

Fourth quarter results 2010

Oslo, 10 February 2011





Agenda

- Highlights and strategic direction
 Bjørn M. Wiggen, CEO
- Financial performance
 Terje Andersen , CFO
- Sapa
 Tim Stubbs, CEO Sapa
- Orkla Brands
 Torkild Nordberg, CEO Orkla Brands

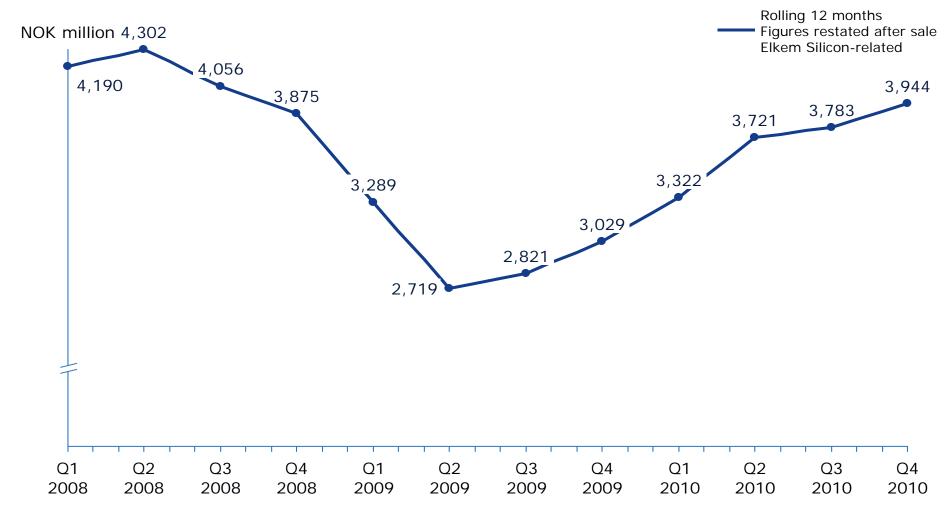


Highlights Q4-10

- Broad based operational improvement in fourth quarter
 - EBITA NOK 1 322 million (NOK 1 161 million)
- Strong results for Orkla Brands
 - Underlying top line growth
- Moderate EBITA growth for Sapa
 - Seasonally lower volumes and negative one-off effects for Profiles
 - Strong progress for Heat Transfer



Strong improvement in EBITA after the financial crisis





Highlights 2010

- Improved markets and demand throughout the year, in particular for Sapa and Borregaard
- Stable markets for Orkla Brands, however continued growth in profit and margin
 - EBITA-margin +0.5%p to 12.6% for 2010
- Strong results for the Share Portfolio with a return of 31.8%
- Negative development for Orkla's investment in REC
 - Write-down of NOK 6.4 billion in 2010
- Important structural changes throughout 2010





Strategic direction



Orkla's long-term value creation



Core characteristics

Portfolio of companies and investments
Developing people
Combining industrial and financial competence
Financial flexibility

Industrial Competence

Operational excellence Business restructuring Brand building

Financial Competence

Strong M&A competence Active ownership Comprehensive Nordic network

Strategic direction:

- Portfolio concentrated on a smaller number of areas
- Allocate capital to Orkla Brands and Sapa
- Continued strong focus on operational improvements
- Active ownership



Previous structure



Orkla Brands

Orkla Aluminium Solutions

Orkla Materials

Orkla Associates*

Orkla Financial *Investments*



sapa:







Foods Nordic

Brands Nordic

Brands International

Food Ingredients

Sapa Profiles

Heat Transfer

Building System





Orkla Materials Energy



 JOTUN



Real Estate

Forests







A more focused Orkla





Foods Nordic

Brands Nordic

Brands International

Food Ingredients



Sapa Profiles

Heat Transfer

Building System

Investments

Share Portfolio

Hydro Power









Strategic direction Share Portfolio:

- A more focused share portfolio with active ownership
- Develop industrial options over time
- Value of the Share Portfolio in the range of NOK 8-10 billion



Actions taken to focus strategy

Concentrate the portfolio on a smaller number of areas

Reallocate capital to Orkla Brands and Sapa

2010

- Divestment of the Borregaard forests NOK 1.7 billion
- Net divestments in the share portfolio NOK 2.1 billion

<u>2011</u>

Divestment of Elkem Silicon-related
 NOK 12.5 billion

2010 Orkla Brands NOK 1 billion

- Investments in Sonneveld
- Investments in Kalev
- Investments in Peterhof
- Investments in 8 smaller add-ons

