



## **UNITED BREWERIES POSTS RECORD PROFITS FOR FIRST HALF YEAR**

PERFORMANCE HIGHLIGHTS – HALF YEAR ENDING SEPTEMBER 30, 2010.

- **SALES REVENUE UP 37%**
- **H1 NET PROFIT ALREADY EXCEEDS LAST FULL YEAR'S PROFIT**

During the first half year ended September 30, 2010, UBL volumes have grown by 28%. With an industry growth of 24%, UB continued to strengthen its market position.

This strong performance resulted from growth in both market volume and our share in markets across India, most notably Maharashtra, Andhra Pradesh, Karnataka, Uttar Pradesh and Orissa. UBL has achieved sales of over 10 million cases for five consecutive months in this financial year.

The mild beer segment has shown strong volume growth, and Kingfisher Premium has added about 3% market share, notwithstanding the fierce efforts from international brewers to gain share. Kingfisher Strong has further enhanced its leadership position in the strong segment.

Earlier in the year we have launched a patented UBL bottle which will prevent other parties from using our proprietary bottles. In the rest of the year we will accelerate investments in our patented bottle pool in order to be well positioned ahead of the peak season.

We have implemented a working capital optimisation program, which has yielded an improvement in working capital days in excess of 30%. This has significantly enhanced our cash conversion rate and reduced our interest costs.

The Net Profit before Tax accounted for Rs. 1486 million, representing an increase of 108% over the corresponding half year of the previous year. The Profit after tax at Rs. 981 million already exceeds last full year's profit, and shows an improvement of 108% over the half year of the corresponding period in the previous year.