



UNITED BREWERIES LIMITED

October 20, 2022

1. Department of Corporate Services,  
BSE Limited,  
Floor 25, P J Towers,  
Dalal Street,  
Mumbai - 400 001

**Scrip Code: 532478**

2. Department of Corporate Services,  
National Stock Exchange of India Ltd.,  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East),  
Mumbai - 400 051

**Scrip Code: UBL**

Dear Sir,

Sub: **Intimation of Financial Results Earning call**

This has reference to Regulation 30(6) read with Para A of Part A of Schedule-III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('the Regulations').

In accordance with the said Regulation(s), as Quarter2 FY2023 Financial Results Earnings call is scheduled tomorrow, Friday, October 21, 2022 @ 04:00 p.m. IST, by way of conference call with Investors and analysts, hosted by Investec India.

Investor presentation is attached. Unaudited Financial Results for the quarter and year to date ended September 30, 2022 are already uploaded on the website of Bombay Stock Exchange and National Stock Exchange of India Limited.

Kindly take the same on record.

Thanking you, we remain,

Yours faithfully,  
For UNITED BREWERIES LIMITED

**GOVIND IYENGAR**  
Company Secretary

Encl: As above



Investec India invites you to  
**United Breweries Ltd**  
Q2 FY23 Earnings call



<b>Post Earnings Business Update</b> Friday, October 21, 2022 04:00 pm IST	<a href="#">Diamond Pass Registration:</a>
<b>Management Team</b>	
Mr. Radovan Sikorsky - Director and CFO- United Breweries Limited	
Mr. PA Poonacha - Finance and Investor Relations	
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UNITED BREWERIES LIMITED

**Investor Presentation**  
**Quarter ended September 2022**



# Disclaimer

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This presentation contains forward-looking statements with regard to the financial position and results of UBL's activities. These forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements.

Many of these risks and uncertainties relate to factors that are beyond UBL's ability to control or estimate precisely, such as future market and economic conditions, the behavior of other market participants, changes in consumer preferences, costs of raw materials, interest rate and foreign exchange fluctuations, change in tax rates, changes in law, changes in pension costs, the actions of government regulators and weather conditions. These and other risk factors are detailed in UBL's publicly filed annual reports.

You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. UBL does not undertake any obligation to publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date of these materials.

Market share estimates contained in this presentation are based on outside sources such as specialized research institutes in combination with management estimates.



# Key Results Highlights for the Quarter

- Volume growth of 23% in the quarter vs prior year, primarily driven by Rajasthan, WB state and Telangana.
- The premium segment recorded growth ahead of the total portfolio, growing 48% vs 23% Total portfolio growth;
- EBIT for the quarter ↑ 58%, driven by volumes & price increase, softened by negative state mix;
- Inflationary pressure on cost of sales continued to impact gross profit margins, contributing to a decline by 508 bps to 46.7%;
- Strong revenue growth revenue combined with cost control drive EBIT margin growth by 277 bps;



# Q2' 22/23 Results

<b>Q2 Results (standalone)</b>			
<i>Data in Rs. Cr.</i>			
	<b>Sep-22</b>	<b>Sep-21</b>	<b>Change (%)</b>
<b>Net Sales</b>	<b>1,680</b>	<b>1,426</b>	<b>18%</b>
COGS	(896)	(688)	30%
<b>Gross Profit</b>	<b>784</b>	<b>738</b>	<b>6%</b>
Employee expenses	(139)	(134)	4%
Other expenses	(426)	(438)	-3%
Other income	14	5	215%
<b>EBITDA</b>	<b>233</b>	<b>170</b>	<b>37%</b>
Depreciation	(52)	(56)	-7%
<b>EBIT</b>	<b>181</b>	<b>115</b>	<b>58%</b>
Finance costs	(1)	(5)	-79%
<b>Profit before tax</b>	<b>180</b>	<b>110</b>	<b>64%</b>
Tax	(46)	(29)	59%
<b>Profit after tax</b>	<b>134</b>	<b>81</b>	<b>66%</b>
<b>As % of Net Sales</b>			
	<b>Sep-22</b>	<b>Sep-21</b>	<b>Change (bps)</b>
Gross Profit	46.7%	51.7%	(508)
EBITDA	13.9%	11.9%	197
EBIT	10.8%	8.0%	277
Profit before tax	10.7%	7.7%	305
Profit after tax	8.0%	5.7%	233



