



UNITED BREWERIES LIMITED

January 31, 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 Quarter 3 FY22 Financial Results Earnings call is scheduled today Monday, January 31, 2022 @ 05:00 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 period ended December 31, 2021 are already uploaded on the website of Bombay Stock Exchange and National Stock Exchange of India Limited.

Kindly take the same into record.

Thanking you, we remain,

Yours faithfully,
For UNITED BREWERIES LIMITED

GOVIND IYENGAR
Senior Vice President - Legal &
Company Secretary

Encl: As above

Investec India invites you to
United Breweries Ltd
 Q3 FY22 Earnings call



Post Earnings Business Update Monday, January 31, 2022 05:00 pm IST	Diamond Pass Registration
Management Team	
Mr. Berend Odink – Chief Financial Officer - United Breweries Limited	
Mr. PA Poonacha - Finance and Investor Relations	
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UNITED BREWERIES LIMITED

**Investor Presentation
Quarter ended Dec 2021**



Disclaimer

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

- Volume growth of 19% in the quarter vs prior year driven by continued recovery of demand, prevalent across nearly all markets. 10% sequential volume growth.
- Full recovery of volumes versus pre COVID levels.
- UBL achieved share growth both in the quarter as well as in the year-to-date performance, further solidifying its market leadership.
- Gross margin during the quarter was lower by 390 bps as compared to last year and lower by 178 bps vs the preceding quarter. Quarter was impacted by inflationary pressures in packaging materials as a result of general market commodity increases, partly offset by positive price and product mix.
- EBITDA reached Rs.180 Cr with 11.4% margin in a quarter impacted by higher marketing investments to drive demand recovery. Excluding non recurring items, margins at 13.6%.
- YTD EBITDA reached Rs.451 Cr, up 188% from Rs.157 Cr prior year.
- Overall liquidity position is strong with about Rs.800 Cr bank balances. In the quarter the Company pre-paid all remaining term debt.



Q3' 22 Results

Q3 Results (standalone)			
<i>Data in Rs. Cr.</i>			
	Dec-21	Dec-20	Change (%)
Net Sales	1,581	1,290	23%
COGS	(791)	(595)	33%
Gross Profit	790	695	14%
Employee expenses	(147)	(124)	18%
Other expenses	(470)	(397)	18%
Other income	6	5	31%
EBITDA	180	178	1%
Depreciation	(53)	(58)	-8%
EBIT	127	120	5%
Finance costs	(4)	(5)	-31%
Profit before exceptional item and tax	123	115	7%
Exceptional item	-	55	n.m.
Profit before tax	123	170	-28%
Tax	(32)	(44)	-26%
Profit after tax	91	126	-28%
As % of Net Sales	Dec-21	Dec-20	Change (bps)
Gross Profit	50.0%	53.9%	(390)
EBITDA	11.4%	13.8%	(245)
EBIT	8.0%	9.3%	(131)
Profit before exceptional item and tax	7.8%	8.9%	(113)
Profit before tax	7.8%	13.2%	(539)
Profit after tax	5.7%	9.8%	(407)

n.m.: "not meaningful"



YTD' 22 Results

YTD Results (standalone)			
<i>Data in Rs. Cr.</i>			
	Dec-21	Dec-20	Change (%)
Net Sales	4,125	2,697	53%
COGS	(2,057)	(1,295)	59%
Gross Profit	2,068	1,402	48%
Employee expenses	(394)	(349)	13%
Other expenses	(1,240)	(935)	33%
Other income	17	39	-57%
EBITDA	451	157	188%
Depreciation	(164)	(170)	-3%
EBIT	288	(13)	n.m.
Finance costs	(12)	(18)	-33%
Profit before exceptional item and tax	275	(31)	n.m.
Exceptional item	-	55	n.m.
Profit before tax	275	24	n.m.
Tax	(73)	(8)	n.m.
Profit after tax	202	16	n.m.
As % of Net Sales			
	Dec-21	Dec-20	Change (bps)
Gross Profit	50.1%	52.0%	(184)
EBITDA	10.9%	5.8%	512
EBIT	7.0%	-0.5%	744
Profit before exceptional item and tax	6.7%	-1.2%	783
Profit before tax	6.7%	0.9%	579
Profit after tax	4.9%	0.6%	430

n.m.: "not meaningful"



