



UNITED BREWERIES LIMITED

February 06, 2020

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|--|---|
| 1. Department of Corporate Services,
BSE Limited,
Floor 25, P J Towers,
Dalal Street,
Mumbai - 400 001 | 2. National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E),
Mumbai - 400 051 |
|--|---|

Dear Sir,

Sub: Outcome of Board Meeting - Unaudited Financial Results for the Quarter ended December 31, 2019

In terms of Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are furnishing herewith Unaudited Financial Results of the Company for the quarter ended December 31, 2019

Time of commencement of Board Meeting: 13:30 p.m.

Time of conclusion of Board Meeting: 19:30 p.m.

The Results will be published in an English Daily and also in a local Newspaper in Kannada, being the regional language where the Registered Office of the Company is situated.

A copy of the Press Release is enclosed.

Yours faithfully,
For UNITED BREWERIES LIMITED

GOVIND IYENGAR
Senior Vice President - Legal &
Company Secretary

Encl: As above.



UNITED BREWERIES LIMITED

Registered office: UB Tower, UB City, 24, Vittal Mallya Road, Bengaluru - 560001

Phone: 080 - 45655000 Fax: 080 - 22211964, 22229488

CIN: L36999KA1999PLC025195 Email: ublinvestor@ubmail.com Website: www.unitedbreweries.com

Rs. in Lakhs

Statement of unaudited standalone financial results for the quarter and year to date period ended December 31, 2019

Particulars	Quarter ended			Year to date ended		Year ended
	December 31, 2019	September 30, 2019	December 31, 2018	December 31, 2019	December 31, 2018	March 31, 2019
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1 INCOME						
(a) Revenue from operations (gross of excise duty) (refer Note 10)	325,252	358,777	318,840	1,154,749	1,067,814	1,413,682
(b) Other income	345	189	210	850	2,108	3,170
Total income from operations	325,597	358,966	319,050	1,155,599	1,069,922	1,416,852
2 EXPENSES						
(a) Cost of materials consumed	63,382	71,164	60,423	232,101	214,085	292,714
(b) Purchase of stock-in-trade	5,264	3,899	3,272	13,905	11,713	16,477
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	126	542	4,030	86	(4,691)	(7,447)
(d) Excise duty on sale of goods	179,924	200,920	173,723	646,711	583,511	766,439
(e) Employee benefits expense	12,542	12,338	11,088	37,190	32,034	44,386
(f) Finance costs	989	879	620	2,636	1,942	3,120
(g) Depreciation and amortisation expense	7,353	6,886	6,654	21,160	19,588	25,978
(h) Other expenses (refer Note 10)	41,939	50,668	41,516	150,541	134,509	187,337
Total expenses	311,519	347,296	301,326	1,104,330	992,691	1,329,004
3 Profit before tax	14,078	11,670	17,724	51,269	77,231	87,848
4 Tax expense (refer Note 5)						
(a) Current tax	3,819	1,310	7,223	14,987	28,970	32,234
(b) Deferred tax (credit)	(378)	(1,153)	(416)	(2,322)	(1,225)	(664)
Total tax expense	3,441	157	6,807	12,665	27,745	31,570
5 Profit for the period/year	10,637	11,513	10,917	38,604	49,486	56,278
6 Other comprehensive income (OCI)						
(a) Items that will not be reclassified to profit or loss in subsequent periods						
Re-measurement (losses) on defined benefit plans	(42)	(25)	(410)	(110)	(245)	(293)
Income tax effect on above	11	2	144	28	86	102
(b) Items that will be reclassified to profit or loss in subsequent periods						
Net movement in cash flow hedges	-	-	7	-	32	261
Income tax effect on above	-	-	(2)	-	(11)	(85)
Total other comprehensive (loss), net of taxes	(31)	(23)	(261)	(82)	(138)	(15)
7 Total comprehensive income	10,606	11,490	10,656	38,522	49,348	56,263
8 Paid up equity share capital (Face value of Re.1 each)	2,644	2,644	2,644	2,644	2,644	2,644
9 Other equity						315,545
10 Earnings per equity share in Rs. (nominal value per share Re.1)*						
(a) Basic	4.02	4.36	4.13	14.60	18.72	21.29
(b) Diluted	4.02	4.36	4.13	14.60	18.72	21.29

