Knowledge grows

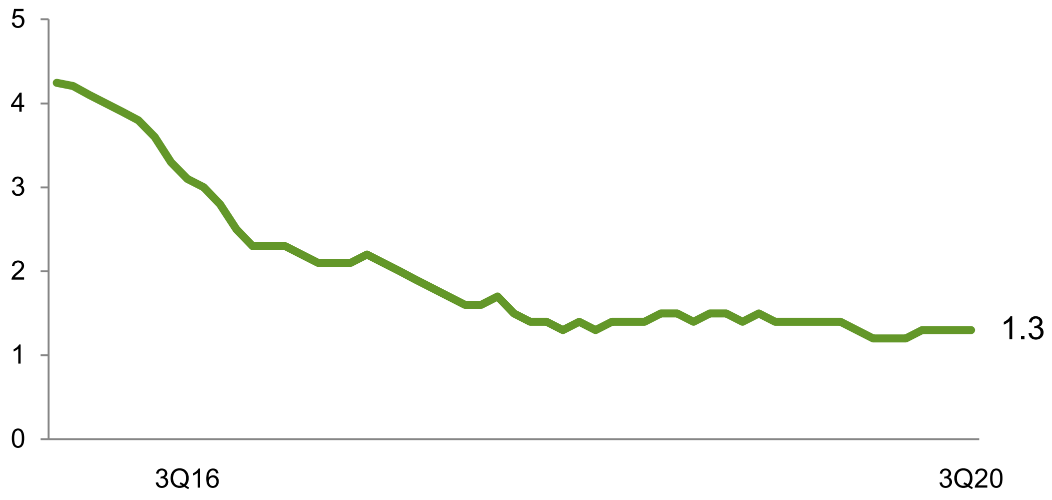
Yara International ASA 2020 Third quarter results

20 October 2020

Safety is our first priority

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

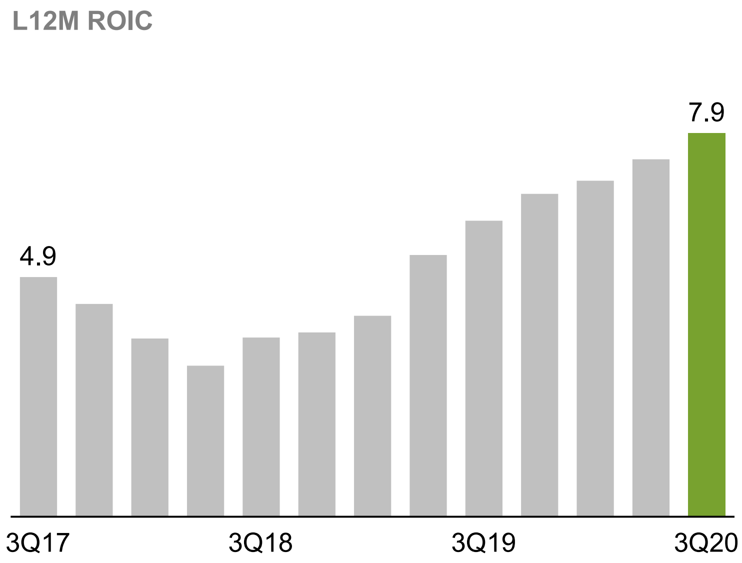
TRI[1] (12-month rolling)



[1] Total Recordable Injuries per 1 million working hours

Continued growth in returns and cash flow

Nine consecutive quarters of ROIC growth



Industry-leading cash returns

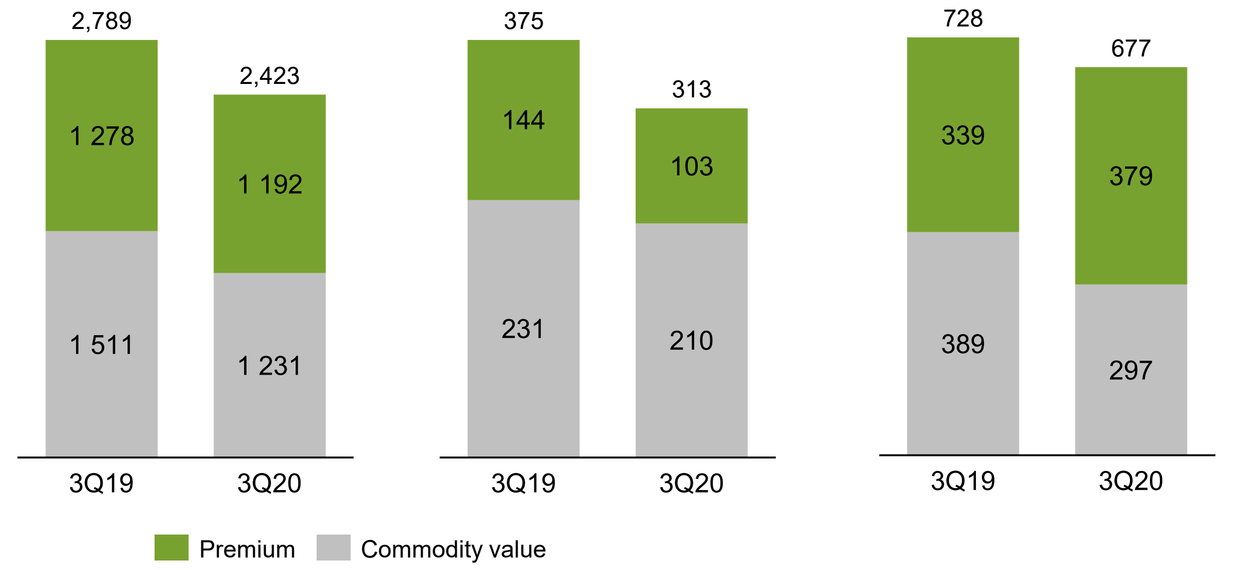
- NOK 18 per share additional dividend proposed
  - Total NOK 53 per share cash returns[1] paid or committed to shareholders in 2020
- 7.9% ROIC[2], up from 6.1% a year earlier
- EBITDA[3] down 11%, mainly reflecting lower nitrogen prices
- Record NPK deliveries
- USD 2.5 billion free cash flow[4] rolling 4 quarters

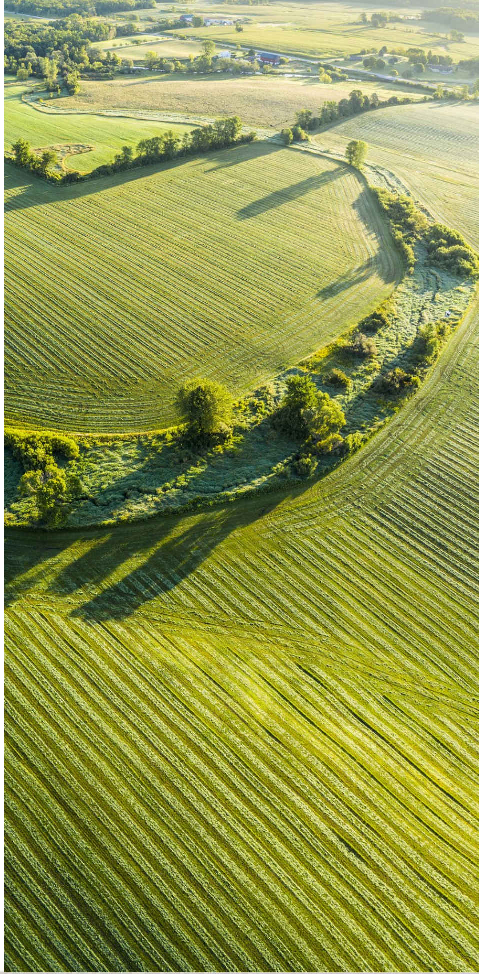
1) Including share buy-backs in 1Q20 plus ongoing buy-backs to be completed in 1Q21 (assuming an average share price of 350 NOK) and the proportional redemption of shares owned by the Norwegian state relating to these buy-backs
2) L12M ROIC
3) EBITDA excluding special items. For definition and reconciliation, see APM section on page 35 of 3Q 20 report
4) Net cash provided by operating activities minus net cash used in investment activities. See Cash Flow statement on page 20 of 3Q 20 Report

Lower nitrogen prices and off-season nitrate premiums, record premium product deliveries

Total revenues[1] | Nitrate revenues[2] | Compound NPK revenues[3]

