

Orkla - Last four months Preliminary results

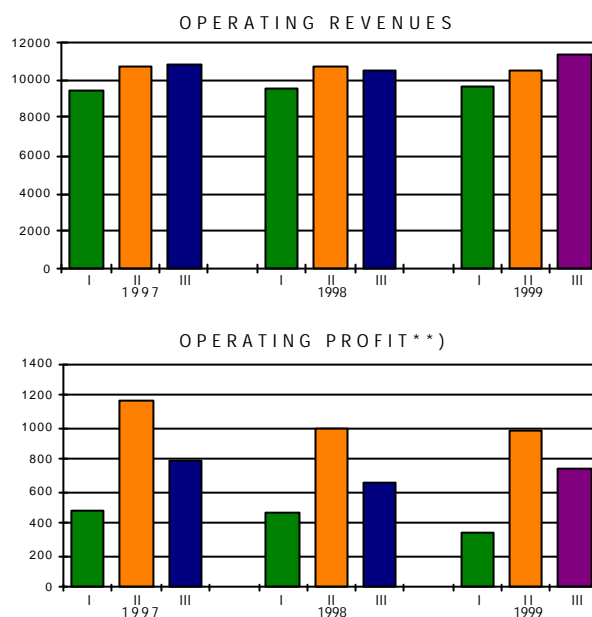
1999

Group Income Statement

Amounts in NOK million	1.1.-31.12.		1.9.-31.12.	
	1999	1998	1999	1998
Operating revenues	31,492	30,819	11,315	10,548
Cost of goods sold	(12,376)	(12,128)	(4,444)	(4,234)
Other operating expenses	(15,022)	(14,682)	(5,425)	(5,031)
Ord. depreciation and write downs	(1,565)	(1,456)	(533)	(479)
Operating profit before goodwill and other income and expenses	2,529	2,553	913	804
Goodwill amortisation and write-downs	(443)	(421)	(147)	(146)
Other revenues and expenses	91	(335)	(2)	(76)
Operating profit	2,177	1,797	764	582
Profit from associates	114	165	17	(7)
Dividends	325	325	12	32
Portfolio gains	595	769	253	(134)
Financial items, net	(892)	(999)	(287)	(302)
Profit before tax	2,319	2,057	759	171
Taxes	(527)	(555)	(168)	(46)
Profit after tax	1,792	1,502	591	125
Minority interests	125	124	26	32
Profit before tax, Industry area	1,391	1,015	478	282
Profit before tax Financial Investments	928	1,042	281	(111)
Earnings per share fully diluted(NOK)	7.9	6.5	2.7	0.4
Earnings per share fully diluted(NOK)*)	9.7	10.3	3.4	1.4

*) Excluding goodwill amortisation and non-recurring items.

Operating revenues and Operating profit** in NOK million 4 month periods



**) Excluding «Other revenues and expenses».

The Orkla Group

Main trends

In 1999, Orkla's profit before tax increased by NOK 262 million to NOK 2,319 million. The positive trend in the second four-month period was further strengthened in the last four months for both Industry and Financial Investments. The Nordic Branded Consumer Goods business reported an 20% rise in operating profit in 1999, excluding other revenues and costs. Baltic Beverages Holding (BBH) achieved continued strong volume growth and profit was satisfactory considering the economic situation in Russia. Profit from the Chemicals business was unsatisfactory, although higher than in the last four months of 1998.

The value of Orkla's investment portfolio rose substantially in 1999, yielding a return of 48.2%, which gives a value-adjusted profit of NOK 6.2 billion. Only 13% of this was realised, and the book gain on sales of portfolio shares was therefore lower than in 1998. This does not reflect the fact that the sale of Dyno and Elkjøp shares will bring a gain of approximately NOK 700 million in year 2000 and free up approximately NOK 1.5 billion in capital.

Group profit for the year was positively affected by non-recurring items totalling NOK 91 million. In 1998 these items amounted to minus NOK 488 million.

Group earnings per share were NOK 7.9, compared with NOK 6.5^{*)} in 1998. Excluding goodwill amortisation and non-recurring items, earnings per share were NOK 9.7 compared with NOK 10.3^{*)} the previous year. The Board of Directors will propose a dividend of NOK 2.50 per share for 1999, compared with NOK 2.03^{*)} for 1998.

*) Adjusted for the rights issue in autumn 1999 in connection with the amalgamation of A and B shares. The average number of outstanding shares in 1999 was 211,859,518.

