



Q3 Trading Statement

1 January - 30 September 2020

18 November 2020


ROYAL
UNIBREW

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This presentation contains forward-looking statements, including statements about the Group's sales, revenue, earnings, spending, margins, cash flows, inventories, products, actions, plans, strategies, objectives and guidance with respect to the Group's future operating results. Forward-looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain the following words or phrases "believe, anticipate, expect, estimate, intend, plan, project, will be, will continue, likely to result, could, may, might", or any variations of such words or other words with similar meanings. Any such statements involve known and unknown risks, estimates, assumptions and uncertainties that could cause the Group's actual results, performance or industry results to differ materially from the results expressed or implied in such forward-looking statements. Royal Unibrew assumes no obligation to update or adjust any such forward-looking statements (except for as required under the disclosure requirements for listed companies) to reflect actual results, changes in assumptions or changes in other factors affecting such forward-looking statements.

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Very strong Q3

OUR BUSINESS MODEL

- Being a multi-beverage company
- Strong local brands

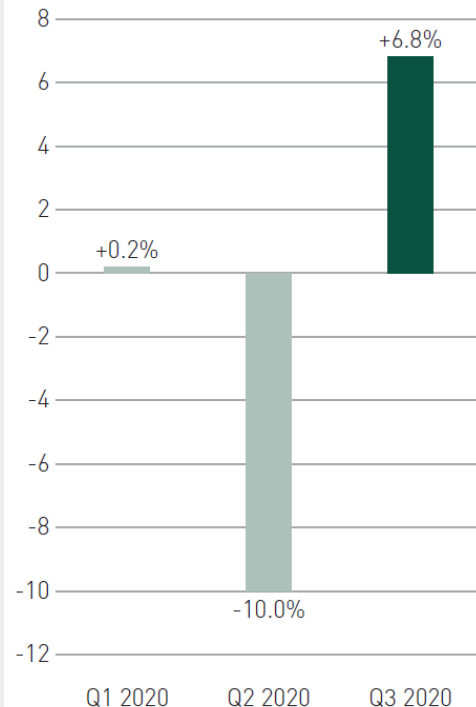
RESULTS

- Organic revenue growth of 6% in Q3
- Mixed development across the quarters
- Q1-Q3 EBIT up 5% and strong cash flow
- New share buy-back program of DKK 200 million
- Outlook narrowed to the upper half of the previously guided interval (DKK1,475m – 1,525m)

COVID-19

- Safety still our key priority
- Consumers spent their vacation in their home country (staycation effect)

DEVELOPMENT IN NET REVENUES Q1-Q3
[%]



Business segments

Western Europe

Denmark, Germany, Italy and France

-2%

VOLUME

-3%

NET REV.

-4%

EBIT

Baltic Sea

Finland, Latvia, Lithuania and Estonia

+1%

VOLUME

-2%

NET REV.

+9%

EBIT

International

65 markets in Americas and EMEA

-1%

VOLUME

+10%

NET REV.

+22%

EBIT

LOCAL BRANDS



LOCAL BRANDS



GLOBAL BRANDS



Our short-term CSR goals



OUR CONSUMERS

Balanced launch of regular and low/non-alcohol/sugar containing beverages



ENVIRONMENT & CLIMATE

Increased use of recycled material in PET bottles, carton trays and paper labels



OUR PEOPLE

Focus on employees health and wellness with a decline in absence related to accidents of 40 compared to 2018



Financial performance

SELECTED FINANCIAL HIGHLIGHTS

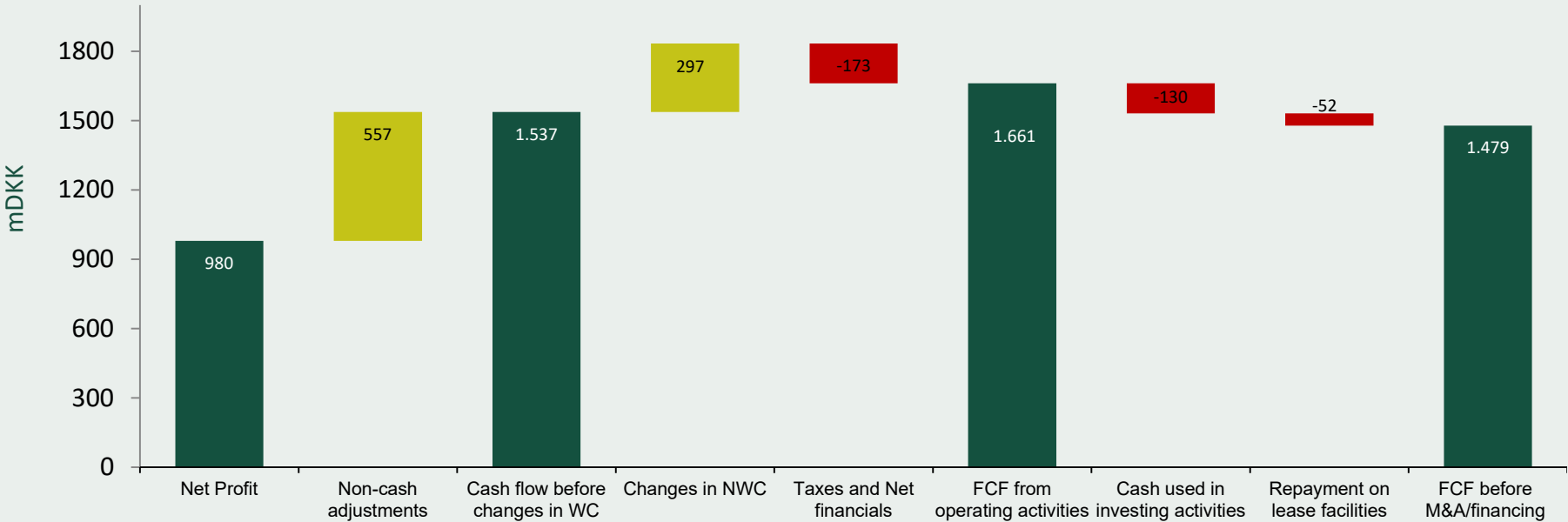
mDKK	Q1-Q3 2020	Q1-Q3 2020	Q3 2020	Q3 2019
Volume (thousand hl)	8,446	8,489	3,177	3,027
Net revenue	5,824	5,905	2,258	2,114
EBIT	1,263	1,202	600	492
EBIT margin (%)	21.7	20.4	26.5	23.3
Free cash flow	1,479	1,039	889	427

“In France, our Lorina brand has over-performed compared to the Lemonades market and even Soft Drinks”



Free cash flow

Cash flow Q1-Q3



2019:	918	540	1,458	-32	-221	1,205	-120	-46	1,039
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Outlook

mDKK	Outlook 2020 (November 2020)	Outlook 2020 (August 2020)	Outlook 2020 (June 2020)	Outlook 2020 (March 2020)	Outlook 2020 (March 2020)	Actual 2019
Net revenue	-	-	-	-	-	7,692
EBIT	1,475-1,525	1,425-1,525	1,250-1,375	Suspended	Around 2019 level	1,469

Assumptions

- Year to date result including October
- The current COVID-19 impact on On-Trade, and the almost closed boarder between Denmark and Germany
- Higher marketing investments in Q4 compared to last year
- We expect significant impact from the restrictions the last two months of 2020



Senior Leadership Team



Lars Jensen
CEO



Lars Vestergaard
CFO



Kalle Järvinen
SVP Baltic Sea &
MD Hartwall



Jan Ankersen
SVP South Europe &
GM Italy



Carsten Nørland
SVP International