



# The Orkla Group

## Results First Quarter 2002

8 May 2002



Comments in English  
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# Highlights First Quarter 2002

- ▶ Operating profit +6% for Industry division
- ▶ Strong improvement at Carlsberg Breweries
- ▶ Results for Media heavily influenced by weak advertising markets - improvement measures continue
- ▶ 5.1% return on investment portfolio



2



Despite weak markets and poor results for Orkla Media, the Industry division achieved growth in the first quarter. Operating profit before other revenues and expenses was up 6%, while pre-tax profit increased by 20%.

Carlsberg Breweries achieved the strongest growth. While profit increased in all market areas, Northern and Western Europe and BBH did particularly well.

The media business was strongly affected by weak advertising markets and first quarter profit was lower than expected. Cost reductions and lower paper prices were not sufficient to compensate for the loss of revenue, and further measures will be implemented.

The trend on the financial markets was somewhat mixed in the first quarter. The Oslo Stock Exchange was up, while the trend on the leading international bourses was relatively flat. The return on Orkla's investment portfolio was 5.1%.

# Trading conditions first quarter

## ► No major changes:

- Weak advertising markets particularly in Denmark and Poland hit Media, while Q1 last year was largely unaffected
- Stable operating parameters for fast moving consumer goods in Nordic area
- Continued strong growth in Russian beer market
- Uncertain recovery in the Norwegian equity market
- Stronger NOK versus relevant currencies



3



There was no significant change in the economic situation in comparison with the Board of Directors' statement in the Annual Report.

The decline in advertising markets that materialised in summer 2001 continued for the rest of the year and there were no significant signs of improvement in the first quarter of this year. In comparison with the first quarter of 2001, the negative difference in advertising revenues was substantial.

With the exception of Media, the economic operating parameters for the Branded Consumer Goods business in the Nordic region have been stable. The fact that Easter was somewhat earlier this year is considered to have had a relatively neutral impact on overall profit.

The beer market in Eastern Europe continued to expand, with volume growth in the first quarter amounting to 22% in Russia, 13% in Ukraine and 19% in the Baltic States.

The Oslo Stock Exchange rose 7.1% in the first quarter while other bourses, including Helsinki and Stockholm, fell. The FT World Index increased 0.3%.

The Norwegian krone has strengthened against most currencies, and this had a negative impact on Orkla's revenues and profit in comparison with last year.

# Key figures and highlights Q1-2002

NOK million	1 Jan - 31 Mar			Year 2001
	2002	2001	Change	
Operating revenues	10 278	10 405	-1 %	44 799
EBITA*	582	561	4 %	3 686
Goodwill amortisation	-117	-109		-454
EBIT*	465	452		3 232
Profit from associates	87	63		1 510
Dividends	13	98		545
Portfolio gains	138	243		-760
Financial items, net	-278	-279		-1 302
Profit before tax	425	596		3 253

\* Excl. other revenues and expenses

- Operating revenues for comparable business and adjusted for foreign exchange increased by 2-3 %



4



Sales were affected by the strong Norwegian krone and underlying growth, adjusted for currency effects, was around 2-3%.

Operating profit before goodwill also increased. The media business reported a decline in profit, while the other business areas achieved positive underlying growth.

Associates improved their performance. This is primarily due to positive growth for Jotun, while Carlsberg Breweries consolidated its 25% share in Hite as an associate from the beginning of 2002. Orkla's share of profit from Hite amounted to NOK 9 million in the first quarter.

Although the Financial Investments division achieved growth in value in the first quarter, dividends received and realised portfolio gains were lower than in the corresponding period of last year. This is the reason why pre-tax profit amounted to NOK 425 million, compared with 596 million last year.

# Orkla Foods

in NOK million	1 Jan - 31 Mar			Year 2001
	2002	2001	Change	
Operating revenues	2 688	2 706	-0.7 %	11 133
EBITA*	167	169	-1.2 %	952
Goodwill amortisation	-40	-41		-161
Operating profit*	127	128		791
EBITA-margin*	6.2 %	6.2 %		8.6 %

\* Excluding other revenues and expenses

- Operating revenues and profit slightly reduced due to foreign exchange rates
  - Underlying growth of approximately 4% and 7%, respectively
- Cost improvement programmes to be launched at Procordia and Abba Seafood in Q2
- Overall progress for most business areas
  - Positions for important product categories maintained or improved



5



Orkla Foods' first quarter performance was more or less on a par with last year. However, both sales and profit were affected by the strong Norwegian krone and, adjusted for currency effects, growth for continuing business amounted to 4% and 7% respectively.

