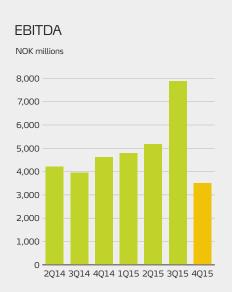


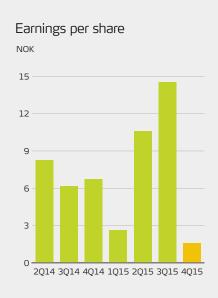
# Fourth quarter 2015 report

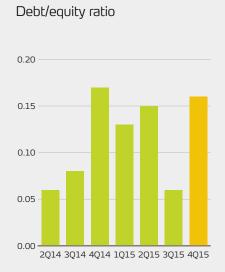
Yara International ASA



- Weaker result reflecting lower margins and deliveries
- Significant downtime impacts production of urea, ammonia and nitrates
- Global deliveries down 7%, but increase in Brazil
- Strong Industrial result with continued growth for environmental products
- Asset write-downs of NOK 1,150 million
- Proposed dividend NOK 15 per share, 51% of net income







# Fourth quarter 2015

### Financial highlights

NOK millions, except where indicated otherwise	4Q 2015	4Q 2014	2015	2014
Revenue and other income	25,722	26,230	111,897	95,343
Operating income	685	2,688	14,104	10,305
Share net income equity-accounted investees	12	265	(310)	786
EBITDA	3,504	4,625	21,361	16,407
EBITDA excl. special items	3,508	4,528	18,920	16,544
Net income after non-controlling interests	434	1,860	8,083	7,625
Earnings per share <sup>1)</sup>	1.58	6.74	29.38	27.59
Earnings per share excl.currency 1)	0.64	7.64	36.07	29.33
Earnings per share excl.currency and special items <sup>1)</sup>	3.97	8.17	31.48	30.66
Average number of shares outstanding (millions)	274.6	275.8	275.1	276.4
CROGI (12-month rolling average) <sup>2)</sup>			14.0%	13.3%
ROCE (12-month rolling average)			12.9%	13.3%

<sup>1)</sup> NOK per share. Yara currently has no share-based compensation programs that result in a dilutive effect on EPS. 2) Fourth-quarter 2015 CROGI excl. special items annualized 9%.

### Key statistics

		40.2015	40 2014	2015	2014
Augusta ericas		4Q 2015	4Q 2014	2015	2014
Average prices		250	215	272	
Urea prilled (fob Black Sea)	USD per ton	250	315	272	318
CAN (cif Germany)	USD per ton	255	310	270	329
Ammonia (fob Black Sea)	USD per ton	355	572	387	496
DAP (fob US Gulf)	USD per ton	421	459	459	473
Phosphate rock (fob Morocco)	USD per ton	126	122	124	118
European gas (TTF)	USD per MMBtu	5.5	8.2	6.4	8.1
US gas (Henry Hub)	USD per MMBtu	2.1	3.8	2.6	4.4
Yara's gas & oil cost (weighted average) 1)	USD per MMBtu	5.2	6.5	5.5	6.9
Yara's European gas & oil cost (weighted average) 1)	USD per MMBtu	6.2	8.5	7.1	9.1
USD/NOK currency rate		8.53	6.89	8.06	6.30
Production (Thousand tons) 1)					
Ammonia		1,612	1,792	7,035	7,096
Finished fertilizer and industrial products, excl. bulk blends		4,560	4,685	19,224	18,828
Total		6,172	6,477	26,259	25,924
Sales (Thousand tons)					
Ammonia trade		450	507	2,103	2,041
Fertilizer		6,147	6,585	26,544	26,317
Industrial products		1,759	1,720	7,030	6,593
Total		8,355	8,813	35,676	34,951

<sup>1)</sup> Including Yara's share in equity-accounted investees.

Yara's fourth-quarter net income after non controlling interests was NOK 434 million, compared with NOK 1,860 million a year earlier. Excluding net foreign exchange gain/(loss) and special items, the result was NOK 1,091 million, compared with NOK 2,253 million in fourth-quarter 2014. The corresponding earnings per share were NOK 3.97 compared with NOK 8.17 a year earlier.

Results are impacted by asset write-downs of NOK 1,150 million, of which approximately NOK 930 million relates to the Yara production plants in Montoir (France) and Trinidad.

"Yara reports weaker results than a year ago, reflecting a tougher market environment with declining prices, but also an unsatisfactory operational performance with significant downtime in several of our plants," said Svein Tore Holsether, President and Chief Executive Officer of Yara.

"However, I am pleased to see continued growth in Brazil, especially for premium product deliveries, as well as another strong result from the Industrial segment," said Svein Tore Holsether.

### **FERTILIZER MARKET CONDITIONS**

Despite a third consecutive strong grain harvest for the 2015/16 agricultural year (July-June), grain production is only exceeding consumption by half a percent increasing stocks-to-use by two days. With continued consumption growth, another record crop is needed for the coming year, supporting fertilizer demand. Still, the strong harvests have resulted in lower prices for several key crops, measured in US dollars. The Food and Agriculture Organization of the United Nations (FAO) food price index was down 18% on fourth quarter 2014 and 23% below the five-year average, while the cereal price index was down 15% year-on-year and 27% below the five-year average.

As the US dollar has strengthened against most relevant currencies, the price developments have been significantly less negative (in some cases positive) in several key producing regions, including Europe and Brazil. On average this fourth quarter compared to a year earlier, Euro has depreciated 14% versus US dollar, while Brazilian Real has depreciated by 51%.

Although US denominated crop prices are lower than a year ago, they are still supportive for fertilizer use, nitrogen fertilizer in particular. For phosphate and potassium fertilizers, where many farmers can temporarily reduce application without many negative yield effects, global demand is more affected by the reduced crop prices. In addition, as fertilizer prices have been declining, fertilizer buyers were careful, trying to defer buying as much as possible. In higher value crop segments, demand for quality fertilizers like nitrates and NPK remains strong.

Prilled urea prices fob Black Sea averaged USD 250 per ton for the quarter, down 21% on the same quarter the previous year, caused by lower production costs globally, but most importantly in China. From China, export costs have declined mainly due to lower coal prices and a weaker currency. In addition, export capacity has increased in Iran and Egypt, and from new plants in Algeria, Saudi Arabia and the US. While Chinese urea exports at 4.2 million tons for the quarter were down from 5.5 million tons a year earlier, they were more than sufficient to meet global import demand. For the year, China exported close to 14 million tons, in line with 2014.

At the start of the quarter, the ammonia market was tight, with pricing at the ceiling set by the urea price. But ammonia demand slowed considerably trough the quarter, and prices dropped. Due to lower global oil and gas prices, the floor for ammonia prices has been significantly reduced. As prices at the end of the quarter dropped below USD 300 per ton fob Black Sea, Ukrainian export curtailments were announced. But most ammonia producers are still making positive margins, due to the energy price decline.

After benefiting from a strong demand increase in India during 2015, the global phosphate market was exposed to slower demand during the fourth quarter, particularly towards the end. The average DAP price fob US Gulf was down 8% compared a year earlier, reflecting lower ammonia and sulphur cost, and leaving US dollar phosphate values broadly unchanged. The strong global phosphate demand development during 2015, was matched by supply, with China exporting a record 8 million tons DAP, up 64% from 2014 and representing roughly half of the globally traded DAP.

Lower DAP prices were offset by lower input costs for two main raw materials, ammonia and sulphur. Phosphate rock prices were similar to a year earlier, as were upgrading margins from rock to DAP.

### REGIONAL MARKET DEVELOPMENTS

Fourth-quarter nitrogen fertilizer deliveries in Western Europe were down 4% on a year earlier, with imports up 5%. Season-to-date deliveries were 5% lower than a year earlier, with stable imports.

Fourth-quarter US nitrogen deliveries are estimated to be 6% lower than a year ago, mainly due to lower imports. Season-to-date deliveries are estimated 4% down on the previous season

In India, urea sales so far this season (April through December) were 7% higher than a year earlier, with a similar increase in domestic production. For the same period, 6.9 million tons were imported, up from 6.3 million tons the previous season. Parts of India have experienced very dry conditions this season, negatively affecting fertilizer application, and fertilizer inventories are reported to be higher than at the end of 2014.

During fourth quarter, urea production in China was 10% higher than a year earlier, with season to date (July-December) production up 11%. Although this season started with low urea inventories, stronger production and lower exports have increased domestic supply. Combined with relatively slow demand, domestic urea prices have been declining. The average Chinese urea price for the fourth quarter was 6% lower than a year earlier, and ended the quarter 10% lower.

In Brazil, fourth-quarter fertilizer deliveries were 7.9 million tons, down 7% on same quarter the previous year. For the year, deliveries were 30.2 million tons, which is 6% lower than during 2014. Annual imports of all fertilizer declined by 12%, as domestic production increased by 3%, and industry stocks ended 2015 5% lower than a year earlier. Fourth quarter urea imports were 1.0 million tons, compared to 1.4 million tons a year earlier. For 2015, 2.8 million tons were imported, down from 4.4 million tons in 2014.

### Production volumes 1)

Thousand tons	4Q 2015	4Q 2014	2015	2014
Ammonia	1,612	1,792	7,035	7,096
of which equity-accounted investees	286	397	1,280	1,410
Urea	1,053	1,173	4,762	4,790
of which equity-accounted investees	397	376	1,593	1,440
Nitrate	1,410	1,576	5,997	6,252
of which equity-accounted investees	-	99	199	389
NPK	1,214	1,210	4,850	4,755
of which equity-accounted investees	-	40	83	216
CN	351	297	1,477	1,287
UAN	207	213	925	934
SSP-based fertilizer	326	217	1,212	810
Total production <sup>1)</sup>	6,172	6,477	26,259	25,924

<sup>1)</sup> Including Yara share of production in equity-accounted investees.

