



Knowledge grows

Yara International ASA 2021 Third quarter results

20 October 2021



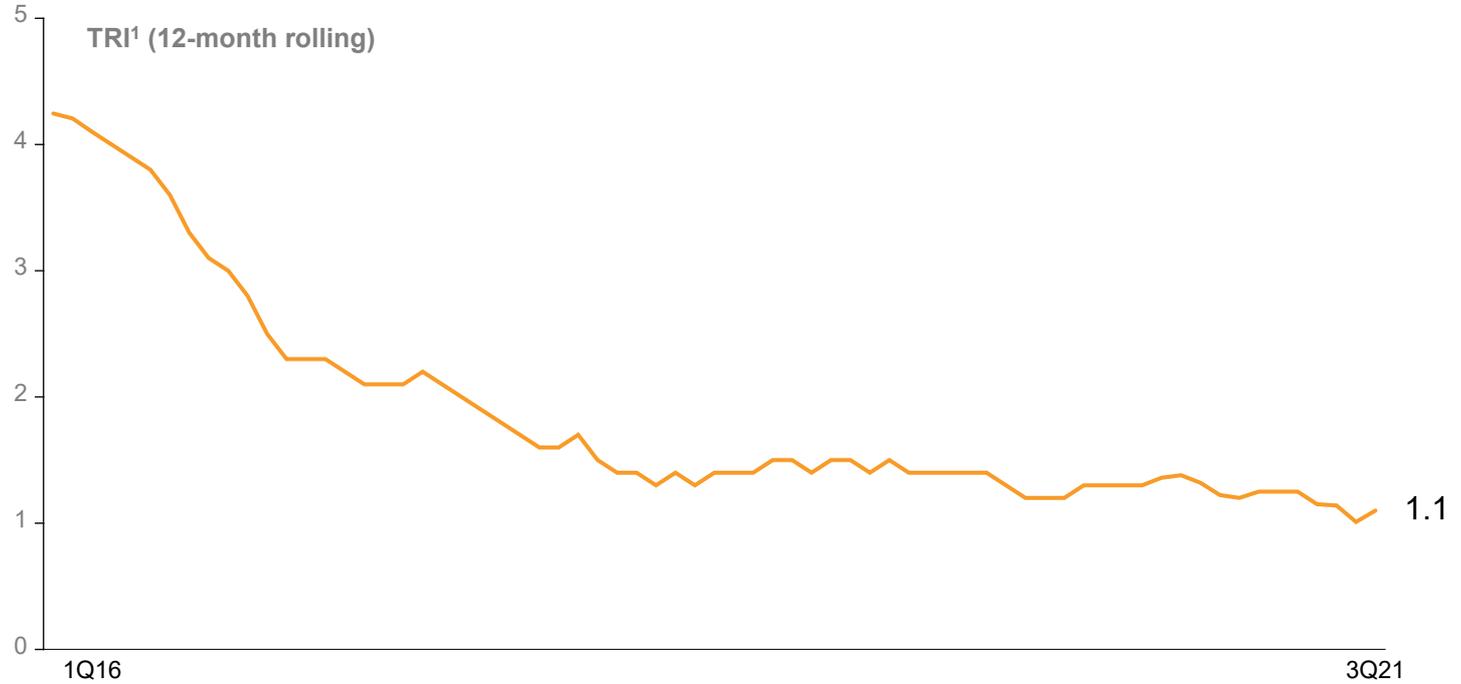
Cautionary note

This presentation contains forward-looking information and statements relating to the business, financial performance and results of Yara and/or industry and markets in which it operates. Forward-looking statements are statements that are not historical facts and may be identified by words such as "aims", "anticipates", "believes", "estimates", "expects", "foresees", "intends", "plans", "predicts", "projects", "targets", and similar expressions. Such forward-looking statements are based on current expectations, estimates and projections, reflect current views with respect to future events, and are subject to risks, uncertainties and assumptions. Forward-looking statements are not guarantees of future performance, and risks, uncertainties and other important factors could cause the actual business, financial performance, results or the industry and markets in which Yara operates to differ materially from the statements expressed or implied in this presentation by such forward-looking statements. No representation is made that any of these forward-looking statements or forecasts will come to pass or that any forecasted results will be achieved, and you are cautioned not to place any undue reliance on any forward-looking statements.

Our ambition is zero injuries



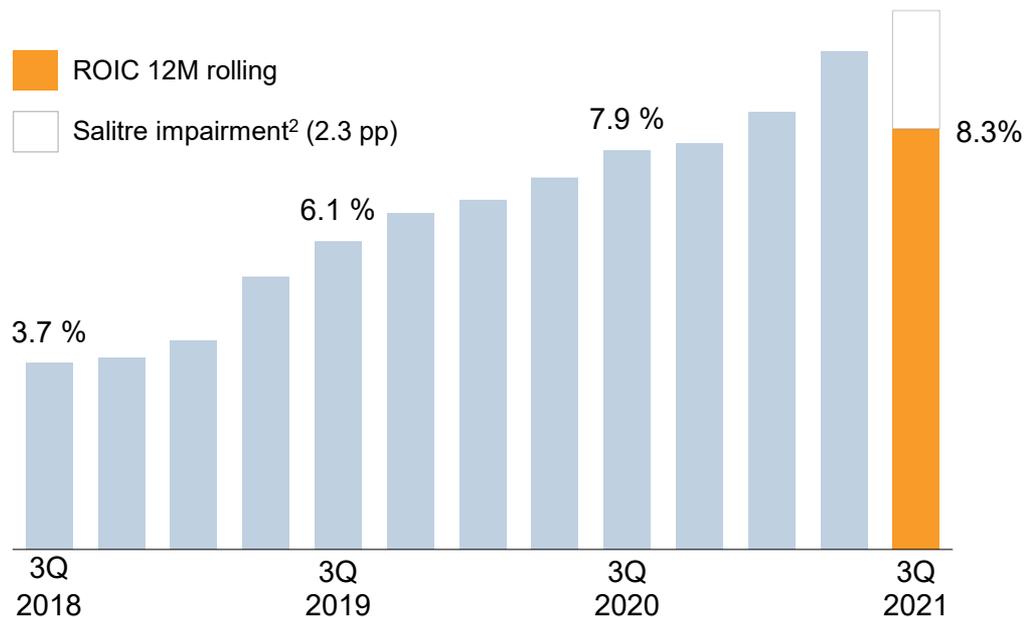
People



1) Total Recordable Injuries per 1 million working hours

Improved returns demonstrate business model resilience

ROIC¹ 12M rolling

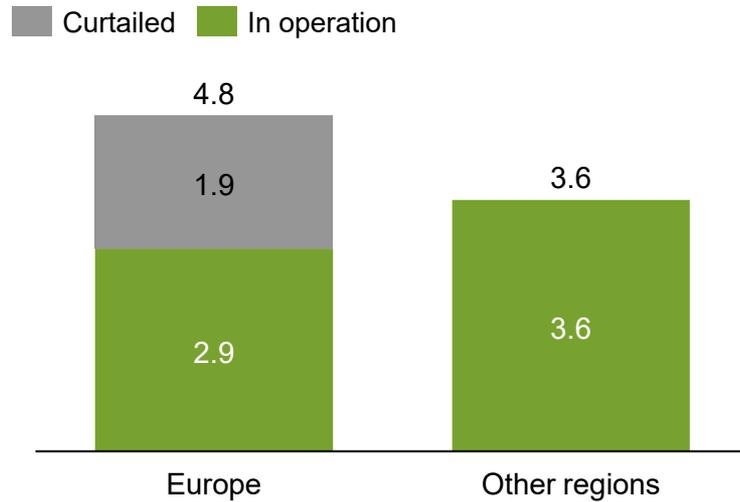


- Improved returns reflecting higher prices
- 8.3% ROIC¹, up from 7.9% a year earlier
- ~40% ammonia curtailment in Europe

Natural gas spike in Europe has triggered significant curtailments and driven up global nitrogen prices

Curtailed production capacity

Ammonia production capacity p.a. in million tons

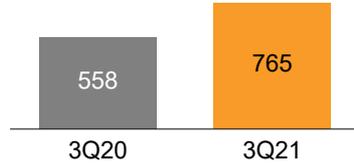


- Yara Europe ammonia curtailments currently amount to around ~40% of capacity
- High Yara flexibility; unprofitable production curtailed and replaced with sourcing, from other Yara plants and from global trade
- Limited impact on finished fertilizer production to date; Yara is closely monitoring the situation going forward
- Yara is committed to supplying customers provided sufficient margins are available