The Group

Group operating revenues totalled NOK 31,492 million, NOK 673 million higher than last year. All areas except Beverages and Chemicals reported growth in operating revenues. Operating revenues from continuing business^{*)} declined 1%.

Sales volumes on the Norwegian grocery market dropped 1.5% in 1999, while in Sweden they rose 2.5%. Orkla has largely maintained or strengthened its market shares on the Nordic markets. In Sweden, Pripps has lost some of its market share for beer, while BBH has strengthened its position on the East European markets. Snacks in Norway also had a slight decline in market shares. There may have been a certain amount of stockpiling of certain grocery products prior to the turn of the millennium.

Orkla's operating profit totalled NOK 2,177 in 1999 compared with NOK 1,797 million in 1998. Adjusted for non-recurring items, operating profit was 2% lower. The decline was mainly due to BBH, Chemicals and Orkla Media. In the last four months, all business areas except Orkla Media reported profit growth.

Net financial expenses were NOK 107 million lower than in 1998, partly due to the devaluation of the Russian rouble in August 1998, which was charged as a financial expense of NOK 138 million.

Profit from associated companies in 1999 amounted to NOK 114 million, NOK 51 million lower than in 1998. This was ascribable to lower profit from Hartwall's (20.4%) Finnish business and anticipated lower profit from Jotun (42.5%).

Profit after tax totalled NOK 1,792 million compared with NOK 1,502 million last year. Adjusted for non-recurring items (after tax) and goodwill, profit was 7% lower due to the low realisation of gains on the share portfolio, the effect of the rouble devaluation in August 1998 and poor results for the Chemicals area.

Temporarily lower tax for BBH contributed to a tax charge of 23%.

High priority is given to work on measures to improve competitiveness. These measures are now showing positive results, particularly for Orkla Foods and Orkla Beverages. Part of the surplus from cost reductions is continuously being invested in market-related activities.

Orkla Foods

Orkla Foods' operating revenues amounted to NOK 10,757 million in 1999. Continuing business was up 2% on 1998. Operating profit before other revenues and expenses rose 22% to NOK 709 million. All areas reported profit growth. In the last four months, operating profit totalled NOK 285 million, a rise of 15%.

Stabburet's profit growth was due to stronger focus on brand-building and innovation and long-term improvement measures in all parts of the value chain.

Procordia Food increased its operating revenues by 5% compared with the previous year. Profit improved as a result of increased sales volumes and cost improvement measures in several areas. The cost-cutting programme is producing the anticipated results and is expected to be completed by the end of 2000.

Abba Seafood's operating profit increased as a result of cost reductions and a re-alignment of sales towards the more profitable product groups. The "Abba 100" project has led to profit growth of approximately SEK 97 million since 1997, which is considerably higher than originally planned. Abba Seafood's export operations have been reduced in recent years and are now profitable.

Operating profit for Orkla Foods International was still negative, although higher than last year. Guseppe is the clear market

leader on a growing Czech pizza market. Cost-cutting measures improved Felix Austria's operating profit. Manpower reductions at Kotlin in Poland are proceeding according to plan.

Felix Abba and Beauvais strengthened their positions on the Finnish and Danish markets respectively and both reported profit growth.

The integration of K&K with Orkla Food Ingredients (formerly Industry) is moving more rapidly than expected. In Denmark a joint sales and distribution unit was established with the Danish company Creden in December 1999. The purpose of establishing this unit is to create a platform for growth and increased profitability on the Danish bakery ingredients market, where there has been over-capacity in sales and distribution.

Bakers has confirmed its position as market leader on a highly competitive bakery products market. Sales of bake-off products are growing strongly. This product group is improving profitability for both Bakers and the grocery trade.

Orkla Beverages

In 1999, Orkla Beverages' operating revenues dropped 5% to NOK 6,373 million compared with 1998. In terms of profit, continued strong volume growth at BBH and cost reductions in the Nordic region largely compensated for the loss of tollfilling for Coca Cola in Norway and the weaker Russian and Ukrainian currencies. Orkla Beverages' total sales volume increased by 6% in 1999. Adjusted for the loss of Ringnes' tollfilling for Coca Cola from 1 February 1999, the company achieved 20% growth, 7% of which was in the Nordic region and 40% in BBH. Excluding other revenues and expenses, operating profit in 1999 amounted to NOK 482 million, compared with NOK 508 million in 1998.