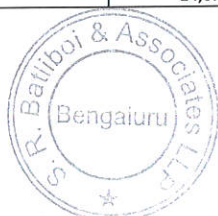
*Not annualised for interim periods

Segment information (also refer Note 3)

Rs. in Lakhs

Particulars	Quarter ended			Year to date ended		Year ended
	December 31, 2019	September 30, 2019	December 31, 2018	December 31, 2019	December 31, 2018	March 31, 2019
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1 Segment revenue						
Beer	324,774	358,238	318,534	1,153,182	1,067,508	1,412,874
Non-alcoholic beverages	478	539	306	1,567	306	808
Total revenue	325,252	358,777	318,840	1,154,749	1,067,814	1,413,682
2 Segment results						
Beer	23,519	21,901	27,819	80,631	86,750	106,545
Non-alcoholic beverages	(849)	(1,078)	(1,471)	(3,946)	(1,471)	(2,298)
Total segment results	22,670	20,823	26,348	76,685	85,279	104,247
Other income	345	189	210	850	2,108	3,170
Finance costs	(989)	(879)	(620)	(2,636)	(1,942)	(3,120)
Other unallocable expenses	(7,948)	(8,463)	(8,214)	(23,630)	(8,214)	(16,449)
Profit before tax	14,078	11,670	17,724	51,269	77,231	87,848

See accompanying notes to the standalone financial results



NOTES

1. The standalone financial results for the quarter ended December 31, 2019 and year to date period from April 1, 2019 to December 31, 2019 of United Breweries Limited ("the Company") have been reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on February 5, 2020 and February 6, 2020, respectively, and have been subjected to limited review by the statutory auditors of the Company.
2. The standalone financial results have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 (Ind AS 34), "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013, read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015, as amended, and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
3. As per Ind AS 108, operating segment is a component of the Company that engages in business activities, whose operating results are regularly reviewed by the Company's Chief Operating Decision Maker ("CODM") to make decisions about resources to be allocated to the segment and assess its performance; and for which discrete financial information is available. Accordingly, the Company has identified its operating segments, as below:
 - (a) Beer - This segment includes manufacture, purchase and sale of beer including licensing of brands
 - (b) Non-alcoholic beverages - This segment includes manufacture, purchase and sale of non-alcoholic beverages

Considering the seasonality of the business, the revenue and profits do not accrue evenly over the year in respect of aforesaid operating segments. The Company's CODM does not review assets and liabilities for each operating segment separately, hence segment disclosures relating to total assets and liabilities have not been furnished.

4. Effective April 1, 2019, the Company has adopted Ind AS 116 which replaces Ind AS 17 on Leases. The Company has used the modified retrospective approach for transition to Ind AS 116 and consequently comparatives for previous period / year have not been restated. This has resulted in recognition of right-of-use assets and corresponding lease liabilities of Rs. 1,631 Lakhs as at April 1, 2019 (after giving effect to guidance issued by the Ind AS Technical Facilitation Group). The net impact of adopting this standard on the standalone financial results and earnings per share is not material.
5. As per the Taxation Laws (Amendment) Ordinance, 2019 published on September 20, 2019, the Company has opted for reduced corporate tax rate for the current financial year and accordingly, the tax expense for the quarter ended September 30, 2019 is net of reversal of Rs. 2,853 Lakhs relating to differential tax expense for the quarter ended June 30, 2019.
6. On October 10, 2018, certain officials from the Competition Commission of India ("CCI") had visited the Company for their investigation in relation to allegations of price-fixation and performed search of the premises and conducted inquiries with certain officials of the Company at its registered office. Pursuant to this, the Company made requisite filings and also certain officials of the Company appeared before the aforesaid authorities. The Director General, CCI has submitted its investigation report to the CCI for consideration which was also communicated to the Company on December 13, 2019 for filing its suggestion / objections, if any. The Company has not received any demand order in respect of this matter, hence management is of the view that it is not practicable to state an estimate of its financial effect, if any. Management, along-with its legal advisors, are reviewing the aforesaid report and evaluating this matter; and believe that there are mitigating circumstances to counter presumptions made against the Company by the CCI as contained in the Competition Act, 2002.



