

Company announcement 9/2012

9 May 2012

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## Financial statement as at 31 March 2012

### First quarter in line with expectations

#### Financial highlights

- Organic beer volume growth of 2% adjusted for Russian destocking.
- Solid growth in Northern & Western Europe and strong performance in Asia.
- Net revenue of DKK 12.9bn with flat organic development due to Russian destocking.
- Organic operating profit growth in Northern & Western Europe and Asia.
- Operating profit of DKK 574m impacted by lower Russian volumes/destocking and phasing of sales and marketing investments.
- 2012 outlook maintained.

#### Operational highlights

- Market share improvements in Northern & Western Europe and Asia.
- Russian market share (37.0%) improved slightly versus Q4 in flat market.
- 6% Carlsberg brand growth in premium markets; substantial activations ahead of EURO 2012.
- As part of the ongoing global rejuvenation of Tuborg brand, Tuborg enters Chinese market.
- Baltika Breweries filed application for delisting from the Russian stock exchange.
- Consortium established to develop the Valby site, Copenhagen.

Commenting on the results, CEO Jørgen Buhl Rasmussen says: "In the traditionally small first quarter of the year, the Group delivered continued solid growth and performance in Northern & Western Europe and Asia, while destocking impacted our Russian results as expected. Our Q1 results were in line with our plans and we are on track to meet our 2012 expectations."

Jørgen Buhl Rasmussen continues: "2012 is a year where focus, prioritisation and efficiency are key in everything we do. We are focusing our commercial activities behind our most important brands and events. We are putting significant resources behind the EURO 2012 sponsorship, which will be a key driver behind the support of the repositioning and the growth of the Carlsberg brand in 2012. In addition, the rejuvenation of the Tuborg brand will support the brand growth through improved performance in existing markets, as well as through introductions into new growth markets such as China."

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## KEY FIGURES AND FINANCIAL RATIOS

DKK million		Q1 2012	Q1 2011	2011
<b>Total sales volumes (million hl)</b>				
Beer		26.7	27.4	139.8
Other beverages		4.5	4.5	22.2
<b>Pro rata volumes (million hl)</b>				
Beer		22.9	23.3	118.7
Other beverages		3.8	3.8	19.2
<b>Income statement</b>				
Net revenue		12,874	12,528	63,561
Operating profit before special items		574	1,003	9,816
Special items, net		-48	-81	-268
Financial items, net		-467	-569	-2,018
Profit before tax		59	353	7,530
Corporation tax		-15	-92	-1,838
Consolidated profit		44	261	5,692
Attributable to:				
Non-controlling interests		120	88	543
Shareholders in Carlsberg A/S		-76	173	5,149
<b>Statement of financial position</b>				
Total assets		153,427	145,482	147,714
Invested capital		124,471	117,975	118,196
Interest-bearing debt, net		36,209	34,621	32,460
Equity, shareholders in Carlsberg A/S		68,073	63,528	65,866
<b>Statement of cash flows</b>				
Cash flow from operating activities		-1,122	-573	8,813
Cash flow from investing activities		-1,273	-819	-4,883
Free cash flow		-2,395	-1,392	3,930
<b>Financial ratios</b>				
Operating margin	%	4.5	8.0	15.4
Return on average invested capital (ROIC)	%	7.9	8.9	8.4
Equity ratio	%	44.4	43.7	44.6
Debt/equity ratio (financial gearing)	x	0.49	0.50	0.45
Interest cover	x	1.23	1.76	4.86
<b>Stock market ratios</b>				
Earnings per share (EPS)	DKK	-0.5	1.1	33.8
Cash flow from operating activities per share (CFPS)	DKK	-7.4	-3.8	57.7
Free cash flow per share (FCFPS)	DKK	-15.7	-9.1	25.7
Share price (B-shares)	DKK	461.0	566.5	405.0
Number of shares (period-end)	1,000	152,541	152,539	152,523
Number of shares (average, excl. Treasury shares)	1,000	152,522	152,542	152,538

## BUSINESS DEVELOPMENT

DKK million Q1	2011	Change			2012	Change Reported
		Organic	Acq., net	FX		
Beer (million hl)	23.3	-4%	2%		22.9	-2%
Other beverages (million hl)	3.8	-2%	3%		3.8	1%
Net revenue	12,528	0%	2%	1%	12,874	3%
Operating profit	1,003	-54%	8%	3%	574	-43%
Operating margin (%)	8.0				4.5	-350bp

### Group financial highlights –flat organic net revenue despite lower Russian volumes

Group beer volumes declined organically by 4%. On a comparable basis, i.e. adjusting for the destocking in Russia, beer volumes grew organically by 2%. Reported beer volumes declined 2% to 22.9m hl. Volumes grew in Northern & Western Europe and Asia, while our Eastern European volumes declined, impacted by the expected destocking in Russia. Pro-rata Group volumes of other beverages were unchanged at 3.8m hl.

Net revenue grew by 3% to DKK 12,874m with flat organic development (total beverages volume of -4% and positive price/mix of 4%), +1% from currencies and net acquisition impact of 2%.

Cost of sales per hl grew in line with our expectations. Due to the volume decline and slightly higher input costs, organic gross profit declined by 3% and gross profit margin decreased by 120bp to 46.7%. Organic gross profit per hl increased slightly.

Group operating profit was DKK 574m (DKK 1,003m in 2011). Northern & Western Europe and Asia reported operating profit growth in spite of slightly higher cost of sales and higher sales and marketing investments due to different phasing than last year. Profits in Eastern Europe declined mainly due to lower volumes, slightly higher cost of sales and different phasing of sales and marketing investments compared to previous year.

Net profit was DKK -76m. Adjusted net profit (adjusted for post-tax impact of special items) was DKK -33m compared to DKK 239m in Q1 2011.

### Group operational highlights – strong focus on key brands

The Carlsberg Group grew market shares in Northern & Western Europe and Asia during the quarter. In Eastern Europe, our Russian market share improved slightly compared to Q4 2011 but declined as expected versus Q1 2011.

The Carlsberg brand grew by 6% in premium markets with particularly good results in Asia. The Group activated the brand across all markets and regions in the run up to EURO 2012 in Ukraine and Poland, and this supported volume growth in the quarter. EURO 2012 related activities continue in Q2 with a particularly high activity level during the championship in June.

The Group continues to drive the growth of our international premium portfolio and at the beginning of 2012 we launched the rejuvenation of the Tuborg brand with a new campaign, which includes a new tag line, new visual identity and new communication. An important part of

this campaign was the introduction of Tuborg in China in April and the launch of the new 3G Tuborg bottle in Russia and India in Q1. The rejuvenated Tuborg brand will subsequently be rolled out across more markets.

