



**PRESS RELEASE**  
**Nestlé India – Q2, 2014**

- **NET SALES** : Rs.2419 Crores
- **NET PROFIT** : Rs.288 Crores
- **Earnings Per Share** : Rs.29.9
- **Company now Debt Free:** ECB of USD 192 Million fully repaid.
- **Launches NESTLÉ Butter Milk**
- **Rolls out NESTLÉ Sweet Lassi**
- **Innovates with MAGGI OATS Noodles**

**NESTLÉ HOUSE, Gurgaon 7<sup>th</sup> August, 2014:** The Board of Directors of Nestlé India met today at Nestlé House and announced results for the Second Quarter 2014.

Commenting on the results for the Second Quarter of 2014, **Mr. Etienne Benet, Managing Director** said “**The results are broadly as expected and in line with our vision and strategy for Nutrition, Health, and Wellness that we shared in our earlier communications.**”

Supporting this vision further we have recently launched low fat NESTLÉ Sweet Lassi, NESTLÉ Butter Milk with Ayurvedic Herbs and Spices and MAGGI Oats Noodles that are excellent innovations and good additions to our portfolio. MAGGI Masala-ae-Magic, fortified with Iron, Iodine and Vitamin A is growing rapidly and is helping in addressing the serious concerns about micronutrient deficiencies in India. We will continue to leverage Nestlé scientific and technological expertise, and insights into human food consumption behaviour and science base nutrition to help our consumers live healthier.

I am also happy that with the final instalment of USD 35 million paid in July, the Company has repaid the entire external commercial borrowing of USD 192 million and is now debt free.”

**NET SALES**

Net Sales for the quarter are Rs.2419 Crores and have increased by 9.3% over the same period of the previous year. “Net Domestic Sales” grew by 9.7% mainly from better realisations while “Export Sales” grew by 4.1%. Third party exports grew by 35.8% while export to affiliates declined by 7.1%.

## NET PROFIT

Net Profit for the quarter is Rs.288 Crores. The operating margins have been adversely impacted by record high cost of milk and its derivatives in India which was higher than international markets.

## EXTERNAL COMMERCIAL BORROWING

The Company has fully repaid its external commercial borrowing of USD 192 million and is now debt free. Out of the total ECB of USD 192 million, USD 157 million was paid before 30<sup>th</sup> June 2014 and the balance USD 35 million was paid in July 2014.

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