


UNITED BREWERIES LIMITED

Regd. Office : UB Tower, UB City, 24, Vittal Mallya Road, Bangalore - 560 001

Unaudited Financial Results for the six months ended September 30, 2009

Rs. In Lakhs (except in respect of items 16 to 18)

Particulars	Unaudited	Unaudited	Unaudited	Unaudited	Audited
	Three Months	Three Months	Six months	Six months	Year Ended
	Ended	Ended	Ended	Ended	Year Ended
	30.09.2009	30.09.2008	30.09.2009	30.09.2008	31.03.2009
1.(a) Net Sales/Income from Operations	41,225	36,612	97,748	84,794	169,827
(b) Other Operating Income	-	-	-	-	-
2. Expenditure					
a. (Increase) / decrease in stock in trade and work in progress	(603)	134	(91)	(40)	(613)
b. Consumption of raw materials	7,031	4,802	11,982	10,329	21,411
c. Consumption of packing materials	8,746	7,253	23,830	19,264	39,510
d. Power & Fuel Cost	1,125	1,623	2,322	3,484	5,753
e. Purchase of traded goods	3,752	4,757	10,048	10,275	20,874
f. Employees cost	2,583	2,597	4,760	4,520	8,707
g. Depreciation	2,074	1,847	4,123	3,521	7,621
h. Advertisement & Sales Promotion	7,638	6,430	18,631	14,690	27,769
i. Selling & Distribution	3,825	3,016	9,220	7,443	15,113
j. Other expenditure	3,436	2,675	6,250	5,111	9,481
k. Total	39,607	35,134	91,075	78,597	155,626
3. Profit from Operations before Other Income, Interest and Exceptional Items (1-2)	1,618	1,478	6,673	6,197	14,201
4. Other Income	1,554	1,096	3,443	1,692	4,930
5. Profit before Interest and Exceptional Items (3+4)	3,172	2,574	10,116	7,889	19,131
6. Interest Charges					
-Interest	1,592	1,150	3,299	2,421	5,474
-Exchange translation difference	22	565	(371)	935	1,395
-Other Finance Charges	22	35	30	58	2,095
7. Profit after Interest but before Exceptional Items (5-6)	1,536	824	7,158	4,475	10,167
8. Exceptional Items	-	-	-	-	-
9. Profit (+)/Loss (-) from Ordinary Activities before tax (7+8)	1,536	824	7,158	4,475	10,167
10. Tax expense	(365)	(308)	(2,438)	(1,698)	(3,918)
11. Net Profit(+) / Loss(-) from Ordinary Activities after tax (9-10)	1,171	516	4,720	2,777	6,249
12. Extraordinary Items (net of tax expense Rs.Nil)	-	-	-	-	-
13. Net Profit (+) / Loss(-) for the period (11-12)	1,171	516	4,720	2,777	6,249
14. Paid-up equity share capital (Face value of Re.1 each)	2,400	2,400	2,400	2,400	2,400
15. Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year	-	-	-	-	81,064
16. Earnings Per Share (EPS) (in Rs.)	0.40	0.13	1.79	0.98	2.29
17. Public shareholding					
- Number of shares	60,058,335	60,058,335	60,058,335	60,058,335	60,058,335
- Percentage of shareholding	25.02	25.02	25.02	25.02	25.02
18. Promoters and Promoter group Shareholding					
a) Pledged / Encumbered					
- Number of Shares	23,937,422		23,937,422		23,937,422
- Percentage of Shares					
(as a % of the total shareholding of promoter and promoter group)	13.30		13.30		13.30
- Percentage of Shares					
(as a % of the total share capital of the company)	9.97		9.97		9.97
b) Non - Encumbered					
- Number of Shares	156,052,498		156,052,498		156,052,498
- Percentage of Shares					
(as a % of the total shareholding of promoter and promoter group)	86.70		86.70		86.70
- Percentage of Shares					
(as a % of the total share capital of the company)	65.01		65.01		65.01

NOTES:

1. The Company is engaged in manufacture, purchase and sale of Beer including licensing of brands which constitutes a single business segment. The Company also considers the whole of India as a single geographical segment.
2. Exchange translation difference represents loss / (gain) on liability restated at the exchange rates as at the end of the respective periods in respect of the foreign currency loan availed by the Company for working capital purposes, which is a renewable facility.
3. The investment in Millennium Alcobev Private Limited is strategic in nature and its diminution in value is considered temporary. The Company has obtained an independent valuation as at March 31, 2009 which is in excess of the book value of the investment, and, hence, no provision for diminution in the value of the investment is considered necessary.
4. The Company does not own any brewing facility in Tamil Nadu, which is one of the major markets in India contributing about 18% of the Company's business. With an intention of ensuring supplies from Balaji Distilleries Limited (BDL), having brewing facilities in Tamil Nadu, the Company has entered into an agreement with the promoters of BDL to secure to the Company perpetual usage of brewery and for grant of first right of refusal in case of sale or disposal of the brewery in any manner by BDL, and has advanced an amount of Rs.15,500 Lakhs to one of the Promoter Companies of BDL, acting for and on behalf of the other Promoters also.

