

## Consolidated Balance Sheet as at March 31, 2010

Rs. in Thousands

	Schedule	2010	Joint Venture	Total 2010	2009
<b>SOURCES OF FUNDS</b>					
<b>Shareholders' Funds</b>					
Capital	1	2,709,048	467,000	3,176,048	3,176,048
Reserves and Surplus	2	8,888,908	11,597,956	162,603	629,603
				9,051,511	12,227,559
					8,267,408
					11,443,456
<b>Loan Funds</b>					
	3				
Secured Loans		4,965,912	1,018,398	5,984,310	5,671,620
Unsecured Loans		1,753,706	6,719,618	223,489	1,241,887
				1,977,195	7,961,505
					1,977,195
					7,648,815
Minority Interest [Refer Schedule 19 Note 5]		11,517	—	11,517	11,517
Deferred Tax Liability (Net)		215,804	20,310	236,114	175,963
[Refer Schedule 19 Note 12]					
		18,544,895	1,891,800	20,436,695	19,279,751
<b>APPLICATION OF FUNDS</b>					
Goodwill [Refer Schedule 19 Note 4]		438,062	1,428,463	1,866,525	1,866,525
<b>Fixed Assets</b>					
Gross Block	4	10,991,199	1,713,052	12,704,251	10,848,524
Less: Accumulated Depreciation and Amortisation		3,167,124	854,768	4,021,892	3,003,529
Net Block		7,824,075	858,284	8,682,359	7,844,995
Capital Work in Progress		575,331	8,399,406	29,038	887,322
				604,369	9,286,728
					972,151
					8,817,146
Investments	5	1,163,029	(672,854)	490,175	900,437
Foreign Currency Monetary Item Translation Difference Account [Refer Schedule 19 Note 18]		—	10,864	10,864	40,792
<b>Current Assets, Loans and Advances</b>					
Inventories	6	1,960,165	243,453	2,203,618	1,788,479
Sundry Debtors	7	6,162,487	532,311	6,694,798	5,005,981
Cash and Bank Balances	8	833,400	93,187	926,587	511,257
Other Current Assets	9	354,491	729	355,220	141,601
Loans and Advances	10	2,694,910	77,525	2,772,435	2,739,532
		12,005,453	947,205	12,952,658	10,186,850
<b>Less: Current Liabilities and Provisions</b>					
Liabilities	11	3,207,033	1,601,224	4,808,257	3,166,314
Provisions	12	254,022	2,717	256,739	185,271
		3,461,055	1,603,941	5,064,996	3,351,585
Net Current Assets		8,544,398	(656,736)	7,887,662	6,835,265
Profit and Loss Account		—	894,741	894,741	819,586
		18,544,895	1,891,800	20,436,695	19,279,751
<b>Significant Accounting Policies</b>					
	18				
<b>Notes on Accounts</b>					
	19				

The Schedules referred to above and the notes thereon form an integral part of the consolidated financial statements.

This is the Consolidated Balance Sheet referred to in our report of even date.

For **Price Waterhouse**  
Firm Registration Number: 007568 S  
Chartered Accountants

**J. Majumdar**  
Partner  
Membership No. F51912

Bangalore, July 21, 2010

**Kalyan Ganguly**  
Managing Director

**Guido de Boer**  
Director & CFO

**Govind Iyengar**  
Company Secretary

Bangalore, July 21, 2010

# Consolidated Profit and Loss Account for the year ended March 31, 2010

Rs. in Thousands

	Schedule	2010	Joint Venture	Total	2010	2009
<b>INCOME</b>						
Sales and Service	13	29,558,009	3,923,936	33,481,945		27,853,325
Less: Excise Duty		9,583,515	1,143,418	10,726,933		8,558,750
		19,974,494	2,780,518	22,755,012		19,294,575
Other Income	14	776,871	20,751,365	54,729	2,835,247	831,600
					23,586,612	535,816
						19,830,391
<b>EXPENDITURE</b>						
Cost of Sales	15	12,167,650	1,882,473	14,050,123		12,030,743
Other Expenses	16	5,630,767	731,623	6,362,390		4,993,021
Interest and Finance Charges	17	553,319	111,888	665,207		1,054,338
Depreciation and Amortisation		886,357	19,238,093	154,057	2,880,041	1,040,414
					22,118,134	896,347
						18,974,449
Profit / (Loss) before taxation		1,513,272	(44,794)	1,468,478		855,942
Provision for Taxation						
- Current tax		(498,614)	(13,337)	(511,951)		(296,072)
- Fringe Benefit Tax		—	—	—		(15,830)
- Deferred Tax (Charge)/Write back		(43,127)	(541,741)	(17,024)	(30,361)	(60,151)
					(572,102)	(88,248)
						(400,150)
Profit / (Loss) after taxation		971,531	(75,155)	896,376		455,792
Profit / (Loss) brought forward from previous year		1,413,031	(819,586)	593,445		368,485
Adjustment on account of adoption of Accounting Standard 11 on 'Foreign exchange fluctuation'		—	—	—		5,080
		2,384,562	(894,741)	1,489,821		829,357
Less: Appropriations						
Transfer to General Reserve		(100,000)	—	(100,000)		(65,000)
Dividend [Refer Schedule 19 Note 15]		(187,428)	—	(187,428)		(170,912)
Balance carried to Balance Sheet		2,097,134	(894,741)	1,202,393		593,445
Earnings per share (Basic/Diluted) [Refer Schedule 19 Note 14]				3.37		1.57
<b>Significant Accounting Policies</b>	18					
<b>Notes to Accounts</b>	19					

The Schedules referred to above and the notes thereon form an integral part of the consolidated financial statements.

This is the Consolidated Profit and Loss Account referred to in our report of even date.

 For **Price Waterhouse**  
 Firm Registration Number: 007568 S  
 Chartered Accountants

**J. Majumdar**  
 Partner  
 Membership No. F51912

Bangalore, July 21, 2010

**Kalyan Ganguly**  
 Managing Director

**Govind Iyengar**  
 Company Secretary

Bangalore, July 21, 2010

**Guido de Boer**  
 Director & CFO

## Consolidated Cash Flow Statement for the year ended March 31, 2010

Rs. in Thousands

	2010	2009
<b>A Cash Flow from Operating Activities</b>		
Profit before taxation and non-recurring items	1,468,478	855,942
Adjustments for:		
Dividend Income	(3,868)	(48,954)
Interest Income	(328,516)	(150,541)
Depreciation and Amortisation	1,040,414	896,347
(Profit)/Loss on Sale of Assets	3,354	2,159
(Profit)/Loss on Sale of Investments	(117,982)	(2)
Bad Debts Written Off	—	9,699
Bad Advances written off	10,947	5,866
Provision for Doubtful Debts	3,005	2,716
Provision for Doubtful advances	399	1,000
Interest Expenses (Net)	665,207	1,054,338
Liability no longer required written back	(62,173)	(56,594)
Provision for Doubtful Debts no longer required written back	(172)	(1,880)
Provision for Doubtful Advances no longer required written back	(23)	(367)
Investment written off	4	—
Provision for Idle assets / Fixed Assets written off	—	31
Inventory written off including provisions	1,289	622
<b>Operating profits before Working Capital changes</b>	<b>1,211,885</b>	<b>1,714,440</b>
<b>Adjustment for working capital changes:</b>		
(Increase) / Decrease in Sundry Debtors	(1,691,650)	(1,453,005)
(Increase) / Decrease in Inventories	(416,428)	(481,911)
Increase / (Decrease) in Current Liabilities and Provisions	1,654,768	264,143
(Increase) / Decrease in Other Current Assets, Loans and Advances	(77,848)	(1,561,786)
<b>Cash Generated from Operations</b>	<b>2,149,205</b>	<b>(662,177)</b>
Direct Taxes paid (including TDS)	(416,157)	(301,363)
<b>Net Cash Generated / (used in) from Operating Activities</b>	<b>1,733,048</b>	<b>(963,540)</b>
<b>B Cash Flow from Investing Activities</b>		
Purchase of Fixed Assets	(1,530,753)	(1,688,872)
Interest Income	114,897	11,335
Dividend Income	3,868	48,954
Sale of Fixed Assets	17,404	18,332
Sale /(Purchase) of Investments (Net)	528,240	(900,243)
<b>Net cash used in Investing Activities</b>	<b>(866,344)</b>	<b>(2,510,494)</b>