In the last four months, operating profit excluding other revenues and expenses totalled NOK 98 million, an improvement of NOK 55 million compared with 1998. Profit growth was mainly ascribable to volume growth at BBH and profit growth in Sweden.

Operating revenues for the Nordic business in 1999 amounted to NOK 4,806 million, 5% lower than in 1998. Operating profit before goodwill amortisation was NOK 253 million, compared with NOK 131 million in 1998. Pripps reported a substantial improvement, helped by good summer weather, cost reductions and mix effects, while Ringnes reported slightly lower profit than last year due to the loss of tollfilling for Coca Cola. In the last four months alone, operating profit before goodwill amortisation was NOK 7 million higher than last year.

The main focus for the Nordic business in 1999 was to combine market-related measures with the "Competitive Edge" cost reduction programme. The purpose of this programme, which was initiated in autumn 1998, is to reduce the annual costs of the Nordic business by NOK 600 million. The programme is largely proceeding according to plan and is entering its final year in 2000. The full effect of the cost savings is expected in 2001.

The total market for beverages (beer, carbonated soft drinks and water, measured by volume) increased by 4% in Norway and 7% in Sweden. In 1999, Ringnes' sold volume increased by 13% (excluding Coca Cola), while Pripps' increased by 3%. Ringnes has maintained its market shares for beer and carbonated soft drinks, while the Pepsi products have strengthened their position on the carbonated soft drinks market compared with last year. In Sweden, Pripps has maintained its positions on the carbonated soft drinks and water markets, but reported, in the last four months, a decline for Class III beer. Pripps' share of the beer market fell two per-

^{*)} Continuing business has been adjusted for acquisitions and divestitures and non-recurring items. New businesses in 1999 have been included in the 1998 figures for the corresponding period, while divested businesses have been excluded in both 1998 and 1999.

Amounts in NOK million	Operating revenues				Operating profit ^{*)}			
	1.1.-31.12.		1.9.-31.12.		1.1.-31.12.		1.9.-31.12.	
	1999	1998	1999	1998	1999	1998	1999	1998
Orkla Foods	10,757	10,238	4,066	3,743	709	579	285	248
Orkla Beverages	6,373	6,741	2,086	2,022	482	508	98	43
Orkla Brands	4,531	4,273	1,668	1,538	477	456	208	186
Orkla Media	3,332	3,153	1,206	1,139	171	208	98	117
Elimination	(151)	(167)	(61)	(68)	0	0	0	0
Branded Consumer Goods	24,842	24,238	8,965	8,374	1,839	1,751	689	594
Chemicals	5,677	5,777	1,985	1,950	260	402	114	91
H.O./Unallocated/Elimination	481	429	144	143	(114)	(85)	(90)	(40)
Other revenues and expenses	0	0	0	0	91	(335)	(2)	(76)
Industry	31,000	30,444	11,094	10,467	2,076	1,733	711	569
Financial Investments	492	375	221	81	101	64	53	13
Group	31,492	30,819	11,315	10,548	2,177	1,797	764	582

*) The business areas' operating profit is shown exclusive of «Other revenues and expenses». Other revenues and expenses NOK 91 million in 1999; NOK +110 million in Orkla Foods and NOK -19 million in Chemicals. In 1998: NOK -60 million in Orkla Foods, NOK -174 million in Orkla Beverage, NOK -25 million in Orkla Brands, NOK -44 million in Orkla Media and NOK -32 million in H.O./Unallocated.

centage points in 1999. Stronger focus on prices and profitability had a somewhat negative effect on volume growth.

In the Nordic region, activities are under way to rationalise the production structure. Fourteen storage depots were closed down in 1999, ten in Norway and four in Sweden. In the last four months of the year it was decided that production in Bodø, Norway would be wound up, although the storage depot will be maintained. In Sweden, Pripps has entered into an agreement for the sale and distribution of alcoholic beverages with Bibendum, one of Sweden's leading importers of wines and spirits. As a result of this agreement, Pripps will become the second largest seller and distributor of wine in Sweden from 1 February 2000.

Operating revenues for BBH (50%) in 1999 totalled NOK 1,576 million, 8% lower than in 1998. For the year as a whole, volumes rose 40%, but the weaker rouble and hrivna have led to lower operating revenues translated into NOK. The average RUR/USD exchange rate was 26.07 in the last four months of 1999, compared with 16.69 in the corresponding period of 1998. In the last four months, volume growth was 48% and sales growth 36% compared with the previous year. In the last four months, BBH achieved stronger volume growth than the market as a whole.

