

Third quarter 2023



The third quarter in brief

- Group operating revenues increased by 14%, chiefly as a result of price increases and positive currency translation effects.
 - Group profit before tax amounted to NOK 2,048 million in the third quarter, a year-over-year decline of 9%. The main reason for the fall in profit for the group was lower power prices and reduced profit for Hydro Power.
 - Cash flow from operations has improved substantially year to date, compared with the same period of 2022, especially related to improved working capital performance with increasing positive effect in the third quarter.
 - Eight out of 12 portfolio companies showed underlying profit growth in the third quarter. Jotun again delivered an extremely strong quarter with a 50% rise in EBITA. There was
- also strong profit growth for Orkla India and Orkla Home & Personal Care, as well as good growth in Orkla Health.

 - The challenging start-up of the new biscuit factory in Orkla Confectionery & Snacks impacted negatively on profit due to high costs and lost sales.
 - Adjusted earnings per share were NOK 1.61 for the third quarter, a year-over-year increase of 2%.
 - Orkla enters into a partnership with Rhône Capital, which will acquire 40% of Orkla Food Ingredients.

Key figures for the Orkla group as at 30 September

Alternative Performance Measures (APM) and relevant comparative figures are presented on the last pages of this report.

Amounts in NOK million	1.1.-30.9.		1.1.-31.12.		1.7.-30.9.	
	2023	2022	2022		2023	2022
Group						
Operating revenues	50 058	42 314	58 391		16 783	14 752
EBIT (adj.)	5 299	5 508	7 411		1 907	2 223
Profit/loss from associates and joint ventures	1 464	714	861		509	238
Profit/loss before taxes	5 626	5 643	7 345		2 048	2 245
Earnings per share, diluted (NOK)	4.21	3.88	5.04		1.56	1.50
Earnings per share (adj.), diluted (NOK)	4.49	4.15	5.46		1.61	1.58

Orkla President and CEO Nils K. Selte comments:

Orkla had underlying profit growth in eight out of 12 portfolio companies this quarter. I am glad to see Jotun's continued strong growth and that Orkla India is delivering solid growth on top of last year's good profit. Group profit for the third quarter was significantly impacted by the decline in profit for Hydro Power due to last year's record-high electricity prices.

Economic trends remain weak in several of Orkla's markets, affecting volume performance negatively in a number of portfolio companies. At the same time, we see slowing cost growth in several parts of the portfolio. We see that the cost improvement measures are on track and contributing to reduced cost growth in the group.

The production challenges related to the start-up of the new biscuit factory in Orkla Confectionery & Snacks in Latvia continued to impact negatively on profit in the third quarter. We see that these challenges are bigger and more complex than previously communicated, and we now expect the situation to continue into 2024.

Orkla's new operating model entered into effect on 1 March 2023, and our portfolio companies have recently finalised their strategic plans for the coming years. I see that a range of initiatives are now being taken based on these plans, but it will be some time before we see the results of this work. The most value-creating activities for Orkla in the short and medium term will be to improve the performance of our portfolio companies. I am very pleased with the good work that has been done and I am already noticing a positive energy in our organisation. We look forward to sharing more information on our strategy at our Capital Markets Day in November.

I am very pleased that we today can announce that Orkla is entering into a partnership for Orkla Food Ingredients with the global private equity firm Rhône Capital. Investment funds affiliated with Rhône Capital acquire 40% ownership in Orkla Food Ingredients. Rhône

Capital brings considerable global experience and competence in the consumer sector. The partnership with Rhône Capital will further develop and strengthen Orkla Food Ingredients, with a clear goal of creating increased shareholder value through organic growth and continued structural growth.

Orkla Foods Europe, which is Orkla's largest consolidated portfolio company, has today announced a change of CEO, as Paul Jordahl wishes to step down. Atle Vidar Nagel Johansen, who is currently EVP & Investment Executive at Orkla, will serve in the role temporarily as from 1 November 2023.

**Nils K. Selte**

President and CEO

Market trends

High inflation and rising interest rates continue to reduce buying power and to slow growth in consumption in several of the markets in which Orkla operates. In the eurozone, inflation on a 12-month basis was 4.3% in September, while policy rates in the vast majority of European countries were considerably higher than in the same period of 2022. This had a negative impact on the volume performance of several of Orkla's portfolio companies, through both increased competition from private label and a channel shift in the grocery sector towards hard discount chains.

Global market prices of key input factors have fallen to some extent and in the third quarter were lower on average, year over year. However, the trend has been polarised, with rising market prices for several key agricultural raw materials such as cocoa and tomato products. Orkla is only partly exposed to spot prices in the commodity market and has a greater share of purchasing contracts with a somewhat longer duration that entail a lag effect in relation to market prices. The exposure of the portfolio companies to different raw material categories and market prices varies considerably. All in all, Orkla's purchasing costs were higher, year over year.

Electricity prices in Norway were substantially lower in the quarter, compared with the same period of last year, due to the extraordinarily high price level in 2022. Lower electricity prices had a strong negative impact on profit performance for Hydro Power, where profit was very strong in the third quarter of last year. At the same time, lower power prices in the Nordic region and Europe have had a positive effect on the portfolio companies' production costs.

The Norwegian krone and Swedish krona weakened significantly against the euro and the US dollar in the third quarter, year over year. These changes in currency exchange rates impact negatively on Orkla's purchasing costs for the companies in Norway and Sweden for imports of raw materials, packaging and finished goods. On the other hand, the weaker Norwegian krone has had positive currency translation effects in connection with the consolidation of Orkla's companies outside Norway. A weaker Norwegian krone compared with the third quarter of last year has also impacted negatively on Orkla's net interest-bearing liabilities which are primarily in euro, Danish krone and Swedish krona. Compared with the second

quarter of 2023, however, the krone has strengthened, resulting in a positive effect on net interestbearing liabilities in the quarter.

Outlook

Geopolitical unrest creates uncertainty as to the cost level of input factors in the medium and long term. Global climate conditions continue to compound the uncertainty regarding market prices for important raw materials. Climate conditions in Europe have been characterised by extreme drought and persistent low precipitation, which affect water resources and agricultural crops. These challenges are expected to continue into 2024.

Continued high inflation and lower buying power and demand had a negative impact on third-quarter volume performance, and there is still uncertainty as to volume performance going forward.

Orkla is well-positioned financially to meet future challenges. As at 30 September 2023, the group had a net interest-bearing liability of 2.0 x EBITDA (on a rolling 12-month EBITDA basis including acquisitions).

Structural measures

Orkla enters into a partnership with the global private equity firm Rhône Capital through affiliated investment funds that acquire 40% ownership in Orkla Food Ingredients ("OFI"). The transaction implies an enterprise value of NOK 15.5 billion. The equity value of OFI on a 100% basis is NOK 6.5 billion. Rhône Capital will have the option, exercisable through 31 March 2027, to acquire an additional 9% of OFI equity at the same price per share as the transaction announced today. The transaction is expected to be completed by the end of the first quarter of 2024, subject to customary conditions to closing, including approvals from relevant authorities.

OFI will continue to be consolidated in Orkla's accounts post transaction. The net proceeds from the transaction will initially be used for net debt reduction at Orkla ASA, which subsequently will enable future investments, including in OFI. Orkla's dividend and leverage policies remain unchanged following the transaction.

Financial matters - Group

Main figures profit/loss

Amounts in NOK million	1.1.-30.9.		1.1.-31.12.		1.7.-30.9.	
	2023	2022	2022		2023	2022
Operating revenues	50 058	42 314	58 391		16 783	14 752
EBIT (adj.)	5 299	5 508	7 411		1 907	2 223
Other income and expenses	(331)	(313)	(514)		(77)	(101)
Operating profit	4 968	5 195	6 897		1 830	2 122
Profit/loss from associates and joint ventures	1 464	714	861		509	238
Interest and financial items, net	(806)	(266)	(413)		(291)	(115)
Profit/loss before taxes	5 626	5 643	7 345		2 048	2 245
Taxes	(1 255)	(1 595)	(2 077)		(430)	(685)
Profit/loss for the period	4 371	4 048	5 268		1 618	1 560
Earnings per share, diluted (NOK)	4.21	3.88	5.04		1.56	1.50
Earnings per share (adj.), diluted (NOK)	4.49	4.15	5.46		1.61	1.58

Group operating revenues rose by 13.8% in the third quarter, primarily driven by positive currency translation effects and organic sales growth for the portfolio companies as a result of price increases. There was also structural growth in the quarter.

In the third quarter, the group saw a 14.2% decline in EBIT (adj.) as a result of lower profit in Hydro Power, mainly due to substantially lower electricity prices, year over year. This was offset to some extent by reported profit improvement in most of the portfolio companies.

The group's "Other income and expenses" amounted to NOK -77 million in the third quarter of 2023. Other income consisted of the recognition of NOK 32 million in income which was chiefly related to reversal of a provision made in connection with the termination of Orkla's ownership of Hamé Foods ZAO in Russia. Other expenses were largely related to the write-down of a brand in Orkla Foods Europe in the Czech Republic, write-downs of closed sales outlets in the German operations of The European Pizza Company, and costs in connection with the relocation of the biscuit factory in Orkla Confectionery & Snacks. See further details for "Other income and expenses" in Note 3.

Profit from associates totalled NOK 509 million in the third quarter. This was a strong year-over-year improvement, mainly driven by a solid quarter for Jotun.

Net financial costs in the third quarter were higher, year over year, primarily due to higher borrowing rates, but also to increased liabilities. The average borrowing rate was 5.4% in the third quarter, compared with 2.6% in the same period of 2022. The average gross debt level excluding lease liabilities was NOK 20.8 billion in the third quarter, compared with NOK 16.5 billion year over year.

Tax in the third quarter of 2023 was lower, year over year. This was due to lower resource rent tax for Hydro Power as a result of lower profit than in the same quarter of 2022.

Third-quarter earnings per share, diluted, amounted to NOK 1.56, a year-over-year improvement of 4%. Adjusted earnings per share, diluted, were NOK 1.61, equivalent to an improvement of 2% from the previous year. See the section on Alternative Performance Measures (APM) on page 30 for more information.

Cash flow – Group

Orkla-format

	1.1.–30.9.		1.1.–31.12.		1.7.–30.9.	
Amounts in NOK million	2023	2022	2022		2023	2022
Cash flow from consolidated Portfolio Companies incl. Headquarters & Business Services						
EBIT (adj.)	4 492	3 773	5 025		1 663	1 446
Depreciation	1 790	1 504	2 096		611	511
Changes in net working capital	(338)	(2 794)	(2 415)		449	(943)
Net replacement investments	(1 934)	(2 081)	(2 773)		(494)	(665)
Cash flow from operations (adj.)	4 010	402	1 933		2 229	349
Cash flow effect from “Other income and expenses” and pensions	(288)	(218)	(421)		(59)	(62)
Cash flow from operations, consolidated Portfolio Companies incl. Headquarters & Business Services	3 722	184	1 512		2 170	287
Cash flow from operations, Financial Investments	1 064	1 982	2 316		519	1 202
Taxes paid	(1 639)	(1 168)	(1 400)		(119)	(167)
Dividends received, financial items and other payments	(340)	88	(63)		(53)	27
Cash flow before capital transactions	2 807	1 086	2 365		2 517	1 349
Dividends paid and purchase/sale of treasury shares	(3 101)	(2 997)	(3 004)		(110)	(13)
Cash flow before expansion	(294)	(1 911)	(639)		2 407	1 336
Expansion investments	(452)	(228)	(447)		(225)	(71)
Sale of companies (enterprise value)	38	132	132		5	100
Purchase of companies (enterprise value)	(922)	(1 157)	(3 099)		(8)	(9)
Net cash flow	(1 630)	(3 164)	(4 053)		2 179	1 356
Currency effects of net interest-bearing liabilities	(1 122)	(578)	(377)		659	(260)
Change in net interest-bearing liabilities	(2 752)	(3 742)	(4 430)		2 838	1 096
Net interest-bearing liabilities	19 940	16 500	17 188			

The comments below relate to the Orkla-format statement of cash flows and refers to the period from 1 January to 30 September 2023. Reference is made to page 22 for the consolidated statement of cash flows IFRS and reconciliation of cash flows statements.

At group level, the bottom line of the Orkla-format cash flow statement is the change in net interest-bearing liabilities, an important management parameter for the group; see Note 6.

Cash flow from operations from consolidated portfolio companies including Orkla Headquarters and Business Service companies was NOK 3.5 billion higher in 2023 than in 2022. The improvement was primarily due to improved working capital performance. Increased focus on working capital in the portfolio companies at the start of the year has generated positive results, especially in the third quarter.

The largest project under “Net replacement investments” was the construction of a new biscuit factory in Latvia. Net replacement investments also included several other factory and warehouse projects, ERP projects and new concluded long-term leases.

In Financial Investments, cash flow from operations as at 30 September 2023 was lower than in 2022 due to a decline in profit for Hydro Power, mainly as a result of lower electricity prices and the windfall tax imposed in September 2022.

Taxes paid were higher at the end of the third quarter, year over year, mainly due to higher taxes for Hydro Power on profit in 2022 (which are paid in arrears the following year).