# YTD' 22/23 Results

YTD Results (standalone)			
<i>Data in Rs. Cr.</i>			
	Sep-22	Sep-21	Change (%)
<b>Net Sales</b>	<b>4,116</b>	<b>2,544</b>	<b>62%</b>
COGS	(2,254)	(1,266)	78%
<b>Gross Profit</b>	<b>1,862</b>	<b>1,278</b>	<b>46%</b>
Employee expenses	(288)	(248)	16%
Other expenses	(1,090)	(770)	42%
Other income	25	11	132%
<b>EBITDA</b>	<b>509</b>	<b>272</b>	<b>87%</b>
Depreciation	(110)	(111)	-1%
<b>EBIT</b>	<b>399</b>	<b>161</b>	<b>148%</b>
Finance costs	(2)	(9)	-79%
<b>Profit before tax</b>	<b>398</b>	<b>152</b>	<b>161%</b>
Tax	(102)	(41)	149%
<b>Profit after tax</b>	<b>296</b>	<b>111</b>	<b>165%</b>
As % of Net Sales			
	Sep-22	Sep-21	Change (bps)
Gross Profit	45.2%	50.2%	(501)
EBITDA	12.4%	10.7%	168
EBIT	9.7%	6.3%	338
Profit before tax	9.7%	6.0%	367
Profit after tax	7.2%	4.4%	281



# Regional volume performance vs PY

## Volume Growth

Q2, YTD (+23%, +67%)

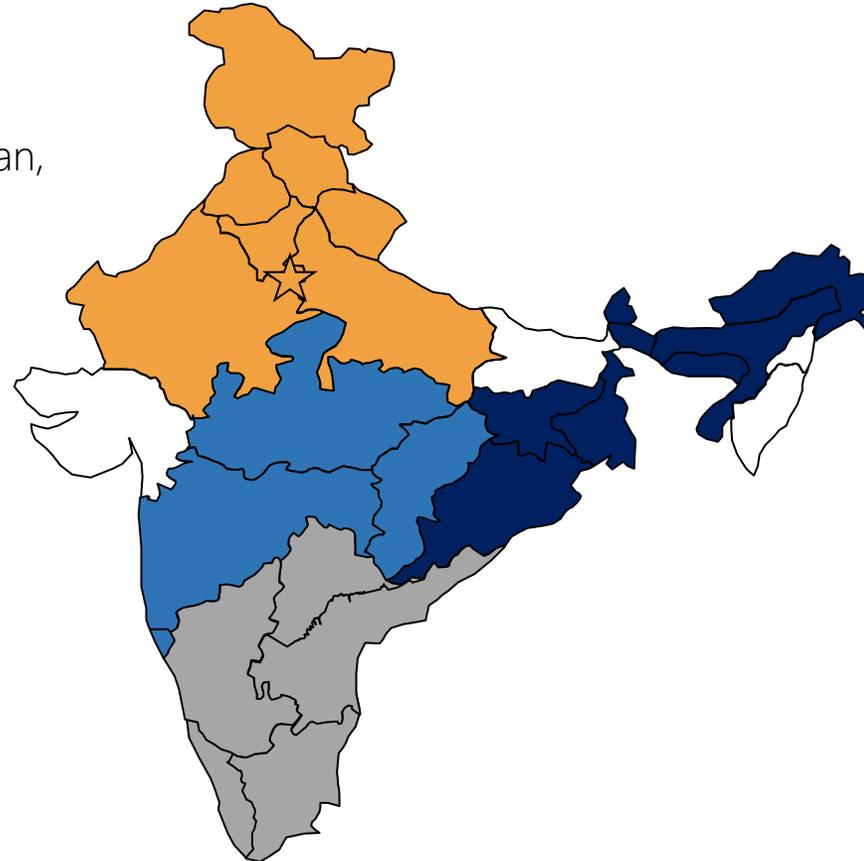
Strong recovery and growth over COVID affected PY across all markets

### North (+15%, +49%)

- Driven by higher volume in Rajasthan, Haryana & Uttar Pradesh
- Decline in Delhi driven by frequent changes in policy