MUSD

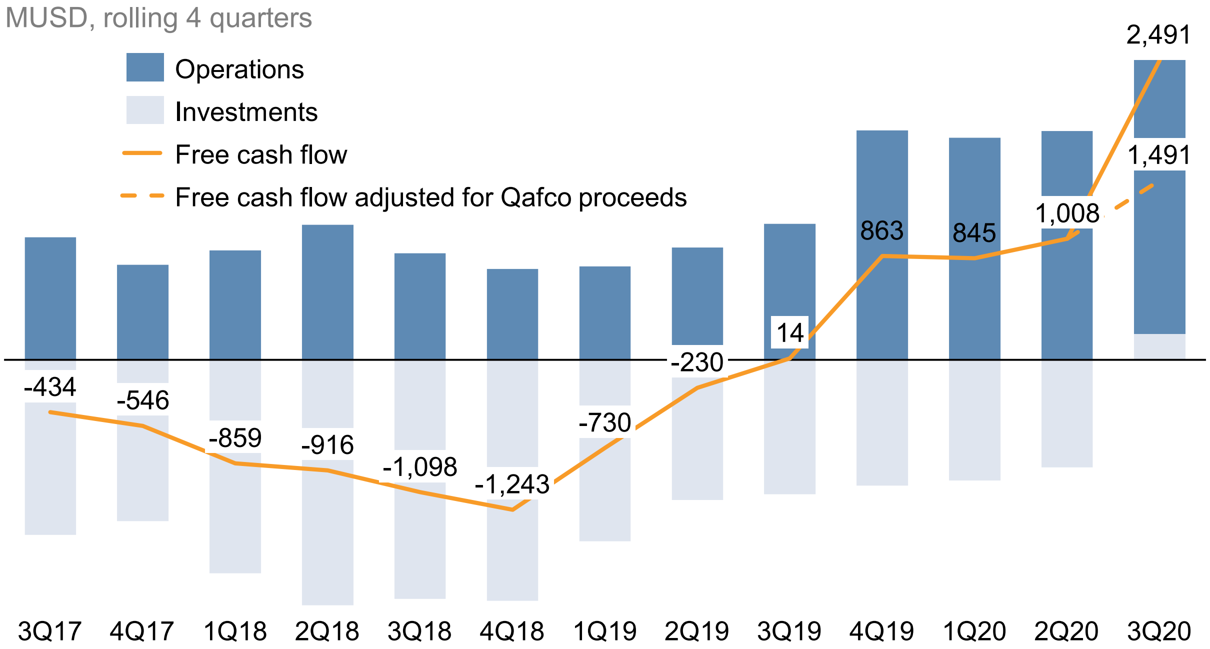




1) Total revenues for segments Europe, Americas and Africa & Asia (page xx 3Q20 report) Grey area represents nutrient content valued at urea fob Egypt, DAP fob Morocco and MOP fob Vancouver equivalents.
2) Nitrate revenues for segments Europe, Americas and Africa & Asia. Grey area represents the nutrient content valued at urea fob Egypt, DAP fob Morocco and MOP fob Vancouver equivalents.
3) Compond NPK revenues for segments Europe, Americas and Africa & Asia. Grey area represents the nutrient content valued at urea fob Egypt, DAP fob Morocco and MOP fob Vancouver equivalents.

USD 2.5 billion free cash flow[1] rolling 4 quarters

Free cash flow before financing activities[1]

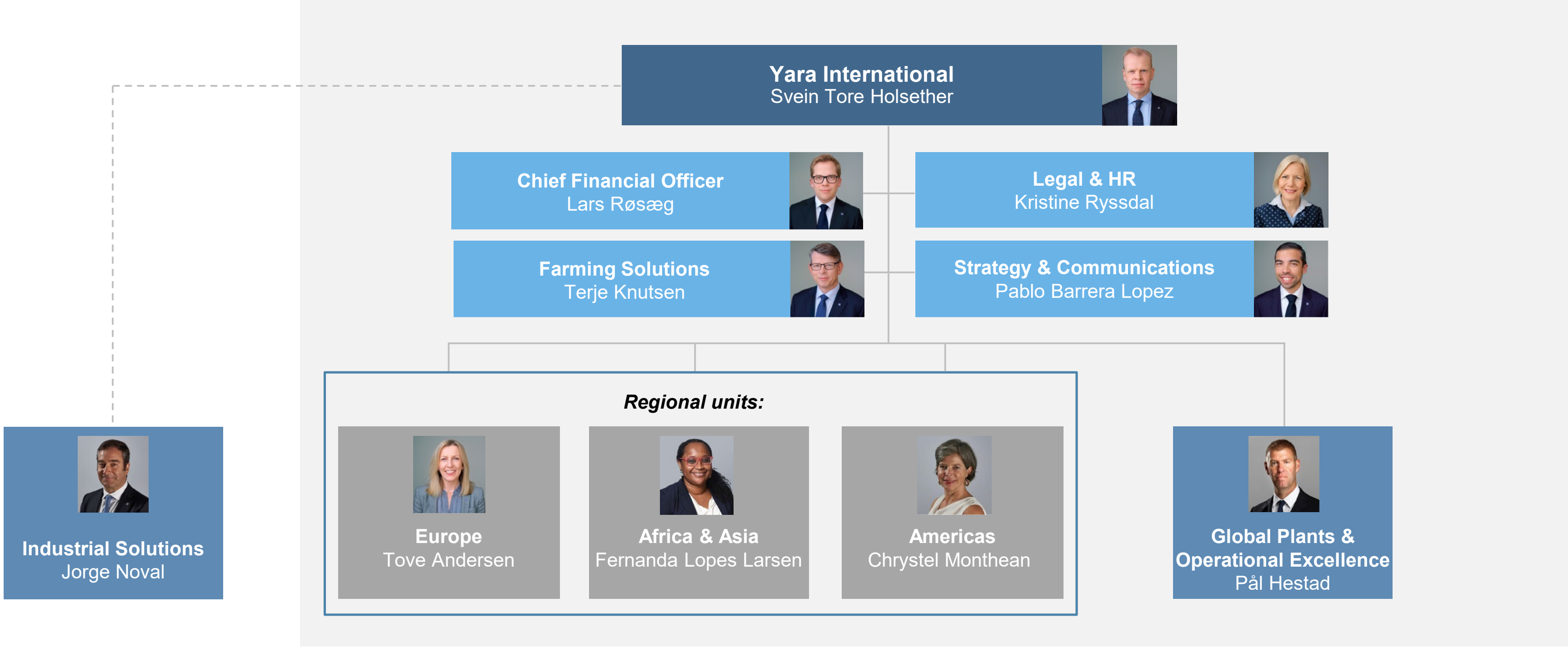


Comments

- Strategy execution driving improved earnings and lower capital expenditure
- USD 1.5 billion underlying[2] free cash flow[1] increase last 4 quarters compared with a year earlier

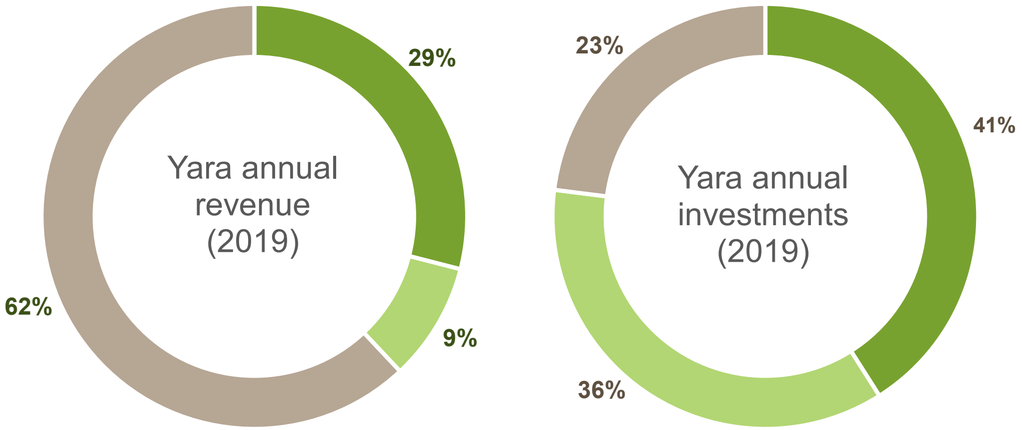
1) Net cash provided by operating activities minus net cash used in investment activities. See Cash Flow statement on page 20 of the 3Q 20 Report
2) Excluding proceeds (USD 1 billion) from the sale of Yara's shares in Qafco

Organizational changes to support Yara's ongoing transition



Investing for a greener future: Yara has 38% “green revenue” share, and 77% “green investment” share

Yara 2019 revenues and investment classified according to [“CICERO Shades of Green” report]



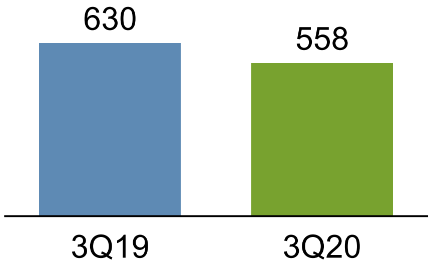
Medium green: Projects and solutions that represent steps towards the long-term vision but are not quite there yet.

Light green: Projects and solutions that are environmentally friendly but do not by themselves represent or contribute to the long-term vision.

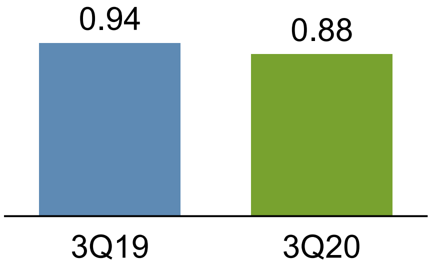
Light brown: Efficiency improvements in projects associated with fossil fuel use but do not necessarily promote locking-in of emissions. Change in the way assets are used may position them in the light green category.