7. The Bihar State Government ("the Government") vide its notification dated April 5, 2016 had imposed ban on trade and consumption of foreign liquor in the State of Bihar. The Company had filed a writ petition with the High Court at Patna, requesting remedies and compensation for losses incurred on account of such abrupt notification, against which the Government preferred a special leave petition before the Supreme Court of India. Further, the Government did not renew brewery licenses for the financial year 2017-18 onwards and consequently the Company discontinued production of beer at Bihar and all its inventories lying with Bihar State Beverages Corporation Limited (BSBCL) were drained / destroyed. The matter is currently pending before the Supreme Court for final conclusion.

The financial impact on current assets arising from aforesaid matter was fully provided for. Also, during the financial year 2018-19, the Company commenced manufacture of non-alcoholic beverages at its existing manufacturing facility at Bihar using its existing property, plant and equipment at Bihar which has carrying value of Rs. 17,997 Lakhs as at December 31, 2019. Management believes that the carrying amount of these property, plant and equipment do not exceed their recoverable amount and accordingly no provision has been considered necessary by the management in this regard.

8. The Company had received emails from certain persons raising allegations in relation to its export business including the services of an export management service provider. The Company has completed its internal review and issued a notice of termination to the aforesaid export management service provider as well as a letter reserving its rights to claims, if any.
9. The Company has received complaints against certain employees / suppliers, alleging involvement in irregularities in the procurement of packaging materials for which an investigation has been initiated, which is currently ongoing.
10. Revenue from operations for the quarters ended December 31, 2019, September 30, 2019 and December 31, 2018 is adjusted for reversals in variable considerations of Rs. 1,068 Lakhs, Rs. 832 Lakhs and Rs. 592 Lakhs, respectively, and that for the year to date period ended December 31, 2019, the year to date period ended December 31, 2018 and the year ended March 31, 2019 is adjusted for such reversals of Rs. 1,551 Lakhs, Rs. 1,899 Lakhs and Rs. 2,091 Lakhs, respectively (excluding the amounts accrued and reversed within the said period/year).

Sales promotion expense and selling and distribution expense (included under other expenses) for the quarters ended December 31, 2019, September 30, 2019 and December 31, 2018 are net of reversal of Rs. 1,244 Lakhs, Rs. 553 Lakhs and Rs. 1,004 Lakhs, respectively.

11. The Company had received an order dated September 30, 2015 from the Debt Recovery Tribunal, Karnataka, Bangalore (DRT), whereby the Company has been directed not to pay/release amounts that may be payable with respect to shares in the Company held by an erstwhile director (including his joint holdings) and United Breweries (Holdings) Limited, without its prior permission. Accordingly, the Company has withheld payment of Rs. 1,534 Lakhs (net of payment of Rs. 784 Lakhs to the official liquidator of United Breweries (Holdings) Limited) relating to dividend on aforesaid shares.

Further, the Company had received various orders from tax and provident fund authorities prohibiting the Company from making any payment to an erstwhile director of the Company. The Company has accordingly withheld payment of Rs. 45 Lakhs (net of TDS), relating to director commission and sitting fees payable to the aforesaid erstwhile director.



