Knowledge grows

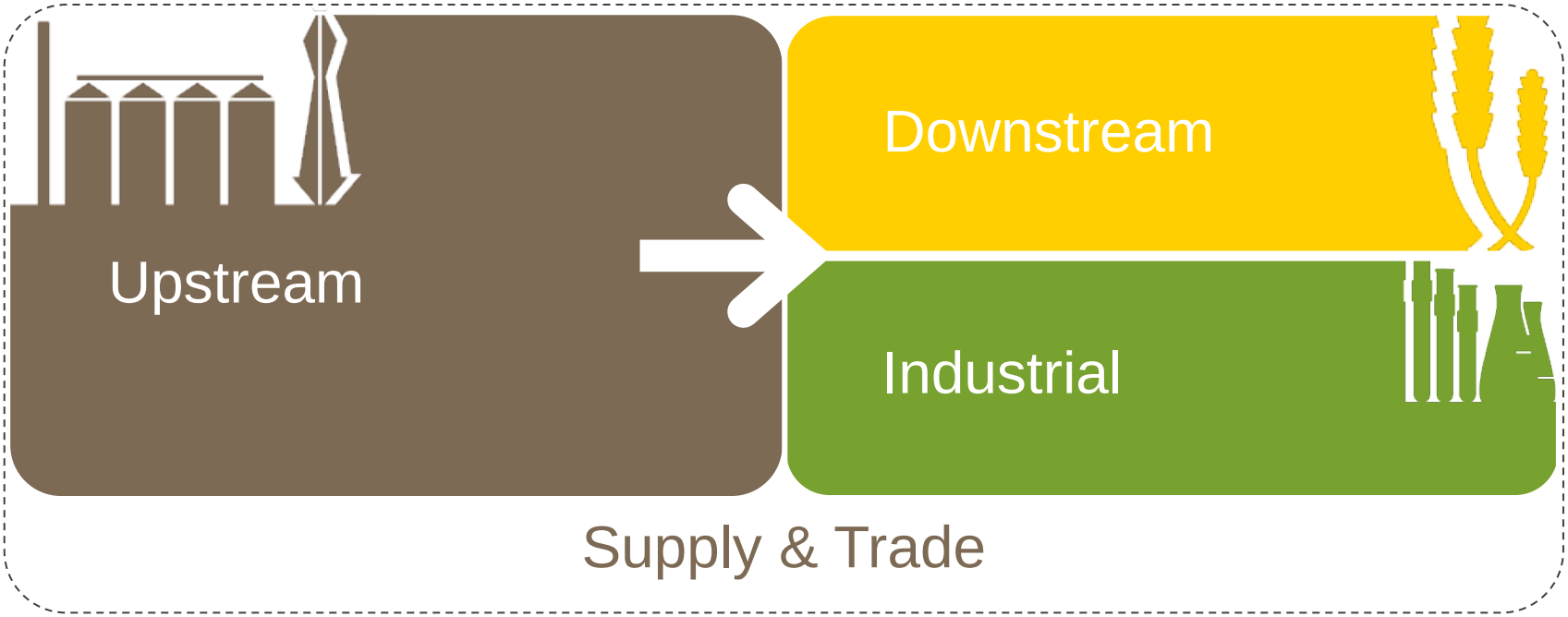
Yara International ASA

Morgan Stanley Global Chemicals Conference

Thor Giæver, IR

14 November 2012

Integrated business model provides scale, flexibility and a strong end-to-end presence

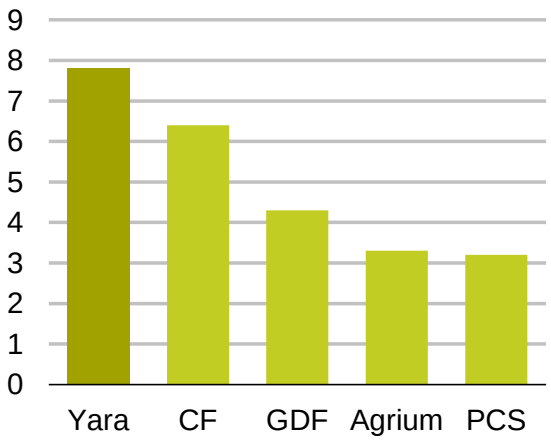


Scale advantages + Unique flexibility + Unrivalled presence

Yara – the leader in nitrogen fertilizers

Global no 1 in ammonia

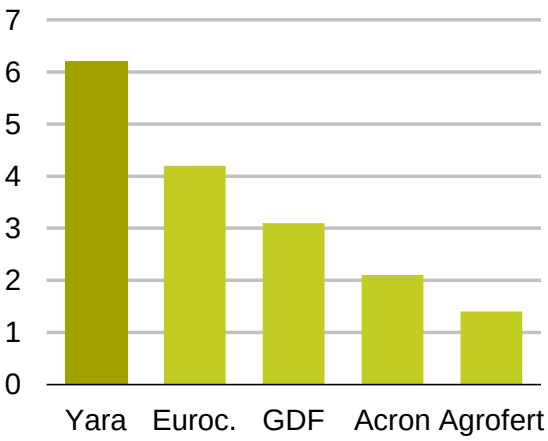
Production capacity* (mill t)



* Incl. companies' shares of JVs
Source: Yara & Fertecon

Global no 1 in nitrates

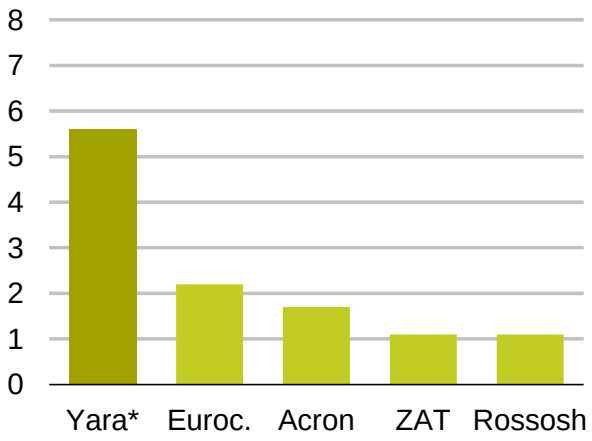
Production capacity* (mill t)



Source: Fertilizer Europe

Global no 1 in NPK complex fertilizer

Production capacity* (mill t)

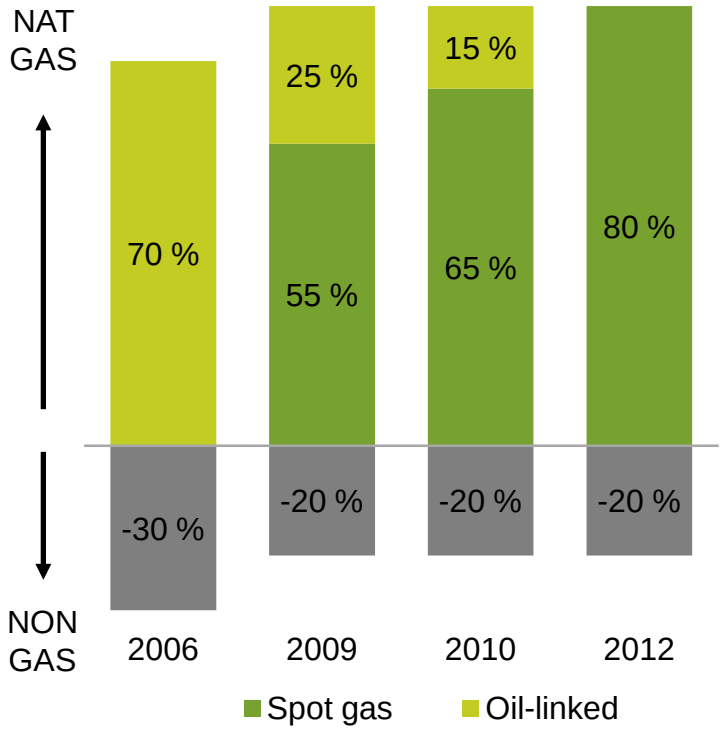


Source: Fertilizer Europe

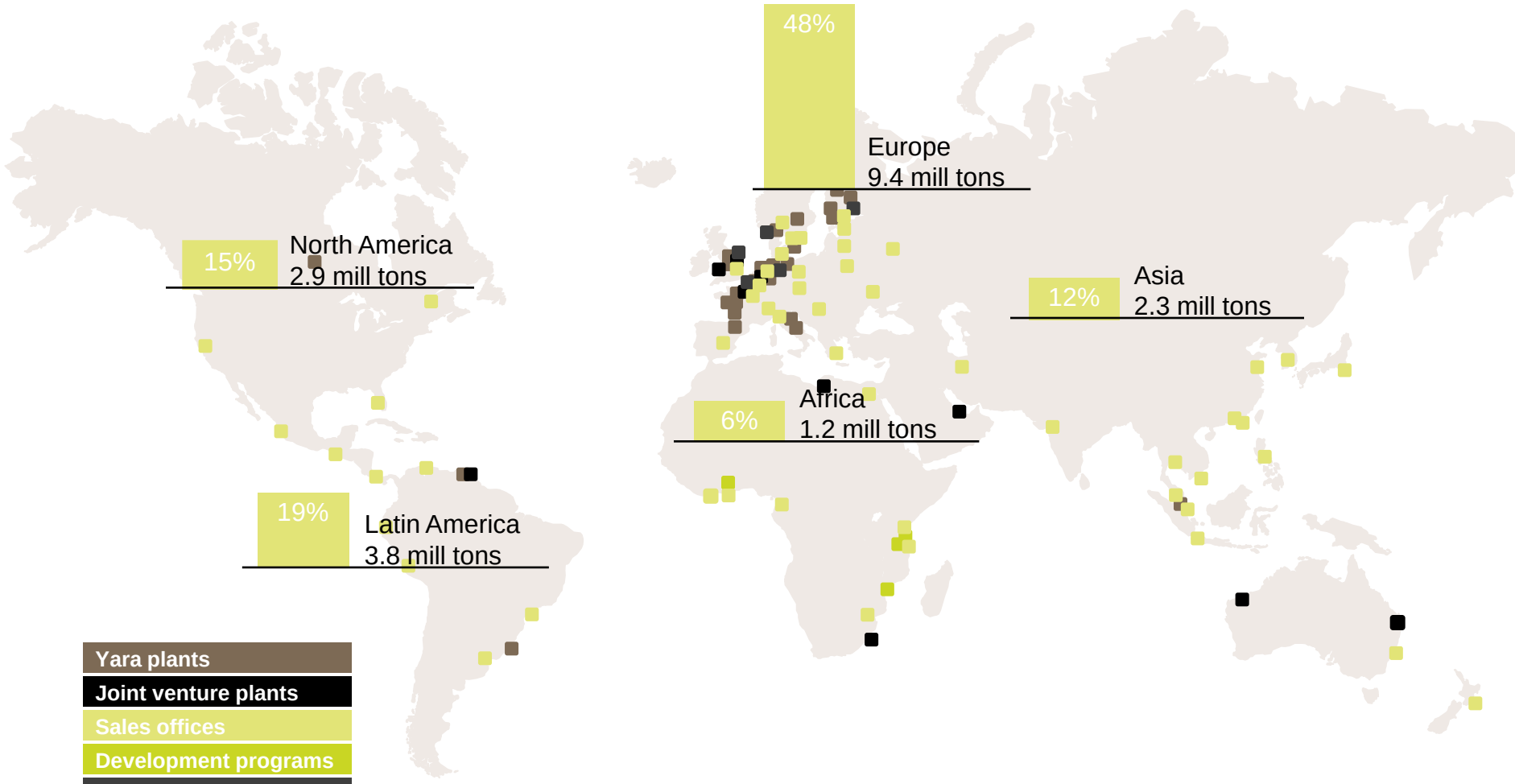
Reduced exposure to oil and European gas

