



Knowledge grows

Yara International ASA 2022 fourth-quarter results

8 February 2023



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.

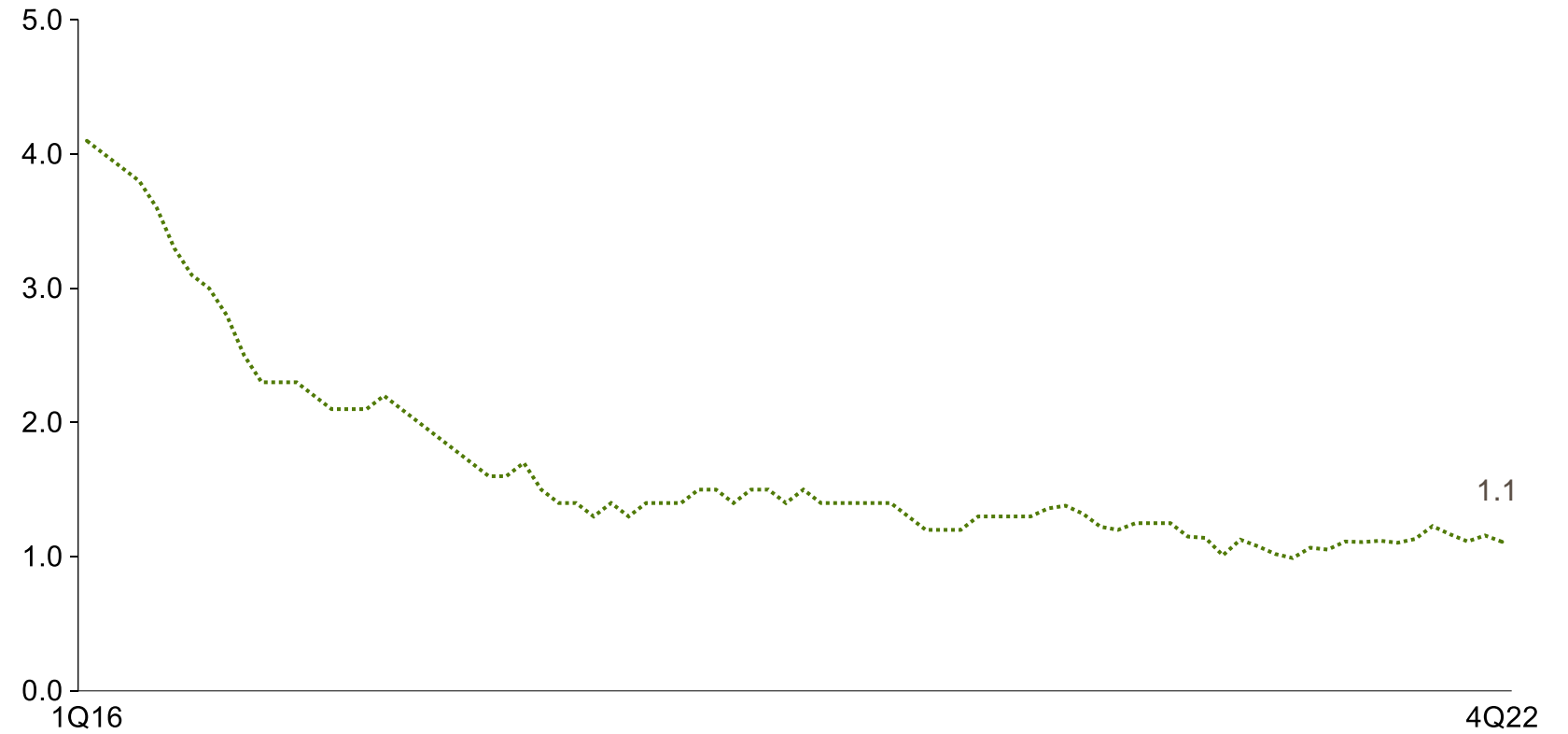




People

Our ambition is zero injuries

TRI¹ (12-month rolling)



1) Total Recordable Injuries per 1 million working hours



Resilient Yara business model

4Q 2022

Improved results with strong cash flow and increased returns across all commercial segments

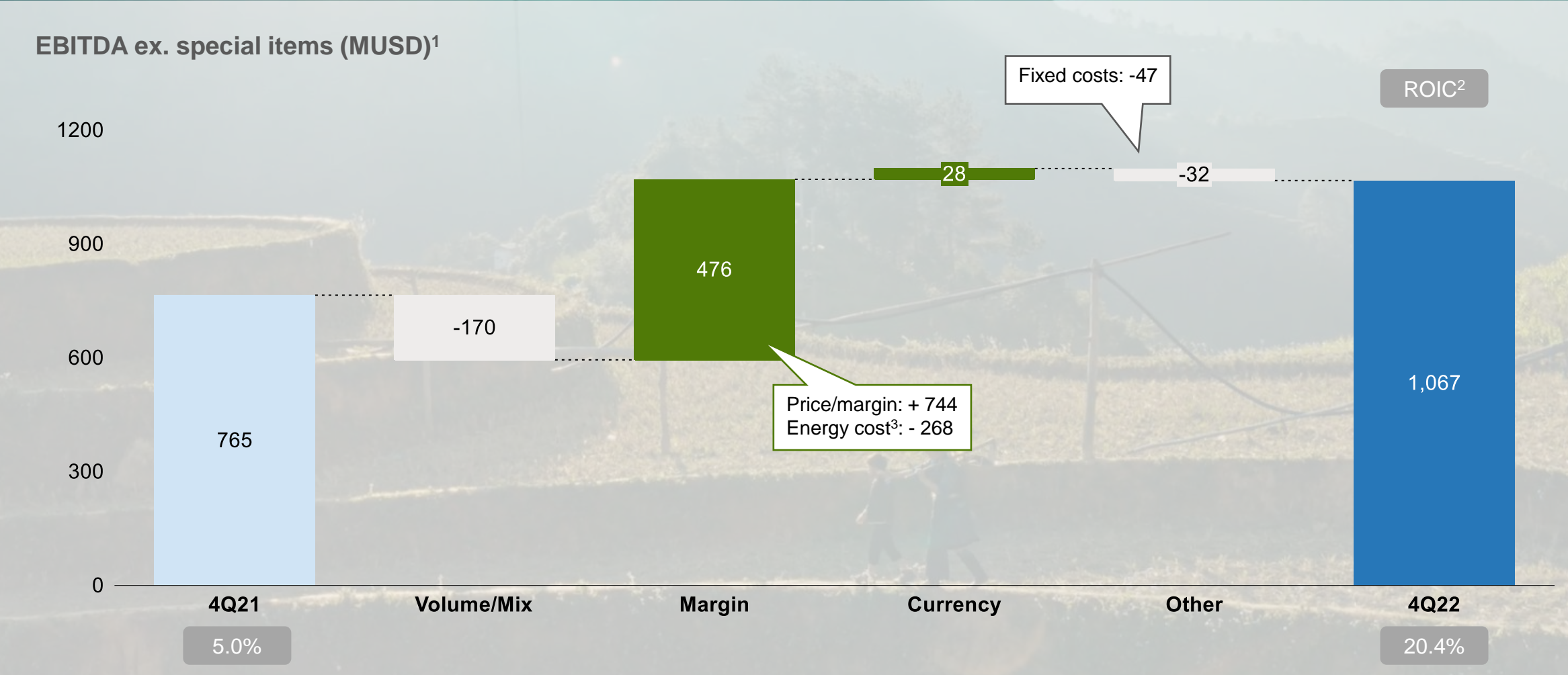
Improved ammonia production reliability and continued optimization of production amid margin volatility

Lower deliveries, however improved farmer affordability and profitability metrics ahead of main application season

Strong organizational performance in 2022 to optimize operations, maintaining supply to customers amid significant raw material sourcing challenges and volatile market conditions

NOK 55 per share annual dividend proposed, bringing total 2022 distribution to NOK 65 per share

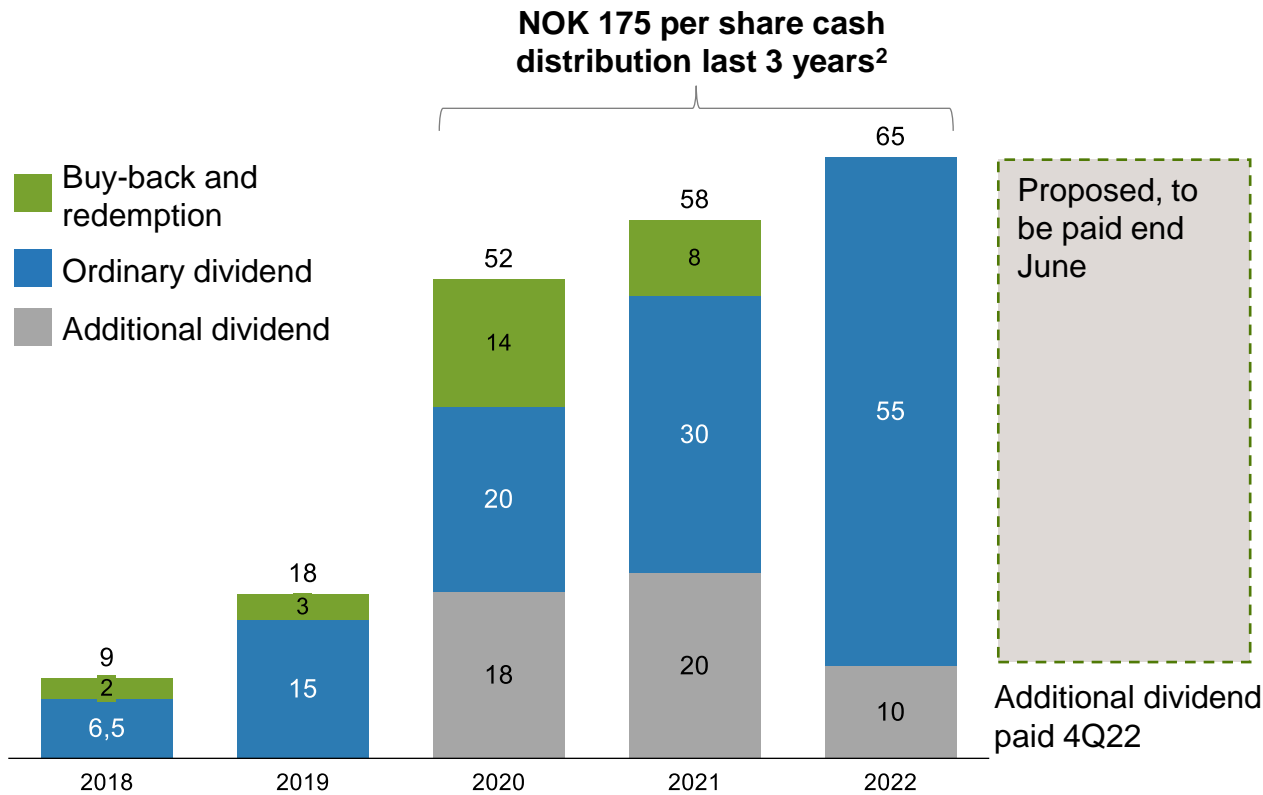
Improved margins more than offset lower deliveries



