



Knowledge grows

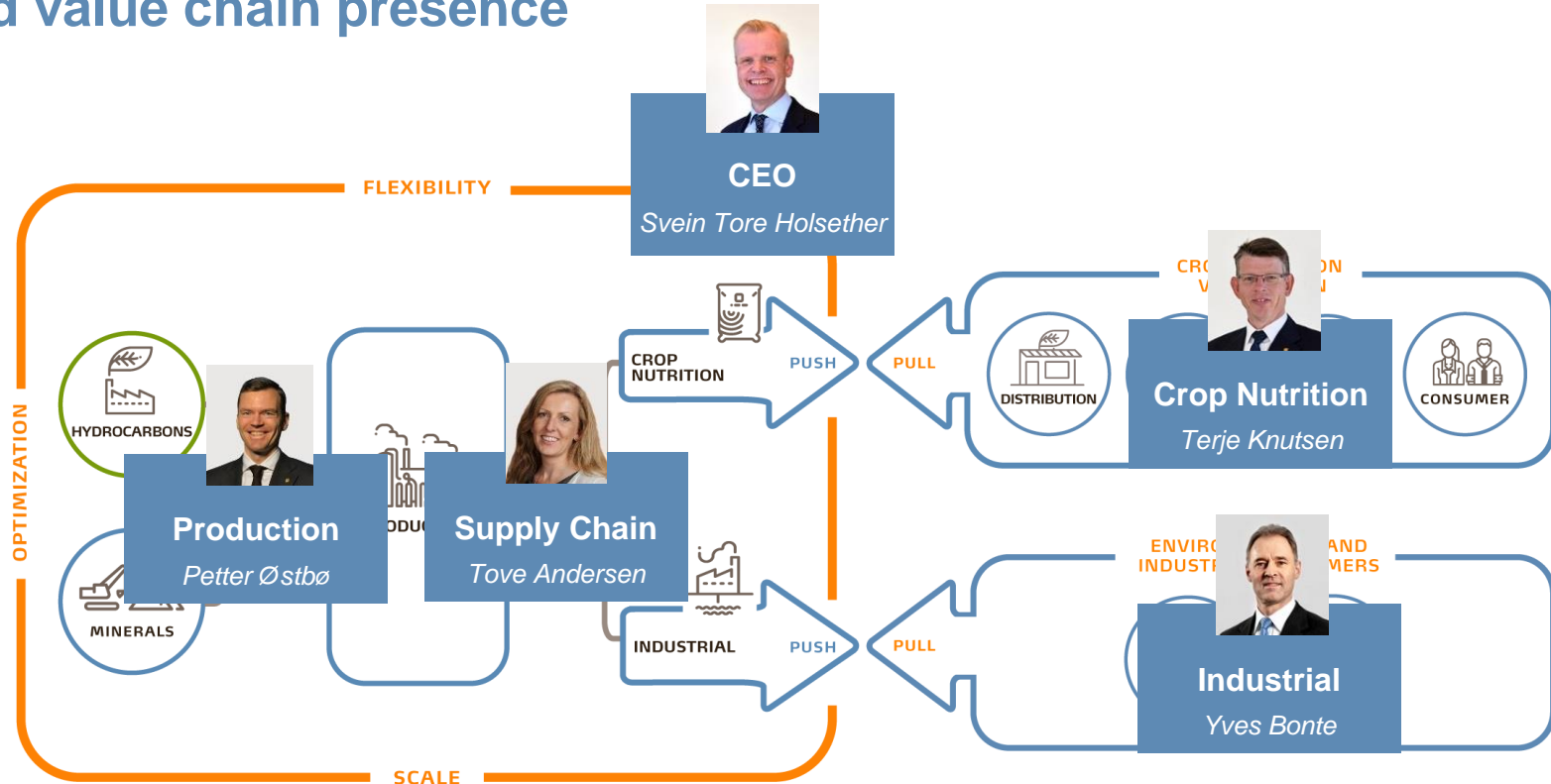
Yara International ASA “Growing in Brazil & India”

Terje Knutsen
EVP, Yara Crop Nutrition

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



We help farmers increase productivity and quality through targeted crop nutrition plans

