	Current Financial year ended 31.03.2013	Previous Financial Year ended 31.03.2012
	Rs. in crores	Rs. in crores
1. Turnover	18,876.23	16,046.43
2. Gross Profit	577.47	575.55
3. Exceptional and other non recurring items	(21.65)	(10.82)
4. Net Profit:	320.80	342.79
After providing for:		
- Depreciation	71.83	60.84
- Taxation (including deferred tax)	163.20	161.10
5. Add:		
- Surplus/(Loss) transferred from previous year	1,790.59	1,535.80
6. Transfer to Reserves:		
- Less: General Reserve	50.00	50.00
7. Dividend recommended subject to necessary approvals:		
On 130,794,968 Equity Shares of Rs.10/- each @ Rs.2.50/- per share (25%)	32.70	32.70
8. Corporate Dividend Tax	5.30	5.30
9. Balance carried to Balance Sheet	2,023.39	1,790.59

Please take the above on your record and acknowledge receipt.

Thanking you,

Yours faithfully,
For UNITED SPIRITS LIMITED

V.S.VENKATARAMAN
COMPANY SECRETARY

Encl. as above

UNITED SPIRITS LIMITED

'UB Tower', # 24, Vittal Mallya Road, Bangalore - 560 001

Part I: Statement of Standalone Audited Results for the three months and Year ended ended March 31, 2013

₹ Lakhs

Particulars	3 Months Ended March 31,	Previous 3 Months Ended December 31,	3 Months Ended March 31,	Standalone		Consolidated	
				Year Ended March 31		Year Ended March 31	
	2013	2012	2012	2013	2012	2013	2012
	Audited (Note 4)	Unaudited	Audited (Note 4)	Audited			
1 Income from operations	464,479	505,024	402,623	1,887,623	1,604,643	2,161,685	1,823,354
Less: Excise duty	258,710	287,623	216,354	1,036,655	850,376	1,101,886	904,705
(a) Net sales/income from operations	205,769	217,401	186,269	850,968	754,267	1,059,800	918,649
(b) Other operating income	3,675	2,867	1,905	9,707	11,721	15,068	16,958
Total income from operations (net)	209,443	220,269	188,174	860,674	765,988	1,074,867	935,607
2 Expenses:							
a) Cost of materials consumed	108,837	114,018	99,778	426,800	384,458	493,413	466,297
b) Purchase of stock-in-trade	19,135	24,420	20,906	72,511	85,927	72,528	89,083
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(3,729)	(8,990)	(7,145)	17,048	(17,982)	29,280	(47,534)
d) Employee benefits expense	12,154	13,007	10,067	47,644	42,101	79,460	72,465
e) Depreciation and amortisation expense	1,948	1,732	1,749	7,183	6,085	17,840	14,741
f) Other expenses:						-	-
i) Advertisement & Sales Promotion	21,195	22,253	20,892	77,790	74,458	108,054	101,114
ii) Others	28,243	28,099	24,167	105,833	90,384	155,078	131,198
Total Expenses	187,783	194,539	170,414	754,810	666,431	955,652	827,364
3 Profit /(Loss) from Operations before other income, finance costs and exceptional items (1-2)	21,660	25,729	17,760	105,864	100,557	119,215	108,244
4 a) Other income	3,777	1,848	1,469	7,994	6,038	10,259	9,962.97
b) Exchange Difference - Gain/(Loss)	911	1,360	(2,052)	2,323	4,308	(22,801)	3,971
5 Profit /(Loss) from ordinary activities before finance costs and exceptional items (3+4)	26,349	28,937	17,177	116,181	110,903	106,872	122,178
6 Finance costs	15,702	16,355	16,625	65,617	59,435	98,491	87,567
7 Profit /(Loss) from ordinary activities after finance costs but before exceptional items (5-6)	10,646	12,582	552	50,564	51,468	8,381	34,610
8 Exceptional items - (expense) / income	(2,165)	-	207	(2,165)	(1,082)	(1,083)	(1,082)
9 Profit /(Loss) from ordinary activities before tax (7 + 8)	8,482	12,582	759	48,399	50,386	7,298	33,529
10 Tax Expense:							
Current tax	2,710	3,900	(900)	16,710	16,950	17,715	17,131
Deferred tax charge/ (credit)	171	627	658	(390)	(840)	90	(2,322)
11 Net Profit /(Loss) from ordinary activities after tax (9-10)	5,600	8,055	1,001	32,079	34,276	(10,507)	18,720
12 Extraordinary items (Net of tax expense)	-	-	-	-	-	-	-
13 Net Profit /(Loss) for the period (11-12)	5,600	8,055	1,001	32,079	34,276	(10,507)	18,720
14 Share of Profit / (loss) of Associate	-	-	-	-	-	-	(55)
15 Minority interest in Profit / (Loss)	-	-	-	-	-	(383)	(127)
16 Net Profit / (Loss) after taxes, minority interest and share of profit /(loss) of associates (13+14+15)	5,600	8,055	1,001	32,079	34,276	(10,124)	18,792
14 Paid-up equity share capital (Face value ₹10)	13,080	13,080	13,080	13,080	13,080	12,587	12,587
15 Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year				626,117	573,669	466,143	453,590
16 Earnings per share of ₹ 10 each (not annualised):							
a) Basic	4.28	6.16	0.77	24.53	26.21	(8.04)	14.93
b) Diluted	4.28	6.16	0.77	24.53	26.21	(8.04)	14.93

