



UNITED BREWERIES LIMITED

May 17, 2017

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 Sirs,

**Sub: Audited Financial Results for the Financial Year ended March 31, 2017**

In terms of Regulation 33 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are furnishing herewith Audited Financial Results (Standalone & Consolidated) of the Company for the Quarter and Year ended March 31, 2017, along with Statement of Assets and Liabilities (Standalone & Consolidated) as at March 31, 2017 (Audited) and Auditor's Report.

The Auditors have issued their Report with unmodified (unqualified) opinion on the Financial Statements (Standalone and Consolidated) for the year ended March 31, 2017. For emphasis of matter please refer to Note No. 5 of the Notes accompanying the financial results.

The Board of Directors of the Company at its meeting held today has recommended payment of Dividend @ 115% i.e. Rs 1.15 per equity share of Re.1/- for the Financial Year ended March 31, 2017 which shall be paid on or before October 24, 2017 post its declaration at the Annual General Meeting proposed to be held on September 25, 2017.

The Board Meeting commenced at 5:00 p.m. and concluded at 8:40 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.

Thanking you, we remain,

Yours faithfully,

For UNITED BREWERIES LIMITED,

**GOVIND IYENGAR**  
Senior Vice President - Legal &  
Company Secretary

Encl: a/a



# UNITED BREWERIES LIMITED

Registered office: UB Tower, UB City, 24, Vittal Mallya Road, Bengaluru - 560001  
 Phone: 080 - 39855000, 22272806/07 Fax: 080 - 22211964, 22229488  
 CIN: L36999KA1999PLC025195 Email: ublinvestor@ubmail.com Website: www.unitedbreweries.com

Rs. in Lakhs

## Statement of standalone audited results for the quarter and year ended March 31, 2017

| Particulars                                                                                     | Quarter ended     |                      |                   | Year ended        |                   |
|-------------------------------------------------------------------------------------------------|-------------------|----------------------|-------------------|-------------------|-------------------|
|                                                                                                 | March 31,<br>2017 | December 31,<br>2016 | March 31,<br>2016 | March 31,<br>2017 | March 31,<br>2016 |
|                                                                                                 | Audited*          | Unaudited            | Audited*          | Audited           | Audited           |
| <b>1 INCOME</b>                                                                                 |                   |                      |                   |                   |                   |
| (a) Revenue from operations (gross of excise duty)                                              | 2,55,778          | 2,22,804             | 2,46,462          | 10,22,816         | 9,64,000          |
| (b) Other income                                                                                | 425               | 3,295                | 2,986             | 5,160             | 8,616             |
| <b>Total income from operations</b>                                                             | <b>2,56,203</b>   | <b>2,26,099</b>      | <b>2,49,448</b>   | <b>10,27,976</b>  | <b>9,72,616</b>   |
| <b>2 EXPENSES</b>                                                                               |                   |                      |                   |                   |                   |
| (a) Cost of materials consumed                                                                  | 55,594            | 48,436               | 58,019            | 2,20,626          | 2,09,703          |
| (b) Purchase of stock-in-trade                                                                  | 545               | -                    | 711               | 825               | 5,289             |
| (c) Decrease/(Increase) in inventories of finished goods, work-in-progress and stock-in-trade   | (1,969)           | (1,204)              | (2,371)           | (2,032)           | (1,107)           |
| (d) Excise duty on sale of goods                                                                | 1,44,508          | 1,20,584             | 1,25,213          | 5,49,404          | 4,80,119          |
| (e) Employee benefits expense (refer Note 6)                                                    | 8,891             | 8,497                | 8,595             | 35,209            | 33,429            |
| (f) Finance costs                                                                               | 1,444             | 1,528                | 1,802             | 5,865             | 8,107             |
| (g) Depreciation and amortisation expense                                                       | 8,331             | 6,975                | 6,384             | 28,695            | 24,351            |
| (h) Other expenses (refer Note 7)                                                               | 38,097            | 33,695               | 43,702            | 1,54,667          | 1,67,382          |
| <b>Total expenses</b>                                                                           | <b>2,55,441</b>   | <b>2,18,511</b>      | <b>2,42,055</b>   | <b>9,93,259</b>   | <b>9,27,273</b>   |
| <b>3 Profit before tax</b>                                                                      | <b>762</b>        | <b>7,588</b>         | <b>7,393</b>      | <b>34,717</b>     | <b>45,343</b>     |
| <b>4 Tax expenses</b>                                                                           |                   |                      |                   |                   |                   |
| (a) Current tax                                                                                 | (76)              | 3,175                | 1,948             | 13,254            | 15,973            |
| (b) Deferred tax charge/(credit)                                                                | 165               | (436)                | 208               | (1,470)           | (417)             |
| <b>Total tax expenses</b>                                                                       | <b>89</b>         | <b>2,739</b>         | <b>2,156</b>      | <b>11,784</b>     | <b>15,556</b>     |
| <b>5 Profit for the period/year</b>                                                             | <b>673</b>        | <b>4,849</b>         | <b>5,237</b>      | <b>22,933</b>     | <b>29,787</b>     |
| <b>6 Other comprehensive income (OCI)</b>                                                       |                   |                      |                   |                   |                   |
| (a) Items that will not be reclassified to profit or loss in subsequent periods                 |                   |                      |                   |                   |                   |
| Re-measurement gains/(losses) on defined benefit plans                                          | 193               | (100)                | 48                | (387)             | (662)             |
| Income tax effect on above                                                                      | (67)              | 35                   | (17)              | 134               | 229               |
| (b) Items that will be reclassified to profit or loss in subsequent periods                     |                   |                      |                   |                   |                   |
| Net movement in cash flow hedges                                                                | 48                | (326)                | -                 | (504)             | -                 |
| Income tax effect on above                                                                      | (17)              | 113                  | -                 | 174               | -                 |
| <b>Total other comprehensive income, net of taxes</b>                                           | <b>157</b>        | <b>(278)</b>         | <b>31</b>         | <b>(583)</b>      | <b>(433)</b>      |
| <b>7 Total comprehensive income</b>                                                             | <b>830</b>        | <b>4,571</b>         | <b>5,268</b>      | <b>22,350</b>     | <b>29,354</b>     |
| <b>8 Paid up equity share capital (Face value of Re.1 each)</b>                                 | <b>2,644</b>      | <b>2,644</b>         | <b>2,644</b>      | <b>2,644</b>      | <b>2,644</b>      |
| <b>9 Reserve excluding Revaluation Reserve as per balance sheet of previous accounting year</b> |                   |                      |                   | <b>2,11,918</b>   | <b>1,85,746</b>   |
| <b>10 Earnings per equity share in Rs. (nominal value per share Re.1)**</b>                     |                   |                      |                   |                   |                   |
| (a) Basic                                                                                       | 0.25              | 1.84                 | 1.98              | 8.67              | 11.27             |
| (b) Diluted                                                                                     | 0.25              | 1.84                 | 1.98              | 8.67              | 11.27             |

