## I NTERIM RESULTSASATAOUNE 2008

## Continued healthy organic development of the business

## 1ST HALF YEAR 2008

- Total organic beer volume growth of $6 \%$ was achieved in the first six months of 2008. This was driven by continued growth despite tough comparables in Eastern Europe, and in Asia, and a flat overall performance in Northern and Western Europe. Total group beer volume growth of $24 \%$ was achieved.
- In second quarter organic beer volumes grew by $13 \%$ in Eastern Europe; including volume growth in Russia of $6.5 \%$ vs market growth of $2.8 \%$.
- In the first six months of 2008, Carlsberg achieved progress in underlying operations in every geographical segment. Total organic growth in net revenue was $7 \%$ ( $10 \%$ in local currencies) and in operating profit it was $22 \%$ (in local currencies $26 \%$ ).
- Second quarter had organic growth in net revenue of $7 \%$ (in local currencies $10 \%$; in Northern and Western Europe $+3 \%$, Eastern Europe $+30 \%$, and Asia $+20 \%$ ). Total organic growth in operating profit in the brewing activities in the second quarter was $16 \%$ (in local currencies 19\%).
- Significant improvement of product mix, especially in Russia, where consumer preference for premium beer continues to grow.
- Price increases are compensating for rising raw material prices and leading to higher gross earnings. Despite higher selling prices Carlsberg increased its market share in most markets.
- Integration of the activities acquired from $\mathrm{S} \& \mathrm{~N}$ is running to plan and contributing to realisation of the expected synergies of approximately DKK 1.3bn three years after the acquisition.


## EXPECTATI ONS

- Organic growth in net revenue of approximately $10 \%$ expected for 2008. Combined with net revenue from acquired activities, this is expected to result in total net revenue for the current year of DKK 62-63bn. In line with previous announcements, operating profit is expected to grow organically to around DKK 5.9bn (approximately
$+12 \%$ ), including a contribution of approximately DKK 300 m from other activities. Overall, operating profit for the current year is expected to be in excess of DKK 8.1bn, while net profit is expected to top DKK 3.0bn.
- Our outlook for Russian beer market growth is approximately $5 \%$ for the current year - after first-half development and after our estimates as of today for development in July.


## FI NANCI AL TARGET

- Based on the new geographical segmentation, the new financial target is to increase the operating margins in the medium term for Northern and Western Europe to 14$16 \%$ and for Eastern Europe to $23-25 \%$.


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Carlsberg will present the financial statements at a conference call for analysts and investors today at $9.30 \mathrm{a} . \mathrm{m}$. CET ( $8.30 \mathrm{a} . \mathrm{m}$. GMT). The conference call will refer to a slide deck, which will be available beforehand at www.carlsberggroup.com.

Group

## KEY FI GURES AND FI NANCI AL RATI OS

| DKK million |  | $\begin{array}{r} \text { Q2 } \\ 2008 \end{array}$ | $\begin{array}{r} \text { Q2 } \\ 2007 \end{array}$ | $\begin{array}{r} \mathrm{H} 1 \\ 2008 \end{array}$ | $\begin{array}{r} \mathrm{H} 1 \\ 2007 \end{array}$ | 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales volumes (million hl) |  |  |  |  |  |  |
| Beer |  | 37.6 | 33.6 | 61.3 | 56.0 | 115.2 |
| Soft drinks |  | 6.2 | 5.8 | 10.8 | 10.2 | 20.8 |
| Income statement |  |  |  |  |  |  |
| Net revenue |  | 17,541 | 12,639 | 26,977 | 21,502 | 44,750 |
| Operating profit before special items |  | 3,150 | 1,854 | 3,538 | 2,256 | 5,262 |
| Special items, net |  | -91 | -111 | -128 | -142 | -427 |
| Consolidated profit |  | 1,588 | 1,128 | 1,501 | 1,214 | 2,596 |
| Attributable to: |  |  |  |  |  |  |
| Minority interests |  | 173 | 91 | 215 | 132 | 299 |
| Shareholders in Carlsberg A/S |  | 1,415 | 1,037 | 1,286 | 1,082 | 2,297 |
| Balance sheet |  |  |  |  |  |  |
| Total assets |  |  |  | 152,822 | 61,922 | 61,220 |
| Invested capital |  |  |  | 124,106 | 44,941 | 45,394 |
| Interest-bearing debt, net |  |  |  | 47,409 | 20,529 | 19,726 |
| Equity, shareholders in Carlsberg A/S |  |  |  | 58,701 | 18,144 | 18,621 |
| Cash flow |  |  |  |  |  |  |
| Cash flow from operating activities |  | 2,771 | 2,052 | 2,083 | 1,643 | 4,837 |
| Cash flow from investing activities |  | -52,269 | -1,314 | -54,365 | -2,104 | -4,927 |
| Free cash flow |  | -49,498 | 738 | -52,282 | -461 | -90 |
| Financial ratios |  |  |  |  |  |  |
| Operating margin | \% | 18.0 | 14.7 | 13.1 | 10.5 | 11.8 |
| Return on average invested capital (ROIC) | \% |  |  | 11.4 | 10.3 | 11.7 |
| Equity ratio | \% |  |  | 41.3 | 29.3 | 32.6 |
| Debt/equity ratio (financial gearing) | X |  |  | 0.8 | 1.1 | 1.0 |
| Interest cover | x |  |  | 2.8 | 4.6 | 4.4 |
| Stock market ratios* |  |  |  |  |  |  |
| Earnings per share (EPS) | DKK | 13.1 | 10.9 | 12.7 | 11.4 | 24.1 |
| Cash flow from operating activities per share (CFPS) | DKK | 25.7 | 21.5 | 20.5 | 17.2 | 50.8 |
| Free cash flow per share (FCFPS) | DKK | -458.2 | 7.7 | -514.3 | -4.8 | -0.9 |
| Share price (B-shares) | DKK |  |  | 458 | 538 | 498 |
| Number of shares (period-end) | 1,000 | 152,557 | 76,278 | 152,557 | 76,278 | 76,246 |
| Number of shares (average, excl. treasury shares) | 1,000 | 108,026 | 95,295 | 101,652 | 95,295 | 95,283 |

* Adjusted for bonus factor from rights issue in June in accordance with IAS 33, excl. number of shares period-end.


## BUSI NESS DEVELOPMENT

The acquisition of part of the activities of Scottish \& Newcastle plc ("S\&N") and the subsequent share issue were both completed in the second quarter. As of 28 April 2008, Carlsberg acquired the remaining $50 \%$ of BBH, the French activities Brasseries Kronenbourg, the Greek activities Mythos, an ownership interest in the Chinese brewery Chongqing Brewery Co. Ltd., and a new joint venture in Vietnam. The capital increase has increased the free float of the business to $69.7 \%$ and provides the Group with a firm, investment grade capital base.

Notwithstanding these developments, the primary focus of the Group has been the ongoing operations of the business. Even in these more challenging times of raw material price increases and consumer uncertainty in some markets around the world, the growth markets in Eastern Europe and Asia remained strong. Special mention should be made of the development in Russia, where further volume growth was achieved in the first half of 2008 despite the very high growth in the first half of 2007. At the same time,
significantly higher growth has been realised in sales of premium products compared with low-price products (in particular in Russia), and targeted work has been carried out on value management of the Group's product portfolio across all markets. Rising raw material prices continue to have a negative impact on total cost of sales and distribution expenses, and Carlsberg therefore focuses strongly on implementing price increases to compensate for this. Notwithstanding these price rises, volumes in Northern and Western Europe, whilst varying in individual markets, was broadly stable overall. Moreover, initiatives are continuing to ensure efficiency improvements within a whole series of processes, and work on integration is being carried out in accordance with the detailed plans drawn up in connection with the acquisition at the end of April. This has laid the foundations for the planned realisation of synergies.

Carlsberg sold a total of 49.6 m hl of beer (calculated pro rata), an increase of $24 \%$ ( 39.8 m hl in the first half of 2007). Organic growth accounted for $6 \%$ of this increase and acquisitions for approximately $18 \%$. Sales of other beverages grew by $8 \%$ to 9.4 m hl ( 8.7 m hl in the first half of 2007).

The international brands Carlsberg, Tuborg and Baltika all continued their well established positive trends, achieving volume increases of $5 \%, 11 \%$ and $25 \%$ respectively. The positive trend for the Carlsberg brand can be attributed, among other things, to increased sales in connection with the EURO 2008 football championships and the fact that Malaysia has gained market shares after the restructuring programme put in place last year, while the high rate of growth for the Tuborg brand is the result of continued sales success in Eastern Europe. Baltika's growth is first of all a result of rising sales in Russia and it continues to be the leading brand in Russia. On top of impressive volume growth, the average value of the brand is also increasing due to premiumisation within the Baltika range. In addition, the Baltika brand continues to grow significantly across the whole Eastern European region.

Net revenue climbed $25 \%$ to DKK 27.0bn (DKK 21.5bn in the first half of 2007), with organic growth accounting for 7 percentage points of the total increase ( 10 percentage points in local currencies). Price increases have been implemented in the period and have had a positive effect on the average selling price per litre of beer, while changes in relative distribution of sales among the individual geographical regions had a negative effect. Total net revenue per hl beer increased by $7 \%$.

