

Nestlé India Limited

(CIN : L15202DL1959PLC003786)

Nestlé House

Jacaranda Marg

'M'Block, DLF City, Phase – II

Gurugram – 122002, Haryana

Phone 0124 - 3940000

E-mail: investor@IN.nestle.com

Website www.nestle.in**BM:PKR:41:22****28.07.2022**

BSE Limited

Phiroze Jeejeebhoy Towers

Dalal Street, Fort,

Mumbai – 400 001

BSE Scrip Code: 500790

Subject : Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"): Presentation for Earnings Call with Analysts/ Investors on Unaudited Financial Results for the second quarter and half year ended 30th June 2022

Dear Madam/ Sir,

Further to our letter BM:PKR:35:22 dated 8th July 2022, intimating about Earnings Call with Analysts/ Investors on unaudited financial results of the Company for the second quarter and half year ended 30th June 2022 and in terms of the requirement of Regulation 30 read with Part A of Schedule III of the Listing Regulations, please find enclosed herewith the presentation to be made to the Analysts/ Investors at the meeting scheduled to be held today at 4:00 P.M. (IST) and the same is also being uploaded on the website of the Company.

The recording and transcript of the Earnings Call thereof will be uploaded on the website of the Company www.nestle.in and the Stock Exchange, as prescribed under the Listing Regulations.

This is for your information and further dissemination.

Thanking you,

Yours very truly,

NESTLÉ INDIA LIMITED**B. MURLI****GENERAL COUNSEL & COMPANY SECRETARY***Encl.: as above*



Nestlé Good food, Good life

Unwavering **Commitment**,
Resilient **Journey**,
Promising **Horizons!**

Nestlé India
Half Year
Earnings Call

28 July 2022



Disclaimers

- Except for the historical financial information contained herein, this presentation may contain statements which reflect Management's current views and estimates and could be construed as forward-looking statements. You are cautioned not to place undue reliance on these forward-looking statements, which holds only as of the date.
- The future involves uncertainties and risks that could cause actual results to differ materially from the current views being expressed.
- Potential uncertainties and risks include but are not limited to factors such as changes in general economic, political or market conditions, commodities and currency fluctuations, competitive product and pricing pressures, industrial relations and regulatory developments.
- Significant disruptions in the operations due to unforeseen events (including as a result of the spread of disease)
- Volume and Mix and Organic Growth (OG) are basis Nestlé Internal Reporting Standards.
- Figures are regrouped / reclassified to make them comparable.
- Calculations are based on non-rounded figures.
- 'Analytical data' are best estimates to facilitate understanding of business and NOT meant to reconcile reported figures.
- Answers to Questions may be given basis generally available information in public domain.
- No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or presentation must not be relied upon as having been authorized by or on behalf of Nestlé India Limited.



Good food, Good life

Agenda

16:00 - 16:30

Unwavering Commitment,
Resilient Journey,
Promising Horizons!
By
Suresh Narayanan

16:30 - 17:15

Q&A



Unwavering Commitment, Resilient Journey, Promising Horizons!

By
Suresh Narayanan



Nestlé Good food, Good life

Image used as reference

Key Takeaways Last Time

Sustainable volume led growth



Sustainable performance



Implemented future ready plans for our people



Sustainable initiatives at the core of being a force for good



Strong value growth across rural and urban India



Innovation continues to be an engine of growth



Strong commitment to transform using data and analytics



Immediate concerns on inflation, while the road looks promising



What We Will Go Through Today...

Financial Highlights
– H1'22



On the
Horizon



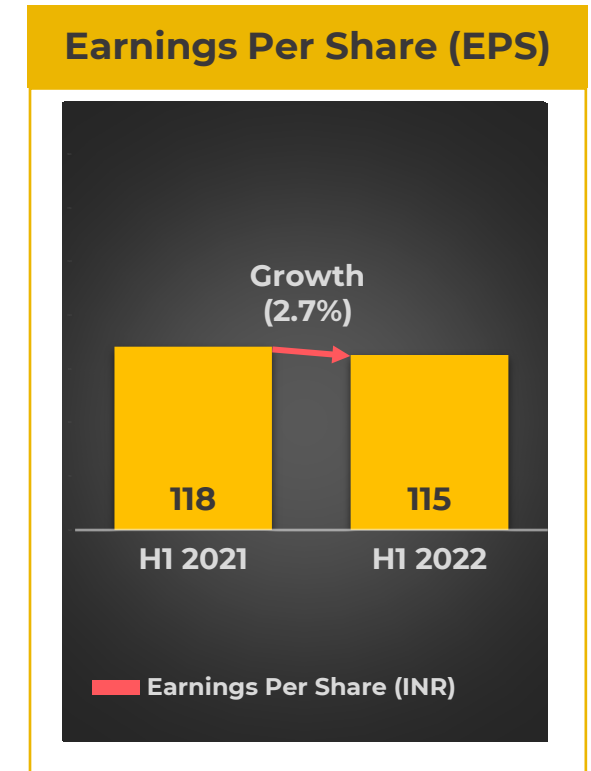
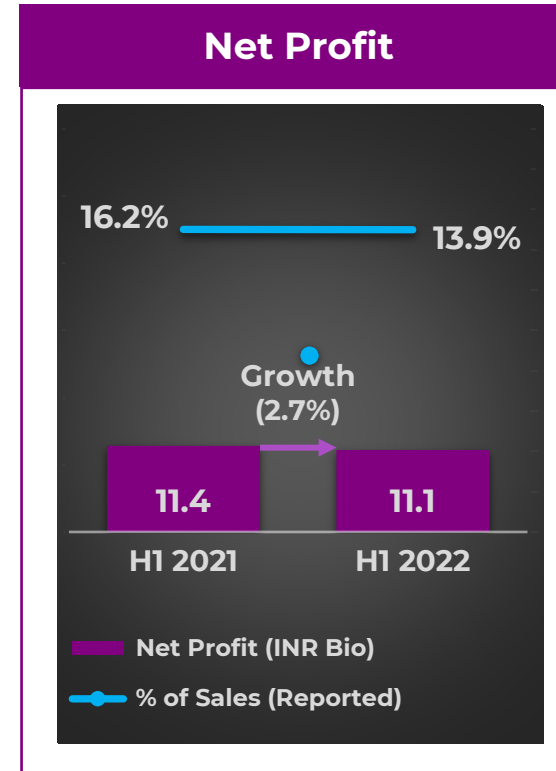
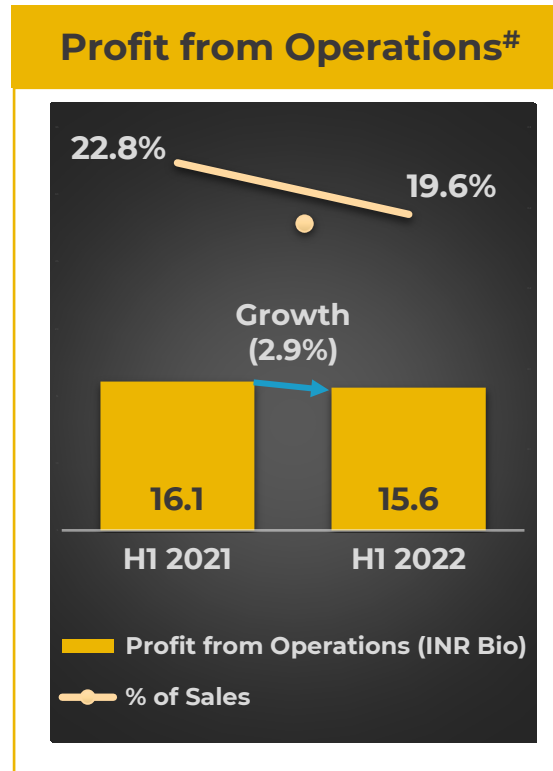
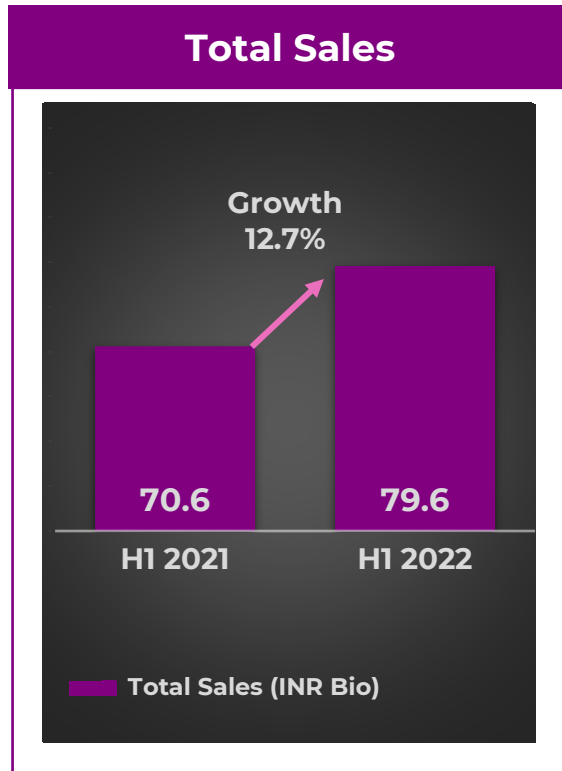
Purina
Pet care