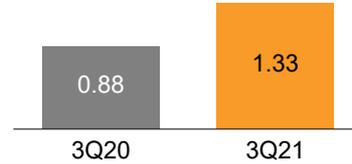


Financial performance

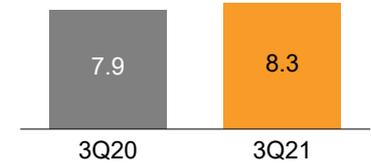
EBITDA ex. special items
(MUSD)



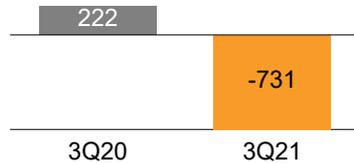
EPS ex. currency and special items
(USD per share)



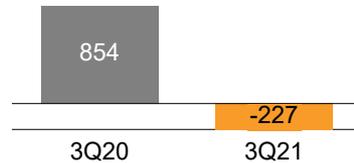
ROIC
(12-month rolling)



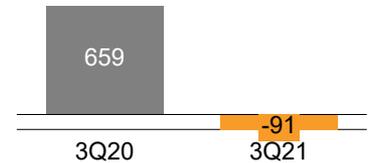
Change in net operating capital¹
(MUSD)



Investments (net)^{2,3}
(MUSD)



Cash from operations
(MUSD)



Prosperity

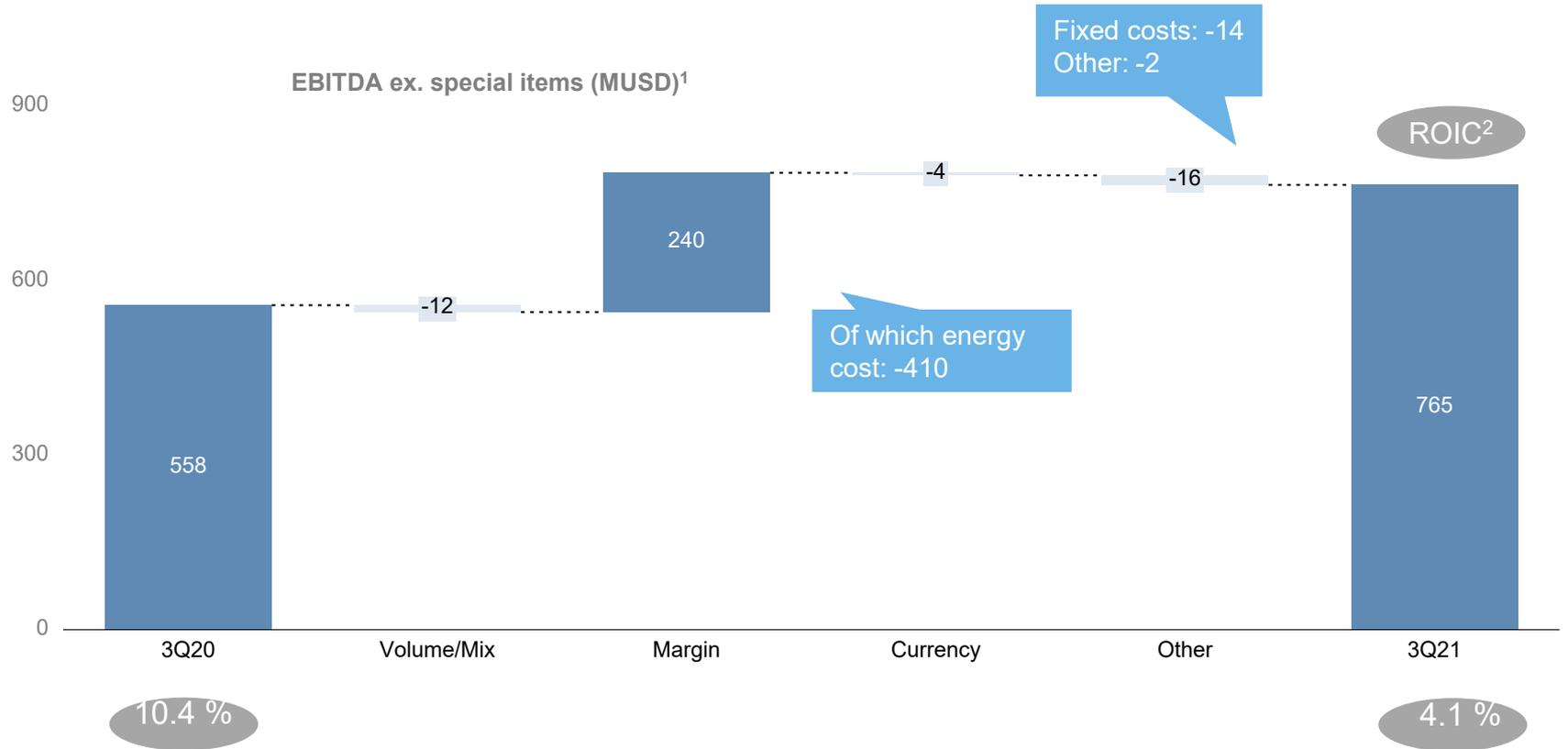
1) Change in net operating capital as presented in the cash flow statement, page 14 of 3Q report, and consists of trade receivables, inventories, and trade and other payables

2) Net cash used in investing activities as presented in the cash flow statement, page 14 of 3Q report.

3) 3Q20 figures includes proceeds (USD 1 billion) from the sale of Yara's shares in Qafco

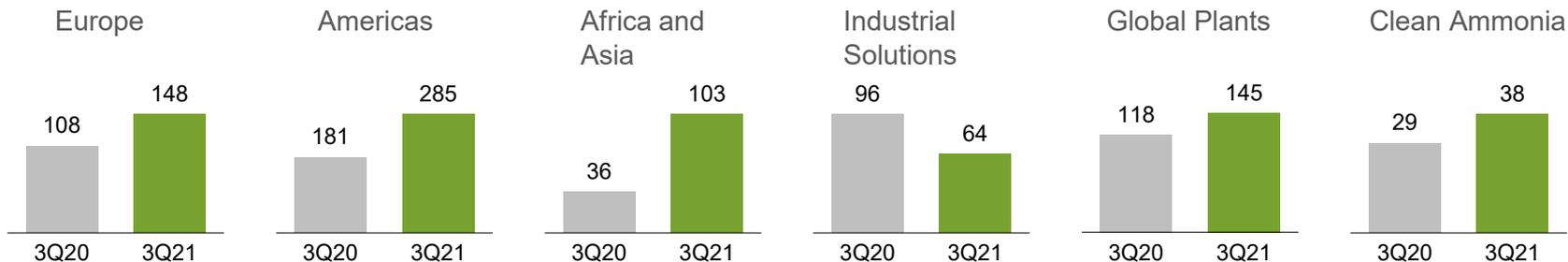
Alternative performance measures are defined, explained and reconciled to the Financial statements in the APM section of the 3Q report on pages 29-34

EBITDA increase driven by higher prices

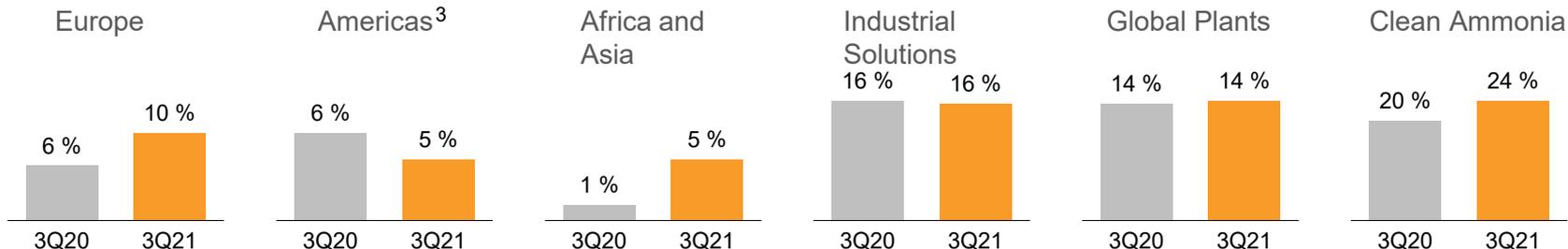


Improved results in all regions, with strong contribution from overseas production assets

EBITDA ex. special items¹ (MUSD)



ROIC² (%)



