



Knowledge grows

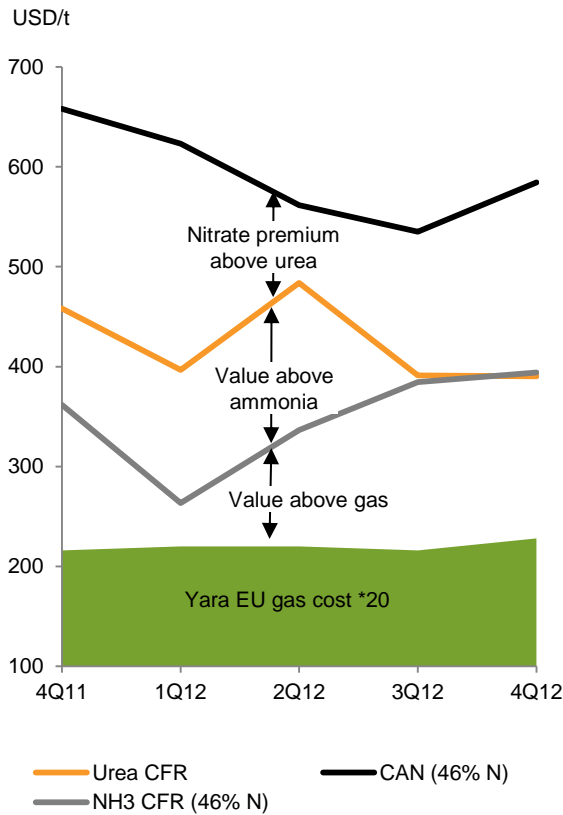
Yara International ASA

IR roadshow

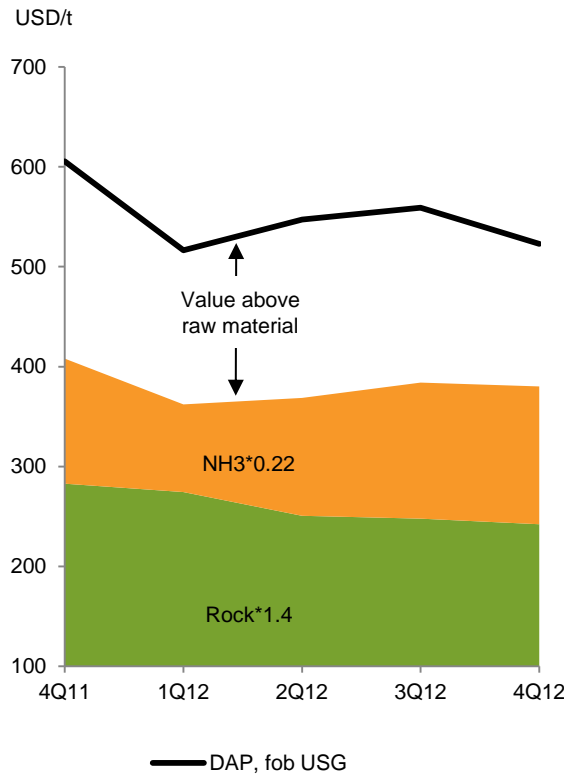
12 March 2013

Yara adds value above commodity values

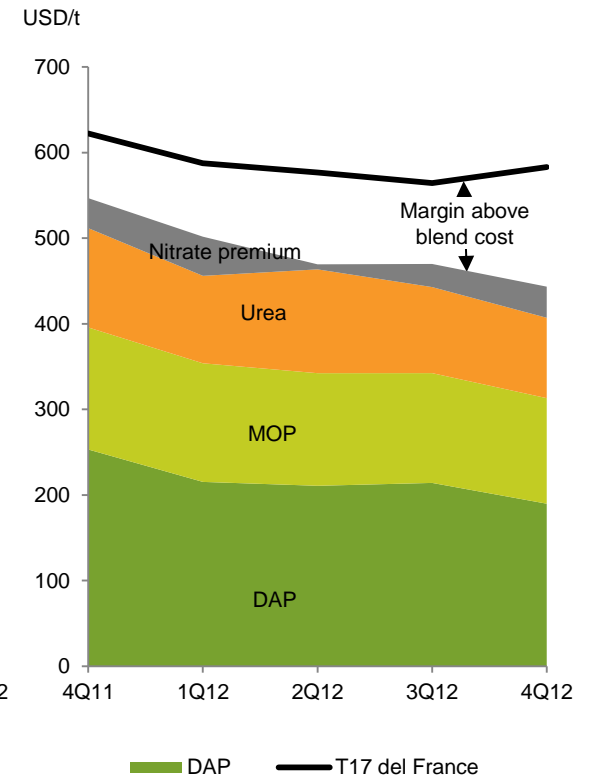
Nitrogen upgrading margins



Phosphate upgrading margins

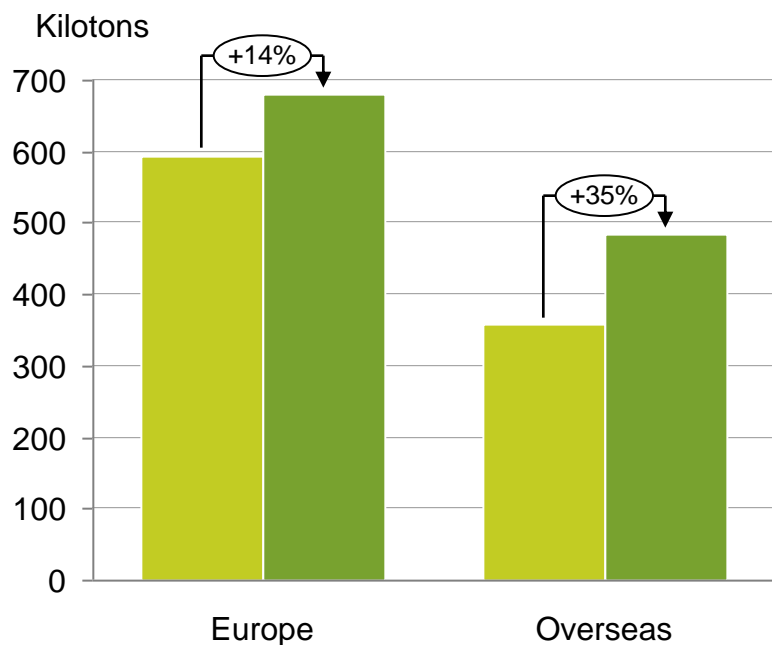


NPK blend premium

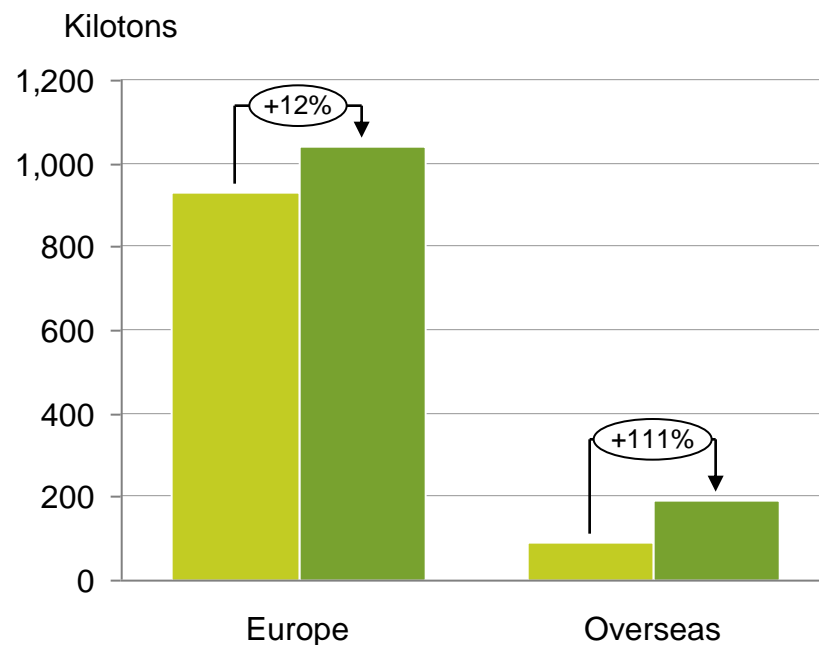


Strong volume development, especially outside Europe

Yara-produced compound NPK

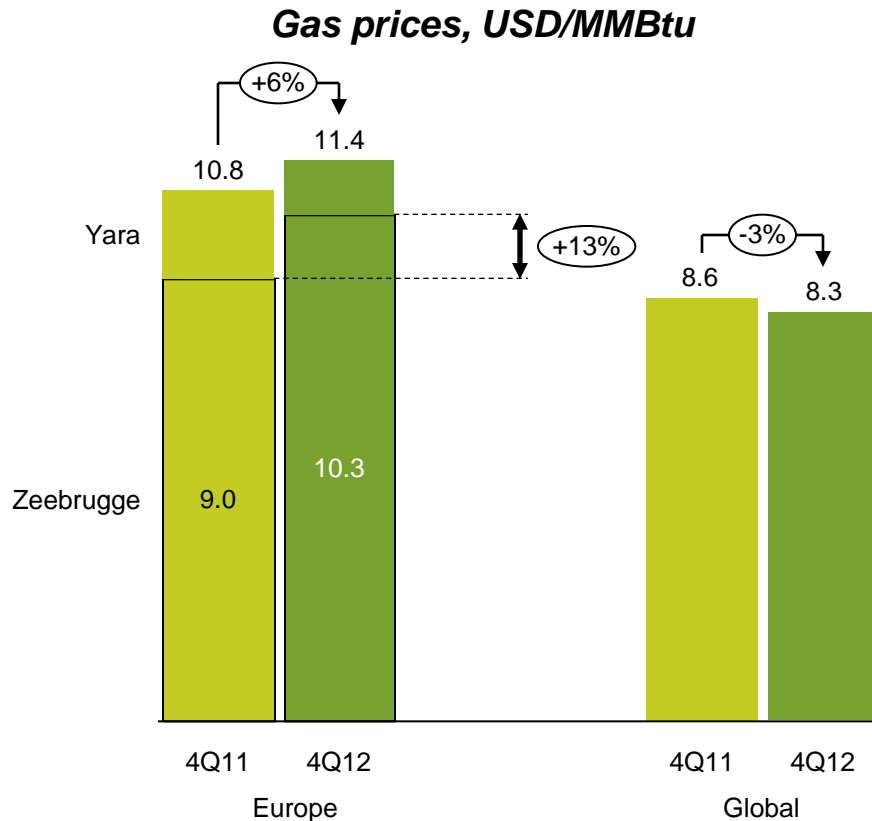


Yara-produced Nitrate



■ 4Q11 ■ 4Q12

Lower spread versus European spot gas price

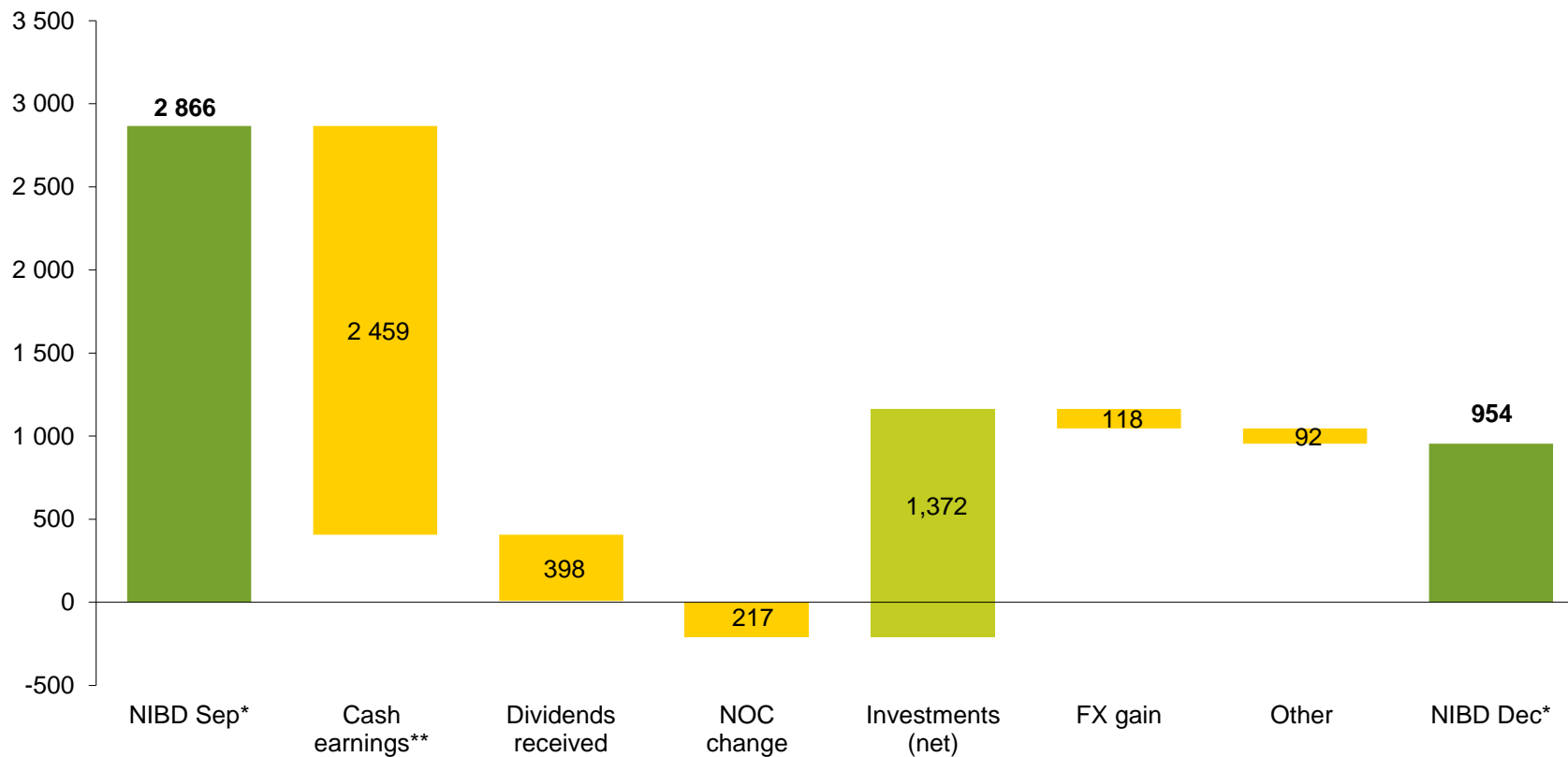


- New hub-linked gas contract in place in Ferrara from October
