

May 07, 2024

1. Department of Corporate Services
BSE Limited,
Floor 25, P J Towers,
Dalal Street,
Mumbai – 400 001,
Scrip: 532478

2. National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex
Bandra (East),
Mumbai – 400 051,
Scrip: UBL

Dear Sirs,

Sub: Outcome of Board Meeting – Financial Results, Dividend, Date of Annual General Meeting and Book Closure

In continuation to our letter dated April 22, 2024, regarding Notice of Board Meeting and pursuant to Regulation 33 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), this is to inform you that the Board of Directors of the Company ("the Board") at its meeting held today i.e., Tuesday, May 7, 2024, have considered and approved the following:

1. Audit Financial Results

- (i) Audited Financial Results (Standalone and Consolidated) of the Company for the Quarter and Year ended March 31, 2024;
- (ii) Statement of Cash Flows and Statement of Assets and Liabilities (Standalone and Consolidated) of the Company for the Year ended March 31, 2024;
- (iii) Annual Standalone and Consolidated Financial Statements of the Company for the Year ended March 31, 2024.

The Auditors of the Company Messrs Deloitte Haskins & Sells, Chartered Accountants, have issued the Audit Reports for Standalone & Consolidated Financial Statements as prepared under the Companies Act, 2013 & Independent Auditor's Report on Audit of Annual Financial Results, and review of quarterly financial results (Standalone & Consolidated) as prepared under Listing Regulations for the financial year and quarter ended March 31, 2024, with an unmodified opinion/review conclusion.

A copy of the said results together with the Independent Auditors' Report on Audit of Annual Financial Results and review of Quarterly Audited Financial Results (Consolidated and Standalone) together with Declaration on unmodified opinion on Audit Report issued by the Statutory Auditors of the Company for the financial year ended March 31, 2024, are enclosed herewith. A copy of the press release issued in this regard is also enclosed herewith.

2. Dividend

The Board has recommended the following dividend for the financial year ended March 31, 2024, subject to the approval of the shareholders of the Company at the ensuing Annual General Meeting (AGM):

- Final dividend of Rs. 10.00 (Rupees Ten Only) per equity share of the face value of Re. 1 each (1000%)

Accordingly, the dividend, if approved by the shareholders, will be paid on or before August 30, 2024.



3. Intimation of Date of AGM and Book Closure for Dividend:

The 25th AGM of the Company will be held on Thursday, August 01, 2024, at 01.00 P.M. (IST) through Video Conferencing / Other Audio-Visual Means in compliance with the applicable provisions of the Circulars issued in this regard by Ministry of Corporate Affairs and Securities and Exchange Board of India from time to time. Accordingly, the Register of Members and Share Transfer books shall be closed from Friday, July 26, 2024, to Thursday, August 01, 2024 (both days inclusive), for determining the eligibility of shareholders for payment of dividend, if approved by the shareholders at the AGM.

The Board meeting commenced at 14.00 hrs (IST). and concluded at 19.50 hrs (IST).

This disclosure will also be hosted on Company's website i.e., www.unitedbreweries.com

You are requested to take the above information on your record.

Thanking You,

Yours faithfully,
For UNITED BREWERIES LIMITED

VIVEK GUPTA Digitally signed by VIVEK GUPTA
Date: 2024.05.07 19:51:19 +05'30'

VIVEK GUPTA
Managing Director & Chief Executive Officer
DIN: 10311134

**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 audited standalone assets and liabilities

Particulars	As at March 31, 2024	As at March 31, 2023
	Audited	Audited
<u>ASSETS</u>		
Non-current assets		
(a) Property, plant and equipment (including right of use assets)	1,75,864	1,83,089
(b) Capital work-in-progress	17,257	7,708
(c) Intangible assets	904	1,223
(d) Financial assets		
(i) Investments	1,562	1,570
(ii) Other financial assets	3,902	4,078
(e) Income tax assets (net)	21,132	22,134
(f) Deferred tax asset (net)	5,287	4,496
(g) Other non-current assets	37,769	34,427
	2,63,677	2,58,725
Current assets		
(a) Inventories	1,36,645	1,42,597
(b) Financial assets		
(i) Trade receivables	2,31,329	1,40,707
(ii) Cash and cash equivalents	12,863	32,952
(iii) Bank balances other than (ii) above	7,956	6,543
(iv) Other financial assets	254	104
(c) Other current assets	51,118	45,009
	4,40,165	3,67,912
(d) Assets held for sale	486	486
	4,40,651	3,68,398
Total assets	7,04,328	6,27,123
<u>EQUITY AND LIABILITIES</u>		
Equity		
(a) Equity share capital	2,644	2,644
(b) Other equity	4,14,763	3,93,482
	4,17,407	3,96,126
Liabilities		
Non-current liabilities		
(a) Financial liabilities		
(i) Lease liabilities	1,690	1,074
(ii) Other financial liabilities	1,461	1,845
(b) Provisions	916	417
	4,067	3,336
Current liabilities		
(a) Financial liabilities		
(i) Borrowings	7,741	-
(ii) Lease liabilities	772	488
(iii) Trade payables		
- Total outstanding dues to micro and small enterprises	12,493	9,529
- Total outstanding dues of creditors other than micro and small enterprises	82,325	62,110
(iv) Other financial liabilities	86,648	77,821
(b) Other current liabilities	83,323	67,514
(c) Provisions	9,552	10,199
	2,82,854	2,27,661
Total liabilities	2,86,921	2,30,997
Total equity and liabilities	7,04,328	6,27,123