Subsequently, the Boards of Directors of BDL and United Spirits Limited (USL) have considered and approved a proposal for merger of BDL into USL, which is subject to obtaining of the necessary regulatory approvals by both the Companies. The Company has obtained a commitment from USL that the arrangement with Promoters will be adhered to on completion of the proposed merger. The advance will be repaid upon the completion of the merger or in accordance with the terms of the related Agreement, whichever is earlier.

In June 2009, BDL has allotted 90,000,000 Equity Shares upon conversion of warrants to certain parties. These parties have entered into a supplemental agreement with the Company to the effect that they will be bound by the terms and conditions of the earlier agreement between the Company and the promoters of BDL.

5. During the quarter ended June 30, 2008 the Company had raised Rs.42,278 (net of issue expenses) Lakhs through an issue of shares on rights basis (Rights Issue). The proceeds of the Rights Issue have been utilised in the following manner:
 - a. Rs.29,783 Lakhs for repayment of cash credit / overdraft accounts
 - b. Rs.11,495 Lakhs for capital expenditure.

Pending utilisation the balance proceeds of Rs.1,000 Lakhs have been invested in mutual funds.

6. Investor complaints pending as on 1st July, 2009 were Nil. Complaints received and disposed of during the quarter ended September 30, 2009 were 5 and there were no complaints unresolved as on that date.
7. The Company had declared an interim dividend of Re. 0.15 per share on the enhanced equity capital (post Rights Issue) on September 10, 2008 amounting to Rs. 421 Lakhs (inclusive of Dividend Distribution Tax) and the same has been paid. At the annual general meeting held on September 10, 2009 the Company declared a final dividend of Re. 0.15 per share on the equity capital amounting to Rs. 421 Lakhs (inclusive of Dividend Distribution Tax). The Company has also paid dividend @ Rs. 3/- per Cumulative Redeemable Preference Share amounting to Rs. 867 Lakhs (inclusive of Dividend Distribution Tax) for the year ended March 31, 2009 to Scottish & Newcastle India Limited.
8. Earning per Share (EPS) is stated after providing for Dividend on the Cumulative Redeemable Preference Shares for the half year of the financial year 2009-2010.
9. The Securities of the Company have been voluntarily delisted from New Delhi, Ahmadabad, Calcutta, Ludhiana and Cochin Stock Exchanges and approval for delisting from Madras Stock Exchanges is awaited.
10. The figures relating to the previous year / period(s) have been regrouped / reclassified wherever necessary.
11. The unaudited results for the six months ended September 30, 2009 have been approved by the Board of Directors at the meeting held on October 26, 2009 and have been subjected to a limited review by the auditors of the company.

By the Authority of the Board,


Kalyan Ganguly
Managing Director

Place: Bangalore,
Date: October 26, 2009.

UNITED BREWERIES LIMITED

PERFORMANCE HIGHLIGHTS – QUARTER ENDED SEPTEMBER 30, 2009.

- **VOLUME UP BY 16%**
- **PROFITS UP BY 70%**
- **SALES REVENUE UP 15%**
- **GROSS MARGIN INCREASE OF 200 BASIS POINTS**
- **MARKET SHARE UP 3%**
- **KIRAN MAZUMDAR SHAW AND MADHAV BHATKULY JOIN BOARD AS INDEPENDENT DIRECTORS**

The half year ended September 30, 2009 saw volumes grow by 16% as against an industry growth of 8%, resulting in a market share increase of 3%.

This growth was achieved despite discontinuing beer supplies in Andhra Pradesh for the first three months of the financial year pending a decision from the Hon'ble High Court of Andhra Pradesh on a price increase application. On assurance from the Andhra Pradesh Beverage Corporation to arrive at an amicable settlement on the issue of a price increase, UBL resumed supplies in the AP market effective July 2009, and achieved a market share of 43% during the month. Excluding AP, UBL volumes grew by 21% against an industry growth of 12%.

UBL continues to dominate both the strong & mild beer categories, with Kingfisher Strong & Kingfisher Premium being the undisputed market leader in their respective categories. The second quarter saw the launch of Kingfisher Ultra in Mumbai. This brand has redefined the super premium beer category with the use of two row malted barley & exclusive packaging with a unique flip open crown.

The national roll out of Kingfisher Bohemia wine is on track, and the recent launch in the Chennai market has met with instant success and excellent consumer feedback.

UBL's profit before interest & exceptional items during the first half year of FY2010 has grown by 28% compared to the corresponding period of the previous year.

The Company has plans to expand capacities in its key markets. The new greenfield brewery in AP will be operational ahead of the forthcoming summer season. The acquisition of land for the greenfield brewery in Karnataka has also been completed.

The Profit before Tax accounted for Rs. 716 million, representing an increase of 60% over the corresponding previous half year. The Profit after tax at Rs. 472 million shows an improvement of 70% over the same half year of the previous year.

Ms. Kiran Mazumdar Shaw, CMD of Biocon, who is also a qualified Brewmaster and Mr. Madhav Bhatkuly, Director of New Horizon Investments joined the Board of UBL as Independent Directors.