

Välkomna till Landskrona terminalen!





Knowledge grows

Yara Corporate Presentation 2017



We deliver profitable and responsible solutions for agriculture and the environment

What We do

Our knowledge, products and solutions grow farmers', distributors' and industrial customers' businesses profitably and responsibly, while protecting the earth's resources, food and environment.



We deliver a complete portfolio of offerings

What
We offer

Crop
nutrition
solutions



Nitrogen
application
solutions



Environmental
solutions



Basic products

Ammonia

Urea

SSP

Nitric Acid

Nitrates

NPK

CN

TAN

Born in Norway, we have pioneered agricultural growth and production for over 100 years

1900-1905



Birkeland's invention

Birkeland's discovery that hydroelectric power could be used to extract nitrogen from the air led to Norsk Hydro opening December 2, 1905.



1906-1939



Attracting Royal attention

New large scale production plants opening and under construction in Notodden and Rjukan respectively are visited by King Chulalongorn of Siam. The plant at Herøya established in 1928. First production of regular NPK fertilizer in 1938.



1940-1959



Extending our reach

Stockholm is home to a new sales office and the USA becomes a customer. The Glomfjord plant opens using hydroelectric power to upgrade ammonia to calcium nitrate and NPK.



1960-2003



Going global

Qafco JV established in 1969. Yara acquires companies in the Netherlands, Sweden, Germany, the UK, France, Italy and China and establishes an office in Zimbabwe. Adubos Trevo is acquired in Brazil.



2004-2014



Going public — industry shaper

March 25, 2004, Yara is listed on the Oslo Stock Exchange. The tagline 'Knowledge grows' introduced.

Yara offers solutions and work with public and private partners to create profitable and sustainable growth both for shareholders, stakeholders and society at large



Knowledge grows

2015 →



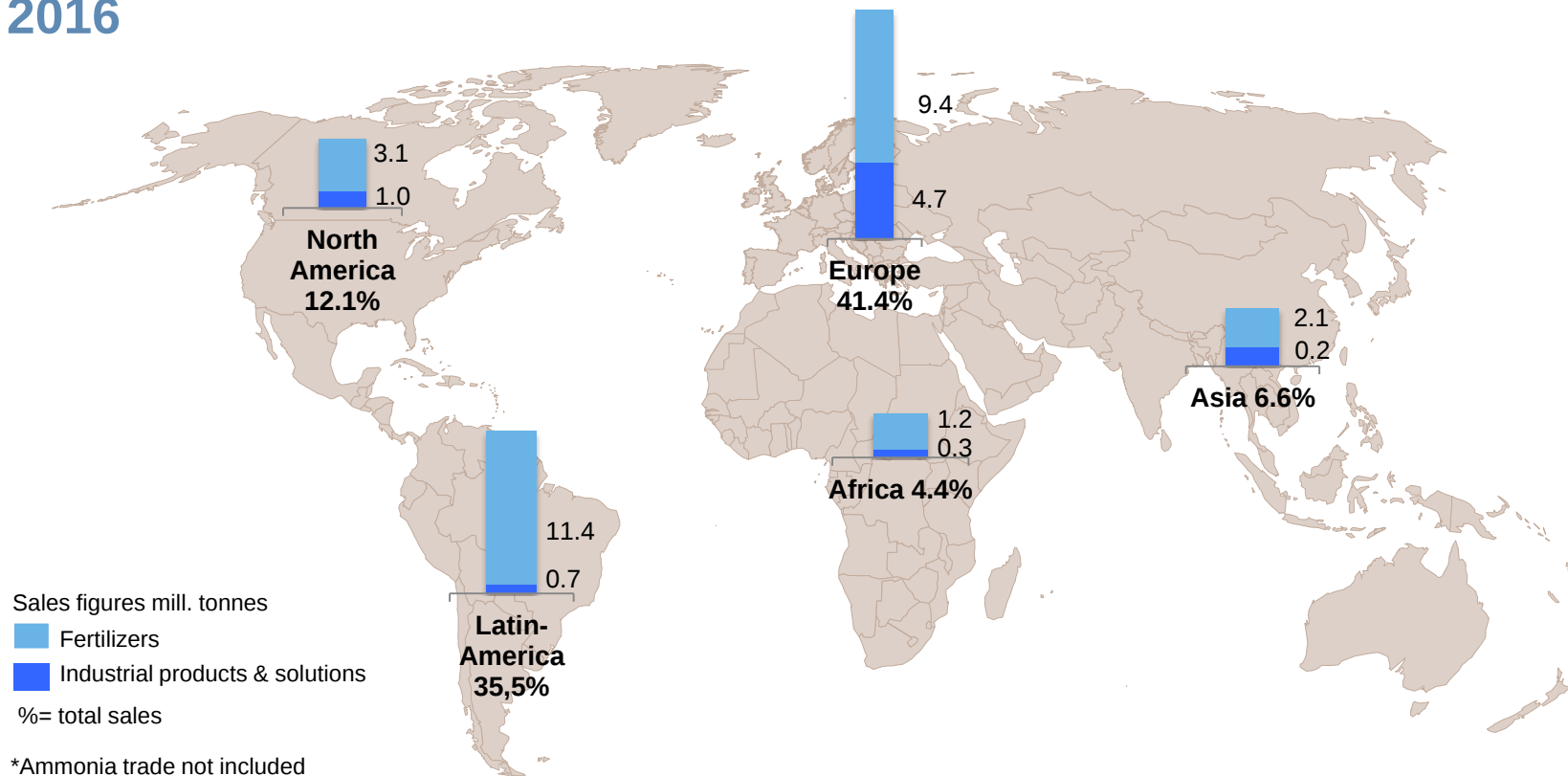
Knowledge grows — providing shared value