1) EBITDA ex. special items. For definition and reconciliation see APM section of 4Q report, page 33
 2) Quarterly ROIC, annualized. For definition and reconciliation see APM section of 4Q report, page 34
 3) Energy cost variance calculated by multiplying gas price differential with last year's gas consumption

Proposed dividend of 55 NOK per share, thanks to resilient business model and strong organizational performance

Dividend and buy back¹ per share



Comments

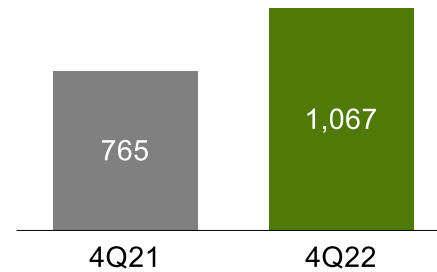
- The Yara Board proposes an ordinary dividend of NOK 55 per share
- NOK 65 per share in total cash return paid and proposed for 2022, reflecting strong returns from Yara's resilient business model
- Yara's overall objective to maintain a mid-investment grade credit rating remains firm, with a targeted mid- to long-term net debt/EBITDA range of 1.5-2.0 and a net debt/equity ratio below 0.60
- Yara will consider further cash distributions in the coming quarters, in line with its capital allocation policy.



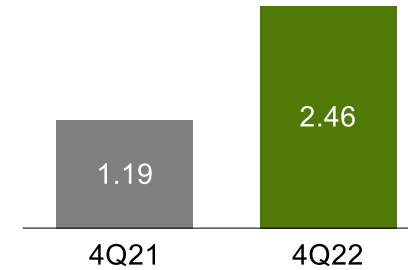
Prosperity

Financial performance

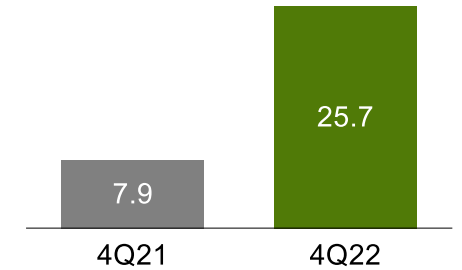
EBITDA ex. special items¹
(MUSD)



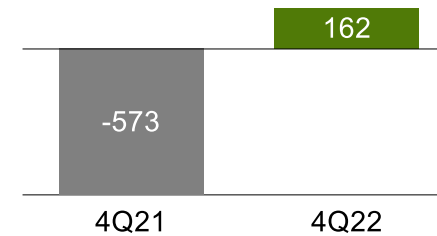
EPS ex. currency and special items¹
(USD per share)



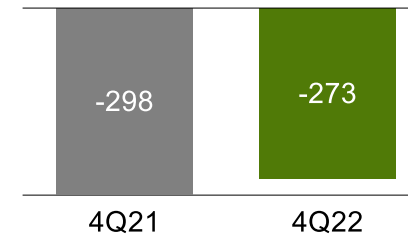
ROIC¹
(12-month rolling)



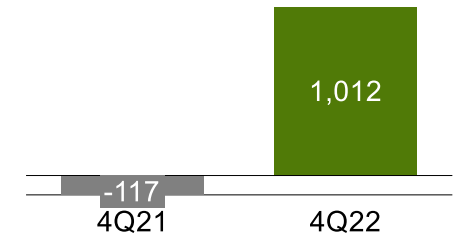
Change in net operating capital²
(MUSD)



Investments (net)³
(MUSD)



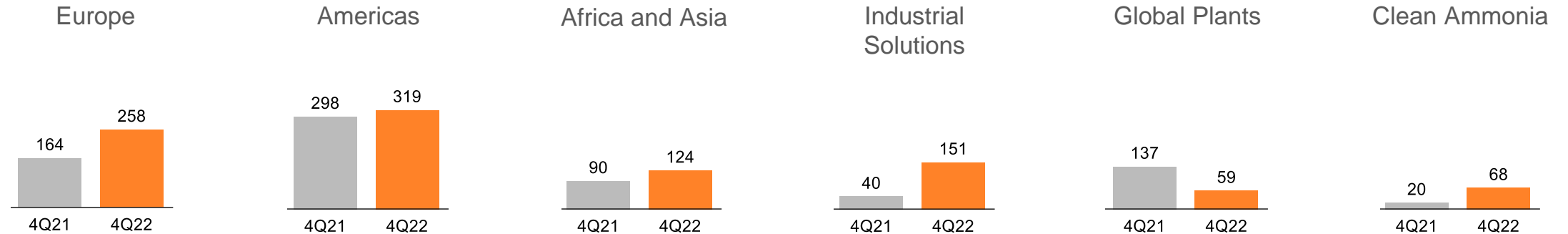
Cash from operations
(MUSD)



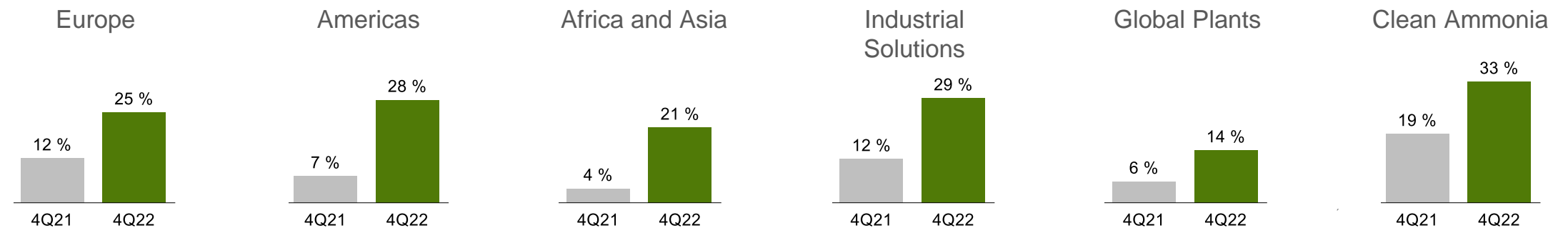
1) Alternative performance measures are defined, explained and reconciled to the Financial statements in the APM section of the 4Q report on pages 33-40
2) Change in net operating capital as presented in the cash flow statement, page 15 of 4Q report
3) Net cash used in investing activities as presented in the cash flow statement, page 15 of 4Q report

Improved returns in all commercial segments

EBITDA ex. special items¹ (MUSD)

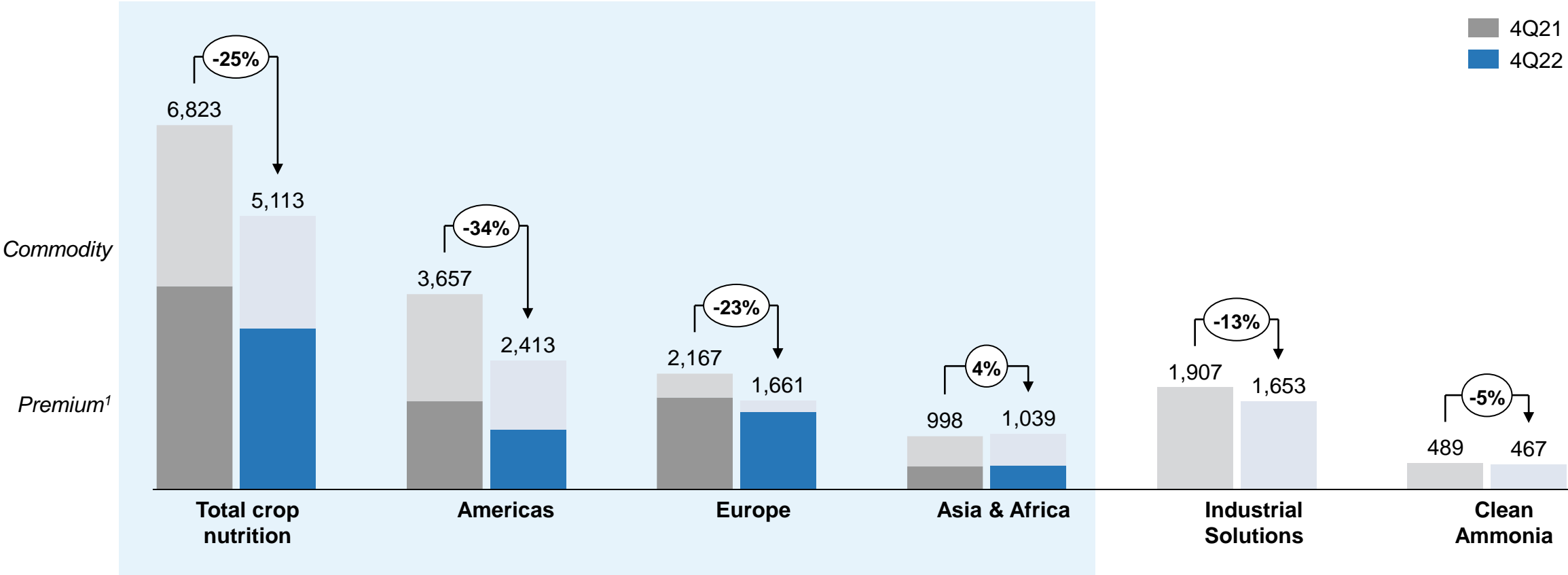


ROIC 12M rolling² (%)



