

January 22, 2008

The Board of Directors of USL approved the results of the Company during Q-III at their meeting at Bangalore today. The financial results of USL and SWCL (which is in the process of merger with USL with retro effect) aggregated on a proforma basis for the nine-month period of fiscal FY08 continue the growth trends set over the past quarters:.

- Net sales growth of 18%
- EBIDTA at Rs.562 crore, a 41% growth over the Rs.398 crore of the comparable period last year.
- EBIDTA margin of 22% of net sales, up 400 basis points from last year.
- PBT at Rs.434 crore up 49% from the Operational PBT of Rs.291 crore of the previous year.
- PAT of 56% at Rs.283 crore (PY Operational PAT of Rs.181 crore, pre exceptional income of Rs.262.74 crore)
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The Company's premium brands are performing well and registering a blistering pace of growth. Its flagship, McDowell's No.1 Whisky brand has registered a phenomenal 31% growth. The McDowell's No.1 Umbrella brand has already crossed 20 million cases during the current fiscal.

DSP Black, the Company's Premium offering is the latest addition to the 'Millionaire Club' having crossed the landmark million cases in the current fiscal, with a 54% growth. With this addition, the USL Millionaire brands now increased to 16.

On the pricing front, the state of Tamil Nadu has finally given a price increase after a gap of 3 years. The beneficial effect of this will be felt from the next quarter.

The Company plans to introduce a new range of products targeted specifically at the burgeoning youth market, in various flavours, with prime focus on white spirits.

The Company's subsidiary, Four Seasons Wines Limited, has recently introduced the ZINZI range of Wines in both red and white offerings. Its winery which is under construction at Baramati in Maharashtra is expected to commence crushing by the end of the current fiscal and start production and marketing of the 'Four Seasons' varietal range of wines.

The Bottled in Origin range of wines from Bouvet Ladubay (USL's wine-making subsidiary in France) were introduced in the last quarter in select metro markets of India and have received an overwhelming response.

Towards the end of Q-III, the range of premium malt and blended whiskies from Whyte & Mackay, the world's 4th largest manufacturer of Scotch which was acquired by USL in the current fiscal, were also introduced in select markets like Mumbai, Bangalore, Delhi and Pune to an encouraging response. Brands introduced include Whyte & Mackay, a blended whisky, and a selection of Single Malt like Dalmore & Isle of