### West (+22%, +83%)

- Driven by higher volume in Maharashtra state, Goa, Madhya Pradesh and Silvassa



### East (+52%, +72%)

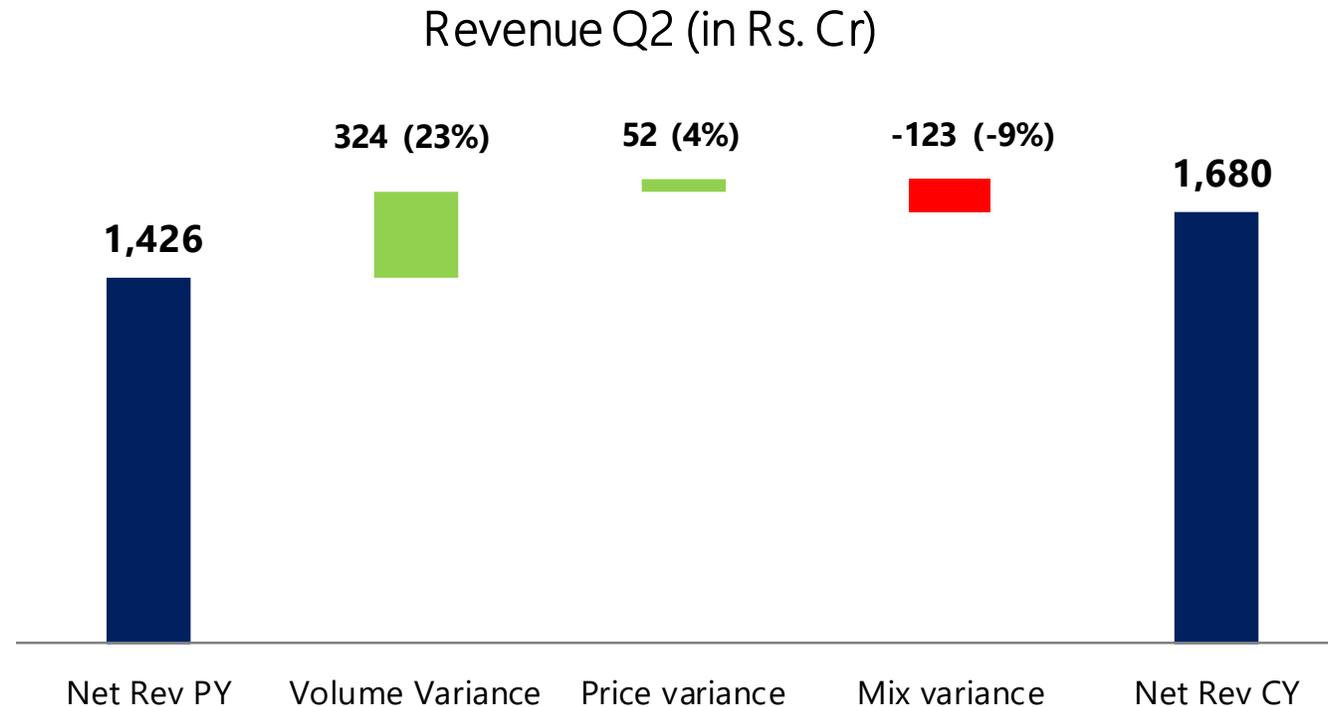
- Driven by ↑ volume in West Bengal (>100%), due to increased demand post policy change

### South (+21%, +72%)

- Driven by higher volume in Telangana, Karnataka, Tamil Nadu, Kerala and Andhra Pradesh



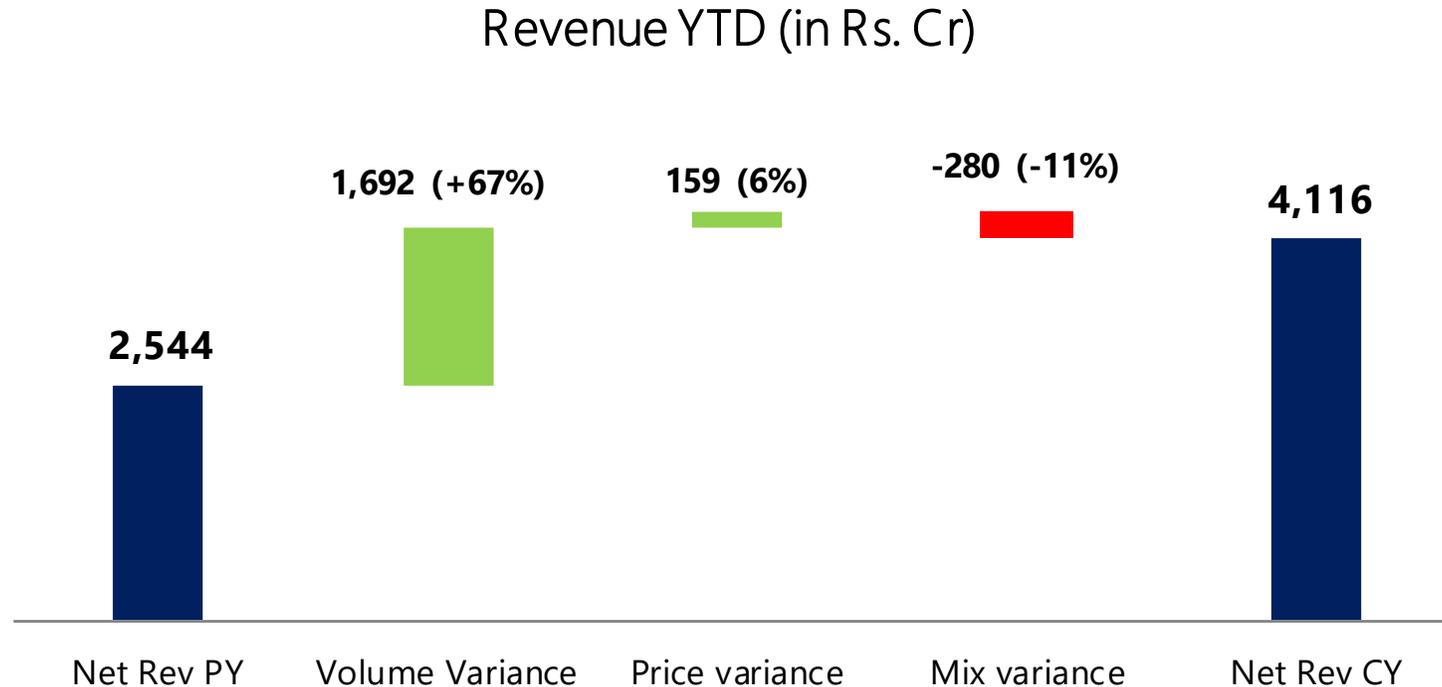
# Net Sales growth driven by higher volume



