



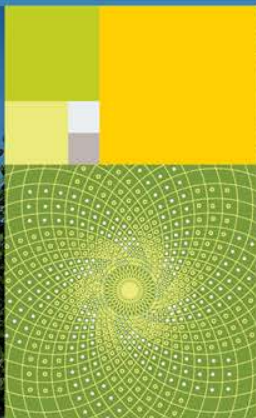
Knowledge grows

Yara International ASA Frankfurt roadshow

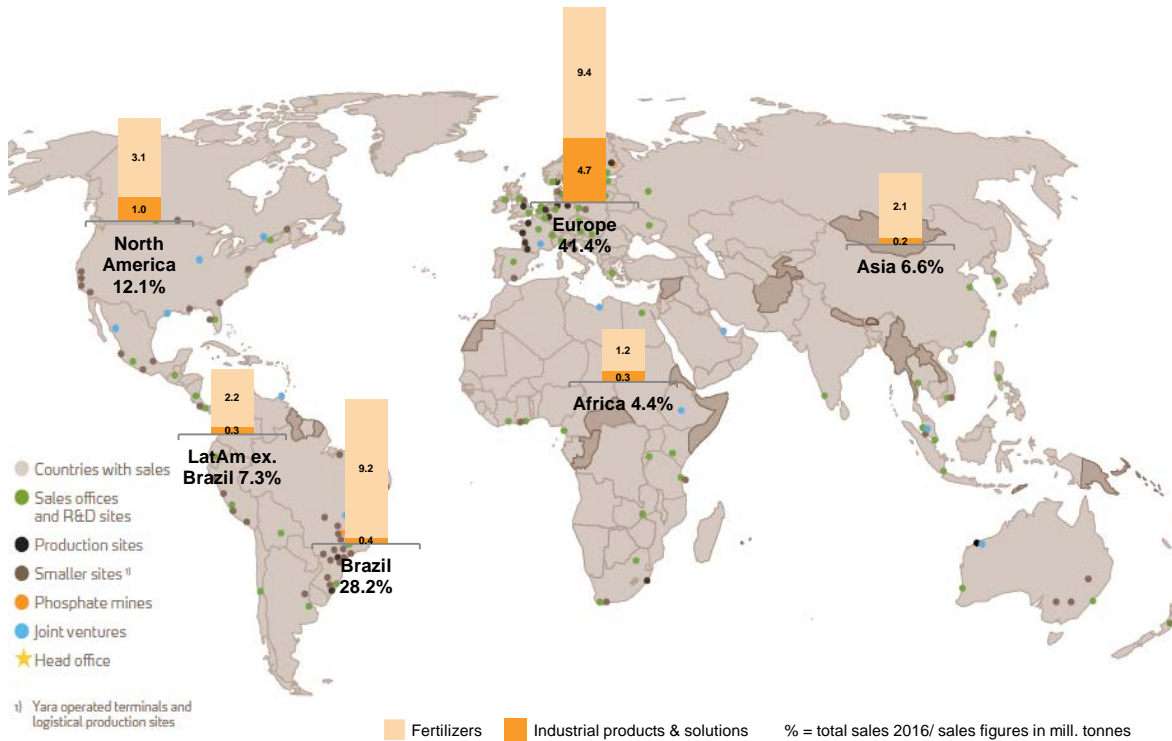
20 March 2018

Torgeir Kvidal, CFO

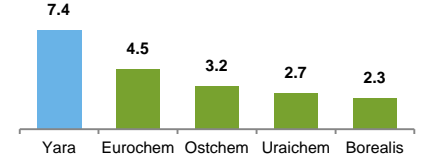
Nina Kleiv, Investor Relations



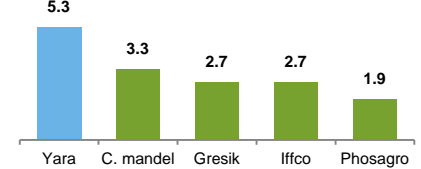
Our leading global footprint and differentiated product portfolio set us apart



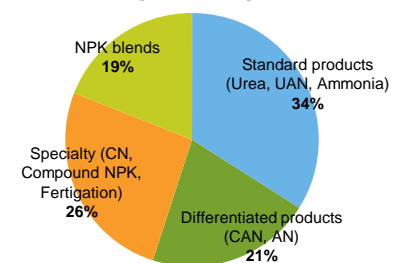
Global #1 in Nitrates¹



Global #1 in NPK²

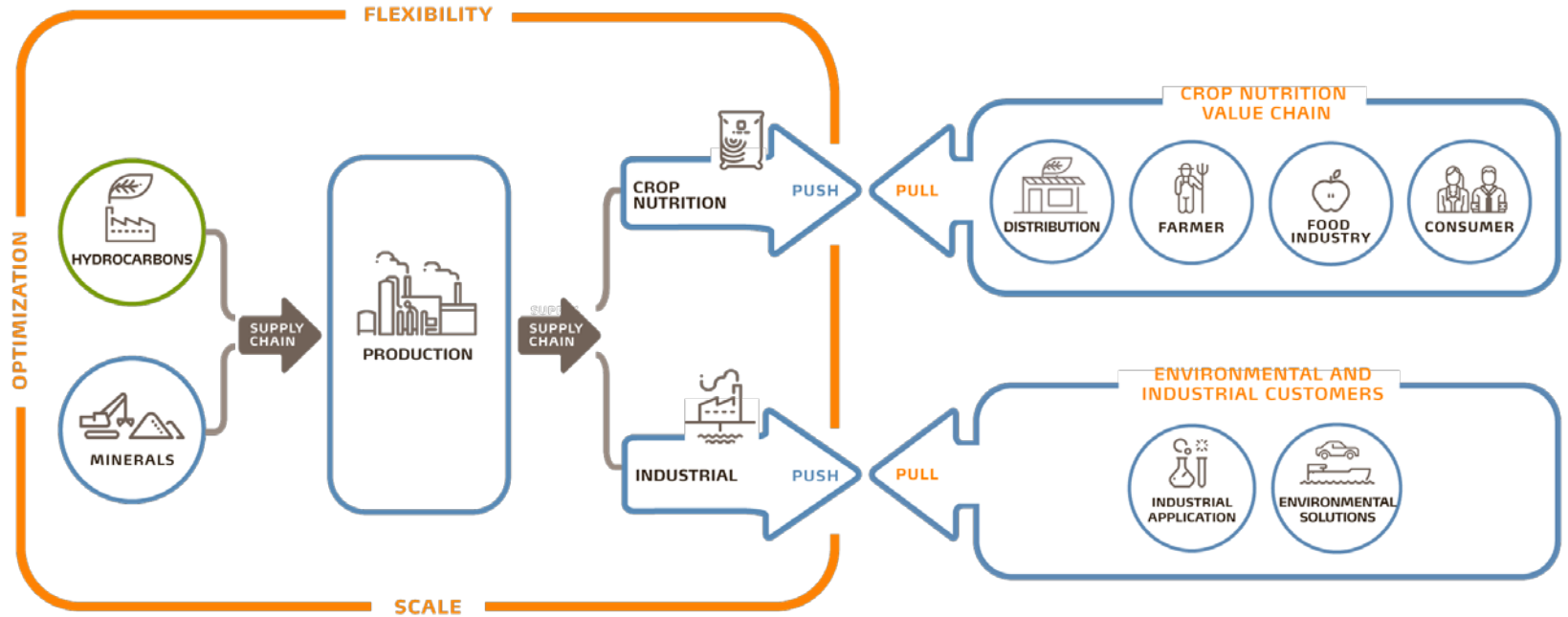


Fertilizer product portfolio³







1) Including TAN and CN – Including companies' share of JVs 2016YE
 2) Compound NPK, excluding blends
 3) 2016/2017 season volume
 *Ammonia trade not included in chart above

Yara's integrated business model is unique within the fertilizer industry



Three operating segments supported by a global supply chain function cover the value chain

	Production	Crop Nutrition	Industrial
			
Description	Runs large-scale production of nitrogen-based products, the starting point for our crop nutrition and industrial solutions	Provides worldwide sales, marketing and distribution of a range of crop nutrition products and programs	Develops and markets environmental solutions and products for industrial applications
Credit highlight	Production has plants and mines globally, providing scale and flexibility	Crop Nutrition creates resilience in earnings with distribution and agronomic competence	Industrial segment reduces cyclicity and seasonality
2017 Revenues¹	7.3 BNOK (0.9 BUSD) 8%	71.3 BNOK (8.7 BUSD) 76%	15.2 BNOK (1.8 BUSD) 16%
2017 EBITDA²	6.0 BNOK (0.7 BUSD) 54%	4.0 BNOK (0.5 BUSD) 36%	1.3 BNOK (0.2 BUSD) 12%
Supply Chain	 <ul style="list-style-type: none"> • Global function responsible for optimization of energy, raw materials and third party sourcing • Sourcing and trade of 3,864 kilotons of ammonia and purchases of 293mm MMBtu of energy, 3,408 kilotons of potassium and 969 kilotons of phosphate rock 		

1) External revenues and other income
 2) Excluding other and eliminations
 USD translations use USD/NOK exchange rate of 8.12

Our planet faces massive challenges – Yara is part of the solution

9.7 billion
people



+ 50 %

Increased food production



-40 to -70%

Reduced greenhouse gas
emissions*



Our Mission

Responsibly feed the world and protect the planet.

Our Values

Ambition, Curiosity, Collaboration and Accountability

Source: OECD and FAO
*To stay within the 2°C goal by 2050

Improving agricultural productivity is fundamental to achieve the SDGs: Yara is uniquely positioned to contribute



- Agriculture accounts for ~25% of the world's greenhouse gas emissions
- More than half of this results from land use change
- Improving productivity of land is among the most efficient levers to achieve the SDGs
- Yara is uniquely positioned to deliver solutions to meet this challenge

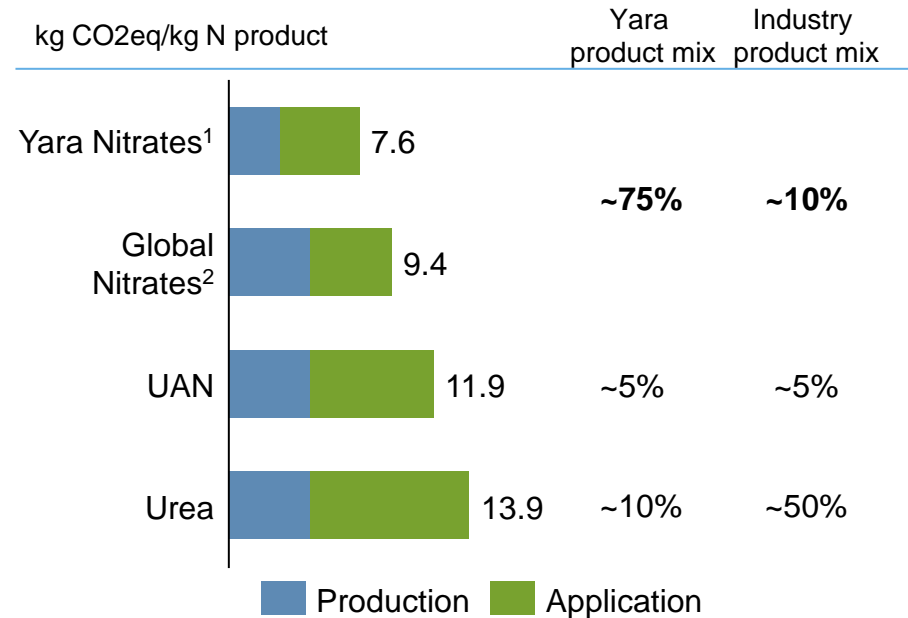
Yara's solutions improves food production per hectare, delivered through products with lower emissions per ton

Yara crop nutrition practices enables farmers to optimize application – and thus lower emissions



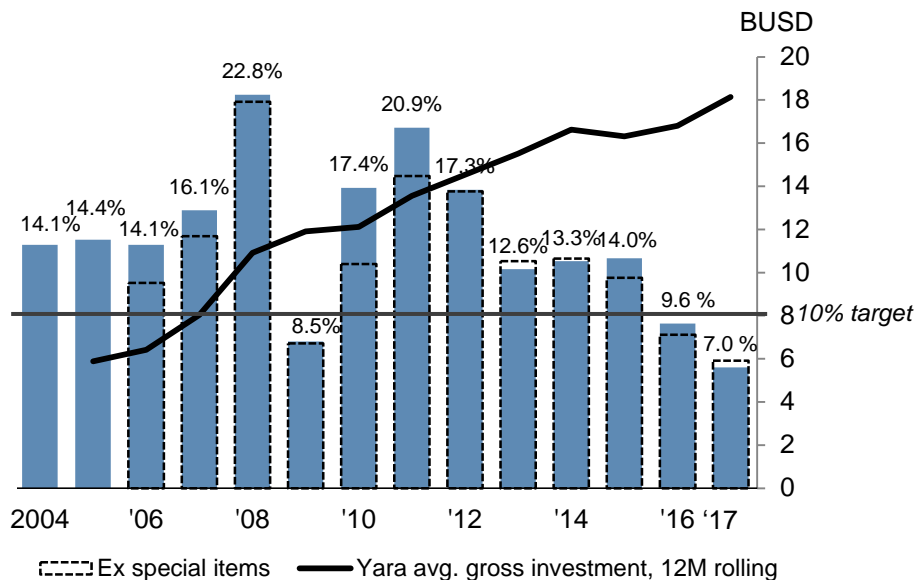
- Precision farming promotes best agricultural practices
- Yara's N-sensor, N-tester and water sensor help optimize application rates and water use
- Yara's solutions help farmers comply with environmental legislation while supporting their competitiveness

Yara's product mix has significant less emissions than most of our competitors'



Strong growth and profitability through the cycle

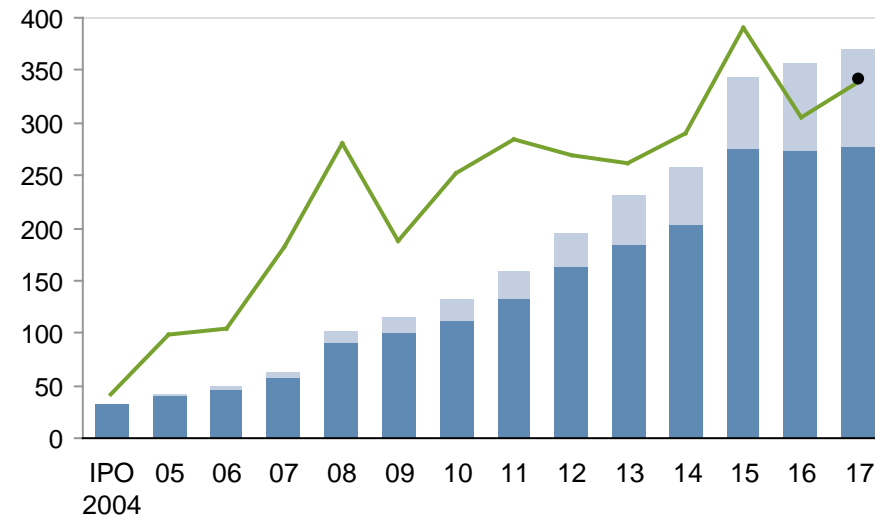
Average cash return on gross investment (CROGI) well above the Yara CROGI target of 10%



CROGI figures 2004-2013 are not re-calculated in USD

Average annual shareholder return of 20%¹

NOK/share



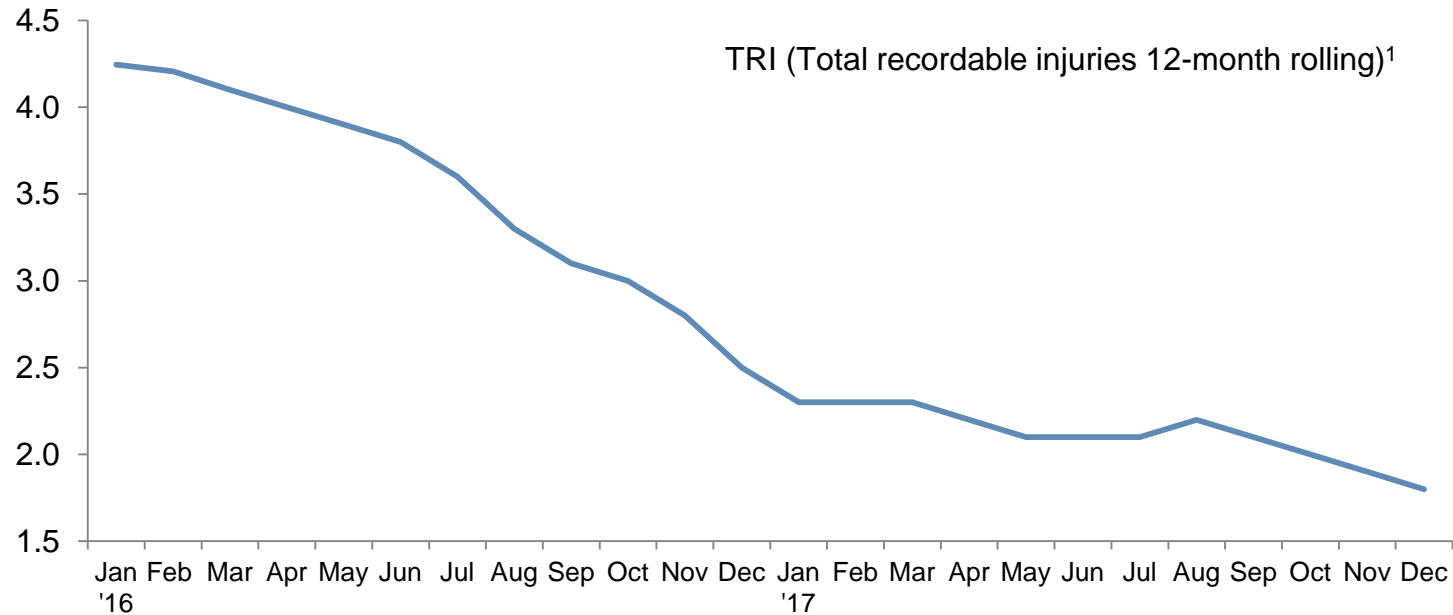
Legend:
 Accumulated cash dividend payments
 Book equity
 Average annual share price
 Share price 12 March 2018

1) Share price appreciation (end 2017) plus dividend payments

Yara International ASA

Fourth-quarter 2017 results

Safety is our first priority

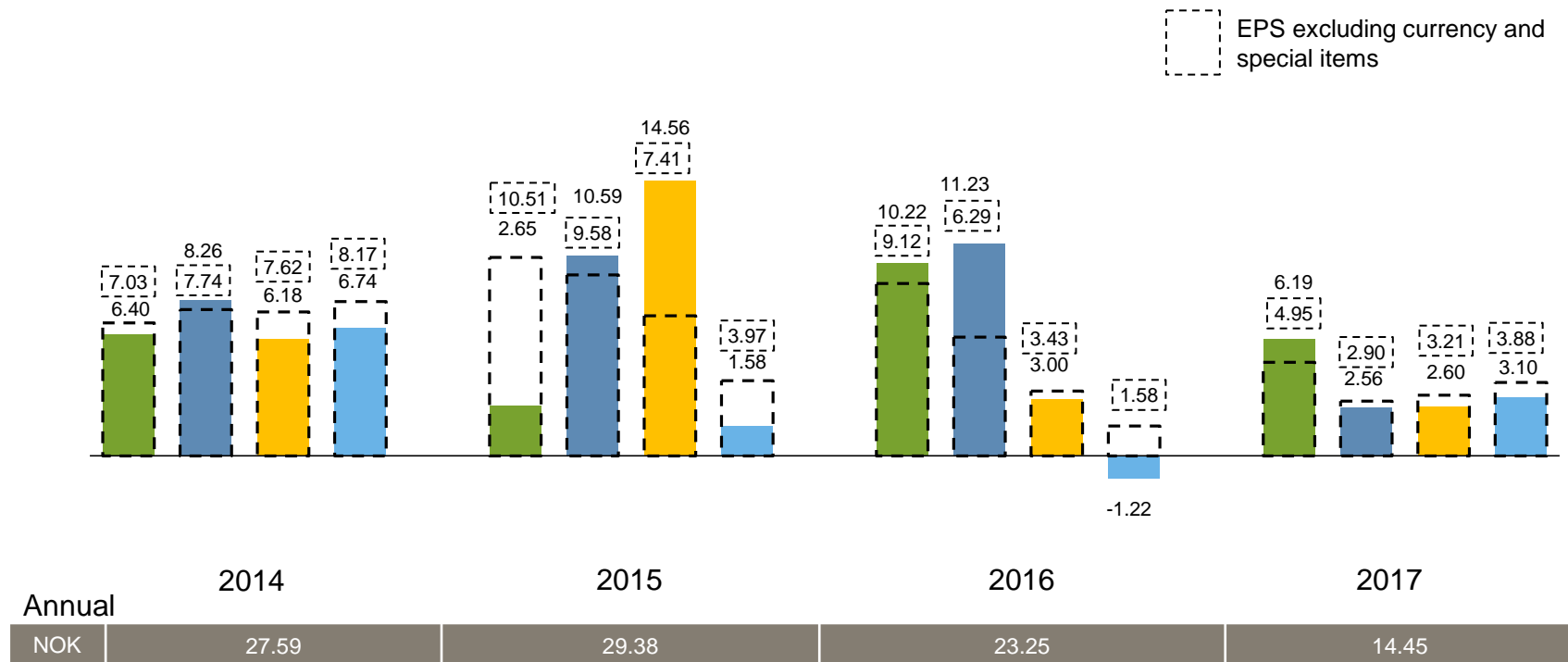


1) TRI: Total recordable injuries, lost time (absence from work), restricted work and medical treatment cases per one million work hours.

Summary fourth quarter

- Improvement program ahead of schedule
- Improved results reflecting higher margins
- Strong full-year Industrial performance
- Proposed dividend NOK 6.50 per share, 45% of net income

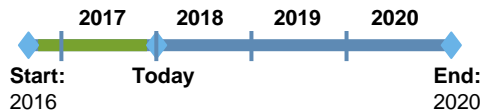
Earnings per share*



*Average number of shares for 4Q 2017: 273.2 million (4Q 2016: 273.2 million).

