

UNITED BREWERIES LIMITED

Regd. Office: UB Tower, UB City, 24, Vittal Mallya Road, Bangalore - 560001
 Unaudited Financial Results for the period ended December 31, 2011

Particulars	Rs. in Lakhs (except in respect of items 16 to 18)					
	Unaudited Three months Ended 31.12.2011	Unaudited Three months Ended 30.09.2011	Unaudited Three months Ended 31.12.2010	Unaudited Nine months Ended 31.12.2011	Unaudited Nine months Ended 31.12.2010	Audited Year Ended 31.03.2011
1 a. Net Sales/Income from Operations	96,106	78,319	60,962	263,804	193,919	301,321
b. Other Operating Income	-	-	-	-	-	-
2. Expenditure						
a. (Increase) / decrease in stock in trade and work in progress	(2,627)	699	(246)	(2,236)	(644)	250
b. Consumption of raw materials	17,607	9,038	8,230	38,078	24,198	39,623
c. Consumption of packing materials	40,060	15,657	15,905	77,706	49,504	95,225
d. Power & Fuel Cost	4,994	1,888	1,484	9,275	4,457	9,413
e. Purchase of traded goods	(15,913)	11,098	5,204	9,858	19,899	6,158
f. Employees cost	5,521	4,965	2,943	13,704	9,186	14,412
g. Depreciation	5,316	2,448	2,409	10,028	7,178	13,051
h. Advertisement & Sales Promotion	15,810	13,655	11,466	45,492	35,368	53,465
i. Selling & Distribution	13,864	5,888	5,659	29,061	18,099	32,358
j. Other expenditure	9,331	3,895	2,723	16,430	8,497	15,209
k. Total	93,963	70,331	55,771	247,396	175,736	279,164
3 Profit from operations before other income, interest and Exceptional items (1-2)	2,143	3,088	4,191	16,408	18,183	22,157
4 Other Income	5,081	1,754	1,692	8,731	5,218	8,278
5 Profit before interest and Exceptional Items (3+4)	7,224	4,842	5,883	25,139	23,399	30,435
6 Interest Charges						
- Interest	2,685	1,767	1,308	6,806	3,394	7,393
- Exchange difference	126	-	-	126	(4)	(4)
- Other Finance Charges	122	139	54	334	125	224
7 Profit after interest but before Exceptional Items (5-6)	4,291	2,936	4,521	17,873	19,384	22,622
8 Exceptional Items	-	-	-	-	-	-
9 Profit (+) / Loss (-) from ordinary activities before tax (7+8)	4,291	2,936	4,521	17,873	19,384	22,622
10 Tax expense						
- Current Tax	(1,526)	(930)	(1,419)	(5,761)	(6,693)	(4,765)
- MAT Credit entitlement	-	-	-	-	-	4,762
- Deferred Tax (Charge) / Writ back	97	(54)	(120)	(195)	100	(7,890)
11 Net profit (+) / Loss (-) from ordinary Activities after tax (9-10)	2,862	1,952	2,982	11,917	12,791	14,729
12 Extraordinary items (net of tax expense Rs. Nil)	-	-	-	-	-	-
13 Net profit (+) / Loss (-) for the period (11-12)	2,862	1,952	2,982	11,917	12,791	14,729
14 Paid-up equity share capital (Face Value of Rs.1 each)	2,637	2,545	2,400	2,637	2,400	2,637
15 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year	-	-	-	-	-	102,174
16 Earnings per share (EPS) (In Rs)	1.05	0.73	1.15	4.44	5.06	5.26
17 Public Shareholding						
- Number of Shares	68,570,479	66,065,748	60,058,335	68,570,479	60,058,335	66,065,748
- Percentage of shareholding	25.25	25.95	25.02	25.25	25.02	25.95
18 Promoters and Promoter group shareholding						
a. Pledged / Encumbered						
- Number of Shares	17,204,042	17,204,042	17,203,422	17,204,042	17,203,422	17,204,042
- Percentage of Shares	8.73	9.13	9.56	8.73	9.56	9.13
(as a % of the total shareholding of promoter and promoter group)						
- Percentage of Shares	6.52	6.76	7.17	6.52	7.17	6.76
(as a % of the total share capital of the company)						
b. Non - Encumbered						
- Number of Shares	179,921,050	171,275,148	162,786,498	179,921,050	162,786,498	171,275,148
- Percentage of Shares	91.27	90.87	90.44	91.27	90.44	90.87
(as a % of the total shareholding of promoter and promoter group)						
- Percentage of Shares	68.23	67.23	67.81	68.23	67.81	67.23
(as a % of the total share capital of the company)						

