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TRADING STATEMENT AS AT 30 SEPTEMBER 2023

Unless otherwise stated, comments in this announcement refer to Q3 performance.

VOLUMES IMPACTED BY A CHALLENGING CONSUMER ENVIRONMENT AND THE WEATHER

Organic volume development -3.0% (9M: -0.6%)

- Organic volume development in Western Europe -5.2%, Asia +1.5% and Central & Eastern Europe -6.3%.
- Premium beer portfolio flat. Alcohol-free brews +6%.
- International premium brands: Tuborg +3%, Carlsberg -4%, Brooklyn +27%, 1664 Blanc -2% and Somersby -7%.

CONTINUED STRONG REVENUE/HL GROWTH

Organic revenue growth +5.8% (9M: +9.2%)

- Revenue/hl +9% (9M: +10%), with strong growth in Western Europe and Central & Eastern Europe.
- Organic revenue growth in Western Europe +7.0%, Asia +3.7% and Central & Eastern Europe +6.3%.
- Reported revenue growth of 0.3% to DKK 20.3bn (9M: +4.3% to DKK 58.1bn), impacted by currencies.

UNCHANGED EARNINGS EXPECTATIONS

- Organic growth in operating profit of +4% to +7%.
- Based on the spot rates at 30 October, we assume a translation impact on operating profit of around DKK -900m for 2023 (unchanged).

SUPPORTING SHAREHOLDER VALUE

- New quarterly share buy-back programme, amounting to DKK 1bn, will be launched today.

CEO Jacob Aarup-Andersen says: “We delivered solid revenue growth in a challenging environment. The growth was driven by continued strong revenue/hl improvement and outperformance by our premium portfolio. We maintain our earnings guidance for the year despite our recent decision to further increase our commercial investments in the remainder of the year to support our growth priorities.

“I'm enthusiastic about our brands, our teams, the commitment of our employees and the strong performance culture, which I have experienced across the entire company since I joined in September.

“The company has a strong foundation and a healthy financial position. We're well positioned to invest in our brands and in our markets to capture attractive long-term growth opportunities. I'm confident that we can accelerate growth in line with the SAIL'27 priorities and continue to drive year-on-year sustainable and profitable results.”

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For more news, sign up at www.carlsberggroup.com/subscribe or follow @CarlsbergGroup on Twitter.

Carlsberg will present the results at a conference call on 31 October at 9.30 a.m. CET (8.30 a.m. BST). Dial-in information and a slide deck will be available on www.carlsberggroup.com.

THIRD-QUARTER REVIEW

All three regions contributed to the organic revenue growth of 5.8% (9M: +9.2%), which was the result of revenue/hl growth of 9% (9M: +10%), partly offset by an organic volume decline of 3.0% (9M: -0.6%). Reported revenue grew by 0.3% to DKK 20.3bn (9M: +4.3% to DKK 58.1bn) because of an adverse currency effect of -6.2% (9M: -5.5%), primarily related to Asian currencies. The net acquisition impact was +0.7% (9M: +0.6%).

While our premium portfolio was flat, we saw good growth in markets such as China, India, Vietnam and Poland.

Carlsberg volumes grew by mid-single-digit percentages in markets where the brand is positioned in the premium segment, such as China, Vietnam and India. Total Carlsberg brand volumes declined by 4%, because of lower volumes in some of the larger mainstream markets, including Denmark, the UK and Malaysia.

Premium Tuborg volumes grew by high-single-digit percentages as a result of very good growth across the premium Asian markets, including China, Vietnam and India. The brand also grew in markets such as the Baltics and Serbia, but was down overall in Western Europe. Total Tuborg volumes grew by 3%.

1664 Blanc grew in Asia and Central & Eastern Europe, with particularly good growth in Vietnam, Hong Kong, Ukraine and Serbia. However, this growth was more than offset by lower volumes in Western Europe. Total brand volumes were -2%.

Brooklyn continued its strong growth performance, with volumes up by 27%, albeit from a low base. Brooklyn Pilsner was the main growth driver in general, and in the UK in particular.

Somersby volumes have been under pressure this year, impacted by price increases in some of the brand's major markets. We saw good volume growth in the UK, Ukraine and Croatia, but total volumes declined by 7%.

Alcohol-free brews grew by 6%, supported by strong growth in Ukraine and in export & licence markets in the Middle East, while volumes were down in Western Europe. We saw good growth for alcohol-free versions of Tuborg, 1664 Blanc, Garage and Feldschlösschen.

