

PRESS RELEASE

Nestlé India – Full Year 2013 Steady Performance - Profitable Growth

- **NET SALES** : Rs.9062 Crores
- **NET PROFIT** : Rs.1117 Crores
- Organic growth 9.1 %
- Operating profit 18.1% of Net Sales
- Earnings per share Rs.115.9
- Strong operating cash flow at Rs.1796 crores
- Final Dividend Proposed : Rs.12.5 per share
- Enables contribution to exchequer of Rs.2234 Crores

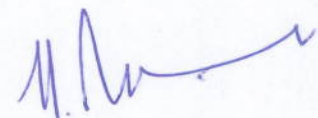
NESTLÉ HOUSE, Gurgaon 14th February, 2014: The Board of Directors of Nestlé India met today at Nestlé House and announced results for the **Full Year 2013**.

Commenting on the results for full year 2013, Mr. Etienne Benet, Managing Director stated “2013 was an extremely challenging year. I am satisfied that we maintained decent growth while protecting healthy margins. The growth dynamics in some core products and categories like MAGGI Noodles, NESCAFÉ and KIT KAT has compensated the headwinds in some of the other businesses.

We have embarked on an ambitious journey of reshaping the Company and the product portfolio towards our vision and ambition to be the recognised leader of Nutrition, Health and Wellness in India. This will take time and effort. However, I am convinced that it is the winning strategy which will benefit immensely from the strength of our brands, the capabilities of our organization and the trust and loyalty of our consumers. It may require bold changes, swift adaptation and tough decisions that we are ready to make, especially for evolving to a product portfolio that is more focused on premium and value-up ranges, while protecting our current business base, as well as taking necessary decisions to gear up and make the organization more efficient to take on the current and future trade evolution and competitive challenges.

The economic environment remains unchanged and we expect the current pressure to continue, in particular on input costs. I am convinced that we will take the right decisions for the mid and long term future and for a sustainable and healthy growth of the Company.”

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NET SALES

Net Sales for the Full Year 2013 were Rs.9062 Crores and have increased by 9.1 % over 2012. Net Domestic Sales grew by 7.1% contributed by net realisations and volume growth in certain product categories. Export Sales grew by 47.1% mainly due to export to affiliates.

NET PROFIT

Net Profit at Rs.1117 Crores for the year has increased from Rs.1068 Crores in 2012. Earnings per Share increased to Rs.115.9.

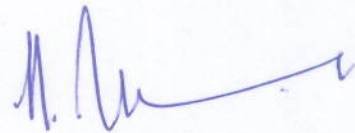
Depreciation has increased 30 bps over last year due to expansion in production capacities. Consumer facing spends for domestic sales increased 25 bps (+12.2%).

QUARTER 4 ENDED DECEMBER 2013

Net Sales during Quarter 4 were Rs.2252 Crores and have increased by 4.6% over the same Quarter in 2012. Domestic Sales have increased by 3.7% mainly on account of net realisations and product mix. Export Sales grew by 20.9% contributed largely by exports to affiliates.

DIVIDENDS

The Board of Directors has recommended a final dividend for 2013 of Rs.12.5 per equity share (Face value Rs. 10/- per equity share). This is in addition to the two interim dividends of Rs.18.00 each per equity share paid in August and November 2013 respectively. The total dividend in 2013 aggregates to Rs.48.50 per share, which is the same as in the last four years, and is in line with the financing strategy of the Company.



HIMANSHU MANGLIK
Nestlé India Limited