2010 Sapa Asia NOK 0.5 billion

- Heat Transfer Shanghai expansion
- New factory in India
- Vijalco in Vietnam

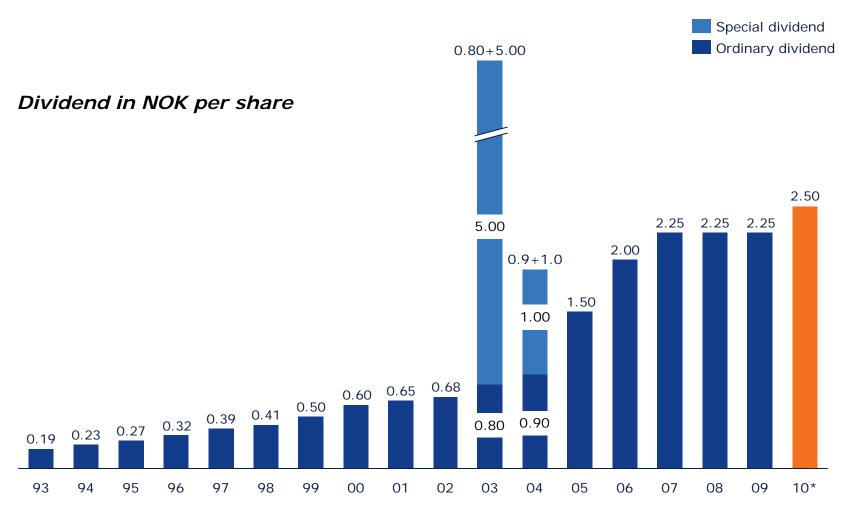




DIVIDEND



Over time, Orkla has pursued a dividend strategy that focuses on predictability and stability



^{*} Proposed by the Board of Directors





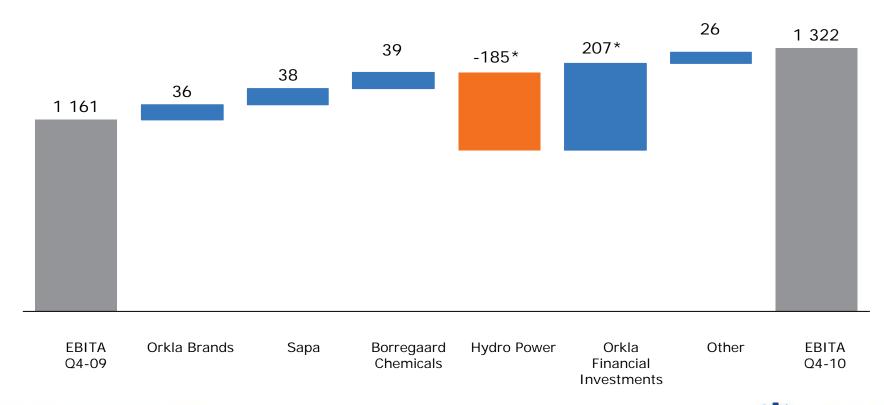
FINANCIAL PERFORMANCE Q4-10

Terje Andersen, EVP



EBITA improvement for the group Q4-09-Q4-10

EBITA performance from Q4-09 to Q4-10 (figures in NOK million)





Group income statement

Amounts i	n NOK mi	Ilion				
Q4-10	Q4-09	Change		2010	2009	Change
15 884	13 497		Operating revenues	57 338	50 233	14 %
1 322	1 161		EBITA	3 944	3 029	30 %
-15	-60		Amortisation intangibles	-52	-213	
506	2 975		Other revenues and expenses	330	2871	
1 813	4 076		EBIT	4 222	5 687	
- 866	-3 516		Associates	-6 169	-3 919	
73	13		Dividends	522	252	
867	337		Gains and losses/write-downs Share Portfolio	1 772	584	
- 76	- 196		Net financial items	- 327	- 749	
1 811	714		Profit before tax	20	1 855	
-98	558		Tax expenses	-844	276	
1 713	1 272		Profit for the period continuing operations	- 824	2 131	
- 50	- 74		Discontinued operations	- 40	429	
1 663	1 198		Profit for the period	- 864	2 560	
15	28		Minority interests' share of the profit/loss for the period	53	- 31	
1 648	1 170		Majority interests' share of the profit/loss for the period	- 917	2 591	
1.6	1.1		Earnings per share diluted (NOK)	-0.9	2.5	

