The Orkla Group

Full year results 2002

20 February 2003

ORKLA

Agenda

- Highlights and key figures
  - Q4-2002
  - Full year 2002
- Currency translation effects
- Results by business area
- Cash flow statement and balance sheet

Highlights Q4-2002

- Progress in most industrial business units
  - Strong Nordic performance by Brands, Carlsberg Breweries and Foods
  - Weak results for Danish Media business, Polish seafood operations and Turkish Beverages business in challenging environments
- Underlying EBITA-growth +14%
  - Growth in reported EBITA negatively impacted by strong NOK and change in accounting principles for CB
- Gain on sale of Hartwall-shares boosted last year's profit before tax

In the fourth quarter, the Industry division had underlying growth, and this applied particularly to the Nordic market, where Brands, Foods and Beverages all performed well.

However, the Industry division faces certain special challenges that offset this progress. Due to external factors, market conditions for the media in Denmark, seafood in Poland and beverages in Turkey are still difficult and the results posted by these units were weaker than in 2001. Furthermore, due to the strong NOK, currency translation effects continued to have a negative impact in the fourth quarter.

In addition to translation effects, there are some difficulties implied in comparing the fourth quarter figures directly with the fourth quarter figures for 2001, as CB –due to new Danish accounting legislation introduced in 2002- restated its figures for 2001 so as to make them comparable. The main point, however, is that underlying growth for the Industry division is in fact 14 %. We will explain this in more detail later in the presentation.

Fourth quarter profit before tax was weaker than in 2001, but this must be seen in the light of the fact that we sold our shares in Hartwall in the fourth quarter of 2001 with a gain of NOK 1.35 billion. We also realised losses on our investment portfolio in 2002, but they were significantly lower than in 2001.

Key figures Q4-2002

NOK million	1 Oct - 31 Dec 2002	2001	Change Acc.	FX-neutral
Operating revenues	**10 983**	**11 577**	-5 %	1 %
EBITA*	**897**	**917**	-2 %	4 %
Goodwill amortisation	-134	-122		
Other revenues and expenses	-123	9		
EBIT	**640**	**804**		
Associated companies	48	1 275		
Portfolio gains	-248	-932		
Dividends and net financial items	-315	-346		
Profit before tax	**125**	**801**		
Earnings per share (NOK)	0.5	3.0		
Free cash flow Industry	624	699		

* Excl. other revenues and expenses

4

The decline in operating revenues is largely attributable to currency translation effects for our foreign businesses. In addition, deliveries of marine oil to the fish feed industry were lower.

Operating profit was marginally lower than in 2001, but as mentioned earlier, the comparison with 2001 figures is affected by both currency translation effects and changes in accounting practices at CB. When these two factors are taken into account, underlying operations made good progress.

Our impression is that operating profit is fairly well in line with market expectations. The aforementioned effects from our beverage operations in Turkey, seafood operations in Poland and Berlingske, are ,however, more negative than expected, while Brands in particular exceeds the expectations. Other revenues and expenses were negative, totalling NOK 123 million. It may be that this was not anticipated by the market, even though it was suggested by us after the third quarter. We will provide a more detailed breakdown of these expenses later in the presentation.

Effects from the portfolio can vary and be difficult for the market to asses. Given the negative performance of some of Orkla's biggest investments, it is natural that a net loss was realised on the portfolio in the period. Book loss was less negative than in 2001, despite the fact that particularly large losses realised in 2001 were more than offset by the gain on the sale of the Hartwall holding. Hartwall alone made a contribution to profit of NOK 3.8 per share.

Cash flow from operations was on a par with 2001.

Highlights 2002

Industrial activities:

- Overall progress; EBITA +4% when adjusted for currency effects
  - Solid improvement for Brands, Carlsberg Breweries and Nordic Foods operations
- Result is negatively affected by
  - Unfavourable currency effects
  - Write-downs and restructuring provisions*
  - Challenging markets for Danish media business
  - High raw material prices for Polish seafood business
- Free cash flow Industry +19%
- ROCE = 12.7%

Financial Investments

- Orkla's portfolio outperformed the OSEBX in weak equity markets
  - Orkla's portfolio -14.8 % vs. OSEBX -33.1 %

*) Booked as "Other revenues and expenses"

5

ORKLA

For the Industry division, the main developments in the fourth quarter were relatively representative of the trend for the year as a whole. Adjusted for currency translation effects, operating profit before goodwill amortisation rose 4 %. Both Orkla Brands and Orkla Beverages achieved good profit growth, while Orkla Foods posted improved results in the Nordic region.

In addition to the translation effects for foreign businesses, we also had poor results for the full year 2002 in certain markets that present special challenges. This applies in particular to the Media operations in Denmark, where advertising markets continued to decline through 2002, and to the seafood business in Poland, where both high raw material prices and falling sales affected profit.

A decision has also been made to undertake write-downs and make provisions which bring the sum of "Other revenues and expenses" to NOK -143 million.

Free cash flow from the Industry division has improved by just under 20 % compared with 2001, totalling approximately NOK 3 billion for 2002 as a whole.

The return on capital employed was in line with last year, at 12.7 %, which means that we again achieved a good return.

Although there was a negative return on Orkla's portfolio again in 2002, the portfolio's performance was significantly better, in relative terms, than that of the Oslo Stock Exchange Benchmark Index.

Key figures full year 2002

NOK million	1 Jan - 31 Dec 2002	2001	Change Acc.	FX-neutral
Operating revenues	**42 979**	**44 799**	-4 %	1 %
EBITA*	**3 663**	**3 686**	-1 %	4 %
Goodwill amortisation	-499	-454		
Other revenues and expenses	-143	28		
EBIT	**3 021**	**3 260**		
Associated companies	305	1 510		
Portfolio gains	-95	-760		
Dividends and net financial items	-824	-757		
Profit before tax	**2 407**	**3 253**		
Earnings per share (NOK)	7.7	10.7		
Free cash flow Industry	**3 085**	**2 588**	19 %	

* Excl. other revenues and expenses

6

Adjusted for currency effects, Group operating revenues were on a par with 2001. Orkla Foods and Orkla Beverages had underlying growth, while Chemicals reported lower operating revenues than in 2001.