Performance overview

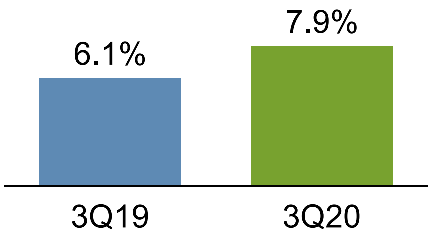
EBITDA ex. Special items
(MUSD)



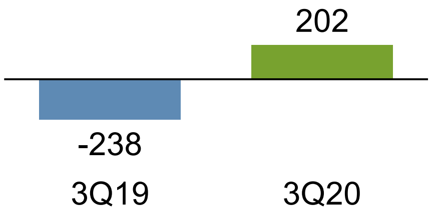
EPS ex. currency and special items
(USD per share)



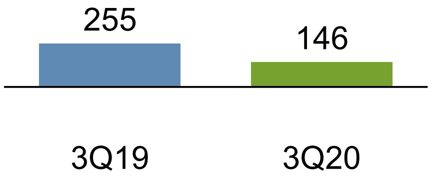
ROIC
(12-month rolling)



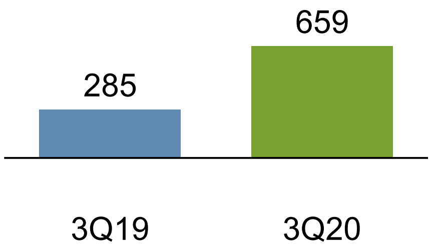
Change in net operating capital[1]
(MUSD)



Investments (net)[2]
(MUSD)

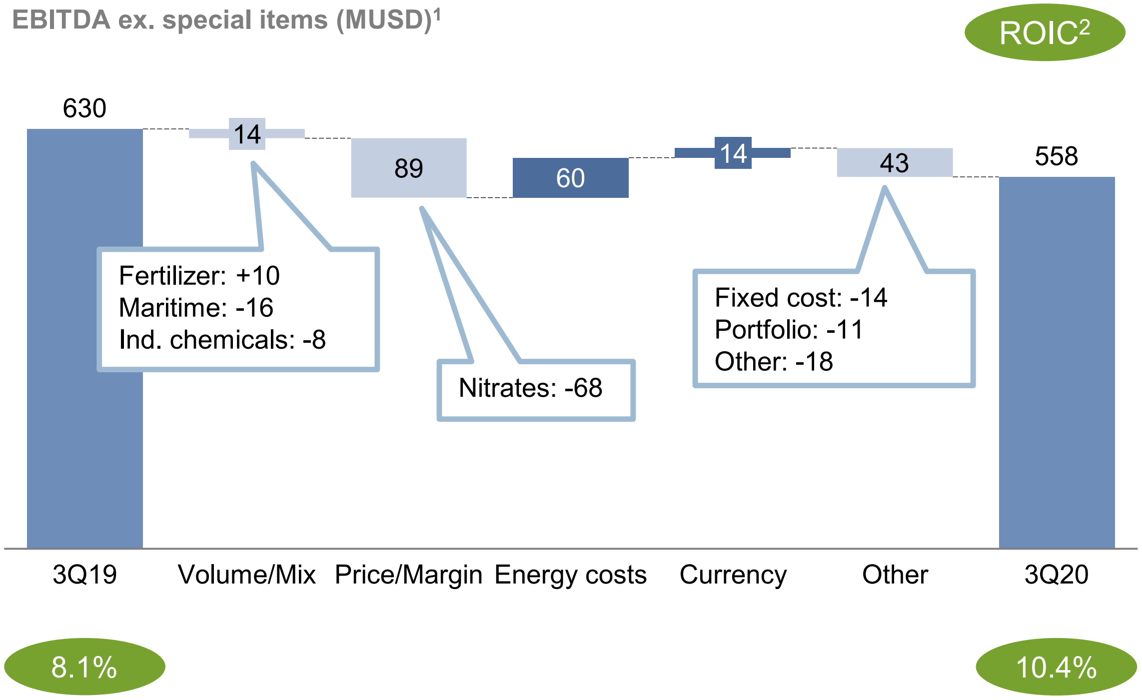


Cash from operations
(MUSD)



1) Change in net operating capital as presented in the cash flow statement, page 20 of 3Q 20 Report
2) Excluding 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 20 Report on pages 35-40

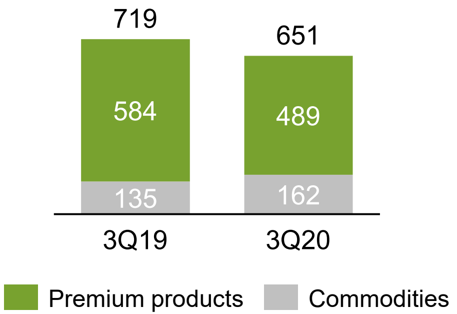
Earnings impacted by lower nitrogen prices



1) EBITDA ex. special items. For definition and reconciliation see APM section of 3Q 20 Report, page 35
2) Quarterly ROIC, annualized. For definition and reconciliation see APM section of 3Q 20 Report, page 37

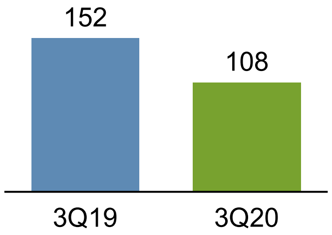
Europe: stable deliveries but lower premiums in off-season market

Revenues (MUSD)



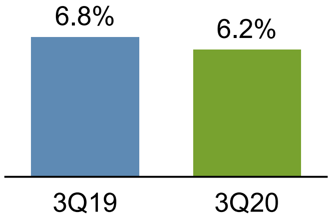
- 3Q deliveries in line with a year earlier
- Slight decline in NPK, nitrates stable
- YaraVita deliveries up 9%

EBITDA ex SI[1] (MUSD)



- Lower nitrogen prices impacted EBITDA, partially offset by lower gas and ammonia cost
- Increasing urea and DAP price trend reduced off-season premiums

ROIC[2]

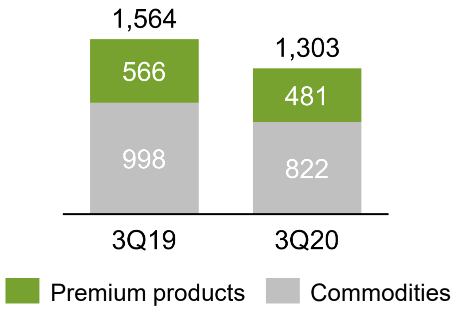


- 24 USD/t nitrate premium vs 54 USD/t a year earlier; rising urea price trend this year, vs. falling trend 3Q19
- 112 USD/t NPK premium vs 125 USD/t a year earlier

1) EBITDA ex. special items. For definition and reconciliation see APM section of 3Q 20 Report, page 35
2) For definition and reconciliation see APM section of 3Q 20 Report, page 37 and Operating segment information page 25

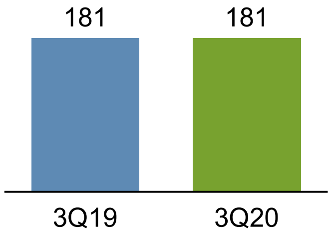
Americas: increased deliveries, production margins impacted by lower nitrogen prices

Revenues (MUSD)



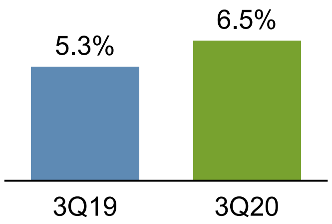
- Increased deliveries in Latin America, partly offset by lower volumes in North America

EBITDA ex SI[1] (MUSD)



- Lower production margins due to lower nitrogen and phosphate prices
- Lower fixed costs due to portfolio changes and local currency depreciation

ROIC[2]

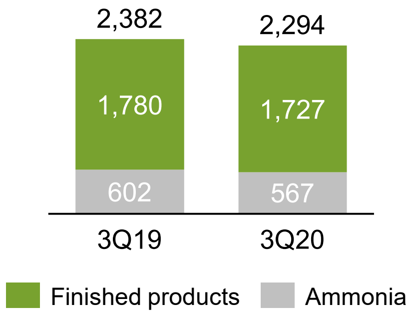


- Lower working capital
- Positive currency effect on assets

1) EBITDA ex. special items. For definition and reconciliation see APM section of 3Q 20 Report, page 35
2) For definition and reconciliation see APM section of 3Q 20 Report, page 37 and Operating segment information page 25

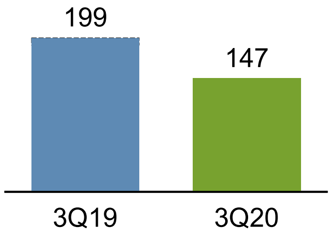
Global plants: earnings impacted by lower upgrading margins

Production volumes (kilotonnes)[1]



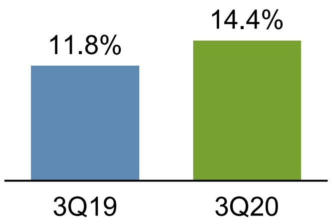
- Production decrease reflects smaller outages during quarter

EBITDA ex SI[2] (MUSD)



- Earnings impacted by lower commodity prices and upgrading margins
- Lower internal sales compared with a year earlier (no Yara level effect)

ROIC[3]