WESTERN EUROPE

Organic revenue growth in Western Europe was strong at 7.0%. Revenue was impacted by the inclusion of UK excise duties of around DKK 170m following the termination of the Kronenbourg 1664 licensee agreement. Revenue/hl was +13% (adjusted for the one-off: around +11%), while volumes declined organically by 5.2%. Reported revenue was +5.4%, impacted by the depreciation of the Swedish and Norwegian currencies.

Volume development in the quarter was impacted by the cold and wet weather, especially in July and August, and weak consumer sentiment. We continued our positive market share trajectory, and gained or maintained market share in the majority of markets.

Revenue/hl grew in all markets, mainly driven by price increases from the beginning of this year. The increase in revenue/hl varied by market, reflecting the necessary price increases taken to offset the higher commodity, packaging and energy costs.

ASIA

Organic revenue growth in Asia was 3.7% as a result of an organic volume growth of 1.5% and an increase in revenue/hl of 2%. Reported revenue growth was -9.7% because of an adverse currency impact, attributable in particular to the Laotian and Chinese currencies.

The volume growth was mainly supported by growth in China. In a generally declining market, we continued our positive trajectory with 6% organic volume growth, supported by increased domestic tourism in our key provinces. Although we saw good volume growth in India, the economic situation in China has a knock-on effect on other economies in the region. As a result, we saw declining beer markets and lower volumes in several of these markets. However, we gained share in most markets, with particularly good developments in China, Vietnam and Laos.

Revenue/hl grew as a result of solid growth of premium brands in China, India and Vietnam and high inflation in Laos, partly offset by a negative country mix.

CENTRAL & EASTERN EUROPE

Organic revenue growth in Central & Eastern Europe was 6.3%. Revenue/hl grew by 14%, driven by price increases, while volumes declined by 6.3%. Reported revenue growth was 5.2%, because of the depreciation of currencies in Eastern Europe.

Our performance continued to be impacted by the war in Ukraine, where our volumes declined by high-single-digit percentages. Volume development in the region's other markets was mixed: in Serbia volume growth was supported by the premium portfolio; in Greece volumes were flat despite severe weather conditions; and in Italy and the Baltics volumes declined, impacted by the weather and high inflation affecting consumer spending. Volumes in the Export & License division were impacted by the transfer of the Kronenbourg 1664 brand to Western Europe following the termination of the licensee agreement.

The continued strong revenue/hl development was mainly driven by price increases across markets to mitigate the significant inflationary pressure, partly offset by an adverse country mix.

RUSSIA

On 23 June, Carlsberg announced the conditional sale of Baltika Breweries in Russia.

On 16 July, the Russian government issued a presidential decree, temporarily transferring the management of our Russian business – Baltika Breweries – to the Russian Federal Agency for State Property Management. According to the presidential decree, Carlsberg retains title to the shares in Baltika Breweries, but otherwise no longer has any control over, or influence on, the management of the business.

SUBSEQUENT EVENTS

In early October, we announced that we did not see any viable path to a negotiated solution for exiting Russia. The Carlsberg Group refuses to be forced into a deal on unacceptable terms, to justify the illegitimate takeover of our business in Russia.

We also announced that we had informed Baltika Breweries of our termination of all licence agreements enabling Baltika Breweries to produce, market and sell the Carlsberg Group's products, including international and regional brands. There will be a limited run-off period until 1 April 2024, during which Baltika Breweries may use up existing stock and materials.

We will continue to take all possible actions, including legal, to protect our employees, assets and operations.

It remains unclear what further development we will see in relation to Baltika Breweries.

ACCOUNTING TREATMENT OF THE RUSSIAN BUSINESS

As a result of the presidential decree, Baltika Breweries was deconsolidated in July. As the investment no longer met the accounting definition of an equity investment, it was subsequently reclassified as a receivable against the Russian government.

The deconsolidation resulted in non-cash reclassification adjustments to the income statement comprising accumulated currency translation losses of DKK 40.9bn and hedge losses of DKK 0.6bn. There was no impact on the Group's total equity.

The receivable has been written down to zero. The write-down has been recognised in the net result from Russian operations held for sale and is in addition to the impairments of DKK 1.2bn reported in the H1 financial statement. Total write-downs recognised in the net result from Russian operations held for sale amount to DKK 7.0bn.