Yara Improvement Program – 2017 status

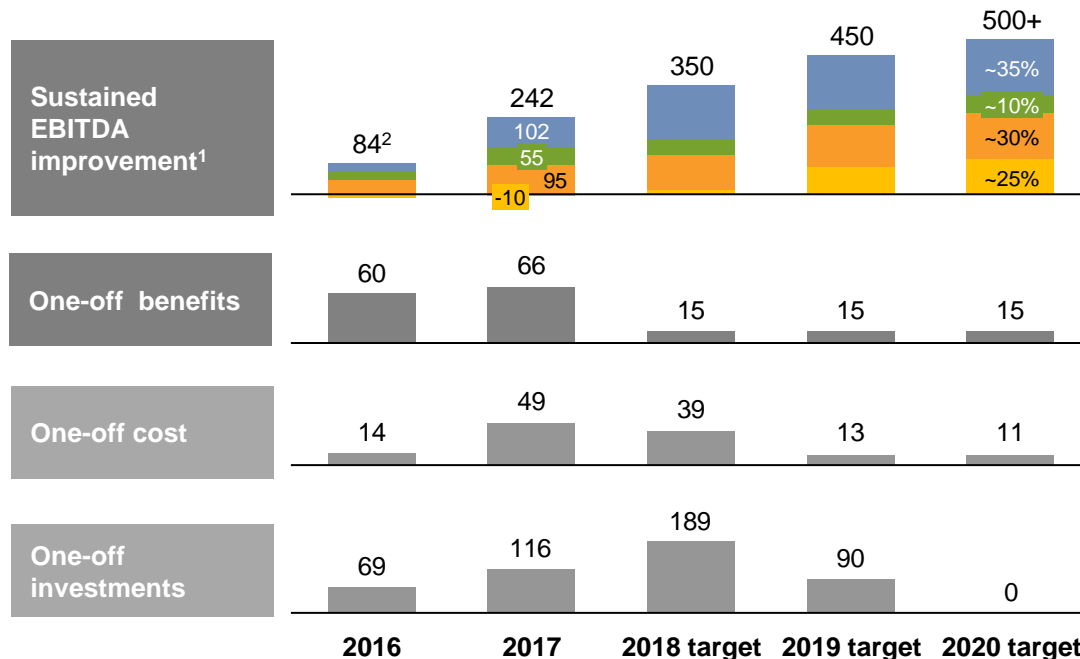
Program progress



- 2017 EBITDA benefits ahead of target (in 2015 terms):
 - Production volume improvement according to plan
 - Energy consumption improvement ahead of plan
 - Variable cost improvement ahead of plan
 - Fixed cost improvement behind plan
 - One-off program costs higher than original estimate

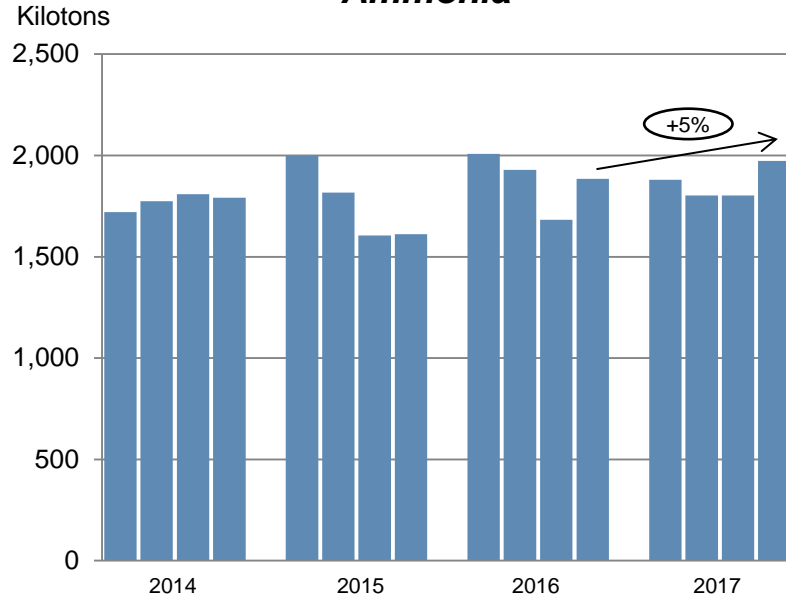
Financial benefits

Annual impact, USD million, vs. 2015 baseline, at 2015 margins

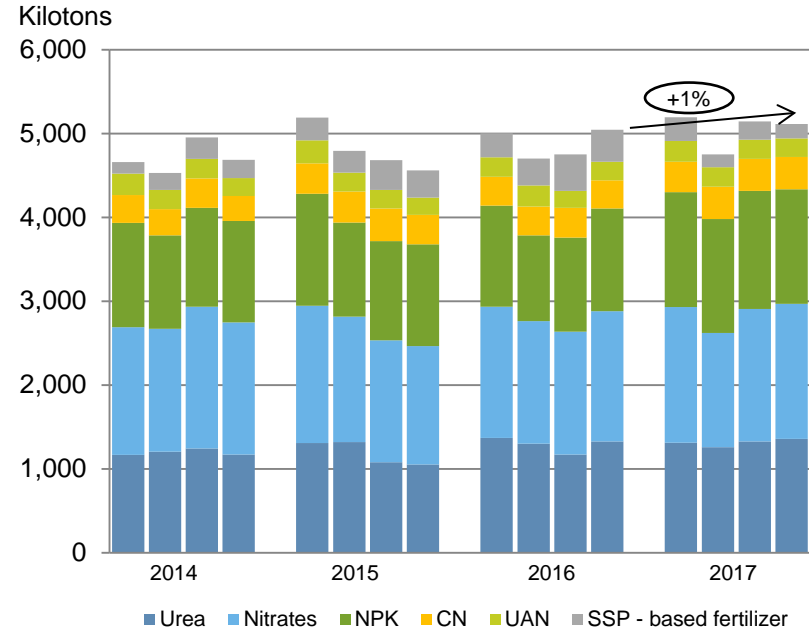


Higher finished fertilizer and ammonia production

Ammonia¹

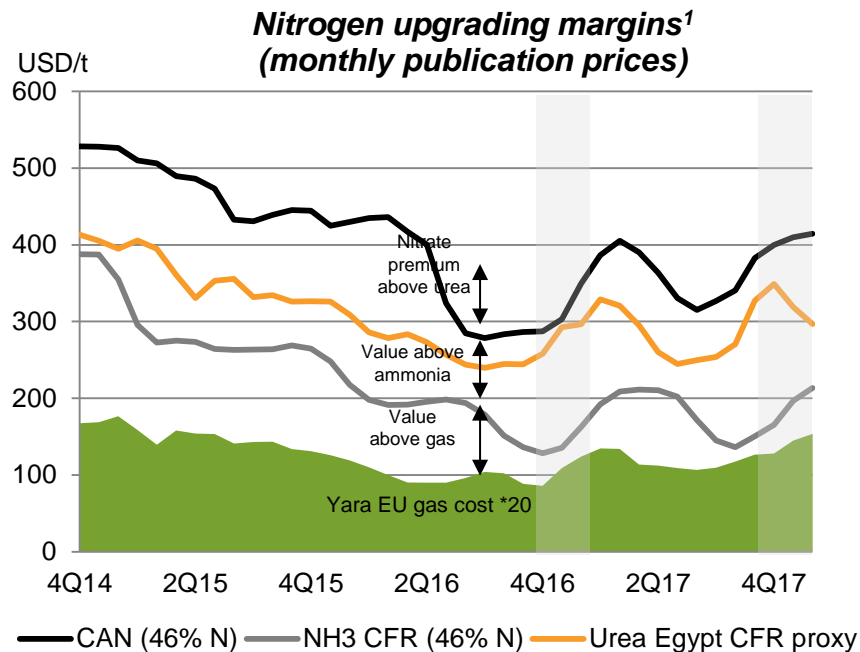


Finished fertilizer & industrial products¹

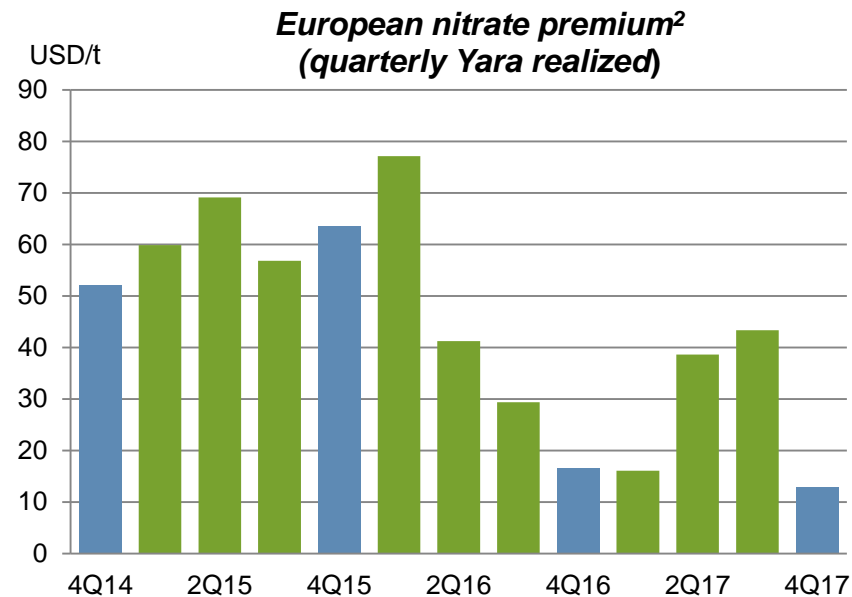


1) Including share of equity-accounted investees

Lower realized European nitrate premiums

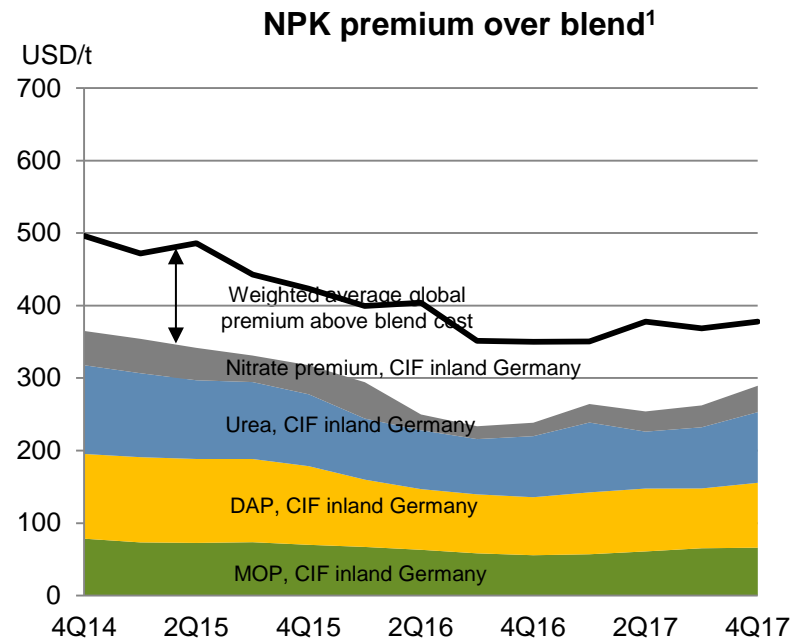
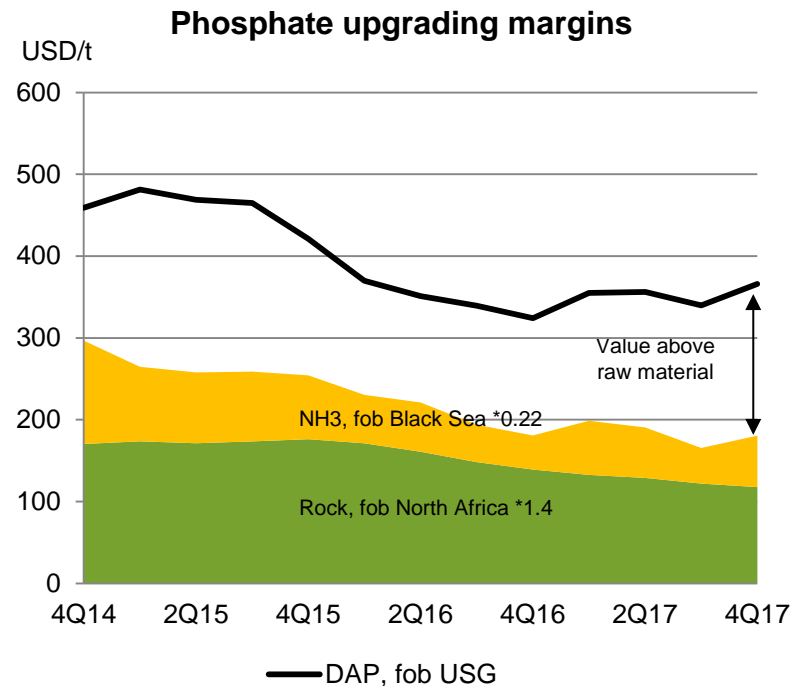


Source: Fertilizer Market Publications



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

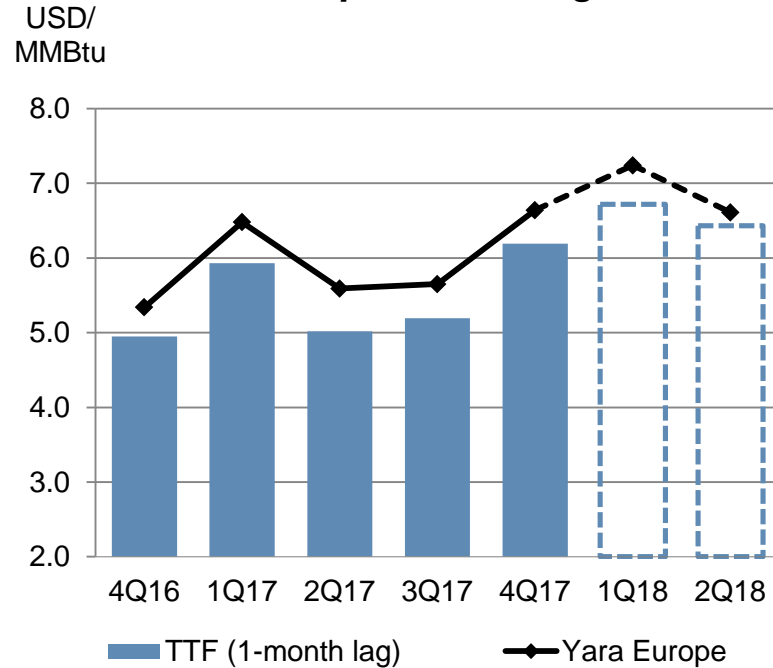


1) Export NPK plants, average grade 19-10-13, net of transport and handling cost.

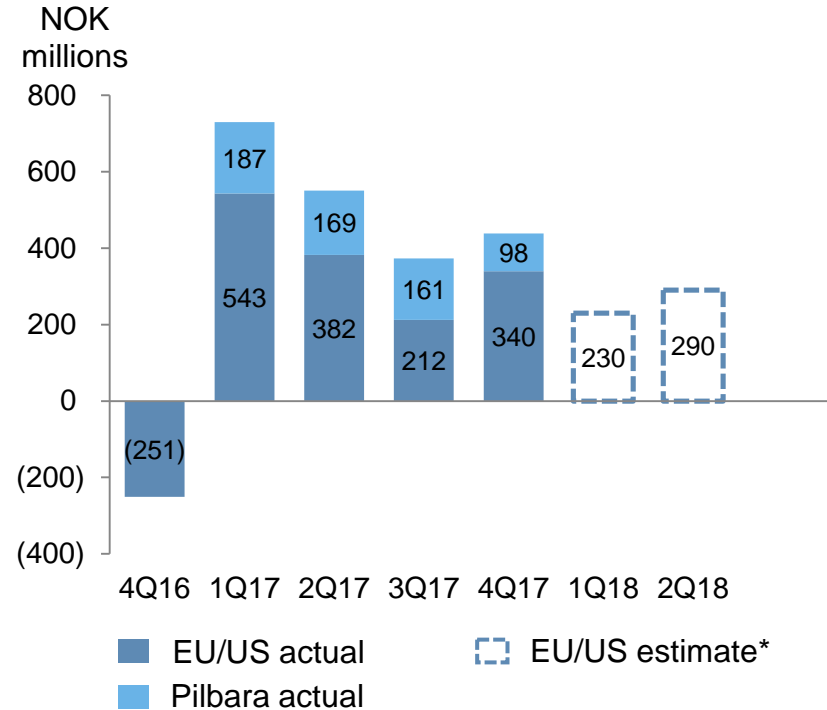
Source: Fertilizer Market Publications

Higher natural gas cost expected for the next two quarters

Yara European natural gas cost



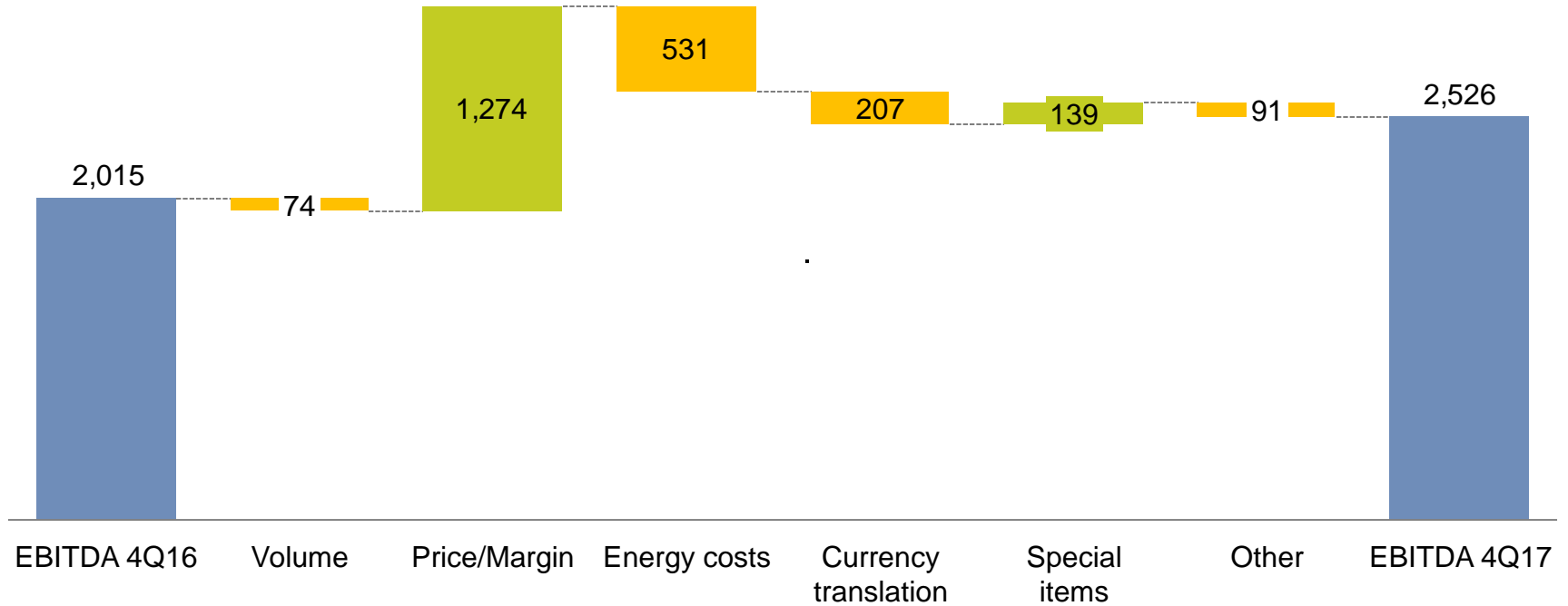
Change in global natural gas cost



*Dotted lines denote forward prices as of 30 January 2018
 Source: Yara, World Bank, Argus/ICIS Heren

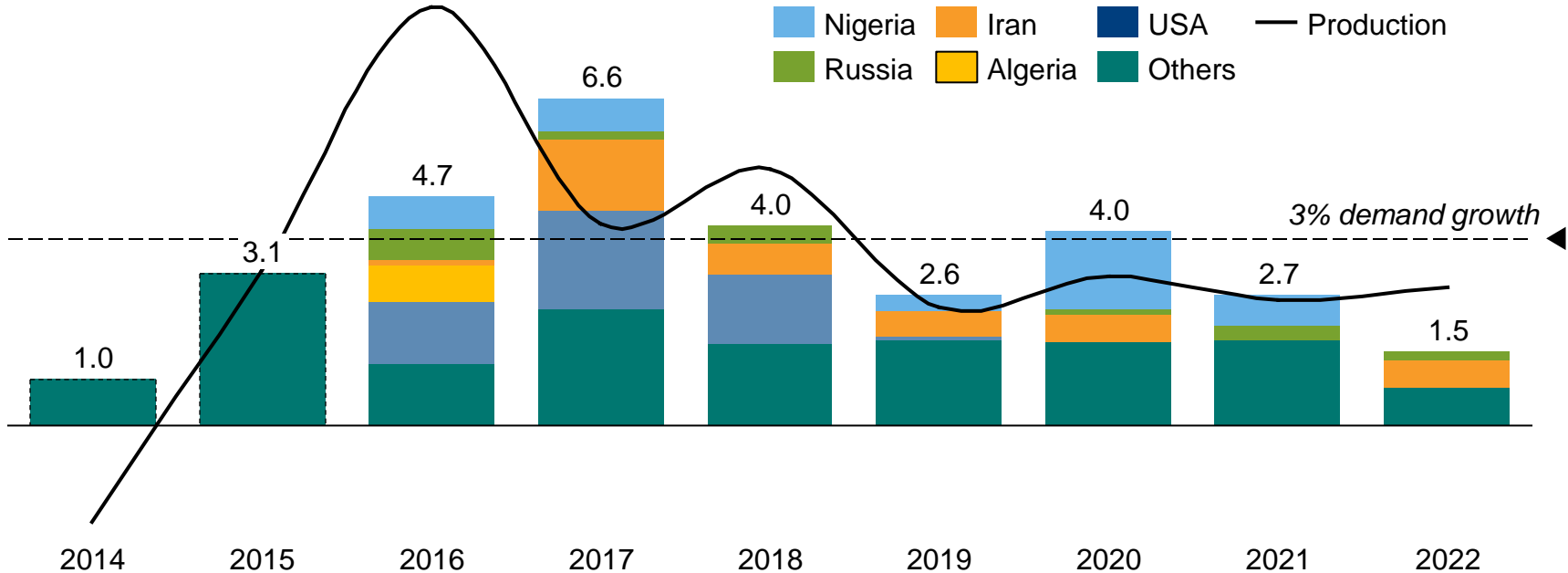
EBITDA: Stronger margins offsets higher energy cost and weaker US dollar

NOK millions



The surge of new capacity is past its peak

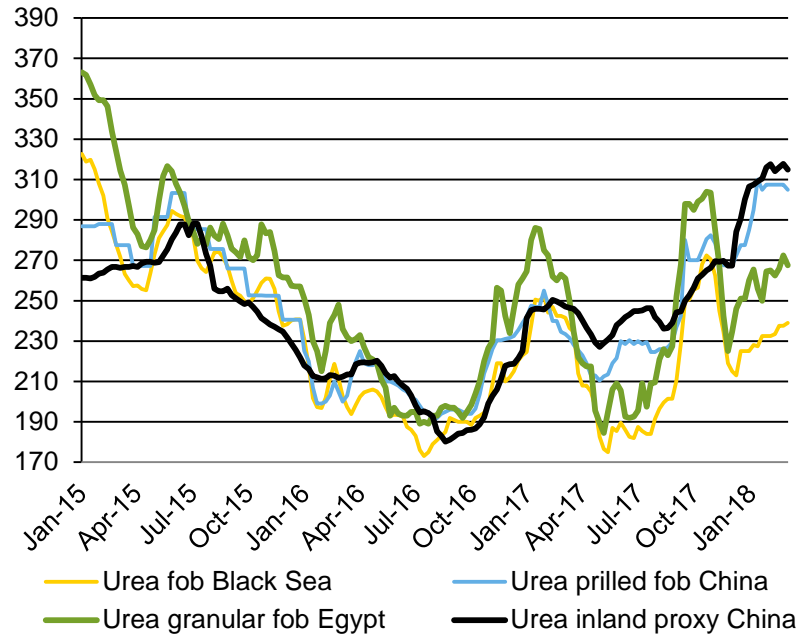
Global capacity additions ex China (Urea, Million tons)



