

**STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31 DECEMBER 2017**

(₹ In million)

THREE MONTHS ENDED			PARTICULARS	Accounting Year ended	
31.12.2017 (Audited as explained in Note 12)	30.09.2017 (Un-audited)	31.12.2016 (Audited as explained in Note 12)		31.12.2017 (Audited)	31.12.2016 (Audited)
			<b>A INCOME</b>		
24,012.4	23,407.5	21,676.0	DOMESTIC SALES	94,724.5	87,530.8
1,884.0	1,599.2	1,671.8	EXPORT SALES	6,626.6	6,565.2
<b>25,896.4</b>	<b>25,006.7</b>	<b>23,347.8</b>	<b>SALE OF PRODUCTS</b>	<b>101,351.1</b>	<b>94,096.0</b>
118.2	133.8	253.0	OTHER OPERATING REVENUES	570.7	649.7
26,014.6	25,140.5	23,600.8	<b>i REVENUE FROM OPERATIONS</b>	101,921.8	94,745.7
510.9	430.4	414.8	<b>ii OTHER INCOME</b>	1,769.2	1,509.0
<b>26,525.5</b>	<b>25,570.9</b>	<b>24,015.6</b>	<b>TOTAL INCOME</b>	<b>103,691.0</b>	<b>96,254.7</b>
			<b>B EXPENSES</b>		
10,989.6	10,106.9	9,951.7	<b>i COST OF MATERIALS CONSUMED</b>	42,316.6	37,750.9
573.5	436.6	345.0	<b>ii PURCHASES OF STOCK-IN-TRADE</b>	1,747.6	1,153.8
(870.5)	303.1	(695.5)	<b>iii CHANGES IN INVENTORIES OF FINISHED GOODS, WORK IN PROGRESS AND STOCK-IN-TRADE</b>	(795.6)	(76.6)
-	-	938.2	<b>iv EXCISE DUTY</b>	1,825.8	3,332.3
2,607.3	2,574.8	2,281.5	<b>v EMPLOYEE BENEFITS EXPENSE</b>	10,174.5	9,015.7
233.9	228.6	210.3	<b>vi FINANCE COSTS (INCLUDING INTEREST COST ON EMPLOYEE BENEFIT PLANS)</b>	919.0	909.1
837.6	863.9	873.4	<b>vii DEPRECIATION AND AMORTISATION</b>	3,422.5	3,536.7
6,175.0	5,761.4	5,775.7	<b>viii OTHER EXPENSES</b>	24,170.2	22,954.6
304.6	67.2	29.3	<b>ix IMPAIRMENT LOSS ON PROPERTY, PLANT AND EQUIPMENT</b>	371.8	118.3
			<b>NET PROVISION FOR CONTINGENCIES</b>		
316.9	(0.9)	91.3	<b>x - OPERATIONS</b>	383.6	418.0
492.9	-	810.3	<b>xi - OTHERS</b>	492.9	1,266.7
90.6	51.4	185.1	<b>xii CORPORATE SOCIAL RESPONSIBILITY EXPENSE</b>	269.1	313.6
<b>21,751.4</b>	<b>20,393.0</b>	<b>20,796.3</b>	<b>TOTAL EXPENSES</b>	<b>85,298.0</b>	<b>80,693.1</b>
<b>4,774.1</b>	<b>5,177.9</b>	<b>3,219.3</b>	<b>C PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX (A-B)</b>	<b>18,393.0</b>	<b>15,561.6</b>
-	-	(10.4)	<b>D EXCEPTIONAL ITEMS</b>	-	107.8
<b>4,774.1</b>	<b>5,177.9</b>	<b>3,229.7</b>	<b>E PROFIT BEFORE TAX (C-D)</b>	<b>18,393.0</b>	<b>15,453.8</b>
			<b>F TAX EXPENSE:</b>		
1,852.7	1,762.9	1,332.3	CURRENT TAX	6,491.7	5,611.9
(196.9)	(16.7)	(56.7)	DEFERRED TAX	(350.6)	(171.7)
<b>3,118.3</b>	<b>3,431.7</b>	<b>1,954.1</b>	<b>G PROFIT FOR THE PERIOD (E-F)</b>	<b>12,251.9</b>	<b>10,013.6</b>
			<b>H OTHER COMPREHENSIVE INCOME</b>		
(701.1)	(422.2)	(418.2)	<b>a. (i) ITEMS THAT WILL NOT BE RECLASSIFIED TO PROFIT OR LOSS</b>		
-	-	-	- RE-MEASUREMENT OF RETIRAL DEFINED BENEFIT PLANS	(1,387.3)	(843.9)
242.6	146.1	144.8	- CHANGES IN FAIR VALUE OF EQUITY INSTRUMENTS	-	(200.0)
			<b>(ii) INCOME TAXES RELATING TO ITEMS THAT WILL NOT BE RECLASSIFIED TO PROFIT OR LOSS</b>	480.1	292.1
35.3	(17.8)	(21.2)	<b>b. (i) ITEMS THAT WILL BE RECLASSIFIED TO PROFIT OR LOSS</b>		
(12.3)	6.2	7.3	- CHANGES IN FAIR VALUE OF CASH FLOW HEDGES	26.7	(13.1)
			<b>(ii) INCOME TAXES RELATING TO ITEMS THAT WILL BE RECLASSIFIED TO PROFIT OR LOSS</b>	(9.3)	4.5
<b>(435.5)</b>	<b>(287.7)</b>	<b>(287.3)</b>	<b>TOTAL OTHER COMPREHENSIVE INCOME (a+b)</b>	<b>(889.8)</b>	<b>(760.4)</b>
<b>2,682.8</b>	<b>3,144.0</b>	<b>1,666.8</b>	<b>I TOTAL COMPREHENSIVE INCOME (G+H)</b>	<b>11,362.1</b>	<b>9,253.2</b>
964.2	964.2	964.2	<b>J PAID UP EQUITY SHARE CAPITAL (FACE VALUE – ₹10 PER SHARE)</b>	964.2	964.2
<b>32.34</b>	<b>35.59</b>	<b>20.27</b>	<b>K EARNINGS PER SHARE (EPS) BASIC/ DILUTED EPS (₹)</b>	<b>127.07</b>	<b>103.86</b>
			<b>ADDITIONAL INFORMATION:</b>		
5,080.6	5,027.5	4,010.2	PROFIT FROM OPERATIONS [C - A(ii) + B(vi)+B(xi)+B(xii)]	18,304.8	16,542.0