As a result of the high level of commercial activity taking place across all regions, including activations behind key brands and various activities ahead of the implementation of marketing restrictions in Russia from July, sales and marketing investments grew in the quarter. Phasing of sales and marketing investments between quarters will be different in 2012 compared to 2011 with a higher spend in the first six months of the year.

In March, the Group announced very strong CSR results for 2011 with declining energy and water consumption and lower CO<sub>2</sub> emissions. The good results have been supported by the Group's research and development efforts within raw materials. The Carlsberg Research Center continues its efforts to develop crops that are high yielding, require less water and are disease resistant.

At the Annual General Meeting, three appointments were made to the Supervisory Board of Carlsberg A/S. The appointments of Ms. Donna Corder, Ms. Elisabeth Fleuriot and Mr. Søren-Peter Fuchs Olesen will provide even more diverse, international and FMCG experience.

#### **Structural changes – buy-out of non-controlling interests**

At the beginning of the quarter, the Group increased its ownership in several businesses in the Balkan area and now holds 100% ownership of the subsidiaries in Serbia, Croatia and Bulgaria.

On February 20, the Group announced the intended voluntary offer of the remaining outstanding shares in Baltika Breweries. This is planned to be done when formalities related to the cancellation of treasury shares allow for it and is currently expected to happen not later than May 2012. Depending on market conditions the price is currently expected to be up to a maximum of RUB 1,550. For the avoidance of doubt, the offered price per share can be substantially lower than RUB 1,550. On March 4, Baltika Breweries announced that the company had filed an application at the Russian stock exchange with the aim to delist the company's shares as soon as possible.

The Group continued its efforts to monetise redundant assets and announced on April 12 the establishment of a consortium, consisting of a group of Danish investors and the Carlsberg Group, which will develop the Copenhagen brewery site in Valby. The total value of the transaction was approximately DKK 2.5bn. As a result, subject to final closing of the transaction, Carlsberg will in Q2 2012 book a pre-tax capital gain of approximately DKK 1.7bn as special items. The post-tax capital gain will be approximately DKK 1.4bn, free cash-flow will be positively impacted by approximately DKK 1.9bn, and net interest-bearing debt will be reduced by a similar amount.

#### **2012 earnings expectations – unchanged**

Following the traditional small first quarter of the year, the Group maintains all major assumptions and outlook for the year:

- Low single-digit decline in the Northern & Western European markets
- The Russian market reverting to modest growth during 2012

- Continued growth in key markets across Asia

In addition to the market assumptions, another key assumption for the outlook is:

- An average EUR/RUB exchange rate of approximately 43 for the remaining part of the year (a EUR/RUB change of +/- 1 impacts Group operating profit by slightly less than +/- DKK 100m)

Based on the assumptions above, the Group's outlook for 2012 is unchanged:

- Operating profit before special items at the level of 2011 (higher at the 2011 average EUR/RUB rate)
- Slightly growing adjusted net profit<sup>1</sup>

The 2012 outlook does not include any impact of the intentions of announcing a voluntary offer for the remaining Baltika shares.

## NORTHERN & WESTERN EUROPE

DKK million Q1	Change				2012	Change Reported
	2011	Organic	Acq., net	FX		
Beer (million hl)	9.4	5%	0%		9.9	5%
Other beverages (million hl)	3.1	-5%	0%		3.0	-5%
Net revenue	7,311	2%	0%	1%	7,524	3%
Operating profit	433	8%	0%	2%	477	10%
Operating margin (%)	5.9				6.3	40bp

Overall beer markets in Northern & Western Europe were flat for the first quarter. Supported by earlier sell-in to Easter this year, our markets in the northern part of the region grew slightly. Some markets in the southern part of the region, such as Greece, declined, impacted by challenging consumer dynamics.

The Group showed an overall market share improvement in the region with particularly good performance in markets such as Finland, Sweden, the Baltics and the UK.

Beer volumes grew organically by 5%. The growth was broadly based, with the nordic markets (excluding Denmark), Poland, the Baltic States, the UK and Italy being the main contributors. Reported beer volumes grew by 5%. Total volumes, including non-beer beverages, grew by 3%.

Net revenue was DKK 7,524m (DKK 7,311m in 2011) with 2% organic growth and reported growth of 3%.

Operating profit grew organically by 8% with a particularly strong contribution from the nordic markets. Reported growth was 10% to DKK 477m (DKK 433m in 2011). Operating margin grew by

<sup>1</sup>Adjusted net profit 2011 of DKK 5,203m equals 2011 reported net profit excluding special items after tax

40bp to 6.3% despite of higher sales and marketing investments due to different phasing than last year.

## EASTERN EUROPE

DKK million Q1	2011	Change			2012	Change Reported
		Organic	Acq., net	FX		
Beer (million hl)	9.3	-22%	0%		7.2	-22%
Other beverages (million hl)	0.2	-8%	0%		0.2	-8%
Net revenue	3,569	-13%	0%	-2%	3,050	-15%
Operating profit	490	-98%	0%	2%	19	-96%
Operating margin (%)	13.7				0.6	-1310bp

The Eastern European beer markets were mixed in Q1. The Russian market was flat for the quarter while the Ukrainian market declined due to the economic slow-down and poor weather conditions.

Our Russian volume market share improved slightly to 37.0% in Q1 compared to 36.8% in Q4 (source: Nielsen Retail Audit, Urban & Rural Russia). Market share data in Russia will as of this quarter include both urban and rural Russia as this broader retail universe provides better coverage. Historical quarterly market shares are provided in note 8.

The Group's beer volumes (shipments) declined organically by 22%. Numbers are distorted by the destocking impact as Russian distributors reduced their inventories by the total approximately 1.3m hl beer which they stocked in Q4 2011. Our Russian shipments declined by 25%. The Group's Russian in-market-sales ("off-take") declined by 1% versus the flat market.

Net revenue declined 15% to DKK 3,050m (DKK 3,569m in 2011) and 13% organically. Price/mix developed favourably and the Group achieved a +8% price/mix for beer driven by price increases and mix improvements. In Russia, the Group achieved price/mix of 5% driven by price increases during 2011 as well as a 3% price increase in March. Another price increase was announced in early May. The March 2012 and November 2011 price increases were implemented to off-set the tax increase in January. In addition, we saw a positive mix in Russia as consumers traded up between categories and shifted to more expensive packaging types.

In Q1, the rejuvenation of the Tuborg brand commenced in Russia with the introduction of the 3G bottle and new communication with particular emphasis on digital. The Tuborg brand is by far the largest international premium brand in Russia.