Source: CRU December 2017

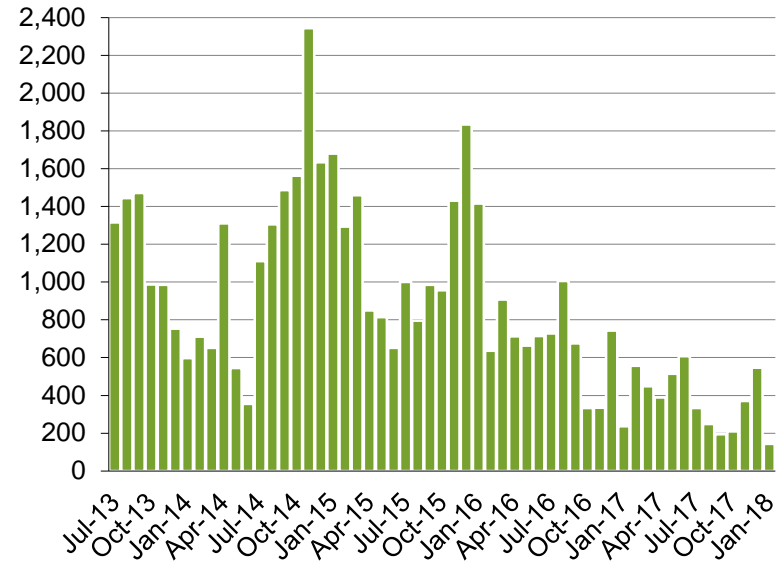
...but higher domestic price and lower exports from China are offsetting oversupply elsewhere

Increasing urea pricing (USD/ton)



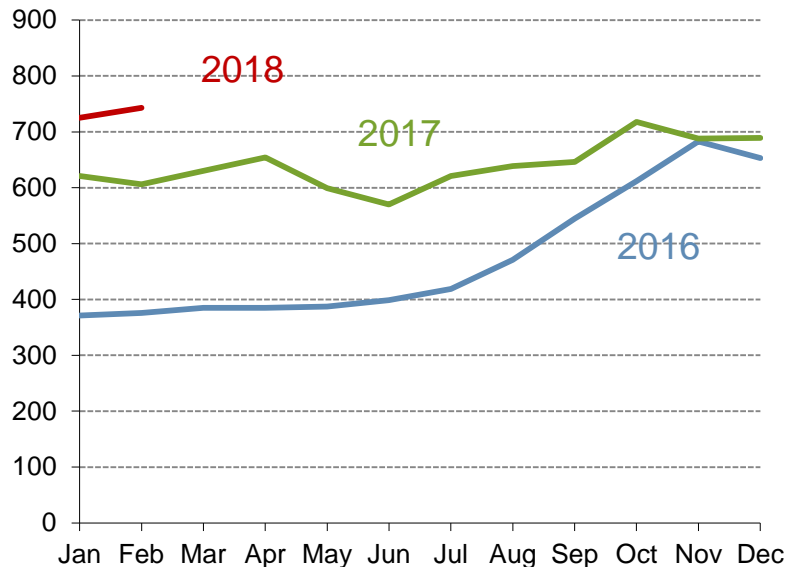
Source: BOABC, CFMW

Chinese export is falling (1000 tons)

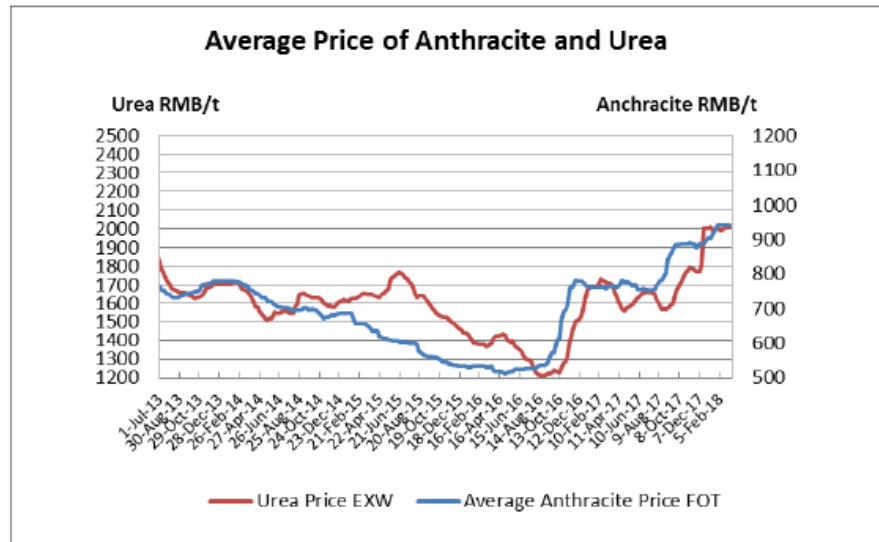


Increased coal prices drove nitrogen prices higher

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



China anthracite and urea prices (RMB/mt)

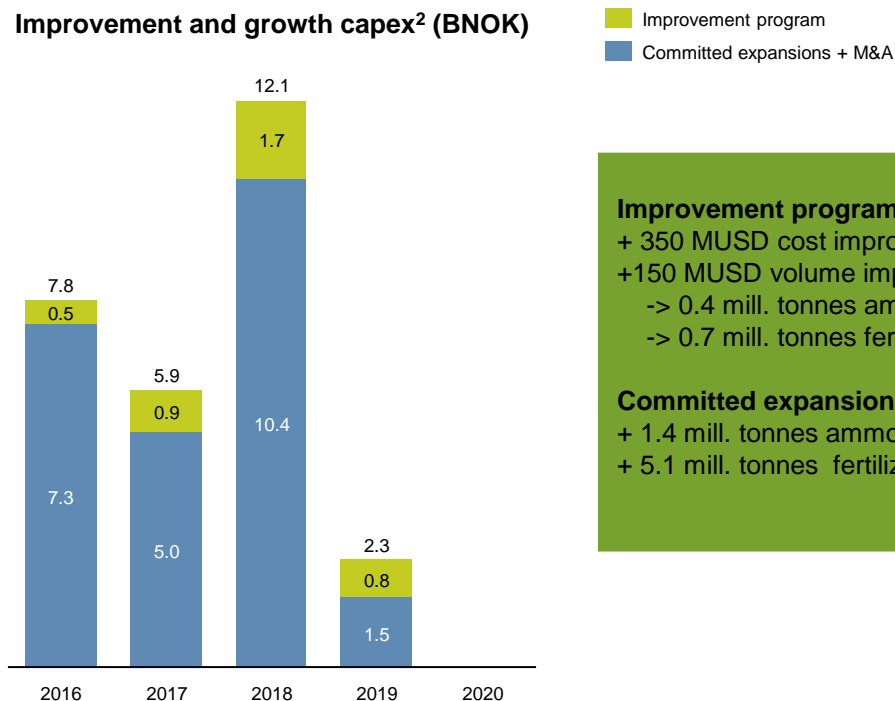


Source: IHS, CFMW



Major improvement and growth investments in 2018; main earnings improvement from 2019 onwards¹

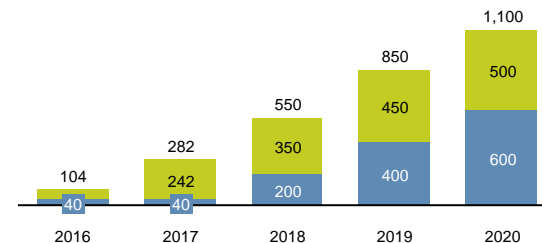
Improvement and growth capex² (BNOK)



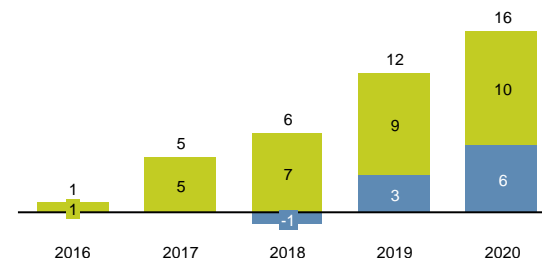
Improvement program:
 + 350 MUSD cost improvement
 +150 MUSD volume improvement:
 -> 0.4 mill. tonnes ammonia
 -> 0.7 mill. tonnes fertilizer

Committed expansions + M&A:
 + 1.4 mill. tonnes ammonia
 + 5.1 mill. tonnes fertilizer

EBITDA improvement³ (MUSD)



Earnings improvement³ (NOK per share)



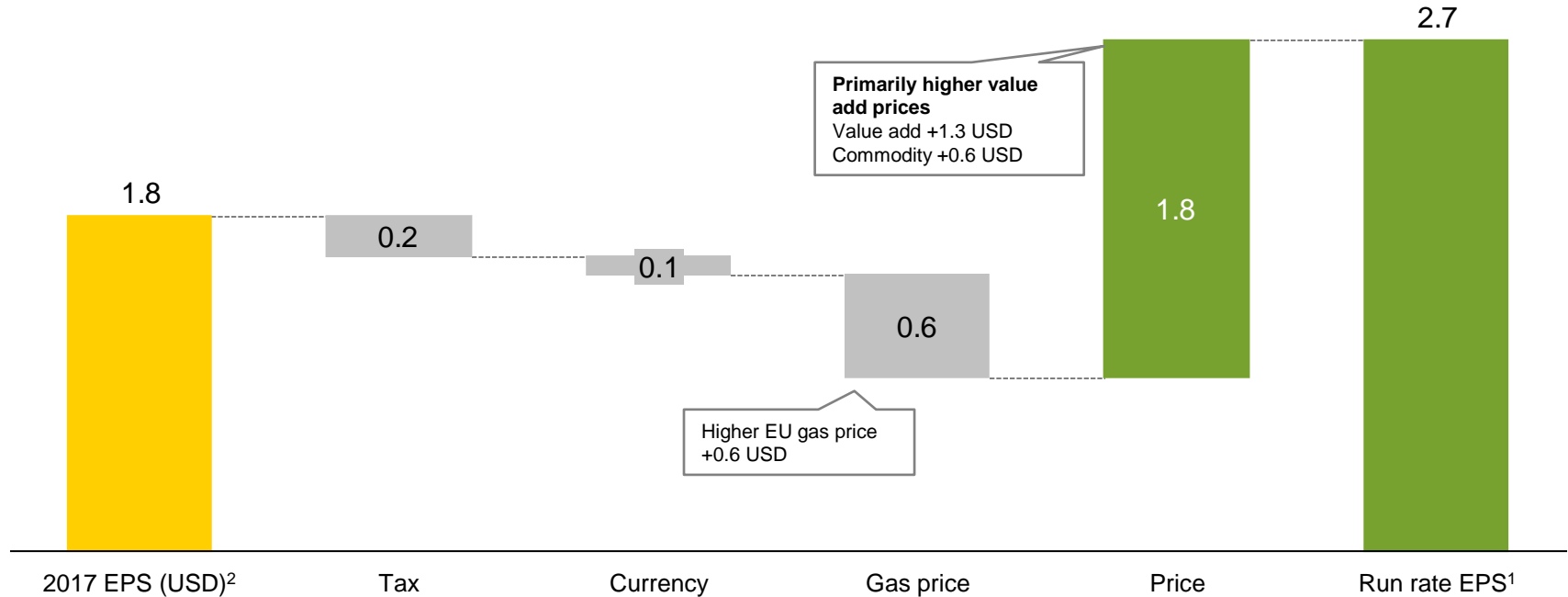
¹ Currency assumptions for 2017 onwards: USD/NOK 7.70, EUR/NOK: 9.55 , USD/BRL: 3.20

² Excluding maintenance capex on existing assets . 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

Additional information

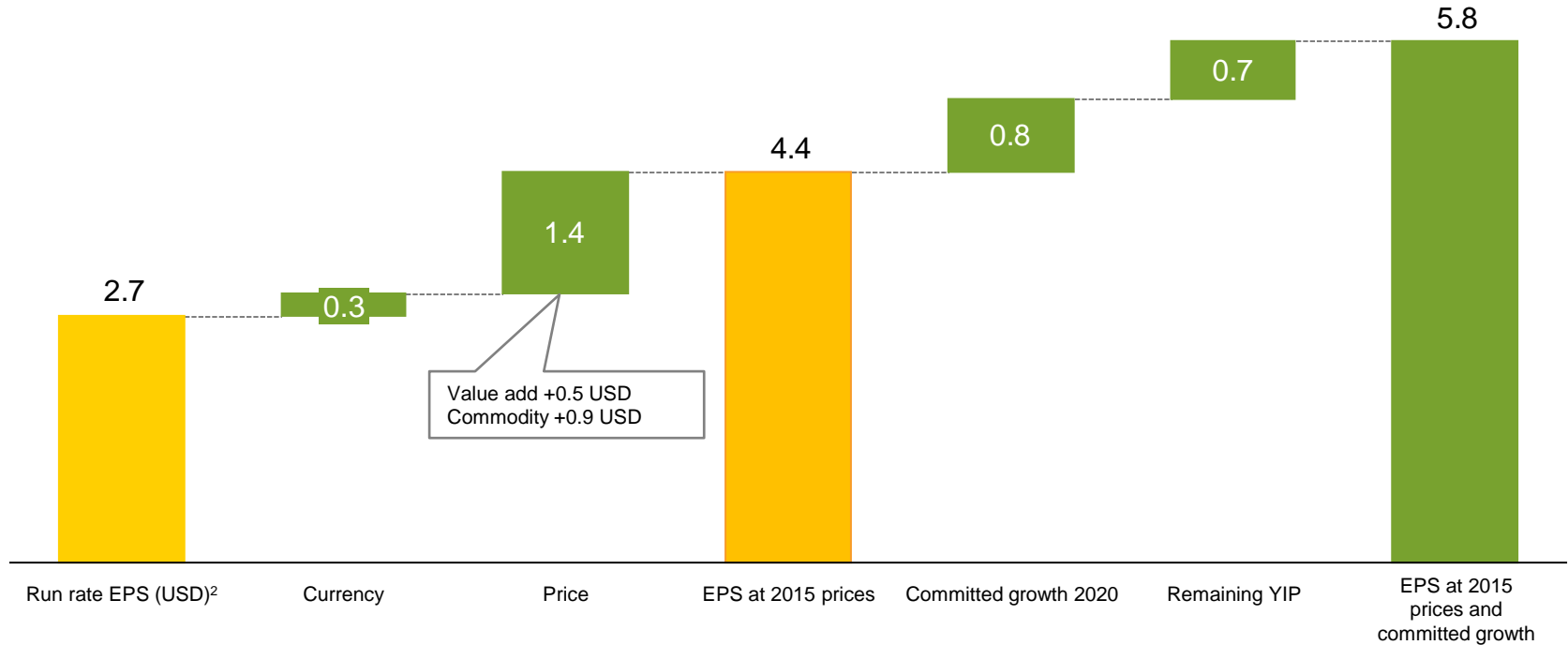
Scenario based on current market prices: Higher prices offset higher energy cost



1) Based on market prices as of 1 Feb 2018, 273.2 million shares outstanding, and 25% tax on underlying business.

2) Excl. special items and currency

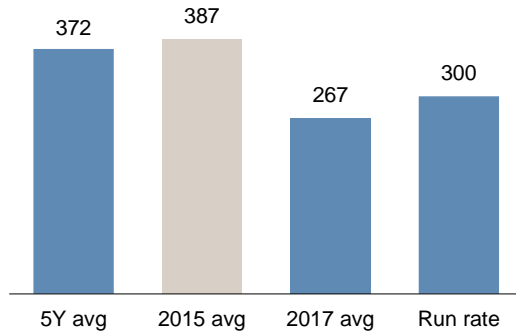
2015 prices, committed growth and Yara Improvement Program add 3.2 USD to run rate EPS



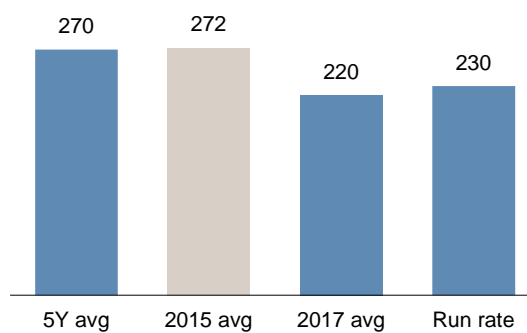
- 1) Based on market prices as of 1 Feb 2018, 273.2 million shares outstanding, and 25% tax on underlying business.
- 2) Excl. special items and currency

Price and currency scenario assumptions

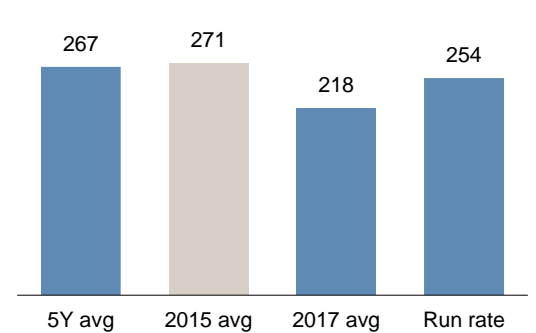
Ammonia fob Black sea, USD/t



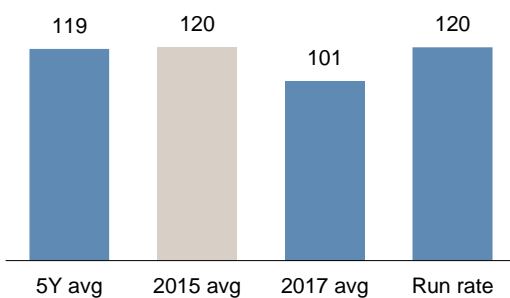
Urea fob Black sea, USD/t



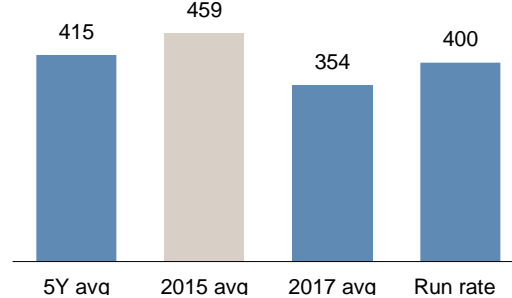
CAN cif Germany, USD/t



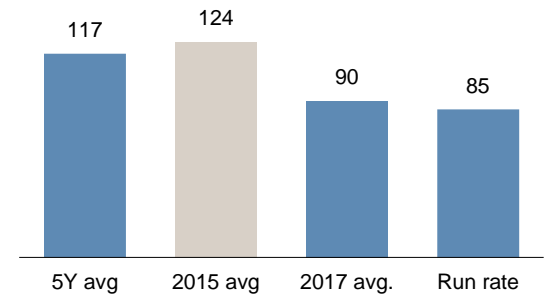
NPK compound premium, USD/t¹



DAP fob US Gulf, USD/t



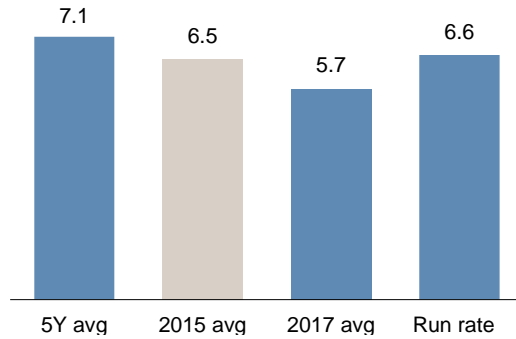
Phosphate rock fob North Africa, USD/t



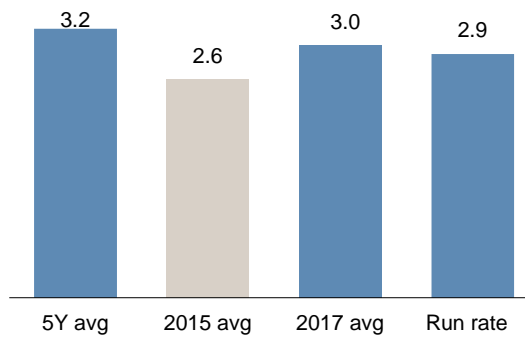
1) Based on weighted realized NPK price brought back to CIF Germany and compared with a nitrate based blend

Price and currency scenario assumptions

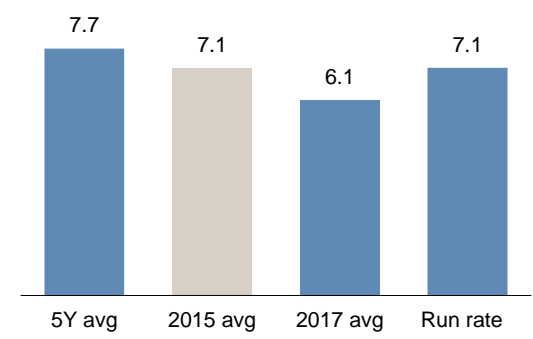
European gas (TTF), USD/mmbtu



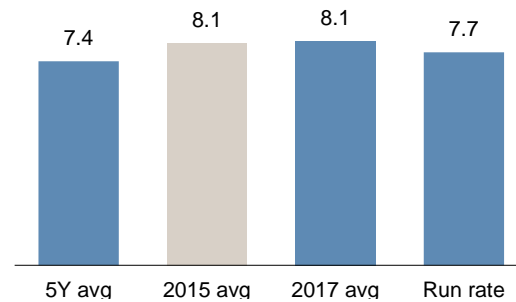
Henry HUB, USD/mmbtu



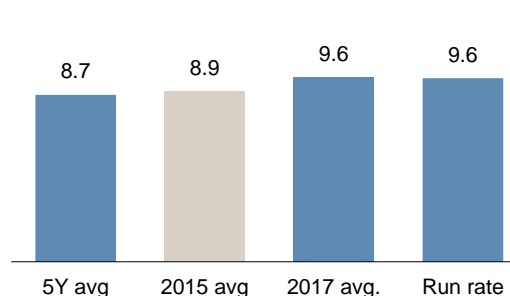
Yara's European gas price, USD/mmbtu



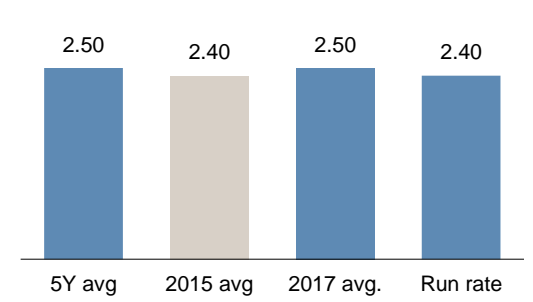
NOK per USD



NOK per EUR



NOK per BRL



Global leadership by growing knowledge for 112 years

About the company:

- Headquarters in Norway
- President and CEO: Svein Tore Holsether
- Present in more than 60 countries, sales to ~160 countries
- Close to 15,000 employees
- Established as Norsk Hydro in 1905, demerged and listed on Oslo Børs as Yara International ASA in 2004

Key metrics 2016 / 2017:

- Operating revenues: 11.6 BUSD / 11.4 BUSD
- EBITDA: 1.9 BUSD / 1.3 BUSD
- CROGI: 9.5% / 7.0%
- Total deliveries (in million tonnes):
 - Fertilizers: 27.3 / 27.2
 - Industrial products: 6.9 / 7.1
 - Ammonia trade: 2.0 / 2.0

Stable ownership structure:

- Norwegian State 36.2%
- Norwegian National Insurance Scheme Fund 5.2%
- Other Norway 15%
- Outside Norway 44%

Strong and stable credit position:

- S&P: BBB (stable), BBB+ between 2005 and 2007
- Moody's: Baa2 (stable), unchanged since 2004
- Clear commitment to BBB/Baa2 rating
- Financial ratios as of end 2017:
 - Debt/equity: 0.25
 - Net debt/L12M EBITDA: 1.76x

