

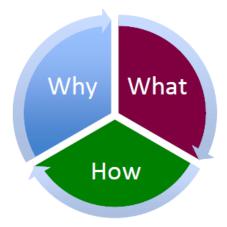
Agenda



1



2.



3. Next steps....



This is Carlsberg today



No. 1

in Northern & Eastern Europe and fourth largest brewer in the world

140 markets around the world

500 different beer brands

41,000 employees on three continents

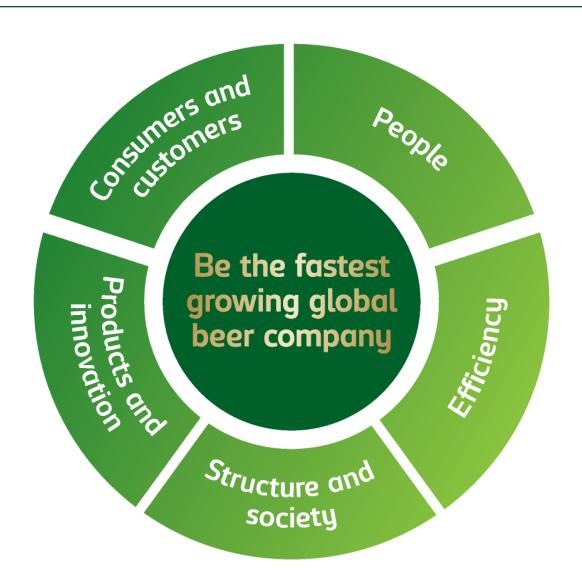
15,900,000,000

Litres of beer and other beverages sold in 2010



Five core strategic levers





Why





- Union agreement
- CSR Policy
- Customers



RESEARCH & DEVELOPMENT	PROCUREMENT	BREWING & BOTTLING	LOGISTICS	SALES & MARKETING	CONSUMERS & CUSTOMERS
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INTEGRATING CSR THROUGHOUT THE VALUE CHAIN

A central element of the Carlsberg Group's CSR strategy is the integration of corporate social responsibility (CSR) throughout the value chain. Embedding CSR aspects and considerations in existing business processes, developing policies to ensure standards, and setting global and local targets to improve CSR performance form the cornerstone of this strategic process.

What



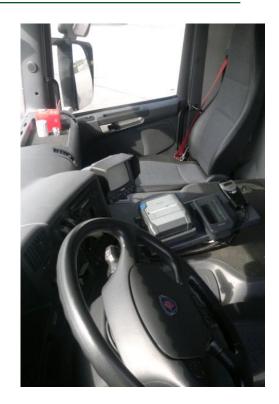


- Countries where implemented:
 - Sweden (all Carlsberg owned/leased vehicles)
 - Denmark (all Carlsberg owned/leased vehicles)
- Installations:

• Trucks: 319

• Cars/vans: 381

Total cost per installation





How





• People:

- Involvement
- Transparency in the decision
- "Free Passage....."

Communication:

- Whole organization
- Towards customers
- External In general

Day to day practicalities:

- How to avoid using the alco-lock?
- Employment implications





