



**PRESS RELEASE**  
**Nestlé India – Q3, 2014**

- **NET SALES** : Rs. 2557.8 Crores
- **NET PROFIT** : Rs. 311.3 Crores
- **Earnings Per Share** : Rs. 32.29

**NESTLÉ HOUSE, Gurgaon 28<sup>th</sup> October, 2014:** The Board of Directors of Nestlé India met today at Nestlé House and announced results for the Third Quarter 2014.

Commenting on the results for the Third Quarter of 2014, **Mr. Etienne Benet, Managing Director** said “The Top and bottom line results for the quarter are in line with our expectations. Despite severe input cost pressure, focus on various efficiency and cost containment programs have enabled us to deliver healthy margins. We continue to rationalize the product portfolio to eliminate low margin SKUs which are not in line with our vision of Nutrition, Health and Wellness or growth strategy. Though the sales dynamics is better, we remain cautious as we are yet to feel the buoyancy from the external environment.

We are particularly satisfied that our strategy of Nutrition, Health and Wellness for existing range and innovations, value-up portfolio management and redirection of marketing investments is starting to build further momentum. The products like MAGGI Oats Noodles and MAGGI Vegetable Atta Noodles, our fortified seasoning MAGGI Masala-ae-Magic, as well as our strong brands KIT KAT, NESCAFÉ, MILKMAID and EVERYDAY have performed well in this quarter.”

**NET SALES**

Net Sales for the quarter are Rs.2557.8 Crores and have increased by 8.9 % over the same period of the previous year. “Net Domestic Sales” grew by 9.9 % mainly from better realisations while “Export Sales” declined by 3.9 % due to lower coffee exports.

**NET PROFIT**

Net Profit for the quarter is Rs. 311.3 Crores. While cost of materials consumed has increased mainly due to significantly higher cost of milk and its derivatives in India which was even higher than those in international markets, “Finance Costs” have reduced mainly due to repayment of External Commercial Borrowing (ECB). The operating margins have been stable

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## DIVIDEND

The Board of Directors had declared a second interim dividend for 2014 aggregating to Rs.30.0 per equity share (face value Rs.10/- per equity share). This includes an additional interim dividend of Rs.10.0 per equity share as the company has completed the major capital expenditure programme that was announced in 2010 and has fully repaid the borrowings made for this capital expenditure. The second interim dividend was paid on 26<sup>th</sup> September 2014 and was in addition to an interim dividend of Rs.12.50 each per equity share already paid on 29<sup>th</sup> May 2014.

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