### Total deliveries

Thousand tons	4Q 2015	4Q 2014	2015	2014
Ammonia	650	732	2,859	2,859
of which industrial products <sup>1)</sup>	176	206	699	715
Urea	1,481	1,849	6,692	6,908
of which fertilizer	1,006	1,426	4,852	5,298
of which Yara-produced fertilizer	321	482	1,755	1,997
of which Yara-produced industrial products 2)	332	306	1,433	1,241
of which equity-accounted investees	459	626	2,153	2,471
Nitrate	1,493	1,610	6,247	6,249
of which fertilizer	1,342	1,464	5,594	5,542
of which Yara-produced fertilizer	1,254	1,328	5,112	5,100
of which Yara-produced industrial products	127	129	489	570
NPK	2,472	2,408	9,486	9,925
of which Yara-produced compounds	1,114	1,099	4,479	4,386
of which Yara-produced blends	1,243	1,208	4,600	5,139
CN	299	310	1,396	1,380
of which fertilizer	200	203	1,038	1,002
of which Yara-produced fertilizer	198	197	1,021	975
of which Yara-produced industrial products	88	97	326	349
UAN	203	233	1,295	1,332
of which Yara-produced fertilizer	180	205	1,043	1,200
DAP/MAP	175	242	888	777
MOP/SOP	300	235	1,222	989
Other products	1,281	1,194	5,590	4,533
of which industrial products	858	839	3,479	3,184
Total sales	8,355	8,813	35,676	34,951

<sup>1) 82%</sup> ammonia equivalents. 2) 46% urea equivalents.

### Fertilizer deliveries by region

Thousand tons	4Q 2015	4Q 2014	2015	2014
Europe	2,084	2,267	9,381	9,755
Latin America	2,784	2,667	10,610	9,864
North America	549	766	3,008	3,320
Asia	445	477	2,125	2,011
Africa	286	408	1,420	1,368
Total	6,147	6,585	26,544	26,317

For a description of the key global fertilizer products, see the Yara Fertilizer Industry Handbook: http://www.yara.com/investor relations/report presentations/index.aspx

### Variance analysis fourth quarter

EBITDA 2015	3,504
EBITDA 2014	4,625
Variance EBITDA	(1,121)
Volume	(722)
Price/Margin	(1,296)
of which gas & oil costs in Europe 588	3
Special items	(102)
Other	(461)
FX conversion	1,460
Total variance explained	(1,121)

1) Based on average NOK per USD for the quarter 2015: 8.53 (2014: 6.89)

Yara delivered weaker fourth-quarter results compared with a year earlier with EBITDA excluding special items 24% lower. Positive currency and energy gains were more than offset by lower sales volumes and declining prices in the quarter.

The volume, margin and other variances presented in the Yara variance table include effects generated by performance in equity-accounted investees. Net income from equity-accounted investees decreased by NOK 253 million compared with fourth quarter 2014 of which NOK 85 million reflects the divestment of GrowHow UK in the third quarter of 2015 while a major part of the remaining variance is explained by lower urea and ammonia prices for Qafco.

### Volume development

Yara fertilizer deliveries were 7% lower compared to fourth quarter 2014. Adjusted for the Galvani acquisition, total deliveries were 9% lower primarily driven by lower urea and nitrate sales. NPK compound sales were in line with last year. The decrease in deliveries reflects negative price trends in the quarter for all nutrient commodity prices as well as weaker farm economics in key producing regions. Urea sales were in addition impacted by prolonged turnarounds in the Ferrara plant in Italy and the Belle Plaine plant in Canada.

In Europe, total Yara fertilizer deliveries were 8% lower than last year with Yara produced deliveries 6% down compared to a year ago. While compound NPK sales increased 7%, nitrate and urea sales decreased by more than 10% compared to last year.

Outside Europe fertilizer deliveries were 6% lower than last year, 10% excluding the Galvani acquisition, mainly driven by lower trade of third party sourced products and lower urea sales in North America. Excluding Galvani, deliveries in Brazil were 2% higher than last year with continued growth in sales of Yara's premium products. Yara deliveries in the rest of Latin America were 19% lower than a year ago, reflecting weaker farmer economics and drought.

Industrial deliveries were in line with fourth quarter 2014 with automotive and stationary NOx abatement reagent deliveries up 13% due to record sales in North America and Europe. Technical ammonium nitrate sales volumes were stable compared to fourth quarter last year despite a challenging market situation for the mining industry. Ammonia and urea volumes were down 7% compared to fourth quarter 2014 mainly due to turnarounds in Yara's European production plants.

Several unplanned outages in addition to more maintenance stops compared to fourth quarter 2014 resulted in 4 % lower ammonia production after adjusting for the GrowHow UK divestment. The Pilbara plant in Western Australia was out of production for most of the quarter accounting for more than half of the unplanned ammonia production losses and the negative volume effect in the variance analysis.

Finished fertilizer production was 3% lower than fourth quarter 2014. Adjusting for GrowHow UK and Galvani, production declined 1% reflecting more turnarounds especially for urea and nitrates which were 10% and 5% lower respectively. CN production was 18% higher than last year and compound NPK 4% higher, both mainly due to higher production in the Porsgrunn plant.

### Margin development

Overall, margins declined compared to fourth quarter last year as sales prices fell more than input costs.

Yara's average European gas cost was 27% below fourth quarter 2014 on a USD per MMBtu basis. The decrease reflects lower spot prices for gas. Yara's global average gas cost decreased 20%.

Yara's average realized urea fertilizer prices decreased around 20% and realized nitrate prices were 15% lower compared to fourth quarter 2014 resulting in slightly lower nitrate premiums. Compound NPK prices decreased on average 13%.

Industrial margins were also down compared with fourth quarter 2014, with technical ammonium nitrate (TAN) margins significantly lower due to the continued slow-down in the mining sector. Ammonia and urea margins were negatively impacted by increased sourcing costs due to production outages. Reagent margins remained stable. Margins for calcium nitrates were positively impacted by strong realized prices and product mix.

### Other Items

The major part of the "Other" variance is explained by higher fixed costs with the inclusion of Galvani explaining around NOK 90 million of the variance.

US dollar appreciated 19% versus Norwegian krone compared with fourth quarter 2014, resulting in a NOK 1,460 million positive currency translation effect in Yara's results.

### Yara variance analysis full year

EBITDA 2015	21,361
EBITDA 2015	21,361
EBITDA 2014	16,407
Variance EBITDA	4,954
Volume	786
Price/Margin	(1,567)
of which gas & oil costs in Europe 2,6	41
Special items	2,577
Other	(2,032)
FX conversion	5,189
Total variance explained	4,954

1) Based on average NOK per USD for the quarter 2015: 8.06 (2014: 6.30)

Yara delivered strong results in 2015, with EBITDA excluding special items up 14% compared with a year earlier, mainly driven by a stronger US dollar, lower energy costs and higher sales volumes as a result of the OFD and Galvani acquisitions.

The volume, margin and other variances presented in the Yara variance table include effects generated by performance in equity-accounted investees. Net income from equity-accounted investees decreased by NOK 1,096 million compared with 2014, mainly reflecting write-down of value of the Lifeco investment in first quarter 2015.

### Volume development

Global Yara fertilizer deliveries were up 1% compared with 2014, due to the acquisitions of OFD in Latin America and Galvani in Brazil.

In Europe, fertilizer deliveries were 4% below last year driven by lower NPK and urea deliveries. Nitrate deliveries were in line with 2014.

Deliveries in Brazil were 4% higher than in 2014. Excluding Galvani, deliveries were 6% lower than a year ago with lower commodity product deliveries partly offset by higher sales of nitrate and compound NPKs. Yara deliveries in the rest of Latin America almost doubled compared with 2014 due to the OFD acquisition.

Industrial sales volumes increased 7% compared to 2014. Automotive and stationary  $NO_X$  abatement reagent deliveries were up 20%, driven by strong growth in all markets. Technical ammonia, urea and nitric acid deliveries were up 5% compared to 2014, including volumes from the Galvani acquisition in Brazil. Technical ammonium nitrate sales were 10% lower due to lower demand from the mining industry.

Yara's ammonia production decreased 1% compared with 2014. Adjusting for the GrowHow UK divestment and the OFD acquisition, production increased 1% with higher production in the Sluiskil and Porsgrunn plants offset mainly by lower production in the Ferrara and Brunsbüttel plants.

Finished fertilizer production increased 2% compared with a year earlier. Adjusting for the inclusion of the Cartagena plant (OFD) in Colombia and the Galvani plants in Brazil and the exclusion of the GrowHow UK plants, production was in line with last year with higher CN production offsetting smaller production decreases for urea, nitrates and compound NPK.

### Margin development

Yara's average European gas and oil-linked cost decreased by 22% compared with last year, reflecting lower spot prices for gas and in particular oil-linked products in Europe. Yara's global average gas and oil cost decreased 20% reflecting decreases in both European and North American spot gas prices in addition to lower ammonia-linked gas costs outside Europe.

While Yara's average realized urea fertilizer prices decreased 12%, realized nitrate prices was 14% lower and compound NPK prices decreased 5% compared to 2014.

Total 2015 Industrial margins were slightly down compared with 2014. Technical ammonium nitrate margins were significantly lower due to slow-down in the mining sector. Technical ammonia and urea margins in Europe were slightly lower while technical nitrates and reagent margins were stable. Technology (deNOx and deSOx) margins improved due to portfolio mix as a result of acquisitions last year.

### Other Items

Net special items were a positive NOK 2,441 million during 2015, mainly reflecting the gain from divesting GrowHow UK in the third quarter and the write down of Lifeco in the first quarter. For further details on special items see page 11.

The major part of the "Other" variance is related to increased fixed costs, primarily due to the inclusion of OFD in Latin America and Galvani in Brazil and other growth related activities.

US dollar appreciated almost 21% versus Norwegian krone during 2015, resulting in a NOK 5,189 million positive currency translation effect in Yara's results.

### Financial items

NOK millions	4Q 2015	4Q 2014	2015	2014
Interest income from customers	128	94	444	314
Interest income, other	57	77	135	170
Dividends and net gain/(loss) on securities	16	-	26	66
Interest income and other financial income	202	171	605	550
Interest expense	(242)	(223)	(898)	(756)
Net interest expense on net pension liability	(22)	(19)	(82)	(69)
Net foreign exchange gain/(loss)	362	(351)	(2,463)	(698)
Other	(15)	-	(312)	(84)
Interest expense and foreign exchange gain/(loss)	82	(594)	(3,754)	(1,606)
Net financial income/(expense)	285	(422)	(3,150)	(1,056)

Fourth-quarter net financial income was NOK 285 million compared with a NOK 422 million expense previous year. The variance primarily reflects a net foreign exchange gain of NOK 362 million this quarter compared with a loss of NOK 351 million in the same quarter in 2014.