Most market areas have experienced stable or positive growth and market shares in the most important categories were generally maintained. Market prices for Abba Seafood's products were higher due to a rise in raw material prices. In Poland in particular, where the general economic situation is weaker, this has resulted in lower volumes.

Work on the cost structure is continuing and new programmes will be launched at both Procordia and Abba Seafood in the second quarter. These will mainly be based on the same methods that have generated good results in the Chemicals business (the Redesign Project).

# Orkla Beverages (40% of Carlsberg Breweries)

in NOK million	1 Jan - 31 Mar			Year 2001
	2002	2001	Change	
Operating revenues	3 195	3 091	3.4 %	14 924
EBITA*	141	48	193.8 %	1 311
Goodwill amortisation	-26	-23		-98
Operating profit*	115	25		1213
EBITA-margin*	4.4 %	1.6 %		8.8 %
Profit from associates	9	-1		8

- ▶ Overall improved performance
  - Total beer volumes +21%
- ▶ Northern & Western Europe well above last year
- ▶ Continued outstanding results at BBH
- ▶ Continued growth for Carlsberg brand
  - Volume growth +4% in Q1
  - To be launched in Russia in Q2

6



Carlsberg Breweries made progress across the board, with total volume growth for beer amounting to 21%. However, consolidated revenues from the Beverages business were also negatively affected by the strong Norwegian krone.

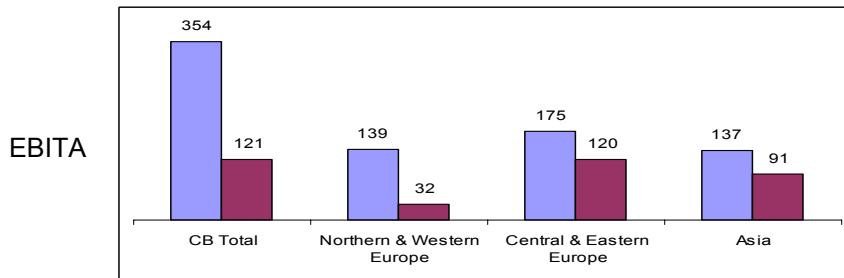
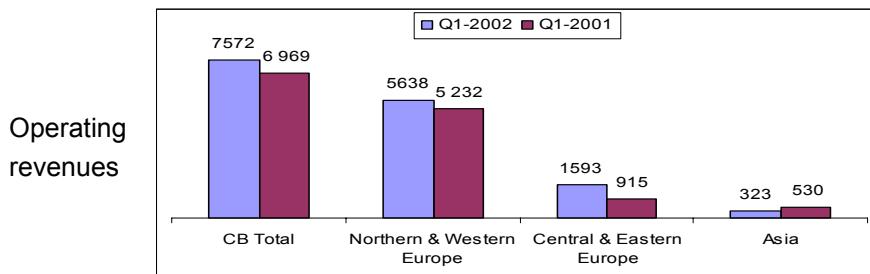
Profit from Northern and Western Europe was significantly higher, while BBH continued to achieve volume and profit growth.

The Carlsberg brand achieved volume growth and will be launched as a premium brand in Russia in the second quarter.

As a result of the introduction of a new Accounting Act in Denmark, Carlsberg Breweries has made certain changes in its accounting practice from the beginning of 2002. As the overall impact of these changes is insignificant for Orkla ASA's accounts, the Group does not intend to amend the accounts or issue pro forma figures for 2001. The comparison with 2001 for Orkla Beverages as a whole and for the main market areas is therefore based on the reported figures for last year.

The differences are mainly associated with goodwill, where Orkla will continue to report its historical goodwill and will not take into account the re-establishment of historical goodwill in CB from 1 January 2002. CB also reports profit from associates as part of its operating profit, while this is shown with other associates on a separate line in Orkla's accounts.

# Carlsberg Breweries (100% DKKm)



Difference between CB Total and sum of the regions is HQ/Unallocated

<sup>7</sup> Q1-2001 figures are re-stated according to CB's new accounting policies



CB achieved profit growth in all areas.

The greatest progress was in Northern and Western Europe, where growth was achieved in most countries. In the UK, both volume growth and a favourable product mix contributed to growth, while Unicer in Portugal benefited from better weather and therefore higher volumes.

On the Nordic markets, Carlsberg Breweries reported satisfactory sales and profit growth in Finland, Norway and Denmark. Its performance in Sweden was more positive than last year, but profit is still low.

Central and Eastern Europe also achieved strong first quarter growth, driven by the continued strong performance of BBH.

The establishment of a new structure in Poland is proceeding according to plan. The Turkish business achieved volume growth but was affected by unstable exchange rates and high financing costs.