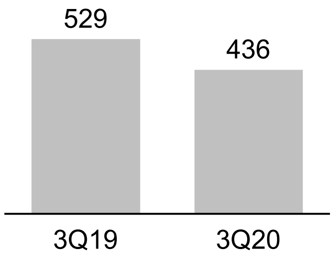


- Positive impact from one-off items

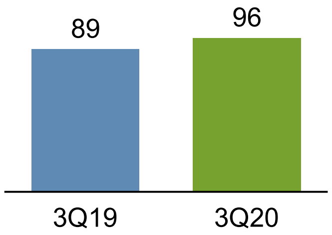
1) Excluding Qafco production
2) EBITDA ex. special items. For definition and reconciliation see APM section of 3Q 20 Report, page 35
3) For definition and reconciliation see APM section of 3Q 20 Report, page 37 and Operating segment information page 25

Industrial solutions: strong margins more than offset lower deliveries

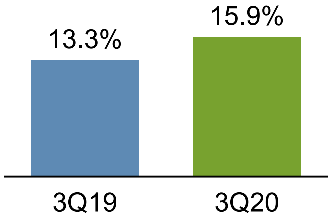
Revenues (MUSD)



EBITDA ex SI[1] (MUSD)



ROIC[2]



- Deliveries down 5%, but recovering from initial Covid-19 impact
- Maritime business remains challenging

- Improved margins more than offset lower deliveries and Maritime situation
- Strong contributions from AdBlue and Base Chemicals

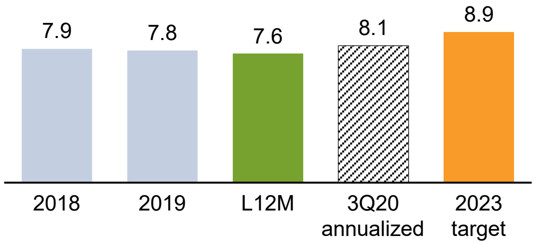
- Improvement mainly driven by operating results increase

1) EBITDA ex. special items. For definition and reconciliation see APM section of 3Q 20 Report, page 35
2) For definition and reconciliation see APM section of 3Q 20 Report, page 37 and Operating segment information page 25

Improvement program

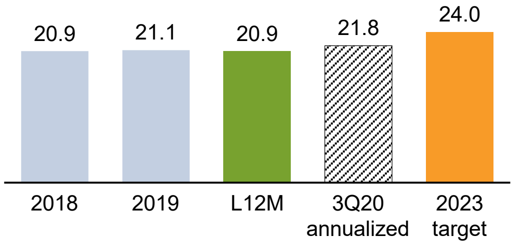
Ammonia production

Million tonnes



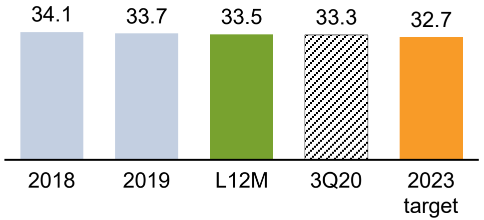
Finished product production

Million tonnes



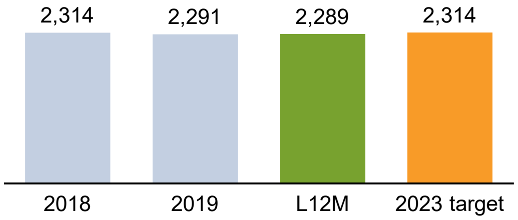
Ammonia energy consumption

GJ/ton



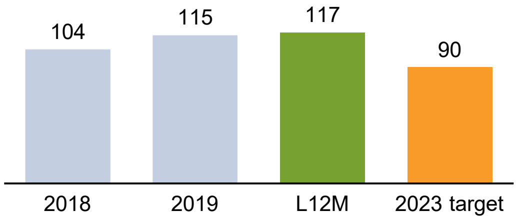
Fixed costs[1]

MUSD



Operating capital[2]

Days



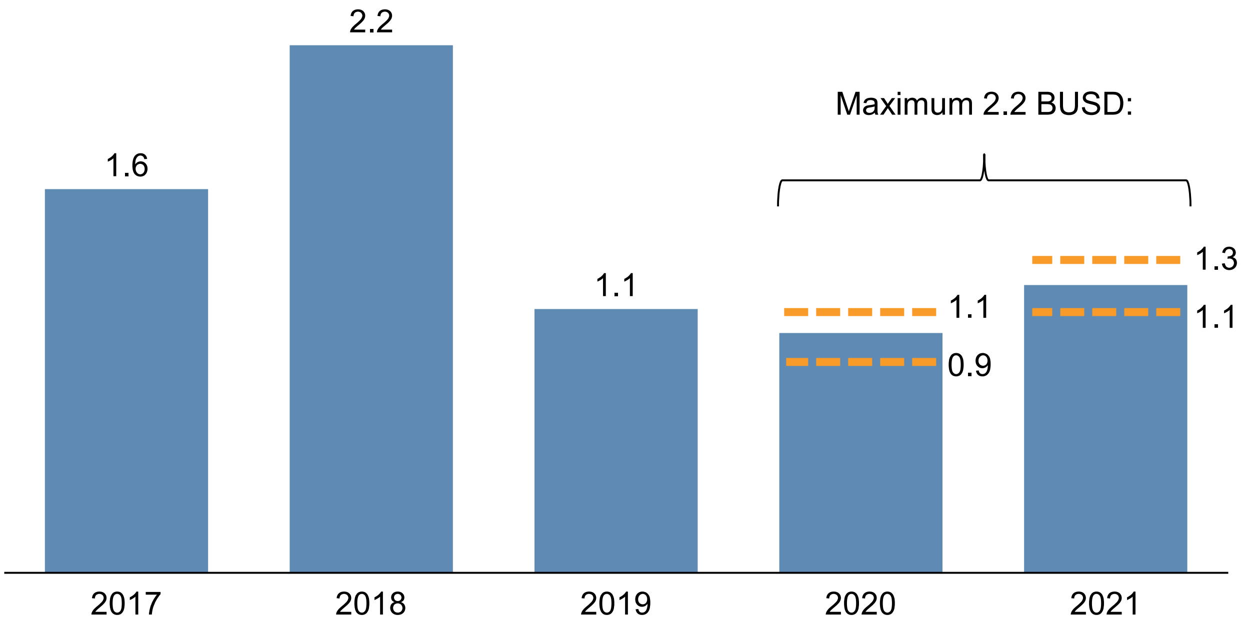
Comments:

- 3Q annualized ammonia production 8.1 mt vs 7.5 mt in 2Q and finished products 21.8 mt vs 20.9 mt in 2Q
- Covid-19 impacts Salitre project schedule
- Energy efficiency increase driven by improved reliability and closure of Trinidad plant
- Fixed costs in line with last year and target
- Inventory days buildup at attractive margins

1) For reconciliation of Fixed costs to Operating costs and expenses, see APM section of 3Q 20 Report, page 38
2) Operating capital adjusted for prepayments from customers. For reconciliation of Operating capital days, see APM section of 3Q 20 Report, page 39

Committed investments unchanged, phasing into 2021

Committed investments (BUSD)



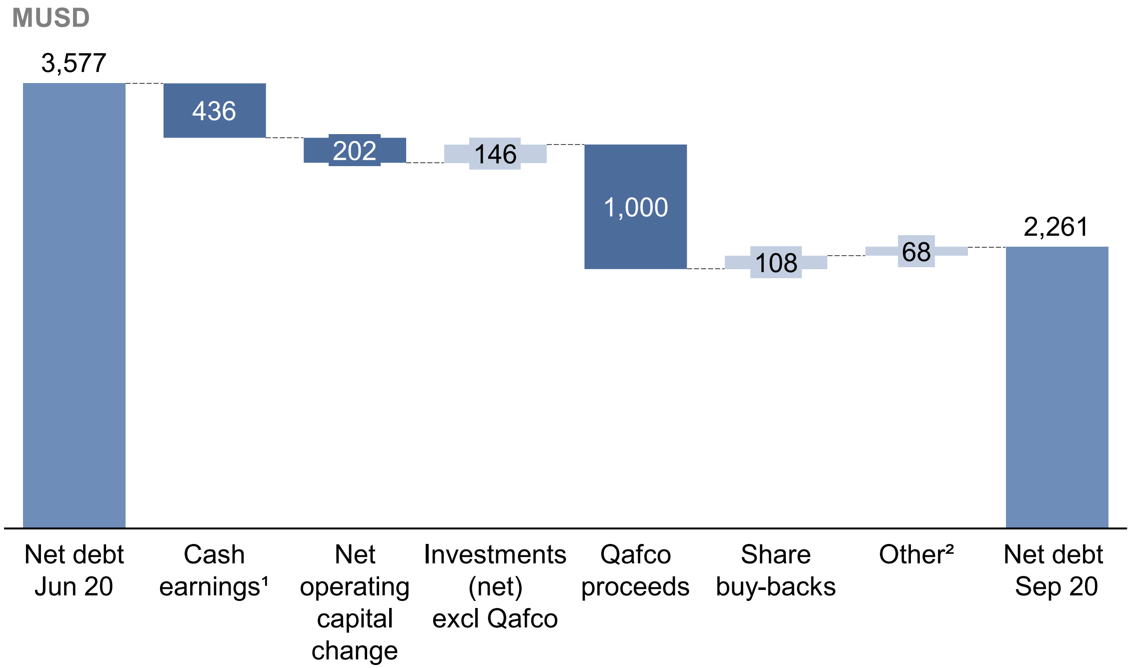
Comments

- No change to overall commitment of 2.2 BUSD for 2020 and 2021 in total
- 2020 capex commitments estimated to end at 0.9-1.1, remainder expected phased into 2021