Yara's knowledge, products and solutions grow farmers', distributors' and industrial customers' businesses profitably and responsibly while nurturing and protecting the earth's resources, food and environment.

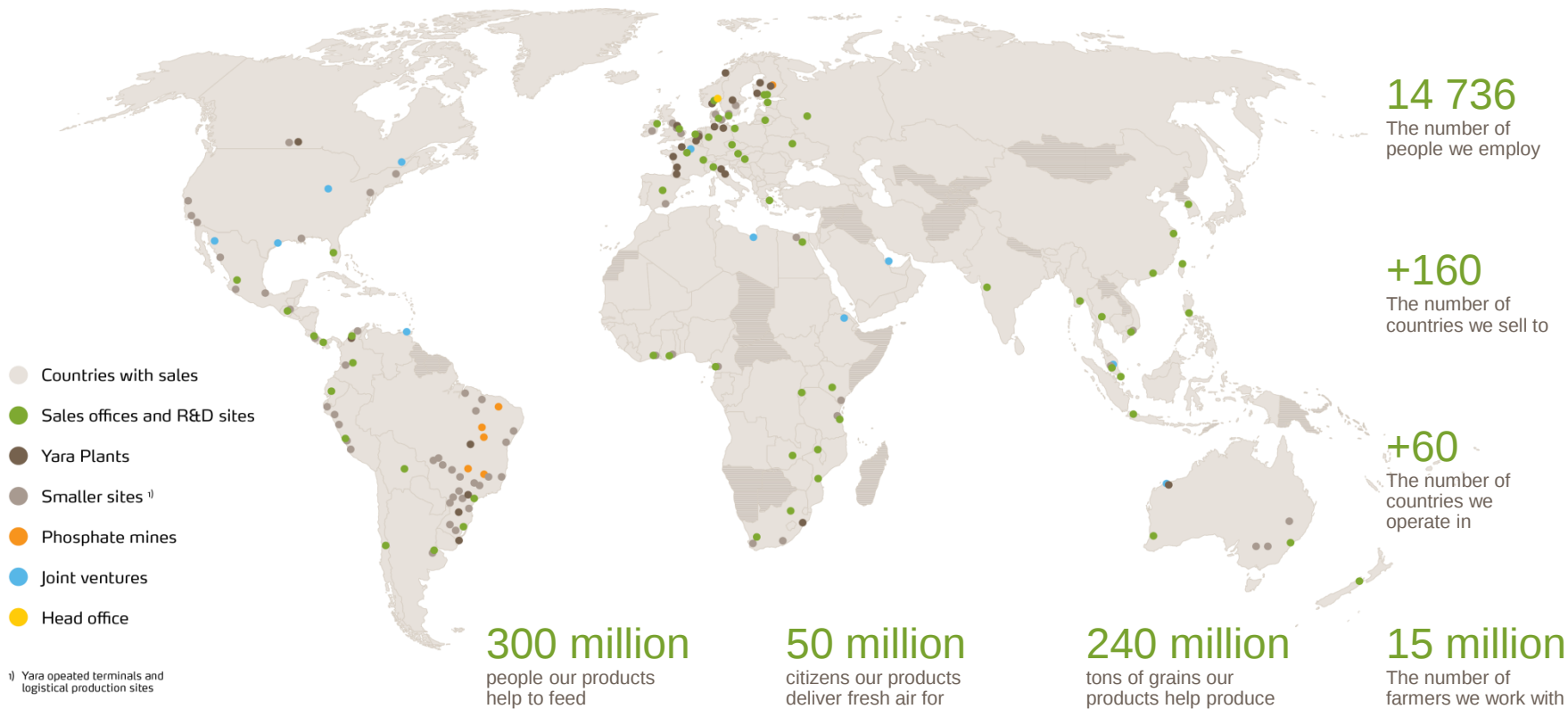


Knowledge grows

We sold 34.1 million tonnes of products and solutions globally in 2016



Our global presence is growing





Safety is at the heart of everything we do

We are dedicated to being a leader in worker safety and protect our employees and contractors through:

- Safety as a mindset — leadership by managers
- Shared responsibility — active employee engagement
- Safety as a culture — production and operational excellence