Operating profit before special items rose by $57 \%$ to DKK 3,538m (DKK 2,256m in the first half of 2007), with 22 percentage points of this attributable to organic growth ( $26 \%$ in local currencies). Beverage activities generated DKK 3,257m against DKK 2,213m in the first half of 2007, an increase of $47 \%, 12 \%$ of which can be attributed to organic growth ( $16 \%$ in local currencies). This improvement has been driven in particular by positive developments in Eastern Europe and Asia.

Other activities, including the sale of real estate, contributed DKK 280m against DKK 43 m in the first half of 2007.

Net profit was DKK $1,286 \mathrm{~m}$ (DKK 1,082m in the first half of 2007). This result reflects continued progress in the underlying business in all regions during a six-month period which demonstrated in a number of areas Carlsberg's ability to navigate in challenging market conditions.

In May and June, Carlsberg successfully implemented a share issue with pre-emption rights for existing shareholders. The rights issue was fully subscribed, with 76,278,403 new B-shares offered at a price of DKK 400, providing Carlsberg with net proceeds of approximately DKK 30bn towards the financing of the S\&N transaction. A wide circle of investors both in Denmark and abroad invested in the new share, bringing in more than 10,000 new shareholders.

Carlsberg and The Coca-Cola Company (TCCC) have extended their collaboration in Denmark and Finland, in connection with which, among other things, Carlsberg assigned the rights to mineral water brands in Denmark (to TCCC) and entered into a licensing agreement for the Finnish energy drink Battery. The total selling price was USD 225m (approx. DKK 1.1bn).

## After the closing of Q2

Together with Brasseries Internationales Holding (Eastern) Ltd., Baltika Breweries has acquired the market-leading Baku-Castel brewery in Azerbaijan, thereby continuing its expansion outside Russia.

Carlsberg has sold its $95.6 \%$ stake in the Turkish brewery Türk Tuborg and its $20 \%$ stake in Israel Beer Breweries. Total proceeds are expected to be approximately USD 116 m (approximately DKK 550m).

## NORTHERN AND WESTERN EUROPE

| DKK million | Q 2 | Q 2 | Change | H 1 | H 1 | Change |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 2008 | 2007 | $(\%)$ | 2008 | 2007 | $(\%)$ | 2007 |
|  |  |  |  |  |  |  |  |
| Beer sales (million hl) | 14.8 | 12.8 | 17 | 23.5 | 21.5 | 9 | 44.4 |
| Net revenue | 10,776 | 9,041 | 19 | 17,409 | 15,475 | 12 | 32,087 |
| Operating profit | 1,570 | 1,231 | 29 | 1,705 | 1,473 | 16 | 3,383 |
| Operating margin (\%) | 14.6 | 13.6 | 1.0 | 9.8 | 9.5 | 0.3 | 10.5 |

As expected, the markets in Northern and Western Europe developed differently in the first half of 2008 but in total they were stable. For instance, the Danish market declined partly due to a higher consumer campaign price for Carlsberg beer, while Switzerland on the other hand experienced market growth of $2 \%$, driven not least by EURO 2008. The total market in the United Kingdom declined by approximately 3\%, incorporating a significant drop of approximately $9 \%$ in the on-trade and a rise of approximately $6 \%$ in the off-trade. In total, Carlsberg's market share was unchanged in the United Kingdom (less in the on-trade segment and more in the growing off-trade segment). Market development in France was significantly more negative than expected, declining by approximately $6 \%$, but with major month-on-month variations. All other trends in France are all in all developing as expected, and work is under way on a major strategic alignment of the brand portfolio in order to reverse the negative development in market share seen for some years.

Carlsberg's total beer sales were 23.5 m hl against 21.5 m hl in the first half of 2007. This figure includes a total of 2.0 m hl from the activities acquired in France, Greece and the Baltic States. Across the region, Carlsberg achieved a stable volume performance organically and its market share was at level with last year. Other beverages achieved a total volume of 8.0 m hl , which was at level with last year (organic -3\%).

Net revenue was DKK 17,409m against DKK 15,476m in the first half of 2007, an increase of $12 \%$ : $2 \%$ organic growth and $10 \%$ from acquisitions. The positive organic development has been driven by the Nordic countries, Switzerland, Germany, Poland and the Balkan countries, and has been achieved despite a negative currency impact, particularly from GBP. One of the key business priorities has been to carry out price increases, with average selling prices in the period approximately $5 \%$ higher than last year, compensating for rising raw material prices. The price development picture from the first quarter has thus continued through the second quarter, with an overall organic increase in net revenue of $5 \%$ for beer (volume $0 \%$, prices $+5 \%$, mix $+1 \%$, currency $-1 \%)$. This positive position reaffirms the value of our key brands which continue to attract consumers even at slightly higher price points and in certain markets despite consumer uncertainty.

Implementation of the Commercial Excellence programmes is under way in the Baltic Countries and, in the course of the second half of the year, preparations will be made to launch Logistic Excellence with a view to realising synergies.

Operating profit was DKK 1,705m against DKK 1,473m in the first half of 2007, an increase of $16 \%$ which breaks down into $-2 \%$ organic growth and $+18 \%$ from the acquired businesses. However when adjusting for non-recurring income from 2007 and providing a comparison across the business, underlying operating profit in the region increased by $8-9 \%$. The profitability of the UK and Polish businesses was less than in 2007 as a result of discontinued legacy payments on the former Punch Taverns contract in the UK and the DKK 58m gain in 2007 from the sale of real estate in Poland. In addition in 2008, different phasing of marketing and other expenses (particularly in the Nordic countries) has occurred in the first and second halves of the year compared with 2007.

## EASTERN EUROPE

| DKK million | Q 2 | Q 2 | Change | H 1 | H 1 | Change |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $(\%)$ | 2007 | $(\%)$ | 2008 | 2007 |  |  |  |
|  | 2008 | 2007 |  |  |  |  |  |
|  |  |  |  |  |  |  | 27.7 |
| Beer sales (million hl) | 14.8 | 8.2 | 80 | 20.4 | 13.3 | 52 | 9,658 |
| Net revenue | 5,888 | 2,830 | 108 | 7,860 | 4,523 | 74 | 70 |
| Operating profit | 1,388 | 696 | 99 | 1,673 | 983 | 2,134 |  |
| Operating margin (\%) | 23.6 | 24.6 | -1.0 | 21.3 | 21.7 | -0.4 | 22.1 |

The Russian economy continues to show a positive development, and therefore continues to provide favourable growth conditions for the beer market. As commented previously, the Russian market developed very strongly in the first half of 2007 with growth of $23 \%$, followed by more moderate development in the second half of the year with growth of $9 \%$. The starting point for this year's market development has therefore been more difficult in the first half of the year than is expected in the second half. Despite this, the Russian market achieved growth of $2.4 \%$ in the first six months of the year. The other countries in Eastern Europe also experienced positive market developments: $+9 \%$ in the Ukraine, $+3 \%$ in Kazakhstan, $+8 \%$ in Uzbekistan and $+16 \%$ in Belarus.

The total Eastern European business achieved 52\% growth in beer volume in these markets, approximately $12 \%$ of which was organic growth.

Net revenue totalled DKK 7,860m against DKK 4,523m in the first half of 2007. DKK $2,454 \mathrm{~m}$ of the total revenue derived from acquired activities. Organic growth in local currencies was $28 \%$, which, as well as the volume development, was a result of improving both price and mix. Price rises contributed approximately $10 \%$ and mix a further approximately 6\%, whilst exchange rate movements impacted reported results negatively by $8 \%$. Higher raw material costs are impacting on total cost of sales, although this was more than offset by the price/mix changes realised for beer. The consistent focus on achieving a balance between volume and value is clearly apparent in the growth rates for Russia, where growth in premium products continues to be significantly higher than in the low-price segment. Capacity expansion has continued through the first half of 2008, including investments in the greenfield brewery in Novosibirsk, which started production in the spring, and investments in sales and logistics.

Operating profit was DKK 1,673m against DKK 983m in the first half of 2007. DKK 543 m of the profit relates to acquired activities, and the organic increase was thus $15 \%$ ( $22 \%$ in local currencies). An operating margin of $21.3 \%$ was achieved against $21.7 \%$ in the first half of 2007. This includes amortisations etc. on additional value from purchase price allocation of the S\&N transaction (with no impact on cash-flow) amounting to DKK -69m, and excluding this, the profit margin would have been $22.2 \%$ against $21.7 \%$ last year (in Q2, $24.8 \%$ against $24.6 \%$ in the same period last year).

Continued progress in Russia resulted in a market share of $38.1 \%$ ( $37.6 \%$ in the first half of 2007). This development was driven by continued strong development for the Baltika brand which, despite moderate market growth, achieved a volume increase of $25 \%$, and similarly positive development for the Tuborg brand, with growth of $33 \%$, whilst our smaller, but now wholely owned premium brand Kronenbourg grew by 55\%.