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Rs. in Lakhs

Statement of standalone financial results for the quarter and year ended March 31, 2024					
Particulars	Quarter ended			Year ended	
	March 31, 2024	December 31, 2023	March 31, 2023	March 31, 2024	March 31, 2023
	Unaudited*	Unaudited	Unaudited*	Audited	Audited
1 INCOME					
(a) Revenue from operations (gross of excise duty)	4,78,683	4,15,318	4,07,960	18,37,224	16,64,288
(b) Other income	2,632	2,406	1,163	7,293	4,927
Total income	4,81,315	4,17,724	4,09,123	18,44,517	16,69,215
2 EXPENSES					
(a) Cost of materials consumed	1,22,054	1,00,959	1,10,891	4,57,586	4,23,321
(b) Purchase of traded goods	2,563	3,316	994	11,825	9,247
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(405)	(2,193)	(3,559)	(3,290)	(5,140)
(d) Excise duty on sale of products	2,65,530	2,33,052	2,31,513	10,25,685	9,15,117
(e) Employee benefits expense	12,426	10,846	11,626	44,753	40,776
(f) Contract employee expense	5,016	4,843	4,296	19,525	18,368
(g) Finance costs	175	205	122	689	464
(h) Depreciation and amortisation expense	5,771	5,177	5,065	21,164	21,032
(i) Other expenses	57,301	49,938	46,854	2,11,648	2,01,173
Total expenses	4,70,431	4,06,143	4,07,802	17,89,585	16,24,358
3 Profit before exceptional items and tax	10,884	11,581	1,321	54,932	44,857
4 Exceptional items (refer Note 6)	-	-	-	-	(3,312)
5 Profit before tax	10,884	11,581	1,321	54,932	41,545
6 Tax expense					
(a) Current tax	3,234	3,425	76	14,842	11,967
(b) Deferred tax charge/(credit)	(434)	(329)	272	(849)	(768)
Total tax expense	2,800	3,096	348	13,993	11,199
7 Profit for the period/year	8,084	8,485	973	40,939	30,346
8 Other comprehensive income/(loss) (OCI)					
Items that will not be reclassified to profit or loss in subsequent periods					
Re-measurement gains/(losses) on defined benefit plans	(188)	(100)	425	230	457
Income tax effect on above	47	25	(107)	(58)	(115)
Total other comprehensive income/(loss), net of taxes	(141)	(75)	318	172	342
9 Total comprehensive income for the period/year	7,943	8,410	1,291	41,111	30,688
10 Paid up equity share capital (Face value of Re. 1 each)	2,644	2,644	2,644	2,644	2,644
11 Other equity				4,14,763	3,93,482
12 Earnings per equity share in Rs. (nominal value per share Re. 1)**					
(a) Basic	3.06	3.21	0.37	15.48	11.48
(b) Diluted	3.06	3.21	0.37	15.48	11.48

**Not annualised for interim periods

Segment information (also refer Note 3)

Rs. in Lakhs

Particulars	Quarter ended			Year ended	
	March 31, 2024	December 31, 2023	March 31, 2023	March 31, 2024	March 31, 2023
	Unaudited*	Unaudited	Unaudited*	Audited	Audited
1 Segment revenue					
Beer	4,78,249	4,15,246	4,07,850	18,36,689	16,63,294
Non-alcoholic beverages	434	72	110	535	994
Total segment revenue	4,78,683	4,15,318	4,07,960	18,37,224	16,64,288
2 Segment results					
Beer	20,612	20,090	9,710	90,962	75,839
Non-alcoholic beverages	7	(784)	(266)	(2,444)	(3,734)
Total segment results	20,619	19,306	9,444	88,518	72,105
Other income	2,632	2,406	1,163	7,293	4,927
Finance costs	(175)	(205)	(122)	(689)	(464)
Other unallocable expenses	(12,192)	(9,926)	(9,164)	(40,190)	(31,711)
Profit before exceptional items and tax	10,884	11,581	1,321	54,932	44,857
Exceptional items (refer Note 6)	-	-	-	-	(3,312)
Profit before tax	10,884	11,581	1,321	54,932	41,545

* Refer note 9

See accompanying notes to the standalone financial results

**UNITED BREWERIES LIMITED**

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Rs. in Lakhs

Audited standalone statement of cash flows for the year ended March 31, 2024

Particulars	Year to date ended	
	March 31, 2024	March 31, 2023
	Audited	Audited
A Cash flow from operating activities		
Profit before tax	54,932	41,545
<u>Adjustments for:</u>		
Depreciation and amortisation expense	21,164	21,032
Bad debts/advances written off	6	-
Loss allowance for trade receivables	1,274	818
Provision for doubtful advances/deposits	358	181
Unrealised foreign exchange differences (net)	11	(148)
Net gain on sale of property, plant and equipment	(37)	(146)
Liabilities no longer required written back	(669)	(297)
Loss allowance for trade receivables, no longer required written back	(50)	(4)
Impairment loss on property, plant and equipment (included under exceptional items)	-	3,312
Interest expense	670	443
Interest income	(4,495)	(3,312)
Dividend income	(23)	(23)
Operating profits before working capital changes	73,141	63,401
Changes in working capital:		
(Increase)/decrease in Inventories	5,952	(49,156)
(Increase)/decrease in Trade receivables	(91,847)	(16,143)
(Increase)/decrease in Other financial assets	221	307
(Increase)/decrease in Other assets	(10,312)	(27,565)
Increase/(decrease) in Trade payables	23,356	8,361
Increase/(decrease) in Other financial liabilities	5,121	21,960
Increase/(decrease) in Other current liabilities and provisions	15,891	676
Cash generated from operations	21,523	1,841
Direct taxes paid	(13,840)	(13,906)
Net cash from/(used in) operating activities (A)	7,683	(12,065)
B Cash flow from investing activities		
Purchase of property, plant and equipment including capital work-in-progress, intangible assets and capital advances	(19,112)	(15,614)
Proceeds from sale of property, plant and equipment	82	203
Proceeds from sale of investments	9	30
Investments in bank deposits (having original maturity of more than three months)	(133)	(56)
Redemption/maturity of bank deposits (having original maturity of more than three months)	16	46
Interest received	4,345	3,323
Dividend received from subsidiary company	23	23
Net cash used in investing activities (B)	(14,771)	(12,045)
C Cash flow from financing activities		
Payment of lease liabilities	(727)	(998)
Proceeds from short-term borrowings	7,741	-
Interest paid	(185)	(415)
Dividend paid to equity shareholders*	(19,830)	(27,763)
Net cash used in financing activities (C)	(13,001)	(29,176)
Net decrease in cash and cash equivalents (A+B+C)	(20,089)	(53,286)
Cash and cash equivalents at the beginning of the year	32,952	86,238
Cash and cash equivalents at the end of the year	12,863	32,952

*Includes amount transferred to separate bank accounts earmarked for unpaid dividend

NOTES

1. The standalone financial results of the United Breweries Limited ("the Company") for the quarter and year ended March 31, 2024 have been reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on May 7, 2024 and have been reviewed/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 accounting standards prescribed under Section 133 of the Companies Act, 2013, read with the 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. The Company received an order dated September 24, 2021 under Section 27 of the Competition Act, 2002 from the Competition Commission of India ("CCI") ('the CCI Order'), wherein the CCI concluded that the Company and certain executives (including former executives) of the Company contravened the provisions of Section 3 of the Competition Act, 2002. The CCI levied a penalty of Rs. 75,183 Lakhs on the Company. On December 8, 2021, the Company filed an appeal against the aforesaid CCI Order before the National Company Law Appellate Tribunal ('NCLAT'). The NCLAT vide its order dated December 22, 2021 granted a stay of the CCI Order during the pendency of the appeal, including recovery of the penalty imposed by the CCI, subject to deposit of 10% of the penalty amount by the Company. On December 23, 2022, NCLAT passed its judgment and dismissed the appeals filed by the Company and other appellants. The Company filed appeal against NCLAT order dated December 23, 2022 before the Supreme Court of India on January 30, 2023 under Section 53T of the Competition Act, 2002. On February 17, 2023, after hearing the arguments of the counsel for the Company and the CCI, the Supreme Court admitted the appeal and stayed the NCLAT Order (and consequently, the CCI Order and the recovery proceeding initiated by the CCI), subject to a deposit of additional 10% of the total penalty amount, over and above the amount already deposited. The total amount aggregating to Rs.16,274 Lakhs (including interest of Rs. 1,238 Lakhs) is deposited in the form of Fixed Deposit Receipts with the Registrar, NCLAT and is presented under "Other non-current assets".