Lower deliveries reflect delayed purchasing amid recent price declines

External deliveries 4Q 2021 vs 4Q 2022, in kt

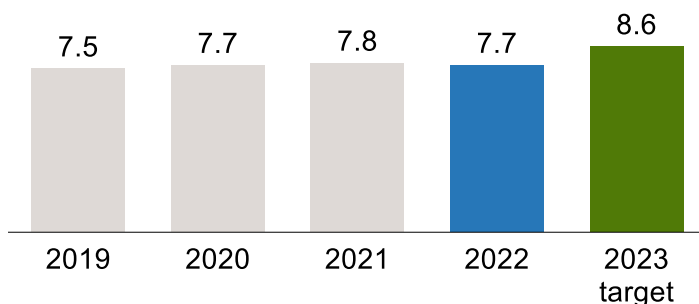


1) Premium defined as Differentiated N, NPK, CN, fertigation products and YaraVita

Yara Improvement Program (YIP): unchanged capex guidance, focus on optimization and cost discipline

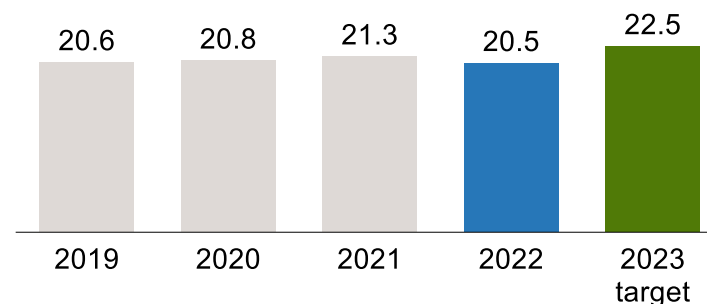
Ammonia production¹ (mt)

Reliability issues and turnaround delay at a few key sites leads to an overall reduction in output



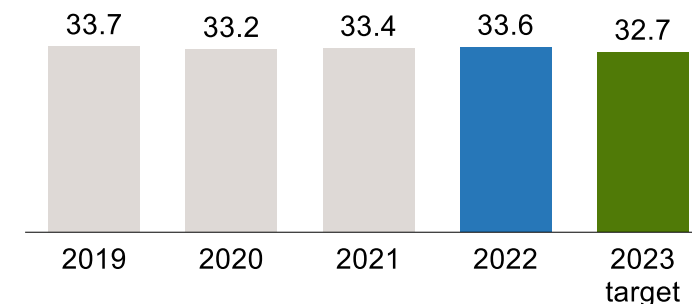
Finished product production¹ (mt)

Lower ammonia and nitric acid availability linked to reliability issues limited the finished products performance



Ammonia energy consumption (GJ/ton)

Increase in energy consumption linked to ammonia reliability performance

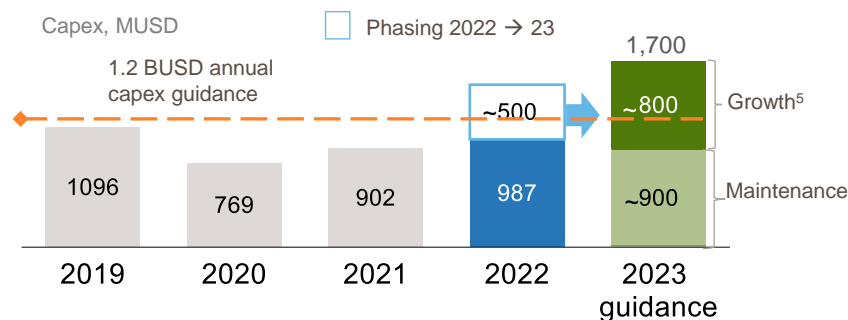
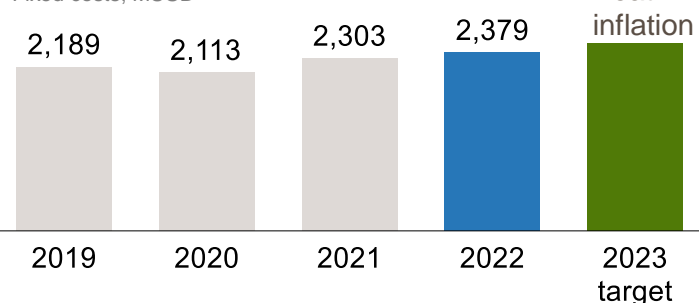


Fixed costs² and capex³ guidance (MUSD)

- Fixed cost above target in 2022 to safeguard operations and earnings in a demanding and high-inflation environment
- Continued strong cost discipline with target to beat inflation in existing business going forward
- Future growth initiatives excluded from definition

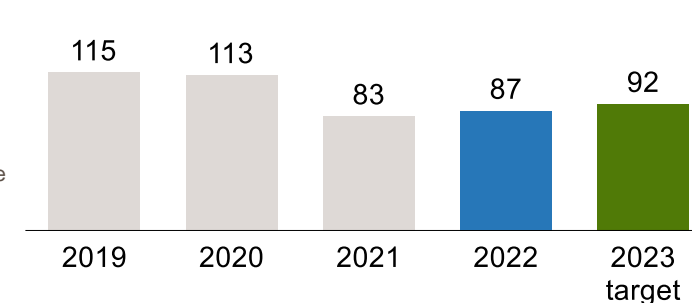
- Capex guidance is unchanged at max 1.2 BUSD annual average, however, this may be inflation-adjusted going forward to safeguard operations and earnings
- Capex is well below guidance in the last 3 years
- 2023 capex guidance in line with policy, including phasing from 2022

Fixed costs, MUSD



Operating capital⁴ (Days)

Strong inventory and receivable day reduction since 2019



1) Targets and actual volumes adjusted for portfolio changes

2) For a reconciliation of Fixed costs to Operating costs and expenses, see the APM section of the 4Q report, page 38

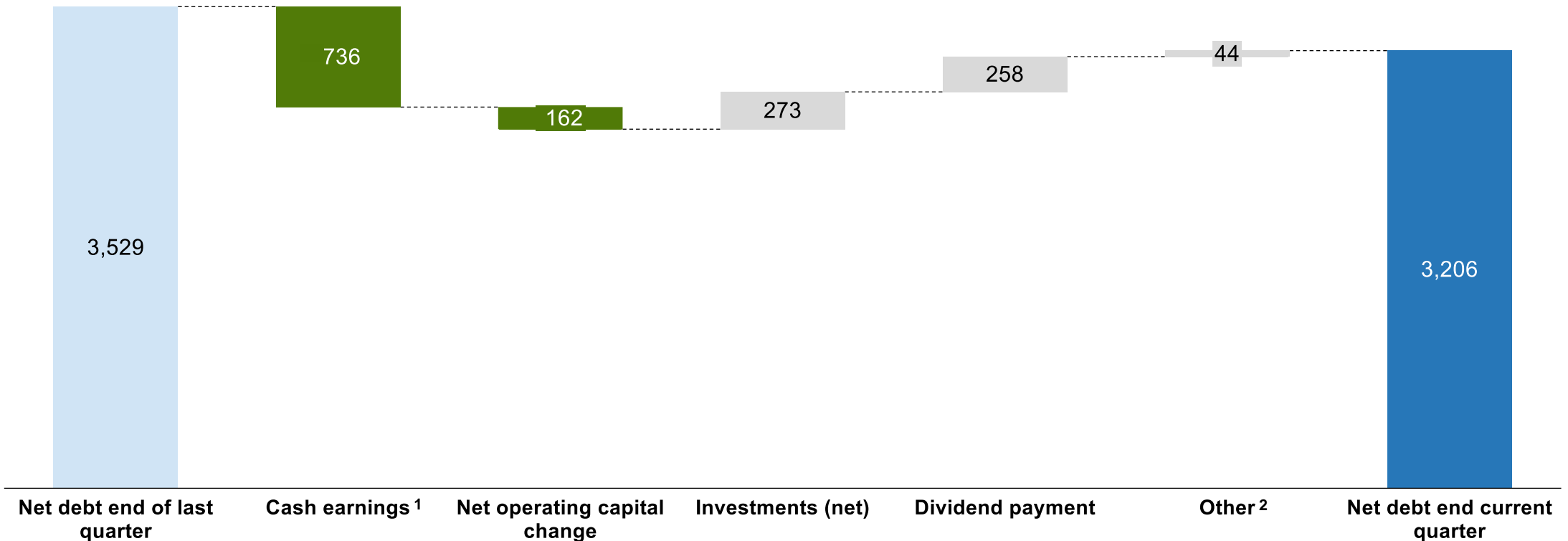
3) Capex is defined as a cash outflow from investing activities as presented in the cash flow statement, page 15 of 4Q report

4) Operating capital excluding prepayments from customers. For a reconciliation of Operating capital days, see the APM section of the 4Q report, page 38

5) Includes improvement and growth projects (both committed and uncommitted)

Strong cash earnings and release of operating capital more than funded dividend payment and investments

Net interest-bearing debt: 4Q development (MUSD)