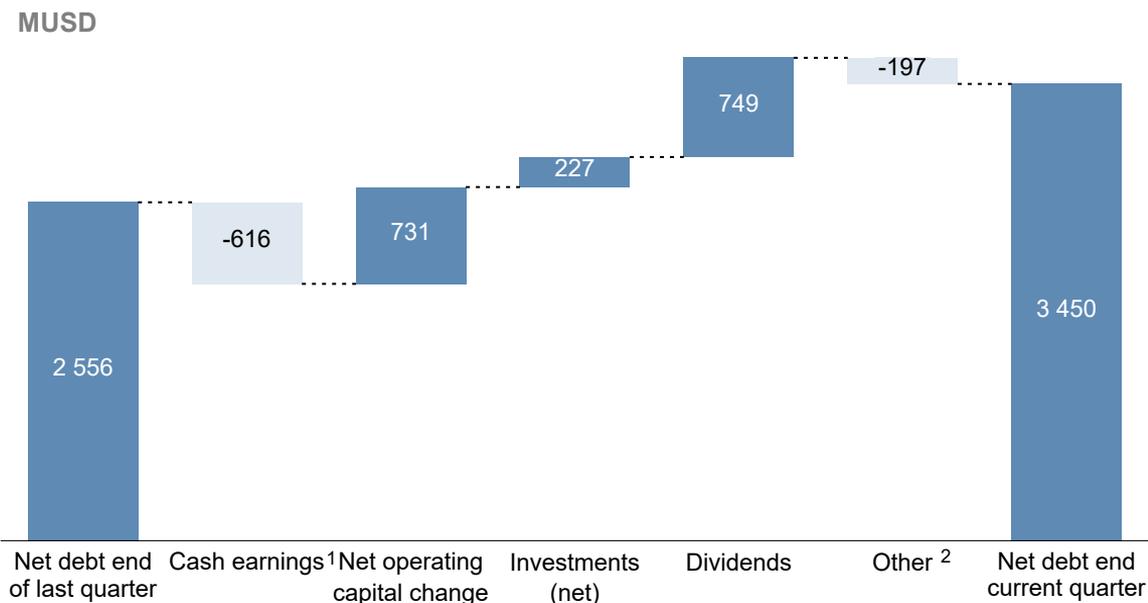
1) EBITDA ex. special items. For definition and reconciliation see APM section of 3Q report, page 29

2) For definition and reconciliation of ROIC, see APM section in 3Q report, page 30

3) ROIC for Americas excluding Salitre impairment: 11.4% - calculated by increasing NOPAT by 266 MUSD (impairment of 355 MUSD with a 25% tax rate). This implies a ROIC excluding Salitre impairment of 11.4 % (NOPAT: 442 MUSD divided by invested capital of 3,889 MUSD).

Net debt increase as strong cash earnings were offset by operating capital increase and dividend payment

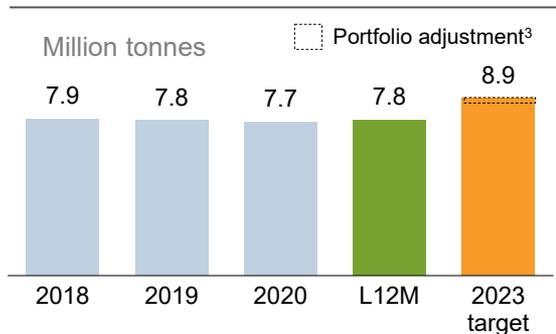
Net interest-bearing debt: 3Q development



- Strong cash earnings offset by operating capital increase and dividend payment
- Net debt/EBITDA³ at 1.31, temporarily below mid- to long-term target of 1.5-2.0
- Yara will consider further cash distributions in the coming quarters

Yara Improvement Program (YIP) performance

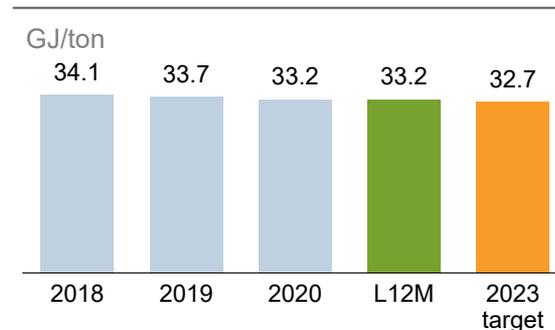
Ammonia production



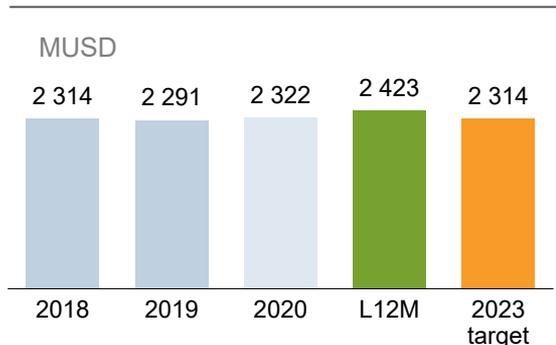
Finished product production



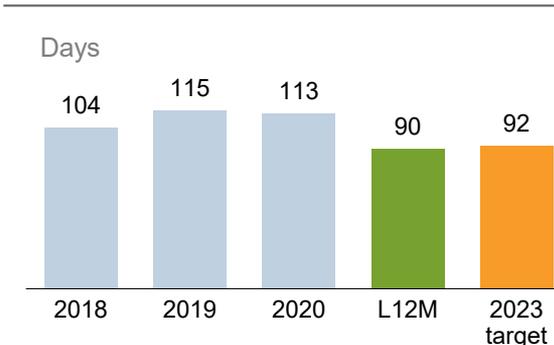
Ammonia energy consumption



Fixed costs¹



Operating capital²



Comments:

- Positive finished product performance, ammonia production and energy consumption impacted by reliability issues
 - Europe curtailments will impact energy efficiency and CO₂ emission intensity
- Temporary fixed costs increase in line with 4Q20 communication, offset by lower capex
- Continued operating capital improvement, driven by inventory and receivable days

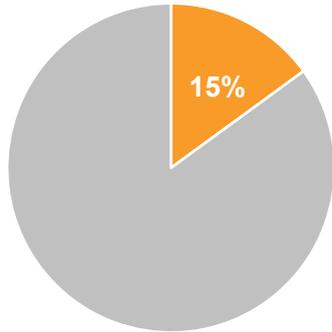


1) For reconciliation of Fixed costs to Operating costs and expenses, see APM section of 3Q report, page 32
 2) Operating capital excluding prepayments from customers. For reconciliation of Operating capital days, see APM section of 3Q report, page 33
 3) Portfolio change impact (ammonia: Trinidad plant closure 250kt, finished products: Salitre 900kt)

European nitrogen production is essential to global food security

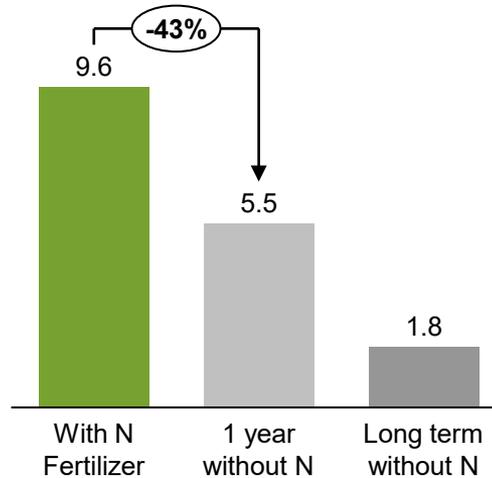
Europe represents a significant share of global nitrogen production

Finished nitrogen products, nutrient tonnes¹



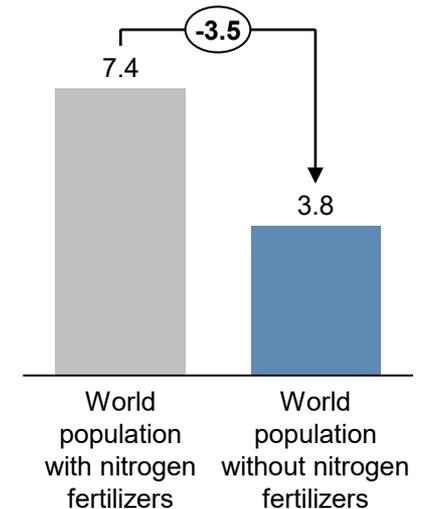
Annual nitrogen application is critical for crops

Grain yield from Nitrogen fertilizer²
Tonne per hectare



Nitrogen fertilizer provides food for ~1/2 of the world's population

Billion people³ (2015)



Resilient business model and collaborative strategy



Global food security cannot be solved by any individual company or country; broad collaboration is essential

