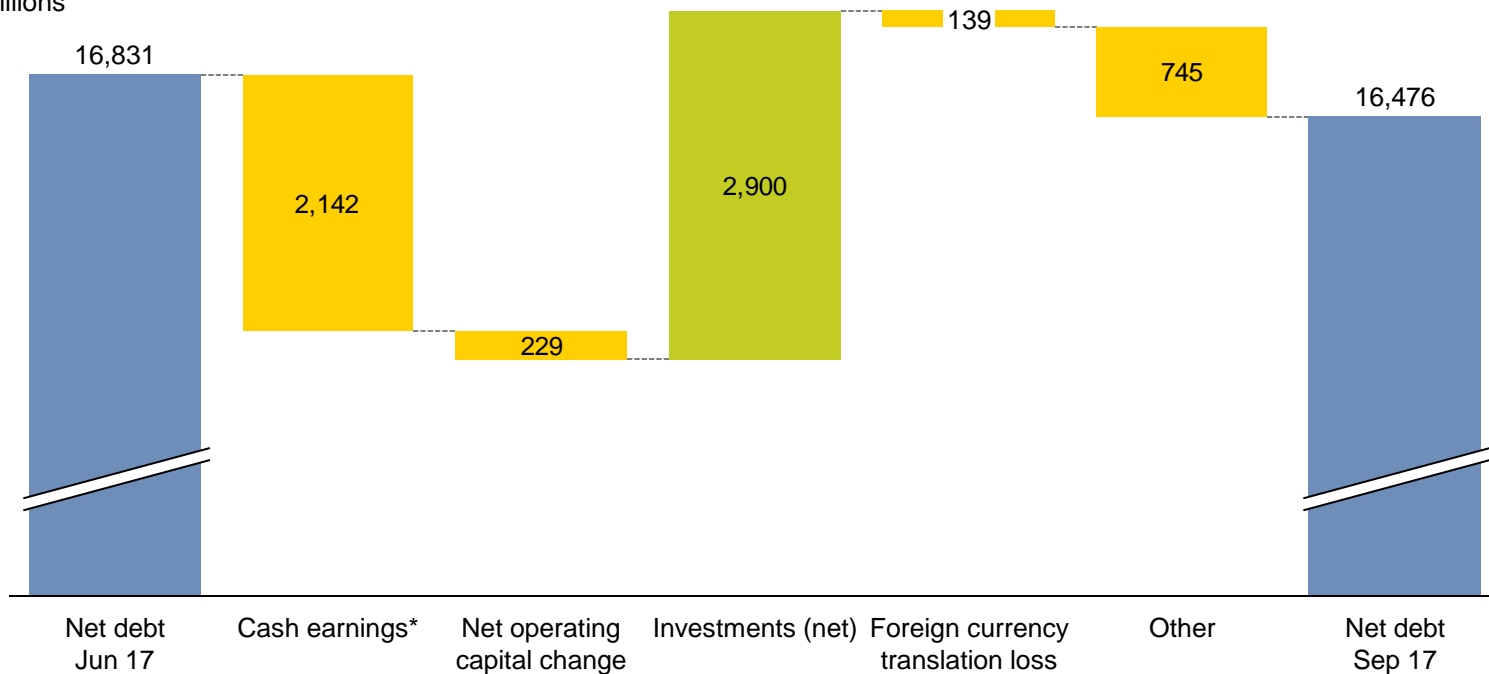
EBITDA excluding special items

NOK millions



Lower net interest-bearing debt as cash earnings and currency effects more than offset investments

