

TRADING STATEMENT Q3 2019

31 October 2019

Solid top-line growth

NET REVENUE (DKKm) **18,526**

PRICE/MIX **+4%**

TOTAL VOLUME (m.hl) **38.5**

Q3 2019 (m.hl/ DKKm)	2018	Organic	Net acquisition	FX	2019	Reported
Total volume	38.6	-0.5%	0.5%	-	38.5	0.0%
Net revenue	17,588	3.1%	0.4%	1.8%	18,526	5.3%



Growth of international brands



1664 BLANC
+30%



TUBORG
+5%



GRIMBERGEN
-1%



CARLSBERG
-2%

Strategic priority update

CRAFT &
SPECIALITY
+12%



ALCOHOL-
FREE BREWS
-4%
IN WESTERN
EUROPE
+7%

SOMERSBY
+20%



Advancing towards ZERO

Water recycling plant in Denmark leading to world-class water consumption



**FREDERICIA
(Denmark)**

hl/hl

2.9

1.4

2019

2020

**GROUP
TARGET**

3.4

2.5

1.7

2015

2022

2030

Western Europe

NORDICS

- Total volume growth of 1% in spite of tough comparables
- Slightly negative price/mix due to product mix

POLAND

- Volume growth and improved price/mix, mainly due to growth of craft & speciality and alcohol-free brews

FRANCE

- Volume decline
- Positive price/mix due to craft & speciality

OTHER MARKETS

- Positive price/mix in Switzerland
- Solid performance in South-East Europe
- Volume decline in the UK

NET REVENUE (DKKm)

10,203

Organic growth +0.2%

PRICE/MIX

0%

TOTAL VOLUME (m.hl)

17.9

Organic growth -0.1%

Asia

CHINA

- 6% volume growth
- 20% organic net revenue growth
- 8% premium portfolio growth
- Big city expansion and successful premiumisation of local brands

LAOS/ CAMBODIA/VIETNAM

- Double-digit volume growth in Laos and Vietnam
- Relaunch of Angkor Beer in Cambodia

INDIA

- Flat volumes impacted by excise tax and price increases in some states
- Solid price/mix

OTHER MARKETS

- Solid performance in Malaysia and Singapore

NET REVENUE (DKKm)

5,034

Organic growth +14.2%

PRICE/MIX

+8%

TOTAL VOLUME (m.hl)

11.7

Organic growth +5.7%

Eastern Europe

RUSSIA

- Volume decline of 12% due to market decline, market share loss and tough comparables
- Solid price/mix of 4%
 - Price increases
 - Low presence in low-priced offerings at key accounts

UKRAINE

- Volume decline due to bad weather
- Strong double-digit price/mix from price increases and mix improvements

OTHER MARKETS

- Continued good momentum in Kazakhstan driven by market growth and premiumisation

NET REVENUE (DKKm)

3,271

Organic growth -2.3%

PRICE/MIX

+6%

TOTAL VOLUME (m.hl)

8.9

Organic growth -8.2%

2019 outlook

- Continued focus on organic revenue growth while maintaining tight cost control and strict cash discipline
- **Organic growth in operating profit of around 10%** (upgraded from high-single-digit on 28 October)

Assumptions

- A translation impact on operating profit of around DKK +150m, based on the spot rates as at 30 October (previously DKK +100m)
- Net finance costs (excluding FX) of DKK 700m
- Reported effective tax rate below 28%
- Capital expenditures of around DKK 4.5bn at constant currencies



Q&A

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