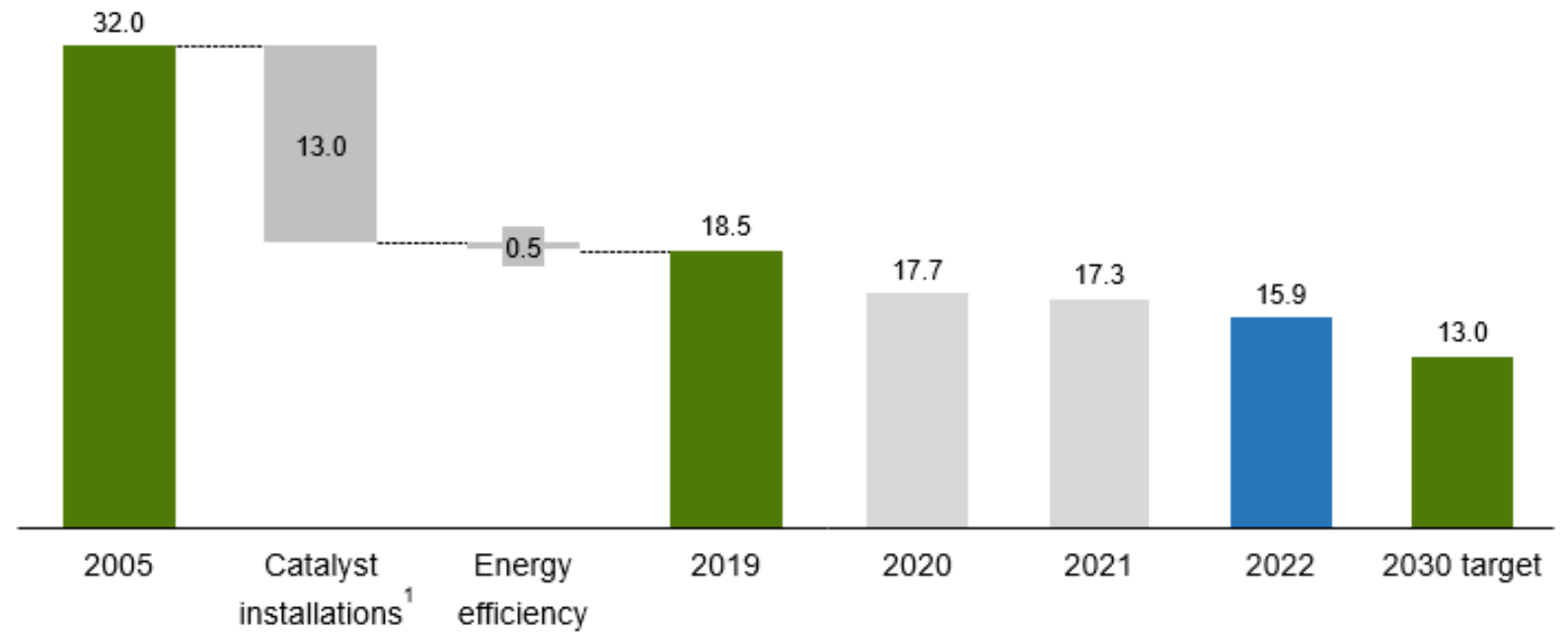




Continued progress towards ambitious 2030 emissions target; 2022 figures impacted by lower production

Yara's climate roadmap from 2005 to 2022

Absolute emissions (scope 1+2)^{1,2}, Mton CO₂e



1) N₂O abatement in nitric acid plants

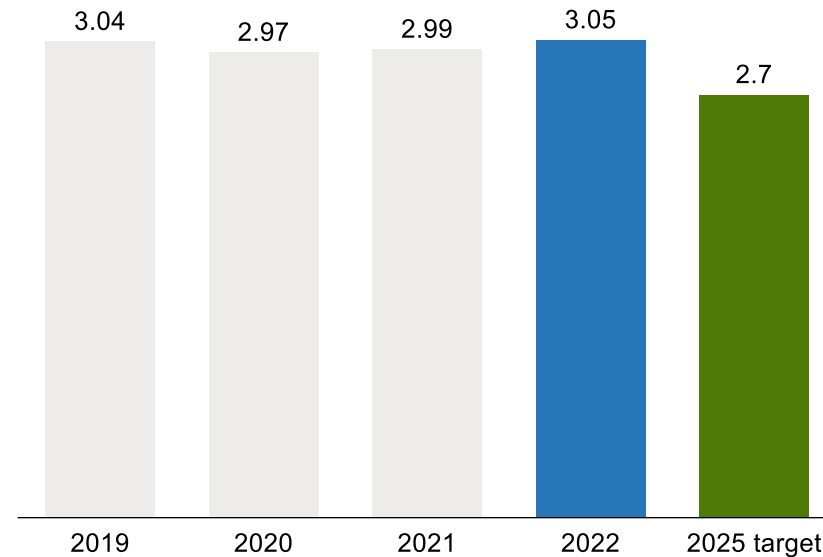
2) Measured and reported annually. Reasonable assurance is ongoing for final 2022 results for non-financial report hence minor deviations to Q4 reported values may occur. Target is for 2030 with a 2019 baseline.



GHG reduction investments on track; emission intensity impacted by production optimization and reliability performance

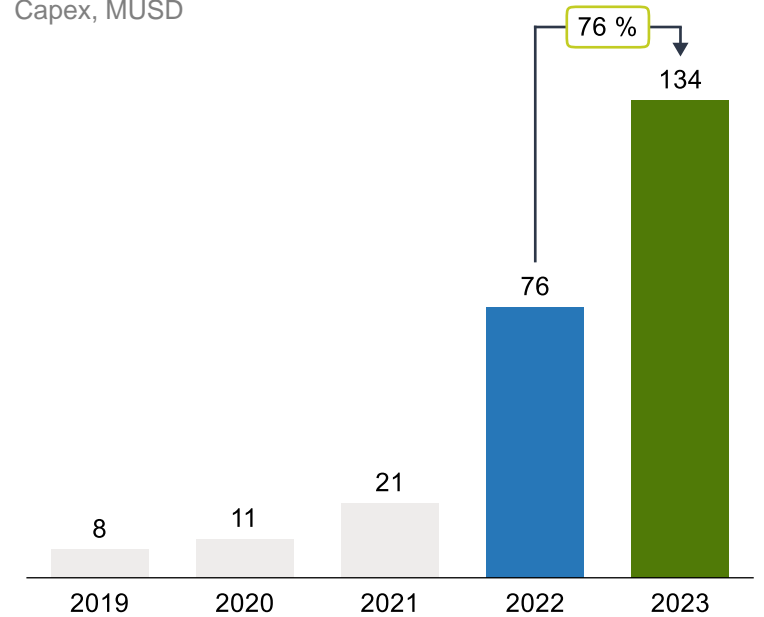
Emissions intensity

GHG intensity, kg Co2e/kg N



GHG reducing investments

Capex, MUSD

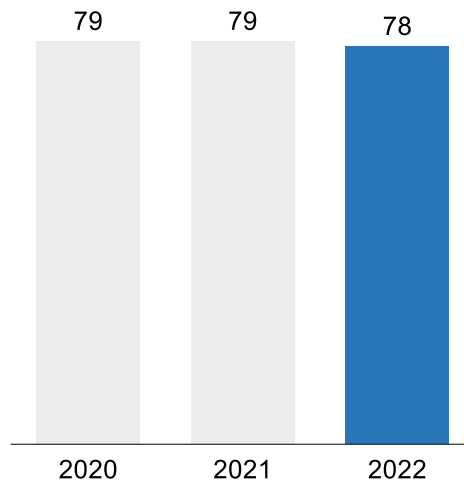


People

Top-quartile employee engagement sustained in 2022

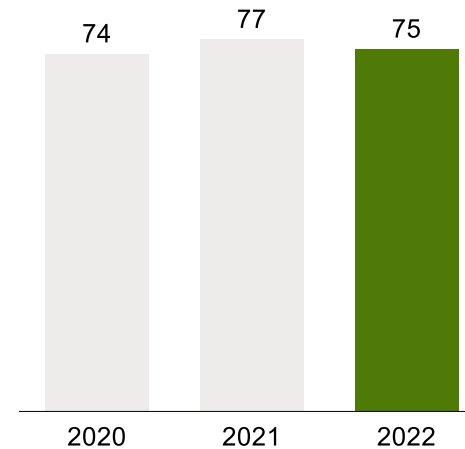
Employee engagement¹

Index



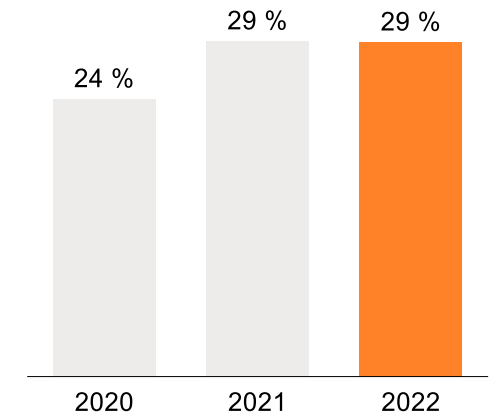
Diversity, Equity & Inclusion index²

Index



Share of female leaders³

Percent



1) Measured annually. Employee engagement index is measured through a third-party survey, providing data-driven analysis against international benchmarks. The threshold for top-quartile performance in 2022 was at 78

2) Measured annually. The D&I index is measured through a third-party survey, providing data-driven analysis against international benchmarks. The threshold for top-quartile performance in 2022 was at 76

3) Measured quarterly. The female senior managers indicator is measured as the percentage of top positions (level 15 and above in Yara's position level system) held by women

Full year condensed statement of income

	2022	2021	Variance
Revenue and other income	24,051	16,607	7,444
Raw materials, energy costs and freight expenses	(18,078)	(12,803)	(5,275)
Change in inventories of own products	725	668	57
Payroll and related costs	(1,284)	(1,270)	(14)
Depreciation and amortization	(964)	(984)	20
Impairment loss	(35)	(666)	631
Expected and realized credit loss on trade receivables	(14)	(6)	(8)
Other operating expenses	(575)	(479)	(96)
Operating costs and expenses	(20,224)	(15,540)	(4,684)
Operating income	3,827	1,068	2,759
Share of net income in equity-accounted investees	25	23	2
Interest income and other financial income	108	64	44
Foreign currency translation gain/(loss)	(61)	(251)	190
Interest expense and other financial items	(260)	(164)	(96)
Income before tax	3,639	739	2,900
Income tax expense	(857)	(355)	(502)
Net income	2,782	384	2,398
Basic earnings per share	10.90	1.75	9.15
Weighted average number of shares outstanding	254,725,627	256,789,744	

Comments

- Increased revenues and variable costs reflecting higher prices for both finished products and raw materials
- 2021 impairments of Salitre and DalloI projects (~ USD 570 million)
- Foreign currency loss of USD 61 million reflects loss on US debt positions, partly offset by gain on internal positions in other currencies than USD

Condensed statement of financial position

	31.12.2022	31.12.2021	Variance
Assets			
Total non-current assets	9,363	9,574	-211
Total current assets	8,620	7,698	922
Total assets	17,982	17,272	710
Equity and liabilities			
Total equity	8,600	7,116	1,484
Total non-current liabilities	5,043	4,612	431
Total current liabilities	4,338	5,544	-1,206
Total equity and liabilities	17,982	17,272	710

