



PERFORMANCE HIGHLIGHTS – FOR THE PERIOD ENDING DECEMBER 31, 2012.

- **PROFIT AFTER TAX INCREASE OF 40%**
- **EBITDA UP BY 15%**
- **VOLUME GROWTH OF 6% AND SALES UP BY 10%**

UBL overall volumes remained flat versus the same quarter in the previous year, hugely affected by the unfavourable ordering pattern of TASMAL in Tamil Nadu.

The Company posted growth in key profitable markets, namely Karnataka, Maharashtra, Rajasthan, Bihar and Uttar Pradesh, it also posted growth in Andhra Pradesh, the country's largest market by volume.

On the cost front the Company has done well to contain the overall inflationary trend by managing the costs of packaging material. This has helped to offset in the increase in the prices of other input materials in an inflationary economy.

EBITDA for the 3rd quarter was Rs.874 million, and Profit before Tax for Q3 stands at Rs. 241 million; Profit after Tax for the period increased by 17% on account of tax reversals.

The Greenfield brewery in Nanjangud has started commercial operations in the quarter. The brown field expansions at other sites are progressing as scheduled to meet the demand of the coming summer months.

Current quarter results are not comparable to the corresponding quarter of the previous year due to the consolidation of 9 months results of MBIL, UMBL, UB Nizam, and CBPL in the corresponding quarter of the previous year consequent to the merger of these entities into the Company. In addition the current quarter includes the results of UB Ajanta which was not part of the results of the corresponding quarter of the previous year.

Bangalore, February 6, 2013