



UNITED BREWERIES LIMITED

April 26, 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.

In accordance with the said Regulation, as Quarter4 FY22 Financial Results Earning call is scheduled tomorrow Wednesday, April 27, 2022 @ 02:00 pm IST, by way of conference call with Investor and analysts, hosted by Investec India.

Investor presentation is attached. Audited Financial Results for the quarter and year to date period ended March 31, 2022 are already uploaded on the website of BSE Limited 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**  
Senior Vice President - Legal &  
Company Secretary

Encl: As above



Investec India invites you to  
**United Breweries Ltd**  
Q4 FY22 Earnings call



<b>Post Earnings Business Update</b> <b>Wednesday, April 27, 2022</b> <b>02:00 pm IST</b>	<a href="#">Diamond Pass Registration</a>
<b>Management Team</b>	
Mr. Berend Odink – Chief Financial Officer	
Mr. PA Poonacha - Finance and Investor Relations	
<b>Dial-In Numbers</b>	
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UNITED BREWERIES LIMITED

**Investor Presentation**  
**Quarter and Year ended March 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

- Volume growth of 7% in the quarter vs prior year driven by continued recovery of demand, prevalent across nearly all markets. 14% sequential volume growth.
  - Quarter started in January with muted demand due to Omicron variant, ending with a record month of March.
- UBL achieved share growth both in the quarter as well as in the year to date performance, further solidifying its market leadership.
- In the quarter, EBIT reached Rs. 220 Cr, 5% ahead of previous year. Top line growth and cost measures were partly offset by higher commodity costs.
- Full year results show strong performance with Net Sales up 38% and EBIT up 157%.
- Robust Free Operating Cash Flows at Rs. 721 Cr due to continued improvement in working capital and curtailed investment levels.
- On the back of strong liquidity position, proposed dividend significantly up to Rs. 10.50 per share, representing circa 75% pay out of profit after tax.



# Q4' 22 Results

Q4 Results (standalone)			
<i>Data in Rs. Cr.</i>			
	Mar-22	Mar-21	Change (%)
<b>Net Sales</b>	<b>1,707</b>	<b>1,543</b>	<b>11%</b>
COGS	(876)	(741)	18%
<b>Gross Profit</b>	<b>831</b>	<b>802</b>	<b>4%</b>
Employee expenses	(125)	(133)	-6%
Other expenses	(446)	(408)	9%
Other income	13	12	12%
<b>EBITDA</b>	<b>273</b>	<b>273</b>	<b>0%</b>
Depreciation	(53)	(62)	-15%
<b>EBIT</b>	<b>220</b>	<b>211</b>	<b>5%</b>
Finance costs	(3)	(4)	-41%
<b>Profit before exceptional item and tax</b>	<b>218</b>	<b>206</b>	<b>5%</b>
Exceptional item	-	(62)	-100%
<b>Profit before tax</b>	<b>218</b>	<b>144</b>	<b>51%</b>
Tax	(55)	(47)	15%
<b>Profit after tax</b>	<b>163</b>	<b>97</b>	<b>68%</b>
As % of Net Sales			
	Mar-22	Mar-21	Change (bps)
Gross Profit	48.7%	52.0%	(330)
EBITDA	16.0%	17.7%	(167)
EBIT	12.9%	13.6%	(75)
Profit before exceptional item and tax	12.8%	13.4%	(62)
Profit before tax	12.8%	9.3%	341
Profit after tax	9.5%	6.3%	328



