



Good food, Good life

## Press Release

Nestlé House, 20<sup>th</sup> April 2021

### Nestlé India Continues to Show Resilience, Delivers Double Digit Domestic Growth

#### Nestlé India – Q1, 2021:

- Total Sales of INR 3,600 Crore
- Total Sales Growth at 8.9%. Domestic Sales Growth at 10.2%.
- Profit from Operations at 23.3% of Sales
- Net Profit of INR 602 Crore
- Earnings Per Share of INR 62.46
- Interim Dividend INR 25 per equity share

#### Key Highlights:

- Domestic Sales achieve double digit growth, on a 10.7% strong growth base in Q1 2020.
- Growth broad based and largely driven by volume and mix.
- Key products boosted by in home consumption, posted double digit growth.
- E-Commerce channel grew by 66% and contributed 3.8% of domestic sales.
- Recently, witnessing headwinds in commodity and packaging materials.
- Initiating vaccination camps for those eligible at factory locations.
- Achieved plastic neutrality across all brands in 2020.

The Board of Directors of Nestlé India today approved the results for the first quarter of 2021. Commenting on the results, **Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India said**, “As the pandemic rages on, the quarter gone by has been another test of resilience of my team and our partners. I feel incredibly privileged to lead a team who faced with serious challenges, persevered regardless, to deliver double digit growth over a strong comparable in 2020. It is tribute to the commitment of the team to serve consumers as best as we could during the pandemic. It’s a proud moment to witness consumer trust and love for key brands like MAGGI NOODLES, KITKAT, NESCAFÉ CLASSIC, MAGGI SAUCES, MILKMAID, MAGGI MASALA-AE-MAGIC deliver robust performance and achieve double digit growth.

Noteworthy, has been e-commerce which continued to deliver strong performance and grew by 66% to maintain its robust contribution to our domestic sales.

While the Nestlé India family has learnt to cope with the operating volatility in the pandemic, recent sharp escalations in key raw material prices poses challenges that we will resolutely respond to, while maintaining the integrity of our business model.

In these pandemic times, as a responsible organisation, our **PEOPLE** are at the centre of our attention and we are taking all possible steps to take care of them as best as we can. In collaboration with authorities, we are looking at setting up vaccination camps across our

manufacturing locations. This will provide with ease, much needed vaccination of our factory employees in the eligible age group. We are pleased to be in the process of extending our pioneering industry commitment of Nestlé Suraksha medical insurance protection, to our distributor salesforce against COVID-19 for an additional year. Our strong commitment to the educated youth in India gained new strides with an additional 1000 internships through our Nesternship program for young professionals this year. Which adds to our efforts to offer nearly 1000 interns last year with worthwhile project exposure.

At a time when the clarion call to generate employment opportunities assumes new meaning, we have remained unwavering in our hiring commitments. In recent times, we have welcomed over 500 new members to our Nestlé family across our operating locations. In addition, the scale of our operations is also creating indirect employment opportunities in the surrounding communities.

Sustainability is at the core of our operations. Our determination to make a difference in the area of plastic waste management, has shown significant results. I am happy to share that across **ALL** our brands, we managed plastic equivalent to post consumer plastic waste generated by the brands in 2020, thereby ensuring plastic neutrality.”

**Financial Highlights for the quarter ended 31 March 2021:**

Total Sales increased by 8.9%. Domestic Sales increased by 10.2% driven by volume & mix and is broad based. Export Sales were lower by 12.9% due to lower exports to affiliates. Demand in Out of Home channel further improved in the quarter but continues to be impacted by COVID.

**Dividend:**

The Board of Directors have declared an interim dividend for 2021 of INR 25 per equity share (Face value INR 10 per equity share) amounting to INR 2,410.4 million, which shall be paid on and from 19th May 2021 along with the Final Dividend for the year 2020, as approved by the shareholders at the 62nd Annual General Meeting.

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