# Consolidated Cash Flow Statement for the year ended March 31, 2010 (contd.)

Rs. in Thousands

	2010	2009
<b>C Cash Flow from Financing Activities</b>		
(Repayments)/Proceeds of Unsecured loans (net)	—	907,309
(Repayments) / Proceeds from Bank borrowings (net)	346,221	(158,797)
Rights Issue Proceeds	—	4,248,854
Interest Paid	(668,810)	(1,092,787)
Dividend paid	(128,785)	(128,785)
<b>Net Cash Generated from / (used in) Financing Activities</b>	<b>(451,374)</b>	<b>3,775,794</b>
<b>Net Increase / (Decrease) in cash and cash equivalents</b>	<b>415,330</b>	<b>301,760</b>
<b>Opening Cash and Cash equivalents</b>		
Cash and Cheques on hand including Remittances in Transit	4,620	8,404
Bank Balances	506,637	511,257
	511,257	201,093
		209,497
<b>Closing Cash and Cash equivalents</b>		
Cash and Cheques on hand including Remittances in Transit	3,230	4,620
Bank Balances	923,357	926,587
		506,637
		511,257

## Notes:

1. The above Cash Flow Statement has been compiled from and is based on the Balance Sheet as at March 31, 2010 and the related Profit and Loss Account for the year ended on that date.
2. The above Cash Flow Statement has been prepared in consonance with the requirements of Accounting Standard (AS)-3 on Cash Flow Statements as notified under Section 211(3C) of the Companies Act, 1956 and reallocation required for this purpose are as made by the Company.
3. Cash and cash equivalents include Rs.10,350 (2009: Rs.19,820) which are not available for use by the Company. [Refer Note on Schedule 8]
4. Previous year's figures have been regrouped / reclassified wherever necessary to conform with current year's classification.

This is the Consolidated Cash flow Statement referred to in our report of even date.

For **Price Waterhouse**  
 Firm Registration Number: 007568 S  
 Chartered Accountants

**J. Majumdar**  
 Partner  
 Membership No. F51912

Bangalore, July 21, 2010

**Kalyan Ganguly**  
 Managing Director

**Govind Iyengar**  
 Company Secretary

Bangalore, July 21, 2010

**Guido de Boer**  
 Director & CFO

## Schedules to Consolidated Balance Sheet

Rs. in Thousands

	2010	Joint Venture	Total 2010	2009
<b>SCHEDULE 1</b>				
<b>Capital</b>				
<b>Authorised</b>				
300,000,000 (2009: 300,000,000) Equity shares of Re.1 each	300,000	—	300,000	300,000
25,000,000 (2009: 25,000,000) Preference Shares of Rs.100 each	2,500,000	—	2,500,000	2,500,000
	<b>2,800,000</b>	<b>—</b>	<b>2,800,000</b>	<b>2,800,000</b>
<b>Issued, Subscribed and Paid-up</b>				
240,048,255 (2009: 240,048,255) Equity shares of Re.1 each fully paid	240,048	—	240,048	240,048
3%, 17,283,000 (2009: 17,283,000) Cumulative Redeemable Preference Shares of Rs.100 each - Series A	1,728,300	—	1,728,300	1,728,300
[The above shares are redeemable at par at the earliest on March 31, 2011 and are 'extendable upto March 31, 2015' based on mutual agreement between the company and 'Scottish and Newcastle India Limited' (the preference shareholder)]				
3%, 7,407,000 (2009: 7,407,000) Cumulative Redeemable Preference Shares of Rs.100 each - Series B	740,700	—	740,700	740,700
[The above shares are redeemable at par at the earliest on March 31, 2015]				
Convertible Redemable Preference Shares	—	467,000	467,000	467,000
	<b>2,709,048</b>	<b>467,000</b>	<b>3,176,048</b>	<b>3,176,048</b>
<b>SCHEDULE 2</b>				
<b>Reserves and Surplus</b>				
Capital Reserve	—	1,204	1,204	1,204
Securities Premium Account	6,521,774	161,399	6,683,173	2,458,324
Premium received during the year	—	—	—	4,224,849
General Reserve:				
As per last Balance Sheet	170,000	—	170,000	105,000
Transfer from Profit and Loss Account	100,000	—	100,000	65,000
Profit and Loss Account balance	2,097,134	—	2,097,134	1,413,031
	<b>8,888,908</b>	<b>162,603</b>	<b>9,051,511</b>	<b>8,267,408</b>
<b>SCHEDULE 3</b>				
<b>Secured Loans [Refer Schedule 19 Note 6]</b>				
Foreign Currency Loans				
– Working Capital Loan from Bank	576,170	—	576,170	650,329
– Term Loan from Bank	—	148,116	148,116	262,711
External Commercial Borrowings – From Banks	936,587	—	936,587	1,404,069
Term Loans from Banks	1,061,222	140,375	1,201,597	1,706,955
Other Loans				
– Working Capital Loan / Cash Credit from Banks	2,368,960	—	2,368,960	860,883
Interest accrued and due	22,973	1,644	24,617	28,220
From Others	—	605,108	605,108	564,924
From Rabo Finance India Private Limited	—	123,155	123,155	193,529
	<b>4,965,912</b>	<b>1,018,398</b>	<b>5,984,310</b>	<b>5,671,620</b>
<b>Unsecured Loans</b>				
<b>[Refer Schedule 19 Note 6]</b>				
Long Term Loans from Banks	1,750,000	—	1,750,000	1,750,000
Others Loans	3,706	—	3,706	3,706
Deferred Sales Tax Loan	—	223,489	223,489	223,489
	<b>1,753,706</b>	<b>223,489</b>	<b>1,977,195</b>	<b>1,977,195</b>