The positive development has continued in the Ukraine, driven by last year's relaunch of Slavutich and also by the positive development in the Baltika brand, including the alcohol-free Baltika 0 . The total beer volume increased by $39 \%$ in the first half compared with the same period of 2007, which is significantly above the figure for overall market development. The positive business development is supported by a high level of investment. Approximately one year after the start-up of the brewery and the Sarbast brand in Uzbekistan, total market share had already reached approximately 30\%.

| ASIA |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DKK million | $\begin{array}{r} \text { Q2 } \\ 2008 \end{array}$ | $\begin{array}{r} \text { Q2 } \\ 2007 \end{array}$ | Change (\%) | $\begin{array}{r} \text { H1 } \\ 2008 \end{array}$ | $\begin{array}{r} \mathrm{H} 1 \\ 2007 \end{array}$ | Change (\%) | 2007 |
| Beer sales (million hl) | 3.2 | 2.8 | 13 | 5.7 | 5.0 | 14 | 9.9 |
| Net revenue | 828 | 727 | 14 | 1,639 | 1,431 | 15 | 2,886 |
| Operating profit | 117 | 94 | 25 | 241 | 183 | 31 | 366 |
| Operating margin (\%) | 14.1 | 12.9 | 1.2 | 14.7 | 12.8 | 1.9 | 12.7 |

Asia experienced continued positive development on the growth markets and sales of beer rose by $14 \%$ to 5.7 m hl , with 13 percentage points of this as a result of organic growth. First and foremost, this development reflects continued strong development in China, where organic volumes increased by $14 \%$, but Malaysia also made a positive contribution after last year's changes to the business model which have successfully repositioned the business.

Net revenue developed in line with the volume increase, rising by $15 \%$ to DKK 1,639m (DKK 1,431m in the first half of 2007). The rise in net revenue calculated in local currencies was an even stronger $21 \%$.

Operating profit was DKK 241m, an increase of 31\% (DKK 183m in the first half of 2007) and on an organic basis, in local currencies, increased $41 \%$. This positive development is primarily attributed to higher earnings in Malaysia.

The growth markets continued the positive volume trend and in addition to China, increasing sales in Cambodia ( $+30 \%$ ) and Laos ( $+10 \%$ ) should be mentioned. There is focus on the Indian market and the intention is to create a strong basis and finalise brewery constructions.

## CENTRAL EXPENSES (NOT ALLOCATED)

Central expenses totalled DKK 362m against DKK 425m in the first half of 2007. These expenses are incurred for ongoing support of the Group's overall operations and development, including in particular costs of running the headquarter, costs incurred in connection with business development projects, and costs for central marketing, including sponsorships. The savings to last year of DKK 63 m are primarily related to phasing of project costs and higher earnings in some smaller companies, primarily relating to malting businesses.

## OTHER ACTI VITIES

In addition to beverage activities, Carlsberg has interests within the development and sale of real estate, primarily at its former brewery sites, and the operation of the Carlsberg Research Center. These activities generated operating profit of DKK 280m in the first half of 2008 against DKK 43m in 2007.

Monetising the value of assets, including brewery sites which are no longer used in operations, remains an important focus to provide capital to the rest of the Group and enhance return on invested capital. The planning process for Valby is well under way and on the Tuborg area we will this year have sales proceeds of more than $1 b n$ and gain on sales of some 450 m .

## COMMENTS ON THE FI NANCI AL STATEMENTS

## ACCOUNTI NG POLICIES

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

The interim report has been prepared using the same accounting policies as the Annual Report for 2007.

No new standards or interpretations have been adopted by the EU in 2008.

As notified previously, a new segmentation format for reporting the Group's results is being used in connection with preparation of the present interim report. The new segmentation reflects the structure used for internal control and monitoring of the Group's strategic and financial targets.

## Acquisition of S\&N

The total preliminary cash acquisition price (i.e. following deduction of acquired debt; equity value) of the acquisition of the activities of S\&N is DKK $52,095 \mathrm{~m}$ including costs. Enterprise value is still expected to be approximately DKK 57bn. The total acquisition price depends on net interest-bearing debt in S\&N on 28 April 2008, which has not yet been finalised and agreed with the consortium partner. This means the acquisition price will be amended at a later stage.

Assets, liabilities and contingent liabilities in the acquired entities are to be measured at fair value on the acquisition date ( 28 April 2008). Work on this has begun but has not yet been completed for any of the acquired entities. The combined opening balance sheet recognised in the interim report at 30 June 2008 is therefore pro forma and, in accordance with IFRS, will be amended in subsequent accounting periods. Changes to all items are expected, with the most significant changes relating to intangible assets and property, plant and equipment.

The impact on the income statement, among other things as a result of increased amortisation of fair value adjustments, is on a par with the estimates made in the prospectus (approximately DKK 80m for May and June).

## I NCOME STATEMENT

Net revenue of DKK $26,977 \mathrm{~m}$ was generated in the first six months of the year (DKK $21,502 \mathrm{~m}$ in the first half of 2007). DKK $4,062 \mathrm{~m}$ of the total revenue increase of DKK $5,475 \mathrm{~m}$ derived from acquired activities. Organic growth in revenue was $7 \%$ compared with the same period of 2007. Calculated in local currencies, the organic increase was $10 \%$. The development in revenue was driven by positive developments in all regions. Beer sales represented DKK $20,911 \mathrm{~m}$ of total revenue (DKK $15,732 \mathrm{~m}$ in the first half of 2007), equivalent to $77.5 \%$ ( $73.2 \%$ in the first half of 2007).

Gross profit was DKK 13,143m (DKK 10,758m in the first half of 2007), with acquired activities representing DKK $1,890 \mathrm{~m}$ of this. Organic growth in gross profit was DKK 495 m (approximately $5 \%$ ). Price rises and a more profitable product mix for beer more than compensated for higher raw material prices, ensuring an increase in gross profit. The gross margin was $48.7 \%$, which was 1.3 percentage points lower than in the same period of 2007 .

Sales and distribution costs rose by DKK 1,184m to DKK 8,258m (DKK 7,074m in the first half of 2007), with acquired activities representing DKK 904 m and organic development DKK 280m, (approximately 4\%), incorporating the effect of higher fuel costs. Administrative expenses rose by DKK 155 m to DKK 1,753m (DKK 1,598m in the first half of 2007), with acquired activities representing DKK 196 m and organic development DKK -41m (-3\%). This development continues to reflect an increased level
of activity on the growth markets on the one hand and a focus on adjusting the cost base on the other.

Other operating income, net, was DKK 370m against DKK 132 m in the same period of 2007. This development can primarily be attributed to gains on the sale of real estate. Share of profit after tax in associated companies totalled DKK 36 m against DKK 38m in 2007.

Operating profit before special items was DKK $3,538 \mathrm{~m}$ against DKK $2,256 \mathrm{~m}$ in the first half of 2007. Beverage activities generated a profit of DKK 3,257m against DKK 2,213m in the first half of 2007. Acquired activities represented DKK 786 m of the total increase on beverage activities of DKK $1,044 \mathrm{~m}$ and organic development DKK 258 m (approximately $+12 \%$ or approximately $+16 \%$ in local currencies). This positive development was mainly attributable to higher profits in Eastern Europe and Asia. Finally, the profit contribution from other activities, including sale of real estate, was DKK 280m against DKK 43m in the first half of 2007.

Special items, net, were DKK -128m against DKK -142m in the first half of 2007, and mainly comprise termination expenses in connection with the Excellence programmes.

Net financial items were DKK -1,282m against DKK -496m in the first half of 2007. Net interest was DKK -988m against DKK -528m in the same period of 2007, and is mainly attributable to the higher level of debt due to the acquisition of the activities of S\&N, as well as higher interest rates. Other net financial items were DKK -294m (DKK +32 m in the first half of 2007). This change is particularly related to one-off costs in connection with the establishment of the financing of the S\&N transaction (approximately DKK 200 m ) and to the fact that part of the premium on currency options acquired to hedge exposure to GBP in connection with the acquisition of part of S\&N's activities has been charged to the income statement (DKK -110m).

Tax totalled DKK 627m against DKK 404m last year. The higher tax rate in the first half of 2008 is primarily due to the effect of tax withheld on dividends received.

Consolidated profit was DKK 1,501m against DKK 1,214m in the same period of 2007. Minority interests' share of this was DKK 215 m against DKK 132 m in the first half of 2007, reflecting the continued progress in Russia and Malaysia on the one hand and the fact that minorities in BBH have been recognised at $100 \%$ for the last two months of the first half on the other hand.

Carlsberg's share of profit was DKK 1,286m against DKK 1,082m in the same period of 2007.

## BALANCE SHEET

At 30 June 2008, Carlsberg had total assets of DKK 152,822m against DKK 61,922m at 30 J une 2007. The increase relates to the acquisition of the activities of S\&N as well as to the revaluation of the originally owned $50 \%$ of BBH to market value.

## Assets

Intangible assets totalled DKK 89,382m against DKK 21,343m at 30 June 2007. The total increase of DKK 68,039m includes an addition of DKK 53,167m from the S\&N transaction and DKK $11,214 \mathrm{~m}$ from revaluation of the existing ownership share of the BBH Group. Acquired assets related to brands were DKK 16,746m.