- Spread against Zeebrugge expected to reduce further with Brunsbüttel conversion
- Yara's global average cost declining as consumption outside Europe increases



Strong cash flow

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

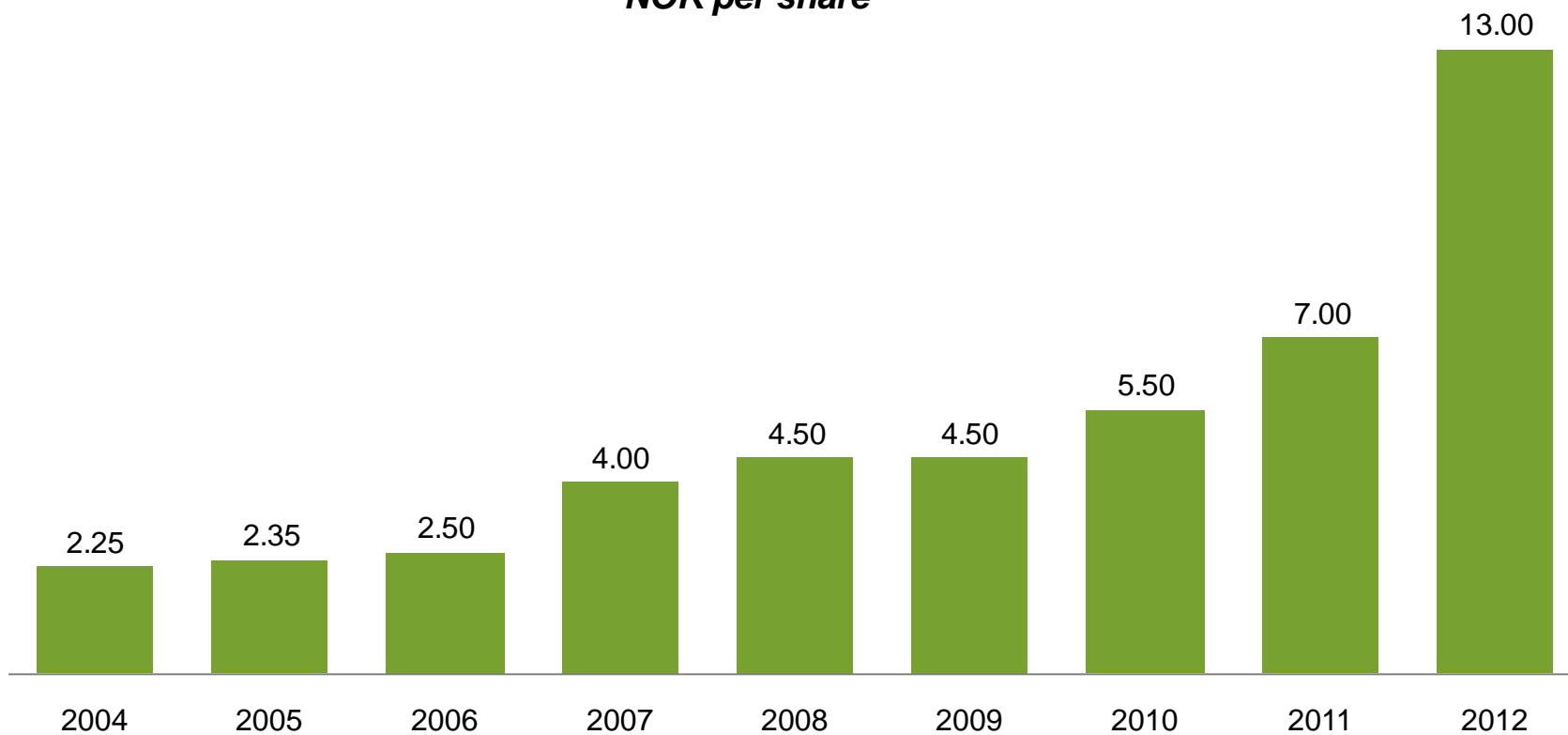


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Proposed dividend of NOK 13 per share

NOK per share

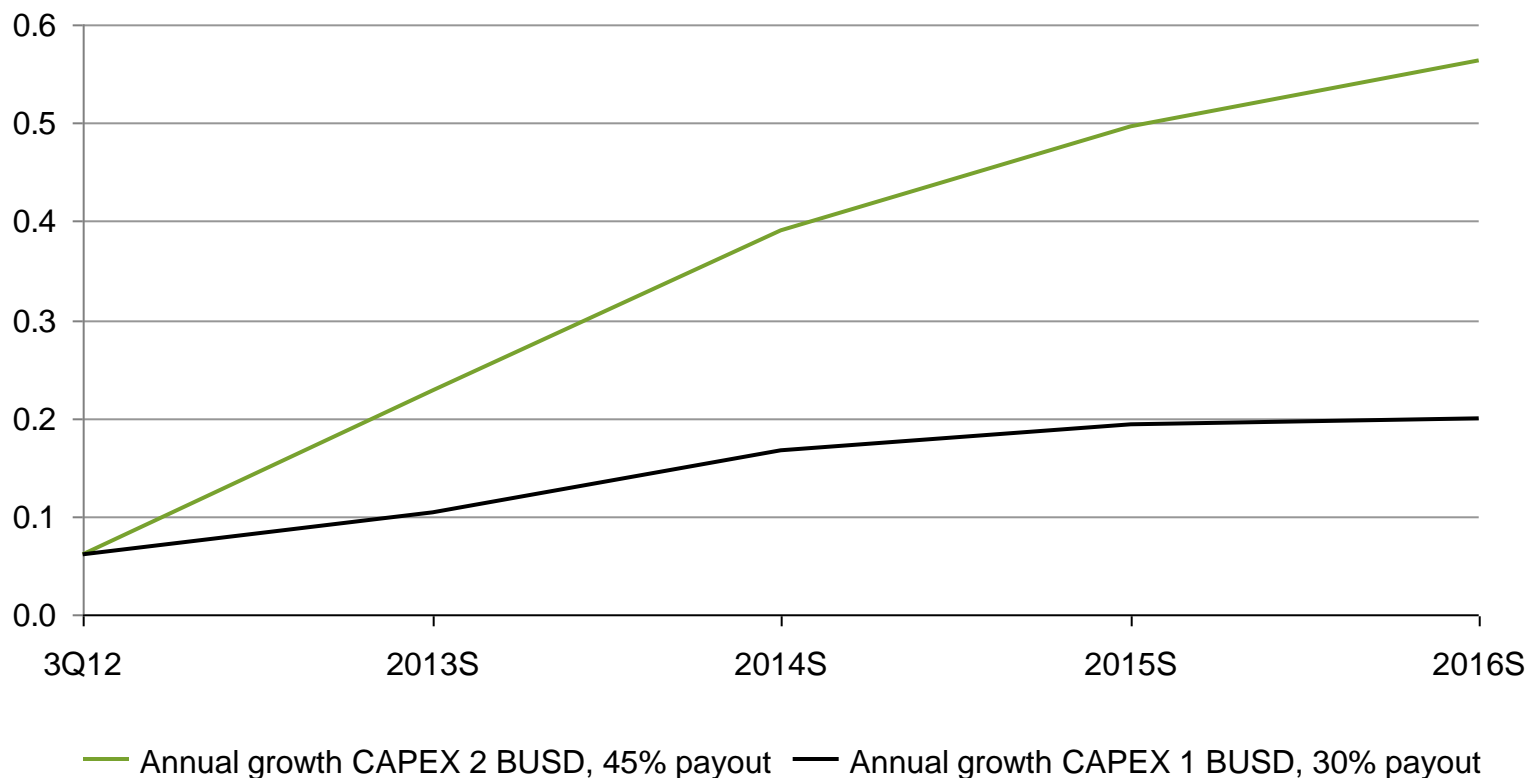


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Balance sheet can accommodate targeted cash distribution and significant growth

Debt to equity ratio development assuming base earnings equal to average of swing scenarios