**SCHEDULE 4 Consolidated Fixed Assets (Refer Schedule 19 Note 7)**

Rs. in Thousands

**Schedules to Consolidated Balance Sheet (contd.)**

Net Value of Assets as at March 31, 2009	Particulars	Gross Value of Assets as at March 31, 2009	Cost		Gross Value of Assets as at March 31, 2010	Depreciation / Amortisation			Net Value of Assets as at March 31, 2010
			Additions	Deletions / Adjustments		As at March 31, 2009	on Deletions	for the year	
	<b>Intangible</b>								
249,205	Goodwill	623,924	—	—	623,924	374,719	—	124,604	124,601
320,037	Licenses	400,037	—	—	400,037	80,000	—	40,000	280,037
	<b>Tangible</b>								
1,105,503	Land - Freehold	1,105,503	155,955	—	1,261,458	—	—	—	1,261,458
253,479	Land - Leasehold	270,221	—	—	270,221	16,742	—	3,186	250,293
1,463,787	Buildings	1,622,971	337,715	—	1,960,686	159,184	—	54,336	1,747,166
4,057	Leasehold - Improvements	6,407	—	—	6,407	2,350	—	2,350	1,707
3,312,750	Plant and Machinery	4,730,047	1,152,562	31,921	5,850,688	1,417,297	16,080	569,579	3,879,892
57,765	Office Equipments	105,348	5,015	265	110,098	47,583	184	10,911	51,788
154,141	Furniture and Fittings	329,691	67,398	585	396,504	175,550	170	70,855	150,269
38,556	Laboratory Equipments	47,261	12,912	352	59,821	8,705	—	5,265	45,851
37,539	Vehicles	55,121	2,565	6,331	51,355	17,582	2,511	5,271	31,013
<b>6,996,819</b>		<b>9,296,531</b>	<b>1,734,122</b>	<b>39,454</b>	<b>10,991,199</b>	<b>2,299,712</b>	<b>18,945</b>	<b>886,357</b>	<b>7,824,075</b>
848,176	Share of Joint Venture	1,551,993	164,414	3,355	1,713,052	703,817	3,106	154,057	858,284
<b>7,844,995</b>		<b>10,848,524</b>	<b>1,898,536</b>	<b>42,809</b>	<b>12,704,251</b>	<b>3,003,529</b>	<b>22,051</b>	<b>1,040,414</b>	<b>8,682,359</b>
	2009	8,568,202	2,403,231	122,909	10,848,524	2,211,759	104,577	896,347	
<b>865,308</b>	Capital work in Progress [including capital advances Rs.476,733 (2009: Rs.615,625)]								<b>575,331</b>
<b>106,843</b>	Share of Joint Venture [including capital advances Rs.1,252 (2009: Rs.118)]								<b>29,038</b>
<b>8,817,146</b>									<b>9,286,728</b>

## Schedules to Consolidated Balance Sheet (contd.)

Rs. in Thousands

### SCHEDULE 5 Investments

Particulars	Class of Shares	2010			2009		
		Number of Shares / Units	Face Value	Cost	Number of Shares / Units	Face Value	Cost
<b>CURRENT INVESTMENTS</b>							
Investment in Mutual Funds - Unquoted, Non Trade							
HDFC FMP 370D June 2008 VIII - Wholesale Plan Growth		—	—	—	20,000,000	200,000	200,000
IDFC FMP Yearly Series 22 Plan B Growth		—	—	—	10,000,000	100,000	100,000
I-Growth Capital Protection Portfolio		—	—	—	3,000	300,000	300,000
Kotak FMP 12M Series 7 Institutional - Growth Plan		—	—	—	15,025,820	150,258	150,258
Reliance Blended Debt Plus-Hybrid Option -Series XIV Plan		—	—	—	500,000	50,000	50,000
Reliance Fixed Horizon Fund- IX - Series 2 - Institutional Growth Plan		—	—	—	10,000,000	100,000	100,000
Investment in Mutual Funds - Quoted, Non Trade							
HDFC Cash Management Fund - Treasury Advantage Plan - Wholesale - Daily Dividend		48,846,135	10	490,000	—	—	—
<b>LONG TERM INVESTMENTS (unquoted, long term)</b>							
In government and trustee securities - Fully paid							
National savings certificate		—	70	70	—	70	70
<b>Non trade:</b>							
<b>In Associates</b>							
United East Bengal Football Team Private Limited	Equity	4,999	50	—	4,999	50	—
<b>In Others</b>							
Zorastran Co-operative Bank Limited*	Equity	4,000	25	100	4,000	25	100
<b>Sub total</b>				490,170			900,428
Share in Joint Venture Investments			5	5		9	9
<b>TOTAL</b>				490,175			900,437

\* Acquired on Amalgamation

### Details of Investments In Mutual Funds during the year

Name of Mutual Fund	Balance as at April 1, 2009		Purchased during the year		Sold during the year		Balance as at March 31, 2010	
	No. of Units in '000s	Cost	No. of Units in '000s	Cost	No. of Units in '000s	Cost	No. of Units in '000s	Cost
HDFC Cash Management Fund - Treasury Advantage Plan - Wholesale - Daily Dividend	—	—	88,720	890,000	39,874	400,000	48,846	490,000
HDFC FMP 370D June 2008 VIII - Wholesale Plan Growth	20,000	200,000	—	—	20,000	200,000	—	—
IDFC FMP Yearly Series 22 Plan B Growth	10,000	100,000	—	—	10,000	100,000	—	—
I-Growth Capital Protection Portfolio	3	300,000	—	—	3	300,000	—	—
Kotak FMP 12M Series 7 Institutional - Growth	15,026	150,258	—	—	15,026	150,258	—	—
Reliance Blended Debt Plus-Hybrid Option - Series XIV	0.50	50,000	—	—	0.50	50,000	—	—
Reliance Fixed Horizon Fund - IX - Series 2 - Institutional Growth Plan	10,000	100,000	—	—	10,000	100,000	—	—
<b>Total</b>		900,258		890,000		1,300,258		490,000

## Schedules to Consolidated Balance Sheet (contd.)

Rs. in Thousands

	2010	Joint Venture	Total 2010	2009
<b>SCHEDULE 6</b>				
<b>Inventories</b>				
Raw Materials	572,550	23,601	596,151	456,556
Packing Material, Stores and Spares [Net of provision Rs.7,656 (2009: Rs.38,640)]	471,125	83,825	554,950	539,818
Work In Progress / Finished Goods (including Traded Goods) [Net of provision Rs.Nil (2009: Rs.63)]	856,550	120,663	977,213	741,839
Goods in transit	59,940	15,364	75,304	50,266
	<u>1,960,165</u>	<u>243,453</u>	<u>2,203,618</u>	<u>1,788,479</u>
<b>SCHEDULE 7</b>				
<b>Sundry Debtors</b> <b>(Unsecured, Considered good unless stated otherwise)</b>				
Considered Good				
- Over Six Months	69,920	23,415	93,335	185,434
- Others	6,092,567	508,896	6,601,463	4,820,547
Considered Doubtful				
- Over Six Months	56,738	35,039	91,777	88,944
- Others	—	—	—	—
	<u>6,219,225</u>	<u>567,350</u>	<u>6,786,575</u>	<u>5,094,925</u>
Less: Provision for Doubtful Debts	<u>(56,738)</u>	<u>(35,039)</u>	<u>(91,777)</u>	<u>(88,944)</u>
	<u>6,162,487</u>	<u>532,311</u>	<u>6,694,798</u>	<u>5,005,981</u>
<b>SCHEDULE 8</b>				
<b>Cash and Bank Balances</b>				
Cash on hand [including Remittances - in Transit Rs.Nil (2009: Rs.Nil)]	2,848	382	3,230	4,620
Balances with Scheduled Banks:				
- in Current Account [including cheques on hand Rs.1,566 (2009: Rs.10,125)]	818,705	80,502	899,207	474,055
- in Deposit account [Refer notes below]	11,847	12,303	24,150	32,582
	<u>833,400</u>	<u>93,187</u>	<u>926,587</u>	<u>511,257</u>
Note: 1. Includes Rs.10,350 (2009: Rs.19,820) kept as margin against letter of credit and bank guarantees.				
2. Includes balance in Unclaimed dividend Account Rs.1,470 (2009: Rs.880)				
<b>SCHEDULE 9</b>				
<b>Other Current Assets</b>				
Income accrued on Investments and deposits	354,491	729	355,220	141,601
	<u>354,491</u>	<u>729</u>	<u>355,220</u>	<u>141,601</u>