Interest income from customers was NOK 34 million higher than in the same quarter previous year, while other interest income was NOK 20 million lower due to less interest from tax receivables. Average cash deposits, mostly bank deposits in Norwegian kroner, were around the same level as previous year.

Interest expense was NOK 242 million compared with NOK 223 million previous year as the average gross debt level this quarter was around NOK 600 million higher.

The net foreign exchange gain this quarter was NOK 362 million compared with a loss of NOK 351 million in the same quarter previous year. The acquisition of the remaining stake in Yara Pilbara late October introduced a US dollar exposure vs. Australian dollar and the reported gain primarily reflects the depreciation of the US dollar against the Australian dollar (4%) and the Brazilian real (3%). Yara's US dollar debt generating currency effects in the income statement was approximately USD 1,800 million at the start of the first quarter 2016, with the exposure distributed across Yara's other main currencies.

Full-year net financial expense was NOK 3,150 million compared with NOK 1,056 million previous year. The variance is primarily explained by a net foreign exchange loss this year of NOK 2,463 million compared with NOK 698 million previous year.

Interest income from customers increased by NOK 130 million compared with previous year, while other interest income was NOK 35 million lower.

Interest expense was NOK 142 million higher than previous year, reflecting an average gross debt level around NOK 2,700 million higher and increased funding in high interest currencies like the BRL.

The net foreign exchange loss this year of NOK 2,463 million as the US dollar appreciated 18% against the Norwegian krone, 10% against the euro, 47% against the Brazilian real and up to 17% against Yara's other emerging market currencies. Internal positions in other currencies than USD generated a net gain of NOK 157 million.

The 'other' line this year includes a NOK 100 million loss upon termination of an interest rate derivative portfolio established to hedge the interest rate on a planned bond issue.

### Tax

Fourth-quarter provisions for current and deferred taxes were NOK 501 million, approximately 51% of income before tax. The tax rate was significantly higher than fourth quarter 2014 (20%) due to a later expected utilization of tax loss carry forward in Brazil.

Tax rate for the full year 2015 is approximately 21%, in line with 2014 with the tax free gain from selling GrowHow UK in third quarter offset by write downs of tax assets in Brazil in fourth quarter.

### Net interest-bearing debt

NOK millions	4Q 2015	2015
Net interest-bearing debt at beginning of period	(4,401)	(11,808)
Cash earnings <sup>1)</sup>	2,533	14,359
Dividends received from equity-accounted investees		807
Net operating capital change	(756)	(1,199)
GrowHow sale of ownership share		4,794
Minority buy-out Pilbara	(3,229)	(3,229)
Galvani payment 2)	(793)	(793)
Sale of Dallol shares	309	309
Investments (net)	(4,057)	(10,269)
Share buy backs/redemption of shares	(364)	(492)
Yara dividend		(3,581)
Foreign exchange gain/(loss)	362	(2,463)
Other	(1,472)	1,697
of which foreign exchange adjustment <sup>3)</sup>	(647)	1,416
Net interest-bearing debt at end of period	(11,868)	(11,868)

- 1) Operating income plus depreciation and amortization, minus tax paid, net gain/(loss) on disposals, net interest expense and bank charges.
- 2) Galvani payment is presented excluding capital injection on behalf of minority owner, as this has no impact on Yara's net interest-bearing debt.
- 3) The currency effect included in «Other» is an adjustment from the currency gain/loss in the income statement to the currency impact on net interest bearing debt. The adjustment is mainly explained by applied hedge accounting for net investments in USD, the translation effect when consolidating net interest bearing debt to the presentation currency NOK and internal currency positions that are not related to net interest bearing debt.

As a supplement to the consolidated statement of cash flows (page 18), this table highlights the key factors behind the development in net interest-bearing debt.

Net interest-bearing debt ended at NOK 11,868 million in the fourth quarter, compared with NOK 4,401 million at the end of the third quarter 2015, following minority buy-out of Pilbara of NOK 3,229 million and payment of deferred consideration to Galvani of NOK 793 million. Investments, increase in net operating capital and currency effects exceeded cash earnings in the period.

The remaining investment activity for the quarter reflects both planned maintenance programs and growth investments, including the acquisition of Sacramento terminal for NOK 242 million, investment in ammonia vessels of NOK 248 million and investment in the Freeport ammonia plant of NOK 165 million.

Working capital increased in fourth quarter 2015 due to seasonal reduction in customer prepayments and payables in Brazil.

The debt/equity ratio at the end of fourth quarter 2015, calculated as net interest-bearing debt divided by shareholders' equity plus non-controlling interests, was 0.16 compared with 0.06 at the end of third quarter 2015.

Net interest-bearing debt increased by NOK 60 million from the end of 2014. Cash earnings together with sale of GrowHow and Dallol stakes were offset by buy-out in Pilbara, deferred consideration for Galvani and investments.

### **Dividend Policy**

Yara's objective is to pay out an average 40-45% of net income in the form of dividends and share buy-backs. Within this objective, a minimum 30% of net income shall be paid in the form of dividends, while share buy-backs make up the balance and are deployed with greater flexibility.

Yara's Board will propose to the Annual General Meeting a dividend payment of NOK 15 per share for 2015, which represents 51% of net income after non-controlling interests. Including share buy-backs and redemptions paid during 2015, the total cash return to shareholders would represent 57% of net income.

An above-target dividend is proposed due to Yara's strong financial position. However, the Board believes Yara's long-term policy of distributing 40-45% of net income remains appropriate, given Yara's expected pipeline of future growth opportunities and the current market outlook.

The Board intends to propose to the Annual General Meeting a new buy-back program along the lines of the existing one.

# Outlook

Despite a third consecutive strong grain harvest globally, the US Department of Agriculture projects only a 2 day increase in stocks-to-use, as consumption continues to grow. The global farm margin outlook and incentives for fertilizer application remain supportive overall, especially for key crop exporting regions such as Europe and Latin America where local currencies have depreciated relative to the US dollar.

Chinese urea production and export costs continue to be the main reference point for global nitrogen pricing going forward, given China's position as both the highest-cost producer and largest exporter of urea. Recently recorded fob prices below USD 200 per tonne are likely below a breakeven level for high-cost Chinese producers, but the extent and duration of financial losses needed to trigger the necessary curtailments is uncertain. Price fluctuations can be expected also going forward, due to both seasonality and the significant spread in Chinese plants' cost bases.

In Europe, season-to-date nitrogen industry deliveries are 5% behind a year earlier, and Yara expects a catch-up in deliveries during the first half of 2016. While industry stock levels in Europe have increased following lower deliveries, Yara enters the first quarter with lower European nitrate and NPK stocks than a year ago.

Demand for higher quality fertilizers like nitrates and compound NPKs continues to grow, especially outside Europe where Yara targets higher value crop segments. However, phosphate and potash demand in commodity crop sectors is impacted by lower crop prices, as application of these nutrients in some cases can be reduced without an immediate yield impact.

In Brazil, agricultural competitiveness has increased compared with other crop exporting regions, but delayed purchasing due to lower credit availability is likely to impact fertilizer demand also going forward.

Yara has signed a non-binding Heads of Terms for the sale of European  $CO_2$  business and its remaining 34% stake in the Yara Praxair Holding AS joint venture. Closing is expected to take place in second quarter 2016, subject to binding agreements and necessary approvals. The two transactions are expected to generate a total post-tax gain of EUR 150 million.

Yara's fourth-quarter results were impacted by lower production volumes, mainly for ammonia and urea where Yara suffered significant production outages during the quarter. Following the re-start of the Yara Pilbara ammonia plant in mid-January, all the affected plants have resumed production.

A weaker euro and lower gas prices have improved the relative competitiveness of European fertilizer capacity. Based on current forward markets for oil products and natural gas (2 February) Yara's European energy costs for first and second quarter 2016 are expected to be respectively NOK 900 million and NOK 1,050 million lower than a year earlier. The estimates may change depending on future spot gas prices.

The Board of Directors and Chief Executive Officer Yara International ASA Oslo. 10 February 2016

> Svein Tore Holsether President and CEO

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Leif Teksum Chairperson

Geir O. Sundbø

Geir Isaksen Board member

Maria Moræus Hanssen

Vice chair

Many Model

Rune Bratteberg of Board member

John Thuestad

Hilde Bakken Board member

UM) Mauset Guro Mauset Board member

# Definitions and variance analysis

The fertilizer season in West Europe referred to in this discussion starts 1 July and ends 30 June.

Several of Yara's purchase and sales contracts for commodities are, or have embedded terms and conditions which under IFRS are, accounted for as derivatives. The derivative elements of these contracts are presented under "Commodity-based derivatives gain/(loss)" in the condensed consolidated interim statement of income, and are referenced in the variance analysis (see below) as "Special items".

"Other and eliminations" consists mainly of cross-segment eliminations, in addition to Yara's headquarter costs. Profits on sales from Production to Crop Nutrition and Industrial are not recognized in the consolidated Yara condensed consolidated interim statement of income before the products are sold to external customers. These internal profits are eliminated in "Other and eliminations"

Changes in "Other and eliminations" EBITDA therefore usually reflect changes in Production-sourced stock (volumes) held by Crop Nutrition and Industrial, but can also be affected by changes in Production margins on products sold to Crop Nutrition and Industrial, as transfer prices move in line with arms-length market prices. With all other variables held constant, higher stocks would result in a higher (negative) elimination effect in Yara's results, as would higher Production margins. Over time these effects tend to even out, to the extent that stock levels and margins normalize.

In the discussion of operating results, Yara refers to certain non-GAAP financial measures including EBITDA and CROGI. Yara's management makes regular use of these measures to evaluate the performance, both in absolute terms and comparatively from period to period. These measures are viewed by management as providing a better understanding - both for management and for investors – of the underlying operating results of the business segments for the period under evaluation. Yara manages long-term debt and taxes on a group basis. Therefore, net income is discussed only for the Group as a whole.

Yara's management model, referred to as Value Based Management, reflects management's focus on cash flow-based performance indicators. EBITDA, which Yara defines as income/(loss) before tax, interest expense, foreign exchange gains/losses, depreciation, amortization and write-downs, is an approximation of cash flow from operating activities before tax and net operating capital changes. EBITDA is a measure that in addition to operating income, also includes interest income, other financial income, and results from equity-accounted investees. It excludes depreciation, write-downs and amortization, as well as impairment and amortization of excess values in equity-accounted investees. Yara's definition of EBITDA may differ from that of other companies.