- Higher volume driven by strong growth in Telangana, Rajasthan and West Bengal
  - Negative state mix due to differential volume growth across states with different levels of net revenues.
- Improvement over previous quarter.



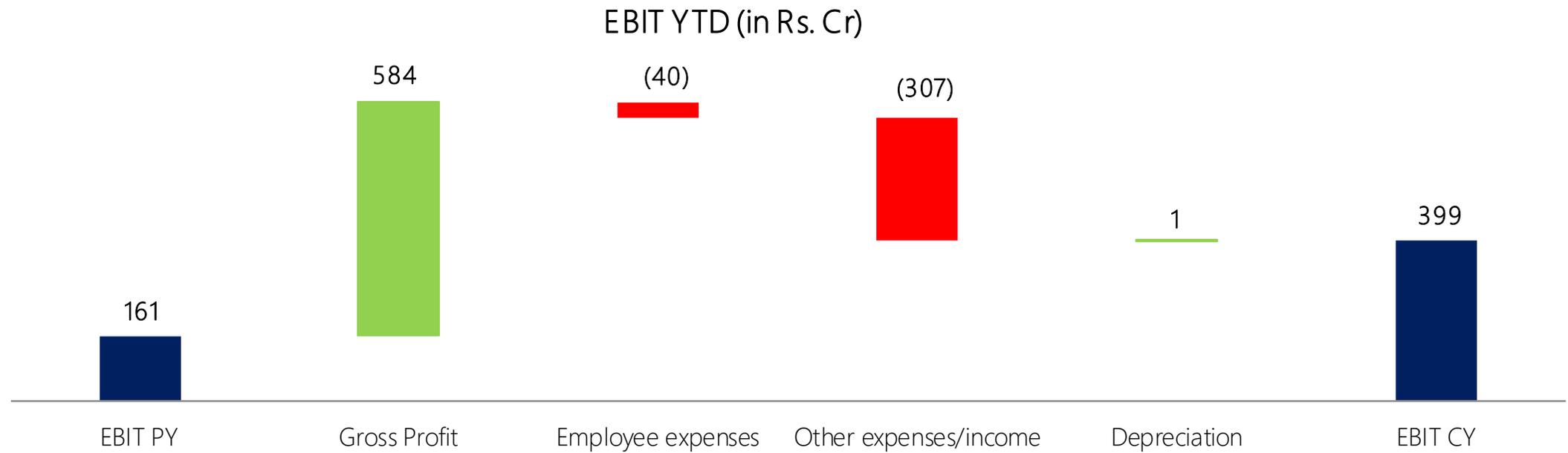
# Net Sales growth driven by higher volume



- Volume growth of 67% spread across markets (LY impacted by C-19)
- Price increase implemented in Punjab and Delhi in Q2
- Negative state mix due to differential volume growth across states with different levels of net revenues.



# Margin recovery despite increased commodity prices



YTD Margin	6.3%	-501 bps	274 bps	395 bps	169 bps	9.7%
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- Gross profit growth driven by volume growth and price increases.
- Gross profit margin impacted by commodity cost increases in Raw and Packaging materials
- Improved margin driven by fixed cost leverage and savings initiatives.



# Outlook and summary

- Focus remains on building further category penetration while driving the share of premium in the portfolio.
- Inflation pressure on Cost of goods sold will most likely remain for the foreseeable future. UBL is in the process of pursuing further price increases in combination with continued cost measures to mitigate this impact.
- Capex investments are planned for execution to meet the expected volume growth.
- UBL remains optimistic about the long-term growth drivers of the industry on the basis of GDP growth, urbanization and evolving consumer trends. UBL is well positioned to leverage and drive these opportunities with its leading market position, portfolio of brands and healthy balance sheet.



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Thank You