Yara's geographic energy exposure

Yara's feed-stock contract structure Europe

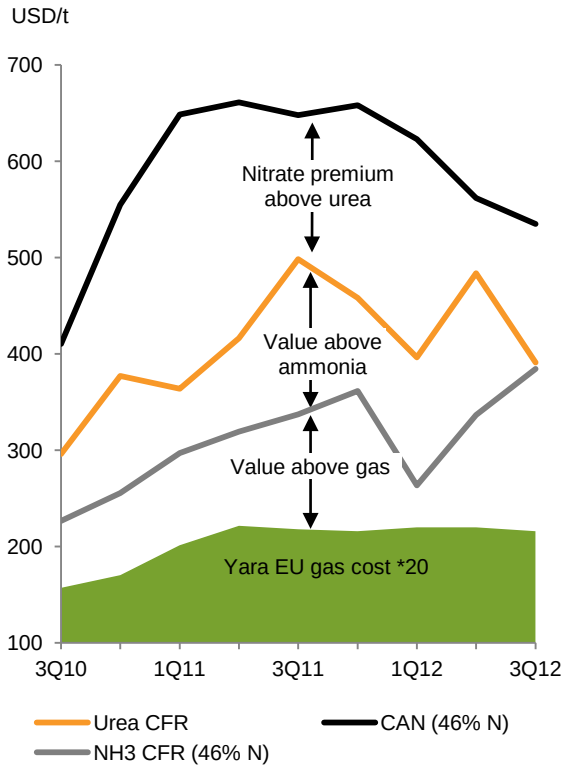


Global downstream player with sales to 150 countries

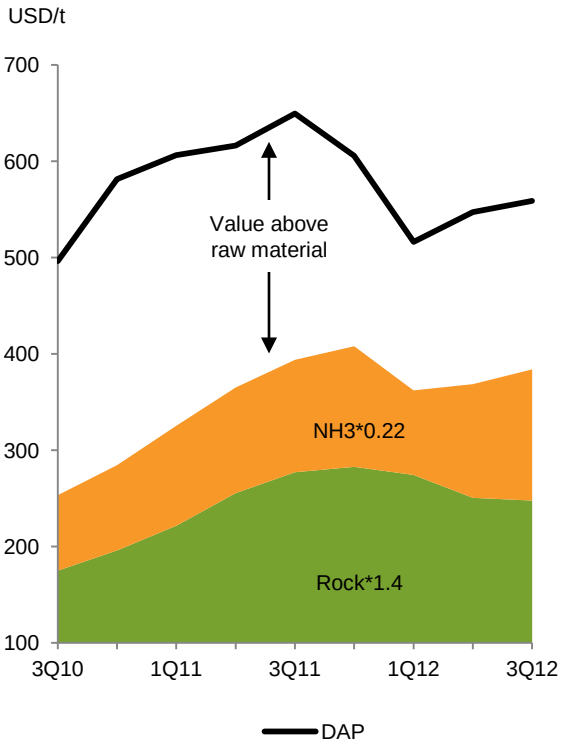


Yara generates value both within commodity and value-added products

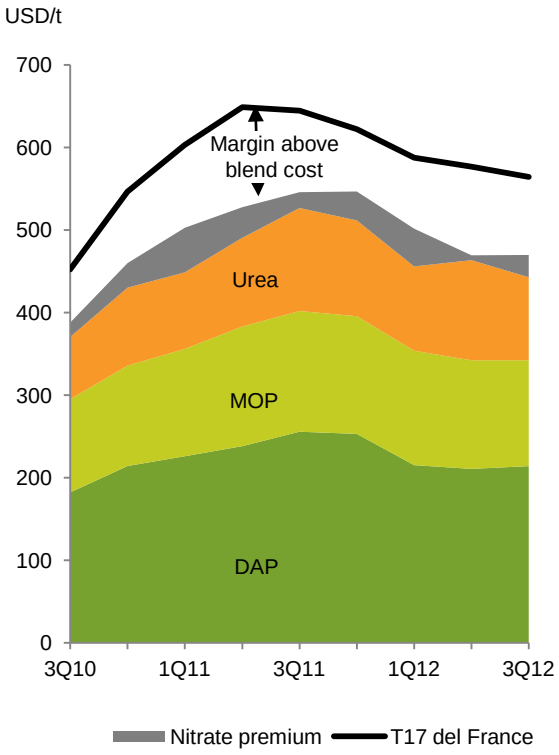
Nitrogen upgrading margins



Phosphate upgrading margins

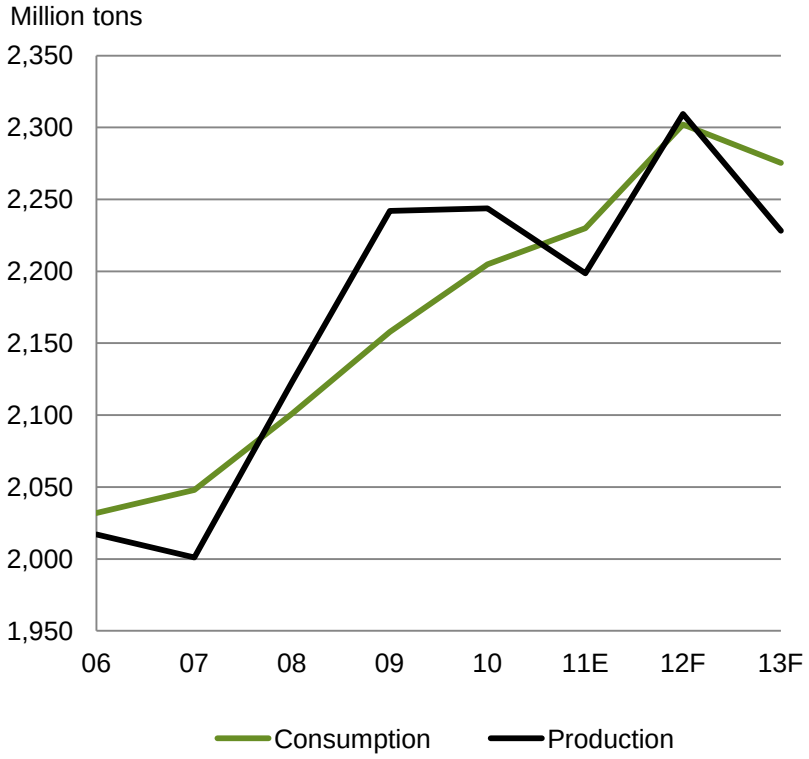


NPK blend premium

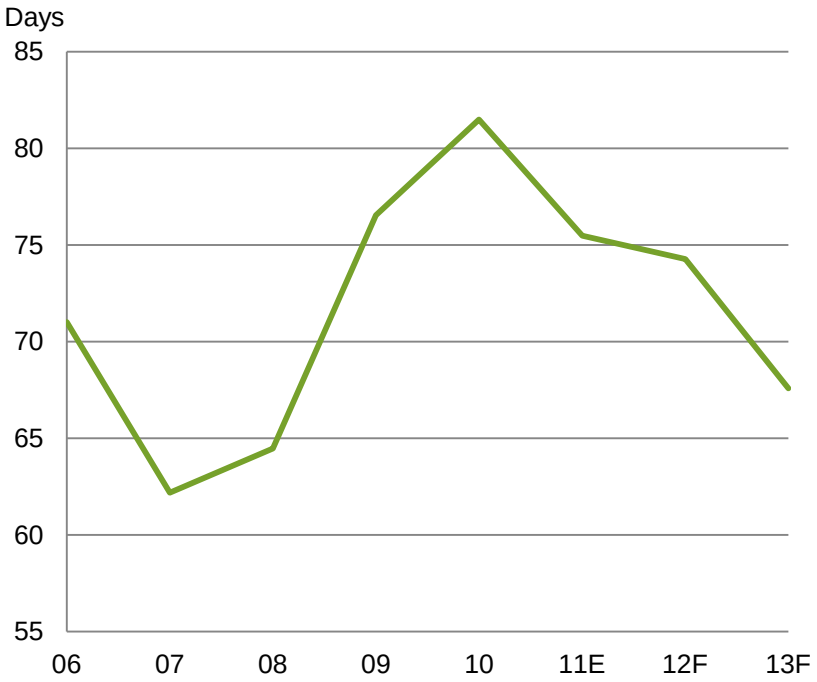


Continued strong price incentives necessary to avoid further inventory decline

Grain production and consumption



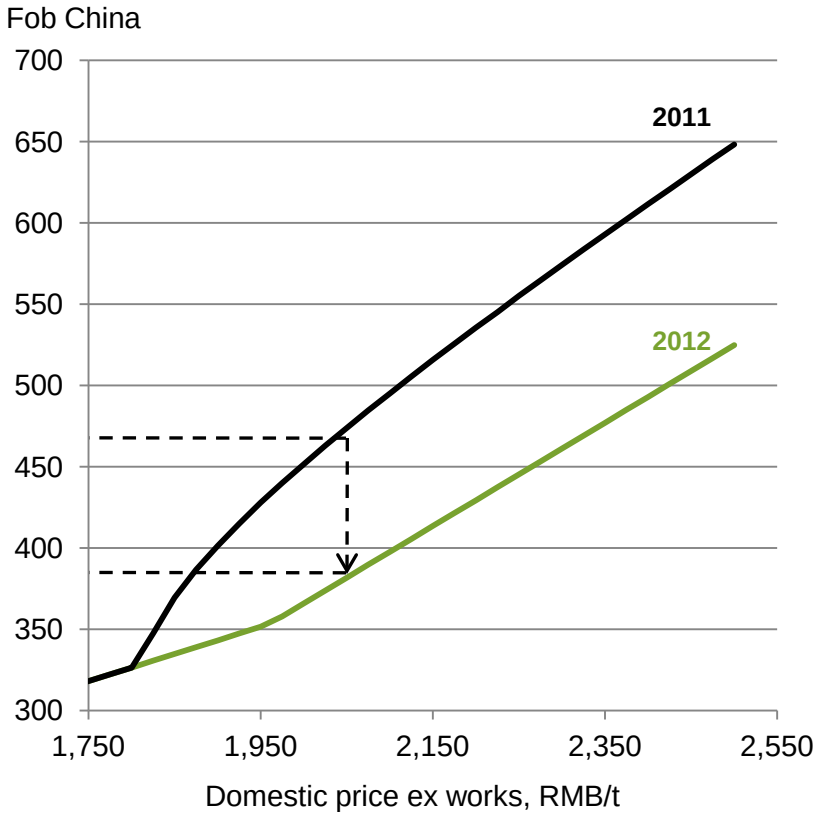
Days of consumption in stocks



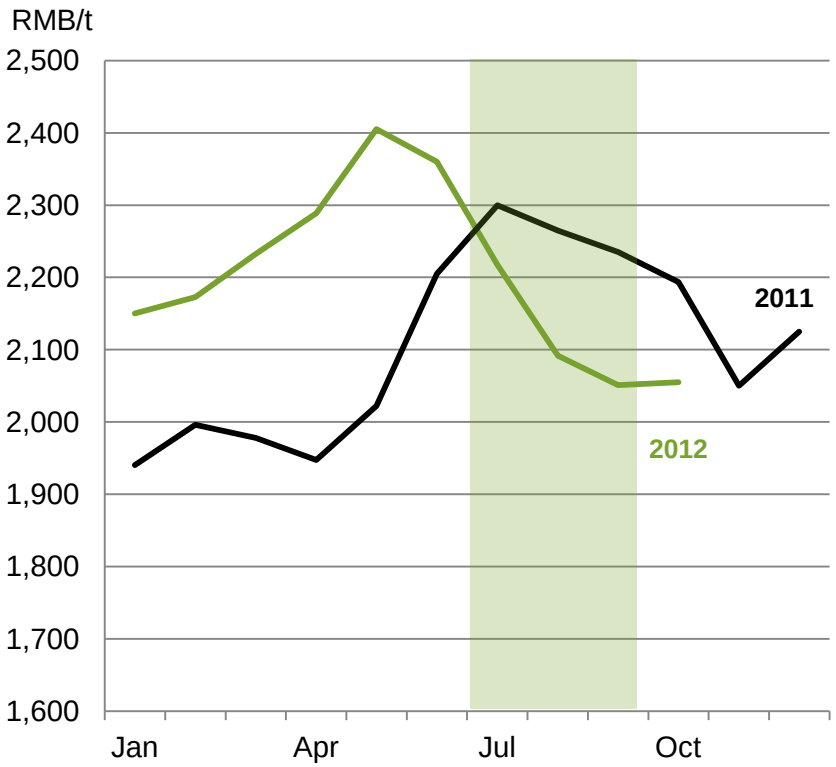
Source: USDA, October 2012

Lower Chinese urea export price in 2012

Chinese export tax 1 Jul – 1 Nov



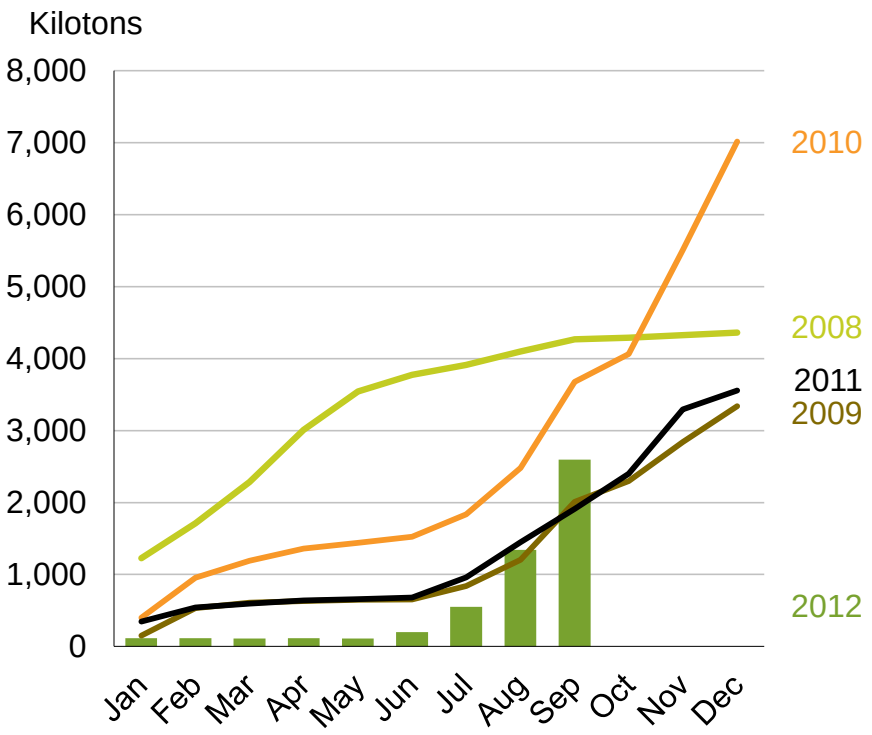
Domestic urea price in China



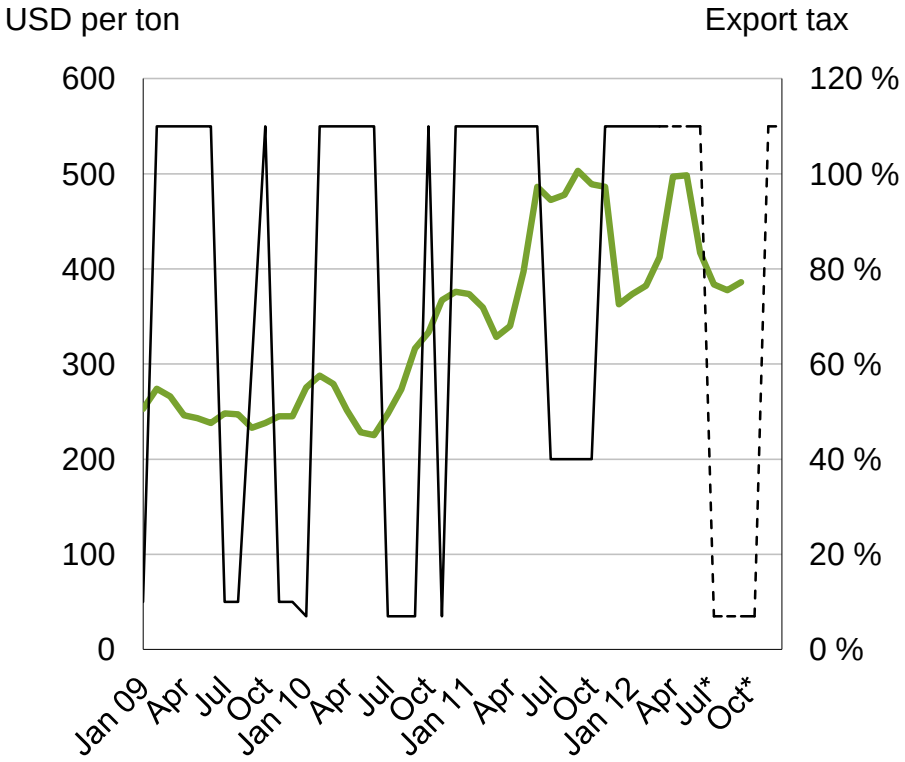
** China Fertlizer Market Week*

Chinese export situation

Accumulated urea exports



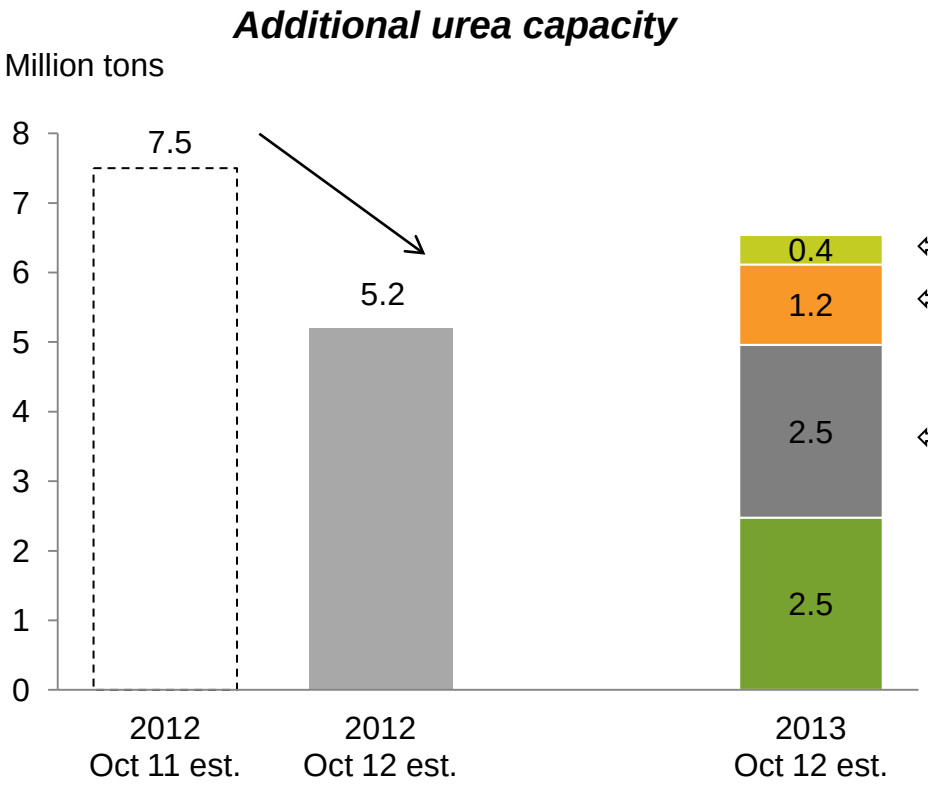
Urea price and export tax



* Export tax during low tariff period depends on price level with 7% representing the minimum tax level

Source: BOABC

Continued project delays



Fertecon assumptions:

⇦ 1 new site in **Egypt** from Jul 13

⇦ Startup in **UAE** in Jan 13

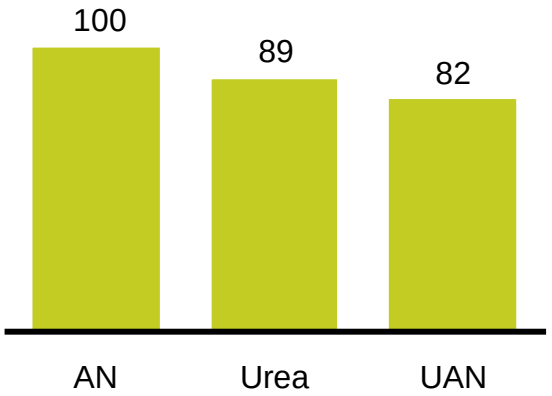
⇦ Startups in **Algeria** in Jul 12, Jan 13 and Jul 13

Source: Fertecon urea updates

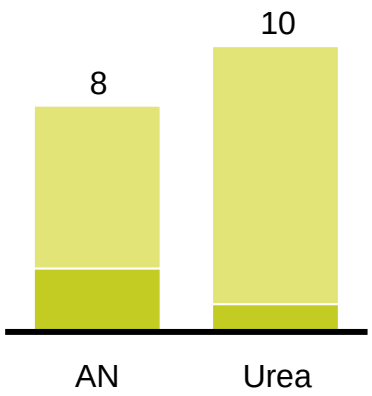
Achieving premium requires proper marketing of nitrate benefits

Nitrate-based fertilizers are superior to urea both agronomically and environmentally

The agronomical efficiency of nitrates is superior to urea
Nitrogen recovery (% of AN)