## Schedules to Consolidated Balance Sheet (contd.)

Rs. in Thousands

	2010	Joint Venture	Total 2010	2009
<b>SCHEDULE 10</b>				
<b>Loans and Advances</b>				
(Unsecured, Considered good unless otherwise stated)				
Advance towards Contract Brewing unit [Refer Schedule 19 Note 8]	1,550,000	—	1,550,000	1,550,000
Advances recoverable in cash or in kind or for value to be received*	334,206	25,407	359,613	224,048
Considered Doubtful	8,403	43,647	52,050	51,674
	1,892,609	69,054	1,961,663	1,825,722
Less: Provision for Doubtful Advances	(8,403)	(43,647)	(52,050)	(51,674)
	1,884,206	25,407	1,909,613	1,774,048
 *[including: Rs.Nil (2009: Rs.36) due from Director of the Company, maximum amount due during the year Rs.36 (2009: Rs.62)]				
Balances with Excise Authorities	224,308	20,818	245,126	163,930
Other Deposits	552,884	12,597	565,481	653,545
Advance Tax / Tax Deducted at Source (net)	33,512	18,703	52,215	148,009
	2,694,910	77,525	2,772,435	2,739,532
<b>SCHEDULE 11</b>				
<b>Liabilities</b>				
Sundry Creditors				
- Due to Micro, Small and Medium Enterprises	11,527	3,096	14,623	8,113
- Others	1,797,552	270,932	2,068,484	1,421,170
- Other Liabilities	1,386,043	1,324,811	2,710,854	1,669,780
Interest accrued but not due	—	2,385	2,385	2,385
Unclaimed Dividend	1,470	—	1,470	880
Acceptances	10,441	—	10,441	63,986
	3,207,033	1,601,224	4,808,257	3,166,314
<b>SCHEDULE 12</b>				
<b>Provisions</b>				
Dividend payable [Refer Schedule 19 Note 15]	187,428	—	187,428	128,785
Gratuity	7,265	1,872	9,137	22,098
Leave Entitlements	59,329	845	60,174	34,388
	254,022	2,717	256,739	185,271

UNITED BREWERIES LIMITED

# Schedules to Consolidated Profit and Loss Account

Rs. in Thousands

	2010	Joint Venture	Total 2010	2009
<b>SCHEDULE 13</b>				
<b>Sales and Service</b>				
Sales	28,505,356	3,884,431	32,389,787	26,789,900
Income from Brand Franchise and Technical Fees	1,052,653	39,505	1,092,158	1,063,425
	<u>29,558,009</u>	<u>3,923,936</u>	<u>33,481,945</u>	<u>27,853,325</u>
<b>SCHEDULE 14</b>				
<b>Other Income</b>				
Guarantee Commission	21,322	—	21,322	21,300
Liability no longer required written back	54,740	7,433	62,173	56,594
Profit on sale of Assets	—	220	220	26
Profit on sale of Investment (net)	117,982	—	117,982	2
Dividend Income	3,868	—	3,868	48,954
Interest Received [Gross]	327,015	1,501	328,516	150,541
{Tax deducted at source Rs.31,367 (2009: Rs.2,379)}				
Provision for Doubtful Debts no longer required written back	117	55	172	1,880
Provision for Doubtful Advances no longer required written back	13	10	23	367
Miscellaneous Income	251,814	45,510	297,324	256,152
	<u>776,871</u>	<u>54,729</u>	<u>831,600</u>	<u>535,816</u>
<b>SCHEDULE 15</b>				
<b>Cost of Sales</b>				
<b>Manufacturing Expenses</b>				
Consumption of Raw Materials	2,521,576	514,378	3,035,954	2,573,527
Consumption of Packing material and Stores and spares	5,115,279	1,025,969	6,141,248	4,772,552
Purchases of finished goods	2,006,411	4,003	2,010,414	2,089,746
Power and Fuel	491,102	123,062	614,164	701,397
<b>Personnel Expenses</b>				
Salaries, Wages and Bonus	847,439	72,302	919,741	813,100
Contribution to Provident and Other funds	60,601	3,528	64,129	61,211
Welfare Expenses	81,265	6,315	87,580	66,254
<b>Others</b>				
Rent including Lease rent	77,520	2,074	79,594	75,134
Insurance	14,207	1,689	15,896	14,238
Repairs Building	13,617	7,850	21,467	14,453
Repairs to Machinery	126,671	38,462	165,133	127,915
Repairs - Others	8,781	1,556	10,337	10,955
Travel and Conveyance	94,682	4,513	99,195	89,461
Communication Expenses	23,975	750	24,725	24,161
Rates and taxes	365,529	49,749	415,278	303,766
Legal and Professional fees	73,013	7,819	80,832	97,718
Miscellaneous expenses	292,208	27,111	319,319	260,540
[includes material consumed Rs.107,894 (2009: Rs.107,781)]				
<b>Change in Inventory</b>				
Opening Stock	677,309	64,530	741,839	585,671
Closing Stock	(856,550)	(120,289)	(976,839)	(741,839)
Excise Duty on Opening Stock	(366,473)	(25,010)	(391,483)	(300,700)
Excise Duty on Closing Stock	499,488	72,112	571,600	391,483
	<u>12,167,650</u>	<u>1,882,473</u>	<u>14,050,123</u>	<u>12,030,743</u>

## Schedules to Consolidated Profit and Loss Account (contd.)

Rs. in Thousands

	2010	Joint Venture	Total 2010	2009
<b>SCHEDULE 16</b>				
<b>Other Expenses</b>				
Selling and Promotion Expenses	5,592,417	625,977	6,218,394	4,830,355
Technical Management Fee	—	100,000	100,000	120,000
Directors Sitting fees	15,681	293	15,974	12,123
Auditors Remuneration	7,223	1,581	8,804	8,424
Bad debts written off	—	—	—	9,699
Bad Advances written off	10,836	111	10,947	5,866
Provision for Doubtful Debts	1,184	1,821	3,005	2,716
Provision for Idle Assets / Fixed Assets written off	—	—	—	31
Investment written off	—	4	4	—
Inventory written off including provisions	—	1,289	1,289	622
Loss on sale of Assets	3,426	148	3,574	2,185
Provision for Doubtful advances	—	399	399	1,000
	<b>5,630,767</b>	<b>731,623</b>	<b>6,362,390</b>	<b>4,993,021</b>

### SCHEDULE 17

#### Interest and Finance Charges

Interest on Loans for a fixed period	458,766	96,992	555,758	507,306
Interest Others	82,936	4,055	86,991	326,663
[Including exchange (gain)/loss on foreign currency loans Rs.(74,159) (2009: Rs.139,486)]				
Finance Charges	11,617	10,841	22,458	220,369
	<b>553,319</b>	<b>111,888</b>	<b>665,207</b>	<b>1,054,338</b>

# Significant Accounting Policies for the year ended March 31, 2010

## SCHEDULE 18

Rs. in Thousands

### 1. Basis of Presentation of Financial Statements:

The Financial Statements of the Company have been prepared under historical cost convention, to comply in all material aspects with the applicable accounting principles in India, the applicable accounting standards notified under Section 211(3C) of the Companies Act, 1956 and to relevant provisions of the Companies Act, 1956.