Based on the advice of the external legal experts, the Company is of the view that the Director General, the CCI and the NCLAT has not considered all aspects of its submissions particularly considering the nature of the regulations governing the manufacture, distribution and sale of beer in India. As advised by the Company's external legal experts, the Company has a strong case on merits, there exists uncertainty relating to the final outcome in this matter, which is dependent on judicial proceedings; and that it is not in a position to reliably estimate the final obligation relating to penalties, if any. Accordingly, no provision has been recorded in the books of account and the same has been considered as a contingent liability in accordance with Ind AS 37 – Provisions, Contingent Liabilities and Contingent Assets.

5. The Bihar State Government ("the Government") vide its notification dated April 5, 2016 had imposed ban on trade and consumption of alcoholic beverages 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, which was allowed by Patna High Court and against which the Government preferred a special leave petition before the Supreme Court of India, which is currently pending for final conclusion.

During the financial year 2018-19, in order to maintain the assets in running condition, the Company commenced manufacture of non-alcoholic beverages at its existing manufacturing facility at Bihar. The Company carried out an impairment assessment of its property, plant and equipment and the recoverable amount for these property, plant and equipment is determined by an external valuer based on a fair value less cost of disposal calculation.

Effective May 1, 2022, the Company has closed its manufacturing operations from the Bihar unit, considering the economies of scale of operations for non-alcoholic beverages. The Company has received a show cause notice dated June 25, 2022 from Bihar Industrial Area Development Authority (BIADA) for cancellation of its land lease in Bihar considering the non-operation of the manufacturing unit. The Company, based on legal advice, filed its response to the said show-cause notice stating that there has been no violation of the BIADA Act and the notice to the Company is not maintainable. BIADA, thereafter, issued another show cause notice dated November 2, 2022 to start production within 30 days failing which the allotment of land would be cancelled forfeiting the allotment money. The Company sought six months' time to commence production as per the Amnesty Scheme of BIADA. However, BIADA cancelled the allotment of land to the Company vide order dated December 16, 2022, against which the Company filed a writ before the High Court of Patna. The High Court vide order dated January 25, 2023, directed to maintain the status quo and also directed the Company to file an undertaking that it will commence commercial production in the unit. The Company has filed undertaking in the High Court that it will start commercial production in the unit after BIADA recalls the order of cancellation. On February 8, 2023, the High Court directed BIADA to take a policy decision to deal with the situation arising out of the action of BIADA in the present petition and identical matters. On August 10, 2023 BIADA notified two policies for availing options by the allottees to either (i) surrender the land; or (ii) sell/transfer the land; and on October 5, 2023 BIADA notified another policy also to continue manufacturing activities over the allotted land.

On October 30, 2023, the Company filed an application to amend the aforementioned writ to include additional matters related to setting aside the policy related to the continuance of the manufacturing activities over the allotted land which has stringent conditions or alternatively direct BIADA to extend the time period to six months to avail the option to sell/transfer the land. The matter is pending with the High Court.

As at March 31, 2024, the carrying value of property, plant and equipment at Bihar is Rs. 7,343 Lakhs (net of depreciation and impairment). Recoverable value is determined based on the higher of value in use and fair value less cost of disposal. In determining the fair value less cost of disposal, the Company evaluated and concluded its right to transfer the leasehold land after considering contractual rights available to the Company under the BIADA Act.

6. The change in the operating models in the states of Tamil Nadu and Andhra Pradesh, resulted in volumes decline in these states inter alia on account of the post integration review undertaken by Heineken. This resulted in lower cash inflows due to reduction in revenue, which triggered an impairment review being performed across property, plant and equipment of the breweries in the two states. As a result, the impacted assets were reviewed for impairment on an asset-by-asset basis and an impairment of Rs 3,312 Lakhs was recorded on the property, plant and equipment for the two states and presented as an exceptional item in the standalone financial results of year ended March 31, 2023. Whilst the state of Tamil Nadu has seen increase in volumes during the last four quarters, the Management is reviewing opportunities to further recover volumes in the states, and as such there is no plan of restructuring as on date.
7. The Company had received orders 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 certain other shareholders, without its prior permission; accordingly, the Company has withheld payment of Rs. 5,226 Lakhs (net of taxes) 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; accordingly the Company has withheld payment of Rs. 45 Lakhs (net of TDS) relating to director commission and sitting fees payable to the aforesaid erstwhile director.

8. The Board of Directors of the Company has proposed dividend of Rs.10.00 per equity share of Re. 1 each amounting to Rs. 26,441 Lakhs for the year ended March 31, 2024. The proposed dividend on equity shares is subject to approval at the ensuing annual general meeting and accordingly has not been recognised as a liability as at the year end.
9. The standalone financial results for the year ended March 31, 2024/2023 have been audited and for the quarter ended March 31, 2024/2023 have been reviewed by the statutory auditors of the Company. The figures of the last quarter ended March 31, 2024 / 2023 are the balancing figures between audited figures in respect of the full financial year up to March 31, 2024 / 2023 and the unaudited published year-to-date figures up to December 31, 2023/2022, being the date of the end of the third quarter of the respective financial year, which were subjected to limited review.
10. 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 : May 7, 2024

By the authority of the Board

VIVEK
GUPTA

Vivek Gupta
Managing Director

Digitally signed by
VIVEK GUPTA
Date: 2024.05.07
18:30:13 +05'30'

INDEPENDENT AUDITOR'S REPORT ON AUDIT OF ANNUAL STANDALONE FINANCIAL RESULTS AND REVIEW OF QUARTERLY FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF UNITED BREWERIES LIMITED

Opinion and Conclusion

We have (a) audited the Standalone Financial Results for the year ended March 31, 2024 and (b) reviewed the Standalone Financial Results for the quarter ended March 31, 2024 (refer 'Other Matter' section below), which were subject to limited review by us, both included in the accompanying "Statement of Standalone Financial Results for the Quarter and Year Ended March 31, 2024" of **UNITED BREWERIES LIMITED** ("the Company"), ("the Statement"), 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").