Operating profit was on a par with 2001 and, apart from certain areas mentioned earlier where the market environment is particularly challenging, we are reasonably satisfied with the underlying growth of our industrial activities.

For the year as a whole, as for the fourth quarter, there were substantial fluctuations in profit from associates and portfolio gains, which largely explain the decline in profit before tax, also for the full year 2002.

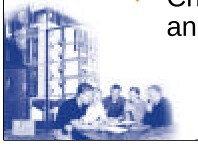
Earnings per share were NOK 7,7 as against NOK 6,9 in 2001 if we exclude the effect from the gain on the sale of the Hartwall holding in 2001.

The board proposes a dividend of NOK 3,40 pr. share as against 3,25 in 2002.

Specification of other revenues and expenses

Business area	Q4	Full year
Orkla Foods	-10	-59
Orkla Beverages	-13	-9
Orkla Brands	0	0
Orkla Media	-120	-120
Chemicals	20	45
Group	-123	-143

- Foods: restructuring in Sweden and CEE
- Beverages: restructuring in Sweden and Switzerland
- Media: write-down of printing facilities and provision for further restructuring (lay-offs) in Denmark
- Chemicals: Gains on sales of non-core businesses (+154), write-down and restructuring in China and the USA (-109)



7

ORKLA

In general, Orkla has had few other revenues and expenses, and accumulated over the last 10 years, including 2002, the net total of the amounts reported as “Other revenues and expenses” is positive.

In this respect, both the fourth quarter and 2002 as a whole are somewhat atypical, with a relatively large number of items.

In the third quarter, Orkla Foods made provision for restructuring at Procordia in connection with the “Lyftet” project, which aims at reducing the cost base by some SEK 110 million. In the fourth quarter, it was decided to close down pizza production in Hungary and concentrate these operations in the Czech Republic.

Orkla Beverages reported relatively small amounts related to further cost-cutting measures in Switzerland and Sweden.

Orkla Media took accounting write-downs in connection with the decision to establish joint printing operations with Politiken in Denmark, but this is a transaction that will have a positive impact on cash flow since the partner will be injecting capital into the project. Provisions were also made for further restructuring in Berlingske in Denmark.

The Chemicals division sold nine small power plants in the fourth quarter at a gain of about NOK 130 million, and the Swedish company Kemetyl was sold in the first quarter. Goodwill related to fine chemicals operations in the USA was written down to 0, and small write-downs were taken on fixed assets in China.

Taking into account the business plans that are already in place, Orkla has not found reason to write down goodwill elsewhere.

Currency translation effects

NOK million	Revenues YTD	Q4	EBITA YTD	Q4
Foods	-465	-141	-29	-12
CB	-1 063	-334	-114	-29
Brands	-56	-12	-4	1
Media	-366	-130	-11	-5
Chemicals	-173	-57	-16	-6
Total	-2 123	-674	-174	-51
Effect in %	-5.0 %	-6.2 %	-4.7 %	-5.7 %

The above figures show translation effects only

8

ORKLA

Currency effects were significant, both in the fourth quarter alone and for 2002 as a whole. Most of the businesses have a relatively good balance between expenses and revenues in the various countries, which reduces the real effect of currency fluctuations. The exception is the Chemicals division: a substantial share of its cost base is in Norway, while its revenues are largely invoiced in USD and EUR.

The table shows only currency translation effects to NOK for foreign businesses, and thus does not take into account the real effects that arise, for instance, in Chemicals.

Translation effects have the greatest impact on Beverages, which has the most extensive operations, relatively speaking, in countries other than Norway. In total, translation effects reduced operating profit by just under 5 % in 2002.

For the Group’s currency liabilities, however, the stronger NOK had a positive impact equivalent to NOK 1.5 billion.

Orkla Foods

in NOK million	1 Jan - 31 Dec 2002	2001	Change Acc.	FX neutral	1 Oct - 31 Dec 2002	2001	Change Acc.	FX neutral
Operating revenues	11 062	11 133	-1 %	4 %	3 041	3 054	0 %	4 %
EBITA*	902	952	-5 %	-2 %	311	324	-4 %	0 %
Goodwill amortisation	-168	-161			-46	-40		
Operating profit*	734	791	-7 %		265	284	-7 %	
EBITA-margin*	8.2 %	8.6 %			10.2 %	10.6 %		

* Excluding other revenues and expenses

- EBITA on same level as 2001 when adjusted for currency effects
- Progress in Norway, Sweden and CEE (excluding Seafood)
- Overall performance unsatisfactory primarily due to weak results for Polish seafood business (Superfish)
  - Full takeover and change of management in February 2003
  - Comprehensive improvement measures under implementation

9

ORKLA

Adjusted for currency effects, Orkla Foods reported profit growth in the fourth quarter on a par with the corresponding period in 2001.

Stabburet in Norway had a satisfactory fourth quarter. Grandiosa Pizza Toast performed well and at year-end was market leader for frozen snack products.

The performance of Procordia Food in Sweden and its international operations, except for seafood, was also positive. The “Lyftet” project, which aims at reducing Procordia Foods’ cost base by SEK 110 million by the end of 2003, is proceeding as planned.

The acquisition of the Polish seafood business was based on a transfer of 51 % of the shares in autumn 2000 with the right and obligation to take over the remaining shares by 2008. In order to secure full control of the business, both operationally and financially, the remaining shares were taken over in January 2003. New management has been appointed, and an improvement plan is being implemented.

Market conditions are still difficult, but we expect the negative trend to turn around in the course of 2003.