Sales and marketing investments in 2012 are expected to be at approximately last year's level but they will be skewed more towards the first half of the year due to the implementation of certain marketing restrictions in Russia as of July; the rejuvenation of Tuborg in Russia; and the activation of the Carlsberg brand across the region with particular focus on EURO 2012 in Ukraine.

Reported operating profit declined to DKK 19m (DKK 490m in 2011). The reduced profits were in line with the Group's expectations and primarily due to the effect of destocking, negative operational leverage and different phasing of sales and marketing investments versus last year.

## ASIA

DKK million Q1	2011	Change			2012	Change Reported
		Organic	Acq., net	FX		
Beer (million hl)	4.6	14%	12%		5.8	26%
Other beverages (million hl)	0.5	18%	26%		0.7	44%
Net revenue	1,610	20%	16%	4%	2,261	40%
Operating profit	300	13%	27%	4%	433	44%
Operating margin (%)	18.6				19.2	60bp

The Asian markets continued to grow strongly during the first quarter.

Beer volumes grew organically by 14%. Including acquisitions, beer volumes grew by 26% to 5.8m hl. While most Asian markets grew by double-digit percentages in the quarter, the growth was particularly strong in markets such as Cambodia, Laos and India. The acquisition impact derived from increased ownership in 2011 in South Asian Breweries (India), Hue Brewery (Vietnam) and Lao Brewery (Laos).

Asia is a main contributor behind the growth of the Carlsberg brand which grew by double-digit percentages in the region with good performance in China, mainly from Carlsberg Chill and Carlsberg Light, and in Malaysia due to well-executed activations and good performance during the Chinese New Year.

In April, Tuborg was launched as a national brand in the fast growing premium category in China. Tuborg will become an addition to our Chinese product portfolio. The rejuvenated Tuborg brand was also launched in India in Q1.

Organic net revenue growth was 20%. Including acquisitions net revenue grew by 40%.

Operating profit grew organically by 13% with a reported growth of 44%. The operating profit margin grew by 60bp to 19.2%.

## **CENTRAL COSTS (NOT ALLOCATED)**

Central costs are incurred for ongoing support of the Group's overall operations and strategic development and driving efficiency programmes. In particular, they include the costs of running the headquarters and central marketing (including sponsorships).

Central costs were DKK 332m (DKK 246m in 2011). The increase was primarily due to phasing of costs in relation to the redesign of the Business Standardisation Programme in connection with the proposal announced in 2011 to fully integrate the supply chain across the Northern and Western Europe.

## **OTHER ACTIVITIES**

In addition to beverage activities, Carlsberg has interests in the sale of real estate, primarily at its former brewery sites, and the operation of the Carlsberg Research Center. These activities generated an operating loss of DKK 23m (profit of DKK 27m in 2011).

## **COMMENTS ON THE FINANCIAL STATEMENTS**

### **ACCOUNTING POLICIES**

The present interim report has been prepared in accordance with IAS 34 Interim Financial Reporting, as adopted by the EU, and Danish regulations governing presentation of interim reports by listed companies.

The interim report has been prepared using the same accounting policies as the consolidated financial statements for 2011. The consolidated financial statements for 2011, note 41, holds a complete description of the accounting policies.

The effect of purchase price allocation of the fair value of identified assets, liabilities and contingent liabilities in business combinations have changed the comparative figures in accordance with IFRS 3 requirements.

### **INCOME STATEMENT**

Net special items (pre-tax) include costs in connection with the restructuring measures implemented across the Group and amounted to DKK -48m against DKK -81m in 2011.

Net financial items amounted to DKK -467m against DKK -569m in 2011. Net interest costs were DKK -415m, compared with DKK -430m in 2011, reflecting lower average funding costs. Other net financial items decreased to DKK -52m from DKK -139m last year impacted by currency movements.

Tax totalled DKK -15m against DKK -92m in 2011. The tax rate was 25%.



Carlsberg's share of net profit was DKK -76m. Adjusted net profit (adjusted for post-tax impact of special items) was DKK -33m compared to DKK 239m in Q1 2011.

## STATEMENT OF FINANCIAL POSITION

At 31 March 2012, Carlsberg had total assets of DKK 153.4bn (DKK 147.7bn at 31 December 2011).

### Assets

Intangible assets totalled DKK 92.1bn against DKK 89.0bn at 31 December 2011. Property, plant and equipment were DKK 32.5bn (DKK 31.8bn at 31 December 2011). Financial assets amounted to DKK 8.6bn (DKK 8.0bn at 31 December 2011), the increase includes an addition to investments in associates of DKK 183m following the establishment of the Chongqing Xinghui Investment Co., Ltd joint venture.

Current assets totalled DKK 19.7bn against DKK 18.2bn at 31 December 2011.

### Liabilities

Total equity was DKK 74.0bn, of which DKK 68.1bn can be attributed to shareholders in Carlsberg A/S and DKK 5.9bn to non-controlling interests.

The increase in equity compared to 31 December 2011 was DKK 2.4bn, mainly due to currency adjustments of DKK 3.4bn, payment of dividends to shareholders of DKK -0.9bn and value adjustments of hedging instruments of DKK -0.1bn.

Total liabilities were DKK 79.4bn (DKK 76.1bn at 31 December 2011). Non-current liabilities increased by DKK 1.9bn compared with 31 December 2011, while current liabilities excluding the current portion of borrowings were DKK 23.0bn (DKK 23.8bn at 31 December 2011).

## CASH FLOW

Operating profit before depreciation and amortisation was DKK 1,550m (DKK 1,953m in 2011).

The change in trading working capital was DKK -1,061m (DKK -1,672m in 2011). The improvement was mainly due to the Russian destocking. Trading working capital to net revenue was 2% at the end of Q1 2012 (MAT). Other working capital was negatively impacted by other payables, mainly related to reduction of payable duties and VAT, being high at the end of 2011 due to the stocking in Russia.

Paid net interest etc. amounted to DKK -224m against DKK -499m for the same period of 2011. Net interests were in 2011 impacted by a negative cash flow from settlement of financial instruments.

Cash flow from operating activities for Q1 was DKK -1,122m against DKK -573m in 2011. The decline was mainly due to lower operating profit and higher paid taxes compared to last year.

Cash flow from investing activities was DKK -1,273m against DKK -819m in 2011 driven by slightly higher operational investments, primarily due to capacity expansions in Asia, and acquisition of associates, including the establishment of the Chongqing Xinghui Investment Co., Ltd joint venture.

Free cash flow was DKK -2,395m against DKK -1,392m for 2011.