[1] Committed investments as of end 4Q19
[2] Incl. mining (Finland and Brazil) and catalysts

Lower net interest-bearing debt

3Q development



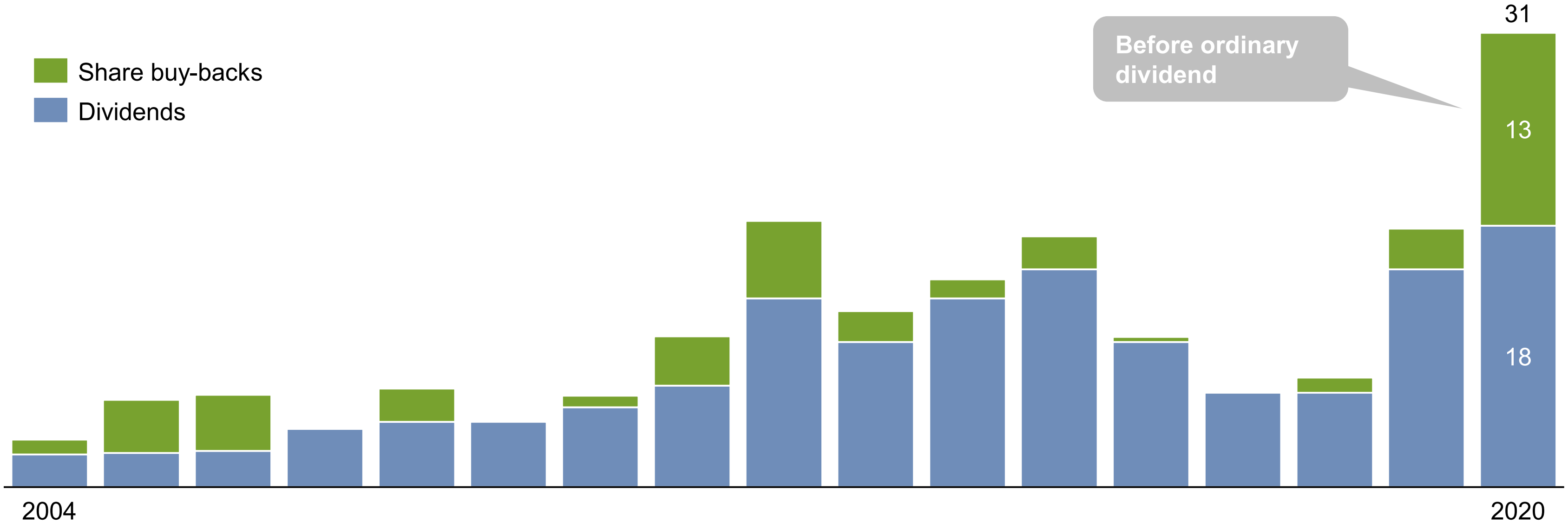
Comments

- Strong positive cash flow from operating earnings, operating capital release and Qafco proceeds
- Operating capital release driven by lower receivables globally and lower inventory in Americas
- Net debt/EBITDA[3] ratio at 1.0, down from 1.6 in 2Q

1) Operating income plus depreciation and amortization, minus tax paid, net gain/(loss) on disposals, net interest expense and bank charges
2) Other includes new leases, foreign currency translation gain/loss, and dividends from EAI = Equity Accounted Investees
3) For definition and reconciliation see APM section of 3Q 20 report, page 40

Industry-leading cash returns

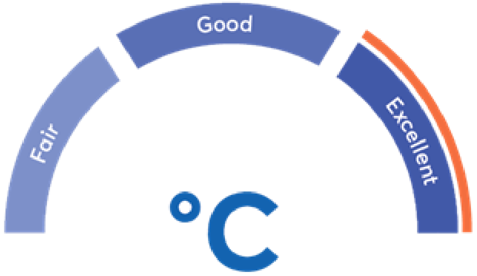
Dividends and buy-backs[1] per share (NOK)



1) Buy-backs included in the year shares are bought in the market. Payments to the Norwegian state included in the following year (upon cancellation at AGM). Calculation is assuming an average share price of NOK 350 for the buy-backs in September – December 2020.

Top scores for governance and reporting

CICERO "Shades of Green"



The Governance Group

Yara ranked as no. 1 among 100 largest companies in Norway

Yara Africa & Asia

Presence: 20 countries

Employees: 1,683 employees

Sales: ~4.7 mt deliveries
~1.9 BUSD revenue (2019)

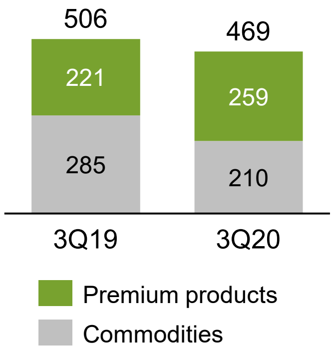
Farmers:
- Smallholder / non-mechanised in most markets
- Large-scale professional in South Africa, New Zealand and Australia

Plants:
Babrala (India)
- 0.7 mt ammonia
- 1.3 mt urea

Pilbara (Australia)
- 0.8 mt ammonia (Yara 100%)
- 0.3 mt TAN (Yara 50%)

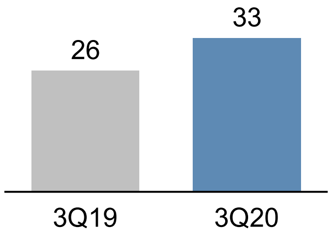
Africa and Asia: strong performance driven by premium product growth

Revenues (MUSD)



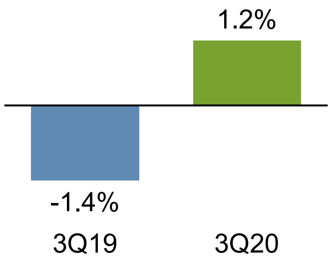
- Overall deliveries in line with a year earlier
- Stronger premium product deliveries
- Lower commodity trade volumes

EBITDA ex SI[1] (MUSD)



- 23% premium product sales increase drove positive mix effect on earnings
- Positive effect from Pilbara TAN plant ramp-up
- Lower Pilbara ammonia production

ROIC[2]

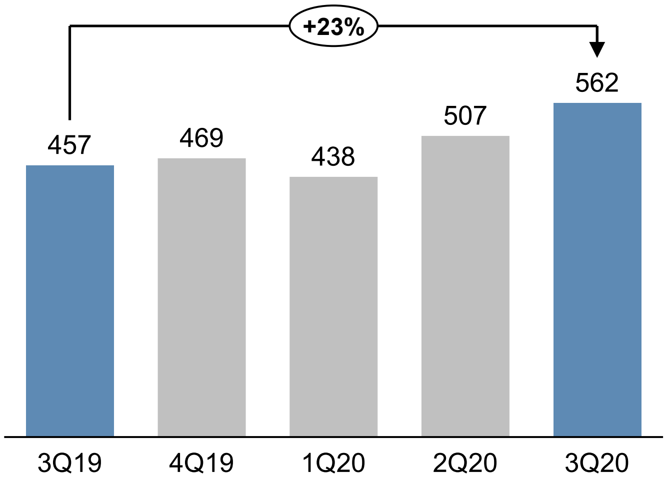


- ROIC impact from Pilbara TAN asset under construction

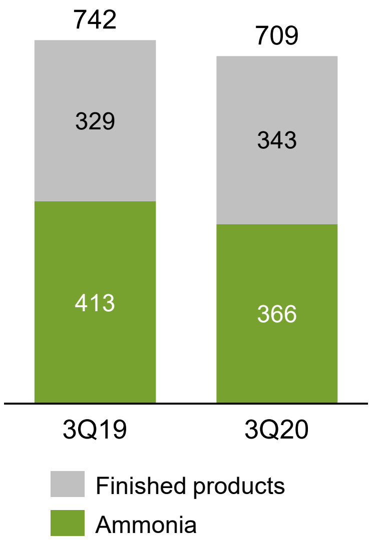
1) EBITDA ex. special items. For definition and reconciliation see APM section of 3Q 20 Report, page 35
2) For definition and reconciliation see APM section of 3Q 20 Report, page 37 and Operating segment information page 25

Africa and Asia: deliveries and production

Premium product deliveries[1] (kilotonnes)



Production volume (kilotonnes)

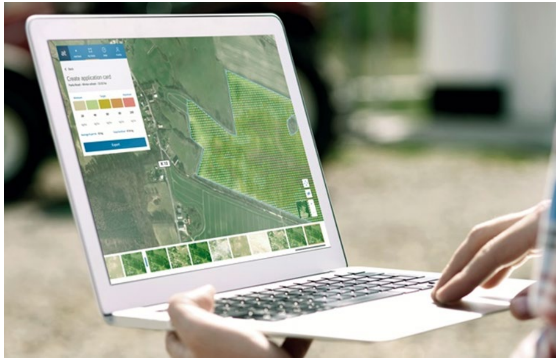


Comments

- Strong premium product deliveries
- Babrala plant (India) performing well amid Covid-19 challenge
- Pilbara TAN project ramping up production, currently at approx. 80%
- Pilbara ammonia 3Q impacted by downtime, but now running well

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

Attractive Yara prospects



Attractive opportunities

- Resource and environment challenges require strong agri productivity improvement
- Attractive Yara growth opportunities within sustainable solutions for the global food system, and green ammonia