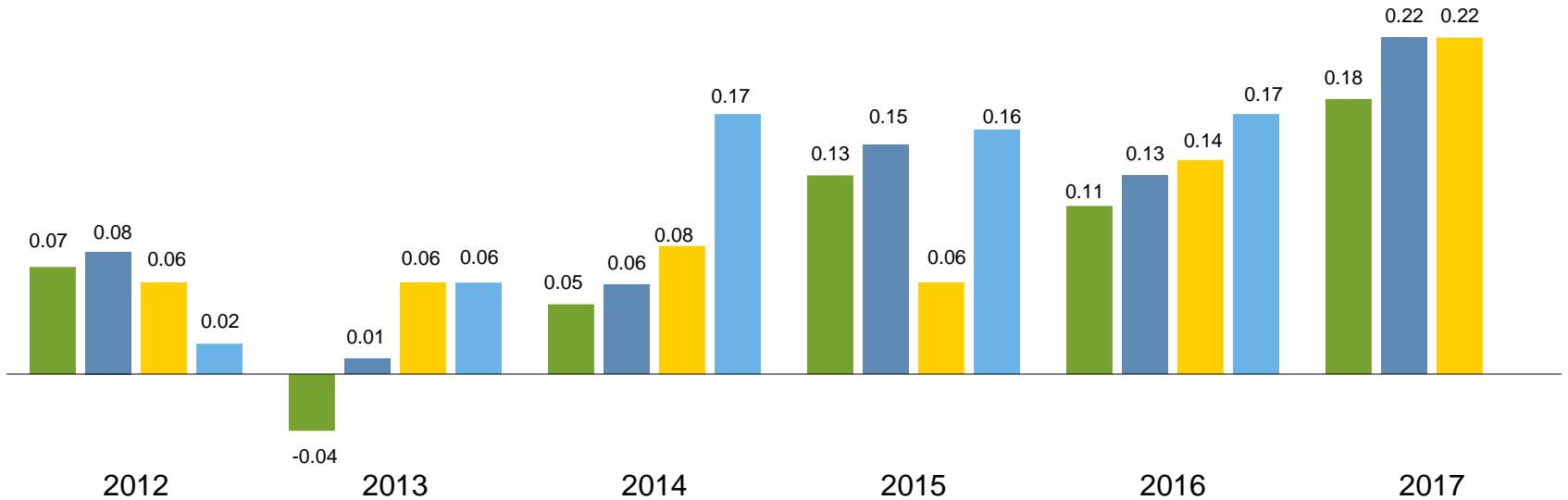
NOK millions



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

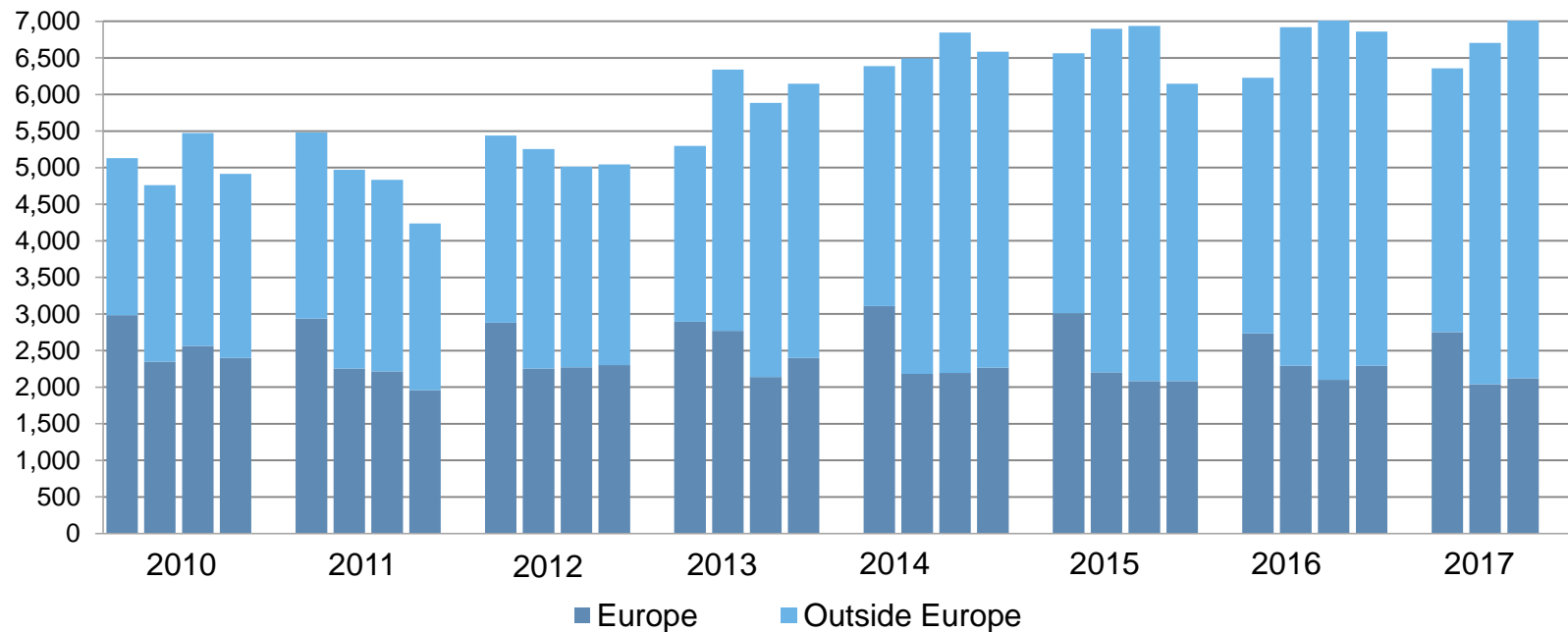
Debt/equity ratio

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



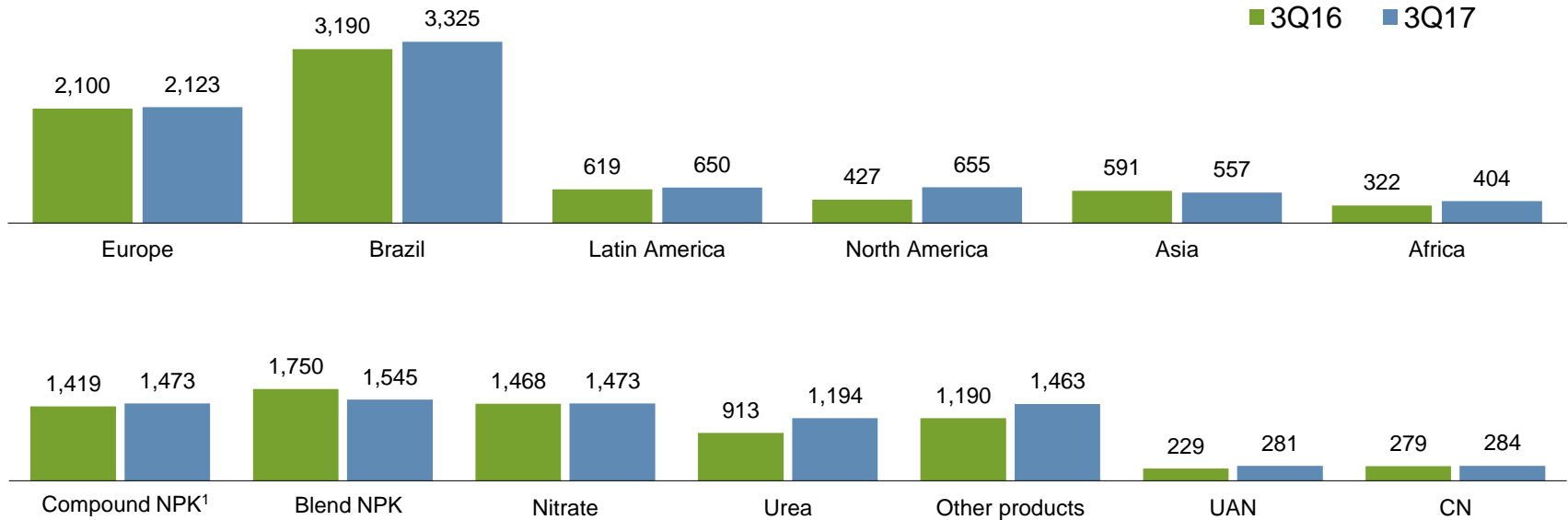
Fertilizer deliveries

Kilotons



Yara 3Q fertilizer deliveries by market and product

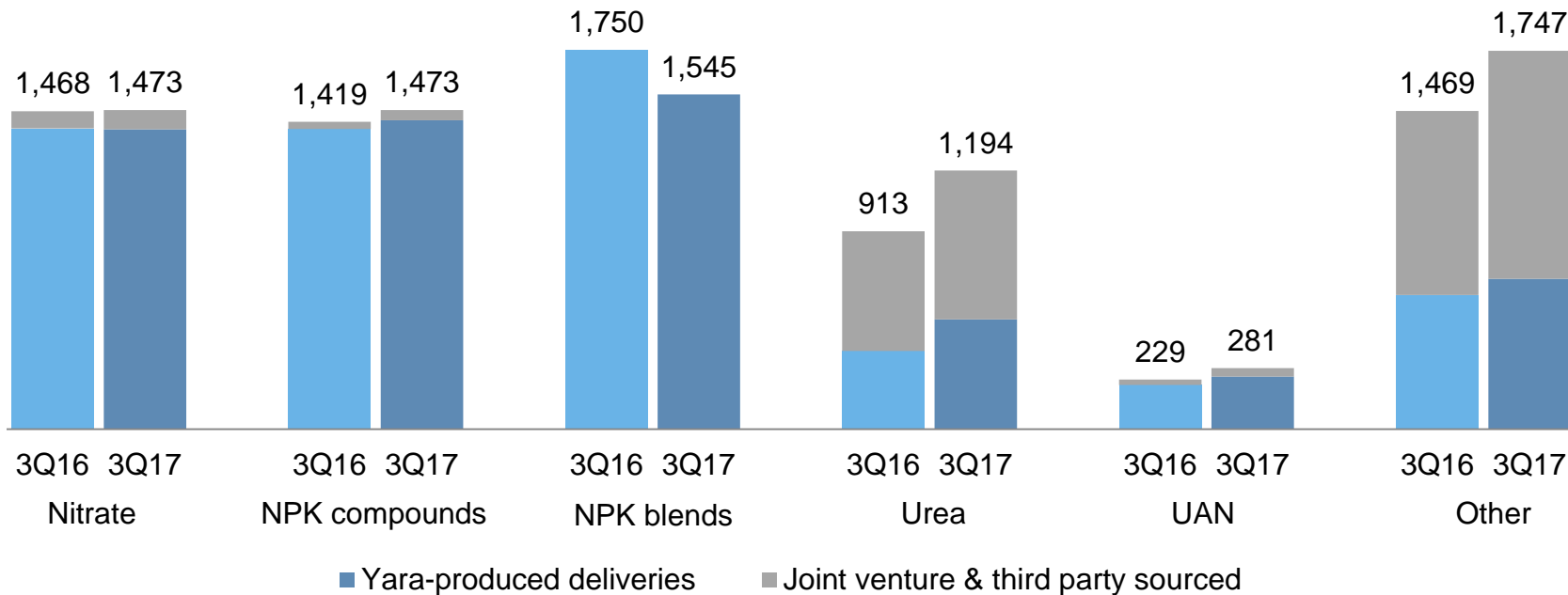