Financial Highlights

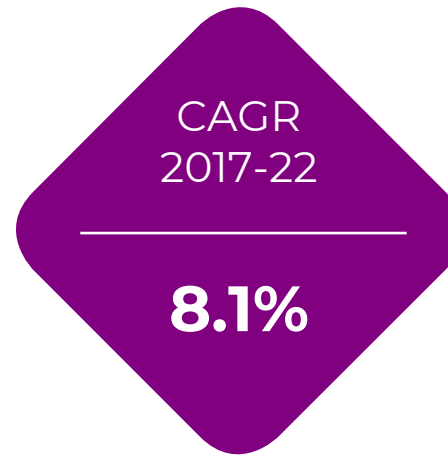
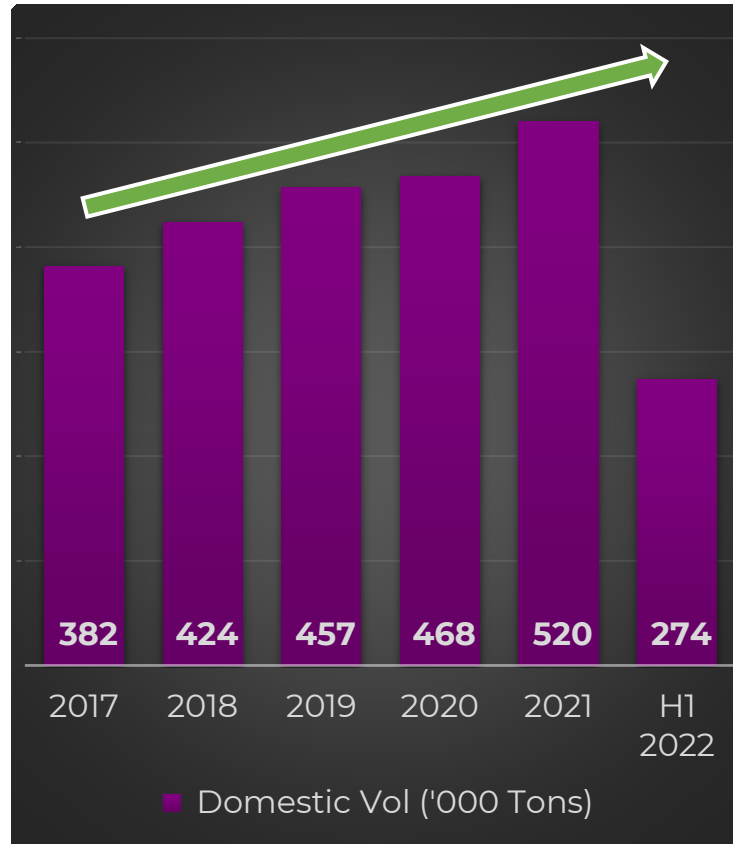


Key Highlights: Sales Growth Robust; Profit From Operations Impacted

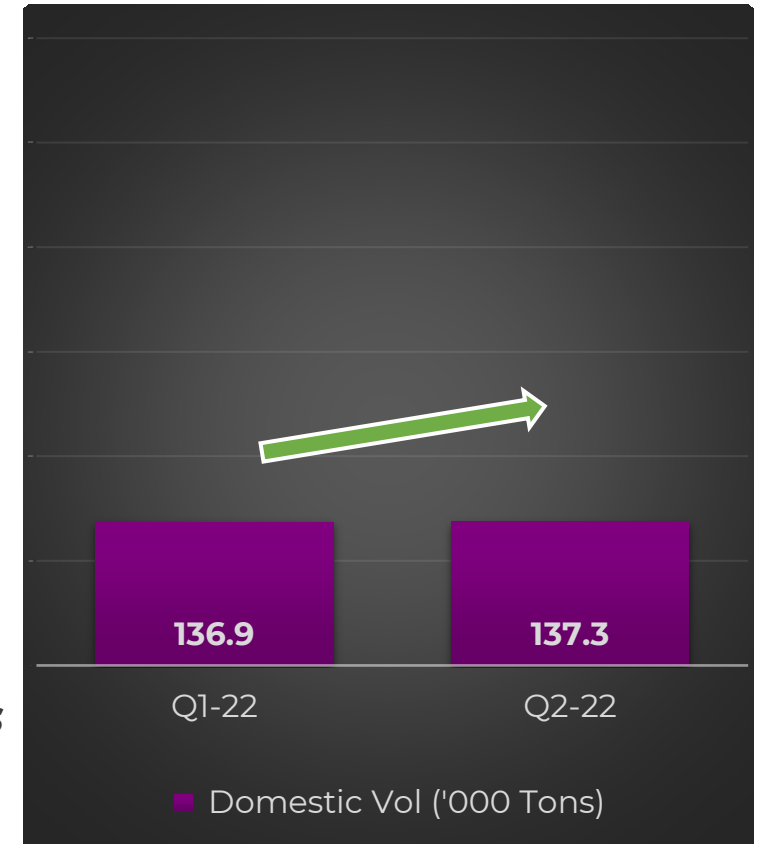


[#]Profit from Operations is derived from Profit before Tax less Other Income and adding back Finance Costs (Including Interest Cost on Employee Benefit Plans), Net Provision For Contingencies (Others), Corporate Social Responsibility Expense and Exceptional Items.

