



Knowledge grows

Yara International ASA

Credit Investor Presentation

1 November 2021



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Summary of Risk Factors

Investing in bonds issued by Yara International ASA (the "**Issuer**") involves inherent risks. The risk factors below are a non-exhaustive summary of the risk factors included on pages 32-35 of this presentation.

RISKS RELATED TO THE ISSUER

1.1 Strategic risks

- I. Nitrogen commodity fertilizer prices*
- II. Natural gas and other raw materials prices and availability*
- III. Regulatory framework on production/application of nitrogen fertilizer*
- IV. Investments and integration*
- V. Political risk*

1.2 Operational risks

- I. Production reliability*
- II. Human capital*
- III. Supply chain*
- IV. Cyber risk / Information Security; Production Environment*
- V. Cyber risk / Information Security; Office Environment*
- VI. Covid-19*

RISK RELATED TO THE BONDS

- I. Liquidity risk*
- II. Interest rate risk*
- III. Market risk*

1.3 Financial risks

- I. Currency risk*
- II. Commodity risk, interest-rate risk and credit risk*

1.4 HESQ risks

- I. Health and safety*
- II. Personnel security risk*
- III. Natural disasters*

1.5 Sanctions and regulatory risks

- I. Business activities in various countries*
- II. Climate change legislation may have a material adverse effect on the Issuer's industry*



Agenda

1. Yara's core and market outlook

2. Sustainable strategy

3. Financial policy and performance

4. Appendix



Yara is the world's leading crop nutrition company

Key facts

- Established as Norsk Hydro in 1905
- Demerged as Yara International ASA in 2004
- Consolidated revenues of USD 11.7b in 2020
- Headquartered in Oslo, Norway
- President and CEO, Svein Tore Holsether
- Listed on the Oslo Stock Exchange
- About 16,000 employees

241 million

people our products help to feed

20 million

The number of farmers we collaborate with

10,800

Fully branded retail outlets

+60

The number of countries we operate in

Global market position:



Global #1 in Nitrates¹



Global #1 in NPK^{1,2}



1) Measured in tonnes production capacity
2) Compound NPK

We are the global leader in premium crop nutrition

Premium fertilizers offer superior performance

12 days after harvest



Traditional
program

3 days after harvest



Yara
Program



Physical product offering complemented by global downstream presence and leading crop nutrition knowledge:

Agronomic knowledge

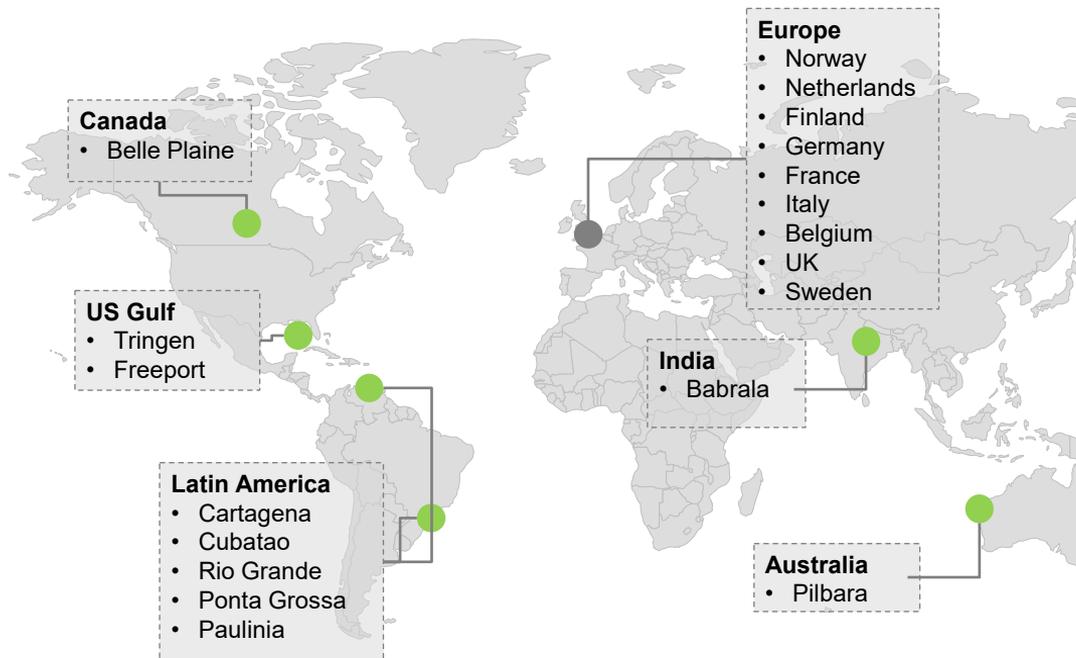
Working closely with the farmer

Digital solutions

Food chain collaboration

Our business model is flexible and resilient

Our diversified asset footprint and global reach provides resilience



High operational flexibility:

Flexible production set-up

A significant portion of finished fertilizer production is flexible on ammonia source

Appx 75% of operating costs are variable

Strong finished product performance in 3Q despite significant ammonia curtailments

Diversified global presence

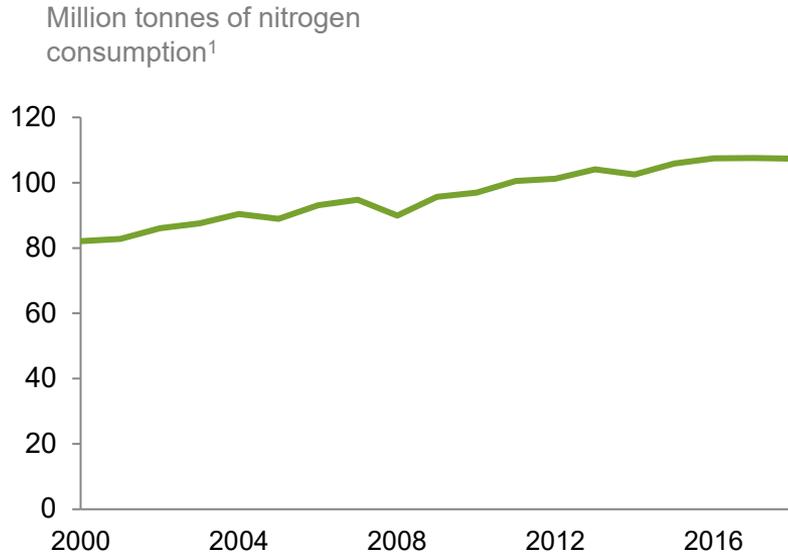
Unrivalled globally optimization ability from ammonia through finished products