EARNINGS EXPECTATIONS

The trading environment in Europe remains uncertain because of weak consumer sentiment. While Q4 comparables for China are favourable because of the extended COVID-related lockdowns in Q4 2022, the weak macro environment in Southeast Asia is likely to continue to impact beer markets negatively.

Nevertheless, compared with our previous expectation, we have decided to increase our commercial investments in the remainder of the year by an additional around DKK 200m to support our key growth priorities.

Against this background, we maintain our earnings expectations for 2023:

- Organic growth in operating profit of 4-7%.

Based on the spot rates at 30 October, we assume a translation impact on operating profit of around DKK -900m for 2023 (unchanged).

Other assumptions

Financial expenses, excluding foreign exchange losses or gains, are now expected to be around DKK 750m (previously around DKK 700m).

The expectation regarding a reported effective tax rate of around 21% is unchanged.

Capital expenditure is now expected to be around DKK 4.5bn (previously DKK 5.0bn).

Forward-looking statements

Forward-looking statements are subject to risks and uncertainties that could cause the Group's actual results to differ materially from those expressed in the forward-looking statements. Accordingly, forward-looking statements should not be relied on as a prediction of actual results. Please see pages 6-7 for the full forward-looking statements disclaimer.

SHARE BUY-BACK

On 16 August, the Group launched the second quarterly share buy-back programme. This was concluded on 20 October, when the Company had bought a total of 1,057,169 shares at a total value of DKK 1bn.

Based on its continued strong financial position, the Group will today initiate the third quarterly buy-back programme, with the intention of buying back Carlsberg B shares amounting to DKK 1.0bn up until 26 January 2024.

The share buy-back programme will be executed in accordance with Article 5 of Regulation No 596/2014 of the European Parliament and Council of 16 April 2014 (MAR) and the Commission Delegated Regulation (EU) 2016/1052, also referred to as the Safe Harbour Regulation. Carlsberg is entitled to suspend or terminate the programme at any time. Any such decision will be disclosed to the public in a Company announcement.

The purpose of the programme is primarily to reduce the Company's share capital and, in addition, meet obligations relating to the Group's share-based incentive programmes. At the Annual General Meeting in 2024, the Supervisory Board intends to propose that shares not used for hedging of the incentive programmes be cancelled.

The maximum number of shares that may be repurchased on a single business day is 25% of the average daily trading volume of Carlsberg B shares over the 20 trading days prior to the date of purchase at the trading venue on which the purchase is carried out. A maximum of 11 million Carlsberg B shares can be bought during the trading period. The Group will disclose the transactions under the share buy-back programme at least once every seven trading days.

The Carlsberg Foundation will continue to participate on a 30.33% pro rata basis regarding the shares purchased in the share buy-back programme as separate transactions outside Safe Harbour. The Foundation will transfer shares on a weekly basis at a price equal to the volume-weighted average weekly share price of B shares repurchased by Carlsberg under the share buy-back programme. The price shall not deviate by more than 10% from the price quoted on Nasdaq Copenhagen at the time of purchase.

The Carlsberg Group has appointed Nordea Danmark, filial af Nordea Bank Abp, Finland ("Nordea"), as lead manager to execute the programme independently and without influence from Carlsberg, as required by the Safe Harbour Regulation. Under the agreement, Nordea will repurchase B shares during the trading period, which runs from 31 October 2023 to 26 January 2024.

FINANCIAL CALENDAR

The financial year follows the calendar year, and the following schedule has been set for 2024:

7 February	Full-year 2023 financial statement and Annual Report 2023
11 March	Annual General Meeting
30 April	Q1 trading statement
14 August	H1 interim financial statement
31 October	Q3 trading statement

FORWARD-LOOKING STATEMENTS

This Company announcement contains forward-looking statements, including, but not limited to, guidance, expectations, strategies, objectives and statements regarding future events or prospects with respect to the Group's future financial and operating results. Forward-looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain words such as "expect", "estimate", "intend", "will be", "will continue", "will result", "could", "may", "might" or any variations of such words or other words with similar meanings. Forward-looking statements are subject to risks and uncertainties that could cause the Group's actual results to differ materially from the results discussed in such forward-looking statements. Prospective information is based on management's then current expectations or forecasts. Such information is subject to the risk that such expectations or forecasts, or the assumptions underlying such expectations or forecasts, may change. The Group assumes no obligation to update any such forward-looking statements to reflect actual results, changes in assumptions or changes in other factors affecting such forward-looking statements.