\*Refer Note 11

\*\*Not annualised for quarters



# UNITED BREWERIES LIMITED

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Phone: 080 - 39855000, 22272806/07 Fax: 080 - 22211964, 22229488

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

Rs. in Lakhs

## Statement of Standalone Assets and Liabilities

|                                           | As at<br>March 31, 2017 | As at<br>March 31, 2016 | As at<br>April 1, 2015 |
|-------------------------------------------|-------------------------|-------------------------|------------------------|
|                                           | Audited                 | Audited                 | Audited                |
| <b>ASSETS</b>                             |                         |                         |                        |
| <b>Non-current assets</b>                 |                         |                         |                        |
| (a) Property, plant and equipment         | 1,69,603                | 1,76,198                | 1,77,022               |
| (b) Capital work-in-progress              | 13,718                  | 6,084                   | 9,016                  |
| (c) Intangible assets                     | 2,952                   | 3,538                   | 4,062                  |
| (d) Financial assets                      |                         |                         |                        |
| (i) Investments                           | 2,550                   | 2,547                   | 2,547                  |
| (ii) Others                               | 5,371                   | 10,063                  | 12,342                 |
| (e) Income tax assets (net)               | 9,598                   | 8,412                   | 8,140                  |
| (f) Other non-current assets              | 7,450                   | 11,625                  | 8,259                  |
|                                           | <b>2,11,242</b>         | <b>2,18,467</b>         | <b>2,21,388</b>        |
| <b>Current assets</b>                     |                         |                         |                        |
| (a) Inventories                           | 75,014                  | 68,735                  | 60,933                 |
| (b) Financial assets                      |                         |                         |                        |
| (i) Trade receivables                     | 1,29,535                | 1,11,881                | 93,172                 |
| (ii) Cash and cash equivalents            | 1,255                   | 329                     | 616                    |
| (iii) Bank balances other than (ii) above | 900                     | 818                     | 467                    |
| (iv) Others                               | 4,482                   | 6,184                   | 4,754                  |
| (c) Other current assets                  | 24,969                  | 29,762                  | 26,566                 |
|                                           | <b>2,36,155</b>         | <b>2,17,709</b>         | <b>1,86,508</b>        |
| <b>Total assets</b>                       | <b>4,47,397</b>         | <b>4,36,176</b>         | <b>4,07,896</b>        |
| <b>EQUITY AND LIABILITIES</b>             |                         |                         |                        |
| <b>Equity</b>                             |                         |                         |                        |
| (a) Equity share capital                  | 2,644                   | 2,644                   | 2,644                  |
| (b) Other equity                          | 2,30,608                | 2,11,918                | 1,85,746               |
|                                           | <b>2,33,252</b>         | <b>2,14,562</b>         | <b>1,88,390</b>        |
| <b>Liabilities</b>                        |                         |                         |                        |
| <b>Non-current liabilities</b>            |                         |                         |                        |
| (a) Financial liabilities                 |                         |                         |                        |
| (i) Borrowings                            | 18,403                  | 25,795                  | 59,809                 |
| (ii) Others                               | 773                     | -                       | -                      |
| (b) Provisions                            | -                       | 849                     | 523                    |
| (c) Deferred tax liability (net)          | 4,704                   | 6,348                   | 6,765                  |
|                                           | <b>23,880</b>           | <b>32,992</b>           | <b>67,097</b>          |
| <b>Current liabilities</b>                |                         |                         |                        |
| (a) Financial liabilities                 |                         |                         |                        |
| (i) Borrowings                            | 21,190                  | 21,288                  | 18,758                 |
| (ii) Trade payables                       | 45,988                  | 41,814                  | 38,000                 |
| (iii) Other financial liabilities         | 66,646                  | 71,848                  | 43,884                 |
| (b) Other current liabilities             | 48,544                  | 45,765                  | 43,221                 |
| (c) Provisions                            | 7,897                   | 7,907                   | 8,546                  |
|                                           | <b>1,90,265</b>         | <b>1,88,622</b>         | <b>1,52,409</b>        |
| <b>Total equity and liabilities</b>       | <b>4,47,397</b>         | <b>4,36,176</b>         | <b>4,07,896</b>        |

