



The Orkla Group

Third Quarter 2002

7 November 2002



Agenda

- ◆ Key figures and highlights
- ◆ Trading conditions
 - Currency effects
- ◆ Q3 results by division
- ◆ Balance Sheet and Cash Flow Statement
- ◆ Strategy



Highlights Q3

- ◆ Satisfactory operational performance in challenging environments
 - Strong performance for Brands
 - Improvements for Beverages partly offset by currency effects and weak performance in some markets
 - Media weak as expected, but improvement from last year
- ◆ The return on the investment portfolio was -14.2 % year to date compared with OSE -33.8 %



Key figures Q3

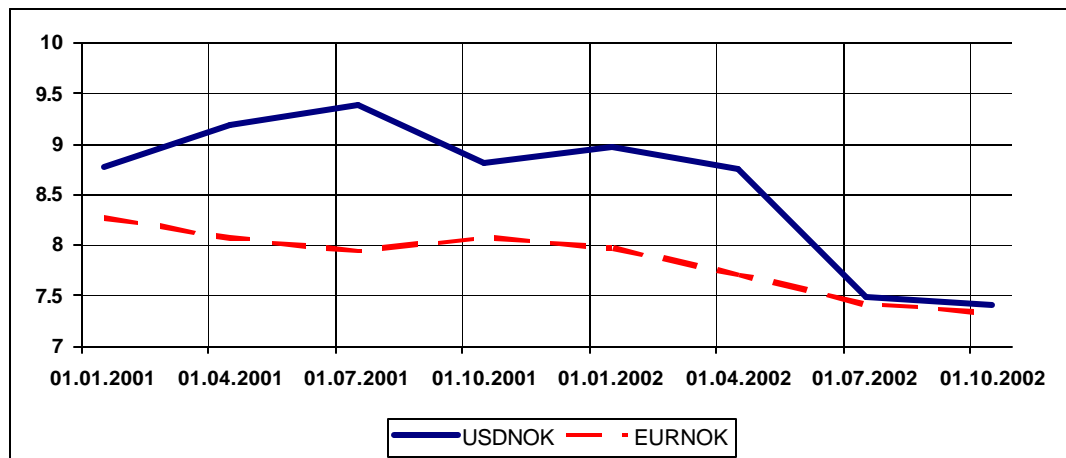
NOK million	1 July - 30 Sept			FX neutral
	2002	2001	Change	
Operating revenues	10 545	11 283	-7 %	-1 %
EBITA*	1 071	1 044	3 %	13 %
Portfolio gains/losses	-26	-335		
Profit before tax	779	370		
Earnings per share (NOK)	2.4	0.9		
Cash flow from operations	1 480	1 657		

* Excl. other revenues and expenses



Trading conditions Q3

- ◆ Operating parameters for Branded Consumer Goods mainly unchanged
 - Advertising markets still weak in Denmark and Poland
 - Seafood markets a challenge
 - Weak economy in Turkey
- ◆ Relatively stable markets for specialised chemical products
- ◆ Continued sharp downturn in equity markets: OSEBX -25.5 %
- ◆ Weakening of the USD and further strengthening of the NOK compared with Q3 last year



Currency effects

- ♦ Major exposure are translation of results from foreign subsidiaries and export sales in Chemicals
- ♦ There are other local currency effects, but these are less significant for the Group

NOK million	Revenues		EBITA		Exposure
	YTD	Q3	YTD	Q3	
Foods	-324	-118	-17	-8	Translation
Beverages	-729	-356	-85	-55	Translation incl. BBH*
Brands	-44	-13	-5	-2	Translation
Media	-236	-100	-6	-1	Translation
Chemicals	-120	-65	-45	-30	Export/Translation
Total	-1453	-652	-158	-96	
Effect in %	-4.6 %	-6.2 %	-5.6 %	-8.8 %	

*BBH: Only USD/EUR effect

Orkla Foods

in NOK million	1 Jan - 30 Sept		Change		1 July - 30 Sept		Change	
	2002	2001	Acc.	FX neutral	2002	2001	Acc.	FX neutral
Op. revenues	8 021	8 079	-1 %	3.0 %	2 692	2 682	0 %	5.0 %
EBITA*	591	628	-6 %	-3.0 %	239	244	-2 %	1.0 %
GW-amortisation	-122	-121			-41	-40		
Operating profit*	469	507			198	204		
EBITA-margin*	7.4 %	7.8 %			8.9 %	9.1 %		

* Excluding other revenues and expenses

- ♦ Organic growth +2 %
 - ♦ Improvement in Procordia Food in Sweden
 - ♦ Seafood market remains challenging
- ♦ Acquisition of Credin in Denmark and 15 % share in Chumak in Ukraine



Orkla Foods - Going forward

- ◆ Profit in Orkla Foods anticipated to be on a par with or somewhat lower than last year
- ◆ Improvement programs
 - ◆ Redesign program for Procordia Food proceeding as planned
 - ◆ Improvement program initiated for Abba Seafood
 - ◆ Further improvement measures for Superfish in Poland
- ◆ Gradual reduction of raw material costs for the seafood business in 2003



Orkla Beverages (40% of Carlsberg Breweries)

in NOK million	1 Jan - 30 Sept		Change		1 July - 30 Sept		Change	
	2002	2001	Acc.	FX neutral	2002	2001	Acc.	FX neutral
Op. revenues	11 045	11 227	-2 %	5 %	3 775	4 144	-9 %	0 %
EBITA*	1 199	1 090	10 %	19 %	533	549	-3 %	8 %
GW-amortisation	-81	-69			-30	-22		
Operating profit*	1 118	1 021			503	527		
EBITA-margin*	10.9 %	9.7 %			14.1 %	13.2 %		
Profit from Ass.Comp**	40	9			27	5		

* Excluding other revenues and expenses and excluding Hite (consolidated as an associated company)