(a) Opinion on Annual Standalone Financial Results

In our opinion and to the best of our information and according to the explanations given to us, the Standalone Financial Results for the year ended March 31, 2024:

- i. is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended; and
- ii. gives a true and fair view in conformity with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India of the net profit and total comprehensive income and other financial information of the Company for the year then ended.

(b) Conclusion on Unaudited Standalone Financial Results for the quarter ended March 31, 2024

With respect to the Standalone Financial Results for the quarter ended March 31, 2024, based on our review conducted as stated in paragraph (b) of Auditor's Responsibilities section below, nothing has come to our attention that causes us to believe that the Standalone Financial Results for the quarter ended March 31, 2024, prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Basis for Opinion on the Audited Standalone Financial Results for the year ended March 31, 2024

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under Section 143(10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those Standards are further described in paragraph (a) of Auditor's Responsibilities section below. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("the ICAI") together with the ethical requirements that are relevant to our audit of the Standalone Financial

Deloitte Haskins & Sells

Results for the year ended March 31, 2024 under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the ICAI's Code of Ethics. We believe that the audit evidence obtained by us, is sufficient and appropriate to provide a basis for our audit opinion.

Emphasis of Matter

- a) As described in Note 4, the Company filed an appeal against the NCLAT order before the Supreme Court of India on January 30, 2023. The Supreme Court issued an order on February 17, 2023 and granted stay on the recovery proceedings. The Management of the Company has represented that the Company has a strong case on merits supported by external legal advice. Pending outcome of the matter, the Company is not in position to reliably estimate, the obligation relating to the penalties, if any. Accordingly, no provision has been recorded in the books of account and amount is disclosed as contingent liability.
- b) As described in Note 5, the Company has evaluated the carrying value of the property, plant and equipment aggregating INR 7,343 lakhs based on fair value less cost of disposal after considering its contractual rights under the BIADA Act (including its options relating to the policies announced by BIADA which are subject to the outcome before the Honourable High Court of Patna), pending the outcome of special leave petition filed by the Bihar State Government before the Honourable Supreme Court of India.

Our report is not modified in respect of these matters.

Management's Responsibilities for the Statement

This Statement which includes the Standalone Financial Results is the responsibility of the Company's Board of Directors and has been approved by them for the issuance. The Standalone Financial Results for the year ended March 31, 2024 has been compiled from the related audited standalone financial statements. This responsibility includes the preparation and presentation of the Standalone Financial Results for the quarter and year ended March 31, 2024 that give a true and fair view of the net profit and other comprehensive loss/income and other financial information in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards prescribed under Section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Standalone Financial Results that give a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the Standalone Financial Results, the Board of Directors are responsible for assessing the Company's ability, to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors are also responsible for overseeing the financial reporting process of the Company.

Auditor's Responsibilities

(a) Audit of the Standalone Financial Results for the year ended March 31, 2024

Our objectives are to obtain reasonable assurance about whether the Standalone Financial Results for the year ended March 31, 2024 as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Standalone Financial Results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Annual Standalone Financial Results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors.
- Evaluate the appropriateness and reasonableness of disclosures made by the Board of Directors in terms of the requirements specified under Regulation 33 of the Listing Regulations.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Company to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Statement or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the Annual Standalone Financial Results, including the disclosures, and whether the Annual Standalone Financial Results represent the underlying transactions and events in a manner that achieves fair presentation.

Materiality is the magnitude of misstatements in the Annual Standalone Financial Results that, individually or in aggregate, makes it probable that the economic decisions of a reasonably knowledgeable user of the Annual Standalone Financial Results may be influenced. We consider quantitative materiality and qualitative factors in (i) planning the scope of our audit work and in evaluating the results of our work; and (ii) to evaluate the effect of any identified misstatements in the Annual Standalone Financial Results.

Deloitte Haskins & Sells

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

(b) Review of the Standalone Financial Results for the quarter ended March 31, 2024

We conducted our review of the Standalone Financial Results for the quarter ended March 31, 2024 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 ICAI. A review of interim financial information consists of making inquiries, primarily of the Company's personnel 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 SAs specified under Section 143(10) of the Act 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.

Other Matter

- The Statement includes the results for the Quarter ended March 31, 2024 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year which were subject to limited review by us. Our report on the Statement is not modified in respect of this matter.

For **Deloitte Haskins & Sells**
Chartered Accountants
(Firm's Registration No. 008072S)

Gurvinder
Singh Roop
Singh Matta

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Gurvinder Singh Roop
Singh Matta
Date: 2024.05.07 18:39:41
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Gurvinder Singh
Partner
(Membership No. 110128)
UDIN:24110128BKBGXA7013

Place: Bengaluru
Date: May 07, 2024



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 audited consolidated assets and liabilities

Particulars	As at March 31, 2024	As at March 31, 2023
	Audited	Audited
ASSETS		
Non-current assets		
(a) Property, plant and equipment (including right of use assets)	1,76,009	1,83,235
(b) Capital work-in-progress	17,268	7,713
(c) Intangible assets	904	1,223
(d) Goodwill on consolidation	645	645
(e) Financial assets		
(i) Investments	797	805
(ii) Other financial assets	3,937	4,676
(f) Income tax assets (net)	21,135	22,138
(g) Deferred tax asset (net)	5,293	4,501
(h) Other non-current assets	37,802	34,458
	2,63,790	2,59,394
Current assets		
(a) Inventories	1,36,874	1,42,781
(b) Financial assets		
(i) Trade receivables	2,31,384	1,40,732
(ii) Cash and cash equivalents	12,915	32,986
(iii) Bank balances other than (ii) above	8,505	6,543
(iv) Other financial assets	254	104
(c) Other current assets	51,122	45,013
	4,41,054	3,68,159
(d) Assets held for sale	493	486
	4,41,547	3,68,645
Total assets	7,05,337	6,28,039
EQUITY AND LIABILITIES		
Equity		
(a) Equity share capital	2,644	2,644
(b) Other equity	4,15,190	3,93,845
Equity attributable to equity holders of holding company	4,17,834	3,96,489
Non-controlling interest	522	461
	4,18,356	3,96,950
Liabilities		
Non-current liabilities		
(a) Financial liabilities		
(i) Lease liabilities	1,690	1,074
(ii) Other financial liabilities	1,461	1,845
(b) Provisions	917	424
	4,068	3,343
Current liabilities		
(a) Financial liabilities		
(i) Borrowings	7,741	-
(ii) Lease liabilities	772	488
(iii) Trade payables		
- Total outstanding dues to micro and small enterprises	12,566	9,530
- Total outstanding dues of creditors other than micro and small enterprises	82,279	62,168
(iv) Other financial liabilities	86,664	77,835
(b) Other current liabilities	83,327	67,518
(c) Provisions	9,564	10,207
	2,82,913	2,27,746
Total liabilities	2,86,981	2,31,089
Total equity and liabilities	7,05,337	6,28,039