## NOTES

1. The standalone results for the quarter and year ended March 31, 2017 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 May 17, 2017 and have been audited 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 the applicable Indian Accounting Standards ("Ind AS") prescribed under section 133 of the Companies Act, 2013, read with relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
3. The Company has transitioned to Ind AS with effect from April 1, 2016 with transition date being April 1, 2015. The transition has been carried out from generally accepted accounting principles in India ("the Previous GAAP").
  - a) The reconciliation of the net profit for the corresponding periods under the Previous GAAP with the total comprehensive income as reported in these standalone financial results under Ind AS, is presented below:

|                                                                                           | Rs. in Lakhs                       |                                 |
|-------------------------------------------------------------------------------------------|------------------------------------|---------------------------------|
|                                                                                           | Quarter ended<br>March 31,<br>2016 | Year ended<br>March 31,<br>2016 |
|                                                                                           | Audited*                           | Audited                         |
| <b>Net profit under Previous GAAP</b>                                                     | <b>5,144</b>                       | <b>29,457</b>                   |
| Fair valuation of financial instrument                                                    | 187                                | 4,136                           |
| Actuarial loss/(gain) on defined benefit plan recognised under Other comprehensive income | (48)                               | 661                             |
| Foreign exchange gain/(loss) on restatement of loan                                       | 3                                  | (4,292)                         |
| Effect of tax on above                                                                    | (49)                               | (175)                           |
| <b>Net profit under Ind AS</b>                                                            | <b>5,237</b>                       | <b>29,787</b>                   |
| Other comprehensive income, net of tax                                                    | 31                                 | (433)                           |
| <b>Total comprehensive income</b>                                                         | <b>5,268</b>                       | <b>29,354</b>                   |

\*Refer Note 11.

- b) The reconciliation of the equity as at March 31, 2016 reported under the Previous GAAP with the equity as reported in these standalone financial results under Ind AS, is presented below:

|                                                                                          | Rs. in Lakhs            |
|------------------------------------------------------------------------------------------|-------------------------|
|                                                                                          | As at March<br>31, 2016 |
|                                                                                          | Audited                 |
| <b>Equity under Previous GAAP</b>                                                        | <b>210,760</b>          |
| Fair valuation of financial instrument                                                   | 15,776                  |
| Foreign exchange gain/(loss) on restatement of loan                                      | (15,558)                |
| Effect of tax on above                                                                   | (76)                    |
| Proposed dividend (including tax thereon) reversed, pending approval by the shareholders | 3,660                   |
| <b>Equity under Ind AS</b>                                                               | <b>214,562</b>          |

4. The Company is engaged in the manufacture and sale of beer including licensing of brands which constitutes a single operating segment. The Company also considers the whole of India as a single geographical area. Further, considering the seasonality of the business, the revenue and profits do not accrue evenly over the year.
5. The Bihar State Government ("the Government") vide its notification dated April 5, 2016 imposed ban on trade and consumption of foreign liquor in the State of Bihar with immediate effect. The Company filed a writ petition with the Honourable High Court at Patna ("the High Court"), requesting remedies and compensation for losses incurred on account of such abrupt notification. The High Court vide its order dated September 30, 2016 ("the Order") allowed the aforesaid writ petition, however, the Government preferred a special leave petition against the Order before the Honourable Supreme Court of India ("the Supreme Court"). As an interim measure, the Supreme Court directed stay of operation of the Order.

Meanwhile, vide notification dated April 9, 2016, the Government had allowed production of beer in the state of Bihar for export to outside states, however, vide notification issued on January 24, 2017, the Government has decided not to renew existing brewery licenses from the financial year 2017-18. The said notification also mentions that, upon application, permission shall be granted for manufacture of non-alcoholic drinks / beverages. Pursuant to this notification, the Company has obtained permission from authorities for manufacture of non-alcoholic beverages at its existing manufacturing facility at Bihar and has initiated necessary steps towards commencement of operations for the new product line.

As at March 31, 2017, the Company has property, plant and equipment (net) of Rs. 23,530 Lakhs, inventories (gross) of Rs. 844 Lakhs, trade receivables (gross) of Rs. 2,476 Lakhs and advances of Rs. 875 Lakhs at its units in Bihar. Management believes that the carrying amount of the aforesaid fixed assets do not exceed their recoverable amount and is confident of utilization of aforesaid assets either for the new product line relating to non-alcoholic beverages in Bihar or for manufacturing units in other states. Provision aggregating to Rs. 1,324 Lakhs have been made against aforesaid inventories and trade receivable balances and no other adjustment has been considered necessary by the management in this regard.

The statutory auditors of the Company have drawn an Emphasis of Matter in this regard, in their audit report on the standalone financial results.