Yara is well positioned to support the much needed food system transformation

Global footprint

Products and solutions to improve yields and reduce emissions

Resilient business model and collaborative strategy

We have already demonstrated what is possible through collaboration

Action Africa

OUR IMPACT

2,000,000

Farmers connected to agronomic knowledge

633,200

Fertilizer bags delivered

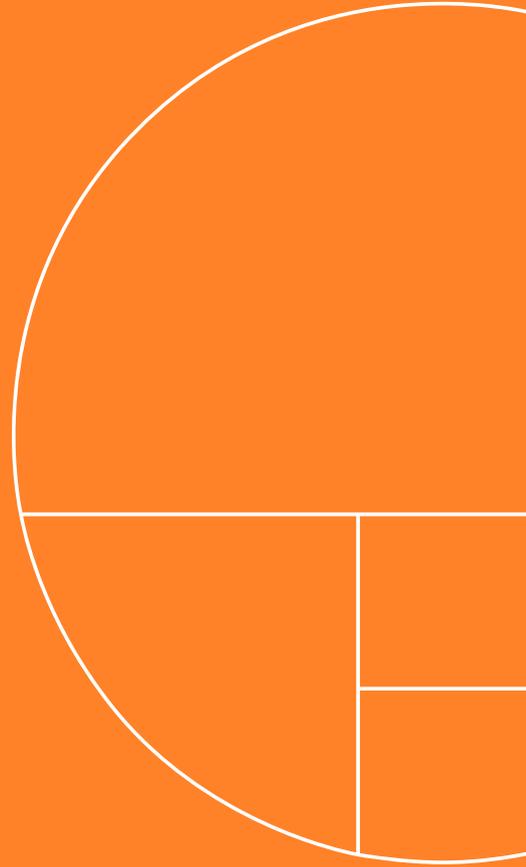
16

Weeks



World Food Programme

Appendix



Driving sustainable performance with an integrated scorecard

People				
Yara KPI	2020	L12M	2025 Target	Measure
Strive towards zero accidents	1.3	1.1	<1.0	TRI
Engagement Index ¹	79%		Top quartile	Index
Diversity and inclusion ¹ index	74%		Top quartile	Index
Female senior managers	24%	27%	40%	%

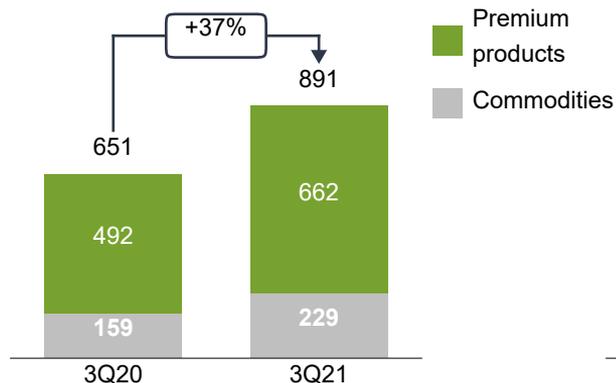
Planet				
Yara KPI	2020	L12M	2025 Target	Measure
Energy efficiency ²	33.2	33.2	32.7	Gj/t NH3
GHG emissions, intensity	3.0	3.0	2.7	t CO2e/t N
GHG emissions, scope 1+2 ³	17.7	17.5	-30	% CO2e
Active hectares ⁴	8	8	150	MHa
Carbon marketplace ⁵			TBD	

Prosperity				
Yara KPI	2020	L12M	2025 Target	Measure
Ammonia Production ⁶	7.7	7.8	8.9	Mt
Finished Fertiliser ⁶ Production	21.3	21.7	23.9	Mt
Premium generated	1 036	711	N/A	MUSD
Revenues from new business models	6	8	1 500	MUSD
Revenues from online sales	0	2	1 200	MUSD
Working capital ^{6,7}	113	90	92	Days
Capital return (ROIC) ⁷	8%	8.3 %	>10%	%
Fixed costs ^{6,7}	2 322	2 423	2 314	MUSD
Capex ⁸	0.8	0.9	1.2	BUSD
Net debt / EBITDA ⁷	1.36	1.31	1.5-2.0	Ratio
MSCI rating	BBB	A	A	Score
Sustainalytics rating	Med	Med	Med	Score

- 1) Measured annually
- 2) Energy efficiency target is for 2023
- 3) GHG absolute emissions scope 1+2 target is for 2030 with a 2019 baseline
- 4) Cropland with digital farming user activity within defined frequency parameters
- 5) Reported upon updates
- 6) YIP target for 2023
- 7) Alternative performance measures are defined, explained and reconciled to the Financial statements in the APM section of the 3Q 21 Report on pages 29-34
- 8) CAPEX max 1.2 for 2022 onwards (including maintenance)

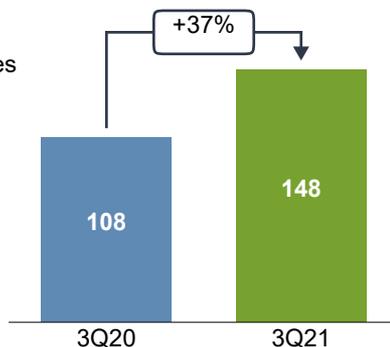
Europe: higher prices more than offset lower volumes

External revenues (MUSD)



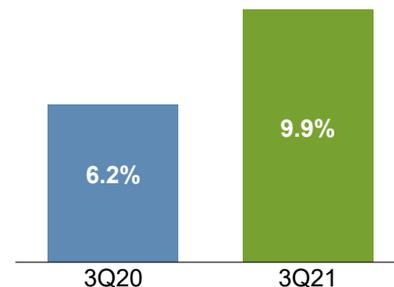
- Higher prices
- Deliveries decreased with 9% in an overall slow market where customers were hesitant to take positions early in the season

EBITDA ex SI (MUSD)



- Higher prices more than offset higher feedstock costs and lower volumes

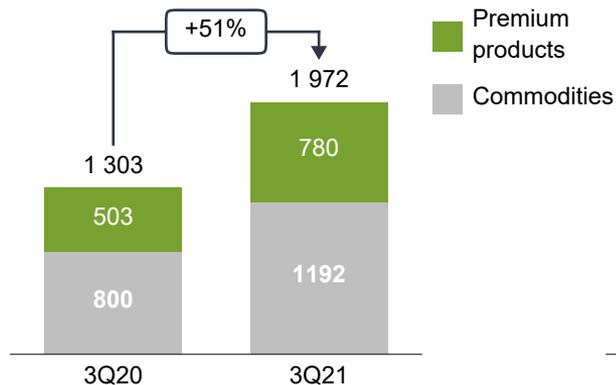
ROIC (12-month rolling)



- Improved earnings and lower working capital

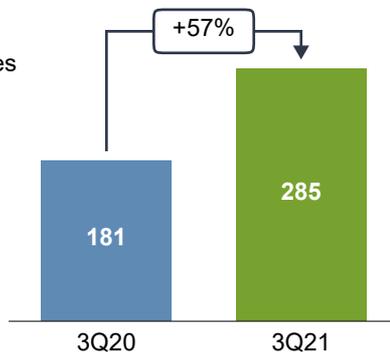
Americas: stable deliveries and higher margins

External revenues (MUSD)



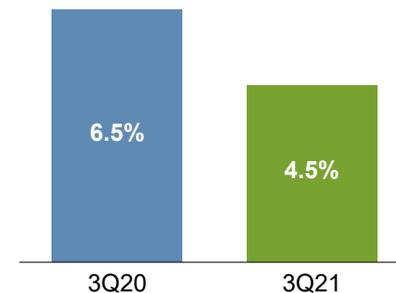
- Higher prices
- 3Q deliveries in line with a year earlier, but increased share of premium products

EBITDA ex SI (MUSD)



- Increased nitrogen prices more than offset energy costs and inventory write-down
- Strong margin improvement, particularly in the ammonia plants

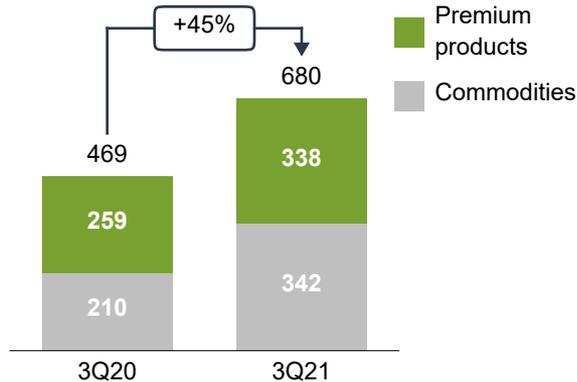
ROIC (12-month rolling)



- Salitre impairment impacting negatively
- Positive development in working capital

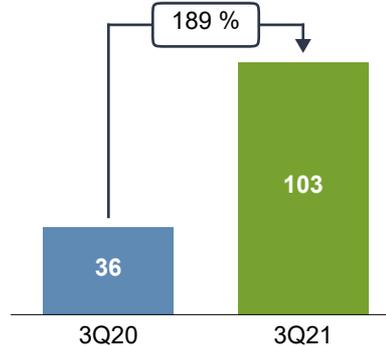
Africa & Asia: improved production and higher prices

External revenues (MUSD)



- Revenues up due to higher prices and volume growth

EBITDA ex SI (MUSD)