We believe all injuries are preventable and our ultimate goal is zero accidents.”



Svein Tore Holsether
President & CEO

Our planet faces massive challenges

9,7 billion

People



+ 50 %

Increased
food production



-40 to -70 %

Reduced greenhouse gas
emissions*



Source: OECD and FAO

* To stay within the 2°C goal by 2050

Effektiv logistikkedja

Så få transporter som möjligt



Produktion



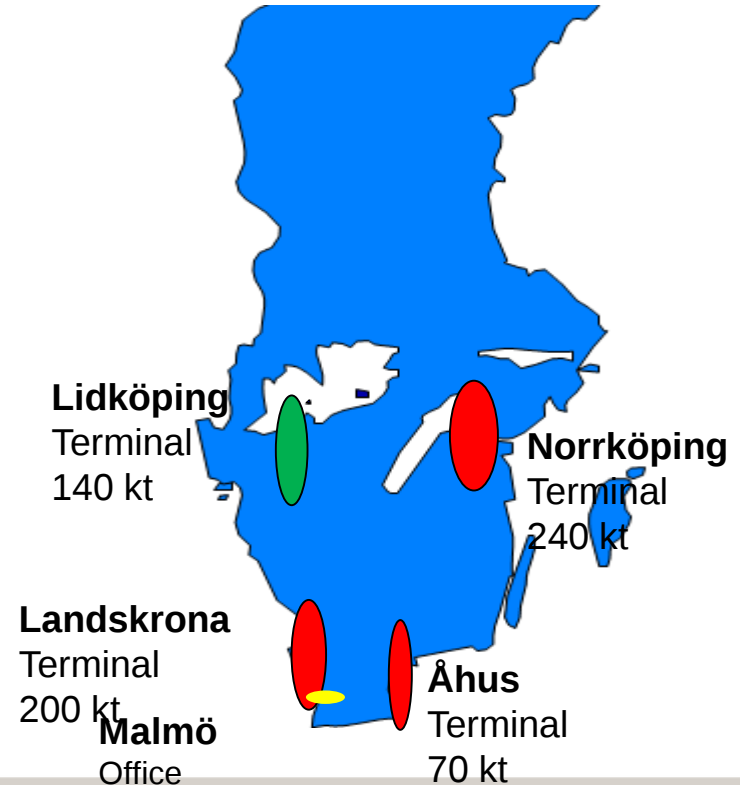
Terminal
Direkt från båt
till storsäck



Lantbrukare

Yara terminals is optimally located to serve the Swedish market

Our terminals is optimally located for distribution of fertiliser:
Close to market, covers 1/3 of Swedish Market within a range of 1,5 hours drive
Good harbour, close to main roads and access to rail