Carlsberg Asia is consolidated as a joint venture from the beginning of 2002. This had a negative impact on operating revenues, while the impact on profit were positive. The business in Thailand is still being developed. In order to achieve a satisfactory profit level during the development period, the parties have agreed on a profit guarantee for the Thai company, 50% of which is consolidated under Carlsberg Asia, of at least USD 50 million in pre-tax profit annually over a three-year period. This guarantee has been provided by Carlsberg Breweries' Thai partner.

# Carlsberg Breweries - change in volume

1 Jan - 31 Mar

Million HL	2002	2001	Change
<b>Beer</b>			
<b>Western Europe</b>	5.5	5.3	+ 4 %
<b>Central and Eastern Europe</b>	7.5	5.2	+ 43 %
<b>Carlsberg Asia</b>	3.0	2.7	+ 10 %
<b>Total</b>	16.0	13.2	+ 21 %
<b>Soft drinks, water and others</b>			
<b>Total</b>	4.3	4.2	+ 2 %



8



Carlsberg Breweries recorded volume growth in all market Areas.

The markets in Eastern Europe continue to grow strongly and BBH increased its market share in Russia by 3.6 %-points to 33.4% in Q1-2002. Furthermore, new businesses in Poland and Turkey contributed to volume growth for Central & Eastern Europe.

The Easter sales are considered to have had a positive impact on volumes, especially in Denmark.

## Carlsberg Breweries – going forward

- EBITA growth in 2002 expected to be approximately 20%
- Strong focus on cash flow and reduction of capital employed
- Continue to improve operational performance
  - Stabilise and improve Swedish operations
  - Complete restructuring in Poland and Turkey
- Grow profitably according to strategy
  - Continued investments in growth markets
  - Participate in market consolidation
  - Acquire majority ownership in core breweries
  - Strengthen the Carlsberg brand
  - Focus on customers and consumers



9



For the full year 2002 CB is expecting an EBITA growth of approximately 20%.

This will primarily be created by continued progress for BBH, but improvement in Swedish and Swiss operations will also contribute positively. Towards the end of the year contributions from restructuring in Poland and Turkey are also anticipated.

Additionally, CB will continue to focus on growth and actively take part in the ongoing restructuring in the brewing business.

# Orkla Brands

in NOK million	1 Jan - 31 Mar			Year 2001
	2002	2001	Change	
Operating revenues	1 132	1 166	-2.9 %	4 527
EBITA*	175	164	6.7 %	648
Goodwill amortisation	-9	-9		-37
Operating profit*	166	155		611
EBITA-margin*	15.5 %	14.1 %		14.3 %

\* Excluding other revenues and expenses

- Continued high level of product launches - improved EBITA
- Operating revenues negatively affected by lower sales in Household Textiles and lower level of export sales to Unilever
- Improved profit for Biscuits
  - Efficiency programme developing as planned



10



A continued high level of product launches contributed to profit growth for Orkla Brands. The biggest launch in the first quarter was Define, a complete new hair care range. Define has already established itself as one of the leading brands in the hair category in Norway.

Sales were negatively affected by reduced distribution for Household Textiles in Norway and Sweden and a lower level of exports to Unilever during the period.

Biscuits achieved profit growth during the quarter and the improvement project initiated towards the end of last year is proceeding according to plan. However this is not expected to have a positive impact on profit until 2003.

# Orkla Media

in NOK million	1 Jan - 31 Mar			Year 2001
	2002	2001	Change	
Operating revenues	1 738	1 843	-5.7 %	7 453
EBITA*	-9	73		294
Goodwill amortisation	-38	-33		-139
Operating profit*	-47	40		155
EBITA-margin*	-0.5 %	4.0 %		3.9 %

\* Excluding other revenues and expenses

- Advertising markets very weak for Berlingske and the Polish business
- Market success for the free newspaper Urban – our commitment will continue to entail considerable costs
- Improved organisation, enhanced competitive positions and extensive cost-cutting through 2001 for Berlingske
- Magazines recorded solid profit growth in Q1 through improvements in “Her & Nå”



11



Weak advertising markets have had a negative impact on the Media business, particularly in Denmark and Poland, and first quarter profit was lower than expected.

The high level of investment in the free newspaper, Urban, in Copenhagen has led to success on the market, but had a significant negative impact on profit in the first quarter.

Although substantial workforce reductions were carried out in both Denmark and Poland in 2001, and although paper prices are lower, this was not enough to compensate for the loss of advertising revenues.

On the positive side, Magazines achieved sales and profit growth and the development of “Her & Nå” is positive.