12. The standalone financial results and notes are also available on the websites of the Stock Exchanges viz. www.bseindia.com and www.nseindia.com and also on the website of the Company viz. www.unitedbreweries.com.

Place : Bengaluru
Date : February 6, 2020

By the authority of the Board

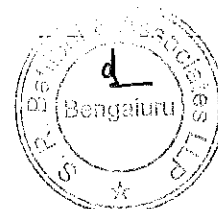

Shekhar Ramamurthy
Managing Director



Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

Review Report to
The Board of Directors
United Breweries Limited

1. We have reviewed the accompanying statement of unaudited standalone financial results of United Breweries Limited (the "Company") for the quarter ended December 31, 2019 and year to date period from April 1, 2019 to December 31, 2019 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations").
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (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 Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.



S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

5. We draw attention to below mentioned notes to the accompanying unaudited standalone financial results:

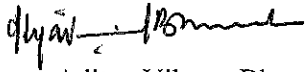
- (a) Note 6 which more fully describes the uncertainty relating to the future outcome of ongoing investigation by the Competition Commission of India ("CCI"); and
- (b) Note 7 which more fully describes the uncertainty relating to the outcome of special leave petition filed by the Bihar State Government before the Honourable Supreme Court of India and the consequential impact thereof.

Our conclusion is not modified in respect of aforesaid matters.

For S.R. Batliboi & Associates LLP

Chartered Accountants

ICAI Firm registration number: 101049W/E300004

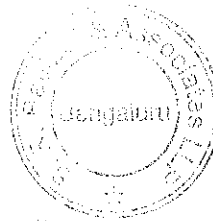


per Aditya Vikram Bhauwala

Partner

Membership No.: 208382

Unique Document Identification Number (UDIN): 20208382AAAAAF5708



Bengaluru

February 6, 2020



UNITED BREWERIES LIMITED

Registered office: UB Tower, UB City, 24, Vittal Mallya Road, Bengaluru - 560001

Phone: 080 - 45655000 Fax: 080 - 22211964, 22229488

CIN: L36999KA1999PLC025195 Email: ublinvestor@ubmail.com Website: www.unitedbreweries.com

Rs. in Lakhs

Statement of unaudited consolidated financial results for the quarter and year to date period ended December 31, 2019

