



## **UNITED BREWERIES HAS BEST YEAR IN HISTORY**

PERFORMANCE HIGHLIGHTS – TWELVE MONTHS ENDING 31 MARCH 2011.

- **UBL REACHES HIGHEST EVER MARKET SHARE AT 56%**
- **VOLUME GROWS 23% AND SALES UP 41%**
- **PROFIT AFTER TAX UP BY 73%**

UBL has had an excellent FY 2011, with volumes growing at the highest rate in the past 4 years. The company's sales volumes have increased by 23%, driven by a 27% growth in strong beer and a healthy 16% increase in mild volumes against an industry growth in mild beer of 9%.

Again this quarter UBL increased its market share, and achieved an all-time high 56% share of the market for the period. During the year, the Company achieved market leadership in the State of Andhra Pradesh for the first time and extended its position in Orissa & Uttar Pradesh. For the full year, our market share stands at 54% versus 51% in the previous year.

Our performance was primarily driven by growth in Maharashtra, Karnataka & the Eastern markets. Growth in these high value markets has had a favorable impact on our realisation per case.

The introduction of our proprietary bottles has now been completed in over half of our markets, and significant benefits are apparent in those states. Control of our costs relative to the top line growth has resulted in earnings prior to interest & depreciation increasing from Rs. 2,949 million to Rs. 4,308 million, a 46% growth over the corresponding period of the previous year.

The Profit after Tax for the financial year stands at Rs. 1,680 million, which is an improvement of 73% over the corresponding period in the previous year.

The mergers of ABDL, MAPL and Empee into UBL have been completed, and the schemes of MBIL, UMBL, UB Nizam, UB Ajanta and Chennai Breweries are progressing as planned.