NOTES

1. The Company is engaged in manufacture, purchase 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.
2. Exchange difference represents loss / (gain) on liability restated at the exchange rates as at the end of the respective periods on the foreign currency loan availed by the Company. The working capital facility availed by the Company was repaid in entirety during the quarter ended June 30, 2010 by booking a gain of Rs.4 Lakhs on settlement of the facility. The Rs.126 Lakhs exchange loss arising for the nine month period ending December 31, 2011 is on account of repayment of a foreign currency term loan in the erstwhile United Millennium Breweries Limited (UMBL) which merged into the Company during the quarter ended December 2011.
3. The Company's investment in Maltex Malsters Private Limited is long term and strategic in nature. The diminution in book value of this investment is only temporary in nature and further the Company has also obtained an independent valuation in respect of these investments, which is in excess of the book value, and hence no provision for diminution is considered necessary.
4. Regarding amalgamations undertaken by your Company:
 - a) The Scheme of Amalgamation (Scheme) for amalgamating Associated Breweries & Distilleries Limited (ABDL), Millennium Alcobev Private Limited (MAPL) and Empee Breweries Limited (EBL) with the Company has been made effective.
 - b) The Schemes for amalgamation of Millennium Beer Industries Limited (MBIL) and United Millennium Breweries Limited (UMBL) with United Breweries Limited have been approved by Board for Industrial & Financial Reconstruction (BIFR) on November 11, 2011 and November 21, 2011 respectively. Upon necessary filing with the Registrar of Companies, the Schemes have become effective on November 16, 2011 and November 21, 2011 respectively. The appointed dates of the Schemes are April 1, 2010.
 - c) The Schemes for amalgamation of UB Nizam Breweries Private Limited (UBN) and Chennai Breweries Private Limited (CBPL) with the Company have been approved by the High Court of Karnataka and Madras. Upon necessary filing with the Registrar of Companies, the scheme has become effective on November 8, 2011 and November 12, 2011 respectively. The appointed date of the Scheme is April 1, 2010 for UBN; whereas for CBPL it is close of business hours as on March 31, 2011.
 - d) Consequent to the various mergers as detailed in (a), (b) and (c) above:
 - i. The figures for the quarter and nine month ended December 31, 2011 includes the nine months results of MBIL, UMBL, UBN and CBPL.
 - ii. The purchases of traded goods from MBIL until September 30, 2011 have been reversed during the quarter ended December 31, 2011.

iii. In view of the above, the figures for the quarter and nine month ended December 31,2011 are not comparable with those of corresponding periods of the previous year and also for the immediately preceding quarter.

- e) The Scheme for amalgamation of UB Ajanta Breweries Private Limited with the Company is filed with the Board for Industrial & Financial Reconstruction (BIFR) and is pending for approval. The appointed date of the Scheme is April 1, 2011.
- f) Arising out of the Amalgamation of EBL into UBL, UBL Benefit Trust held 60,07,413 equity shares in UBL constituting 2.36% of UBL's paid up equity capital. The Trust has sold its entire shareholding and remitted the entire proceeds aggregating Rs.28,357 Lakhs to UBL. The entire proceeds have been utilized towards reducing the Debt of the Company. The gain on sale of these shares aggregating to Rs. 14,050 lakhs has been credited to the General Reserve.
- g) Arising out of amalgamation of UBN, CBPL and MBIL, 91,50,633 equity shares of Re.1 each has been allotted and these shares have been listed.
5. The Company had entered into an agreement with the promoters of Balaji Distilleries Limited (BDL) with a view to securing perpetual usage of its brewery and grant of first right of refusal in case of sale or disposal of its brewery unit in any manner by BDL, towards which the Company had made a refundable facility advance of Rs.15,500 Lakhs to Star Investments Private Ltd. (Star), one of the Promoter Companies of BDL, acting for itself and on behalf of the other Promoters.

Subsequently, BDL filed a scheme of arrangement for amalgamation of its distillery into United Spirits Limited (USL) and de-merger of its brewery into Chennai Breweries Private Limited (CBPL) and the said Scheme was approved by Appellate Authority for Industrial & Financial Reconstruction in November 2010. The Brewery assets proposed to be acquired by the Company from the Promoters of BDL eventually vested in CBPL which was a 100% subsidiary of USL. A Scheme for Amalgamation of CBPL into the Company was then filed. Upon amalgamation of CBPL into the Company, USL has been allotted equity shares in terms of the approved Scheme. However, the advance still remains to be repaid.