Nitrogen plants outside Europe provide hedge in Europe swing scenario

Broad range of crops and customers across the world

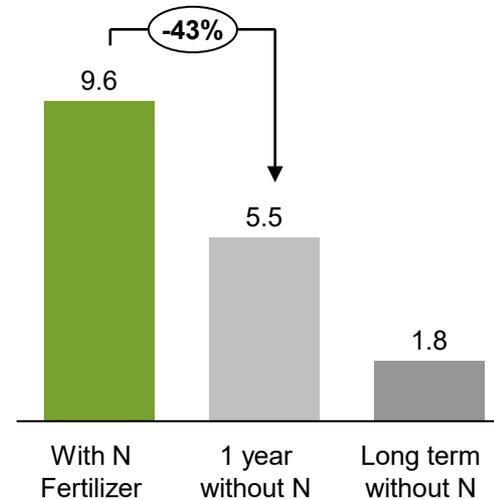
Fertilizer demand is driven by world food consumption

Stable global nitrogen consumption pattern

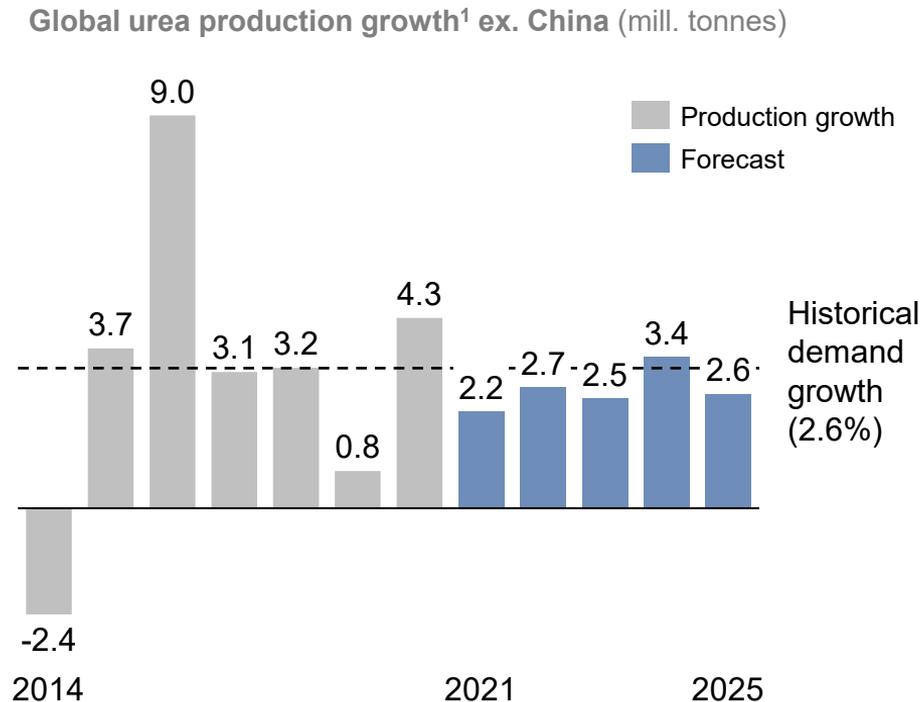


Annual nitrogen application is critical for crops

Grain yield² from nitrogen fertilizer
Ton per hectare



Global supply additions mainly within commodity products



New capacity is typically delayed and with significant uncertainty

Constructing a urea plant on average take ~5 years, only ~ 1/3 is realized on time

CRU¹ expects lower growth in production than gross capacity additions in the next years

More than ~2/3 of global urea capacity is >30 years old

High and increasing investment cost

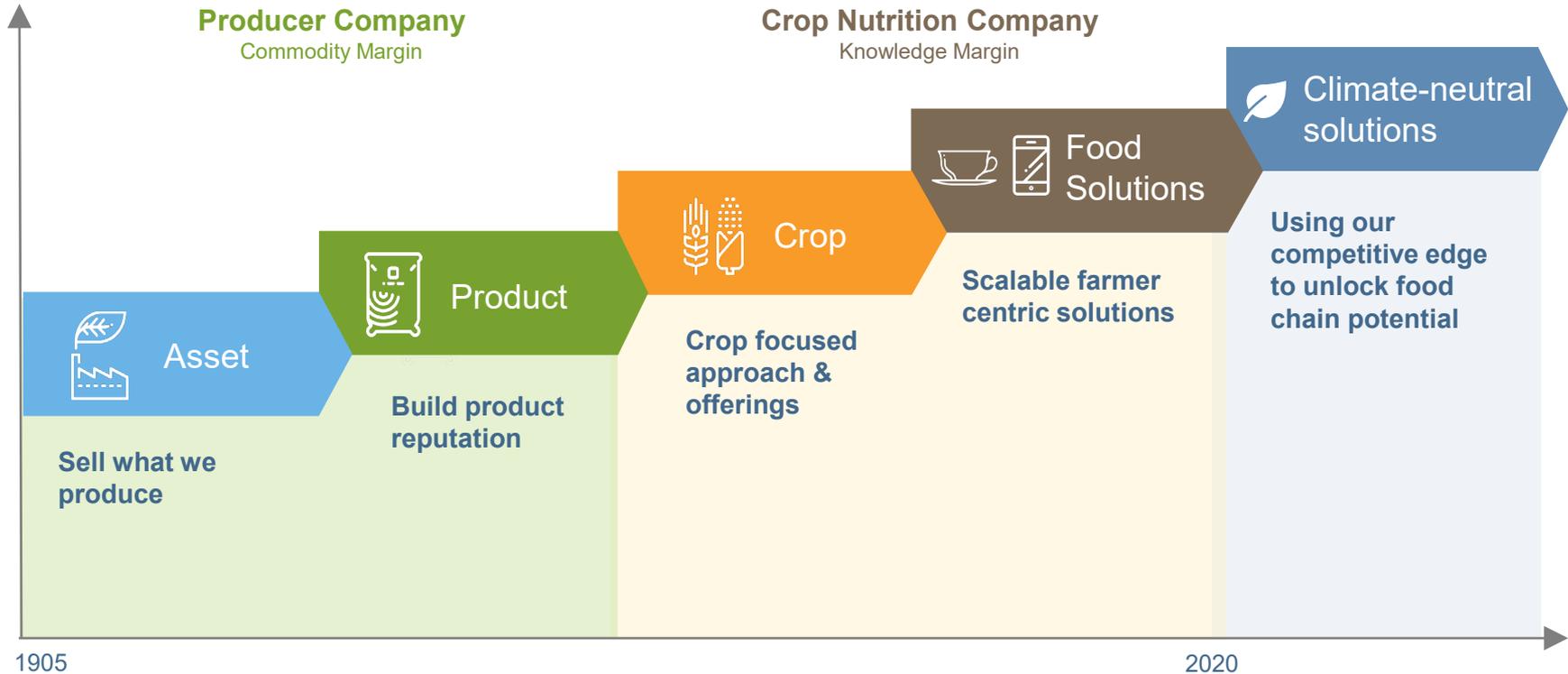
Global prices generally below the incentive price to construct new capacity