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Rs. in Lakhs

Statement of consolidated financial results for the quarter and year ended March 31, 2024

Particulars	Quarter ended			Year ended	
	March 31, 2024	December 31, 2023	March 31, 2023	March 31, 2024	March 31, 2023
	Unaudited*	Unaudited	Unaudited*	Audited	Audited
1 INCOME					
(a) Revenue from operations (gross of excise duty)	4,78,868	4,15,498	4,08,101	18,37,953	16,65,109
(b) Other income	2,646	2,477	1,179	7,374	4,943
Total income	4,81,514	4,17,975	4,09,280	18,45,327	16,70,052
2 EXPENSES					
(a) Cost of materials consumed	1,21,785	1,00,768	1,10,674	4,56,755	4,22,476
(b) Purchase of traded goods	2,563	3,316	994	11,825	9,247
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(418)	(2,223)	(3,548)	(3,345)	(5,187)
(d) Excise duty on sale of products	2,65,530	2,33,052	2,31,513	10,25,685	9,15,117
(e) Employee benefits expense	12,557	10,963	11,729	45,210	41,183
(f) Contract employee expense	5,016	4,843	4,296	19,525	18,368
(g) Finance costs	175	205	122	689	464
(h) Depreciation and amortisation expense	5,776	5,184	5,072	21,190	21,059
(i) Other expenses	57,554	50,179	47,080	2,12,679	2,02,282
Total expenses	4,70,538	4,06,287	4,07,932	17,90,213	16,25,009
3 Profit before exceptional items and tax	10,976	11,688	1,348	55,114	45,043
4 Exceptional items (refer Note 6)	-	-	-	-	(3,312)
5 Profit before tax	10,976	11,688	1,348	55,114	41,731
6 Tax expense					
(a) Current tax	3,257	3,437	90	14,879	12,035
(b) Deferred tax charge/(credit)	(436)	(329)	271	(851)	(772)
Total tax expense	2,821	3,108	361	14,028	11,263
7 Profit for the period/year	8,155	8,580	987	41,086	30,468
8 Other comprehensive income/(loss) (OCI)					
Items that will not be reclassified to profit or loss in subsequent periods					
Re-measurement gains/(losses) on defined benefit plans	(186)	(100)	425	232	457
Income tax effect on above	46	25	(107)	(59)	(115)
Total other comprehensive income/(loss), net of taxes	(140)	(75)	318	173	342
9 Total comprehensive income for the period/year	8,015	8,505	1,305	41,259	30,810
10 Profit for the period/year attributable to:					
Equity shareholders of the Holding Company	8,120	8,534	981	41,003	30,398
Non-controlling interest	35	46	6	83	70
	8,155	8,580	987	41,086	30,468
11 Other comprehensive income/(loss) (OCI) attributable to:					
Equity shareholders of the Holding Company	(140)	(75)	318	173	342
Non-controlling interest	-	-	-	-	-
	(140)	(75)	318	173	342
12 Total comprehensive income for the period/year attributable to:					
Equity shareholders of the Holding Company	7,980	8,459	1,299	41,176	30,740
Non-controlling interest	35	46	6	83	70
	8,015	8,505	1,305	41,259	30,810
13 Paid up equity share capital (Face value of Re. 1 each)	2,644	2,644	2,644	2,644	2,644
14 Other equity				4,15,190	3,93,845
15 Earnings per equity share in Rs. (nominal value per share Re. 1)**					
(a) Basic	3.07	3.23	0.37	15.51	11.50
(b) Diluted	3.07	3.23	0.37	15.51	11.50

**Not annualised for interim periods

Segment information (also refer Note 3)

Rs. in Lakhs

Particulars	Quarter ended			Year ended	
	March 31, 2024	December 31, 2023	March 31, 2023	March 31, 2024	March 31, 2023
	Unaudited*	Unaudited	Unaudited*	Audited	Audited
1 Segment revenue					
Beer	4,78,434	4,15,426	4,07,991	18,37,418	16,64,115
Non-alcoholic beverages	434	72	110	535	994
Total segment revenue	4,78,868	4,15,498	4,08,101	18,37,953	16,65,109
2 Segment results					
Beer	20,690	20,126	9,721	91,063	76,009
Non-alcoholic beverages	7	(784)	(266)	(2,444)	(3,734)
Total segment results	20,697	19,342	9,455	88,619	72,275
Other income	2,646	2,477	1,179	7,374	4,943
Finance costs	(175)	(205)	(122)	(689)	(464)
Other unallocable expenses	(12,192)	(9,926)	(9,164)	(40,190)	(31,711)
Profit before exceptional items and tax	10,976	11,688	1,348	55,114	45,043
Exceptional items (refer Note 6)	-	-	-	-	(3,312)
Profit before tax	10,976	11,688	1,348	55,114	41,731

