



**UNITED SPIRITS LIMITED**  
Regd. Office: 51, Richmond Road, Bangalore - 560 025

**Unaudited Financial Results (Provisional) for the Quarter ended December 31, 2007**

Rs. Crores

|  | UNAUDITED                 |                 |                                |                 | Audited              |
|--|---------------------------|-----------------|--------------------------------|-----------------|----------------------|
|  | Quarter Ended December 31 |                 | Nine months Ended December 31, |                 | Year Ended March 31, |
|  | 2007                      | 2006            | 2007                           | 2006            | 2007                 |
| <b>1 Sales/Income from Operations</b>  | <b>1,557.46</b>           | <b>1,310.60</b> | <b>4,204.00</b>                | <b>3,532.50</b> | <b>4,669.62</b>      |
| 2 Less: Excise duty  | 668.50                    | 539.53          | 1,796.73                       | 1,474.41        | 1,949.10             |
| <b>3 Net Sales/Income from Operations</b>  | <b>888.96</b>             | <b>771.07</b>   | <b>2,407.27</b>                | <b>2,058.09</b> | <b>2,720.52</b>      |
| 4 Other income   | 9.58                      | 14.26           | 18.65                          | 17.08           | 58.22                |
| <b>5 Total Income (3+4)</b>  | <b>898.54</b>             | <b>785.33</b>   | <b>2,425.92</b>                | <b>2,075.17</b> | <b>2,778.74</b>      |
| 6 Expenditure  |                           |                 |                                |                 |                      |
| a) (Inc)/Dec in stock in trade   | (15.12)                   | 48.52           | 14.67                          | 26.21           | (9.21)               |
| b) Consumption of Raw Materials  | 172.41                    | 148.53          | 419.40                         | 371.40          | 576.29               |
| c) Purchase of Traded Goods  | 106.28                    | 57.05           | 287.10                         | 260.10          | 311.98               |
| d) Consumption of Other Materials  | 194.04                    | 145.36          | 491.91                         | 405.86          | 551.85               |
| e) Employee Cost   | 62.03                     | 51.48           | 167.67                         | 131.60          | 180.81               |
| f) Depreciation  | 9.00                      | 3.39            | 23.19                          | 19.68           | 30.94                |
| g) Other expenditure   |                           |                 |                                |                 |                      |
| i) Advertisement & Sales Promotion   | 81.54                     | 84.18           | 218.52                         | 192.87          | 290.86               |
| ii) Acquisition related Expenses   | -                         | 0.63            | 7.24                           | 9.94            | 16.23                |
| iii) Others  | 116.98                    | 107.94          | 305.70                         | 296.14          | 363.36               |
| <b>h) Total</b>  | <b>727.16</b>             | <b>647.08</b>   | <b>1,935.40</b>                | <b>1,713.80</b> | <b>2313.11</b>       |
| 7 Interest / Finance Charges (Net of receipts)   | 32.77                     | 28.89           | 94.75                          | 81.37           | 106.76               |
| <b>8 Profit before Prior Period, Exceptional, Other Non-recurring Items and Tax</b>                        | <b>138.61</b>             | <b>109.36</b>   | <b>395.77</b>                  | <b>280.00</b>   | <b>358.87</b>        |
| 9 Prior Period, Exceptional and Other Non-recurring Items-(Income)/Expense                                 | -                         | (265.67)        | -                              | (265.67)        | (262.74)             |
| 10 Profit(+)/Loss (-) after Perior Period, Exceptional, Other non-recurring Items and before tax (8) - (9) | 138.61                    | 375.03          | 395.77                         | 545.67          | 621.61               |
| 11 Tax Expense   |                           |                 |                                |                 |                      |
| Current  | 48.30                     | 36.50           | 132.80                         | 89.50           | 130.29               |
| Deferred   | 0.78                      | (4.48)          | 4.19                           | 8.20            | (6.14)               |
| Fringe Benefit Tax   | 1.38                      | 0.49            | 2.83                           | 4.01            | 3.45                 |
| 12 Net Profit (+)/ Loss (-) from Ordinary Activities after Tax(10-11)                                      | 88.15                     | 342.52          | 255.95                         | 443.96          | 494.01               |
| 13 Extraordinary Items (Net of tax expense)  | -                         | -               | -                              | -               | -                    |
| 14 Net Profit(+)/Loss(-) for the Period (12-13)  | 88.15                     | 342.52          | 255.95                         | 443.96          | 494.01               |
| 15 Paid-up Equity Share Capital (Face value Rs.10)   | 99.08                     | 94.48           | 99.08                          | 94.48           | 94.48                |
| 16 Reserves excluding Revaluation Reserves   |                           |                 |                                |                 | 1239.79              |
| <b>17 Earnings Per Share</b>   |                           |                 |                                |                 |                      |
| a) EPS Basic - Rs/share (Not annualised)   | <b>9.08</b>               | <b>36.25</b>    | <b>26.36</b>                   | <b>46.99</b>    | <b>52.57</b>         |
| b) EPS Diluted - Rs/share (Not annualised)   | <b>8.93</b>               | <b>36.25</b>    | <b>25.99</b>                   | <b>46.99</b>    | <b>52.57</b>         |
| 18 Public shareholding   |                           |                 |                                |                 |                      |
| - No. of Shares  | 62,336,616                | 57,386,024      | 62,336,616                     | 57,386,024      | 57,664,218           |
| - Percentage of shareholding   | 62.91                     | 60.74           | 62.91                          | 60.74           | 61.03                |