

Nestlé House, Gurugram, 13th February 2020

Nestlé India Continues to Deliver Broad Based Growth

Nestlé India – Full Year, 2019

- Total Sales of INR 12,295 Crore
- Domestic Sales Growth at 10.9%.
- Profit from Operations at 21.0% of Sales
- Net Profit of INR 1,969 Crore
- Enables contribution to exchequer of INR 3,580 Crore
- Net Cash generated from Operating Activities at INR 2,234 Crore
- Earnings Per Share of INR 204.28
- Final Dividend recommended INR 61.00 per equity share
- Total Dividend including final dividend INR 342.00 per equity share (includes special interim dividend of INR 180.00 per equity share out of the accumulated profits of previous years)

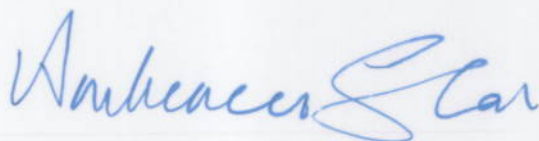
The Board of Directors of Nestlé India met today at Nestlé House and approved the results for the full year 2019. Commenting on the results, **Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India** said, "I am pleased to share that we have delivered broad based volume and mix led growth. This is a trend we have demonstrated consistently in recent years. MAGGI Noodles, KITKAT, Nestlé MUNCH, CEREGRW, MAGGI Masala -ae- Magic, NESCAFÉ RTD and NANGROW delivered strong performances during the year.

We continued to bring consumer relevant innovations and new launches like KITKAT DESSERT DELIGHT Rich Chocolate Fudge, MAGGI Fusian Range and MILO Cocoa-Malt Beverage Mix which have witnessed encouraging response. The trend of higher commodity prices witnessed in recent quarters is likely to continue in the near future.

As we enter the new decade, my team and I stay fully committed towards plastic waste management. Our determination and initiatives to make a difference has already shown significant results and many of our key brands like MAGGI Noodles, NESCAFÉ and KITKAT have become plastic neutral in the year 2019. This reinforces our belief in sustaining our business progress while addressing environmental challenges."

Highlights for the quarter and year ended 31 December 2019:

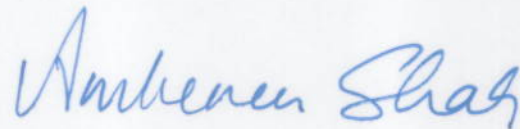
1. Total Sales and Domestic Sales for the year increased by 9.6% and 10.9% respectively. Domestic Sales growth is broad based largely driven by volume & mix. Export Sales decreased by 9.9% due to lower exports of coffee to Turkey.
2. Total Sales for the quarter increased by 8.8%. Domestic Sales increased by 10.0% through a combination of volume & mix. Export Sales dropped by 9.7% due to lower exports of coffee to Turkey.



3. Tax Expense (including revaluation of deferred tax assets & liabilities) from 1 April 2019 to 31 December 2019 has been computed at the rates introduced by the Taxation Laws (Amendment) Ordinance, 2019 dated 20 September 2019. Accordingly, 'Net Profit after Tax' and 'Earnings per share' for both the quarter and year have been positively influenced by the lower tax rates.

Dividend:

The Board of Directors have recommended a final dividend of INR 61.00 per equity share amounting to INR 5,881.4 million for the year 2019. The total dividend for 2019 aggregates to INR 342 per equity share which includes first interim dividend of INR 23.00 per equity share paid on 15 May, 2019; second interim dividend of INR 23.00 per equity share for 2019 out of current year profits and a special interim dividend of INR 180/- per equity share out of accumulated profits of previous years both paid together on 23 August, 2019; and the third interim dividend INR 55.00 per equity share paid on 20 December, 2019. The final dividend is subject to approval by the shareholders at the ensuing Annual General Meeting of the Company and therefore has not been recognised as a liability in the balance sheet on 31 December 2019, in line with Ind AS 10 'Events after the Reporting Period'.



For more information:

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