Orkla Beverages (40% of Carlsberg Breweries)

in NOK million	1 Jan - 31 Dec 2002	1 Jan - 31 Dec 2001	Change Acc.	Change FX neutral	1 Oct - 31 Dec 2002	1 Oct - 31 Dec 2001	Change Acc.	Change FX neutral
Operating revenues	14 516	14 924	-3 %	5 %	3 471	3 697	-6 %	3 %
EBITA*	1 364	1 311	4 %	14 %	165	221	-25 %	-14 %
Goodwill amortisation	-111	-98			-30	-29		
Operating profit*	1 253	1 213			135	192		
EBITA-margin*	9.4 %	8.8 %			4.8 %	6.0 %		
Profit from associates**	51	8			11	-1		

*Excluding other revenues and expenses

**CB reports associated companies excluding taxes as part of EBITA

- EBITA-change* is +45% in Q4 and +21% in 2002
  - Growth in reported EBITA adversely impacted by CB's change in accounting principles
- Carlsberg brand volume growth 6%
- BBH strengthening market leader platform in slower market

*) as reported by Carlsberg Breweries (associates included in EBITA, 2001-figures restated and denominated in DKK)

10 ORKLA

Orkla Beverages had underlying growth, both in the fourth quarter and in 2002 as a whole. CB on a 100 % basis and in DKK will show profit growth of 21 %, which is higher than the stated objective of 20 % growth in operating profit for 2002.

The comparison of Orkla Beverages' results for 2002 with those of 2001 is complicated by both currency effects and the change in accounting principles at CB. We will show you a detailed breakdown explaining these differences later in the presentation.

The Carlsberg brand continued to perform well and achieved 6 % volume growth in the fourth quarter.

BBH further strengthened its market position in Russia, but market growth was lower in the second half of 2002 than in the first. For the full year 2002, growth was approximately 9 %, which is regarded as representative of the underlying market growth.

Explanation of deviations in EBITA-change

	Full year	Q4
CB 100% DKKm	**21 %**	**45 %**
Effect of restatement	-4 %	-54 %
Less associates	-5 %	-9 %
Currency effects	-8 %	-7 %
Orkla Beverages	**4 %**	**-25 %**

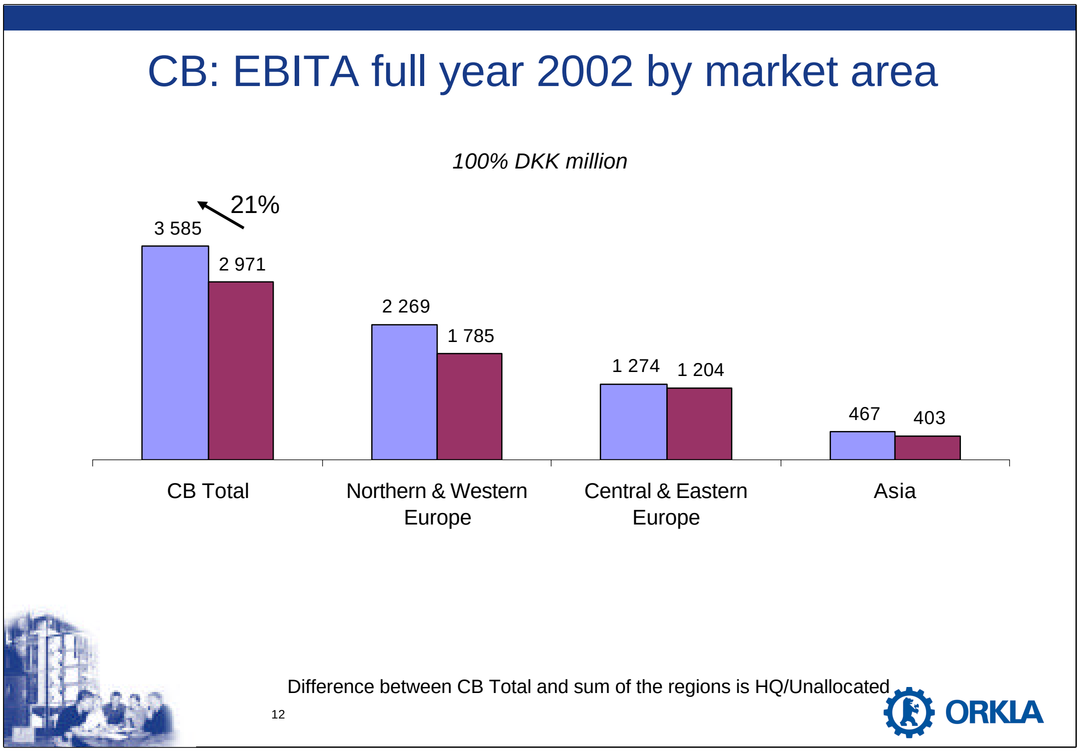
11

ORKLA

As mentioned earlier, it is difficult to compare 2002 results for Orkla Beverages with those for 2001 due to currency fluctuations and changes in accounting practices. The table shows the impact of the various factors.

Generally speaking, Orkla does not make adjustments or changes in CB's reported operating profit before goodwill. The exception is for profit from associates. In Orkla's accounts, this is posted on a separate line after operating profit, while CB includes associates in EBITA.