Part II: Select Information for the Quarter and year ended March 31, 2013

A. Particulars of Shareholding					
1 Public shareholding					
- Number of Shares	97,462,161	94,458,736	94,458,736	97,462,161	94,458,736
- Percentage of shareholding	74.52%	72.22%	72.22%	74.52%	72.22%
2 Promoters and Promoter Group Shareholding:					
a) Pledged / Encumbered					
- Number of Shares	32,318,127	35,592,879	34,307,879	32,318,127	34,307,879
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	96.96%	97.95%	94.42%	96.96%	94.42%
- Percentage of shares (as a % of the total share capital of the Company)	24.71%	27.21%	26.23%	24.71%	26.23%
b) Non -encumbered					
- Number of Shares	1,014,780	743,353	2,028,353	1,014,780	2,028,353
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	3.04%	2.05%	5.58%	3.04%	5.58%
- Percentage of shares (as a % of the total share capital of the Company)	0.78%	0.57%	1.55%	0.78%	1.55%

B. Investor Complaints	
Pending at the beginning of the quarter	Nil
Received during the quarter	25
Disposed of during the quarter	25
Remaining unresolved at the end of the quarter	Nil

United Spirits Limited
Audited Financial Results for the year ended March 31, 2013

Notes:

1. The Company is engaged in the business of manufacture, purchase and sale of Beverage Alcohol (Spirits and Wines) including through Tie-up Manufacturing / brand franchise, which constitutes a single business segment. The Company is primarily organized into two main geographic segments namely India and Outside India. However, the Company's operations outside India did not exceed the quantitative threshold for disclosure envisaged in AS-17 on "Segment Reporting" notified under the Companies (Accounting Standard) Rules 2006. In view of the above, both primary and secondary reporting disclosures for business/geographical segment as envisaged in AS-17 are not applicable to the Company.

2. During the year

   a) Palmer Investment Group Limited and UB Sports Management Overseas Limited (both wholly owned subsidiaries of the Company), USL Benefit Trust (of which the Company is a beneficiary), SWEW Benefit Company, United Breweries (Holdings) Limited and Kingfisher Finvest India Limited (both promoters of the Company) have entered in to a Share Purchase Agreement, with Relay B.V. and Diageo PLC, on November 9, 2012, for the sale of 25, 226,839 equity shares constituting approximately 19.29% of the present paid up equity share capital of the Company and approximately 17.36% of the paid up equity share capital of the Company following the preferential allotment referred to in paragraph (b) below, at a price of Rs 1,440/- per equity share.

   b) Simultaneously with the execution of the Share Purchase Agreement, a Preferential Allotment Agreement between Relay B.V., the Company and Diageo PLC was executed, for issue of 14,532,775 equity shares of face value of Rs.10/- of the Company, each constituting 10% of the post–issue equity share capital of the Company to Relay B.V. an indirect wholly owned subsidiary of Diageo PLC, on a preferential allotment basis at a price of Rs.1,440 per equity share.

