



PRESS RELEASE

NESTLÉ S.A. BOARD VISITS INDIA Sees India as a leading market for growth

Nestlé House, Gurgaon, September 27, 2008 : The Board of Directors of Nestlé S.A. along with the Executive Board of Nestlé S.A. convened in New Delhi for the first ever board meeting in India. The Board members took the opportunity to familiarise themselves with the Indian market and Nestlé India operations. During a visit to the factory in Moga and the milk district, where Nestlé India has pioneered dairy farming into a flourishing activity, they met milk farmers and appreciated the work Nestlé India is doing to promote best practices in dairy, water conservation and community development.

Mr. Peter Brabeck, Chairman of Nestlé S.A. along with Mr. Paul Bulcke, CEO of Nestlé S.A., met the media late evening on Friday 26th September, 2008. Also present were Mr. Frits van Dijk, Executive Vice President Asia, Oceania, Africa and Middle East of Nestlé S.A. and Mr. Martial Rolland, Chairman and Managing Director, Nestlé India.

The Group continues its ongoing strategic transformation into the leading nutrition, health and wellness company. It continuously leverages science to innovate and renovate and develop products that add value to the consumers. Nestlé India is following the same strategy. In the next decade larger number of consumers in developing countries are expected to be able to consume Nestlé products for the first time. It is estimated that almost one billion new consumers would be added and developing countries that currently account for a third of Nestlé S.A business would grow to about 45%.

Nestlé S.A. management expressed satisfaction at the impressive growth of Nestlé India in recent years and the high quality of talent available at all levels. It would support India growth plans and higher investments, that are strategically and economically sound. Nestlé India is estimated to invest upto Rs.300 Crores in the current year which could go upto Rs.600 Crores in the next year, subject to financial evaluation. Expansion of Out Of Home business was outlined as a growth area, particularly in the area of providing beverage solutions.

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Nestlé S.A. considers efficient usage of water as a priority for long term sustainability. Nestlé India is also actively implementing initiatives to train farmers and village school children on water conservation while increasing efficiency of water usage in its operations. During the last ten years Nestlé India has reduced water consumption per ton of product manufactured by 63%.

Nestlé India recorded total net sales of Rs.3,504 crores in 2007 and for the first half year ended 30th June, 2008 total net sales were Rs.2,126 crores, showing a growth of 25% over the same period last year.



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