EBITDA should not be considered as an alternative to operating income and income before tax as an indicator of the company's operations in accordance with generally accepted accounting principles. Nor is EBITDA an alternative to cash flow from operating activities in accordance with generally accepted accounting principles.

Yara management uses CROGI (Cash Return On Gross Investment) to measure performance. CROGI is defined as gross cash flow, divided by average gross investment and is calculated on a 12-month rolling basis. "Gross cash flow" is defined as EBITDA less total tax expense, excluding tax on net foreign exchange gains/ losses. On Yara level, actual tax expense is used for the calculation while a standardized tax rate of 25% is used on segment level. "Gross Investment" is defined as total assets (exclusive of deferred tax assets, cash and cash equivalents, other liquid assets and fair value adjustment recognized in equity) plus accumulated depreciation and amortization, less all short-term interest-free liabilities, except deferred tax liabilities. On segment level, cash and other liquid assets are not excluded from "Gross Investment".

ROCE (Return on capital employed) has been included as an additional performance measure to CROGI to simplify benchmarking with other companies. ROCE is defined as EBIT minus tax divided by average capital employed and is calculated on a 12-month rolling average basis. Capital employed is defined as total assets adjusted for deferred tax assets minus other current liabilities.

In order to track underlying business developments from period to period, Yara's management also uses a variance analysis methodology, developed within the Company ("Variance Analysis"), that involves the extraction of financial information from the accounting system, as well as statistical and other data from internal management information systems. Management considers the estimates produced by the Variance Analysis, and the identification of trends based on such analysis, sufficiently precise to provide useful data to monitor our business. However, these estimates should be understood to be less than an exact quantification of the changes and trends indicated by such analysis.

The variance analysis presented in Yara quarterly and annual financial reports is prepared on a Yara EBITDA basis including net income from equity-accounted investees. The volume, margin and other variances presented therefore include effects generated by performance in non-consolidated investees.

Yara defines "special items" as material items in the results which are not regarded as part of underlying business performance for the period. These fall into 2 categories, namely "non-recurring items" and "contract derivatives". "Non-recurring items" comprise restructuring-related items and other gains or losses which are not primarily related to the period in which they are recognized, subject to a minimum value of NOK 30 million per item within a 12-month period. "Contract derivatives" are commodity-based derivatives gains or losses (see above) which are not the result of active exposure or position management by Yara.

Due to it being impractical to obtain financial reports at the same reporting dates as Yara uses, the results for some of Yara's equity-accounted investees are included in Yara results with a one-month time lag.

# Special items

		EBITDA	\ effect			Operating in	come effect	
NOK millions	4Q 2015	4Q 2014	2015	2014	4Q 2015	4Q 2014	2015	2014
Bunge integration costs		26		(26)		26		(26)
Asset impairments					(80)	(160)	(80)	(160)
Partner settlement provision				(46)				(46)
Sale of Minority shares Baltic				56				
OFD integration costs	(27)	(49)	(101)	(133)	(27)	(49)	(101)	(133)
Termination of distribution agreements	(154)		(154)		(154)		(154)	
Total Crop Nutrition	(182)	(23)	(255)	(149)	(263)	(183)	(336)	(365)
						(62)		(62)
Impairment Pardies plant Industrial contract settlement		(C2)		(C2)		(62)		(62)
		(62)		(62)		(62)		(62)
Total Industrial	-	(62)	-	(62)	-	(123)	-	(123)
Sales of GrowHow UK			3,199				3,199	
Asset impairments					(1,070)		(1,368)	(38)
Impairment Lifeco plant			(929)					
Lifeco results during shut-down				(90)			(36)	
Flooding Ravenna plant			(39)				(39)	
Tertre insurance settlement			55				55	
Sales of energy efficiency certificates	100		189		100		189	
Pension plan amendment		58		58		58		58
Scapping of production equipment		(111)		(111)		(111)		(111)
Liquidated damages gas contract in Pilbara		151		151		151		151
Impairment ammonia customer relationships						(50)		(50)
Contract derivatives	79	85	221	68	79	85	221	68
Total Production	178	182	2,696	74	(892)	133	2,220	77
Total Yara	(4)	97	2,441	(137)	(1,155)	(174)	1,884	(412)

# Condensed consolidated interim statement of income

NOV williage average characters	Notes	40 2015	40 2014	2015	2014
NOK millions, except share information	INOTES	4Ų 2015	4Q 2014	2015	2014
Revenue		25,499	25,990	108,011	95,047
Other income	4,7	144	214	3,683	293
Commodity based derivatives gain/(loss)		79	26	203	2
Revenue and other income	3	25,722	26,230	111,897	95,343
Raw materials, energy costs and freight expenses		(18,981)	(19,011)	(79,067)	(70,557)
Payroll and related costs		(2,167)	(1,936)	(8,047)	(6,616)
Depreciation, amortization and impairment loss	7,9	(2,611)	(1,500)	(6,933)	(4,678)
Other operating expenses		(1,278)	(1,095)	(3,745)	(3,186)
Operating costs and expenses		(25,037)	(23,542)	(97,793)	(85,037)
Operating income	3	685	2,688	14,104	10,305
Share of net income in equity-accounted investees	4	12	265	(310)	786
Interest income and other financial income		202	171	605	550
Earnings before interest expense and tax (EBIT)		899	3,124	14,398	11,642
Foreign exchange gain/(loss)		362	(351)	(2,463)	(698)
Interest expense and other financial items		(280)	(243)	(1,291)	(909)
Income before tax		981	2,530	10,644	10,035
Income tax expense		(501)	(503)	(2.209)	(2.092)
Net income		480	2,028	8,435	7,944
Net income attributable to					
Shareholders of the parent		434	1,860	8,083	7,625
Non-controlling interests		46	167	351	319
Net income		480	2,028	8,435	7,944
Earnings per share <sup>1)</sup>		1.58	6.74	29.38	27.59
Weighted average number of shares outstanding <sup>2)</sup>	2	274,616,304	275,784,079	275,114,375	276,385,013

<sup>1)</sup> Yara currently has no share-based compensation that results in a dilutive effect on earnings per share.
2) Weighted average number of shares outstanding was reduced in the second, third and fourth quarter 2015 due to the share buy-back program.

# Condensed consolidated interim statement of comprehensive income

NOK millions	Notes	4Q 2015	4Q 2014	2015	2014
Net income		480	2,028	8,435	7,944
Other comprehensive income that may be reclassified to statement of income:					
Exchange differences on translation of foreign operations		1,308	6,952	6,259	8,057
Available-for-sale financial assets - change in fair value		58	9	31	(12)
Cash flow hedges		-	(20)	18	(20)
Hedge of net investments		(187)	(480)	(796)	(682)
Share of other comprehensive income of equity-accounted investees, excluding remeasurements		41	21	64	52
Net other comprehensive income that may be reclassified to statement of income in subsequent periods		1,221	6,481	5,577	7,395
Other comprehensive income that will not be reclassified to statement of income in subsequent periods:					
Remeasurements of the net defined benefit pension liability	12	(148)	(455)	577	(1,026)
Remeasurements of the net defined benefit pension liability for equity-accounted investees		-	(160)	11	(160)
Net other comprehensive income that will not be reclassified to statement of income in subsequent periods		(149)	(615)	588	(1,186)
Reclassification adjustments of the period:					
- cash flow hedges		1	3	6	13
- fair value adjustments on available-for-sale financial assets disposed of in the year		-	-	-	(16)
- exchange differences on foreign operations disposed of in the year		(29)	7	(341)	8
Net reclassification adjustments of the period:		(28)	10	(335)	4
Total other comprehensive income, net of tax		1,044	5,876	5,830	6,214
Total comprehensive income		1,524	7,904	14,265	14,157
Total comprehensive income attributable to					
Shareholders of the parent		1,468	7,352	13,783	13,325
Non-controlling interests		1,406	552	481	832
		1.524	7.904	14.265	14.157
Total		1,524	7,904	14,205	14,15/

# Condensed consolidated interim statement of changes in equity

Redeemed shares, Norwegian State 2   Capital 10   Capital 11   Capital 10   Capital 10   Capital 10   Capital 10   Capital 11   Capit	Total equity 55,773 7,944 6,322 (108) 6,214 (2) 1,080
Net income 7,625 7,625 319 7,  Other comprehensive income, net of tax 7,551 (28) (7) (682) 6,834 (1,026) 5,808 514 6,  Share of other comprehensive income of equity-accounted investees - 8 - 39 - 47 (155) (108) - (  Total other comprehensive income, net of tax 7,558 (28) 32 (682) 6,881 (1,181) 5,700 514 6,  Long term incentive plan (2) (2) -  Transactions with non-controlling interests 33 33 1,047 1,  Treasury shares (1) (229) (230) - (  Share of other comprehensive income, net of tax (229) (230) - (  Share of other comprehensive income, net of tax (210) (211) - (  Share of other comprehensive income, net of tax (210) (211) - (  Total other comprehensive income of (210) (211) - (  Share of other comprehensive income, net of tax	7,944 6,322 (108) 6,214 (2) 1,080
Net income 7,625 7,625 319 7,  Other comprehensive income, net of tax 7,551 (28) (7) (682) 6,834 (1,026) 5,808 514 6,  Share of other comprehensive income of equity-accounted investees - 8 - 39 - 47 (155) (108) - (  Total other comprehensive income, net of tax 7,558 (28) 32 (682) 6,881 (1,181) 5,700 514 6,  Long term incentive plan (2) (2) -  Transactions with non-controlling interests 33 33 1,047 1,  Treasury shares (1) (229) (230) - (  Share copital increase in subsidiary,	7,944 6,322 (108) 6,214 (2) 1,080
Other comprehensive income, net of tax 7,551 (28) (7) (682) 6,834 (1,026) 5,808 514 6,  Share of other comprehensive income of equity-accounted investees - 8 - 39 - 47 (155) (108) - (  Total other comprehensive income, net of tax 7,558 (28) 32 (682) 6,881 (1,181) 5,700 514 6,  Long term incentive plan (2) (2) -  Transactions with non-controlling interests 33 33 1,047 1,  Treasury shares (1) (229) (230) - (  Share copital increase in subsidiary,	6,322 (108) 6,214 (2) 1,080
Share of other comprehensive income of equity-accounted investees  8 - 39 - 47 (155) (108) - (108)	(108) 6,214 (2) 1,080
equity-accounted investees	6,214 (2) 1,080
Long term incentive plan (2) (2) - Transactions with non-controlling interests 33 33 1,047 1, Treasury shares (1) (229) (230) - (220) - (230) - (230) - (230) (230) (211) - (2	(2) 1,080
Transactions with non-controlling interests       -       -       -       -       -       33       33       1,047       1,         Treasury shares       (1)       -       -       -       -       (229)       (230)       -       (         Redeemed shares, Norwegian State <sup>2)</sup> (1)       -       -       -       -       -       (210)       (211)       -         Share capital increase in subsidiary,       180	1,080
Transactions with non-controlling interests       -       -       -       -       -       33       33       1,047       1,         Treasury shares       (1)       -       -       -       -       (229)       (230)       -       (         Redeemed shares, Norwegian State <sup>2)</sup> (1)       -       -       -       -       -       (210)       (211)       -         Share capital increase in subsidiary,       180	1,080
Treasury shares (1) (229) (230) - ( Redeemed shares, Norwegian State <sup>2)</sup> (1) (210) (211) - ( Share capital increase in subsidiary,	
Redeemed shares, Norwegian State <sup>2)</sup> (1) (210) (211) - (Share capital increase in subsidiary,	(230)
Share capital increase in subsidiary,	(211)
	180
Dividends distributed (2,771) (2,771) (15) (2,	(2,786)
Balance at 31 December 2014 468 117 9,445 3 (145) (804) 8,499 54,681 63,765 4,196 67,	67,962
Net income 8,083 8,083 351 8,	8,435
Other comprehensive income, net of tax 5,787 31 24 (796) 5,047 577 5,624 130 5,	5,755
Share of other comprehensive income of equity-accounted investees 20 - 44 - 64 11 75 -	75
Total other comprehensive income, net of tax 5,807 31 69 (796) 5,111 588 5,700 130 5,	5,830
Long term incentive plan (4) (4) -	(4)
Transactions with non-controlling interests <sup>3)</sup> 743 743 (325) 418 (2,893) (2,	(2,475)
Treasury shares (2) (362) (364) - (	(364)
Redeemed shares, Norwegian State <sup>4)</sup> (1) (127) (127) - (	(127)
Share capital increase in subsidiary, 298 non-controlling interests	298
Dividends distributed (3,581) (3,581) (246) (3,	(3,827)
Balance at 31 December 2015 466 117 15,996 34 (76) (1,600) 14,353 58,954 73,890 1,837 75	75,727

