



UNITED BREWERIES LIMITED

November 02, 2015

1. Department of Corporate Services,  
BSE Limited,  
Floor 25, P J Towers,  
Dalal Street,  
Mumbai - 400 001
2. National Stock Exchange of India Limited  
Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (E),  
Mumbai - 400 051

Dear Sirs,

**Sub: Unaudited Financial Results for the Quarter ended September 30, 2015**

---

In terms of Clause 41 of the Listing Agreement, we are furnishing herewith Unaudited Financial Results of the Company for the Quarter ended September 30, 2015 along with Limited Review Report.

The Results will be published in an English Daily and also in a local regional Newspaper in Kannada, being the regional language where the Registered Office of the Company is situated.

A copy of the Press Release is enclosed.

Thanking you, we remain,

Yours faithfully,  
For UNITED BREWERIES LIMITED,

**GOVIND IYENGAR**  
Senior Vice President – Legal &  
Company Secretary

Encl.: As above.



# UNITED BREWERIES LIMITED

Registered office: UB Tower, UB City, 24, Vittal Mallya Road, Bengaluru - 560001  
Phone: 080 - 39855000, 22272806/07 Fax: 080 - 22211964, 22229488  
CIN: L36999KA1999PLC025195 Email: ubinvestor@ubmail.com Website: www.unitedbreweries.com

Rs. in Lakhs

## PART I

### Statement of unaudited results for the quarter and half-year ended September 30, 2015

| Particulars                                                                                       | Quarter ended      |                 |                    | Half-year ended    |                    | Year ended      |
|---------------------------------------------------------------------------------------------------|--------------------|-----------------|--------------------|--------------------|--------------------|-----------------|
|                                                                                                   | September 30, 2015 | June 30, 2015   | September 30, 2014 | September 30, 2015 | September 30, 2014 | March 31, 2015  |
|                                                                                                   | Unaudited          | Unaudited       | Unaudited          | Unaudited          | Unaudited          | Audited         |
| <b>1 Income from operations</b>                                                                   |                    |                 |                    |                    |                    |                 |
| (a) Net sales/income from operations (net of excise duty)                                         | 1,01,644           | 1,33,788        | 95,986             | 2,35,432           | 2,23,871           | 4,17,969        |
| (b) Other operating income                                                                        | 11,617             | 16,226          | 12,581             | 27,843             | 29,154             | 51,260          |
| <b>Total income from operations (net)</b>                                                         | <b>1,13,261</b>    | <b>1,50,014</b> | <b>1,08,567</b>    | <b>2,63,275</b>    | <b>2,53,025</b>    | <b>4,69,229</b> |
| <b>2 Expenses</b>                                                                                 |                    |                 |                    |                    |                    |                 |
| (a) Cost of materials consumed                                                                    | 39,542             | 59,164          | 41,143             | 98,706             | 99,453             | 1,86,883        |
| (b) Purchases of stock-in-trade                                                                   | 3,224              | 1,318           | 1,805              | 4,542              | 3,176              | 5,593           |
| (c) Changes in inventories of finished goods, work-in-progress and stock-in-trade                 | 1,246              | 494             | 74                 | 1,740              | 984                | (1,565)         |
| (d) Employee benefits expense (refer note 3)                                                      | 9,834              | 7,283           | 7,615              | 17,117             | 14,220             | 29,737          |
| (e) Depreciation and amortisation expense                                                         | 5,982              | 5,832           | 4,949              | 11,814             | 9,924              | 20,739          |
| (f) Sales promotion expenses                                                                      | 18,570             | 23,820          | 18,662             | 42,390             | 41,608             | 77,499          |
| (g) Selling and distribution expense (refer note 4)                                               | 11,881             | 17,073          | 14,284             | 28,954             | 31,415             | 59,364          |
| (h) Other expenses                                                                                | 13,950             | 14,421          | 12,513             | 28,371             | 24,443             | 49,642          |
| <b>Total expenses</b>                                                                             | <b>1,04,229</b>    | <b>1,29,405</b> | <b>1,01,045</b>    | <b>2,33,634</b>    | <b>2,25,223</b>    | <b>4,27,892</b> |
| <b>3 Profit from operations before other income, finance costs and exceptional items (1-2)</b>    | <b>9,032</b>       | <b>20,609</b>   | <b>7,522</b>       | <b>29,641</b>      | <b>27,802</b>      | <b>41,337</b>   |
| <b>4 Other income</b>                                                                             | <b>307</b>         | <b>172</b>      | <b>709</b>         | <b>479</b>         | <b>1,945</b>       | <b>3,759</b>    |
| <b>5 Profit from ordinary activities before finance costs and exceptional items (3+4)</b>         | <b>9,339</b>       | <b>20,781</b>   | <b>8,231</b>       | <b>30,120</b>      | <b>29,747</b>      | <b>45,096</b>   |
| <b>6 Finance costs</b>                                                                            | <b>2,049</b>       | <b>2,018</b>    | <b>1,780</b>       | <b>4,067</b>       | <b>3,938</b>       | <b>7,299</b>    |
| <b>7 Profit from ordinary activities after finance costs but before exceptional items (5-6)</b>   | <b>7,290</b>       | <b>18,763</b>   | <b>6,451</b>       | <b>26,053</b>      | <b>25,809</b>      | <b>37,797</b>   |
| <b>8 Exceptional items</b>                                                                        | <b>-</b>           | <b>-</b>        | <b>-</b>           | <b>-</b>           | <b>-</b>           | <b>-</b>        |
| <b>9 Profit from ordinary activities before tax (7+8)</b>                                         | <b>7,290</b>       | <b>18,763</b>   | <b>6,451</b>       | <b>26,053</b>      | <b>25,809</b>      | <b>37,797</b>   |
| <b>10 Tax expense</b>                                                                             | <b>2,470</b>       | <b>6,482</b>    | <b>2,189</b>       | <b>8,952</b>       | <b>8,663</b>       | <b>11,844</b>   |
| <b>11 Net Profit (9-10)</b>                                                                       | <b>4,820</b>       | <b>12,281</b>   | <b>4,262</b>       | <b>17,101</b>      | <b>17,146</b>      | <b>25,953</b>   |
| <b>12 Paid-up equity share capital (Face value of Re. 1 each)</b>                                 | <b>2,644</b>       | <b>2,644</b>    | <b>2,644</b>       | <b>2,644</b>       | <b>2,644</b>       | <b>2,644</b>    |
| <b>13 Reserve excluding Revaluation Reserves as per balance sheet of previous accounting year</b> | <b>1,82,319</b>    | <b>1,82,319</b> | <b>1,60,535</b>    | <b>1,82,319</b>    | <b>1,60,535</b>    | <b>1,60,535</b> |
| <b>14 Earnings per share (Fair value of Re. 1 each)*</b>                                          |                    |                 |                    |                    |                    |                 |
| (a) Basic                                                                                         | 1.83               | 4.64            | 1.59               | 6.47               | 6.44               | 9.71            |
| (b) Diluted                                                                                       | 1.83               | 4.64            | 1.59               | 6.47               | 6.44               | 9.71            |