Debottlenecking and regional M&A most attractive

1

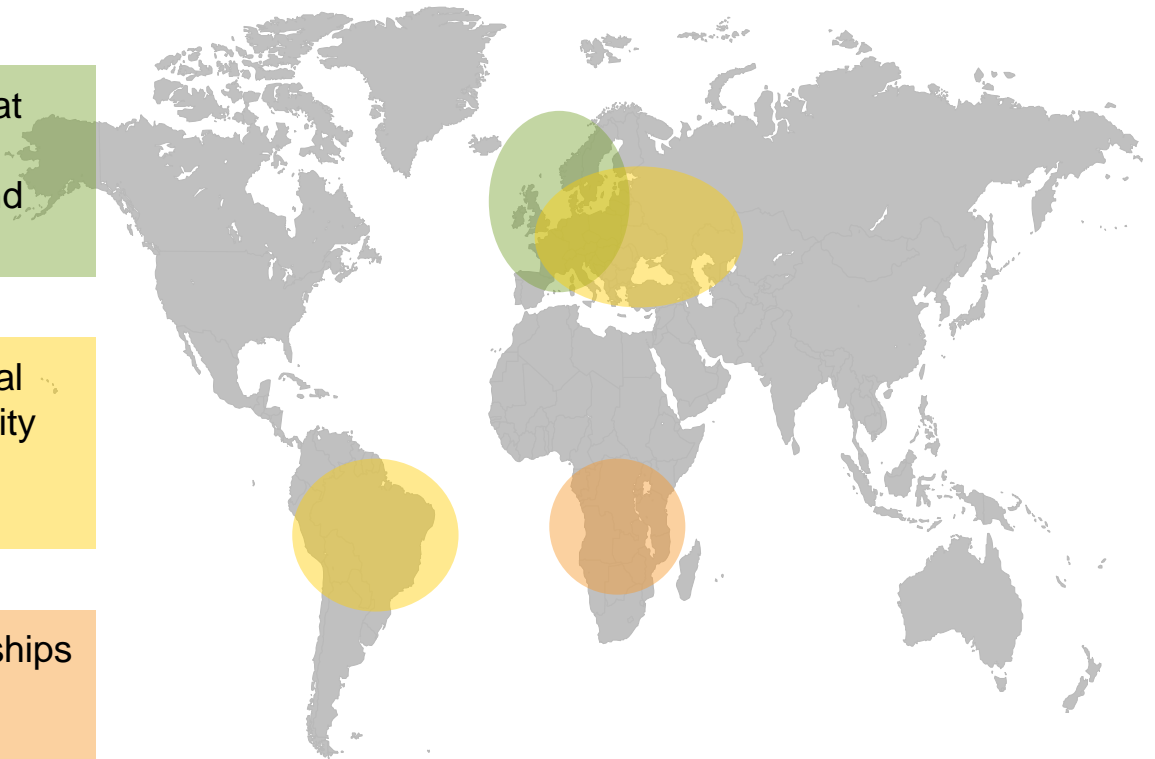
Reconfiguration/expansion at existing sites, potential for increased NPKs, nitrates and CN

2

Pursue medium-size/regional M&A, likely highest probability of success in current environment

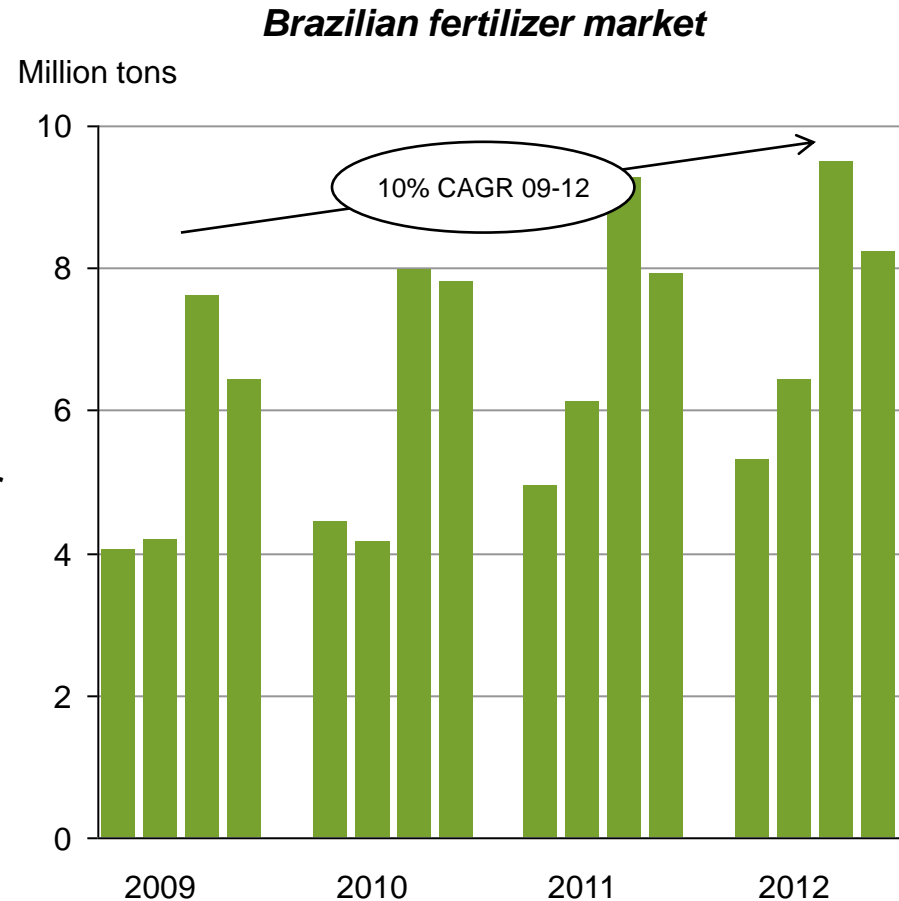
3

Secure longer term partnerships with access to low cost raw materials for potential new builds



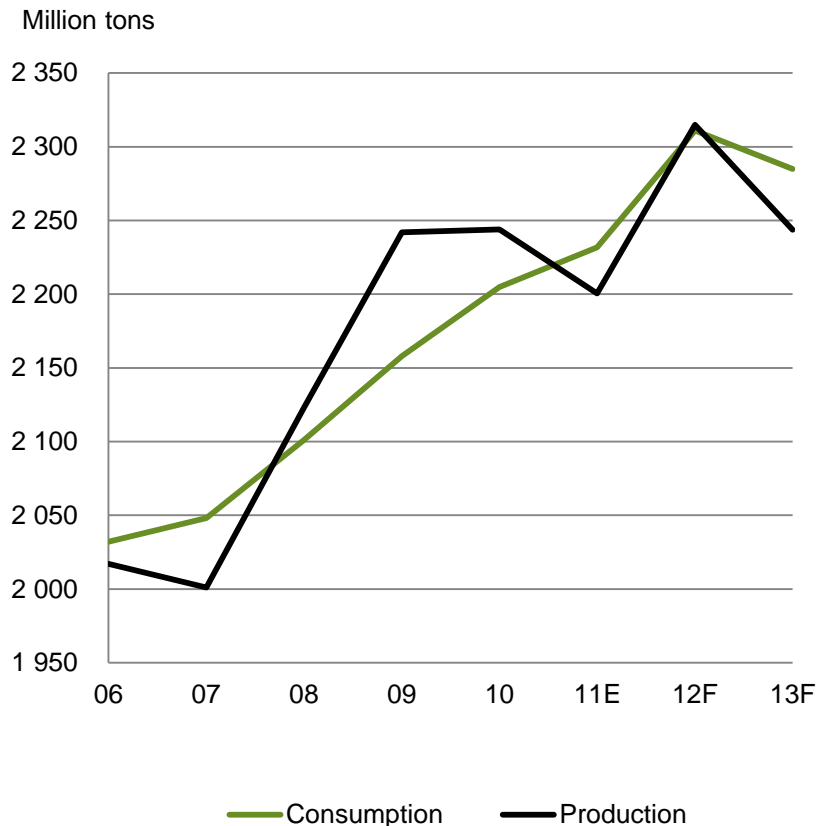
Update on Bunge acquisition

- Regulatory process (CADE): good progress, formal merger control notification submitted
- Full-time post merger integration team established
- Yara organizational readiness for closing from mid 2013
- Minimum USD 25 million annual synergies confirmed, targeting USD 50 million



Continued strong price incentives necessary to avoid further inventory decline

Grain consumption and production



Days of consumption in stocks



Source: USDA, February 2013

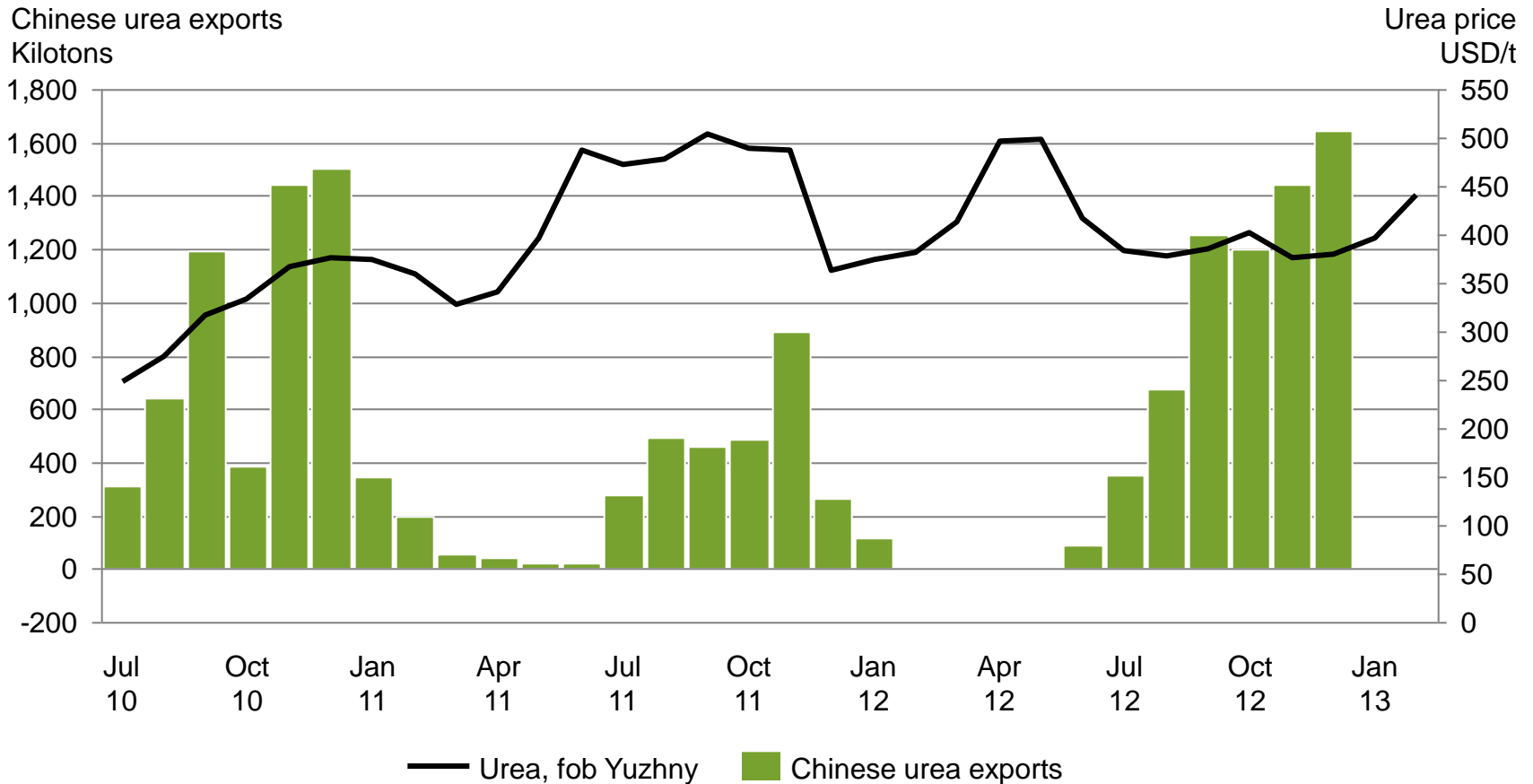


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Strong demand and supply response