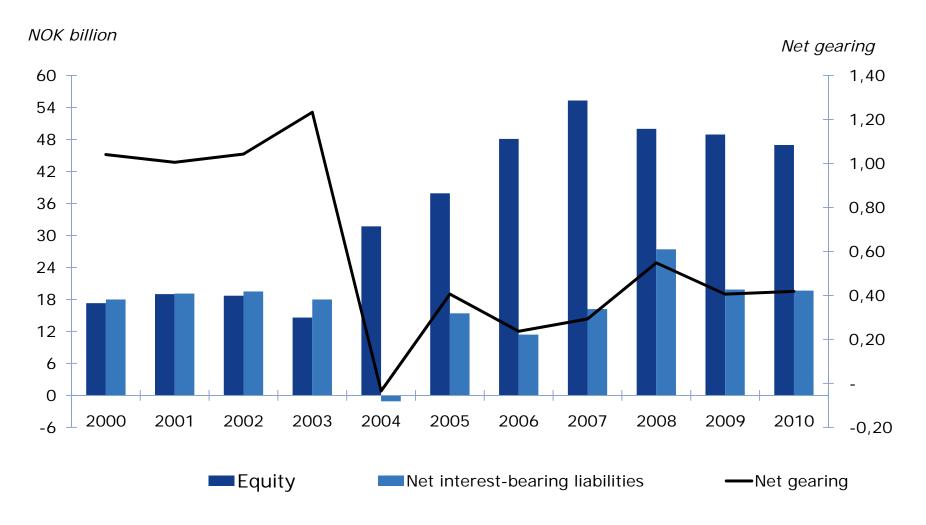


Cash flow as of end 2010

	31.12.2010	31.12.2009
Industry division:		
Operating profit	2 940	2 125
Amortisations, depreciations and write-downs	2 503	2 653
Changes in net working capital	-1 462	2 197
Net replacement expenditure	-1 512	-1 173
Cash flow from operations	2 469	5 802
Financial items, net	- 544	-1 261
Cash flow from Financial Investments	1 236	1 003
Taxes paid	- 686	-1 402
Discontinued operations and other payments	- 620	25
Cash flow before capital transactions	1 855	4 167
Paid dividends / net purchases of Orkla shares	-2 222	-2 260
Expansion investment /purchase of companies in Industry c	-3 387	-5 047
Sale of companies/shares of companies	1 854	5 914
Net purchases/sale of portfolio investments	2 130	2 866
Net cash flow	230	5 640
Currency effects of net interest-bearing liabilities	- 34	1 936
Change in net interest-bearing liabilities	- 196	-7 576
Net interest-bearing liabilities	19 652	19 848



Net gearing 0.42 - Equity ratio 53.6%







INVESTMENTS



Improved markets for Borregaard Chemicals

- Improvements for all main segments in fourth quarter
- Tight supply and higher prices lead to satisfactory progress for speciality cellulose
- Continued strong performance for lignin
- Weak results in Fine Chemicals and Denomega due to challenging market conditions

	Amounts in NOK million			
Operating revenues	Q4-10	Q4-10 Q4-09		
Borregaard Chemicals	967	960	1 %	

EBITA	Q4-10	Q4-09	Change
Borregaard Chemicals	85	46	85 %
EBITA-margin %	8,8	4,8	





Hydro Power

- Lower EBITA compared with last year
 - 2009 figures include NOK 153 million from sold power plants
- Satisfactory profit in line with last year for Borregaard Energy
- Low production due low reservoir levels for Saudefaldene, leads to weak results in Q4
 - Production in 2010: 1 132 GWh (1 537 GWh in 2009)

	Amounts in NOK million			
Operating revenues	Q4-10	Q4-09	Change	
Hydro Power	604	405	49 %	

EBITA	Q4-10	Q4-09	Change
Hydro Power	73	258	72 %
EBITA-margin %	12,1	63,7	



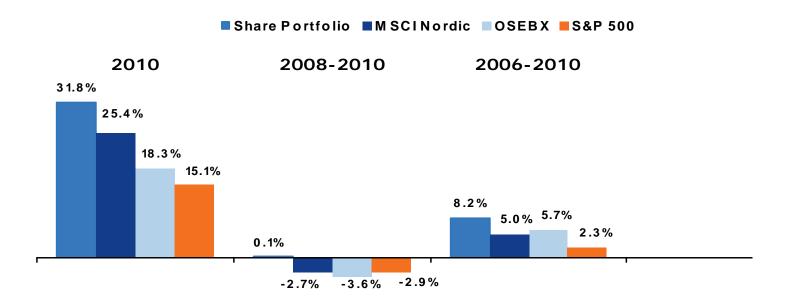


Orkla Financial Investments 2010: NOK 4.7 billion increase in net asset value

- Return on Share Portfolio in 2010 + 31.8%
- Gain on asset sale (forestry and real estate) NOK 1.5 billion
- Cash contribution from Financial Investments in 2010: NOK 5 billion
- Return above benchmark every year for the last 5 years