**CB reports Associated Companies excluding taxes as part of EBITA

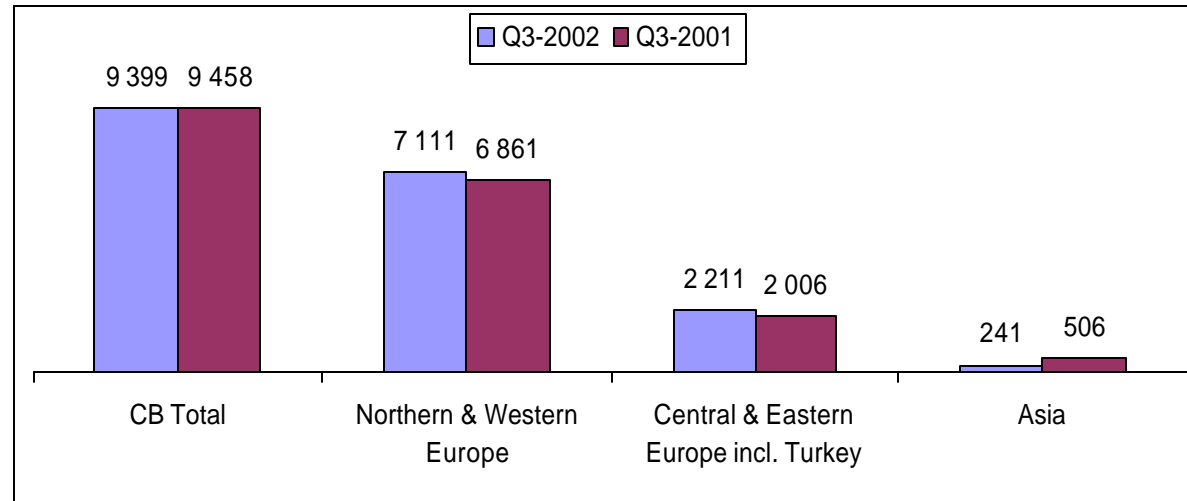
- ♦ Strong performance in the Nordic region, weaker in South/Central Europe
- ♦ Weaker Russian market growth in Q3 compared to a strong Q3 last year
- ♦ BBH continues to gain market share



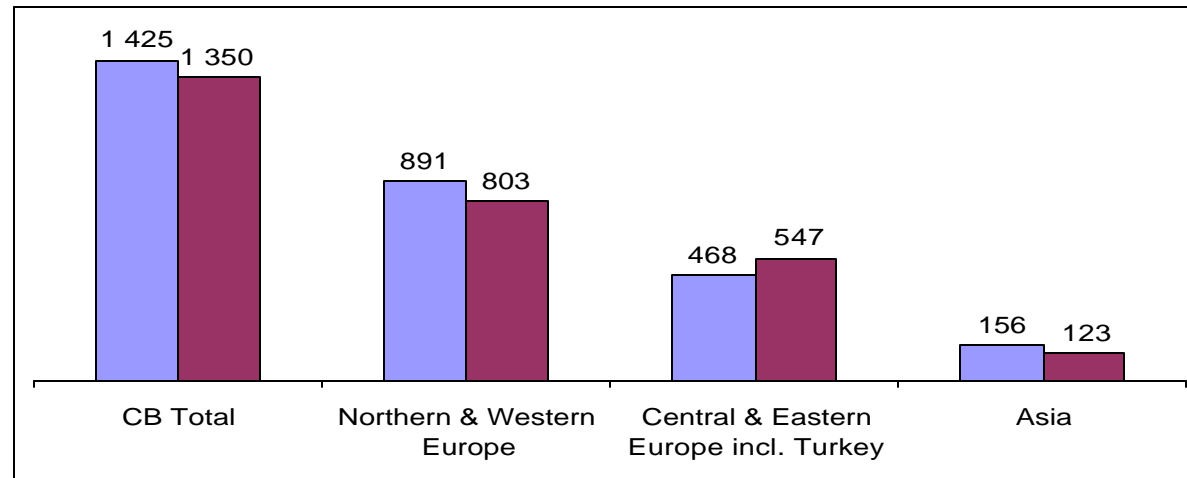
Carlsberg Breweries (100%)*

Q3 in DKK million

Operating
revenues



EBITA



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



Carlsberg Breweries - change in volume

Million HL	1 Jul - 30 Sept			1 Jan - 30 Sept		
	2002	2001	Change	2002	2001	Change
Beer						
Northern and Western Europe	7.3	7.1	3 %	20.2	19.7	3 %
Central and Eastern Europe	11.1	9.7	15 %	29.2	22.9	28 %
Carlsberg Asia*	4.1	2.8	49 %	11.0	8.1	35 %
Total	22.6	19.6	15 %	60.5	50.8	19 %
Soft drinks, water and others						
Total	5.8	6.2	- 7 %	16.3	16.3	0 %

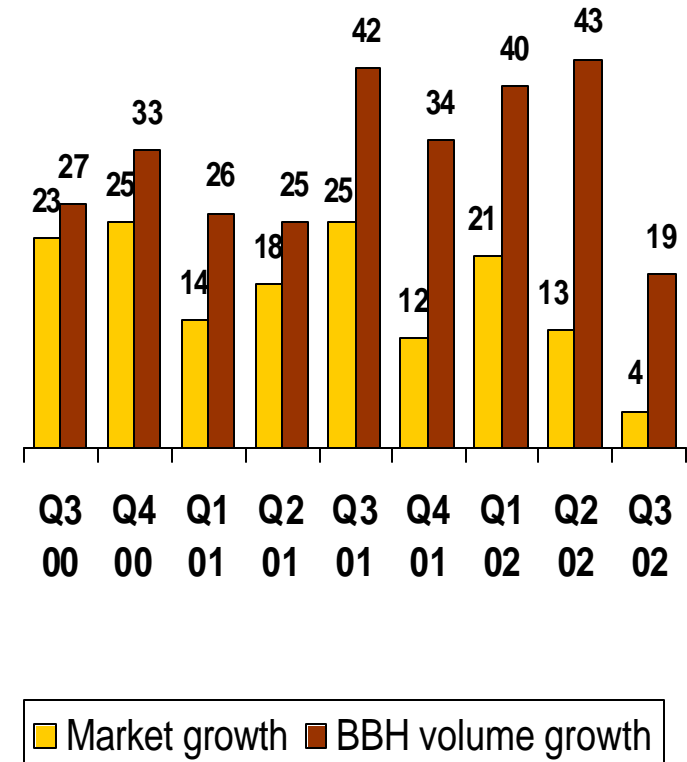
*Hite-volumes (South-Korea) included and Beer Chang-volumes (Thailand) excluded in Carlsberg Asia from 2002, net effect YTD = 1.8 million HL



Growth trends in Russian beer market

- ♦ BBH's results and volumes YTD are in line with our expectations as outlined at the start of the year
 - Growth has been stronger in H1 than in Q3
- ♦ BBH grew faster than the market yet again
 - BBH has accounted for approximately 72 % of the growth YTD
- ♦ Market growth expected to continue, but at a lower pace
 - BBH will continue to grow faster than the total market

Market growth and BBH volume growth (%)



BBH - Market trends beer first nine months

	Market growth 2002	Volume growth 2002-2001	Market share 2002	Change from 2001	Litres per capita Year 2001
Russia*	11 %	28 %	33%*	5 %-pts	42
Ukraine	14 %	27 %	20 %	2 %-pts	25
Baltic States**	18 %	20 %	46 %	1 %-pts	57

♦ * Russia including Vena and Voronezh in 2002. Market share is calculated using Vena-volumes 100%. Growth is calculated using Vena-volumes 50%. Growth is 32% if consolidating Vena-volumes 100%.