Dividends received were higher than last year as a result of higher dividends from Jotun. Financial items decreased, year over year, due to higher interest rates and increased liabilities.

Expansion investments were higher, year over year. Investments have been made in increased production and warehouse capacity, mainly in Orkla Foods Europe, Orkla Food Ingredients and Orkla Health.

Purchases of companies totalled NOK -922 million at the end of the third quarter and chiefly consisted of the purchase of 100% of the shares in Bubs Godis AB in Sweden, as well as 100% of the shares in Khell-Food Kft. in Hungary.

Net cash flow for the group was NOK -1,630 million. Negative currency translation effects due to the weaker Norwegian krone increased net interest-bearing liabilities by NOK 1,122 million. At the end of the third quarter of 2023, net interest-bearing liabilities excluding lease liabilities amounted to NOK 17,825 million. Including lease liabilities under IFRS 16, net interest-bearing liabilities totalled NOK 19,940 million.

The equity ratio as at 30 September 2023 was 53.2%, compared with 53.5% as at 31 December 2022. The average time to maturity of interest-bearing liabilities and unutilised credit facilities is 3.0 years. Orkla’s financial position is robust, with cash reserves and credit lines that exceed known future capital needs.

Portfolio Companies

Alternative Performance Measures (APM) and relevant comparative figures are presented on the last pages of this report.

Orkla Foods Europe

	1.1.-30.9.		1.1.-31.12.	1.7.-30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Operating revenues	14 815	12 897	17 820	4 825	4 340
Contribution ratio	37.8%	38.5%	38.3%	38.4%	39.0%
EBIT (adj.)	1 624	1 400	1 973	580	526
EBIT (adj.) margin	11.0%	10.9%	11.1%	12.0%	12.1%
EBIT	1 530	1 324	1 874	563	566
Organic growth operating revenues	7.2%	7.2%	7.2%	4.4%	4.2%
- relating to price	13.9%	8.6%	10.0%	9.9%	13.6%
- relating to volume/mix	-6.6%	-1.4%	-2.8%	-5.4%	-9.4%
Underlying EBIT (adj.) growth	9.5%	-8.0%	-9.5%	5.3%	-15.5%
Underlying EBIT (adj.) margin change	0.2%-p	-1.8%-p	-2.0%-p	0.1%-p	-2.8%-p
ROCE (R12M)	12.1%	12.5%	11.7%		

- Broad-based organic sales growth in the third quarter, driven by higher prices
- Continued weak volume performance in the grocery sector across markets
- Profit growth in the quarter was driven by price increases and positive currency translation effects

Orkla Foods Europe saw an 11.2% increase in third-quarter sales, while organic growth was 4.4%. There was broad-based, price-driven growth in sales to the grocery channel, accompanied however by weak volume performance across markets. The volume decline must be seen in conjunction with reduced buying power, higher prices to consumers and

related changes in consumer buying patterns. Sales to the Out-of-Home sector, convenience stores, petrol stations and export markets showed a positive trend. Market share performance in the grocery sector was weak in some markets, including Sweden and Denmark. This can largely be linked to changes in buying patterns with consumers shopping more in low-price stores and at discounted prices than before.

There was 10.2% growth in third-quarter EBIT (adj.), boosted by currency translation effects. Underlying growth was 5.3% and was positively affected by implemented price increases. High raw material and packaging costs are still a challenge. Meat, sugar, tomato paste and rice are examples of raw materials for which prices have soared, and many raw material categories are also exposed to climate-related factors, which put pressure on prices. In addition, prices of glass and metal, which are major packaging categories in Orkla Foods Europe, have increased. Currency exchange rates are putting additional pressure on purchasing costs in Norway and Sweden. The market prices of several key raw materials stabilised somewhat from the second to the third quarter, but are still high. A recall of ketchup across several markets had a negative impact of around NOK 25 million on third-quarter profit.

The EBIT (adj.) margin was 12.0% in the third quarter, down 0.1 percentage point year over year.

To counter the challenges posed by higher costs and weaker volumes, cost and efficiency improvement programmes have been implemented. At the end of 2022, the organisation in the Czech Republic was extensively restructured and streamlined, a process that has made a positive contribution year to date. Moreover, steps have been taken to reduce category and product complexity. This also includes the simplification of production structure, whereby one factory has been closed, one is to be sold and an additional two are currently being assessed. Major reorganisation projects have also been initiated in Norway and Sweden which have had positive cost effects as from the third quarter.

Orkla Food Ingredients

	1.1.–30.9.		1.1.–31.12.		1.7.–30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022	
Operating revenues	13 907	10 527	14 682	4 654	3 744	
Contribution ratio	28.1%	29.2%	28.8%	28.3%	28.8%	
EBIT (adj.)	906	655	853	320	252	
EBIT (adj.) margin	6.5%	6.2%	5.8%	6.9%	6.7%	
EBIT	868	631	765	318	240	
Organic growth operating revenues	11.7%	21.3%	20.5%	4.2%	20.9%	
- relating to price	11.6%	16.0%	16.6%	5.3%	20.6%	
- relating to volume/mix	0.1%	5.3%	3.9%	-1.1%	0.3%	
Underlying EBIT (adj.) growth	5.9%	30.0%	27.7%	-3.1%	24.7%	
Underlying EBIT (adj.) margin change	-0.3%-p	0.4%-p	0.3%-p	-0.5%-p	0.2%-p	
ROCE (R12M)	10.7%	10.9%	10.6%			

- EBIT (adj.) growth from acquisitions and positive currency translation effects
- Continued price-driven organic growth
- Negative volume performance in third quarter, and short-term uncertainty due to expected decrease in consumer buying power

Orkla Food Ingredients saw a 24.3% increase in third-quarter operating revenues, of which 4.2% was organic growth. There were still positive price effects, but growth was lower than in earlier quarters of this year. This was due to more limited price increases in 2023 than in 2022 due to the stabilisation of raw material prices.

Volumes declined by 1.1% in the third quarter, chiefly in the bakery and ice cream segments. The ice cream segment saw a weak season due to inclement weather in large parts of Europe in July and August. The bakery segment was affected by lower consumer buying power and a shift to low-price products in some markets which has a negative mix effect. Although there was still good growth in the plant-based drink and margarine segments, the margarine segment in particular will face strong comparables in the fourth quarter.

EBIT (adj.) improved by 26.9% in the third quarter, boosted by currency translation effects and the acquisition of Denali. There is still good profit growth in many of our companies, as well as growth for both the bakery and plant-based segments. The underlying decline is due to the effect of a weak season for the ice cream segment, for which July and August are important peak months. Profit is also impacted by increased purchasing costs due to the weaker Norwegian krone and Swedish krona and by increased operating costs. Input factor costs were higher, year over year, but the market prices of many important raw materials, such as vegetable oils and dairy products, have been reduced in the past few months. However, the situation varies significantly from one category to another, and the prices of key raw materials such as sugar and cocoa are still high.

The EBIT (adj.) margin was 6.9% in the third quarter, equivalent to reported growth of 0.2 percentage points year over year. There were positive effects from acquisitions, partly counteracted by an underlying decline due to the negative mix effects of a shift in sales channels and product mix, and higher costs.

Orkla Confectionery & Snacks

	1.1.-30.9.		1.1.-31.12.	1.7.-30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Operating revenues	6 261	5 332	7 578	2 169	1 889
Contribution ratio	41.5%	42.5%	41.8%	41.2%	42.9%
EBIT (adj.)	665	644	989	278	286
EBIT (adj.) margin	10.6%	12.1%	13.1%	12.8%	15.1%
EBIT	631	647	936	252	299
Organic growth operating revenues	9.7%	5.1%	5.2%	7.1%	7.5%
- relating to price	13.4%	7.2%	8.2%	10.1%	12.7%
- relating to volume/mix	-3.6%	-2.1%	-3.0%	-3.0%	-5.2%
Underlying EBIT (adj.) growth	-3.2%	-7.2%	-9.2%	-7.3%	5.9%
Underlying EBIT (adj.) margin change	-1.6%-p	-1.6%-p	-2.1%-p	-2.3%-p	-0.2%-p
ROCE (R12M)	10.2%	12.6%	11.7%		

- Start-up of new biscuit factory still challenging
- High organic growth driven by price increases
- Good sales performance for snacks and confectionery categories

Orkla Confectionery & Snacks had sales growth of 14.8% in the third quarter, of which 7.1% was organic growth. Organic volume performance was -3.0%, chiefly because of biscuit delivery challenges. Market share performance in the grocery sector was mixed, but was negatively impacted by the delivery challenges. Bubs Godis AB, which was acquired with accounting effect from 1 February 2023 continues to show extremely good sales growth.

The start-up of the new biscuit factory in Latvia has been more difficult and complex than anticipated and has put a damper on profit performance due to both higher costs and lost sales. It has taken longer than anticipated to reach targeted production volumes. The challenges have been related to specific technological issues, but also to the transfer of expertise to the new factory. Production volume has increased in the past quarter, and the factory is expected to reach the planned production volume in the course of the fourth quarter. However, the volume increase has entailed a cost level that is somewhat higher than targeted. The situation is expected to prevail throughout the fourth quarter and the start of 2024. The goals for the factory relocation, which include cost savings and increased innovation ability, are unchanged. The short-term focus is on stabilising the production level and reducing the cost level. All in all, the biscuit production challenges, including lost sales, are estimated to have had a negative impact on underlying EBIT (adj.) performance of approximately NOK 40 million in the third quarter and approximately NOK 125 million year to date.

In the third quarter, EBIT (adj.) for Orkla Confectionery & Snacks declined by 2.9% year over year. For the operations that have not been affected by the biscuit production challenges, profit growth has been good. Growth was broad-based, but has been driven especially by Bubs Godis AB. Raw material costs gradually levelled off in most purchasing categories, but were still higher than at the same time last year. For some raw materials, such as sugar and cocoa, prices have risen. The weaker Norwegian krone and Swedish krona also impacted negatively on the overall cost level, year over year, for the businesses in Norway and Sweden. The cost increases have been compensated for by price increases, but still have a dilutive effect on the third-quarter EBIT (adj.) margin, which was 12.8%, a year-over-year decline of 2.3 percentage points.

Orkla Health

	1.1.–30.9.		1.1.–31.12.	1.7.–30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Operating revenues	4 803	4 041	5 375	1 611	1 368
Contribution ratio	57.9%	57.3%	57.2%	56.6%	57.5%
EBIT (adj.)	744	628	736	248	219
EBIT (adj.) margin	15.5%	15.5%	13.7%	15.4%	16.0%
EBIT	744	533	614	246	164
Organic growth operating revenues	6.5%	8.6%	7.1%	6.6%	5.5%
- relating to price	4.1%	2.1%	2.5%	5.0%	3.3%
- relating to volume/mix	2.3%	6.6%	4.6%	1.6%	2.1%
Underlying EBIT (adj.) growth	12.6%	-6.1%	-9.4%	7.3%	-9.9%
Underlying EBIT (adj.) margin change	0.9%-p	-2.0%-p	-2.2%-p	0.1%-p	-2.6%-p
ROCE (R12M)	9.1%	9.2%	8.5%		

- Organic sales growth driven by price increases, and increased sales volumes in several markets
- Implemented price increases offset higher input factor prices and general inflation
- EBIT (adj.) growth due to sales growth, somewhat counteracted by higher costs and advertising spend

Orkla Health had sales growth of 17.7% in the third quarter, of which 6.6% was organic growth. The reported sales growth was positively impacted by currency translation effects. Organic sales growth was driven by implemented price increases and volume growth in the health and wound care category, and strong, broad-based subscription growth in NutraQ for the Oslo Skin Lab and VitaePro concepts.

Market share performance was mixed in the third quarter. The Vitamins, Minerals and Supplements (VMS) category delivered a weak negative performance in the grocery channel in Norway and Denmark, where Orkla Health are losing market shares to private label.

Reported EBIT (adj.) improved by 13.1% in the third quarter, with underlying growth of 7.3% driven by turnover growth. The EBIT (adj.) margin was 15.4% in the third quarter, compared with 16.0% year over year. The decline was due to negative mix effects.

Orkla India

	1.1.–30.9.		1.1.–31.12.		1.7.–30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022	
Operating revenues	2 163	1 877	2 542	773	689	
Contribution ratio	35.7%	34.0%	34.0%	37.7%	35.1%	
EBIT (adj.)	293	230	303	126	93	
EBIT (adj.) margin	13.5%	12.3%	11.9%	16.2%	13.5%	
EBIT	288	224	294	124	91	
Organic growth operating revenues	12.0%	17.3%	15.5%	12.1%	20.1%	
- relating to price	12.4%	11.0%	13.1%	8.6%	14.4%	
- relating to volume/mix	-0.4%	6.3%	2.4%	3.5%	5.7%	
Underlying EBIT (adj.) growth	22.8%	28.2%	21.1%	33.2%	33.8%	
Underlying EBIT (adj.) margin change	1.2%-p	1.2%-p	0.6%-p	2.6%-p	1.4%-p	
ROCE (R12M)	13.1%	11.3%	11.5%			

- Good organic sales growth, driven by both price increases and volume
- Good overall growth in the core categories spices and masalas
- Strong profit performance due to price increases, partly offset by higher costs

Orkla India increased turnover by 12.2% in the third quarter, of which 12.1% was organic growth driven by both price increases and improved volume. Growth was broad-based across core categories, and was related to both home markets and international business.