## **FINANCING**

At 31 March 2011, the gross interest-bearing debt amounted to DKK 40.3bn and net interest-bearing debt amounted to DKK 36.2bn. The difference of DKK 4.1bn was other interest-bearing assets, including DKK 3.4bn in cash and cash equivalents.

Of the gross interest-bearing debt, 90% (DKK 36.2bn) was long term, i.e. with maturity more than one year from 31 March 2012. The net interest-bearing debt consisted primarily of facilities in EUR and approximately 71% was fixed interest (fixed-interest period exceeding one year).

## **FINANCIAL CALENDAR FOR THE FINANCIAL YEAR 2012**

The financial year follows the calendar year, and the following schedule has been set for 2012:

15 August 2012	Interim results for Q2 2012
7 November 2012	Interim results for Q3 2012

Carlsberg's communication with investors, analysts and the press is subject to special restrictions during a four-week period prior to the publication of interim and annual financial statements.

## DISCLAIMER

This company announcement contains forward-looking statements, including statements about the Group's sales, revenues, earnings, spending, margins, cash flow, inventory, products, actions, plans, strategies, objectives and guidance with respect to the Group's future operating results. Forward-looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain the words "believe", "anticipate", "expect", "estimate", "intend", "plan", "project", "will be", "will continue", "will result", "could", "may", "might", or any variations of such words or other words with similar meanings. Any such statements are subject to risks and uncertainties that could cause the Group's actual results to differ materially from the results discussed in such forward-looking statements. Prospective information is based on management's then current expectations or forecasts. Such information is subject to the risk that such expectations or forecasts, or the assumptions underlying such expectations or forecasts, may change. The Group assumes no obligation to update any such forward-looking statements to reflect actual results, changes in assumptions or changes in other factors affecting such forward-looking statements.

Some important risk factors that could cause the Group's actual results to differ materially from those expressed in its forward-looking statements include, but are not limited to: economic and political uncertainty (including interest rates and exchange rates), financial and regulatory developments, demand for the Group's products, increasing industry consolidation, competition from other breweries, the availability and pricing of raw materials and packaging materials, cost of energy, production- and distribution-related issues, information technology failures, breach or unexpected termination of contracts, price reductions resulting from market-driven price reductions, market acceptance of new products, changes in consumer preferences, launches of rival products, stipulation of market value in the opening balance sheet of acquired entities, litigation, environmental issues and other unforeseen factors. New risk factors can arise, and it may not be possible for management to predict all such risk factors, nor to assess the impact of all such risk factors on the Group's business or the extent to which any individual risk factor, or combination of factors, may cause results to differ materially from those contained in any forward-looking statement. Accordingly, forward-looking statements should not be relied on as a prediction of actual results.

## MANAGEMENT STATEMENT

The Board of Directors and the Executive Board have discussed and approved the interim report of the Carlsberg Group for the period 1 January – 31 March 2012.

The interim report which has not been audited or reviewed by the Company's auditor has been prepared in accordance with IAS 34 Interim Financial Reporting, as adopted by the EU, and additional Danish interim reporting requirements for listed companies.

In our opinion, the interim report gives a true and fair view of the Carlsberg Group's assets, liabilities and financial position at 31 March 2012, and of the results of the Carlsberg Group's operations and cash flow for the period 1 January – 31 March 2012. Further, in our opinion the management's review (p. 1-10) gives a true and fair review of the development in the Group's operations and financial matters, the result of the Carlsberg Group for the period and the financial position as a whole, and describes the significant risks and uncertainties pertaining to the Group.

**Copenhagen, 9 May 2012**

Executive Board of Carlsberg A/S

Jørgen Buhl Rasmussen  
President & CEO

Jørn P. Jensen  
Deputy CEO & CFO

Supervisory Board of Carlsberg A/S

Flemming Besenbacher  
Chairman

Jess Søderberg  
Deputy Chairman

Hans Andersen

Richard Burrows

Donna Cordner

Elisabeth Fleuriot

Kees van der Graaf

Thomas Knudsen

Niels Kærgård

Søren-Peter Fuchs Olesen

Bent Ole Petersen

Peter Petersen

Lars Stemmerik

Per Øhrgaard

## FINANCIAL STATEMENT

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Note 8	Quarterly market share data Russia (source: Nielsen Retail Audit, Urban & Rural Russia)

This statement is available in Danish and English. In the event of any discrepancy between the two versions, the Danish version shall prevail.

The Carlsberg Group is one of the leading brewery groups in the world, with a large portfolio of beer and other beverage brands. Our flagship brand – Carlsberg – is one of the best-known beer brands in the world and the Baltika, Carlsberg and Tuborg brands are among the eight biggest brands in Europe. More than 41,000 people work for the Carlsberg Group, and our products are sold in more than 150 markets. In 2011, the Carlsberg Group sold more than 115 million hectolitres of beer, which is about 34 billion bottles of beer.

Find out more at [www.carlsberggroup.com](http://www.carlsberggroup.com).

## INCOME STATEMENT

DKK million	Q1 2012	Q1 2011	2011
Net revenue	12,874	12,528	63,561
Cost of sales	-6,861	-6,532	-31,788
Gross profit	6,013	5,996	31,773
Sales and distribution expenses	-4,384	-4,037	-18,483
Administrative expenses	-1,062	-1,010	-3,903
Other operating income, net	-10	54	249
Share of profit after tax, associates	17	-	180
Operating profit before special items	574	1,003	9,816
Special items, net	-48	-81	-268
Financial income	277	225	630
Financial expenses	-744	-794	-2,648
Profit before tax	59	353	7,530
Corporation tax	-15	-92	-1,838
Consolidated profit	44	261	5,692
Profit attributable to:			
Non-controlling interests	120	88	543
Shareholders in Carlsberg A/S	-76	173	5,149
Earnings per share	-0.5	1.1	33.8
Earnings per share, diluted	-0.5	1.1	33.7

## STATEMENT OF COMPREHENSIVE INCOME

DKK million	Q1 2012	Q1 2011	2011
Profit for the period	44	261	5,692
Other comprehensive income:			
Foreign exchange adjustments of foreign entities	3,392	-343	-1,839
Value adjustments of hedging instruments	-133	310	-12
Retirement benefit obligations	-46	-20	-1,093
Share of other comprehensive income in associates	-	-	3
Effect of hyperinflation adjustments	-	-	175
Other	-1	-39	-26
Corporation tax	8	-82	314
Other comprehensive income	3,220	-174	-2,478
Total comprehensive income	3,264	87	3,214
Total comprehensive income attributable to:			
Non-controlling interests	198	27	639
Shareholders in Carlsberg A/S	3,066	60	2,575