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1. Yara's core and market outlook
- 2. Sustainable strategy**
3. Financial policy and performance
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Our evolution: from pure producer to solutions provider



Yara is broadening its business model



Sustainability is integrated in our business model and strategy

Fundamental trends affecting the agricultural sector:

Yara response:

Climate Change



CC impacts how and where crops can be grown, and demands agricultural efficiency improvements

Yara's premium products, knowledge and solutions reduce emissions, preserve resources and address specific challenges like water stress

Circular Economy



Increased awareness and need for nutrient recycling

Yara contributes with knowledge and experience in partnerships to develop new crop nutrition business models, e.g. based on urban waste streams

Technology in agriculture



Digital solutions change how farmers operate

Innovative digital technology and solutions combine ideally with Yara's unrivalled global on-field presence and crop nutrition knowledge

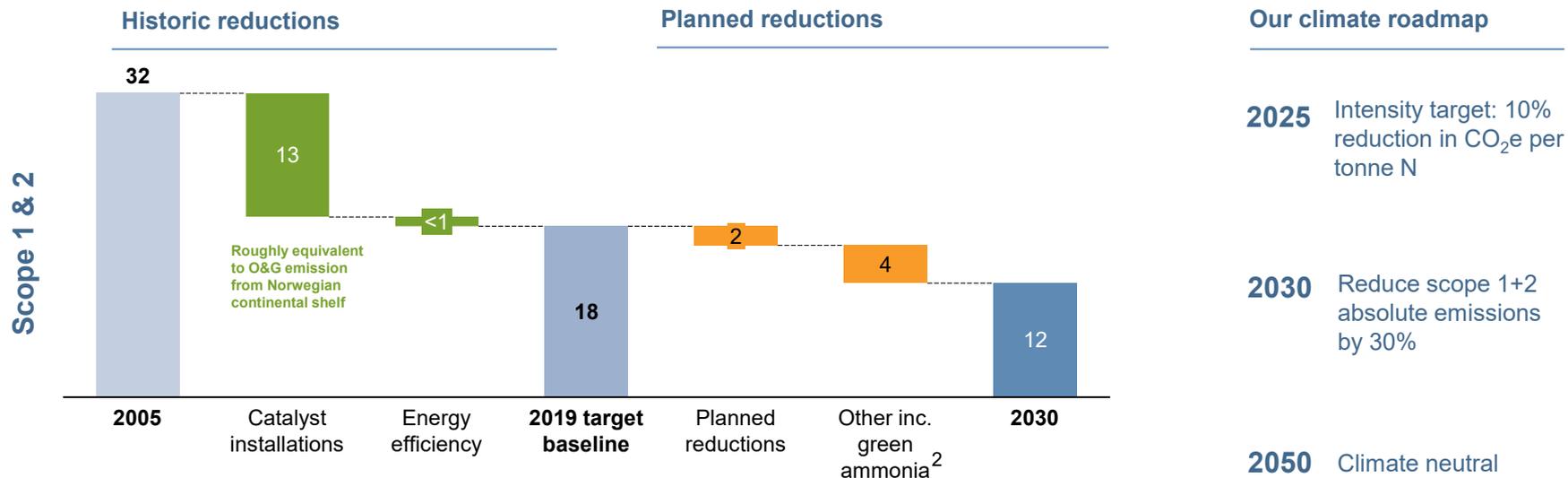
Food value chain integration



Increasing consumer demands: quality, environmental impact, traceability

Yara's global on-field presence and crop nutrition knowledge make it an ideal partner for food producers and retailers

Ambitious targets for absolute CO₂ emission reductions by 2030



Reduction of 45% since 2005 – Yara is well positioned to meet EU 55% target¹



- 1) EU commission target of 55% reduction by 2020 compared to 1990 levels
- 2) Planned but not concluded initiatives including N₂O abatement, energy efficiency, electrification, CCS and hybridization, and potential full-scale electrification of Porsgrunn ammonia plant



Yara is taking steps to enable the hydrogen economy

- **Energy distribution is the key challenge** for the hydrogen economy
- **Ammonia is the best suited** long-distance hydrogen carrier
- **Hydrogen production in existing ammonia plants can be made carbon-free**, at significantly lower cost than greenfield projects
- **Global ammonia shipping and distribution exists** to enable the hydrogen economy and zero-carbon shipping
- **Yara's ammonia position is unique**, with leading positions across production, shipping and distribution
- **Clean Ammonia unit established** to capture growth opportunities within green hydrogen and ammonia production, transport and distribution



HEGRA – Norway’s largest climate initiative to enable the hydrogen economy

- Full electrification of ~500 kt ammonia unit in Porsgrunn possible, removing ~800 kt CO₂ with limited infrastructure investments required
 - Renewable power from Norwegian grid can provide 100 % hydrogen asset utilization
 - Existing deep sea coastal location and infrastructure, enabling global exports
- New company HEGRA established in partnership with Statkraft and Aker Horizons
 - By utilizing Yara's existing ammonia plant and associated infrastructure in Porsgrunn, valued at USD 450 million, total capital requirement for the project is significantly reduced
- Public funding required to bridge the cost gap in first projects
 - Full cost estimated to be 2-4x higher than conventional ammonia
- Project would eliminate one of Norway’s largest stationary CO₂ sources
 - Would make a significant contribution to Norway reaching its Paris agreement commitments