♦ ** Baltic States including Sytyrys Utenos in 2002. Utenos and Kalnapilis in 2001



Carlsberg Breweries – going forward

- ◆ Maintained expectations for EBITA growth in 2002 - approximately 20 %*
- ◆ Maintain strong focus on cash flow and further reduce capital employed
- ◆ Continue to improve operational performance
- ◆ Grow profitably according to long term strategy



* Orkla Beverages, CB 40 % in NOK, must be adjusted for Associated companies, currency effects and restated 2001 results for CB

Orkla Brands

in NOK million	1 Jan - 30 Sept		Change		1 July - 30 Sept		Change	
	2002	2001	Acc.	FX neutral	2002	2001	Acc.	FX neutral
Op. revenues	3 278	3 328	-2 %	0 %	1 076	1 080	0 %	1 %
EBITA*	565	477	18 %	20 %	198	150	32 %	34 %
GW-amortisation	-27	-26			-9	-8		
Operating profit*	538	451			189	142		
EBITA-margin*	17.2 %	14.3 %			18.4 %	13.9 %		

* Excluding other revenues and expenses

- ◆ Broad based improvements in operating performance
 - Successful product launches last 6-18 months
 - Higher sales and reduced costs in Biscuits



Important innovations for Orkla Brands

	Brands	Achievements
2002	Define- hair care range	Market leader in hair care within 6 months
2002	Bocca - dark chocolate	Recently introduced - "New" segment in Norway
2002	Cafe Cookies/Brownies Cookies	Recently introduced - to be launched in Norway and Sweden
2001	Laban Seigdamer	Growth - > 60% growth in the Laban brand
2000	Jif Mopp	Substantial category growth - market leader (P&G is no. 2)
2000	Zalo Antibakteriell	Substantial category growth - 25% share
2000	Dr Greve Intimsåpe	New category - is now market leader



DEFINE





Orkla Media

in NOK million	1 Jan - 30 Sept		Change		1 July - 30 Sept		Change	
	2002	2001	Acc.	FX neutral	2002	2001	Acc.	FX neutral
Op. revenues	5 291	5 517	-4 %	0 %	1 671	1 744	-4 %	2 %
EBITA*	79	192	-59 %	-58 %	32	15	113 %	129 %
GW-amortisation	-121	-103			-37	-35		
Operating profit*	-42	89			-5	-20		
EBITA-margin*	1.5 %	3.5 %			1.9 %	0.9 %		

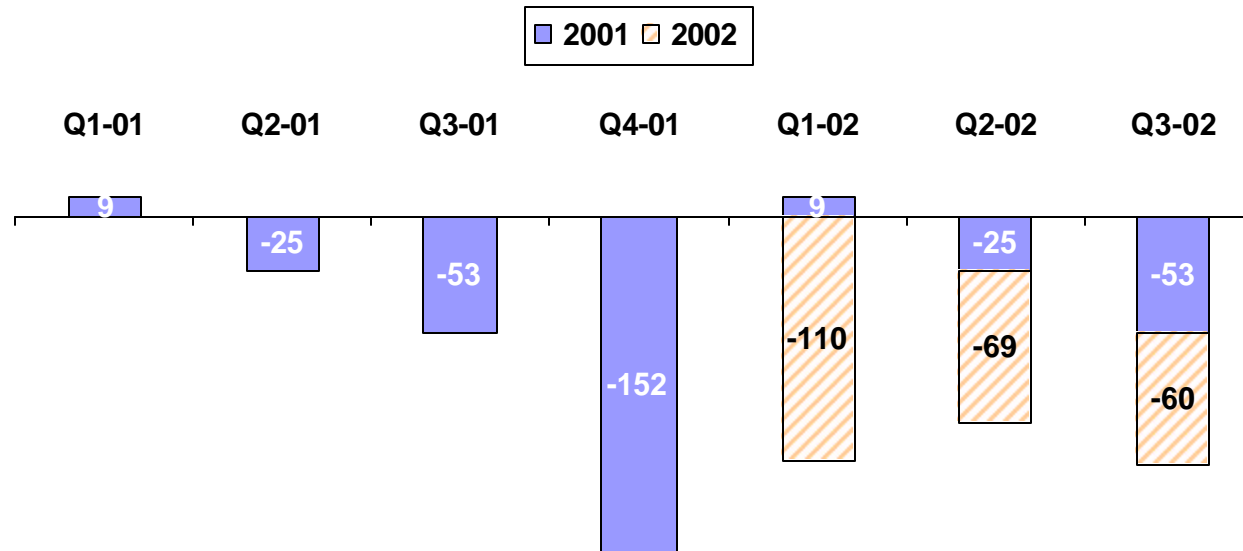
* Excluding other revenues and expenses

- ◆ Continued slowdown in the advertising market in Denmark and Poland
 - Market share in line with last year
 - Readership in Urban now ahead of Metro, but continued negative results
- ◆ Results from announced cost reduction programs partly compensate for negative development in advertising markets
- ◆ Continued profit growth for Magazines
- ◆ Newspapers Norway stable



Trends in advertising revenues for newspaper businesses

NOK million



Each quarter compared with the corresponding quarter the year before



Orkla Media outlook

- ◆ Continued weak advertising markets expected in Q4
- ◆ Printing agreement with Politiken in Denmark
- ◆ Total annual costs to be reduced by approximately NOK 175 million from 2001 to 2002 (comparable activities)



Chemicals

in NOK million	1 Jan - 30 Sept		Change		1 July - 30 Sept		Change	
	2002	2001	Acc.	FX neutral	2002	2001	Acc.	FX neutral
Op. revenues	4 345	4 923	-12 %	-10 %	1 328	1 641	-19 %	-16 %
EBITA*	406	437	-7 %	4 %	95	111	-14 %	17 %
GW-amortisation	-9	-11			-3	-3		
Operating profit*	397	426			92	108		
EBITA-margin*	9.3 %	8.9 %			7.2 %	6.8 %		

* Excluding other revenues and expenses

- ♦ Fall in revenues and profit mainly due to low sales of fish oil, strong NOK and discontinued businesses
- ♦ Continued stable markets for lignin and speciality cellulose
- ♦ High energy prices and weak market for some basic chemicals



