



UNRIVALLED MARKET LEADER WITH A TRULY NATIONAL PRESENCE

- No.1 position across all regions
- Market share of >52%, over 2x larger than the nearest competitor

Extensive production footprint

21 Own breweries and 12 contracted units providing Pan-India coverage and ideally placing UBL for future growth

Owner of flagship national brand Kingfisher

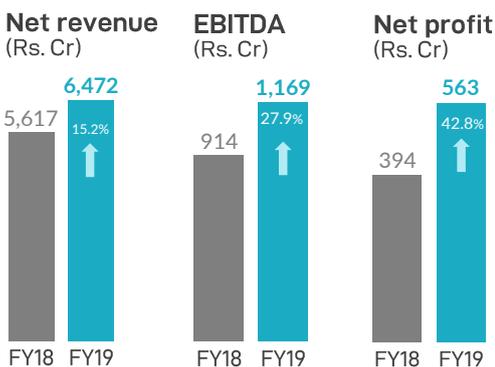
110 Mio+ cases of KF Strong sold in FY18-19. Unrivalled brand platform

Comprehensive brand portfolio

Well placed to capture growth with international brands; Heineken, Amstel & Import portfolio complementing Kingfisher franchise

Compelling long term beer market fundamentals in India

A strong performance in FY19

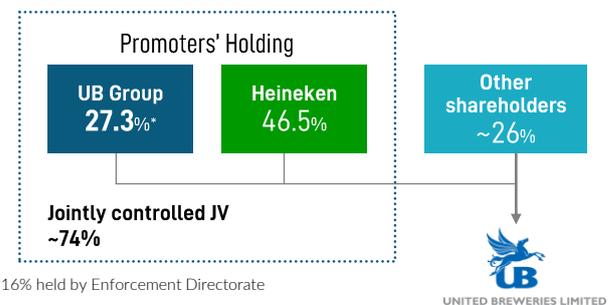


As on 31.12.2019	INR (Cr)	USD
Share price (Rs.)	₹1,270	\$17.8
No. of shares	264m	264m
Market capitalisation	₹33,528	\$4,699m
Net debt (y/e F19)	₹168m	\$39m
Enterprise value	₹33,696m	\$4,738m

Outlook for Medium Term

- Ambition to grow ahead of the overall market, with the market expected to grow ~6-8%
- UBL continue to invest in expanding capacity to meet increased demand

Shareholder structure and market information



CSR a priority for the business

<p>Safe Drinking Water and Water Conservation Programme</p>	<p>These initiatives have impacted over 200,000 people in the states of Karnataka, Telangana, Maharashtra, Rajasthan, Odisha, Haryana, Punjab and Kerala.</p>
<p>Primary Education</p>	<p>Supported over 11,000 children in 13 states</p>
<p>Responsible consumption</p>	<p>Truckers training programme piloted in twenty locations: covering 3,144 truck drivers</p>



Owner of flagship national brand Kingfisher and variants

- Kingfisher brand leverages following platforms
 - Sports – IPL, ISL and Derby
 - Music – Sunburn
 - Food – New TVCs and digital films
- Kingfisher Strong India's largest selling beer (110 Mio cases)
- Ultra & Ultra Max in Super Premium and Storm in Accessible Premium segments complete the brand portfolio



Comprehensive brand portfolio across all segments

Super Premium	
Premium Plus	
Premium	
Value for money	
	Import portfolio

Well placed to capture future growth with international brands

UBL SPS brand portfolio growing **1.7x market growth*** fuelled by innovation

<p>Leading global premium brand Heineken®</p> <ul style="list-style-type: none"> 2 production locations Growing significantly ahead of the market 	<p>Introduction of international premium brand portfolio</p> <ul style="list-style-type: none"> Launched in Q1FY18 Includes Sol, Desperados, Edelweiss and Affligem 	<p>Amstel launch a recent innovation</p> <ul style="list-style-type: none"> Iconic international brand Launched in Karnataka in May '18 Present in 4 markets Special brew for Indian market
--	--	--

* 3 year CAGR

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.