* Refer Note 9

See accompanying notes to the consolidated financial results



UNITED BREWERIES LIMITED

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Rs. in Lakhs

Audited consolidated statement of cash flows for the year ended March 31, 2024

Particulars	Year ended	
	March 31, 2024	March 31, 2023
	Audited	Audited
A Cash flow from operating activities		
Profit before tax	55,114	41,731
<u>Adjustments for:</u>		
Depreciation and amortisation expense	21,190	21,059
Bad debts/advances written off	6	-
Loss allowance for trade receivables	1,274	818
Provision for doubtful advances/deposits	358	181
Unrealised foreign exchange differences (net)	11	(148)
Net gain on sale of property, plant and equipment	(37)	(135)
Liabilities no longer required written back	(730)	(297)
Loss allowance for trade receivables, no longer required written back	(50)	(4)
Impairment loss on property, plant and equipment (included under exceptional items)	-	3,312
Interest expense	670	443
Interest income	(4,535)	(3,341)
Operating profits before working capital changes	73,271	63,619
Changes in working capital:		
(Increase)/decrease in Inventories	5,907	(49,200)
(Increase)/decrease in Trade receivables	(91,877)	(16,132)
(Increase)/decrease in Other financial assets	224	300
(Increase)/decrease in Other assets	(10,314)	(27,564)
Increase/(decrease) in Trade payables	23,384	8,425
Increase/(decrease) in Other financial liabilities	5,123	21,887
Increase/(decrease) in Other current liabilities and provisions	15,891	682
Cash generated from operations	21,609	2,017
Direct taxes paid	(13,876)	(13,974)
Net cash from/(used in) operating activities (A)	7,733	(11,957)
B Cash flow from investing activities		
Purchase of property, plant and equipment including capital work-in-progress, intangible assets and capital advances	(19,150)	(15,628)
Proceeds from sale of property, plant and equipment	82	198
Proceeds from sale of equity and debt securities	9	30
Investments in bank deposits (having original maturity of more than three months)	(167)	(616)
Redemption/maturity of bank deposits (having original maturity of more than three months)	61	581
Interest received	4,385	3,352
Net cash used in investing activities (B)	(14,781)	(12,083)
C Cash flow from financing activities		
Payment of lease liabilities	(727)	(998)
Repayment of short-term borrowings	7,741	-
Interest paid	(185)	(451)
Dividend paid*	(19,852)	(27,785)
Net cash used in financing activities (C)	(13,023)	(29,234)
Net decrease in cash and cash equivalents (A+B+C)	(20,071)	(53,274)
Cash and cash equivalents at the beginning of the year	32,986	86,260
Cash and cash equivalents at the end of the year	12,915	32,986

*Includes amount transferred to separate bank accounts earmarked for unpaid dividend and also includes dividend paid for non-controlling interest

NOTES

1. The consolidated financial results of United Breweries Limited (“the Holding Company”) and its subsidiary (together referred to as “the Group”) for the quarter and year ended March 31, 2024 have been reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on May 07, 2024 and have been reviewed/audited 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.
2. The consolidated financial results have been prepared in accordance with the recognition and measurement principles laid down in the applicable accounting standards prescribed under Section 133 of the Companies Act, 2013, read with the 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. The Holding Company received an order dated September 24, 2021 under Section 27 of the Competition Act, 2002 from the Competition Commission of India (“CCI”) (‘the CCI Order’), wherein the CCI concluded that the Holding Company and certain executives (including former executives) of the Holding Company contravened the provisions of Section 3 of the Competition Act, 2002. The CCI levied a penalty of Rs. 75,183 Lakhs on the Holding Company. On December 8, 2021, the Holding Company filed an appeal against the aforesaid CCI Order before the National Company Law Appellate Tribunal (‘NCLAT’). The NCLAT vide its order dated December 22, 2021 granted a stay of the CCI Order during the pendency of the appeal, including recovery of the penalty imposed by the CCI, subject to deposit of 10% of the penalty amount by the Holding Company. On December 23, 2022 NCLAT passed its judgment and dismissed the appeals filed by the Holding Company and other appellants. The Holding Company filed appeal against NCLAT order dated December 23, 2022 before the Supreme Court of India on January 30, 2023 under Section 53T of the Competition Act, 2002. On February 17, 2023, after hearing the arguments of the counsel for the Holding Company and the CCI, the Supreme Court admitted the appeal and stayed the NCLAT Order (and consequently, the CCI Order and the recovery proceeding initiated by the CCI), subject to a deposit of additional 10% of the total penalty amount, over and above the amount already deposited. The total amount aggregating to Rs.16,274 Lakhs (including interest of Rs. 1,238 Lakhs) is deposited in the form of Fixed Deposit Receipts with the Registrar, NCLAT and is presented under “Other non-current assets”.

Based on the advice of the external legal experts, the Holding Company is of the view that the Director General, the CCI and the NCLAT has not considered all aspects of its submissions particularly considering the nature of the regulations governing the manufacture, distribution and sale of beer in India. As advised by the Holding Company’s external legal experts, the Holding Company has a strong case on merits, there exists uncertainty relating to the final outcome in this matter, which is dependent on judicial proceedings; and that it is not in a position to reliably estimate the final obligation relating to penalties, if any. Accordingly, no provision has been recorded in the books of account and the same has been considered as a contingent liability in accordance with Ind AS 37 – Provisions, Contingent Liabilities and Contingent Assets.

5. The Bihar State Government (“the Government”) vide its notification dated April 5, 2016 had imposed ban on trade and consumption of alcoholic beverages 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, which was allowed by Patna High Court and against which the Government preferred a special leave petition before the Supreme Court of India, which is currently pending for final conclusion.

During the financial year 2018-19, in order to maintain the assets in running condition, the Holding Company commenced manufacture of non-alcoholic beverages at its existing manufacturing facility at Bihar. The Holding Company carried out an impairment assessment of its property, plant and equipment and the recoverable amount for these property, plant and equipment is determined by an external valuer based on a fair value less cost of disposal calculation.

Effective May 1, 2022, the Holding Company has closed its manufacturing operations from the Bihar unit, considering the economies of scale of operations for non-alcoholic beverages. The Holding Company has received a show cause notice dated June 25, 2022 from Bihar Industrial Area Development Authority (BIADA) for cancellation of its land lease in Bihar considering the non-operation of the manufacturing unit. The Holding Company, based on legal advice, filed its response to the said show-cause notice stating that there has been no violation of the BIADA Act and the notice to the Holding Company is not maintainable. BIADA, thereafter, issued another show cause notice dated November 2, 2022 to start production within 30 days failing which the allotment of land would be cancelled forfeiting the allotment money. The Holding Company sought six months' time to commence production as per the Amnesty Scheme of BIADA. However, BIADA cancelled the allotment of land to the Holding Company vide order dated December 16, 2022, against which the Holding Company filed a writ before the High Court of Patna. The High Court vide order dated January 25, 2023, directed to maintain the status quo and also directed the Holding Company to file an undertaking that it will commence commercial production in the unit. The Holding Company has filed undertaking in the High Court that it will start commercial production in the unit after BIADA recalls the order of cancellation. On February 8, 2023, the High Court directed BIADA to take a policy decision to deal with the situation arising out of the action of BIADA in the present petition and identical matters. On August 10, 2023 BIADA notified two policies for availing options by the allottees to either (i) surrender the land; or (ii) sell/transfer the land; and on October 5, 2023 BIADA notified another policy also to continue manufacturing activities over the allotted land.

On October 30, 2023, the Holding Company filed an application to amend the aforementioned writ to include additional matters related to setting aside the policy related to the continuance of the manufacturing activities over the allotted land which has stringent conditions or alternatively direct BIADA to extend the time period to six months to avail the option to sell/transfer the land. The matter is pending with the High Court.

As at March 31, 2024, the carrying value of property, plant and equipment at Bihar is Rs. 7,343 Lakhs (net of depreciation and impairment). Recoverable value is determined based on the higher of value in use and fair value less cost of disposal. In determining the fair value less cost of disposal, the Holding Company evaluated and concluded its right to transfer the leasehold land after considering contractual rights available to the Holding Company under the BIADA Act.