Kilotons



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

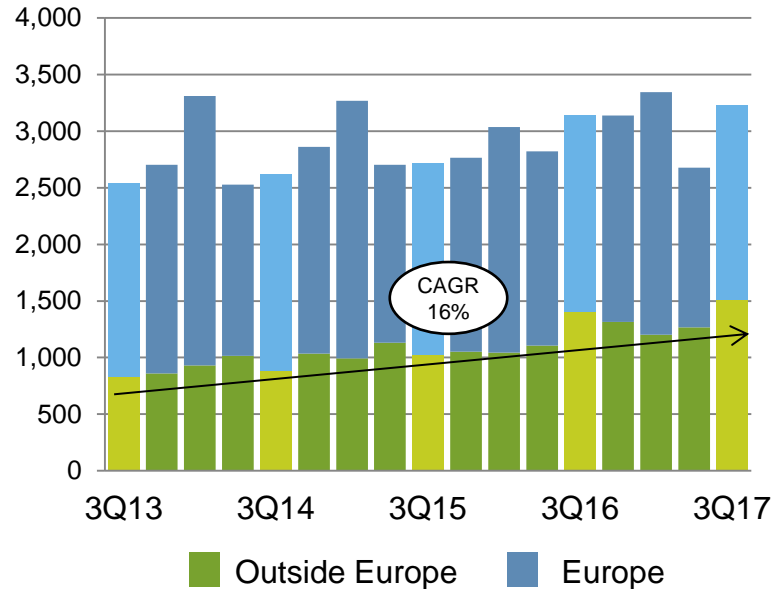
Fertilizer deliveries by product and source

Kilotons

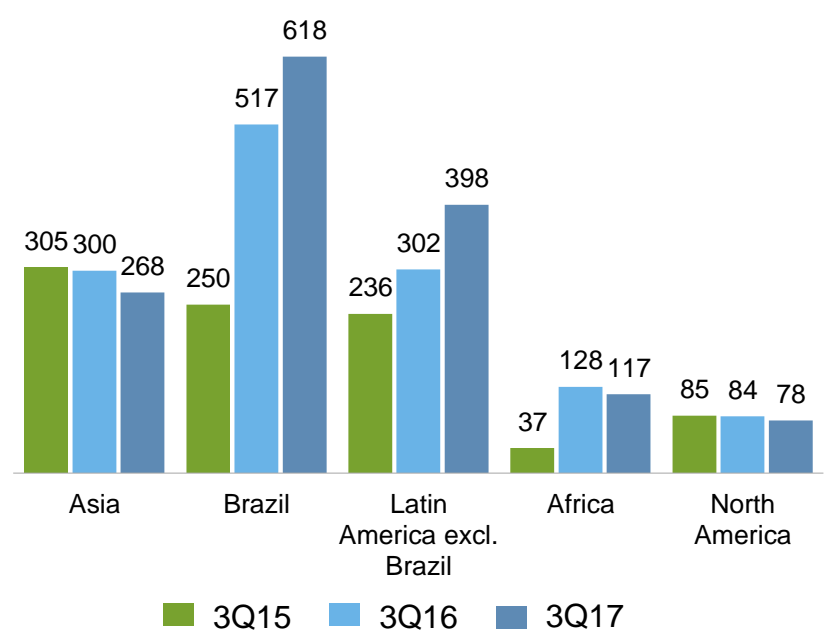


Strong premium product deliveries

Value-added fertilizer deliveries¹

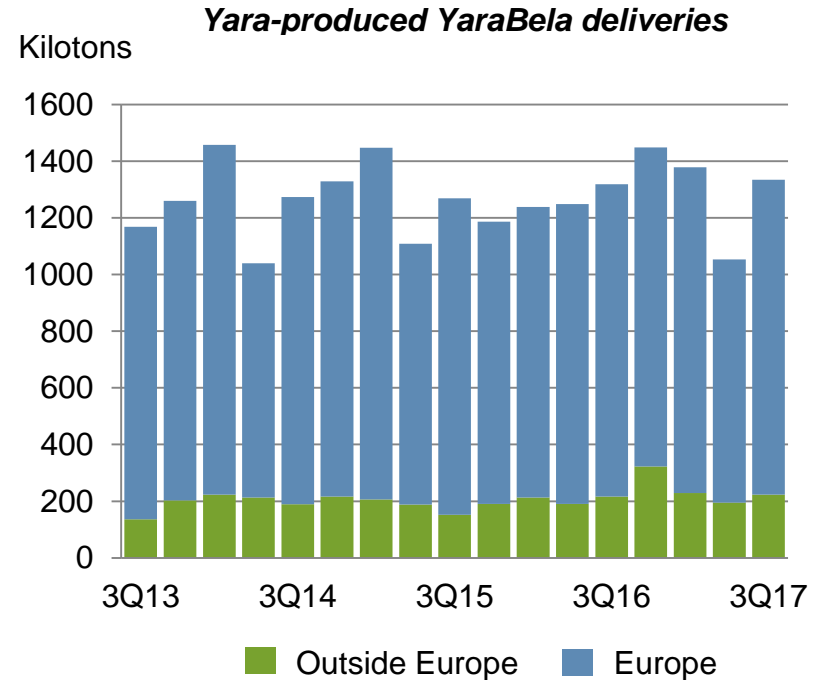
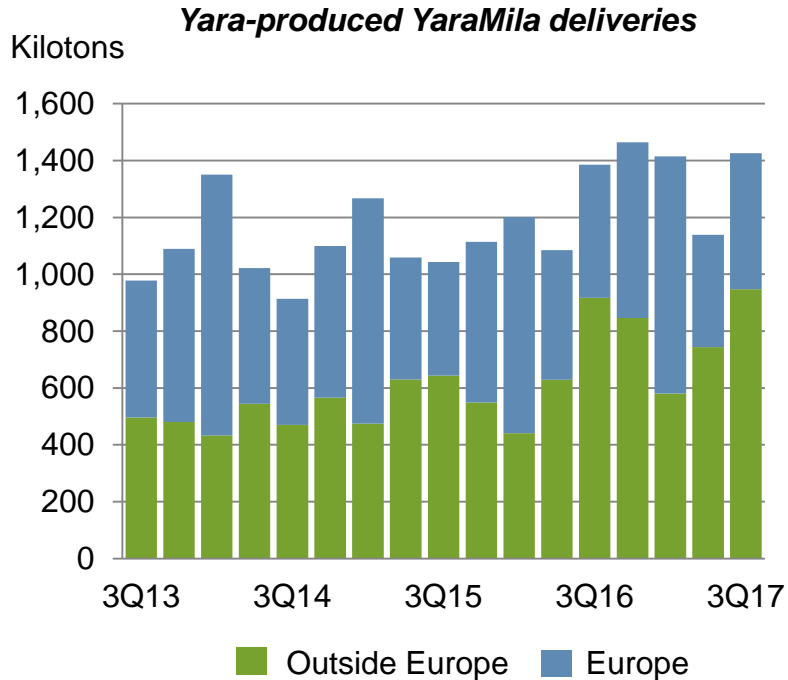