We segment crops to understand where we create the most value



We engage with the farmers to develop the best nutrition plans



We share our knowledge to create value for farmers, dealers and Yara



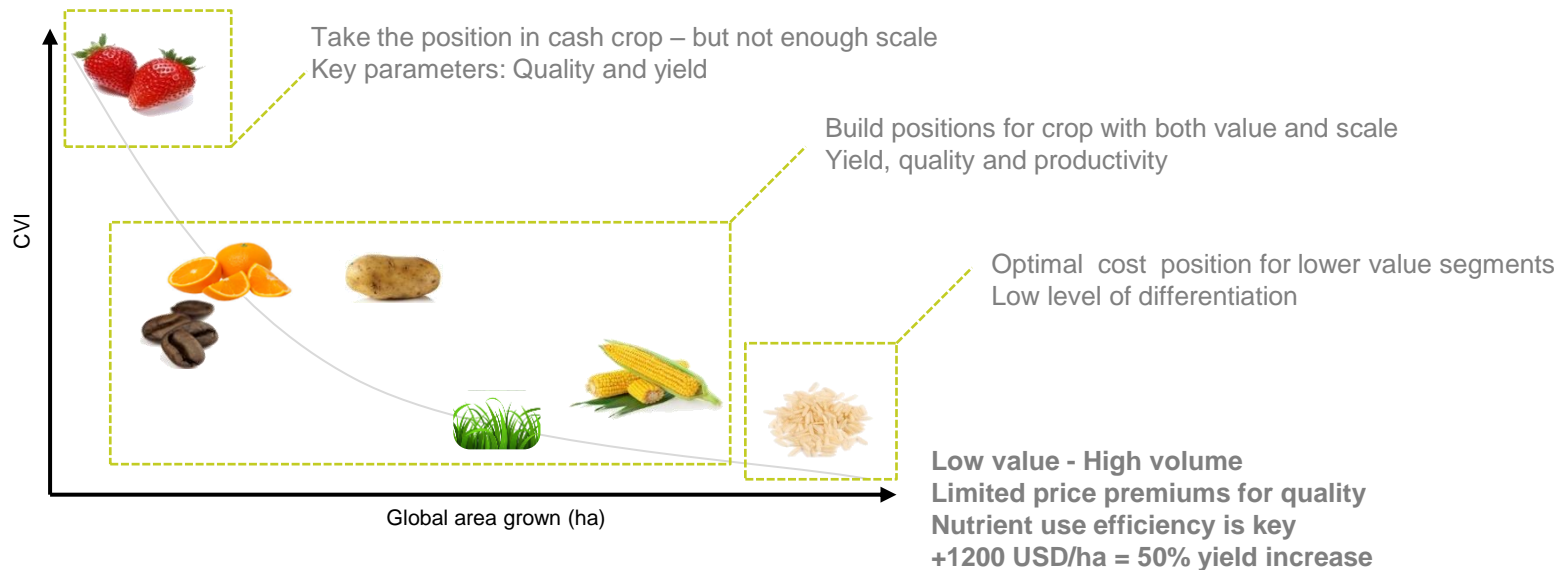
Crop Value Index – a key guide to our approach

What is CVI:

Crop revenue

Fertilizer costs

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



Brazil to replace USA as the breadbasket of the world

- % of global production (2015/2016)
- % of global export (2015/2016)