Underlying EBIT (adj.) grew by 33.2%, driven by margin growth and price increases, to some extent offset by higher costs. Raw material costs were stable in the third quarter.

Profit was boosted by an Indian government grant of NOK 6.5 million. The grant is related to a six-year incentive programme targeting food manufacturers and covers the 2021-2022 financial year. Orkla India has changed the principle it applies for grant accounting and in the fourth quarter will account for grants for the 2022-2023 financial year totalling over NOK 20 million in accordance with local accounting principles.

The EBIT (adj.) margin was 16.2% in the third quarter, equivalent to underlying growth of 2.6 percentage points. This was primarily due to a higher contribution margin.

Effective 1 September 2023, a merger was implemented between MTR and Eastern. Following the merger, the minority stake in Orkla India is 9.99%.

Orkla Home & Personal Care

	1.1.-30.9.		1.1.-31.12.	1.7.-30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Operating revenues	1 835	1 628	2 190	648	550
Contribution ratio	39.7%	39.0%	38.5%	39.0%	36.5%
EBIT (adj.)	188	133	152	80	33
EBIT (adj.) margin	10.2%	8.2%	6.9%	12.4%	5.5%
EBIT	178	131	149	79	31
Organic growth operating revenues	7.8%	2.0%	2.8%	11.4%	-1.1%
- relating to price	8.4%	2.3%	2.3%	6.9%	2.2%
- relating to volume/mix	-0.5%	-0.3%	0.4%	4.4%	-3.3%
Underlying EBIT (adj.) growth	30.9%	-50.1%	-53.3%	102.7%	-68.5%
Underlying EBIT (adj.) margin change	1.8%-p	-8.1%-p	-8.1%-p	5.5%-p	-12.6%-p
ROCE (R12M)	13.8%	14.2%	11.5%		

- Strong turnover growth in Norway due to both prices and volumes
- Increased EBIT (adj.) driven by turnover growth and cost improvements against weak comparables last year

Orkla Home & Personal Care increased its third-quarter operating revenues by 17.9%, of which 11.4% was organic growth. Turnover growth, especially in Norway, was due to both price increases and volume improvement.

The contribution margin in the period was higher, year over year, impacted positively by price increases, offset by increased purchasing costs mainly driven by the weaker Norwegian krone. The majority of input factor purchases are transacted with exposure to euro, whereby the weakening of the Norwegian krone against the euro had a negative impact. The improvement of the contribution margin was partly related to high freight costs and non-recurring effects last year.

Cost improvement measures implemented in the second quarter for sales and administrative functions made a positive contribution in the third quarter.

EBIT (adj.) rose by NOK 47 million, driven by increased turnover.

Orkla Home & Personal Care initiated a reorganisation of its Swedish business at the end of the third quarter to adapt the organisation to Orkla’s new operating model.

The decrease in return on capital employed is due to technicalities, as historical figures have not been completely restated to reflect structural changes. Consequently, last year’s figures are not directly comparable with this year’s figures.

The European Pizza Company

	1.1.–30.9.		1.1.–31.12.	1.7–30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Operating revenues	2 202	1 646	2 267	752	590
Contribution ratio	41.6%	38.2%	38.8%	41.9%	37.6%
EBIT (adj.)	194	170	222	78	62
EBIT (adj.) margin	8.8%	10.3%	9.8%	10.5%	10.4%
EBIT	170	170	215	55	62
Organic growth operating revenues	10.6%	10.2%	11.3%	5.4%	10.8%
Underlying EBIT (adj.) growth	-10.1%	3.2%	-0.8%	1.8%	-3.6%
Underlying EBIT (adj.) margin change	-1.9%-p	-1.1%-p	-1.5%-p	-0.3%-p	-1.6%-p
ROCE (R12M)	6.4%	6.8%	6.5%		

- Organic growth driven by higher consumer sales¹ and price increases
- The restructuring process in Germany has entailed further closures of sales outlets
- Solid EBIT (adj.) improvement for the company except in Germany

The European Pizza Company saw an increase of 27.5% in third-quarter operating revenues, of which 5.4% was organic growth. This was mainly driven by increased consumer sales, as well as price increases to compensate for higher raw material costs for pizza dough and ingredients.

The European Pizza Company had total consumer sales of EUR 111 million, with 22.2% reported growth in the third quarter, while underlying consumer sales rose by 2.2%. In its markets outside Germany, it had solid underlying growth of 7.2% in sales to consumers.

As at 30 September 2023, there were a total of 823 sales outlets after the closure of 23 sales outlets in Germany in the quarter.

EBIT (adj.) rose by 27.9% in the third quarter, driven by currency translation effects and structural growth, while underlying EBIT (adj.) increased by 1.8%.

The strategy of acquiring and converting pizza chains in Germany has proved to be more challenging than anticipated. This is due to a combination of a weaker than expected franchise network, low brand awareness and generally challenging macro conditions. A restructuring process was initiated in Germany in the second quarter, in which several underperforming sales outlets were closed to ensure a robust platform and more streamlined organisation in future. Reported EBIT was negatively impacted by NOK 34 million in write-downs of activated conversion costs related to closed sales outlets in Germany.

1 Consumer sales = total retail turnover (excl. mva) of all stores in local currency

Orkla House Care

	1.1.-30.9.		1.1.-31.12.	1.7.-30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Operating revenues	1 257	1 142	1 424	405	371
Contribution ratio	44.7%	43.2%	43.1%	44.2%	42.1%
EBIT (adj.)	146	132	102	40	41
EBIT (adj.) margin	11.6%	11.6%	7.2%	9.9%	11.1%
EBIT	144	67	32	40	-23
Organic growth operating revenues	2.6%	-13.3%	-11.2%	1.0%	-6.0%
- relating to price	6.0%	6.1%	6.7%	6.2%	7.3%
- relating to volume/mix	-3.4%	-19.4%	-17.9%	-5.1%	-13.3%
Underlying EBIT (adj.) growth	3.1%	-42.0%	-58.8%	-10.7%	-21.0%
Underlying EBIT (adj.) margin change	0.0%-p	-5.9%-p	-8.5%-p	-1.3%-p	-2.2%-p
ROCE (R12M)	7.5%	10.3%	6.9%		

Orkla House Care increased its operating revenues by 9.2% in the third quarter, of which 1.0% was organic growth, driven by markets outside the Nordic region. There was an improvement in the contribution margin, driven by previously implemented price increases. The contribution ratio also increased, mainly due to positive mix effects and implemented price increases. The action plan for improving profitability in the UK has yielded results in the form of improved sales and lower costs. EBIT (adj.) was slightly negative compared with the same period of last year, as the increase in contribution margin was offset by higher costs related to the implementation of a new ERP system and non-recurring reorganisation costs.

Health and Sports Nutrition Group

	1.1.-30.9.		1.1.-31.12.	1.7.-30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Operating revenues	946	823	1 100	289	267
Contribution ratio	29.3%	28.4%	28.4%	29.6%	28.0%
EBIT (adj.)	29	5	9	9	6
EBIT (adj.) margin	3.1%	0.6%	0.8%	3.1%	2.1%
EBIT	20	4	8	4	5
Organic growth operating revenues	13.5%	8.9%	9.3%	12.6%	10.0%
Underlying EBIT (adj.) growth	1028.2%	-82.3%	-67.1%	128.2%	7.2%
Underlying EBIT (adj.) margin change	2.8%-p	-2.7%-p	-1.9%-p	1.6%-p	-0.1%-p
ROCE (R12M)	6.3%	1.8%	1.9%		

Health and Sports Nutrition Group (HSNG) posted reported turnover growth of 8.6% in the third quarter, of which 12.6% was organic turnover growth. There was growth in both the consumer and enterprise segments. The contribution ratio improved by 1.6 percentage points in the quarter, from a low level in the third quarter of 2022. The improvement was driven in part by increased product margins from more stable cost levels compared with the same period of last year. Variable costs related to freight and fulfilment costs improved in the quarter despite the ongoing process of relocation to, and automatisation of, a new distribution centre. The EBIT (adj.) margin was 3.1%, equivalent to year-over-year growth of 1.0 percentage point. The return on capital employed increased compared with last year, driven by stronger R12M EBIT (adj.) and working capital improvement.

Pierre Robert Group

	1.1.-30.9.		1.1.-31.12.	1.7.-30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Operating revenues	412	372	564	134	128
Contribution ratio	45.0%	45.9%	42.8%	42.3%	39.3%
EBIT (adj.)	15	10	22	6	2
EBIT (adj.) margin	3.5%	2.7%	3.9%	4.0%	1.7%
EBIT	11	10	21	4	2
Organic growth operating revenues	7.6%	3.3%	7.7%	1.0%	2.7%
- relating to price	7.6%	3.1%	3.1%	7.9%	5.3%
- relating to volume/mix	0.0%	0.2%	4.7%	-7.0%	-2.6%
Underlying EBIT (adj.) growth	36.9%	-48.8%	-18.2%	91.2%	-67.4%
Underlying EBIT (adj.) margin change	0.7%-p	-2.8%-p	-1.2%-p	1.6%-p	-4.0%-p
ROCE (R12M)	3.9%	3.1%	3.8%		

Pierre Robert Group reported sales growth of 4.8%, of which 1.0% was organic turnover growth in the quarter. Growth was driven by price increases and was offset by a decline in volume and product mix. The contribution ratio was positively impacted by price increases that compensated for higher input factor costs and negative currency effects. There was underlying EBIT (adj.) growth of 91.2% in the third quarter, chiefly explained by price increases, but also by weak comparables. High inventory levels were largely caused by the imbalance in the global transport market in 2021 and 2022, and inventory levels have been substantially reduced in the past few months.

Lilleborg

	1.1.-30.9.		1.1.-31.12.	1.7.-30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Operating revenues	419	368	497	131	116
Contribution ratio	40.8%	49.2%	48.3%	40.0%	47.8%
EBIT (adj.)	32	43	55	7	10
EBIT (adj.) margin	7.6%	11.7%	11.1%	5.1%	8.8%
EBIT	32	43	55	7	10
Organic growth operating revenues	13.7%	-4.3%	-1.8%	12.6%	-15.6%
- relating to price	10.8%	4.4%	6.0%	8.5%	7.7%
- relating to volume/mix	2.9%	-8.7%	-7.8%	4.1%	-23.3%
Underlying EBIT (adj.) growth	-25.8%	-18.3%	-17.8%	-35.3%	-41.8%
Underlying EBIT (adj.) margin change	-4.1%-p	-2.0%-p	-2.2%-p	-3.8%-p	-4.0%-p
ROCE (R12M)	72.3%	177.4%	129.2%		

Lilleborg had organic turnover growth of 12.6% in the third quarter. A total of 4.1 percentage points of the increase was driven by volume growth, while the remaining 8.5 percentage points were linked to price increases as a result of the significant increase in purchasing costs during the second half of 2022 and the first part of 2023. The underlying EBIT (adj.) margin in the third quarter was 3.8 percentage points lower, year over year. The primary explanation for the decline was a weaker Norwegian krone and accrual effects that impacted negatively on the quarter. Even though the EBIT (adj.) margin was low in relation to 2022, performance improved during the quarter.

Jotun (100% basis)¹

The strong sales momentum continued in the third quarter, driven by underlying volume growth, higher average selling prices and positive mix effects. All segments contributed to the growth.

Strong top-line growth, increased gross margin and good cost control resulted in higher operating profit. EBITA grew by 50% in the third quarter.

Jotun expects continued sales growth for the rest of the year. However, growth rates are expected to decrease due to strong comparables in the fourth quarter of last year. Raw material prices have stabilised after falling since the second half of 2022. Lower raw material prices will continue to result in margin improvements in the fourth quarter, year over year, but this will be offset in part by inflation in other operating costs in several markets.

Overall, the outlook remains positive, but there are still significant uncertain factors going forward, including inflation and rising interest rates, higher currency volatility and increased geopolitical tension. Despite these uncertainties, Jotun is well positioned to achieve continued profitable growth due to the company's broad industrial and international footprint. Jotun maintains its long-term strategy and investment plans.

1 Orkla has an equity interest of 42.7% in Jotun which is recognised in Orkla's consolidated financial statements using the equity method

Financial Investments

Hydro Power

	1.1.-30.9.		1.1.-31.12.		1.7.-30.9.	
	2023	2022	2022	2023	2022	2022
Volume NO1 (GWh)	446	305	442	179	117	
Volume NO2 (GWh)	1 315	1 298	1 795	483	397	
Price* NO1 (øre/kWh)	75.0	200.8	193.9	19.3	289.9	
Price* NO2 (øre/kWh)	93.5	225.6	212.8	66.4	352.0	
EBIT (adj.) (NOK million)	690	1 697	2 328	153	773	

*Source: Nord Pool (average spot area prices for the eastern Norway (NO1) and southern and southwest Norway (NO2).)