Stable urea price despite record Chinese supply



Source: BOABC

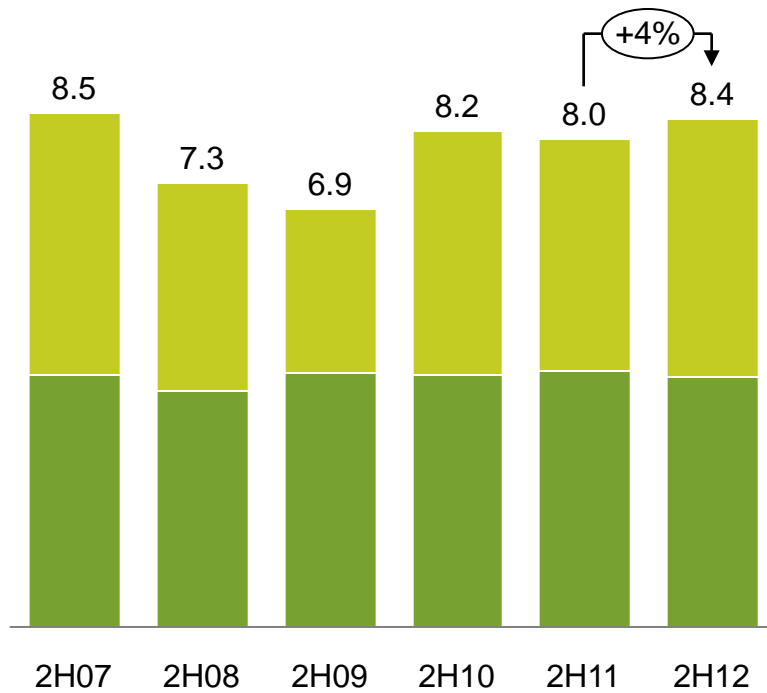


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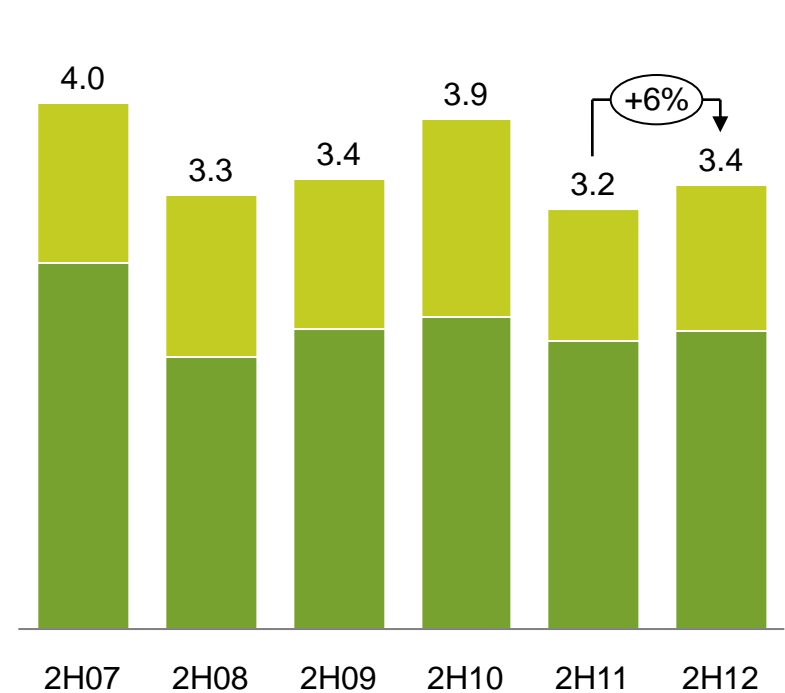


Season to date US and European nitrogen deliveries modestly ahead of last season

USA, million tons N



West Europe, million tons N



■ Net imports ■ Domestic production

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

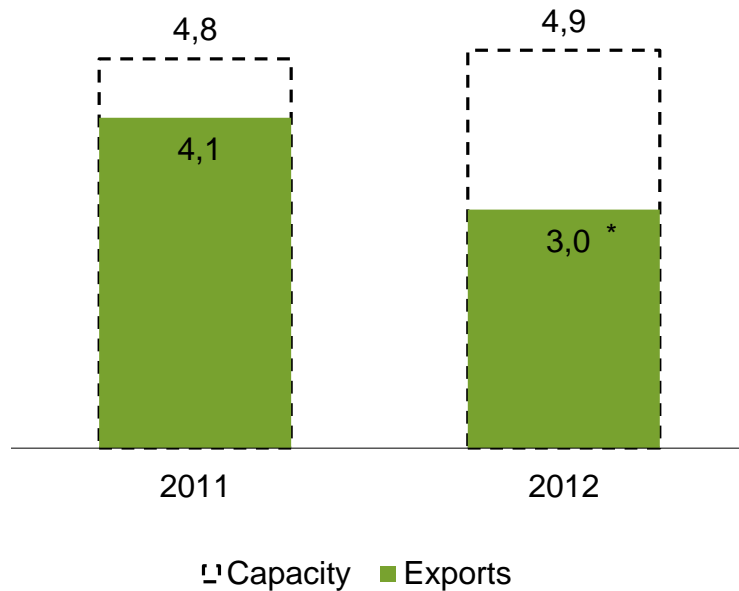


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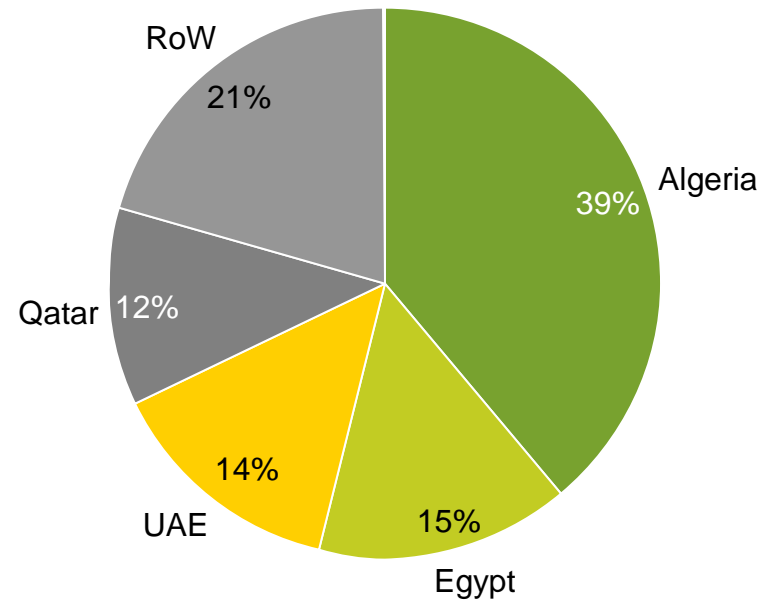


Curtailments and continued project delays

**Egyptian urea capacity and exports
(million tons)**



**2013 incremental urea capacity
6.3 million tons**



* November 2011-October 2012

Source: Fertecon urea updates, GTIS

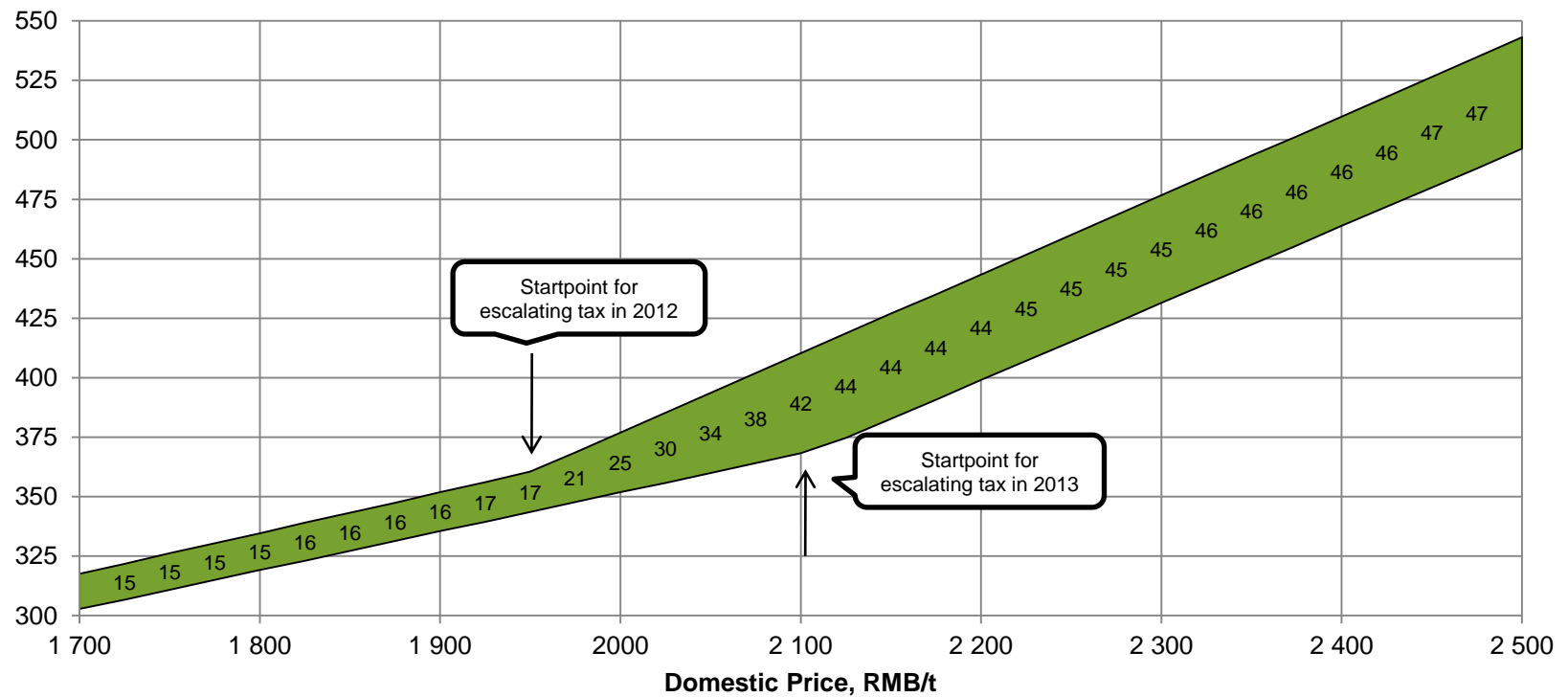


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Effect of revised Chinese tax system for 2013

FOB China, USD/t



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More information can be found on www.yara.com