#### Basis of Consolidation:

The Financial Statements of the Subsidiaries and the Joint Venture (JV) used in the consolidation are drawn up to the same reporting date as that of the parent company, i.e., year ended March 31, 2010.

#### Estimates:

The preparation of the Financial Statements in conformity with Generally Accepted Accounting Policies (GAAP) in India requires that the management makes estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent liabilities as at the date of the Financial Statements, and the reported amounts of revenue and expenses during the reported period. Actual result could differ from those estimates.

### 2. Principles of Consolidation:

- i) The financial statement of the parent company and its subsidiaries have been consolidated on a line by line basis by adding together the book values of like items of assets, liabilities, income and expenditure after eliminating intra group balances and intra group transactions.
- ii) The financial statements of the parent company and its subsidiaries have been consolidated using uniform accounting policies for like transactions and other events.
- iii) The financial statement of the Joint Venture has been consolidated using proportionate consolidation on the basis of control exercised in the Joint Venture.
- iv) Goodwill represents the difference between the company's share in the networth and the cost of acquisition of subsidiary and Joint Venture at each stage of acquisition of investment. Goodwill arising on consolidation is not amortised. Negative goodwill is recognised as capital reserve on consolidation.

### 3. Revenue Recognition:

Revenue from sale of goods is recognised in accordance with the terms of sale, on dispatch from the Breweries/warehouses of the Company and is net of trade discount but includes Excise Duty. Income from brand franchise is recognised at contracted rates on sale/production of the branded products by the franchisees. Dividend Income is recognised when the Company's right to receive the payment is established. Royalty from foreign entities (net of tax), technical advisory and management fees is recognised as per the terms of agreement.

### 4. Borrowing Costs:

Borrowing costs incurred for the acquisition of qualifying assets are recognised as a part of cost of such assets when it is considered probable that they will result in future economic benefits to the Company while other borrowing costs are expensed in the period in which they are incurred.

### 5. Fixed Assets:

Fixed assets are stated at their original cost of acquisition and subsequent improvements thereto including taxes, duties, freight and other incidental expenses relating to acquisition and installation of such assets.

The cost of fixed assets acquired on amalgamation have been determined at fair values as on the respective dates of amalgamation and as per the related Schemes of Arrangement and include taxes / duties thereof.

Assets identified and evaluated technically as obsolete and held for disposal are stated at their estimated net realisable value.

### 6. Investments:

Long term investments are carried at cost less provision made to recognise any decline, other than temporary, in the values of such investments. Current investments are carried at cost or net realisable value, whichever is lower.

### 7. Inventories:

Inventories are valued at lower of cost and net realisable value. Costs include freight, taxes, duties and appropriate production overheads and are generally ascertained on the First in First Out (FIFO) basis. Excise/Customs duty on stocks in bond is added to the cost. Due allowance is made for obsolete and slow moving items.

### 8. Foreign Currency Transactions:

- a) Foreign currency transactions are recorded at the rates of exchange prevailing on the dates of such transactions.

All monetary items of foreign currency liabilities/ assets are restated at the rates ruling at the year end and all exchange gains/ losses arising therefrom are adjusted to the Profit and Loss Account.

Exchange difference on forward contracts are recognised in the Profit and Loss Account in the reporting period in which the exchange rates change. Any profit or loss arising on cancellation or renewal of such forward contracts is recognised as income or expense for the year.

## Significant Accounting Policies for the year ended March 31, 2010 (contd.)

Rs. in Thousands

- b) With retrospective effect from April 1, 2007 exchange differences on long term foreign currency monetary items (except for exchange differences on items forming part of the company's net investment in a non-integral foreign operation), are
  - (i) adjusted to the cost of the asset in so far as they relate to the acquisition of a depreciable asset;
  - (ii) accumulated in a "Foreign Currency Monetary Item Translation Difference Account" and amortised over the period of the related long term foreign currency monetary item but not beyond March 31, 2011.

### 9. Depreciation and amortisation:

Depreciation on fixed assets is provided on Straight Line Method based on the rates prescribed under Schedule XIV to the Companies Act, 1956 except as indicated below:

- a) Plant and Machinery are depreciated at the rate of 10.34%. Further, depreciation is provided at higher rates in respect of certain specific items of plant and machinery having lower useful life based on technical evaluation carried out by the management.
- b) Assets acquired on amalgamation (where original dates of acquisition are not readily available), are depreciated over the remaining useful life of the assets as certified by an expert.  
Cost of Goodwill arising on amalgamation is amortised over a period of 5 years.  
Cost of Leasehold Land is amortised over the period of lease.  
Assets individually costing less than Rs.5 are depreciated fully in the year of purchase.

### 10. Employee Retirement benefits:

- (i) Defined-contribution plans:  
Contributions to the Employees' Provident Fund, Superannuation Fund, Employees' State Insurance and Employees' Pension Scheme are as per statute and are recognised as expenses during the period in which the employees perform the services.
- (ii) Defined-benefit plans:  
Liability towards gratuity is determined on actuarial valuation using the Projected Unit Credit Method at the balance sheet date. Actuarial Gains and Losses are recognised immediately in the Profit and Loss Account.
- (iii) Other long term employee benefits:  
Liability towards leave encashment and compensated absences are recognised at the present value based on actuarial valuation at each balance sheet date.
- (iv) Short term employee benefits:  
Undiscounted amount of liability towards earned leave, compensated absences, performance incentives etc. are recognised during the period when the employee renders the services.

### 11. Taxation:

Current tax is determined as per the provisions of the Income Tax Act, 1961.

Deferred tax is recognised, on timing differences, being the difference between taxable income and accounting income that originate in one period and are capable of reversal in one or more subsequent periods. Deferred tax assets are not recognised unless there is virtual certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised.

Fringe Benefit Tax is determined at current applicable rates on expenses falling within the ambit of "Fringe Benefit" as defined under Income Tax Act, 1961.

### 12. Earnings per share:

Annualised earnings/ (loss) per equity share (basic and diluted) is arrived at based on ratio of profit/ (loss) attributable to equity shareholders to the weighted average number of equity shares.

### 13. Impairment of Assets:

At each Balance Sheet date, the Company assesses whether there is any indication that assets may be impaired. If any such indication exists, the Company estimates the recoverable amount. If the carrying amount of the assets exceeds its recoverable amount, an impairment loss is recognised in the accounts to the extent the carrying amount exceeds the recoverable amount.

### 14. Provisions, Contingent Liabilities and Contingent Assets:

Provisions are recognised when the company has a present obligation as a result of past events, for which it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed regularly and are adjusted where necessary to reflect the current best estimates of the obligation. When the company expects a provision to be reimbursed, the reimbursement is recognised as a separate asset, only when such reimbursement is virtually certain.

A disclosure for contingent liability is made where there is a possible obligation or present obligation that may probably not require an outflow of resources.

# Notes on Consolidated Accounts for the year ended March 31, 2010

Rs. in Thousands

## SCHEDULE 19

- The Consolidated Financial Statement (CFS) presents the consolidated accounts of United Breweries Limited (the Company) with its following Subsidiaries, Associates and Joint Venture ('UBL Group' or 'Group').