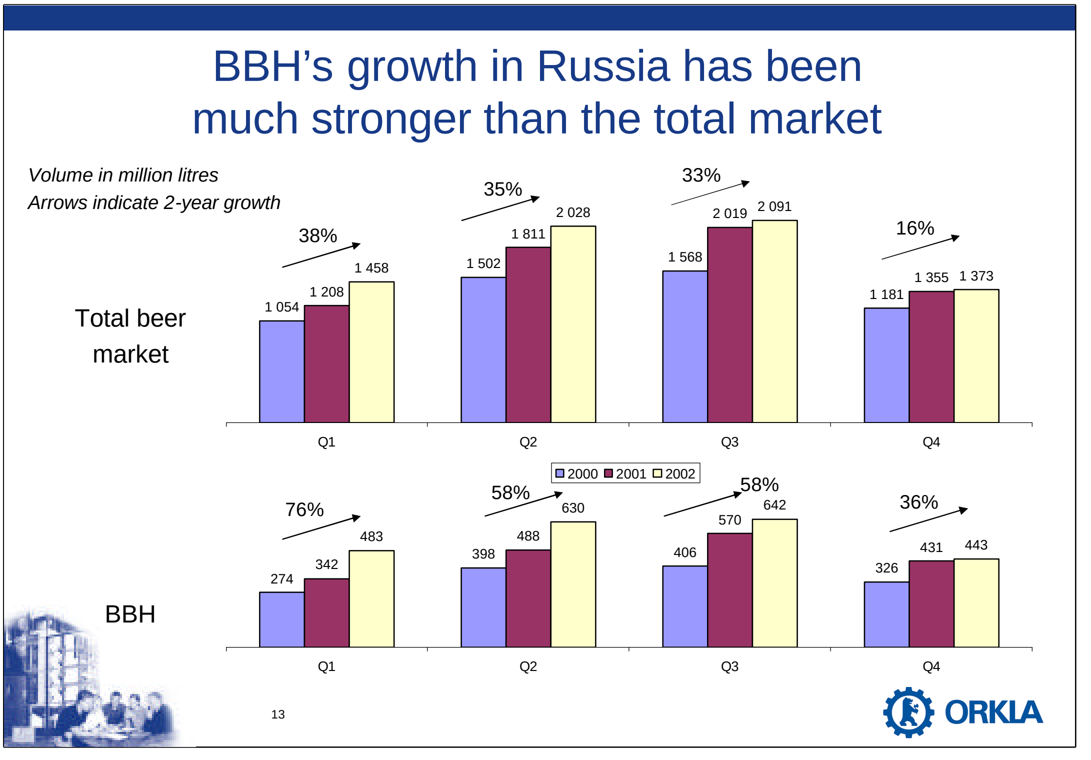
As you can see from the second line, the significant deviation in the quarter is due to CB's restatement of 2001 figures, while for 2002 as a whole the restatement only accounts for approximately 4 percentage points of the deviation.



To explain underlying growth in individual market areas for the year as a whole, we have shown CB's numbers on a 100 % basis. As we mentioned before, for the year as a whole, CB achieved profit growth of 21 %. Although all the market areas made progress, growth was strongest in Northern and Western Europe, where CB did particularly well in Norway and Finland.

In the case of Central and Eastern Europe, there was growth in Russia while the turnaround operation in Poland is proceeding according to plan and made a positive contribution to profit in 2001. Turkey is still suffering from a very difficult economic situation, which resulted in poor results for Türk Tuborg. For the year as a whole, EBITA was a negative DKK -133 million. A new management has been installed in Turkey and a revised business plan is currently being implemented.

Carlsberg Asia's performance was satisfactory in Malaysia and Singapore while the Thai business did less well than expected. Profit still includes the previously explained profit guarantee for Thailand.



Market growth for beer in Russia was relatively low in the second half of 2002. However, we must remember that the comparison is being made with particularly high growth in the corresponding period of 2001. Moreover, wholesalers and distributors built up inventories in the first half of the year, and in some cases winter came early.

On an annual basis, market growth in Russia was around 9 %. Although reported market growth may vary from one quarter to the next, the annual level of approximately 9 % is regarded as being representative of underlying growth in the market. For 2003 as a whole, we anticipate market growth in the region of 7-9 %, with a somewhat slower start in the first quarter.

BBH has consistently grown more than the total market and has therefore won a substantial proportion of market growth.

BBH - Market trends beer 2002

	Market growth 2002	Baltic Beverages Holding Volume growth 2002-2001	Market share 2002	Change from 2001	Litres per capita
Russia*	9 %	22 %	33%*	3 %-pts	48
Ukraine	14 %	27 %	20 %	2 %-pts	28
Baltic States**	18 %	20 %	46 %	1 %-pts	67

* 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 Syturys Utenos in 2002, Utenos and Kalnapilis in 2001

14

ORKLA

BBH has increased its market share in Russia to around 33 %. The most important brands have strengthened their positions, although the low-price segment is still growing. New production capacity on the market will lead to a reasonable balance between supply and demand in future.

Market growth continues to be highly satisfactory in both Ukraine and the Baltic States. BBH also increased its market shares on these markets in 2002.

Carlsberg Breweries – outlook

Targets

- EBITA* to increase by 5-10%
- Working capital reduction of DKK 1 billion
- Carlsberg brand volume to climb by 8%

How to achieve targets

- Improving operational performance
  - Sweden, Poland, Switzerland, Italy and Turkey
- Build on premium brands – especially in mature markets
  - Investing in global brand growth
- New product development
- Cost reductions
- Strong focus on cash flow and reduction of capital employed

*) Orkla Beverages must be adjusted for associated companies and currency effects

15

ORKLA

In accordance with the requirements of the Danish Stock Exchange, Carlsberg AS has given a more specific description of its anticipated performance in 2003. CB anticipates continued growth and a rise in EBITA of around 5-10 %, measured in DKK.

CB will also take an active part in the consolidation that is taking place in this sector, provided that it is at prices that create value for shareholders.

Orkla Brands

in NOK million	1 Jan - 31 Dec 2002	2001	Change Acc.	FX neutral	1 Oct - 31 Dec 2002	2001	Change Acc.	FX neutral
Operating revenues	4 500	4 527	-1 %	1 %	1 222	1 199	2 %	3 %
EBITA*	787	648	21 %	22 %	222	171	30 %	29 %
Goodwill amortisation	-38	-37			-11	-11		
Operating profit*	749	611	23 %		211	160	32 %	
EBITA-margin*	17.5 %	14.3 %			18.2 %	14.3 %		

* Excluding other revenues and expenses

- Broad operational progress in Q4
  - Substantial effect from successful launches over the last two years
  - Positive sales growth for most areas and reduced costs for Biscuits
  - Favourable price trend for certain input factors (raw materials)
- Strong NOK will in the long run weaken the competitiveness of the Norwegian value chain

16

Orkla Brands had a very good quarter, with profit growth in many areas. However, the strongest growth was achieved by Lilleborg Home and Personal Care and the Biscuits business. This growth was ascribable to satisfactory sales and contributions to profit from new launches and the positive effects of improvement projects, particularly for Biscuits.