Operating profit before goodwill amortisation for BBH (50%) in 1999 amounted to NOK 414 million, compared with NOK 567 million in 1998. Operating profit before goodwill amortisation in the last four months alone was NOK 102 million, NOK 50 million higher than last year. The rise in profit was due to strong volume growth in Russia for both existing and newly acquired breweries. Somewhat lower prices in the last four months led to lower margins than in the preceding two periods, but had a positive effect on volume and capacity utilisation at the breweries. Annual capacity in Russia has increased significantly. In 1999, BBH's total sales volume was approximately 1.3 billion litres (100%).

BBH has confirmed its position on all its markets. In Russia, BBH had a market share of 23% in 1999. The largest brewery, Baltika, increased its market share in the last four months, partly due to the launch of beer in plastic bottles. Market growth in 1999 was 27% in Russia, 17% in Ukraine and 21% in the Baltic States. The Kolos brewery in Ukraine is included in the accounts from September 1999, while Pikra in Russia will be included from April 2000.

Orkla Brands

Operating revenues for Orkla Brands amounted to NOK 4,531 million in 1999, 6% higher than in 1998. For continuing business, operating revenues were on a par with last year. With the exception of Snacks in Norway, market shares were maintained or strengthened in the course of the year.

Operating profit before other revenues and expenses totalled NOK 477 million, 5% higher than last year. For continuing business, this represents an improvement of 3%.

Operating revenues for the last four months alone amounted to NOK 1,668 million, up 8%. Operating revenues for continuing business were 2% higher than last year. Operating profit in the last four months alone was NOK 208 million, NOK 22 million higher than the previous year. For continuing business, profit was NOK 10 million higher than in the last four months of 1998.

The Confectionery business experienced its fourth year of profit growth and ended the year on a strong note in the last four months. Its market position was strengthened during the year and Nidar is market leader in the confectionery category in Norway.

The Biscuits business is continuing to focus on establishing a competitive production structure. Biscuit production in Finland was wound up according to plan. In January 2000 it was decided that all biscuit production in Norway would be moved to Sweden this summer, which will reduce costs by approximately NOK 15 million and investments by about NOK 5 million a year. The restructuring costs are estimated to be approximately NOK 30 million and will be recorded in the accounts in the first four months of 2000.

The Snacks business had a poor year in terms of profit. In Denmark, production costs were high due to temporarily lower productivity after amalgamating all production at the Søndersø factory. However, productivity reached the target level at the end of the year. Competition on the Norwegian market has intensified.

The other businesses reported higher profit than last year.

Improvement programmes are being carried out on a continuous basis in all areas and positive results have been achieved from increased focus on procurement and the introduction of Total Productive Maintenance (TPM) in certain factories.

Orkla Media

Orkla Media's operating revenues totalled NOK 3,332 million, 2% higher for continuing business. Operating profit before other revenues and expenses totalled NOK 171 million, 23% lower for continuing business. In the last four months of 1999, operating profit before other revenues and expenses was NOK 19 million lower than in the corresponding period of 1998.

Newspapers Norway/Sweden reported a slight decline in operating profit in 1999 compared with 1998. Lower advertising revenues and implementation costs in connection with coordination projects had a negative impact on profit. The approved manpower reductions are proceeding quicker than planned and the measures were intensified in the course of the year. Advertising volumes dropped about 4%, on a par with the overall market. Circulation was stable in 1999.

Magazines achieved profit growth compared with 1998. Cost reductions and productivity improvements were the main reason for this improvement. Paper prices rose 3% in 1999. Total advertising volumes on the Norwegian magazine market (source NRS) fell 0.6% while Magazines reported 3% growth. Market shares, measured in terms of volume, rose 1.5 percentage points to about 42% in 1999. The market share of frequency-adjusted circulation was more or less on a par with 1998.

Direct Marketing reported considerably lower profit than last year due to restructuring and the winding up of less profitable businesses. Moreover, StroedeRalton in Sweden had substantial expenditure in connection with the transition to a new IT platform. Higher costs must be expected here in the first half of 2000 as well.

Operating profit for Newspapers Eastern Europe declined in comparison with 1998, mainly due to the start-up of new printing plants, investments in editorial product development and lower advertising revenues for some parts of the business. The newly-acquired Gazeta Lubuska and Nowa Trybuna performed well.