<sup>2)</sup> As approved by General Meeting 5 May 2014.
3) See note 5 for more information.
4) As approved by General Meeting 11 May 2015.

# Condensed consolidated interim statement of financial position

NOK millions	Notes	31 Dec 2015	31 Dec 2014
Assets			
Non-current assets			
Deferred tax assets		2,950	2,804
Intangible assets	8	9,583	12,008
Property, plant and equipment	8	52,424	44,584
Equity-accounted investees	4	9,769	10,926
Other non-current assets		2,956	2,737
Total non-current assets		77,681	73,059
Current assets			
Inventories	10	19,948	18,639
Trade receivables		12,098	12,100
Prepaid expenses and other current assets		4,383	4,196
Cash and cash equivalents		3,220	3,591
Non-current assets and disposal group classified as held-for-sale	6	1,533	47
Total current assets		41,182	38,573
Total assets		118,863	111,632

# Condensed consolidated interim statement of financial position

NOK millions, except share information	Notes	31 Dec 2015	31 Dec 2014
F % 10.100			
Equity and liabilities			
Equity			
Share capital reduced for treasury stock		466	468
Premium paid-in capital		117	117
Total paid-in capital		583	586
Other reserves		14,353	8,499
Retained earnings		58,954	54,681
Total equity attributable to shareholders of the parent		73,890	63,765
Non-controlling interests	5	1,837	4,196
Total equity	2	75,727	67,962
Non-current liabilities			
Employee benefits	12	3,751	3,897
Deferred tax liabilities	12	5,392	5,767
Other long-term liabilities		1,448	989
Long-term provisions		773	725
Long-term interest-bearing debt	11	9,354	10,609
Total non-current liabilities	11	20,718	21,987
Current liabilities			
Trade and other payables		14,674	14,628
Current tax liabilities		693	1,060
Short-term provisions		325	348
Other short-term liabilities		875	843
Bank loans and other interest-bearing short-term debt		3,635	4,460
Current portion of long-term debt		2,102	345
Liabilities associated with disposal group held-for-sale	6	115	545
Total current liabilities	· ·	22,418	21,683
Total equity and liabilities		118,863	111,632
Total equity and liabilities		110,003	111,032
Number of shares outstanding 1)	2	274,173,369	275,497,775

<sup>1)</sup> Number of shares outstanding was reduced in the second, third and fourth quarter 2015 due to the share buy-back program.

The Board of Directors and Chief Executive Officer Yara International ASA

Oslo, 10 February 2016

Leif Teksum Chairperson

Geir O. Sundle

Maria Moræus Hanssen Vice chair

> Geir Isaksen Board member

John Thuestad

Board member

Rune Bratteberg C Board member Hilde Bakken Board member

Guro Mauset Board member

Svein Tore Holsether President and CEO

# Condensed consolidated interim statement of cash flows

NOK millions	Notes	4Q 2015	4Q 2014	2015	2014
Operating activities					
Operating income	3	685	2,688	14,104	10,305
Adjustments to reconcile operating income to net cash provided by operating activities					
Depreciation, amortization and impairment loss	7,9	2,612	1,500	6,933	4,678
Write-down and reversals, net		66	36	265	53
Tax paid 1)		(738)	(152)	(3,380)	(2,378)
Dividend from equity-accounted investees		-	297	807	1,322
Change in net operating capital <sup>2)</sup>		(822)	(1,943)	(1,464)	(3,827)
Other 3)	4	(717)	(773)	(2,635)	(1,546)
Net cash from operating activities		1,085	1,654	14,631	8,607
· · · · ·					
Investing activities					
Purchases of property, plant and equipment		(3,735)	(2,324)	(9,631)	(7,020)
Cash outflow on business combinations	4	(1,333)	(1,906)	(1,406)	(2,280)
Purchases of other long-term investments		(397)	(273)	(904)	(524)
Sales/(purchases) of short-term investments, net		168	-	(132)	-
Proceeds from sales of property, plant and equipment		18	12	138	26
Proceeds from sales of other long-term investments	4	109	3	5,048	98
Net cash from/(used in) investing activities		(5,170)	(4,489)	(6,888)	(9,700)
Financing activities					
Loan proceeds/(repayments), net		1,461	1,211	(1,460)	662
Purchase of treasury shares		(364)	(193)	(364)	(230)
Redeemed shares Norwegian State		-	-	(127)	(211)
Dividend	2	-	-	(3,581)	(2,771)
Transaction with non-controlling interests	5	(2,771)	-	(2,825)	-
Other cash transfers (to)/from non-controlling interests		291	180	54	163
Net cash from/(used in) financing activities		(1,384)	1,199	(8,304)	(2,387)
Foreign currency effects on cash flows		135	200	189	246
Net increase/(decrease) in cash and cash equivalents		(5,334)	(1,436)	(371)	(3,233)
Cash and cash equivalents at beginning of period		8,554	5,027	3,591	6,824
Cash and cash equivalents at end of period		3,220	3,591	3,220	3,591
Bank deposits not available for the use of other group companies				436	463

<sup>1)</sup> Profit attributable to foreign shareholder (Yara) is subject to tax in Qatar. The tax is paid by Qafco, but refunded by Yara. Tax paid to Qatar was NOK 334 million in second quarter 2015 (NOK 349 million in second quarter 2014).

<sup>2)</sup> Operating capital consists of trade receivables, inventories and trade payables.
3) Gain on sale of GrowHow UK is included with NOK (3.199) million in third quarter 2015.

# Notes to the condensed consolidated interim financial statements

### **GENERAL AND ACCOUNTING POLICIES**

Yara (the Group) consists of Yara International ASA (the Company) and its subsidiaries. Yara International ASA is a limited company incorporated in Norway.

The condensed consolidated interim financial statements consist of the Group and the Group's interests in equity-accounted investees. The consolidated financial statements of the Group as at and for the year ended 31 December 2014 are available upon request from the Company's registered office at Drammensveien 131, Oslo, Norway or at www.yara.com. These condensed consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standard (IFRS) IAS 34 Interim Financial Reporting as approved by EU and additional requirements in the

Norwegian Securities Trading Act. They do not include all of the information required for full annual consolidated financial statements, and should be read in conjunction with consolidated financial statements of the Group as at and for the year ended 31 December 2014. These condensed consolidated interim financial statements are unaudited.

The accounting policies applied by the Group in these condensed consolidated interim financial statements are the same as those applied by the Group in its consolidated financial statements as at and for the year ended 31 December 2014.

As a result of rounding differences numbers or percentages may not add up to the total.



### Judgments, estimates and assumptions

The preparation of condensed consolidated interim financial statements in accordance with IFRS and applying the chosen accounting policies requires management to make judgments, estimates and assumptions that affect the reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances. Actual results may differ from these estimates. The estimates and the underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in

the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods. When preparing these condensed consolidated interim financial statements, the significant judgments made by management in applying the Group's accounting policies and the key sources of estimation uncertainty, were mainly the same as those that applied to the consolidated financial statements as of the period ended 31 December 2014. Updated sensitivities related to impairment of non-current assets are provided in note 9.



### Shares, dividend and share buy-back program

The Annual General Meeting in May 2015 approved a dividend for 2014 of NOK 3,581 million (NOK 13 per share). The dividend was paid out with NOK 3,396 million during second quarter and NOK 185 million during third quarter 2015.

In May 2014, the Annual General Meeting authorized the Board of Directors to acquire up to 5% (13,811,388 shares) of total shares in the open market and from the Norwegian State. The purchase price shall not be less than NOK 10 nor more than NOK 1,000. Within this frame, the Company has acquired 730,000 shares with a total nominal value of NOK 229.6 million. The Annual General Meeting in May 2015 approved the cancellation of 730,000 of the Company's own shares and the redemption of 414,406 shares owned by the Norwegian State for a consideration of NOK 130.3 million. The number of shares in the company is consequently reduced to 275,083,369.