# YTD' 22 Results

YTD Results (standalone)			
<i>Data in Rs. Cr.</i>			
	Mar-22	Mar-21	Change (%)
<b>Net Sales</b>	<b>5,832</b>	<b>4,241</b>	<b>38%</b>
COGS	(2,933)	(2,036)	44%
<b>Gross Profit</b>	<b>2,899</b>	<b>2,204</b>	<b>32%</b>
Employee expenses	(519)	(482)	8%
Other expenses	(1,685)	(1,343)	26%
Other income	30	50	-41%
<b>EBITDA</b>	<b>725</b>	<b>430</b>	<b>69%</b>
Depreciation	(217)	(232)	-6%
<b>EBIT</b>	<b>508</b>	<b>198</b>	<b>157%</b>
Finance costs	(15)	(23)	-35%
<b>Profit before exceptional item and tax</b>	<b>493</b>	<b>175</b>	<b>181%</b>
Exceptional item	-	(7)	-100%
<b>Profit before tax</b>	<b>493</b>	<b>168</b>	<b>193%</b>
Tax	(128)	(55)	132%
<b>Profit after tax</b>	<b>365</b>	<b>113</b>	<b>223%</b>
As % of Net Sales			
	Mar-22	Mar-21	Change (bps)
Gross Profit	49.7%	52.0%	(227)
EBITDA	12.4%	10.1%	229
EBIT	8.7%	4.7%	404
Profit before exceptional item and tax	8.5%	4.1%	432
Profit before tax	8.5%	4.0%	449
Profit after tax	6.3%	2.7%	360



# Regional volume performance vs prior year

## Volume Growth

Q4, YTD Mar (+7%, +33%)

January impact from Omicron predominantly seen in most urban areas, strong March performance seen virtually across all states.

### North (+26%, +49%)

- Driven by higher volume in Rajasthan, Uttar Pradesh, Haryana.
- Delhi market posted decline due to implementation of new policy.

### West (-11%, +13%)

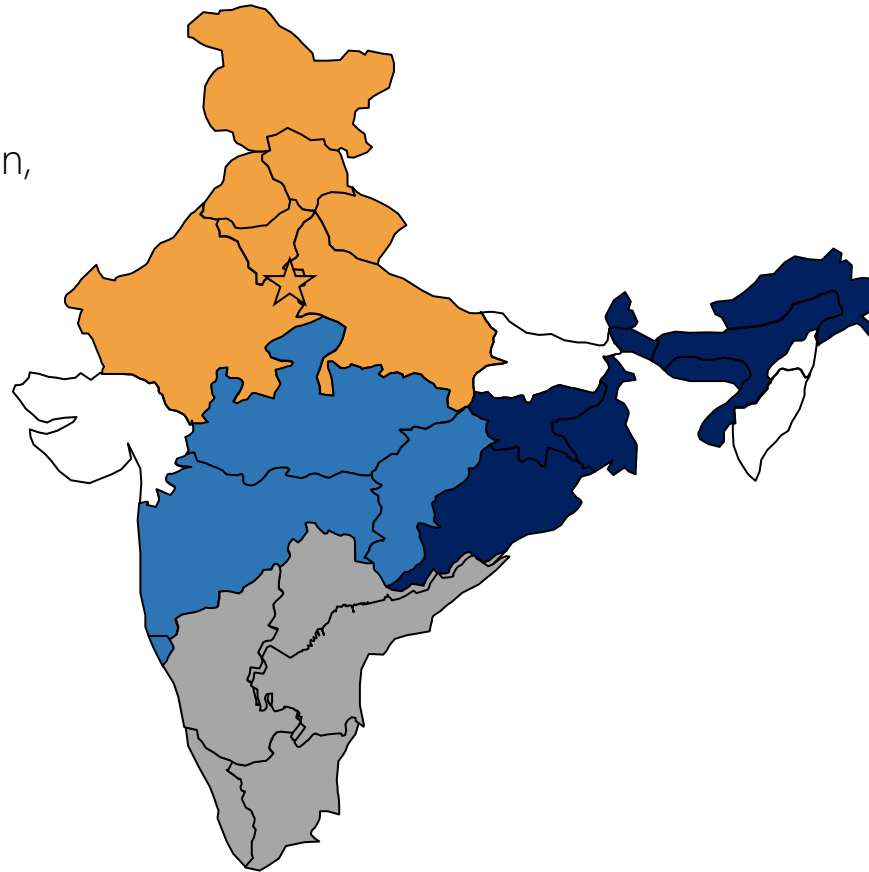
- Driven by lower volume in Maharashtra state.