52% #1

71% #1



32% #1

21% #1



31% #2

41% #1



22% #1

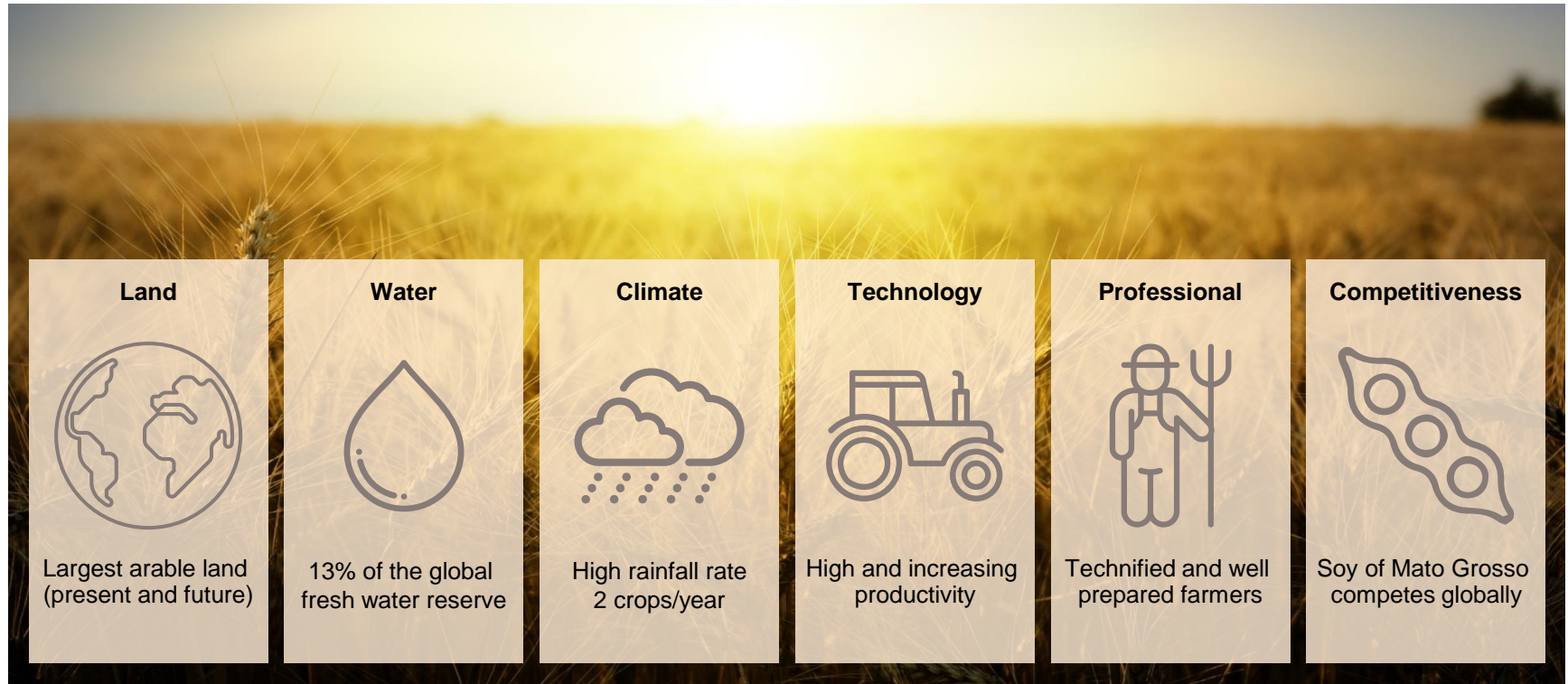
48% #1



7% #3

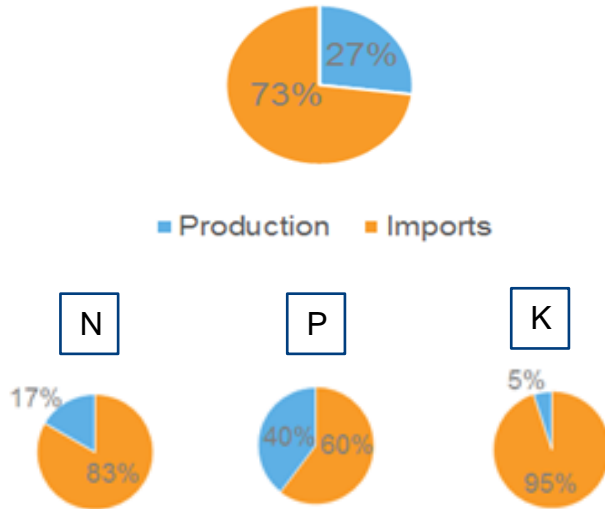
23% #2

And Brazil is set to continue growing as the world needs more food



Brazil still dependent of imported fertilizers, with considerable potential for increased consumption

NPK - Production X Imports (Brazil 2016)