Yara has four different priority areas for growth

1

Expand premium fertilizer sales and supply

- Demand can be created at healthy premiums
- Premiums above commodities and competitors enable profitable investments in new production capacity

2

Expand commodity scale based on attractive full-cost growth opportunities

- Resilience in attractive cost curve position and diversified gas footprint
- Operational excellence
- Key enabler for all segments

3

Act on attractive opportunities to grow Industrial sales and supply

- Strong fundamental growth drivers
- Attractive opportunities within four business lines

4

Structurally secure P and K exposure

- Sourcing security (premium rock, SOP)
- High value creation in early stage development, upstream value and market integration

Yara is deliberately building premium positions in the world's most important agriculture markets

Brazil and Latin America

- Brazil and Latin America represents some of the most important and growing agriculture markets in the world
- The markets are export oriented, and steadily growing within the important cash-crop segments, i.e. fruits and vegetables – which is well suited for Yara premium products and solutions
- Net fertilizer import secures demand for Yara products, and underlines strategic importance of logistical footprint

Yara has four different priority areas for growth

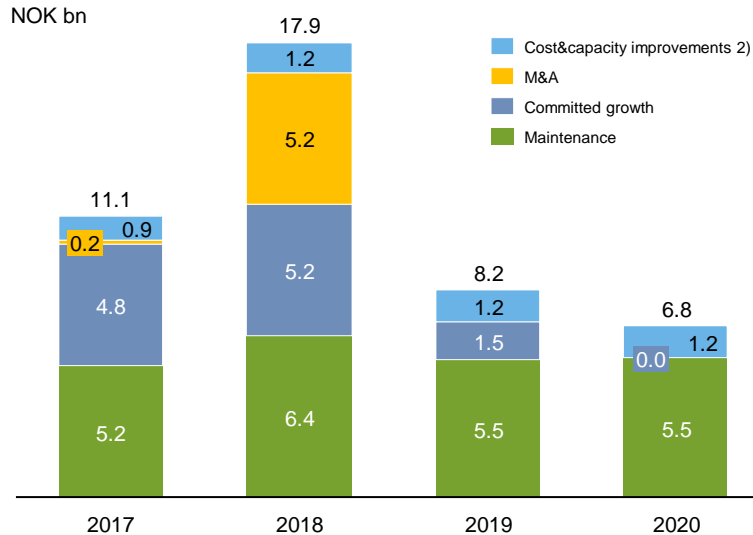
1. Focus premium fertilizer sales and supply
 - Demand can be created at healthy margins
 - Premium sales opportunities are available across profitable investments in new production capacity
2. Expand commodity sales based on attractive full-cost growth opportunities
 - Resilience in attractive cost curve position and clear Mid-Cycle footprint
 - Corporate resilience
 - No winner for an segment
3. Sell an attractive opportunity to grow in-house sales and supply
 - Strong sustainable growth areas
 - Attractive opportunities within full business lines
4. Structurally secure P and K exposure
 - Securing secure premium P and K
 - High-value creation in each stage management, upstream value and market integration

India

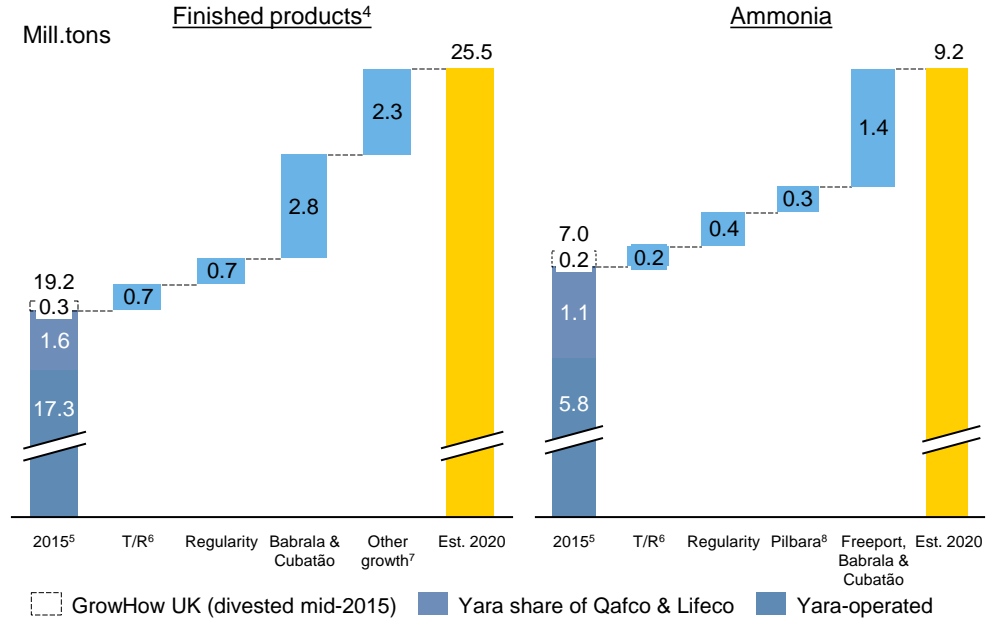
- One of the world's largest fertilizer consumers, and the world's largest importer of nitrogen fertilizer
- Yara is very well positioned to develop our premium business, and create value both for Yara and the Indian farmer
 - Large and growing middle class creates strong demand growth for more
 - Inefficient agriculture sector with huge improvement potential from right crop nutrition practices

High on-going Yara growth investment activity

Capex plan¹



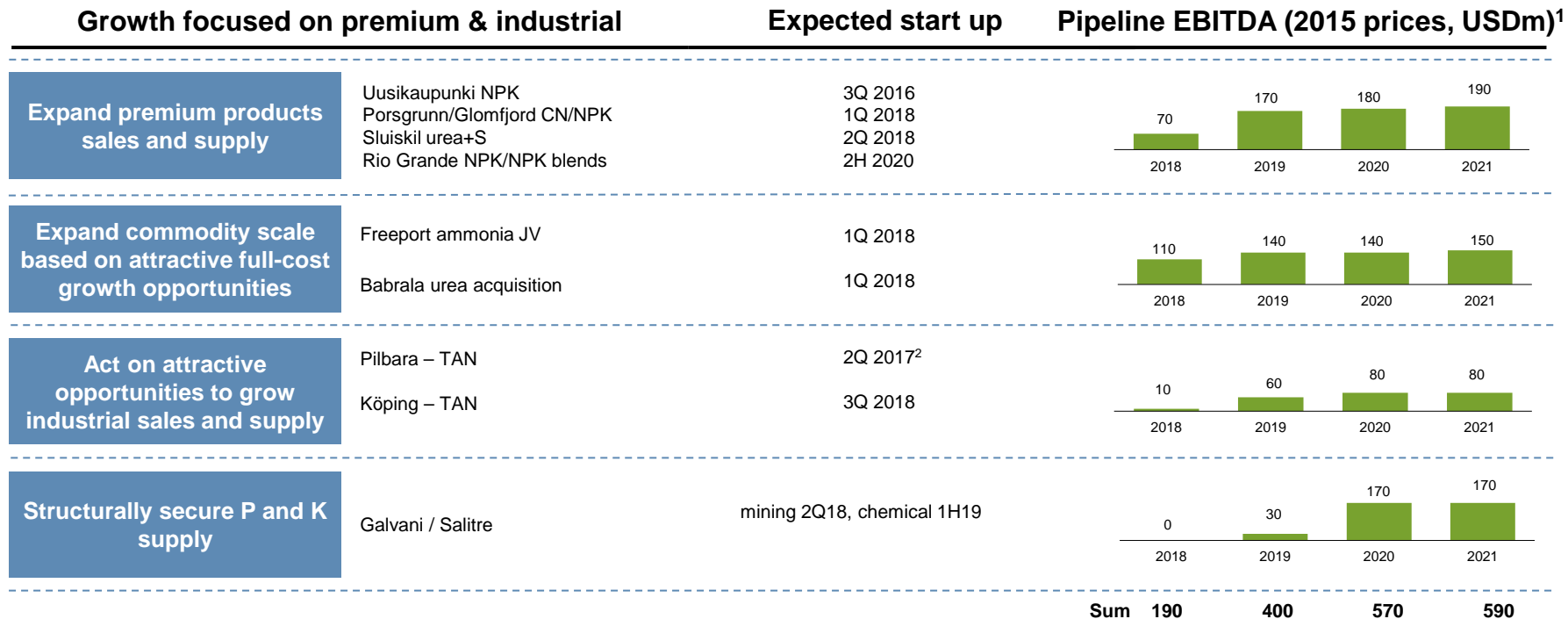
Production growth 2015 - 2020³



- 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: 250kt, 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

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



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

²) Plant started up in 2Q 2017, but has been down for technical reasons since 3Q 2017. Expected re-start 2Q 2018.

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 (1Q 2018)
- Sluiskil urea+S (2Q 2018)
- 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 (1Q 2018)

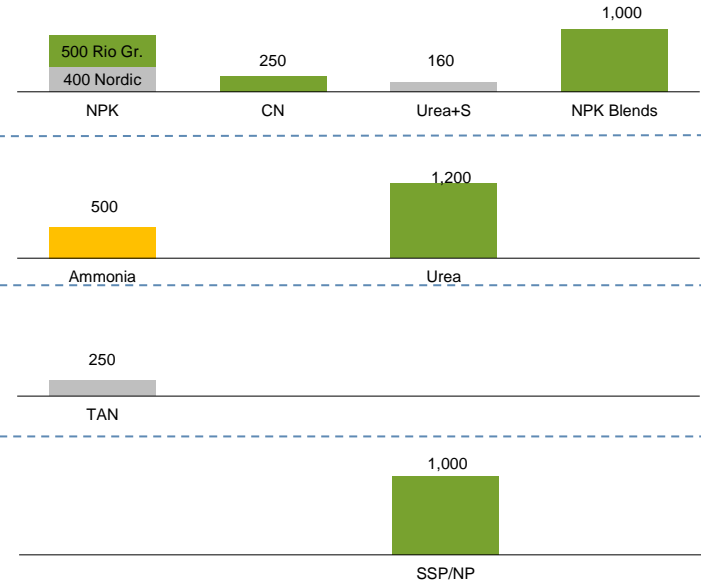
Act on attractive opportunities to grow industrial sales and supply

- Pilbara – TAN (2Q 2017)
- Köping – TAN (3Q 2018)

Structurally secure P and K supply

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

Pipeline tonnes by product (kt)¹



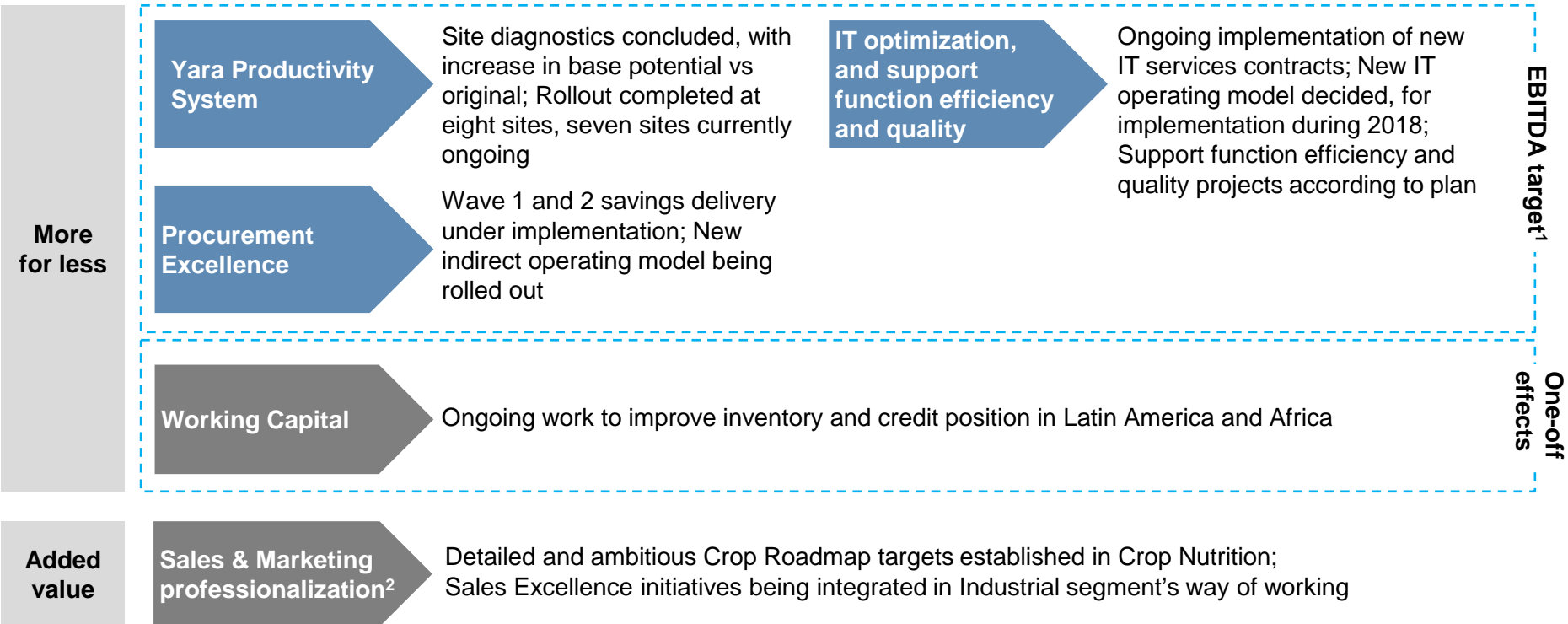
Exposure to commodity nitrogen prices: Low Medium High

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

Yara Improvement Program - Delivering value across the company



Program status 4Q 2017



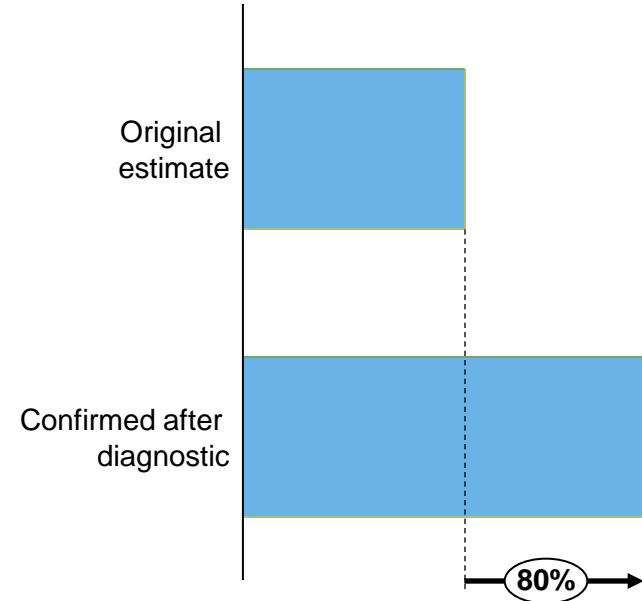


The Yara Productivity System (YPS) is a structured way of working applied across operations and knowledge work

The Productivity System covers all of Production



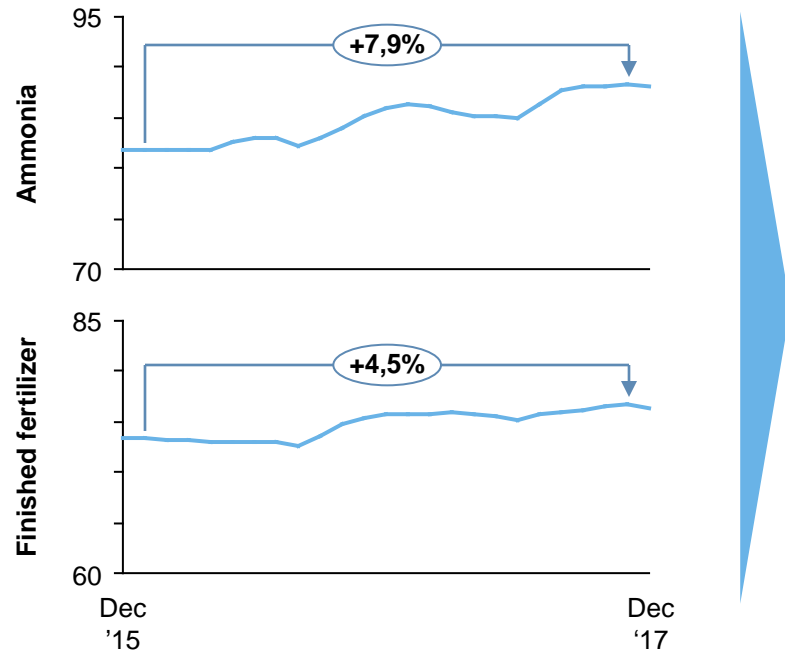
Identified potential higher than expected



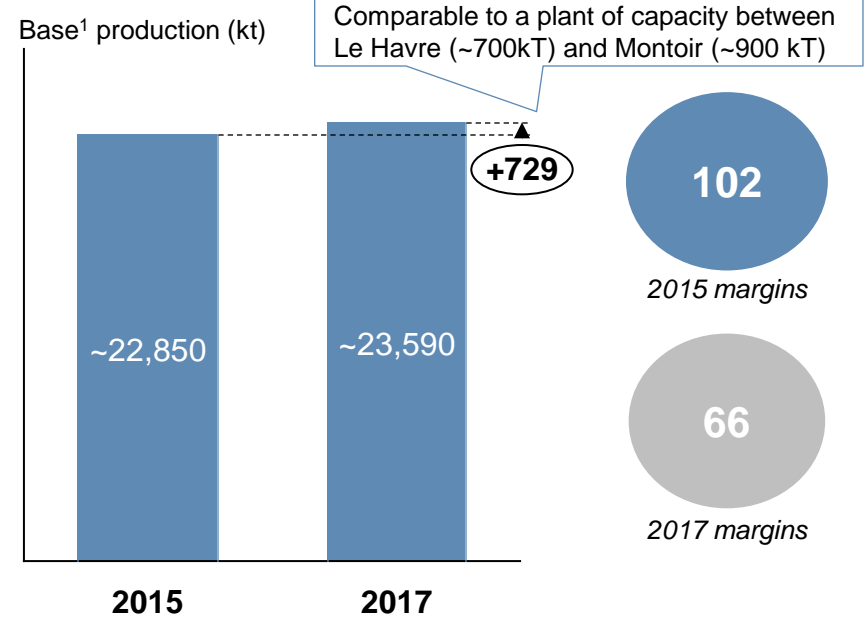
Note: Improvement potential identified at the 27 sites covered by deep-dive diagnostic. Does not include potentials identified by YPS for capital projects and YPS for R&D

A major effect of YPS is sustainable long term improvements to reliability

Uptime has increased for (%)

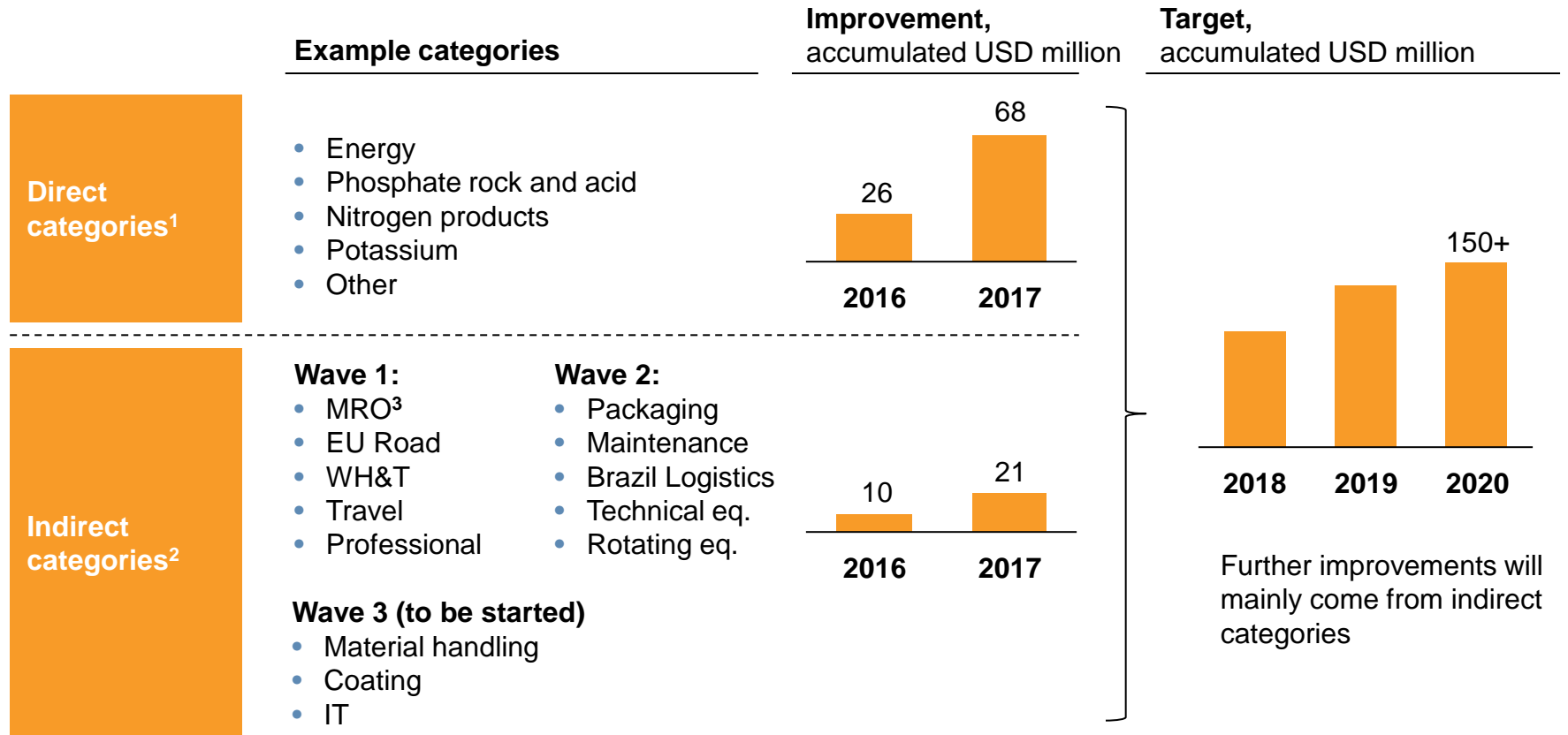


Production volume improvements contributed over 100 USD million EBITDA impact in 2015 terms