Particulars	Quarter ended			Year to date ended		Year ended
	December 31, 2019	September 30, 2019	December 31, 2018	December 31, 2019	December 31, 2018	March 31, 2019
	Unaudited	Unaudited	Unaudited*	Unaudited	Unaudited*	Audited
1 INCOME						
(a) Revenue from operations (gross of excise duty) (refer Note 10)	325,407	358,875	318,905	1,155,124	1,068,009	1,413,982
(b) Other income	354	175	227	854	2,125	3,201
Total income from operations	325,761	359,050	319,132	1,155,978	1,070,134	1,417,183
2 EXPENSES						
(a) Cost of materials consumed	63,196	70,971	60,191	231,460	213,388	291,731
(b) Purchase of stock-in-trade	5,264	3,899	3,272	13,905	11,713	16,477
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	101	531	4,008	63	(4,722)	(7,442)
(d) Excise duty on sale of goods	179,924	200,920	173,723	646,711	583,511	766,439
(e) Employee benefits expense	12,671	12,443	11,209	37,547	32,395	44,843
(f) Finance costs	989	879	620	2,636	1,942	3,120
(g) Depreciation and amortisation expense	7,356	6,889	6,656	21,167	19,592	25,986
(h) Other expenses (refer Note 10)	42,098	50,889	41,698	151,156	135,126	188,098
Total expenses	311,599	347,421	301,377	1,104,645	992,945	1,329,252
3 Profit before tax	14,162	11,629	17,755	51,333	77,189	87,931
4 Tax expense (Refer Note 5)						
(a) Current tax	3,840	1,304	7,223	15,008	28,970	32,261
(b) Deferred tax (credit)	(378)	(1,153)	(416)	(2,322)	(1,225)	(661)
Total tax expense	3,462	151	6,807	12,686	27,745	31,600
5 Profit for the period/year	10,700	11,478	10,948	38,647	49,444	56,331
6 Other comprehensive income (OCI)						
(a) Items that will not be reclassified to profit or loss in subsequent periods						
Re-measurement (losses) on defined benefit plans	(42)	(25)	(410)	(110)	(245)	(293)
Income tax effect on above	11	2	144	28	86	102
(b) Items that will be reclassified to profit or loss in subsequent periods						
Net movement in cash flow hedges	-	-	7	-	32	261
Income tax effect on above	-	-	(2)	-	(11)	(85)
Total other comprehensive (loss), net of taxes	(31)	(23)	(261)	(82)	(138)	(15)
7 Total comprehensive income for the year	10,669	11,455	10,687	38,565	49,306	56,316
8 Profit for the period/year attributable to:						
Equity shareholders of the Holding Company	10,668	11,485	10,932	38,615	49,453	56,294
Non-controlling interest	32	(7)	16	32	(9)	37
	10,700	11,478	10,948	38,647	49,444	56,331
9 Total comprehensive income for the period/year attributable to:						
Equity shareholders of the Holding Company	10,637	11,462	10,671	38,533	49,315	56,279
Non-controlling interest	32	(7)	16	32	(9)	37
	10,669	11,455	10,687	38,565	49,306	56,316
10 Paid up equity share capital (Face value of Re.1 each)	2,644	2,644	2,644	2,644	2,644	2,644
11 Other equity						315,733
12 Earnings per equity share in Rs. (nominal value per share Re.1)**						
(a) Basic	4.05	4.34	4.14	14.62	18.70	21.30
(b) Diluted	4.05	4.34	4.14	14.62	18.70	21.30

**Not annualised for interim periods

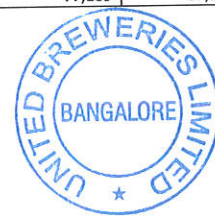
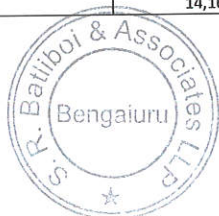
Segment information (also refer Note 3)

Rs. in Lakhs

Particulars	Quarter ended			Year to date ended		Year ended
	December 31, 2019	September 30, 2019	December 31, 2018	December 31, 2019	December 31, 2018	March 31, 2019
	Unaudited	Unaudited	Unaudited*	Unaudited	Unaudited*	Audited
1 Segment revenue						
Beer	324,929	358,336	318,599	1,153,557	1,067,703	1,413,174
Non-alcoholic beverages	478	539	306	1,567	306	808
Total revenue	325,407	358,875	318,905	1,155,124	1,068,009	1,413,982
2 Segment results						
Beer	23,594	21,874	27,833	80,691	86,691	106,597
Non-alcoholic beverages	(849)	(1,078)	(1,471)	(3,946)	(1,471)	(2,298)
Total segment results	22,745	20,796	26,362	76,745	85,220	104,299
Other income	354	175	227	854	2,125	3,201
Finance costs	(989)	(879)	(620)	(2,636)	(1,942)	(3,120)
Other unallocable expenses	(7,948)	(8,463)	(8,214)	(23,630)	(8,214)	(16,449)
Profit before tax	14,162	11,629	17,755	51,333	77,189	87,931