In the short term, the stronger NOK has led to favourable prices for certain imported factor inputs. Orkla Brands largely has international competitors who generally have more of their value chain outside Norway. In the longer term, a stronger Norwegian krone may, therefore, have a negative impact on Orkla Brands’ competitiveness in Norway.

Orkla Media

in NOK million	1 Jan - 31 Dec 2002	1 Jan - 31 Dec 2001	Change Acc.	Change FX neutral	1 Oct - 31 Dec 2002	1 Oct - 31 Dec 2001	Change Acc.	Change FX neutral
Operating revenues	7 079	7 453	-5 %	0 %	1 788	1 936	-8 %	-1 %
EBITA*	148	294	-50 %	-48 %	69	102	-32 %	-29 %
Goodwill amortisation	-163	-139			-42	-36		
Operating profit*	-15	155	-110 %		27	66	-59 %	
EBITA-margin*	2.1 %	3.9 %			3.9 %	5.3 %		

* Excluding other revenues and expenses

- Continued decline in advertising markets in Denmark
  - Comprehensive cost reduction programmes are reducing impact
  - Urban takes leading position
- Advertising market in Poland still at a low level
  - Extensive cost reduction programmes
- Positive performance by Newspapers Norway in Q4
- Strong results for Magazines

17

ORKLA

Orkla Media continued to report extremely unsatisfactory results. Berlingske made a loss of NOK 137 million before goodwill amortisation. If we disregard Denmark, however, the rest of Orkla’s media operations achieved profit growth of just over 14 % in 2002. In other words, the main challenge still lies in Denmark, where the advertising markets continued to weaken in the fourth quarter. The comprehensive cost reduction measures that have been carried out can only partially compensate for the loss of revenues. The free newspaper, Urban, also had a negative impact on profit. From a market point of view, however, Urban’s performance was satisfactory and the newspaper is now market leader in terms of readership in the Copenhagen area. As previously emphasised, we are determined to maintain this position.

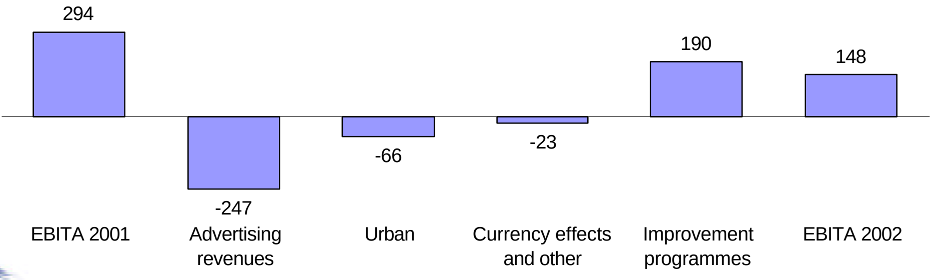
In Poland, the advertising markets are still weak but cost reduction programmes are partially offsetting this.

In Norway, the advertising market is on a par with 2001 and Newspapers Norway achieved profit growth during the quarter. The positive trend for Magazines continued and profit was satisfactory for both the quarter and the year as a whole.

Cost reduction programmes above target

- Improvement programmes have reduced costs by NOK 190 million
  - Fixed costs: NOK 120 million (mainly payroll expenses)
  - Variable costs: NOK 70 million (mainly paper prices and page management)
- Target was NOK 175 million

Explanation of change in EBITA from 2001 to 2002



(Approximate figures)

18

Cost reduction programmes have been carried out in all parts of the organisation. The most comprehensive measures were at Berlingske in Denmark and in Poland. The programmes have, in general, been implemented as planned and the total cost reduction of NOK 190 million was somewhat better than the original target for 2002, which was NOK 175 million.

However, the cost reductions that have been achieved have not been sufficient to offset a loss of NOK 247 million in advertising revenues and the NOK 66 million costs of the free newspaper, Urban, and profit for the year was almost halved in comparison with the previous year.

Chemicals

in NOK million	1 Jan - 31 Dec 2002	2001	Change Acc.	FX neutral	1 Oct - 31 Dec 2002	2001	Change Acc.	FX neutral
Operating revenues	5 726	6 581	-13 %	-11 %	1 381	1 658	-17 %	-14 %
EBITA*	537	569	-6 %	-3 %	131	132	-1 %	4 %
Goodwill amortisation	-12	-15			-3	-4		
Operating profit*	525	554	-5 %		128	128	0 %	
EBITA-margin*	9.4 %	8.6 %			9.5 %	8.0 %		

* Excluding other revenues and expenses

- Favourable mix for lignin products, improved production and mix for fine chemicals
- Weak global markets caused drop in volumes and revenues in most areas
- Significant currency impact, softened by hedging and improvement programmes
  - Unrealised currency gain of NOK 400 million – to be matched against future sale contracts (mainly in 2003 and 2004)
- Extraordinarily high profit from financial trading of electric power