EBIT (adj.) amounted to NOK 153 million for Hydro Power in the third quarter, equivalent to a year-over-year decline of 80%. The profit decline was mainly due to significantly lower power prices.

Power prices varied considerably, falling towards the end of the quarter. The market was characterised by substantial differences between price zones, especially between NO1 and NO2. Eastern Norway (NO1) experienced protracted flooding with high, unregulated hydro-power production and capacity limitations between price zones. As a result, power prices were very low in the quarter. In southern and southwest Norway (NO2), the spot price level was considerably affected by continental prices due to extensive interconnector capacity and better ability to regulate water flow.

In the third quarter of 2023, the power price in NO1 (eastern Norway) was 19.3 øre/kWh, compared with 289.9 øre/kWh in the third quarter of 2022. The power price in NO2 (southern and southwestern Norway) was 66,4 øre/kWh in the third quarter of 2023, compared with 352.0 øre/kWh in the same period of 2022. Power production was higher, year over year, due to flood water flows in eastern Norway for large parts of the quarter. In western Norway, too, heavier than normal precipitation contributed to higher year-over-year production. Overall production in the quarter totalled 662 GWh (514 GWh).

Third-quarter operating costs were higher, year over year. This was mainly due to scheduled maintenance projects and the effects of the windfall tax (NOK 4 million). At quarter end, reservoir levels in Sauda were higher than normal. Overall, reservoir levels in the catchment area of the Glomma and Laagen rivers were at 119% of the normal level.

In the state budget for 2024, the government has proposed removing the windfall tax on hydropower with effect from 1 October 2023.

Orkla Real Estate

EBIT (adj.) amounted to NOK 91 million in the third quarter, compared with NOK 4 million in the same period last year. Development of the current real estate portfolio was the main activity in the period. The sale of 28 apartments in Sandakerveien 56 in Oslo made a positive contribution to profit.

Oslo, 25 October 2023
The Board of Directors of Orkla ASA

(This translation from Norwegian of Orkla's third quarter report of 2023 has been made for information purposes only.)

Condensed income statement

Amounts in NOK million	Note	1.1.–30.9.		1.1.–31.12.	1.7.–30.9.	
		2023	2022	2022	2023	2022
Operating revenues	2	50 058	42 314	58 391	16 783	14 752
Operating expenses		(42 851)	(35 182)	(48 723)	(14 225)	(11 978)
Depreciation		(1 908)	(1 624)	(2 257)	(651)	(551)
EBIT (adj.)	2	5 299	5 508	7 411	1 907	2 223
Other income and expenses	3	(331)	(313)	(514)	(77)	(101)
Operating profit (EBIT)		4 968	5 195	6 897	1 830	2 122
Profit/loss from associates and joint ventures		1 464	714	861	509	238
Interest, net	7	(705)	(226)	(353)	(261)	(99)
Other financial items, net	7	(101)	(40)	(60)	(30)	(16)
Profit/loss before taxes		5 626	5 643	7 345	2 048	2 245
Taxes		(1 255)	(1 595)	(2 077)	(430)	(685)
Profit/loss for the period		4 371	4 048	5 268	1 618	1 560
Profit/loss attributable to non-controlling interests		172	185	249	67	56
Profit/loss attributable to owners of the parent		4 199	3 863	5 019	1 551	1 504

Earnings per share

Amounts in NOK	1.1.–30.9.		1.1.–31.12.	1.7.–30.9.	
	2023	2022	2022	2023	2022
Earnings per share	4.21	3.88	5.04	1.56	1.50
Earnings per share, diluted	4.21	3.88	5.04	1.56	1.50
Earnings per share (adj.)	4.49	4.15	5.46	1.61	1.58
Earnings per share (adj.), diluted	4.49	4.15	5.46	1.61	1.58

Condensed statement of comprehensive income

Amounts in NOK million	Note	1.1.–30.9.		1.1.–31.12.	1.7.–30.9.	
		2023	2022	2022	2023	2022
Profit/loss for the period		4 371	4 048	5 268	1 618	1 560
Other items in comprehensive income						
Actuarial gains and losses pensions	3	-	354	1	-	
Changes in fair value shares		(31)	(53)	(17)	-	(3)
Items not to be reclassified to profit/loss in subsequent periods		(28)	(53)	337	1	(3)
Change in hedging reserve	4	(3)	110	41	8	62
Carried against equity in associates and joint ventures	4	317	576	272	(52)	257
Translation effects	4	1 312	1 017	580	(848)	455
Items after tax to be reclassified to profit/loss in subsequent periods		1 626	1 703	893	(892)	774
The group's comprehensive income		5 969	5 698	6 498	727	2 331
Comprehensive income attributable to non-controlling interests		269	255	262		
Comprehensive income attributable to owners of the parent		5 700	5 443	6 236		

Condensed statement of financial position

Assets

Amounts in NOK million	Note	30.9.2023	31.12.2022
Intangible assets		35 604	33 710
Property, plant and equipment		20 648	19 138
Associates, joint ventures and other financial assets	6	8 292	6 857
Non-current assets		64 544	59 705
Inventories		10 530	10 359
Trade receivables		8 984	7 709
Other receivables and financial assets	6	1 264	1 396
Cash and cash equivalents	6	1 054	1 502
Current assets		21 832	20 966
Total assets		86 376	80 671

Equity and liabilities

Amounts in NOK million	Note	30.9.2023	31.12.2022
Paid-in equity		1 969	1 968
Retained equity		42 516	39 718
Non-controlling interests		1 499	1 470
Equity		45 984	43 156
Provisions and other non-current liabilities		5 190	4 886
Non-current interest-bearing liabilities	6	15 765	14 975
Current interest-bearing liabilities	6	5 722	4 127
Trade payables		8 403	8 134
Other current liabilities		5 312	5 393
Equity and liabilities		86 376	80 671
Equity ratio		53.2%	53.5%

Condensed statement of changes in equity

Amounts in NOK million	1.1.–30.9.2023			1.1.–30.9.2022		
	Attributed to equity holders of the parent	Non-controlling interests	Total equity	Attributed to equity holders of the parent	Non-controlling interest	Total equity
Equity 1 January	41 686	1 470	43 156	38 441	910	39 351
The group's comprehensive income	5 700	269	5 969	5 443	255	5 698
Dividends	(2 991)	(147)	(3 138)	(2 989)	(51)	(3 040)
Net purchase/sale of treasury shares	37	-	37	43	-	43
Share-based payment	33	-	33	23	-	23
Change in non-controlling interests	20	(93)	(73)	(79)	8	(71)
Equity 30 September	44 485	1 499	45 984	40 882	1 122	42 004

Condensed statement of cash flow IFRS

	1.1.-30.9.		1.1.-31.12.	1.7.-30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Cash flow from operations before capital expenditure	6 755	4 266	6 706	3 176	2 161
Received dividends and paid financial items	(336)	79	(76)	(91)	66
Taxes paid	(1 639)	(1 168)	(1 400)	(119)	(167)
Cash flow from operating activities	4 780	3 177	5 230	2 966	2 060
Net capital expenditure	(2 004)	(2 063)	(2 777)	(578)	(637)
Net sale (purchase) of companies	(749)	(866)	(2 793)	(3)	91
Other payments	(4)	9	13	38	(39)
Cash flow from investing activities	(2 757)	(2 920)	(5 557)	(543)	(585)
Paid to shareholders	(3 101)	(2 997)	(3 004)	(110)	(13)
Cash flow from financing activities excl. paid to shareholders	519	2 673	3 663	(2 299)	(1 525)
Cash flow from financing activities	(2 582)	(324)	659	(2 409)	(1 538)
Currency effects cash and cash equivalents	111	15	43	(84)	0
Change in cash and cash equivalents	(448)	(52)	375	(70)	(63)
Cash and cash equivalents	1 054	1 075	1 502		

Reconciliation operating activities IFRS cash flow against cash flow Orkla-format; see page 7

	1.1.-30.9.		1.1.-31.12.	1.7.-30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Cash flow from operating activities IFRS cash flow	4 780	3 177	5 230	2 966	2 060
<i>Items not incl. in operating activities:</i>					
Net replacement expenditures consolidated Portfolio Companies incl. HQ & Business Services	(1 934)	(2 081)	(2 773)	(494)	(665)
Net replacement expenditures Financial Investments	(35)	(19)	(105)	7	(7)
Other payments	(4)	9	13	38	(39)
Cash flow before capital transactions in cash flow Orkla-format	2 807	1 086	2 365	2 517	1 349

Reconciliation cash and cash equivalents against net interest-bearing liabilities in Orkla-format; see page 7

	1.1.-30.9.		1.1.-31.12.	1.7.-30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Change cash and cash equivalents IFRS cash flow	(448)	(52)	375	(70)	(63)
Change net interest-bearing liabilities IFRS cash flow	(519)	(2 673)	(3 663)	2 299	1 525
Net interest-bearing liabilities in purchased/sold companies	(135)	(159)	(174)	0	0
Interest-bearing liabilities new leases	(417)	(265)	(548)	(134)	(106)
Total currency effect net interest-bearing liabilities	(1 122)	(578)	(377)	659	(260)
Currency effect cash and cash equivalents	(111)	(15)	(43)	84	0
Change net interest-bearing liabilities Orkla-format	(2 752)	(3 742)	(4 430)	2 838	1 096

Note 1 General information

Orkla ASA's condensed consolidated financial statements as at 30 September 2023 were approved at the Board of Directors' meeting on 25 October 2023. The figures in the statements have not been audited. Orkla ASA (organisation no. NO 910 747 711) is a public limited liability company and its offices are located at Skøyen in Oslo, Norway. Orkla shares are traded on the Oslo Stock Exchange. This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. The same accounting policies and methods of calculation have been applied as in the last annual financial statements.

On 1 March 2023, Orkla was transformed into an industrial investment company with a brands and consumer-oriented scope. The new operating model has been implemented in internal and external reporting as from the second quarter of 2023. Orkla reports on the basis of its new structure comprising 12 portfolio companies, in addition to Financial Investments and Orkla Headquarters including business service companies. As from the second quarter, more key figures have been provided for the portfolio companies than before. All key figures are described and reconciled in the section on Alternative Performance Measures at the end of this report.

The group has acquired new businesses. Acquisitions are presented in Note 5.

Note 2 Segments

Amounts in NOK million	Operating revenues					EBIT (adj.)				
	1.1.–30.9.		1.1.–31.12.	1.7.–30.9.		1.1.–30.9.		1.1.–31.12.	1.7.–30.9.	
	2023	2022	2022	2023	2022	2023	2022	2022	2023	2022
Orkla Foods Europe	14 815	12 897	17 820	4 825	4 340	1 624	1 400	1 973	580	526
Orkla Food Ingredients	13 907	10 527	14 682	4 654	3 744	906	655	853	320	252
Orkla Confectionery & Snacks	6 261	5 332	7 578	2 169	1 889	665	644	989	278	286
Orkla Health	4 803	4 041	5 375	1 611	1 368	744	628	736	248	219
Orkla India	2 163	1 877	2 542	773	689	293	230	303	126	93
Orkla Home & Personal Care	1 835	1 628	2 190	648	550	188	133	152	80	33
The European Pizza Company	2 202	1 646	2 267	752	590	194	170	222	78	62
Orkla House Care	1 257	1 142	1 424	405	371	146	132	102	40	41
Health and Sports Nutrition Group	946	823	1 100	289	267	29	5	9	9	6
Pierre Robert Group	412	372	564	134	128	15	10	22	6	2
Lilleborg	419	368	497	131	116	32	43	55	7	10
Eliminations consolidated Portfolio Companies	(523)	(451)	(637)	(171)	(165)			-		
Consolidated Portfolio Companies	48 497	40 202	55 402	16 220	13 887	4 836	4 050	5 416	1 772	1 530
Headquarters & Business Services/Eliminations	6	24	20	2	10	(344)	(277)	(391)	(109)	(84)
Consolidated Portfolio Companies incl. Headquarters & Business Services	48 503	40 226	55 422	16 222	13 897	4 492	3 773	5 025	1 663	1 446
Hydro Power	1 167	1 993	2 744	304	854	690	1 697	2 328	153	773
Orkla Real Estate	511	175	325	303	31	117	38	58	91	4
Financial Investments	1 678	2 168	3 069	607	885	807	1 735	2 386	244	777
Eliminations	(123)	(80)	(100)	(46)	(30)	-	-	-	-	-
Orkla	50 058	42 314	58 391	16 783	14 752	5 299	5 508	7 411	1 907	2 223

Note 3 Other income and expenses

Amounts in NOK million	1.1.-30.9.		1.1.-31.12.	1.7.-30.9.	
	2023	2022	2022	2023	2022
M&A and integration costs	(135)	(92)	(174)	(8)	(35)
Final settlement employment relationships etc.	(89)	(18)	(53)	(6)	(5)
Gain/loss on transactions	53	90	127	34	71
Write-downs	(70)	(137)	(147)	(70)	(116)
Restructuring costs and other items	(90)	(156)	(267)	(27)	(16)
Total other income and expenses	(331)	(313)	(514)	(77)	(101)

Other income

Orkla completed the sale of its shares in the Russian business Hamé Foods ZAO in the third quarter of 2023, resulting in the recognition in income of NOK 32 million. In the first half of March 2022, Orkla decided to end its ownership of its Russian business Hamé Foods ZAO, and in connection with this decision the company was written down to zero. The recognition of income chiefly consists of the reversal of a provision made in connection with the decision to end ownership. See also Note 5.