6. Employee benefits expense for the year ended March 31, 2016 includes Rs. 1,331 Lakhs towards compensation for loss of office to erstwhile managing director and is net of reversal of provision no longer required amounting to Rs. 424 Lakhs.
7. Selling and distribution expense for the quarters ended March 31, 2017, December 31, 2016 and March 31, 2016 is net of reversal of Rs. 235 Lakhs, Rs. 144 Lakhs and Rs. 762 Lakhs, respectively and that for the years ended March 31, 2017 and March 31, 2016 is net of reversal of Rs. 1,126 Lakhs and Rs. 2,239 Lakhs, respectively.
8. The Board of Directors of the Company has proposed dividend of Rs.1.15 per equity share of Re. 1 each amounting to Rs. 3,660 Lakhs (inclusive of dividend distribution tax) for the year ended March 31, 2017. The proposed dividend on equity shares is subject to approval at the ensuing annual general meeting and are not recognised as a liability (including dividend distribution tax thereon) as at year end.

9. The Company 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 a director (including his joint holdings) and United Breweries (Holdings) Limited, without its prior permission. Accordingly, the Company has withheld payment of Rs. 571 Lakhs relating to dividend on aforesaid shares and the Company would also withhold payment of proposed dividend for year ended March 31, 2017 on aforesaid shares, which is subject to approval by the shareholders at the ensuing annual general meeting.

The Company received an order dated March 11, 2016 from the Deputy Commissioner of Income Tax (International Taxation), Bangalore, requesting the Company to create a charge in favour of the Central Government on any amount due or likely to be due to a director of the Company, to the extent of Rs. 67,980 Lakhs relating to tax demands on Kingfisher Airlines Limited. The Company also received an order dated June 28, 2016 from the Commissioner of Income Tax (TDS), prohibiting the Company from making any payment in the nature of salary, remuneration, allowances, etc. to a director of the Company. The Company had accordingly withheld payment of Rs.164 Lakhs relating to director commission and sitting fees payable to the aforesaid director, which has been paid to the Tax Recovery Officer (TDS), Bengaluru based on an order dated November 30, 2016 received from the Commissioner of Income Tax (TDS). Subsequent to aforesaid payment to tax authorities, the Company has further withheld payment of Rs. 0.69 Lakhs (net of TDS), relating to director sitting fees payable to the aforesaid director.

10. The Securities and Exchange Board of India vide its order dated January 25, 2017 ("the SEBI Order") has restrained Dr. Vijay Mallya, Non-Executive Chairman of the Company, from holding position as Director or Key managerial person of any listed company. The Bombay Stock Exchange vide its letter dated January 27, 2017 and the National Stock Exchange vide its letters dated January 25, 2017, January 27, 2017 and January 30, 2017, have sought the status of compliance with the SEBI Order from the Company. The Company has already taken effective steps following the SEBI Order directed to the Chairman in discussion with the Board of Directors.
11. The figures of the last quarter ended March 31 are the balancing figures between audited figures in respect of the full financial year up to March 31 and the unaudited published year-to-date figures up to December 31, being the date of the end of the third quarter of the financial year which were subjected to limited review.
12. The previous period/year figures have been regrouped where necessary to confirm to this period/year's classification.
13. The standalone financial results and notes are also available on the websites of the Stock Exchanges viz. [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com) and also on the website of the Company viz. [www.unitedbreweries.com](http://www.unitedbreweries.com).

By the authority of the Board



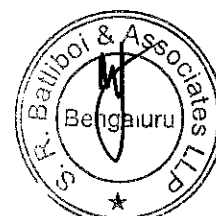
Shekhar Ramamurthy  
Managing Director

Place : Bengaluru  
Date : May 17, 2017

**Auditor's Report on Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

To  
Board of Directors of  
United Breweries Limited

1. We have audited the accompanying statement of quarterly standalone financial results of United Breweries Limited ("the Company") for the quarter ended March 31, 2017 and for the year ended March 31, 2017, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. The quarterly standalone financial results are the derived figures between the audited figures in respect of the year ended March 31, 2017 and the published year-to-date figures up to December 31, 2016, being the date of the end of the third quarter of the current financial year, which were subject to limited review. The standalone financial results for the quarter ended March 31, 2017 and year ended March 31, 2017 have been prepared on the basis of the standalone financial results for the nine-month period ended December 31, 2016, the audited annual standalone Ind AS financial statements as at and for the year ended March 31, 2017, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these standalone financial results based on our review of the standalone financial results for the nine-month period ended December 31, 2016 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 Interim Financial Reporting, specified under Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual standalone Ind AS financial statements as at and for the year ended March 31, 2017; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, these quarterly standalone financial results as well as the year to date results:
  - i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, in this regard; and
  - ii. give a true and fair view of the net profit and other financial information for the quarter ended March 31, 2017 and for the year ended March 31, 2017.