*Refer Note 1

See accompanying notes to the consolidated financial results



NOTES

1. The consolidated financial results for the quarter ended December 31, 2019 and year to date period from April 1, 2019 to December 31, 2019 of United Breweries Limited ("the Holding Company"), its subsidiary (together referred to as "the Group") and its associate have been reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on February 5, 2020 and February 6, 2020, respectively, and have been subjected to limited review by the statutory auditors of the Holding Company. The consolidated financial results does not include the Holding Company's share of net profit/loss in respect of Kingfisher East Bengal Football Team Private Limited, an associate, which is considered as not material to the Group. The consolidated figures for the corresponding quarter ended December 31, 2018 and year to date period from April 1, 2018 to December 31, 2018, as included in the consolidated financial results, have been approved by the Holding Company's Board of Directors, but have not been subjected to limited review by the statutory auditors of the Holding Company.
2. The consolidated financial results have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 (Ind AS 34), "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013, read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015, as amended, and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
3. As per Ind AS 108, operating segment is a component of the Group that engages in business activities, whose operating results are regularly reviewed by the Group's Chief Operating Decision Maker ('CODM') to make decisions about resources to be allocated to the segment and assess its performance; and for which discrete financial information is available. Accordingly, the Group has identified its operating segments, as below:
 - (a) Beer - This segment includes manufacture, purchase and sale of beer including licensing of brands
 - (b) Non-alcoholic beverages - This segment includes manufacture, purchase and sale of non-alcoholic beverages

Considering the seasonality of the business, the revenue and profits do not accrue evenly over the year in respect of aforesaid operating segments. The Group's CODM does not review assets and liabilities for each operating segment separately, hence segment disclosures relating to total assets and liabilities have not been furnished.

4. Effective April 1, 2019, the Group has adopted Ind AS 116 which replaces Ind AS 17 on Leases. The Group has used the modified retrospective approach for transition to Ind AS 116 and consequently comparatives for previous period / year have not been restated. This has resulted in recognition of right-of-use assets and corresponding lease liabilities of Rs. 1,631 Lakhs as at April 1, 2019 (after giving effect to guidance issued by the Ind AS Technical Facilitation Group). The net impact of adopting this standard on the consolidated financial results and consolidated earnings per share is not material.
5. As per the Taxation Laws (Amendment) Ordinance, 2019 published on September 20, 2019, the Group has opted for reduced corporate tax rate for the current financial year and accordingly, the consolidated tax expense for the quarter ended September 30, 2019 is net of reversal of Rs. 2,853 Lakhs relating to differential tax expense for the quarter ended June 30, 2019.



6. On October 10, 2018, certain officials from the Competition Commission of India ("CCI") had visited the Holding Company for their investigation in relation to allegations of price-fixation and performed search of the premises and conducted inquiries with certain officials of the Holding Company at its registered office. Pursuant to this, the Holding Company made requisite filings and also certain officials of the Holding Company appeared before the aforesaid authorities. The Director General, CCI has submitted its investigation report to the CCI for consideration which was also communicated to the Holding Company on December 13, 2019 for filing its suggestion / objections, if any. The Holding Company has not received any demand order in respect of this matter, hence management is of the view that it is not practicable to state an estimate of its financial effect, if any. Management, along-with its legal advisors, are reviewing the aforesaid report and evaluating this matter; and believe that there are mitigating circumstances to counter presumptions made against the Holding Company by the CCI as contained in the Competition Act, 2002.
7. The Bihar State Government ("the Government") vide its notification dated April 5, 2016 had imposed ban on trade and consumption of foreign liquor in the State of Bihar. The Holding Company had filed a writ petition with the High Court at Patna, requesting remedies and compensation for losses incurred on account of such abrupt notification, against which the Government preferred a special leave petition before the Supreme Court of India. Further, the Government did not renew brewery licenses for the financial year 2017-18 onwards and consequently the Holding Company discontinued production of beer at Bihar and all its inventories lying with Bihar State Beverages Corporation Limited (BSBCL) were drained / destroyed. The matter is currently pending before the Supreme Court for final conclusion.