Value-added fertilizer deliveries¹



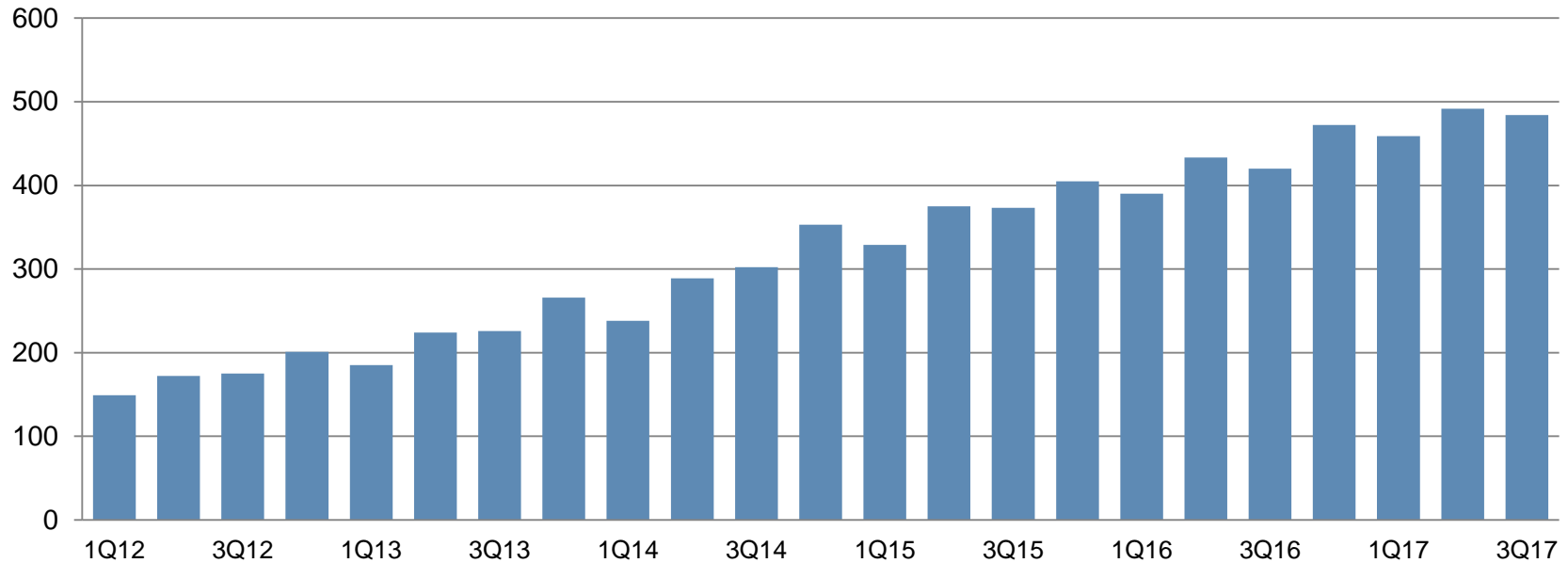
1) YaraBela, YaraMila and YaraLiva deliveries

YaraMila (compound NPK) and YaraBela (nitrate) deliveries



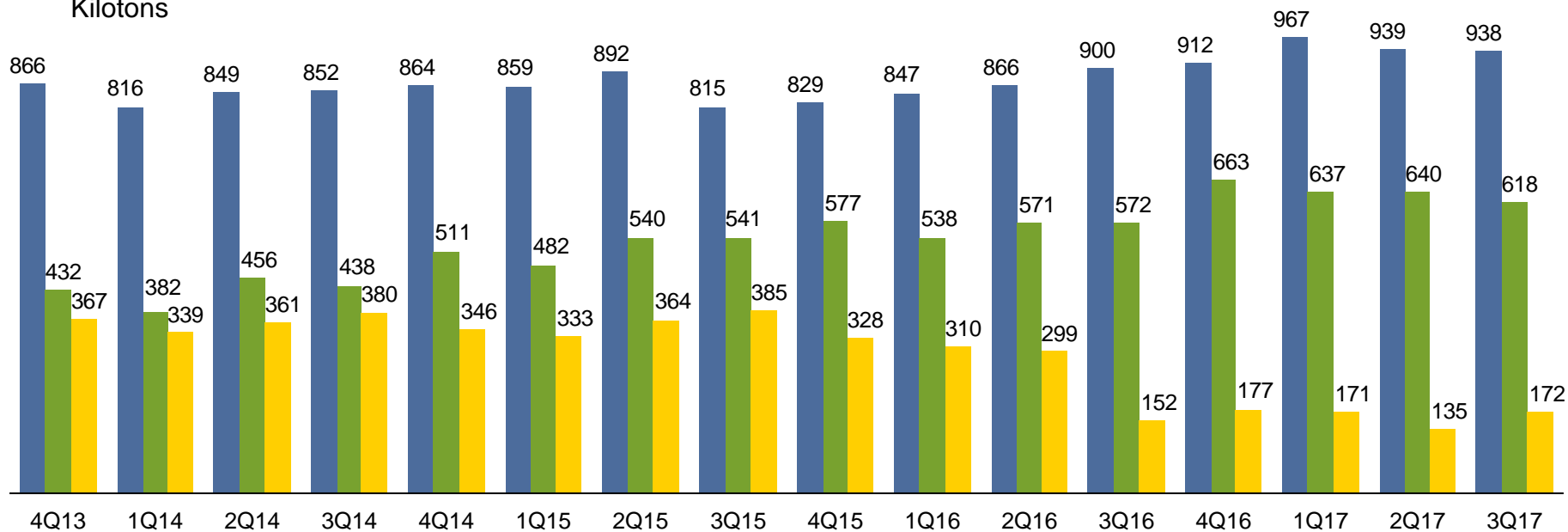
AdBlue deliveries

Kilotons



Industrial volume development

Kilotons

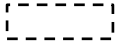


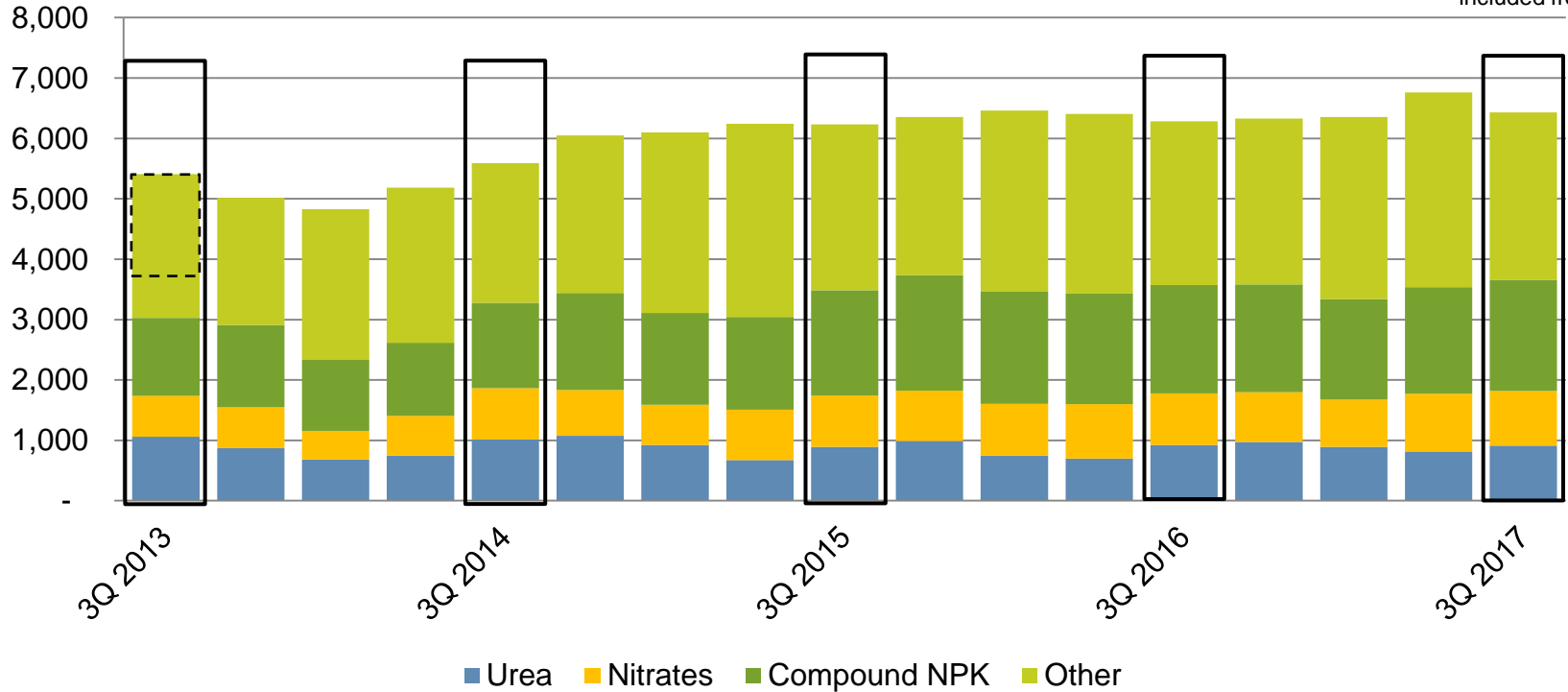
■ Industrial N-chemicals ■ Environmental products ■ Other¹