We take a broad approach to drive sustainability in our own operations and the food value chain



Climate change

- We are committed to set Science Based Targets and are working together with Nutrien and WBCSD¹ to develop a Sectorial Decarbonization approach for our industry



Biodiversity

- Preserving biodiversity and soil health are at the core of Yara's vision and mission
- We share knowledge and solutions to promote sustainable crop and soil health management, in which balanced crop nutrition plays a crucial role
- Balanced crop nutrition helps replenish soil organic content, and Yara is also piloting organic fertilizers in selected markets



Circular Economy

- We are exploring ways to utilize recycled materials on a larger scale and to support nutrient recycling
- We are partnering with value chain players including Veolia to develop circular economy solutions within European food and agriculture value chains



Water stress

- We measure and report on water consumption (2% of Yara's water withdrawal was in water-stressed areas in 2020)
- We are developing roadmaps and setting KPIs for each production site
- Correct crop nutrition can substantially reduce freshwater consumption in agriculture, and we work with farmers to share knowledge and offer solutions that optimize both nutrient and water management



Safe and responsible operations are the backbone of our business

Safety

Ensuring a safe and compliant workplace for employees and partners, with zero injuries as our ambition

Responsible business conduct

- Respect for human rights is integrated in our Compliance Program and processes
- Clear expectation that business partners follow our ethical guidelines (Business Partner Code of Conduct) and comply with laws and regulations, as well as internationally recognized standards for human rights, employee rights and ethical business conduct

Diversity, inclusion and engagement

- A diverse and inclusive culture is a key enabler for long-term innovation, transformation and value creation
- Corporate KPIs to drive performance and track progress:
 - Engagement index
 - Diversity and inclusion index
 - Share of female senior managers



Integrated and holistic performance management and governance

Performance management

Dimensions:



People



Planet



Prosperity

Transparency - initiatives:

Integrated reporting

Taskforce for Climate Financial Related Disclosures

Science based targets process

Carbon Disclosure Project

Governance structures integrate sustainability and drive holistic thinking

- Board Audit and Sustainability Committee established, reinforcing Board oversight
- Executive compensation tied to People, Planet, Prosperity scorecard
- Embedding material sustainability issues into core business processes
- Engaging with stakeholders directly and indirectly through industry associations

ESG Ratings¹⁾:

Sustainalytics:
Medium

CDP:
B

EcoVadis:
Platinum



Water security
B-

Vigeo Eiris:
Advanced

MSCI:
A





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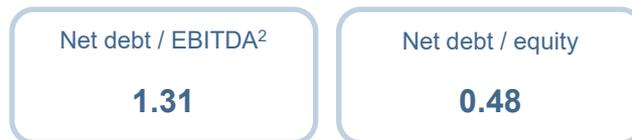
Stable capital structure and credit rating targets

- **Maintain strong credit ratings in line with Yara's strategy:**
 - Mid investment-grade credit ratings: BBB (S&P) / Baa2 (Moody's)
 - Mid to long-term target FFO¹ / net debt of 0.40-0.50 and floor of 0.30
- **Targeted capital structure**
 - Mid to long-term Net debt / EBITDA² of 1.5-2.0
 - Maintain a net debt / equity ratio below 0.60
- **Conservative investment approach**
 - Strong capital discipline with max capital expenditure of USD 1.2bn per year
 - Actively seeking partnerships and utilizing capital markets to fund decarbonization
 - Internal carbon price implemented in capital value process
- **Shareholder returns**
 - Ordinary dividend; 50% of net income subject to the above requirements
 - Shareholder returns are distributed primarily as cash

Credit Rating history

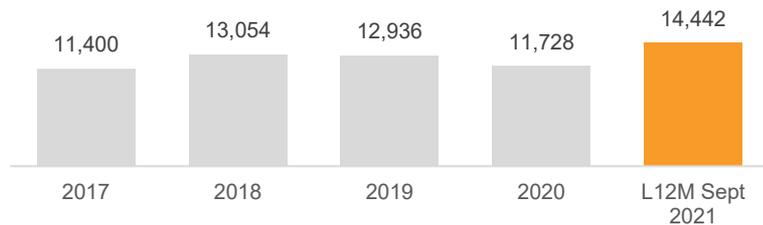


Yara's debt ratios as of 3Q 2021

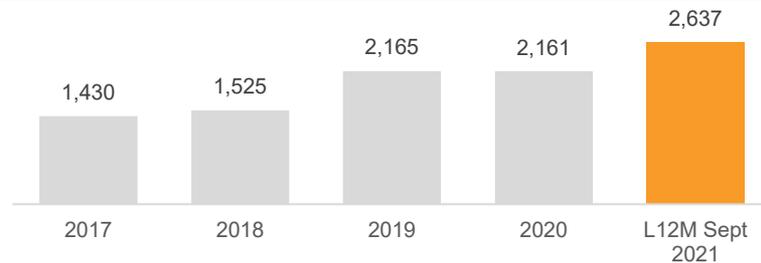


Improved financial performance driven by internal improvements, capital discipline and market conditions

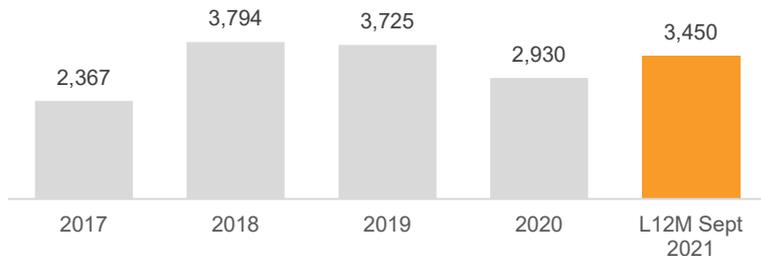
Revenues (MUSD)