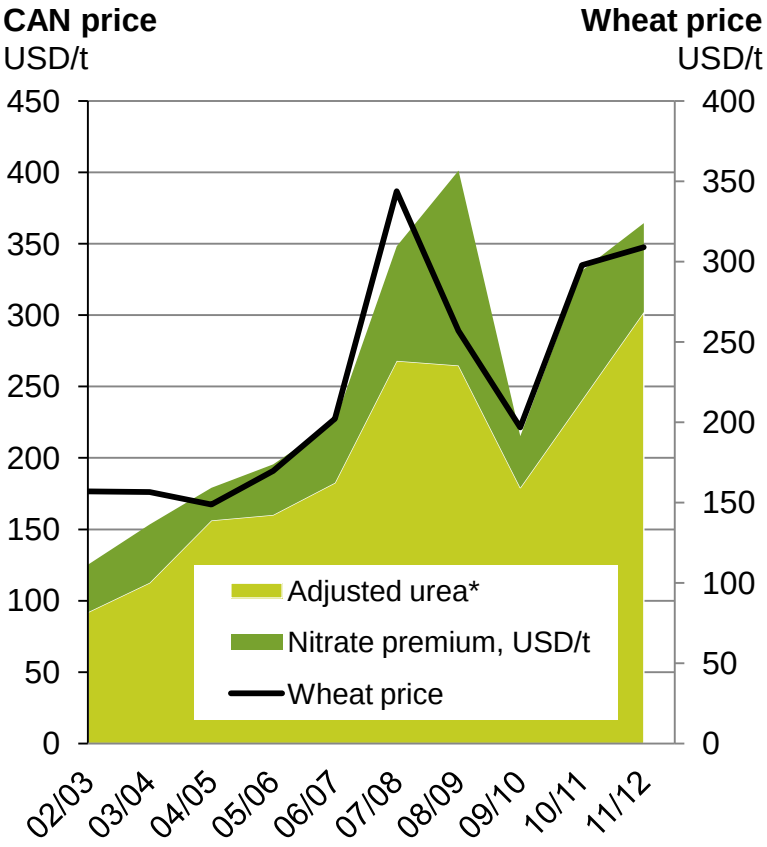
The carbon footprint is lower than for Urea
Lifecycle carbon footprint (kg CO2 eq/kg N)



Urea requires up to 20% higher N application to achieve same cereal crop yield and quality as AN

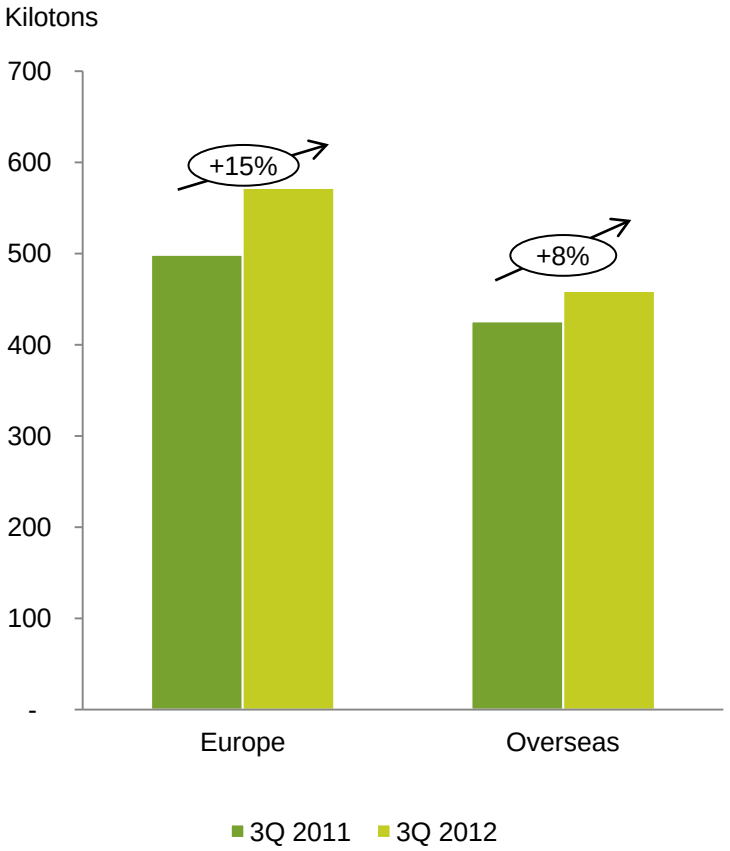
Although urea is more CO_2 efficient in production, CO_2 emissions and ammonia volatilization on application more than offset for this

Nitrate premium is a function of crop prices but can be enhanced through proper marketing

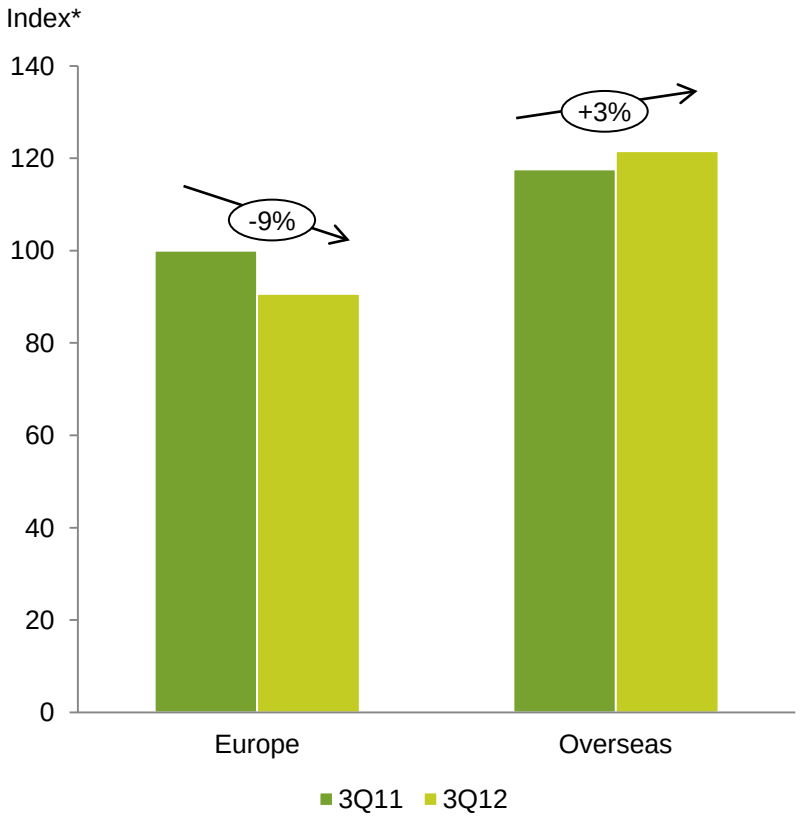


Strong NPK development

Yara-produced compound NPK volumes



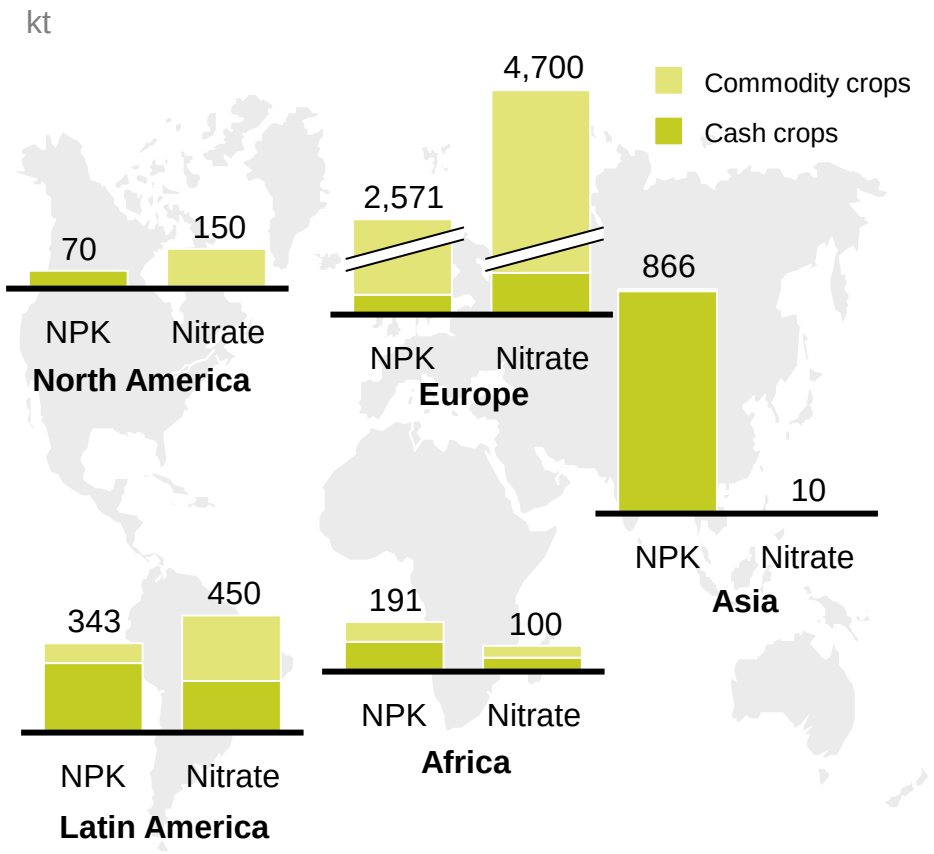
Realized prices on Yara -produced NPK compounds



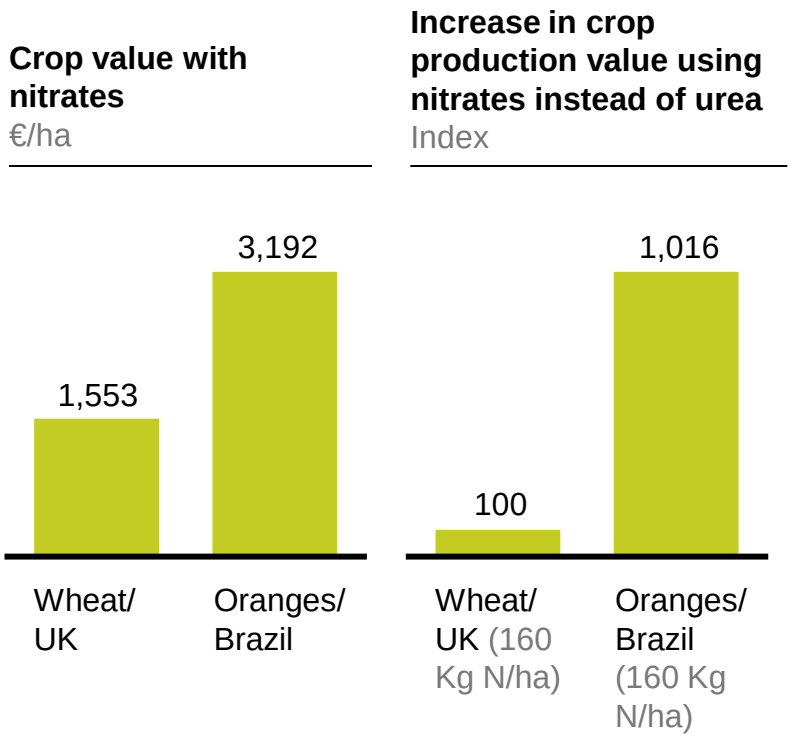
* 100 = European price in 3Q11

Value-added product growth focused on cash crops

NPKs have significant cash crop share, while nitrates today mainly serve commodity crops



Nitrates' agronomic advantage has higher value for cash crops than for commodity crops

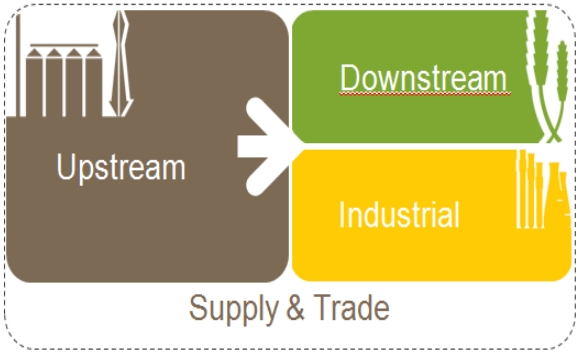


Global collaboration are progressing well e.g. Nestle initiatives on three continents

Basis for Yara's profitable growth ambitions

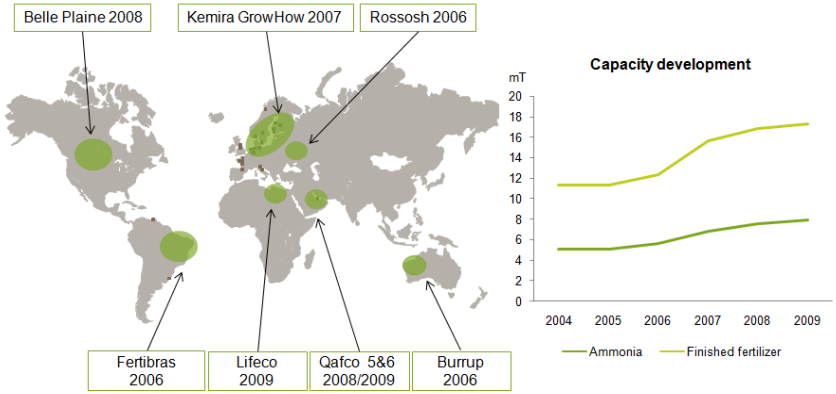
Strong earnings through the cycle

A scalable business model giving synergies



- Scale
- Flexibility
- Presence

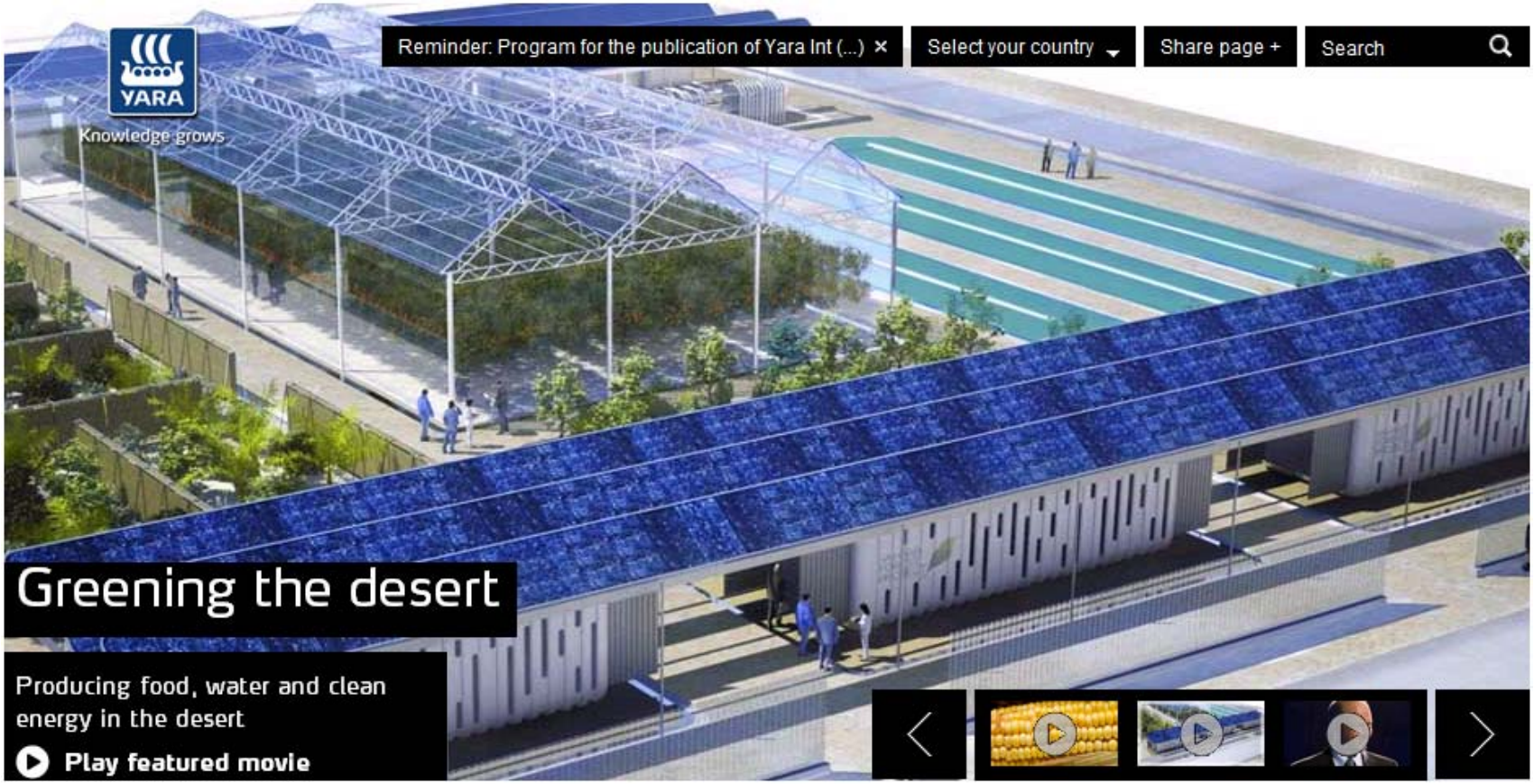
Industry-leading acquisition track-record



Valuation and capital discipline

- In acquisitions Yara looks for:
  - Relative synergies compared to alternative buyers
  - Distressed sellers
  - Our cycle view compared to seller & alternative buyers
- Capital and valuation discipline demonstrated
- Grain, fertilizer and gas outlook has recently improved increasing nitrogen asset values

More information can be found on www.yara.com



Yara sensitivities

	Operating Income USD million	EBITDA USD million	EPS* USD
Urea sensitivity +100 USD/t	**944**	**1,095**	**2.8**
…of which pure Urea	*304*	*422*	*1.2*
…of which Nitrates	*367*	*391*	*1.0*
…of which NPK	*198*	*207*	*0.5*
Nitrate premium +50 USD/t	**439**	**467**	**1.2**
…of which pure Nitrates	*273*	*294*	*0.8*
Hub gas Europe + 1 USD/MMBtu	**(90)**	**(110)**	**(0.3)**
Ammonia + 100 USD/t	-	50	0.2
Phos rock + 50 USD/t	50	50	0.1
Hub gas North Am + 1 USD/MMBtu	(27)	(27)	(0.1)
Crude oil + 10 USD/brl	(80)	(80)	(0.2)
Currency + 1 USD/NOK **	90	90	0.2

*Assuming 30% marginal tax rate on underlying business and 287.2 million shares

** Net fixed costs in EUR and NOK

Sensitivities assume stable value-added margins and no inter-correlation between factors

Price and currency assumptions in scenarios

	Last 4 quarters	5-year avg. to 30 Sep 11	Chinese swing*	Demand-driven**
Ammonia fob Black Sea (USD/t)	459	366	450	550
Urea prilled fob Black Sea (USD/t)	386	342	360	510
Nitrate premium , USD/t	94	77	62	68
Phos rock fob North Africa (USD/t)	164	158	200	200
DAP fob Morocco (USD/t)	594	575	600	600
Zeebrugge natural gas (USD/MMBtu)	8.8	7.3	9.3	9.3
Henry hub natural gas (USD/MMBtu)	4.1	5.8	3.9	3.9
Yara's European energy price (USD/MMBtu)	10.1	8.8	10.8	10.8
Brent blend crude oil price (USD/bbl)	98	81	106	106
NOK/USD	5.7	5.9	5.8	5.8

* Ammonia and urea prices equal to marginal producers' cash cost, energy prices are forward prices as of 21 November
** Given example to illustrate effect of urea price USD 150 per ton above marginal cost.