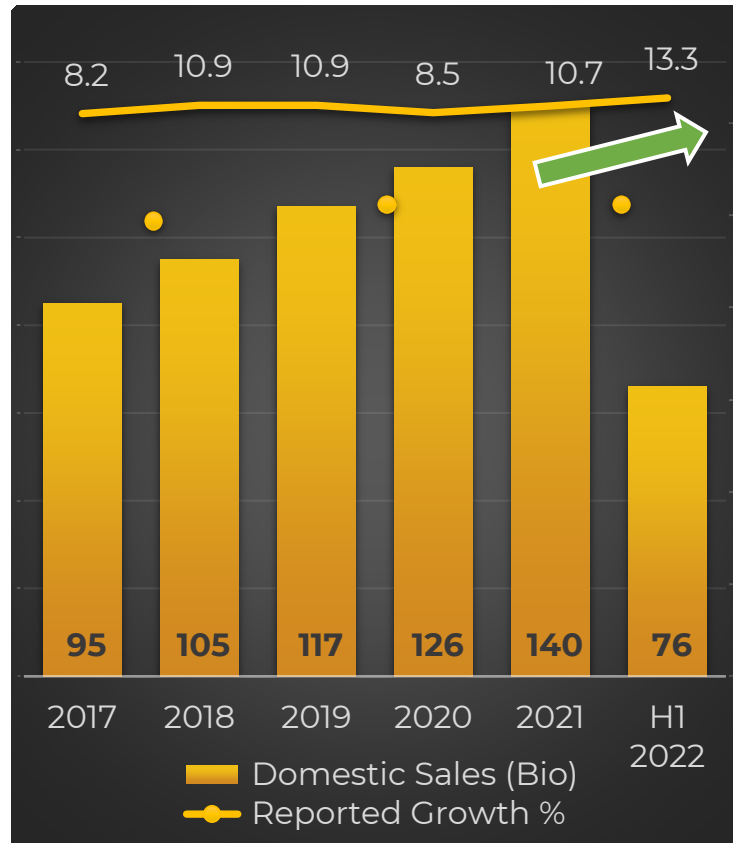
Sustained Volume & Mix Led Growth In Steep Inflation Context



***Engine of growth continues
to be penetration led
volume growth***

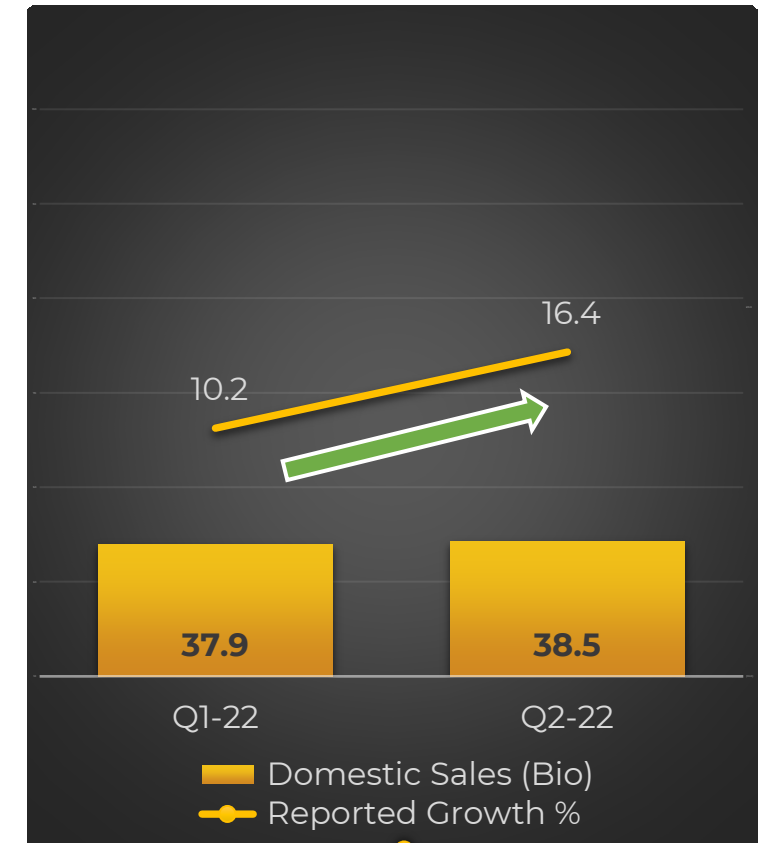


Strong Value Growth

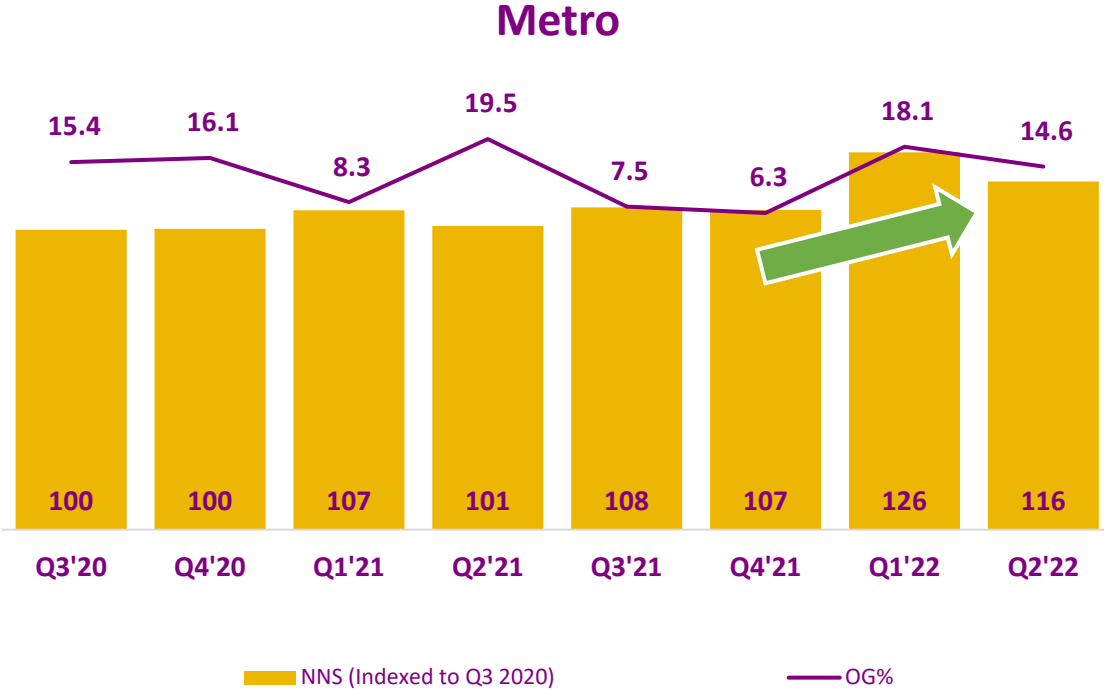
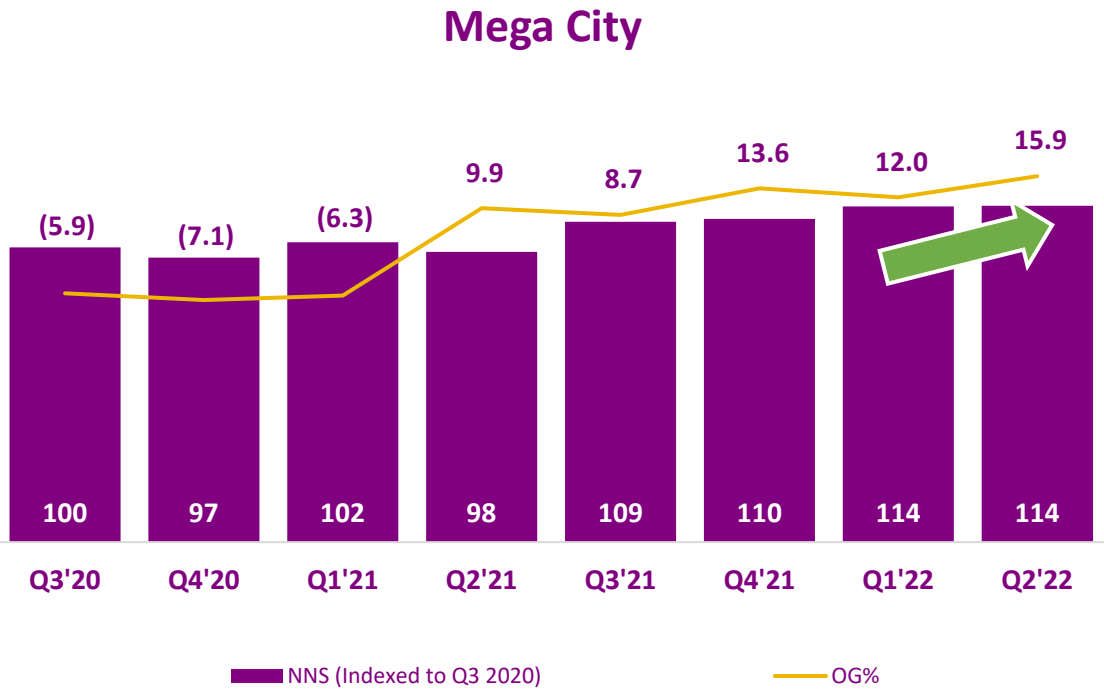


If growth is weakened, the future is compromised!