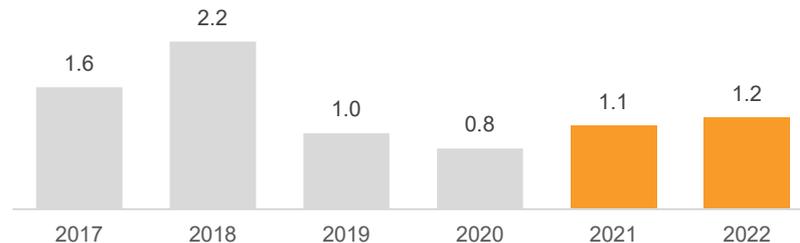
EBITDA ex special items¹ (MUSD)



Net debt¹ (MUSD)



Investments² (BUSD)



1) Alternative performance measures are defined, explained and reconciled to the Financial statements in the APM section of the 3Q report on pages 29-34
 2) 2021 onwards represents committed maximum frame

Yara's operating segments

Regions

Fully integrated segments comprising production, supply chain and commercial operations

Industrial Solutions

Nitrogen-based solutions and services across industries

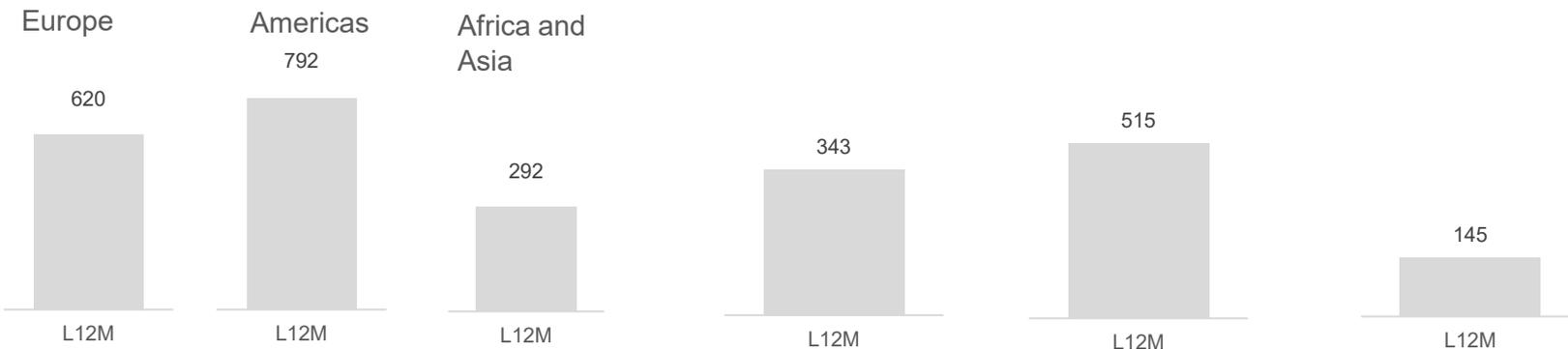
Global Plants

Operates Yara's largest and export-oriented plants, and drives operational improvements across Yara's entire production system

Clean Ammonia

Ammonia trade & shipping, green and blue ammonia projects

EBITDA ex. special items¹ as of 3Q 2021 (MUSD)