### East (+2%, +55%)

- Driven by higher volume in Arunachal Pradesh, Orissa, Assam, Meghalaya partially offset by fall in volume in WB State.

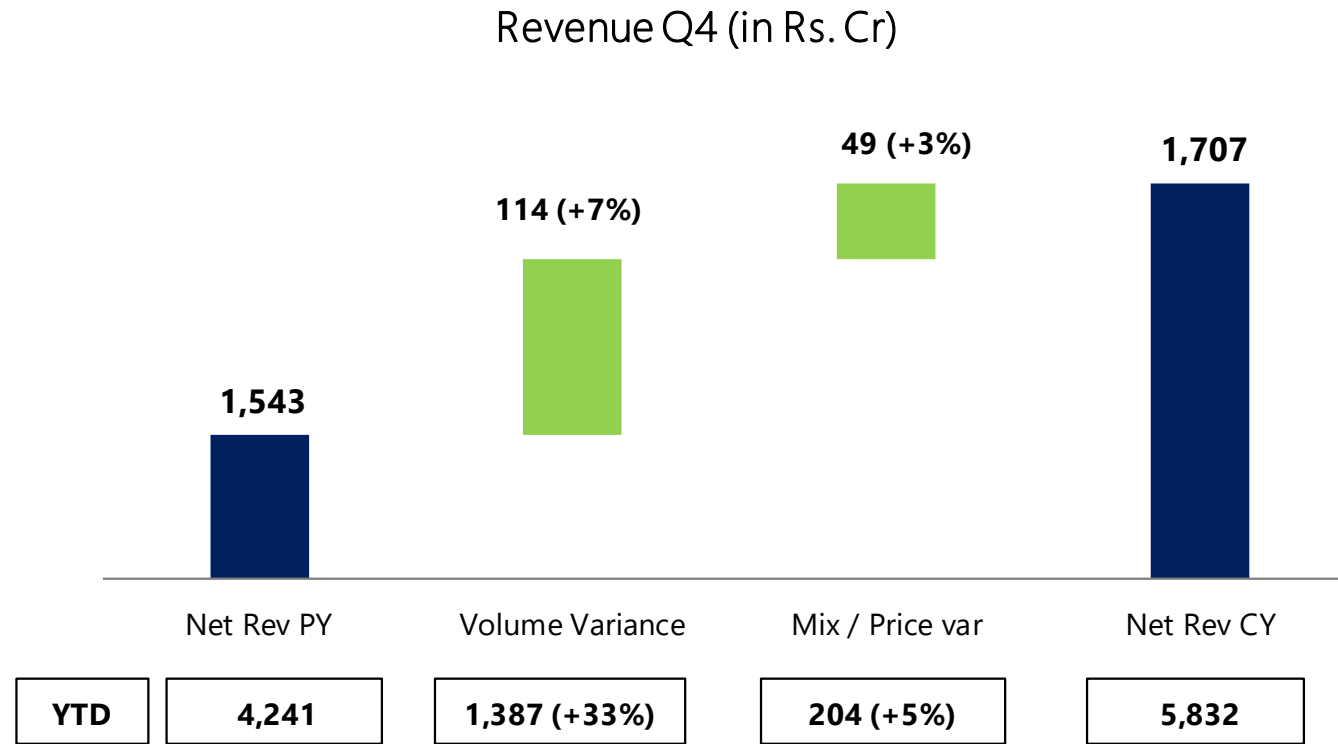
### South (+8%, +26%)

- Driven by higher volume in Telangana partially offset by lower volume in Karnataka & Kerala.