Particulars	Ownership Percentage		Country of Incorporation
	2010	2009	
<b>Name of the Subsidiary</b>			
Associated Breweries & Distilleries Limited (ABDL)	100	100	India
Maltex Malsters Limited (MML)	51	51	India
<b>Name of the Associate</b>			
United East Bengal Football Team Private Limited (UEBFTPL)	50	50	India
<b>Name of the Joint Venture (JV)</b>			
Millennium Alcobev Private Limited (MAPL)	50*	50*	India

\*Of which 10% represents control exercised through the subsidiary ABDL.

- During the quarter ended June 30, 2008 the Company has raised Rs.4,248,854 through an issue of shares on rights basis (Rights Issue). The proceeds of the rights issue have been utilised in the following manner:
  - Rs.2,026,980 (2009: Rs.3,197,096) for repayment of cash credit/overdraft accounts and for additional working capital requirements.
  - Rs.1,731,874 (2009: Rs.501,500) for Capital Expenditure.
  - Pending utilisation the balance proceeds of Rs.490,000 (2009: Rs.550,258) have been invested in mutual funds.
- The Consolidated Financial Statements of Millennium Alcobev Private Limited (MAPL), represents consolidation of MAPL and its subsidiaries Empee Breweries Limited (EBL), United Millennium Breweries Limited (UMBL) and Millennium Beer Industries Limited (MBIL) as per Accounting Standard (AS) – 21.
- The group evaluates the carrying value of its Goodwill whenever events or changes in circumstances indicate that its carrying value may be impaired for diminution, other than temporary. The group has currently reassessed the circumstances that could indicate the carrying amount of Goodwill may be impaired. As a consequence of such reassessment, the management believes that the expected revenues and earnings of the acquired entities are sustainable in the foreseeable future, and hence goodwill is not impaired.
- Acquisition of Maltex Malsters Limited:**

During the financial year ended March 31, 2008 the Company has acquired 22,950 equity shares of Rs.100 each in Maltex Malsters Limited for a consideration of Rs.450,000 which is based on an independent valuation, resulting in a goodwill of Rs.438,012 as detailed below.

Particulars	Rs.	Rs.
Fixed Assets (Net book value)		23,983
Deferred Tax Assets		2,587
Current Assets		
Sundry Debtors	13,187	
Cash & Bank Balances	94	
Loans & Advances	11,567	
	24,848	
<b>Current Liabilities and Provision</b>		
Current Liabilities	8,072	
Provisions	209	
	8,281	
<b>Net Current Asset</b>		16,567
<b>Loans</b>		
Secured Loans	18,932	
Unsecured Loans	700	19,632

# Notes on Consolidated Accounts for the year ended March 31, 2010 (contd.)

Rs. in Thousands

Particulars	Rs.	Rs.
<b>Net Worth as on March 31, 2008</b>		<b>23,505</b>
<b>UBL's Share - 51%</b>		<b>11,988</b>
Purchase Consideration		450,000
<b>Goodwill</b>		<b>438,012</b>
<b>Minority Interest</b>		<b>11,517</b>

## 6. Loan Funds:

Particulars	2010	2009
<b>Secured Loans</b>		
(a) Foreign Currency Loans Including Interest Accrued and due Rs.18,848 (2009: Rs.21,839) Loans repayable within one year – Rs.871,207 (2009: Rs.1,056,260) Foreign Currency Loans consist of External Commercial Borrowing (ECB) from BNP Paribas and Foreign Currency Loan from Axis Bank. ECB from BNP Paribas is secured by first charge on all moveable and immovable properties of the Company except Taloja plant. Foreign currency loan from Axis bank includes demand loan and term loan which are secured by first Charge on the Fixed Assets of a subsidiary of joint venture and current assets namely, Stock of Raw Material, Work In Progress & Finished Goods, Stores & Spares, Bills Receivable and Book Debts of the Company and covered by corporate guarantee issued by the Company.	<b>1,679,721</b>	2,338,948
(b) Term Loan from Bank [including interest accrued and due Rs.716 (2009: Rs.1,060)] Loan repayable within one year – Rs.84,250 (2009: Rs.84,250) Secured against charge on all movable and immovable fixed assets of Empee Breweries Limited and covered by a corporate guarantee issued by the Company.	<b>141,091</b>	225,685
Term Loan from Bank Secured by way of hypothecation of all plant and machineries lying at factory or elsewhere both present and future of MML, a subsidiary of the Company.	<b>5,571</b>	12,296
Term Loan from Bank Loan repayable within one year – Rs. 164,384 (2009: Rs.164,384) Secured by first charge on all moveable and immovable assets.	<b>493,151</b>	657,534
Term Loan from Bank Loan repayable within one year – Rs. 250,000 (2009: Rs.250,000) Secured by Pari-Passu charge on all moveable and immovable properties of the Company except Taloja plant.	<b>562,500</b>	812,500
(c) From Banks [including interest accrued and due Rs.5,053 (2009: Rs.5,321)] Amount repayable within one year – Rs.2,374,013 (2009: Rs.866,204) Secured by hypothecation of stock in trade, stores, raw materials, book debts and a second charge on all the immovable properties of the Company.	<b>2,374,013</b>	866,204
(d) From Others [including interest accrued and due Rs.Nil (2009: Rs.68,824)]	<b>605,108</b>	564,924
(e) From Rabo Finance India Private Limited Amounts repayable within one year – Rs.70,374 (2009: Rs.70,431) Secured by charge on all movable and immovable properties and current assets, both present and future of the MBIL (a subsidiary of the Joint Venture) and covered by a corporate guarantee issued by the Company.	<b>123,155</b>	193,529
<b>Unsecured Loans</b>		
(i) Loans from Banks [including interest accrued and due Rs.Nil (2009: Rs. Nil)] Amount repayable within one year – Rs.Nil (2009: Rs.Nil) *Covered by personal guarantee of a Director of the Company.	<b>1,750,000*</b>	1,750,000*
(ii) From Others Amount repayable within one year – Rs. Nil (2009: Rs.Nil)	<b>227,195</b>	227,195



# Notes on Consolidated Accounts for the year ended March 31, 2010 (contd.)

Rs. in Thousands

## 7. Fixed Assets:

Buildings amounting to Rs.53,030 (2009: Rs.49,619) and Plant and Machinery amounting to Rs.502,517 (2009: Rs.473,319) are in premises not owned by the Group.

8. The Company does not own any brewing facility in Tamil Nadu, which is one of the major markets in India contributing about 18% of the Company's business. With an intention of ensuring supplies from Balaji Distilleries Limited (BDL), having brewing facilities in Tamil Nadu, the Company has entered into an agreement with the promoters of BDL to secure to the Company perpetual usage of the brewery owned by BDL, and has advanced an amount of Rs.1,550,000 to one of the Promoter Companies of BDL, acting for and on behalf of the other Promoters also.

Subsequently, the Boards of Directors of BDL and United Spirits Limited (USL) have considered and approved a proposal for merger of BDL into USL, which is subject to obtaining of the necessary regulatory approvals by both the Companies. The Company has obtained a commitment from USL that the arrangement with Promoters will be adhered to on completion of the proposed merger. The advance will be repaid upon the completion of the merger or in accordance with the terms of the related Agreement, whichever is earlier.