Chemicals – Focus on core areas

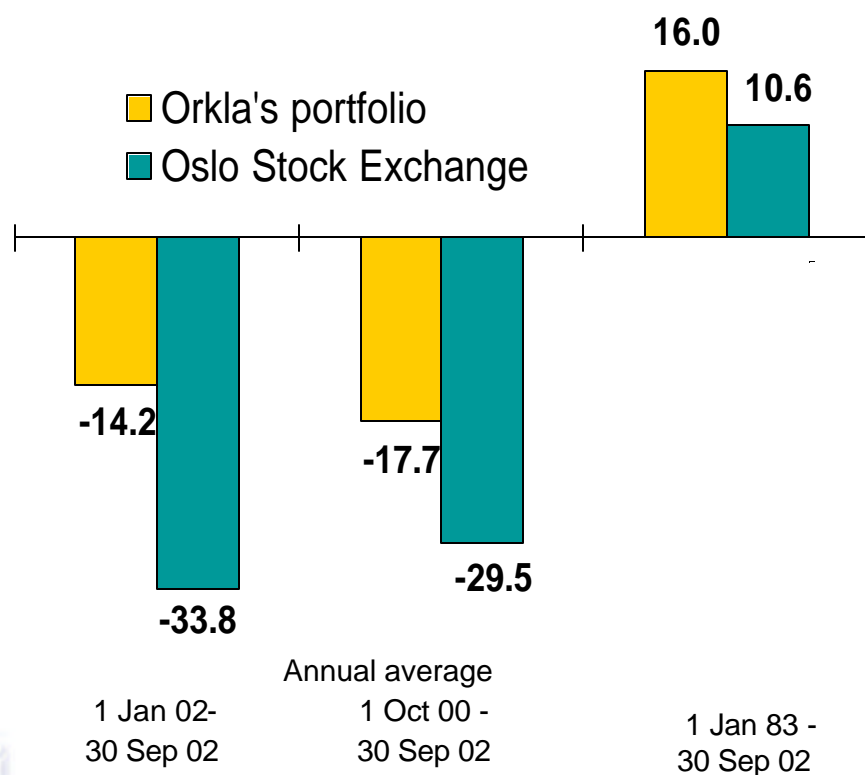
Increased concentration on specialised products in global niches, financed through reallocation of resources from other business areas

- ◆ Investments in core areas
 - Acquisition of Atisholz CHF 130 million (NOK 650 million). Strengthening ability to serve growing global customers in speciality cellulose market
- ◆ Divestment of non-core assets
 - Nine smaller hydro power plants (160 GWh) and Kemetyl sold this year and FBM sold last year.
 - Total sales proceeds close to NOK 400 million



Financial Investments - portfolio performance

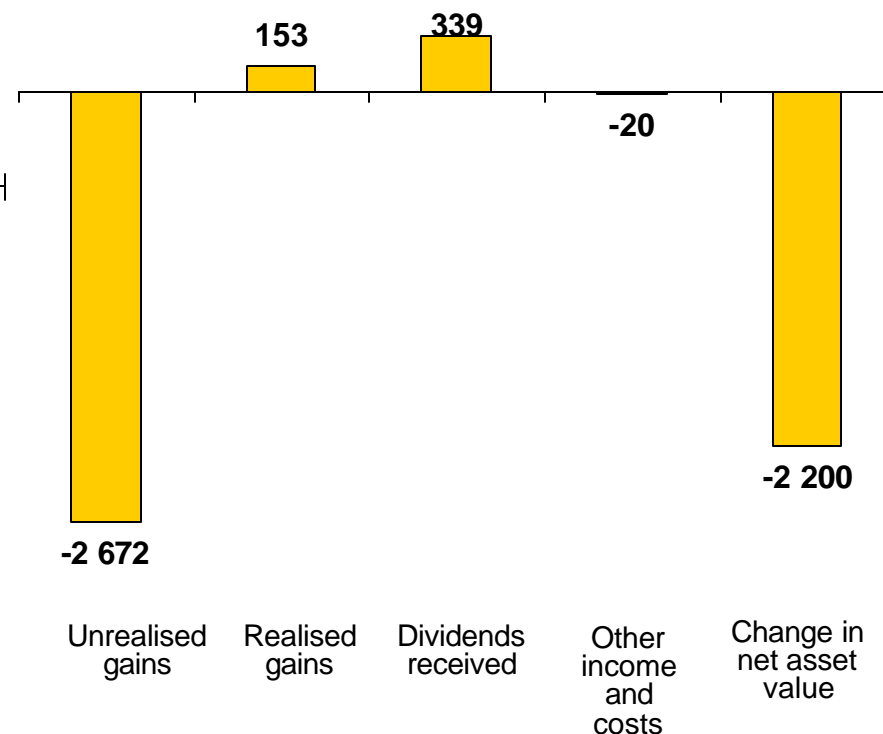
Return (%)



Change in Net Asset Value

1 Jan - 30 Sep 02

NOK million



Portfolio as of 30 Sep 2002

Principal holdings	Industry	Market value (NOK million)	Share of portfolio (%)	% Owned
Elkem	Metals	3 421	28.6	39.7
Norway Seafoods Holding ^{1, 2}	Industrial	1 109	9.3	20.6
Storebrand	Insurance	545	4.6	10.0
DnB Holding	Bank	494	4.1	2.0
Industri Kapital 2000 ²	Investment	418	3.5	3.6
Industri Kapital 97 ²	Investment	375	3.1	8.0
Norsk Hydro	Energy and materials	340	2.8	0.5
Bergesen	Shipping	307	2.6	4.1
Steen & Strøm	Real estate	285	2.4	11.3
Nordstjernen Holding ³	Investment	272	2.3	35.0
Total principal holdings		7 566	63.2	

Market value of entire portfolio

11 966

1) All shares sold in October for NOK 361 million and NOK 191 million Repaid on convertible bond.
Total remaining exposure on convertible bonds NOK 560 million

2) Not listed

3) Not listed, but invests only in listed shares



Financial Investments - portfolio key figures

in NOK million

	30 Sep 02	01 Jan 02	Change 02
Market value	11 966	14 140	-2 174
Net asset value	10 323	12 523	-2 200
Unrealised gains before tax	74	2 746	-2 672
Share of portfolio invested outside Norway	27 %	32 %	-5 %-p
in listed companies	74 %	75 %	-1 %-p



Financial Investments – Unlisted shares

- ♦ Total market value per 30.09.02 : NOK 3.1 billion or 26 % of the total portfolio, of which;
 - ♦ NOK 361 million in NWSH shares sold in October
 - ♦ NOK 751 million in NWSH convertible bonds of which NOK 191 million repaid in Oct.
 - ♦ NOK 906 million in Industrikapital (IK) 2000, 97 and 94 (Private equity funds)
 - ♦ Risk profile; Buy-out, majority owner, Europe
 - ♦ Remaining unlisted portfolio NOK 1.1 billion
- ♦ The unlisted portfolio valued at 12 % below cost
 - ♦ excluding NWSH and IK 28 % below cost.
- ♦ More conservative valuation principles than EVCA