Property, plant and equipment totalled DKK 30,983m (DKK 21,437m at 30 June 2007). The total increase of DKK 9,546m includes an addition of DKK 7,588m from the S\&N transaction. The remainder of the increase primarily reflects particularly high capital expenditure due to capacity expansions in the growth markets and investments in connection with capacity efficiency projects in Denmark and Italy. These investments are in line with previously adopted plans.

Other non-current assets amounted to DKK 5,435m (DKK 3,181m at 30 June 2007), primarily as a result of investments in Chonqing Brewery (DKK 984m) and an increase in financial receivables.

Current assets totalled DKK 26,145m against DKK 15,898m at 30 J une 2007 corresponding to an increase of DKK 10,247m. Through the S\&N transaction, current assets at the value of DKK 7,322m were acquired.

## Liabilities

Total equity was DKK 63,096 m, of which DKK 4,395m can be attributed to minority interests and DKK 58,701m to shareholders in Carlsberg A/S. The increase in equity is due partly to the share issue, which generated net proceeds of approximately DKK 30bn for Carlsberg, and partly to equity adjustments of approximately DKK 11 bn regarding value adjustment to fair value of the already owned net assets in BBH prior to the acquisition. Costs directly set off against equity at the capital increase amount to DKK 642m.

Equity before minority interests has also been affected by profit for the period (DKK $1,286 m$ ), foreign exchange and value adjustments (DKK $-719 m$ ), and tax on changes in equity (DKK 167 m ). Dividends to shareholders and minority interests reduced equity by DKK -458m.

Value adjustments mainly concern currency options concluded to hedge the exposure to GBP related to the S\&N transaction. The currency options were settled in April 2008,
after which forward contracts were concluded for the purchase of GBP 5.5 bn at a total weighted average exchange rate (DKK/GBP) of 945.79, also to hedge the exposure to GBP related to the S\&N transaction. Value adjustment of the effective part of the hedging element of both currency options and forward contracts has been recognised in equity.

Total liabilities were DKK 89,726m (DKK 42,359m at 30 June 2007). The total increase of DKK $47,367 \mathrm{~m}$ primarily relates to the S\&N transaction

Deferred tax rose by DKK $7,828 \mathrm{~m}$ to DKK 10,362m of which DKK 4.598 m is related to the S\&N transaction.

## CASH FLOW AND INTEREST-BEARING DEBT

Cash flow from operating activities was DKK 2,083m against DKK 1,643m in the first half of 2007. Operating profit before depreciation and amortisation was DKK 5,133m against DKK 3,642m in the same period of 2007. The change in working capital was DKK -669 m (DKK -672m in the first half of 2007). Working capital includes a significant positive contribution from the contract concluded with The Coca-Cola Company, whereas a generally higher level of activity including the activities acquired from S\&N are pulling in the opposite direction. Net interest etc. paid amounted to DKK $-1,289 \mathrm{~m}$ against DKK -459m for the same period of 2007, which mainly reflects higher financing costs due to the S\&N transaction.

Cash flow from investing activities was DKK -54,365m against DKK -2,104m in the first half of 2007. This marked increase is essentially attributed to the S\&N transaction, representing DKK 50,828m. Also operational investments have increased by DKK 862m, which can largely be attributed to capacity expansions and brewery constructions in Eastern Europe (Russia, the Ukraine and Uzbekistan) as well as capacity efficiency projects in Denmark and Italy due to brewery closures. It should be noted that investments in BBH are included at 50\% for the first four months of the year and at $100 \%$ for the last two months of the first half-year.

After this, free cash flow was DKK -52,282m against DKK -461m in the first half of 2007. Cash flow related to the S\&N acquisition is included with the above DKK -50,828m, whilst free cash flow excluding S\&N was DKK -1,454m.

Net interest-bearing debt was DKK 47,409m at 30 June 2008 against DKK 19,726m at year-end 2007. This development essentially reflects increased borrowing related to the S\&N transaction.

At 30 June, 2008, the debt consists of facilities in DKK and EUR and to a limited part also other currencies. $85 \%$ of the total debt is due later than 1 year after 30 June, 2008 and approximately $47 \%$ is fixed interest (fixed-interest period exceeding one year).

## EARNI NGS EXPECTATI ONS

Carlsberg anticipates organic growth of approximately 10\% in net revenue for 2008 (unchanged in relation to the expectations published in the Financial Statement as at 31 December 2007). Combined with net revenue from the acquired activities, this is expected to result in total net revenue of DKK 62-63bn. Operating profit is expected to grow organically to around DKK 5.9bn, an increase of approximately $12 \%$ (unchanged in relation to the expectations published in the Annual Report 2007 including a contribution of DKK 300 m from other activities. Inclusive of acquired activities, operating profit for the current year is expected to be in excess of DKK 8.1 m , while net profit is expected to top DKK 3.0bn. This expected net profit includes all one-off items from the S\&N transaction, effects of the purchase price allocation to the profit and loss statement and special items. Average number of shares for 2008 is expected to be around 118.7 million.

The expectations for profit development for the current year are based on continuing growth across Northern and Western Europe, Eastern Europe and Asia, including the implementation of general price increases and a continuing increase in beer volumes in the growth markets.

Over the medium term Carlsberg expects to see continuing progress and growth in all the geographical segments. For Northern and Western Europe, increasing average market shares are expected in generally declining markets, as well as a continuing positive price development supported by innovation and value management initiatives, realisation of previously published synergies and implementation of the next generation of efficiency programmes within procurement, production, logistics etc. The development in Eastern Europe in the same period is expected to be driven by continuing volume growth in the markets, including in the two largest markets Russia and the Ukraine, continuing increases in market shares, a continuing positive price development, and realisation of previously published synergies as a result of implementation of Excellence programmes etc. In Asia, continuing positive volume development is expected in the growth markets, particularly in China and Vietnam.

Overall, the medium term targets are to raise the operating margin to $14-16 \%$ in Northern and Western Europe and to 23-25\% in Eastern Europe.

## I NCENTI VE PROGRAMMES

The Board of Directors has today granted the Executive Board another 40,000 share options with an exercise price calculated as the average of the share price on the first five trading days after publication of the present financial statement.

## NEW SEGMENT REPORTI NG AND PRO FORMA 2007 FI NANCI AL RESULTS

The new segment reporting format, cf. Company Announcement of 25 July , 2008, has been used in connection with the interim results for the first half of 2008. The new
segment reporting reflects the structure that is used for internal reporting and follow-up on the strategic and financial targets of the Carlsberg Group.

The attached Appendix 1 shows for the 2007 beverage activities the historic segments vs the new segments as well as illustrative pro forma figures for 2007 for the new segments Northern and Western Europe as well as Eastern Europe. The segments are affected by the acquisition of activities from $S \& N$ as well as the accounting consequences of the distribution of the illustrative preliminary purchase price allocation based on Carlsbergs Rights Issue Prospectus dated 15 May 2008, and thus not updated since, and thus with the limitations, uncertainties, etc. stated in the prospectus. The appendix has been elaborated with further specifications and restatements in relation to the previously announced information. Furthermore, a minor change has been made in relation to Northern and Western Europe.

## FI NANCI AL CALENDAR FOR THE FI NANCI AL YEAR 2008

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

## 5 November 2008 Interim results for Q3 2008

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

## RELATED PARTY TRANSACTIONS

The Carlsberg Foundation participated in the rights issue. The Carlsberg Foundation's ownership interest is now 30.3\%. Apart from this, the only transactions have been with the Carlsberg Foundation concerning grants to the Carlsberg Laboratory and dividends paid for 2007.

## DI SCLAI MER

The forward-looking statements, including forecasts on sales and earnings performance, reflect management's current expectations based on information available at the date of this document, and are subject to risks and uncertainty. Such statements are made on the basis of assumptions and expectations which the Company believes to be reasonable at this time, but which may prove to be erroneous. Many factors, some of which will be beyond management's control, may cause actual developments to differ materially from the expectations expressed. Such factors include, but are not limited to, economic and political uncertainty (including developments in interest rates and exchange rates), financial and regulatory developments, changes in demand for the Group's products, competition from other breweries, the availability and pricing of raw materials and packaging materials, price reductions resulting from market-driven price reductions, market acceptance of new products, launches of rival products, stipulation of market values in the opening balance of the acquired companies and other unforeseen factors.

Should one or more of these risks or uncertainties materialise, or should any underlying assumptions prove incorrect, actual outcomes may vary materially from those indicated.

Carlsberg assumes no obligation to update or revise such forward-looking statements or to update the reasons for which actual results could differ materially from those anticipated in such forward-looking statements except when required by law.

## MANAGEMENT STATEMENT

The Board of Directors and the Executive Board have today discussed and approved the interim report of the Carlsberg Group for the period 1 January - 30 June 2008.

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.

We consider that the interim report gives a true and fair view of the Carlsberg Group's assets, liabilities and financial position at 30 June 2008, and of the results of the Carlsberg Group's operations and cash flow for the period 1 J anuary - 30 J une 2008.