Comments

- Increased equity reflects strong earnings, partly offset by USD 1 billion dividend payment
- Non-current liabilities increased with USD 600 million bond issued in November
- Lower current liabilities mainly due to lower trade payables with less TPP commodity sourcing to Americas, and repayment of bond debt maturing in 2022

Driving sustainable performance with an integrated scorecard

People

Yara KPI	2020	2022	2025 Target	Measure
Strive towards zero accidents	1.3	1.1	<1.0	TRI
Engagement Index ¹	79%	78%	Top quartile	Index
Diversity and inclusion index ¹	74%	75%	Top quartile	Index
Female senior managers	24%	29%	40%	%



Planet

Yara KPI	2020	2022	2025 Target	Measure
Energy efficiency ²	33.2	33.6	32.7	Gj/t NH3
GHG emissions, intensity	3.0	3.1	2.7	t CO2e/t N
GHG emissions, scope 1+2 ³	-4%	-14%	-30%	CO2e
Active hectares ⁴	8	15	150	MHa
Carbon marketplace ⁵			TBD	



Prosperity

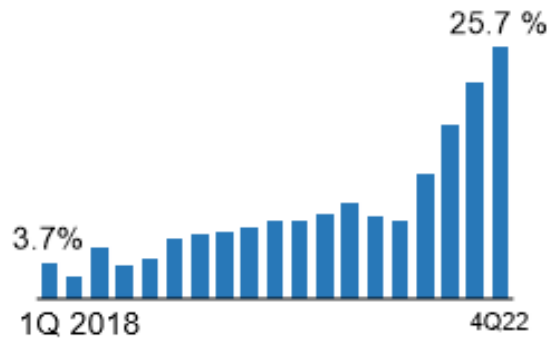
Yara KPI	2020	2022	2025 Target	Measure
Ammonia Production ⁶	7.7	7.7	8.6	Mt
Finished Fertiliser Production ⁶	20.8	20.5	22.5	Mt
Premium generated ⁸	1,036	1,808	N/A	MUSD
Revenues from new business models	6	22	1,500	MUSD
Revenues from online sales	0	17	1,200	MUSD
Working capital ^{6,7}	113	87	92	Days
Capital return (ROIC) ⁷	8.0 %	25.7 %	>10%	%
Fixed costs ^{7,10}	2,113	2,379	beat inflation	MUSD
Capex ⁹	0.8	1.0	1.2	BUSD
Net debt / EBITDA ⁷	1.36	0.66	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 4Q 22 Report on pages 33-40
- 8) Market reference used in the premium calculation is currently under review
- 9) CAPEX max 1.2 BUSD (including maintenance) in 2022 real terms
- 10) Fixed cost target is annual

2022: In a challenging operating environment, Yara delivered strong returns and strategic progress

Increased return on capital
ROIC 12M rolling¹



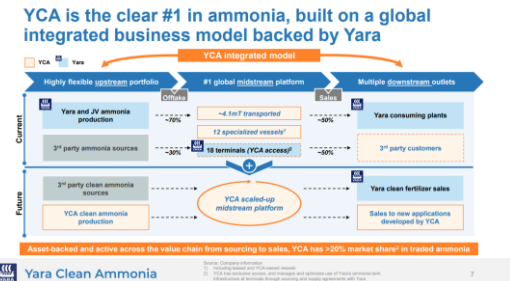
Continuing innovation efforts and expanding the portfolio of growth venture investments



Decarbonizing food through strategic partnerships



Progress towards a potential IPO of a minority share in Yara Clean Ammonia



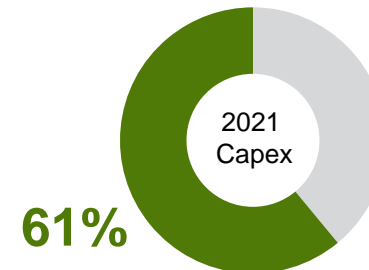
Solid shareholder returns
Share price with dividends reinvested – NOK²



Leading ESG ratings from several providers, leading in our industry

MSCI	A
ecovadis	Platinum
SUSTAINALYTICS	Medium #1 in Agri-Chemicals sector

A shift to greener investments
61% of 2021 CAPEX classified as light, medium or dark green according to Cicero³



Agoro Carbon Alliance – a farm-based solution to our climate challenge, grounded in soil



- Distributes more than 12 million USD to farmers and ranchers in the first year, creating a unique position in the carbon farming market
- Funding from USDA to lead climate-smart project for fruit and nut growers in the US

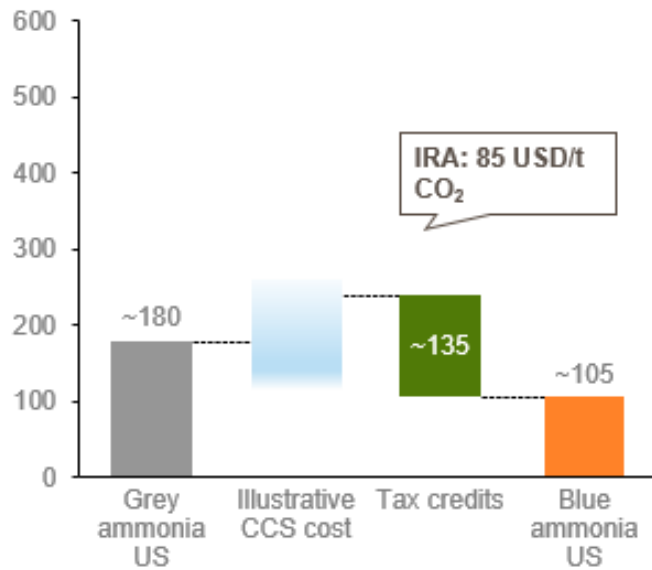


1) For definition and reconciliation of ROIC, see APM section in quarter reports
2) Source: <https://www.yara.com/investor-relations/share-and-debt-information/share-information/>
3) <https://www.yara.com/syssiteassets2/investors/057-reports-and-presentations/other/2021/yara-cicero-shades-of-green-report-2021.pdf/>

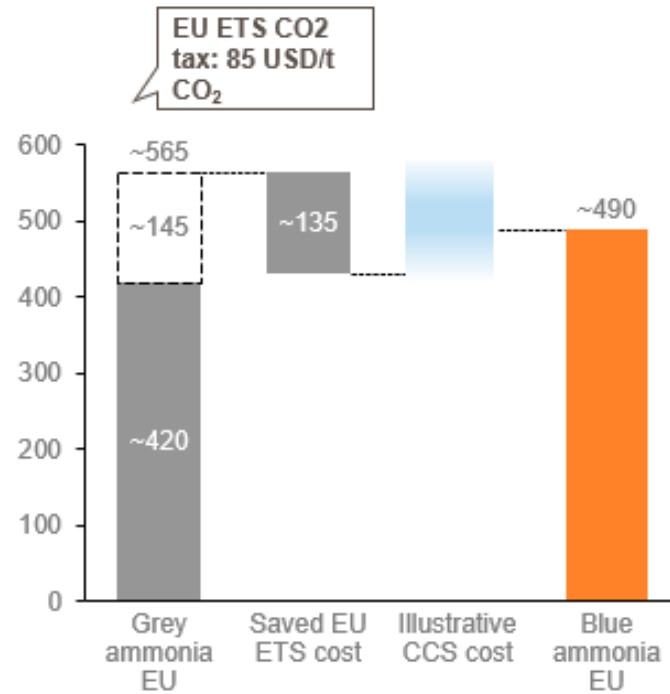
US policies create much needed decarbonization momentum, and present growth opportunities for Yara

Illustration: Cash cost blue ammonia

US



Europe

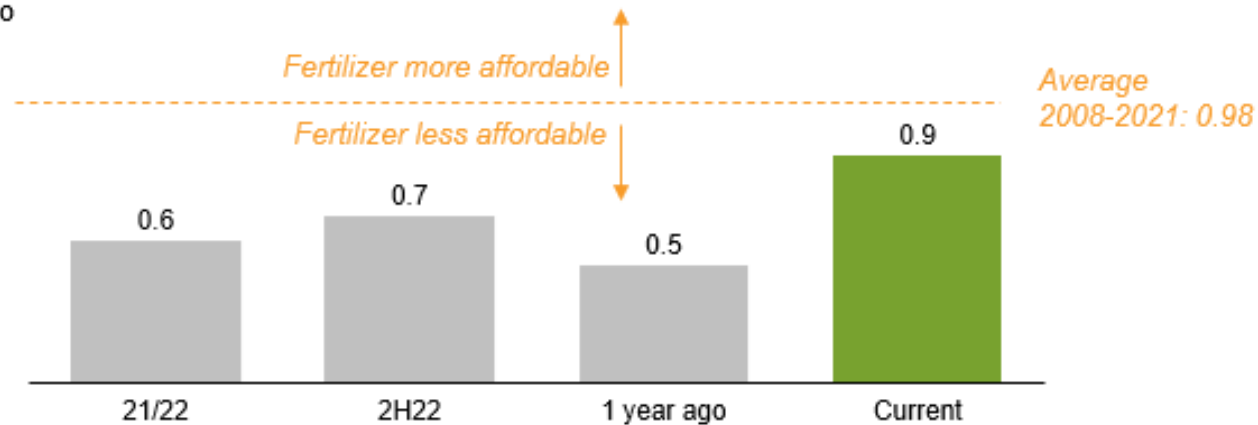


- US is a highly attractive location for clean ammonia:
 - Low natural gas prices
 - Competitive access to CO₂ storage and transportation
 - Powerful government incentives
- Clean ammonia from the US represents a significant opportunity for profitable decarbonization and potential to drive increased adoption in new segments including shipping, power generation and as an energy carrier
- Yara is uniquely positioned – with its global production and distribution footprint, flexible asset base and with YCA's world-leading capabilities within ammonia transport and storage – to drive progress globally for the energy transition, climate crisis and food security