19

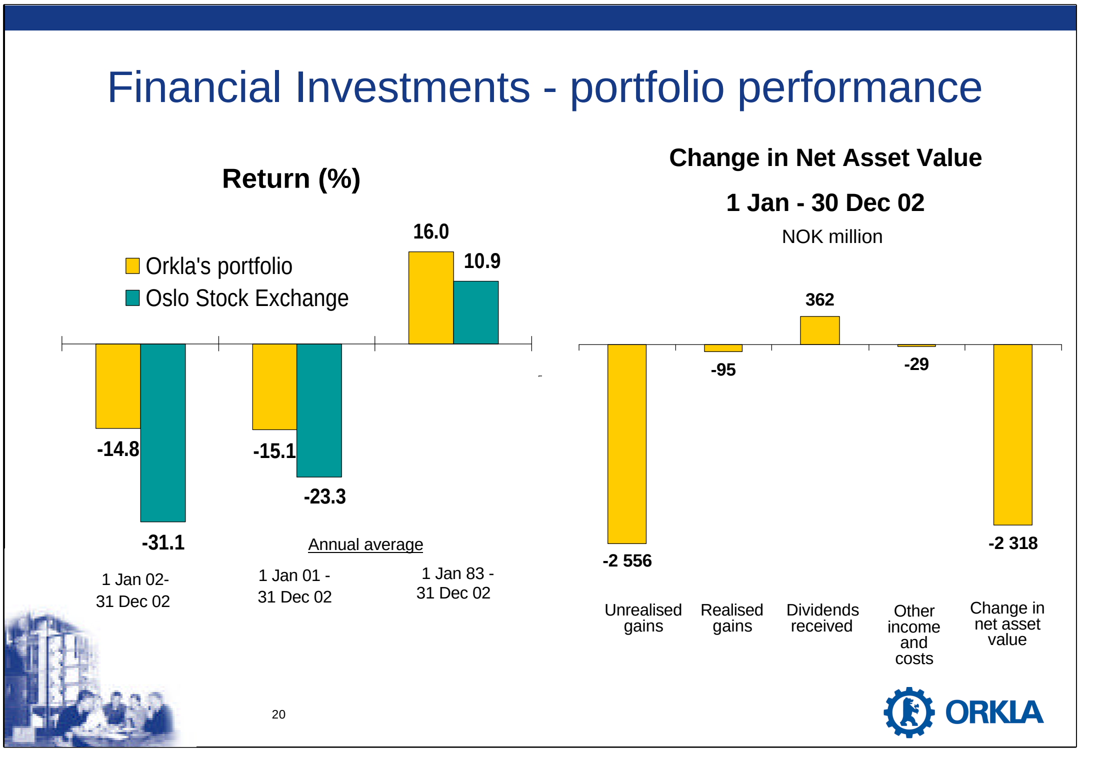
ORKLA

The stronger NOK and weaker USD had a negative impact on operating revenues for the Chemicals business, and the international economic situation also led to a general decline in sales volumes in most areas. Sales of marine oil for the fish feed industry were also lower than in 2001.

For the year as a whole, the Lignin business continued to perform well and achieved satisfactory results. Fine Chemicals also reported profit growth in 2002.

An increased degree of hedging of future cash flows in USD helped to soften the effect of the strong NOK and weak USD. At year-end, the unrealised currency gain amounted to approximately NOK 400 million. This gain will vary with the exchange rate for USD and will be taken to income in step with sales of products that are paid for in USD, primarily in 2003 and 2004.

Borregaard Energy is a significant player on the Norwegian power market and has a substantial power consumption. This position implies that Borregaard is active in the powermarkets, which again gives a natural platform for profitable financial trading in power contracts. Due to the extreme market situation in Norway in the fourth quarter, the realised gain from power trading totalled NOK 44 million. However, this was partially offset by a reduction in the company's own production during



As we have mentioned before, the financial markets performed extremely poorly in 2002. The Oslo Stock Exchange Benchmark Index was down by as much as 31.1 %, while the FT World Index dropped 24.6 %.

In relative terms, Orkla’s investment portfolio did considerably better than the market as a whole, but the absolute return was still weak at -14.8 %, which is equivalent to a decline of NOK 2.3 billion in net asset value.

Ten largest holdings as of 31 December 2002

Principal holdings	Industry	Market value (NOK million)	Share of portfolio (%)	Share of equity (%)
Elkem	Metals	2 838	23.5	39.4
Storebrand	Insurance	730	6.1	10.0
Norway Seafoods Holding [1]	Industrial	557	4.6	i/a
DnB Holding	Bank	539	4.5	2.1
Industri Kapital 2000 [2]	Investment	420	3.5	3.6
Norsk Hydro	Enegy and materials	395	3.3	0.5
Industri Kapital 97 [2]	Investment	354	2.9	8.0
Rieber & Søn	Food	330	2.7	8.8
Bergesen	Shipping	315	2.6	4.3
Nordstjernen Holding [3]	Investment	309	2.6	35.0
Total principal holdings		**6 787**	**56.3**	
Market value of entire portfolio		**12 060**		

1) Not listed, convertible bond

2) Not listed

3) Not listed, but invests only in listed shares

21

ORKLA

The most important changes in the biggest portfolio items were the sale of shares in Norway Seafoods Holdings, and thereby a substantial reduction in total investments, and the purchase of Rieber shares.

Financial Investments - portfolio key figures

in NOK million	31 Dec 02	31 Dec 01	Change 02
Market value	12 060	14 140	-2 080
Net asset value[1]	10 240	12 558*	-2 318
Unrealised gains before tax	190	2 746	-2 556
Share of portfolio invested			
outside Norway	30 %	32 %	-2 %-p
in listed companies	77 %	75 %	+2 %-p

1 After tax
*) Corresponding pre-tax figure reported as of 31.12.01 was NOK 12 909 million

ORKLA

As we have mentioned before, the market value of the portfolio declined throughout the year, while net purchases of shares amounted to just under NOK 1 billion in 2002. The largest acquisitions were related to an increase in the stake in Elkem and the purchase of Rieber shares.

Unrealised gains at year-end totalled NOK 190 million, equivalent to 1.6 % of market value.

After a further stock market decline at the beginning of 2003, the unrealised net loss as of 18 February was NOK more than -400 million.

