



PRESS RELEASE

Nestlé India Continues to Create Value Q 3 Results Stay Healthy

- **NET SALES** : Rs.1302.23 Crores; UP 17.6 %
- **NET DOMESTIC SALES** Rs. 1217.15 Crores; UP 18 %
- **EXPORTS SALES** Rs.85.08 Crores; UP 11.2 %
- **NET PROFITS** Rs. 182.76 Crores
- Focus on Maintaining Leadership in Nutrition , Health and Wellness
- Continuing emphasis on Science Based Nutrition and Innovation and Renovation
- Nestlé India Conferred NDTV Profit Business Leadership Award 2009 for the second consecutive year
- Nestlé India judged Runner Up in 'Best Value Creator' category at OUTLOOK MONEY NDTV Profit Awards
- Nestlé India again recognized for Excellence in Coffee Exports by the Coffee Board of India
- 'Me and Meri MAGGI' campaign builds strong connect with consumers
- ICMR Survey ranks MAGGI as 'Most Valuable Food Brand'
- Declares Second Interim Dividend

NESTLÉ HOUSE, Gurgaon, October 30, 2009: Nestlé India today announced results for the Third quarter 2009, after the Board of Directors approved the results at Nestle House.

Commenting on the performance, **Mr. Antonio Helio Waszyk** who has been appointed as the **Chairman and Managing Director of Nestlé India** stated "I am pleased with this continuing strong financial performance that enables us to create economic prosperity even in these challenging times. Creating Shared Value for stakeholders and Nutrition, Health and Wellness leadership are the cornerstones of our business model and are key reasons for our continued success. The Nestlé Group's research capabilities and our focus on science based nutrition enable us to develop products that bring happiness to millions of consumers everyday."

NET SALES

Net sales for the Quarter ended September are Rs.1302.23 Crores and increased by 17.6 % over the same period last year. Net Domestic Sales have increased by 18 % on account of both volumes and realisations. Export Sales have increased by 11.2 % including the impact of Rupee depreciation.

NET PROFIT

Net profit for the Quarter is Rs. 182.76 Crores.

The Net Profit margin has been positively influenced by tax benefits.

Other Operating Income has been positively impacted by the backlog of export incentives received during the quarter. Other Income has decreased largely due to lower market rates of return.

The expansion in operating margin is largely due to product mix, lower commodity prices except for Milk Solids and Sugar which are at record high levels and continue to pose a big challenge, and improved net realisations.

DIVIDENDS

The Board of Directors has declared on October 30, 2009 a second interim dividend for 2009 of Rs.27.00 per equity share (nominal value Rs.10/- per equity share), which will be paid on and from November 16, 2009.



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