Simplified P&Ls for scenarios

NOK	Last 4 quarters	5-year avg. to 30 Sep 2011[2)]	Chinese swing	Demand-driven
EBITDA[1)]	14,800	15,200	13,500	23,600
Depreciation	-2,600	-2,600	-2,600	-2,600
Interest expense	-800	-700	-700	-700
Income before tax	11,400	11,900	10,200	20,300
Tax	-2,400	-2,800	-2,100	-4,500
Net income	9,000	9,100	8,100	15,800
Number of shares (millions)	287.9	287.2	287.2	287.2
Earnings per share (NOK)	**31**	**32**	**28**	**55**

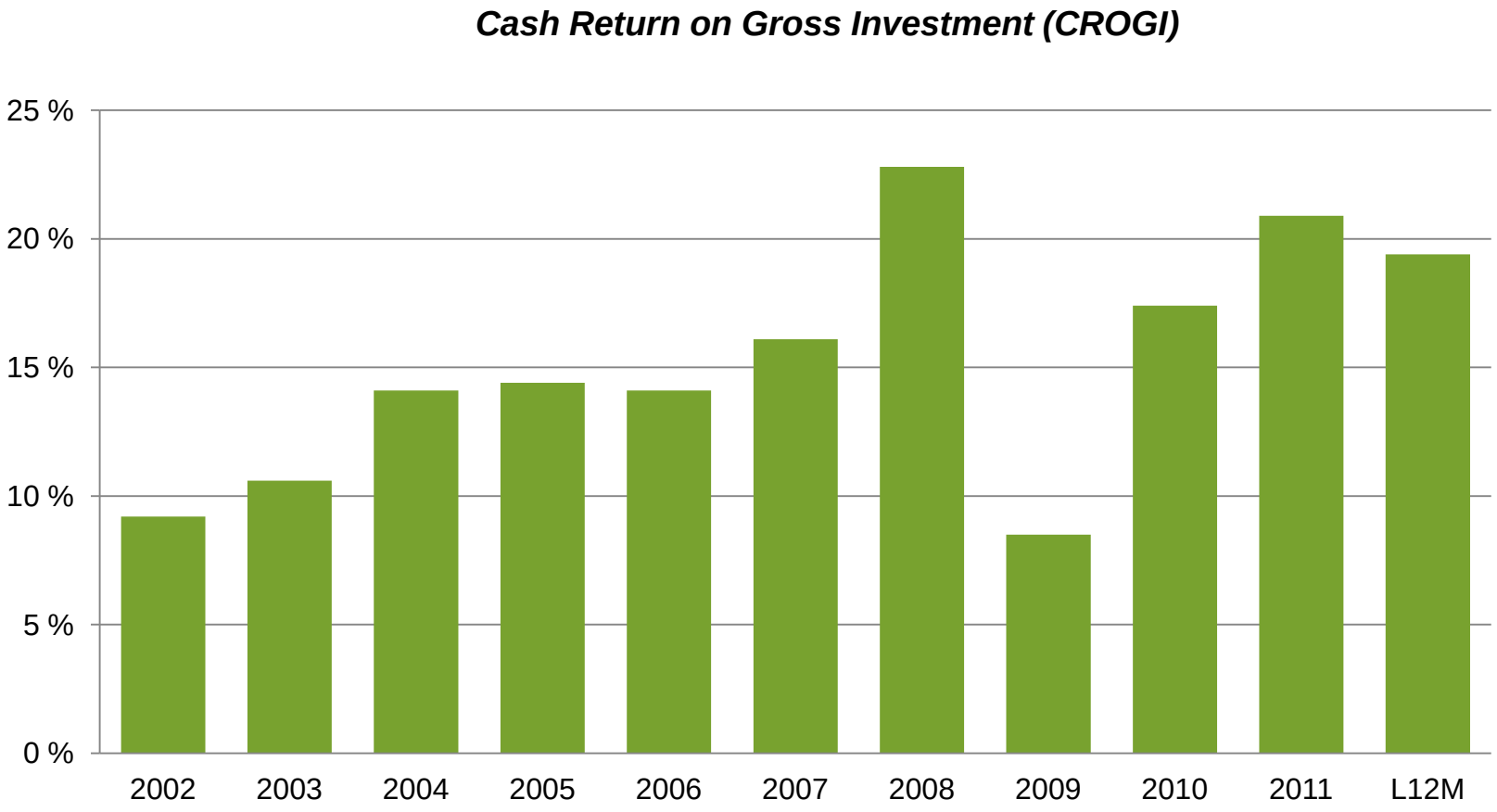
Currency translation +1 USD/NOK	*2,600*	*2,550*	*2,300*	*4,100*

[1)] Including interest income, assumed in line with last 4 quarters in all scenarios.
[2)] Not historical earnings, but estimated earnings for today's Yara business, using 5-year average price conditions.

Summary third quarter

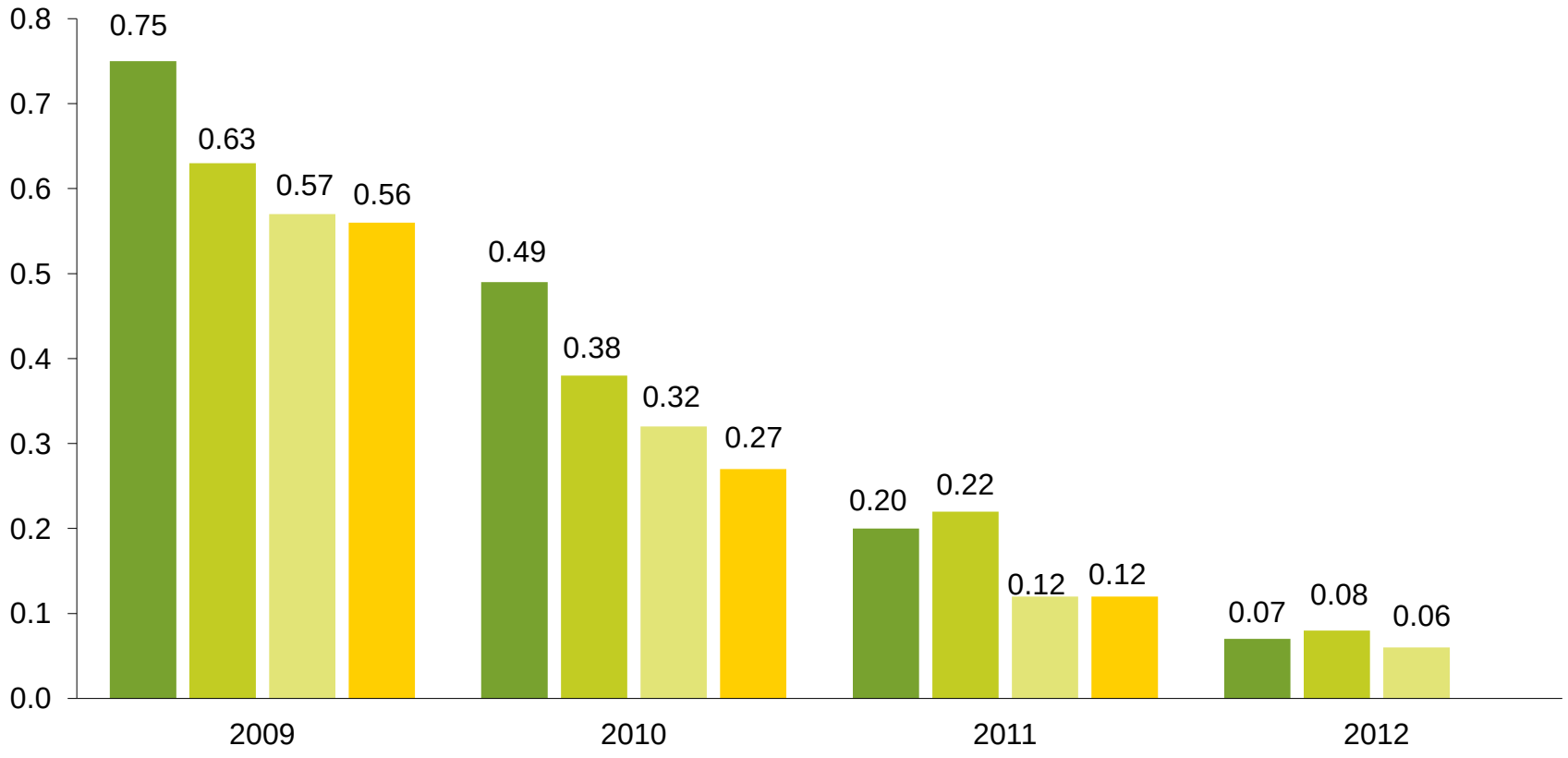
- Strong results and cash flow
- Yara-produced NPK deliveries up 10%
- Strong production increase
- Cautious start to European nitrate season