Cash Flow Statement - key figures

in NOK million	1 Jan - 31 Dec 2002	1 Jan - 31 Dec 2001	1 Oct - 31 Dec 2002	1 Oct - 31 Dec 2001
Cash flow from operations	**6 071**	**5 849**	**1 780**	**2 041**
- change in net working capital	*195*	*12*	*297*	*556*
Net capital expenditure	-1 843	-1 960	-787	-932
Free cash flow Industry	**3 085**	**2 588**	**624**	**699**
Free cash flow Financial Investments	**715**	**955**	**40**	**141**
Taxes paid and miscellaneous	-1 180	-1 308	-124	-529
Cash flow before capital transactions	**2 620**	**2 235**	**540**	**311**
Dividends paid and share buy-back	-1 132	-803	-36	-13
Cash flow before expansion	**1 488**	**1 432**	**504**	**298**
Expansion investments, Industry	-740	-726	-247	-282
Companies sold	210	2 455	136	2 232
Acquisitions	-1 920	-4 769	-983	-317
Net purchases/sales portfolio investments	-920	41	-377	140
Net cash flow	**-1 882**	**-1 567**	**-967**	**2 071**
Currency translation differences	1 498	416	506	203
Change in net interest-bearing liabilities	**384**	**1 151**	**461**	**-2 274**

23

ORKLA

Cash flow from operating activities amounted to app. NOK 6 billion in 2002, and free cash flow after replacement expenditures amounted to approximately NOK 3.1 billion, which was about 20 % higher than in 2001. This improvement is ascribable to both a reduction in working capital and somewhat lower replacement investments. The average interest rate and the level of debt also contributed to lower financial expenses than in the previous year.

Net buy-backs of Orkla shares amounted to approximately NOK 350 million, equivalent to 1.2 % of outstanding shares.

Expansion investments were primarily related to investments in capacity expansion at BBH, while the acquisition of Atisholz by the Chemicals business and Orkla Foods' acquisition of the Danish company, Credin, reduced cash flow in the fourth quarter.

The Group's debt portfolio is distributed by currency according to where the Group's operations are located. Negative translation effects on profit are therefore offset by positive effects on liabilities in NOK. For the year as a whole, this effect amounted to around NOK 1.5 billion and the Group's net interest-bearing liabilities were at the same level as at the end of 2001.

Balance Sheet - some key figures

in NOK million	31 Dec 02	31 Dec 01
Long-term assets	26 786	28 434
Portfolio investments etc.	11 998	11 599
Short-term assets	14 338	14 612
Total assets	**53 122**	**54 645**
Equity to total assets ratio		
- Book	35.2 %	34.7 %
- Incl. unrealised capital gains before tax	35.4 %	37.8 %
Net interest-bearing liabilities	**19 516**	**19 132**
Net gearing	**1.04**	**1.01**

The balance sheet is significantly affected by currency translation, and even after the acquisition of Atisholz and Credin, which were consolidated as of 31 December, the balance sheet total is lower than in 2001.

The equity to total assets ratio strengthened throughout the year and was 35.2 % as of 31 December. The Group's financial situation is still strong and net gearing was 1.04 at year-end.

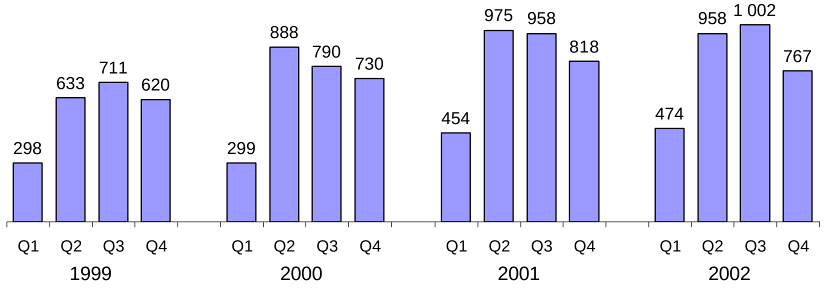
Enclosures

Income Statement

NOK million	1 Jan - 31 Dec 2002	1 Jan - 31 Dec 2001	1 Oct - 31 Dec 2002	1 Oct - 31 Dec 2001
Operating revenues	42 979	44 799	10 983	11 577
EBITA	**3 663**	**3 686**	**897**	**917**
Goodwill amortisation	-499	-454	-134	-122
Other revenues and expenses	-143	28	-123	9
Operating profit	**3 021**	**3 260**	**640**	**804**
Associated companies	305	1 510	48	1 275
Dividends received	369	545	16	4
Portfolio gains	-95	-760	-248	-932
Financial items, net	-1 193	-1 302	-331	-350
Profit before tax	**2 407**	**3 253**	**125**	**801**
Profit after tax	**1 777**	**2 480**	**111**	**690**
- Minority interests	166	211	7	49

ORKLA

EBITA per quarter for Branded Consumer Goods



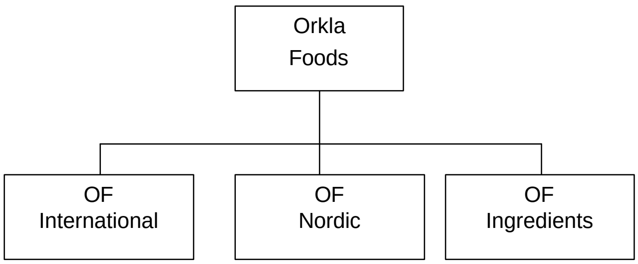
- Effect of Easter Holiday sales was mainly incorporated in Q1 in both 2001 and 2002, but this may vary from year to year
- Division of summer sales for Carlsberg Breweries between Q2 and Q3 can vary from year to year

28

ORKLA

Orkla Foods reorganisation

- The purpose of the reorganisation is to sharpen the company's focus on its strategic objectives, which include
  - innovation/brand-building
  - customer proximity
  - cost reductions
  - continued growth



29

Effect of restatement is substantial in Q4

- CB restated their 2001-figures as a result of changes in Danish accounting principles
- Orkla did not change its figures as the differences for 2001 as a whole were not material
  - However, the differences in Q4 are significant due to uneven distribution of currency provisions in the original figures

	Carlsberg Breweries 100% DKKm			40% NOKm		
EBITA 2001	Restated	Original	Difference	Restated CB-figures less associates	Reported by Orkla	Difference
Q1	121	109	12	55	48	7
Q2	1 180	1 162	18	501	493	8
Q3	1 350	1 297	53	573	549	24
Q4	320	512	(192)	139	221	(82)
Total	2 971	3 077*	-106*	1 267	1 311	(44)