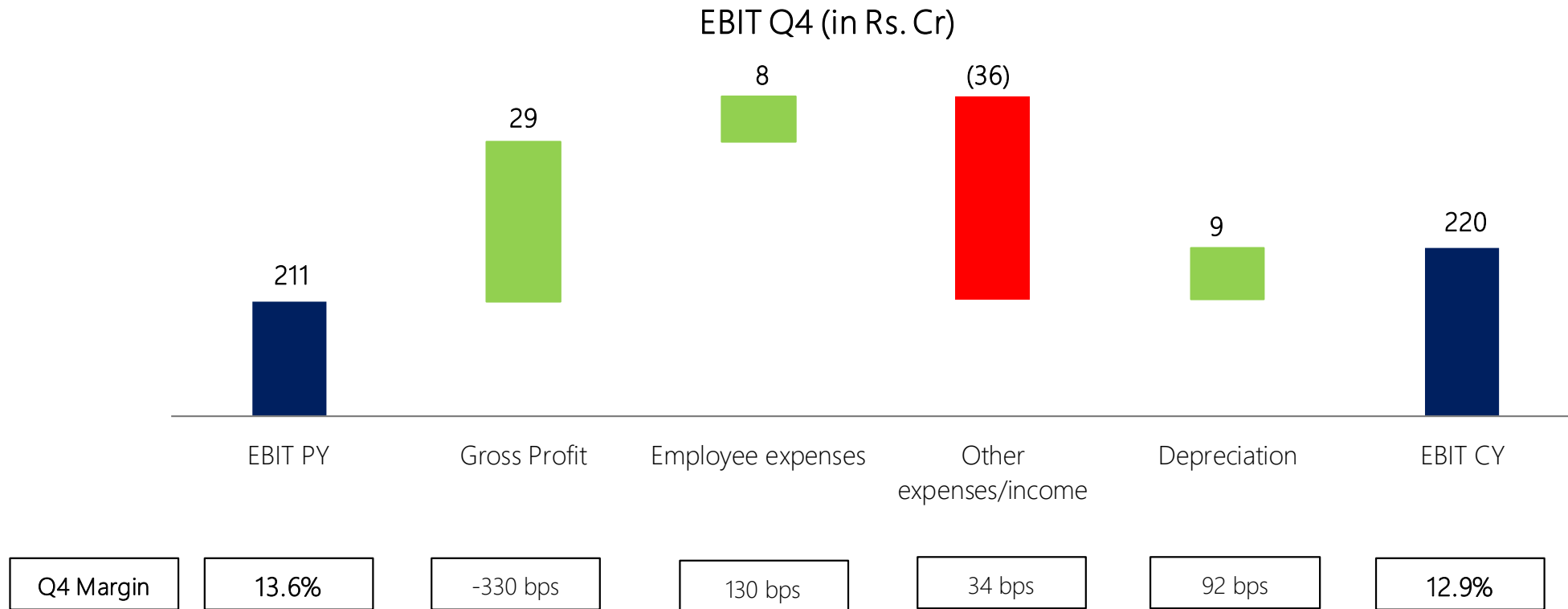
# Net Sales growth driven by higher volume