We further consider that the management's review ( $\mathrm{p} .1-17$ ) contains a fair account of the development in the Group's activities and affairs, the profit for the period and the Group's financial position as a whole, and a description of the most significant risks and uncertainties to which the Group is subject.

Copenhagen, 5 August 2008

## Executive Board of Carlsberg A/ S

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Jørgen Buhl Rasmussen Jørn P. Jensen
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## Board of Directors of Carlsberg A/ S

Povl Krogsgaard-Larsen


Flemming Besenbacher
Niels Kærgård

Bent Ole Petersen

Jens Bigum
Deputy Chairman

Hanne Buch-Larsen

Axel Michelsen

J ess Søderberg

Hans Andersen

Henning Dyremose

Erik Dedenroth Olsen

Per Øhrgaard

## FI NANCI AL STATEMENT

|  | Income statement |
| :--- | :--- |
|  | Statement of recognised income and expenses |
|  | Balance sheet |
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| Note 1 | Segment reporting by region (beverages) |
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| Note 5 | Net interest-bearing debt |
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APPENDIX 1 New Segment Reporting and pro forma 2007 financial results

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

Carlsberg is one of the leading brewery groups in the world, with a large portfolio of beer and soft drinks brands. Its flagship brand - Carlsberg - is one of the fastest-growing and best-known beer brands in the world. More than 40,000 people work for Carlsberg in 48 countries, and its products are sold in more than 150 markets. In 2007 Carlsberg sold more than 115 million hectolitres of beer, which is about 95 million bottles of beer a day. Find out more at www.carlsberggroup.com.

Group

## I NCOME STATEMENT

| DKK million | Q 2 | Q 2 | H 1 | H 1 | 2007 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 2008 | 2007 | 2008 | 2007 |  |
|  |  |  |  |  |  |
| Net revenue | 17.541 | 12.639 | 26.977 | 21.502 | 44.750 |
| Cost of sales | -8.815 | -6.147 | -13.834 | -10.744 | -22.423 |
|  |  |  |  |  |  |
| Gross profit | 8.726 | 6.492 | 13.143 | 10.758 | 22.327 |
| Sales and distribution expenses | -4.954 | -3.908 | -8.258 | -7.074 | -14.528 |
| Administrative expenses | -969 | -800 | -1.753 | -1.598 | -3.123 |
| Other operating income, net | 323 | 44 | 370 | 132 | 485 |
| Share of profit after tax, associates | 24 | 26 | 36 | 38 | 101 |
| Operating profit before special items |  |  |  |  |  |
| Special items, net | 3.150 | 1.854 | 3.538 | 2.256 | 5.262 |
| Operating profit | -91 | -111 | -128 | -142 | -427 |
| Financial income | 3.059 | 1.743 | 3.410 | 2.114 | 4.835 |
| Financial expenses | 945 | 143 | 1.103 | 308 | 651 |
| Profit before tax | -1.757 | -386 | -2.385 | -804 | -1.852 |
| Corporation tax |  |  |  |  |  |
|  | 2.247 | 1.500 | 2.128 | 1.618 | 3.634 |
| Consolidated profit | -659 | -372 | -627 | -404 | -1.038 |
|  |  |  |  |  |  |
| Attributable to: | 1.588 | 1.128 | 1.501 | 1.214 | 2.596 |
| Minority interests |  |  |  |  |  |
| Shareholders in Carlsberg A/S | 173 | 91 | 215 | 132 | 299 |
|  | 1.415 | 1.037 | 1.286 | 1.082 | 2.297 |
| Earnings per share* |  |  |  |  |  |
| Earnings per share, diluted* | 13,1 | 10,9 | 12,7 | 11,4 | 24,1 |

* Adjusted for bonus factor from rights issue in June in accordance with IAS 33, excl. number of shares period-end.

Group

## STATEMENT OF RECOGNISED INCOME AND EXPENSE

| DKK million | Currency translation | Fair value adjustment | Retained earnings | Shareholders in Carlsberg A/S total | Minority interests | $\text { H1 } 2008$ <br> Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit for the period | - | - | 1,286 | 1,286 | 215 | 1,501 |
| Foreign exchange adjustments: Foreign entities | -240 | - | - | -240 | -35 | -275 |
| Value adjustments: |  |  |  |  |  |  |
| Hedging instruments | -101 | -378 | - | -479 | - | -479 |
| Securities, transferred to income statement on disposal | - | -19 | - | -19 | -5 | -24 |
| Retirement benefit obligations | - | - | -75 | -75 | - | -75 |
| Other adjustments: |  |  |  |  |  |  |
| acquired subsidiaries ${ }^{1}$ | - | - | 10,016 | 10,016 | 1,198 | 11,214 |
| Share-based payment | - |  | 10 | 10 | - | 10 |
| Other | - |  | 31 | 31 | 1 | 32 |
| Tax on changes in equity | 29 | 116 | 22 | 167 | - | 167 |
| Net amount recognised directly in equity | -312 | -281 | 10,004 | 9,411 | 1,159 | 10,570 |
| Total recognised income and expenses | -312 | -281 | 11,290 | 10,697 | 1,374 | 12,071 |
| DKK million | Currency translation | Fair value adjustment | Retained earnings | Shareholders in Carlsberg A/S total | Minority interests | H1 2007 <br> Total |
| Profit for the period | - | - | 1,082 | 1,082 | 132 | 1,214 |
| Foreign exchange adjustments: Foreign entities | -184 | - | - | -184 | -14 | -198 |
| Value adjustments: |  |  |  |  |  |  |
| Hedging instruments | 107 | 79 | - | 186 | - | 186 |
| Securities ${ }^{1}$ | - | 19 | - | 19 | -1 | 18 |
| Retirement benefit obligations | - | - | -16 | -16 | - | -16 |
| Other adjustments: |  |  |  |  |  |  |
| Share-based payment | - | - | 9 | 9 | - | 9 |
| Tax on changes in equity | -28 | -26 | 4 | -50 | 2 | -48 |
| Net amount recognised directly in equity | -105 | 72 | -3 | -36 | -13 | -49 |
| Total recognised income and expenses | -105 | 72 | 1,079 | 1,046 | 119 | 1,165 |

[^0]Group

## BALANCE SHEET

| DKK million | 30 June 2008 | 30 June 2007 | 31 Dec. 2007 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Intangible assets | 89,382 | 21,343 | 21,205 |
| Property, plant and equipment | 30,983 | 21,437 | 22,109 |
| Financial assets | 5,435 | 3,181 | 2,965 |
| Total non-current assets | 125,800 | 45,961 | 46,279 |
| Inventories and trade receivables | 17,214 | 11,310 | 10,159 |
| Other receivables etc. | 4,225 | 2,278 | 2,499 |
| Cash and cash equivalents | 4,706 | 2,310 | 2,249 |
| Total current assets | 26,145 | 15,898 | 14,907 |
| Assets held for sale | 877 | 63 | 34 |
| Total assets | 152,822 | 61,922 | 61,220 |
| Equity and liabilities |  |  |  |
| Equity, shareholders in Carlsberg A/S | 58,701 | 18,144 | 18,621 |
| Minority interests | 4,395 | 1,419 | 1,323 |
| Total equity | 63,096 | 19,563 | 19,944 |
| Borrowings | 45,605 | 16,899 | 19,385 |
| Deferred tax, retirement benefit obligations etc. | 14,064 | 4,909 | 4,680 |
| Total non-current liabilities | 59,669 | 21,808 | 24,065 |
| Borrowings | 7,786 | 6,870 | 3,869 |
| Trade payables | 9,665 | 5,873 | 5,833 |
| Other current liabilities | 11,777 | 7,808 | 7,509 |
| Total current liabilities | 29,228 | 20,551 | 17,211 |
| Liabilities associated with assets held for sale | 829 | - | - |
| Total equity and liabilities | 152,822 | 61,922 | 61,220 |

Group

## CHANGES IN EQUITY

|  | Shareholders in Carlsberg A/S |  |  |  |  |  | H1 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DKK million | Share capital | $\begin{array}{r} \text { FX } \\ \text { Translation } \end{array}$ | Fair value adjustments | Retained earnings | Total reserves | Total capital and reserves | Minority interests | Tota Equity |
| Equity at 1 January 2008 | 1,526 | -170 | 67 | 17,198 | 17,095 | 18,621 | 1,323 | 19,944 |
| Total recognised income and expenses for the period | - | -312 | -281 | 11,290 | 10,697 | 10,697 | 1,374 | 12,071 |
| Capital increase | 1,525 | - | - | 28,312 | 28,312 | 29,837 | 13 | 29,850 |
| Acquisition/disposal of treasury shares | - | - | - | 8 | 8 | 8 | - | 8 |
| Dividends paid to shareholders | - | - | - | -458 | -458 | -458 | -256 | -714 |
| Acquisition of minority interests and entities | - | - | - | - | - | - | 1,941 | 1,937 |
| Other | - | - | - | -4 | -4 | -4 | - |  |
| Total changes in equity | 1,525 | -312 | -281 | 39,148 | 38,555 | 40,080 | 3,072 | 43,152 |
| Equity at 30 June 2008 | 3,051 | -482 | -214 | 56,346 | 55,650 | 58,701 | 4,395 | 63,096 |