Share Portfolio 6.4%-points above of market



Market value of the Share Portfolio NOK 11.7 billion





		Amounts in	NOK million
Jotun	T2-10	T2-09	Change
Revenues	4 404	4 075	8 %
ЕВІТ	595	519	15 %
Profit/loss before tax	584	476	23 %



REC	Q4-10	Q4-09	Change
Revenues	4 874	2 545	92 %
EBITDA	1 836	595	209 %
EBIT	1 134	-1 121	
Profit/loss before tax	1 226	-864	









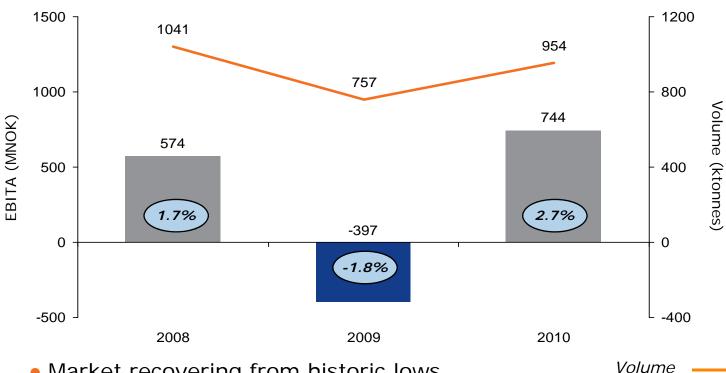
Sapa

Tim Stubbs, CEO



In 2010 EBITA improved by NOK 1.1 billion

Sapa Group Volume & EBITA Development by Year



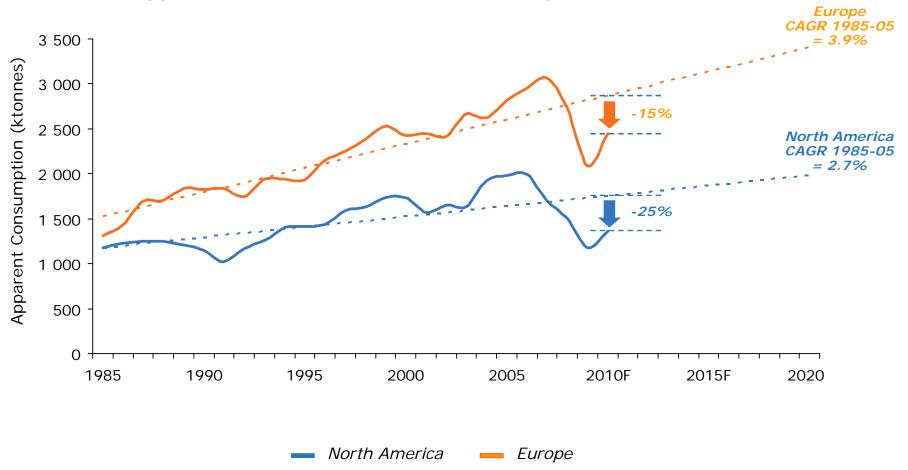
- Market recovering from historic lows
- Work on strategic initiatives delivering results

Note: Pro forma EBITA and volume adjusted for impact of the Indalex acquisition in 2008 and 2009



Even though markets are recovering volumes are still significantly below mid-cycle levels

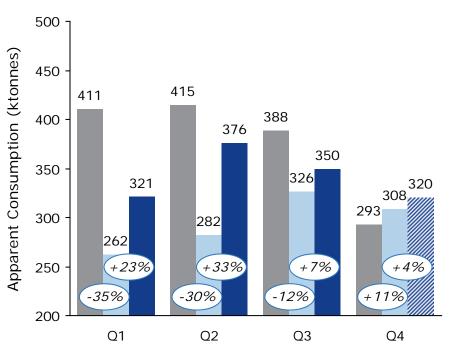
Apparent Aluminium Extrusion Consumption 1985 to 2020F