# Orkla Media - EBIT deviation analysis (NOKm)

Orkla Media's Newspaper business	Deviation from Q1-01
<b>Advertising revenues Q1-2002</b>	
Norway	-11
Poland	-32
Denmark	-67
Total	-110
<b>Urban</b>	-21
<b>Cost reduction programmes 2002</b>	
Payroll expenses	22
Page management/ Paper prices/ Other	22
Total	44
<b>Total Deviation from Q1-2001</b>	-87

► Immediate advertising revenue loss affects EBIT by 85-90%



12

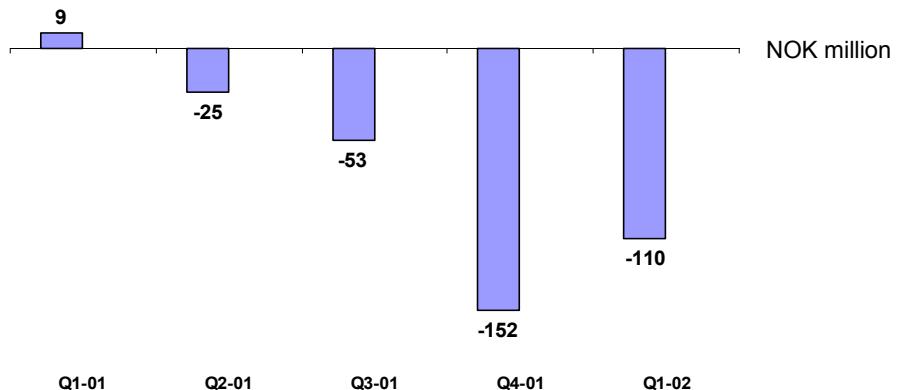


A more detailed analysis of the media business shows that advertising revenues were approximately NOK 110 million lower than in the corresponding period of last year. In the short term, a decline in advertising revenues will typically have a direct impact on profit in the order of 85-90%.

Cost cutting measures were gradually implemented throughout 2001 and in the first quarter alone their effect is calculated to be approximately NOK 44 million in comparison with the corresponding period of last year.

Urban also reduced first quarter profit by about NOK 21 million.

## Advertising revenues development



Each quarter compared to corresponding quarter the year before



13



If we look at trends in advertising revenues compared with the corresponding quarter of last year, we can see that the decline in advertising revenues did not materialise until summer 2001. In the first quarter of 2001, advertising revenues even rose slightly.

Although the decline in advertising revenues was relatively stronger in the fourth quarter of last year than in the first quarter of this year, there is no clear evidence that the market has actually turned around.

However, as we compare revenues with increasingly poor quarters throughout the year, the relative difference compared with last year will diminish.

# Orkla Media - Outlook 2002

- ▶ Total annual fixed costs are estimated to be reduced by approximately NOK 125 million after inflation from 2001 to 2002 (comparable activities)
- ▶ In addition variable operating costs will be reduced by NOK 50 million
- ▶ Committed to winning the fight between free newspapers in Copenhagen
- ▶ Improved position for B.T. and for Newspaper printing in Denmark



14



The cost base for Orkla Media has been considerable reduced during the year 2001, but the net effect on the operating profit in 2002 is effected by the nominal cost development in the business area. Taken this in to consideration the total fixed costs are estimated to be reduced by approximately NOK 125 million from 2001 to 2002. In addition reduced use of paper and lower paper prices will help reducing variable costs by approximately NOK 50 million in 2002.

Urban will have a negative impact on profit in the coming months, but we intend to continue to aggressively defend our market position in Copenhagen and accept the necessary costs.

Following the improvement measures that were implemented after the acquisition of Berlingske, BT is now increasing its circulation, while the new printing plant structure has led to a lower level of investment.

We expect Magazines to continue to grow.

# Chemicals

in NOK million	1 Jan - 31 Mar			Year 2001
	2002	2001	Change	
Operating revenues	1 527	1 529	-0.1 %	6 581
EBITA*	140	127	10.2 %	569
Goodwill amortisation	-3	-4		-15
Operating profit*	137	123		554
EBITA-margin*	9.2 %	8.3 %		8.6 %

\* Excluding other revenues and expenses

- ▶ Strong profit growth for Borregaard LignoTech
- ▶ High level of deliveries from Borregaard Synthesis in first quarter, but weaker results expected for the next quarters
- ▶ Improvement projects compensate for high energy costs