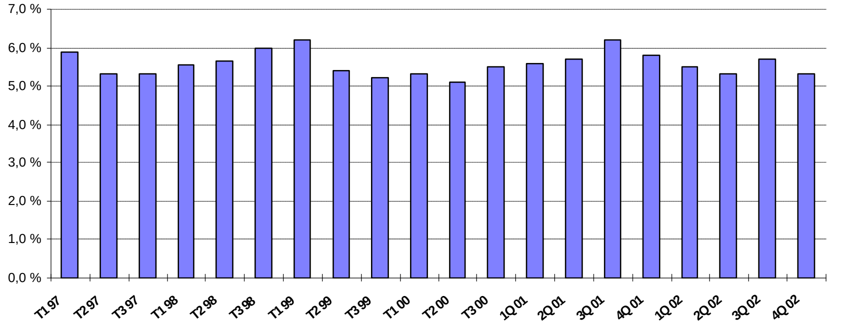
*) The four quarters add up to 3080, but Carlsberg A/S used YTD FX-figures and arrived at 3077

Financial items

Financial items, Orkla Group

In NOK million	Year 2002	Year 2001
Net interest expenses	-997	-1 204
Currency gain/loss	-85	-7
Other financial items, net	-111	-91
Net financial items	-1 193	-1 302
Avg. net interest-bearing liabilities	19 455	20 741
Average interest rate	5.4 %	6.0 %

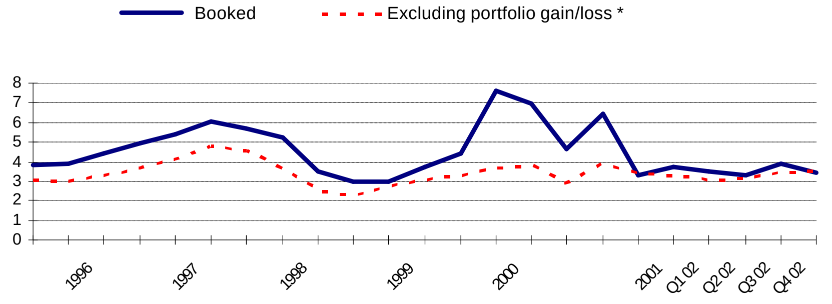
Average interest rate, Orkla Group



33

Interest cover, Orkla Group

12 month rolling average



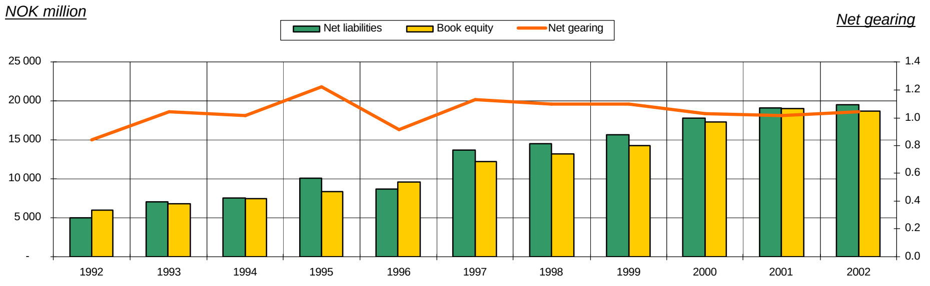
* The figures also take into account the gain on the sale of Hartwall in Q4 – 01 (associated company)

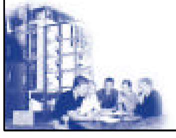
34

ORKLA

Equity and liabilities, Orkla Group

31 December 2002

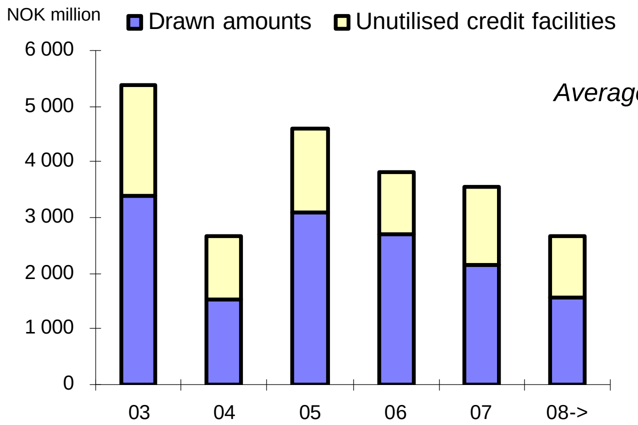




35

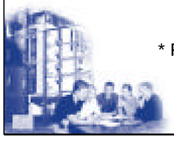
Debt maturity profile, Orkla ASA*

31 December 2002



Average maturity 3.3 years

* Figures represent Orkla ASA only, i.e. do not include joint ventures like Carlsberg Breweries



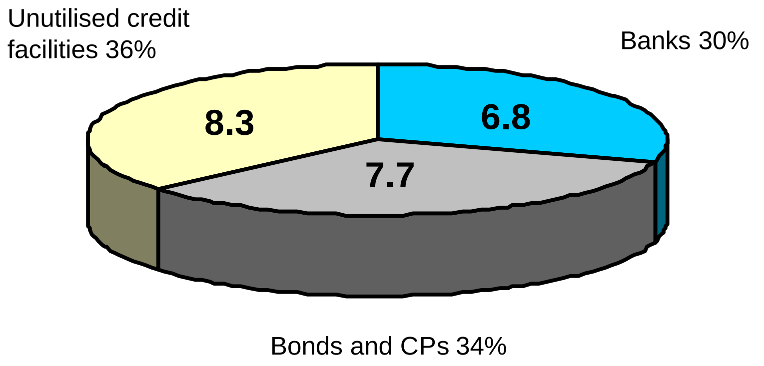
36

ORKLA

Funding Sources, Orkla ASA*

NOK billion

31 December 2002



* Figures represent Orkla ASA only, i.e. do not include joint ventures like Carlsberg Breweries

37