Balance Sheet - some key figures

in NOK million	30 Sept 02	31 Dec 01
Long-term assets	26 663	28 434
Portfolio investments etc.	12 064	11 599
Short-term assets	13 325	14 612
Total assets	52 052	54 645
Equity to total assets ratio		
- Book	37.7 %	34.7 %
- Incl. unrealised capital gains before tax	37.8 %	37.8 %
Net interest-bearing liabilities	19 055	19 132
Net gearing	0.97	1.01



Cash Flow Statement - key figures

in NOK million	1 Jan - 30 Sept		1 July - 30 Sept	
	2002	2001	2002	2001
Free cash flow Industry	2 461	1 889	863	1127
Free cash flow Financial Investments	675	814	217	116
Taxes and dividends paid	-1 690	-1 365	-109	-91
Sold companies and misc. capital transactions	-73	86	-81	-103
Expansion investments and acquisitions, Industry	-1 430	-4 896	-238	-688
Net purchases/sales portfolio investments	-543	-99	45	74
Share buy back	-315	-67	-129	-67
Net cash flow	-915	-3 638	568	368
Currency translation differences	992	213	155	-114
Change in net interest-bearing liabilities	-77	3 425	-723	-254



Improvement programs

- ◆ Ongoing improvement programs proceeding as planned
 - Media in Denmark and Poland
 - Beverages in Sweden, Switzerland and Poland
 - Foods in Sweden and Poland
 - Biscuits and Confectionery in Brands
 - Lignin in Chemicals

- ◆ Additional improvement programs to be launched
 - Printing agreement with Politiken in Denmark
 - New management at Turk Tuborg. Business plan to be reviewed in Q4
 - Chemicals has some weak performing assets in the USA that it will consider revaluing in Q4

- ◆ Further provisions for restructuring costs to be expected in Q4, partly offset by gain on sale of assets



Strategy – Main Direction

- Deliver long term excess return to shareholders
- Having an ambitious industrial growth strategy
 - Operational excellence
 - Organic growth
 - Acquisitions
- We have sufficient financial and management resources to back this strategy
- Dual structure, industry – financial investments, to be continued
 - Limited allocation of new capital to the Financial Investment area



Strategy – Main Direction (Continued)

- ◆ Branded Consumer Goods main focus area – continued growth and internationalisation
- ◆ Continued specialisation and concentration for Chemicals
 - Open for value creating structural solutions
- ◆ Capital Markets Day in February





Enclosures



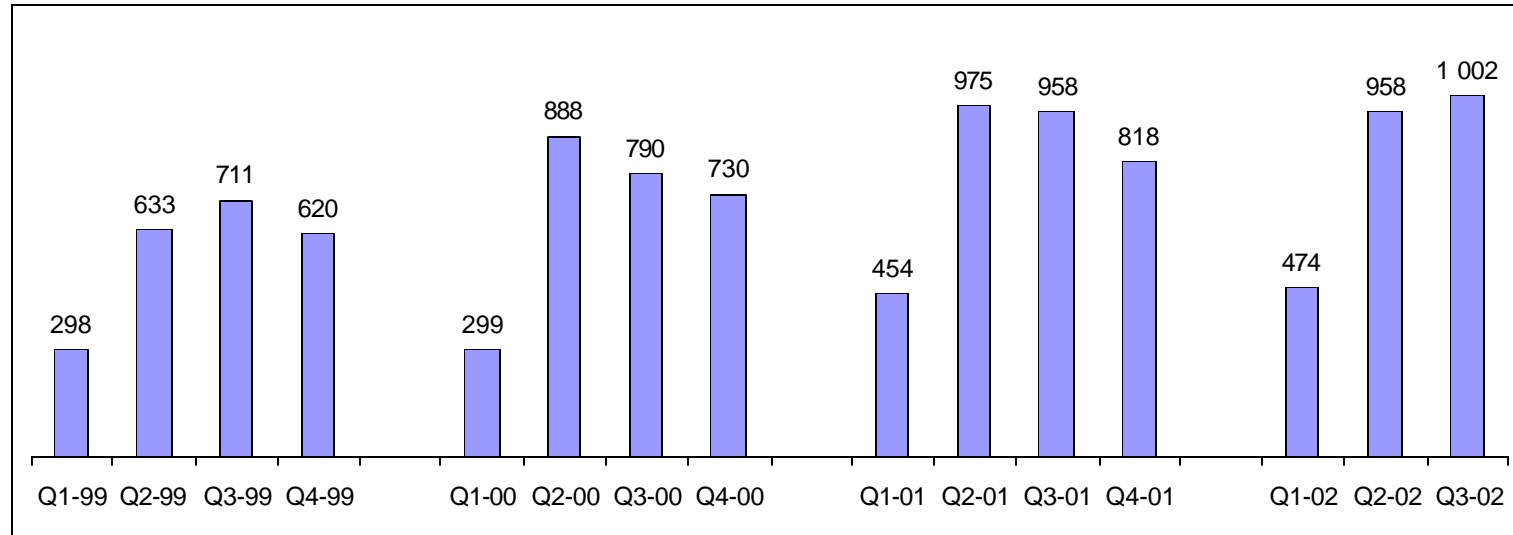
Income Statement*

NOK million	1 Jan - 30 Sept		1 July - 30 Sept	
	2002	2001	2002	2001
Operating revenues	31 996	33 222	10 545	11 283
EBITA	2 766	2 769	1 071	1 044
Goodwill amortisation	-365	-332	-121	-111
Other revenues and expenses	-20	19	12	0
Operating profit	2 381	2 456	962	933
Associated companies	257	235	85	75
Dividends received	353	541	33	56
Portfolio gains	153	172	-26	-335
Financial items, net	-862	-952	-275	-359
Profit before tax	2 282	2 452	779	370
Profit after tax	1 666	1 790	569	270
- Minority interests	159	162	65	72