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 track record

- Nine consecutive quarters of ROIC growth, with USD 1.5 billion free cash flow from operations last 4 quarters
- Strict capital discipline with clear capital allocation policy

Save the date: Yara ESG investor seminar 7 December 2020

Main topics

Farming and food chain solutions

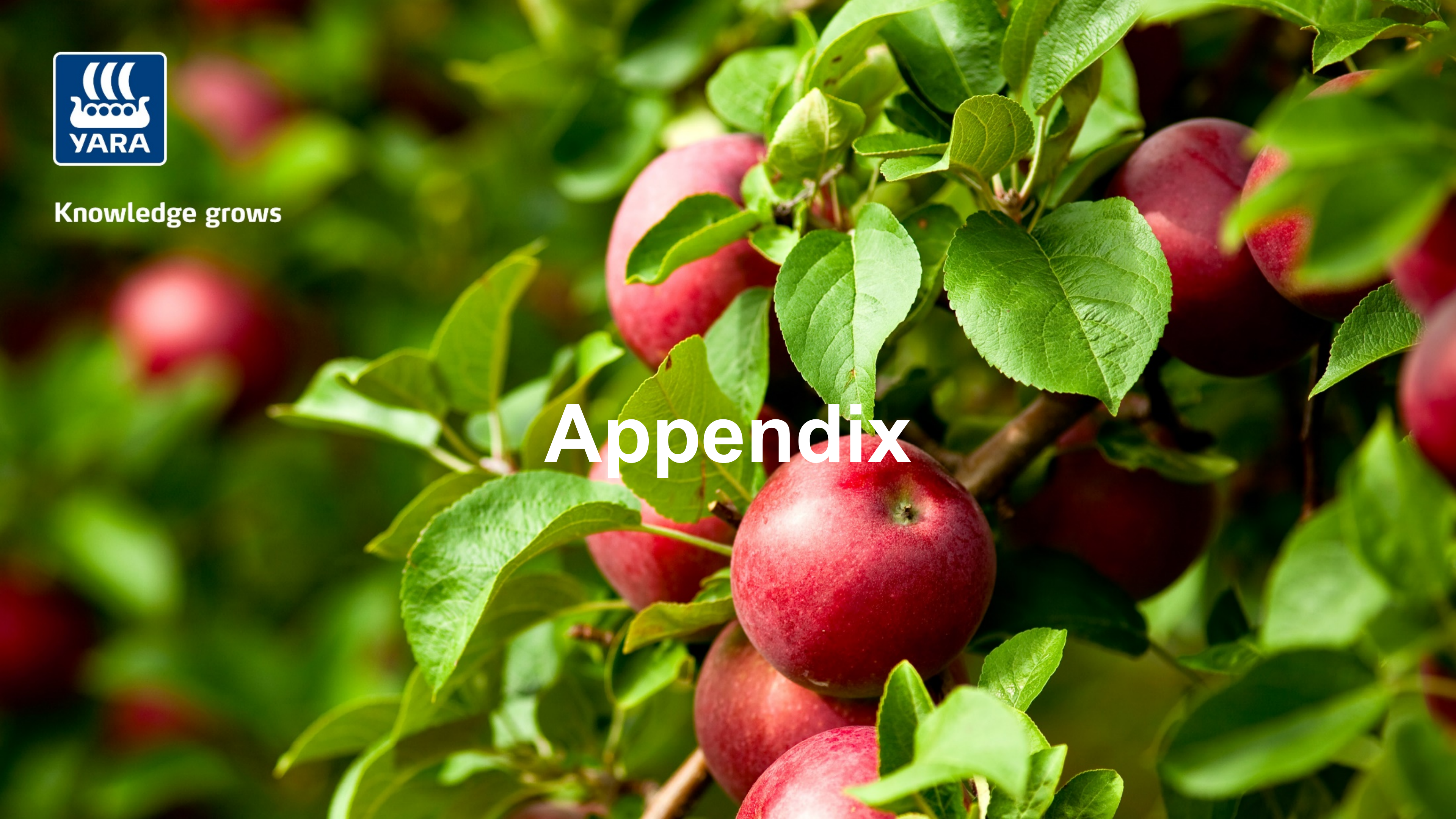
- Strong opportunities within sustainable solutions

Decarbonize

- Driving towards climate-neutral fertilizer production

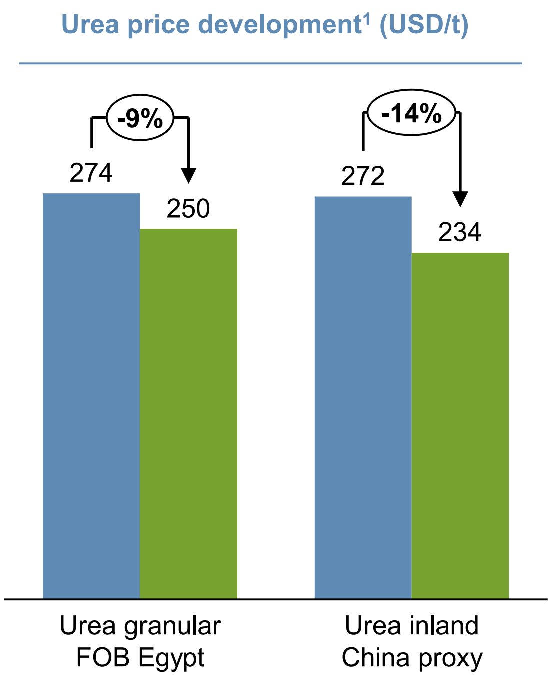
Transformation roadmap and KPIs

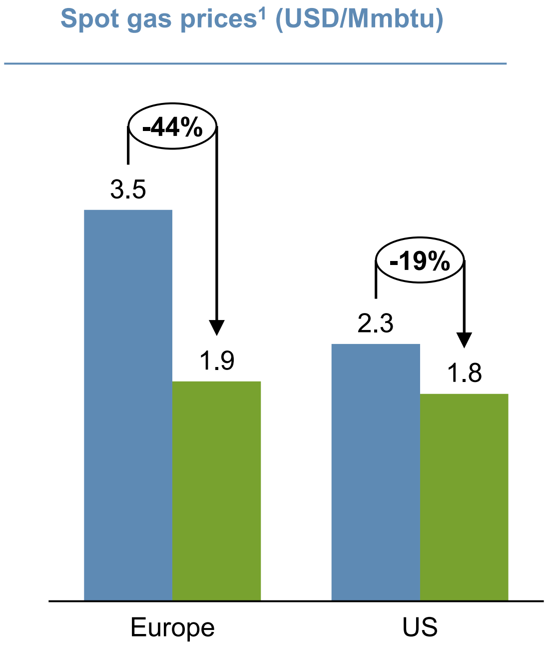
- Sharpening our focus and capturing opportunities

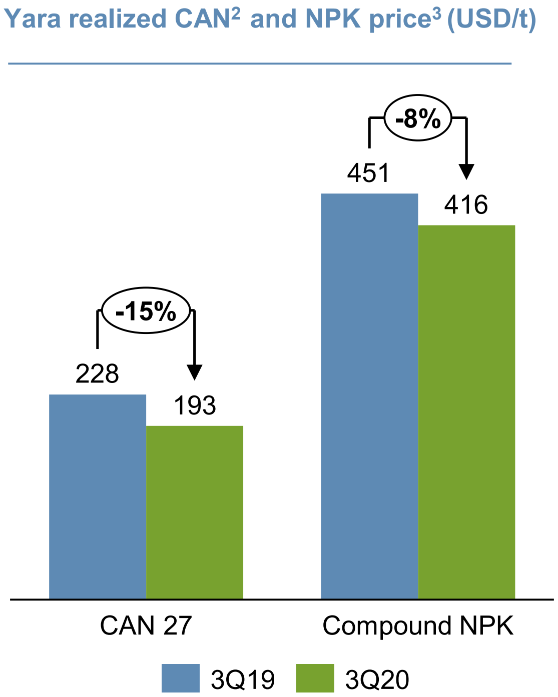


Appendix

Product price developments





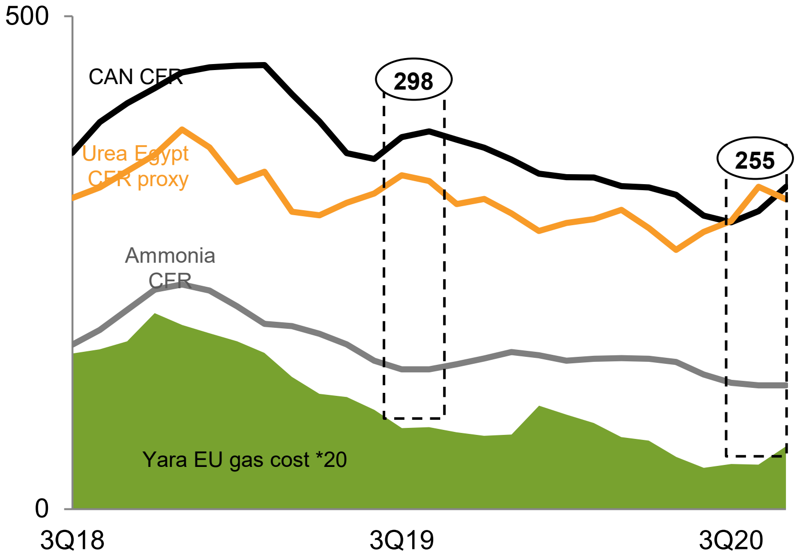


1) Source: BOABC, CFMW, Fertilizer publications, Argus. 1-month lag applied, as proxy for realized prices (delivery assumed 1 month after order)
2) Yara's realized European nitrate price, CAN 27 CIF Germany equivalent ex. Sulphur
3) Yara's realized global compound NPK price (average grade)

