



United Breweries Ltd.

PERFORMANCE HIGHLIGHTS QUARTER ENDED JUNE 30, 2016.

- **6% GROWTH IN PRIMARY VOLUMES**
- **8% GROWTH IN REVENUE**
- **15% GROWTH IN EBITDA**
- **21% GROWTH IN PBT**

For the first quarter of the new fiscal year UBL realized a good volume growth of 6% with industry lagging behind with a modest 4% growth only. As a result of some limited selective price increases in certain markets total revenues show a growth of 8%.

We have realized double digit growth in the East and South at 18% and 13% respectively, with markets in the North and West being slightly under pressure.

Growth in the East was realized in West Bengal, Orissa and Jharkhand. In Bihar the company recorded nil sales on account of the prohibition declared on the 5th of April, the very beginning of the new fiscal year.

In the South volume growth was driven by sales in Andhra Pradesh Telangana and Kerala.

In the North we have seen modest growth in Delhi, Haryana and Uttar Pradesh.

The total gross margin for the quarter grew by 7% compared to the corresponding quarter of the previous year, driven by revenue growth in combination with stable input costs.

EBITDA grew by 15% resulting in a growth of net profit by 20%.

Bangalore, August 12, 2016.