*CB consolidated 40 % line by line



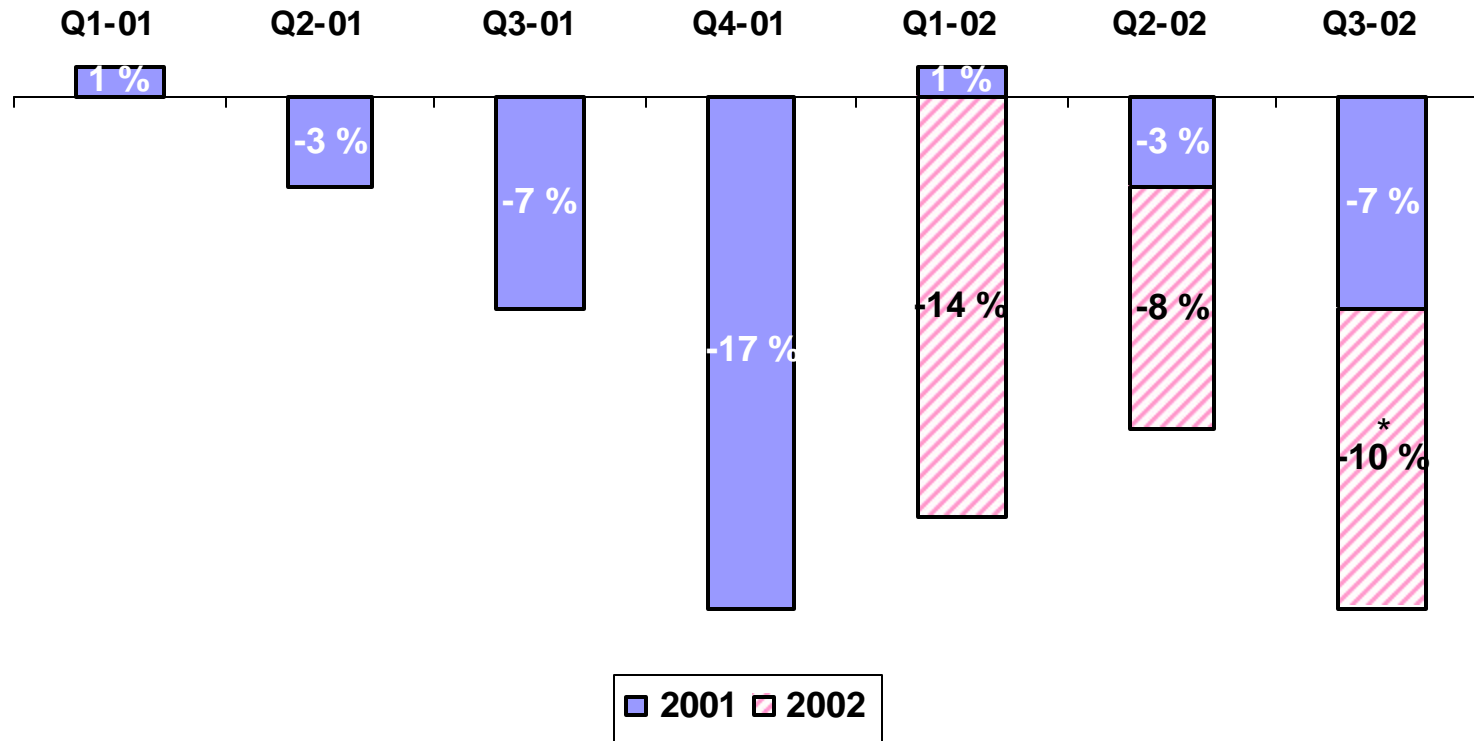
EBITA per quarter for Branded Consumer Goods



- ◆ Effect of Easter Holiday sales was mainly incorporated in Q1 in both 2001 and 2002, but this may vary from year to year
- ◆ Division of summer sales for Carlsberg Breweries between Q2 and Q3 can vary from year to year



% change in advertising revenues for newspaper businesses



Each quarter compared with the corresponding quarter the year before



BBH - Baltic Beverages Holding

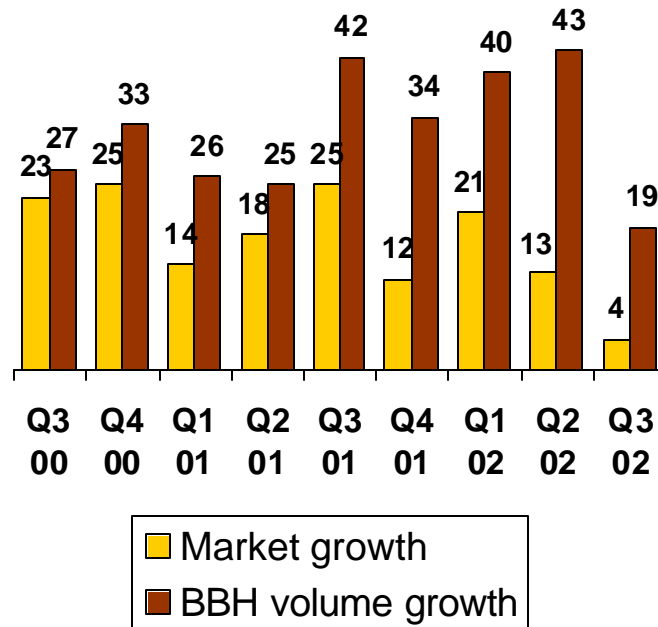
in DKK million	1 Jul - 30 Sept			1 Jan - 30 Sept		
	2002	2001	Change	2002	2001	Change
Net sales (50%)	1,354	1,242	9%	3,737	2,788	+34 %
EBITA (50%)	401	400	0%	1,036	797	+30 %
EBITA-margin	29.6 %	32.2 %	-2.6 %-p	27.7 %	28.6 %	-0.9 %-p
Volume (mill. hl of beer)	8.4	7.4	+14 %	22.3	17.6	+27 %
Exchange rates						
Average RUR/EUR	31.1	26.1	-16%	29.0	26.0	-10%
At closing of books	31.3	26.8	-14%			

- ♦ Russian beer market growth slower in Q3
- ♦ Positive earnings development in Ukraine and the Baltics in Q3
- ♦ Introduction of cans in Russia has increased BBH's market share, but reduced the EBITA-margin somewhat in percentage terms
 - ♦ In absolute terms cans contribute positively
- ♦ Profit negatively influenced by weaker currency



Beer market in Russia

**Market growth and
BBH volume growth (%)**



Market shares in Russia

Brewery	1 Jan - 30 Sept	
	2002	2001
BBH	33 %	28 %
Sun Interbrew	12 %	13 %
Ochakova	9 %	8 %
Krasny Vostok	7 %	7 %
Bravo (Heineken)	4 %	4 %
Stepan Razin	3 %	3 %
Efes	2 %	2 %
SAB Kaluga	2 %	2 %
Others	30 %	35 %
Total	100 %	100 %