Strong farmer incentives ahead of application season in Europe

Improved farmer affordability and profitability metrics

Cereal index / urea index, 2014-2016 = 1 ratio

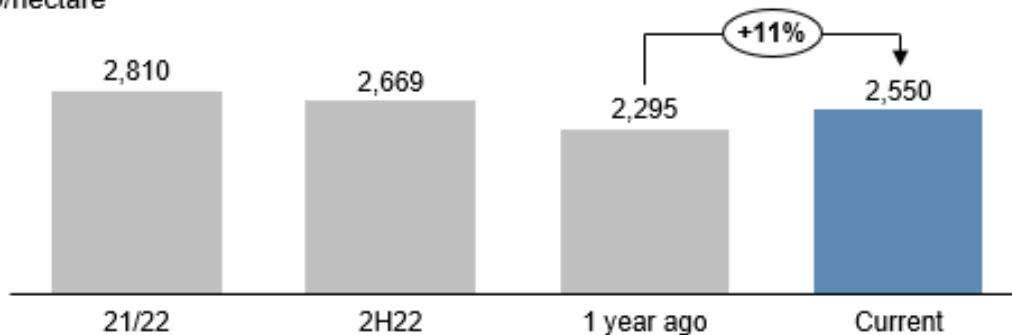


Source: International publications, FAO (2014-2016 = 100) for both FAO cereal index and urea fob Arab Gulf

Comments

- During 2022, higher prices saw farmers and distributors in some regions postpone purchases, creating supply overhangs and contributing to price declines towards the end of the year
- However, the price declines have led to improved key affordability and profitability metrics for farmers at the start of 2023, and catch-up demand potential is seen in most regions

Farmer revenue above nitrogen cost (wheat example, using CAN)
USD/hectare



Calculation is detailed in the appendix on slide 33

Yara is playing a leading role in tackling the food crisis and climate change while enabling the energy transition



Unique opportunities:

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



Focused strategy:

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

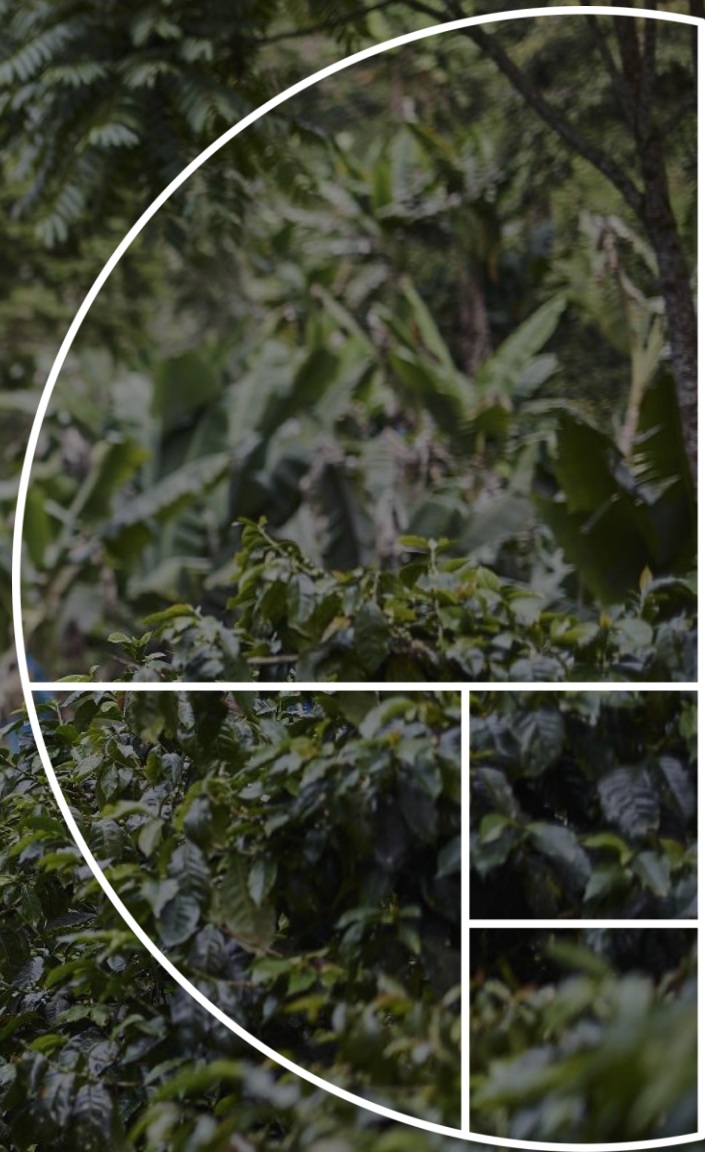


Strong shareholder returns:

- Strict capital discipline
- Clear capital allocation policy
- Improving underlying ROIC; 10% ROIC target through the cycle

Save the date: Yara Capital Markets Day 26 June 2023

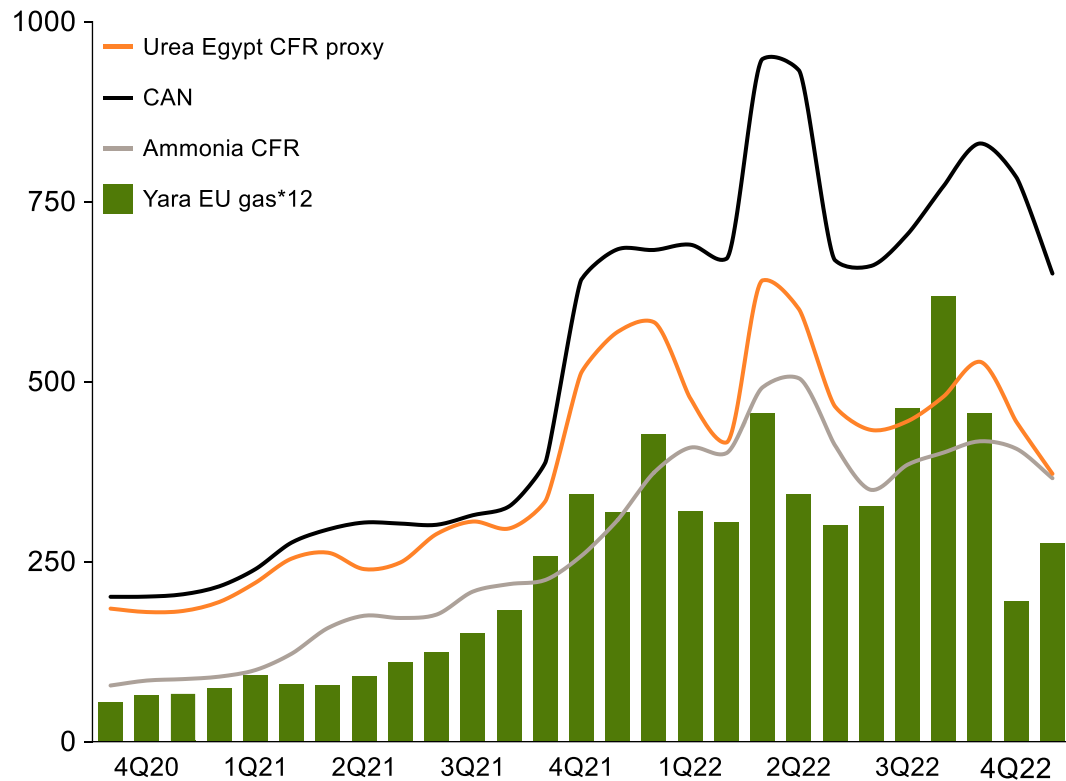
Appendix



Nitrate and NPK premiums

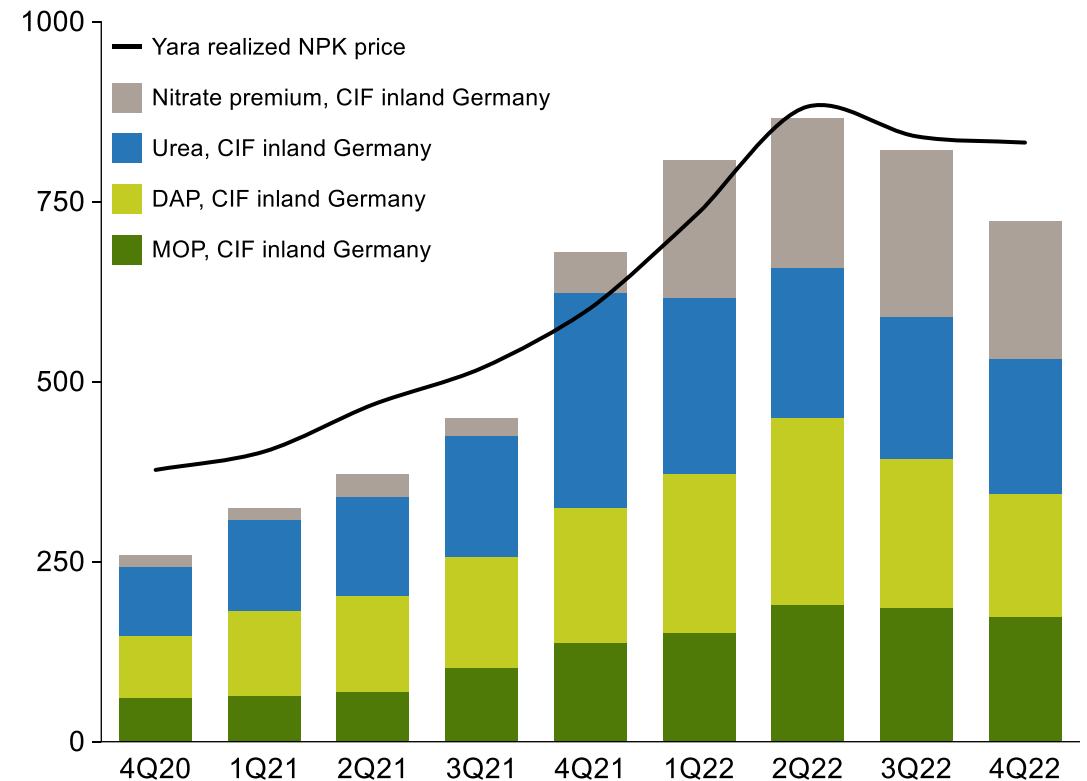
Nitrogen upgrading margins¹

USD/t CAN27 equivalents (weekly publication prices)



NPK premium over blend²

USD/t



- 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
- 2) Export NPK plants, average grade 19-10-13, net of transport and handling cost.
- 3) Premium calculated above MOP, DAP and CAN CIF inland Germany.
- 4) No time lag