Consumer Pricing for H1 : 6.3%



Strong Momentum In Mega Cities And Metros!



Town Class based on population

Mega City > 40L

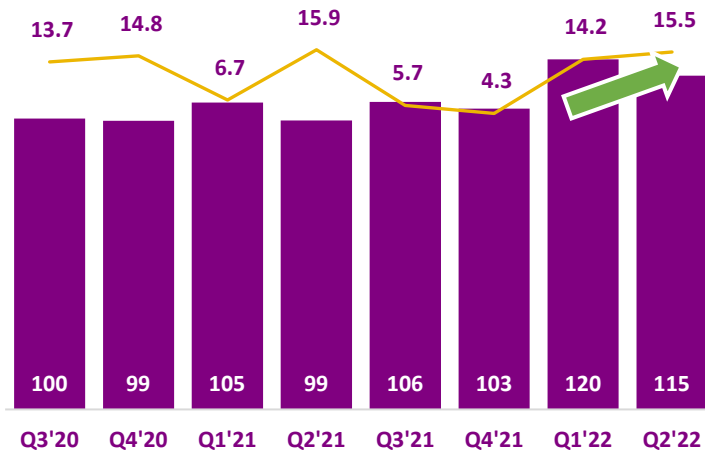
Metro >=10L & <40L



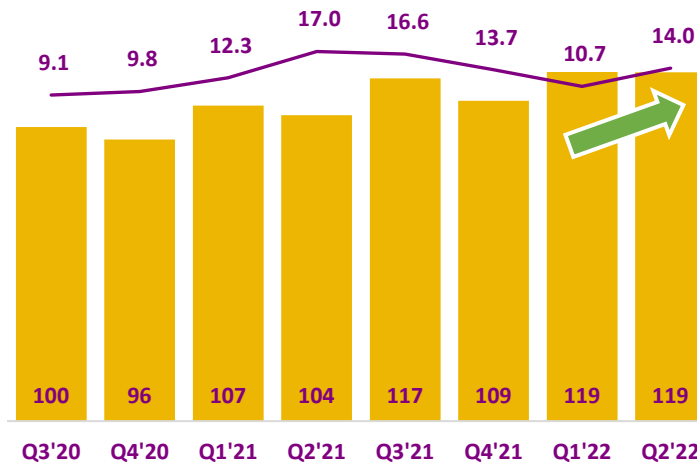
Good food, Good life

Small Town Accelerates, Strong Uptick In Rural!

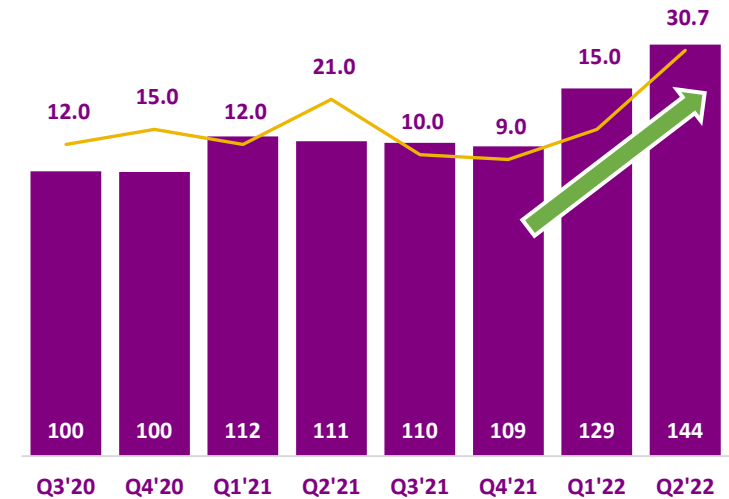
TC1



TC 2-6



Villages



■ NNS (Indexed to Q3 2020)

— OG%

■ NNS (Indexed to Q3 2020)

— OG%

■ NNS (Indexed to Q3 2020)