6. The change in the operating models in the states of Tamil Nadu and Andhra Pradesh, resulted in volumes decline in these states inter alia on account of the post integration review undertaken by Heineken. This resulted in lower cash inflows due to reduction in revenue, which triggered an impairment review being performed across property, plant and equipment of the breweries in the two states. As a result, the impacted assets were reviewed for impairment on an asset-by-asset basis and an impairment of Rs 3,312 Lakhs was recorded on the property, plant and equipment for the two states and presented as an exceptional item in the consolidated financial results of year ended March 31, 2023. Whilst the state of Tamil Nadu has seen increase in volumes during the last four quarters, the Management is reviewing opportunities to further recover volumes in the states, and as such there is no plan of restructuring as on date.

7. The Holding Company had received orders 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 certain other shareholders, without its prior permission; accordingly, the Holding Company has withheld payment of Rs. 5,226 Lakhs (net of taxes) 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; accordingly the Holding Company has withheld payment of Rs. 45 Lakhs (net of TDS), relating to director commission and sitting fees payable to the aforesaid erstwhile director.
8. The Board of Directors of the Holding Company has proposed dividend of Rs.10.00 per equity share of Re. 1 each amounting to Rs. 26,441 Lakhs for the year ended March 31, 2024. The proposed dividend on equity shares is subject to approval at the ensuing annual general meeting and accordingly has not been recognised as a liability as at the year end.
9. The consolidated financial results for the year ended March 31, 2024/2023 have been audited and for the quarter ended March 31, 2024/2023 have been reviewed by the statutory auditors of the Company. The figures of the last quarter ended March 31, 2024 / 2023 are the balancing figures between audited figures in respect of the full financial year up to March 31, 2024 / 2023 and the unaudited published year-to-date figures up to December 31, 2023/2022, being the date of the end of the third quarter of the respective financial year, which were subjected to limited review.
10. 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.

Place : Bengaluru
Date : May 7, 2024

By the authority of the Board

VIVEK GUPTA

Digitally signed by VIVEK
GUPTA
Date: 2024.05.07 18:31:13
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Vivek Gupta
Managing Director

INDEPENDENT AUDITOR'S REPORT ON AUDIT OF ANNUAL CONSOLIDATED FINANCIAL RESULTS AND REVIEW OF QUARTERLY FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF UNITED BREWERIES LIMITED

Opinion and Conclusion

We have (a) audited the Consolidated Financial Results for the year ended March 31, 2024 and (b) reviewed the Consolidated Financial Results for the quarter ended March 31, 2024 (refer 'Other Matters' section below), which were subject to limited review by us, both included in the accompanying "Statement of Consolidated Financial Results for the Quarter and Year Ended March 31, 2024" of **UNITED BREWERIES LIMITED** ("the Holding Company") and its subsidiary (the Holding Company and its subsidiary together referred to as "the Group"), ("the Statement") 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").

(a) Opinion on Annual Consolidated Financial Results

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 audit report of the other auditor on separate financial statements of a subsidiary referred to in Other Matters section below, the Consolidated Financial Results for the year ended March 31, 2024:

- (i) includes the results of the following entities:
 - 1. United Breweries Limited (Holding Company); and
 - 2. Maltex Malsters Limited (Subsidiary of Holding Company).
- (ii) is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended; and
- (iii) gives a true and fair view in conformity with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India of the consolidated net profit and consolidated total comprehensive income and other financial information of the Group for the year ended March 31, 2024.

(b) Conclusion on Unaudited Consolidated Financial Results for the quarter ended March 31, 2024

With respect to the Consolidated Financial Results for the quarter ended March 31, 2024, based on our review conducted and procedures performed as stated in paragraph (b) of Auditor's Responsibilities section below and based on the consideration of the review report of the other auditor referred to in Other Matters section below, nothing has come to our attention that causes us to believe that the Consolidated Financial Results for the quarter ended March 31, 2024, prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Deloitte Haskins & Sells

Basis for Opinion on the Audited Consolidated Financial Results for the year ended March 31, 2024

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under Section 143(10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those Standards are further described in paragraph (a) of Auditor's Responsibilities section below. We are independent of the Group in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("the ICAI") together with the ethical requirements that are relevant to our audit of the Consolidated Financial Results for the year ended March 31, 2024 under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the ICAI's Code of Ethics. We believe that the audit evidence obtained by us and the audit evidence obtained by the other auditor in terms of their report referred to in Other Matters section below, is sufficient and appropriate to provide a basis for our audit opinion.

Emphasis of Matter

- a) As described in Note 4, the Holding Company filed an appeal against the NCLAT order before the Supreme Court of India on January 30, 2023. The Supreme Court issued an order on February 17, 2023 and granted stay on the recovery proceedings. The Management of the Holding Company has represented that the Holding Company has a strong case on merits supported by external legal advice. Pending outcome of the matter, the Holding Company is not in position to reliably estimate, the obligation relating to the penalties, if any. Accordingly, no provision has been recorded in the books of account and amount is disclosed as contingent liability.
- b) As described in Note 5, the Holding Company has evaluated the carrying value of the property, plant and equipment aggregating INR 7,343 Lakhs based on fair value less cost of disposal after considering its contractual rights under the BIADA Act (including its options relating to the policies announced by BIADA which are subject to the outcome before the Honourable High Court of Patna), pending the outcome of special leave petition filed by the Bihar State Government before the Honourable Supreme Court of India.

Our report is not modified in respect of these matters.

Management's Responsibilities for the Statement

This Statement, which includes the Consolidated Financial Results is the responsibility of the Holding Company's Board of Directors and has been approved by them for the issuance. The Consolidated Financial Results for the year ended March 31, 2024, has been compiled from the related audited consolidated financial statements. This responsibility includes the preparation and presentation of the Consolidated Financial Results for the quarter and year ended March 31, 2024 that give a true and fair view of the consolidated net profit and consolidated other comprehensive loss/income and other financial information of the Group in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards, prescribed under Section 133 of the Act, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

The respective Board of Directors of the companies included in the Group are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Group and for preventing and detecting frauds and

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other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the respective financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of this Consolidated Financial Results by the Directors of the Holding Company, as aforesaid.

In preparing the Consolidated Financial Results, the respective Board of Directors of the companies included in the Group are responsible for assessing the ability of the respective entities to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors either intends to liquidate their respective entities or to cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies included in the Group are responsible for overseeing the financial reporting process of the Group.