The Annual General Meeting in May 2015 approved that the existing buy-back program is replaced by a new program, authorizing the Board to acquire up to 5% (13,754,168 shares) of Yara's shares before the next Annual General Meeting. Shares may be purchased within a price range of NOK 10 to NOK 1,000. The shares may either be used for cancellation or as payment in business transactions. Yara has renewed its agreement with the Norwegian State according to which the State's shares will be redeemed on a pro-rata basis to ensure the State's ownership is unchanged in the event of a cancellation of the shares bought back.

During fourth quarter 2015, Yara purchased 910,000 own shares under the 2015 buy-back program for a total consideration of NOK 364 million.

	Ordinary shares	Own shares 1)
Total at 31 December 2013	278,500,910	(1,450,000)
Redeemed shares Norwegian State <sup>2)</sup>	(823,135)	
Shares cancelled <sup>2)</sup>	(1,450,000)	1,450,000
Treasury shares - share buy-back program <sup>2)</sup>		(730,000)
Total at 31 December 2014	276,227,775	(730,000)
Redeemed shares Norwegian State 3)	(414,406)	
Shares cancelled <sup>3)</sup>	(730,000)	730,000
Treasury shares - share buy-back program 3)		(910,000)
Total at 31 December 2015	275,083,369	(910,000)

- 1) Including employee trust
- 2) As approved by General Meeting 5 May 2014 3) As approved by General Meeting 11 May 2015



### Operating segment information

As of 1 January 2015, Yara transferred seven plants from the Crop Nutrition and Industrial segments to the Production segment. These plants have historically been included in Crop Nutrition and Industrial as they have mainly served the local markets. The transfer is reflecting that Production has the operational responsibility of the plants.

Plants transferred from Crop Nutrition are: Montoir (France), Ambes (France), Ravenna (Italy), Rostock (Germany) and Glomfjord (Norway). Plants transferred from Industrial are: Pardies (France) and Köping (Sweden). Total property, plant and equipment transferred to Production is NOK 2,974 million, of which NOK 2,466 million is transferred from Crop Nutrition and NOK 508 million is transferred from Industrial.

It has not been practically possible to restate the 2014 comparative figures on segment level as this would require implementation of transfer pricing on historical transactions. Instead, Yara will present two sets of 2015 segment figures based on the new and the previous segment structure. The 2015 figures based on previous segment structure will then be comparable with prior year figures.

On 8 February 2016, Yara announced organization and management changes, including re-naming of the Downstream segment to "Crop Nutrition" and the Upstream segment to "Production".

	Now someth	Descious es conset	Denvious somment	New segment	Description or second	Denvious someont
	New segment structure	Previous segment structure	Previous segment structure	New segment structure	Previous segment structure	Previous segment structure
NOK millions	4Q 2015	4Q 2015 <sup>1)</sup>	4Q 2014	2015	2015 1)	2014
External revenue and other income	10750	10700		00.100		77.404
Crop Nutrition	18,760	18,798	19,140	80,198	80,313	71,494
Industrial	4,382	4,428	4,234	17,233	17,400	14,928
Production	2,561	2,478	2,846	14,383	14,153	8,874
Other and eliminations	18	18	11	82	32	46
Total	25,722	25,722	26,230	111,897	111,897	95,343
Internal revenue and other income						
Crop Nutrition	410	662	509	1,591	2,401	1,724
Industrial	35	27	59	113	160	164
Production	9,291	8,568	8,978	41,429	36,471	31,976
Other and eliminations	(9,736)	(9,258)	(9,546)	(43,132)	(39,031)	(33,864
Total	-	(5,255,	-	-	-	(22,22
Revenue and other income						
Crop Nutrition	19,171	19,460	19,649	81,789	82,713	73,219
Industrial	4,417	4,456	4,293	17,346	17,560	15,092
Production	11,852	11,046	11,824	55,812	50,624	40,850
Other and eliminations	(9,718)	(9,240)	(9,535)	(43,050)	(39,000)	(33,819
Total	25,722	25,722	26,230	111,897	111,897	95,343
Operating income						
Crop Nutrition	883	126	649	4,973	3,754	4,488
Industrial	221	46	75	1,174	952	973
Production	(133)	799	2,253	8,842	10,354	5,856
Other and eliminations	(287)	(287)	(290)	(886)	(956)	(1,011
Total	685	685	2,688	14,104	14,104	10,305
EBITDA						
	1 252	1 1 4 7	1 211	6 100	F 007	F 001
Crop Nutrition	1,253	1,147 267	1,211	6,188	5,907	5,991
Industrial Production	308 2,176	2,323	235 3,434	1,489 14,414	1,461 14,792	1,385 9,871
Other and eliminations	(233)	(233)	(254)	(729)	(800)	(840
Total	3,504	3,504	4,625	21,361	21,361	16,407
TOLAL	3,504	3,504	4,025	21,301	21,301	10,407
Investments 2)						
Crop Nutrition	582		2,004	1,455		3,143
Industrial	82		179	242		766
Production	4,344		6,111	9,511		9,326
Other and eliminations	13		32	108		176
Total	5,021		8,326	11,316		13,411
Total Assets 3)						
Crop Nutrition				36,057		37,551
Industrial				6,509		6,860
Production				75,077		64,897
Other and eliminations				1,220		2,323
Total				118,863		111,632

<sup>1)</sup> With effect from 1 January 2015, Yara has moved plants in France, Germany, Italy, Sweden and Norway from the Crop Nutrition and Industrial segments to the Production segment. Figures for 4Q 2015 and 2015 are presented both according to the new segment structure and the previous segment structure. The figures presented as previous segment structure 4Q 2015 and 2015 are directly comparable to 4Q 2014 and 2014 figures respectively
2) Investments comprise property, plant and equipment, intangible assets, equity-accounted investees and other equity investments. The figures presented are capitalized amounts, and may deviate from cash flow from investing activities due to timing of cash outflows.

3) Assets exclude internal cash accounts and accounts receivables related to group relief.

	New	Previous	Previous	New	Previous	Previous
	segment structure	segment structure	segment structure	segment structure	segment structure	segment structure
NOK millions	4Q 2015	4Q 2015 <sup>1)</sup>	4Q 2014	2015	2015 1)	2014
			-			
CROGI (12-month rolling average)						
Yara <sup>2)</sup>				14,0%	14,0%	13.3%
Crop Nutrition				17.5%	13.9%	18.1%
Industrial				22.0%	15.5%	16.9%
Production				12.1%	13.4%	11.5%
ROCE (12-month rolling average)						
Yara <sup>2)</sup>				12.9%	12.9%	13.3%
Crop Nutrition				16.6 %	11.4%	18.5%
Industrial				24.6 %	16.8%	20.2%
Production				9.9 %	12.5%	10.8%
Reconciliation of EBITDA to Income before tax						
EBITDA	3,504	3,504	4,625	21,361	21,361	16,407
Depreciation, amortization and impairment loss 3)	(2,605)	(2,605)	(1,501)	(6,962)	(6,962)	(4,766)
Foreign exchange gain/(loss)	362	362	(351)	(2,463)	(2,463)	(698)
Interest expense and other financial items	(280)	(280)	(243)	(1,291)	(1,291)	(909)
Income before tax	981	981	2,530	10,644	10,644	10,035

<sup>1)</sup> With effect from 1 January 2015, Yara has moved plants in France, Germany, Italy, Sweden and Norway from the Crop Nutrition and Industrial segments to the Production segment. Figures for 4Q 2015 and 2015 are presented both according to the new segment structure and the previous segment structure. The figures presented as previous segment structure 4Q 2015 and 2015 are directly comparable

to 4Q 2014 and 2014 figures respectively.

2) Cash and other liquid assets are included in gross investments and capital employed when calculating CROGI and ROCE respectively for the segments, but not included for total Yara. In addition, actual Yara tax is used for calculating CROGI and ROCE for Yara while a standardized tax rate of 25% is used for the segments. These two effects explain the variance in CROGI and ROCE between Yara and the segments. See page 10 "Definitions and variance analysis" for more information.

3) Including amortization of excess value in equity-accounted investees.

### Reconciliation of operating income to EBITDA

NOK millions	Operating income	Equity-accounted investees	Interest income and other financial income	EBIT	Depreciation, amortization and impairment loss 1)	EBITDA
NOK IIIIIIOIIS	liicome	liivestees	illialiciat ilicollie	LDII	impairment toss	LBITDA
New segment structure 4Q 2015 2)						
Crop Nutrition	883	(18)	133	999	255	1,253
Industrial	221	30	1	252	56	308
Production	(133)	-	44	(89)	2,265	2,176
Other and eliminations	(287)	-	25	(262)	29	(233)
Total	685	12	202	899	2,605	3,504
Previous segment structure 4Q 2015						
Crop Nutrition	126	(18)	133	241	906	1,147
Industrial	46	30	1	77	190	267
Production	799	-	44	843	1,480	2,323
Other and eliminations	(287)	-	25	(262)	29	(233)
Total	685	12	202	899	2,605	3,504
Previous segment structure 4Q 2014						
Crop Nutrition	649	(8)	150	791	420	1,211
Industrial	75	27	3	105	130	235
Production	2,253	246	10	2,508	925	3,434
Other and eliminations	(290)	-	9	(281)	27	(254)
Total	2,688	265	171	3,124	1,501	4,625
New segment structure 2015 2)						
Crop Nutrition	4,973	26	428	5,428	760	6,188
Industrial	1,174	102	6	1,282	206	1,489
Production	8,842	(438)	117	8,521	5,893	14,414
Other and eliminations	(886)	-	54	(832)	102	(729)
Total	14,104	(310)	605	14,398	6,962	21,361
Previous segment structure 2015						
Crop Nutrition	3,754	26	428	4,208	1,699	5,907
Industrial	952	102	6	1,060	401	1,461
Production	10,354	(438)	117	10,032	4,760	14,792
Other and eliminations	(956)	-	54	(902)	102	(800)
Total	14,104	(310)	605	14,398	6,962	21,361
Previous segment structure 2014						
Crop Nutrition	4,488	53	457	4,998	993	5,991
Industrial	973	96	8	1,076	309	1,385
Production	5,856	638	16	6,510	3,361	9,871
Other and eliminations	(1,011)	-	69	(942)	102	(840)
Total	10,305	786	550	11,642	4,766	16,407

<sup>1)</sup> Including amortization of excess value in equity-accounted investees.
2) With effect from 1 January 2015, Yara has moved plants in France, Germany, Italy, Sweden and Norway from the Crop Nutrition and Industrial segments to the Production segment. Figures for 4Q 2015 and 2015 in the table are presented both according to the new segment structure and the previous segment structure. The figures presented as previous segment structure 4Q 2015 and 2015 are directly comparable to 4Q 2014 and 2014 figures respectively.



