

PRESS RELEASE

Nestlé India - Q1, 2014

- **NET SALES** : Rs.2313 Crores
- **NET PROFIT** : Rs.259 Crores
- Earnings per share : Rs.26.9
- Interim Dividend declared : Rs.12.50 per share
- Excellent response to launch of 'Share Your Goodness' campaign

NESTLÉ HOUSE, Gurgaon 13th May, 2014: The Board of Directors of Nestlé India met today at Nestlé House and announced results for the First Quarter 2014.

Commenting on the results for the First Quarter of 2014, Mr. Etienne Benet, Managing Director said, "The first quarter results are broadly as expected and in line with our strategy which was alluded to in my comments while announcing the full year 2013 results. We will continue to take the right decisions in the short and medium term to ensure that we consistently move towards our ambition of being recognized as the leader of Nutrition, Health and Wellness in India while maintaining healthy overall performance."

NET SALES

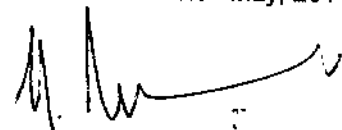
Net Sales for the quarter are Rs.2313 Crores and have increased by 2.9 % over the same period of the previous year. Net Domestic Sales grew by 3.4% while Export Sales declined by 4.4 % largely due to export related to affiliates.

NET PROFIT

Net Profit for the quarter is Rs. 259 Crores. The operating margins have been adversely impacted by high price of milk solids and increased demand generating spends on the base of a stronger quarter last year.

DIVIDENDS

The Board of Directors has declared an interim dividend for 2014 of Rs.12.50 per equity share (face value Rs.10/- per equity share) amounting to Rs.1205.2 millions, which will be paid on and from 29th May, 2014.



HIMANSHU MANGLIK
Nestlé India Limited