Regional volume performance vs PY

Volume Growth
Q3, YTD Dec (+19%, +48%)

North (+35%, +59%)

- Driven by higher volume in Uttar Pradesh, Rajasthan
- Delhi market posted single digit growth due implementation of new policy

West (+11%, +29%)

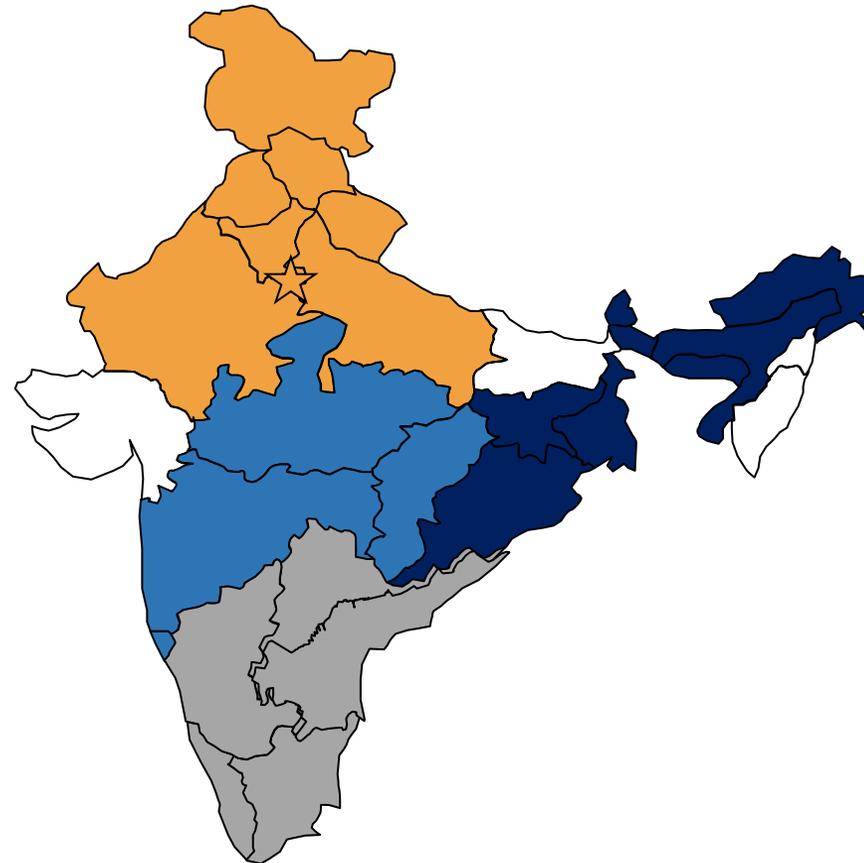
- Driven by higher volume in Maharashtra state, Goa, Chhattisgarh

East (+12%, +99%)

