



Good food, Good life

Press Release

Nestlé House, 16th February 2021

Nestlé India Shows Resilience Despite COVID-19 Pandemic, Delivers Robust Performance

Nestlé India - Full Year, 2020:

- Total Sales of INR 13,290 Crore
- Domestic Sales Growth at 8.5%
- Profit from Operations at 21.7% of Sales
- Net Profit of INR 2,082 Crore
- CSR Spend INR 46.42 Crore
- Enables contribution to exchequer of INR 3,531 Crore
- Net Cash generated from Operating Activities at INR 2,454 Crore
- Earnings Per Share of INR 215.98
- Final Dividend recommended INR 65.00 per equity share
- Total Dividend including final dividend INR 200.00 per equity share

Key Highlights:

- Strong domestic sales growth, broad based and largely driven by volume and mix.
- Nearly two thirds of our key products, boosted by in home consumption, posted double digit growth.
- Innovation and Renovation pipeline continues to be a thrust area.
- Demand in Out of Home channels continues to improve.
- E-Commerce grew by 111% and now contributes 3.7% of domestic sales.

The Board of Directors of Nestlé India today approved the results for the fourth quarter and full year 2020. Commenting on the results, **Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India said**, “The year gone by has truly demonstrated the unwavering commitment to stay the course on our purpose and values. Our employees, partners, suppliers, stakeholders indeed our entire eco system went beyond the call of duty and made extraordinary efforts in an exceptionally challenging year. I will always remain grateful for their efforts and sacrifices in these unusual times and our results are tribute to their determination.

Under these circumstances, I am pleased to share that we delivered strong domestic sales growth. Nearly two thirds of our key brands like MAGGI Noodles, KITKAT and NESCAFÉ Classic posted double digit growth last year. This was backed by a step up in marketing spends, especially in the last quarter. Our innovation and renovation pipeline continued to be a thrust area across categories like Foods, Breakfast Cereals and Nestlé Health Sciences. E-commerce continued to grow, surge ahead and now contributes 3.7% of domestic sales. We embraced the consumers digital journey with numerous innovative initiatives across brands and launched Ask Nestlé in Hindi.

As a Company, we built resilience in the milk suppliers and small businesses who deal with us by ensuring timely payments and in some cases buying beyond our needs. We had a number of initiatives, for the community, public health and the youth to help combat the COVID-19 pandemic.

After initial challenges due to the pandemic, the demand in Out of Home channels has continued to improve, sequentially over quarters and we remain confident of its recovery. Looking forward, protecting and preserving our planet is woven into the purpose of our organization, and at Nestlé India we have been accelerating our actions towards reducing greenhouse gas emissions across our value chain. Our ambition is to achieve 100% recyclable or reusable packaging by 2025. We are working towards shaping a waste-free future and driving new behaviour.”

Highlights for the quarter and year ended 31 December 2020:

1. Total Sales and Domestic Sales for the year increased by 8.1% and 8.5% respectively. Domestic Sales growth is largely driven by volume & mix and is broad based. Demand in Out of Home channel was impacted throughout the year due to COVID. Export Sales growth at 1.4% impacted by lower coffee exports.
2. Total Sales and Domestic Sales for the quarter increased by 9.2% and 10.1% respectively. Domestic Sales growth is broad based largely driven by volume & mix. Demand in Out of Home channel further improved in the quarter but continues to be impacted by COVID. Export Sales were lower by 7.7% due to lower coffee exports.

Dividend:

The Board of Directors have recommended a final dividend of INR 65.00 per equity share amounting to INR 6,267.0 million for the year 2020. The total dividend for 2020 aggregates to INR 200.00 per equity share which includes one interim dividend of INR 135.00 per equity share paid on 20 November 2020. 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 as at the balance sheet date in line with Ind AS 10 on “Events after the Reporting Period”.

For more information:

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