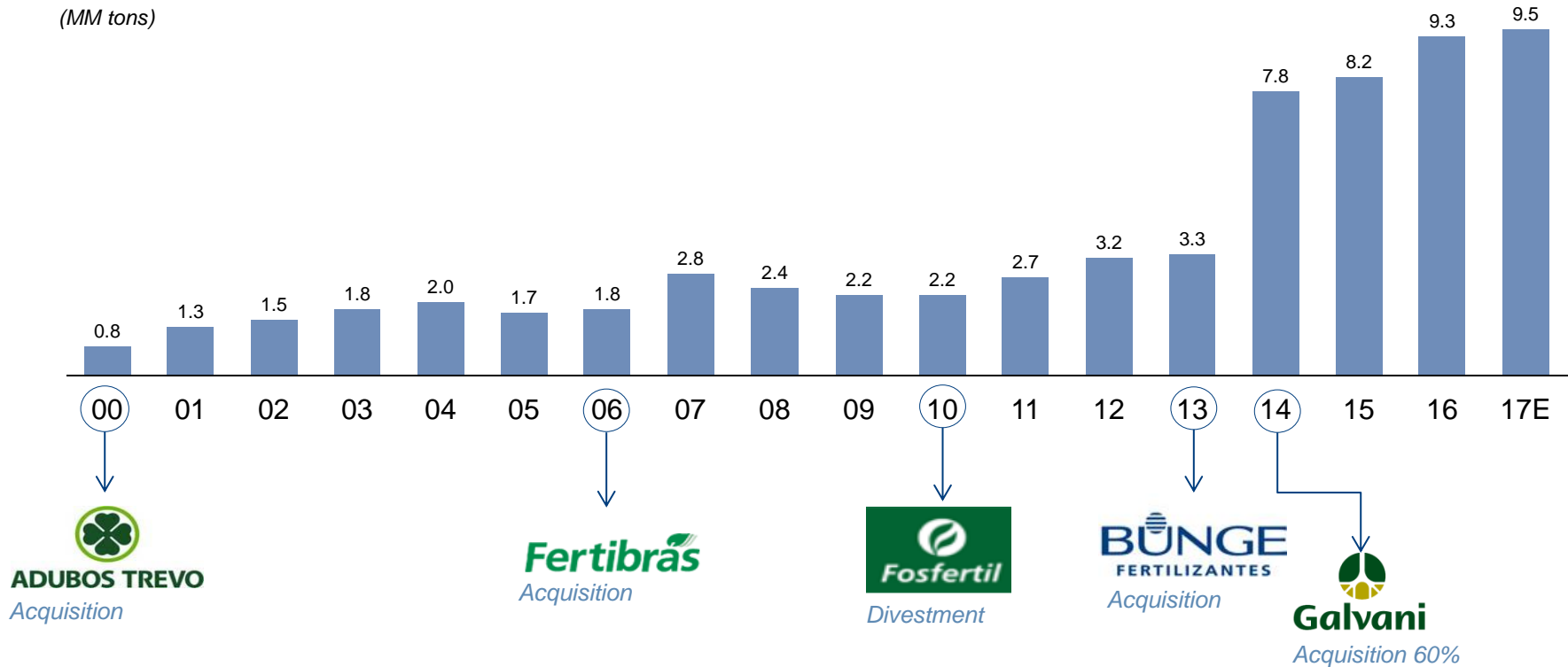
Crop Yield Evolution (ton / hectare)



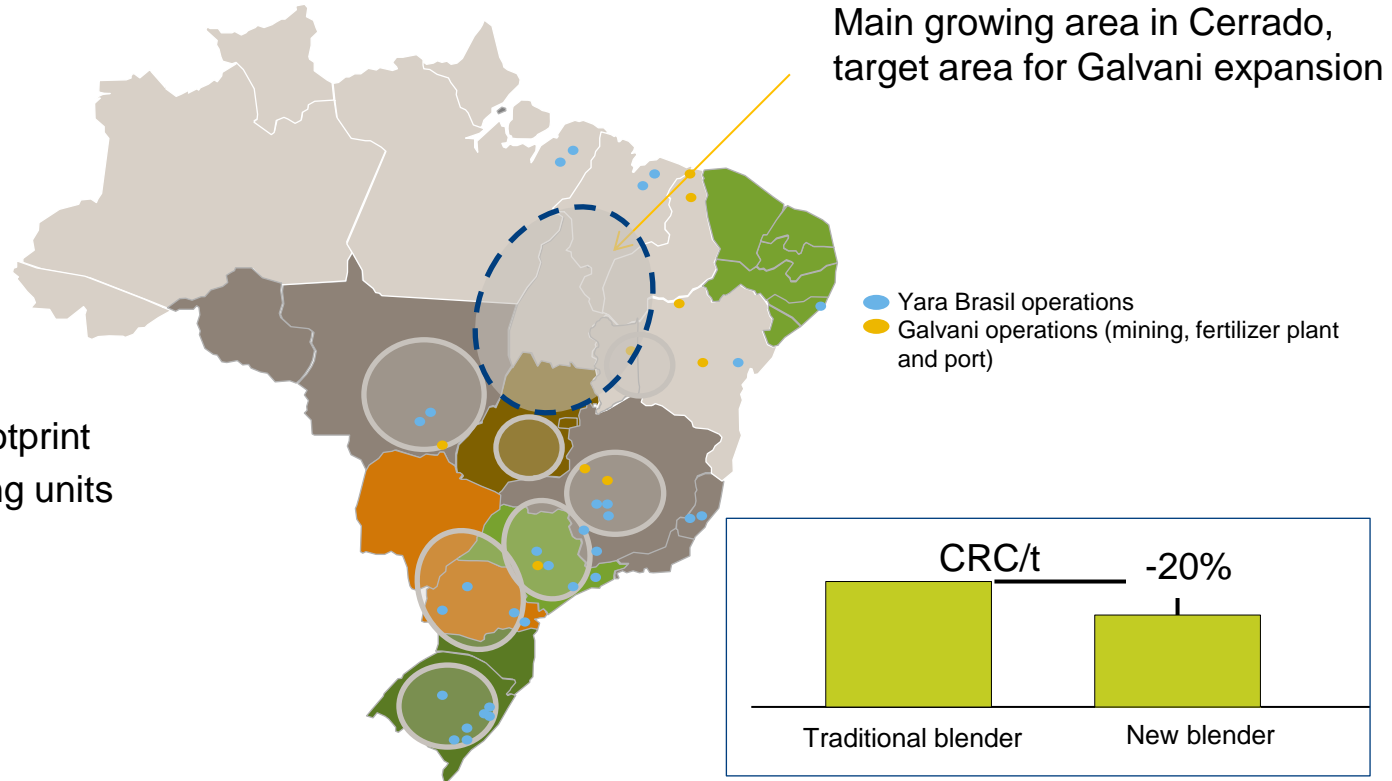
The consumption of fertilizers in Brazil would grow more than 40% if US standard application rates were applied on the current arable land in Brazil