¹ European CO2 business divested 1 June 2016

Yara stocks

Kilotons
Finished fertilizer

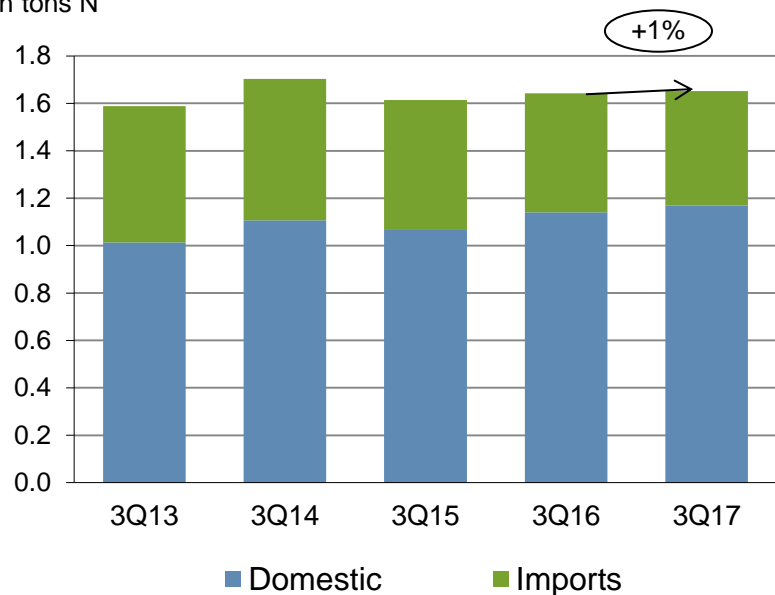
 Bunge Fertilizer
included from 3Q 2013



Normal start to the European fertilizer season, slow in USA like last season

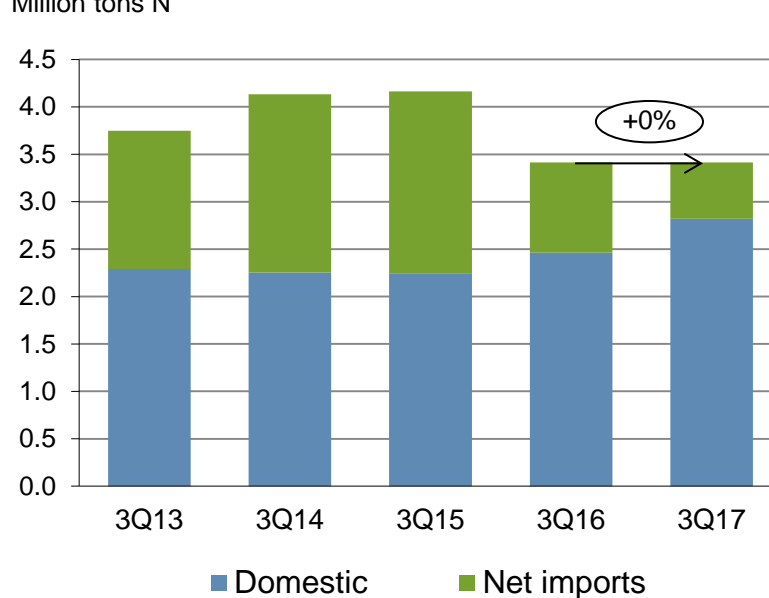
West Europe

Million tons N



USA

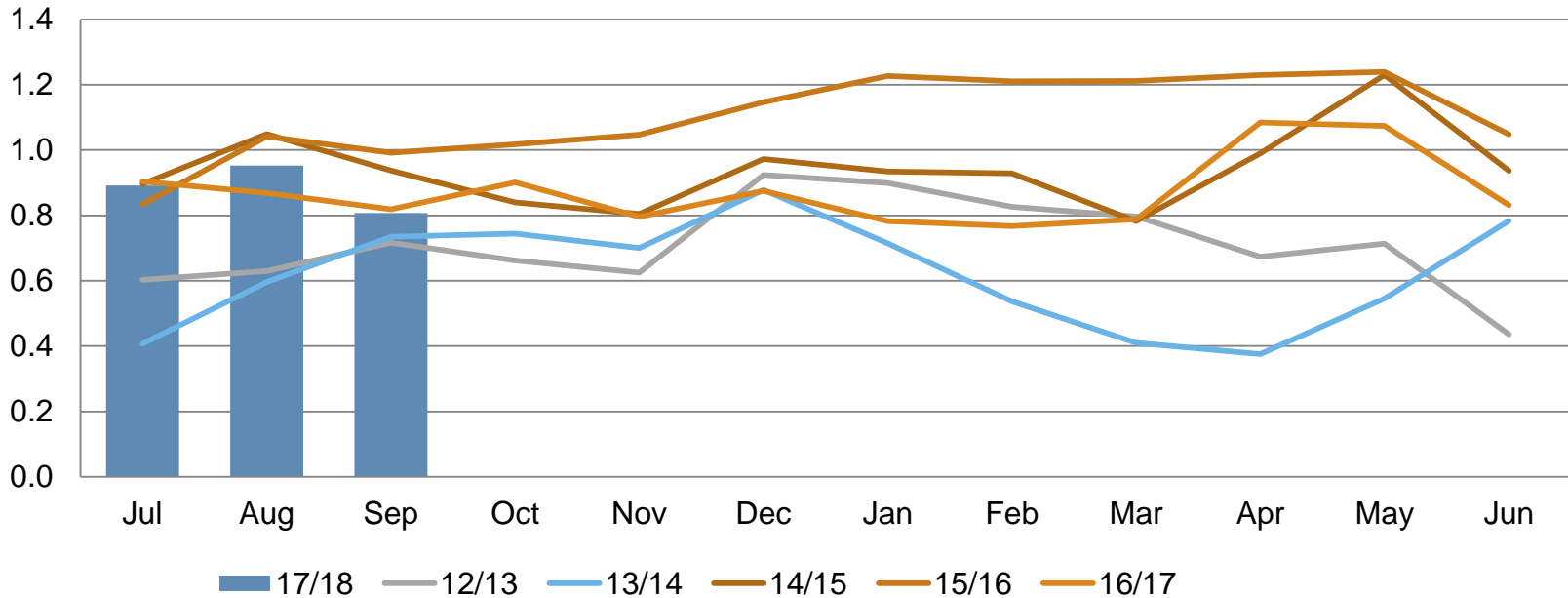
Million tons N



Source: Yara estimate, TFI, US Customs.