In the first quarter, an insurance settlement of NOK 17 million related to the recall of NutraQ products in 2021 was taken to income.

Other expenses

In the third quarter of 2023, a brand in Orkla Foods Česko a Slovensko was written down by NOK 36 million. Intangible assets related to the wind-up of pizza restaurants in Germany were also written down by NOK 34 million. See Note 9 for a further description of the write-downs.

Expenses related to the “acquisition and integration” of companies totalled NOK 135 million as at 30 September 2023. A substantial part of these expenses is related to the efforts to seek a long-term partner for Orkla Food Ingredients.

NOK 179 million was expensed in connection with restructuring projects and other projects in the group as at 30 September 2023. The largest restructuring projects were projects carried out in Orkla Foods Česko a Slovensko, Orkla Foods Sverige, Orkla Foods Norge and Orkla Home & Personal Care. Other projects presented as “Other income and expenses” concern costs related to the closure of a biscuits factory in Sweden (Orkla Confectionery & Snacks) and expenses incurred in the project at Orkla Headquarters to establish a new business model with a clearer ownership role at ASA level and with more autonomous portfolio companies in the group. In addition, costs were incurred in Orkla Food Ingredients related to a strategy review in connection with the process of finding a long-term partner for this portfolio company.

Note 4 Statement of comprehensive income

The statement of comprehensive income shows changes in the value of hedging instruments (hedging reserve) after tax. The hedging reserve included in equity as at 30 September 2023 (after tax) totalled NOK -17 million. Accumulated translation differences correspondingly amounted to NOK 3,658 million, while accumulated items recognised in equity in associates and joint ventures amounted to NOK 719 million as at 30 September 2023.

Note 5 **Acquisitions and disposals**

Acquisitions of companies

Orkla Confectionery & Snacks has purchased 100% of the shares in Bubs Godis AB, a Nordic confectionery company. Bubs Godis (“Bubs”) is a fast-growing company with a strong position in confectionery in the Swedish sweets and candy market, in addition to selling to other Nordic countries. Bubs has developed many iconic pick-&-mix favourites sold both in bulk and in bags. Sustainability is a core focus in the company’s operations, and the majority of its portfolio consists of vegan products. The sellers are members of the Lindström family. In addition, CEO Niclas Arnelin has a small ownership interest that is also part of the sale. Bubs has had average annual sales growth of 10% since 2012/2013, and had a turnover of SEK 211 million in 2021/2022 (financial year ending 30 June 2022). Bubs will be operated as a subsidiary of Orkla Confectionery & Snacks Sverige and its present CEO Niclas Arnelin will continue in the company. The purchase price at enterprise value was just under NOK 600 million and assets other than book values in the company consist mainly of goodwill and brands. The company was consolidated into Orkla’s financial statements as of 1 February 2023.

Orkla Foods Europe has purchased 100% of the shares in Khell-Food Kft., the largest producer of ready-made sandwiches and baguettes in the Hungarian market. Khell-Food was established in 1992 and distributes nationwide from a modern production facility outside Budapest. The company has a leading market position, and its products are mainly sold under the brand Khell-Food. The seller is the founder of Khell-Food, Zoltán Kelényi, who will continue as CEO of the company. Khell-Food has experienced 11% annual sales growth from 2017 to 2021, and in 2021 had a turnover of around NOK 85 million. The company was consolidated into Orkla’s financial statements as of 1 March 2023.

Orkla Food Ingredients (OFI) purchased 5% of NIC Nederland in the second quarter and now owns 100% of this company. OFI has also purchased an additional 5% of the Belgian company Hadecoup, in which OFI acquired a 70% interest in 2022. OFI has an obligation to purchase the remaining equity interest of 25% in Hadecoup over the next four years, and this

obligation is reported as a liability in the statement of financial position. Furthermore, OFI has purchased 100% of the company Norstamp AS. The company has operating revenues of around NOK 40 million and was consolidated into Orkla’s financial statements as of 1 May 2023.

In the second quarter, OFI paid the remainder of the purchase price related to the acquisition of the companies Cake Décor in the UK (purchased in 2021) and Werners Gourmetservice in Sweden (purchased in 2018).

Disposals of companies

Orkla sold its shares in the Russian business Hamé Foods ZAO in the third quarter; see Note 3.

As at 30 September 2023, shares mainly related to Orkla’s Venture portfolio had been sold for NOK 33 million.

Other matters

As at 30 September 2023, Orkla had purchased companies for a total of NOK 922 million at enterprise value.

As regards companies acquired in 2022, the purchase price allocations for Healthspan Group (Orkla Health) and Vesterålen Marine Olje (Orkla Health) were finalised as at 30 September 2023. No material changes were made in relation to the preliminary purchase price allocations.

MTR Foods and Eastern Condiments merged with effect from 1 September 2023. This merger was planned already upon acquisition of 67.8% of the shares in Eastern Condiments in 2021. After the merger, the minority share in Orkla India is 9.99%. The accounting effects of the merger have been recognised in the statement of equity.

Note 6 Net interest-bearing liabilities

The various elements of net interest-bearing liabilities are presented in the following table:

Amounts in NOK million	30.9.	31.12.
	2023	2022
Non-current liabilities excl. leases	(14 137)	(13 446)
Current liabilities excl. leases	(5 235)	(3 685)
Non-current receivables (in “Financial Assets”)	399	396
Current receivables (in “Other receivables and financial assets”)	94	16
Cash and cash equivalents	1 054	1 502
Net interest-bearing liabilities excl. leases	(17 825)	(15 217)
Non-current lease liabilities	(1 628)	(1 529)
Current lease liabilities	(487)	(442)
Total net interest-bearing liabilities	(19 940)	(17 188)

Note 7 Interest and other financial items

The various elements of net interest and net other financial items are presented in the following tables:

Amounts in NOK million	1.1.–30.9.		1.1.–31.12.	1.7.–30.9.	
	2023	2022	2022	2023	2022
Net interest costs excl. leases	(664)	(201)	(318)	(246)	(91)
Interest costs leases	(41)	(25)	(35)	(15)	(8)
Interest, net	(705)	(226)	(353)	(261)	(99)

Amounts in NOK million	1.1.–30.9.		1.1.–31.12.	1.7.–30.9.	
	2023	2022	2022	2023	2022
Net foreign currency gain/loss	3	(5)	2	(3)	(2)
Interest on pensions ¹	(51)	(11)	(23)	(16)	(6)
Other financial items	(53)	(24)	(39)	(11)	(8)
Other financial items, net	(101)	(40)	(60)	(30)	(16)

1 Includes hedging of the pension plan for employees with salaries over 12G.

Note 8 **Related parties**

The Orkla group makes annual sales to companies in the Canica system for around NOK 22 million. The Canica system is controlled by Orkla Board Chairman Stein Erik Hagen (largest shareholder in Orkla with 25.003% of issued shares). The sales agreements are based on market terms.

As at 30 September 2023, there were no special transactions between the group and related parties.

Note 9 **Assessments relating to impairment**

In accordance with adopted principles, the group has carried out impairment tests for all intangible assets with an indefinite useful life and for all goodwill prior to the preparation and presentation of the financial statements for the third quarter. A brand in Orkla Foods Česko a Slovensko was written down by NOK 36 million. This is a brand in which no further investment will be made in connection with the restructuring process currently being carried out in Orkla Foods Česko a Slovensko; see Note 3.

Immediately following the acquisition of New York Pizza in 2021, the Germany pizza chains Stückwerk, Flying Pizza and Pizza Planet were purchased. These pizza chains have not delivered a satisfactory performance since their acquisition, and a restructuring has been carried out entailing the closure of unprofitable pizza restaurants. In the third quarter, intangible assets related to the pizza restaurants wound up in Germany were written down by NOK 34 million; see Note 3. Book goodwill related to the German pizza chains will in future be assessed on the basis of the companies’ anticipated performance.

Orkla Confectionery & Snacks Latvija has delivered a weaker performance than anticipated since the company was acquired. The company was also negatively impacted by the corona-virus pandemic. The company’s performance improved from the fourth quarter of 2022 and in 2023. Based on estimated future cash flows, Orkla Confectionery & Snacks Latvija justifies its carrying value, but its performance going forward will be tracked closely in relation to anticipated profit performance.

Note 10 **Treasury shares and options**

Treasury shares

Changes in Orkla’s holding of treasury shares in 2023:

Treasury shares as at 1 January	4 286 980
Employee share purchase programme	(461 141)
Treasury shares as at 30 September	3 825 839

Options

Changes in Orkla’s holding of options outstanding in 2023:

Options outstanding as at 1 January	6 478 811
Allocations	5 200 572
Terminations	(331 891)
Options outstanding as at 30 September	11 347 492

Note 11 Shares and financial assets

Shares and financial assets recognised at fair value:

Amounts in NOK million	Measurement level			Total
	Level 1	Level 2	Level 3	
30 September 2023:				
Assets	-	-	-	-
Investments	-	-	221	221
Derivatives	-	73	-	73
Liabilities				
Derivatives	-	508	-	508
31 December 2022:				
Assets				
Investments	-	-	263	263
Derivatives	-	23	-	23
Liabilities				
Derivatives	-	388	-	388

See also Note 6 for an overview of interest-bearing assets and liabilities.

Note 12 Other matters

On 13 April 2023, the General Meeting of Orkla ASA approved payment of the proposed dividend of NOK 3.00 per share. The dividend was paid out to shareholders on 27 April 2023 and totalled NOK 3.0 billion.

Orkla enters into a partnership with Rhône Capital, which will acquire 40% of Orkla Food Ingredients. See page 4.

There have otherwise been no material events after the statement of financial position date that would have had an impact on the financial statements or the assessments carried out.

Alternative Performance Measures (APM)

Contribution ratio

Contribution margin ratio is calculated by dividing the contribution margin by operating revenues. Operating revenues minus variable operating expenses constitute the contribution margin. Variable operating expenses are reported on the financial statement line “operating expenses” and consist of expenses directly related to sales volume. Variable expenses include costs related to input factors such as raw materials and packaging, and variable production costs such as electricity related to production and variable pay. They also include ingoing and outgoing freight costs directly related to sales volume. Costs related to finished goods purchased for resale are included as part of variable operating expenses. Production costs that are relatively constant over time and do not vary according to production volume are not included in the computation of contribution margin; such costs include warehouse costs, wages of factory administration and management staff, and depreciation of production equipment.

Contribution margin is a key internal financial figure that shows how profitable each portfolio company’s product mix is and hence the company’s ability to cover fixed expenses. Contribution margin is an important financial figure with regard to product innovation and product portfolio optimisation.

A reconciliation of the Orkla group’s contribution margin is presented in the table below.

	1.1.–30.9.		1.1.–31.12.	1.7.–30.9.	
Amounts in NOK million	2023	2022	2022	2023	2022
Total operating revenues	50 058	42 314	58 391	16 783	14 752
Variable operating expenses	(30 430)	(24 751)	(34 384)	(10 236)	(8 533)
Contribution margin	19 628	17 563	24 007	6 547	6 219
Contribution ratio	39.2%	41.5%	41.1%	39.0%	42.2%

Organic growth

Organic growth shows like-for-like turnover growth for the group’s business portfolio and is defined as the group’s reported change in operating revenues adjusted for effects of the purchase and sale of companies, the re-conclusion and loss of distribution agreements of a material nature, and currency effects. Intra-group transfers of companies and changes in distribution agreements between portfolio companies are also taken into account. In calculating organic growth, acquired companies will be excluded 12 months after the transaction date. Sold companies will be excluded pro forma 12 months prior to the transaction date. Currency effects are neutralised by translating this year’s turnover at last year’s exchange rates.

Organic growth is included in segment information and used to identify and analyse the turnover growth in the consolidated portfolio companies. Organic growth provides an important picture of the portfolio companies’ ability to carry out innovation, product development, correct pricing and brand-building.

Segment information for each consolidated portfolio company shows how large a part of organic growth is related to price effects and how large a part is linked to volume/mix effects. Price effects are defined as net changes in prices to customers, i.e. changes in prices of customers adjusted for factors such as discounts, campaigns and price reductions. The price effects are calculated based on the assumption of unchanged volume. Volume/mix effects are calculated as a residual, and are organic growth minus price effects. Volume/mix effects consist of changes in sales volume and/or changes in the product mix sold.

Reconciliation of organic growth with reported growth is shown in a separate table on page 34.

EBIT (adj.)

EBIT (adj.) shows the group’s current operating profit before items that require special explanation, and is defined as reported operating profit or loss before “Other income and

expenses” (OIE). Items included in OIE are disclosed in Note 3. These include M&A costs, restructuring or integration expenses, any major gains on and write-downs of both tangible and intangible assets, and other items that only to a limited degree are reliable measures of the group’s current profitability. EBIT (adj.) margin and growth are derived figures calculated in relation to operating revenues.