Strong results

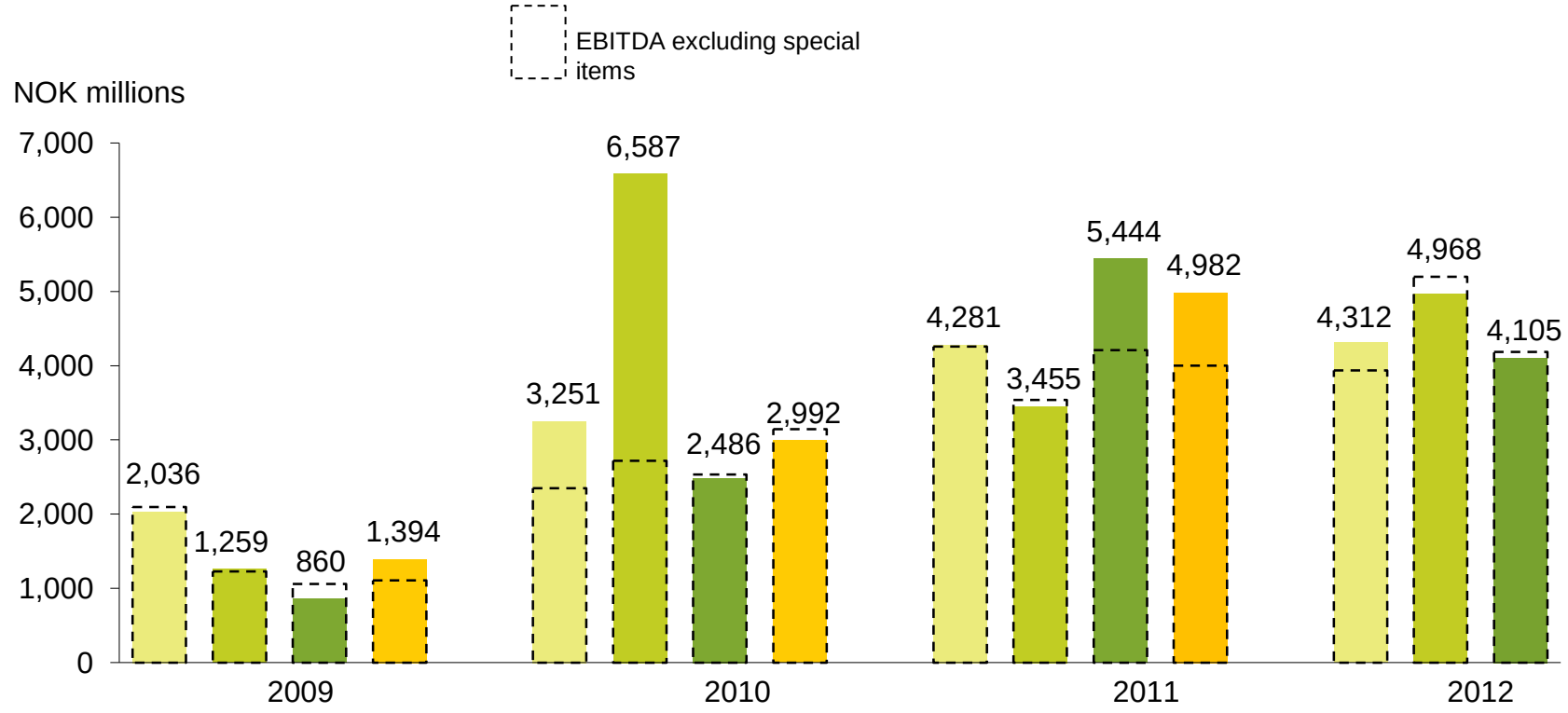


Debt/equity ratio

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



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



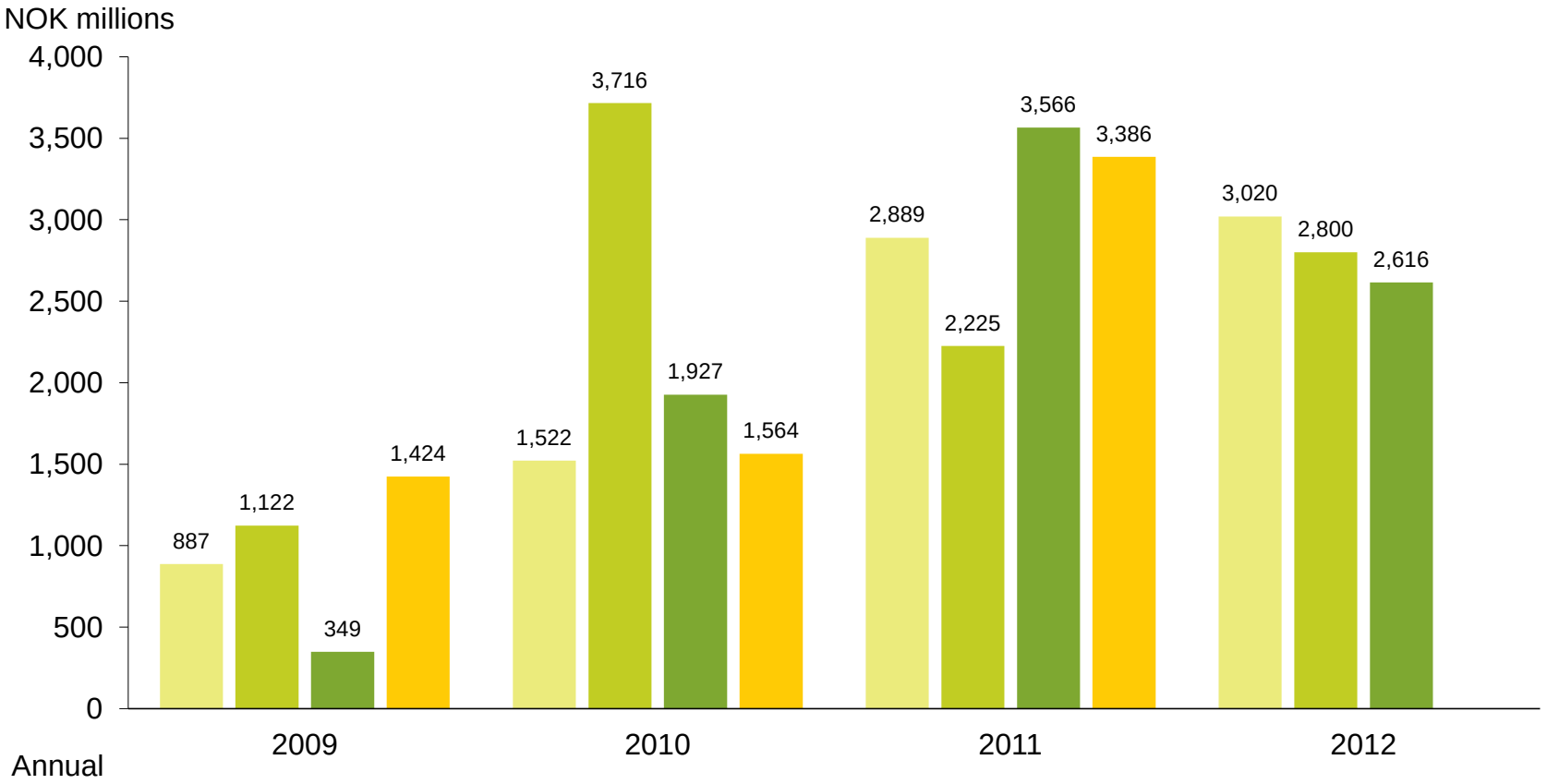
Annual

NOK millions	5,549	15,315	18,163	13,385

Share of net income in equity-accounted investees

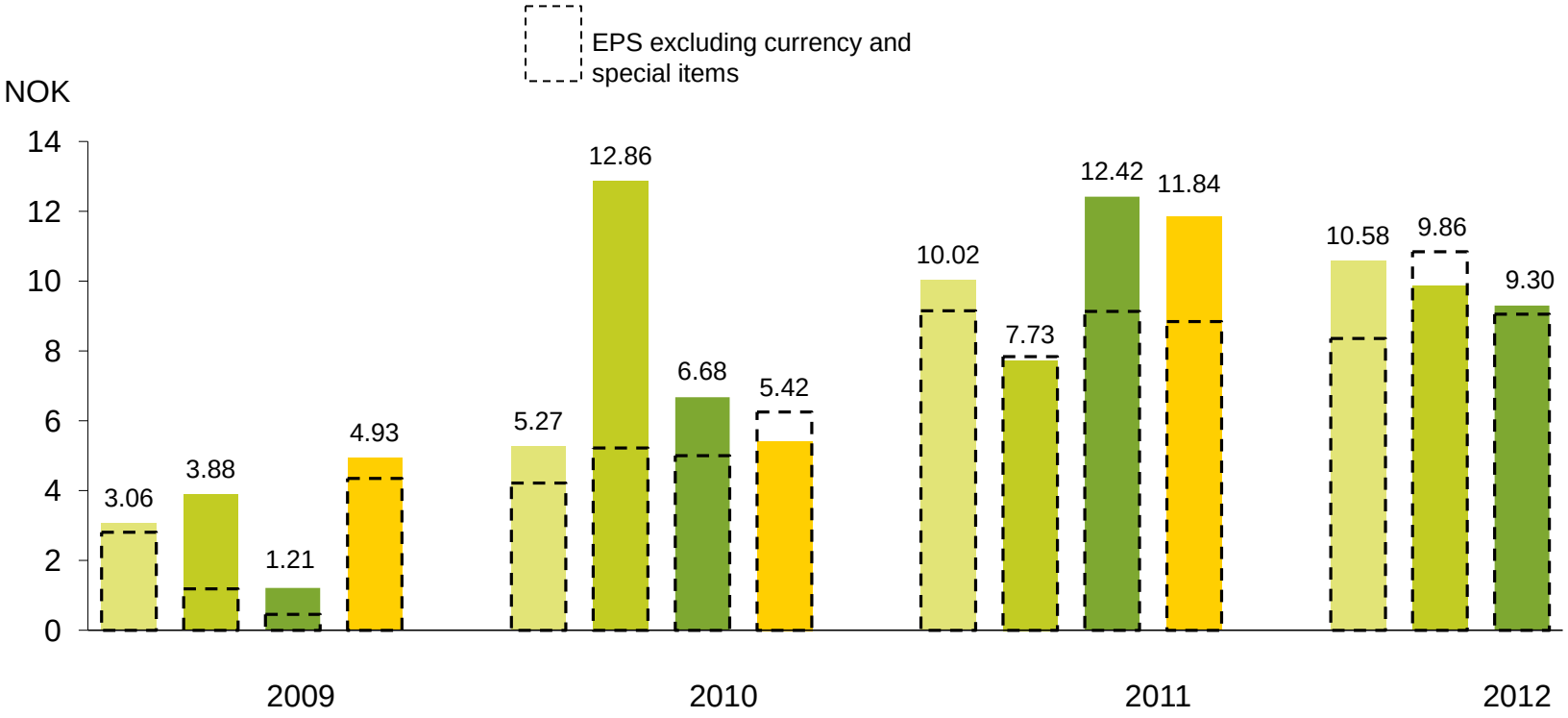
NOK millions	3Q 2012	3Q 2011
Qafco	**412**	198
Tringen	**85**	55
Burrup	**-**	(24)
GrowHow UK Ltd.	**132**	141
Lifeco	**(78)**	(57)
Other	**20**	17
Total	**571**	329

Net income after non-controlling interests



Annual				
NOK millions	3,782	8,729	12,066	8,436

Earnings per share*



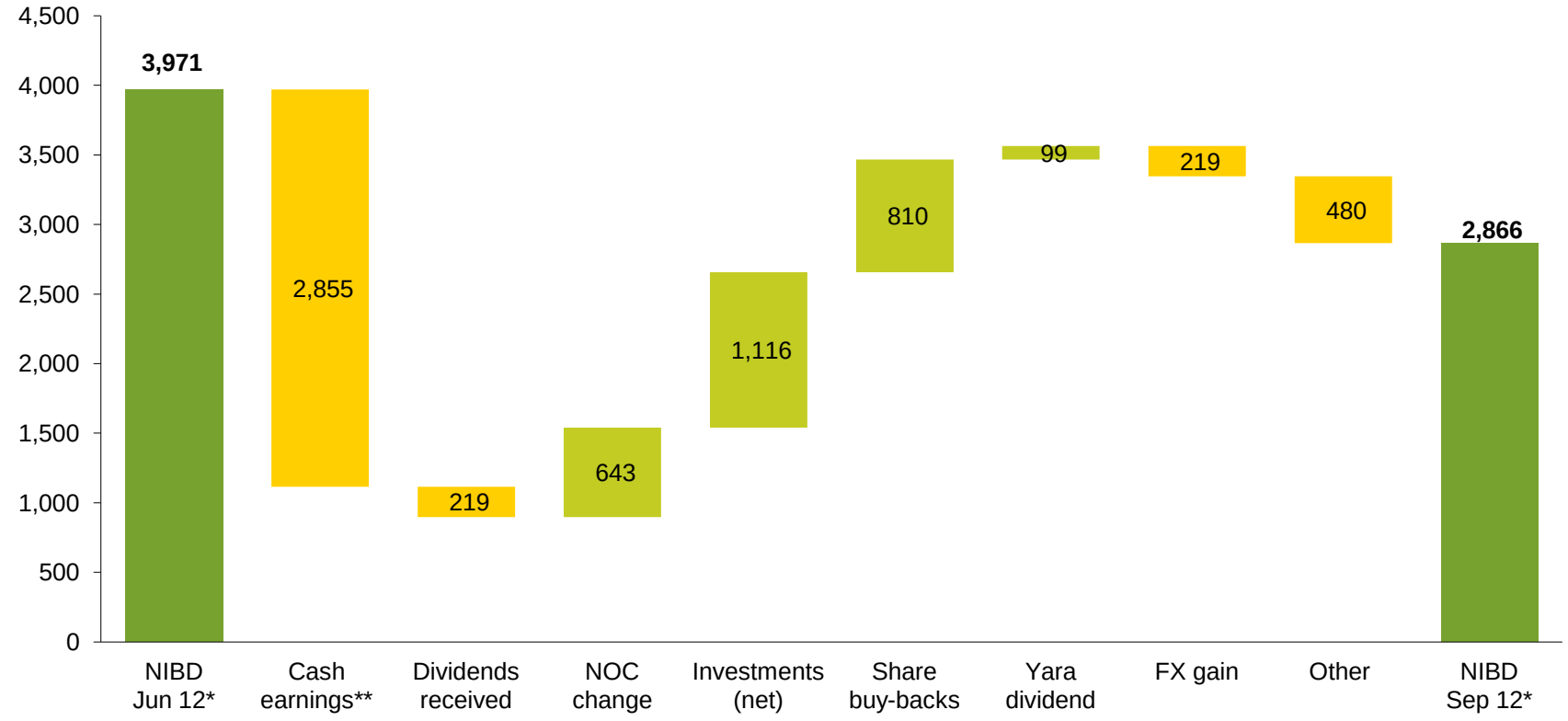
Annual

NOK	13.08	30.24	41.99	29.75

* Average number of shares for 3Q 2012: 281.4 million (3Q 2011: 287.2 million).

Net debt development

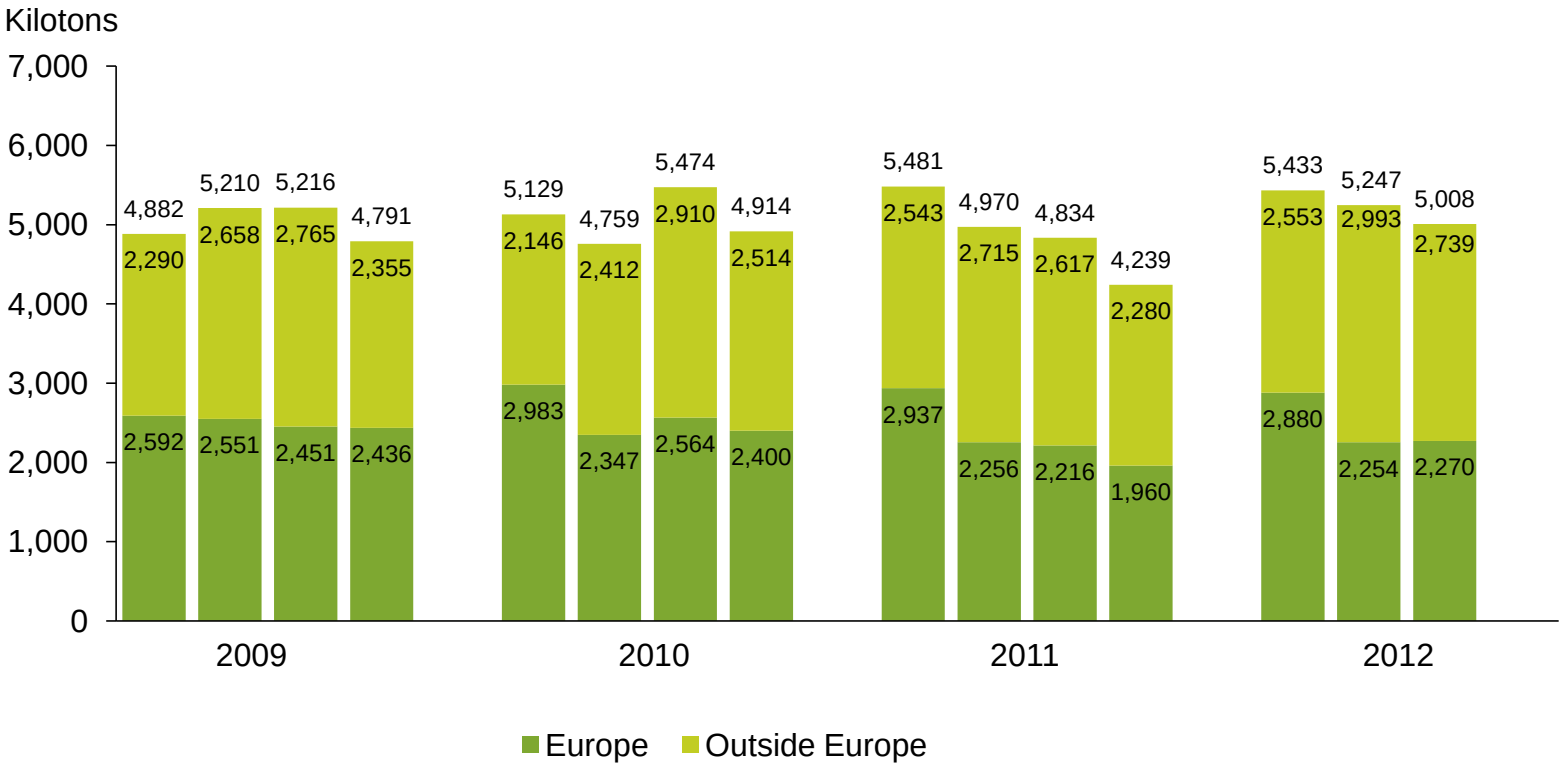
NOK millions



* Included in net interest-bearing debt are external bank time deposits (4-12 months), this is part of other current assets in balance sheet

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

Fertilizer volumes

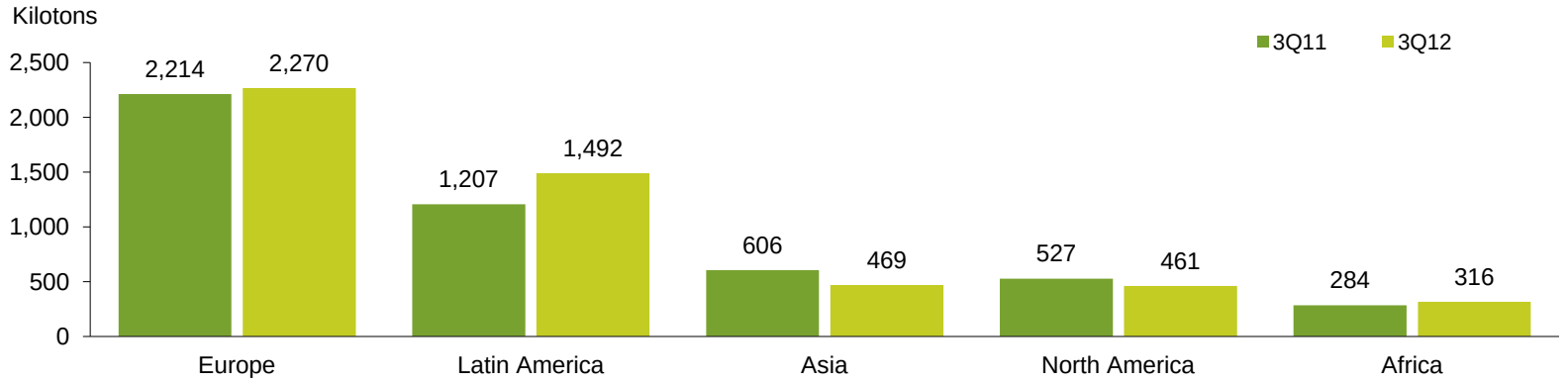


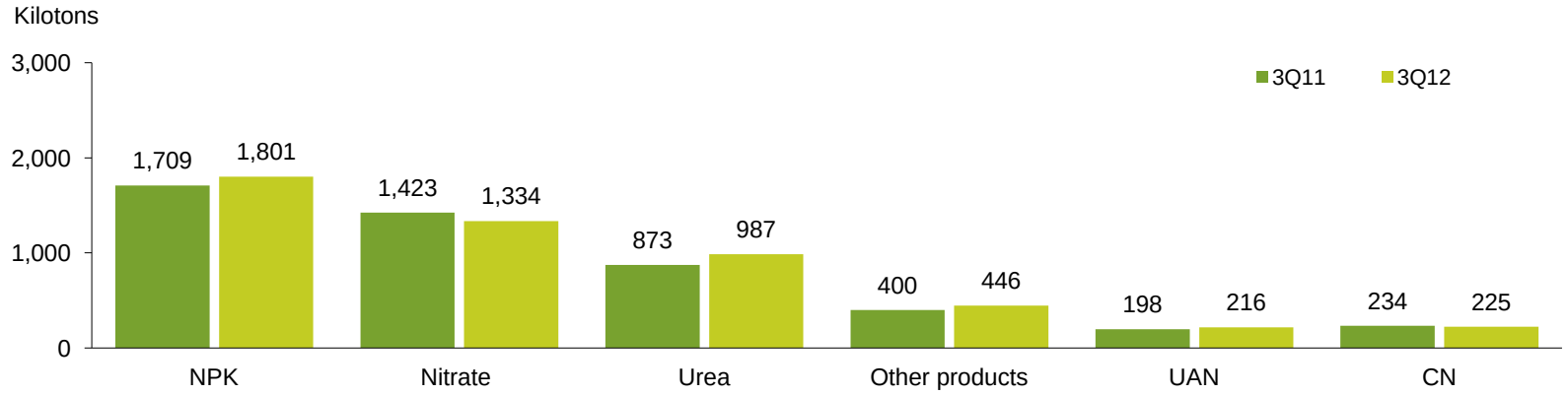
Accumulated, Kilotons

Fin. fertilizer	20,099	20,276	19,524	15,698

Yara 3Q fertilizer sales by market and product

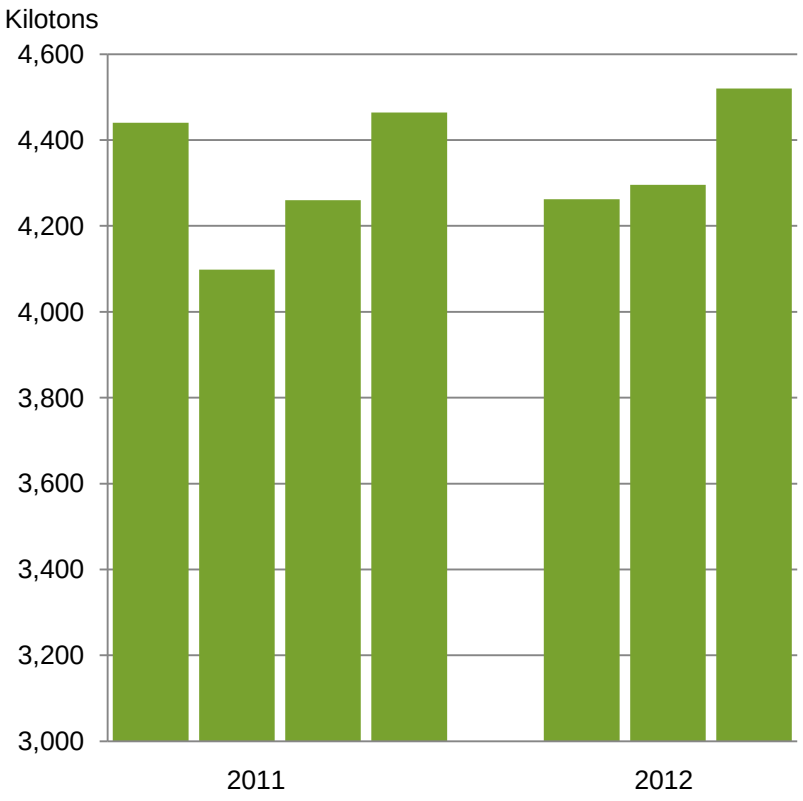
2012: 5.0 million tons (2011: 4.8 million tons)