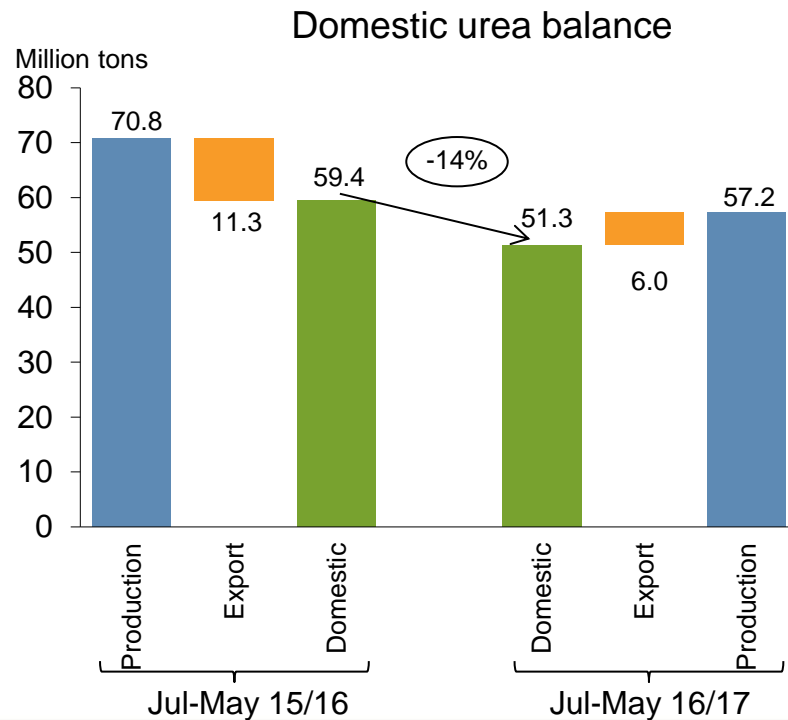
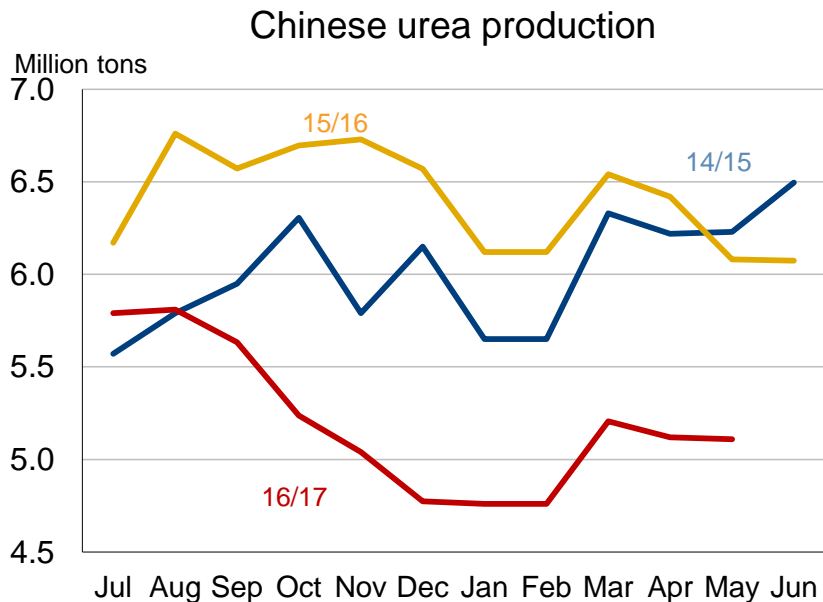
European producers' nitrate stocks

Index
June 2007 = 1



Source: Fertilizers Europe, Yara estimate for September

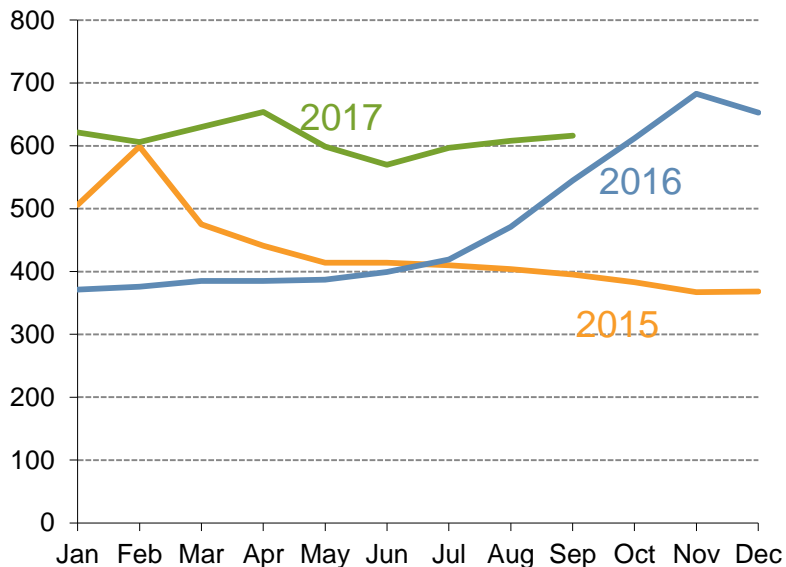
Chinese urea production suffering from increased production costs, domestic demand lower this season



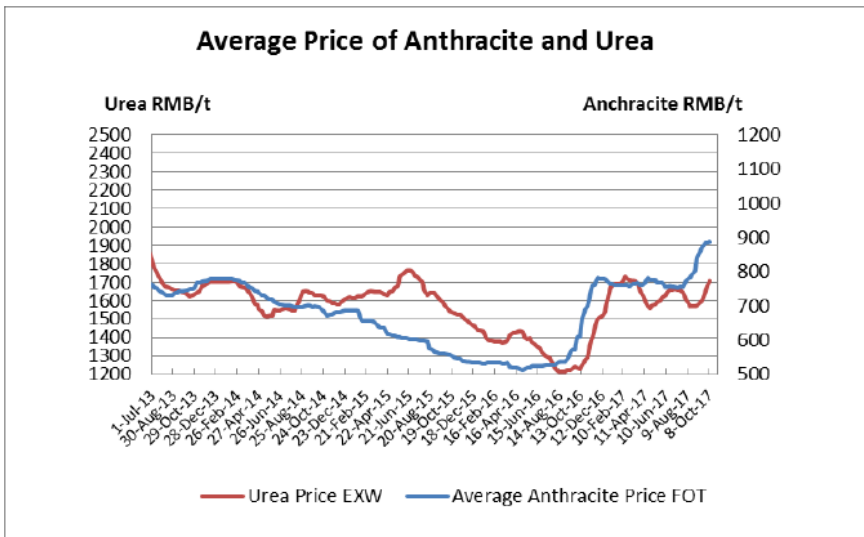
Source: CFMW

Increased coal prices drove nitrogen prices higher

Coal price in China (fob Qinhuangdao 5500, RMB/mt)



China anthracite and urea prices (RMB/mt)