Figures reported earlier have been slightly changed



Financial items

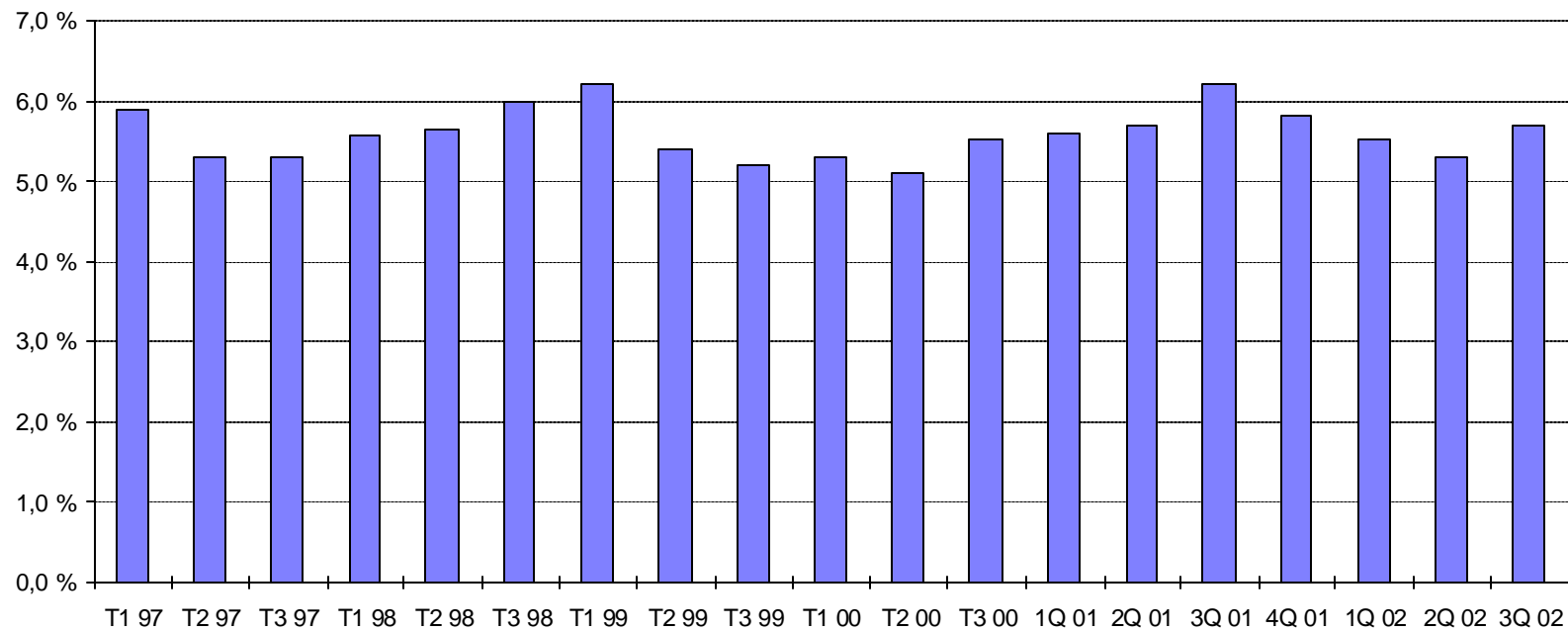


Financial items

In NOK million	1 Jan - 30 Sept 2002	2001	Year 2001
Net interest expenses	-776	-922	-1 204
Currency gain/loss	-37	3	-7
Other financial items, net	-49	-33	-91
Net financial items	-862	-952	-1 302
Avg. net interest-bearing liabilities	19 576	21 101	20 741
Average interest rate	5.5 %	6.1 %	6.0 %