The Orkla Media Group's electronic publishing and Internet activities were established as a separate division in the last four months of 1999. The contribution to profit from this business area was negative, but substantial assets have been built up in several of the companies in which Orkla Media is involved.

Chemicals

Chemicals' operating revenues amounted to NOK 5,677 million in 1999, 2% lower than in 1998. Lower sales of edible oils/fats and basic chemicals were the main reason for the decline.

Operating profit excluding other revenues and expenses was NOK 260 million, compared with NOK 402 million in 1998. With the exception of Fine Chemicals, all areas reported lower profit in 1999, some of them significantly lower. Operating profit excluding other revenues and expenses in the last four months totalled NOK 114 million, compared with NOK 91 million in the corresponding period of 1998.

The lignin business achieved far lower profit than in 1998 although sales volumes increased somewhat. The market situation for specialty products was difficult, particularly in Europe. In Asia the recession in the building industry continued for much of the year. There was growth in the agricultural sector in both the US and Europe.

Profit from specialty cellulose was somewhat lower than last year. The last four months saw the beginning of an upturn in the general cellulose market, although this has not affected specialty cellulose so far. In connection with the improvement programme

that has been initiated, work is in progress on improving productivity and increasing production.

Fine Chemicals achieved significant profit growth in comparison with 1998. In the last four months, substantial deliveries of advanced intermediate products were made to the pharmaceutical industry. The vanillin area reported profit growth, while the diphenol business reported pressure on prices and somewhat lower profit.

Profit from Ingredients in the last four months was on a par with the corresponding period last year. Profit for the year was significantly lower than in 1998, which was a particularly good year. Low margins led to lower contributions from sales of fish oil and soya bean crushing. Trends on export markets were good and sales of edible fat to the Russian consumer and industrial markets increased towards the end of the year.

The market for basic chemicals remained slow in the last four months. Combined with high maintenance costs earlier in the year, this led to substantially lower profit for this area in 1999. Due to low electricity prices, profit from the Energy area was lower than last year.

The comprehensive improvement programme at Sarpsborg, the main plant in Norway, is largely proceeding according to plan. Work on improving capacity utilisation and quality at the factory is making progress, although somewhat slower than originally planned. A similar programme has been initiated at the Ingredients plant in Fredrikstad. The programmes had little effect on profit in 1999. In all, NOK 19 million was allocated under "other revenues and expenses" in 1999 in connection with these programmes.

Borregaard ChemCell is now the leading producer of specialty cellulose in Europe. In the international arena, specialty cellulose customers are moving in the direction of fewer units and increased globalisation. At the same time, there are a relatively large number of fairly small suppliers. Borregaard therefore envisages a need for structural changes on the production side in the future. A process is now being initiated to establish a partnership for this part of the business. To achieve this, Borregaard is prepared to merge its present specialty cellulose business with a larger international company, in which Borregaard would have an interest.

Financial Investments

1999 was a very good year on the stock markets. The Oslo Stock Exchange All Share Index rose 45.5%, its best performance since 1993. By comparison, the All Share Index dropped 26.7% in 1998. In the last four months the All Share Index rose 12.1%. There was also a generally strong rise in international share prices in 1999.

The return on Orkla's portfolio was 48.2% in 1999. The strong rise in the last four months was primarily due to a marked increase in the value of investments in Elkem, NetCom, Nokia, Nera, Elkjøp and Enitel.

The listed foreign investment portfolio achieved a substantially higher return than the world index. The total return on the foreign investment portfolio was somewhat lower than the Oslo Stock Exchange All Share Index. However, this was due to the non-listed investments, few of which were realised in 1999. At the end of 1999, foreign investments accounted for approximately 32% of the total portfolio.

Orkla invested in several Internet and technology companies in the course of the year and about 35% of the portfolio is currently in the Telecom/IT/Internet sector.