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

Volume
(MM tons)



Yara combines large-scale local market presence with leading global product portfolio and crop nutrition expertise



- Optimization of asset footprint
- Modernization of blending units
- Process improvements

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

Crop-focused solutions

Farmer-centric strategy drives growth



> 20,000 farmers using Yara solutions

> 200 Yara agronomists and 600 sales representatives

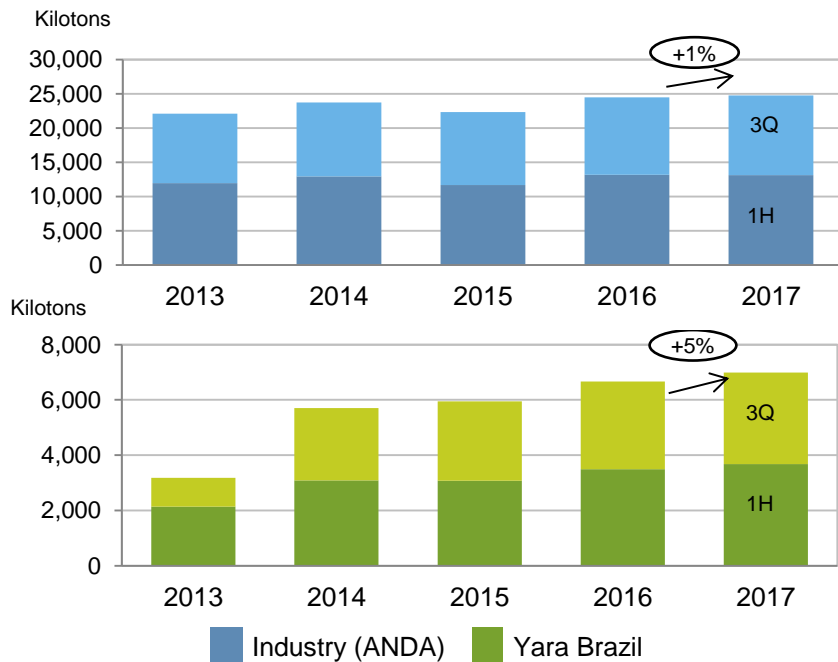
> 55% of Yara deliveries are direct to farmer

> 55,000 interactions with farmers p.a.

