

Nestlé House, Gurgaon, 15<sup>th</sup> February 2017

## Building business with innovation and renovation

### Nestlé India – Full Year, 2016

- Net Sales of ₹ 9,159 Crores
- Operating Profit at 17.2% of Net Sales
- Net Profit of ₹ 927 Crores
- Enables contribution to exchequer of ₹ 2,394 Crores
- Operating cash flow at ₹ 1,466 Crores
- Earnings Per Share of ₹ 96.10
- Final Dividend Recommended ₹ 23.00 per equity share
- Total Dividend including recommended ₹ 63.00 per equity share

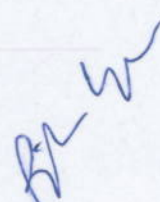
The Board of Directors of Nestlé India met today at Nestlé House and approved the results for Full Year 2016.

Commenting on the results, Mr. Suresh Narayanan, Chairman and Managing Director of Nestlé India said **“The year saw Nestlé India’s single minded commitment to build back MAGGI Noodles. We are proud of the fact that our team, our partners, our stakeholders came together with determination, dignity and purpose to this cause. It is a tribute to the millions of consumers who gave MAGGI Noodles their love, trust and confidence and to the diligence of the Nestlé family that we are now back to market leadership in the noodles category with close to 60% market share. Innovation and renovation has been the key platform for Nestlé India and the year saw us launch a historic and unprecedented, over 30 new products and variants, across all categories. It is heartening to see focus, competence and teamwork triumph once again with positive consumer responses to many of our launches. The quest to be consumer relevant with an increased accent on nutrition, health and wellness will remain key pillars of the growth story of Nestlé India. Many areas of the Company operation have contributed to our performance and amongst them are our digital capabilities, our distribution and supply chain efficiencies, continued focus on food quality and safety, fast, focused and flexible, behaviors of our young and mature employees and the commitment and resilience of our distributors, suppliers and other stakeholders. Our engagement and abiding commitment to ‘Nestlé in Society’ programs remain, which augments our sense of purpose of enhancing quality of lives and contributing to healthier future.”**

### Highlights for the full year 2016:

Results for the quarter and full year ended 31<sup>st</sup> December, 2016 are not entirely comparable with the results of the corresponding period/s due to MAGGI Noodles issue in 2015 and rebuild of the MAGGI Noodles business in 2016.

- **Net Sales** for the year increased by 12.8% on a base impacted by MAGGI Noodles issue. Net Domestic Sales increased by 13.5% and Export Sales increased by 3.5%.



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- **Net Profit** at ₹ 927 Crores for the year has increased from Net Profit of ₹ 563 Crores in 2015.

**Highlights for the quarter ended 31<sup>st</sup> December, 2016:**

Net Sales for the quarter increased by 16.2% on a base impacted by MAGGI Noodles issue. Net Domestic Sales increased by 16.9% and Export Sales increased by 7.9%. Net Domestic Sales for the quarter has been impacted by the withdrawal of high denomination currency notes in circulation.

**Dividend:**

The Board of Directors have recommended a final dividend of ₹ 23.00 per equity share (Face value ₹ 10.00 per equity share) for 2016, subject to the approval of shareholders at the ensuing Annual General Meeting. This is in addition to the three interim dividends of ₹ 12.00 per equity share paid on 31st May, 2016, ₹ 12.00 per equity share paid on 19<sup>th</sup> August, 2016 and ₹ 16.00 per equity share paid on 22<sup>nd</sup> December, 2016. The total dividend per equity share in 2016 aggregates to ₹ 63.00 per equity share.

For more information:

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