c) The consummation of the transactions referred to above are subject to various conditions precedent, including receipt of approval from the Competition Commission of India and in case of the preferential allotment, approval of the shareholders of the Company by way of a special resolution through postal ballot. Shareholder approval to the preferential allotment and approval from the Competition Commission of India has since been received.

d) As a consequence, inter alia, of the transactions referred to in (a) and (b) above, Relay B.V., acting through JM Financial Institutional Securities Private Limited, has made an open offer which commenced on April 10, 2013 and ended on May 13, 2013, to acquire up to 37,785,214 equity shares from the public shareholders of the Company pursuant to Regulation 3(1) and 4 of the Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011. The Relay B.V., has acquired 58,668 equity shares constituting 0.44 % of paid up capital in the Company pursuant to the open offer.

United Spirits Limited
Audited Financial Results for the year ended March 31, 2013

3. During the quarter, R.G. Shaw & Company Limited, Shaw Scott & Company Limited, Shaw Darby & Company Limited and Thames Rice Milling Company Limited, ceased to be a subsidiaries of the Company.

4. The figures for the last quarter ended March 31, 2013 and March 31, 2012 are the balancing figures between the audited figures in respect of the full financial year and the year to date figures up to the period ended December 31, 2012 and December 31, 2011 respectively.

5. The Exceptional Item for the year represents the provision made towards the Turn-Over Tax relating to earlier years pursuant to the Amnesty Order on Turn over tax amounting to Rs.4.33 Crores and Provision for diminution in value of Investment and advances in a subsidiary amounting to Rs. 17.31 crores. In the Consolidated results for the year ended March 31, 2013, the exception item refers to the provision made pursuant to the Amnesty Order on Turn over tax and write off of goodwill on account of the subsidiary as referred above.

6. The Board has recommended a dividend of Rs.2.50 per share on the equity shares of the Company for the year ended March 31, 2013.

8. The above audited results were taken on record at the meeting of the Board of Directors held on May 15, 2013.

By authority of the Board

Sd/-
ASHOK CAPOOR
MANAGING DIRECTOR

Bangalore
May 15, 2013

UNITED SPIRITS LIMITED

'UB Tower', # 24, Vittal Mallya Road, Bangalore - 560 001

Statement of Assets & Liabilities

Rs. Lakhs

	Standalone		Consolidated	
	As at March 31,		As at March 31,	
	2013	2012	2013	2012
A.EQUITY AND LIABILITIES				
1. Shareholders' Funds				
a) Share Capital	13,080	13,080	12,587	12,587
b) Reserves and Surplus	626,117	574,769	466,143	453,590
Minority Interest	-	-	1,106	1,461
2. Non-current Liabilities				
a) Long term borrowings	99,863	139,919	484,296	539,602
b) Other Long-term liabilities	6,207	2,002	6,351	2,375
c) Long term provisions	3,763	3,880	20,369	16,888
3. Current Liabilities				
a) Short-term borrowings	235,724	204,565	241,098	212,709
b) Trade Payables	161,564	138,991	144,362	199,511
c) Other Current Liabilities	151,502	125,845	176,486	139,307
d) Short-term provisions	7,346	7,121	7,951	7,624
	1,305,165	1,210,172	1,560,748	1,585,654
B. ASSETS				
1. Non-current Assets				
a) Fixed Assets	119,166	118,255	279,574	282,122
c) Goodwill on Consolidation	-	-	520,455	516,740
d) Non Current Investments	160,046	161,044	21,617	21,688
e) Deferred Tax Assets (net)	3,258	2,868	5,893	5,919
f) Long term Loans and advances	619,983	537,656	191,690	124,001
g) Other Non Current Assets	3,801	1,980	25,953	27,934
2. Current Assets				
a) Current Investments	174	1,888	174	1,892
b) Inventories	132,146	145,224	251,120	275,476
c) Trade Receivables	176,869	128,280	163,965	197,294
d) Cash and Bank balance	14,561	26,390	24,340	36,323
e) Short term Loans and Advances	75,149	86,575	75,953	96,253
d) Other Current Assets	13	13	13	13
	1,305,165	1,210,172	1,560,748	1,585,654