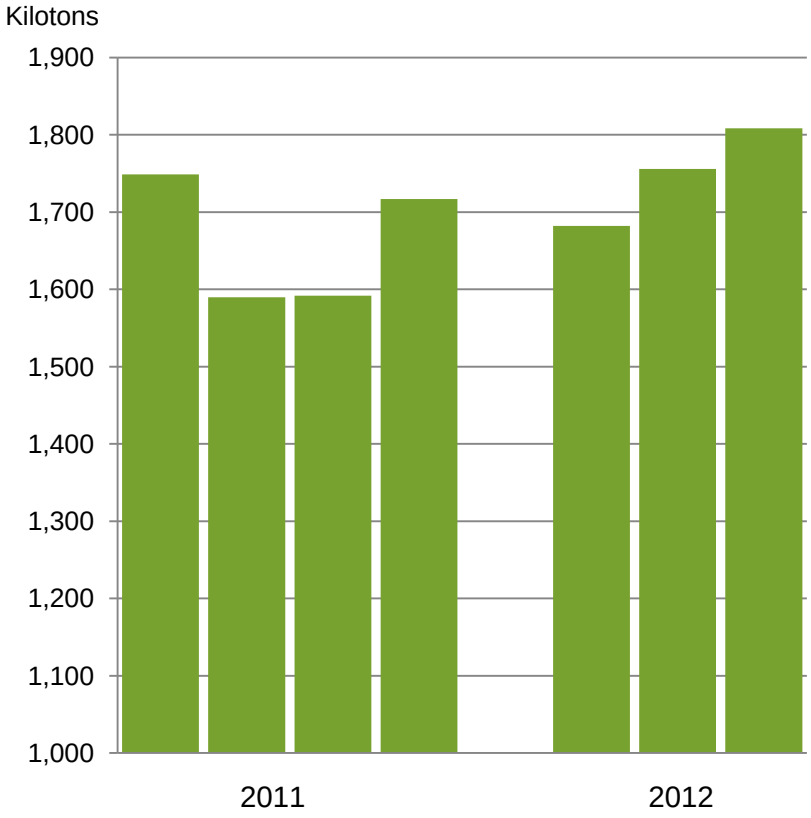


Strong production increase

Finished fertilizer

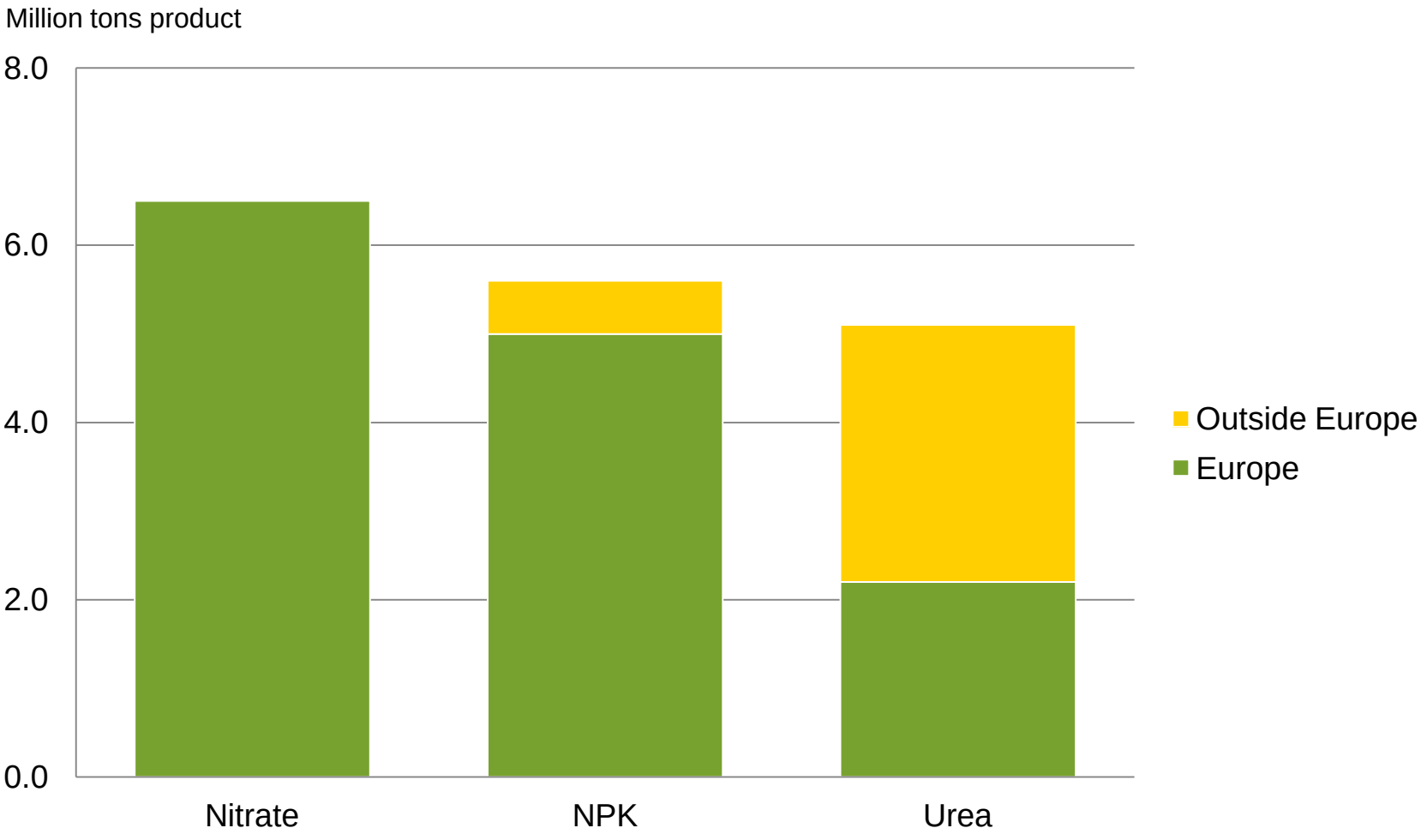


Ammonia



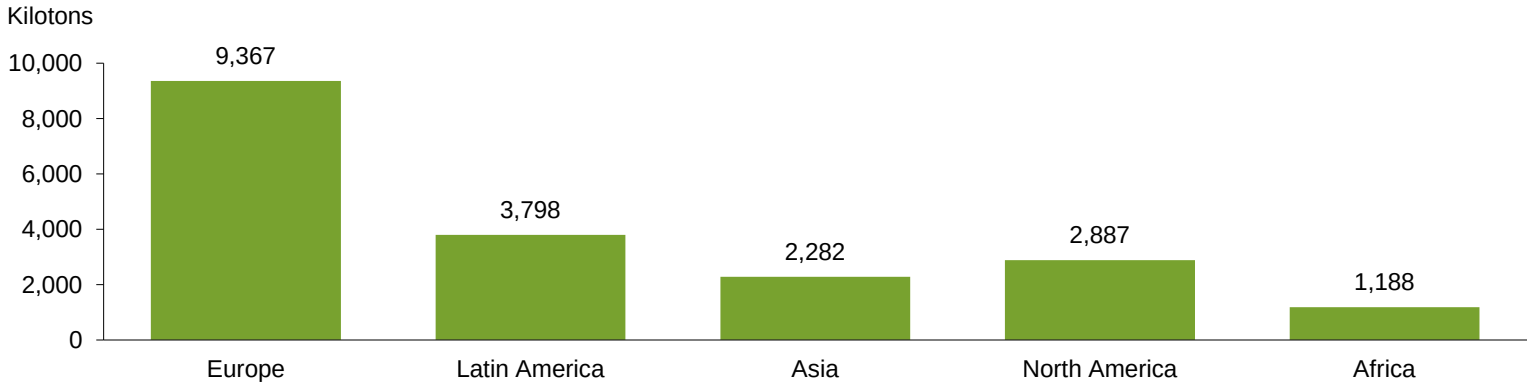
* Including share of equity-accounted investees

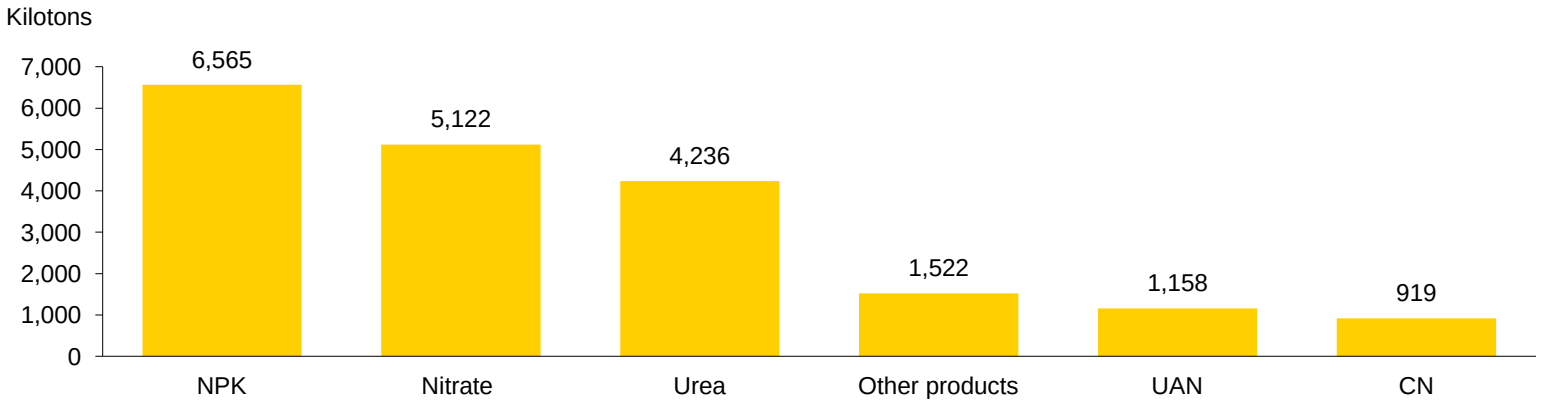
Yara production capacities



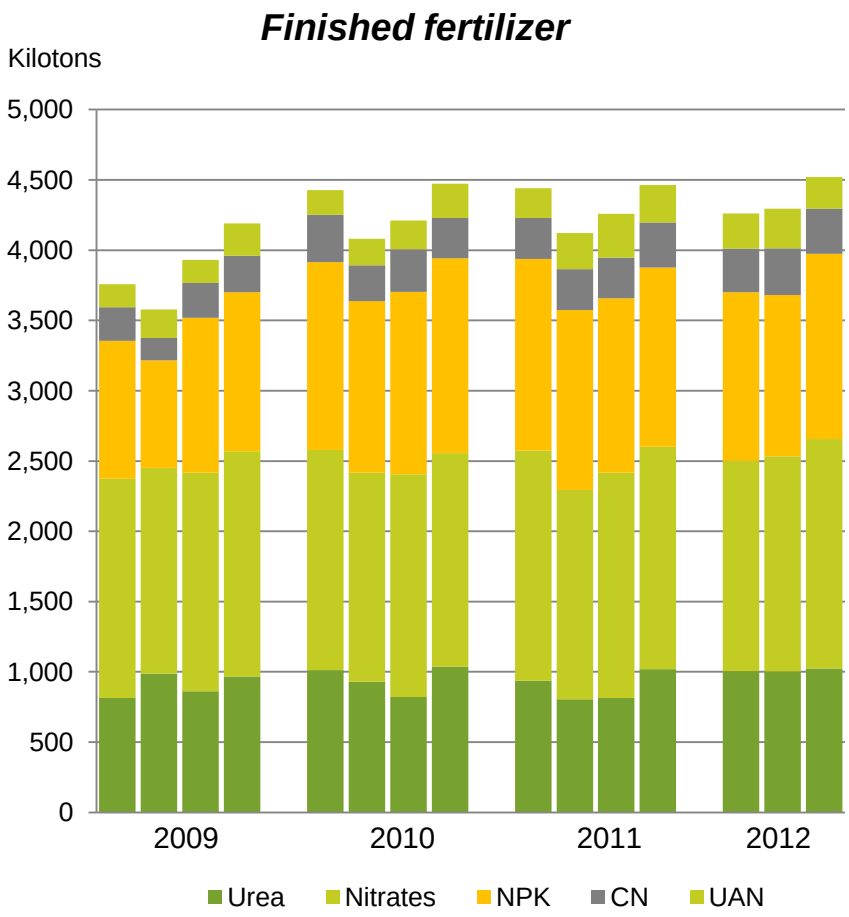
Yara 2011 fertilizer sales by market and product