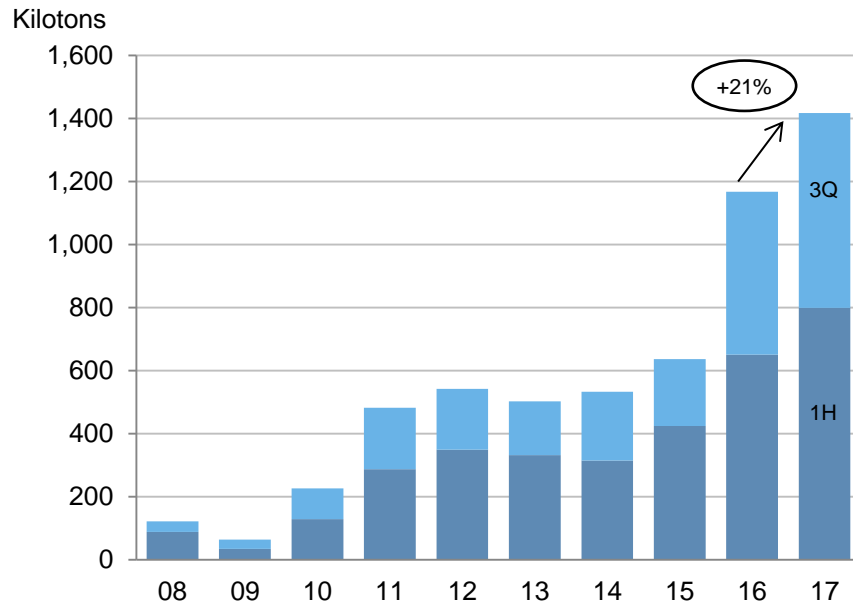


Yara focus on premium products and solutions drives growth

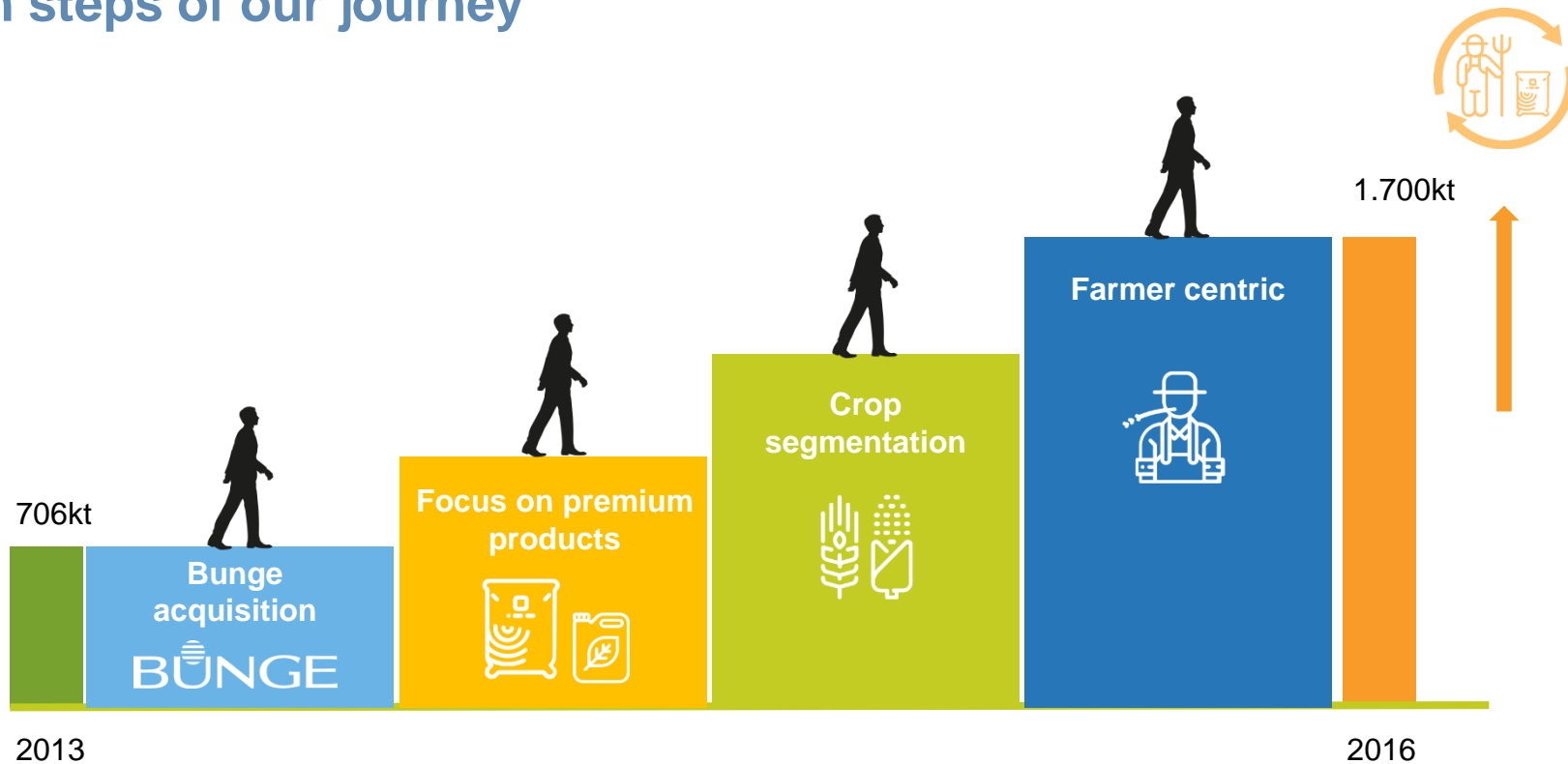
Brazil season-to-date fertilizer deliveries