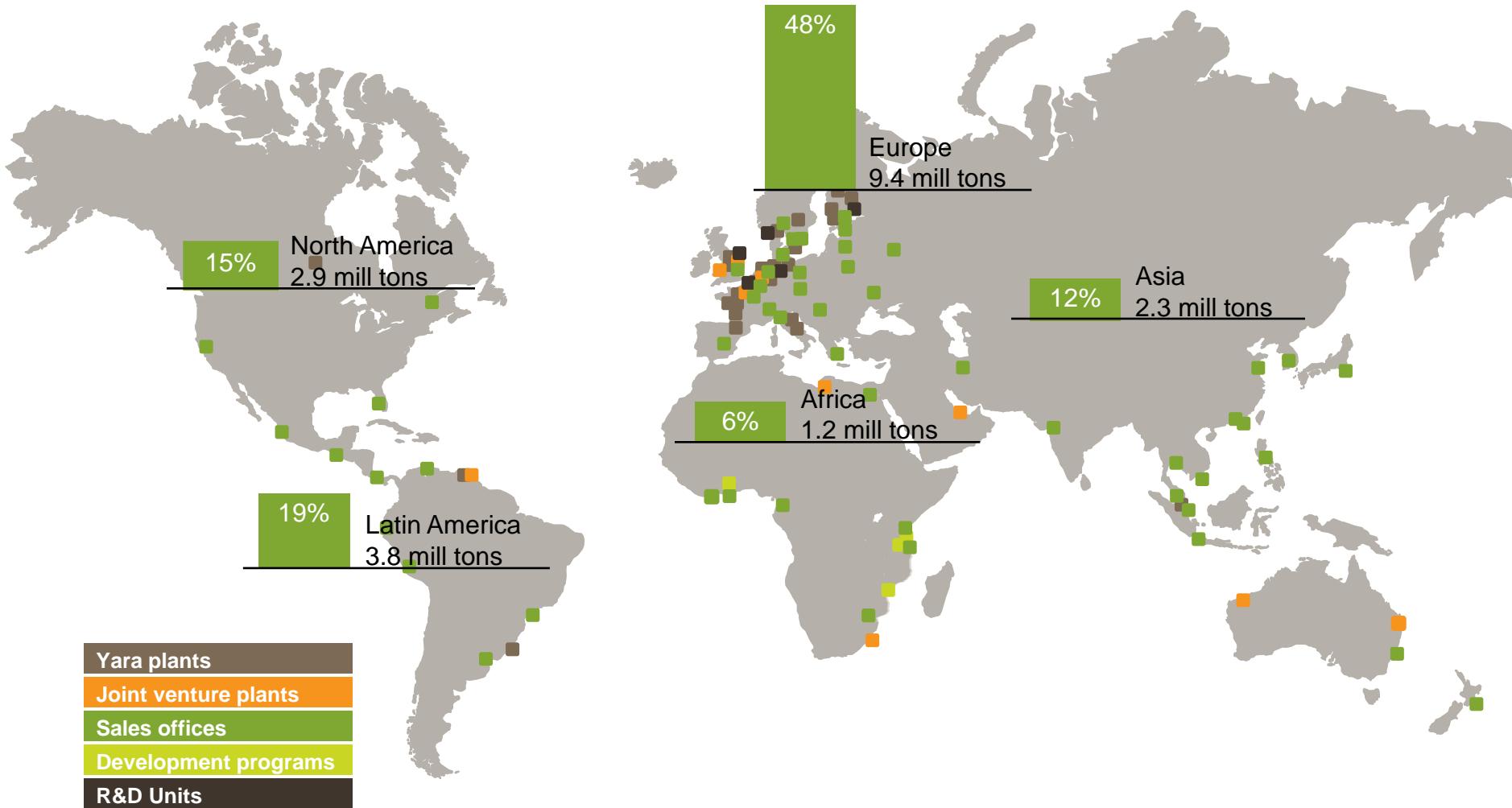
The screenshot shows a website interface for YARA. At the top left is the YARA logo with the tagline "Knowledge grows". To the right of the logo is a navigation bar with the following elements: a reminder notification "Reminder: Program for the publication of Yara Int (...) x", a dropdown menu "Select your country", a "Share page +" button, and a search bar with a magnifying glass icon. The main visual is a large, modern greenhouse with a blue solar panel roof. The text "Greening the desert" is overlaid on the bottom left of the image. Below this, a black box contains the text "Producing food, water and clean energy in the desert" and a "Play featured movie" button with a play icon. At the bottom right of the image area, there is a video player navigation bar with left and right arrows, and three video thumbnails: one showing corn, one showing a greenhouse, and one showing a person in a suit.



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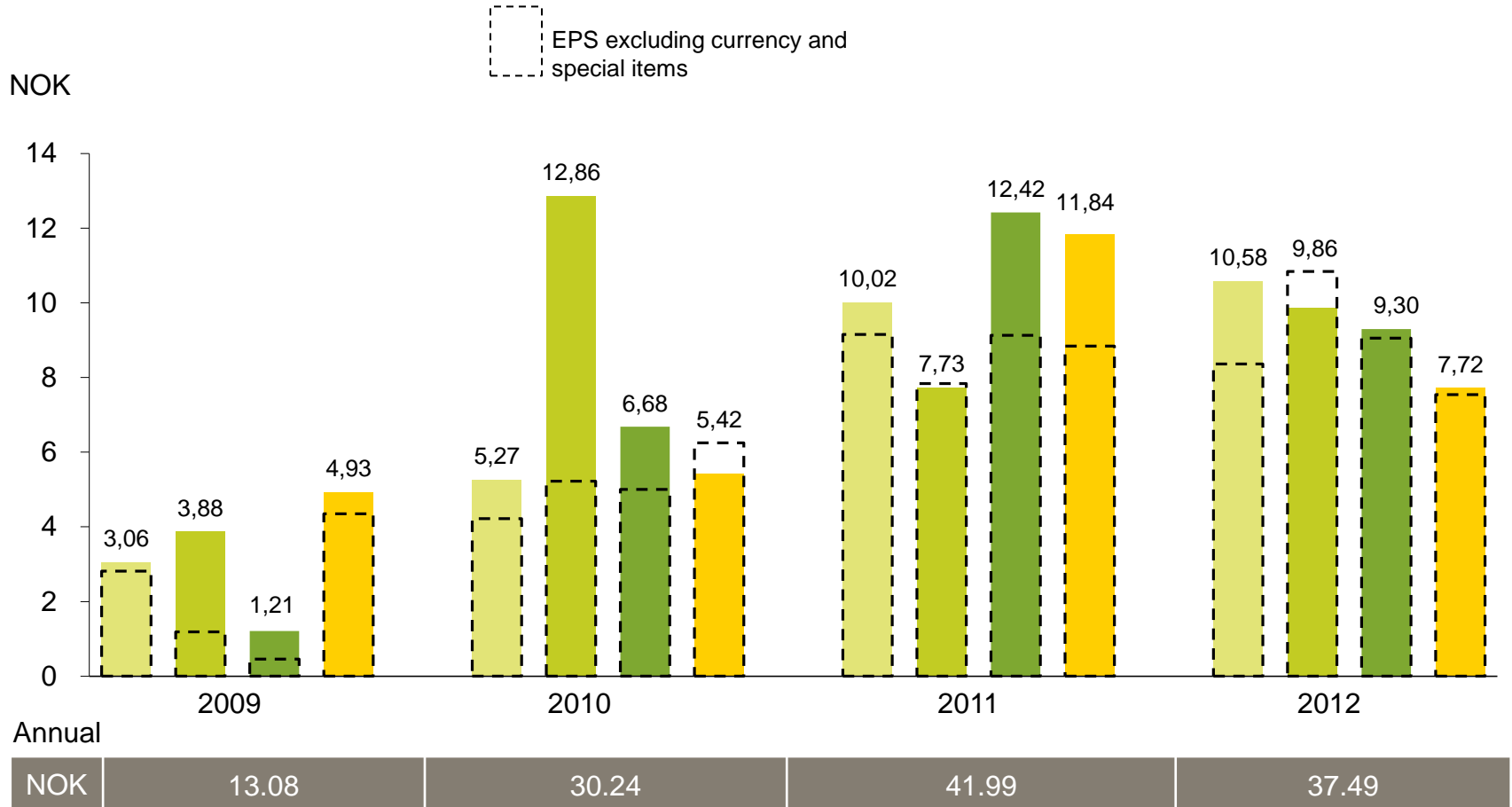
Working closely with end-users key enabler to achieve premiums



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Earnings per share*



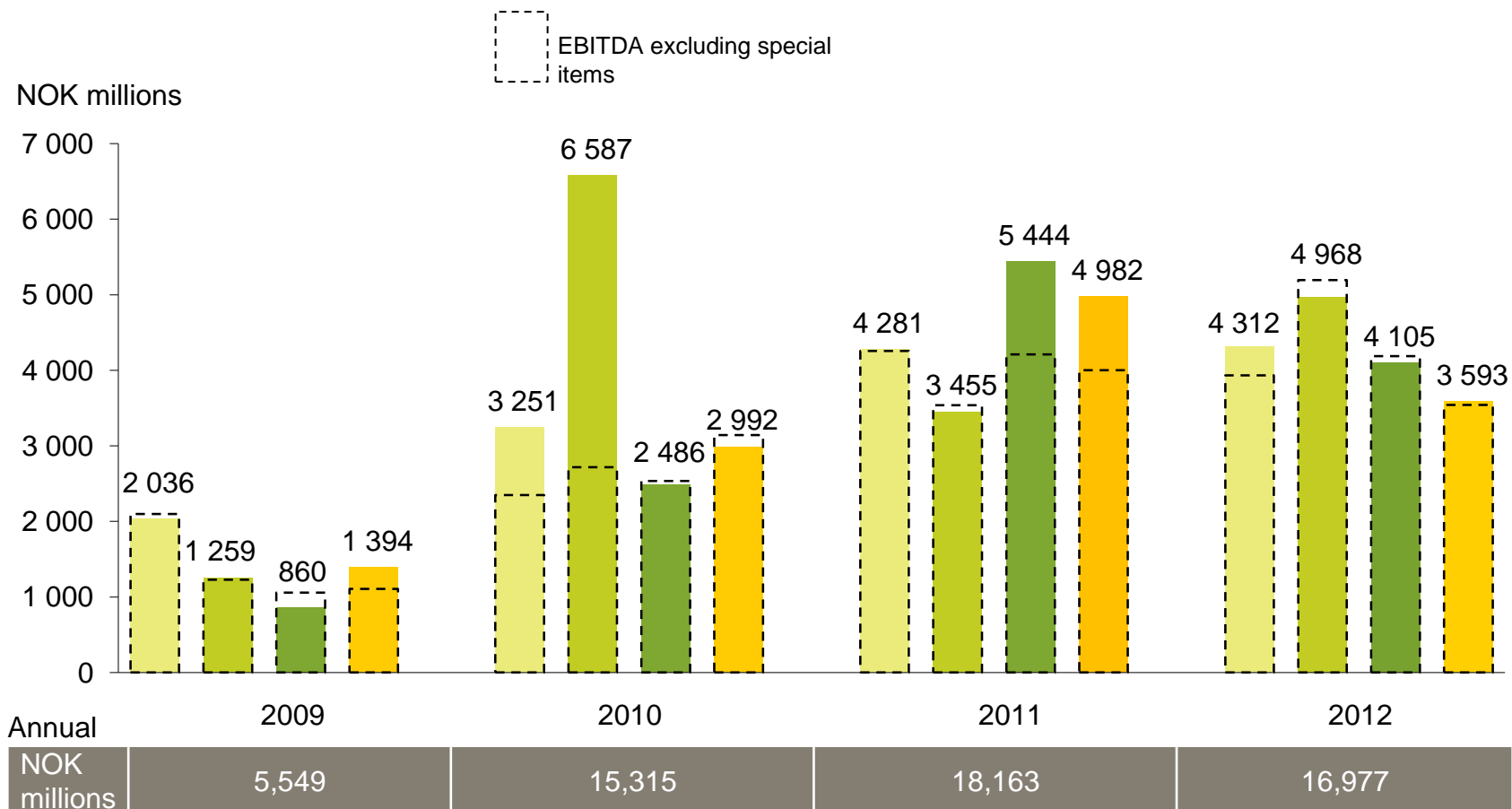
* Average number of shares for 4Q 2012: 280.6 million (4Q 2011: 286.0 million).



