



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 10 contracted units providing Pan-India coverage and ideally placing UBL for future growth

Owner of flagship national brand Kingfisher

>105Mio+ cases of KF Strong sold in FY19-20. Unrivalled brand platform

Comprehensive brand portfolio

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

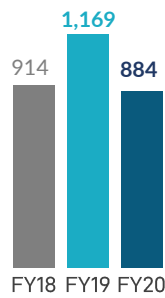
Compelling long term beer market fundamentals in India

Strong performance in FY19 with FY 20 impacted By COVID-19

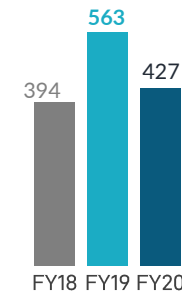
Net revenue (Rs. Cr)



EBITDA (Rs. Cr)



Net profit (Rs. Cr)



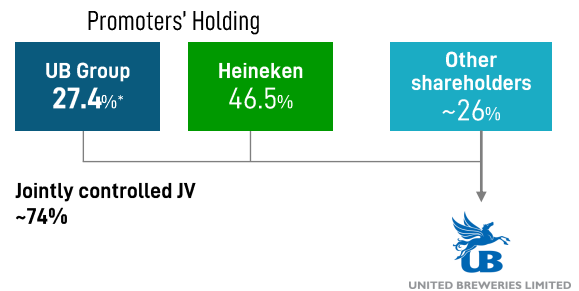
As on 30.06.2020

	INR (Cr)	USD
Share price (Rs.)	₹1,038	\$13.7
No. of shares	264m	264m
Market capitalisation	₹27,403	\$3,627m
Net debt (y/e F20)	₹217	\$29m
Enterprise value	₹27,620	\$3,656m

Outlook for Medium Term

- Ambition to grow ahead of the overall market (excluding COVID-19 impact short term), with the market expected to grow ~6-8%
- Attractive growth prospects for beer industry with currently low penetration at only 2 litres per capita

Shareholder structure and market information



*16% held by Enforcement Directorate

CSR a priority for the business



Safe Drinking Water and Water Conservation Programme

These initiatives have **impacted** over **200,000 people** in the states of Karnataka, Telangana, Maharashtra, Rajasthan, Odisha, Haryana, Punjab and Kerala.



Primary Education

Supported over 11,000 children in 13 states



Responsible consumption

Truckers training programme piloted in twenty locations: covering 3,144 truck drivers



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 (>105 Mio cases)
- Ultra & Ultra Max in Super Premium and Storm in Accessible Premium segments complete the brand portfolio



Comprehensive brand portfolio across all segments



Well placed to capture future growth with international brands

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

Leading global premium brand Heineken®

- 2 production locations
- Growing significantly ahead of the market

* 3 year CAGR

Introduction of international premium brand portfolio

- Launched in Q1FY18
- Includes Sol, Desperados, Edelweiss, Dos Equis and Affligem

Amstel launch a recent innovation

- Iconic international brand
- Launched in Karnataka in May '18
- Present in 7 markets as of March 2019
- Special brew for Indian market

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.



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