- Improved ammonia production margins

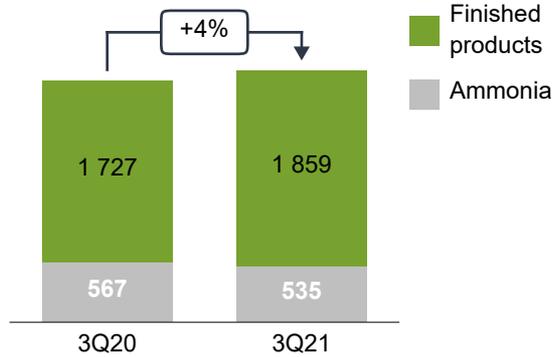
ROIC (12-month rolling)



- Improved earnings
- Positive development in working capital

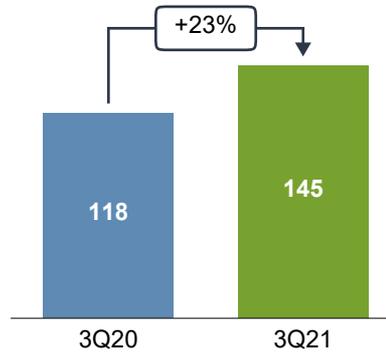
Global Plants: higher prices offsetting increase in gas cost

Production (thousand tonnes)



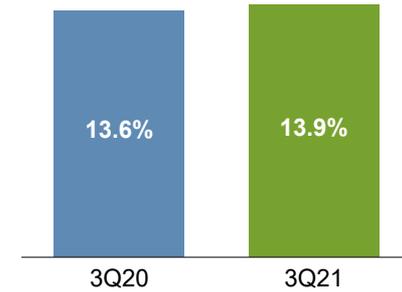
- Improved finished fertilizer production
- Turnaround and market optimization impacting ammonia production volumes

EBITDA ex SI (MUSD)



- Higher nitrogen prices and phosphate margins more than offset increased energy costs
- Deliveries to other operating segments increased 16% due to improved reliability for production of finished goods

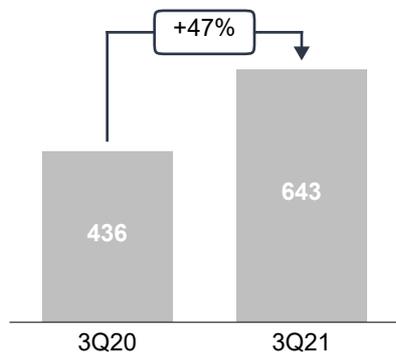
ROIC (12-month rolling)



- Improved earnings

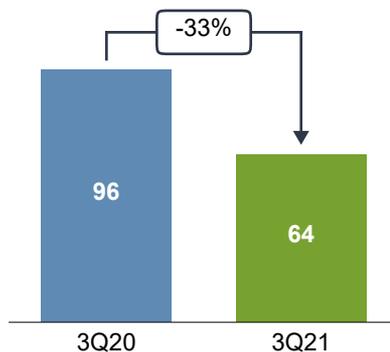
Industrial Solutions: higher European gas costs impacting results

External revenues (MUSD)



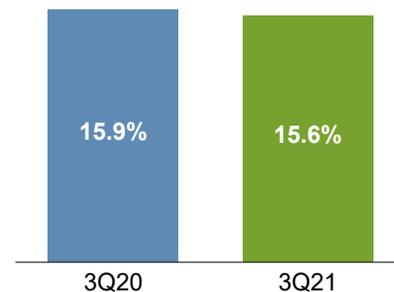
- Increased deliveries as demand for industrial nitrogen remains strong

EBITDA ex SI (MUSD)



- Higher gas costs for the European sites

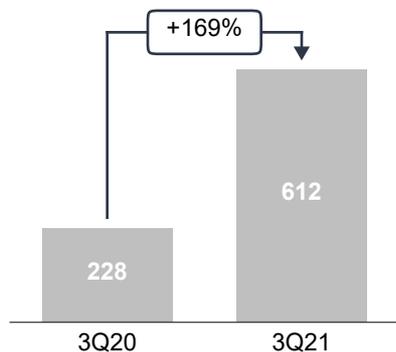
ROIC (12-month rolling)



- Stable earnings combined with slightly higher invested capital

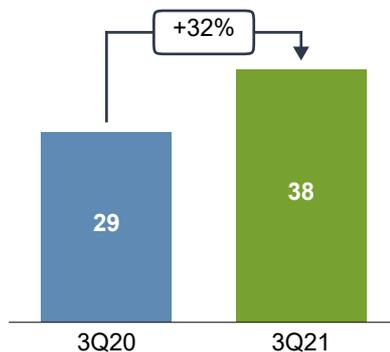
Clean Ammonia: positive impact from higher ammonia prices

Total revenues¹ (MUSD)



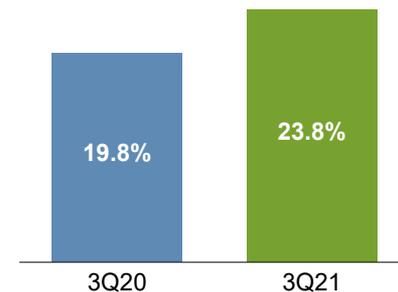
- Revenue increase driven by increased volume and ammonia prices

EBITDA ex SI (MUSD)



- Increased commission income from higher ammonia prices

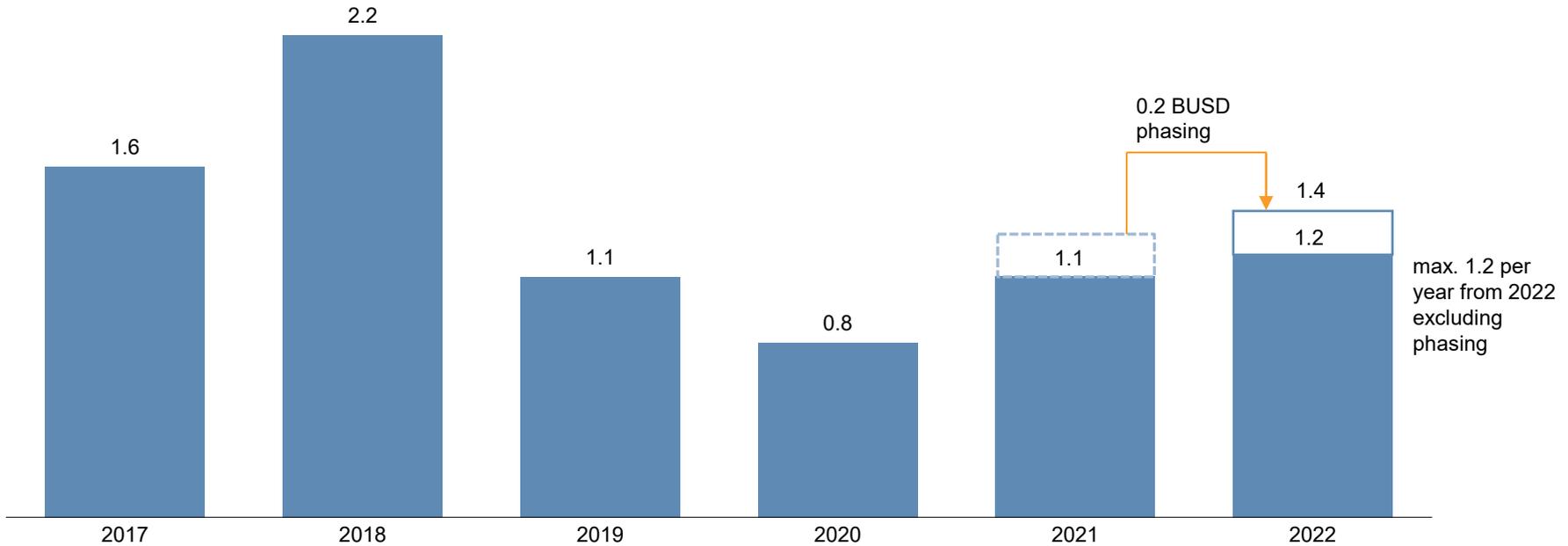
ROIC (12-month rolling)