## CASH FLOW

| DKK million | $\begin{array}{r} \text { Q2 } \\ 2008 \end{array}$ | $\begin{array}{r} \text { Q2 } \\ 2007 \end{array}$ | $\begin{array}{r} \mathrm{H} 1 \\ 2008 \end{array}$ | $\begin{array}{r} \mathrm{H} 1 \\ 2007 \end{array}$ | 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating profit before special items | 3,150 | 1,854 | 3,538 | 2,256 | 5,262 |
| Adjustment for depreciation, amortisation and impairment losses | 897 | 697 | 1,595 | 1,386 | 2,872 |
| Operating profit before depreciation, amortisation and impairment losses | 4,047 | 2,551 | 5,133 | 3,642 | 8,134 |
| Adjustment for other non-cash items | -176 | -62 | -185 | -144 | -403 |
| Change in working capital ${ }^{\perp}$ | 403 | 115 | -669 | -672 | -230 |
| Restructuring costs paid | -125 | -70 | -196 | -180 | -379 |
| Interest etc. received | 147 | 37 | 201 | 79 | 187 |
| Interest etc. paid | -969 | -264 | -1,490 | -538 | -1,507 |
| Corporation tax paid | -556 | -255 | -711 | -544 | -965 |
| Cash flow from operating activities | 2,771 | 2,052 | 2,083 | 1,643 | 4,837 |
| Acquisition of property, plant and equipment and intangible assets | -1,742 | -1,303 | -2,974 | -2,296 | -4,929 |
| Disposal of property, plant and equipment and intangible assets | 51 | 80 | 79 | 240 | 351 |
| Change in trade loans | 12 | -19 | -92 | -39 | -143 |
| Total operational investments | -1,679 | -1,242 | -2,987 | -2,095 | -4,721 |
| Aquisition and disposal of entities, net | -50,828 | -90 | -50,828 | -142 | -179 |
| Acquisition of financial assets ${ }^{4}$ | -215 | -14 | -948 | -25 | -43 |
| Disposal of financial assets | 1 | 2 | 36 | 47 | 37 |
| Change in financial receivables | -105 | 14 | -119 | 210 | -86 |
| Dividends received | 21 | 40 | 23 | 55 | 127 |
| Total financial investments | -51,126 | -48 | -51,836 | 145 | -144 |
| Other investments in property, plant and equipment | -454 | -228 | -602 | -366 | -667 |
| Disposal of other property, plant and equipment | 990 | 204 | 1,060 | 212 | 605 |
| Total other activities ${ }^{2}$ | 536 | -24 | 458 | -154 | -62 |
| Cash flow from investing activities | -52,269 | -1,314 | -54,365 | -2,104 | -4,927 |
| Free cash flow | -49,498 | 738 | -52,282 | -461 | -90 |
| Shareholders in Carlsberg A/S | 29,838 | -8 | 29,387 | -498 | -508 |
| Minority interests | -379 | -160 | -445 | -233 | -451 |
| External financing ${ }^{3}$ | 21,915 | -1,164 | 25,197 | 702 | 775 |
| Cash flow from financing activities | 51,374 | -1,332 | 54,139 | -29 | -184 |
| Net cash flow | 1,876 | -594 | 1,857 | -490 | -274 |
| Cash and cash equivalents at beginning of period | 1,300 | 1,820 | 1,351 | 1,708 | 1,708 |
| Currency translation adjustments | 23 | -33 | -9 | -25 | -83 |
| Cash and cash equivalents at period-end | 3,199 | 1,193 | 3,199 | 1,193 | 1,351 |

${ }^{1}$ Includes DKK 1,065 million received from the license agreement with The Coca-Cola Company in June 2008.
${ }^{2}$ Other activities cover real estate and assets under construction, separate from beverage activities, including costs of construction contracts.
${ }^{3}$ Includes financing of the acquisition of activities from S\&N and repayment af elements hereof following the completion of the capital increase.
${ }^{4}$ Includes hedging instruments acquired prior to the $S \& N$ acquisition.

Group

## NOTE 1

## Segment reporting by region (beverages)

| DKK million | $\begin{array}{r} \text { Q2 } \\ 2008 \end{array}$ | $\begin{array}{r} \text { Q2 } \\ 2007 \end{array}$ | $\begin{array}{r} \mathrm{H} 1 \\ 2008 \end{array}$ | $\begin{array}{r} \mathrm{H} 1 \\ 2007 \end{array}$ | 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beer sales (pro rata, million hl) |  |  |  |  |  |
| North- and Western Europe | 14.8 | 12.8 | 23.5 | 21.5 | 44.4 |
| Eastern Europe | 14.8 | 8.2 | 20.4 | 13.3 | 27.7 |
| Asia | 3.2 | 2.8 | 5.7 | 5.0 | 9.9 |
| Total | 32.8 | 23.8 | 49.6 | 39.8 | 82.0 |
| Net revenue (DKK million) |  |  |  |  |  |
| North- and Western Europe | 10,776 | 9,041 | 17,409 | 15,475 | 32,087 |
| Eastern Europe | 5,888 | 2,830 | 7,860 | 4,523 | 9,658 |
| Asia | 828 | 727 | 1,639 | 1,431 | 2,886 |
| Not allocated | 49 | 41 | 69 | 73 | 119 |
| Beverages, total | 17,541 | 12,639 | 26,977 | 21,502 | 44,750 |
| Operating profit before depreciation, amortisation and special items (EBITDA - DKK million) |  |  |  |  |  |
| North- and Western Europe | 2,114 | 1,710 | 2,727 | 2,431 | 5,365 |
| Eastern Europe | 1,679 | 837 | 2,128 | 1,258 | 2,727 |
| Asia | 160 | 132 | 323 | 258 | 530 |
| Not allocated | -175 | -177 | -337 | -356 | -765 |
| Beverages, total | 3,778 | 2,502 | 4,841 | 3,591 | 7,857 |
| Operating profit before special items (EBIT - DKK million) |  |  |  |  |  |
| North- and Western Europe | 1,570 | 1,231 | 1,705 | 1,473 | 3,383 |
| Eastern Europe | 1,388 | 696 | 1,673 | 983 | 2,134 |
| Asia | 117 | 94 | 241 | 183 | 366 |
| Not allocated | -199 | -211 | -362 | -426 | -882 |
| Beverages, total | 2,876 | 1,810 | 3,257 | 2,213 | 5,001 |
| Operating profit margin (\%) |  |  |  |  |  |
| North- and Western Europe | 14.6 | 13.6 | 9.8 | 9.5 | 10.5 |
| Eastern Europe | 23.6 | 24.6 | 21.3 | 21.7 | 22.1 |
| Asia | 14.1 | 12.9 | 14.7 | 12.8 | 12.7 |
| Not allocated | ... | $\ldots$ | ... | $\ldots$ | $\ldots$ |
| Beverages, total | 16.4 | 14.3 | 12.1 | 10.3 | 11.2 |

Group

## NOTE 2

## Segment reporting by activity

| DKK million | $\begin{gathered} \text { Q2 } \\ 2008 \end{gathered}$ |  |  | $\begin{gathered} \text { Q2 } \\ 2007 \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Beverages Q2 | Other activities | Total Q2 | Beverages Q2 | Other activities | Total Q2 |
| Net revenue | 17,541 | - | 17,541 | 12,639 | - | 12,639 |
| Operating profit before special items | 2,876 | 274 | 3,150 | 1,810 | 44 | 1,854 |
| Special items, net | -91 | - | -91 | -111 | - | -111 |
| Financial items, net | -816 | 4 | -812 | -179 | -64 | -243 |
| Profit before tax | 1,969 | 278 | 2,247 | 1,520 | -20 | 1,500 |
| Corporation tax | -607 | -52 | -659 | -351 | -21 | -372 |
| Consolidated profit | 1,362 | 226 | 1,588 | 1,169 | -41 | 1,128 |
| Attributable to: |  |  |  |  |  |  |
| Minority interests | 174 | -1 | 173 | 90 | 1 | 91 |
| Shareholders in Carlsberg A/S | 1,188 | 227 | 1,415 | 1,079 | -42 | 1,037 |


| DKK million | $\begin{gathered} \text { H1 } \\ 2008 \end{gathered}$ |  |  | $\begin{gathered} \text { H1 } \\ 2007 \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Beverages | Other activities | Total | Beverages | Other activities | Total |
| Net revenue | 26,977 | - | 26,977 | 21,502 | - | 21,502 |
| Operating profit before special items | 3,257 | 281 | 3,538 | 2,213 | 43 | 2,256 |
| Special items, net | -128 | - | -128 | -142 | - | -142 |
| Financial items, net | -1,224 | -58 | -1,282 | -372 | -124 | -496 |
| Profit before tax | 1,905 | 223 | 2,128 | 1,699 | -81 | 1,618 |
| Corporation tax | -592 | -35 | -627 | -398 | -6 | -404 |
| Consolidated profit | 1,313 | 188 | 1,501 | 1,301 | -87 | 1,214 |
| Attributable to: |  |  |  |  |  |  |
| Minority interests | 215 | - | 215 | 130 | 2 | 132 |
| Shareholders in Carlsberg A/S | 1,098 | 188 | 1,286 | 1,171 | -89 | 1,082 |