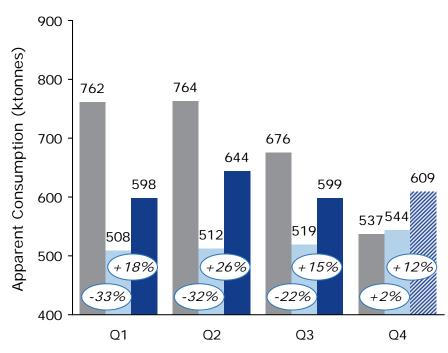
Market for Sapa Profiles North America down from Q3 to Q4

North American Extrusion Consumption



- 2008 full year consumption -11%
- 2009 full year consumption -22%
- 2010 full year consumption +16%

European Extrusion Consumption



- 2008 full year consumption -11%
- 2009 full year consumption -24%
- 2010 full year consumption +18%





Seasonally weak markets impact results in the fourth quarter

- Profiles business hit by seasonally weak market in Q4
 - Volumes down 14,000 tonnes from Q3-10
- Negative one-off effects
- Opportunities remain in Profiles Europe to align business to market needs and to get full synergies of the group
- Strong progress for Heat Transfer
- Three small acquisitions completed during the guarter

Operating Revenues	Q4-10	Q4-09	Change
Sapa	7 289	5 592	30 %
Profiles	5 519	4 189	32 %
Heat Transfer and Building System	1 980	1 501	32 %
Eliminations	- 210	- 98	

EBITA	Q4-10	Q4-09	Change
Sapa	155	117	32 %
Profiles	30	13	131 %
Heat Transfer and Building System	125	104	20 %
EBITA margin (%)	2,1	2,1	



One Sapa – the roadmap to 6% EBITA

Toward Solutions • Entrepreneurial, local businesses with national / global overlay Enter new markets to enhance footprint and capitalise on growing markets 6% 18% **World Class Operations** Stability and continuous improvements Maximise network utilisation Optimise above-plant costs



World Class Purchasing

Leverage synergies in

sourcing

Further savings potential identified

- Reduction of above-plant costs
- Cross utilisation of assets
- Optimisation of footprint

Potential NOK 250 million annualised





Sapa has a clear intention to grow and establish new businesses in Asia

- Doubled the capacity of Heat Transfer Shanghai and capacity to be further increased in first half 2011
- Acquired the Vietnamese extruder Vijalco
- Established green field fabrication plant in India
- Several other development projects are on-going, mainly in China and India



Short-term outlook

- Market for Profiles North America continuing to gain strength with exception of building and construction
- Markets for Profiles Europe a "two-part" story with growing strength in North while South remains difficult
- Building System still facing tough building and construction markets throughout Europe
- The short-term market outlook for Heat Transfer is good, however, weak EUR and USD impact results negatively