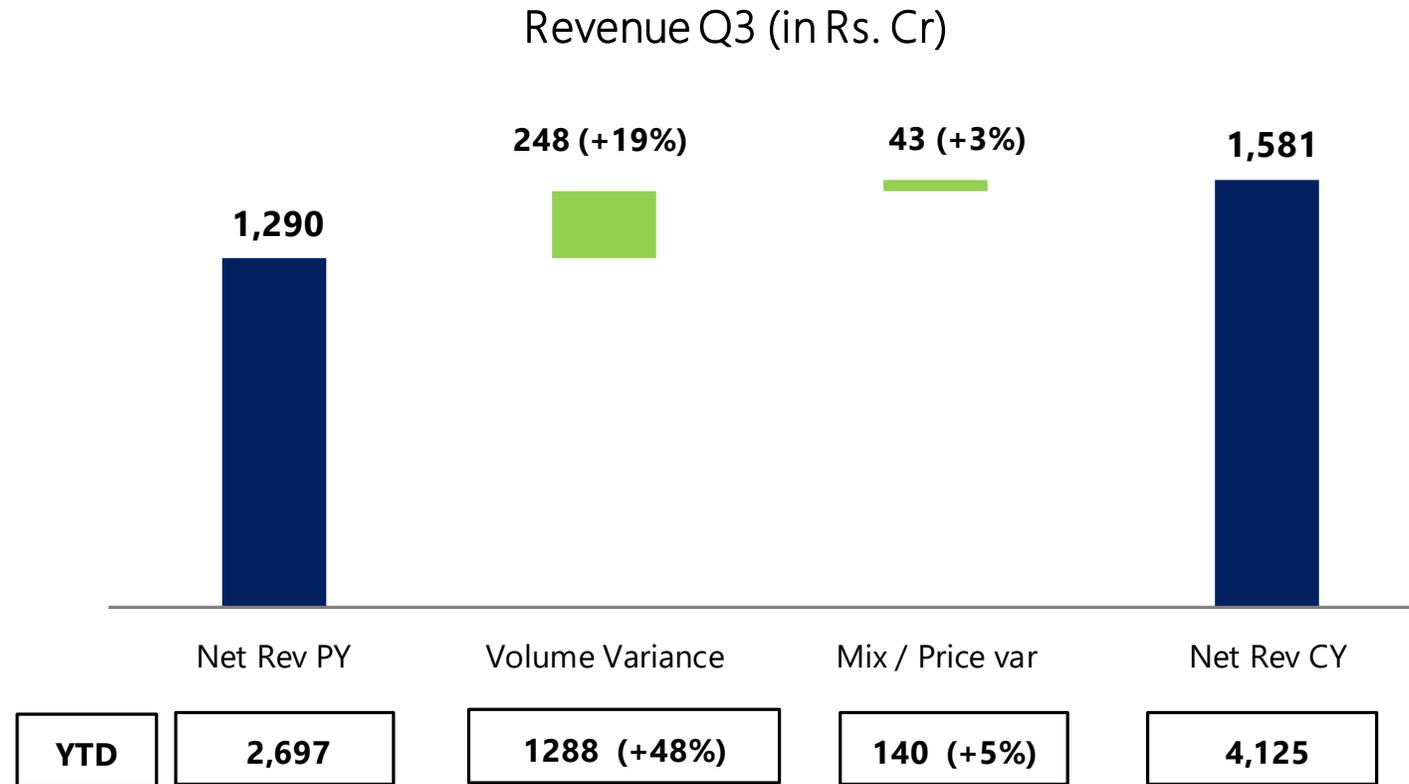
- Driven by higher volume in Orissa, West Bengal, Meghalaya, Assam

South (+19%, +37%)

- Driven by higher volume in Telangana, Andhra Pradesh, Kerala
- Karnataka and Tamil Nadu market volumes flattish, impacted by, amongst others, poor weather



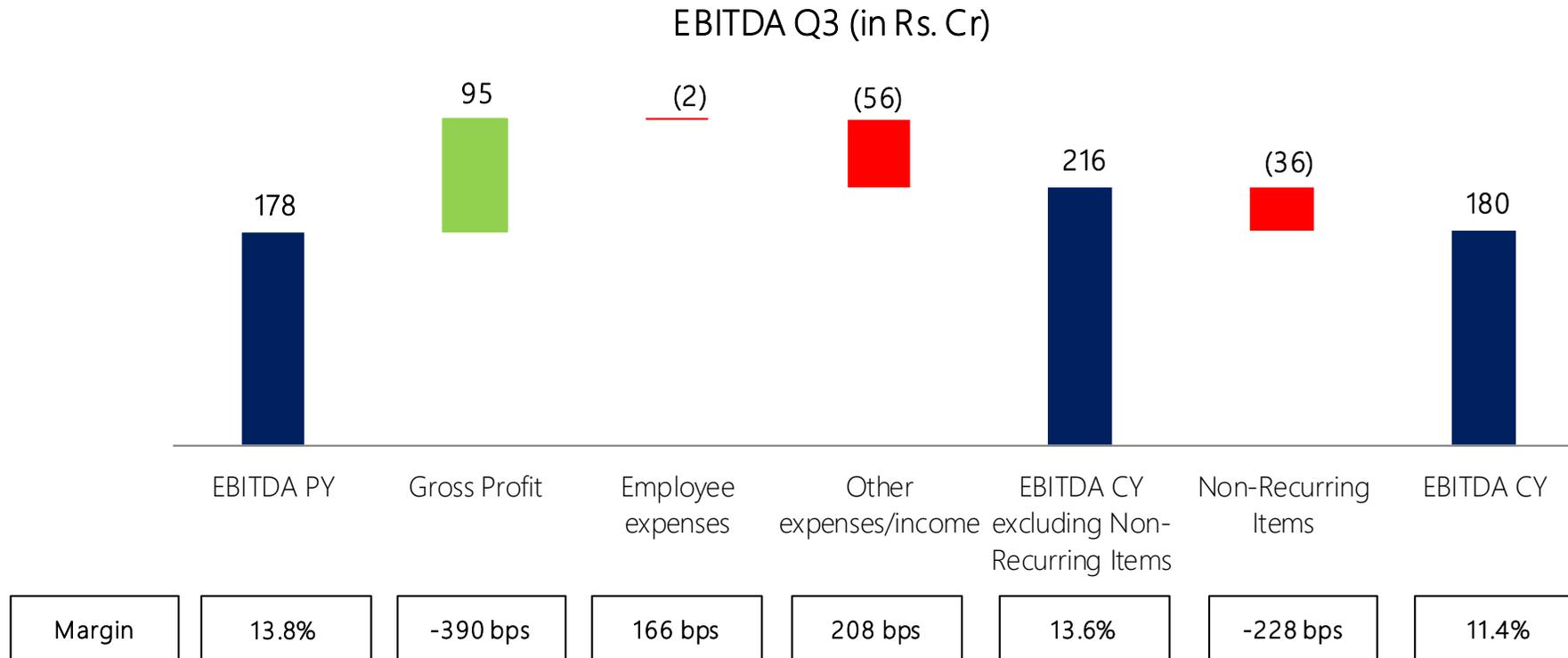
Net Sales growth driven by higher volume