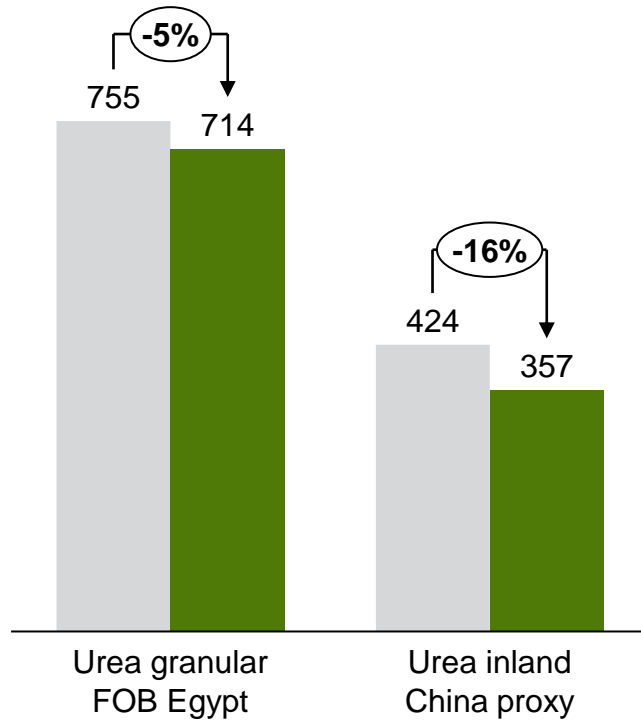
Source: Fertilizer Market publications



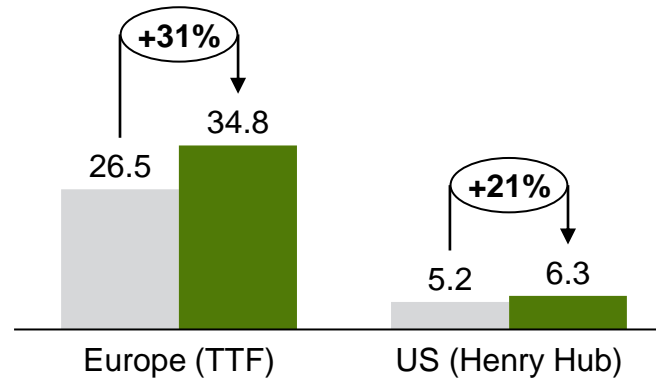
Key product price development

■ 4Q21 ■ 4Q22

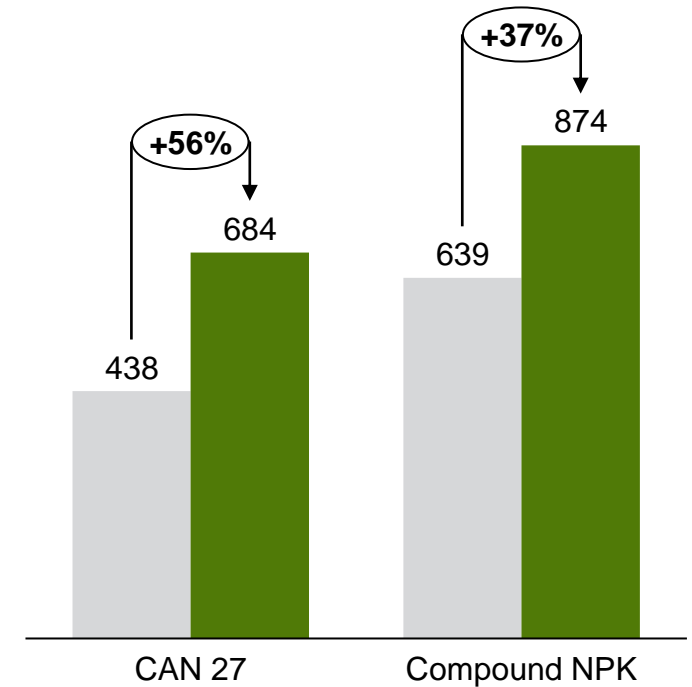
Urea price development¹ (USD/t)



Spot gas prices¹ (USD/Mmbtu)



Yara realized CAN² and NPK price³ (USD/t)

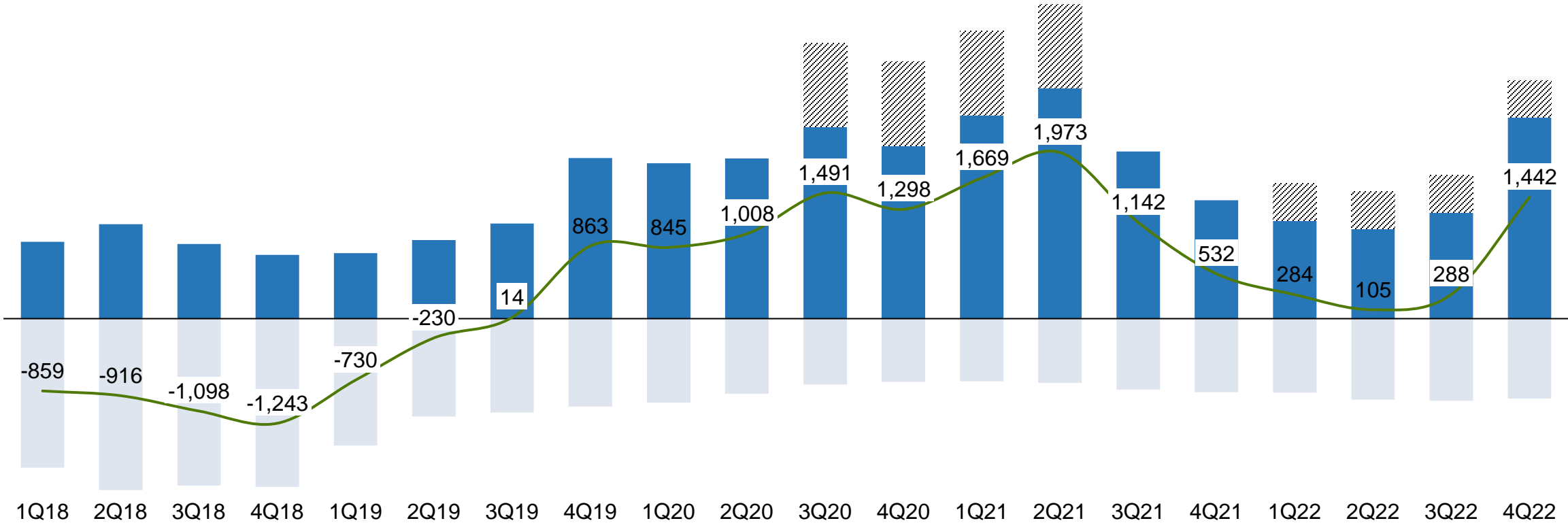


1) Source: BOABC, CFMW, Fertilizer publications, Argus. 1-month lag applied, as proxy for realized prices (delivery assumed 1 month after order)
 2) Yara's realized European nitrate price, CAN 27 CIF Germany equivalent ex. Sulphur
 3) Yara's realized global compound NPK price (average grade)

Free cash flow

Free cash flow before financing activities^{1,2}

Divestment proceeds
 Operations
 Investments
 Free cash flow adjusted for divestment proceeds

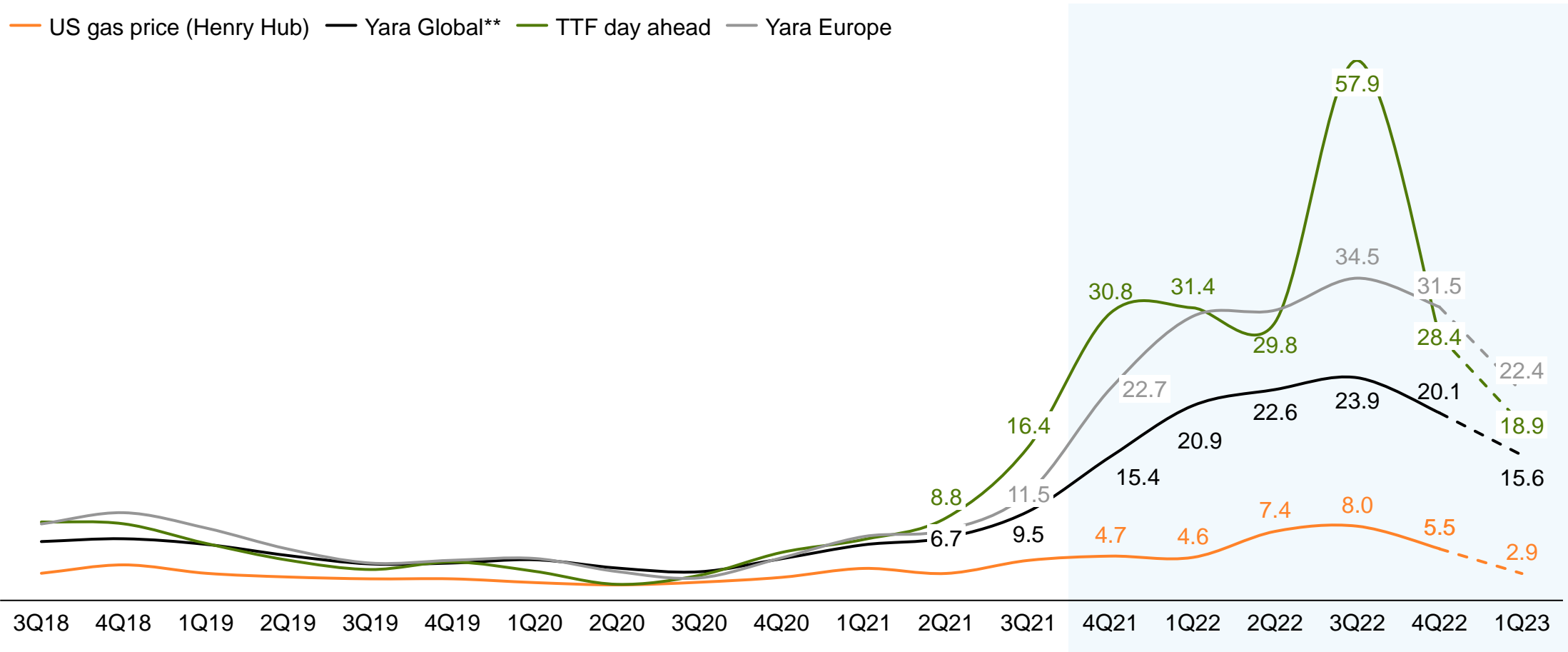


1) Net cash provided by operating activities minus net cash used in investment activities.
 2) L12M, MUS\$