**STATEMENT OF FINANCIAL POSITION**

DKK million	31 Mar 2012	31 Mar 2011	31 Dec 2011
<b>Assets</b>			
Intangible assets	92,077	87,853	89,041
Property, plant and equipment	32,548	31,790	31,848
Financial assets	8,552	7,829	8,039
<b>Total non-current assets</b>	<b>133,177</b>	<b>127,472</b>	<b>128,928</b>
Inventories and trade receivables	12,899	11,450	12,205
Other receivables etc.	3,404	3,129	2,866
Cash and cash equivalents	3,420	3,350	3,145
<b>Total current assets</b>	<b>19,723</b>	<b>17,929</b>	<b>18,216</b>
Assets held for sale	527	81	570
<b>Total assets</b>	<b>153,427</b>	<b>145,482</b>	<b>147,714</b>
<b>Equity and liabilities</b>			
Equity, shareholders in Carlsberg A/S	68,073	63,528	65,866
Non-controlling interests	5,918	5,404	5,763
<b>Total equity</b>	<b>73,991</b>	<b>68,932</b>	<b>71,629</b>
Borrowings	36,202	35,415	34,364
Deferred tax, retirement benefit obligations etc.	15,246	14,337	15,178
<b>Total non-current liabilities</b>	<b>51,448</b>	<b>49,752</b>	<b>49,542</b>
Borrowings	4,126	3,746	1,875
Trade payables	10,661	9,425	11,021
Deposits on returnable bottles and crates	1,221	1,205	1,291
Other current liabilities	11,157	12,388	11,528
<b>Total current liabilities</b>	<b>27,165</b>	<b>26,764</b>	<b>25,715</b>
Liabilities associated with assets held for sale	823	34	828
<b>Total equity and liabilities</b>	<b>153,427</b>	<b>145,482</b>	<b>147,714</b>



STATEMENT OF CHANGES IN EQUITY (PAGE 1 OF 2)

DKK million	Shareholders in Carlsberg A/S							31 Mar 2012	
	Share capital	Currency translation	Hedging reserves	A-f-S investments	Total reserves	Retained earnings	Equity, shareholders in Carlsberg A/S	Non-controlling interests	Total equity
Equity at 1 January 2012	3,051	-7,728	-1,159	147	-8,740	71,555	65,866	5,763	71,629
Profit for the period	-	-	-	-	-	-76	-76	120	44
Other comprehensive income:									
Foreign exchange adjustments of foreign entities	-	3,315	-	-	3,315	-	3,315	77	3,392
Value adjustments of hedging instruments	-	-184	51	-	-133	-	-133	-	-133
Retirement benefit obligations	-	-	-	-	-	-46	-46	-	-46
Other	-	-	-	-	-	-2	-2	1	-1
Corporation tax	-	19	-9	-	10	-2	8	-	8
Other comprehensive income	-	3,150	42	-	3,192	-50	3,142	78	3,220
Total comprehensive income for the period	-	3,150	42	-	3,192	-126	3,066	198	3,264
Acquisition/disposal of treasury shares	-	-	-	-	-	-4	-4	-	-4
Share-based payment	-	-	-	-	-	9	9	-	9
Dividends paid to shareholders	-	-	-	-	-	-839	-839	-43	-882
Acquisition/disposal of non-controlling interests	-	-	-	-	-	-25	-25	-	-25
Total changes in equity	-	3,150	42	-	3,192	-985	2,207	155	2,362
Equity at 31 March 2012	3,051	-4,578	-1,117	147	-5,548	70,570	68,073	5,918	73,991

## STATEMENT OF CHANGES IN EQUITY (PAGE 2 OF 2)

DKK million	Shareholders in Carlsberg A/S								31 Mar 2011	
	Share capital	Currency translation	Hedging reserves	A-f-S invest-ments	Total reserves	Retained earnings	Equity,	Non-controlling interests	Total equity	
							in Carlsberg A/S			
Equity at 1 January 2011	3,051	-6,049	-1,154	147	-7,056	68,253	64,248	5,381	69,629	
Profit for the period	-	-	-	-	-	173	173	88	261	
Other comprehensive income:										
Foreign exchange adjustments of foreign entities	-	-282	-	-	-282	-	-282	-61	-343	
Value adjustments of hedging instruments	-	21	289	-	310	-	310	-	310	
Retirement benefit obligations	-	-	-	-	-	-20	-20	-	-20	
Other	-	-	-	-	-	-39	-39	-	-39	
Corporation tax	-	-8	-66	-	-74	-8	-82	-	-82	
Other comprehensive income	-	-269	223	-	-46	-67	-113	-61	-174	
Total comprehensive income for the period	-	-269	223	-	-46	106	60	27	87	
Acquisition/disposal of treasury shares	-	-	-	-	-	-23	-23	-	-23	
Exercise of share options	-	-	-	-	-	11	11	-	11	
Share-based payment	-	-	-	-	-	-763	-763	-2	-765	
Acquisition of non-controlling interests	-	-	-	-	-	-5	-5	-2	-7	
Total changes in equity	-	-269	223	-	-46	-674	-720	23	-697	
Equity at 31 March 2011	3,051	-6,318	-931	147	-7,102	67,579	63,528	5,404	68,932	

## STATEMENT OF CASH FLOWS

DKK million	Q1 2012	Q1 2011	2011
Operating profit before special items	574	1,003	9,816
Adjustment for depreciation, amortisation and impairment losses	976	950	3,784
Operating profit before depreciation, amortisation and impairment losses <sup>1</sup>	1,550	1,953	13,600
Adjustment for other non-cash items	88	115	315
Change in trading working capital	-1,061	-1,672	-571
Change in other working capital	-660	-106	-421
Restructuring costs paid	-50	-94	-448
Interest etc. received	43	42	218
Interest etc. paid	-267	-541	-2,288
Corporation tax paid	-765	-270	-1,592
Cash flow from operating activities	-1,122	-573	8,813
Acquisition of property, plant and equipment and intangible assets	-1,043	-817	-4,329
Disposal of property, plant and equipment and intangible assets	101	46	276
Change in trade loans	-82	-123	-518
Total operational investments	-1,024	-894	-4,571
Free operating cash flow	-2,146	-1,467	4,242
Acquisition and disposal of entities, net	-	85	-260
Acquisition of associated companies	-183	-	-75
Disposal of associated companies	-	-	15
Acquisition of financial assets	-	-21	-9
Disposal of financial assets	-	-	7
Change in financial receivables	-50	-	-47
Dividends received	5	7	58
Total financial investments	-228	71	-311
Other investments in property, plant and equipment	-21	-5	-36
Disposal of other property, plant and equipment	-	9	35
Total other activities <sup>2</sup>	-21	4	-1
Cash flow from investing activities	-1,273	-819	-4,883
<b>Free cash flow</b>	<b>-2,395</b>	<b>-1,392</b>	<b>3,930</b>
Shareholders in Carlsberg A/S	-843	-786	-812
Non-controlling interests	-486	-55	-1,876
External financing	3,621	2,432	-1,003
Cash flow from financing activities	2,292	1,591	-3,691
Net cash flow	-103	199	239
Cash and cash equivalents at beginning of period	2,835	2,601	2,601
Currency translation adjustments	11	-72	-5
Cash and cash equivalents at period-end <sup>3</sup>	2,743	2,728	2,835

<sup>1</sup> Impairment losses excluding those reported in special items.