Brazil season-to-date premium product deliveries



Main steps of our journey



supersoja



+ MAYS

A melhor escolha em
qualquer situação



NOSSO CAFÉ

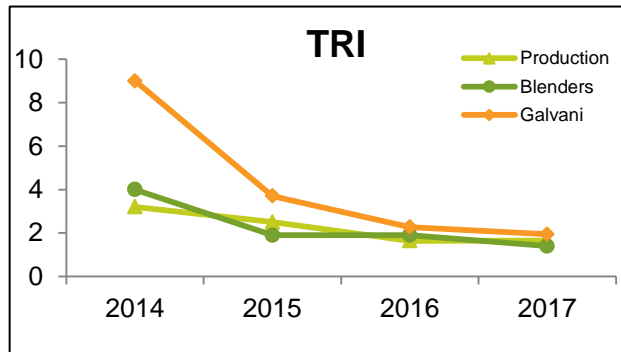


Safety and compliance - our license to operate



- **Safety**

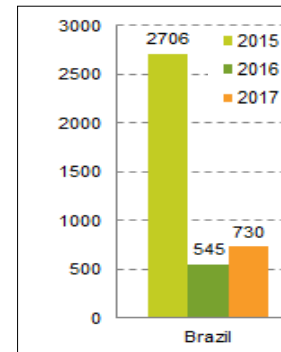
- Safe by Choice promotes a clear and consistent focus on improved safety management at all levels in the organization
- Safer operations reflected on TRI reduction



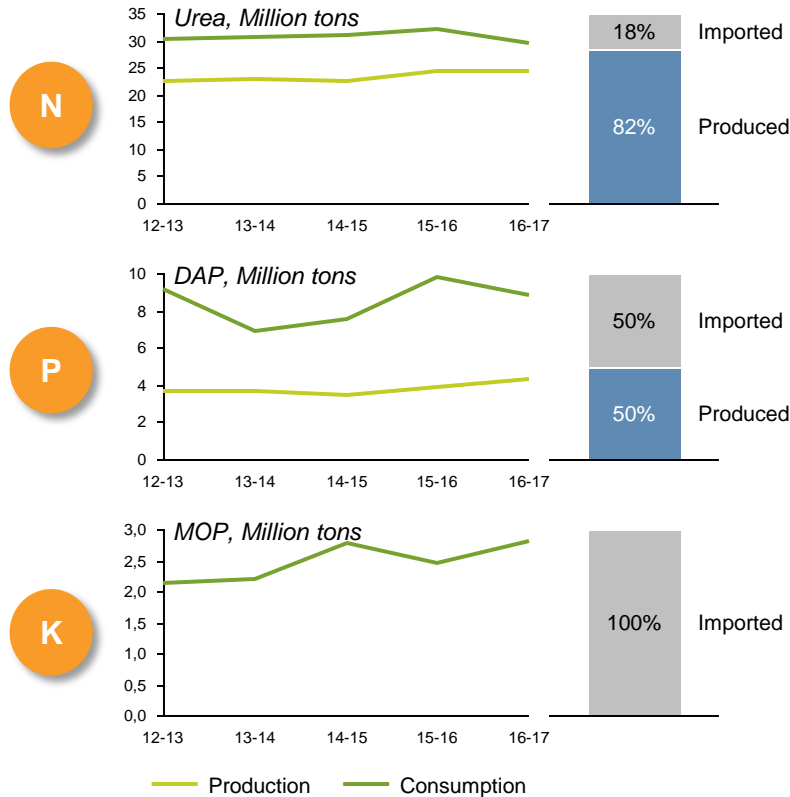
- **Compliance**

- Yara Compliance Program implemented in all of Brazil
- Integrity Due Diligence performed to relevant business partners
- Permanent risk assessments
- Extensive training to own employees and other business partners