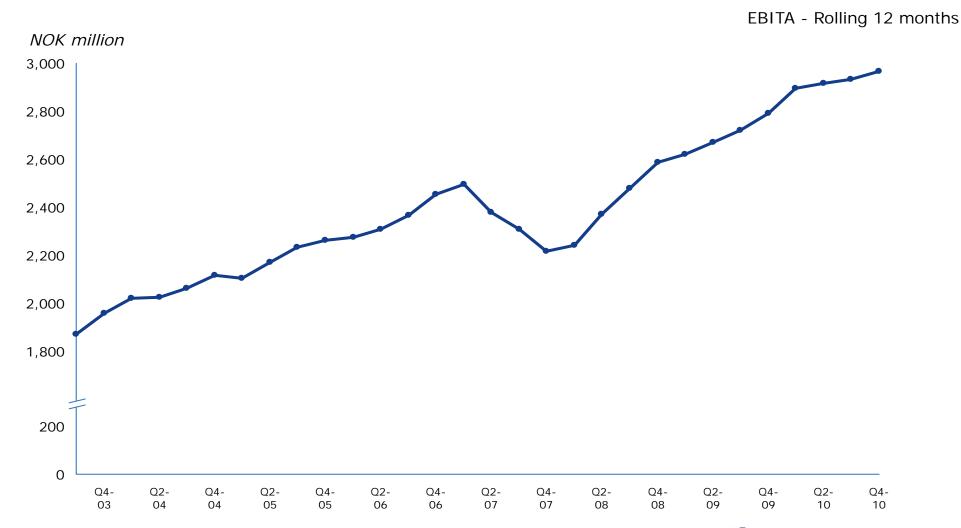


ORKLA BRANDS

Torkild Nordberg, EVP



Steady, strong growth in EBITA over time



Highlights 2010

- FBITA of NOK 2 967 million
 - Underlying EBITA growth of 7% versus 2009
- EBITA-margin 12.6%
 - Underlying growth of 0.7%p
- Improved quality of earnings versus 2009
 - Volume growth, increased marketing investments and improved market shares
- Challenging markets outside the Nordics and within out-of-home in the Nordics
- Moderate top line growth versus 2009 (underlying +1%)
 - Growth primarily related to volume/mix growth in Q4, and broad-based volume/mix growth for Brands Nordic throughout the year
- Strong contribution from cost improvement programmes
- Several important add-on acquisitions



Underlying profit growth also for Q4-10

- Satisfactory results in Q4-10
- Underlying top line growth of 3%, primarily related to volume/mix
 - Improved market shares and strong performance by several companies
 - Improved market development in Russia
- Strong contribution from cost efficiency programmes
- Pressure on margin due to continued increase in raw material prices
 - Underlying EBITA-margin on par with Q4-09
- Axellus acquired the strategically important Nutrilett brand

Operating revenues	Q4-10	Q4-09	Change
Orkla Brands	6 980	6 324	10 %
Orkla Foods Nordic	2 719	2 658	2 %
Orkla Brands Nordic	2 176	2 085	4 %
Orkla Brands International	705	590	19 %
Orkla Food Ingredients	1 463	1 078	36 %
Eliminations Orkla Brands	- 83	- 87	

Operating profit - EBITA	Q4-10	Q4-09	Change
Orkla Brands	910	874	4 %
Orkla Foods Nordic	353	341	4 %
Orkla Brands Nordic	411	391	5 %
Orkla Brands International	55	57	-4 %
Orkla Food Ingredients	91	85	7 %
EBITA margin (%)	13,0	13,8	

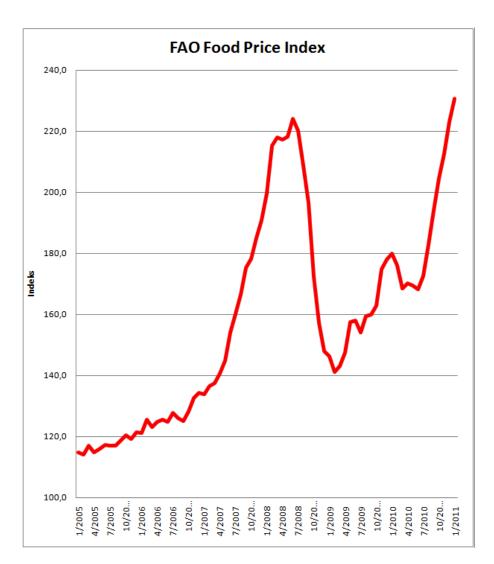


Outlook 2011

- Overall stable retail markets
- Demanding increases in raw material prices
- Bakers is in a sales process
 - Expected to be sold in first half of 2011

Facts raw materials:

- Orkla Brands is exposed to a broad range of raw materials
 - Vegetable oils, flour, sugar, meat, cheese, cocoa, fruit and berries, spices, pelagic, tomatoes, potatoes
 - > 20% is Norwegian raw materials with less volatility





Example of innovations launched in 2010











Example of innovations launched in Q1 2011























Q&A

- Bjørn M. Wiggen, CEO
- Terje Andersen, CFO
- Tim Stubbs, CEO Sapa
- Torkild Nordberg, CEO Orkla Brands



Appendix



Financial calendar

14 April 2011 15 April 2011 29 April 2011 5 May 2011 20 July 2011 27 October 2011

- Annual General Meeting 2011
- Share quoted ex. dividend
- Dividend payment
- First quarter results 2011
- Second quarter results 2011
- Third quarter results 2011