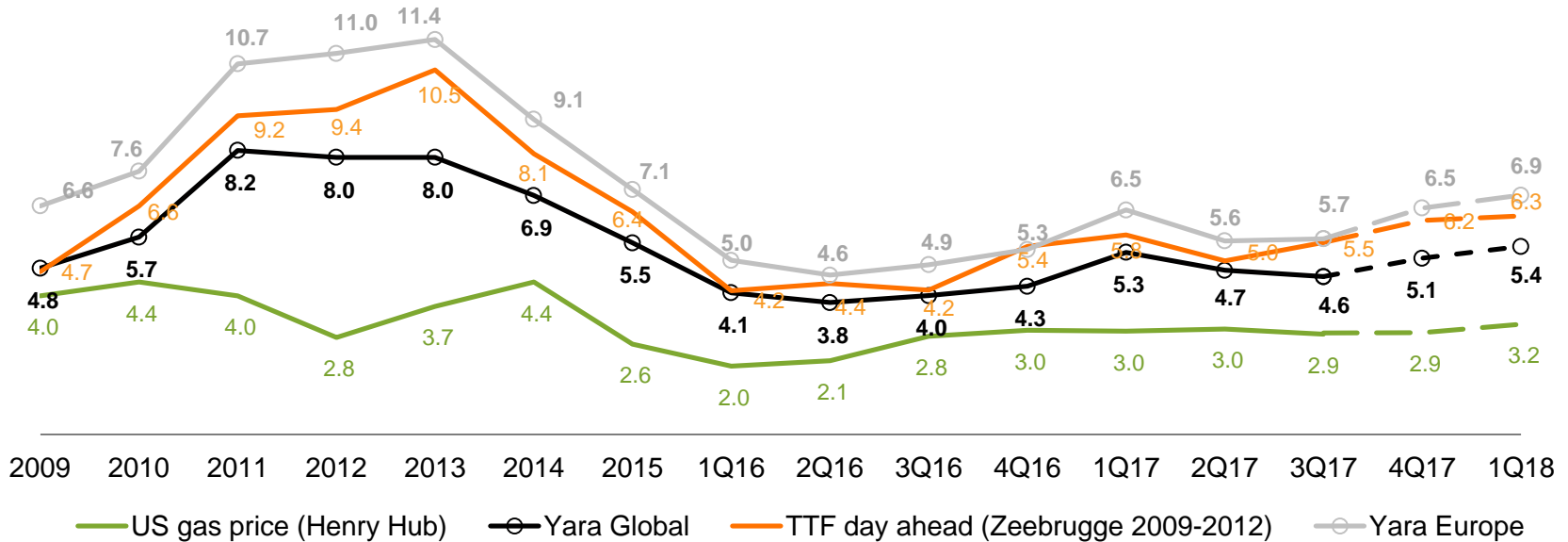


Source: IHS, CFMW



Energy cost

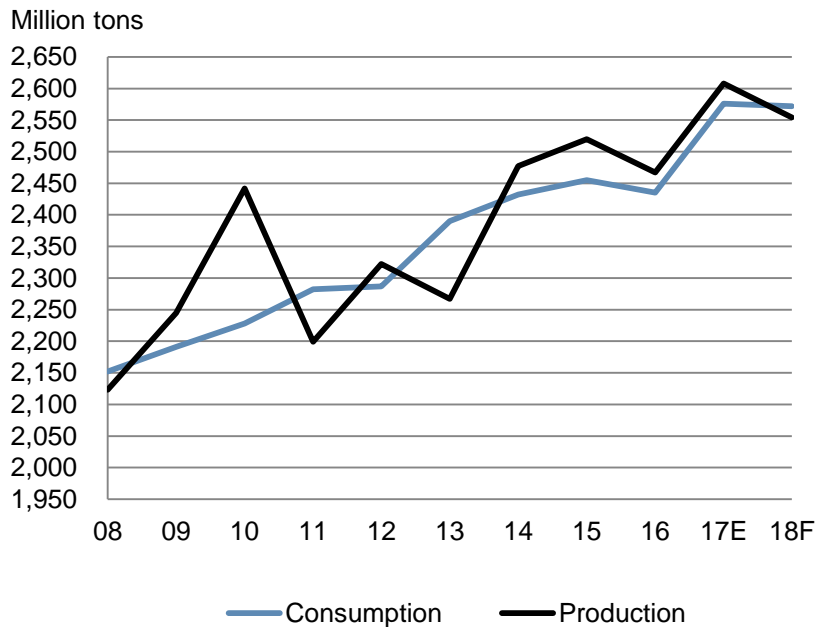
Yearly averages 2009 – 2015, quarterly averages for 2016-18 with forward prices* for 4Q17 and 1Q18.



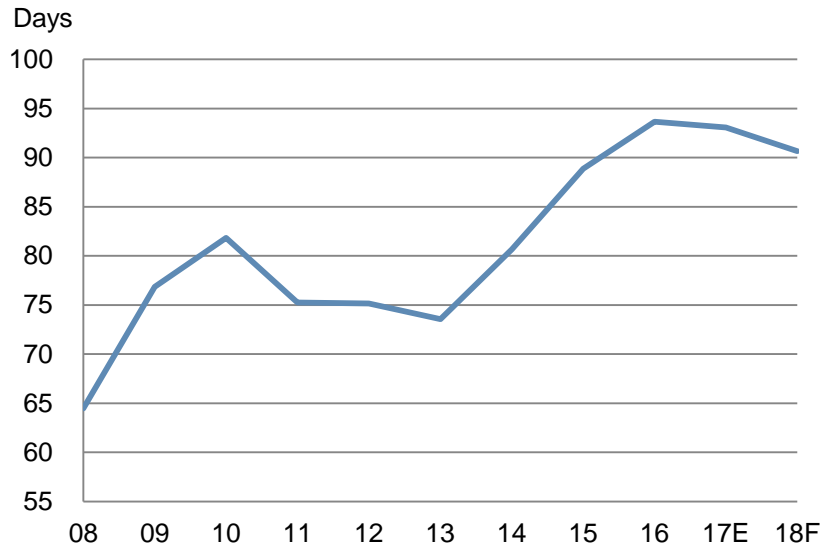
*Dotted lines denote forward prices as of 10 October 2017
 Source: Yara, World Bank, Argus/ICIS Heren