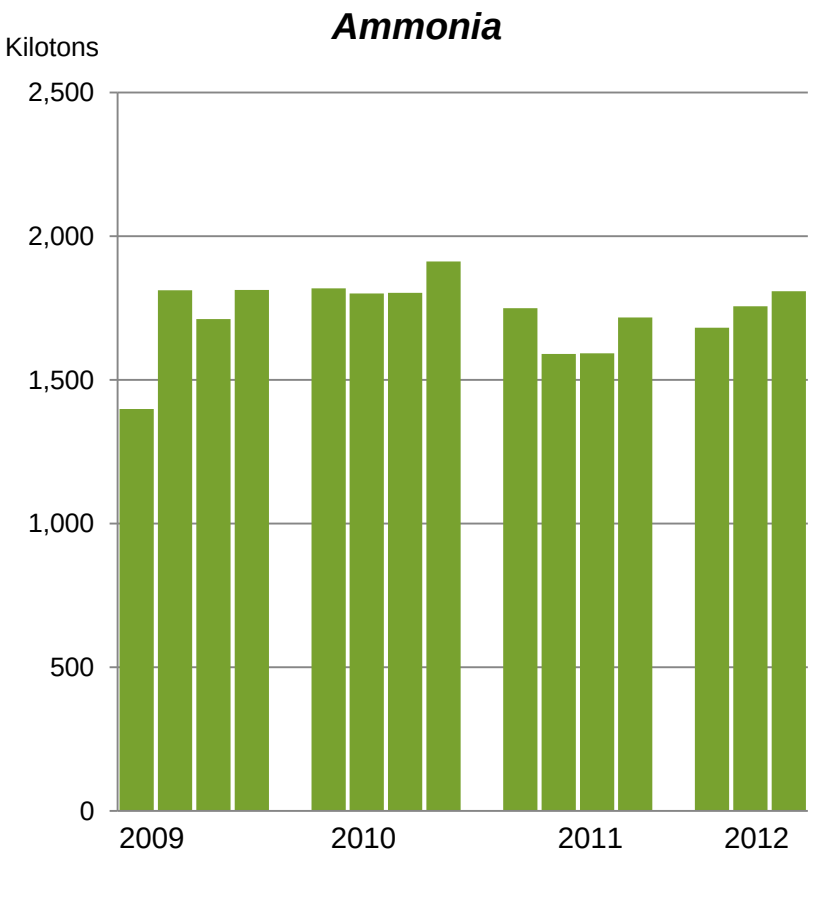
Total: 19.5 million tons





Yara – production volume*

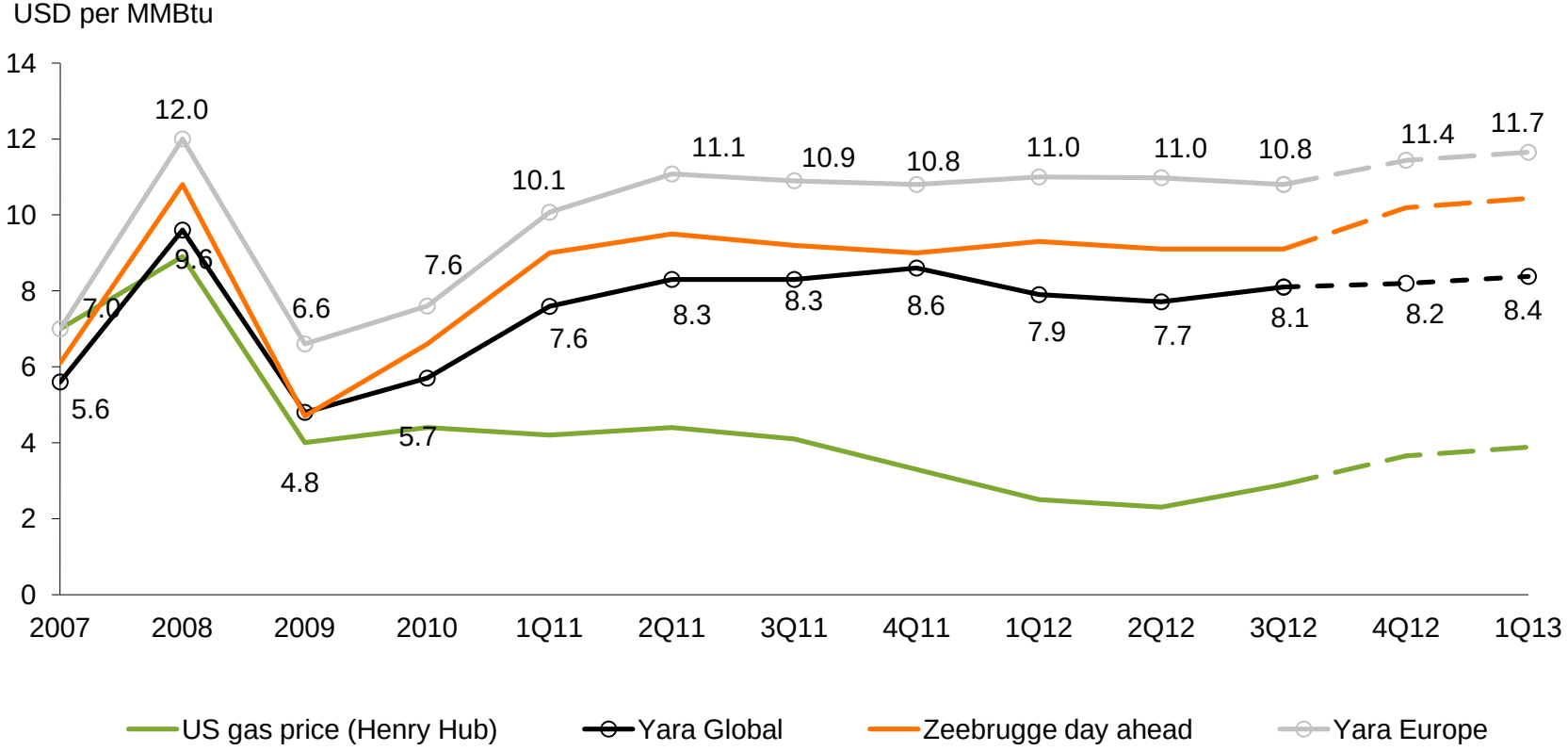




* Including share of equity-accounted investees

Yara's average gas costs

Yearly averages 2006 – 2010, quarterly averages for 2011-12 with forward prices* for 3Q12 and 4Q12

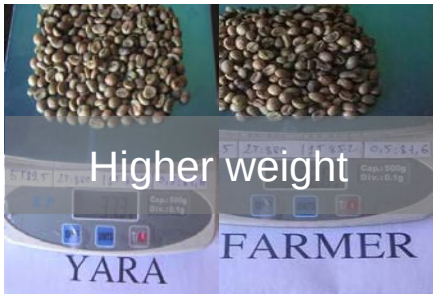


*Dotted lines denote forward prices as of 9 October 2012

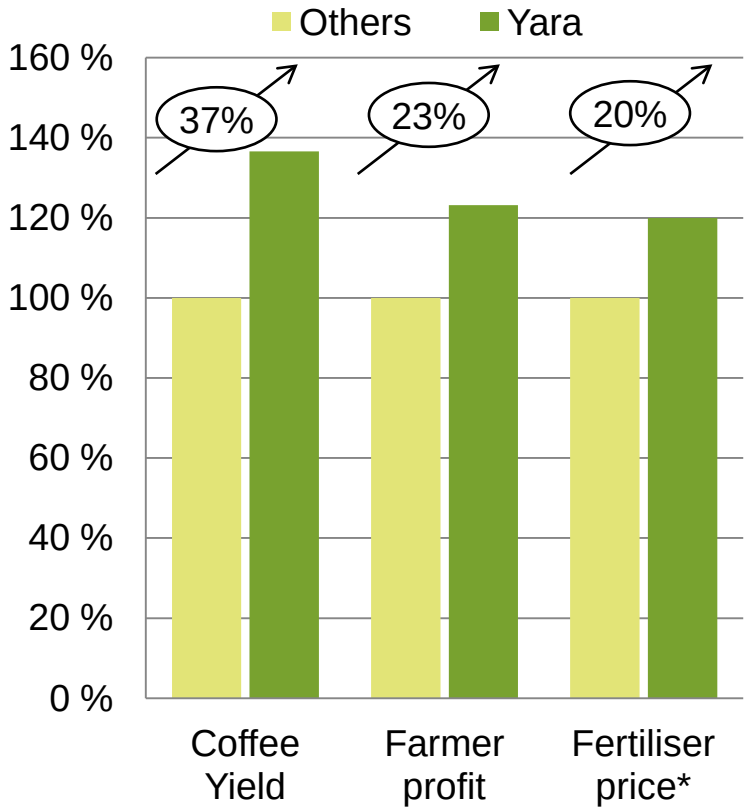
Source: Yara, World Bank, Platts

Premiums reflect actual value-add from using Yara Crop nutrition program

Yara crop nutrition program significantly improves results compared with traditional farmer practices…

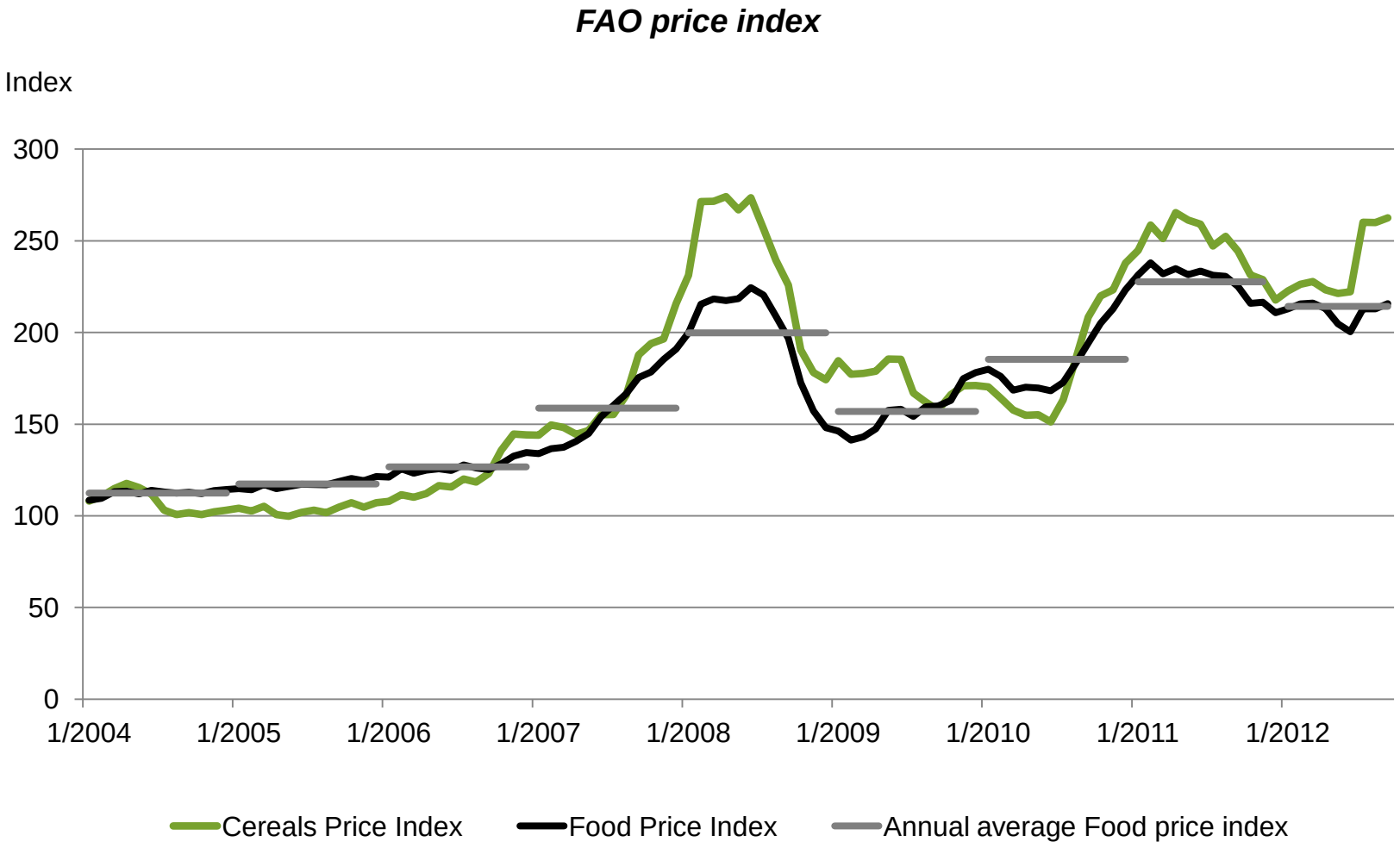


…for instance providing higher returns for Vietnam coffee growers and Yara (based on field trial)



*) YaraMila retail price compared to standard NPK
Source: Yara, local coffee trials in Vietnam

Fertilizer incentives remain strong

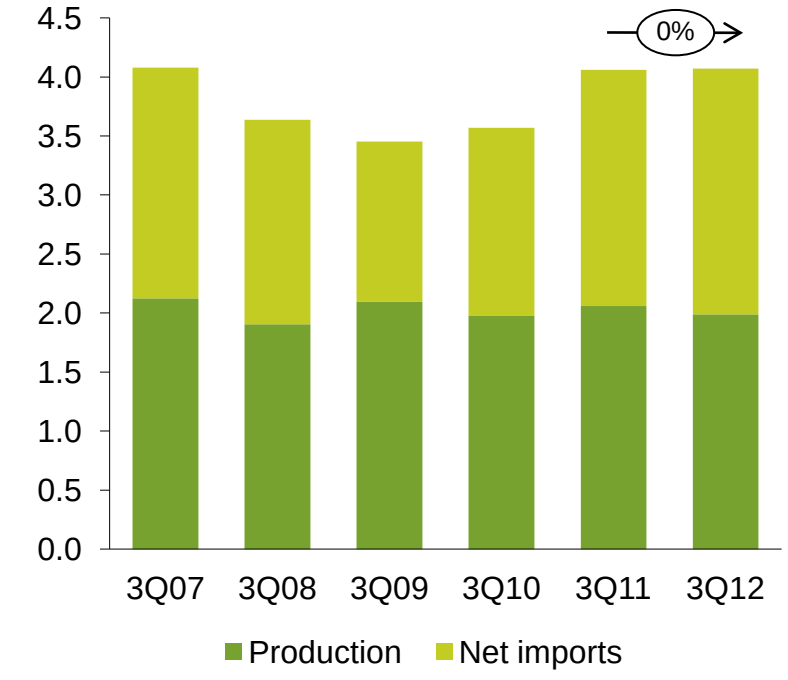


Source: FAO

Cautious buying in Europe, stronger in US

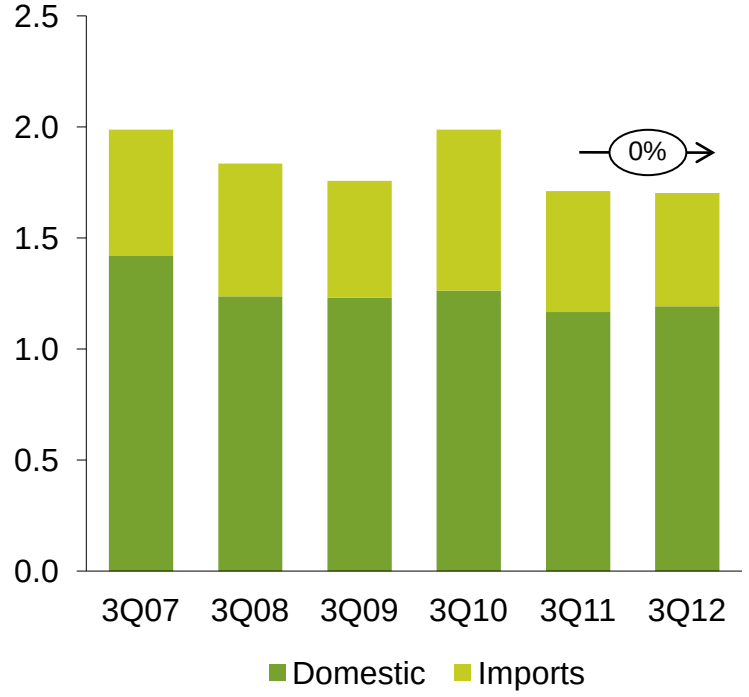
USA

Million tons



West Europe

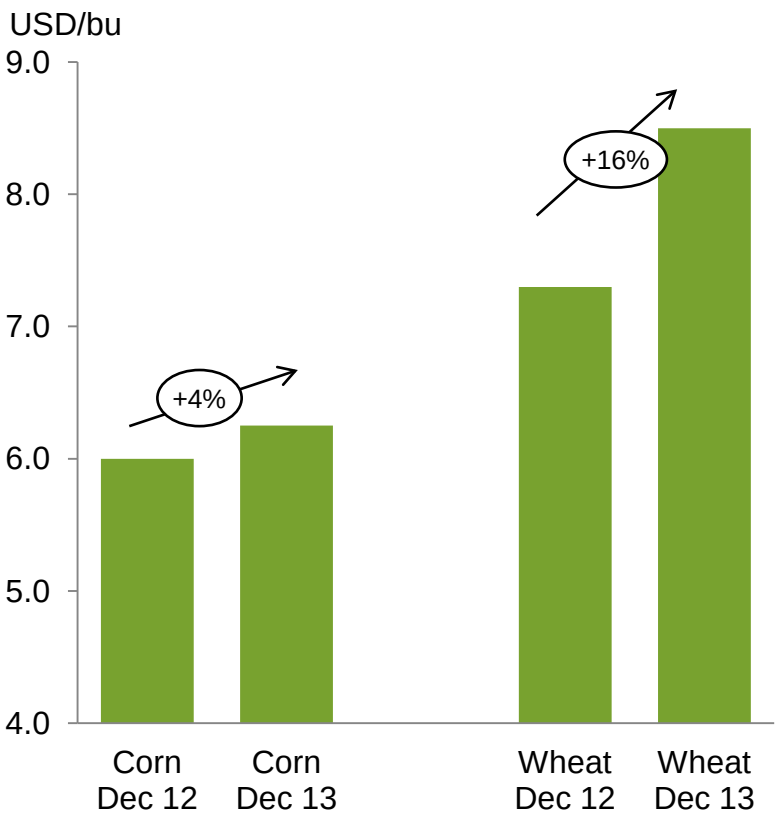
Million tons



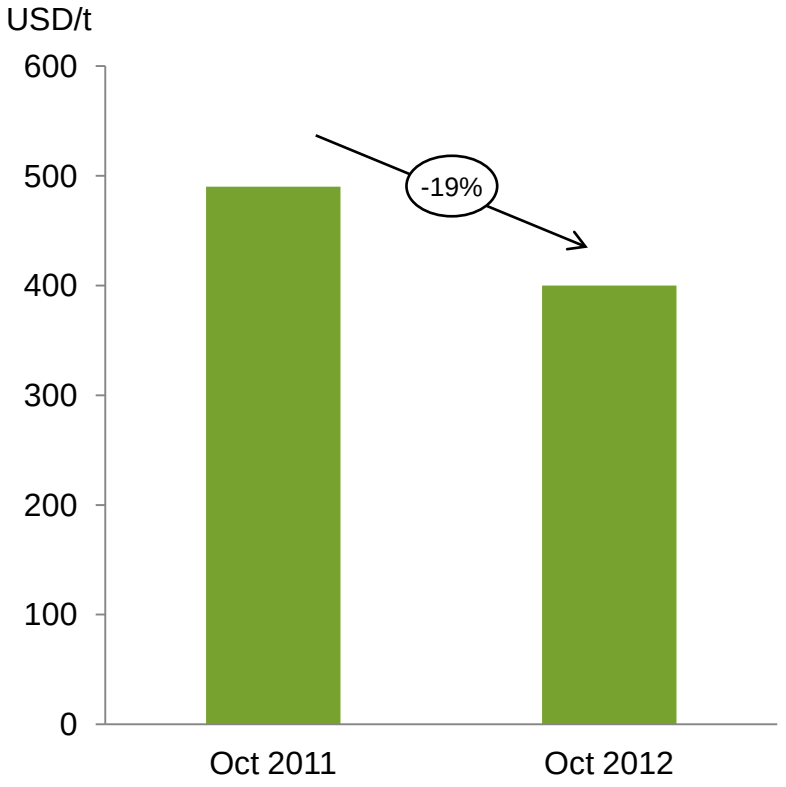
Source: Yara estimate for fertilizer deliveries to selected West European countries.
Total nitrogen deliveries based on TFI, US Trade Commission, Blue-Johnson and Yara estimates