Group

## NOTE 3

## Segment reporting by quarter



Group

NOTE 4

## Special items

| DKK million | H 1 | H 1 |
| :--- | ---: | ---: |
|  | 2007 |  |
|  | 2007 |  |

## Special items, income

| Special items, costs |  |  |  |
| :---: | :---: | :---: | :---: |
| Reversal of impairment (loss in 2007), Türk Tuborg | - | - | -100 |
| Impairment losses and expenses relating to withdrawal from the market for discount soft drinks in Denmark (2007: reversal of provision) | - | - | 7 |
| Termination benefits and impairment of non-current assets in connection with new production structure in Denmark (2007: reversal of provision) | -15 | - | 14 |
| Termination benefits and impairment of non-current assets in connection with new production structure at Sinebrychoff, Finland | -30 | -2 | -3 |
| Termination benefits etc. in connection with Operational Excellence programmes | -19 | -93 | -190 |
| Termination benefits and expenses, relocation to Accounting Shared Service Center in Poland | -11 | -3 | -29 |
| Restructuring, Carlsberg Italia | -22 | -18 | -67 |
| Costs in connection with outsourcing of distribution, Carlsberg Sweden | - | -23 | -26 |
| Restructuring, Ringnes | -9 |  |  |
| Integration cost | -10 | - |  |
| Other restructuring costs etc., other entities | -12 | -3 | -33 |
| Total | -128 | -142 | -427 |
| Special items, net | -128 | -142 | -427 |

Group

## NOTE 5

## Net interest bearing debt

| DKK million | Q2 | Q2 | H1 | H1 | 2007 |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2008 | 2007 | 2008 | 2007 |  |

Net interest-bearing debt is calculated as follows:

| Non-current borrowings | 45,605 | 16,899 | 19,385 |
| :--- | ---: | ---: | ---: |
| Current borrowings | 7,786 | 6,870 | 3,869 |
| Gross interest-bearing debt | 53,391 | 23,769 | 23,254 |
|  |  |  |  |
| Cash and cash equivalents | $-4,706$ | $-2,310$ | $-2,249$ |
| Loans to associates | -3 | -63 | -28 |
| On-trade loans | $-2,439$ | $-1,675$ | $-1,627$ |
| less non-interest-bearing portion | 1,414 | 882 | 821 |
| Other receivables | $-2,124$ | -999 | $-1,391$ |
| $\quad$ less non-interest-bearing portion | 1,876 | 925 | 946 |
| Net interest-bearing debt | 47,409 | 20,529 | 19,726 |

Changes in net interest-bearing debt:

| Net interest-bearing debt at beginning | 22,652 | 21,175 | 19,726 | 19,229 | 19,229 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| $\quad$ of period |  |  |  |  |  |
| Cash flow from operating activities | $-2,771$ | $-2,052$ | $-2,083$ | $-1,643$ | $-4,837$ |
| Cash flow from investing activities | 52,269 | 1,314 | 54,365 | 2,104 | 4,927 |
| Dividend to shareholders and minority <br> interests | 261 | 184 | 714 | 661 | 685 |
| Acquisition of minority interests | 132 |  |  |  |  |
| Acquisition/disposal of treasury shares | -1 | 24 | 202 | 29 | 69 |
| Acquisition of entities, net | 4,418 | 2 | -8 | 40 | 74 |
| Capital increase | $-29,837$ | 4,419 | 60 | 54 |  |
| Change in interest-bearing lending | 713 | -16 | $-29,837$ | 392 | 141 |
| Effects of currency translation | 56 | 7 | -330 | -103 | -209 |
| Other | -483 | -89 | -151 | 11 | 525 |
| Total change | 24,757 | -646 | 27,683 | 1,300 | 497 |
| Net interest-bearing end of period | 47,409 | 20,529 | 47,409 | 20,529 | 19,726 |

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## NOTE 6

## Acquisition of entities

| DKK million |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Name of acquired entities | Acquired ownership interest | Acquisition date | Main activity | Cost |
| Activities from S\&N, including ${ }^{1}$; | - | 28 April 2008 | - | 52,095 |
| - Baltic Beverages Holding (BBH) AB | 50.0\% | 28 April 2008 | Brewery |  |
| - Brasseries Kronenbourg | 100.0\% | 28 April 2008 | Brewery | - |
| - Mythos Brewery | 100.0\% | 28 April 2008 | Brewery | - |
| - Other | 18-100\% | 28 April 2008 | Brewery | - |
|  |  |  |  | 52,095 |
| DKK million |  |  | Carrying amount prior to acquisition | Market value at acquisition |
| Intangibles assets |  |  | 450 | 16,860 |
| Property, plant and equipment |  |  | 7,054 | 7,588 |
| Financial assets, non-current |  |  | 1,217 | 2,360 |
| Inventories |  |  | 1,852 | 1,966 |
| Receivables |  |  | 4,315 | 3,818 |
| Financial assets, current |  |  | - | 141 |
| Cash and cash equivalents |  |  | 1,331 | 1,397 |
| Provisions, excl. deferred tax liabilities |  |  | -910 | -1,332 |
| Deferred tax liabilities, net |  |  | -293 | -4,598 |
| Borrowings |  |  | -6,153 | -5,618 |
| Bank overdrafts |  |  | -77 | -130 |
| Trade payables and other liabilities etc. |  |  | -4,681 | -4,989 |
| Net assets |  |  | 4,105 | 17,462 |
| Minority interests |  |  | - | -1,835 |
| Equity, Carlsberg's share |  |  | 4,105 | 15,627 |
| Goodwill |  |  |  | 36,468 |
| Cash consideration paid |  |  |  | 52,095 |
| Cash and cash equivalents, acquired |  |  |  | -1,397 |
| Bank overdrafts, acquired |  |  |  | 130 |
| Cash outflow, net |  |  |  | 50,828 |
| Elements of cash consideration paid: |  |  |  |  |
| Cash |  |  |  | 51,948 |
| Directly attributable acquisition costs |  |  |  | 147 |
| Total |  |  |  | 52,095 |

[^1]The calculation of the fair value of the acquired assets, liabilities and contingent liabilities is still ongoing and has not yet been completed for any of the companies. Therefore, adjustments to all items in the opening balance sheet will be made. Furthermore, the cost price will be adjusted as it relates to the statement of the net interest-bearing debt of S\&N at 28 April 2008 which has not yet been completed and agreed by the consortium. Changes in the opening balance sheet and in the cost price will be made in accordance with IFRS standards.

The acquisition of the activities from $S \& N$ increases the operating capacity of the Carlsberg Group and its longterm growth opportunities. The acquisition is a natural step for Carlsberg and in line with the strategy of obtaining full control of key operating activities. The acquisition includes the remaining 50\% of BBH, which holds activities in Russia, Ukraine, Baltics, Kazakhstan, Uzbekistan and Belarus. Furthermore, $100 \%$ of Brasseries Kronenbourg and other French activites as well as Mythos, Greece and $17.5 \%$ of the associated company Chongqing, China, and a $50 \%$ share in the joint venture Vinataba in Vietnam have been acquired.

The acquisition will entail the following key benefits:

- full control of BBH, eliminating uncertainty regarding the long-term control of the asset and substantially increasing the Carlsberg Group's long-term growth profile;
- unification of BBH ownership, enabling the Carlsberg Group to maximize the potential of its key Carlsberg and Tuborg brands in the BBH markets;
- significant exposure to growth markets;
- the acquisition of the French and Greek businesses complement the Carlsberg Group's existing portfolio of leading European market positions, providing increased capacity and an opportunity to achieve synergies through the implementation of the Carlsberg Group's Excellence Programmes;
- increased sales volumes will allow the Carlsberg Group to generate significant synergy benefits based on reductions in overheads, implementation of best brewing practices and purchasing savings; and
- the acquisition reinforces the Carlsberg Group's long-standing and growing Asian presence through the acquisition of S\&N's positions in the attractive Chinese and Vietnamese markets.

The preliminary calculation of goodwill represents a significant value due to the substantial synergies expected in the acquired companies, staff competencies as well as the positive growth expectations for BBH. The synergies can i.a. be related to cost savings from the Supply and Excellence programmes. Furthermore, goodwill will reflect synergies from increased sales through the presence in a larger part of Europe and Asia, the possibility of launching global and/or regional brands throughout the new Group, sysnergies from research and development as well as improved utilisation of the work force and its know-how.

The activities acquired contribute positively to operating profit before special items by approximately DKK 780m and to the period's net profit by approximately DKK 550m. The estimated results for the period January - June, if the acquisition had been completed at 1 January 2008, has not been calculated, as this is not possible due to significant differences in the accounting principles used by some of the companies acquired, where the effect of this prior to the acquisition cannot be calculated.