In June 2009, BDL has allotted 90,000 Equity Shares upon conversion of warrants to certain parties. These parties have entered into a supplemental agreement with the Company to the effect that they will be bound by the terms and conditions of the earlier agreement between the Company and the promoters of BDL.

## 9. Capital Commitments:

Particulars	2010	2009
Estimated amount of Contracts remaining to be executed on capital account and not provided for.	257,321	689,134

### Share of joint venture:

Particulars	2010	2009
Estimated amount of Contracts remaining to be executed on capital account and not provided for.	8,896	46,348

## 10. Contingent Liabilities:

Particulars	2010	2009
a) Sales Tax/other taxes demands under appeal*	14,672	14,672
b) Employee State Insurance Demand*	265	265
c) Demand towards Water charges under appeal*	—	133,019
d) Excise Duty/Customs Duty demands under appeal*	36,709	36,709
e) Income Tax demands under appeal	188,844	82,262
f) Service Tax demands under appeal*	229,114	377,708
g) Claims against the Company not acknowledged as debt*	30,568	27,377
h) Letter of Credit outstanding	78,926	33,230
i) Guarantees given by the company:		
- on behalf of Subsidiaries of Joint Venture to third parties		
Millennium Beer Industries Limited	800,000	800,000
United Millennium Breweries Limited	600,000	600,000
Empee Breweries Limited	730,000	730,000
- to third parties	19,060	28,348
j) Letter of undertaking to distributors towards countervailing duty for imports from Nepal	38,500	38,500

### Share of joint venture:

Particulars	2010	2009
a) Sales Tax/other taxes demands under appeal [Amount paid under dispute Rs.223 (2009: Rs.22) and disclosed in loans and advances in Schedule 10]	3,774	3,281
b) ESIC / PF demands under appeal [Amount paid under dispute Rs.Nil (2009: Rs.53) and disclosed in loans and advances in Schedule 10]	845	898
c) Bank Guarantees given*	10,155	5,855
d) Demand towards Water charges under appeal*	—	26,250



## Notes on Consolidated Accounts for the year ended March 31, 2010 (contd.)

Rs. in Thousands

e)	Interest for delayed payment of Interest Free Loans*	1,169	4,829
f)	Dividend on 1% Non Convertible Cumulative Redeemable Preference Shares	27,750	18,500
g)	Income Tax <sup>#</sup>	5,055	22,028
h)	Claims against the subsidiaries of the joint venture not acknowledged as debt [Amount paid under dispute Rs.78 (2009: Rs.78) and disclosed in loans and advances in Schedule 10]	5,877	6,107

<sup>#</sup> Net of deposit under appeal – Rs.3,789 (2009: Rs.1,018)

\* In the opinion of the management, the above demands / claims are not sustainable in law and accordingly no provision has been made in the accounts.

### 11. Operating Lease:

The Group has entered into leasing arrangements for vehicles, computer, equipments, office premises and residential premises that are renewable on a periodic basis, and cancelable/non-cancelable in nature. Such leases are generally for a period of 11 to 60 months with options of renewal against increased rent and premature termination of agreement through notice period of 2 to 3 months, except in the case of certain leases where there is a lock-in period of 11 to 26 months.

Particulars	2010	2009
Lease payments during the year including Minimum lease payments Rs. 4,999 (2009: Rs.4,999) on non-cancellable leases.	79,594	75,134
At the balance sheet date, future minimum lease rentals under non-cancellable operating leases are as under:		
Not later than one year	17,518	28,288
One to five years	15,374	12,887
<b>Total</b>	<b>32,892</b>	<b>41,175</b>

### 12. Accounting for Taxes on Income:

Deferred Tax - The net deferred tax liability amounting to Rs. 236,114 (2009: Rs.175,963) has been arrived as follows:

Particulars	2010	2009
Deferred Tax Liability arising from:		
Difference between carrying amount of fixed assets in the financial statements and the Income Tax Return	263,445	212,987
Less:		
Deferred tax asset arising from:		
Expenses charged in the financial statements but allowable as deductions in future years under the Income Tax Act, 1961	25,500	18,528
Provision for Doubtful Debts	22,141	21,783
	215,804	172,676
Share of Joint venture	20,310	3,287
<b>Net deferred tax liability</b>	<b>236,114</b>	<b>175,963</b>
Movement during the year	(60,151)	(88,248)
Net Deferred tax (charged off) / written back in the profit and loss account	(60,151)	(88,248)

The tax impact for the above purpose has been arrived by applying a tax rate of 33.22% (2009: 33.99%) being the substantively enacted tax rate for Indian Companies under the Income Tax Act, 1961.

No deferred tax asset has been recognised, in case of loss making Joint Venture / subsidiaries, in the absence of virtual certainty of future profits as per the explanation provided in Accounting Standard 22 notified under the Companies (Accounting Standards) Rules, 2006.

### 13. Related Party Disclosures:

#### A. Name of the related parties:

##### (1) In Associates

United East Bengal Football Team Private Limited (UEBFTPL)

##### (2) Entity which has significant influence

Scottish & Newcastle India Limited (SNIL)

# Notes on Consolidated Accounts for the year ended March 31, 2010 (contd.)

Rs. in Thousands

(3) **Others:**

- (a) Scottish & Newcastle Plc, (S & N), Holding Company of SNIL
- (b) Scottish & Newcastle UK Limited (SNUK), Fellow Subsidiary of SNIL
- (c) Scottish & Newcastle India Private Limited (SNIPL), Fellow Subsidiary of SNIL

(4) **Key Management Personnel (KMP):**

- Mr. Kalyan Ganguly
- Mr. Guido de Boer (Part of the year)

(5) **Relative of Key Management Personnel:**

- Mrs. Suparna Bakshi Ganguly (Wife of Mr. Kalyan Ganguly)

**B. Transactions with related parties during the year:**

Particulars	UEBFTPL		KMP	
	2010	2009	2010	2009
Sponsorships and Other Payments	52,042	56,767	—	—
Finance(including loan in cash or kind)	52,034	50,248	—	—
Remuneration to Directors*	—	—	41,035	34,354
Amount Due From/(To)	(26)	(18)	—	—

\* Kalyan Ganguly: Rs.34,266 (2009: Rs.34,354) [Including payment to relative of KMP and a firm in which such relative is a partner - Rs.Nil (2009: Rs.2,883)].

Guido de Boer: Rs.6,769 (2009: Rs.Nil)

Figures in bracket indicate amounts received.

**C. Transactions with S & N Group**

**i. Transaction with S & N**

Management Fees **Rs.45,000** (2009: Rs.Nil)

**ii. Transactions with SNUK**

Interest on ECB **Rs.Nil** (2009: Rs.17,852)

Purchase of Raw Material **Rs.123** (2009: Rs.186)

**iii. Transactions with SNIL**

Balance of Preference Share Capital **Rs.2,469,000** (2009: Rs.2,469,000)

Dividend on above **Rs.74,070** (2009: Rs.74,070)

Interim Dividend on Equity Shares **Rs.Nil** (2009: Rs.13,499)

Final Dividend on Equity Shares **Rs.13,499** (2009: Rs.Nil)

**14. Earnings Per Share:**

Particulars	2010	2009
a) Profit after taxation as per profit and loss account	896,376	455,792
b) Less: Preference Dividend (including dividend distribution tax thereon)	86,658	86,658
c) Net Profit attributable to equity shareholders	809,718	369,134
d) Weighted average number of equity shares outstanding (Face value of Re.1 per share)	240,048,255	234,589,624
e) Earnings per share (Basic / Diluted)	3.37	1.57

**15. Details of Dividend:**

Particulars	2010	2009
Dividend payable on Preference Share Capital @3%	74,070	74,070
Dividend Distribution tax payable on above	12,588	12,588
Interim Dividend paid on Equity Shares @15%	—	36,007
Dividend Distribution tax paid on above	—	6,120
Final Dividend payable on Equity Shares @36% (2009: 15%)	86,417	36,007
Dividend Distribution tax payable on above	14,353	6,120
<b>Total</b>	<b>187,428</b>	<b>170,912</b>

# Notes on Consolidated Accounts for the year ended March 31, 2010 (contd.)

Rs. in Thousands

## 16. Segmental Reporting:

The Group is engaged in manufacture, purchase and sale of beer including licensing of brands which constitutes a single business segment. The Group operates only in India. Accordingly, primary and secondary reporting disclosures for business and geographical segment as envisaged in AS-17 are not applicable to the Group.