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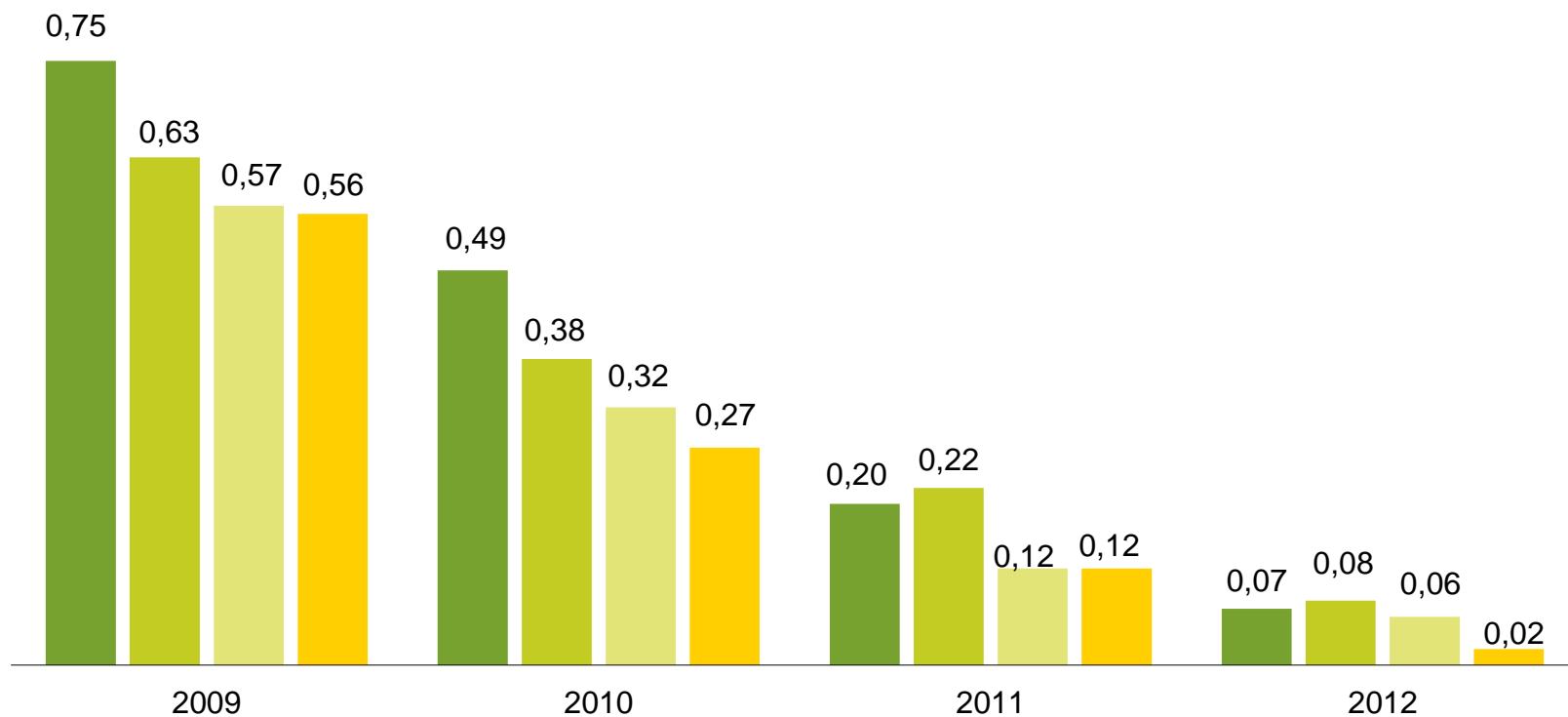


Earnings before interest, tax, depreciation and amortization (EBITDA)

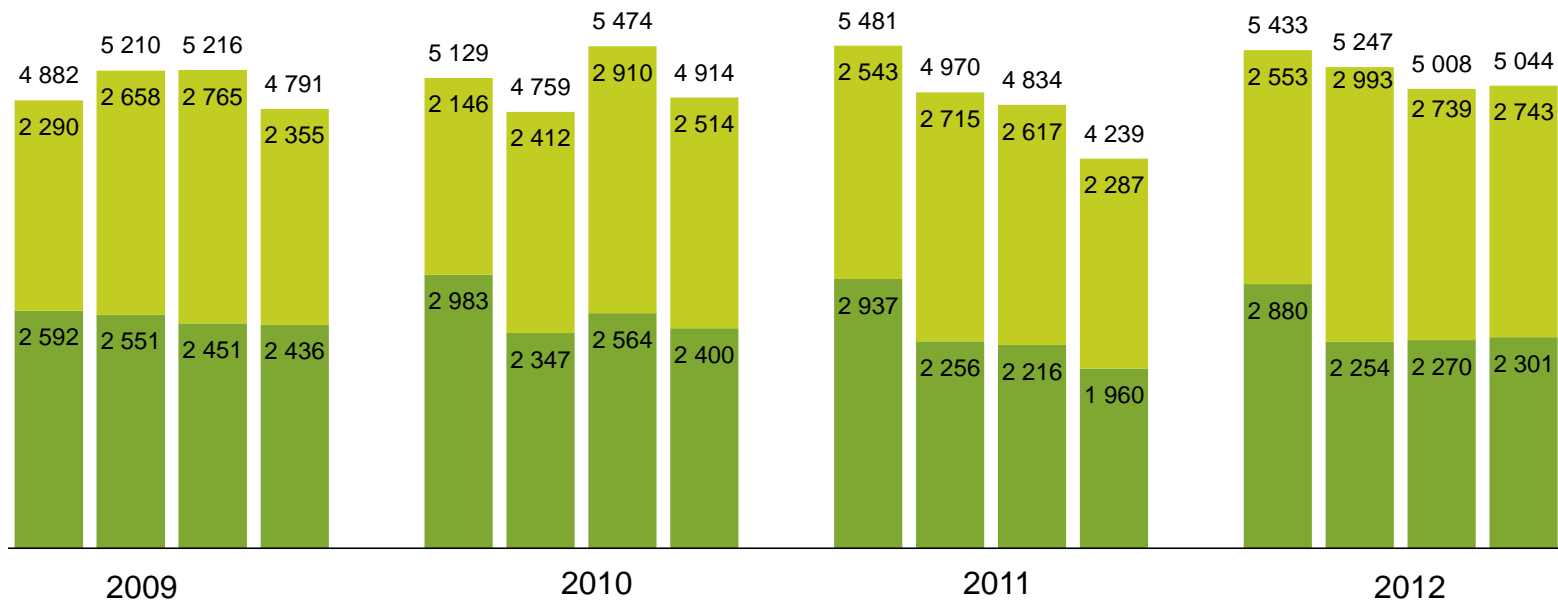


Debt/equity ratio

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



Fertilizer volumes



Accumulated, Kilotons

■ Europe ■ Outside Europe

Fin. fertilizer	20,099	20,276	19,522	20,748
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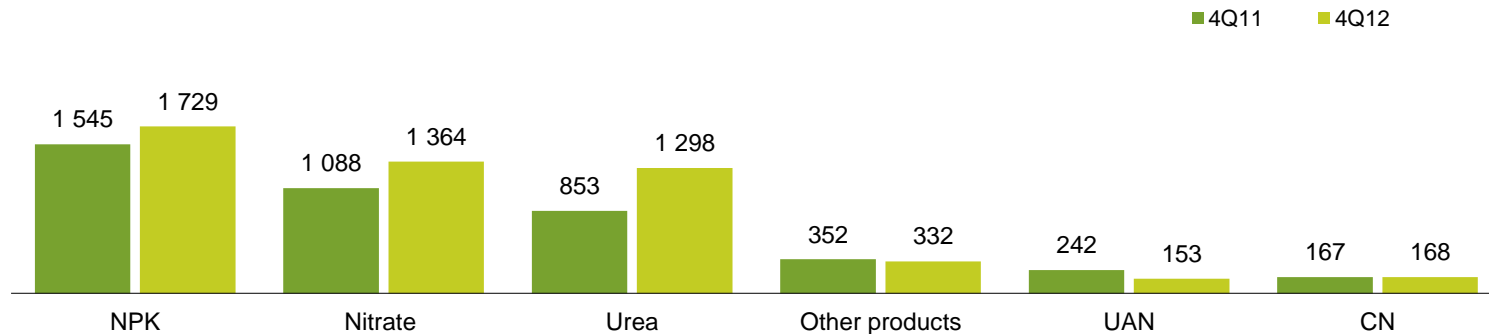
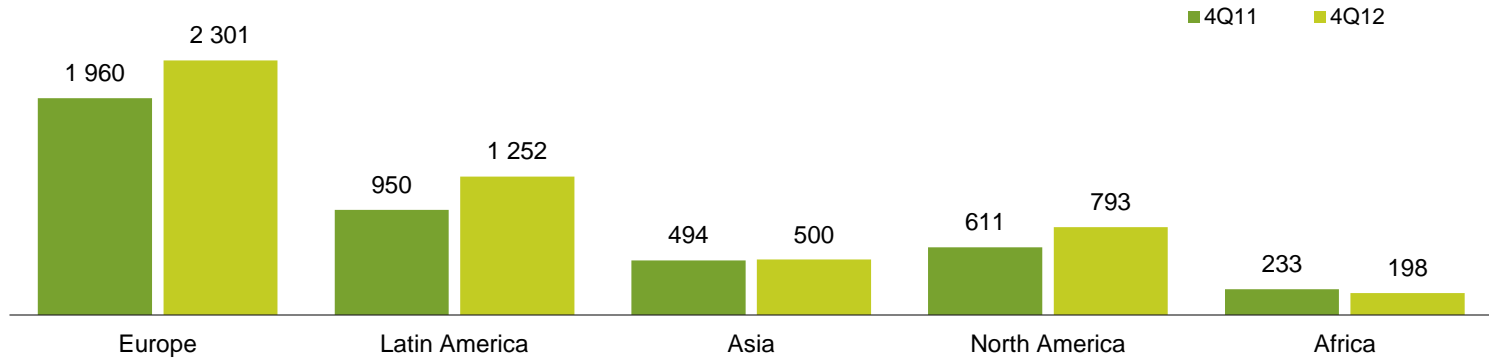


