



Good Food, Good Life

PRESS RELEASE

Nestlé India – Full Year 2014 Steady Profitable Growth

- Organic growth : 8.2%
- Operating profit : 18.3% of Net Sales
- **NET SALES** : Rs.9806.3 Crores
- **NET PROFIT** : Rs.1184.7 Crores
- Enables contribution to exchequer of Rs. 2449.4 Crores
- Healthy operating cash flow at Rs.1644 Crores
- Earnings per share : Rs.122.9
- Final Dividend Recommended : Rs.12.50 per equity share
- Total dividend including recommended: Rs.63.0 per share [2014] Vs. Rs.48.50 [2013]

NESTLÉ HOUSE, Gurgaon 13th February, 2015: The Board of Directors of Nestlé India met today at Nestlé House and announced results for the **Full Year 2014**.

Commenting on the results for full year 2014, **Mr. Etienne Benet, Managing Director** stated **“2014 was a challenging year and I am satisfied that in a difficult environment, we have delivered on both Top and Bottom line and our results are broadly in line with the Food and Beverage segment of the FMCG sector. We increased investments behind our brands and maintained healthy profitability despite strong headwinds in milk solid costs that were higher than international markets and were not passed on to consumers fully. We remain focused on value up portfolio management and are continuing to reshape the portfolio and communication to strengthen our leadership as Nutrition, Health and Wellness Company”**.

NET SALES

“Net Sales” for the Full Year 2014 were Rs.9806.3 Crores and have increased by 8.2% over 2013. “Net Domestic Sales” grew by 8.6% mainly from better realisations. “Export Sales” grew by 2.9% impacted by lower coffee exports to Russia.

NET PROFIT

Net Profit at Rs.1184.7 Crores for the year has increased from Rs.1117.1 Crores in 2013. Earnings per Share increased to Rs.122.9

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The cost of materials consumed has increased mainly due to significantly higher cost of milk and its derivatives which were even higher in India than those in international markets during most part of 2014 and has not been fully passed on to the consumers. "Finance Costs" reduced mainly due to repayment of External Commercial Borrowing (ECB).

QUARTER 4 ENDED DECEMBER 2014

"Net Sales" during Quarter 4 were Rs.2516.1Crores and have increased by 11.7 % over the same Quarter in 2013. "Net Domestic Sales" have increased by 11.3% contributed by better realisations and volume growth in certain product categories. "Export Sales" grew by 17.9% contributed largely by export of milk & nutrition products to Bangladesh.

DIVIDENDS

The Board of Directors have recommended a final dividend of Rs. 12.50 per equity share (Face value Rs.10/- per equity share) for 2014. This is in addition to the three interim dividends of Rs. 12.50 per equity share paid on 29th May 2014, Rs. 30.00 per equity share (including an additional interim dividend of Rs. 10.00 per equity share as the Company has completed the major capital expenditure programme announced in 2010 and has fully repaid the borrowings made for capital expenditure) paid on 26th September 2014 and Rs. 8.00 per equity share paid on 22nd December 2014. The total dividend for 2014 aggregates to Rs. 63.00 per equity share compared to Rs. 48.50 per equity share for 2013.

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