# **S.R. BATLIBOI & ASSOCIATES LLP**

Chartered Accountants

4. We draw attention to Note 5 to the accompanying standalone financial results, which more fully describes the decision made by the Bihar State Government for not renewing brewery license from the financial year 2017-18 and the uncertainty relating to the outcome of special leave petition filed by the Bihar State Government before the Honourable Supreme Court of India. Our opinion is not qualified in respect of this matter.
5. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2017 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2017 and the published year-to-date figures up to December 31, 2016, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

**For S.R. Batliboi & Associates LLP**

Chartered Accountants

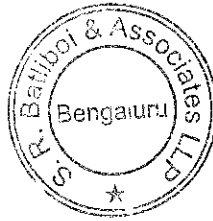
ICAI Firm Registration Number: 101049W/E300004



per Mahendra Jain

Partner

Membership Number: 205839



Place: Bengaluru

Date: May 17, 2017





# UNITED BREWERIES LIMITED

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

Rs. in Lakhs

## Statement of consolidated audited results for the year ended March 31, 2017

| Particulars                                                                                      | Year ended        |                   |
|--------------------------------------------------------------------------------------------------|-------------------|-------------------|
|                                                                                                  | March 31,<br>2017 | March 31,<br>2016 |
|                                                                                                  | Audited           | Audited           |
| <b>1 INCOME</b>                                                                                  |                   |                   |
| (a) Revenue from operations (gross of excise duty)                                               | 10,22,980         | 9,64,143          |
| (b) Other income                                                                                 | 5,171             | 8,640             |
| <b>Total income from operations</b>                                                              | <b>10,28,151</b>  | <b>9,72,783</b>   |
| <b>2 EXPENSES</b>                                                                                |                   |                   |
| (a) Cost of materials consumed                                                                   | 2,18,999          | 2,07,905          |
| (b) Purchase of stock-in-trade                                                                   | 825               | 5,289             |
| (c) Decrease/(Increase) in inventories of finished goods, work-in-progress and stock-in-trade    | (2,032)           | (1,100)           |
| (d) Excise duty on sale of goods                                                                 | 5,50,061          | 4,80,829          |
| (e) Employee benefits expense (refer Note 6)                                                     | 35,628            | 33,860            |
| (f) Finance costs                                                                                | 5,865             | 8,107             |
| (g) Depreciation and amortisation expense                                                        | 28,705            | 24,363            |
| (h) Other expenses (refer Note 7)                                                                | 1,55,287          | 1,68,065          |
| <b>Total expenses</b>                                                                            | <b>9,93,338</b>   | <b>9,27,318</b>   |
| <b>3 Profit before tax</b>                                                                       | <b>34,813</b>     | <b>45,465</b>     |
| <b>4 Tax expenses</b>                                                                            |                   |                   |
| (a) Current tax                                                                                  | 13,291            | 16,017            |
| (b) Deferred tax credit                                                                          | (1,470)           | (419)             |
| <b>Total tax expenses</b>                                                                        | <b>11,821</b>     | <b>15,598</b>     |
| <b>5 Profit for the year</b>                                                                     | <b>22,992</b>     | <b>29,867</b>     |
| <b>6 Other comprehensive income (OCI)</b>                                                        |                   |                   |
| (a) Items that will not be reclassified to profit or loss in subsequent periods                  |                   |                   |
| Re-measurement losses on defined benefit plans                                                   | (387)             | (662)             |
| Income tax effect on above                                                                       | 134               | 229               |
| (b) Items that will be reclassified to profit or loss in subsequent periods                      |                   |                   |
| Net movement in cash flow hedges                                                                 | (504)             | -                 |
| Income tax effect on above                                                                       | 174               | -                 |
| <b>Total other comprehensive income, net of taxes</b>                                            | <b>(583)</b>      | <b>(433)</b>      |
| <b>7 Total comprehensive income for the year</b>                                                 | <b>22,409</b>     | <b>29,434</b>     |
| <b>8 Profit for the year attributable to:</b>                                                    |                   |                   |
| Equity shareholders of the Holding Company                                                       | 22,957            | 29,830            |
| Non-controlling interest                                                                         | 35                | 37                |
|                                                                                                  | <b>22,992</b>     | <b>29,867</b>     |
| <b>9 Total comprehensive income for the year attributable to:</b>                                |                   |                   |
| Equity shareholders of the Holding Company                                                       | 22,374            | 29,397            |
| Non-controlling interest                                                                         | 35                | 37                |
|                                                                                                  | <b>22,409</b>     | <b>29,434</b>     |
| <b>10 Paid up equity share capital (Face value of Re.1 each)</b>                                 | <b>2,644</b>      | <b>2,644</b>      |
| <b>11 Reserve excluding Revaluation Reserve as per balance sheet of previous accounting year</b> | <b>2,12,068</b>   | <b>1,85,866</b>   |
| <b>12 Earnings per equity share in Rs. (nominal value per share Re.1)</b>                        |                   |                   |
| (a) Basic                                                                                        | <b>8.70</b>       | <b>11.30</b>      |
| (b) Diluted                                                                                      | <b>8.70</b>       | <b>11.30</b>      |



# UNITED BREWERIES LIMITED

Registered office: UB Tower, UB City, 24, Vittal Mallya Road, Bengaluru - 560001  
 Phone: 080 - 39855000, 22272806/07 Fax: 080 - 22211964, 22229488  
 CIN: L36999KA1999PLC025195 Email: ublinvestor@ubmail.com Website: www.unitedbreweries.com