— OG%

Town Class based on population

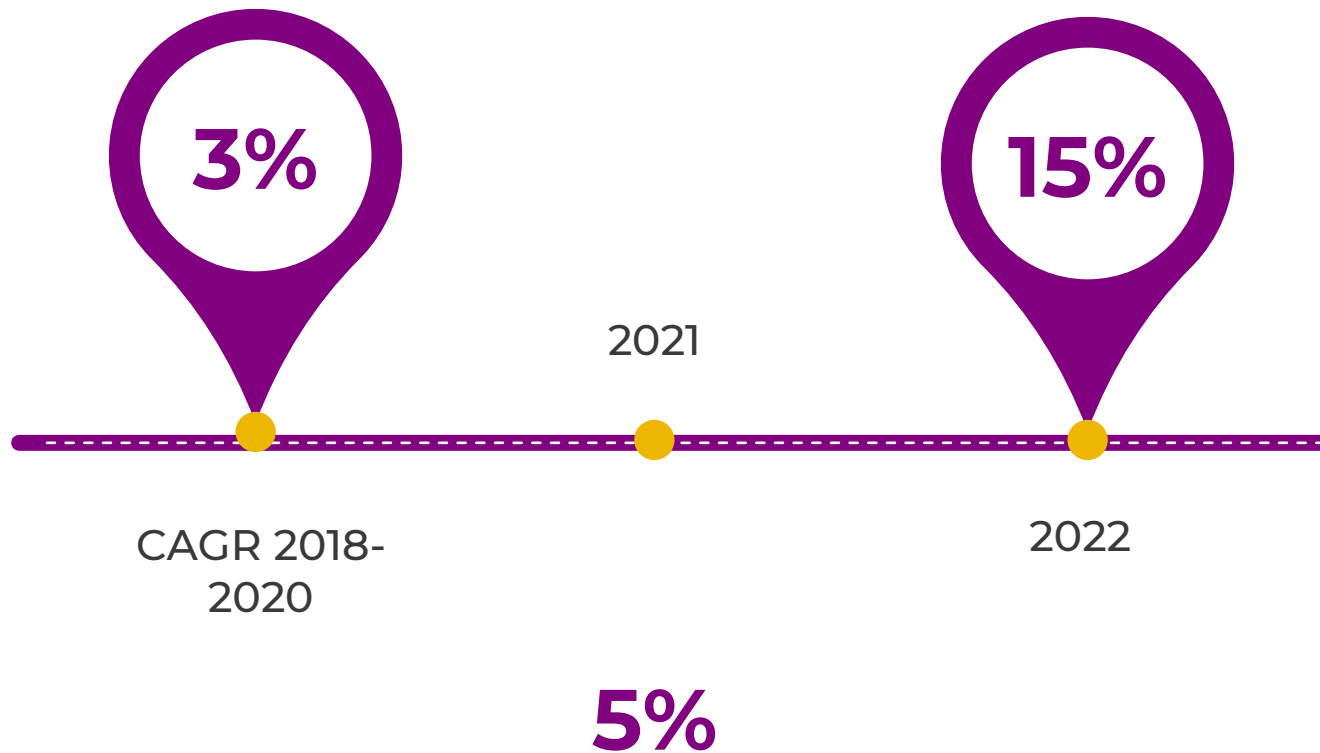
TC 1 >=1L & <10L

TC 2-6 <1L

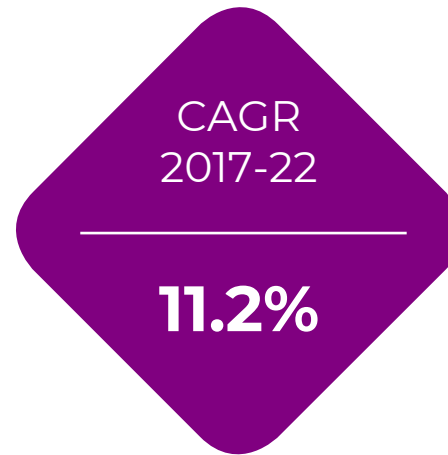
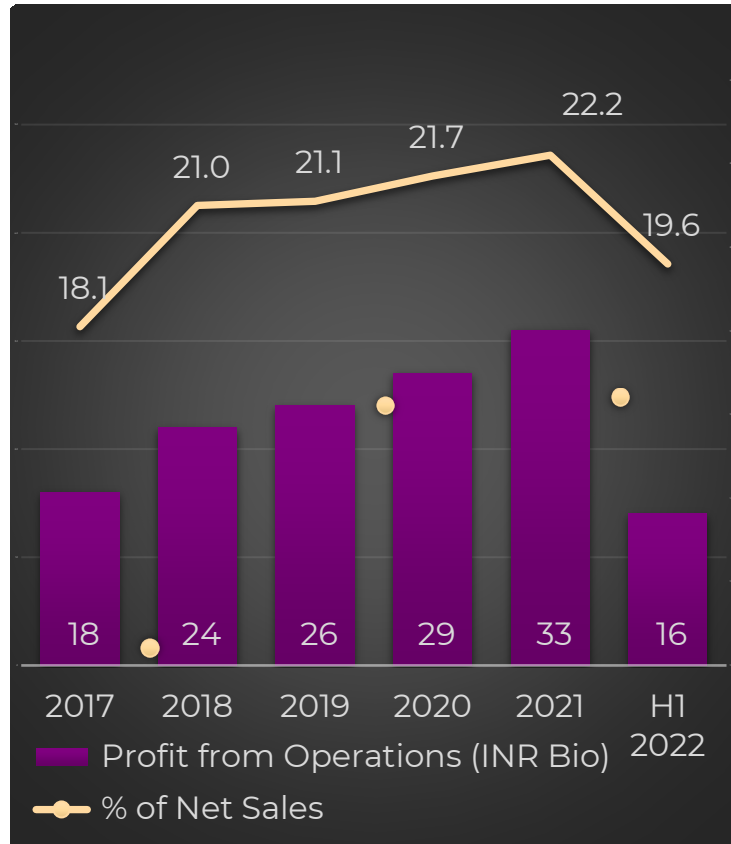
Villages: 70%+ population occupation is agriculture



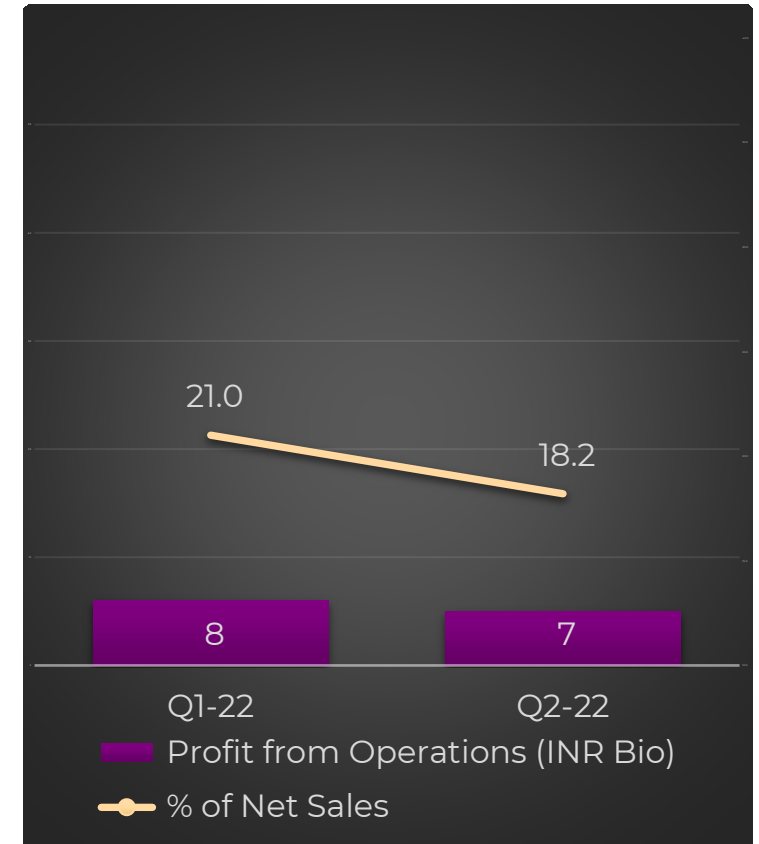
Unprecedented Commodity Headwinds, 2022 Inflation - 5X Of Trend



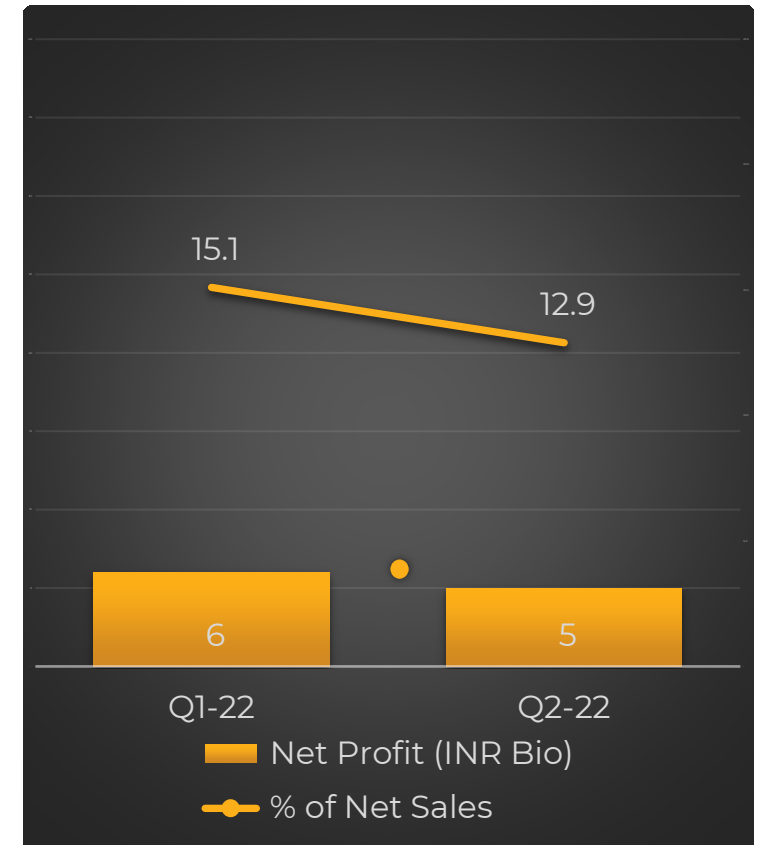
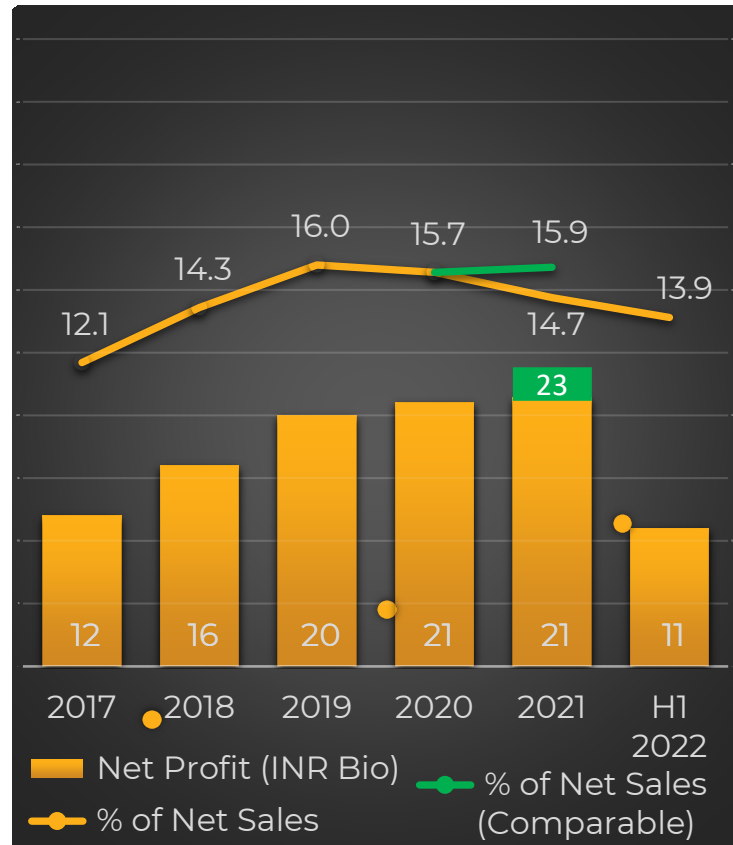
Profit From Operations Impacted By Commodity Headwinds