UNITED SPIRITS LIMITED

Bangalore
May 15, 2013

PRESS RELEASE

AUDITED RESULTS 2012-13

Results Summary:

Q-IV of FY13

- **11% net sales revenue growth with 4% volume growth**
- **30% growth in the strategic Prestige & Above brands**
- **100 basis points improvement in Margin (EBIDTA/Revenue)**
- **21% growth in operational EBIDTA (up by ₹41 cr.)**
- **460% growth in PAT (up by ₹46 cr.)**

FY13 (April 2012-March 2013)

- **12.8% net sales revenue growth with 3% volume growth**
- **21% growth in the strategic Prestige & Above brands, on top of a 19% growth in FY12**
- **6% growth in operational EBIDTA (up by ₹64 cr.)**

The Board of Directors of United Spirits Limited at their meeting in Bangalore today, considered and approved the unaudited results for Q-IV of fiscal 2013 and the audited results of the Company for fiscal 2013.

The results of the Company for Q-IV are as follows:

FY12	January-March	FY13	
30.2	Volumes – USL INDIA (Million Cases)	31.4	+ 1.13 million ↑ 4%
1,862.69	REVENUE (₹Crore)	2,057.69	+195 Cr ↑ 11%
195.09	Operational EBIDTA (₹Crore)	236.09	+41 Cr ↑ 21%
10.01	Profit After Tax	56.01	+46Cr ↑ 460%

During the last quarter of fiscal 2013 the strategic brands of the Company grew 30% and added 1.7 million cases. The entire portfolio grew 4% during the quarter.

During fiscal 2013 the strategic brands grew 21% and the annual volumes stopped just short of 29 million cases representing nearly a quarter of Company's overall volumes. On a comparable basis for fiscal 2012, these brands represented 22% of the overall volumes.

During the last quarter of fiscal 2013, USL was successful in obtaining revenue enhancing opportunities in Andhra Pradesh and Karnataka – these have been capitalized on and successfully implemented thereby enhancing profitability.

There is no good news on the Tamil Nadu front with the parastatal trade agency continuing to deny consumers their choice of USL's favorite brands in the fond hope that if the popular brands are not available on the shelves the brands from local vendors which are currently blocking the shelves, due to poor off-take will be bought by the consumers. USL Volumes in the state are down 15% this fiscal on top of a 22% drop in the previous year on account of these artificial restrictions placed on USL brands and capacity resulting in a loss of market share of 13%.

USL's clearly defined strategy to 'premiumize' its portfolio and move consumers up the value chain through the creation of new and variant brands which generate higher revenue and contributions has been in play for some time now. The above performance both on the volume and financial fronts is a consequence of this well thought out strategy. New introductions like the 'DietMate' range of Royal Challenge, No.1 McDowell's and Bagpiper, are all at a premium to the mother brands. Earlier introductions on the same lines e.g. Antiquity Blue, Signature Premier, No.1 McDowell's Platinum, McDowell's Cariba Rum and McDowell's VSOP Brandy are all premium versions of their respective mother brands.

A summary of the audited results for fiscal 2013 is as follows:

2011-12	April-March	2012-13	
120.2	VOLUMES – USL INDIA (Million cases)	123.7	+3.5 million ↑ 3%
7,542.7	REVENUE as Reported (₹Crore)	8,509.9	+967 Cr ↑ 12.8%
1,066.4	Operational EBIDTA (₹Crore)	1,130.4	+64 Cr ↑ 6%

Spirit costs for the year are up by ₹3.4 per litre or ₹13.6 per case; for the quarter, they are up by ₹7.9 per case (nearly ₹2 per litre). The adverse impact of this is over ₹160 crore for the fiscal year and ₹25 crore for this quarter alone. Despite the output of the crushing season coming into the market in Q-IV, ENA costs did not come off their high during Q-IV and were down only marginally at the end of the year.

Interest costs for the quarter at ₹157.0 crore are down from the comparable figure of FY12 (₹166.3 crore) – the combined result of some repayments that were effected during the year and increased borrowing for operations as also higher rates.

During the quarter, the statutory authorities like the Reserve Bank of India, SEBI and the Competition Commission of India approved the acquisition of shares by Diageo in the Company. The process of such acquisition is underway and is expected to be completed in due course.