EBIT (adj.) is one of the group’s most important financial figures, internally and externally. The figure is used to identify and analyse the group’s profitability from normal operations and operating activities. Adjustment for items in OIE which to a limited degree are reliable measures of the group’s current operating profit or loss increases the comparability of profitability over time.

EBIT (adj.) is presented on a separate line in the group’s income statement and in segment reporting; see Note 2.

Change in underlying EBIT (adj.)

Change in underlying EBIT (adj.) shows like-for-like EBIT (adj.) growth for the group’s business portfolio and is defined as the group’s reported change in EBIT (adj.) adjusted for effects of the purchase and sale of companies and the re-conclusion and loss of distribution agreements of a material nature and currency effects. Account is also taken of intra-group transfers of companies and changes in distribution agreements between portfolio companies. In calculating the change in underlying EBIT (adj.), acquired companies will be included pro forma 12 months prior to the transaction date. Sold companies will be excluded pro forma 12 months prior to the transaction date. Currency effects are neutralised by translating this year’s EBIT (adj.) at last year’s currency exchange rates. Where underlying profit performance is mentioned in the report, reference is made to underlying EBIT (adj.) performance. Underlying EBIT (adj.) margin and change therein are derived figures calculated in relation to operating revenues.

Underlying EBIT (adj.) growth is used for internal management purposes, including for identifying and analysing underlying profitability growth in the existing business portfolio, and provides a picture of the portfolio companies’ ability to improve profitability in their existing operations. The measure is important because it shows the change in profitability on a comparable structure over time.

The reconciliation of change in underlying EBIT (adj.) for the consolidated portfolio companies is shown in separate tables on pages 35 and 36.

Return on Capital Employed (ROCE)

ROCE is calculated by dividing a 12-month rolling EBITA (adj.) by the average capital employed in the consolidated portfolio companies.

EBITA (adj.) consists of EBIT (adj.) plus depreciation and write-downs of intangible assets. In the calculation a 12-month rolling EBITA (adj.) is used. Since depreciation and write-downs of intangible assets are not included in EBITA (adj.), they are also excluded from the capital base. Thus the historical cost of intangible assets is used in capital employed (see next paragraph).

Capital employed represents working capital in the consolidated portfolio companies and consists of:

- Net working capital
 - Net working capital consists of the statement of financial position items “Trade receivables”, “Trade payables” and “Inventories”. It also includes public charges payable and some minor receivables and payables related to operations from “Other receivables and financial assets” and “Other current liabilities”.
- Fixed assets
- Intangible assets at historical cost
 - Consists of the statement of financial position line “Intangible assets” plus accumulated depreciation and write-downs

- Net pension liabilities
 - Pension assets are included in the statement of financial position line “Associates, joint ventures and other financial assets”, while pension liabilities are included in “Provisions and other non-current liabilities”
- Deferred tax on excess value
 - This item is included in deferred tax which is part of the statement of financial position line “Provisions and other non-current liabilities”

Average capital employed is at all times an average of the closing balance for the five last reported quarters.

A reconciliation of rolling EBITA (adj.) and average capital employed, broken down by consolidated portfolio company, is presented from page 37.

ROCE shows the return that the Orkla group receives on the capital that is invested in the various consolidated portfolio companies. This is an important measurement parameter for

Calculation of earnings per share

Amounts in NOK million

	1.1.–30.9.		1.1.–31.12.		1.7.–30.9.	
	2023	2022	2022		2023	2022
Profit/loss attributable to owners of the parent	4 199	3 863	5 019		1 551	1 504
<i>Adjustments earnings per share (adj.):</i>						
Other income and expenses after tax	281	272	427		50	71
Adjusted profit for the period after non-controlling interests	4 480	4 135	5 446		1 601	1 575
Average externally owned shares (1 000 shares)	997 382	996 785	996 876		997 605	997 144
Average externally owned shares, diluted (1 000 shares)	997 413	996 808	996 880		997 784	997 201
Earnings per share (NOK)	4.21	3.88	5.04		1.56	1.50
Earnings per share, diluted (NOK)	4.21	3.88	5.04		1.56	1.50
Earnings per share (adj.) (NOK)	4.49	4.15	5.46		1.61	1.58
Earnings per share (adj.), diluted (NOK)	4.49	4.15	5.46		1.61	1.58

assessing whether the portfolio companies’ return exceeds the group’s weighted average cost of capital (WACC), and for comparing the return on the current portfolio with another alternative return.

Earnings per share (adj.)

Earnings per share (adj.) show earnings per share adjusted for “Other income and expenses” (OIE) after estimated tax. Items included in OIE are specified in Note 3. The effective tax rate for OIE is lower than the group’s tax rate as at 30 September 2023, chiefly due to the fact that expensed M&A costs are not tax-deductible. Non-taxable income increases the tax rate for OIE somewhat. For the third quarter seen in isolation, due to these gains the effective tax rate for OIE is higher than the group tax rate. The effective tax rate for OIE as at 30 September 2023 was 15%(13% as at 30 September 2022) and 35% in the third quarter of 2023 (29% in the third quarter of 2022).

If other items of a special nature occur under the company’s operating profit or loss, adjustments will also be made for these items. No such adjustments were made in 2023 or 2022.

Net replacement and expansion investments

When taking decisions regarding investments, the group distinguishes between replacement and expansion investments. Expansion investments are the part of overall reported investments considered to be investments either in new geographical markets or new categories, or which represent significant increases in capacity. Net replacement investments include new leases and are reduced by the value of sold fixed assets to sales value.

The purpose of this distinction is to show how large a part of the investments (replacement) mainly concerns maintenance of existing operations and how large a part of the investments (expansion) is investments that must be expected to generate increased contributions to profit in future, exceeding expectations of normal operations.

Net replacement and expansion investments are presented in the statement of cash flow on page 7.

Net interest-bearing liabilities

Net interest-bearing liabilities are the sum of the group's interest-bearing liabilities and interest-bearing receivables. Interest-bearing liabilities include bonded loans, bank loans, other loans, lease liabilities and interest-bearing derivatives. Interest-bearing receivables include cash and cash equivalents, interest-bearing derivatives and other interest-bearing receivables.

Net interest-bearing liabilities are the group's primary management parameter for financing and capital allocation and are used actively in the group's financial risk management strategy. The Orkla-format cash flow statement therefore shows the change in

net interest-bearing liabilities at group level; see page 7. Net interest-bearing liabilities are reconciled in Note 6.

Structure (acquisitions and disposals)

Structural growth includes adjustments for the acquisition of the businesses Norstamp, Bubs Godis, Da Grasso, Khell-Food, Denali Ingredients, Lofoten Marine Oils, Healthspan and Hdecoup, and the winding-up of Hamé Foods in Russia and sale of the convenience business in Orkla Latvija and the Struer brand. Adjustments were also made for the loss of a distribution agreement with PepsiCo and Alpro, and the distribution of tea in Orkla India. Following the transition to a new operating model, the split-up of the former Orkla Care business area has entailed the transfer of the dental health business and adjustments for changes in distribution and production agreements between new portfolio companies.

In 2022, adjustments were also made for the acquisition of Vesterålen Marine Olje, Eastern, NutraQ, New York Pizza, Sigurd Ecklund, Hans Kaspar, Núi Sírús, Cake Décor Limited, For All Baking Ltd., Ambassador92 and SeaGood Fort Deli. Adjustments have been made for the sale of Credin Russland, the Struer brand, and the water business under the Everest brand in Orkla Latvija. A structural adjustment was made at business area level for the internal transfer of the Oolannin brand.

Organic growth by Portfolio Company

Sales revenues change %	1.1.-30.9.2023				1.7.-30.9.2023			
	Organic growth	FX	Structure	Total	Organic growth	FX	Structure	Total
Orkla Foods Europe	7.2	8.0	-0.3	14.9	4.4	7.0	-0.3	11.2
Orkla Food Ingredients	11.7	12.8	7.6	32.1	4.2	11.8	8.3	24.3
Orkla Confectionery & Snacks	9.7	7.9	-0.2	17.4	7.1	7.3	0.4	14.8
Orkla Health	6.5	8.9	3.4	18.8	6.6	9.0	2.1	17.7
Orkla India	12.0	5.0	-1.7	15.2	12.1	1.5	-1.3	12.2
Orkla Home & Personal Care	7.8	2.5	2.4	12.7	11.4	1.8	4.7	17.9
The European Pizza Company	10.6	16.0	7.2	33.8	5.4	15.4	6.7	27.5
Orkla House Care	2.6	7.5	0.0	10.1	1.0	8.2	0.0	9.2
Health and Sports Nutrition Group	13.5	4.2	-2.7	15.0	12.6	2.4	-6.5	8.6
Pierre Robert Group	7.6	3.2	0.0	10.8	1.0	3.9	0.0	4.8
Lilleborg	13.7	0.0	0.0	13.7	12.6	0.0	0.0	12.6
Consolidated Portfolio Companies	9.2	9.1	2.3	20.6	6.0	8.3	2.5	16.8

Sales revenues change %	1.1.-30.9.2022				1.7.-30.9.2022				1.1.-31.12.2022			
	Organic growth	FX	Structure	Total	Organic growth	FX	Structure	Total	Organic growth	FX	Structure	Total
Orkla Foods Europe	7.2	-2.3	-0.1	4.7	4.2	-3.0	-0.6	0.6	7.2	-1.4	-0.3	5.5
Orkla Food Ingredients	21.3	-2.9	2.6	20.9	20.9	-3.7	0.2	17.4	20.5	-1.2	2.8	22.2
Orkla Confectionery & Snacks	5.1	-2.2	0.0	2.8	7.5	-2.7	-2.4	2.3	5.2	-1.1	-0.8	3.3
Orkla Health	8.6	-2.2	27.7	34.1	5.5	-2.6	11.7	14.6	7.1	-1.0	23.4	29.5
Orkla India	17.3	6.5	19.8	43.5	20.1	6.8	-0.4	26.4	15.5	6.8	13.8	36.0
Orkla Home & Personal Care	2.0	-2.7	0.0	-0.9	-1.1	-3.5	0.0	-4.6	2.8	-2.3	0.0	0.5
The European Pizza Company	10.2	-3.5	53.2	59.9	10.8	-3.4	19.0	26.5	11.3	-0.7	35.2	45.8
Orkla House Care	-13.3	-1.4	0.0	-14.6	-6.0	-2.4	0.0	-8.4	-11.2	-0.9	0.0	-12.2
Health and Sports Nutrition Group	8.9	-5.7	0.0	3.2	10.0	-6.5	0.0	3.5	9.3	-5.1	0.0	4.2
Pierre Robert Group	3.3	-0.4	0.0	2.8	2.7	-0.7	0.0	2.0	7.7	0.0	0.0	7.7
Lilleborg	-4.3	0.0	0.0	-4.3	-15.6	0.0	0.0	-15.6	-1.8	0.0	0.0	-1.8
Consolidated Portfolio Companies	9.6	-2.2	5.2	12.5	9.0	-2.7	1.2	7.5	9.6	-1.0	4.0	12.6

Figures may not add up due to rounding.

Underlying EBIT (adj.) changes by Portfolio Company

EBIT (adj.) change %	1.1.–30.9.2023				1.7.–30.9.2023			
	Underlying growth	FX	Structure	Total	Underlying growth	FX	Structure	Total
Orkla Foods Europe	9.5	7.3	-0.8	16.0	5.3	6.0	-1.1	10.2
Orkla Food Ingredients	5.9	16.1	16.3	38.3	-3.1	13.4	16.6	26.9
Orkla Confectionery & Snacks	-3.2	6.1	0.4	3.2	-7.3	4.5	-0.1	-2.9
Orkla Health	12.6	8.9	-2.9	18.5	7.3	8.2	-2.4	13.1
Orkla India	22.8	5.1	-0.6	27.3	33.2	1.8	-0.4	34.6
Orkla Home & Personal Care	30.9	3.1	7.4	41.4	102.7	4.2	36.7	143.6
The European Pizza Company	-10.1	13.9	10.6	14.4	1.8	15.8	10.3	27.9
Orkla House Care	3.1	7.0	0.4	10.5	-10.7	8.2	0.0	-2.5
Health and Sports Nutrition Group	1028.2	16.2	-520.7	523.8	128.2	4.5	-69.4	63.3
Pierre Robert Group	36.9	7.5	0.0	44.4	91.2	49.0	-0.1	140.1
Lilleborg	-25.8	0.0	0.0	-25.8	-35.3	0.0	0.0	-35.3
Consolidated Portfolio Companies	8.0	8.7	2.7	19.4	5.3	7.4	3.0	15.7

EBIT (adj.) change %	1.1.–30.9.2022				1.7.–30.9.2022				1.1.–31.12.2022			
	Underlying growth	FX	Structure	Total	Underlying growth	FX	Structure	Total	Underlying growth	FX	Structure	Total
Orkla Foods Europe	-8.0	-2.2	-1.1	-11.3	-15.5	-2.5	-1.2	-19.2	-9.5	-1.3	-1.2	-12.0
Orkla Food Ingredients	30.0	-3.5	7.4	33.9	24.7	-4.2	2.9	23.4	27.7	-1.8	6.1	32.0
Orkla Confectionery & Snacks	-7.2	-1.6	-1.7	-10.4	5.9	-2.0	-1.8	2.1	-9.2	-0.4	-1.7	-11.1
Orkla Health	-6.1	-1.8	19.7	11.8	-9.9	-2.8	1.6	-11.1	-9.4	1.4	11.9	3.9
Orkla India	28.2	6.6	7.0	41.8	33.8	7.8	-1.0	40.6	21.1	6.7	4.7	32.5
Orkla Home & Personal Care	-50.1	-0.8	0.0	-50.9	-68.5	-0.9	0.0	-69.4	-53.3	-0.5	0.0	-53.9
The European Pizza Company	3.2	-3.2	52.6	52.6	- 3.6	-2.9	14.6	8.1	-0.8	-0.8	33.4	31.8
Orkla House Care	-42.0	-2.5	1.3	-43.2	-21.0	-4.6	2.7	-22.9	-58.8	-1.7	1.0	-59.6
Health and Sports Nutrition Group	-82.3	0.9	0.0	-81.4	7.2	-1.9	0.0	5.2	-67.1	0.2	0.0	-66.9
Pierre Robert Group	-48.8	-0.4	0.0	-49.2	-67.4	-1.8	0.0	-69.2	-18.2	0.0	0.0	-18.2
Lilleborg	-18.3	0.0	0.0	-18.3	-41.8	0.0	0.0	-41.8	-17.8	0.0	0.0	-17.8
Consolidated Portfolio Companies	-6.5	-1.8	3.9	-4.3	-7.9	-2.2	0.3	-9.8	-8.7	-0.8	2.6	-6.8

Figures may not add up due to rounding.