- 12-month rolling ROIC improvement mainly reflects improving results

Unchanged total capex, phasing from 2021 to 2022

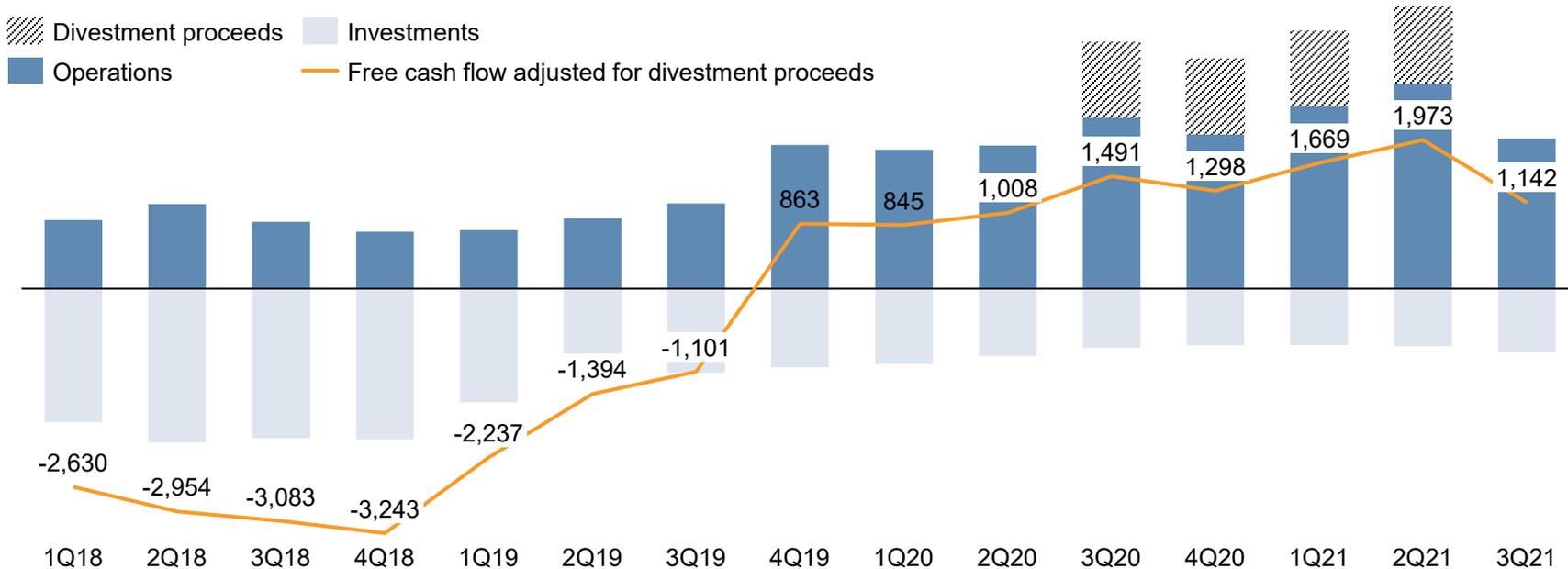
Investments¹ (BUSD)



Free cash flow

Free cash flow before financing activities¹

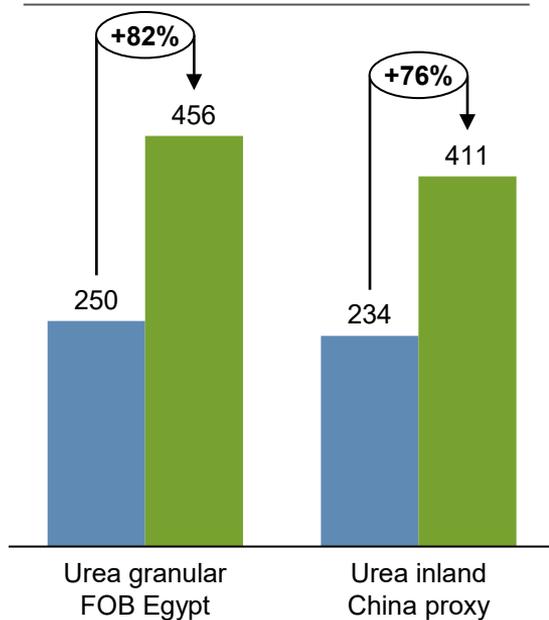
MUSD, rolling 12 months



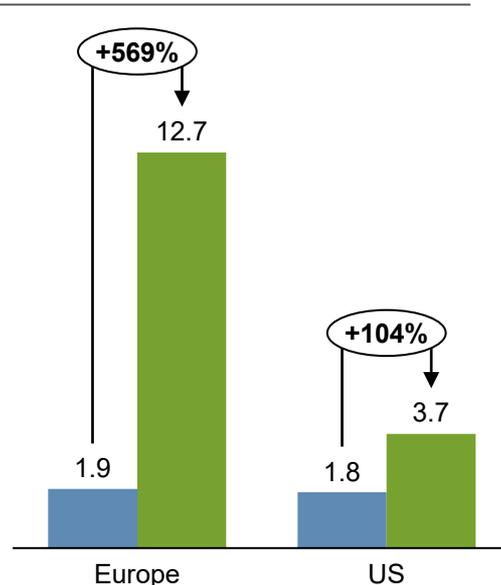
1) Net cash provided by operating activities minus net cash used in investment activities.

Key product price developments

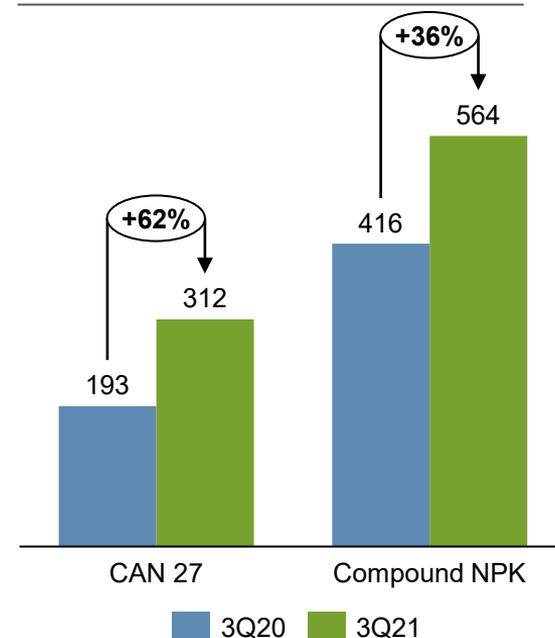
Urea price development¹ (USD/t)



Spot gas prices¹ (USD/Mmbtu)



Yara realized CAN² and NPK price³ (USD/t)



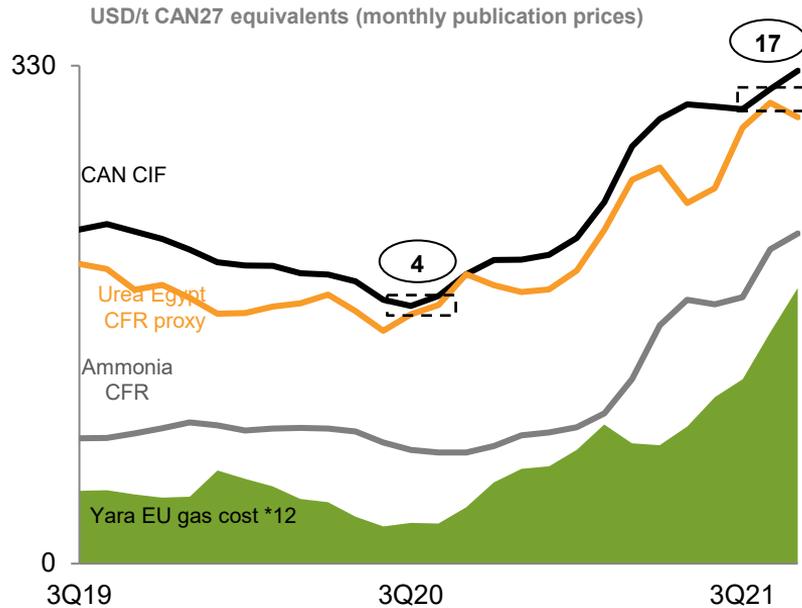
1) Source: BOABC, CFMW, Fertilizer publications, Argus. 1-month lag applied, as proxy for realized prices (delivery assumed 1 month after order)

2) Yara's realized European nitrate price, CAN 27 CIF Germany equivalent ex. Sulphur

3) Yara's realized global compound NPK price (average grade)

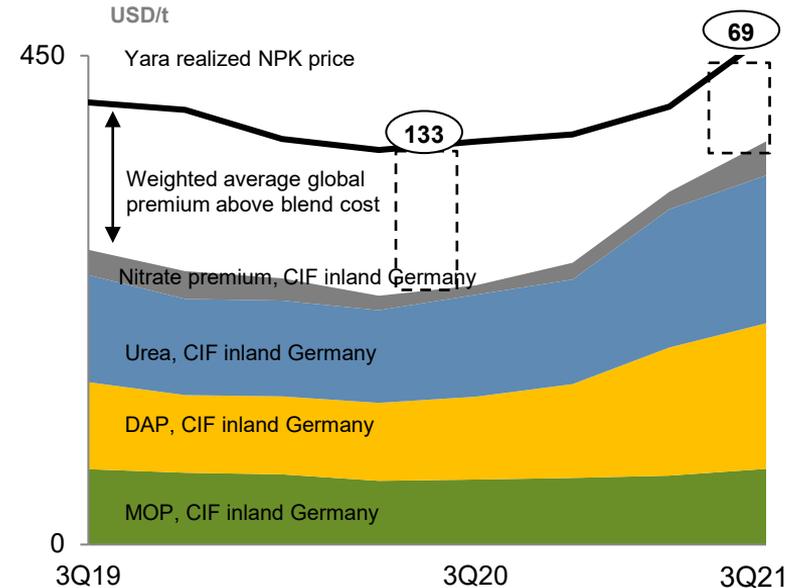
Nitrate and NPK premiums

Nitrogen upgrading margins¹



¹ Nitrate premium in CIF Germany terms, above Urea Granular FOB Egypt, in 27% N (USD/t):
All prices in CAN27 equivalents, with 1 month time lag