Early signs of softening in edible oils and packaging materials.
Fresh milk, fuels, grains and green coffee costs are expected to remain firm



Thereby Impacting Net Profit



Domestic Sales: Broad Based Performance Across All Product Groups

Milk Products and Nutrition



41.2%

7.2%

Contribution

Growth

Prepared dishes and cooking aids



32.4%

13.9%

Contribution

Growth

Confectionery



15.9%

24.4%

Contribution

Growth

Powdered and liquid beverages



10.5%

21.7%

Contribution

Growth

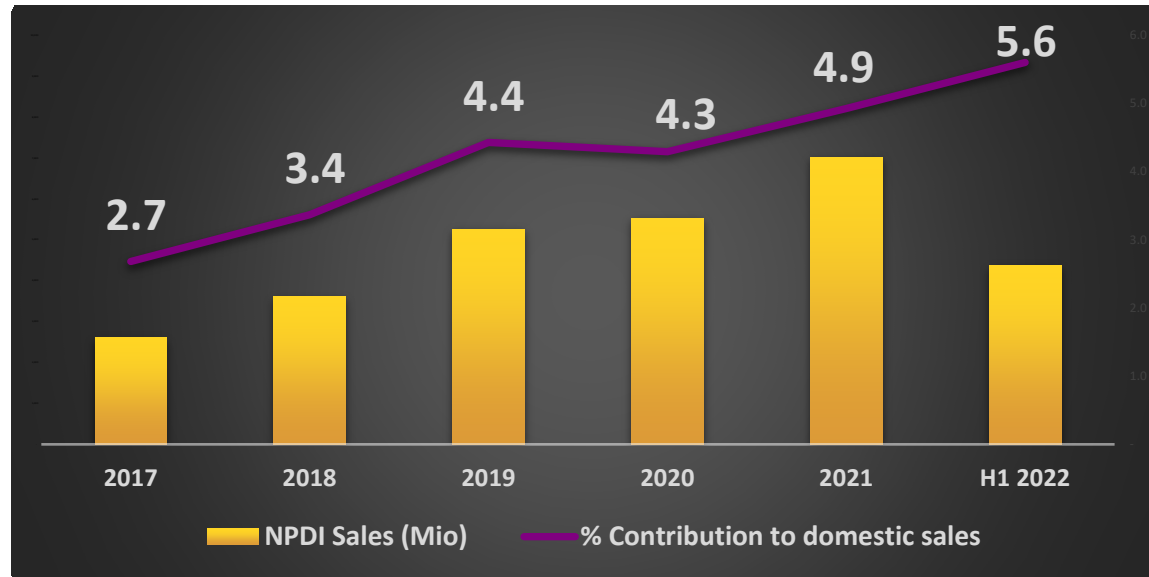
Data represents Jan-June 2022

13.3% Domestic Sales Growth



Good food, Good life

Products Launched Since 2015 Now Contribute Over 5% of Sales



Over 100
new
products in
last 5 years

~ 15 new Projects in Pipeline



Good food, Good life

Thereby, Creating Significant Value For Investors



*As at 26th Jul 2022 (Closing share price INR 18,510)
INR Billion is INR 100 crore.
Source: Bombay Stock Exchange.