15



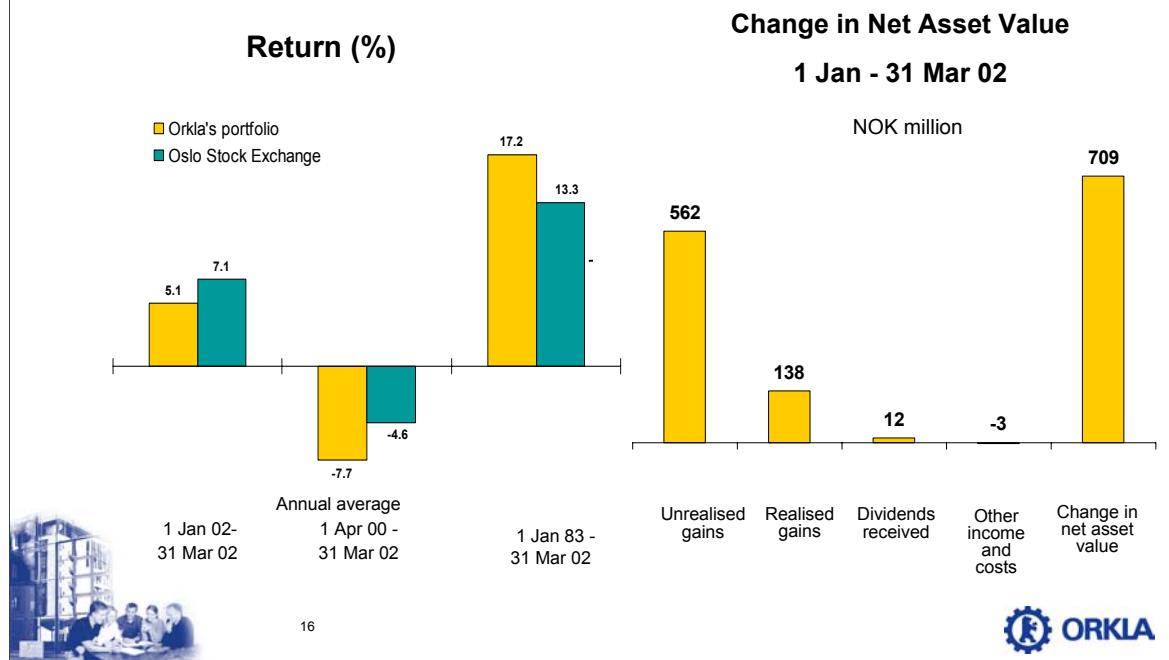
Continued significant profit growth for Borregaard LignoTech, with a high level of activity and satisfactory profit in most market areas.

Borregaard Synthesis delivered relatively large volumes of pharmaceutical intermediates in the first quarter and profit was on a par with the satisfactory profit achieved in the first quarter of last year. Deliveries are not expected to remain at the same high level in the second quarter.

Partly as the result of a weaker market for sulphuric acid and higher energy costs, Borregaard ChemCell's first quarter profit was somewhat lower than in the first quarter of last year.

The Chemicals business is applying the positive lessons learned from the Redesign Project in new improvement programmes. In all, these programmes are expected to reduce the cost base by about NOK 50 million in 2002.

# Financial Investments - portfolio performance



The return on the investment portfolio was positive in the first quarter, amounting to 5.1%. The general trend on the financial markets was mixed. While the Oslo Stock Exchange rose relatively strongly, by 7.1%, the performance of the major international bourses was relatively flat. The FT World Index rose 0.3%.

The net asset value of the portfolio increased by NOK 709 million. Realised gains amounted to NOK 138 million, while unrealised gains were up NOK 562 million.

# Portfolio as of 31 March 2001

Principal holdings	Industry	Market value (NOK million)	Share of portfolio (%)	Share of equity (%)
Elkem	Metals	3 324	21.7	38.5
Storebrand	Insurance	1 410	9.2	10.0
Norway Seafoods Holding <sup>1, 2</sup>	Industrial	1 017	6.6	20.6
DnB Holding	Bank	583	3.8	1.6
Telia Overseas <sup>2</sup>	Telecom	420	2.7	13.1
Industrikapital 2000 <sup>2</sup>	Investment	418	2.7	3.6
Bergesen	Shipping	424	2.8	4.1
Industrikapital 97 <sup>2</sup>	Investment	408	2.7	8.0
Nordstjernen Holding <sup>2</sup>	Investment	390	2.5	35.0
Hafslund	Utilities	341	2.2	5.1
<b>Total principal holdings</b>		<b>8 735</b>	<b>57.0</b>	
<b>Market value of entire portfolio</b>		<b>15 327</b>		

1) Shares and convertible bonds

2) Not listed

17



In order to secure its large investment in Elkem, Orkla increased its stake from 32.2% to 38.5% during the quarter. Otherwise there were no significant changes in the major shareholdings.