<sup>2</sup> Other activities cover real estate and assets under construction, separate from beverage activities, including costs of construction contracts.

<sup>3</sup> Cash and cash equivalent less bank overdrafts

## NOTE 1

### Segment reporting by region (beverages)

DKK million	Q1 2012	Q1 2011	2011
<b>Beer sales (pro rata, million hl)</b>			
Northern & Western Europe	9.9	9.4	49.7
Eastern Europe	7.2	9.3	47.7
Asia	5.8	4.6	21.3
Total	22.9	23.3	118.7
<b>Net revenue (DKK million)</b>			
Northern & Western Europe	7,524	7,311	36,879
Eastern Europe	3,050	3,569	19,719
Asia	2,261	1,610	6,838
Not allocated	39	38	125
Beverages, total	12,874	12,528	63,561
<b>Operating profit before depreciation, amortisation and special items (EBITDA - DKK million)</b>			
Northern & Western Europe	930	909	7,307
Eastern Europe	409	864	5,753
Asia	549	377	1,643
Not allocated	-317	-228	-1,060
Beverages, total	1,571	1,922	13,643
<b>Operating profit before special items (EBIT - DKK million)</b>			
Northern & Western Europe	477	433	5,419
Eastern Europe	19	490	4,286
Asia	433	300	1,286
Not allocated	-332	-246	-1,114
Beverages, total	597	977	9,877
<b>Operating profit margin (%)</b>			
Northern & Western Europe	6.3	5.9	14.7
Eastern Europe	0.6	13.7	21.7
Asia	19.2	18.6	18.8
Not allocated	...	...	...
Beverages, total	4.6	7.8	15.5

## NOTE 2

### Segment reporting by activity

DKK million	Q1 2012			Q1 2011		
	Bever- ages	Other activities	Total	Bever- ages	Other activities	Total
Net revenue	12,874	-	12,874	12,528	-	12,528
Operating profit before special items	597	-23	574	977	26	1,003
Special items, net	-48	-	-48	-81	-	-81
Financial items, net	-456	-11	-467	-562	-7	-569
Profit before tax	93	-34	59	334	19	353
Corporation tax	-23	8	-15	-87	-5	-92
Consolidated profit	70	-26	44	247	14	261
Attributable to:						
Non-controlling interests	120	-	120	88	-	88
Shareholders in Carlsberg A/S	-50	-26	-76	159	14	173

DKK million	2011		
	Bever- ages	Other activities	Total
Net revenue	63,561	-	63,561
Operating profit before special items	9,877	-61	9,816
Special items, net	605	-873	-268
Financial items, net	-1,908	-110	-2,018
Profit before tax	8,574	-1,044	7,530
Corporation tax	-2,156	318	-1,838
Consolidated profit	6,418	-726	5,692
Attributable to:			
Non-controlling interests	543	-	543
Shareholders in Carlsberg A/S	5,875	-726	5,149

## NOTE 3

### Segment reporting by quarter

DKK million	Q2 2010	Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012
<b>Net revenue</b>								
Northern & Western Europe	10,199	10,198	8,450	7,311	10,824	10,029	8,715	7,524
Eastern Europe	6,294	6,016	3,491	3,569	6,188	5,578	4,384	3,050
Asia	1,492	1,464	1,423	1,610	1,688	1,805	1,735	2,261
Not allocated	-11	30	35	38	40	28	19	39
Beverages, total	17,974	17,708	13,399	12,528	18,740	17,440	14,853	12,874
Other activities	-	-	-	-	-	-	-	-
<b>Total</b>	<b>17,974</b>	<b>17,708</b>	<b>13,399</b>	<b>12,528</b>	<b>18,740</b>	<b>17,440</b>	<b>14,853</b>	<b>12,874</b>
<b>Operating profit before special items</b>								
Northern & Western Europe	1,892	1,949	839	433	2,031	1,789	1,166	477
Eastern Europe	2,276	1,969	482	490	1,677	1,315	804	19
Asia	291	309	221	300	314	389	283	433
Not allocated	-194	-35	-473	-246	-302	-180	-386	-332
Beverages, total	4,265	4,192	1,069	977	3,720	3,313	1,867	597
Other activities	-26	-36	58	26	-25	-29	-33	-23
<b>Total</b>	<b>4,239</b>	<b>4,156</b>	<b>1,127</b>	<b>1,003</b>	<b>3,695</b>	<b>3,284</b>	<b>1,834</b>	<b>574</b>
Special items, net	5	-462	-141	-81	-104	-6	-77	-48
Financial items, net	-302	-725	-613	-569	-615	-344	-490	-467
Profit before tax	3,942	2,969	373	353	2,976	2,934	1,267	59
Corporation tax	-1,066	-803	30	-92	-740	-734	-272	-15
<b>Consolidated profit</b>	<b>2,876</b>	<b>2,166</b>	<b>403</b>	<b>261</b>	<b>2,236</b>	<b>2,200</b>	<b>995</b>	<b>44</b>
<b>Attributable to:</b>								
Non-controlling interests	248	226	87	88	181	191	83	120
Shareholders in Carlsberg A/S	2,628	1,940	316	173	2,055	2,009	912	-76