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



# Higher volumes partially offset by increased commodity prices



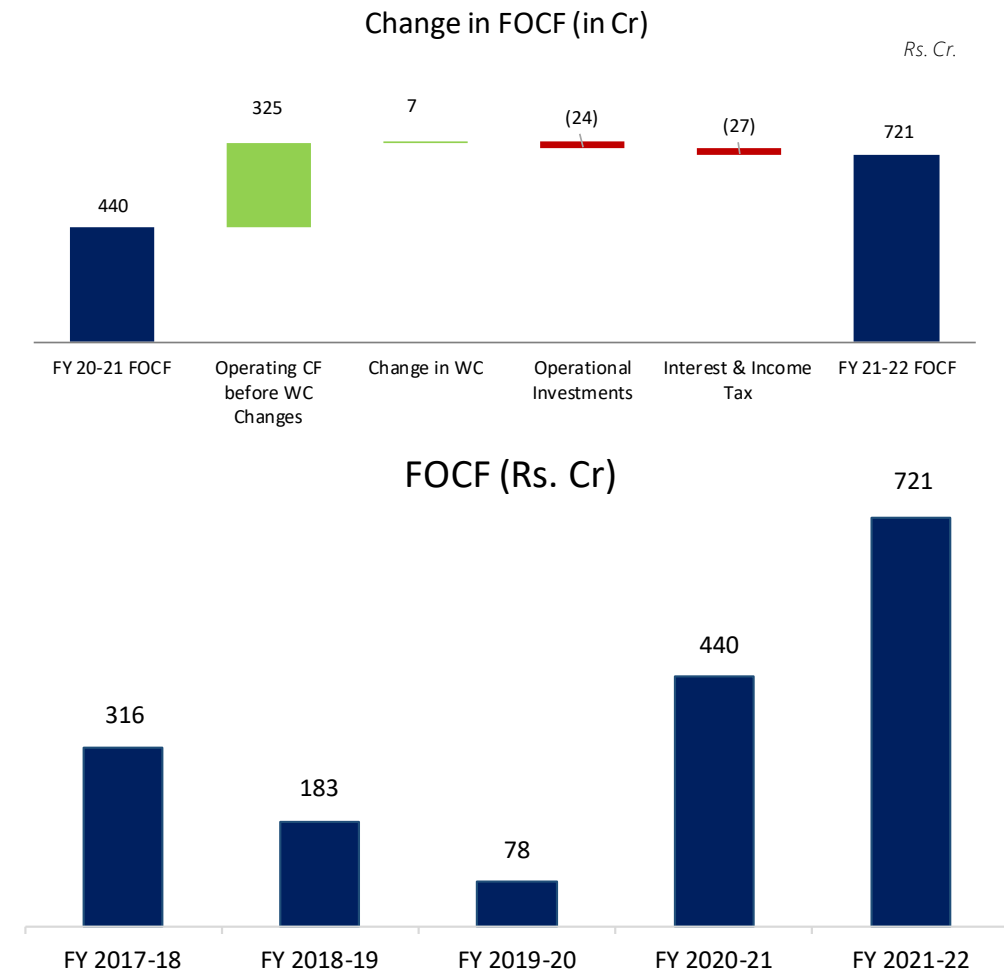
- Gross profit growth due to volume growth, gross margin impacted by higher commodity prices.
- Fixed expenses well contained, resulting in margin expansion that partly offset the commodity price impact.



# Strong Cash Flow results

Improvement in cash flow owing to higher EBITDA and continued Working Capital reduction. Capex curtailed to minimum requirements. Last term debt has been pre-paid.

Cashflow in Rs. Cr.	YTD Mar		Δ (+/-)
	2020-21	2021-22	
<b>Operating CF before change in WC</b>	<b>403</b>	<b>729</b>	<b>325</b>
Change in Working Capital	292	298	7
<b>Cash Flow from Operations</b>	<b>695</b>	<b>1,027</b>	<b>332</b>
Operational Investments	(149)	(173)	(24)
<b>Managerial Cash Flow</b>	<b>546</b>	<b>854</b>	<b>308</b>
Interest	(24)	(3)	20
Income Tax	(82)	(130)	(48)
<b>Free Operating Cash Flow</b>	<b>440</b>	<b>721</b>	<b>281</b>
Movement in Borrowing	6	(255)	(261)
Dividend Paid	(66)	(13)	53
<b>Net Cash Generated</b>	<b>380</b>	<b>453</b>	<b>73</b>



# Outlook and summary

- Although the Covid trajectory remains unknown, the Company is confident in successfully navigating any potential impacts with an agile response.
- With the demand picture normalizing, the Company is gearing up for the season that has shown a promising start in March.
- The commodity cost picture remains challenging and volatile. The Company is in the process of securing price increases in combination with continued cost measures to mitigate this impact.
- 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!**