\*Not annualised for quarters

See accompanying notes to the financial results



**PART II****Select information for the quarter and half-year ended September 30, 2015**

| Particulars                                                                              | Quarter ended         |                  |                       | Half-year ended       |                       | Year ended        |
|------------------------------------------------------------------------------------------|-----------------------|------------------|-----------------------|-----------------------|-----------------------|-------------------|
|                                                                                          | September<br>30, 2015 | June<br>30, 2015 | September<br>30, 2014 | September<br>30, 2015 | September<br>30, 2014 | March<br>31, 2015 |
| <b>A PARTICULARS OF SHAREHOLDING</b>                                                     |                       |                  |                       |                       |                       |                   |
| 1 Public shareholding                                                                    |                       |                  |                       |                       |                       |                   |
| - Number of shares                                                                       | 6,69,60,479           | 6,65,70,479      | 6,65,70,479           | 6,69,60,479           | 6,65,70,479           | 6,65,70,479       |
| - Percentage of shareholding                                                             | 25.32                 | 25.18            | 25.18                 | 25.32                 | 25.18                 | 25.18             |
| 2 Promoters and Promoter Group shareholding                                              |                       |                  |                       |                       |                       |                   |
| a) Pledged/encumbered                                                                    |                       |                  |                       |                       |                       |                   |
| - Number of shares                                                                       | 4,11,25,574           | 4,15,15,574      | 5,10,15,574           | 4,11,25,574           | 5,10,15,574           | 5,00,15,574       |
| - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | 20.83                 | 20.98            | 25.79                 | 20.83                 | 25.79                 | 25.28             |
| - Percentage of shares (as a % of the total share capital of the company)                | 15.55                 | 15.70            | 19.29                 | 15.55                 | 19.29                 | 18.92             |
| b) Non-encumbered                                                                        |                       |                  |                       |                       |                       |                   |
| - Number of shares                                                                       | 15,63,19,096          | 15,63,19,096     | 14,68,19,096          | 15,63,19,096          | 14,68,19,096          | 14,78,19,096      |
| - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | 79.17                 | 79.02            | 74.21                 | 79.17                 | 74.21                 | 74.72             |
| - Percentage of shares (as a % of the total share capital of the company)                | 59.13                 | 59.12            | 55.53                 | 59.13                 | 55.53                 | 55.90             |