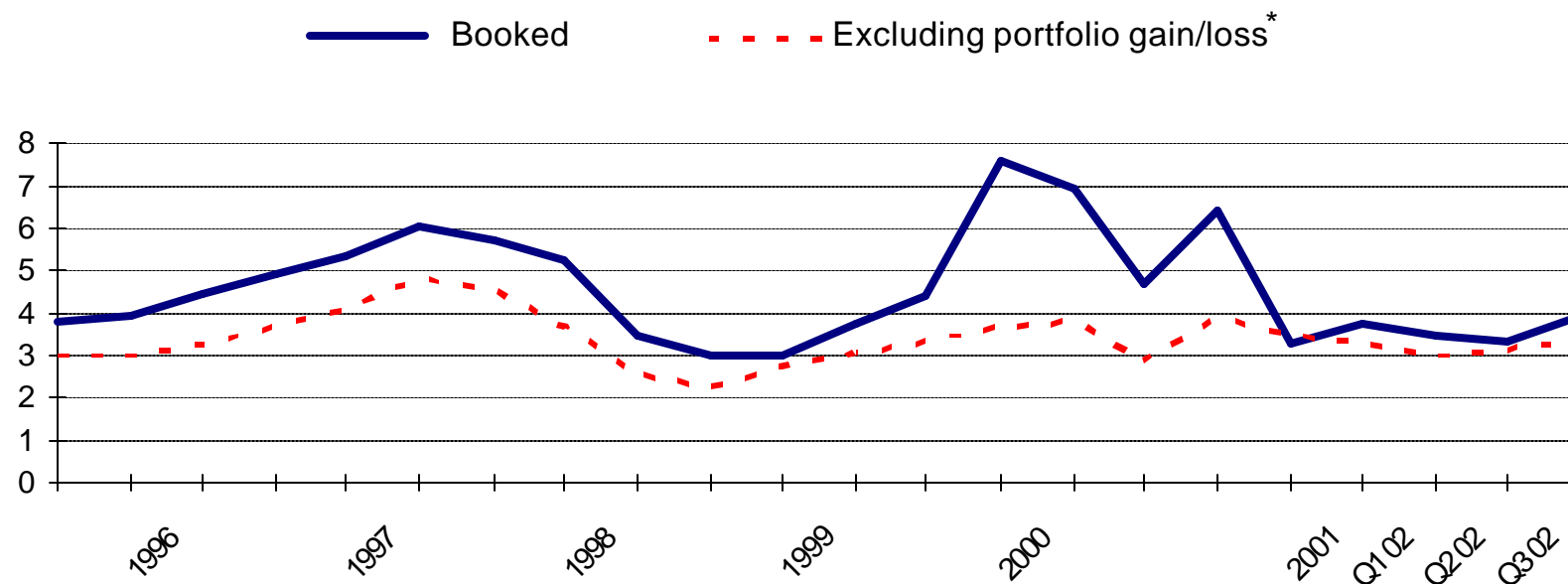


Average interest rate



Interest cover

12 month rolling average

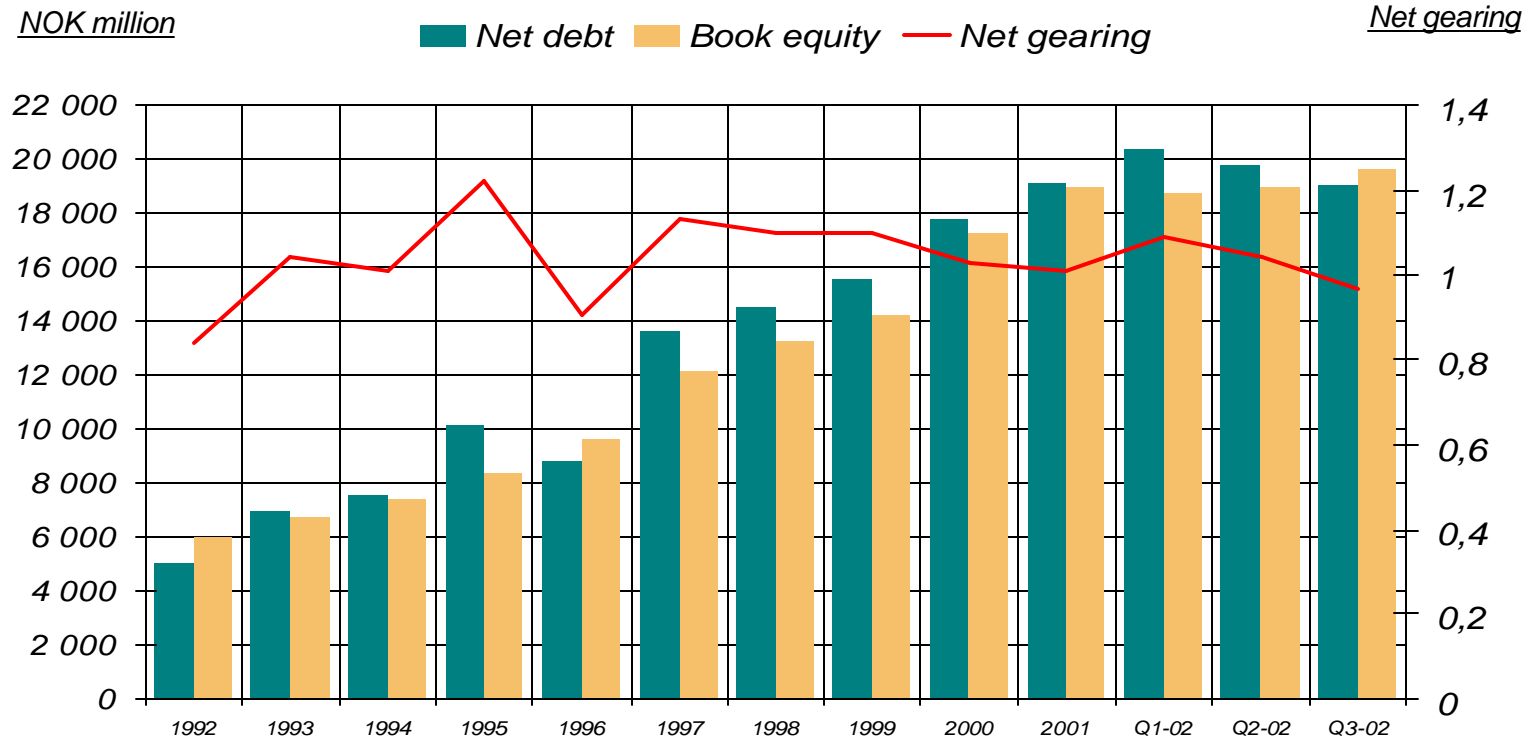


* The figures also takes into account the gain on sale of Oy Hartwall Ab in Q4 – 01 (associated company)



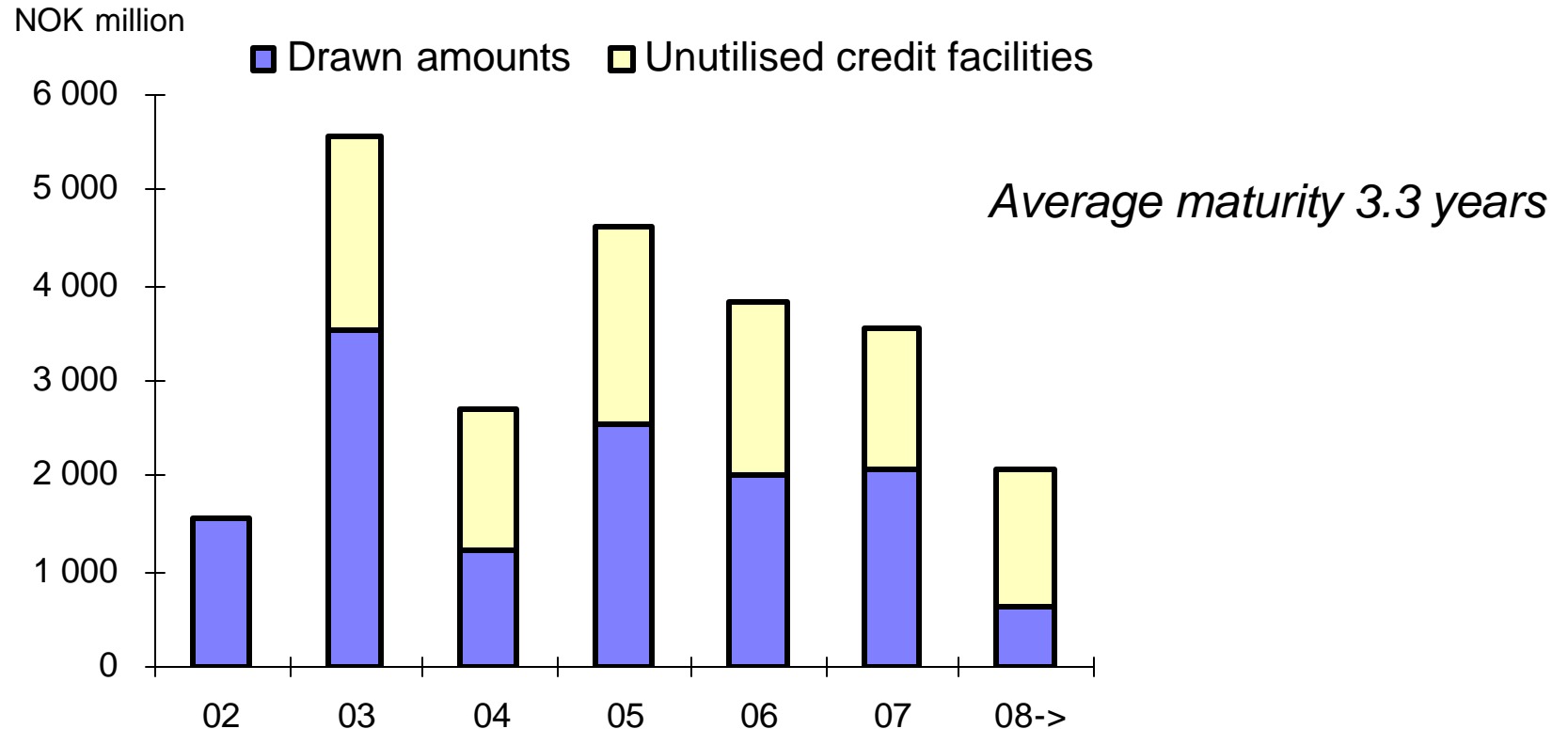
Debt and equity

30 September 2002



Debt maturity profile, Orkla ASA

30 September 2002



Funding Sources, Orkla ASA

30 September 2002

NOK billion