EBIT (adj.) margin growth by Portfolio Company

EBIT (adj.) margin growth change percentage points	1.1.-30.9.2023				1.7.-30.9.2023			
	Underlying growth	Structure/ FX	Total	EBIT(adj.)- margin (%)	Underlying growth	Structure/ FX	Total	EBIT(adj.)- margin (%)
Orkla Foods Europe	0.2	-0.1	0.1	11.0	0.1	-0.2	-0.1	12.0
Orkla Food Ingredients	-0.3	0.6	0.3	6.5	-0.5	0.6	0.1	6.9
Orkla Confectionery & Snacks	-1.6	0.1	-1.5	10.6	-2.3	-0.1	-2.3	12.8
Orkla Health	0.9	-0.9	0.0	15.5	0.1	-0.7	-0.6	15.4
Orkla India	1.2	0.1	1.3	13.5	2.6	0.1	2.7	16.2
Orkla Home & Personal Care	1.8	0.3	2.1	10.2	5.5	0.8	6.3	12.4
The European Pizza Company	-1.9	0.4	-1.5	8.8	-0.3	0.3	0.0	10.5
Orkla House Care	0.0	0.0	0.0	11.6	-1.3	0.1	-1.2	9.9
Health and Sports Nutrition Group	2.8	-0.3	2.5	3.1	1.6	-0.5	1.1	3.1
Pierre Robert Group	0.7	0.1	0.8	3.5	1.6	0.7	2.3	4.0
Lilleborg	-4.1	0.0	-4.1	7.6	-3.8	0.0	-3.8	5.1
Consolidated Portfolio Companies	-0.1	0.0	-0.1	10.0	-0.1	0.0	-0.1	10.9

EBIT (adj.) margin growth change percentage points	1.1.-30.9.2022				1.7.-30.9.2022				1.1.-31.12.2022			
	Underlying growth	Structure/ FX	Total	EBIT(adj.)- margin (%)	Underlying growth	Structure/ FX	Total	EBIT(adj.)- margin (%)	Underlying growth	Structure/ FX	Total	EBIT(adj.)- margin (%)
Orkla Foods Europe	-1.8	-0.2	-2.0	10.9	-2.8	-0.1	-3.0	12.1	-2.0	-0.2	-2.2	11.1
Orkla Food Ingredients	0.4	0.2	0.6	6.2	0.2	0.1	0.3	6.7	0.3	0.1	0.4	5.8
Orkla Confectionery & Snacks	-1.6	-0.2	-1.8	12.1	-0.2	0.2	0.0	15.1	-2.1	-0.1	-2.1	13.1
Orkla Health	-2.0	-1.3	-3.3	15.5	-2.6	-2.0	-4.6	16.0	-2.2	-1.2	-3.4	13.7
Orkla India	1.2	-1.3	-0.1	12.3	1.4	0.0	1.4	13.5	0.6	-0.9	-0.3	11.9
Orkla Home & Personal Care	-8.1	-0.2	-8.2	8.2	-12.6	-0.1	-12.7	5.5	-8.1	-0.1	-8.2	6.9
The European Pizza Company	-1.1	0.6	-0.5	10.3	-1.6	-0.1	-1.8	10.4	-1.5	0.4	-1.0	9.8
Orkla House Care	-5.9	0.1	-5.8	11.6	-2.2	0.1	-2.1	11.1	-8.5	0.1	-8.4	7.2
Health and Sports Nutrition Group	-2.7	0.1	-2.6	0.6	-0.1	0.1	0.0	2.1	-1.9	0.1	-1.8	0.8
Pierre Robert Group	-2.8	0.0	-2.8	2.7	-4.0	-0.1	-4.0	1.7	-1.2	0.0	-1.2	3.9
Lilleborg	-2.0	0.0	-2.0	11.7	-4.0	0.0	-4.0	8.8	-2.2	0.0	-2.2	11.1
Consolidated Portfolio Companies	-1.7	-0.1	-1.8	10.1	-2.0	-0.1	-2.1	11.0	-1.9	-0.1	-2.0	9.8

Figures may not add up due to rounding.

Orkla Foods Europe

Calculation of ROCE (return of capital employed)

Amounts in NOK million	30.9.2023	30.9.2022	31.12.2022
ROCE (R12M ¹)	12.1%	12.5%	11.7%
EBIT (adj.) R12M	2 197	2 065	1 973
Amortisation and write-downs intangibles R12M	1	1	1
EBITA (adj.) R12M	2 198	2 066	1 974

Average capital employed:	30.9.2023 ²	30.9.2022 ³	31.12.2022 ⁴
Net working capital	3 202	2 390	2 603
Total fixed assets (tangible)	5 576	5 207	5 268
Total intangible assets	9 152	8 831	8 841
Accumulated depreciation and write-downs intangible assets	1 401	1 361	1 354
Net pension liabilities	(721)	(914)	(846)
Deferred tax, excess values	(402)	(390)	(392)
Total average capital employed	18 208	16 485	16 828

- 1
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Specification of capital base for calculation of average capital employed

	A	B	C	D	E	F	G	H	I
Amounts in NOK million	30.9.2023	30.6.2023	31.3.2023	31.12.2022	30.9.2022	30.6.2022	31.3.2022	31.12.2021	30.9.2021
Net working capital	2 990	3 382	3 437	3 070	3 133	2 727	2 122	1 963	2 008
Total fixed assets (tangible)	5 641	5 762	5 709	5 399	5 368	5 292	5 076	5 204	5 096
Total intangible assets	9 173	9 371	9 385	8 906	8 926	8 859	8 701	8 812	8 859
Accumulated depreciation and write-downs intangible assets	1 422	1 421	1 426	1 356	1 377	1 362	1 315	1 360	1 391
Net pension liabilities	(687)	(691)	(695)	(627)	(906)	(895)	(880)	(921)	(970)
Deferred tax, excess values	(396)	(412)	(410)	(396)	(396)	(392)	(387)	(388)	(387)
Total capital employed	18 143	18 833	18 854	17 708	17 503	16 953	15 948	16 030	15 997

Figures may not add up due to rounding.

Orkla Food Ingredients

Calculation of ROCE (return of capital employed)

Amounts in NOK million	30.9.2023	30.9.2022	31.12.2022
ROCE (R12M ¹)	10.7%	10.9%	10.6%
EBIT (adj.) R12M	1 104	812	853
Amortisation and write-downs intangibles R12M	1	0	1
EBITA (adj.) R12M	1 105	812	854

Average capital employed:	30.9.2023 ²	30.9.2022 ³	31.12.2022 ⁴
Net working capital	2 222	1 525	1 673
Total fixed assets (tangible)	3 295	2 718	2 815
Total intangible assets	4 125	2 679	2 992
Accumulated depreciation and write-downs intangible assets	825	724	730
Net pension liabilities	(164)	(190)	(177)
Deferred tax, excess values	(7)	(7)	(7)
Total average capital employed	10 295	7 448	8 026

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Specification of capital base for calculation of average capital employed

	A	B	C	D	E	F	G	H	I
Amounts in NOK million	30.9.2023	30.6.2023	31.3.2023	31.12.2022	30.9.2022	30.6.2022	31.3.2022	31.12.2021	30.9.2021
Net working capital	2 286	2 436	2 428	2 024	1 935	1 708	1 497	1 199	1 286
Total fixed assets (tangible)	3 471	3 580	3 440	3 177	2 806	2 748	2 619	2 727	2 689
Total intangible assets	4 506	4 632	4 498	4 196	2 791	2 761	2 586	2 625	2 632
Accumulated depreciation and write-downs intangible assets	847	881	860	771	768	751	685	673	742
Net pension liabilities	(170)	(169)	(164)	(127)	(193)	(190)	(185)	(189)	(195)
Deferred tax, excess values	(8)	(8)	(8)	(8)	(5)	(5)	(5)	(10)	(10)
Total capital employed	10 933	11 352	11 056	10 033	8 102	7 773	7 198	7 025	7 144

Figures may not add up due to rounding.

Orkla Confectionery & Snacks

Calculation of ROCE (return of capital employed)

Amounts in NOK million	30.9.2023	30.9.2022	31.12.2022
ROCE (R12M ¹)	10.2%	12.6%	11.7%
EBIT (adj.) R12M	1 010	1 038	989
Amortisation and write-downs intangibles R12M	1	0	0
EBITA (adj.) R12M	1 011	1 038	989

Average capital employed:	30.9.2023 ²	30.9.2022 ³	31.12.2022 ⁴
Net working capital	509	301	312
Total fixed assets (tangible)	4 002	3 123	3 255
Total intangible assets	5 837	5 244	5 276
Accumulated depreciation and write-downs intangible assets	238	211	214
Net pension liabilities	(195)	(249)	(228)
Deferred tax, excess values	(438)	(404)	(404)
Total average capital employed	9 952	8 225	8 426

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- Average of statement of financial position items in columns D, E, F, G and H

Specification of capital base for calculation of average capital employed

Amounts in NOK million	A 30.9.2023	B 30.6.2023	C 31.3.2023	D 31.12.2022	E 30.9.2022	F 30.6.2022	G 31.3.2022	H 31.12.2021	I 30.9.2021
Net working capital	864	362	445	355	517	286	222	181	298
Total fixed assets (tangible)	4 238	4 542	4 174	3 534	3 522	3 336	2 989	2 894	2 872
Total intangible assets	6 034	6 205	6 167	5 372	5 407	5 320	5 076	5 206	5 212
Accumulated depreciation and write-downs intangible assets	253	258	239	218	223	221	214	196	201
Net pension liabilities	(189)	(188)	(189)	(161)	(251)	(247)	(239)	(244)	(264)
Deferred tax, excess values	(449)	(463)	(456)	(410)	(414)	(407)	(388)	(398)	(415)
Total capital employed	10 751	10 718	10 381	8 908	9 004	8 510	7 874	7 835	7 904

Figures may not add up due to rounding.

Orkla Health

Calculation of ROCE (return of capital employed)

Amounts in NOK million	30.9.2023	30.9.2022	31.12.2022
ROCE (R12M¹)	9.1%	9.2%	8.5%
EBIT (adj.) R12M	853	767	736
Amortisation and write-downs intangibles R12M	8	8	11
EBITA (adj.) R12M	860	775	747

<i>Average capital employed:</i>	30.9.2023 ²	30.9.2022 ³	31.12.2022 ⁴
Net working capital	1 259	997	1 083
Total fixed assets (tangible)	846	681	729
Total intangible assets	7 388	6 791	7 033
Accumulated depreciation and write-downs intangible assets	225	163	174
Net pension liabilities	(10)	(6)	(6)
Deferred tax, excess values	(238)	(167)	(202)
Total average capital employed	9 471	8 459	8 810

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- Average of statement of financial position items in columns D, E, F, G and H

Specification of capital base for calculation of average capital employed

Amounts in NOK million	A 30.9.2023	B 30.6.2023	C 31.3.2023	D 31.12.2022	E 30.9.2022	F 30.6.2022	G 31.3.2022	H 31.12.2021	I 30.9.2021
Net working capital	1 227	1 283	1 313	1 241	1 232	1 138	983	821	814
Total fixed assets (tangible)	882	886	880	804	777	764	718	581	565
Total intangible assets	7 461	7 583	7 453	7 211	7 233	7 254	7 114	6 355	6 000
Accumulated depreciation and write-downs intangible assets	268	225	220	205	208	153	154	148	149
Net pension liabilities	(12)	(11)	(11)	(9)	(6)	(6)	(5)	(5)	(7)
Deferred tax, excess values	(249)	(253)	(250)	(241)	(195)	(204)	(201)	(171)	(66)
Total capital employed	9 578	9 713	9 604	9 210	9 249	9 099	8 764	7 728	7 456

Figures may not add up due to rounding.