Some important risk factors that could cause the Group's actual results to differ materially from those expressed in its forward-looking statements include, but are not limited to: economic and political uncertainty (including interest rates and exchange rates), financial and regulatory developments, demand for the Group's products, increasing industry consolidation, competition from other breweries, the availability and pricing of materials used by the Group, cost of energy, production- and distribution-related issues, IT failures, market-driven price reductions, litigation, environmental issues and other unforeseen factors. The nature of the Group's business means that risk factors and uncertainties may arise, and it may not be possible for management to predict all such risk factors, nor to assess the impact of all such risk factors on the Group's business or the extent to which any individual risk factor, or combination of factors, may cause results to differ materially from those contained in any forward-looking statement. Accordingly, forward-looking statements should not be relied on as a prediction of actual results.

VOLUME AND REVENUE DATA

Q3	2022	Change Organic	Change Acq., net	Change FX	2023	Change Reported
Beer (million hl)						
Western Europe	8.3	-6.0%	–	–	7.8	-6.0%
Asia	12.2	3.7%	–	–	12.6	3.7%
Central & Eastern Europe	9.1	-7.2%	0.9%	–	8.6	-6.3%
Total	**29.6**	**-2.4%**	**0.3%**	**–**	**29.0**	**-2.1%**
Other beverages (million hl)						
Western Europe	3.8	-3.6%	–	–	3.7	-3.6%
Asia	1.5	-16.4%	–	–	1.2	-16.4%
Central & Eastern Europe	1.1	1.2%	0.3%	–	1.1	1.5%
Total	**6.4**	**-5.8%**	**0.0%**	**–**	**6.0**	**-5.8%**
Total beverages (million hl)						
Western Europe	12.1	-5.2%	–	–	11.5	-5.2%
Asia	13.7	1.5%	–	–	13.8	1.5%
Central & Eastern Europe	10.2	-6.3%	0.8%	–	9.7	-5.5%
Total	**36.0**	**-3.0%**	**0.3%**	**–**	**35.0**	**-2.7%**
Revenue (DKK million)						
Western Europe	9,593	7.0%	–	-1.6%	10,113	5.4%
Asia	6,868	3.7%	–	-13.4%	6,204	-9.7%
Central & Eastern Europe	3,774	6.3%	3.6%	-4.7%	3,970	5.2%
Not allocated	4	n.m.	n.m.	n.m.	7	n.m.
Total	**20,239**	**5.8%**	**0.7%**	**-6.2%**	**20,294**	**0.3%**

9 months	2022	Change Organic	Change Acq., net	Change FX	2023	Change Reported
Beer (million hl)						
Western Europe	23.3	-4.7%	–	–	22.1	-4.7%
Asia	35.6	4.8%	–	–	37.3	4.8%
Central & Eastern Europe	22.7	-4.3%	0.8%	–	22.0	-3.5%
Total	**81.6**	**-0.4%**	**0.2%**	**–**	**81.4**	**-0.2%**
Other beverages (million hl)						
Western Europe	10.9	-0.2%	–	–	11.0	-0.2%
Asia	4.9	-4.2%	–	–	4.6	-4.2%
Central & Eastern Europe	2.8	1.3%	0.3%	–	2.8	1.6%
Total	**18.6**	**-1.0%**	**0.0%**	**–**	**18.4**	**-1.0%**
Total beverages (million hl)						
Western Europe	34.2	-3.2%	–	–	33.1	-3.2%
Asia	40.5	3.7%	–	–	41.9	3.7%
Central & Eastern Europe	25.5	-3.7%	0.8%	–	24.8	-2.9%
Total	**100.2**	**-0.6%**	**0.2%**	**–**	**99.8**	**-0.4%**
Revenue (DKK million)						
Western Europe	26,821	8.4%	–	-2.2%	28,495	6.2%
Asia	19,538	8.9%	–	-10.3%	19,255	-1.4%
Central & Eastern Europe	9,316	12.3%	3.2%	-4.7%	10,319	10.8%
Not allocated	11	n.m.	n.m.	n.m.	13	n.m.
Total	**55,686**	**9.2%**	**0.6%**	**-5.5%**	**58,082**	**4.3%**