

Nestlé House, Gurugram, 8<sup>th</sup> November 2019

## Key Brands Continue to Deliver Strong Performances - Nestlé India Sustains Volume & Mix Led Growth

### Nestlé India – Q3 2019

- Total Sales at INR 3,199 Crores
- Total Sales Growth of 9.5%. Domestic Sales Growth of 10.5%.
- Profit from Operations at 21.2% of Sales
- Reported Net Profit at INR 595 Crores (includes one-off credit of INR 72.5 crores)
- Reported Earnings Per Share at INR 61.76 (includes one-off credit of INR 7.5)

The Board of Directors of Nestlé India met today at Nestlé House and approved the results for the third quarter of 2019. Commenting on the results, **Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India said**, “Led by the unrelenting efforts of our employees and business partners we have sustained the momentum of volume and mix led growth. MAGGI, KITKAT, Nestlé MUNCH, NESCAFÉ RTD, NANGROW and CEREGROW delivered strong performances. The quarter witnessed higher commodity prices particularly in milk and its derivatives, which are likely to continue in the near term future.

In line with our unwavering commitment to provide tastier and healthier products to our valued consumers, we were happy to bring the world’s no. 1 cocoa-malt beverage – MILO to India. MILO has a rich legacy, having nourished youngsters around the world for more than 85 years by providing nutritious energy and inspiration to grow with sports.

With the strong focus and determination that we have towards managing post-consumer plastic waste, Nestlé India is proud to share that the quantity of plastic waste collected and disposed off by us will make some of our brands like MAGGI Noodles and KITKAT plastic neutral by end of 2019.”

### Highlights for the quarter ended 30 September 2019:

1. Total Sales increased by 9.5%. Domestic Sales increased by 10.5% largely driven by volume & mix. Export Sales dropped by 7.1% due to lower coffee exports to Turkey.
2. “Tax Expense” (including revaluation of deferred tax assets & liabilities) has been computed at the lower tax rates introduced by the Taxation Laws (Amendment) Ordinance, 2019 dated 20 September 2019. The impact of this change, including that for the previous quarter, has been recognised in the current quarter. Accordingly, the tax expense for the current quarter is lower due to the credit of INR 72.5 crores pertaining to the previous quarter. This has also impacted the current quarter’s “Net Profit” by the same amount and the “Earnings Per Share” by INR 7.5.

#### For more information:

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