

Nestlé House, Gurugram, 14th February 2019

Nestlé India Sustains Volume Led Profitable Growth; Crosses ₹11,000 Crore Turnover

Nestlé India – Full Year, 2018

- Total Sales of ₹11,216 Crore
- Domestic Sales Growth at 10.9%. Comparable Growth estimated at 14.3%.
- Profit from Operations at 21.0% of Sales
- Net Profit of ₹1,607 Crore
- Enables contribution to exchequer of ₹3,076 Crore
- Net Cash generated from Operating Activities at ₹2,052 Crore
- Earnings Per Share of ₹166.67
- Final Dividend recommended ₹25.00 per equity share
- Total Dividend including final dividend ₹115.00 per equity share

The Board of Directors of Nestlé India met today at Nestlé House and approved the results for the full year 2018. Commenting on the results, **Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India** said, "We have, once again, delivered volume led profitable growth. There has been double digit growth in almost all the categories, supported by a step up in demand generating activities including on new products. Our iconic brands like MAGGI, NESCAFÉ, KITKAT, MUNCH and EVERYDAY continued to deliver strong performances.

We offered exciting new products and in 2018 introduced NESCAFÉ Ready-to-Drink Cans, NESPLUS, MAGGI Nutri-licious Baked Noodles, MAGGI Dip & Spread, NESCAFÉ É Smart Coffee Machine and EVERYDAY Chai Life.

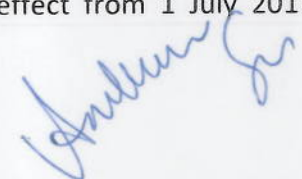
2018 has been a year of milestones! We became the first listed pure play food and beverage company in India to cross ₹10,000 crore in revenue for the full year 2017 and have now crossed ₹11,000 crore in revenue for the year 2018.

We continued to receive valuable support from Nestlé Group's unmatched Research and Development (R&D) capabilities and expertise. Under the General License Agreements, your company has ongoing access to global portfolio of thousands of brands and patents, proprietary technologies and know-how developed by the global network of 31 R&D centres (including one in India); as well as expertise across the value chain, i.e. in operations, commercial and support functions.

We stepped up our initiatives towards plastic waste management, especially in the hill states with the launch of '2 Minute Safaai Ke Naam'. The journey is continuing and we remain steadfast in our commitment to manage plastic waste and follow the 3R's principle – Reduce, Recycle and Recover. "

Highlights for the full year 2018:

- In accordance with Ind AS 18 on "Revenue" and Schedule III to the Companies Act, 2013, Sales for the period 1 January to 30 June 2017 in the previous year were reported gross of Excise Duty and net of Value Added Tax (VAT)/ Sales Tax. Excise duty was reported as a separate expense line item. Consequent to the introduction of Goods and Services Tax (GST) with effect from 1 July 2017,



VAT/Sales Tax, Excise duty etc. have been subsumed into GST and accordingly the same is not recognised as part of sales as per the requirements of Ind AS 18. This has resulted in lower reported sales in the current year in comparison to the sales reported in the previous year under the pre-GST structure of indirect taxes. With the change in structure of indirect taxes, expenses are also being reported net of taxes. Accordingly, financial results for the year ended 31 December 2018 and in particular Sales, absolute expenses and ratios in percentage of Sales are not comparable with the previous year. Profit from Operations in percentage of Sales and Net Profit in percentage of Sales are positively impacted as the percentages have been calculated on lower reported sales.

- **Total Sales and Domestic Sales** for the year increased by 10.7% and 10.9% respectively. These growth rates are adversely impacted due to lower reported sales by the change in structure of indirect taxes (refer note above). Domestic Sales growth is volume led and broad based. "Export Sales" increased by 6.9%.
- **Profit from Operations in percentage of sales and Net Profit in percentage of Sales** are positively impacted by 60 bps and 40 bps respectively as the percentages have been calculated on lower reported sales.

Highlights for the quarter ended 31st December, 2018:

- **Total Sales** for the quarter increased by 11.2%. **Domestic Sales** increased by 12.0% supported by volumes and is broad based. Export Sales remained flat due to lower exports to Bangladesh & United Arab Emirates.

Dividend:

- The Board of Directors have recommended a final dividend of ₹25.00 per equity share amounting to ₹2,410.4 million for the year 2018. The total dividend for 2018 aggregates to ₹115.00 per equity share which includes three interim dividends of ₹20.00 per equity share paid on 1 June 2018, ₹20.00 per equity share paid on 24 August 2018 and ₹50.00 per equity share paid on 21 December 2018.

For more information:

Ambereen Ali Shah, Nestlé India, +91 9717022731

Shashank Kumar Nair, Nestlé India, + 91 9818077775

Nestlé India Limited, Head Office: Nestlé House, Jacaranda Marg, M Block, DLF City Phase – II, Gurugram 122 002 (Haryana)

Phone: +91-124-3321824/1275, Fax: +91-124-2389381

Registered Office: 100 / 101, World Trade Centre, Barakhamba Lane, New Delhi – 110001

Corporate Identity Number: L15202DL1959PLC003786

Email ID: ambereen.shah@in.nestle.com / shashank.nair@in.nestle.com (with a CC to media.india@in.nestle.com); investor@in.nestle.com

Website: www.nestle.in