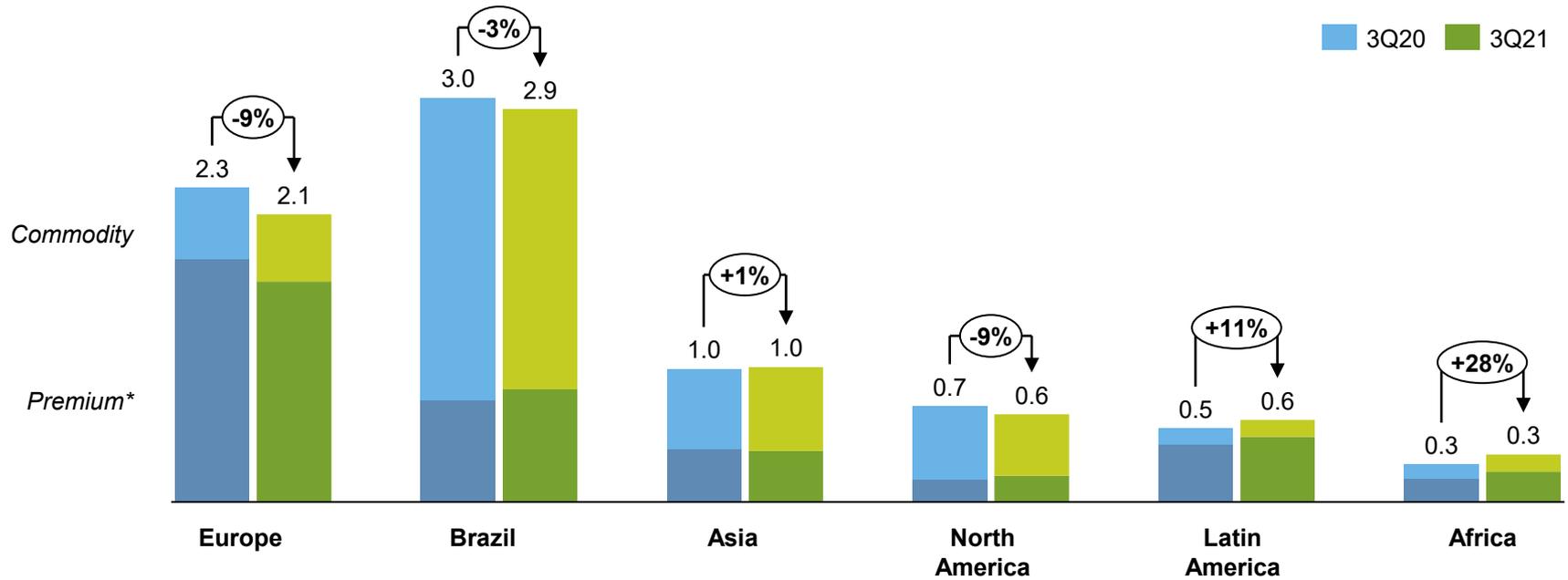
NPK premium over blend²



² Export NPK plants, average grade 19-10-13, net of transport and handling cost.

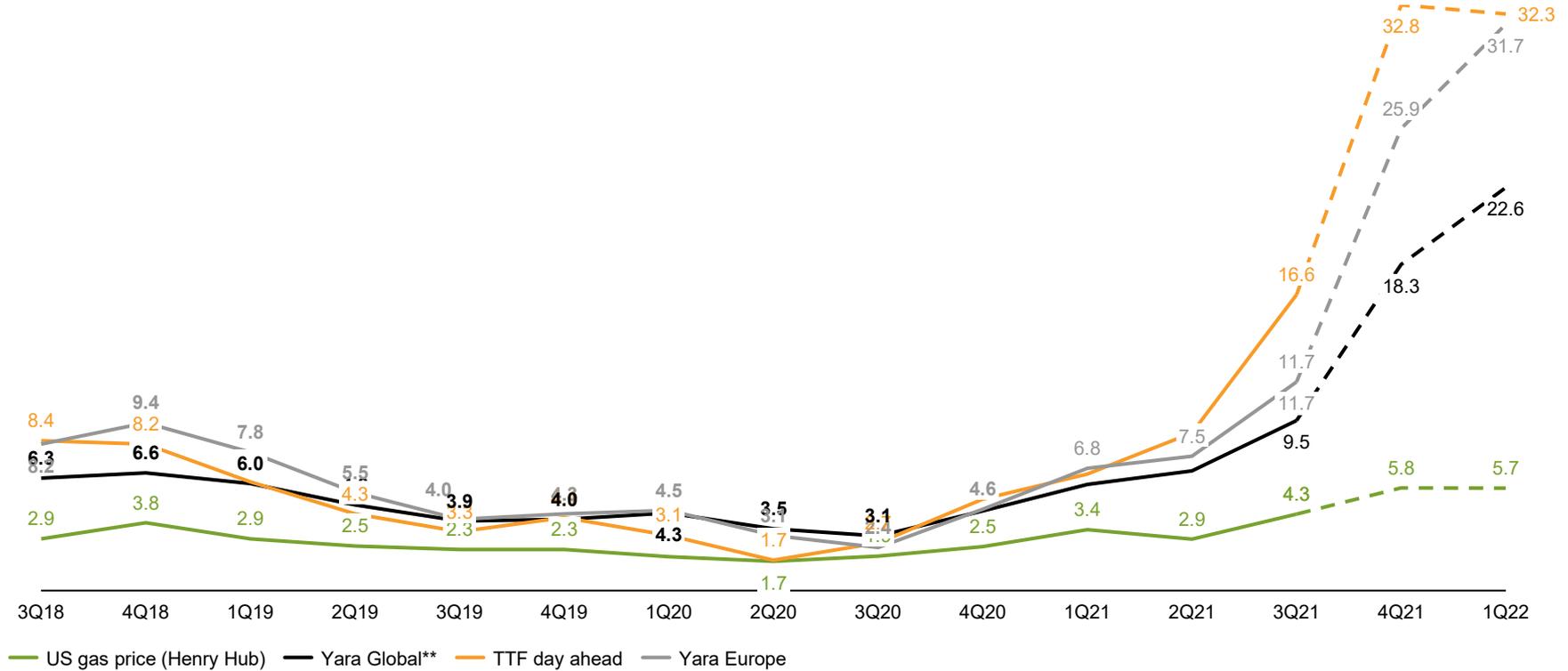
Regional fertilizer deliveries

Million tonnes



Energy cost

Quarterly averages for 2018-2021 with forward prices* for 4Q21 and 1Q22



Source: Yara, World Bank, Argus/ICIS Heren

*Dotted lines denote forward prices as of 7 October 2021, market prices (HH and TTF) are not lagged..