Auditor's Responsibilities

(a) Audit of the Consolidated Financial Results for the year ended March 31, 2024

Our objectives are to obtain reasonable assurance about whether the Consolidated Financial Results for the year ended March 31, 2024 as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Consolidated Financial Results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Annual Consolidated Financial Results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors.
- Evaluate the appropriateness and reasonableness of disclosures made by the Board of Directors in terms of the requirements specified under Regulation 33 of the Listing Regulations.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast

significant doubt on the ability of the Group to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Consolidated Financial Results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the Annual Consolidated Financial Results, including the disclosures, and whether the Annual Consolidated Financial Results represent the underlying transactions and events in a manner that achieves fair presentation.
- Perform procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the Listing Regulations to the extent applicable.
- Obtain sufficient appropriate audit evidence regarding the Annual Standalone Financial Information of the entities within the Group to express an opinion on the Annual Consolidated Financial Results. We are responsible for the direction, supervision and performance of the audit of financial information of such entity included in the Annual Consolidated Financial Results of which we are the independent auditors. For the other entity included in the Annual Consolidated Financial Results, which have been audited by the other auditor, such other auditor remains responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion.

Materiality is the magnitude of misstatements in the Annual Consolidated Financial Results that, individually or in aggregate, makes it probable that the economic decisions of a reasonably knowledgeable user of the Annual Consolidated Financial Results may be influenced. We consider quantitative materiality and qualitative factors in (i) planning the scope of our audit work and in evaluating the results of our work; and (ii) to evaluate the effect of any identified misstatements in the Annual Consolidated Financial Results.

We communicate with those charged with governance of the Holding Company and such other entities included in the Consolidated Financial Results of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

(b) Review of the Consolidated Financial Results for the quarter ended March 31, 2024

We conducted our review of the Consolidated Financial Results for the quarter ended March 31, 2024 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 ICAI. A review of interim financial information consists of making inquiries, primarily of the Company's personnel 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 SAs specified under Section 143(10) of the Act and consequently does not enable us to

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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.

The Statement includes the results of the entities as listed under paragraph (a)(i) of Opinion and Conclusion section above.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

Other Matters

- The Statement includes the results for the Quarter ended March 31, 2024 being the balancing figure between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the current financial year which were subject to limited review by us. Our report is not modified in respect of this matter.
- We did not audit the financial statements of a subsidiary included in the consolidated financial results, whose financial statements reflect total assets of Rs. 1,206 Lakhs as at March 31, 2024 and total revenues of Rs. 487 Lakhs and Rs. 1,598 Lakhs for the quarter and year ended March 31, 2024 respectively, total net profit after tax of Rs. 70 Lakhs and Rs. 169 Lakhs for the quarter and year ended March 31, 2024 respectively and total comprehensive income of Rs. 72 Lakhs and Rs. 171 Lakhs for the quarter and year ended March 31, 2024 respectively and net cash inflows (net) of Rs. 18 Lakhs for the year ended March 31, 2024, as considered in the Statement. The consolidated financial statements have been audited/reviewed, as applicable, by other auditor whose report has been furnished to us by the Management and our opinion and conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of this subsidiary, is based solely on the report of the other auditor and the procedures performed by us as stated under Auditor's Responsibilities section above.

Our report on the Statement is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditor.

For **Deloitte Haskins & Sells**
Chartered Accountants
(Firm's Registration No. 008072S)

Gurvinder
Singh Roop
Singh Matta

Digitally signed by
Gurvinder Singh
Roop Singh Matta
Date: 2024.05.07
18:41:56 +05'30'

Gurvinder Singh
Partner
(Membership No. 110128)
UDIN: 24110128BKBGXB6181

Place: Bengaluru
Date: May 07, 2024



United Breweries Ltd

PERFORMANCE HIGHLIGHTS FOR THE QUARTER AND YEAR ENDED MARCH 2024

- **CONTINUED VOLUME MOMENTUM IN Q4 WITH VOLUMES UP 10.9% AND PREMIUM GROWING AHEAD OF THE TOTAL PORTFOLIO**
- **NET SALES IN Q4 UP 21% VS PY DRIVEN BY STRONG UNDERLYING DEMAND & REVENUE MANAGEMENT INITIATIVES**
- **GROSS PROFIT MARGIN IN Q4 AT 41.7%, FURTHER IMPROVING VS PY (+312 BPS)**
- **FULL YEAR NET SALES +8%, DRIVING STRONG EBIT GROWTH +23%**

Volume in Q4 increased 10.9% predominantly driven by South and East regions.

The premium segment grew by 21% in the quarter. Within the segment, we see strong growth for Kingfisher Ultra & Kingfisher Ultra Max and we continue to drive premium volume growth. To celebrate International Women's day, we introduced Queenfisher, an all-women initiative. We also introduced London Pilsner Strong Beer in Karnataka, aimed to cater to the discerning taste of Karnataka's consumers.

Gross profit margin on a full year basis was lower compared to PY (-38 bps) albeit in Q4 an improvement of 312 bps vs PY. We continue to invest behind our brands & capabilities in combination with revenue management and cost initiatives.

Investments in capex during the year were Rs. 190 Cr, primarily in supply chain initiatives to cater for future growth.

The board proposes a dividend of Rs 10 per share (PY: Rs 7.5 per share) on the back of strong financial results.

Despite some inflationary softening as seen from Q2, volatility will remain. We remain optimistic about the long-term growth potential of the industry, driven by increasing disposable income, favorable demographics & premiumization.

Bangalore, May 7, 2024



May 07, 2024

To
BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers
Floor 25, Dalal Street,
Mumbai - 400001
Scrip: 532478

National Stock Exchange of India Limited
Listing Departments,
Exchange Plaza, 5th Floor, P. No. C/1, G Block
Bandra-Kurla Complex, Bandra (East),
Mumbai – 400051
Scrip: UBL

Dear Sir,

Sub: **Declaration on Unmodified Opinion on Audit Report issued by the Statutory Auditors of United Breweries Limited (' the Company') for the financial year ended March 31, 2024**

Pursuant to Regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby declare and confirm that the Statutory Auditors of the Company viz. M/s Deloitte Haskins & Sells, Chartered Accountants (Firm Registration No. 008072S) have issued the Audit Report on the Audited Financial Results of the Company for the quarter and financial year ended March 31, 2024, with unmodified opinion.

The above is for your information and record.

Thanking You,
For UNITED BREWERIES LIMITED

**VIVEK
GUPTA**

Digitally signed by VIVEK
GUPTA
Date: 2024.05.07
19:50:41 +05'30'

VIVEK GUPTA
Managing Director & Chief Executive Officer
DIN: 10311134