Cash flow as of 31 Dec 2010

	31.12.2010	31.12.2009
Industry division:		
Operating profit	2 940	5 191
Amortisations, depreciations and write-downs	2 503	2 653
Gain, sale of hydro power assets/sold companie		-3 066
Changes in net working capital	-1 462	2 197
Net replacement expenditure	-1 512	-1 173
Cash flow from operations	2 469	5 802
Financial items, net	- 544	-1 261
Cash flow from Industry division	1 925	4 541
Cash flow from Financial Investments	1 236	1 003
Taxes paid	- 686	-1 402
Discontinued operations and other payments	- 620	25
Cash flow before capital transactions	1 855	4 167
Paid dividends	-2 360	-2 354
Net purchases of Orkla shares	138	94
Cash flow before expansion	- 367	1 907
Expansion investment in Industry division	- 509	-1 765
Sale of companies/shares of companies	1 854	5 914
Purchase of companies/share of companies	-2 878	-3 282
Net purchases/sale of portfolio investments	2 130	2 866
Net cash flow	230	5 640
Currency effects of net interest-bearing liabilities	- 34	1 936
Change in net interest-bearing liabilities	- 196	-7 576
Net interest-bearing liabilities	19 652	19 848



Balance sheet as of 31 Dec 2010

Amounts in NOK million

	Turiounts in New Himsel		
	31.12.2010	31.12.2009	
Intangible assets	12 960	14 731	
Property, plant and equipment	17 730	24 694	
Financial assets	10 985	15 922	
Non-Current assets	41 675	55 347	
Assets in discontinued operations	13 891		
Inventories	7 102	7 531	
Receivables	10 380	16 568	
Share Portfolio etc.	11 674	11 087	
Cash and cash equivalents	2 819	4 153	
Current assets	31 975	39 339	
Total assets	87 541	94 686	
Paid-in equity	1 999	1 995	
Earned equity	44 567	46 560	
Minority interests	365	370	
Equity	46 931	48 925	
Provisions	4 081	4 339	
Non-current interest-bearing liabilities	21 820	29 042	
Current interest-bearing liabilities	1 380	1 746	
Liabilities in discontinued operations	2 544		
Other current liabilities	10 785	10 634	
Equity and liabilities	87 541	94 686	
Equity to total assets ratio	53.6%	51.7%	
1		2	



Currency translation effects

Amounts in NOK million

Revenues	Q4-10	YTD Q4-10	
	0.5	105	
Orkla Brands	35	-425	
Sapa	118	-1 200	
Saudefaldene			
Borregaard	7	-34	
Total	160	-1 659	

EBITA	Q4-10	YTD Q4-10
Orkla Brands	3	-34
Sapa	10	-31
Saudefaldene		
Borregaard	1	3
Total	14	-62



Largest holdings in the Share Portfolio as of 31 December 2010

Amounts in NOK million

			, and artes in	NOR IIIIIIOII
Principal holdings	Industry *	Market value	Share of portfolio (%)	
Tomra Systems	Industrials	888	7%	15.3 %
Amer Sports	Consumer Discretionary	538	4%	5.2 %
Enter Select **	Fund	374	3%	0.0 %
Kongsberg Gruppen	Aerospace & Defence	358	3%	2.3 %
Ekornes	Consumer Discretionary	337	3%	5.8 %
Schibsted	Consumer Discretionary	326	3%	1.8 %
Elekta B	Health Care Equipment	315	3%	1.5 %
DnB NOR ASA	Financials	299	3%	0.2 %
East Cap. Power Utilities F.	Utilities	269	2%	27.0 %
Telenor ASA	Telecommunications Services	261	2%	0.2 %
Total principal holdings		3 966	33%	
Market value of entire port	folio	11 661		

^{*} Based on Gics Level 1

^{**} Orkla owns 50% of the shares in the management company Enter Asset Management AB



Sale of Elkem

- An agreement to sell Elkem's Silicon-related business to China National Bluestar was announced in January 2011
 - The transaction covers the following divisions:
 Silicon Materials, Foundry Products, Carbon and Elkem Solar
- Enterprise value for Orkla of NOK 12.5 billion
 - All cash deal
- Expected closing in H1 2011
- Conditional upon approvals from the competition authorities and the State Administration of Foreign Exchange (SAFE) of the People's Republic of China