## NOTE 4

### Special items

DKK million	Q1 2012	Q1 2011	2011
Special items, income:			
Gain on disposal of entities and adjustments to gain in prior year	-	-	64
Revaluation gain on step acquisition of entities	-	-	1,300
Other restructuring income etc., other entities	-	-	40
<b>Income total</b>	-	-	<b>1,404</b>
Special items, cost:			
Impairment of trademarks	-	-	-450
Impairment of Carlsberg Uzbekistan	-	-	-300
Impairment of Nordic Getränke GmbH, Deutschland	-	-	-260
Impairment of Business Standardisation Programme	-	-	-250
Impairments of other non-current assets	-	-	-31
Termination benefits and impairment of non-current assets in connection with restructuring	-	-	-94
Impairment and restructuring in relation to optimisation of packaging standardisation in Northern Europe	-	-77	-83
Restructuring of Carlsberg Uzbekistan	-19	-	-
Termination benefits in connection with restructuring in central headquarter functions	-	-	-76
Restructuring of Leeds Brewery, Carlsberg UK	-1	-10	-57
Termination benefits in connection with restructuring of sales force, logistics and administration, Carlsberg UK	-	-	-16
Termination benefits and impairment of non-current assets in connection with new administration structure at Brasseries Kronenbourg, France	-3	-5	-32
Termination benefits etc., Carlsberg Italia	-16	-	-10
Termination benefits etc. in connection with Operational Excellence Programmes	-	-	-57
Loss on sale of Sorex, France	-	-	-86
Provision for onerous malt contracts, including reversal of unused provision from previous year	-	-	150
Costs in relation to acquisitions of Hue Brewery Ltd, Vietnam	-	-	-14
Other restructuring costs etc., other entities	-9	11	-6
<b>Cost total</b>	<b>-48</b>	<b>-81</b>	<b>-1,672</b>
<b>Special items, net</b>	<b>-48</b>	<b>-81</b>	<b>-268</b>

## NOTE 5 (PAGE 1 OF 2)

### Debt and credit facilities

DKK million	31 March 2012
Non-current borrowings:	
Issued bonds	17,710
Bank borrowings	16,731
Mortgages	1,457
Lease liabilities	38
Other non-current borrowings	266
<b>Total</b>	<b>36,202</b>
Current borrowings:	
Current portion of other non-current borrowings	2,064
Bank borrowings	1,710
Lease liabilities	4
Other current borrowings	348
<b>Total</b>	<b>4,126</b>
<b>Total non-current and current borrowings</b>	<b>40,328</b>
Cash and cash equivalents	-3,420
<b>Net financial debt</b>	<b>36,908</b>
Other interest bearing assets net	-699
<b>Net interest bearing debt</b>	<b>36,209</b>

All borrowings are measured at amortised cost. However, fixed-rate borrowings swapped to floating rates are measured at fair value. The carrying amount of these borrowings is DKK 2,922m



## NOTE 5 (PAGE 2 OF 2)

### Debt and credit facilities

DKK million						
Time to maturity for non-current borrowings	31 Mar. 2012					
	1-2 years	2-3 years	3-4 years	4-5 years	> 5 years	Total
Issued bonds	-	7,414	0	2,922	7,374	17,710
Bank borrowings	866	321	13,118	2,426	-	16,731
Mortgages	-	-	-	-	1,457	1,457
Other non-current borrowings and leases	80	156	12	8	48	304
<b>Total</b>	<b>946</b>	<b>7,891</b>	<b>13,130</b>	<b>5,356</b>	<b>8,879</b>	<b>36,202</b>

DKK million		Net financial debt*	Interest*		
Interest risk at 31 Mar. 2011			Floating	Fixed	Floating % Fixed %
EUR	33,784		8,405	25,379	25% 75%
DKK	-3,573		-4,324	751	121% -21%
Other currencies	6,697		6,628	69	99% 1%
<b>Total</b>	<b>36,908</b>		<b>10,709</b>	<b>26,199</b>	<b>29% 71%</b>

\* After interest rate, net investment hedges and currency swaps.

DKK million	
Committed credit facilities*	31 Mar. 2012
Less than 1 year	4,737
1 to 2 years	1,593
2 to 3 years	7,891
3 to 4 years	13,162
4 to 5 years	8,883
More than 5 years	8,879
<b>Total</b>	<b>45,145</b>
Short term	4,737
Long term	40,408

\* Defined as short term borrowings and long term committed credit facilities

## NOTE 6

### Net interest-bearing debt

DKK million	Q1 2012	Q1 2011	2011
Net interest-bearing debt is calculated as follows:			
Non-current borrowings	36,202	35,415	34,364
Current borrowings	4,126	3,746	1,875
Liabilities associated with assets held for sale	738	-	747
<b>Gross interest-bearing debt</b>	<b>41,066</b>	<b>39,161</b>	<b>36,986</b>
Cash and cash equivalents	-3,420	-3,350	-3,145
Loans to associates	-109	-41	-97
Loans to partners	-223	-225	-230
On-trade loans	-2,049	-1,994	-2,066
less non-interest-bearing portion	1,012	1,094	1,030
Other receivables	-1,415	-1,528	-1,318
less non-interest-bearing portion	1,347	1,504	1,300
<b>Net interest-bearing debt</b>	<b>36,209</b>	<b>34,621</b>	<b>32,460</b>

#### Changes in net interest-bearing debt:

Net interest-bearing debt at beginning of period	32,460	32,743	32,743
Cash flow from operating activities	1,122	573	-8,813
Cash flow from investing activities, excl acquisition of entities	1,273	904	4,623
Cash flow from acquisition of entities, net	-	-85	260
Share buy-back	-	-	417
Dividend to shareholders and non-controlling interest	882	765	884
Acquisition of non-controlling interests	443	53	1,338
Acquisition/disposal of treasury shares	4	23	49
Acquired net interest-bearing debt from acquisition/disposal of entities	3	1	44
Change in interest-bearing lending	-48	-135	18
Settlement of financial instruments in relation to loan agreements	-	-	805
Effects of currency translation	79	-209	289
Other	-9	-12	-197
<b>Total change</b>	<b>3,749</b>	<b>1,878</b>	<b>-283</b>
<b>Net interest-bearing debt end of period</b>	<b>36,209</b>	<b>34,621</b>	<b>32,460</b>

## NOTE 7

### Acquisition of entities

No step acquisitions have been completed in 2012. In 2011, Carlsberg gained control of Lao Brewery Co. Ltd. in Laos and Hue Brewery Ltd. in Vietnam, which were previously proportionally consolidated.