Rs. in Lakhs

## Statement of Consolidated Assets and Liabilities

|                                           | As at<br>March 31, 2017 | As at<br>March 31, 2016 | As at<br>April 1, 2015 |
|-------------------------------------------|-------------------------|-------------------------|------------------------|
|                                           | Audited                 | Audited                 | Audited                |
| <b>ASSETS</b>                             |                         |                         |                        |
| <b>Non-current assets</b>                 |                         |                         |                        |
| (a) Property, plant and equipment         | 1,69,663                | 1,76,266                | 1,77,099               |
| (b) Capital work-in-progress              | 13,718                  | 6,084                   | 9,016                  |
| (c) Intangible assets                     | 2,952                   | 3,538                   | 4,062                  |
| (d) Goodwill on consolidation             | 2,421                   | 2,421                   | 2,421                  |
| (e) Financial assets                      |                         |                         |                        |
| (i) Investments                           | 9                       | 6                       | 6                      |
| (ii) Others                               | 5,401                   | 10,093                  | 12,372                 |
| (f) Income tax assets (net)               | 9,566                   | 8,371                   | 8,205                  |
| (g) Other non-current assets              | 7,606                   | 11,745                  | 8,259                  |
|                                           | <b>2,11,336</b>         | <b>2,18,524</b>         | <b>2,21,440</b>        |
| <b>Current assets</b>                     |                         |                         |                        |
| (a) Inventories                           | 75,084                  | 68,805                  | 61,005                 |
| (b) Financial assets                      |                         |                         |                        |
| (i) Trade receivables                     | 1,29,540                | 1,11,886                | 93,178                 |
| (ii) Cash and cash equivalents            | 1,262                   | 336                     | 622                    |
| (iii) Bank balances other than (ii) above | 1,167                   | 1,067                   | 697                    |
| (iv) Others                               | 4,482                   | 6,184                   | 4,754                  |
| (c) Other current assets                  | 24,999                  | 29,787                  | 26,594                 |
|                                           | <b>2,36,534</b>         | <b>2,18,065</b>         | <b>1,86,850</b>        |
| <b>Total assets</b>                       | <b>4,47,870</b>         | <b>4,36,589</b>         | <b>4,08,290</b>        |
| <b>EQUITY AND LIABILITIES</b>             |                         |                         |                        |
| <b>Equity</b>                             |                         |                         |                        |
| (a) Equity share capital                  | 2,644                   | 2,644                   | 2,644                  |
| (b) Other equity                          | 2,30,777                | 2,12,068                | 1,85,866               |
|                                           | <b>2,33,421</b>         | <b>2,14,712</b>         | <b>1,88,510</b>        |
| <b>Non-controlling interest</b>           | <b>278</b>              | <b>253</b>              | <b>227</b>             |
| <b>Liabilities</b>                        |                         |                         |                        |
| <b>Non-current liabilities</b>            |                         |                         |                        |
| (a) Financial liabilities                 |                         |                         |                        |
| (i) Borrowings                            | 18,403                  | 25,795                  | 59,811                 |
| (ii) Others                               | 773                     | -                       | -                      |
| (b) Provisions                            | -                       | 849                     | 523                    |
| (c) Deferred tax liability (net)          | 4,695                   | 6,339                   | 6,758                  |
|                                           | <b>23,871</b>           | <b>32,983</b>           | <b>67,092</b>          |
| <b>Current liabilities</b>                |                         |                         |                        |
| (a) Financial liabilities                 |                         |                         |                        |
| (i) Borrowings                            | 21,190                  | 21,288                  | 18,758                 |
| (ii) Trade payables                       | 45,955                  | 41,759                  | 37,986                 |
| (iii) Other financial liabilities         | 66,701                  | 71,911                  | 43,939                 |
| (b) Other current liabilities             | 48,552                  | 45,772                  | 43,229                 |
| (c) Provisions                            | 7,902                   | 7,911                   | 8,549                  |
|                                           | <b>1,90,300</b>         | <b>1,88,641</b>         | <b>1,52,461</b>        |
| <b>Total equity and liabilities</b>       | <b>4,47,870</b>         | <b>4,36,589</b>         | <b>4,08,290</b>        |

## NOTES

1. The consolidated results for the year ended March 31, 2017 of United Breweries Limited ("the Company") and its subsidiary (together referred to as "the Group") have been reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on May 17, 2017 and have been audited by the statutory auditors of the Company.
2. The consolidated financial results have been prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ("Ind AS") prescribed under section 133 of the Companies Act, 2013, read with relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
3. The Group has transitioned to Ind AS with effect from April 1, 2016 with transition date being April 1, 2015. The transition has been carried out from generally accepted accounting principles in India ("the Previous GAAP").

- a) The reconciliation of the consolidated net profit for the corresponding year under the Previous GAAP with the consolidated total comprehensive income as reported in these consolidated financial results under Ind AS, is presented below:

|                                                                                           | Rs. in Lakhs                    |
|-------------------------------------------------------------------------------------------|---------------------------------|
|                                                                                           | Year ended<br>March 31,<br>2016 |
|                                                                                           | Audited                         |
| <b>Consolidated net profit under Previous GAAP</b>                                        | <b>29,545</b>                   |
| Fair valuation of financial instrument                                                    | 4,136                           |
| Actuarial loss/(gain) on defined benefit plan recognised under Other comprehensive income | 661                             |
| Foreign exchange gain/(loss) on restatement of loan                                       | (4,292)                         |
| Others                                                                                    | (8)                             |
| Effect of tax on above                                                                    | (175)                           |
| <b>Consolidated net profit under Ind AS</b>                                               | <b>29,867</b>                   |
| Other comprehensive income, net of tax                                                    | (433)                           |
| <b>Consolidated total comprehensive income</b>                                            | <b>29,434</b>                   |