### **Business** initiatives

### **ACQUISITIONS**

In December 2015, Yara acquired the assets of West Sacramento Nitrogen Operations (USA) from Agrium for a purchase price of NOK 239 million, mainly allocated to property, plant and equipment. Yara will utilize the location as an import terminal for finished products, optimizing the site within the total footprint of Yara's West Coast operations. The West Sacramento terminal will provide Yara with greater market access to Northern California and its intensive agricultural market. The site will be used as an import terminal for finished products and complements Yara's terminals in San Diego, Stockton and Port Hueneme.

On 4 December 2015, Yara announced that it had signed an agreement to acquire Greenbelt Fertilizers for USD 51 million. Greenbelt Fertilizers is a leading distributor of fertilizers in Zambia, Malawi and Mozambique. Zambia with its neighbouring countries makes up a fast-growing agricultural region with low but increasing fertilizer application rates, and Yara expects continued fertilizer demand growth in the region. Greenbelt started operations in Zambia in 2004 and has become a leading fertilizer distributor in Zambia, Malawi and Mozambique, with sales of 80 kilotons and an EBITDA of USD 5 million in the fiscal year ending 31 March 2015. Greenbelt owns three blending plants and three warehouses. The transaction value includes net working capital of USD 32 million. The transaction is expected to close within second quarter 2016 latest, subject to competition authority approval and other customary closing conditions.

In November 2015, Yara paid NOK 1,091 million (USD 132 million) deferred consideration and capital injection on behalf of the minority share-holders for the Salitre phosphate project based on project progress and in accordance with agreements entered into with the acquisition of 60% of Galvani (Brazil) on 1 December 2014. The amount is presented on the line "cash outflow on business combinations" within financing activities in the statement of cash flows.

On 29 October 2015, Yara acquired an additional 49% interest in Yara Pilbara Holding (Pilbara). More information is provided in note 5.

### OTHER BUSINESS INITIATIVES

Yara announced on 29 July 2015 that it will be investing USD 263 million in Sluiskil, Netherlands, to increase granulation capacity enabling increased production of granular urea with sulphur, and nitrates. In 2011, Yara completed the construction of a new world scale urea solution plant in Sluiskil which partly feeds an old prilling unit producing 400,000 tons of urea annually. With this investment, the prilling unit will be replaced by a new urea granulator also designed for production of urea with sulphur, a product that is sold with a premium to regular urea. The new granulator will have an annual capacity of 660,000 tons of urea with sulphur. In parallel with increasing urea production, Sluiskil will reduce UAN production by approx-

imately 230,000 tons per annum, freeing up nitric acid capacity enabling 130,000 tons per annum of additional CAN production. The new plant will be based on technology developed by Yara. Construction has started in 2016, with completion expected in second half 2017.

On 19 February 2015, Yara announced that it has agreed with BASF to build a world scale ammonia plant in Texas. The ammonia plant is owned 68% by Yara and 32% by BASF. The plant will have a capacity of about 750,000 metric tons per year. Each party will off-take ammonia from the plant in accordance with its equity share. Total capital investment for the plant is estimated to USD 600 million. The feedstock contracts have take-or-pay clauses, partly supported by guarantees from Yara and BASF. The total take-or-pay commitment on Yara's share is USD 488 million (undiscounted). In addition, Yara is building an ammonia tank at the BASF terminal bringing Yara's total investments to USD 490 million. BASF will upgrade its current terminal and pipeline assets. The plant is expected to be completed by the end of 2017. Yara is managing the construction of the plant, while BASF will operate the plant and the export terminal. The entity is classified as a joint operation and Yara accounts for the assets, liabilities, revenues and expenses relating to its 68% interest in the investment.

### **DISPOSALS**

On 30 November 2015, Yara reduced its ownership in Yara Dallol (Dallol) from 69% to 51.8%. More information is provided in note 5.

On 15 September 2015, Yara announced that it had signed a non-binding Heads of Terms with U.S.-based Praxair, Inc. to sell its European  ${\rm CO_2}$  business. More information is provided in note 6.

On 31 July 2015. Yara sold its 50% stake in GrowHow UK Group Limited to CF Industries. Yara and CF Industries have each owned 50% of GrowHow UK since 2007 and 2010 respectively. GrowHow UK has two production sites in Ince and Billingham with a total production capacity of approximately 0.8 million tons of ammonia, 1.1 million tons of ammonium nitrate and 0.5 million tons of compound NPK. With limited export possibilities, GrowHow UK primarily serves the UK fertilizer market. The investment in GrowHow UK has been accounted for based on the equity method. The sale generated a tax free gain in third quarter 2015 reported as "other income" within operating income of NOK 3,199 million. This includes a cumulative foreign exchange gain of NOK 312 million recognized in other comprehensive income during the ownership period which have been recognized in the statement of income at closing. The gain is reported in the Production segment. The cash consideration received at closing was NOK 4,794 million and is presented on the line "Proceeds from sales of other long-term investments" within investing activities in the statement of cash flows.

### The table below presents the impact of GrowHow UK on the various financial statements of Yara:

NOK millions	4Q 2015	4Q 2014	2015	2014
Statement of income:				
Other income	-	-	3,199	-
Share of net income in equity-accounted investees	-	85	131	232
Statement of other comprehensive income				
Exchange differences on foreign operations disposed of in the year	-	-	(312)	-
Exchange differences on translation of foreign operations	-	184	180	248
Remeasurements of the net defined benefit pension liability for equity-accounted investees	-	(157)	11	(157)
Statement of changes in equity				
Translation of foreign operations (cumulative closing balance)	-	(184)	-	131
Statement of financial position:				
Equity-accounted investees	_	1,583	-	1,583
Equity-accounted investees		1,505		1,505
Statement of cash flows:				
Proceeds from sales of other long-term investments	-	-	4,794	-
Dividend from equity-accounted investees	-	285	-	285



## Transactions with non-controlling interests

On 29 October 2015, Yara acquired an additional 49% interest in Yara Pilbara Holding (Pilbara) for NOK 3,068 million in cash, increasing its ownership from 51% to 100%. The carrying amount of Pilbara's net assets in the Group's financial statements on the date of the acquisition was NOK 7,482 million. With a 100% ownership, Pilbara will join the Yara Australian tax group and there will be an upward adjustment of the tax base of the assets. The tax effects are provisionally determined and may change in future periods. Yara has decided to present this positive

effect in equity since it is an equity transaction that triggers the tax effect. Any subsequent adjustment to this will also be recognized in equity.

On 30 November 2015, Yara reduced its ownership in Yara Dallol (Dallol) from 69% to 51.8% for a total consideration of NOK 308 million in cash. The carrying amount of Dallol's net assets in the Group's financial statements on the date of the acquisition was NOK 1,161 million.

NOK millions	Yara Pilbara	Yara Dallol	Other	Total 2015
Carrying amount of non-controlling interests acquired/(divested)	3,052	(203)	45	2,893
Consideration received/(paid)	(3,068)	308	(76)	(2,836)
Step-up of tax values	359	-	-	359
Increase/(decrease) in equity attributable to owners of the group	344	105	(31)	418
Presented in the statement of changes in equity:				
Increase /(decrease) to translation of foreign operations	813	(70)	-	743
Increase /(decrease) to retained earnings	(469)	175	(31)	(325)
Total	344	105	(31)	418



### Non-current assets held-for-sale

On 15 September 2015, Yara announced that it had signed a non-binding Heads of Terms with U.S.-based Praxair, Inc. to sell its European  $CO_2$  business for EUR 218 million. The agreement also includes a sale of Yara's remaining 34% stake in the Yara Praxair Holding AS joint venture with Praxair for an estimated EUR 94 million. The European  $CO_2$  business has been defined as a disposal group and together with the Yara Praxair joint venture, reclassified to held-for-sale during fourth quarter 2015. The proposed transaction is conditional upon final transaction agreements, obtaining necessary approvals from competition authorities and other customary closing conditions. The transaction is expected to close in the second quarter 2016, with a provisionally estimated post-tax gain of EUR 150 million including the sale of Yara Praxair.

In 2014, Yara's European  $CO_2$  business sold more than 850 thousand metric tons of liquid  $CO_2$  and 50 thousand metric tons of dry ice, delivering an EBITDA of EUR 21.5 million and revenues of EUR 112 million primarily from the food and beverage industry. The business operates

 $5~\text{CO}_2$  liquefaction plants,  $3~\text{CO}_2$  ships, 7~ship terminals and 6~dry ice production facilities. Yara's carrying value of tangible and intangible assets is approximately EUR 100 million.

The equity-accounted investee, Yara Praxair, operating in Scandinavia and formed in 2007, had an EBITDA of EUR 35 million and revenues of EUR 145 million in 2014 (100% basis). The carrying value of Yara's investment in Yara Praxair at the end of fourth quarter 2015 was NOK 231 million and Yara's share of the 2015 net result was NOK 46 million on a year-to-date basis

The Heads of Terms also includes an agreement for Yara to supply Praxair with raw  $CO_2$ , gas and continue to operate three of the  $CO_2$  liquefaction units which are integrated within Yara's fertilizer plants.

The CO<sub>2</sub> business is part of Yara's Industrial segment.

### The major classes of assets and liabilities held-for-sale as of 31 December are as follows:

NOK millions	CO <sub>2</sub>	Other	Total
Intangible assets and goodwill	51	-	51
Property, plant and equipment	917	108	1,025
Equity-accounted investee 1)	231	-	231
Inventories	40	-	40
Trade receivables	152	-	152
Other current assets	33	-	33
Assets held-for-sale	1,424	108	1,533
Other non-current liabilities	2	-	2
Trade and other payables	105	-	105
Other short-term liabilities	7	-	7
Liabilities directly associated with assets held-for-sale	115	-	115
Net assets held-for-sale	1,310	108	1,418

<sup>1)</sup> Yara Praxair Holding AS



# Specifications to the condensed consolidated interim statement of income

### **OTHER INCOME**

During the fourth quarter 2015, Yara sold energy efficiency certificates in Italy with a gain of NOK 100 million.

During the third quarter 2015, Yara sold its 50% stake in GrowHow UK with a gain of NOK 3,199 million. Yara recognized insurance settlements related to the Tertre plant of NOK 34 million.