| Particulars                                    | Quarter ended<br>September<br>30, 2015 |
|------------------------------------------------|----------------------------------------|
| <b>B INVESTOR COMPLAINTS</b>                   |                                        |
| Pending at the beginning of the quarter        | Nil                                    |
| Received during the quarter                    | 8                                      |
| Disposed off during the quarter                | 8                                      |
| Remaining unresolved at the end of the quarter | Nil                                    |





# UNITED BREWERIES LIMITED

Registered office: UB Tower, UB City, 24, Vittal Mallya Road, Bengaluru - 560001

Phone: 080 - 39855000, 22272806/07 Fax: 080 - 22211964, 22229488

CIN: L36999KA1999PLC025195 Email: ublinvestor@ubmail.com Website: www.unitedbreweries.com

Rs. in Lakhs

## Statement of Standalone Assets and Liabilities

| Particulars                                | As at<br>September<br>30, 2015 | As at<br>March<br>31, 2015 |
|--------------------------------------------|--------------------------------|----------------------------|
|                                            | Unaudited                      | Audited                    |
| <b>A EQUITY AND LIABILITIES</b>            |                                |                            |
| <b>1 Shareholders' funds</b>               |                                |                            |
| (a) Share capital                          | 2,644                          | 2,644                      |
| (b) Reserves and surplus                   | 1,99,420                       | 1,82,319                   |
| <b>Sub-total - Shareholders' funds</b>     | <b>2,02,064</b>                | <b>1,84,963</b>            |
| <b>2 Non-current liabilities</b>           |                                |                            |
| (a) Long-term borrowings                   | 33,076                         | 51,156                     |
| (b) Deferred tax liabilities (net)         | 6,395                          | 6,636                      |
| (c) Long-term provisions                   | 1,600                          | 517                        |
| <b>Sub-total - Non-current liabilities</b> | <b>41,071</b>                  | <b>58,309</b>              |
| <b>3 Current liabilities</b>               |                                |                            |
| (a) Short-term borrowings                  | 24,132                         | 18,758                     |
| (b) Trade payables                         | 23,247                         | 34,274                     |
| (c) Other current liabilities              | 1,03,653                       | 79,763                     |
| (d) Short-term provisions                  | 6,926                          | 11,996                     |
| <b>Sub-total - Current liabilities</b>     | <b>1,57,958</b>                | <b>1,44,791</b>            |
| <b>TOTAL - EQUITY AND LIABILITIES</b>      | <b>4,01,093</b>                | <b>3,88,063</b>            |
| <b>B ASSETS</b>                            |                                |                            |
| <b>1 Non-current assets</b>                |                                |                            |
| (a) Fixed assets                           | 1,86,832                       | 1,90,100                   |
| (b) Non-current investments                | 2,547                          | 2,547                      |
| (c) Long-term loans and advances           | 21,056                         | 19,239                     |
| (d) Other non-current assets               | 845                            | 443                        |
| <b>Sub-total - Non-current assets</b>      | <b>2,11,280</b>                | <b>2,12,329</b>            |
| <b>2 Current assets</b>                    |                                |                            |
| (a) Inventories                            | 59,736                         | 55,838                     |
| (b) Trade receivables                      | 1,11,269                       | 96,428                     |
| (c) Cash and bank balances                 | 1,457                          | 1,076                      |
| (d) Short-term loans and advances          | 17,290                         | 22,344                     |
| (e) Other current assets                   | 61                             | 48                         |
| <b>Sub-total - Current assets</b>          | <b>1,89,813</b>                | <b>1,75,734</b>            |
| <b>TOTAL - ASSETS</b>                      | <b>4,01,093</b>                | <b>3,88,063</b>            |



## NOTES

1. The results for the quarter and half-year ended September 30, 2015 have been approved by the Board of Directors at its meeting held on November 2, 2015 and have been subjected to limited review by the auditors of the Company.
2. The Company is engaged in the manufacture 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. Further, considering the seasonality of the business, the revenue and profits do not accrue evenly over the year.
3. Employee benefits expense for the quarter and half-year ended September 30, 2015 includes Rs.1,331 Lakhs towards compensation for loss of office of erstwhile managing director.