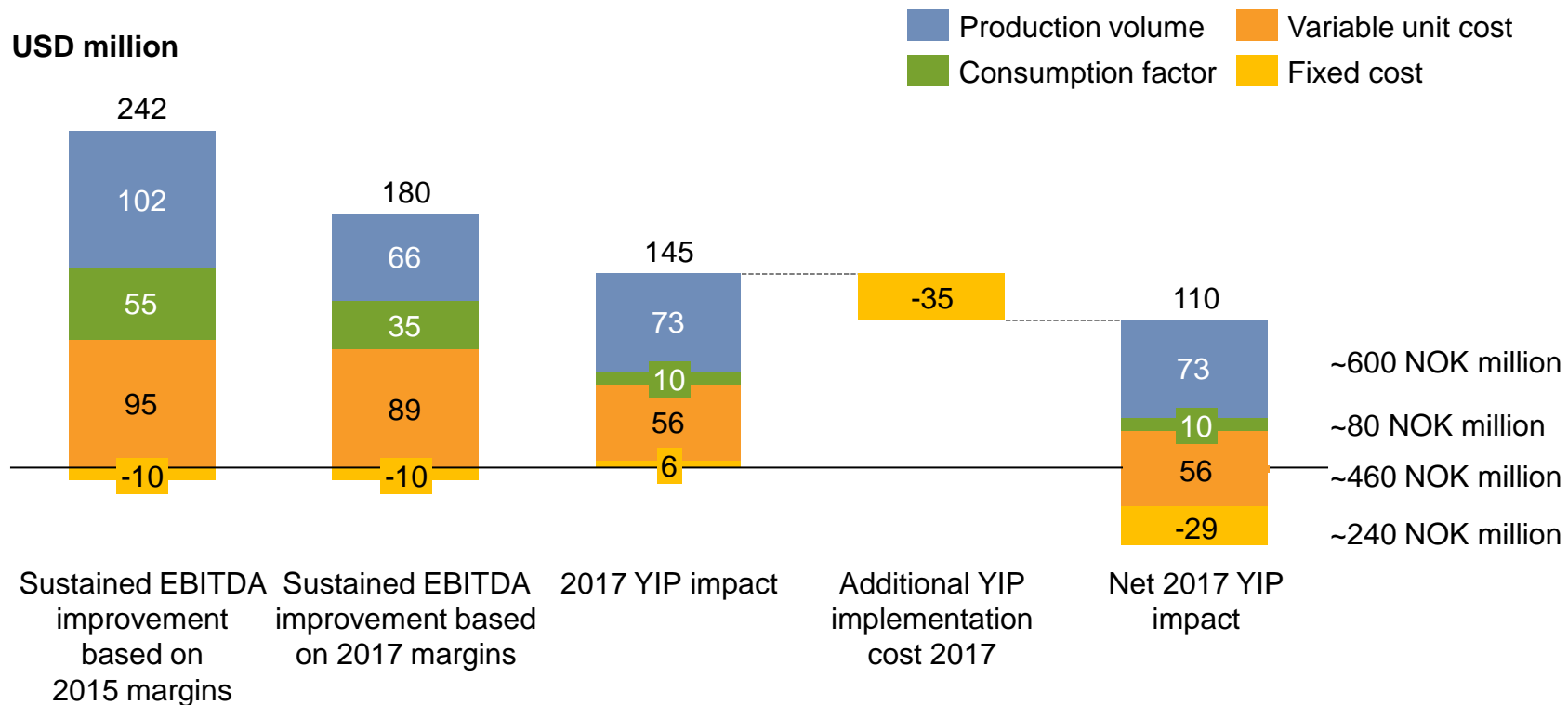


1. Ammonia and finished fertilizer (including intermediary ammonia). Adjusted for turnarounds, expansions, and selected plants not part of scope (e.g., Qafco). Total production of ~26,250 kT in 2015 and ~27,650 kT in 2017. Note: Uptime = Production / (Max production - [no demand + lack of external raw mat]). Ammonia uptime excluding QAFCO and out of scope production units; Finished products uptime excluding Galvani sites, QAFCO, in addition to out of scope production units. EBITDA impact calculated as volume improvements multiplied by contribution margin (full sales price, less energy and other variable costs). Ammonia contribution margins per relevant plant; Finished fertilizer products contribution margin per relevant plant and product type; 2017 margins applied to volume delta vs 2015

Variable cost improvements have contributed ~90 USD million

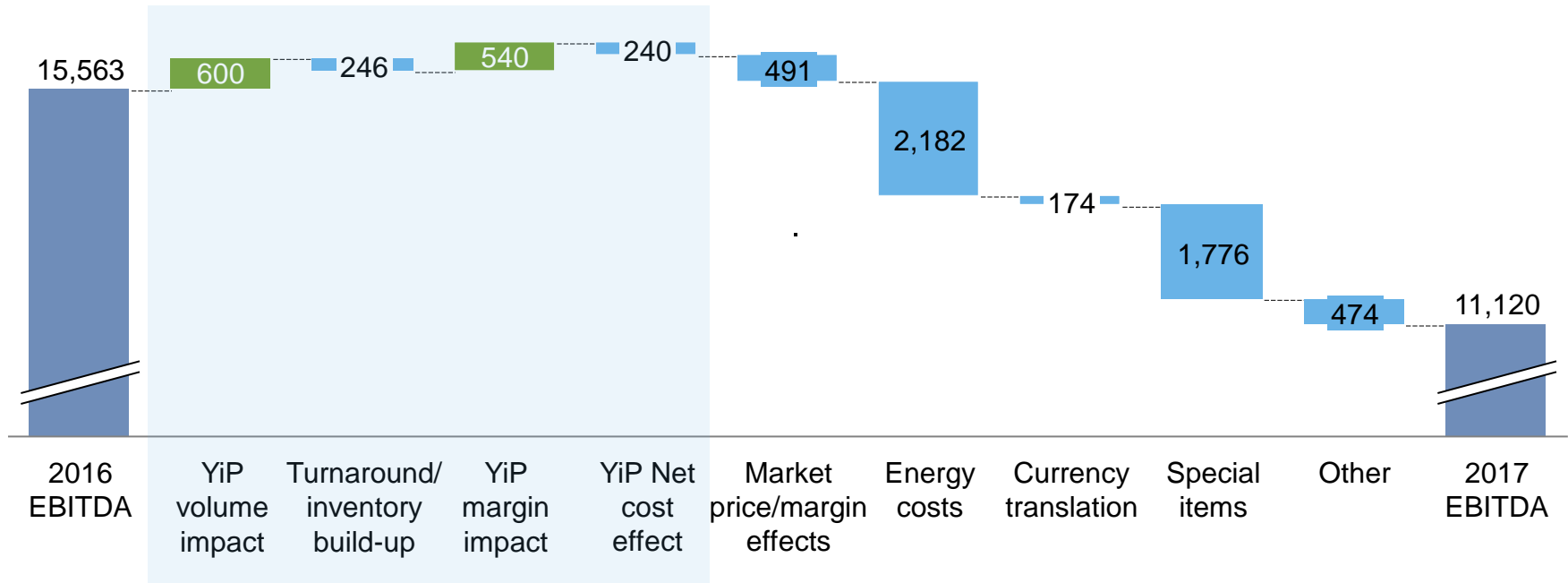


Yara Improvement Program effects



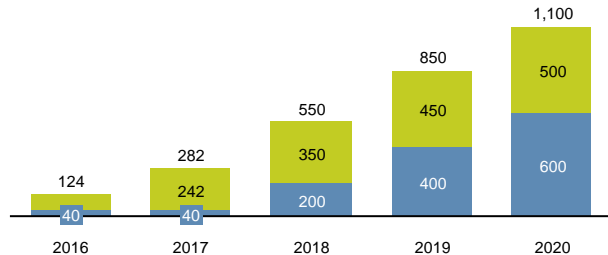
Significant positive impact of the Improvement Program in 2017

NOK millions

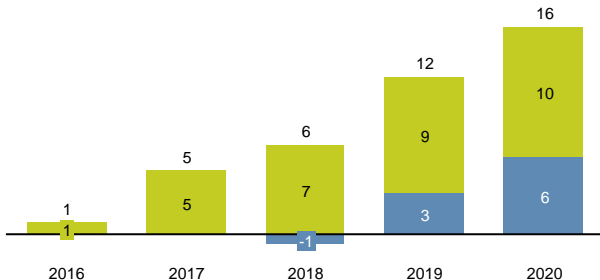


Improvement and growth investments; earnings and sensitivities¹

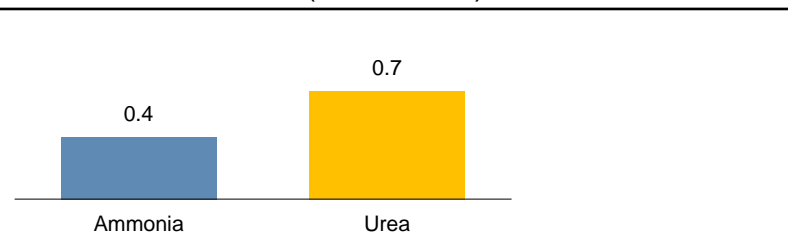
EBITDA improvement² (MUSD)



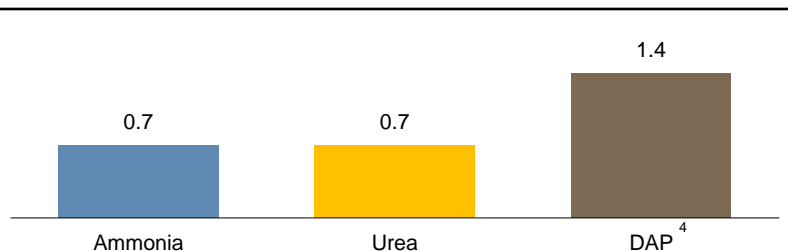
Earnings improvement² (NOK per share)



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 7.70, EUR/NOK: 9.55, USD/BRL: 3.2

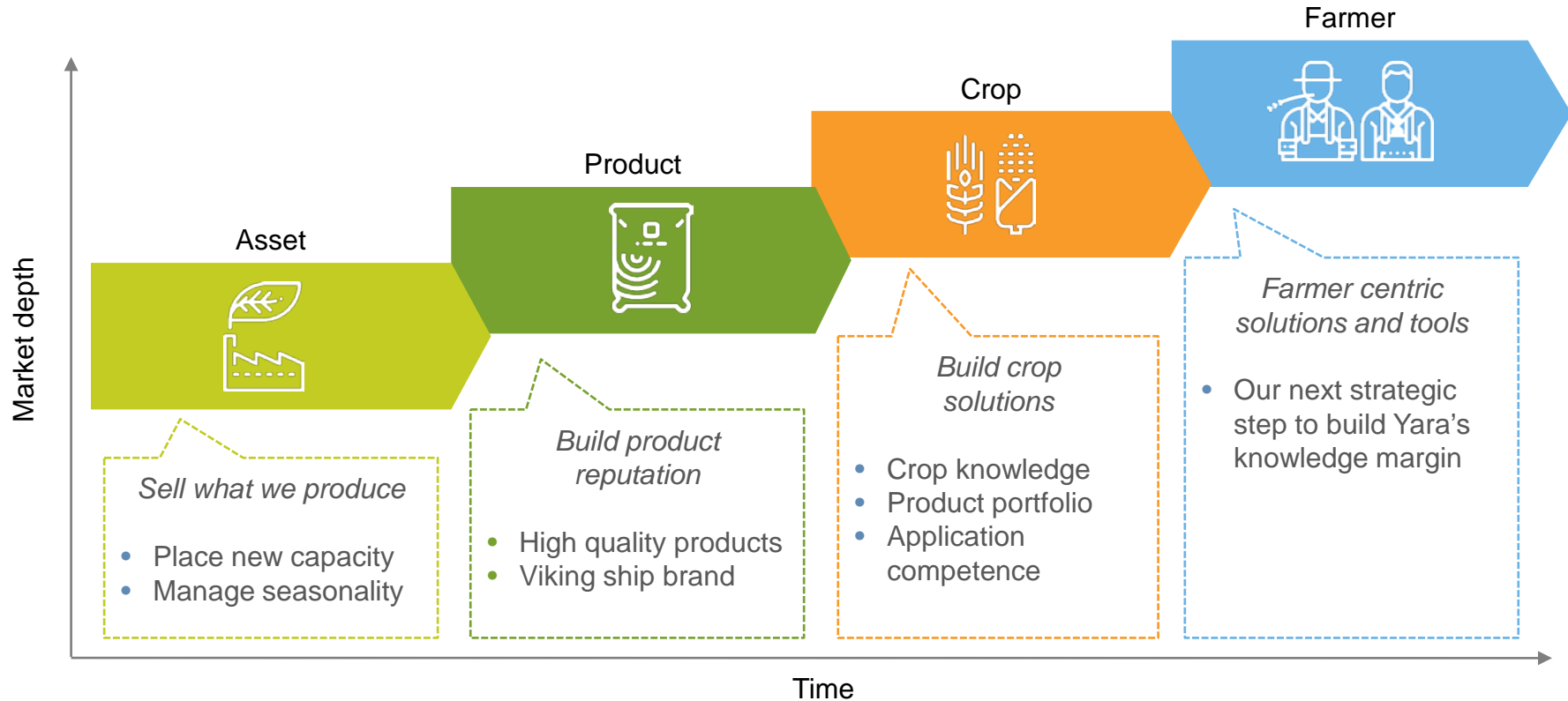
² Measured at 2015 conditions. Main average market prices: Ammonia fob Yuzhny 390 USD/t, Urea fob Yuzhny 275 USD/t, DAP fob Morocco 495 USD/t.

³ Improvement: 2020 numbers. Growth: At full capacity (2019 for urea and ammonia, 2020 for DAP).

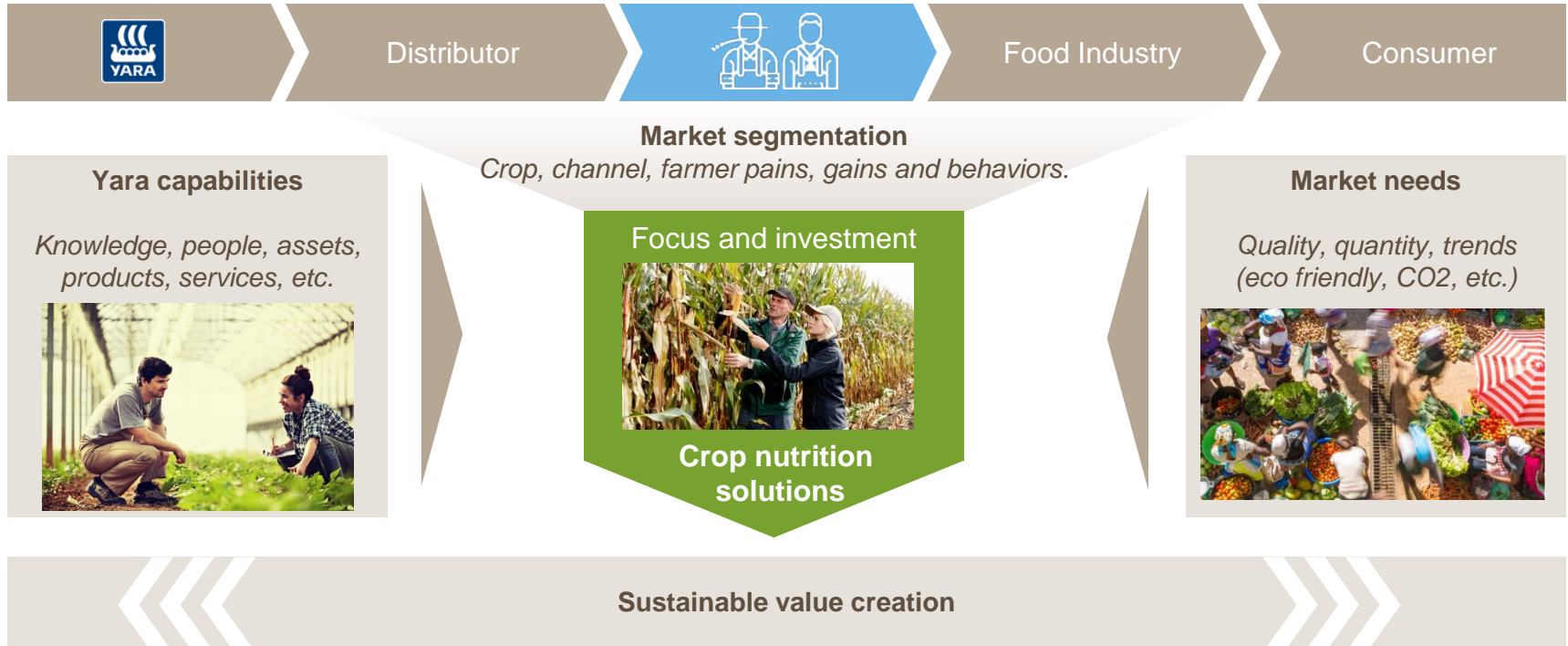
⁴ Phosphate-driven price change, equivalent to 138 USD/t phosphate rock (72 bpl)



Strategy recap - continuing the journey closer to the farmer



Deciding where to focus and how to win is key to profitable growth



Distributor



Food Industry

Consumer

Yara capabilities

Knowledge, people, assets, products, services, etc.



Market segmentation
Crop, channel, farmer pains, gains and behaviors.

Focus and investment



Crop nutrition solutions

Market needs

Quality, quantity, trends (eco friendly, CO2, etc.)

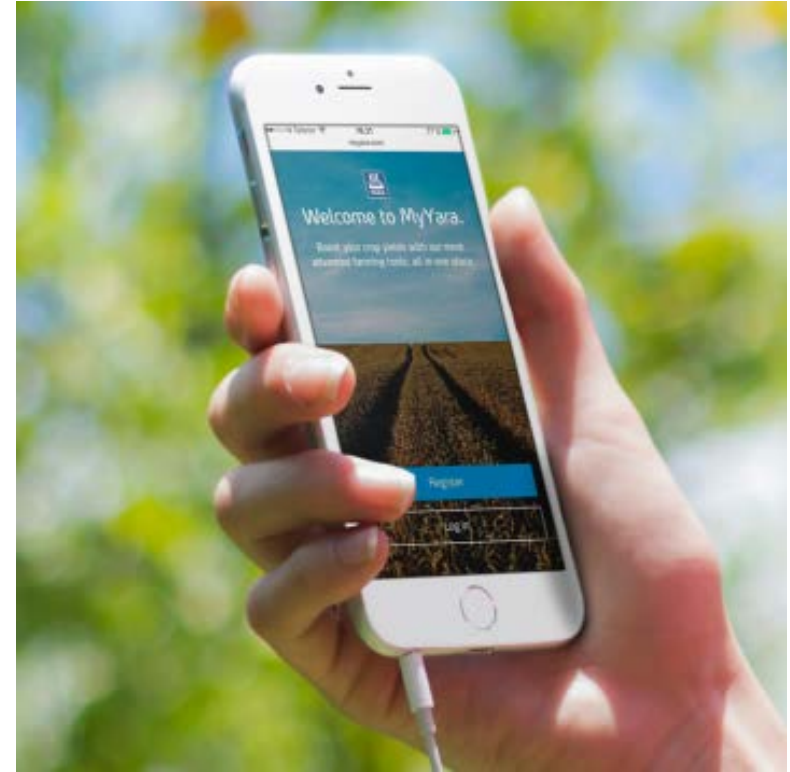


Sustainable value creation

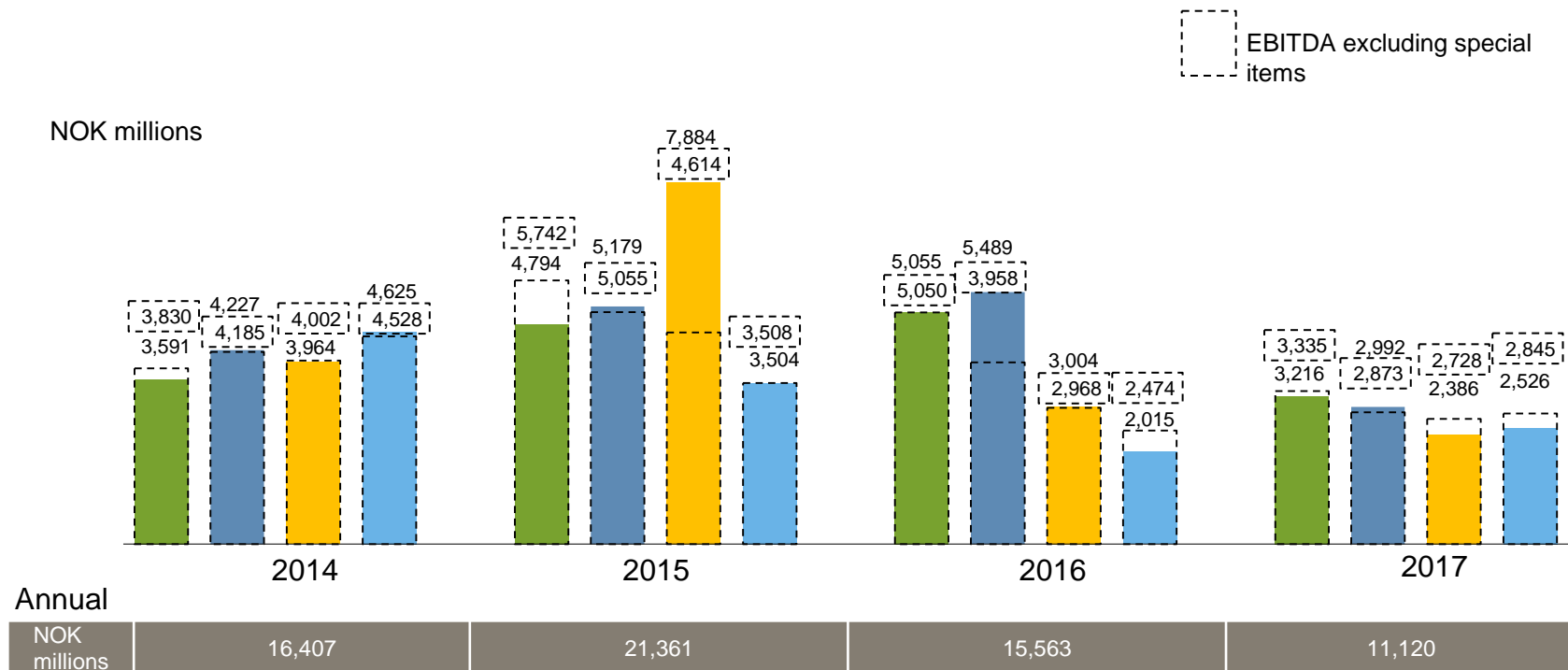


Ramp-up of digital solutions

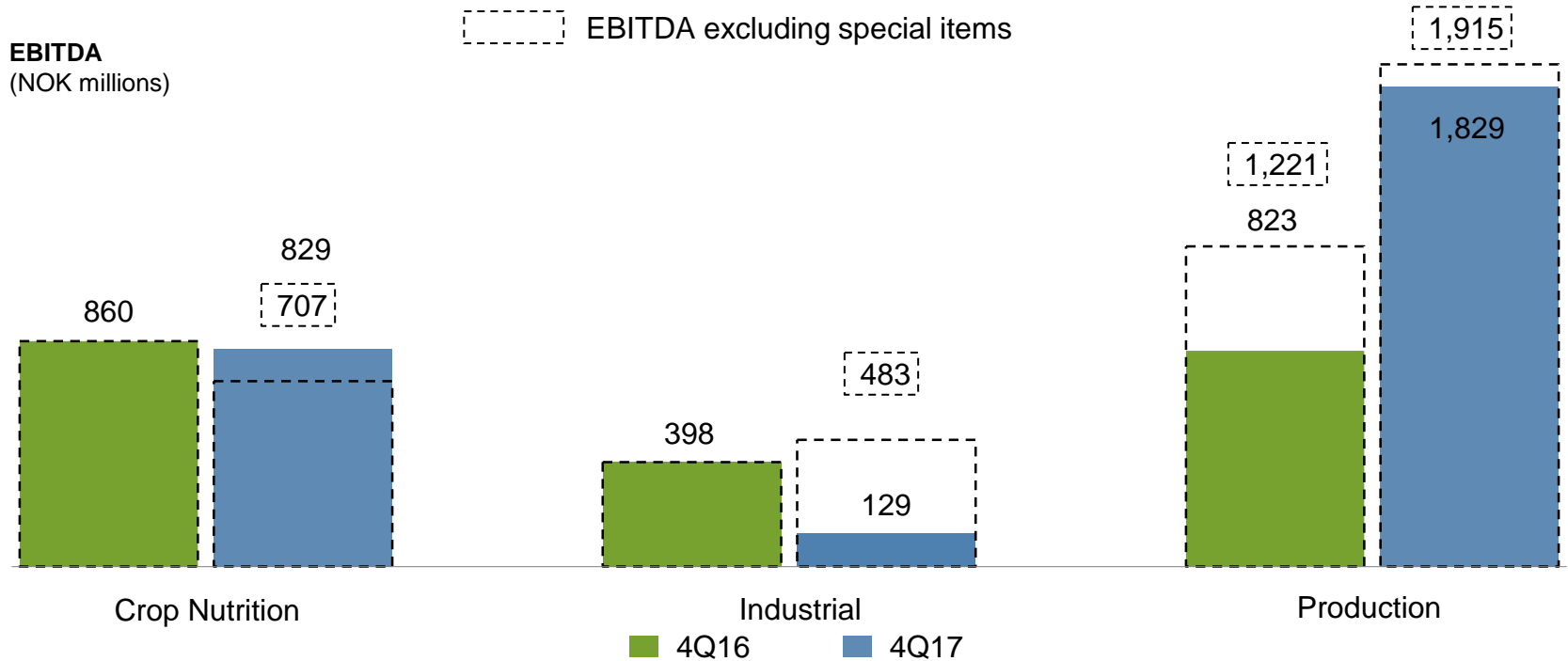
- We are quickly building a **strong pipeline of digital solutions**
- Every 3 months launch of 1-2 **digital solution teams**
- **Commercial pilots** in coming season
- **Examples**
 - Sensor-aided N-application
 - Nutrient optimization tailored to specific fields
 - Crop advisory platforms