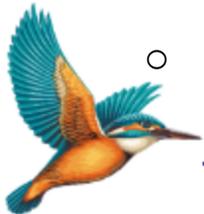
- Higher volume in most markets driven by continued market recovery.
- Favourable price/mix variance partially offset by unfavourable state mix.



Volume growth and cost management led to improvement in EBITDA



- o Gross profit growth due to volume growth, margin impacted by higher packaging costs due to market commodity price increases.
- o Quarter impacted by higher marketing investments to drive demand recovery.
- o Margin at 13.6% excluding the current quarter non-recurring items of restructuring costs (Rs 21 Cr) and provision for doubtful debtors (Rs 15 Cr).



Continued investment on rejuvenating and expanding our portfolio

Kingfisher - new visual identity launched to continue iconicity drive

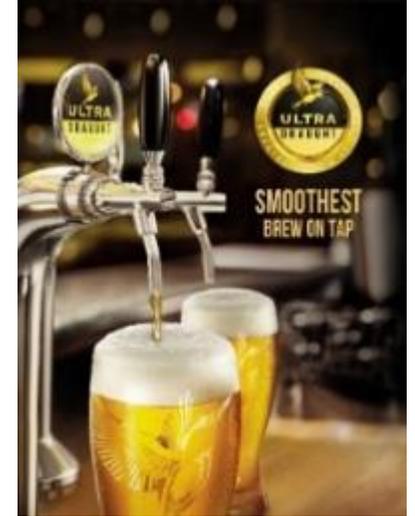
- New range of packs introduced in Goa in December with high visibility and impactful in-store activation.
- Very positive consumer feedback. Roll out on a national level in current months.



Continued investment on rejuvenating and expanding our portfolio

Ultra portfolio continues to expand its offering

- Ultra draft launched in Maharashtra (Mumbai, Pune, Thane) in December; launch supported with bar staff training.
- Digitally activated the launch of Ultra draught.
- Ultra Witbier now available across 9 key markets in the country.



Amstel continues its growth trajectory

- Present in 12 markets as of December 21; new markets of Uttar Pradesh & Mumbai added.



Overall premium portfolio grew ahead of total portfolio



Outlook and summary

- With the new Covid wave prevalent in India, UBL continues to focus on health & safety for its employees and stakeholders, while ensuring continued focus on cost actions and working capital management.
- Although the Covid trajectory is unknown, the Company is confident in successfully navigating the current uncertainty with its leadership position, strong brand portfolio and healthy financial position.
- The Company is 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.





1980



1990



2000



2005



2015



2022

Times Change,
The Good Times Don't!