The financial impact on current assets arising from aforesaid matter was fully provided for. Also, during the financial year 2018-19, the Holding Company commenced manufacture of non-alcoholic beverages at its existing manufacturing facility at Bihar using its existing property, plant and equipment at Bihar which has carrying value of Rs. 17,997 Lakhs as at December 31, 2019. Management believes that the carrying amount of these property, plant and equipment do not exceed their recoverable amount and accordingly no provision has been considered necessary by the management in this regard.

8. The Holding Company had received emails from certain persons raising allegations in relation to its export business including the services of an export management service provider. The Holding Company has completed its internal review and issued a notice of termination to the aforesaid export management service provider as well as a letter reserving its rights to claims, if any.
9. The Holding Company has received complaints against certain employees / suppliers, alleging involvement in irregularities in the procurement of packaging materials for which an investigation has been initiated, which is currently ongoing.
10. Revenue from operations for the quarters ended December 31, 2019, September 30, 2019 and December 31, 2018 is adjusted for reversals in variable considerations of Rs. 1,068 Lakhs, Rs. 832 Lakhs and Rs. 592 Lakhs, respectively, and that for the year to date period ended December 31, 2019, the year to date period ended December 31, 2018 and the year ended March 31, 2019 is adjusted for such reversals of Rs. 1,551 Lakhs, Rs. 1,899 Lakhs and Rs. 2,091 Lakhs, respectively (excluding the amounts accrued and reversed within the said period/year).

Sales promotion expense and selling and distribution expense (included under other expenses) for the quarters ended December 31, 2019, September 30, 2019 and December 31, 2018 are net of reversal of Rs. 1,244 Lakhs, Rs. 553 Lakhs and Rs. 1,004 Lakhs, respectively.



11. The Holding Company had received an order dated September 30, 2015 from the Debt Recovery Tribunal, Karnataka, Bangalore (DRT), whereby the Holding Company has been directed not to pay/release amounts that may be payable with respect to shares in the Holding Company held by an erstwhile director (including his joint holdings) and United Breweries (Holdings) Limited, without its prior permission. Accordingly, the Holding Company has withheld payment of Rs. 1,534 Lakhs (net of payment of Rs. 784 Lakhs to the official liquidator of United Breweries (Holdings) Limited) relating to dividend on aforesaid shares.

Further, the Holding Company had received various orders from tax and provident fund authorities prohibiting the Holding Company from making any payment to an erstwhile director of the Holding Company. The Holding Company has accordingly withheld payment of Rs. 45 Lakhs (net of TDS), relating to director commission and sitting fees payable to the aforesaid erstwhile director.

12. The consolidated financial results and notes are also available on the websites of the Stock Exchanges viz. www.bseindia.com and www.nseindia.com and also on the website of the Holding Company viz. www.unitedbreweries.com.

By the authority of the Board


Shekhar Ramamurthy
Managing Director

Place : Bengaluru
Date : February 6, 2020

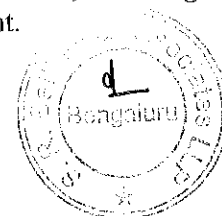


Independent Auditor's Review Report on the Quarterly and Year to Date Unaudited Consolidated Financial Results Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

Review Report to
The Board of Directors
United Breweries Limited

1. We have reviewed the accompanying statement of unaudited consolidated financial results of United Breweries Limited (the "Holding Company") and its subsidiary (the Holding Company and its subsidiary together referred to as "the Group"), and its associate for the quarter ended December 31, 2019 and year to date period from April 1, 2019 to December 31, 2019 (the "Statement") attached herewith, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations"). Attention is drawn to the fact that the consolidated figures for the corresponding quarter ended December 31, 2018 and year to date period from April 1, 2018 to December 31, 2018, as reported in these unaudited consolidated financial results have been approved by the Holding Company's Board of Directors, but have not been subjected to review.
2. This Statement, which is the responsibility of the Holding Company's Management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (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 Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the Circular No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, to the extent applicable.
4. The Statement includes the results of the Holding Company and its subsidiary i.e. Maltex Malsters Limited.
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review report of other auditors referred to in paragraph 7 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.



