



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, UMBL, 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.