Number of employees trained



India is the world's second-largest fertilizer market



- ~5.5 million tons urea deficit filled by imports
- 30 Urea plants (majority natural gas based) producing ~24 million tons
- Relatively fragmented landscape with 18 companies covering the urea production
- Producers can be split in three categories:
 - Cooperatives (30% of capacity)
 - State owned (30% of capacity)
 - Private (40% of capacity)

A market with significant potential and opportunities in Agri Sector

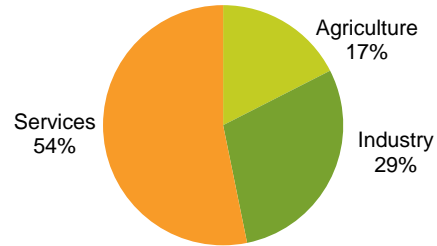
Strong global position



- Globally ranks third in farm and agriculture output
- Second largest producer of wheat, rice, fruits and vegetables, sugarcane, cotton and oilseeds in the world
- Largest producer, consumer and exporter of spices

Role of agriculture in Indian economy

Contribution to India's GDP



- 17% share of Indian GDP
- Agricultural product is the 4th largest exported principal commodity with a share of 10 per cent of total exports of the country

Growing population - Need for improved productivity

Yield – Kg/Ha	India	Brazil	China
Paddy	3622	5201	6749
Maize	2752	5776	5998

- India's Low Productivity provides great opportunity
- Imbalanced fertilization, the root cause to above, offers an opportunity complementing Yara's strength

Yara sees opportunities to contribute in this transformation process of Indian agriculture building on long years of presence in India and the positive progress achieved.

Yara's Footprint In India

2011 -  18

2015 -  54

2017 -  140

Central India



Maharashtra



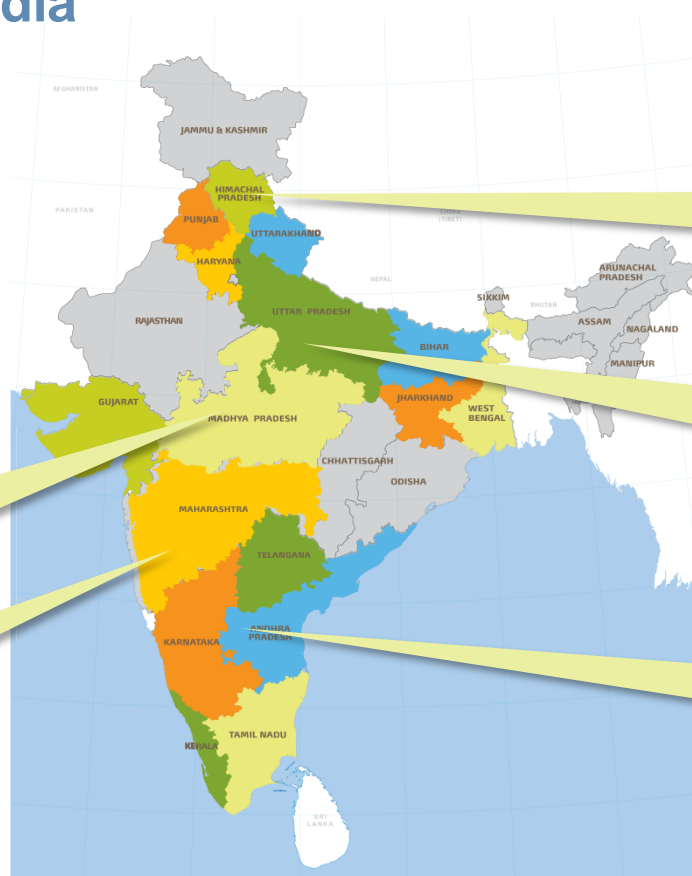
Himachal Pradesh



North India



South India



Knowledge grows yields, profitability and living standards

[illegible]

Balanced crop nutrition programs



Best practice demonstrations



Regular farmer training programs



On-farm training



Special crop seminars



Mobile campaigns



Participation in agri-fairs



Tools and Services