# Financial Investments - portfolio key figures

in NOK million

Market value

Net asset value

Unrealised gains before tax

Share of portfolio invested

outside Norway

in listed companies

\* Adjusted from last year NOK 12 909 mill.

	<b>31 Mar 02</b>	<b>31 Dec 01</b>	<b>Change 02</b>
Market value	15 327	14 140	1 187
Net asset value	13 232	12 523*	709
Unrealised gains before tax	3 308	2 746	562
Share of portfolio invested			
outside Norway	30 %	32 %	-2 %-p
in listed companies	77 %	75 %	+2 %-p



18



The market value of the portfolio increased by NOK 1.2 billion, amounting to NOK 15.3 billion at the end of the first quarter.

Unrealised gains of NOK 3.3 billion were equivalent to just under 22% of market value.

## Balance Sheet - some key figures

in NOK million	31.03.02	31.03.01
Long-term assets	27 731	28 152
Portfolio investments etc.	12 182	12 895
Short-term assets	14 160	14 152
<b>Total assets</b>	<b>54 073</b>	<b>55 199</b>
 <b>Equity to total assets ratio</b>		
- Book	34.6 %	32.3 %
- Incl. unrealised capital gains before tax	38.4 %	36.3 %
<b>Net interest-bearing liabilities</b>	<b>20 421</b>	<b>20 594</b>
 <b>Net gearing*</b>	<b>1.09</b>	<b>1.16</b>

\* Net interest bearing debt / Book equity



19



The changes in the balance sheet compared with the first quarter of last year and 31 December 2001 are relatively small.

The equity ratio is 2.3 percentage points higher than at the same time last year, but marginally lower than at year-end 2001. For accounting purposes, however, the establishment of Carlsberg Breweries as a joint venture from 1 January 2002 took place at book value. This led to a technical accounting adjustment of equity in Carlsberg Breweries which, for Orkla, amounted to NOK - 250 million.

# Cash Flow Statement - key figures

in NOK million

	1 Jan - 31 Mar 2002	2001	Year 2001
<b>Cash flow from operations</b>	<b>723</b>	<b>1 355</b>	<b>5 849</b>
- change in net working capital	-404	252	12
Net capital expenditure	-410	-659	-1 960
<b>Free cash flow Industry</b>	<b>124</b>	<b>457</b>	<b>2 588</b>
<b>Free cash flow Financial Investments</b>	<b>46</b>	<b>195</b>	<b>955</b>
Taxes and dividends paid	-709	-118	-1 951
Sold companies	0	101	2 455
<b>Self-financing capacity</b>	<b>-528</b>	<b>700</b>	<b>3 951</b>
Expansion investments and acquisitions, Industry	-450	-3 689	-5 495
Net acquisitions/sales portfolio investments	-562	85	41
<b>Net cash flow</b>	<b>-1 586</b>	<b>-2 904</b>	<b>-1 567</b>
Currency translation differences	297	291	416
<b>Change in net interest-bearing liabilities</b>	<b>1 289</b>	<b>2 613</b>	<b>1 151</b>
Net Interest-bearing liabilities	20 421	20 594	19 132



20



Free cash flow from operations was negatively affected by seasonal changes in working capital for the Branded Consumer Goods area. Tax on last year's gain from the sale of Hartwall shares also had a negative impact.

Expansion in the Industry division is primarily related to CB, while the rise in portfolio investments was due to the increased shareholding in Elkem.

For the Group as a whole, interest-bearing liabilities increased by approximately NOK 1.3 billion in the first quarter.

Net interest-bearing liabilities increases by NOK 1.3 billion through first quarter.

# Outlook for the rest of the year

- The general economy may have bottomed out earlier than anticipated
- Uncertain recovery in the equity markets
  - Volatility seems to have increased
- No improvements in advertising markets expected before 2003
- Continued growth in the Russian beer market
- New cost improvement programmes initiated
  - Redesign programmes in Chemicals, Brands and Foods
  - Media will continue to develop competitive strengths through cost cutting and market development



21



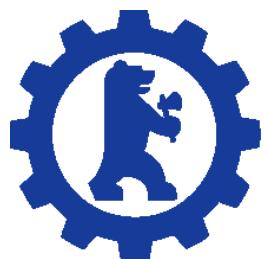
We generally maintain our opinion of the prospects for this year, although there are now signs that the international downturn has bottomed out somewhat more rapidly than anticipated at the end of the fourth quarter.

The consequences of an economic recovery for the financial markets appear to be somewhat less strong than anticipated at the end of last year. Despite a generally positive view of future developments, uncertainty on the stock markets seems to have increased for the short term.

As regards the advertising markets, as mentioned before, we do not anticipate any significant improvement before 2003.