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## APPENDIX 1: NEW SEGMENT REPORTI NG AND PRO FORMA 2007 FI NANCI AL RESULTS (PAGE 1/2)

All figures in DKKm unless otherwise stated

| Reported 2007 | Pro Rata Beer Vol (m.hl) | Net revenue | EBITDA | Margin | Depreciation/ amortisation | EBIT | Margin |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Western Europe | 28.5 | 27,499 | 4,297 | 15.6\% | 1,559 | 2,738 | 10.0\% |
| BBH | 29.1 | 10,435 | 2,980 | 28.6\% | 642 | 2,338 | 22.4\% |
| Eastern Europe (excl. BBH) | 14.8 | 4,267 | 883 | 20.7\% | 406 | 477 | 11.2\% |
| Asia | 9.6 | 2,535 | 462 | 18.2\% | 132 | 330 | 13.0\% |
| Not allocated | - | 14 | -765 | n.a. | 117 | -882 | n.a. |
| Brewing activities | 82.0 | 44,750 | 7,857 | 17.6\% | 2,856 | 5,001 | 11.2\% |
| New Reporting 2007 | Pro Rata Beer Vol (m.hl) | Net revenue | EBITDA | Margin | Depreciation/ amortisation | EBIT | Margin |
| Northern \& Western Europe | 44.4 | 32,087 | 5,365 | 16.7\% | 1,982 | 3,383 | 10.5\% |
| Eastern Europe | 27.7 | 9,658 | 2,727 | 28.2\% | 593 | 2,134 | 22.1\% |
| Asia | 9.9 | 2,886 | 530 | 18.4\% | 164 | 366 | 12.7\% |
| Not allocated | - | 119 | -765 | n.a. | 117 | -882 | n.a. |
| Brewing activities | 82.0 | 44,750 | 7,857 | 17.6\% | 2,856 | 5,001 | 11.2\% |

Group

## APPENDIX 1: NEW SEGMENT REPORTI NG AND PRO FORMA 2007 FI NANCI AL RESULTS (PAGE 2/ 2)

All figures in DKKm unless otherwise stated

| Illustrative Proforma Financial Results and Margins for 2007 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Proforma 2007 | Pro Rata Beer Vol (m.hl) | Net revenue | EBITDA |  | Depreciation/ amortisation | EBIT | Margin |
| Northern \& Western Europe | 53.5 | 38,380 | 6,708 |  | 2,358 | 4,350 | 11.3\% |
| Eastern Europe | 51.4 | 19,316 | 5,414 |  | 1,546 | 3,868 | 20.0\% |
| Asia | 9.9 | 2,886 | 530 |  | 164 | 366 | 12.7\% |
| Not allocated | - | 77 | -765 |  | 117 | -882 | n.a. |
| Carlsberg Breweries, total proforma 2007 | 114.8 | 60,659 | 11,887 |  | 4,185 | 7,702 | 12.7\% |
| Other |  | - | 277 |  | 16 | 261 | n.a. |
| Carlsberg A/ S, total proforma 2007 | 114.8 | 60,659 | 12,164 |  | 4,201 | 7,963 | 13.1\% |
| Proforma profit and loss as reported in Offering Circular May 2008 |  | Net revenue | EBITDA |  | Depreciation/ amortisation | EBIT | Margin |
| Carlsberg |  | 44,750 | 8,134 |  | 2,872 | 5,262 | 11.8\% |
| BBH |  | 10,435 | 2,980 |  | 642 | 2,338 | 22.4\% |
| France |  | 5,516 | 1,100 |  | 237 | 863 | 15.6\% |
| Elimination |  | -42 | - |  | - | - | n.a. |
| Effect form purchase Price allocation Carlsberg A/ S, total proforma 2007, as reported in Offering circular |  | - | -50 |  | 450 | -500 | n.a. |
|  |  | 60,659 | 12,164 |  | 4,201 | 7,963 | 13.1\% |
|  | Pro Rata Beer Vol (m.hl) | Net revenue | EBITDA | Margin | Depreciation/ amortisation | EBIT | Margin |
| Western Europe ( 2007 Reported) <br> Change in Reporting (Addition of 50\% Baltics, Poland, South Eastern Europe and Licenses) | 28.5 | 27,499 | 4,297 | 15.6\% | 1,559 | 2,738 | 10.0\% |
|  | 15.9 | 4,588 | 1,068 | 23.3\% | 423 | 645 | 14.1\% |
| Northern \& Western Europe ( 2007 New Reporting) | 44.4 | 32,087 | 5,365 | 16.7\% | 1,982 | 3,383 | 10.5\% |
| Acquired S\&N Assets (1, 5) | 9.1 | 6,293 | 1,353 | 21.5\% | 286 | 1,067 | 17.0\% |
| PPA Adjustments (2) |  |  | -10 | n.a. | 90 | -100 | n.a. |
| Northern \& Western Europe (2007 Proforma) | 53.5 | 38,380 | 6,708 | 17.5\% | 2,358 | 4,350 | 11.3\% |
|  | Pro Rata Beer Vol (m.hl) | Net revenue | EBITDA | Margin | Depreciation/ amortisation | EBIT | Margin |
| BBH (2007 Reported) Change in Reporting (Removing of $50 \%$ of Baltics) | 29.1 | 10,435 | 2,980 | 28.6\% | 642 | 2,338 | 22.4\% |
|  | -1.4 | -777 | -253 | 32.6\% | -49 | -204 | 26.3\% |
| Eastern Europe ( 2007 Reporting) | 27.7 | 9,658 | 2,727 | 28.2\% | 593 | 2,134 | 22.1\% |
| Acquired S\&N Assets ( 3,4 ) | 23.7 | 9,658 | 2,727 | 28.2\% | 593 | 2,134 | 22.1\% |
| PPA Adjustments (2) |  | - | -40 | n.a. | 360 | -400 | n.a. |
| Eastern Europe (2007 Proforma) | 51.4 | 19,316 | 5,414 | 28.0\% | 1,546 | 3,868 | 20.0\% |
|  | Pro Rata Beer Vol (m.hl) | Net revenue | EBITDA | Margin | Depreciation/ amortisation | EBIT | Margin |
| Asia (2007 Reported) | 9.6 | 2,535 | 462 | 18.2\% | 132 | 330 | 13.0\% |
| Change in Reporting | 0.3 | 351 | 68 | 19.4\% | 32 | 36 | 10.3\% |
| Asia (2007 Reporting) | 9.9 | 2,886 | 530 | 18.4\% | 164 | 366 | 12.7\% |
| Acquired S\&N Assets | - | - | - | n.a. | - | - | n.a. |
| Asia (2007 Proforma) | 9.9 | 2,886 | 530 | 18.4\% | 164 | 366 | 12.7\% |
|  |  | Net revenue | EBITDA | Margin | Depreciation/ amortisation | EBIT | Margin |
| Not allocated (2007 Reported) |  | 14 | -765 | n.a. | 117 | -882 | n.a. |
| Change in Reporting |  | 105 | - | n.a. | - | - | n.a. |
| Not allocated ( 2007 Reporting) |  | 119 | -765 | n.a. | 117 | -882 | n.a. |
| Acquired S\&N Assets |  | -42 | - | n.a. | - | - | n.a. |
| Not allocated (2007 Proforma) |  | 77 | -765 | n.a. | 117 | -882 | n.a. |
|  | Pro Rata Beer Vol (m.hl) | Net revenue | EBITDA | Margin | Depreciation/ amortisation | EBIT | Margin |
| Carlsberg Breweries, total (2007 Reporting) | 82.0 | 44,750 | 7,857 | 17.6\% | 2,856 | 5,001 | 11.2\% |
| Acquired S\&N Assets | 32.8 | 15,909 | 4,080 | 25.6\% | 879 | 3,201 | 20.1\% |
| PPA Adjustments | - | - | -50 | n.a. | 450 | -500 | n.a. |
| Carlsberg Breweries, total (2007 Proforma) | 114.8 | 60,659 | 11,887 | 19.6\% | 4,185 | 7,702 | 12.7\% |

(1) Consists of France (proforma after sale of Elidis as per Offering Circular dated 15th May 2008), Greece and 50\% of Baltic operations for 2007.
(2) Preliminary estimate of Purchase Price Allocation adjustments (as per Offering Circular dated 15 May 2008) allocated between North \& Western Europe and Eastern Europe
(3) Consists of $50 \%$ stake in BBH excluding the Baltic operations for 2007.
(4) Acquired volume does not equal $50 \%$ of total volume in BBH as volume from sales of Carlsberg and Tuborg was included $100 \%$ in the Pro Rata Beer volume reported for 2007
(5) Includes minor change compared with Stock Exchange Announcement 25 July 2008


[^0]:    ${ }^{1}$ The acquired companies identifiable net assets are measured at fair value at acquisition date. Fair value adjustment of net assets relating to the $50 \%$ of BBH owned by Carlsberg prior to the Acquisition is recognised as a revaluation directly in equity. Based on the preliminary assessment of fair value the revaluation is DKK 11.214 m .

[^1]:    ${ }^{1}$ Allocation of purchase price has not been completed.