Employee benefits expense for the year ended March 31, 2015:

- a) Includes incremental charge of Rs. 2,367 Lakhs on account of change in actuarial assumptions in respect of gratuity and compensated absences; and
  - b) Is net of reversal of provision no longer required amounting to Rs. 871 Lakhs.
4. Selling and distribution expense for the quarters ended September 30, 2015 and September 30, 2014 is net of reversal of Rs. 1,830 Lakhs and Rs. 884 Lakhs, respectively and that for the half year ended September 30, 2015, the half year ended September 30, 2014 and the year ended March 31, 2015 is net of reversal of Rs. 1,830 Lakhs, Rs. 1,769 Lakhs and Rs. 1,956 Lakhs, respectively.
  5. The Company has paid dividend of Re.1 per equity share of Re. 1 each amounting to Rs. 3,182 Lakhs (inclusive of dividend distribution tax) and has also paid dividend of Rs. 3 per cumulative redeemable preference shares of Rs. 100 each amounting to Rs. 267 Lakhs (inclusive of dividend distribution tax) for the year ended March 31, 2015.
  6. Earnings per Share (EPS) is stated after providing for dividend on the Cumulative Redeemable Preference Shares ('CRPS') for the respective period/year, as applicable. The CRPS have been fully redeemed at par on March 31, 2015.
  7. The previous period/year figures have been regrouped where necessary to confirm to this period's classification.

By the authority of the Board



Shekhar Ramamurthy  
Managing Director

Place : Bengaluru

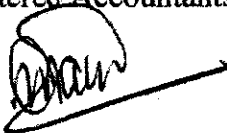
Date : November 2, 2015



**Limited Review Report****Review Report to  
The Board of Directors  
United Breweries Limited**

1. We have reviewed the accompanying statement of unaudited financial results of United Breweries Limited ('the Company') for the quarter ended September 30, 2015 (the "Statement"), except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been reviewed by us. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited financial results prepared in accordance with recognition and measurement principles laid down in Accounting Standard 25 "Interim Financial Reporting", specified under section 133 of the Companies Act, 2013, read with rule 7 of the Companies (Accounts) Rules, 2014 and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For S.R. Batliboi & Associates LLP**  
ICAI Firm registration number: 101049W  
Chartered Accountants



per **Mahendra Jain**  
Partner  
Membership No.: 205839



Place : Bengaluru  
Date : November 2, 2015



## ***United Breweries Ltd.***

### **PERFORMANCE HIGHLIGHTS HALF YEAR ENDED SEPTEMBER 30, 2015.**

- **4% INCREASE IN REVENUE**
- **5.7% INCREASE IN EBITDA**
- **INDUSTRY STAGNANT**

The beer Industry lacked lustre in the first half of this financial year with a 1% drop in volume. As a results of selective price increases and a continuous positive change in our product mix we have realized an increase in our revenues of 4% with a decline in our volumes by 2.4%.

UBL volumes recorded a 4% growth in the South and a marginal growth of 1% in the West with volumes under pressure in the North and East, in an industry that was sluggish across the country barring a few states.

Growth in the South was driven by Kerala, Telangana and Karnataka with volumes in Andhra Pradesh and Tamil Nadu under pressure.

Markets in the West recorded slow performance. With extraordinary growth in Madhya Pradesh and some growth in small markets like Daman, Diu and Silvassa the total for the region resulted in an overall growth of 1%.

Performance in the North and East was influenced by the pressure on volumes in the state of Rajasthan, with growth in Delhi and Uttar Pradesh and healthy growth in Haryana, which added a little cheer to a rather dull market.

Gross margins for the first half of the year were higher by 100 basis points compared to the corresponding period of the previous year, driven by price increases taken by the company in key markets and the realization of stable input prices.

Our EBITDA improved with almost 6% resulting in a stable development of our Net Profit, with costs of depreciation increasing as a result of our deliberate policy to bring our production capability closer to market and prepare for further growth.

Our recently acquired brewery, Pacific Spirits in Rajasthan will commence operations in the 3<sup>rd</sup> Quarter of this fiscal year.

*Bangalore, November 2, 2015.*