We expect volumes to continue to grow on the Russian beer market, this in addition to restructuring programs and improvements projects will contribute positively for CB.

Focus on cost reduction programmes will increase in the weeks and months ahead and all business areas have projects in progress to significantly reduce their cost base and increase their future competitiveness.



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22



## Enclosures



23



# Income Statement\*

NOK million	1 Jan - 31 Mar		Year 2001
	2002	2001	
Operating revenues	10 278	10 405	44 799
<b>EBITA</b>	<b>582</b>	<b>561</b>	<b>3 686</b>
Goodwill amortisation	-117	-109	-454
Other revenues and expenses	0	19	28
<b>Operating profit</b>	<b>465</b>	<b>471</b>	<b>3 260</b>
Associated companies	87	63	1 510
Dividends received	13	98	545
Portfolio gains	138	243	-760
Financial items, net	-278	-279	-1 302
<b>Profit before tax</b>	<b>425</b>	<b>596</b>	<b>3 253</b>
<b>Profit after tax</b>	<b>310</b>	<b>435</b>	<b>2 480</b>
- Minority interests	40	33	211

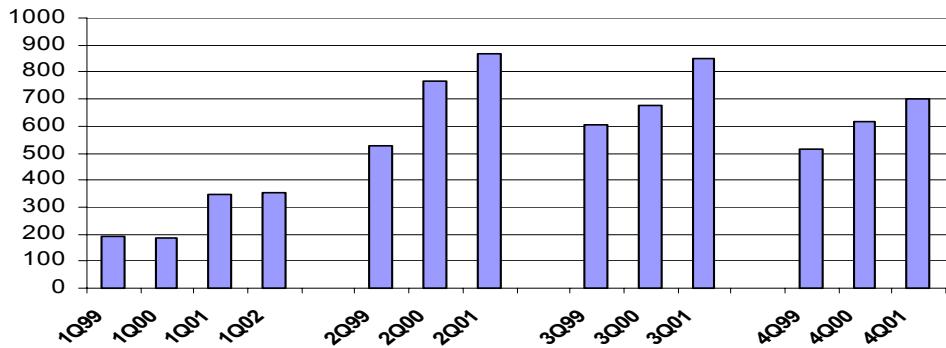


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\*CB consolidated 40% line by line



# EBIT per quarter for Branded Consumer Goods



- ▶ Effect of Easter Holiday sales mainly incorporated in Q1 in both 2001 and 2002
- ▶ Consolidation of Carlsberg Breweries generates strong increase in earnings
  - Division of summer sales between Q2 and Q3 can vary from year to year



25



## Financial items



26



## Financial items

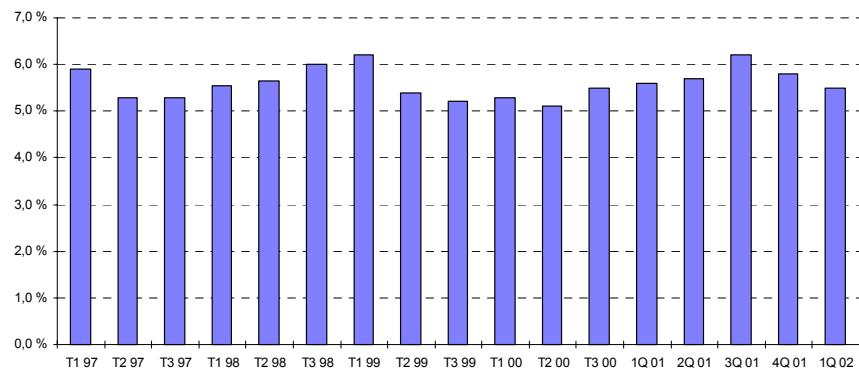
In NOK mill.	1 Jan - 31 March 2002	2001	Year 2001
Net interest expenses	-274	-275	-1 204
Currency gain/loss	6	-1	-7
Other financial items, net	-10	-3	-91
<b>Net financial items</b>	<b>-278</b>	<b>-279</b>	<b>-1 302</b>
Avg. net interest bearing liabilities	19 649	20 705	20 741
Average interest rate	5.5 %	5.6 %	6.0 %