Nestlé Good food, Good life

Opportunities for Premiumization

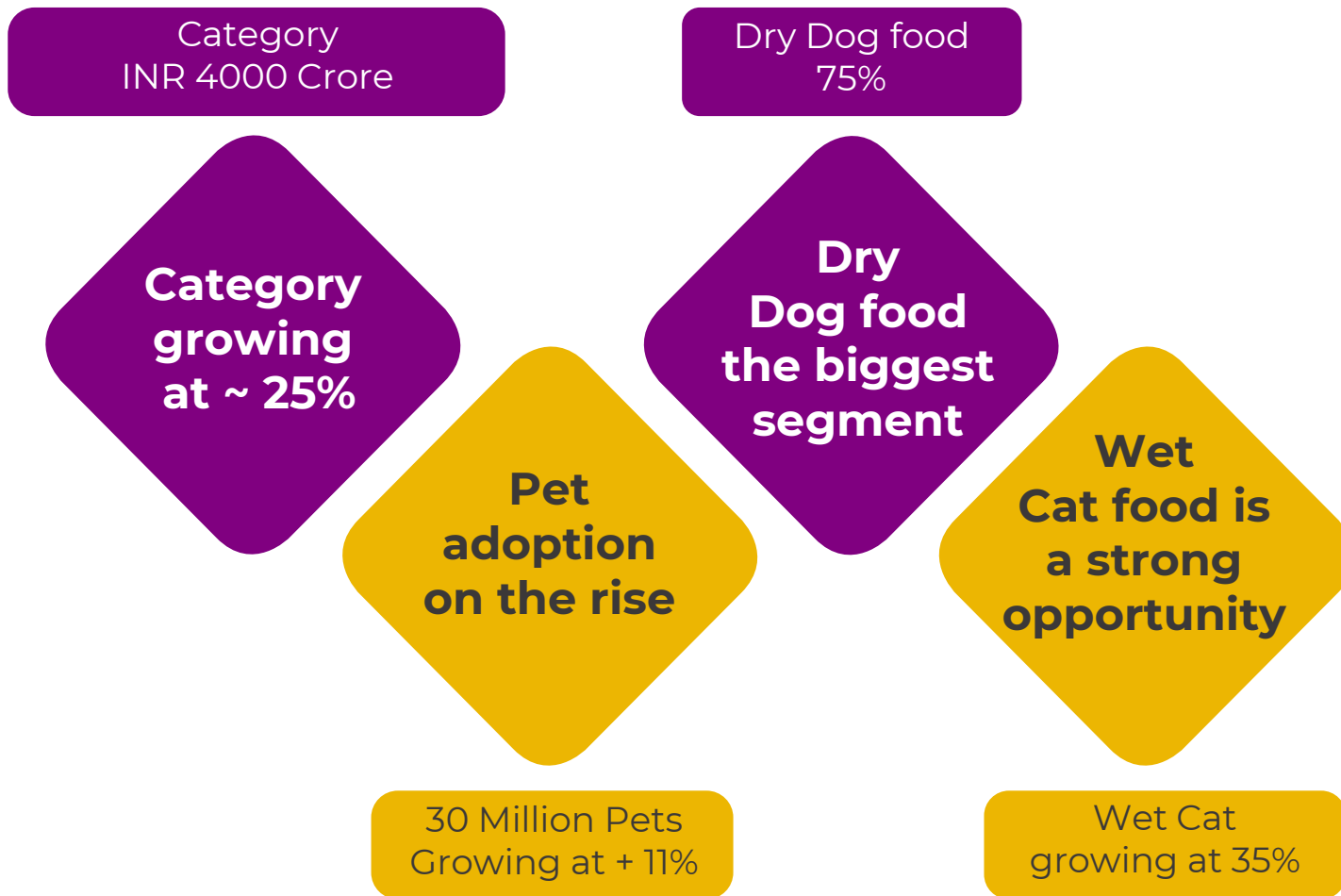
Purina Petcare



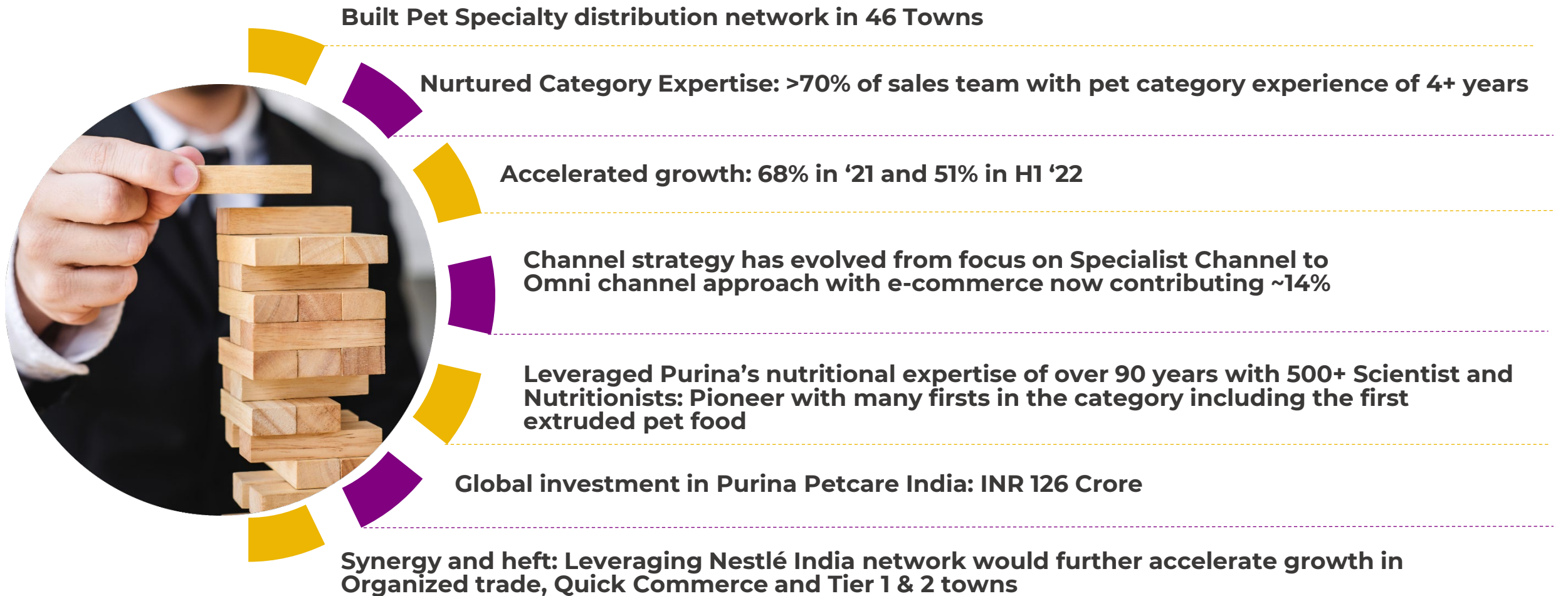
Nestlé Good food, Good life

Image used as reference

Pet Care Has An Exciting Future



Strategy And Learnings Of Purina In India



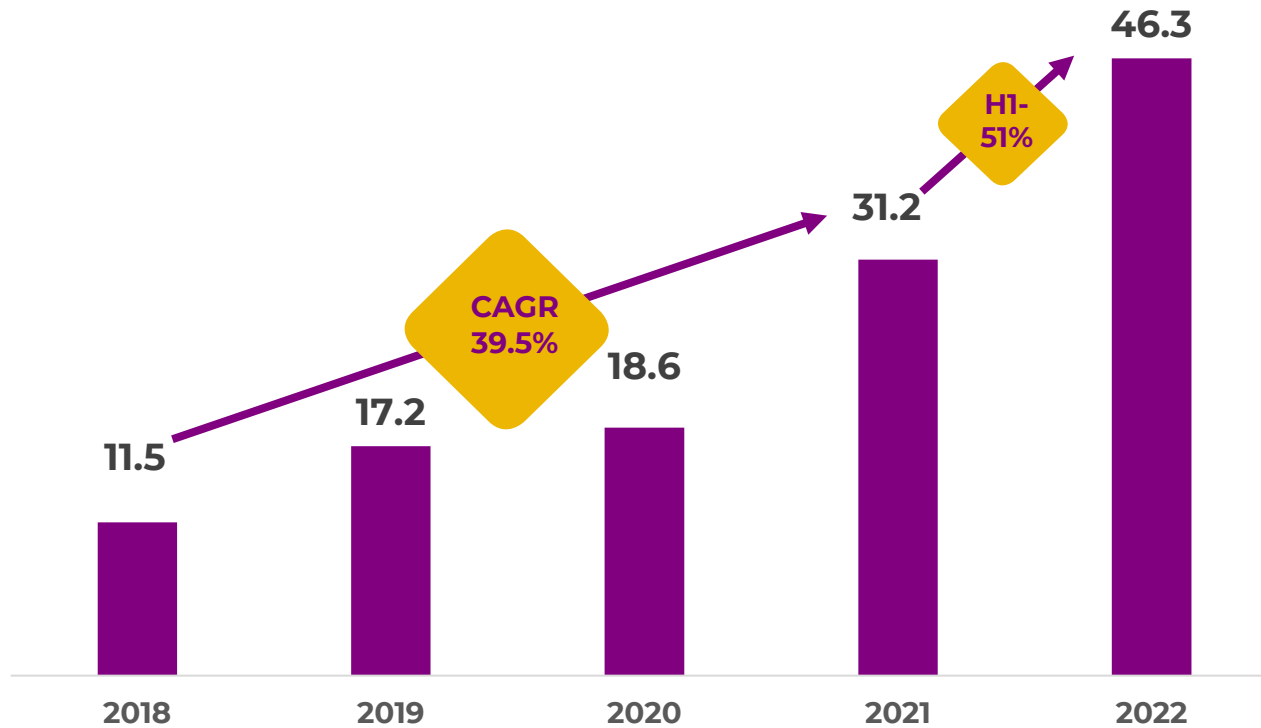
Purina Strategy And Evolving Category Dynamics Has Paved The Way For Higher Synergies

- Purina business performing strongly, registering high double-digit growth
- Strong consumer confidence in brands; **SUPERCAT brand is voted 2021 Product of the Year**
- Portfolio expansion in fast-growing segments like Wet Cat Food
- New Route to market opportunities have come in last couple of years. Expansion to Tier 1 towns and e-commerce is playing a big role.
- Scope to unleash full potential of business now