Lower nitrogen upgrading margin, global NPK premium relatively stable

Nitrogen upgrading margins[1]

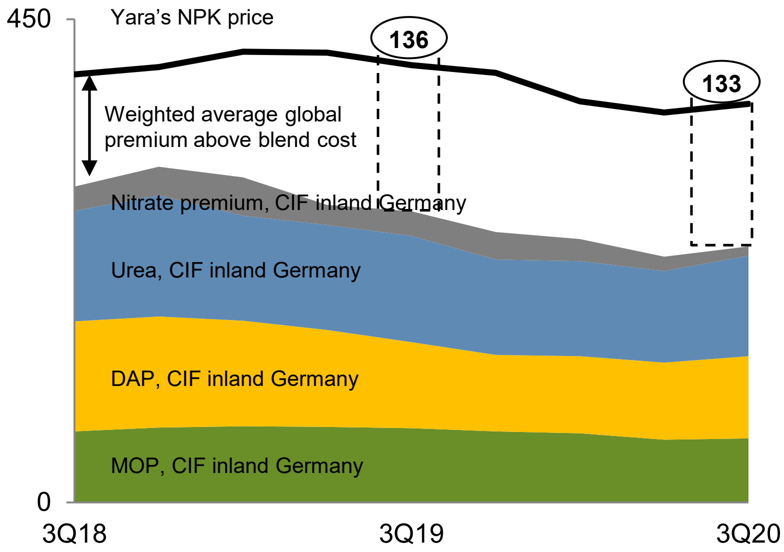
USD/t (monthly publication prices)



[1] Upgrading margin from gas to nitrates in 46% N (USD/t): All prices in urea equivalents, with 1 month time lag

NPK premium over blend[2]

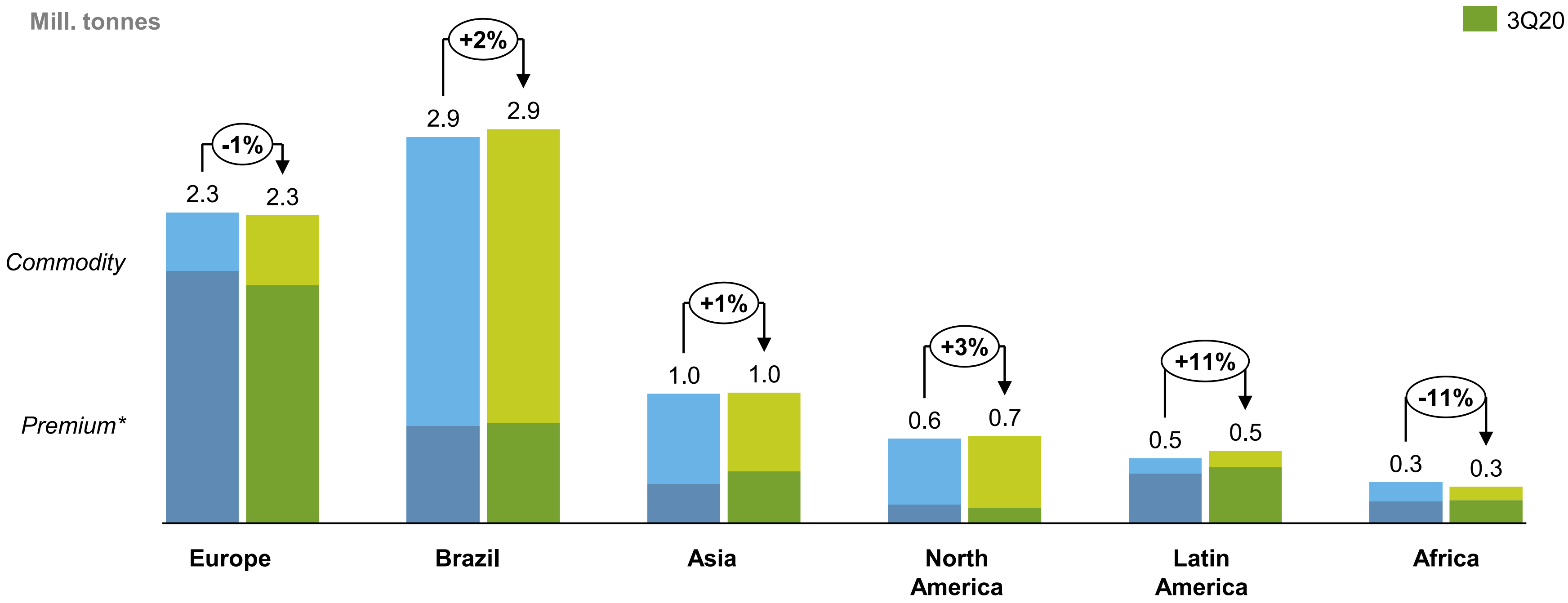
USD/t



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

Lower deliveries in Europe and North America partly offset by increases in Brazil

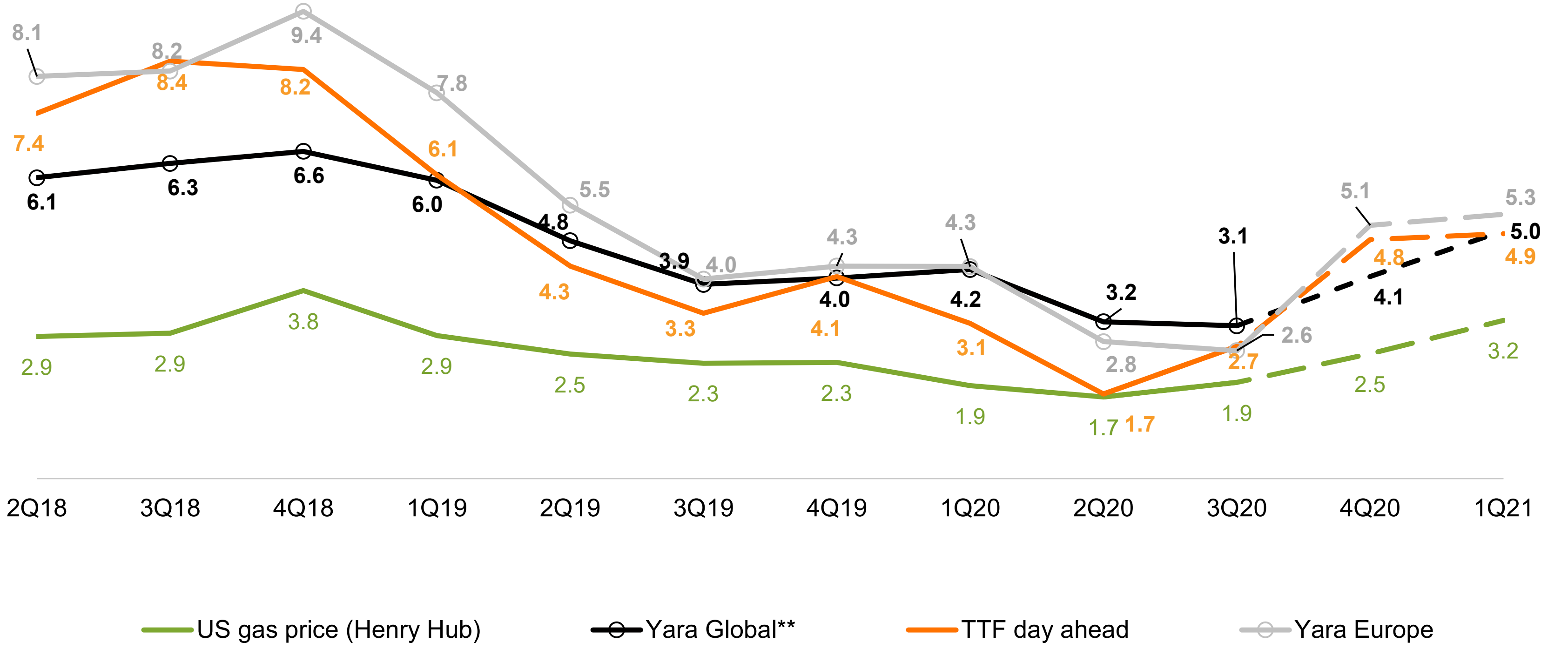
Total deliveries



1) Premium defined as Differentiated N, NPK, CN, fertigation products and YaraVita
OPP = Own Produced Products