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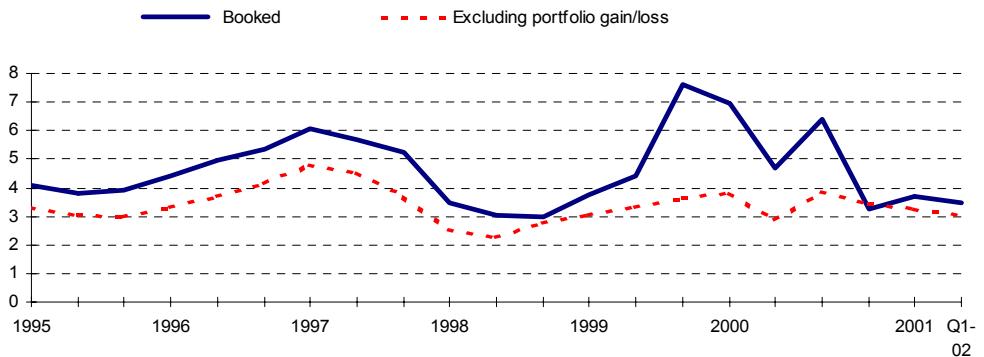


## Average interest rate



28

## Interest cover 12 month rolling average

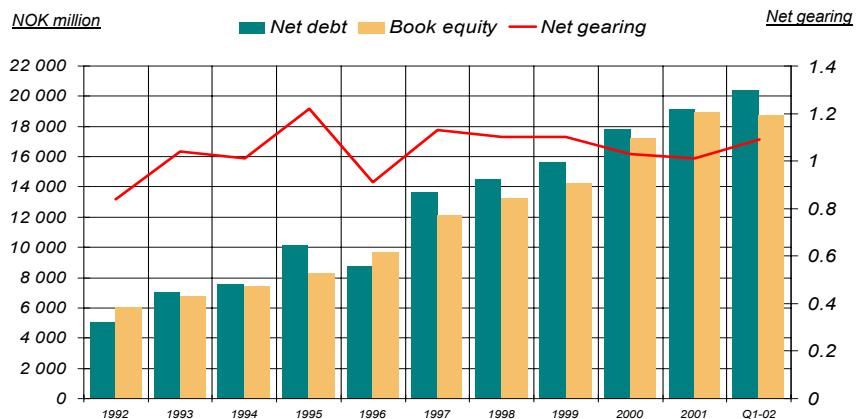


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# Debt and equity

31 March 2002



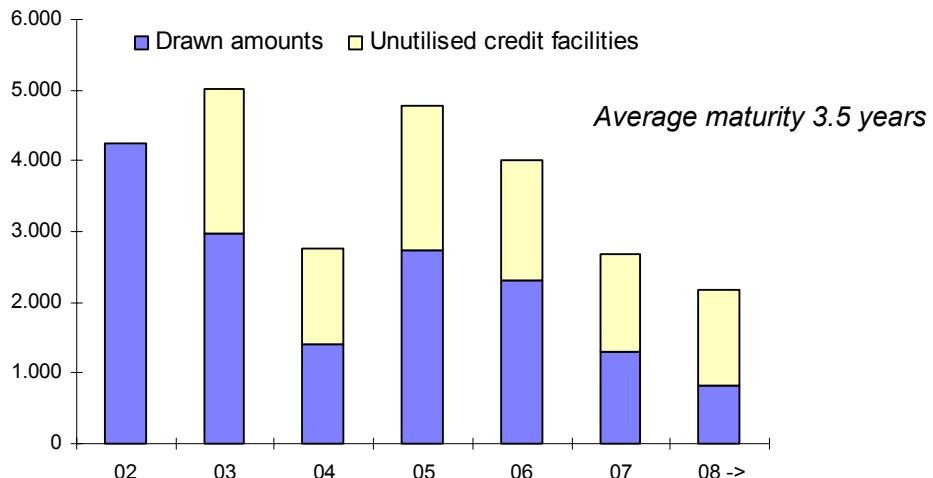
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## Debt maturity profile, Orkla ASA

31 March 2002

NOK million



31



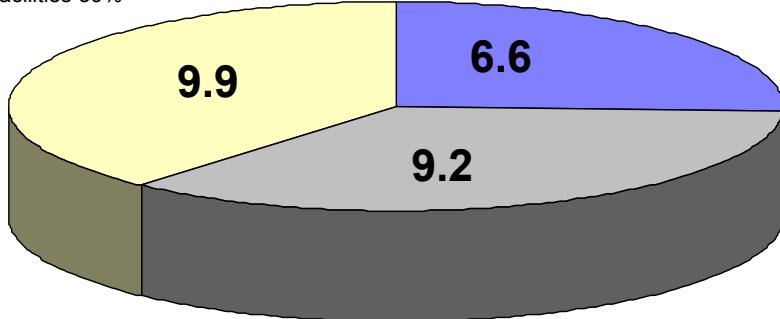
## Funding Sources, Orkla ASA

31 March 2002

NOK billion

Unutilised credit facilities 39%

Banks 26%



Bonds and CPs 36%



32