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

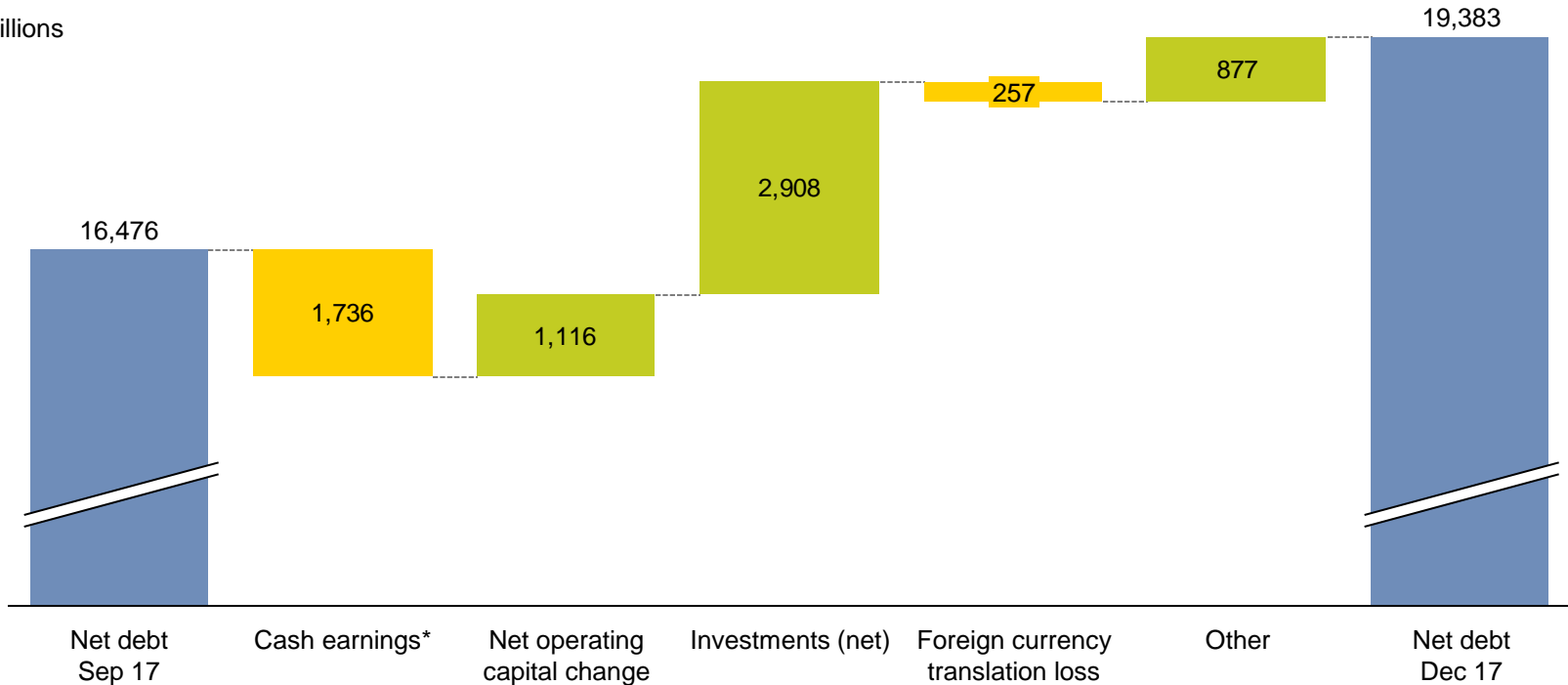


Higher margins in Production segment



Higher net interest-bearing debt as investments and net operating capital change more than offset cash earnings

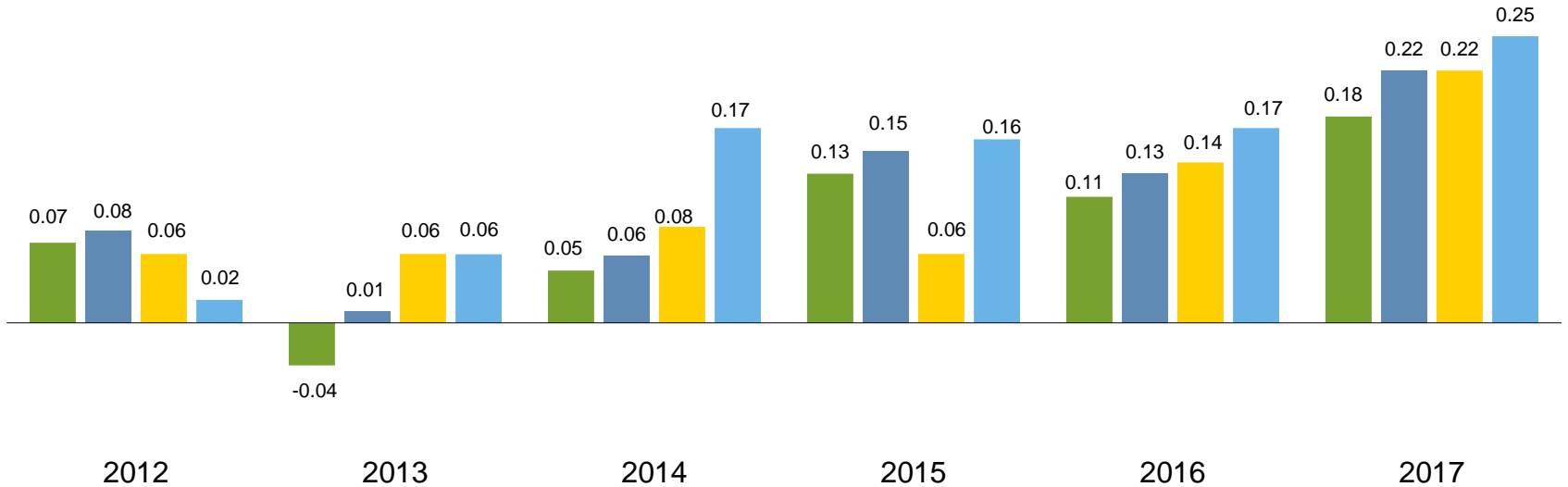
NOK millions



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

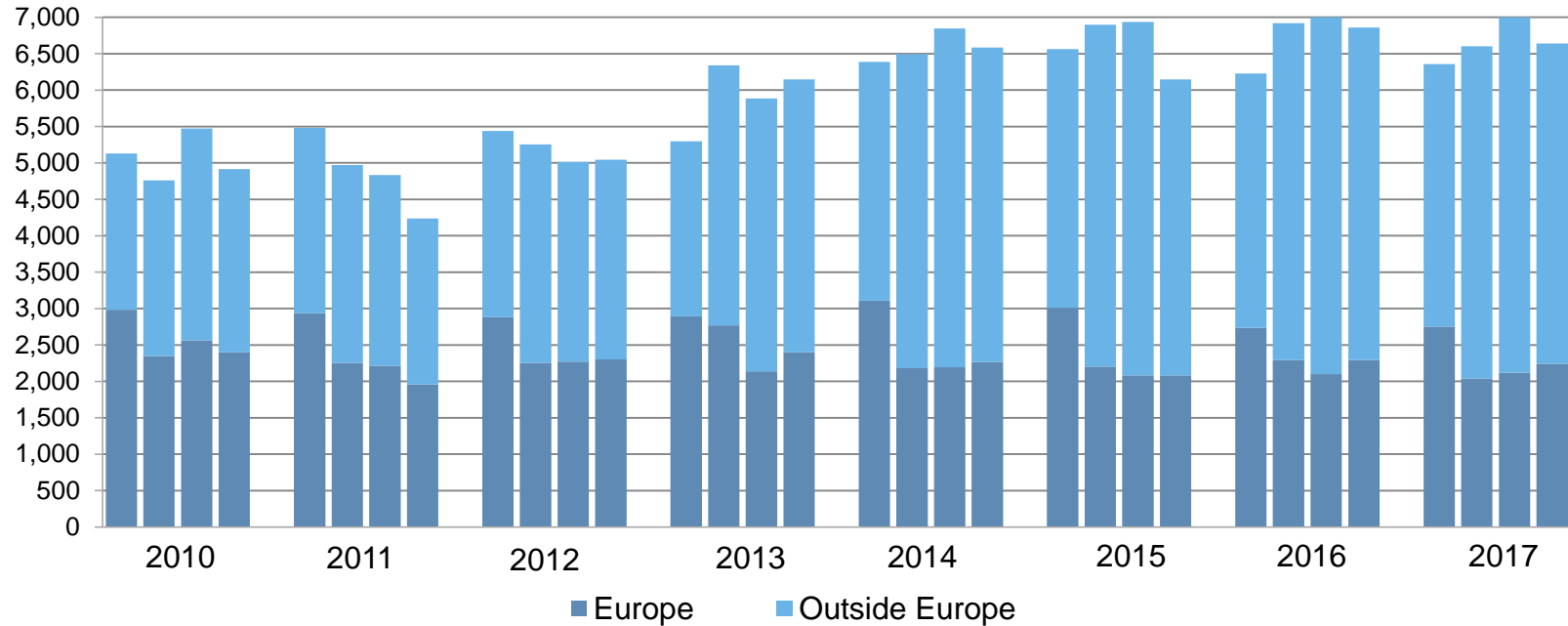
Debt/equity ratio

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



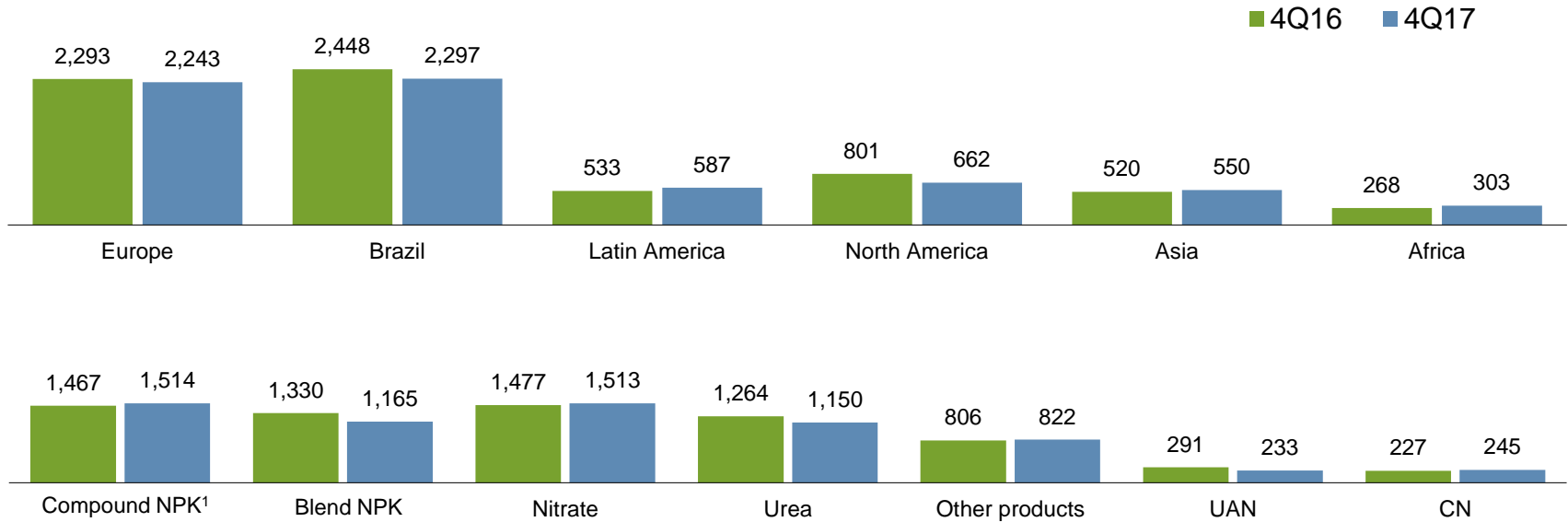
Fertilizer deliveries

Kilotons



Yara 4Q fertilizer deliveries by market and product

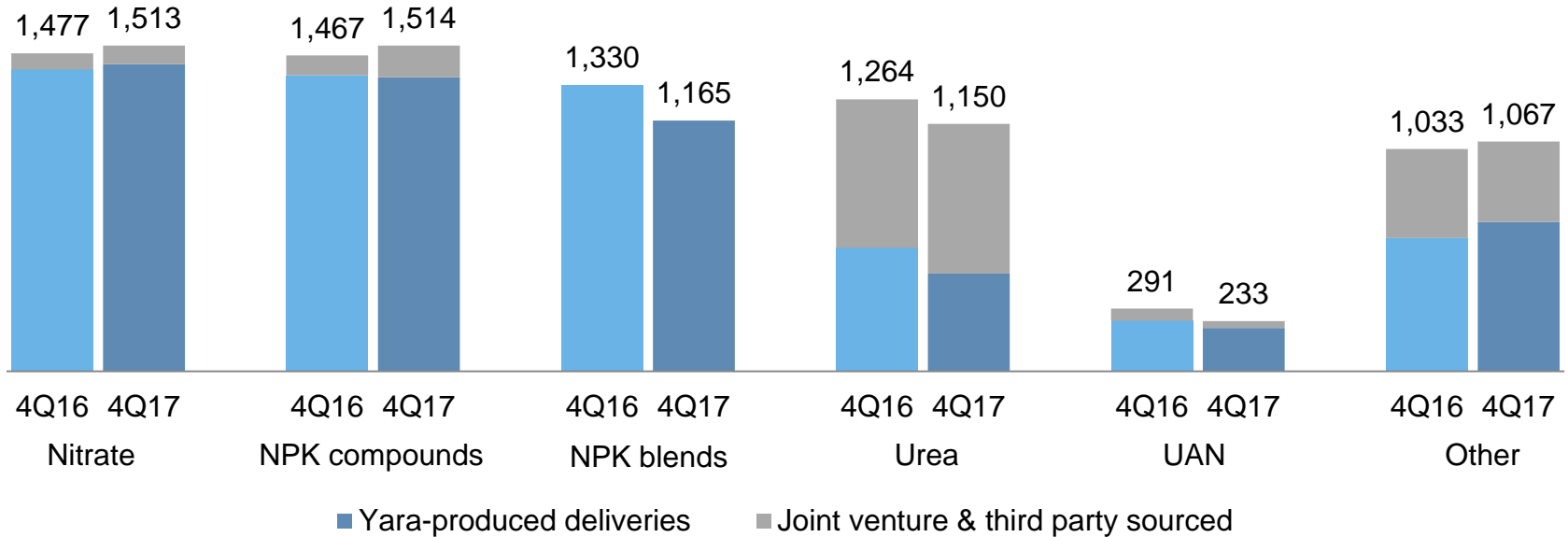
Kilotons



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

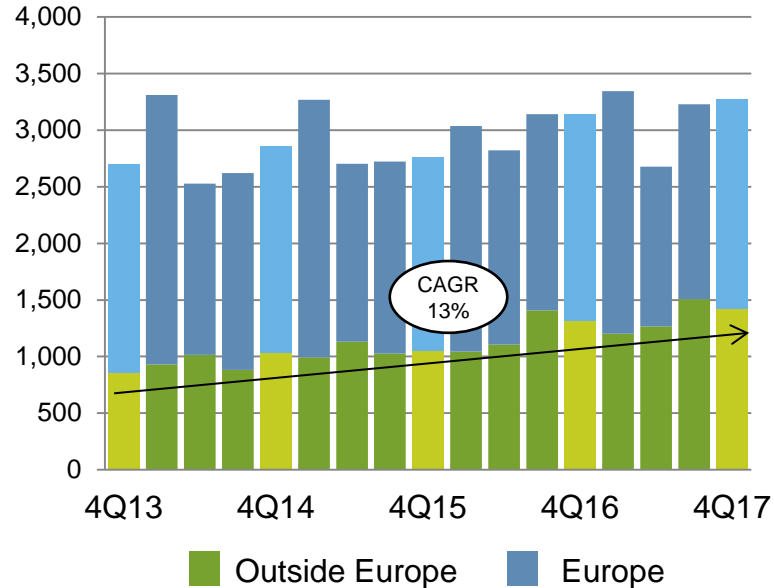
Fertilizer deliveries by product and source

Kilotons

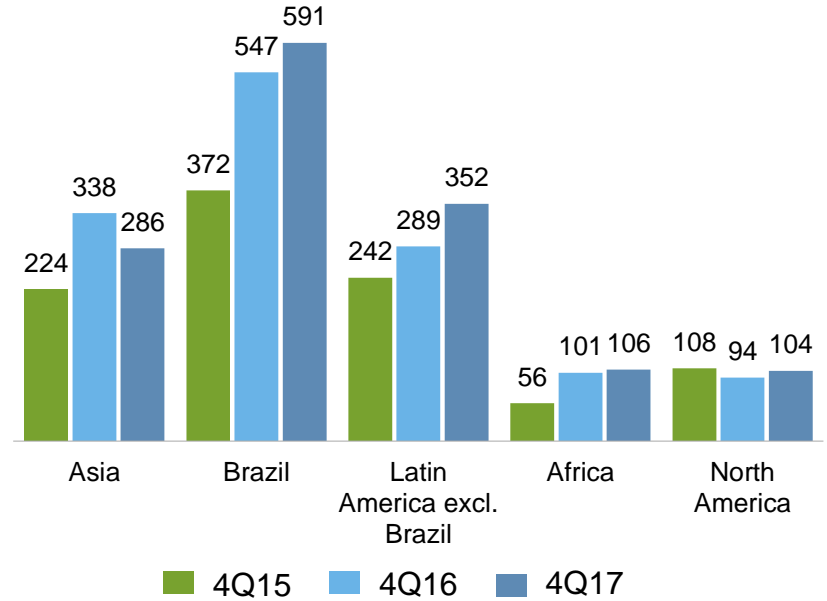


Strong premium product deliveries

Value-added fertilizer deliveries¹



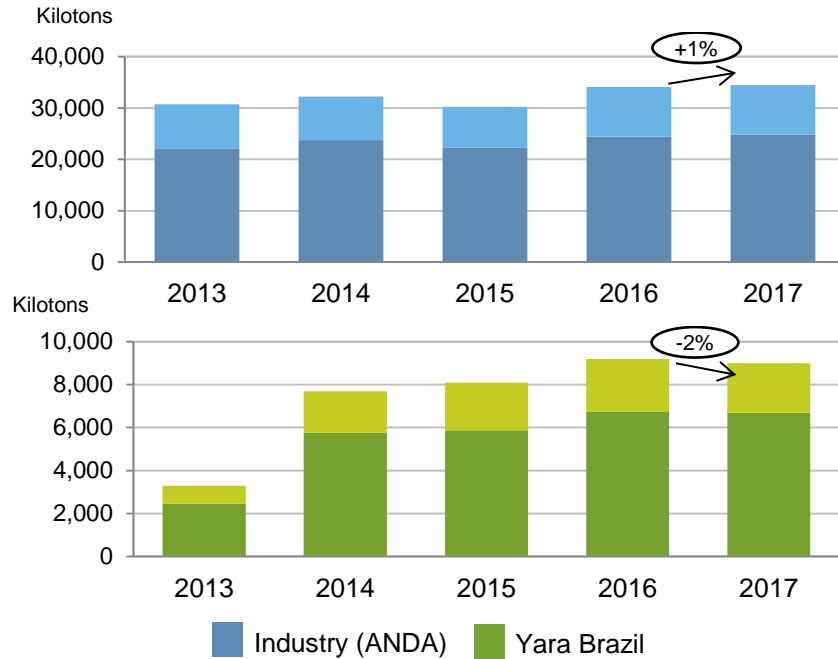
Value-added fertilizer deliveries¹



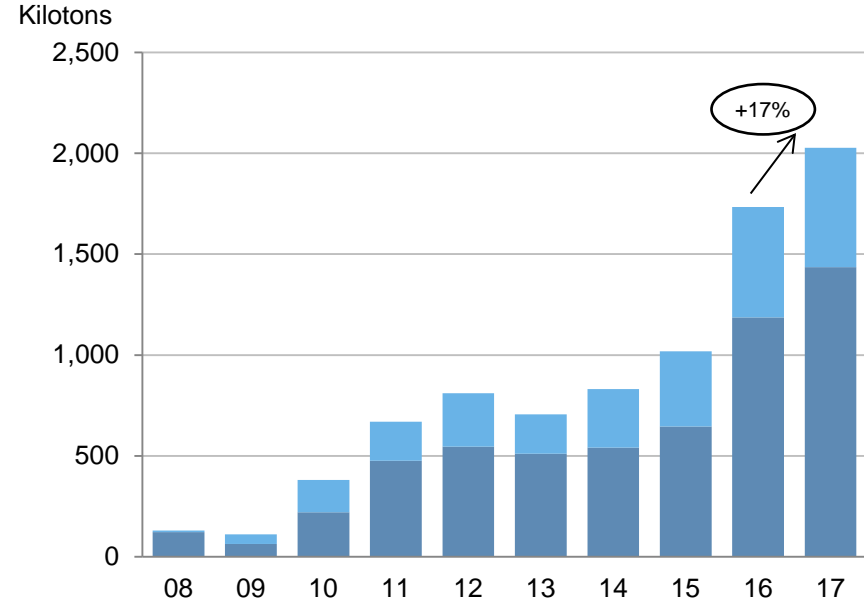
1) YaraBela, YaraMila and YaraLiva deliveries