Vi i Sverige får våra produkter från fabriker i norra Europa

Porsgrunn

Kalksalpeter

Rostock

Axan, Sulfan, N27

Sluiskil

Axan

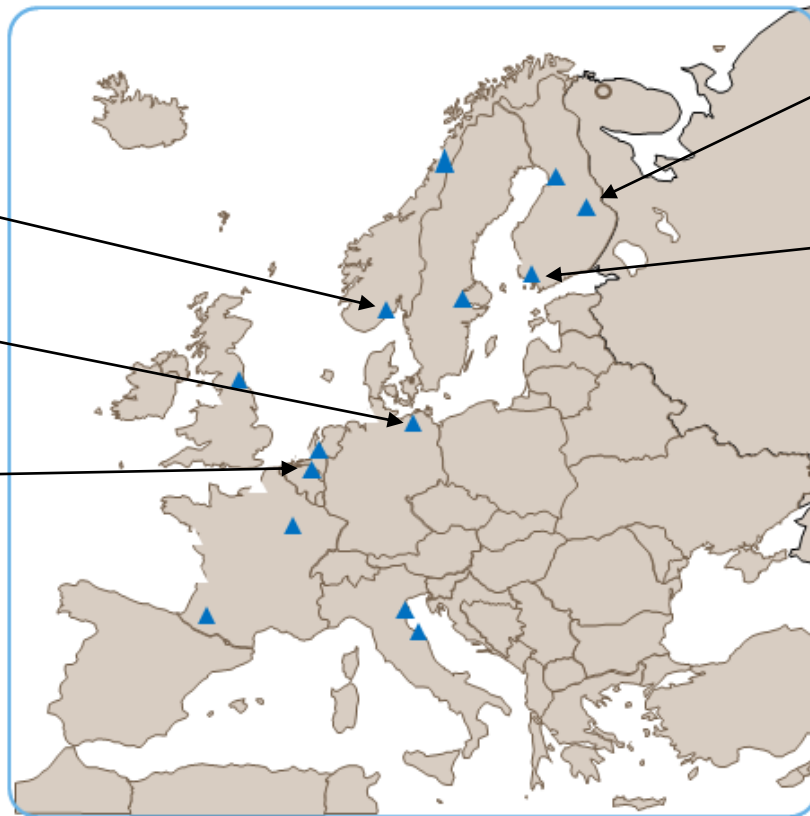
Siilininjärvi

YaraMila Fosforgru

Nystad

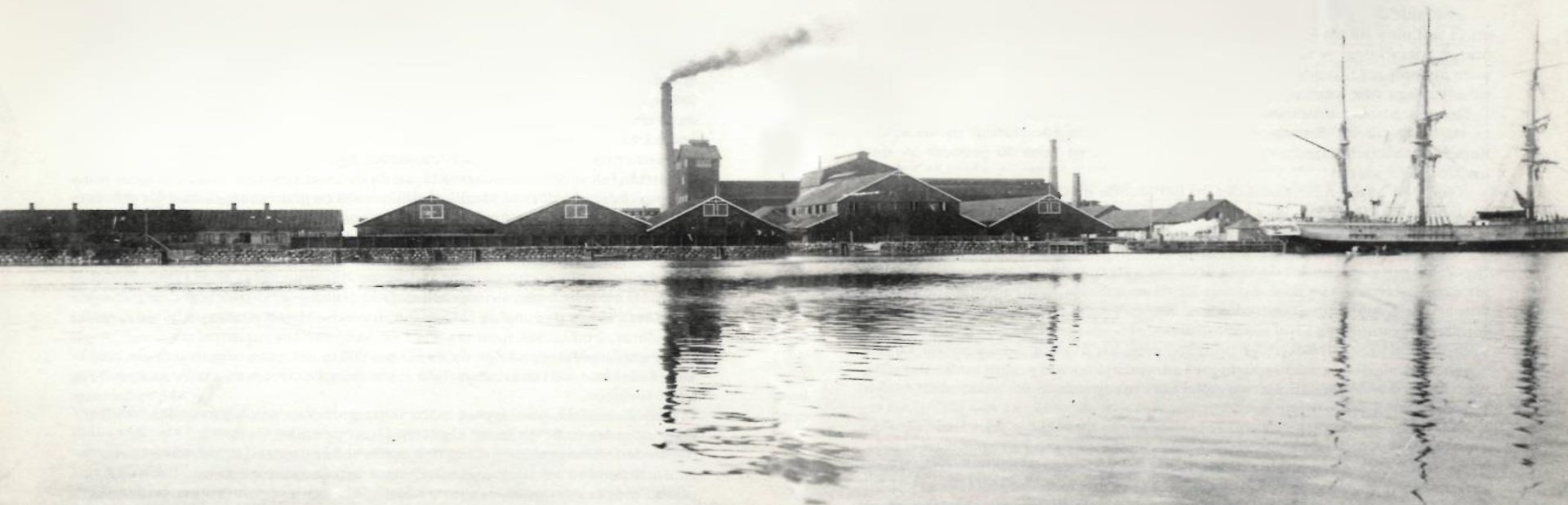
(Uusikaupunki)