The Financial Investments area reported book profit before tax

Group Balance Sheet

	31.12. 1999	31.12. 1998
Amounts in NOK million		
Assets:		
Long-term assets	21,223	21,079
Portfolio investments etc.	11,375	8,851
Short-term assets	9,026	8,702
Total assets	41,624	38,632
Equity and liabilities:		
Equity and Minority interests	14,226	13,240
Interest-bearing liabilities	17,829	16,453
Interest-free liabilities and provisions	9,569	8,939
Total Equity and liabilities	41,624	38,632
Equity to total assets ratio (%):		
Book	34.2	34.3
Incl. unrealised gains before tax	46.4	40.6

Cash flow

	1.1.-31.12.		1.9.-31.12.	
Amounts in NOK	1999	1998	1999	1998
Industry area:				
Operating profit	2,076	1,733	711	569
Depreciation and write-downs	2,062	1,913	734	617
Change in net working capital	(370)	(8)	171	330
Cash flow from operating activities	3,768	3,638	1,616	1,516
Net replacement expenditure	(1,273)	(1,690)	(481)	(657)
Free cash flow operating activities	2,495	1,948	1,135	859
Financial items, net	(753)	(631)	(204)	(184)
Free cash flow from Industry area	1,742	1,317	931	675
Free cash flow from Financial Investments	584	321	206	453
Taxes and dividends paid	(1,035)	(1,494)	(197)	(459)
Sold companies	333	0	0	0
Miscellaneous capital transactions	63	7	82	(46)
Group's self-financing capacity	1,687	151	1,022	623
Expansion investments (Industry area)	(546)	(847)	(352)	(282)
Acquisitions	(665)	(514)	(29)	(6)
Net purchases/sales portfolio investments	(1,653)	421	(545)	145
Share buy back/share issue	(117)	0	69	0
Net cash flow	(1,294)	(789)	165	480
Currency translations				
net interest-bearing liabilities	129	(88)	51	117
Change in net interest-bearing liabilities	1,165	877	(216)	(597)
Net interest-bearing liabilities	15,709	14,544		

of NOK 928 million, NOK 114 million lower than in 1998. Realised portfolio gains amounted to NOK 595 million, compared with NOK 769 million the previous year. Dividends received totalled NOK 315 million in 1999 compared with NOK 318 million in 1998. As mentioned above, value-adjusted profit for the year was NOK 6.2 billion, NOK 4.0 billion of which was posted in the last four months. Only 13% of this is reflected in the book figures in the form of realised capital gains and dividends.

The net asset value of the share portfolio increased by NOK 6,194 million to NOK 16,604 million in 1999. The market value of the portfolio as of 31 December 1999 was NOK 20,875 million. Unrealised capital gains on the portfolio increased by NOK 5,406 million, which is equivalent to NOK 22.00 per share. As of 31 December 1999, accumulated unrealised capital gains therefore amounted to NOK 9,535 million, equivalent to NOK 38.00 per share.

The Orkla Finance Group had a good year in 1999. In January 2000 an agreement was signed to merge the stockbroking business with Enskilda Securities. Orkla will own 22.5% of the new company. The fund management and insurance broking businesses are not included in the agreement.

An agreement has been entered into concerning the sale of Dyno and Elkjøp shares which will bring a gain of approximately NOK 700 million in year 2000 and free up approximately NOK 1.5 billion in capital.

Cash flow, Investments and Financial Situation

The Group's net cash flow was NOK -1,294 million, a poorer performance than last year. Free cash flow for the Industry area showed a positive trend. The Financial Investments area was a net purchaser of shares in 1999 (NOK 1.7 billion), while it was a net seller in 1998 (NOK 0.6 billion). The effect on cash flow of the sale of Dyno and Elkjøp shares will not appear until year 2000. The

Industry area's expansion investments, which totalled NOK 1,211 million, were mainly linked to capacity expansion and acquisitions by BBH, the acquisition of the Polish newspaper Gazeta Lubuska, the Swedish household textile supplier Freds AB and the bakery ingredients supplier KåKå in Sweden. Net interest-bearing debt at the end of 1999 totalled NOK 15,709 million, a rise of NOK 1,165 million since the beginning of 1999. The average borrowing rate at the end of 1999 was 5.5%. The proportion of interest-bearing debt at floating interest rates was approximately 65%, and about 9% of interest-bearing debt was exposed to short-term Norwegian money market rates at the end of 1999.

As of 31 December 1999, the book equity ratio was 34.2%, on a par with last year. Including unrealised gains on the share portfolio (before tax), the equity ratio was 46.4%, a rise of 5.8 percentage points.

Dividend

The Board of Directors will propose a dividend for 1999 of NOK 2.50 per share, which is 23% higher than in 1998*).

General Meeting

An Ordinary General Meeting will be held on 4 May 2000 at 3 p.m. in Sarpsborg. The annual report will be distributed in week 14.

Oslo, 9 February 2000

The Board of Directors of Orkla ASA

*)Adjusted for the rights issue in 1999.