Brazil: focus on premium products and solutions drives growth

Brazil 2017 fertilizer deliveries

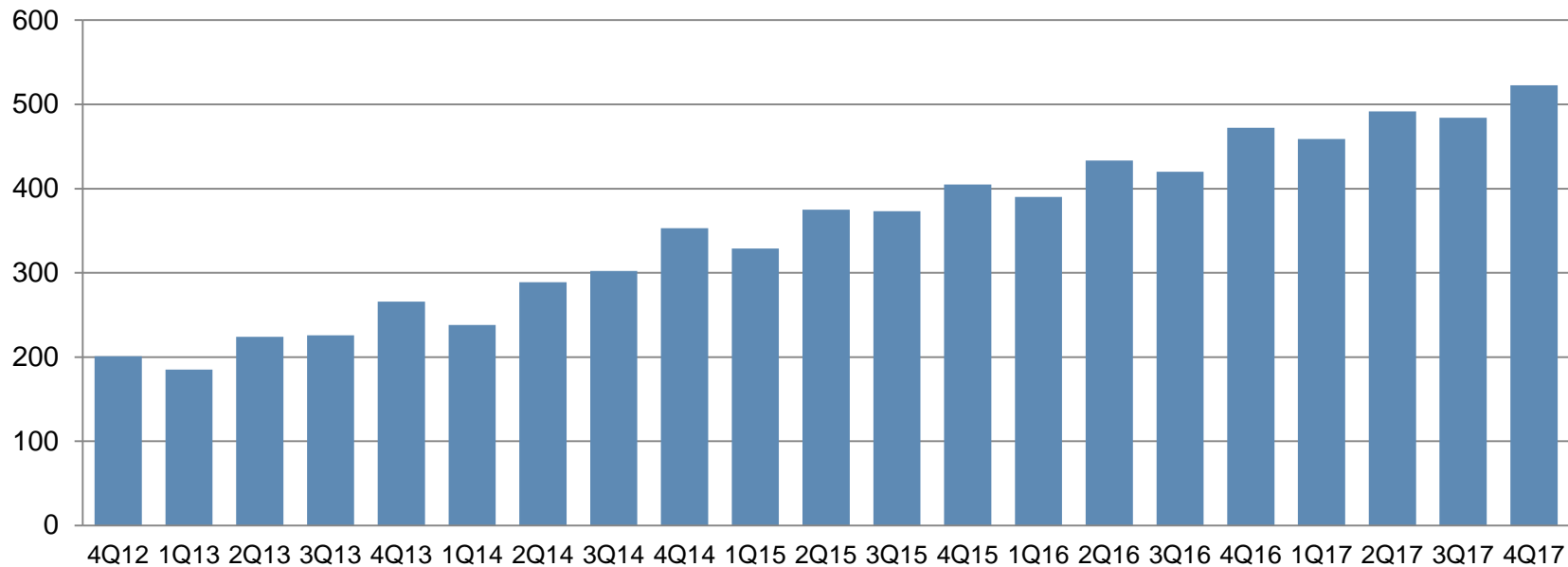


Brazil 2017 premium product deliveries



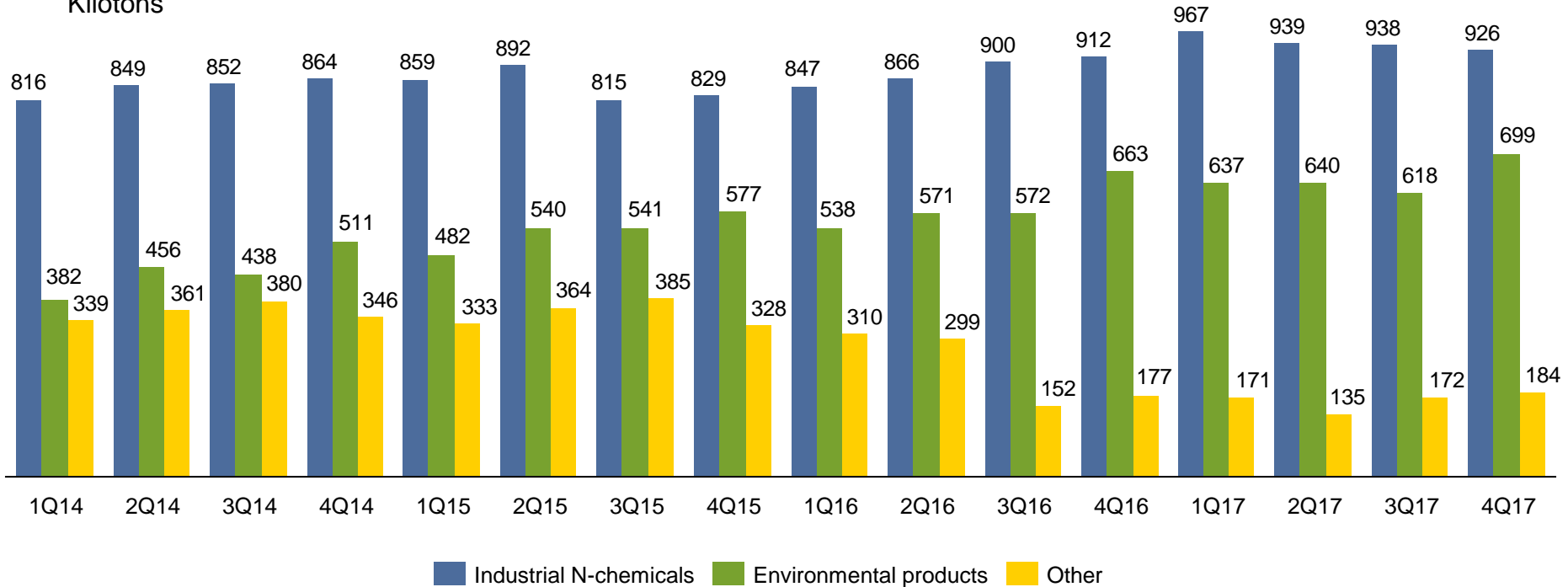
AdBlue deliveries

Kilotons



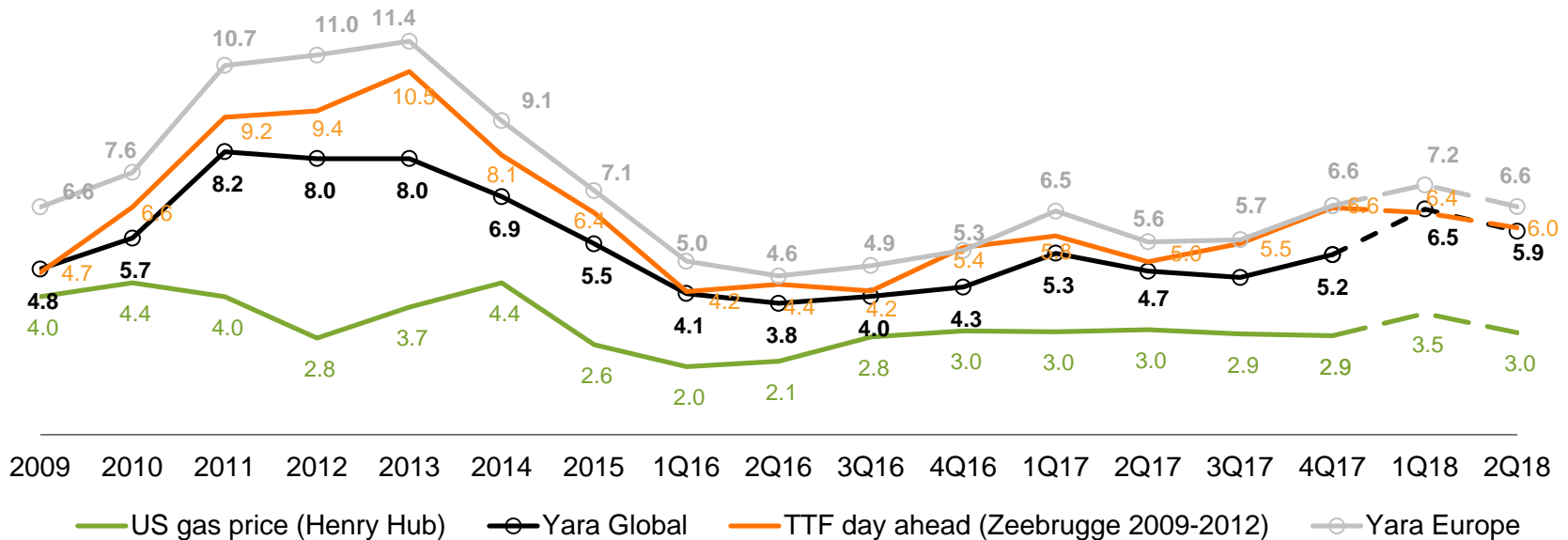
Industrial volume development

Kilotons



Energy cost

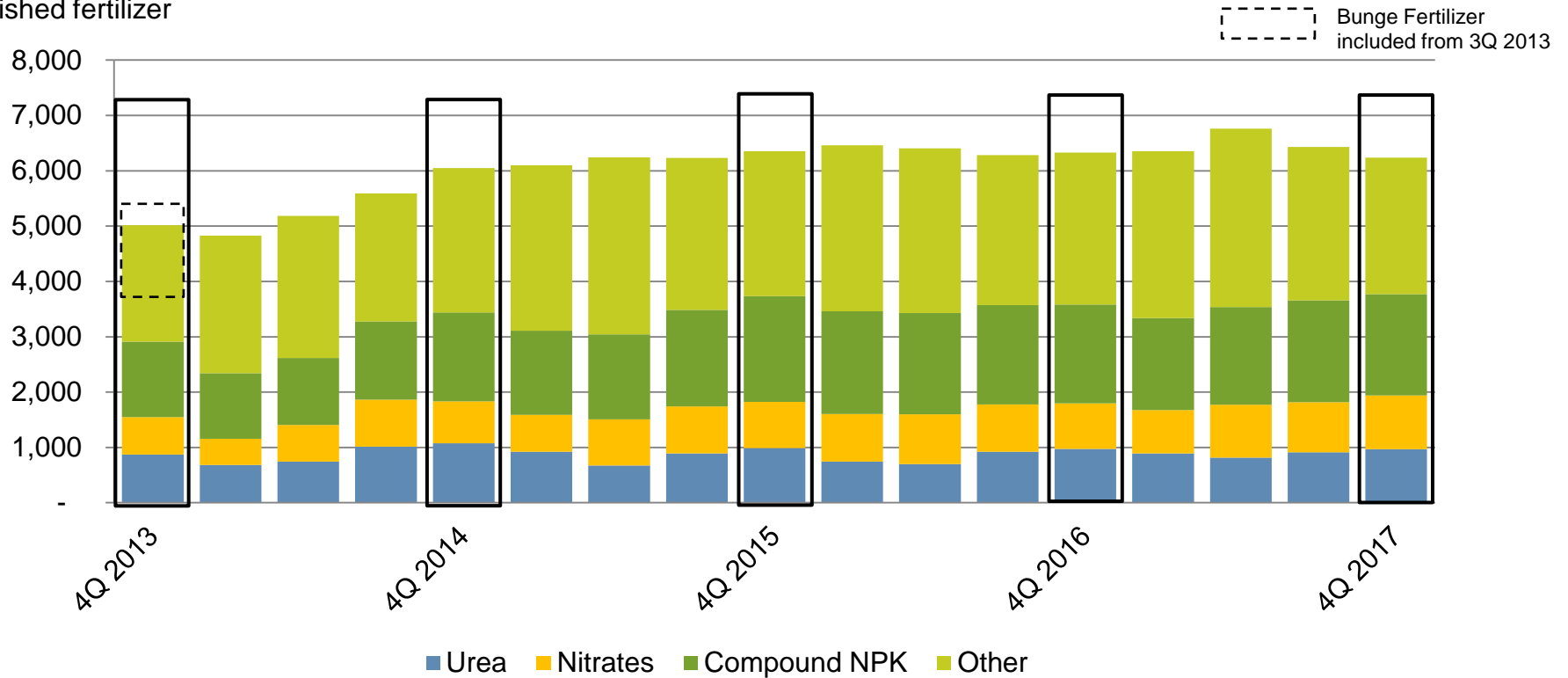
Yearly averages 2009 – 2015, quarterly averages for 2016-18 with forward prices* for 1Q18 and 2Q18.



*Dotted lines denote forward prices as of 30 January 2018
 Source: Yara, World Bank, Argus/ICIS Heren

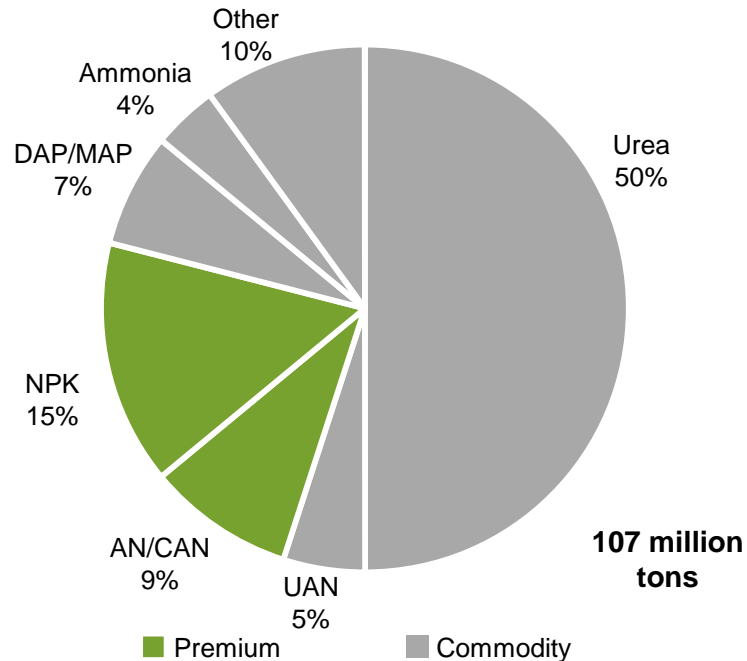
Yara stocks

Kilotons
Finished fertilizer



Yara's margins are influenced by the supply / demand situations for crops, commodity fertilizer and premium fertilizer

Urea is the key commodity N-product¹



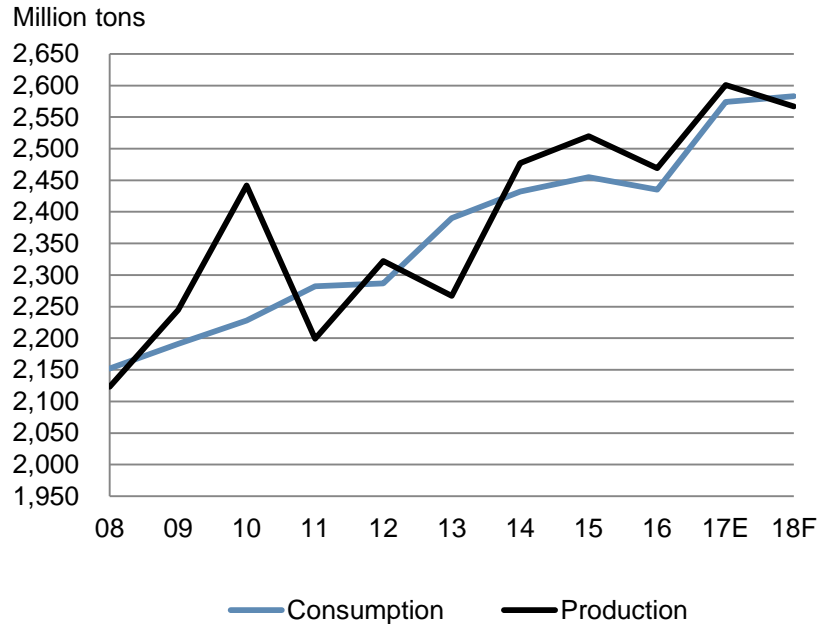
Both crop and fertilizer markets are key for Yara

- The majority of Yara's business is related to nitrogen
- Standardized commodity products like urea make up almost $\frac{3}{4}$ of the global nitrogen industry
- The supply / demand situation for both commodity and premium fertilizer is important for pricing
- In addition, the supply / demand situation for crops also influences demand and pricing for fertilizer

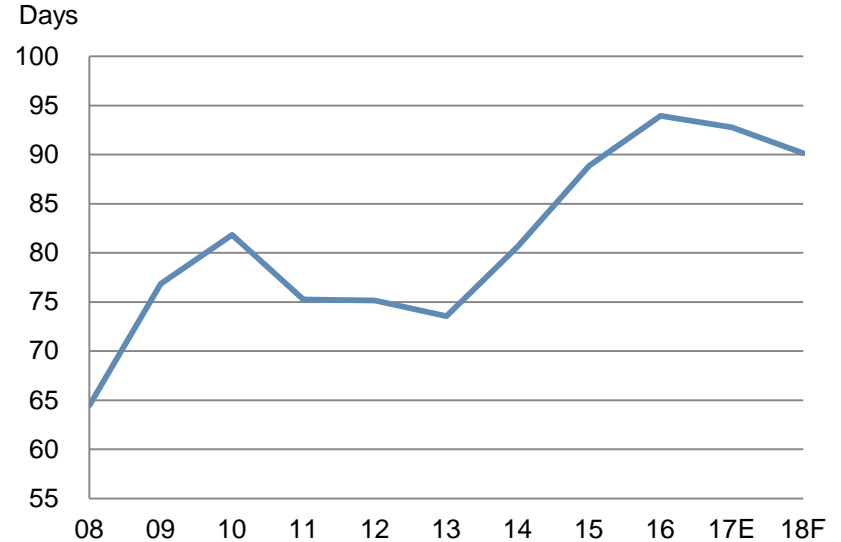
1) Source: IFA 2016/2017 season (June 2017 estimates)

Steady growth in grain consumption, while production growth is more volatile due to weather variations