- b) The reconciliation of the equity as at March 31, 2016 reported under the Previous GAAP with the equity as reported in these consolidated financial results under Ind AS, is presented below:

|                                                                                          | Rs. in Lakhs            |
|------------------------------------------------------------------------------------------|-------------------------|
|                                                                                          | As at March<br>31, 2016 |
|                                                                                          | Audited                 |
| <b>Equity under Previous GAAP</b>                                                        | <b>210,892</b>          |
| Fair valuation of financial instrument                                                   | 15,776                  |
| Foreign exchange gain/(loss) on restatement of loan                                      | (15,558)                |
| Effect of tax on above                                                                   | (76)                    |
| Proposed dividend (including tax thereon) reversed, pending approval by the shareholders | 3,678                   |
| <b>Equity under Ind AS</b>                                                               | <b>214,712</b>          |

4. The Group is engaged in the manufacture and sale of beer including licensing of brands which constitutes a single operating segment. The Group also considers the whole of India as a single geographical area. Further, considering the seasonality of the business, the revenue and profits do not accrue evenly over the year.
5. The Bihar State Government ("the Government") vide its notification dated April 5, 2016 imposed ban on trade and consumption of foreign liquor in the State of Bihar with immediate effect. The Company filed a writ petition with the Honourable High Court at Patna ("the High Court"), requesting remedies and compensation for losses incurred on account of such abrupt notification. The High Court vide its order dated September 30, 2016 ("the Order") allowed the aforesaid writ petition, however, the Government preferred a special leave petition against the Order before the Honourable Supreme Court of India ("the Supreme Court"). As an interim measure, the Supreme Court directed stay of operation of the Order.

Meanwhile, vide notification dated April 9, 2016, the Government had allowed production of beer in the state of Bihar for export to outside states, however, vide notification issued on January 24, 2017, the Government has decided not to renew existing brewery licenses from the financial year 2017-18. The said notification also mentions that, upon application, permission shall be granted for manufacture of non-alcoholic drinks / beverages. Pursuant to this notification, the Company has obtained permission from authorities for manufacture of non-alcoholic beverages at its existing manufacturing facility at Bihar and has initiated necessary steps towards commencement of operations for the new product line.

As at March 31, 2017, the Company has property, plant and equipment (net) of Rs. 23,530 Lakhs, inventories (gross) of Rs. 844 Lakhs, trade receivables (gross) of Rs. 2,476 Lakhs and advances of Rs. 875 Lakhs at its units in Bihar. Management believes that the carrying amount of the aforesaid fixed assets do not exceed their recoverable amount and is confident of utilization of aforesaid assets either for the new product line relating to non-alcoholic beverages in Bihar or for manufacturing units in other states. Provision aggregating to Rs. 1,324 Lakhs have been made against aforesaid inventories and trade receivable balances and no other adjustment has been considered necessary by the management in this regard.

The statutory auditors of the Company have drawn an Emphasis of Matter in this regard, in their audit report on the consolidated financial results.

6. Employee benefits expense for the year ended March 31, 2016 includes Rs. 1,331 Lakhs towards compensation for loss of office to erstwhile managing director and is net of reversal of provision no longer required amounting to Rs. 424 Lakhs.
7. Selling and distribution expense for the years ended March 31, 2017 and March 31, 2016 is net of reversal of Rs. 1,126 Lakhs and Rs. 2,239 Lakhs, respectively.
8. The Board of Directors of the Company has proposed dividend of Rs. 1.15 per equity share of Re. 1 each amounting to Rs. 3,660 Lakhs (inclusive of dividend distribution tax) for the year ended March 31, 2017. The proposed dividend on equity shares is subject to approval at the ensuing annual general meeting and are not recognised as a liability (including dividend distribution tax thereon) as at year end.

9. The Company 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 a director (including his joint holdings) and United Breweries (Holdings) Limited, without its prior permission. Accordingly, the Company has withheld payment of Rs. 571 Lakhs relating to dividend on aforesaid shares and the Company would also withhold payment of proposed dividend for year ended March 31, 2017 on aforesaid shares, which is subject to approval by the shareholders at the ensuing annual general meeting.

The Company received an order dated March 11, 2016 from the Deputy Commissioner of Income Tax (International Taxation), Bangalore, requesting the Company to create a charge in favour of the Central Government on any amount due or likely to be due to a director of the Company, to the extent of Rs. 67,980 Lakhs relating to tax demands on Kingfisher Airlines Limited. The Company also received an order dated June 28, 2016 from the Commissioner of Income Tax (TDS), prohibiting the Company from making any payment in the nature of salary, remuneration, allowances, etc. to a director of the Company. The Company had accordingly withheld payment of Rs.164 Lakhs relating to director commission and sitting fees payable to the aforesaid director, which has been paid to the Tax Recovery Officer (TDS), Bengaluru based on an order dated November 30, 2016 received from the Commissioner of Income Tax (TDS). Subsequent to aforesaid payment to tax authorities, the Company has further withheld payment of Rs.0.69 Lakhs (net of TDS), relating to director sitting fees payable to the aforesaid director.