Financial items

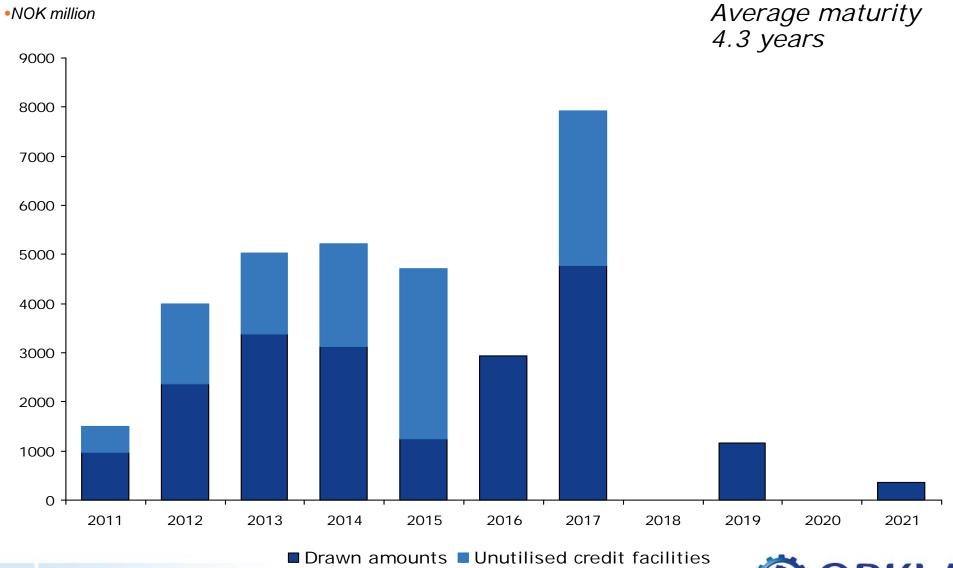


Net financial items

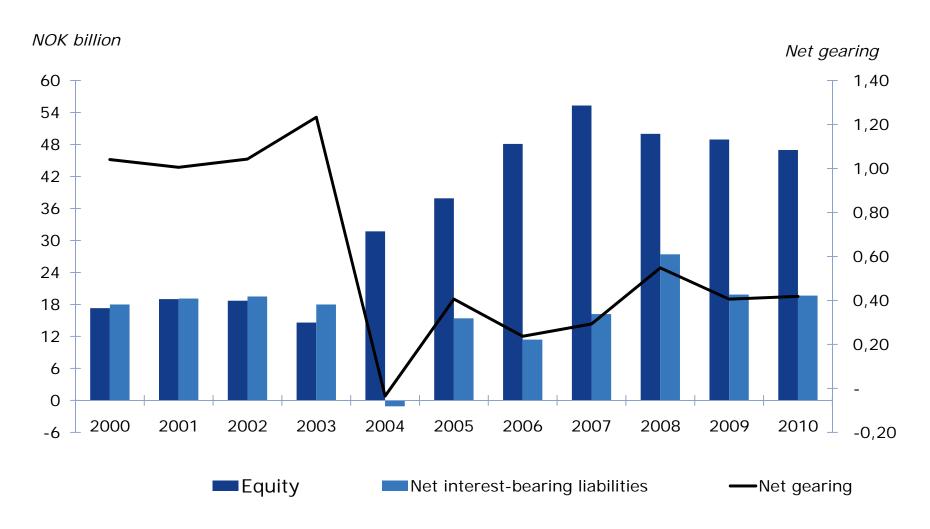
		Amounts	s in NOK million
	Q4-10	Q4-09	Full year 2010
Net interest expenses	-53	-130	-242
Currency gain/loss	2	-8	-12
Other financial items, net	-25	- 58	- 73
Not financial itoms	76	106	227



Debt maturity profile

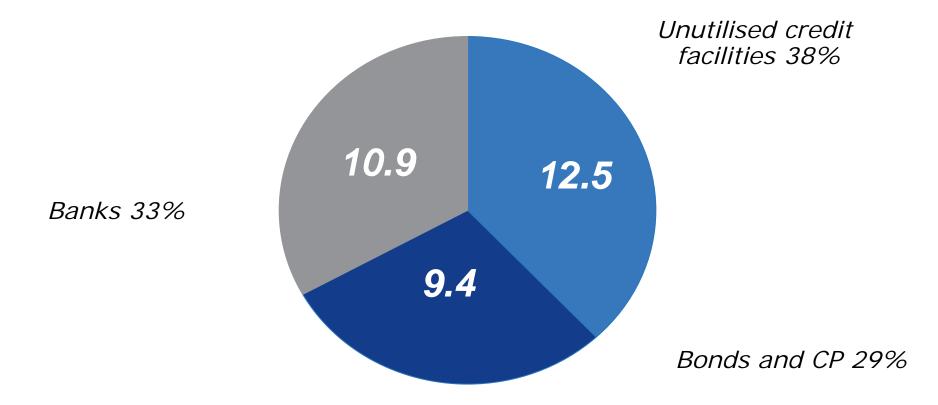


Net gearing 0.42 as of Q4-10





Funding Sources



Figures in NOK billion