Grain consumption and production

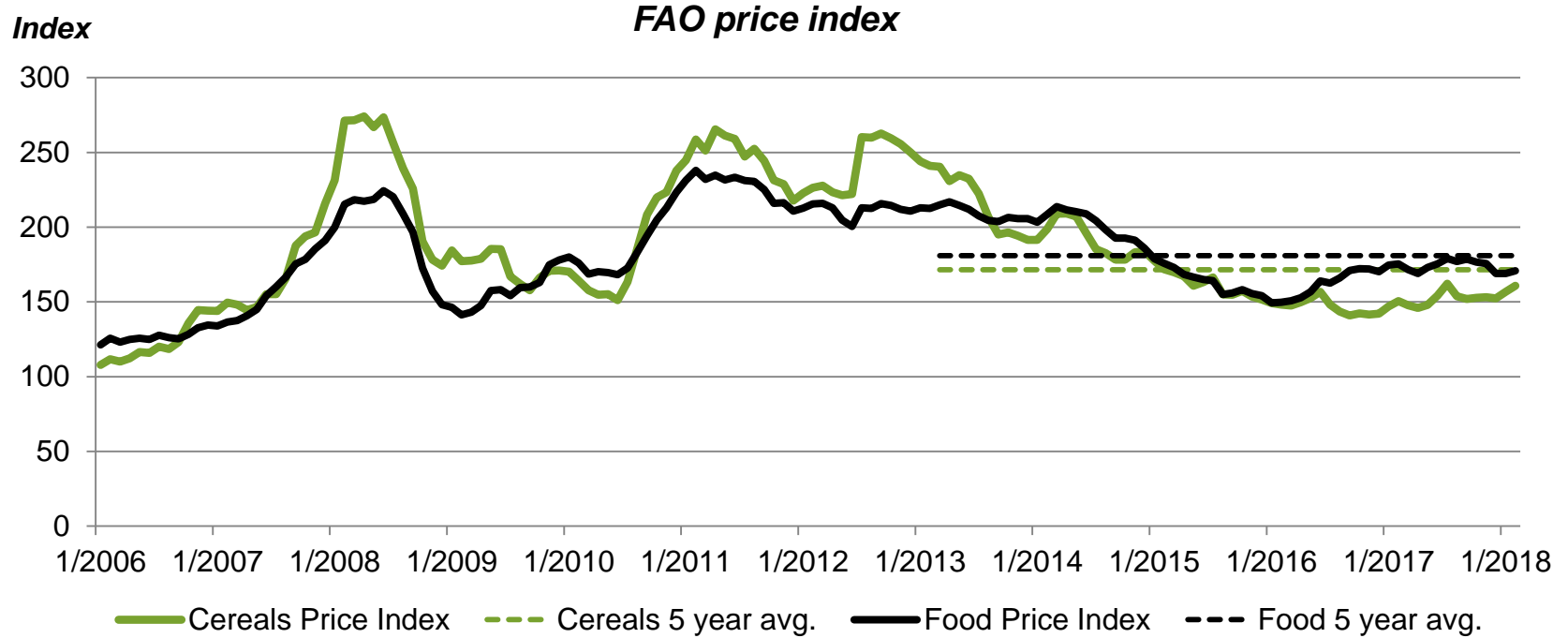


Days of consumption in stocks



Source: USDA March 2018

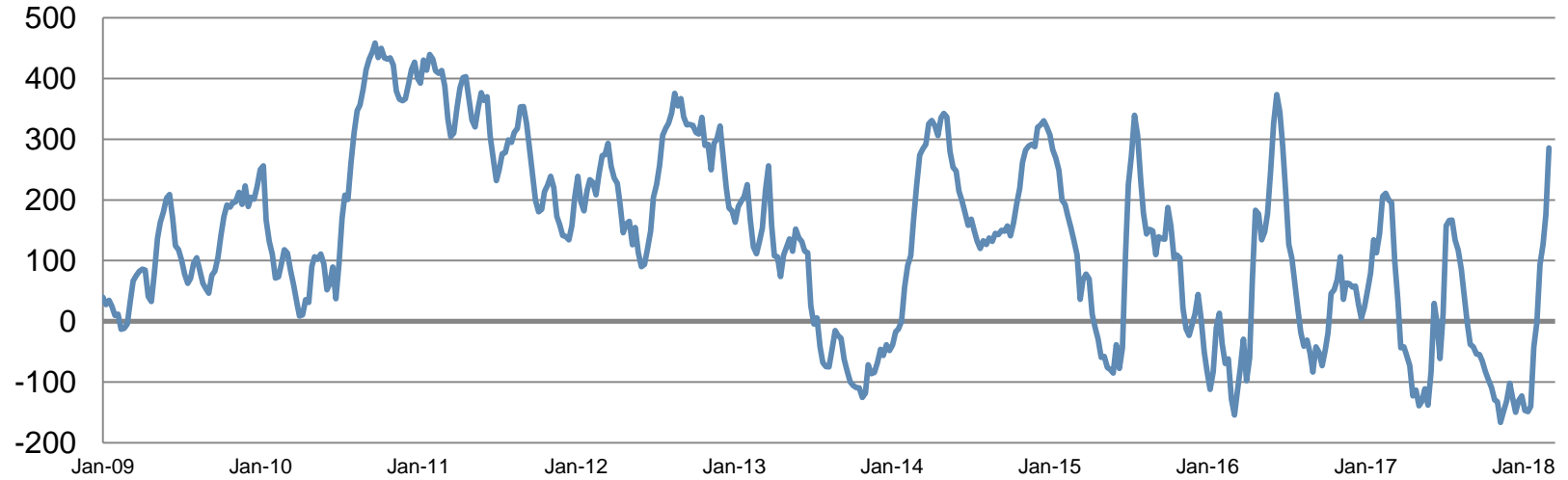
Relatively weak grain economics



Source: FAO

Non-commercials' net long position in corn

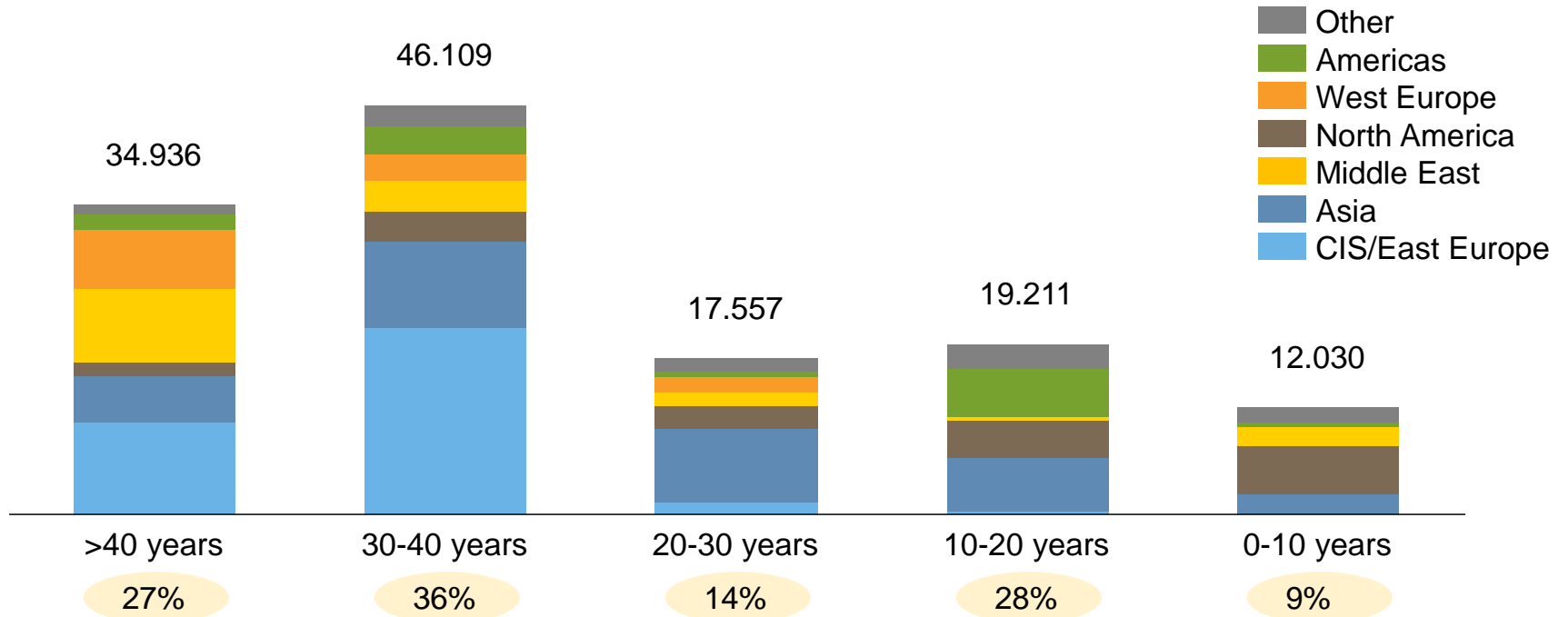
Thousand contracts



Source: US Commodity Futures Trading Commission

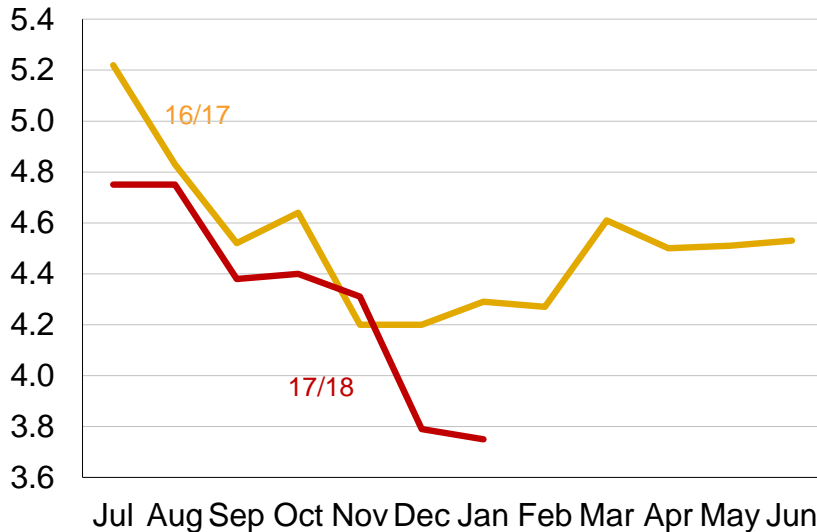
~2/3 of the world's ammonia capacity is more than 30 years old; older capacity may struggle to maintain utilization rates

World's ammonia capacity (ex. China) per geography and vintage (kt)



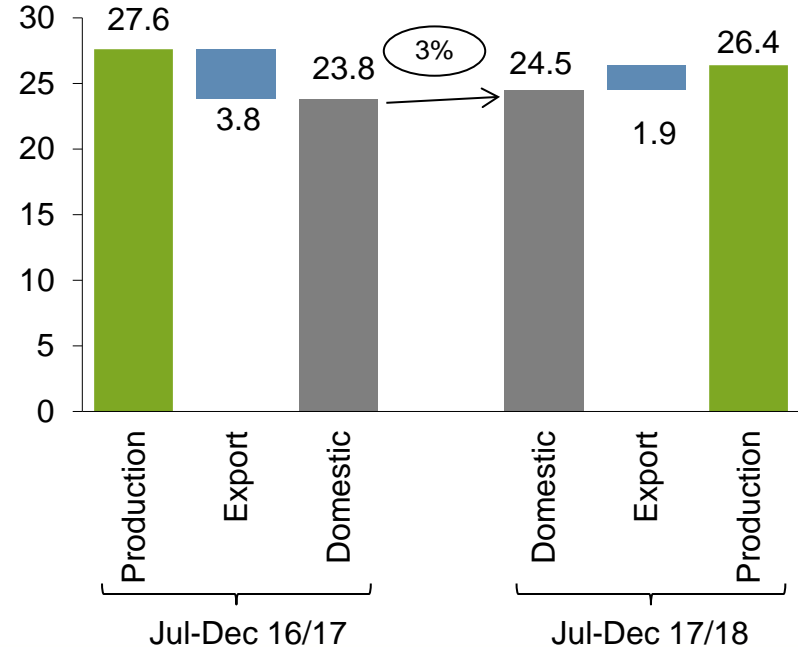
Unclear if supply is sufficient to cover Chinese urea demand this season

Chinese urea production down vs last year (million tons)

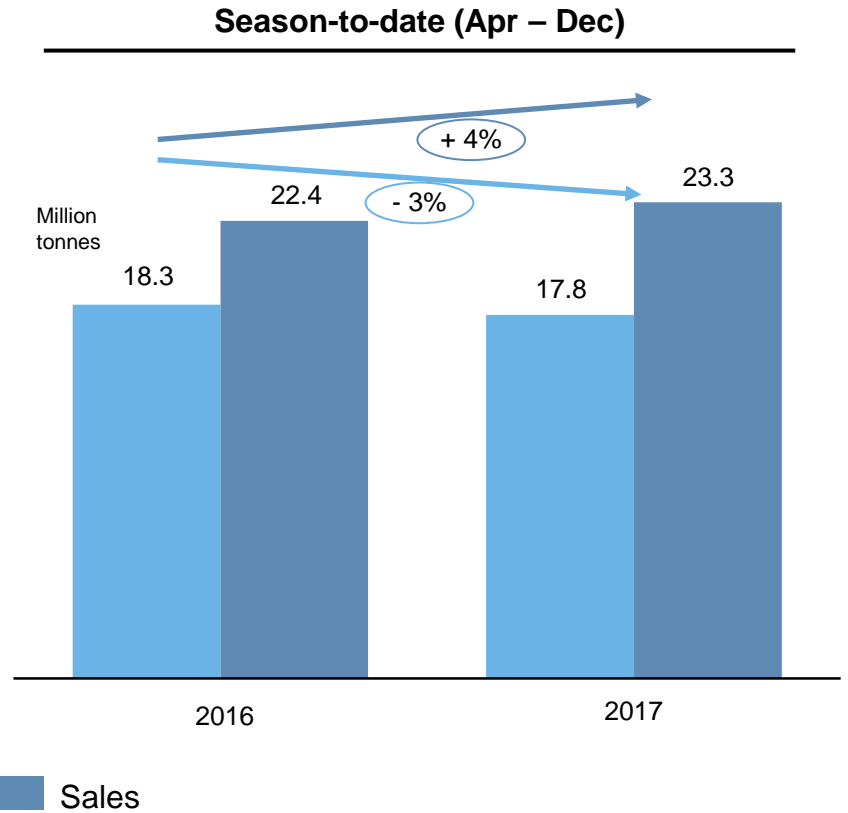
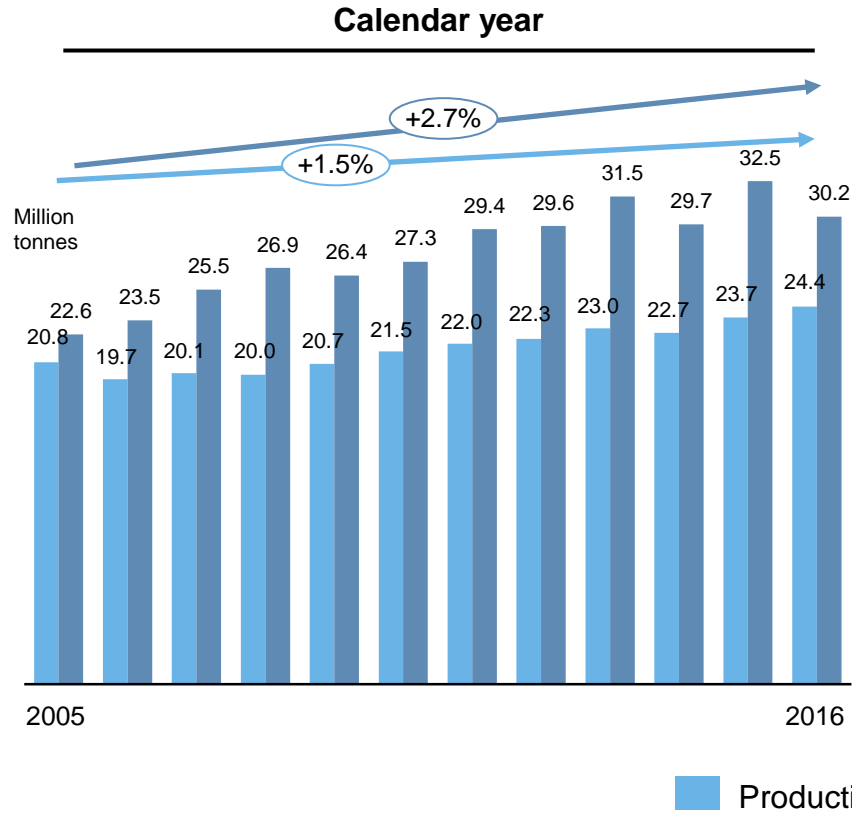


Source: CFMW, covering close to 100% of production

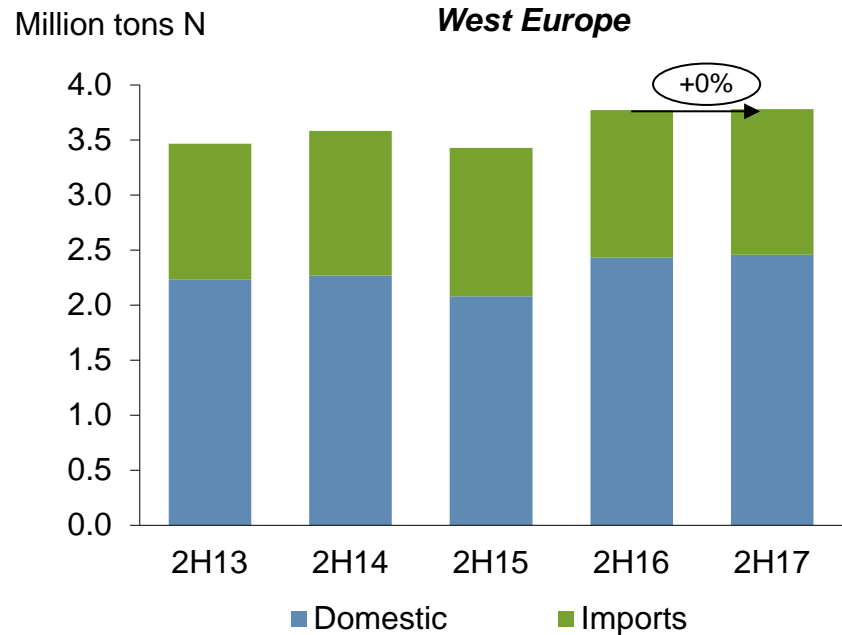
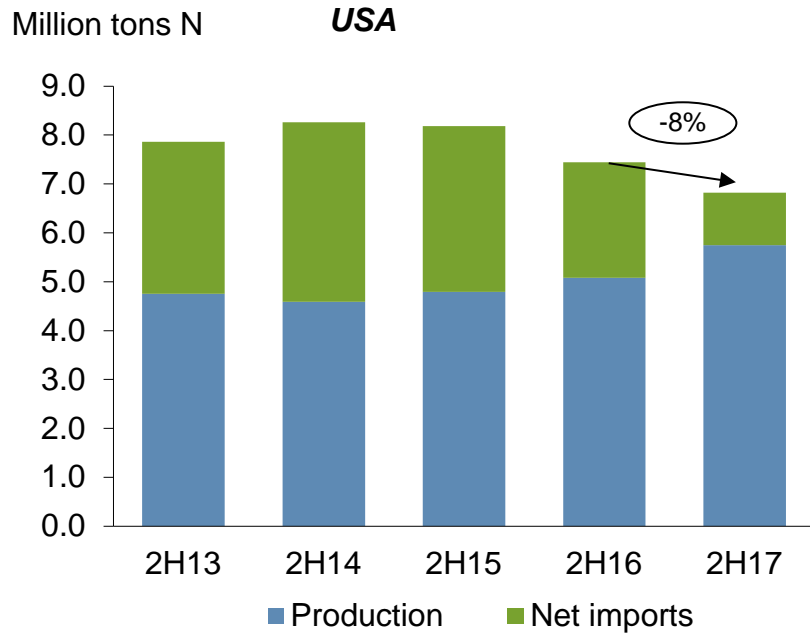
Export reduction so far kept supply stable (million tons)



Import catch-up need in India



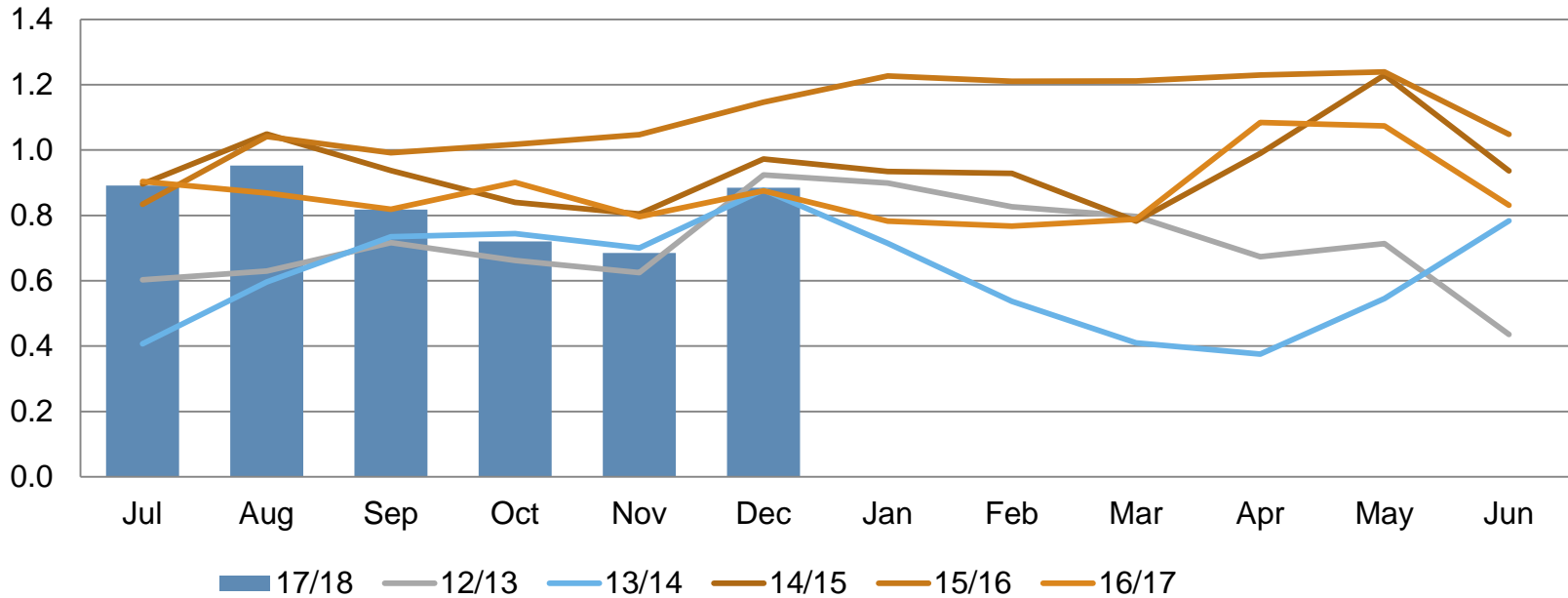
Strong deliveries in Europe, slow in USA



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

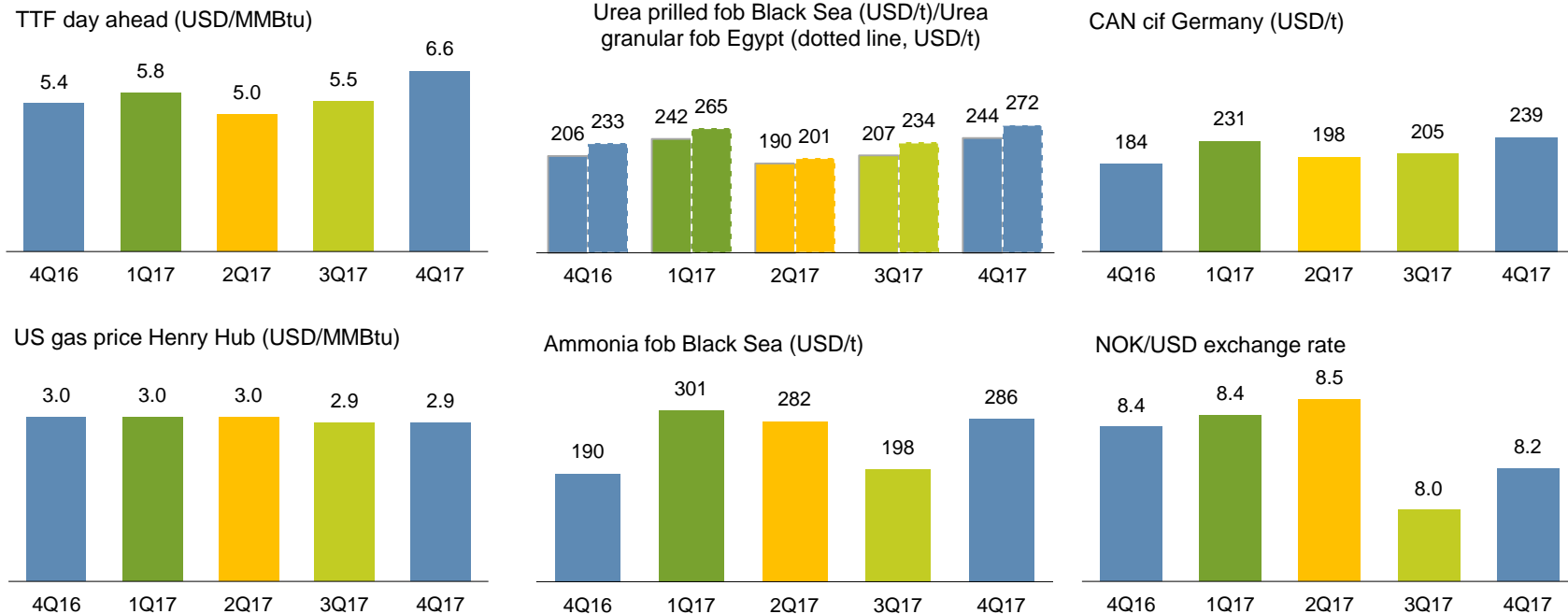
European producers' nitrate stocks

Index
June 2007 = 1



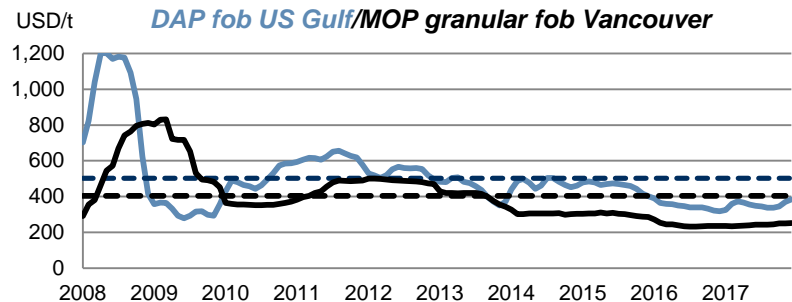
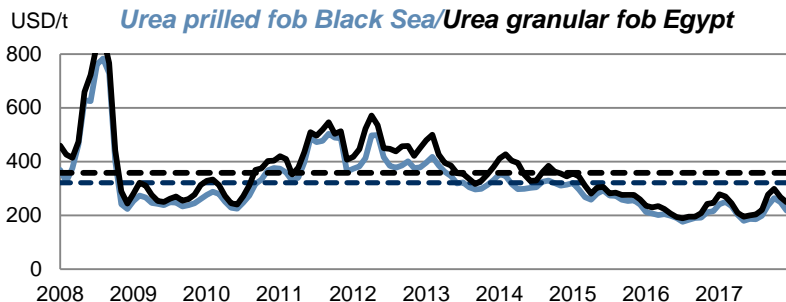
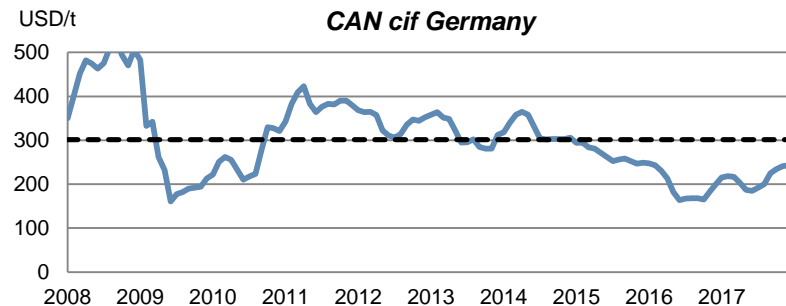
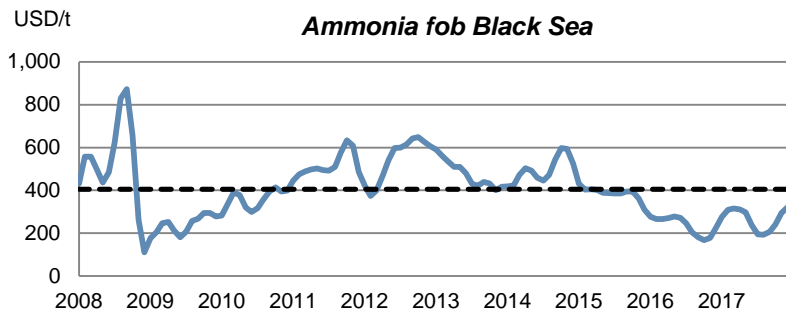
Source: Fertilizers Europe

Key value drivers – quarterly averages



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

10-year fertilizer prices – monthly averages



Source: Fertilizer Market Publications

--- Average prices 2008 - 2017



Knowledge grows