S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

6. We draw attention to below mentioned notes to the accompanying unaudited consolidated financial results:

- (a) Note 6 which more fully describes the uncertainty relating to the future outcome of ongoing investigation by the Competition Commission of India ("CCI"); and
- (b) Note 7 which more fully describes the uncertainty relating to the outcome of special leave petition filed by the Bihar State Government before the Honourable Supreme Court of India and the consequential impact thereof.

Our conclusion is not modified in respect of aforesaid matters.

7. The accompanying Statement includes unaudited interim financial results and other unaudited financial information of a subsidiary, whose interim financial results reflect total revenues of Rs. 341 Lakhs and Rs. 1,016 Lakhs, net profit after tax of Rs. 65 Lakhs and Rs. 66 Lakhs, total comprehensive income of Rs. 65 Lakhs and Rs. 66 Lakhs, for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019, respectively, as considered in the Statement, which have been reviewed by the independent auditors of the subsidiary. The independent auditor's report on interim financial results of this subsidiary have been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures in respect of this subsidiary is based solely on the report of such auditors and procedures performed by us as stated in paragraph 3 above.

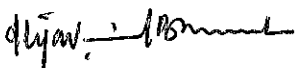
Our conclusion on the Statement in respect of matter stated above is not modified with respect to our reliance on the work done and the report of the other auditors.

8. The accompanying unaudited consolidated financial results does not include the Holding Company's share of net profit/loss for the quarter ended December 31, 2019 and year to date period from April 1, 2019 to December 31, 2019 in respect of Kingfisher East Bengal Football Team Private Limited, an associate, which is considered as not material to the Group.

For S.R. Batliboi & Associates LLP

Chartered Accountants

ICAI Firm registration number: 101049W/E300004

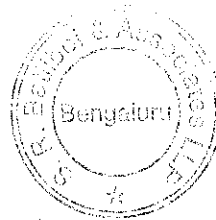


per Aditya Vikram Bhauwala

Partner

Membership No.: 208382

Unique Document Identification Number (UDIN): 20208382AAAAAG2889



Bengaluru

February 6, 2020



United Breweries Ltd

PERFORMANCE HIGHLIGHTS FOR NINE MONTHS ENDED DECEMBER 2019

- **YTD VOLUMES AND NET REVENUES UP 2% AND 5% RESPECTIVELY**
- **ELECTIONS AND AN OVERALL ECONOMIC SLOWDOWN ADVERSELY AFFECTED OUR INDUSTRY.**
- **THE NEW EXCISE POLICY IN ANDHRA PRADESH, WHICH CAME INTO EFFECT IN OCTOBER HAS HAD A SIGNIFICANT NEGATIVE IMPACT ON THE INDUSTRY AND THE COMPANY.**

Key premium brands such as Kingfisher Ultra Max and Kingfisher Storm reported double digit volume growth, while Amstel grew five-fold to become a millionaire brand with the addition of new markets and volume gains in existing markets.

The Company launched Kingfisher Ultra Witbier, Kingfisher Ultra draught and UB Export cans. KF Ultra Witbier has been initially introduced in Karnataka and Goa and has received a very encouraging response from consumers. It will be spread to other markets in a phased manner.

Year to date, the Company took price increases in key markets such as Karnataka, Maharashtra, Rajasthan and Goa. These price increases have helped off-set part of the impact of input cost increases, especially in new glass and barley.

In Q3 net sales remained flat, EBITDA declined 10%, while PAT was down 3%.

The Company continues to invest in select manufacturing sites and Capex outflows for the year to date period is in the region of Rs.300 cr and has been funded through internal accruals. Interest costs were higher due to delayed payments from State Corporations, largely Andhra Pradesh, and duty advance demands from various States resulting in an increase in working capital. UBL's net debt stood at Rs.268 cr.

Bangalore, February 6, 2020