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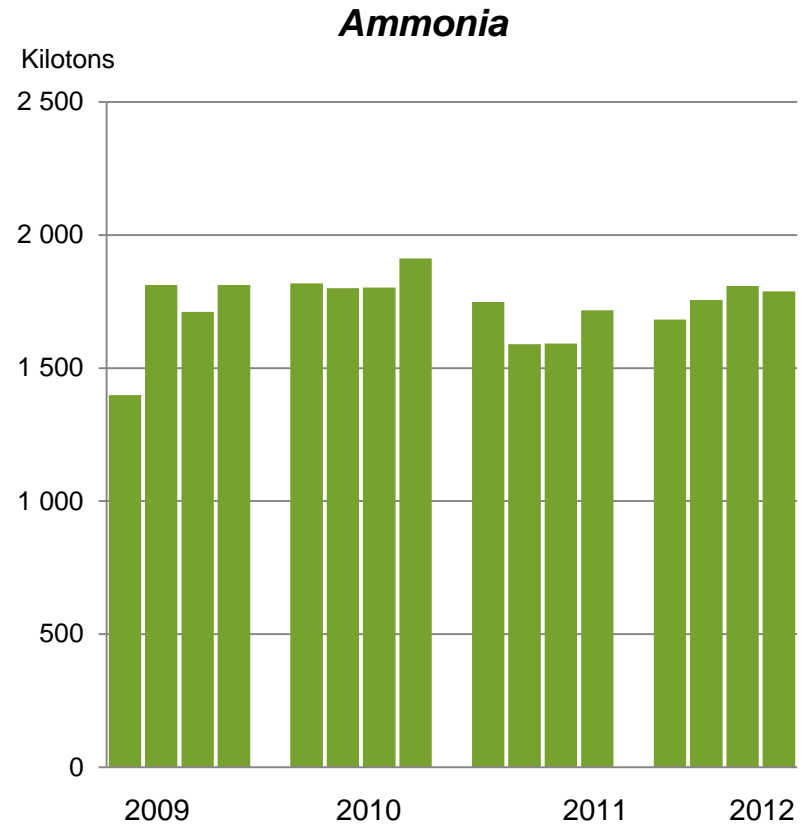
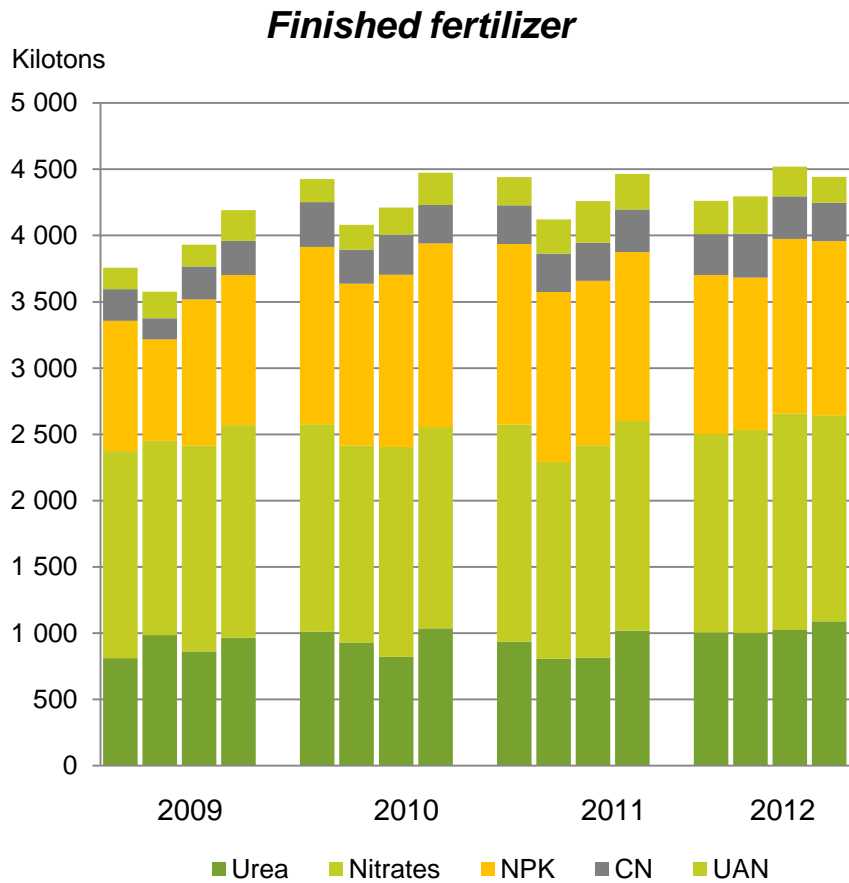


Yara 4Q fertilizer sales by market and product

2012: 5.0 million tons (2011: 4.2 million tons)



Yara – production volume*



* Including share of equity-accounted investees



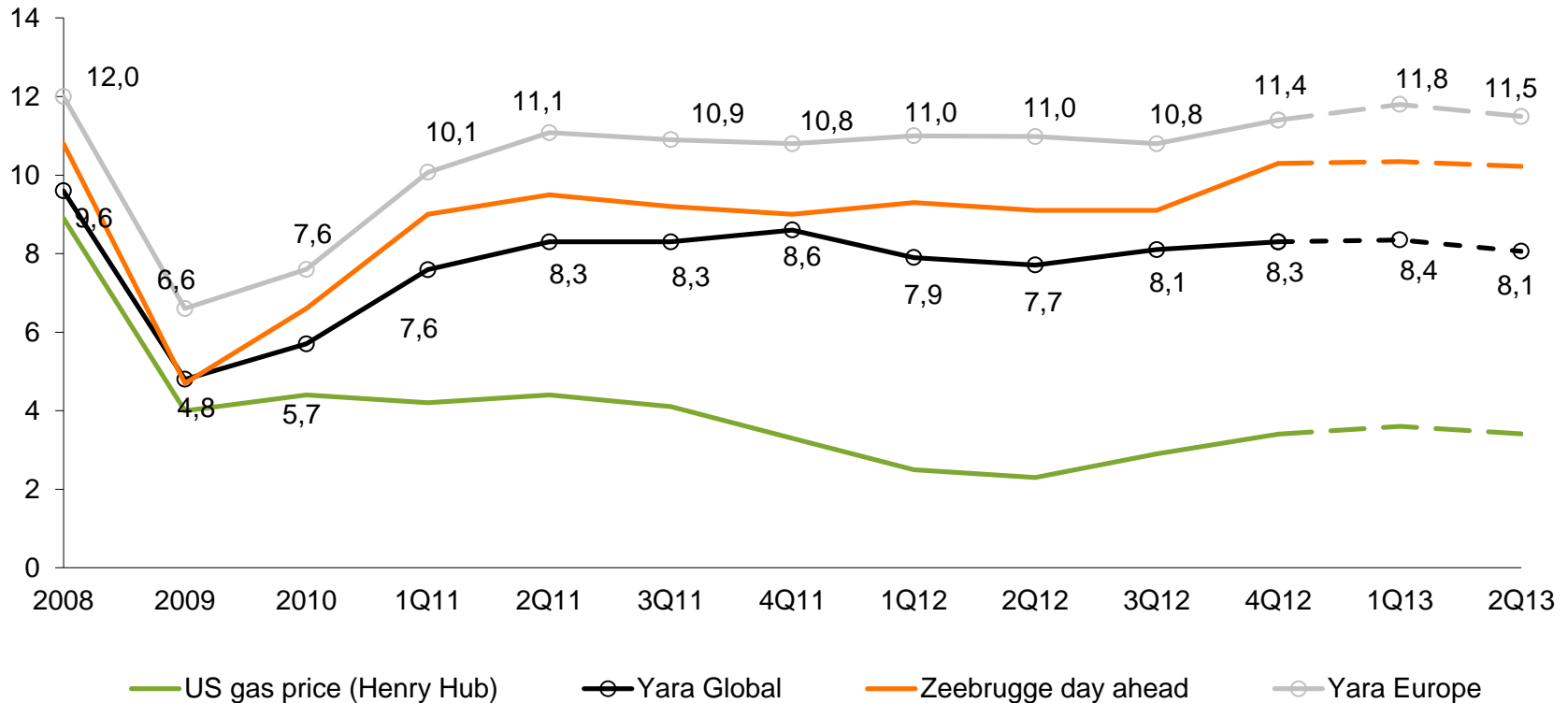
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Yara's average gas costs

Yearly averages 2008 – 2010, quarterly averages for 2011-12 with forward prices* for 1Q13 and 2Q13

USD per MMBtu



*Dotted lines denote forward prices as of 1 February 2013

Source: Yara, World Bank, Platts



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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% (1.2%)
2012	Qatar 39% Vietnam 21%	1.9% (2.2%)
2013	Algeria 39% UAE 14%	2.5% (2.6%)
2014	Algeria 28% Egypt 21%	1.8% (1.5%)
2015	Saudi Arabia 17% Argentina 15%	2.2% (2.5%)
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 December 2012 (October update in brackets). Consumption data source is IFA.

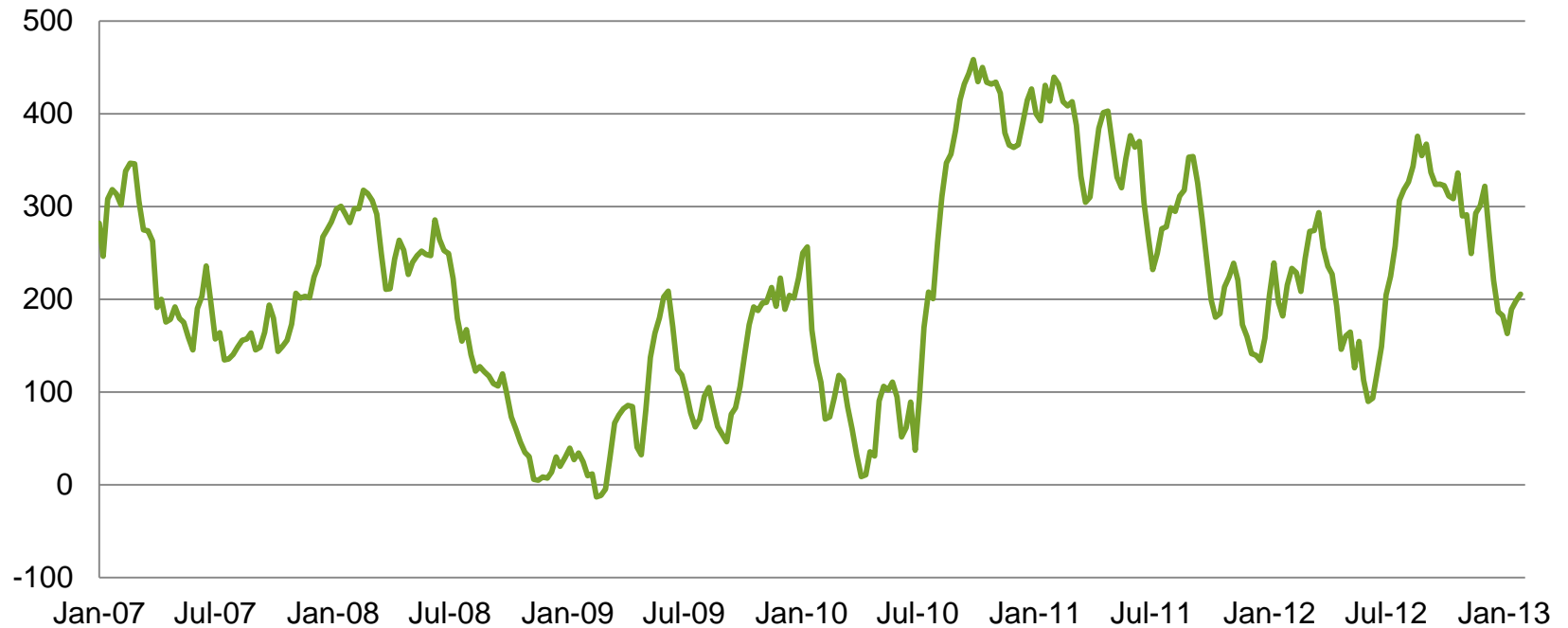


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Non-commercials' net long position in corn