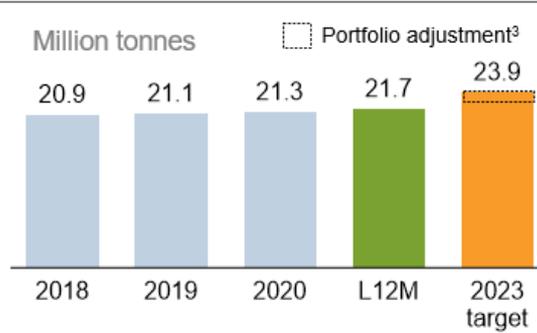


Yara Improvement Program (YIP) performance as of 3Q21

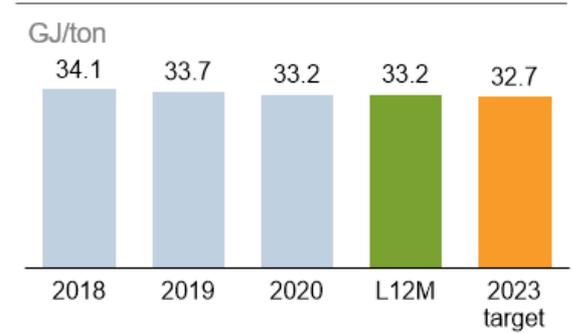
Ammonia production



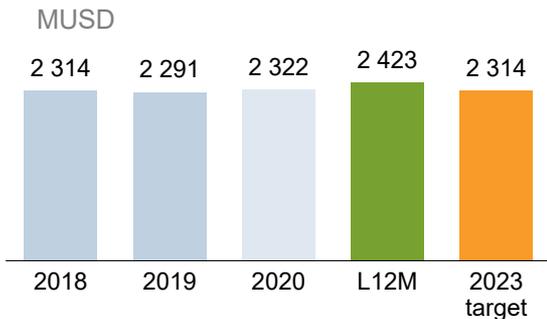
Finished product production



Ammonia energy consumption



Fixed costs¹



Operating capital²

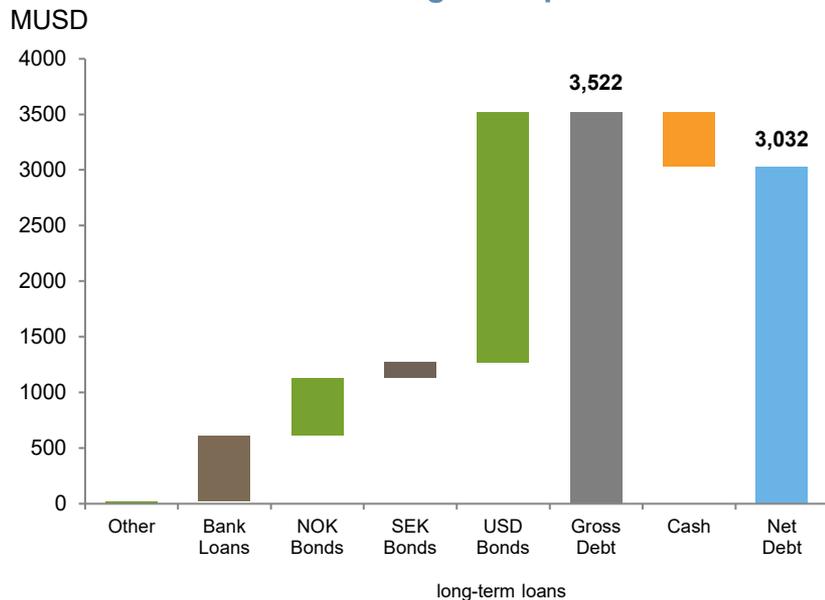


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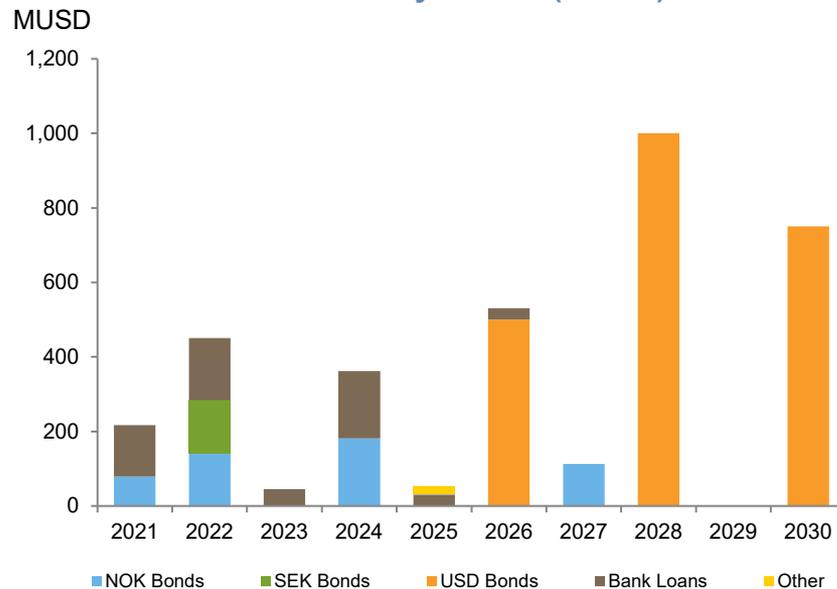
- Positive finished product performance, ammonia production and energy consumption impacted by reliability issues
 - Europe curtailments will impact energy efficiency and CO₂ emission intensity
- Temporary fixed costs increase in line with 4Q20 communication, offset by lower capex
- Continued operating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

Yara has access to a broad range of debt financing

Yara's interest-bearing debt¹ per end 3Q21



Debt Maturity Profile (MUSD)¹



Yara has an undrawn Revolving Credit Facility of USD 1,100 million with margin linked to Carbon Intensity²

1) Excl. capital and operational lease arrangements

2) Yara was the first company in Norway to establish a sustainability linked RCF in 2019



Our key credit highlights

Globally diversified with production and distribution in all major regions

Resilient market position anchored in global food demand

Sustainability integrated in strategy and business model

Clear long-term commitment to maintain BBB/Baa2 rating target

Improving cash flows and returns

Stable and long-term Norwegian government ownership of 36.2%



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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%	%

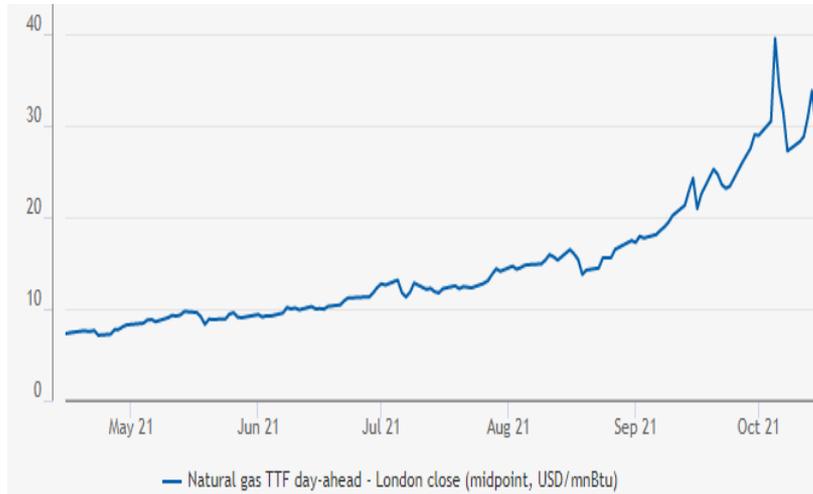
Planet				
Yara KPI	2020	L12M	2025 Target	Measure
Energy efficiency ²	33.2	33.2	32.7	Gj/t NH3
GHG emissions, intensity	3.0	3.0	2.7	t CO2e/t N
GHG emissions, scope 1+2 ³	17.7	17.5	-30	% CO2e
Active hectares ⁴	8	8	150	MHa
Carbon marketplace ⁵			TBD	

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

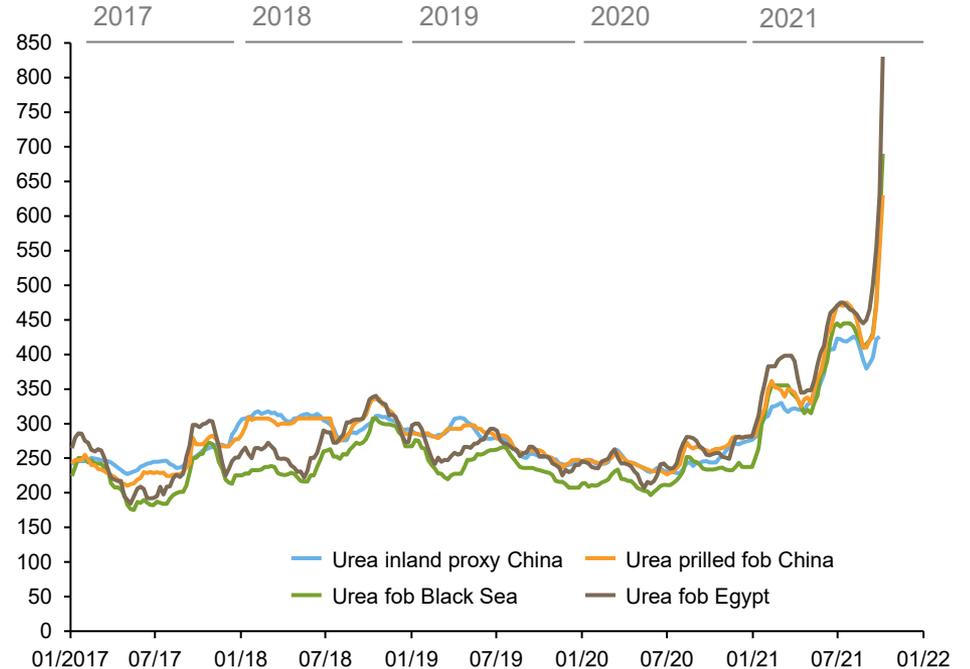
- 1) Measured annually
- 2) Energy efficiency target is for 2023
- 3) GHG absolute emissions scope 1+2 target is for 2030 with a 2019 baseline
- 4) Cropland with digital farming user activity within defined frequency parameters
- 5) Reported upon updates
- 6) YIP target for 2023
- 7) Alternative performance 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)