YaraMila



Yara produktionsorter
i Europa

Från fabrik till toppmodern växtnäringsterminal

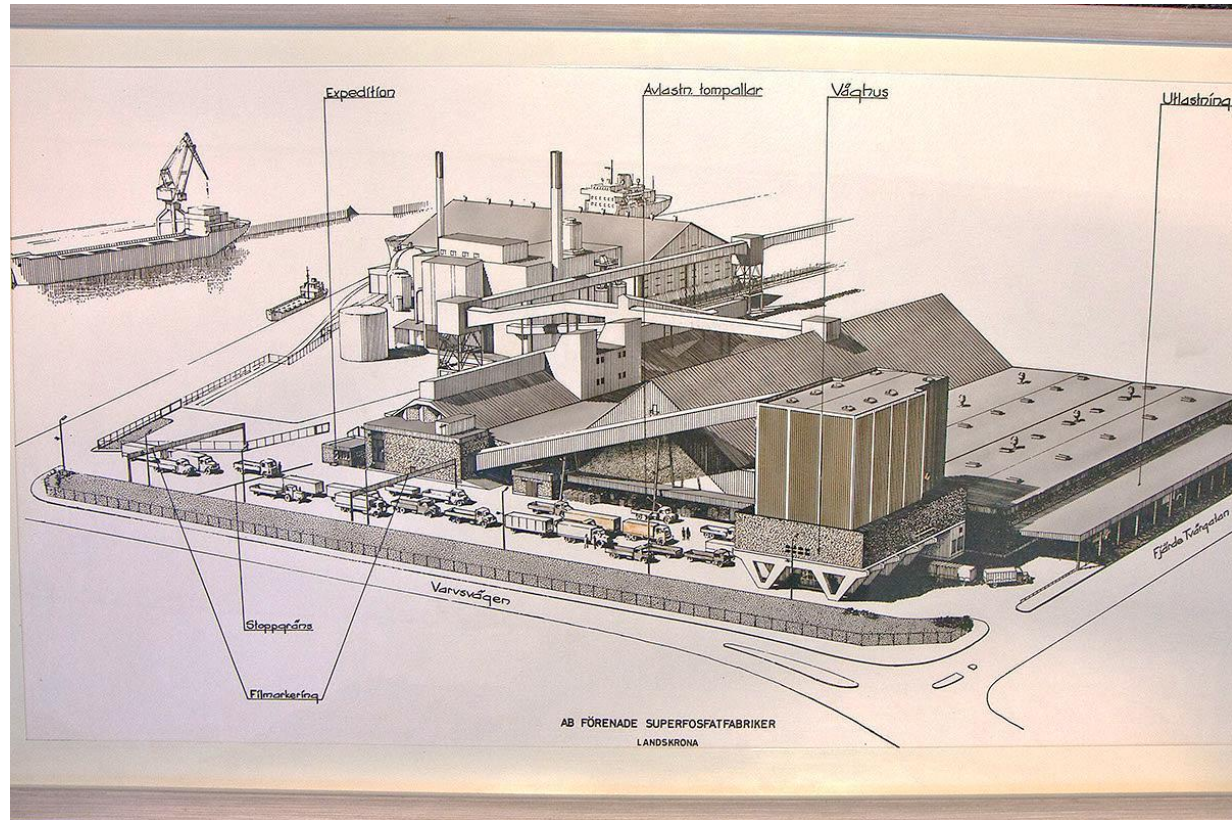


Superfosfatfabriken på Gråen 1884

Från jutesäck och tunnor till dagens storsäck.



Ett rationellt flöde 1960-1990



Från jutesäck och tunnor till dagens storsäck.



Från jutesäck och tunnor till dagens storsäck.



Landskrona terminalen innan projektet



Rivning av bulkmagasinen etapp 1



Rivning av "våghuset" etapp 2



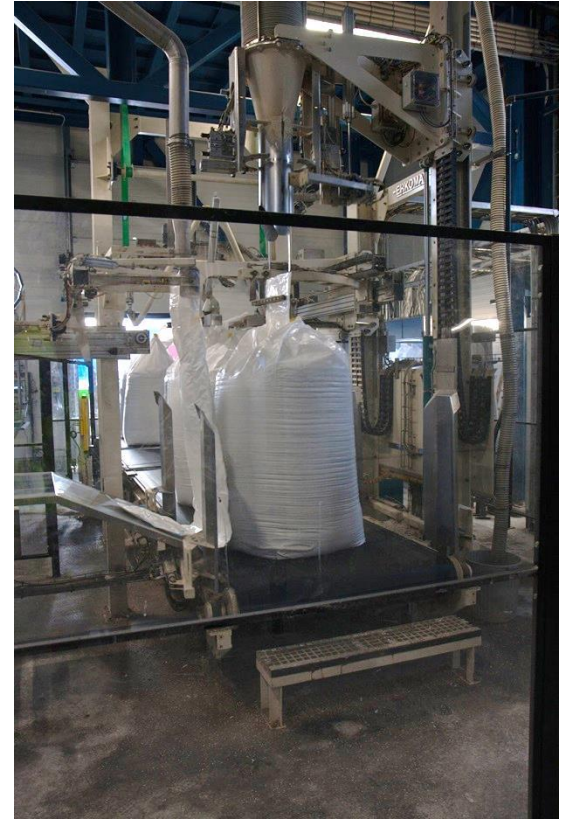
Hanteringen på Nya Landskrona terminalen

- Förbättrad säkerhet.
- Minskad hantering av bulkvara.
Ca 90 % emballeras direkt vid lossning. Kortare ledtider.
- Bandlängder inom terminalen minskar från ca 2000 till 250 m.
- Gasförbrukningen minskar med 75 % - lägre behov av torkad luft.
- Elförbrukningen minskar med ca 80 % - färre transportband.
- Rationellare hantering minskar interntransporter med lastmaskin.
- Extern trafik och lastning av kundbilar separeras från vår interna körning.

Hanteringen på Nya Landskrona terminalen

- Högre säkerhet
Kortare gummitransportband, särskilt på riskpositioner.
- Flamsäkra gummitransportband.
- Minskat underhålls på maskiner och byggnader.
- Bättre arbetsmiljö.
- Enklare planering.
- Brandlarm i magasin och säckstation.
- Färre spillkällor och omlastningsstationer.
- Enklare tillståndsprövning. (Seveso, miljötillstånd)

Erkomat storsäckning



Den nya säckstationen



Nya Landskrona terminalen