Stronger pre-buying incentives

Crop futures higher than a year ago



Urea price, fob Black Sea

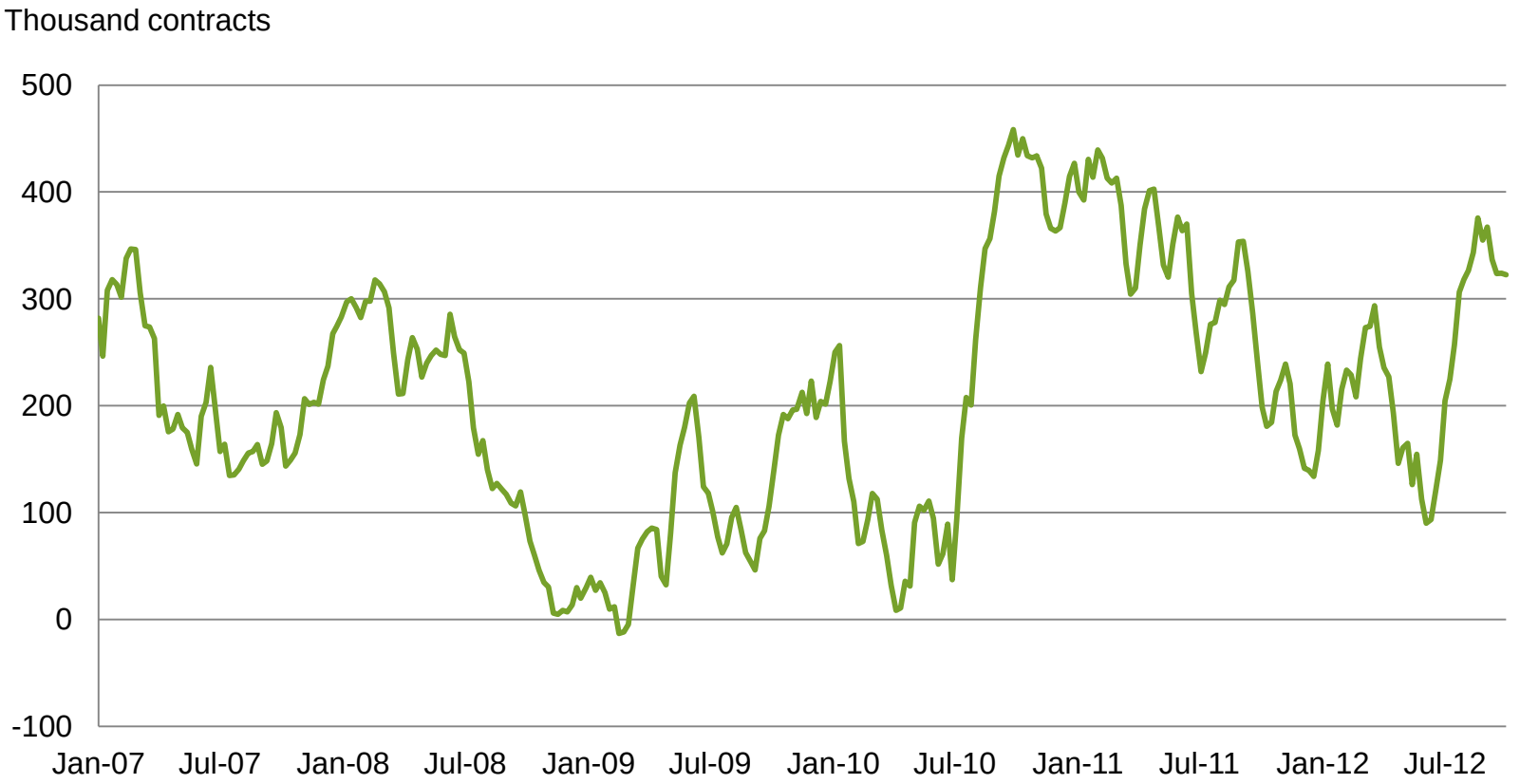


Projected nitrogen capacity additions outside China in line with historical consumption growth

Year	Driving regions	Urea capacity growth relative to nitrogen capacity
	Excluding China	**Excluding China**
2011	Pakistan 37% Iran 18%	1.2% (1.3%)
2012	Qatar 34% Vietnam 20%	2.2% (2.1%)
2013	Algeria 38% UAE 18%	2.6% (3.1%)
2014	Egypt 25% Algeria 16%	1.5% (1.2%)
2015	Saudi Arabia 15% Brazil 14%	2.5% (1.9%)
Gross annual addition 2011-2015		**~2.0%**
Assumed annual closures		~0.5%
Net annual addition 2011-2015		**~1.5%**
Trend consumption growth from 2001		**2.1%**

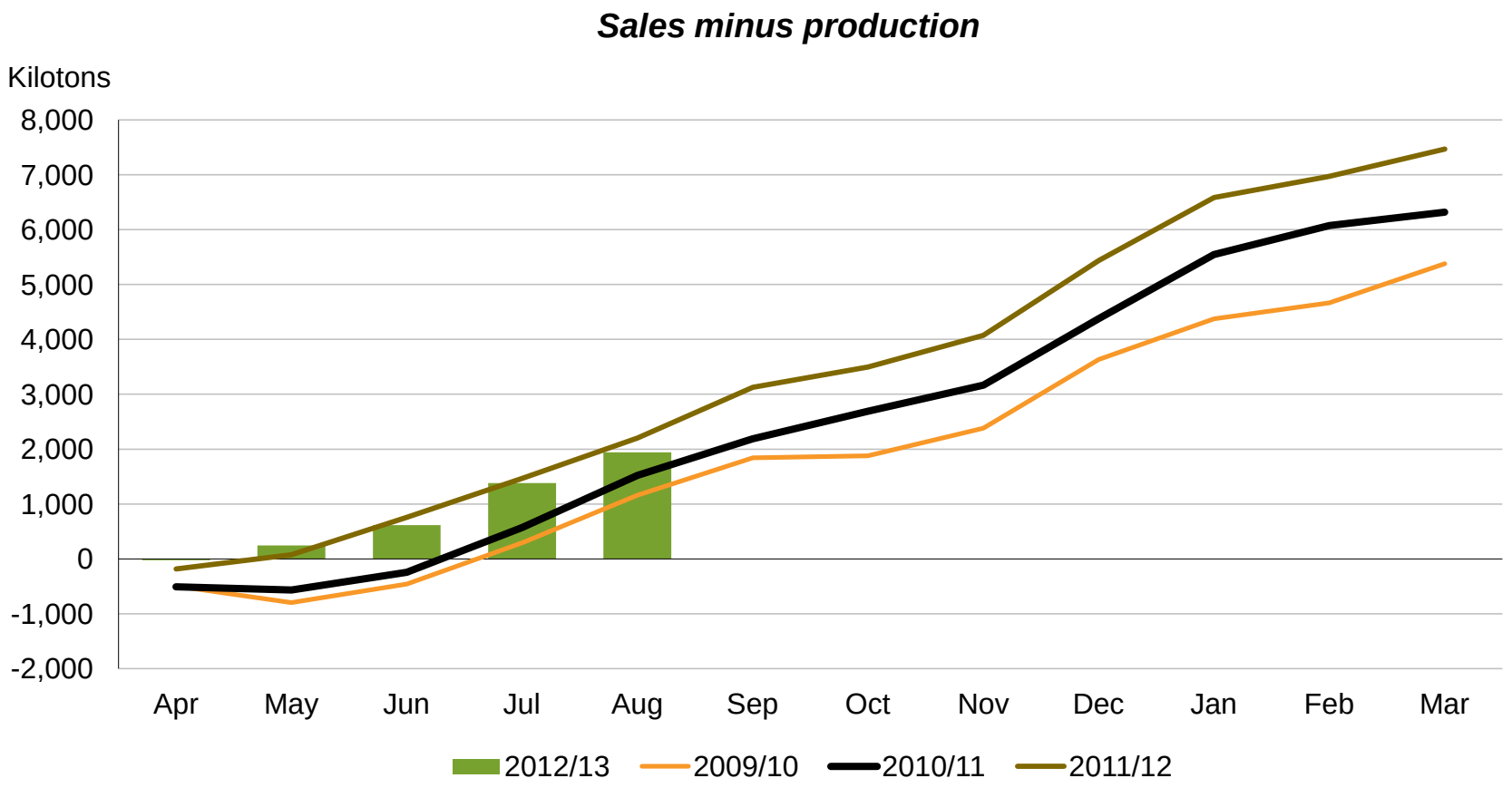
Source: Fertecon urea update October 2012. Consumption data source is IFA. Previous update in brackets.

Non-commercials' net long position in corn



Source: US Commodity Futures Trading Commission

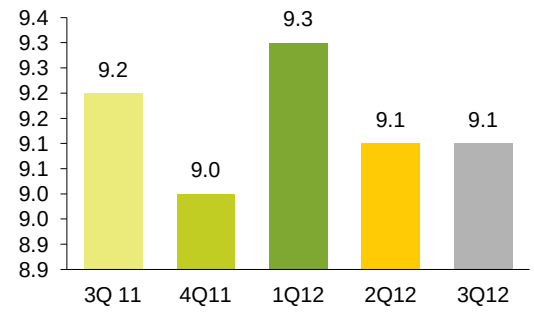
Indian urea import requirement



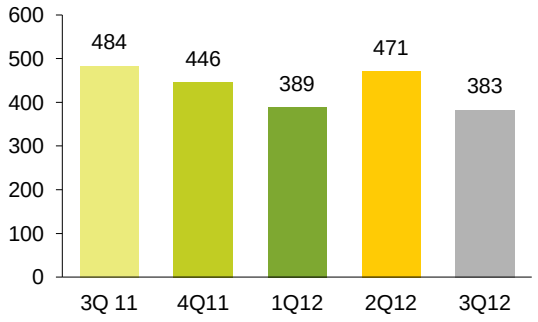
Source: Indian Statistics

Key value drivers – quarterly averages

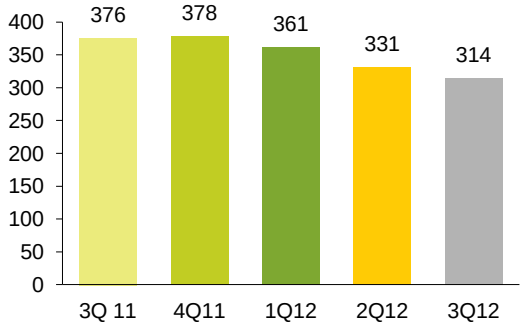
Zeebrugge day ahead(USD/MMBtu)



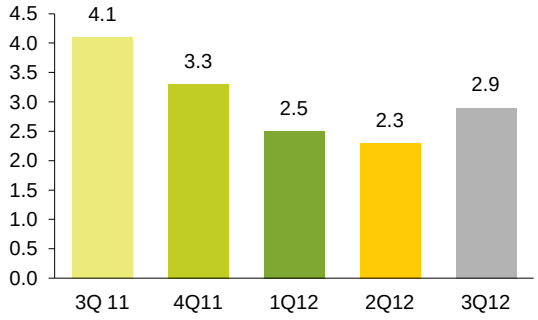
Urea prilled fob Black Sea (USD/t)



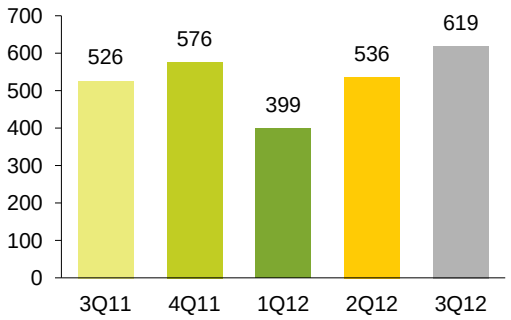
CAN cif Germany (USD/t)



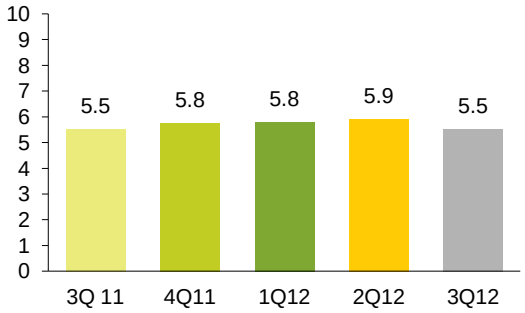
US gas price Henry Hub (USD/MMBtu)



Ammonia fob Black Sea (USD/t)

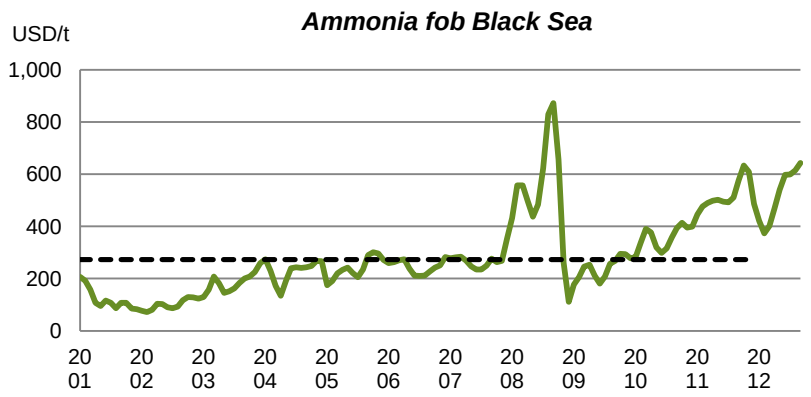


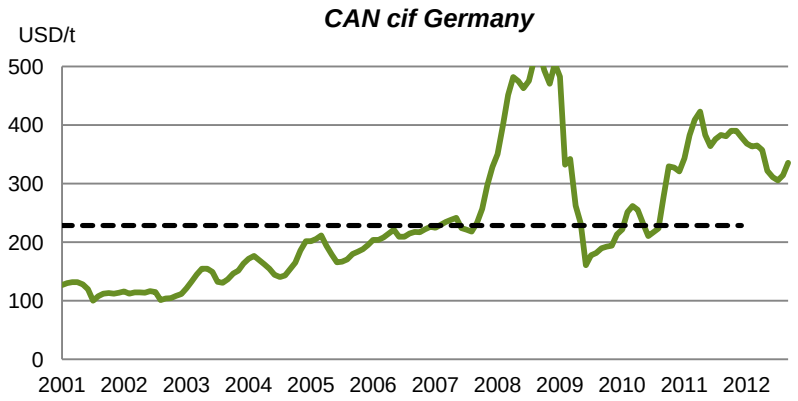
NOK/USD exchange rate

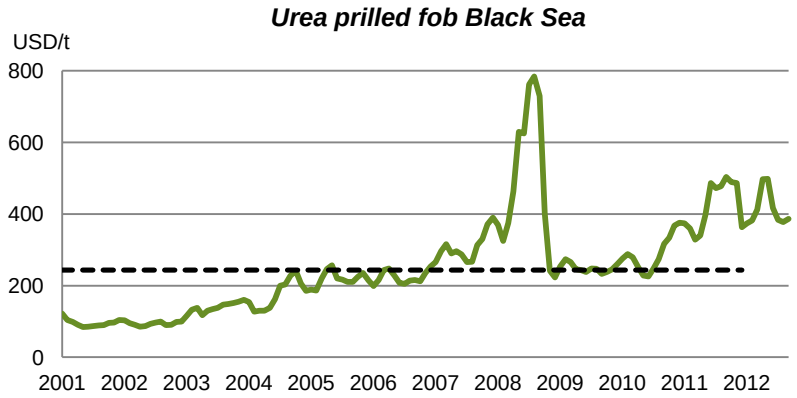


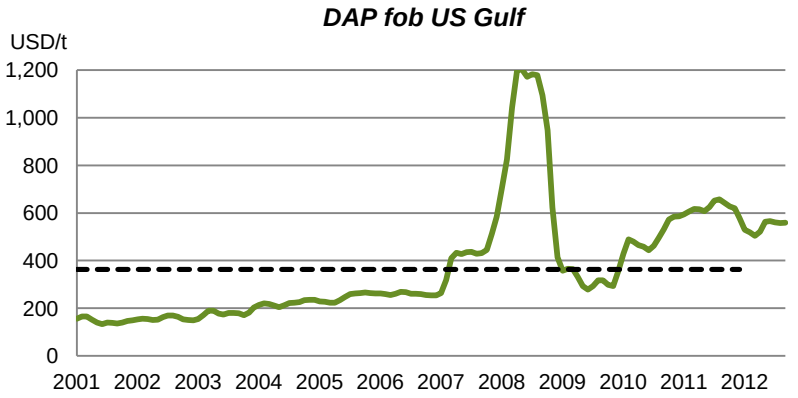
Source: Fertilizer Market Publications, CERA, World Bank, Norges Bank

10-year fertilizer prices – monthly averages









Source: Average of international publications

Average prices 2001 - 2011