DKK million							
Acquired entity	Previous method of consolidation	Previously held ownership interest	Acquired ownership interest	Total Carlsberg interest	Acquisition date	Main activity	Cost
Lao Brewery Co. Ltd.	Proportionally	50.00%	1.00%	51.00%	30 Aug. 2011	Brewery	33
Hue Brewery Ltd.	Proportionally	50.00%	50.00%	100.00%	23 Nov. 2011	Brewery	485

DKK million	Lao Brewery Co. Ltd.	Hue Brewery Ltd.	Total
Fair value of consideration transferred for acquired ownership interest	33	485	518
Fair value of previously held ownership interest	1,665	451	2,116
Fair value of non-controlling ownership interest	1,632	-	1,632
<b>Fair value of entities acquired in step acquisition, total</b>	<b>3,330</b>	<b>936</b>	<b>4,266</b>
Carrying amount of identified assets and liabilities recognised before step acquisition	368	74	442
Revaluation of identified assets and liabilities recognised before step acquisition	68	81	149
Fair value of acquired identified assets, liabilities and contingent liabilities	436	155	591
<b>Fair value of identified assets, liabilities and contingent liabilities</b>	<b>872</b>	<b>310</b>	<b>1,182</b>
<b>Total goodwill</b>	<b>2,458</b>	<b>626</b>	<b>3,084</b>
Goodwill recognised before step acquisition	344	28	372
<b>Change in total recognised goodwill</b>	<b>2,114</b>	<b>598</b>	<b>2,712</b>
<b>Goodwill is attributable to:</b>			
Shareholders in Carlsberg A/S	1,253	626	1,879
Non-controlling interest	1,205	-	1,205
<b>Total goodwill</b>	<b>2,458</b>	<b>626</b>	<b>3,084</b>
<b>Gain on revaluation of previously held ownership interest in entities acquired in step acquisitions:</b>			
Carrying amount of previously held ownership interest	-712	-102	-814
Fair value of previously held ownership interest	1,665	451	2,116
Recycling of cumulative exchange differences	44	-46	-2
<b>Total</b>	<b>997</b>	<b>303</b>	<b>1,300</b>
<b>Elements of cash consideration paid:</b>			
Cash	-	485	485
Cash and cash equivalents, acquired	-125	-66	-191
<b>Total cash consideration paid</b>	<b>-125</b>	<b>419</b>	<b>294</b>
Capital injection in kind	33	-	33
<b>Total consideration transferred</b>	<b>-92</b>	<b>419</b>	<b>327</b>

Acquired cash only comprises the additional consolidated share in the step acquisition due to the change from proportional consolidation to full consolidation equal to the difference between the previous ownership interest and 100% for previously proportionally consolidated entities.

### Recognised assets and liabilities

DKK million	Acquired share of net assets recognised at fair value			Recognition of previously recognised net assets at fair value	Total change in net assets from acquisition
	Lao Brewery Co. Ltd.	Hue Brewery Ltd.	Total		
Intangible assets	130	108	238	237	475
Property, plant and equipment	251	91	342	-42	300
Inventories	24	14	38	-3	35
Loans and receivables, current	20	3	23	-	23
Cash and cash equivalents	125	66	191	-	191
Pension liabilities	-13	-	-13	-	-13
Deferred tax assets and liabilities, net	-31	-29	-60	-43	-103
Borrowings	-18	-17	-35	-	-35
Trade payables and other payables	-52	-81	-133	-	-133
<b>Net assets</b>	<b>436</b>	<b>155</b>	<b>591</b>	<b>149</b>	<b>740</b>

### Acquisition of entities

**2012.** No entities have been acquired.

**2011.** In Q3 Carlsberg acquired an additional 1% of the shareholding in the joint venture Lao Brewery Co. Ltd. in a disproportionate capital increase where Carlsberg contributed assets in kind, thus gaining control of the entity in a step acquisition. The fair value of the consideration injected amounted to DKK 33m. The shareholdings held immediately before obtaining control have been recognised at fair value with the revaluation adjustment, DKK 997m, recognised in special items. The purchase price allocation of the fair value of identified assets, liabilities and contingent liabilities is still ongoing and has not yet been completed. Adjustments may therefore be made to all items in the opening statement of financial statement. Accounting for the acquisition will be completed within the 12-month period required by IFRS 3.

This step acquisition is a natural step for Carlsberg and in line with the strategy of obtaining full control of key operating activities. The calculation of goodwill represents staff competences as well as expectations of positive growth. Goodwill related to the non-controlling interests' share of Lao Brewery Co. Ltd. has been recognised as part of goodwill.

The fair value of the non-controlling ownership interest is estimated based on the net present value of expected future cash flows from the entity, the cost of newly acquired shareholdings in the entity, excluding control premium, and other fair value models as applicable for the

transaction. The key assumptions applied for the Lao Brewery Co. Ltd. transaction were an after-tax WACC of 11.4% and a terminal growth rate of 2.5%.

In Q4 Carlsberg acquired additional 50% of the shareholding in the joint venture Hue Brewery Ltd. and thereby gained control through a step acquisition. The shareholdings held immediately before obtaining control have been recognised at fair value with the revaluation adjustment, DKK 303m, recognised in special items. The purchase price allocation of the fair value of identified assets, liabilities and contingent liabilities is still ongoing and has not yet been completed. Adjustments may therefore be made to all items in the opening statement of financial statement. Accounting for the acquisition will be completed within the 12-month period required by IFRS 3.

This step acquisition is a natural step for Carlsberg and in line with the strategy of obtaining full control of key operating activities. The calculation of goodwill represents staff competences as well as expectations of positive growth.

#### **Acquisition of proportionally consolidated entities**

**2012.** No entities have been acquired.

**2011.** In Q2 Carlsberg acquired 22.5% of the shares in the jointly controlled entity South Asian Breweries Pte. Ltd. which is recognised by proportionate consolidation. The purchase price allocation of the fair value of identified assets, liabilities and contingent liabilities in the acquisition has not yet been completed. The fair value of identified assets, liabilities and contingent liabilities less the cost of the acquisition, DKK 74m, is recognised as goodwill. Accounting for the acquisition will be completed within the 12-month period required by IFRS 3.

In Q4 Carlsberg acquired an additional 4% of the shares in South Asian Breweries Pte. Ltd. The purchase price allocation of the fair value of identified assets, liabilities and contingent liabilities in the acquisition has not been completed. The fair value of identified assets, liabilities and contingent liabilities less the cost of the acquisition, DKK 27m, is recognised as goodwill. Accounting for the acquisition will be completed within the 12-month period required by IFRS 3.

**NOTE 8**

**Quarterly market share data Russia (source: Nielsen Retail Audit, Urban & Rural Russia)**

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	2011	Q1 2012
Baltika	38.8	39.9	39.2	39.6	39.2	39.1	39.0	37.5	36.8	38.0	37.0
ABI	16.3	16.9	17.1	16.8	16.8	16.4	16.3	16.9	15.9	16.4	15.1
Heineken	12.9	11.4	11.1	11.4	11.6	11.7	11.7	11.8	12.4	11.9	12.6
Efes	10.5	11.0	11.1	10.9	10.9	10.9	10.6	10.7	10.8	10.8	10.8
SABMiller	6.1	6.0	6.1	6.2	6.1	6.3	6.2	6.4	6.6	6.3	6.2
Others	15.4	14.8	15.4	15.1	15.3	15.6	16.2	16.7	17.5	16.6	18.3
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0