10. The Securities and Exchange Board of India vide its order dated January 25, 2017 ("the SEBI Order") has restrained Dr. Vijay Mallya, Non-Executive Chairman of the Company, from holding position as Director or Key managerial person of any listed company. The Bombay Stock Exchange vide its letter dated January 27, 2017 and the National Stock Exchange vide its letters dated January 25, 2017, January 27, 2017 and January 30, 2017, have sought the status of compliance with the SEBI Order from the Company. The Company has already taken effective steps following the SEBI Order directed to the Chairman in discussion with the Board of Directors.
11. The previous year figures have been regrouped where necessary to confirm to this year's classification.
12. The consolidated financial results and notes are also available on the websites of the Stock Exchanges viz. [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com) and also on the website of the Company viz. [www.unitedbreweries.com](http://www.unitedbreweries.com).

By the authority of the Board



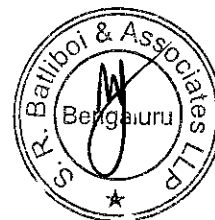
Shekhar Ramamurthy  
Managing Director

Place : Bengaluru  
Date : May 17, 2017

**Auditor's Report on Consolidated Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

To  
Board of Directors of  
United Breweries Limited

1. We have audited the accompanying statement of consolidated financial results of United Breweries Limited ("the Company") comprising its subsidiary (together, "the Group") and its associate for the year ended March 31, 2017, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. The consolidated financial results for the year ended March 31, 2017 have been prepared on the basis of the audited annual consolidated Ind AS financial statements as at and for the year ended March 31, 2017, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these consolidated financial results based on our audit of the annual consolidated Ind AS financial statements as at and for the year ended March 31, 2017; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of other auditors on separate financial statements and the other financial information of subsidiary, these year to date consolidated financial results:
  - i. includes the results of the Company and its subsidiary i.e. Maltex Malsters Limited;
  - ii. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, in this regard; and
  - iii. give a true and fair view of the net profit and other financial information for the year ended March 31, 2017.



# **S.R. BATLIBOI & ASSOCIATES LLP**

Chartered Accountants

4. We draw attention to Note 5 to the accompanying consolidated financial results, which more fully describes the decision made by the Bihar State Government for not renewing brewery license from the financial year 2017-18 and the uncertainty relating to the outcome of special leave petition filed by the Bihar State Government before the Honourable Supreme Court of India. Our opinion is not qualified in respect of this matter.
5. We did not audit the financial statements and other financial information, in respect of a subsidiary, whose Ind AS financial statements include total assets of Rs. 812 Lakhs and net assets of Rs. 567 Lakhs as at March 31, 2017, and total revenues of Rs. 1,791 Lakhs for the year ended on that date and net cash inflows of Rs. 17 Lakhs for the year ended on that date. These Ind AS financial statement and other financial information have been audited by other auditors, which financial statements, other financial information and auditor's reports have been furnished to us by the management. Our opinion, in so far as it relates to the affairs of such subsidiary is based solely on the report of other auditors. Our opinion is not modified in respect of this matter.
6. The accompanying consolidated financial results does not include the Company's share of net profit for the year ended March 31, 2017 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**

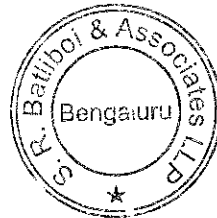
Chartered Accountants

ICAI Firm Registration Number: 101049W/E300004



per Mahendra Jain  
Partner

Membership Number: 205839



Place: Bengaluru

Date: May 17, 2017



## ***United Breweries Ltd***

### **PERFORMANCE HIGHLIGHTS FOR THE FULL YEAR ENDED MARCH 31, 2017**

- **UBL GAINING MARKET SHARE IN A SHARPLY REDUCED INDUSTRY**
- **IN Q4, THE INDUSTRY SAW SHARPEST EVER FALL OF 13%**

For the full year ended March 2017, the beer industry saw lower volume as a result of steep duty increases in multiple states, the impact of demonetization and the impact of the anticipated cancellation of liquor licenses within 500 meters of National and State Highways from 1 April. UBL volume declined 2.5% which compared with the industry fall of 5%. UBL's net sales revenue declined in line with volume.

For the year UBL gained market share in North, South and the East, whilst it held market share in the West.

- In the North, UBL saw significant volume growth in Delhi, Haryana and Uttaranchal markets.
- Growth in the South was driven by Andhra Pradesh and Telangana where UBL gained market share, however Karnataka saw a drop in volume with UBL holding market share. In Tamil Nadu supplies resumed in March 2017, after having received no orders from State Corporation TASMAL for about 6 months.
- Growth in the East was driven by West Bengal, Orissa and Jharkhand, however prohibition in Bihar resulted in a complete stoppage of the industry during the year.
- In the West, the industry declined across markets with UBL holding shares.

Duties as a percentage of revenue were 54%, which compared with 50% in the previous year. The increase in duties, combined with the volume decline in some of the larger markets as well as upward pressure on input costs resulted in a decrease in EBITDA of 11%.

During the year UBL further strengthened its balance sheet. Better working capital management resulted in lower borrowings, which coupled with lower borrowing costs led to a 24% reduction in interest costs. The Net Debt to EBITDA ratio was at 0.76 times at the end of the year.

As mentioned earlier, the Supreme Court order directing all outlets within 500 metres of highways to close from the 1st of April has had a significant impact on the industry in quarter 4. The industry saw a decline of about 13 %.

We expect the impact of this ban to be most significant in the first two quarters of this fiscal year. The magnitude of the impact on sales volume will depend on the extent of potential mitigating actions by State Governments, including the options offered to outlets to relocate to an alternative location or efforts to de-notify certain State highways, which remains uncertain.

*Bangalore, May 17, 2017*