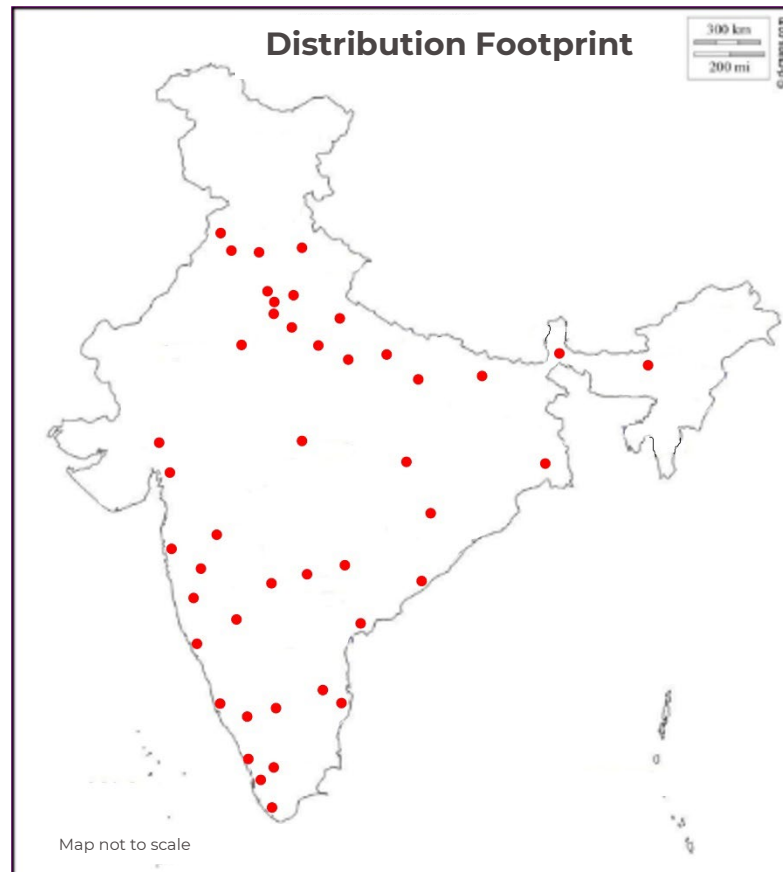
A Promising Business With Encouraging Growth

Sales Progression (INR Crore)



Built On The Backbone Of A Robust Network

Purina business is driven by Specialist Channel distribution network



46 Towns with 50 CDs



185 Suppliers

Leveraging Global Expertise

**Amata
(Thailand)**



Brands: SUPERCOAT, FRISKIES

**Blayney
(Australia)**



Brand: PRO PLAN

While Offering Renowned Brands Adapted To Local Needs

Premium Dry Dog



Super Premium Dry Dog



Premium Dry Cat



Super Premium Wet Cat



Purina – What We Said Then Vs Now

2018

Pet care as a category is still evolving in India

No synergy with Nestlé India's business

Limited route to market and category marketing expertise

2022

Pet care has an exciting future with adoption on the rise post pandemic

There are far greater synergies with evolution in channel strategies. Leveraging Nestlé India network would further accelerate growth.

See significant competitive advantage and expertise to leverage

On the Horizon





Redefining our Mission:

*Nutrition is not a mature
business!*



The Emerging Toddler Segment (2-6 years)



Designed for the mother who is **uncompromising in her choices** when it comes to her little one

She's a **self-assured young achiever** constantly trying to upgrade her and her family's life.

This mother is constantly **updated about the latest in nutrition**; reads food labels, parenting blogs and consults multiple sources before deciding on what to give her child

Size of the market stands at

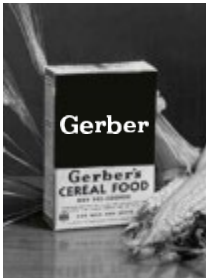
~ INR
3500 crore

Source – Internal Estimates

Key Milestones Of An Iconic Brand

It all starts
with the
GERBER family
in Michigan

1928



The first
GERBER TV
Commercial
aired

1950



GERBER
Graduates bring
the toddler
range to life

2002



Meet Dotti –
GERBER's
personalized
expert

2009



1931

The first
GERBER Cereal
is launched



1960

The first
GERBER glass
jar



2007

GERBER joins
the Nestlé
family



2022

GERBER
comes to
India

Our Promise To Indian Moms

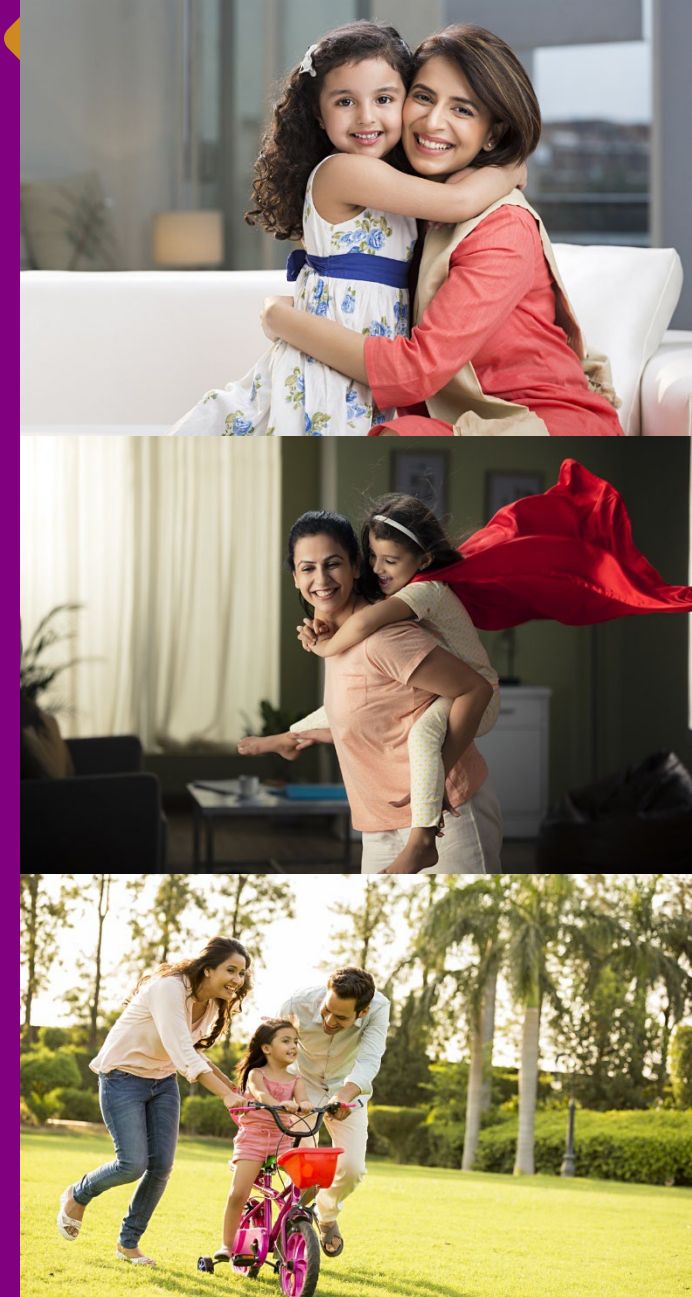
Since 1928
Gerber®

With **90 years of experience globally**, we understand your needs and reassure you of the best **nutrition for your toddlers.**

Our range of power blend cereal has been developed for **Indian toddlers** combining the benefits of four diverse groups – Cereal, Legumes, Milk and Fruits/Vegetables with age-appropriate fortification to offer

a nutritious, healthy and tasty product.
GERBER® Cereals with powerblend®

Anything for Little Ones!



Made in India
Made for India



The Gerber Pledge

We promise

'Communities' and not 'Communication'
'Co-creation' and not 'Unilateral Brands'



Our Gerber cereals are made in a factory that recycles up to **30%** water

We promise to collect and responsibly manage equivalent quantity of plastics created by our products



Key Takeaways This Time

Robust performance continues



Pet care offers vibrant opportunities



Gerber entry a sign of the market potential



Securing Growth Matters



Confidence and Capability of Strong Brands to withstand

Thank You



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Images used as reference