Therefore, the Company has entered into a new agreement extending the repayment of principal and interest outstanding till March 2012, and obtained a pledge of securities from associate companies of Star to secure the outstanding amounts. The aggregate amount due is Rs.23,412 Lakhs as on December 31,2011.

6. Investor complaints pending as on October 1, 2011 were Nil. During the quarter ended December 31, 2011, Eleven (11) Complaints were received and disposed, and there were no complaints unresolved as on that date.
7. The Company has paid a dividend of Rs. 3/- per Cumulative Redeemable Preference Share amounting to Rs. 861 Lakhs (inclusive of Dividend Distribution Tax) for the year ended March 31, 2011 to Scottish & Newcastle India Limited. The Company has paid a Dividend of Rs.0.60 per Equity Share amounting to Rs. 1,839 Lakhs (inclusive of Dividend Distribution Tax) for the year ended March 31, 2011.

8. The Company has redeemed Series A 3% 17,283,000 Cumulative Redeemable Preference Shares of Rs. 100 each amounting to Rs. 17,283 Lakhs on April 15, 2011.
9. Earnings per Share (EPS) are stated after providing for Dividend on the Cumulative Redeemable Preference Shares for the quarter and for the nine months ended December 2011.
10. The figures relating to the previous year/period(s) have been regrouped / reclassified wherever necessary.
11. The unaudited results for the quarter ended December 31, 2011 have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on February 7, 2012 and have been subjected to a limited review by the auditors of the company.

By the Authority of the Board,

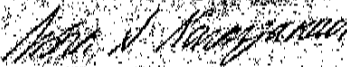
Place: Hyderabad
Date: February 7, 2012.


KALYAN GANGULY
Managing Director

The Board of Directors
United Breweries Limited
"UB Tower" UB City,
24, Vittal Mallya Road
Bangalore 560 001

1. We have reviewed the accompanying 'Unaudited Financial Results for the period ended December 31, 2011' in which are included the results for the quarter ended December 31, 2011 (the "Statement") of United Breweries Limited, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the Management but have neither been reviewed nor been audited by us. The Statement has been prepared by the Company pursuant to Clause 41 of the Listing Agreement with the Stock Exchanges in India, which has been initialled by us for identification purposes. 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 Engagement (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 financial statements are free of material misstatement.
3. 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.
4. We have only traced the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' in the Statement from the disclosures made by the Management and are, therefore, not expressing a review opinion thereon.
5. We draw your attention to Note 4 (f) on the Statement, regarding the recognition of gains, aggregating Rs 14,050 lakhs, on sale of equity shares of the Company during the quarter ended September 30, 2011 by UBL Benefit Trust, of which the Company is the sole beneficiary, by way of credit to General Reserves Account in the absence of any specific accounting treatment being prescribed in the Accounting Standards notified pursuant to the Companies (Accounting Standards) Rules, 2006 as per Section 211(3C) of the Companies Act, 1956. Our conclusion is not qualified in this respect.
6. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards notified pursuant to the Companies (Accounting Standards) Rules, 2006 as per Section 211(3C) of the Companies Act, 1956 and other recognised accounting practices and policies, and 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 Price Waterhouse
Firm Registration Number: 007568S
Chartered Accountant



Usha A Narayanan
Partner
Membership No. - 23997

Hyderabad
February 7, 2012

**UNITED BREWERIES HAS BEST YEAR IN HISTORY****PERFORMANCE HIGHLIGHTS - NINE MONTHS ENDED DECEMBER 2011.**

- **UBL GAINS MARKET SHARE OF 2%**
- **VOLUME GROWTH OF 6%**

UBL continues to show healthy volume growth resulting in a market share improvement of 2%. The Company registered a 6% increase in sales volume for the nine months on a already high base against an industry growth of 1.5%.

Both Maharashtra and West Bengal which had registered slowdown due to tax led price increase have now reverted to growth during the quarter. Karnataka registered a double digit growth but Tamil Nadu continued to be a challenge.

On the cost front, the introduction of logo bottles has resulted in the overall lower cost of bottles. This has enabled the Company to keep increase in cost of sales to less than inflation levels.

We have completed the mergers of MBIL, UMEL, UBN and CBPL during the Quarter. Therefore the UBL results for the three months ended 31st December 2011 include the nine month results for these merged entities. The planned merger of UB Ajanta is expected to be completed by end of this financial year. As the last step in the merger process, we propose to merge SNIPL into UBL.

Hyderabad, February 7, 2012.