Energy cost

Quarterly averages for 2018 - Q1 2023 with forward prices* for Q1 2023

— US gas price (Henry Hub) — Yara Global** — TTF day ahead — Yara Europe



Source: Yara, Argus

*Dotted lines denote forward prices as of 31 January 2023, 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



Details of energy cost actuals and estimate 1Q 2023

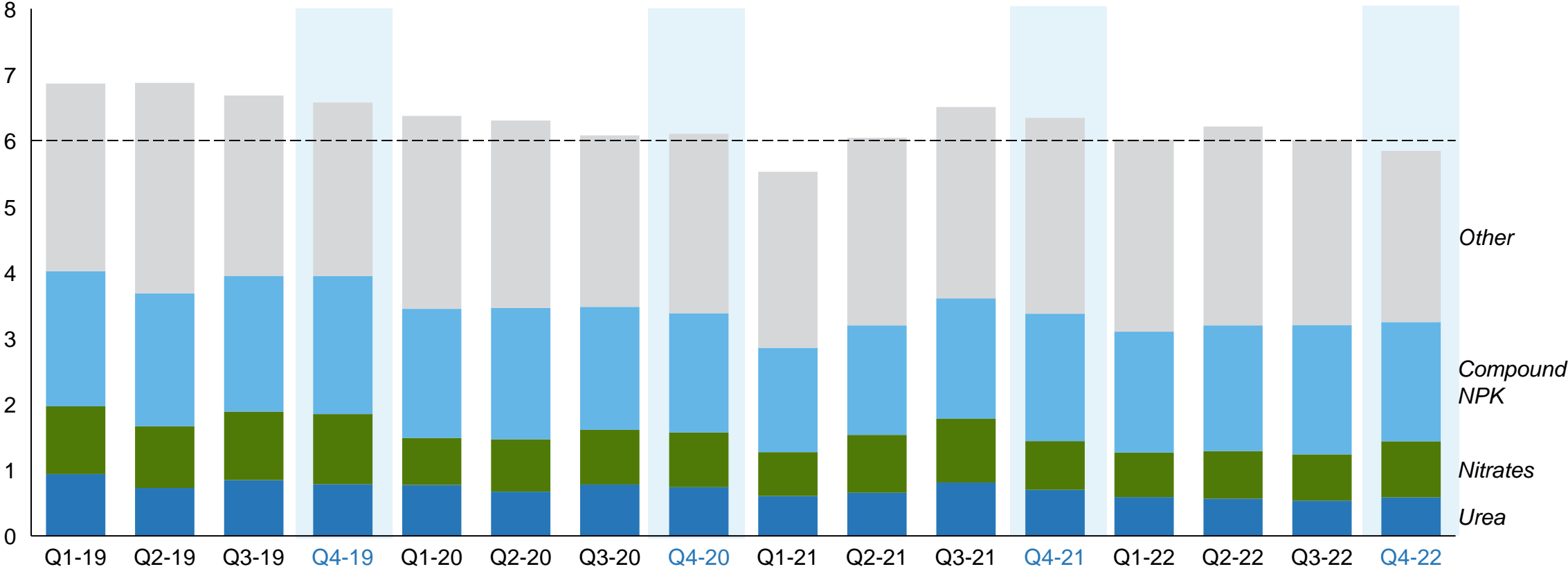
Europe		1Q22	2Q22	3Q22	4Q22	1Q23 estimations based on forward prices
Average gas cost	USD/MMbtu	30.4	31.1	34.5	31.5	22.4
Gas consumption ¹	MMBtu	34.8	34.7	30.3	26.6	34.8
European gas cost	USD million	1,058	1,079	1,045	836	780

Yara Global		1Q22	2Q22	3Q22	4Q22	1Q23 estimations based on forward prices
Average gas cost	USD/MMbtu	20.9	22.6	23.9	20.1	15.6
Gas consumption ¹	MMBtu	60.1	55.1	52.8	51.6	60.1
European gas cost	USD million	1,256	1,245	1,262	1,038	938

1) Gas consumption in 1Q 2023 estimate based on actual consumption and production volumes in 1Q 2022. Actual consumption could deviate from this due to curtailments or other factors.

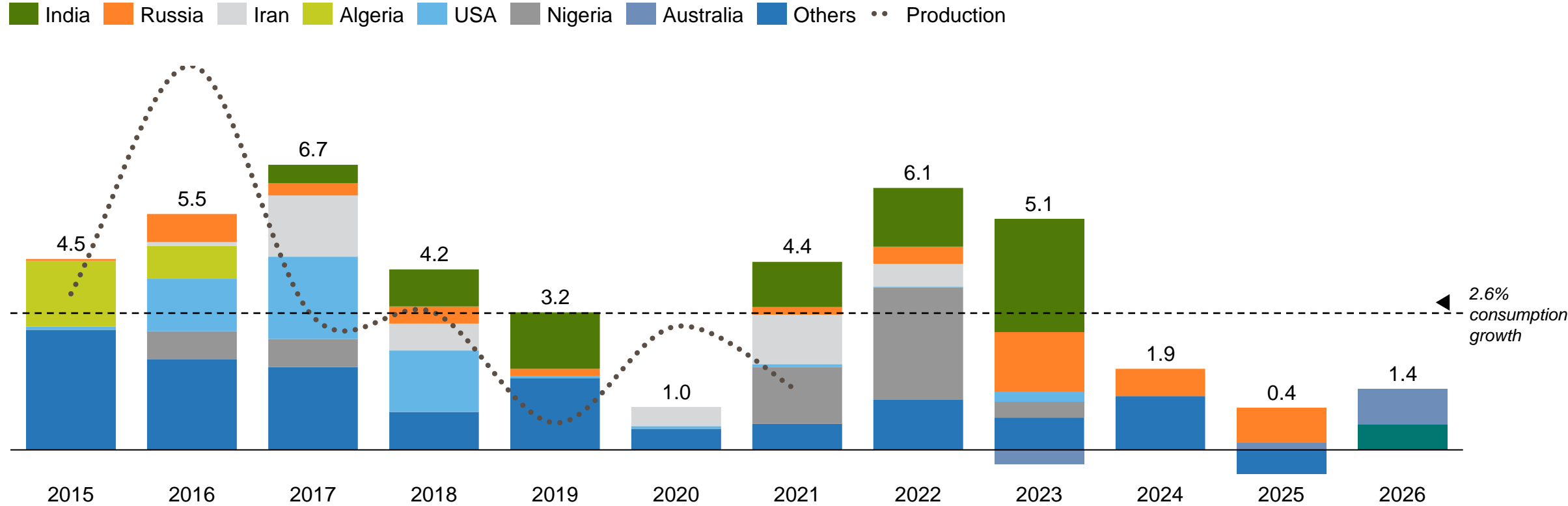
Yara inventories

Finished products inventory development in mt



Peak of capacity additions is now

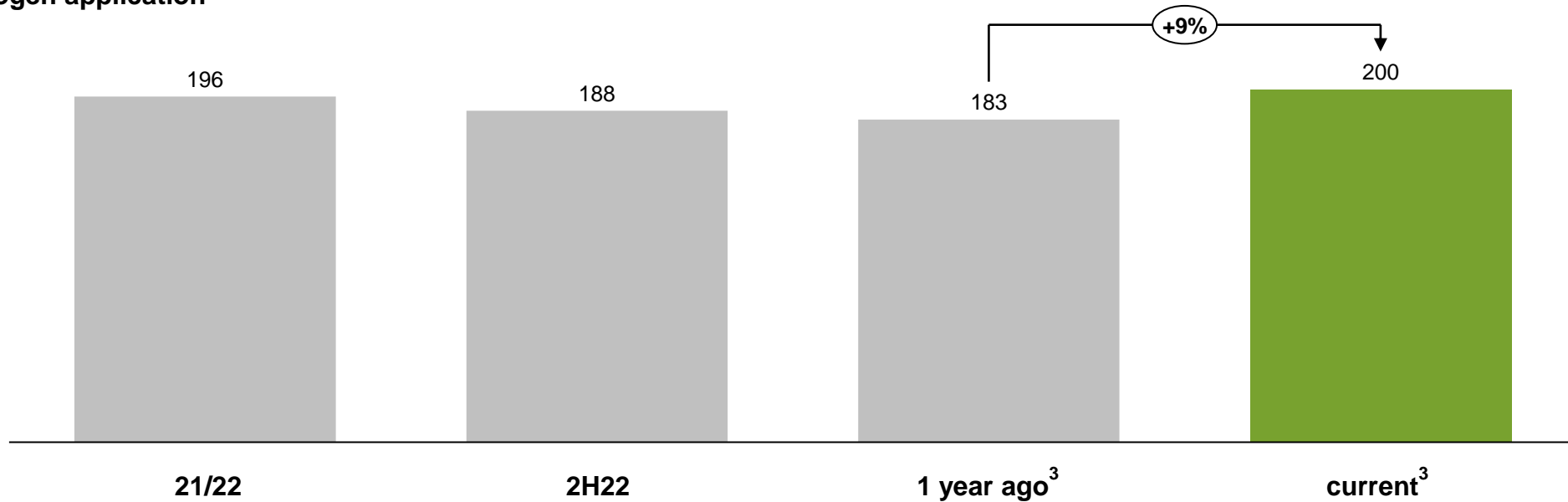
Global urea capacity additions ex. China ¹ (mt)



1) Urea projects assessed as "probable" by CRU. Source: CRU Dec 2022

Farmer incentives: wheat example

Optimal nitrogen application kg/ha



	21/22	2H22	1 year ago ³	current ³
Wheat price USD / mt	345	337	294	308
CAN27¹ price USD/ton	638	727	685	520
Grain yield² t/ha	9.49	9.43	9.39	9.52
Farmer revenue above nitrogen cost USD/ha	2,810	2,669	2,295	2,550

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 33-40