Energy cost

Quarterly averages for 2018-2020 with forward prices* for 4Q20 and 1Q21

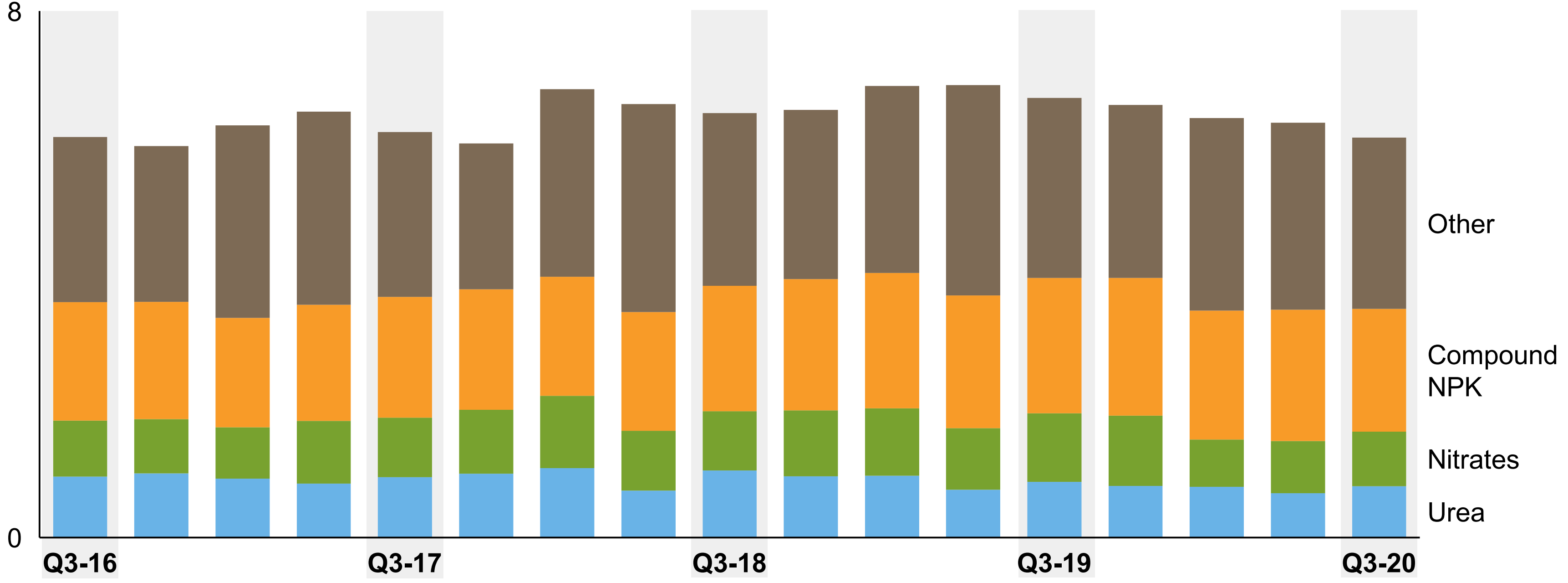


Source: Yara, World Bank, Argus/ICIS Heren
*Dotted lines denote forward prices as of 9 July 2020, market prices (HH and TTF) are not lagged
**Yara Global restated from 2Q 2018 to include Cubatão gas cost

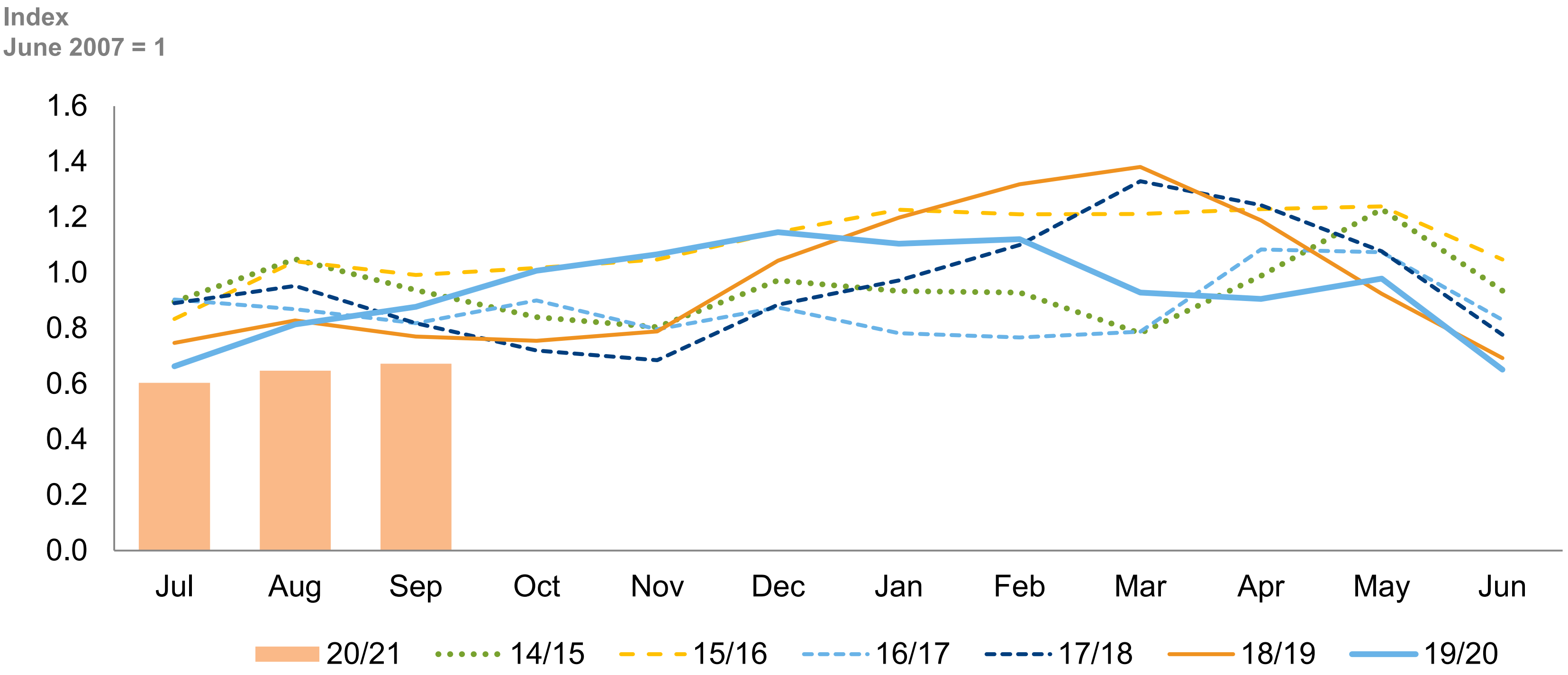
Yara stocks

Finished fertilizer

Mill. tonnes



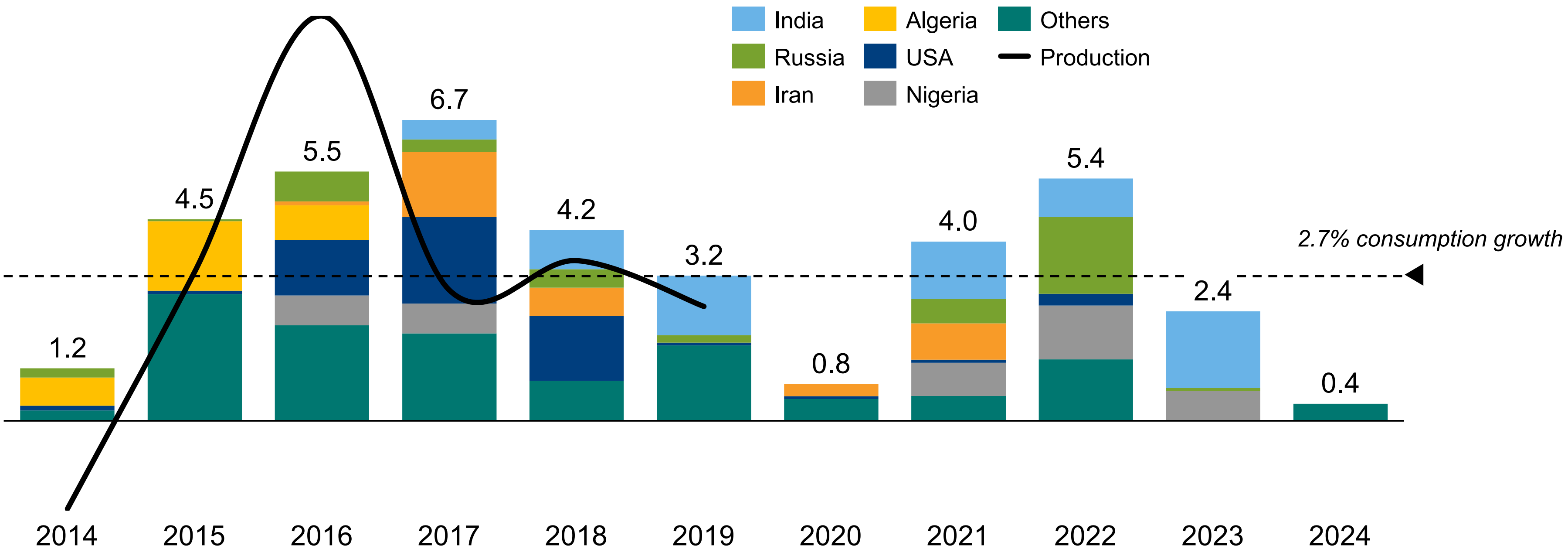
European producers' nitrate stocks



Source: Fertilizers Europe, Yara estimate for September

Higher nitrogen supply growth forecast in 2021, however higher than normal risk of project delays

Global urea capacity additions ex. China (mill. tonnes)



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 35-40