Reduced inventories expected for the 2017/18 season

Grain consumption and production



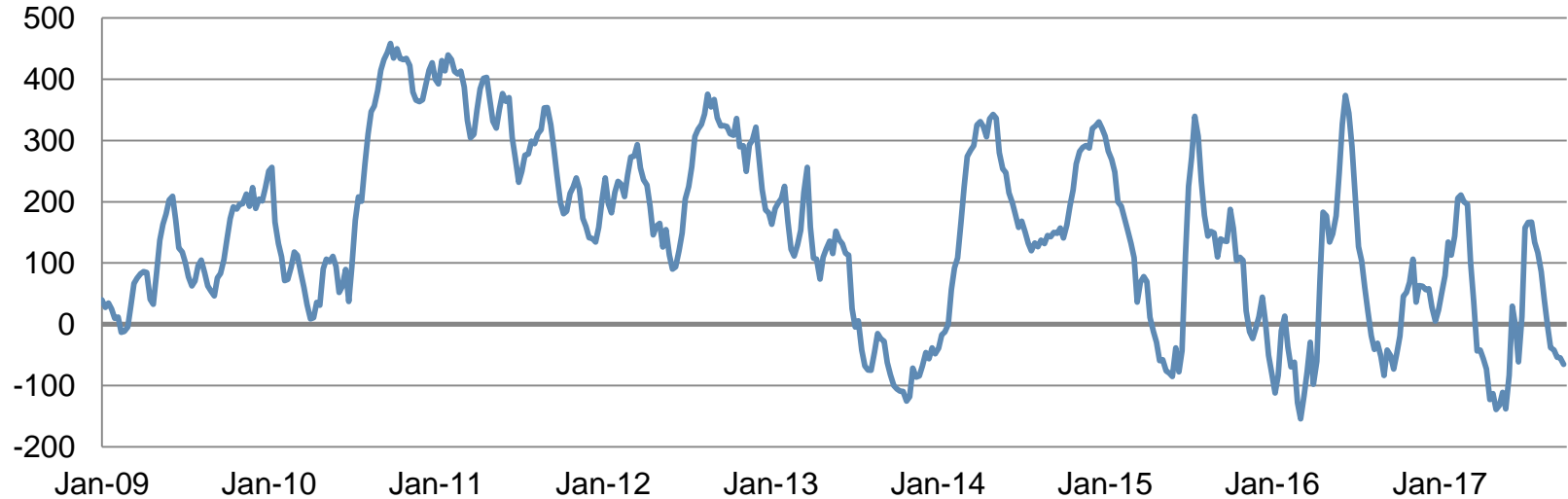
Days of consumption in stocks



Source: USDA October 2017

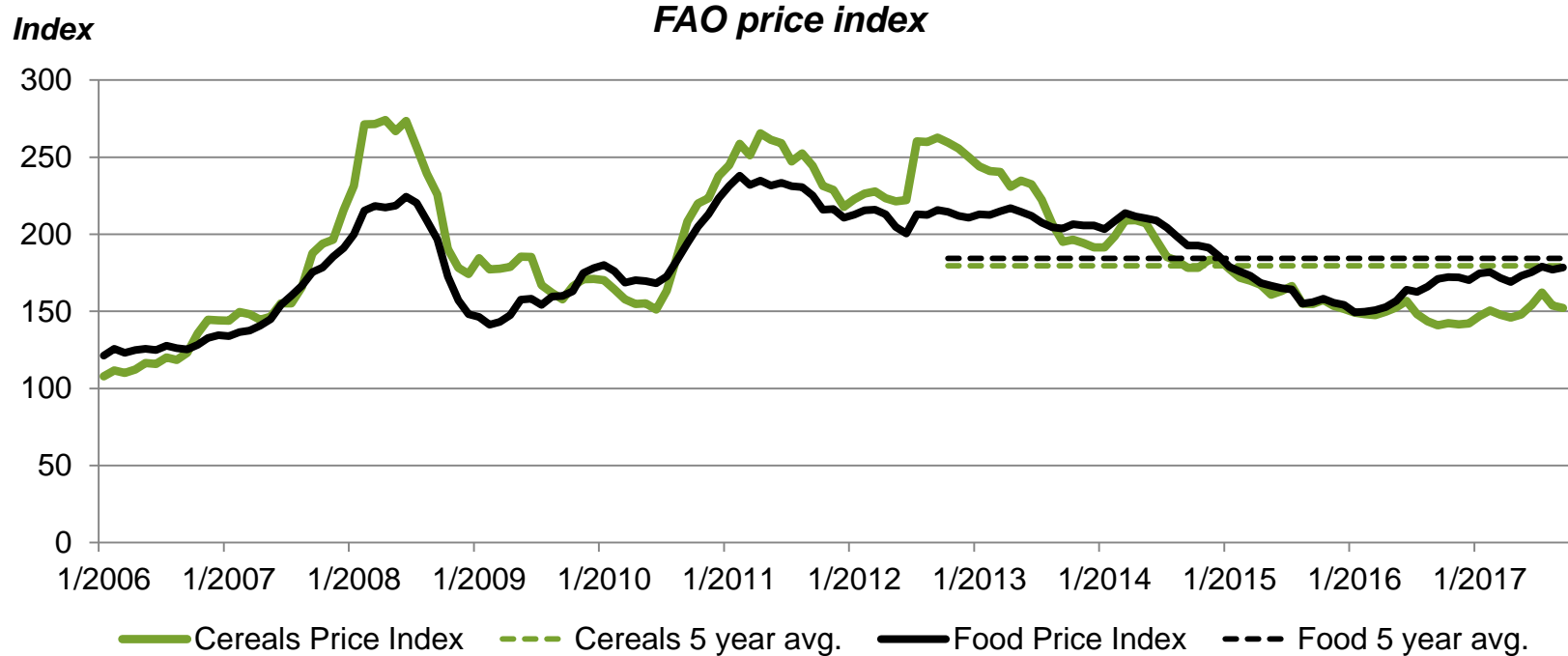
Non-commercials' net long position in corn

Thousand contracts



Source: US Commodity Futures Trading Commission

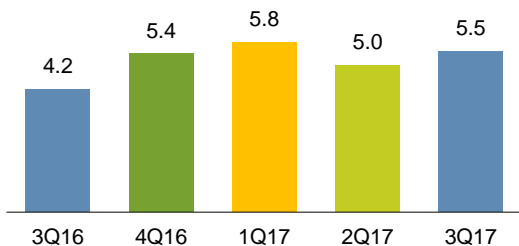
Relatively weak grain economics



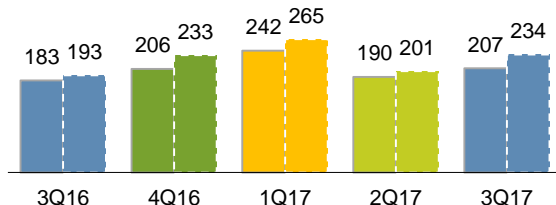
Source: FAO

Key value drivers – quarterly averages

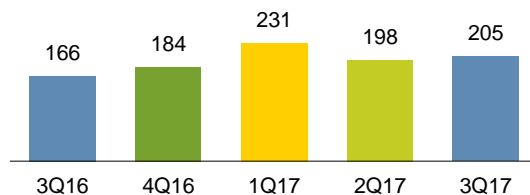
TTF day ahead (USD/MMBtu)



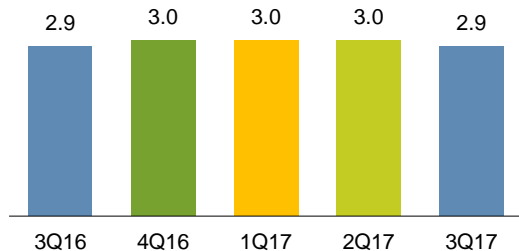
Urea prilled fob Black Sea (USD/t)/Urea granular fob Egypt (dotted line, USD/t)



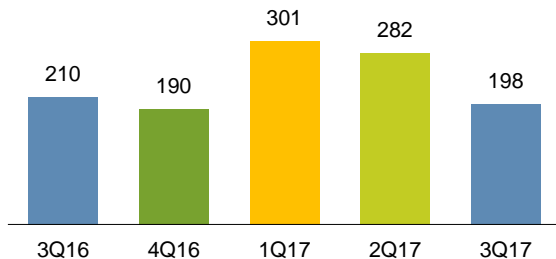
CAN cif Germany (USD/t)



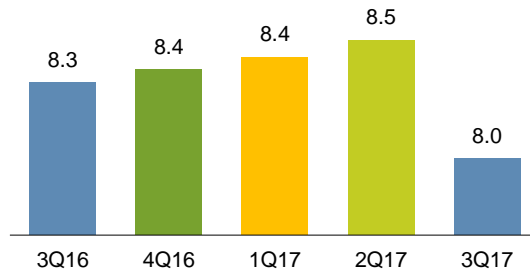
US gas price Henry Hub (USD/MMBtu)



Ammonia fob Black Sea (USD/t)



NOK/USD exchange rate



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