Natural gas spike in Europe has driven up global nitrogen prices

Natural gas prices, TTF, USD/MMBtu



Urea price development, USD per ton, key references



Risk Factors (I/IV)

Risk Factors

Investing in bonds issued by Yara International ASA (the "**Issuer**") involves inherent risks. This summary is intended to highlight some of those risks, but is not intended to be exhaustive.

The risk factors included in this section are presented in a limited number of categories, where each risk factor is sought placed in the most appropriate category based on the nature of the risk it represents. The order in which the risks are presented below is not intended to provide an indication of their likelihood of their occurrence nor of their severity or significance. The absence of negative past experience associated with a given risk factor does not mean that the risks and uncertainties of that risk factor do not represent genuine or potential threats, and they should therefore be thoroughly evaluated prior to making an investment decision.

Prospective investors should consider, among other things, the risk factors set out in this Presentation before making an investment decision. The risks and uncertainties described herein are risks of which the Issuer is aware and that the Issuer considers to be material to its business. If any of these risks, or any other risks and uncertainties not presently known to the Issuer, or that it currently deems immaterial or have not been included herein, materialize (individually or together with other risks or circumstances), it could have a material adverse effect on the Issuer's business, financial position, operating results or cash flows, and the Issuer could be unable to pay interest, principal or other amounts on or in connection with its bonds.

It is an inherent risk when investing in bonds issued by the Issuer that an investor may lose all or part of its investment. Such investment is therefore suitable only for investors who understand the risk factors associated with this type of investment and who can afford a loss of all or part of their investment.

1. RISKS RELATED TO THE ISSUER

1.1 Strategic risks

Nitrogen commodity fertilizer prices

A large part of the Issuer's business consists of sales of fertilizer products used in agriculture. While a growing world population, economic growth and changing dietary patterns are driving overall demand for food and fertilizer, swings in agricultural prices along with changes in global and regional fertilizer production capacity, particularly from China, could significantly impact the Issuer's profitability.

Natural gas and other raw materials prices and availability

Due to natural gas being a key raw material in the production of nitrogen-based chemicals and fertilizer products, the pricing and availability of natural gas across regions is a strategic factor for the Issuer. In Europe, future developments are linked to Gazprom's appetite for gas exports alongside winter temperatures on the northern hemisphere.

The Issuer purchases phosphate rock (apatite), energy, chemicals, ammonia and potash from a limited number of suppliers with limited alternatives. There can be no assurance that the Issuer's supply of natural gas and other essential raw materials will not be delayed or interrupted and the availability and prices of natural gas and other raw materials may be negatively affected by, among other factors: geopolitical tensions, the imposition of sanctions, sudden increases in the market prices for raw materials, or, interruptions in production by suppliers. As an example, the Issuer announced on 17 September 2021 a curtailment of 40% of its European ammonia production capacity due to record high natural gas prices in Europe. Securing access to and stable supplies of favorably priced natural gas is imperative to the Issuer's operations and competitiveness.

Regulatory framework on production/application of nitrogen fertilizer

There is an increasing trend of stricter governmental regulations impacting both production economics (Emission trading system in Europe) and application of fertilizer related both to the environmental aspects and safety related aspects of handling and applying fertilizer. These regulations could have a substantial impact on the Issuer's earnings.

Risk Factors (II/IV)

Investments and integration

The Issuer has an ambition to grow profitably, both organically and through step growth initiatives. The profitability of future growth initiatives relies on long-term price assumptions and future operational performance. Integration of new companies poses a risk of not being able to capture operational and financial synergies.

Political risk

The Issuer's investments and operations may be affected as a result of changes in political leadership, policies and regulations as well as political and social instability in a country or a region. Such changes could represent significant challenges to the Issuer's investments and operations in such countries and regions.

1.2 Operational risks

Production reliability

Production unreliability and irregularities may result in lost volumes and revenues. Accidents or mishandling involving hazardous substances could cause severe damage or injury to property, the environment and human health, as well as a possible disruption of supplies and markets.

Human capital

The Issuer's ability to compete effectively and meet market demands depends heavily on the competence, experience and performance of its employees. Qualified, diverse and skilled staff is essential for the Issuer's business to be successful.

Supply chain

The Issuer faces internal and external risks, in the production, industrial and crop nutrition part of the supply chain. Bottlenecks and inefficiencies in the planning, procurement, transport, handling or delivery of products may affect the Issuer's ability to honor its commitments and could negatively impact the Issuer's performance. In particular, the Issuer has been experiencing supply chain disruptions related to COVID-19 and government measures in response to the pandemic. Although nitrogen fertilizers have so far been exempt from the supply chain barriers established by many governments, on the basis of their importance to the food chain, there can be no guarantee that the Issuer's contingency plans will mitigate any potential disruptions along its supply chain.

Cyber risk / Information Security; Production Environment

Unauthorized remote access to digital industrial control systems may have potential impact that reaches from an undesired plant shut-down, up to critical conditions causing significant safety and reliability risks, financial and reputational damage. Ransomware is the main identified threat for cyber risk, even though not the only one.