Thousand contracts



Source: US Commodity Futures Trading Commission

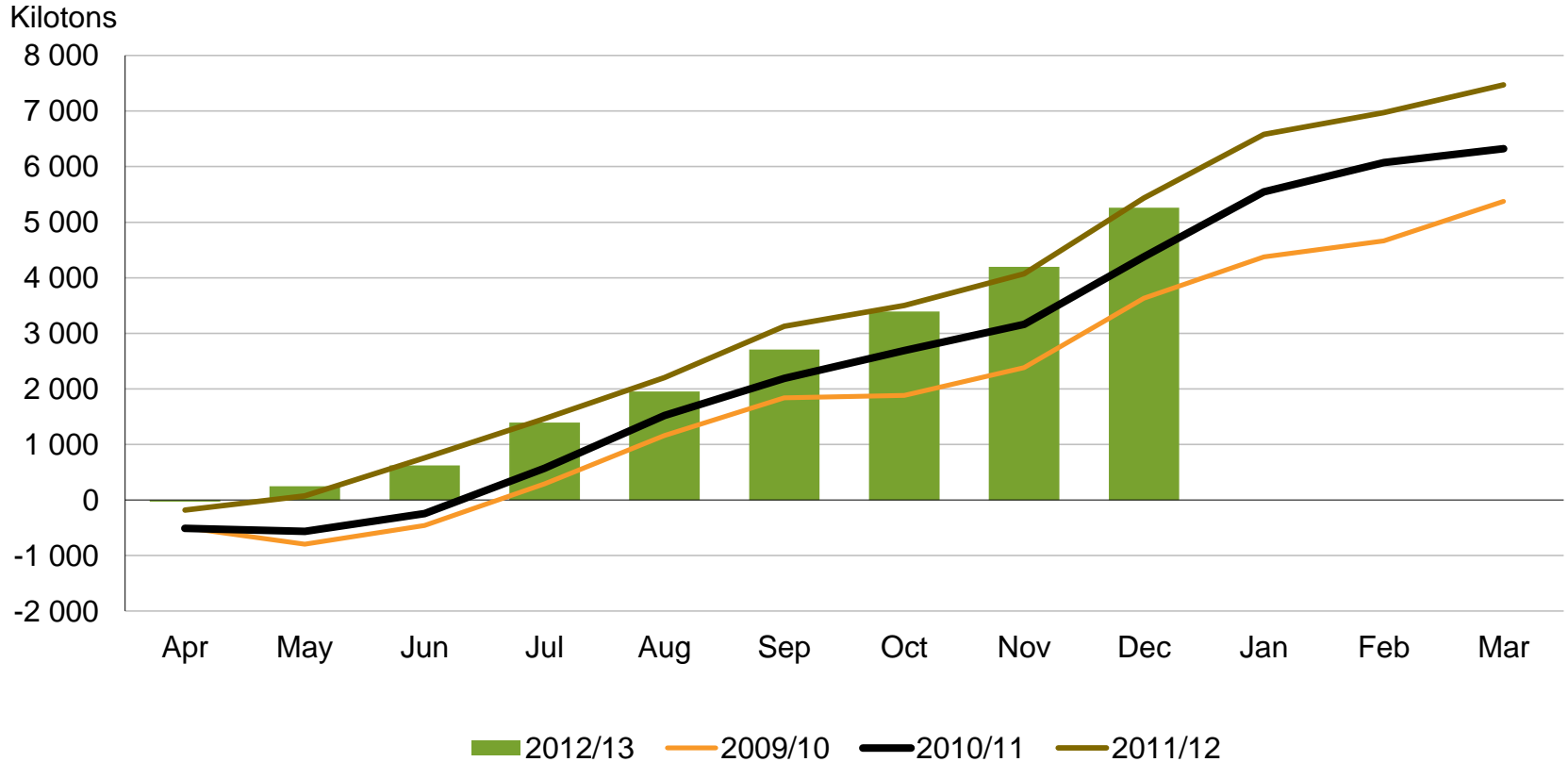


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Indian urea import requirement

Sales minus production



Source: Indian Statistics

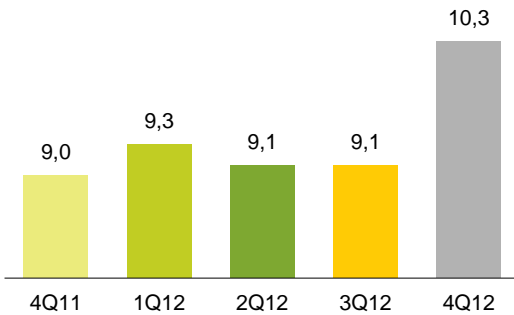


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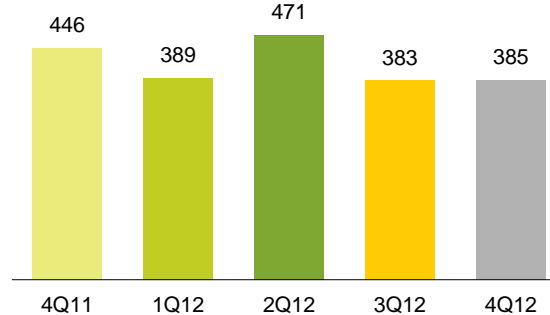


Key value drivers – quarterly averages

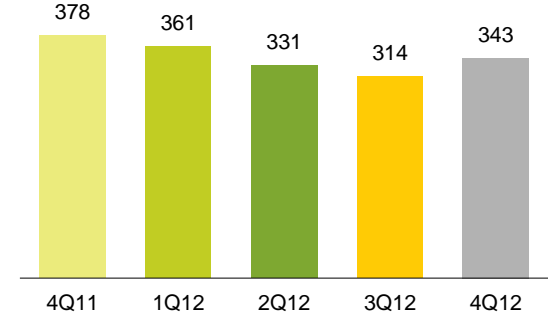
Zeebrugge day ahead (USD/MMBtu)



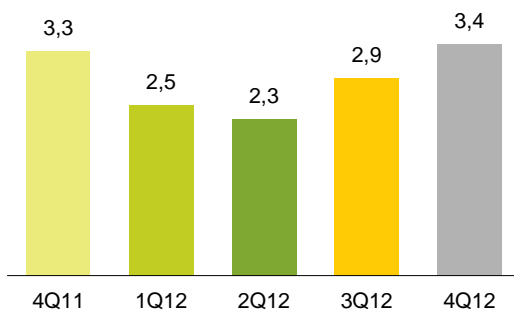
Urea prilled fob Black Sea (USD/t)



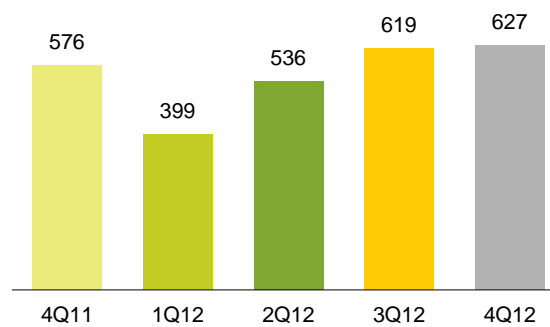
CAN cif Germany (USD/t)



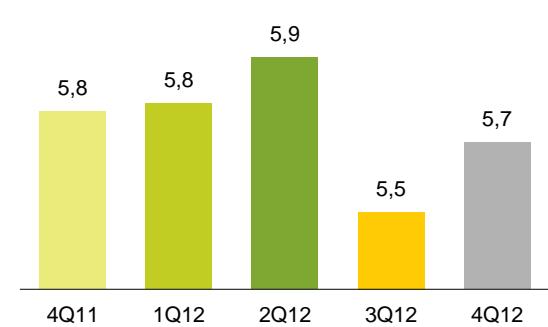
US gas price Henry Hub (USD/MMBtu)



Ammonia fob Black Sea (USD/t)



NOK/USD exchange rate



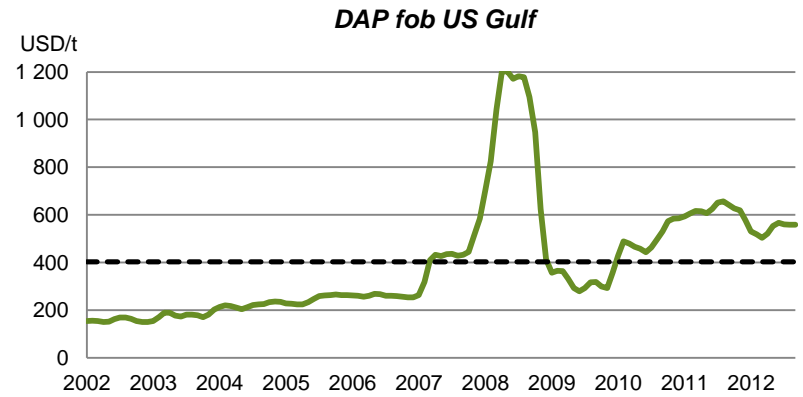
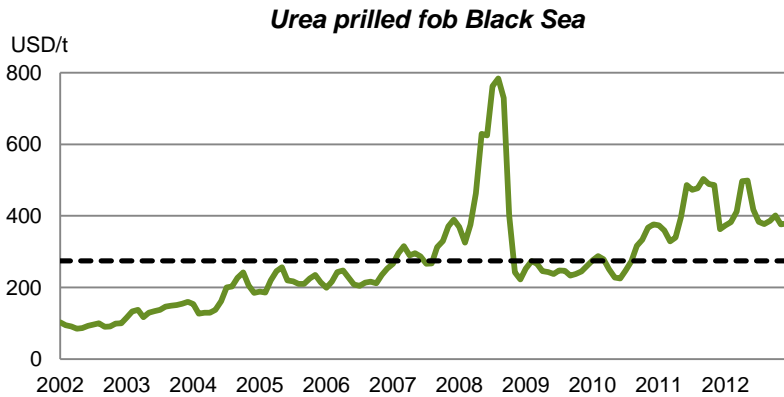
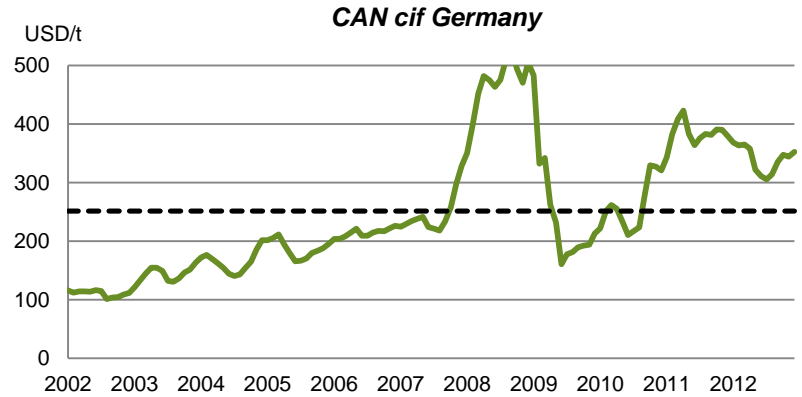
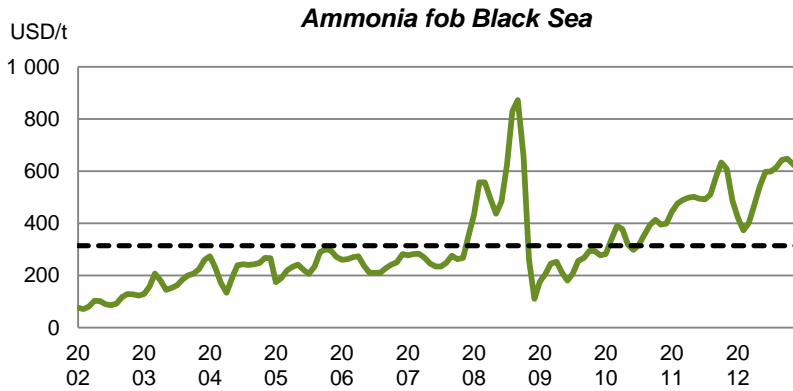
Source: Fertilizer Market Publications, CERA, World Bank, Norges Bank



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10-year fertilizer prices – monthly averages



Source: Average of international publications

--- Average prices 2002 - 2012



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