## 17. (i) Disclosures envisaged in AS 15 in respect of gratuity are given below:

	Particulars	2010	2009	2008
<b>A)</b>	<b>Reconciliation of opening and closing balances of the present value of the defined benefit obligation</b>			
	Obligations at the beginning of the year	157,316	144,890	118,048
	Add: Transitional Obligation	—	—	101
	Add: Current Service cost	9,902	14,268	43,745
	Add: Interest cost	11,985	9,691	9,349
	Add: Actuarial (gains)/losses	(500)	(696)	(333)
	(Less): Benefits paid during the year	(12,646)	(10,837)	(26,020)
	<b>Obligations at the end of the year</b>	<b>166,057</b>	<b>157,316</b>	<b>144,890</b>
<b>B)</b>	<b>Reconciliation of opening and closing balances of the fair value of plan assets</b>			
	Fair Value of Plan assets at the beginning of the year	135,218	138,650	117,753
	Add: Expected Return on Plan Assets	10,337	10,824	9,425
	Add: Actuarial Gain	(1,490)	(7,776)	10,738
	Add: Contributions	25,501	4,683	26,754
	(Less): Benefits Paid	(12,646)	(11,163)	(26,020)
	<b>Fair Value of Plan assets at the end of the year</b>	<b>156,920</b>	<b>135,218</b>	<b>138,650</b>
<b>C)</b>	<b>Reconciliation of present value of defined benefit obligation and the fair value of plan assets to the assets and liabilities recognised in the balance sheet:</b>			
	Present Value of Obligation as at March 31, 2010	166,057	157,316	144,890
	(Less): Fair Value of Plan Assets as at March 31, 2010	156,920	135,218	138,650
	<b>Amount recognised in the Balance Sheet</b>	<b>9,137</b>	<b>22,098</b>	<b>6,240</b>
<b>D)</b>	<b>Expenses recognised in Profit and Loss account under "Employee Cost" in Schedule 15</b>			
	Current service cost	9,902	14,268	43,745
	Add: Interest cost	11,985	9,691	9,349
	(Less): Expected Return on Plan Assets	(10,337)	(10,824)	(9,425)
	Prior period adjustment	—	—	(23,739)
	Add: Actuarial (gains) / losses	990	6,493	6,256
	<b>Net Gratuity Cost</b>	<b>12,540</b>	<b>19,628</b>	<b>26,186</b>
<b>E)</b>	<b>Investment details of plan assets</b>			
	Plan assets are invested in Government Securities, Private Sector Bonds, Managed Funds and others.			
	Based on the above allocation and the prevailing yields on these assets, the long term estimate of the expected rate of return on fund assets has been arrived at. Assumed rate of return on assets is expected to vary from year to year reflecting the return.			
<b>F)</b>	<b>Actual return on plan assets</b>	<b>12,760</b>	<b>7,269</b>	<b>24,077</b>
<b>G)</b>	<b>Assumptions</b>			
	Discount rate per annum	<b>8.00%</b>	7.00%	8.00%
	Interest rate per annum	<b>8.00%</b>	7.00%	8.00%
	Expected return on plan assets	<b>8.00%</b>	7.00 to 8.00%	8.00%
	Expected salary increase per annum	<b>5.00 to 6.00%</b>	5.00 to 6.00 %	5.00%
	Attrition Rate	<b>1.00%</b>	1.00%	1.00%
	Retirement Age	<b>58</b>	58	58
	Mortality rate - LIC (94-96) Ultimate Mortality Table			
	The estimates of future increase in salary, considered in the actuarial valuation, have been taken on account of inflation, seniority, promotion and other relevant factors such as supply and demand in the employment market.			

# Notes on Consolidated Accounts for the year ended March 31, 2010 (contd.)

Rs. in Thousands

	Particulars	2010	2009	2008
(ii)	Contribution to Provident and Other Funds under Manufacturing and Other Expenses (Schedule 15) includes <b>Rs.51,589</b> (2009: Rs.41,583) being expenses debited under the following defined contribution plans:			
	Provident Fund	<b>38,671</b>	30,370	29,737
	Superannuation	<b>12,918</b>	11,213	21,111

18. (i) Pursuant to notification dated March 31, 2009 issued by the Ministry of Corporate Affairs, the Group, with retrospective effect from April 1, 2007 changed its accounting policy in respect of exchange differences on long term foreign currency monetary items, with the exception of exchange differences on items forming part of the Group's net investment in a non-integral foreign operation. Consequently, the Group has accounted for unrealised exchange losses as given below:
- (a) Unrealised foreign exchange loss amounting to Rs.5,080 (2008: Rs.Nil) recognised in the profit and loss account during the year ended March 31, 2008 has been transferred to the Foreign Currency Monetary Item Translation Difference Account (FCMITDA) by adjusting the opening balance of the profit and loss account. Rs.10,864 (2009: Rs.2,032) being charge for the current year is recognised in the profit and loss account under Interest and Finance Charges (Schedule 17). Balance amount of Rs.10,864 (2008: Rs. 3,048) is retained in the FCMITDA as at the year end.
- (b) Unrealised foreign exchange gain/(losses) as of March 31, 2010 amounting to Rs.19,064 [2009: Rs.(56,616)] is transferred to FCMITDA. Rs.9,532 [2009: Rs.(20,904)] being gain for the current year is recognised in the profit and loss account under Interest and Finance Charges (Schedule 17). Balance amount of Rs.9,532 [2009: Rs.(37,744)] is retained in the FCMITDA as at the year end.
- (ii) Had the Group not opted to apply the aforesaid notification, consolidate profit for the year would have been higher by Rs. 9,532 [2009: Rs.(37,744)], having consequential impact on the net worth of the Group.
19. All amounts disclosed in Notes to Account and other Schedules are in Rs. 000 except for:
- i) Number of Shares in Notes on Schedule 1, and in Note 14.
- ii) Basic and Diluted EPS in the Profit and Loss Account and in Note 14.
20. The previous year's figures have been regrouped to conform to current year's classification.

For **Price Waterhouse**  
 Firm Registration Number: 007568 S  
 Chartered Accountants

**J. Majumdar**  
 Partner  
 Membership No. F51912

Bangalore, July 21, 2010

**Kalyan Ganguly**  
 Managing Director

**Govind Iyengar**  
 Company Secretary

Bangalore, July 21, 2010

**Guido de Boer**  
 Director & CFO



UNITED BREWERIES LIMITED