Cyber risk / Information Security; Office Environment

Unauthorized access to confidential or strictly confidential data, unintended changes and/or unavailability of business critical data can negatively impact the Issuer's internal processes as well as lead to severe financial and reputational damage. Ransomware is the main identified threat for cyber risk, even though not the only one.

Risk Factors (III/IV)

COVID-19

There is still significant uncertainty to the breadth and duration of business disruptions related to the COVID-19 outbreak, including store and plant closures, as well as its long- and short-time impact on the global economy and consumer confidence. The extent to which COVID-19 will impact the Issuer's results depend on future developments, which are still uncertain and cannot be predicted, including new information which may emerge and the actions being continued to contain it or treat its impact. Although the Issuer's operations have currently been running without significant disruption related to COVID-19, the situation is still uncertain and could change quickly.

1.3 Financial risks

Currency risk

As the Issuer's fertilizer business is essentially a US dollar business, prices of the Issuer's most important products and raw materials are either directly denominated or determined in US dollars. For instance, the Issuer has a large cost base in Europe, primarily denominated in euro. As a result, a weakening U.S. dollar against the euro can adversely affect the Issuer's results of operations.

Further, there is a country risk exposure with focus on transfer risk for certain high-risk countries. Risk exposures related to macro and financial markets, in addition to high-risk countries and currency exposure are closely monitored.

Commodity risk, interest-rate risk and credit risk

The Issuer is exposed to commodity risk, interest-rate risk and credit risk arising from operating and financing activities. Interest rates on different currencies vary based on overall economic conditions and political actions, which will influence the Issuer's funding cost over time.

1.4 HESQ risks

Health and safety

The Issuer's production sites are large industrial plants, and many of the Issuer's raw materials, intermediates and products are classified as substances dangerous to the health. Such a working environment contains various potential occupational health and safety risks to employees and contractors working on site. While the Issuer's raw materials are often dangerous chemicals, the final fertilizers typically are not classified as hazardous, and the occupational health and safety risk at the use phase is minor.

Personnel security risk

The Issuer's global activity may be exposed to threats from; criminals, terrorists, activists, local population, competitors and States which could harm the Issuer's operations and activity, and pose security risks to the Issuer's personnel, the environment the Issuer works in, the Issuer's assets and its reputation.

Natural disasters

The Issuer's production and logistics operations are characterized by substantial investments in complex production facilities, manufacturing and transportation equipment, and many of the Issuer's production processes, raw materials and certain finished products are potentially destructive and dangerous in uncontrolled or catastrophic circumstances, including fires, explosions, accidents and major equipment failures, which could be directly or indirectly affected by natural disasters.

Further, some of the countries in which the Issuer operates periodically experience adverse weather conditions and natural disasters, which could limit the use of available infrastructure, which may lead to delays and stop in projects or in the supply chain of the Issuer.

Risk Factors (IV/IV)

1.4 Sanctions and regulatory risks

Business activities in various countries

The Issuer currently conducts business, and could in the future decide to take part in new business activities, in locations where certain parties are or may become subject to trade sanctions imposed by the UK government, EU Commission, U.S. government or other governments. No assurance can be made that the Issuer's policies will always ensure that it is in compliance with sanctions regulations, and the Issuer may in the future enter into transactions that breach these sanctions. If the Issuer were to be in non-compliance with applicable sanctions in the future, this could result in substantial fines and negative publicity, and could have a material adverse effect on investments in the Bonds.

Climate change legislation may have a material adverse effect on the Issuer's industry

Continued public concern regarding climate change, the extent to which it is caused by human activity and potential efforts to mitigate such change through regulation could have a material impact the Issuer's business. International agreements, national and regional legislation, and regulatory measures to limit greenhouse gas ("GHG") emissions are currently in place or in various stages of discussion or implementation. Given that some of the Issuer's operations are associated with emissions of GHGs, these and other GHG emissions-related laws, policies and regulations may result in substantial capital, compliance, operating and maintenance costs. The level of expenditure required to comply with these laws and regulations is uncertain and is expected to vary depending on the laws enacted at various levels. For example, the United Nations COP21 Climate Change Conference in Paris in December 2015 produced the "Paris Agreement," which requires participating nations to reduce GHG emissions every five years, beginning in 2023, but does not include proposals specifically targeting the Issuer's industry. In addition, in May 2020, the European Commission communicated the EU Biodiversity Strategy and Farm To Fork Strategy for 2030. These strategies articulate a series of proposals related to, among other things, the reduction of pollution as a result of nitrogen and phosphorous flows from fertilizer. The European Commission has estimated that the implementation of these proposals, which remain subject to ongoing review and approval, would require at least a 20% reduction in the use of fertilizers in the EU. Such emission reduction targets, climate change legislation or similar legislative or regulatory initiatives and policies enacted in the future by the countries in which the Issuer operate, could adversely impact the Issuer's business by imposing increased costs in the form of taxes or for the purchase of emission allowances.

2. RISK RELATED TO THE BONDS

Liquidity risk

There is a risk that no efficient or liquid market will develop for the bonds. Lack of demand for the bonds may result in a loss for bondholders.

The price of a single bond issue will fluctuate in accordance with the interest rate and credit markets in general, the market view of the credit risk of that particular bond issue, and the liquidity of this bond issue in the market. In spite of an underlying positive development in the Issuer's business activities, the price of a bond may fall independent of this fact.

Interest rate risk

To the extent the bonds carry a fixed rate not varying with changes in interest rate levels, there is a risk that subsequent changes in market interest rates may adversely affect the value of the bonds.

Market risk

There is a risk that the value of the Bonds will decrease due to the change in market conditions. The price of a single bond issue will fluctuate in accordance with the interest rate and credit markets in general, the market view of the credit risk of that particular bond issue, and the liquidity of this bond issue in the market. In spite of an underlying positive development in the Issuer's business activities, the price of a bond may fall independent of this fact. Bond issues with a relatively short tenor and a floating rate coupon rate do however in general carry a lower price risk compared to bonds with a longer tenor and/or with a fixed coupon rate.

No market-maker agreement is entered into in relation to this bond issue, and the liquidity of the Bonds will at all times depend on the market participants view of the credit quality of the Issuer as well as established and available credit lines.