Orkla India

Calculation of ROCE (return of capital employed)

Amounts in NOK million	30.9.2023	30.9.2022	31.12.2022
ROCE (R12M ¹)	13.1%	11.3%	11.5%
EBIT (adj.) R12M	366	296	303
Amortisation and write-downs intangibles R12M	0	0	0
EBITA (adj.) R12M	366	296	303

Average capital employed:	30.9.2023 ²	30.9.2022 ³	31.12.2022 ⁴
Net working capital	204	142	136
Total fixed assets (tangible)	618	531	561
Total intangible assets	2 245	2 127	2 163
Accumulated depreciation and write-downs intangible assets	7	17	7
Net pension liabilities	0	0	0
Deferred tax, excess values	(276)	(197)	(226)
Total average capital employed	2 798	2 620	2 641

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Specification of capital base for calculation of average capital employed

	A	B	C	D	E	F	G	H	I
Amounts in NOK million	30.9.2023	30.6.2023	31.3.2023	31.12.2022	30.9.2022	30.6.2022	31.3.2022	31.12.2021	30.9.2021
Net working capital	286	357	174	75	126	229	149	98	104
Total fixed assets (tangible)	631	654	633	562	611	580	517	538	407
Total intangible assets	2 246	2 304	2 239	2 095	2 341	2 214	2 081	2 084	1 968
Accumulated depreciation and write-downs intangible assets	7	7	7	6	7	7	6	6	6
Net pension liabilities	0	0	0	0	0	0	0	0	0
Deferred tax, excess values	(436)	(242)	(235)	(220)	(245)	(232)	(213)	(218)	(74)
Total capital employed	2 734	3 081	2 818	2 518	2 840	2 798	2 540	2 508	2 411

Figures may not add up due to rounding.

Orkla Home & Personal Care

Calculation of ROCE (return of capital employed)

Amounts in NOK million	30.9.2023	30.9.2022	31.12.2022
ROCE (R12M ¹)	13.8%	14.2%	11.5%
EBIT (adj.) R12M	207	189	152
Amortisation and write-downs intangibles R12M	0	0	0
EBITA (adj.) R12M	207	189	152

Average capital employed:	30.9.2023 ²	30.9.2022 ³	31.12.2022 ⁴
Net working capital	155	132	123
Total fixed assets (tangible)	744	631	671
Total intangible assets	864	924	849
Accumulated depreciation and write-downs intangible assets	0	0	0
Net pension liabilities	(250)	(328)	(302)
Deferred tax, excess values	(10)	(27)	(17)
Total average capital employed	1 502	1 333	1 325

- 1
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- Average of statement of financial position items in columns D, E, F, G and H

Specification of capital base for calculation of average capital employed

Amounts in NOK million	A 30.9.2023	B 30.6.2023	C 31.3.2023	D 31.12.2022	E 30.9.2022	F 30.6.2022	G 31.3.2022	H 31.12.2021	I 30.9.2021
Net working capital	83	181	174	83	256	131	68	79	126
Total fixed assets (tangible)	714	732	802	764	706	663	607	612	569
Total intangible assets	861	874	891	835	857	852	830	874	1 209
Accumulated depreciation and write-downs intangible assets	0	0	0	0	0	0	0	0	0
Net pension liabilities	(230)	(234)	(239)	(225)	(323)	(321)	(312)	(329)	(354)
Deferred tax, excess values	(10)	(11)	(11)	(10)	(10)	(10)	(10)	(43)	(61)
Total capital employed	1 417	1 543	1 617	1 447	1 486	1 315	1 183	1 192	1 489

Figures may not add up due to rounding.

The European Pizza Company

Calculation of ROCE (return of capital employed)

Amounts in NOK million	30.9.2023	30.9.2022	31.12.2022
ROCE (R12M ¹)	6.4%	6.8%	6.5%
EBIT (adj.) R12M	247	227	222
Amortisation and write-downs intangibles R12M	29	12	17
EBITA (adj.) R12M	276	239	239

Average capital employed:	30.9.2023 ²	30.9.2022 ³	31.12.2022 ⁴
Net working capital	67	(1)	9
Total fixed assets (tangible)	755	596	630
Total intangible assets	3 528	2 989	3 092
Accumulated depreciation and write-downs intangible assets	102	67	72
Net pension liabilities	0	0	0
Deferred tax, excess values	(161)	(138)	(143)
Total average capital employed	4 291	3 512	3 660

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- Average of statement of financial position items in columns D, E, F, G and H

Specification of capital base for calculation of average capital employed

	A	B	C	D	E	F	G	H	I
Amounts in NOK million	30.9.2023	30.6.2023	31.3.2023	31.12.2022	30.9.2022	30.6.2022	31.3.2022	31.12.2021	30.9.2021
Net working capital	78	82	61	51	64	3	(17)	(59)	3
Total fixed assets (tangible)	774	826	795	700	679	629	565	576	531
Total intangible assets	3 607	3 801	3 691	3 396	3 143	3 073	2 883	2 965	2 880
Accumulated depreciation and write-downs intangible assets	144	107	97	88	75	71	64	63	61
Net pension liabilities	0	0	0	0	0	0	0	0	0
Deferred tax, excess values	(166)	(173)	(168)	(155)	(145)	(142)	(133)	(137)	(131)
Total capital employed	4 437	4 644	4 477	4 080	3 815	3 633	3 362	3 408	3 344

Figures may not add up due to rounding.

Orkla House Care

Calculation of ROCE (return of capital employed)

Amounts in NOK million	30.9.2023	30.9.2022	31.12.2022
ROCE (R12M ¹)	7.5%	10.3%	6.9%
EBIT (adj.) R12M	116	152	102
Amortisation and write-downs intangibles R12M	0	0	0
EBITA (adj.) R12M	116	152	102

Average capital employed:	30.9.2023 ²	30.9.2022 ³	31.12.2022 ⁴
Net working capital	271	277	284
Total fixed assets (tangible)	356	315	323
Total intangible assets	625	652	641
Accumulated depreciation and write-downs intangible assets	341	266	279
Net pension liabilities	(2)	(1)	(2)
Deferred tax, excess values	(43)	(42)	(42)
Total average capital employed	1 548	1 468	1 483

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- Average of statement of financial position items in columns D, E, F, G and H

Specification of capital base for calculation of average capital employed

Amounts in NOK million	A 30.9.2023	B 30.6.2023	C 31.3.2023	D 31.12.2022	E 30.9.2022	F 30.6.2022	G 31.3.2022	H 31.12.2021	I 30.9.2021
Net working capital	185	329	335	229	276	345	359	212	194
Total fixed assets (tangible)	369	373	362	328	346	336	305	299	291
Total intangible assets	629	642	633	609	611	672	651	661	666
Accumulated depreciation and write-downs intangible assets	351	366	348	318	322	257	245	254	252
Net pension liabilities	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	2
Deferred tax, excess values	(43)	(44)	(44)	(42)	(43)	(43)	(42)	(42)	(41)
Total capital employed	1 490	1 664	1 633	1 441	1 512	1 565	1 517	1 382	1 363

Figures may not add up due to rounding.

Health and Sports Nutrition Group

Calculation of ROCE (return of capital employed)

Amounts in NOK million	30.9.2023	30.9.2022	31.12.2022
ROCE (R12M ¹)	6.3%	1.8%	1.9%
EBIT (adj.) R12M	34	9	9
Amortisation and write-downs intangibles R12M	0	0	0
EBITA (adj.) R12M	34	9	10

Average capital employed:	30.9.2023 ²	30.9.2022 ³	31.12.2022 ⁴
Net working capital	53	62	63
Total fixed assets (tangible)	90	35	37
Total intangible assets	430	425	423
Accumulated depreciation and write-downs intangible assets	0	0	0
Net pension liabilities	0	0	0
Deferred tax, excess values	(25)	(24)	(25)
Total average capital employed	548	498	498

- 1
- R12M = Last 12 months figures
- 2
- Average of statement of financial position items in columns A, B, C, D and E
- 3
- Average of statement of financial position items in columns E, F, G, H and I
- 4
- Average of statement of financial position items in columns D, E, F, G and H

Specification of capital base for calculation of average capital employed

Amounts in NOK million	A 30.9.2023	B 30.6.2023	C 31.3.2023	D 31.12.2022	E 30.9.2022	F 30.6.2022	G 31.3.2022	H 31.12.2021	I 30.9.2021
Net working capital	56	68	6	69	65	70	54	59	59
Total fixed assets (tangible)	177	93	79	47	53	29	27	28	40
Total intangible assets	430	434	445	417	425	424	415	432	429
Accumulated depreciation and write-downs intangible assets	0	0	0	0	0	0	0	0	0
Net pension liabilities	0	0	0	0	0	0	0	0	0
Deferred tax, excess values	(25)	(25)	(26)	(24)	(25)	(25)	(24)	(25)	(19)
Total capital employed	638	570	505	508	518	499	472	494	509

Figures may not add up due to rounding.

Pierre Robert Group

Calculation of ROCE (return of capital employed)

Amounts in NOK million	30.9.2023	30.9.2022	31.12.2022
ROCE (R12M ¹)	3.9%	3.1%	3.8%
EBIT (adj.) R12M	26	17	22
Amortisation and write-downs intangibles R12M	0	0	0
EBITA (adj.) R12M	26	17	22

Average capital employed:	30.9.2023 ²	30.9.2022 ³	31.12.2022 ⁴
Net working capital	231	144	162
Total fixed assets (tangible)	7	45	34
Total intangible assets	130	86	101
Accumulated depreciation and write-downs intangible assets	310	280	287
Net pension liabilities	(4)	(4)	(4)
Deferred tax, excess values	0	0	0
Total average capital employed	674	550	579

- 1
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- 2
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- 3
- Average of statement of financial position items in columns E, F, G, H and I
- 4
- Average of statement of financial position items in columns D, E, F, G and H

Specification of capital base for calculation of average capital employed

Amounts in NOK million	A 30.9.2023	B 30.6.2023	C 31.3.2023	D 31.12.2022	E 30.9.2022	F 30.6.2022	G 31.3.2022	H 31.12.2021	I 30.9.2021
Net working capital	227	214	229	232	252	138	101	86	143
Total fixed assets (tangible)	5	5	14	5	7	7	79	73	59
Total intangible assets	127	132	132	130	131	132	55	56	57
Accumulated depreciation and write-downs intangible assets	312	317	313	303	304	301	263	265	266
Net pension liabilities	(5)	(4)	(4)	(4)	(5)	(4)	(5)	(4)	(4)
Deferred tax, excess values	0	0	0	0	0	0	0	0	0
Total capital employed	666	663	683	666	689	574	492	475	521

Figures may not add up due to rounding.

Lilleborg

Calculation of ROCE (return of capital employed)

Amounts in NOK million	30.9.2023	30.9.2022	31.12.2022
ROCE (R12M ¹)	72.3%	177.4%	129.2%
EBIT (adj.) R12M	44	58	55
Amortisation and write-downs intangibles R12M	0	0	0
EBITA (adj.) R12M	44	58	55

Average capital employed:	30.9.2023 ²	30.9.2022 ³	31.12.2022 ⁴
Net working capital	(17)	(43)	(40)
Total fixed assets (tangible)	52	50	57
Total intangible assets	18	18	18
Accumulated depreciation and write-downs intangible assets	12	12	12
Net pension liabilities	(4)	(4)	(4)
Deferred tax, excess values	0	0	0
Total average capital employed	61	33	43

- 1
- R12M = Last 12 months figures
- 2
- Average of statement of financial position items in columns A, B, C, D and E
- 3
- Average of statement of financial position items in columns E, F, G, H and I
- 4
- Average of statement of financial position items in columns D, E, F, G and H

Specification of capital base for calculation of average capital employed

Amounts in NOK million	A 30.9.2023	B 30.6.2023	C 31.3.2023	D 31.12.2022	E 30.9.2022	F 30.6.2022	G 31.3.2022	H 31.12.2021	I 30.9.2021
Net working capital	4	(13)	(15)	(18)	(45)	(43)	(51)	(42)	(33)
Total fixed assets (tangible)	51	52	53	52	54	57	59	61	18
Total intangible assets	18	18	18	18	18	18	18	18	18
Accumulated depreciation and write-downs intangible assets	12	12	12	12	12	12	12	12	12
Net pension liabilities	(4)	(4)	(4)	(4)	(4)	(4)	(4)	(4)	(6)
Deferred tax, excess values	0	0	0	0	0	0	0	0	0
Total capital employed	82	65	64	60	35	40	33	46	9

Figures may not add up due to rounding.

More information about Orkla may be found at: <https://investors.orkla.com/>

