



## **United Breweries Limited**

PERFORMANCE HIGHLIGHTS – QUARTER ENDED DECEMBER 31, 2009.

- **REVENUE UP 18%**
- **MARKET SHARE AT ALL-TIME HIGH OF 53%**
- **EBITDA INCREASED BY 34%**
- **NET PROFIT FOR THE NINE MONTHS UP 134%**

During the quarter, the business has recorded a 24% growth in volume sales. This resulted from buoyant markets across India, particularly Maharashtra and Uttar Pradesh, as well as an increased market share. Growth in these markets more than offset a decline in Karnataka consequent to an increase in excise duties earlier in the year. After resumption of supply in Andhra Pradesh we have obtained a market share of 35%, which is in excess of our previous share. During the quarter, our national market share has reached an all-time high of 53%.

Strong beer continues to increase share, and Kingfisher Strong has reinforced its leadership position during the quarter. Kingfisher Ultra has been very successful in both markets where it has been launched as a super premium lager.

The Company has managed to improve its EBITDA margin compared to the corresponding quarter of the previous year despite increased cost of recycled bottles and contraction of the profitable Karnataka market. This was made possible through higher efficiencies and lower operational costs.

UBL's profit before interest & exceptional items during the first nine months of FY2010 has grown by 34% compared to the corresponding period last year.

As announced earlier, the partnership with Heineken was formalised during the quarter. This will allow the Company to benefit from the growth in the international premium segment through production of the 'Heineken' brand in India and from Heineken's global presence for expansion of the Kingfisher brand.

The Greenfield brewery in the state of Andhra is completed and has drawn its first brew. The facility will be fully operational for the upcoming summer season. The acquisition of land for the Greenfield brewery in Karnataka has been completed.

United Breweries has received two UNESCO (the United Nations Educational, Scientific and Cultural Organization) Water Digest Water Awards for its efforts in water conservation: Best water conservation – waste water management across all industries in India, and Corporate Social Responsibility for water practices in India. This is a key recognition of United Breweries ongoing commitment to the community and environment wherever we operate.

The Profit before Tax accounted for Rs. 1,032 million, representing an increase of 115% over the first nine months of the previous year. The Profit after tax at Rs. 684 million shows an improvement of 134% over the comparable period of the previous year.

Mumbai, 22 January 2010