During the second quarter 2015, Yara sold energy efficiency certificates in Italy with a gain of NOK 89 million and recognized an insurance settlement related to the Tertre plant of NOK 55 million.

The remaining amount of other income is mainly related to gain from sale of property, plant and equipment.

### **DEPRECIATION, AMORTIZATION AND IMPAIRMENT LOSS**

NOK millions	Note	4Q 2015	4Q 2014	2015	2014
Depreciation of property, plant and equipment		(1,242)	(1,040)	(4,628)	(3,738)
Impairment loss property, plant and equipment	9	(1,115)	(182)	(1,186)	(222)
Reversal of impairment loss property, plant and equipment		-	12	22	12
Total depreciation and impairment loss property, plant and equipment		(2,357)	(1,211)	(5,792)	(3,948)
Amortization of intangible assets		(217)	(182)	(836)	(622)
Impairment loss intangible assets	9	(38)	(107)	(305)	(107)
Total amortization and impairment loss intangible assets		(255)	(289)	(1,141)	(729)
Total depreciation, amortization and impairment loss		(2,611)	(1,500)	(6,933)	(4,678)



# Reclassification of exploration and evaluation assets

By the end of fourth quarter 2015, the mining projects in Dallol, Ethiopia and Salitre, Brazil, have both entered into the development phase. The book value of exploration and evaluation assets have therefore been reclassified from Intangible assets to Property, plant and equipment, with a total value of NOK 2,198 million.



### Impairment of non-current assets

### RECOGNIZED IMPAIRMENT WRITE-DOWN

In the fourth quarter, Yara recognized impairment write-down of property, plant and equipment of NOK 1,115 million, of which NOK 1,038 million relates to three Production plants. The largest impairment was charged to the Montoir plant (France) with NOK 544 million. This is one of Yara's smallest fertilizer plants, with an annual production capacity of approximately 300,000 tonnes nitrate and 300,000 tons NPK. In addition to small scale, the plant has limited export opportunities and is exposed to lower profitability in its home market, given lower grain prices and also lower phosphate and potash demand. The Trinidad plant recognized NOK 382 million of impairment in fourth quarter, in addition to the NOK 32 million recognized in second quarter. This is one of Yara's smallest ammonia plants, with an annual production capacity of approximately 270,000 tonnes ammonia. Plant profitability is impacted by lower ammonia prices. In addition to small scale, the plant suffers from frequent gas supply curtailments and also has lower energy efficiency than Yara's average. The production plant in Pardies (France) recognized asset impairment of NOK 112 million in fourth quarter, reflecting lower TAN profitability.

During third quarter 2015, Yara recognized impairment of NOK 172 million relating to the Sokli mining project in Finland and NOK 95 million related to the Mine Arnaud phosphate project in Quebec, Canada. The Sokli impairment was triggered by the preliminary decision to halt development due to the anticipated profitability of the project below Yara's requirement. Yara decided to limit the participation in the further development of the Mine Arnaud phosphate project due to an estimated financial return below Yara's requirement. The effect of both impairments are included in the Production segment.

At the end of the first quarter 2015, Yara made an impairment write-down of its investment in the equity-accounted investee Lifeco of NOK 893 million and impaired its receivables against the same company of NOK 36 million, all reported within the Production segment. The impairments were triggered by the worsening security outlook in Libya and

an assessment of Lifeco's operating ability. Lifeco produced at less than 50% capacity during the quarter and Yara's share of net income was a negative NOK 85 million in fourth quarter and a negative NOK 198 million on a year-to-date basis. The impairment of the investment is reported under "Share of net income in equity-accounted investees" in the interim statement of income and Yara's remaining carrying value is NOK 10 million at year end 2015. If and when Yara sees improvements to the political situation and outlook in Libya and to Lifeco's operating conditions, parts or the whole impairment will be reversed.

### **SENSITIVITY**

Yara carries out its mandatory impairment testing of all cash generating units with goodwill or assets with indefinite useful life during fourth quarter each year. Plants and other assets that display impairment indicators are tested on an interim basis. Some of Yara's cash generating units (CGU's) are regarded to be sensitive for impairment in case there are negative changes to key assumptions within a possible range. In line with previous years, Yara discloses the sensitivity based on the following changes in assumptions:

- An increase of discount rate of 1% points (after tax)
- A reduction to management projected EBITDA of 10% each year in the forecast period
- A reduction of nominal growth after the forecast period of 1% points

With a combined change of all three assumptions, the impairment charge for the sensitive units would have been approximately NOK 5 billion.

In addition to the sensitivity presented above, Yara continues to regard its mining projects with a total carrying value of NOK 3,045 million to be sensitive for impairment. The cash inflows for these projects are several years in to the future and there are multiple uncertainties related to the projects' profitability, mineability of the reserves, financing, required infrastructure and necessary governmental permits. Any negative development to these uncertainties could trigger a decision to stop one or more of the projects and a resulting impairment loss.



NOK millions	31 Dec 2015	31 Dec 2014
Finished goods	11,425	10,085
Work in progress	637	707
Raw materials	7,885	7,847
Total	19,948	18,639
Write-down		
Balance at 1 January	(92)	(103)
Reversal/(write-down), net	(52)	18
Foreign currency translation	(8)	(7)
Closing balance	(152)	(92)

# Note 11 Long-term debt

An updated overview of the contractual payments on long-term debt is provided in the table below:

### Contractual payments on long-term debt

NOK millions	Debentures	Bank Loans	Capital lease and other LT loans	Total
2017	-	161	58	219
2018	-	161	51	213
2019	6,577	138	47	6,761
2020	-	133	53	185
Thereafter	1,309	395	270	1,975
Total	7,887	988	479	9,354

There have been no significant changes in Yara's long-term interest bearing debt profile during the fourth quarter.



### Employee benefits

By the end of fourth quarter, the defined benefit obligations have been remeasured following full actuarial valuations of all defined benefit plans, using revised financial and demographic assumptions. Plan asset values have also been remeasured to reflect market value at the end of the quarter. Net remeasurement loss of the quarter is recognized as an increase in net defined benefit liability of NOK 189 million (before tax) and no change in the carrying value of equity-accounted investees with a negative effect in other comprehensive income of NOK 149 million (after tax). Net remeasurement gain of the year is NOK 754 million (before tax) on the net defined benefit liability and an increase of the carrying

value of equity-accounted investees of NOK 11 million (after tax), with a positive effect in other comprehensive income of NOK 588 million (after tax). The remeasurement gain of the year reflects an increase in yield on high quality corporate bonds in Europe during 2015. Yield on high quality corporate bonds is used as reference to determine the discount rate, which is used for calculating the present value of future pension benefit payments. The remeasurement gain from changes in financial assumptions is accompanied by a positive impact from actual return on plan assets in excess of what has been recognized in Statement of income during the year.



### Contingencies

Yara is party to a number of lawsuits, environmental laws and regulations in various jurisdictions arising out of the conduct of its business. In August 2015, two suppliers commenced arbitration against Yara Norge AS before the Arbitration Institute of the Stockholm Chamber of Commerce. The claims are related to earlier contracts for the supply of apatite

concentrate. The claim is in an amount of approximately USD 140 million. The arbitral hearing is currently expected to take place during second quarter 2017, with an arbitral award expected before end of 2017. Yara believes the claims are without merit and will defend them forcefully.



### Post balance sheet event

Yara Board will propose to the Annual General Meeting a dividend of NOK 15 per share for 2015.

# Quarterly historical information

### **EBITDA**

NOK millions	New segment structure 4Q 2015	Previous segment structure 4Q 2015 <sup>1)</sup>	New segment structure 3Q 2015	Previous segment structure 3Q 2015 <sup>1)</sup>	New segment structure 2Q 2015	Previous segment structure 2Q 2015 <sup>1)</sup>	New segment structure 1Q 2015	Previous segment structure 1Q 2015 <sup>1)</sup>	Previous segment structure 4Q 2014	Previous segment structure 3Q 2014	Previous segment structure 2Q 2014	Previous segment structure 1Q 2014
Crop Nutrition	1,253	1,147	1,519	1,502	1,572	1,629	1,843	1,629	1,211	1,463	1,525	1,792
Industrial	308	267	432	418	335	367	414	409	235	420	365	365
Production	2,176	2,323	6,221	6,222	3,133	3,071	2,884	3,176	3,434	2,293	2,498	1,646
Other and eliminations	(233)	(233)	(289)	(259)	139	112	(347)	(419)	(254)	(212)	(162)	(213)
Total	3,504	3,504	7,884	7,884	5,179	5,179	4,794	4,794	4,625	3,964	4,227	3,591

1) As of 1 January 2015, Yara has moved plants in France, Germany, Italy, Sweden and Norway from the Crop Nutrition and Industrial segments to the Production segment. Figures for 1Q, 2Q, 3Q and 4Q 2015 in the table are presented both according to the new segment structure and the previous segment structure. The figures presented as previous segment structure 1Q, 2Q, 3Q and 4Q 2015 are comparable to 1Q, 2Q, 3Q and 4Q 2014 figures.

### RESULTS

NOK millions, except per share information	4Q 2015	3Q 2015	2Q 2015	1Q 2015	4Q 2014	3Q 2014	2Q 2014	1Q 2014
Revenue and other income	25,722	30,479	27,929	27,767	26,230	24,095	23,309	21,709
Operating income	685	5,874	3,556	3,990	2,688	2,501	2,849	2,268
EBITDA	3,504	7,884	5,179	4,794	4,625	3,964	4,227	3,591
Net income after non-controlling interests	434	4,004	2,916	729	1,860	1,707	2,285	1,773
Earnings per share (NOK)	1.58	14.56	10.59	2.65	6.74	6.18	8.26	6.40

USD <sup>1)</sup> millions, except per share information	4Q 2015	3Q 2015	2Q 2015	1Q 2015	4Q 2014	3Q 2014	2Q 2014	10 2014
Revenue and other income	3,022	3,691	3,602	3,583	3,817	3,859	3,898	3,565
Operating income	83	712	458	514	392	401	477	373
EBITDA	411	955	667	622	671	635	708	590
Net income after non-controlling interests	44	486	373	99	233	274	383	292
Earnings per share (USD)	0.16	1.77	1.36	0.36	0.85	0.99	1.38	1.05

1) USD numbers are calculated monthly based on average NOK/USD per month.

# Notes



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