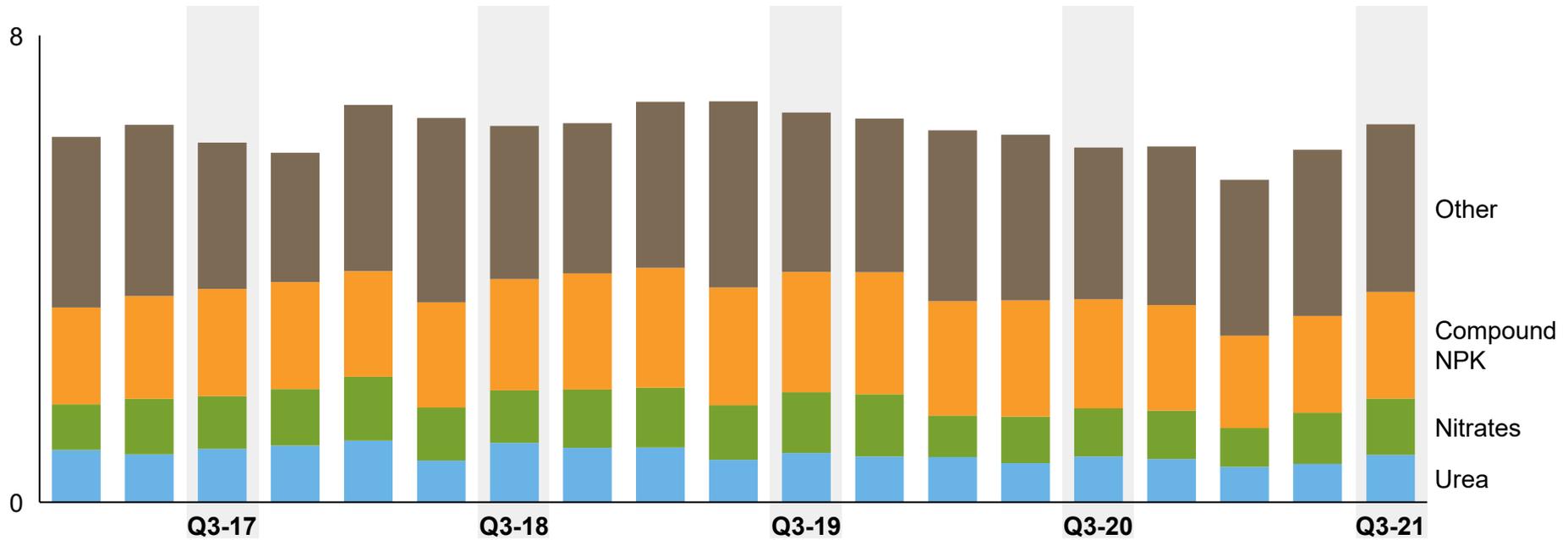
**Yara Global restated from 2Q 2018 to include Cubatão gas cost, Babrala excluded, and updated Yara gas cost methodology from 1Q20



Yara stocks

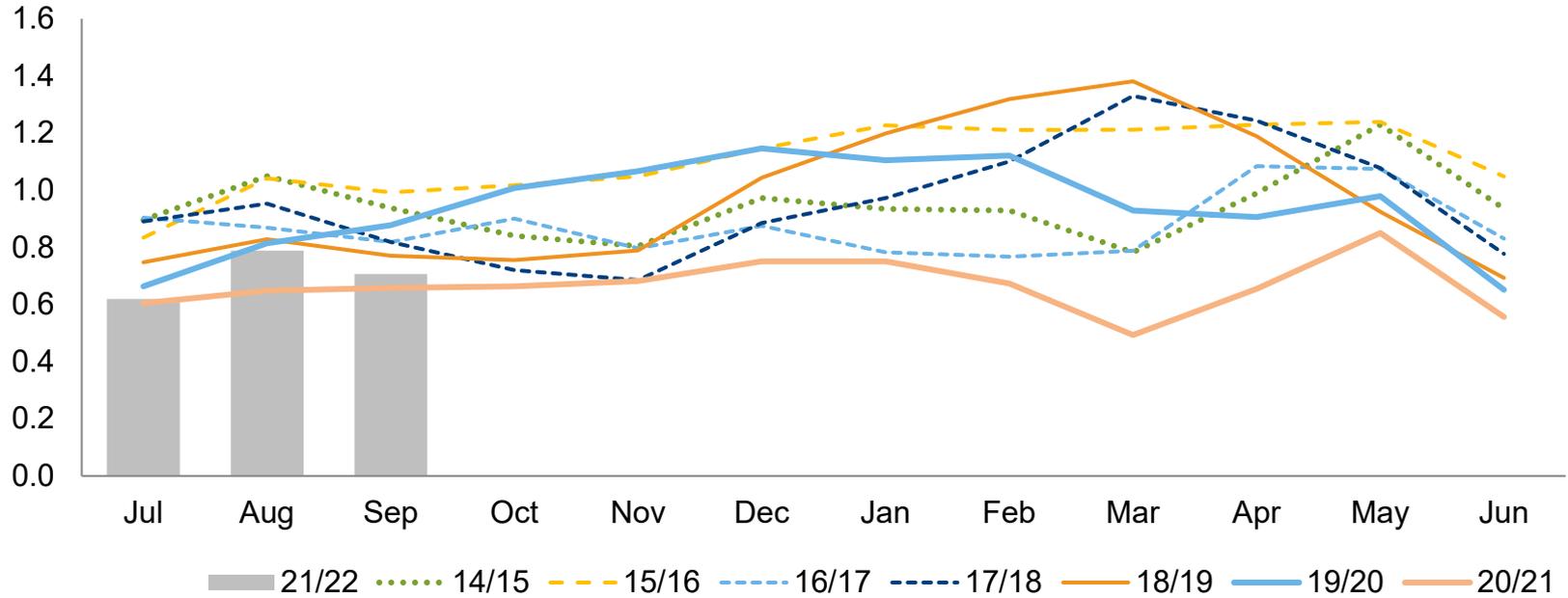
Finished fertilizer

Mill. tonnes

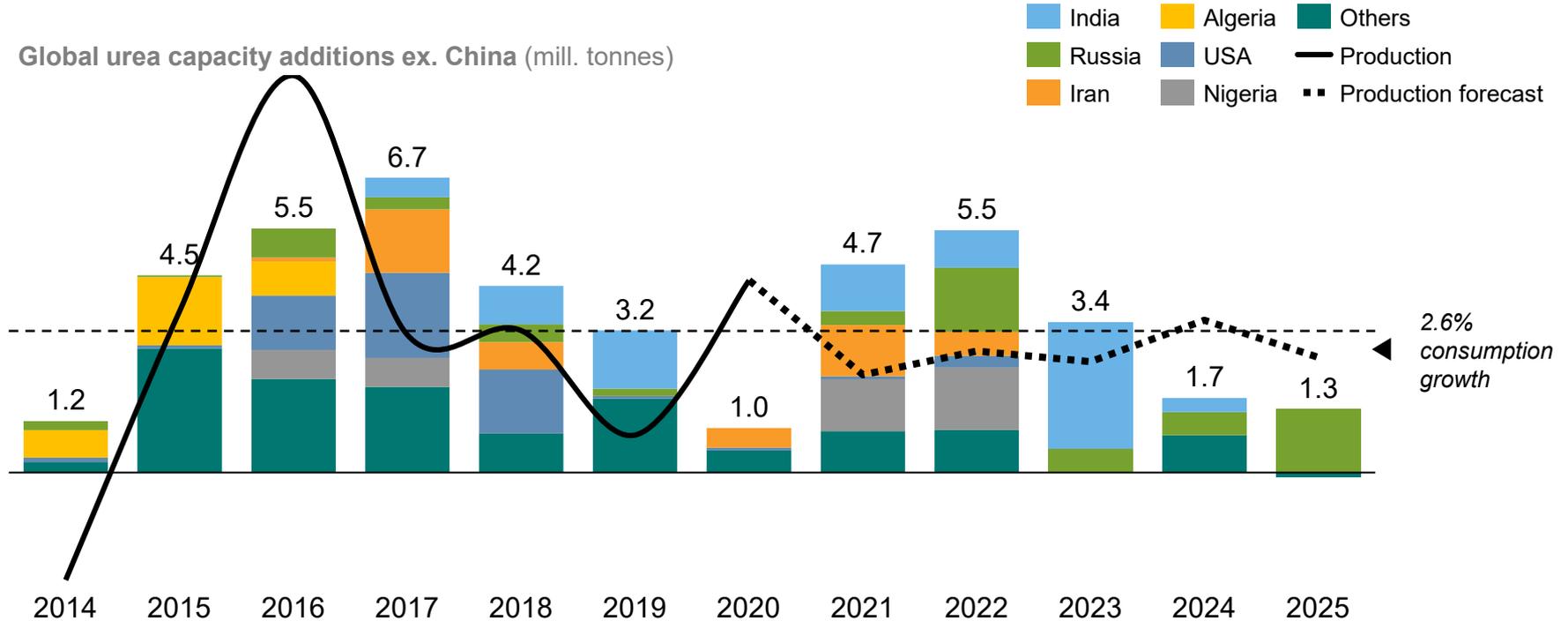


European producers' nitrate stocks

Index
June 2007 = 1



CRU expect lower growth in production than gross capacity additions in the next years



Attractive Yara prospects



Attractive opportunities

- Resource and environment challenges require strong agri productivity improvement
- Attractive Yara growth opportunities within sustainable food solutions and green ammonia
- Improved market fundamentals



Focused strategy

- Crop nutrition leader; #1 premium product and market presence
- Transitioning towards sustainable solutions for the global food system
- Operational improvement and innovation focus



Strong shareholder returns

- Strict capital discipline
- Clear capital allocation policy
- Target to reach 10% ROIC through the cycle

Alternative performance measures

Alternative performance measures are defined, explained and reconciled to the Financial statements in the APM section of the Quarterly report on pages 29-34