## STATEMENT OF ASSETS AND LIABILITIES AS AT 31 DECEMBER 2017

(₹ In million)

PARTICULARS		As at 31.12.2017 (Audited)	As at 31.12.2016 (Audited)
<b>A</b>	<b>ASSETS</b>		
<b>1</b>	<b>NON-CURRENT ASSETS</b>		
	(a) PROPERTY, PLANT & EQUIPMENT	26,161.8	27,301.4
	(b) CAPITAL WORK-IN-PROGRESS	941.6	1,881.7
	(c) FINANCIAL ASSETS		
	(i) INVESTMENTS	5,852.8	4,743.1
	(ii) LOANS	463.5	643.7
	(d) OTHER NON-CURRENT ASSETS	832.3	706.7
	<b>Sub-total - NON-CURRENT ASSETS</b>	<b>34,252.0</b>	<b>35,276.6</b>
<b>2</b>	<b>CURRENT ASSETS</b>		
	(a) INVENTORIES	9,024.7	9,400.6
	(b) FINANCIAL ASSETS		
	(i) INVESTMENTS	13,935.9	12,813.5
	(ii) TRADE RECEIVABLES	889.7	979.3
	(iii) CASH AND CASH EQUIVALENTS	14,476.9	8,693.2
	(iv) BANK BALANCES OTHER THAN CASH AND CASH EQUIVALENTS	97.3	106.8
	(v) LOANS	288.0	166.0
	(vi) OTHER FINANCIAL ASSETS	427.9	326.7
	(c) CURRENT TAX ASSETS (NET)	63.9	27.3
	(d) OTHER CURRENT ASSETS	169.6	314.6
	<b>Sub-total - CURRENT ASSETS</b>	<b>39,373.9</b>	<b>32,828.0</b>
	<b>TOTAL-ASSETS</b>	<b>73,625.9</b>	<b>68,104.6</b>
<b>B</b>	<b>EQUITY AND LIABILITIES</b>		
	<b>EQUITY</b>		
	(a) EQUITY SHARE CAPITAL	964.2	964.2
	(b) OTHER EQUITY	33,241.7	31,859.1
	<b>Sub-total - EQUITY</b>	<b>34,205.9</b>	<b>32,823.3</b>
	<b>LIABILITIES</b>		
<b>1</b>	<b>NON-CURRENT LIABILITIES</b>		
	(a) FINANCIAL LIABILITIES		
	(i) BORROWINGS	351.4	331.5
	(b) PROVISIONS	22,915.9	19,722.1
	(c) DEFERRED TAX LIABILITIES (NET)	1,219.6	1,553.4
	(d) OTHER NON-CURRENT LIABILITIES	6.0	6.8
	<b>Sub-total - NON-CURRENT LIABILITIES</b>	<b>24,492.9</b>	<b>21,613.8</b>
<b>2</b>	<b>CURRENT LIABILITIES</b>		
	(a) FINANCIAL LIABILITIES		
	(i) TRADE PAYABLES	9,846.4	7,991.6
	(ii) OTHER FINANCIAL LIABILITIES	3,140.2	3,116.4
	(b) PROVISIONS	874.6	538.0
	(c) OTHER CURRENT LIABILITIES	1,065.9	2,021.5
	<b>Sub-total - CURRENT LIABILITIES</b>	<b>14,927.1</b>	<b>13,667.5</b>
	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>73,625.9</b>	<b>68,104.6</b>





**Notes:**

Financial results have been presented in accordance with the requirements of SEBI's circular dated 5 July 2016, Ind-AS and Schedule III (Division II) to the Companies Act, 2013.

For better understanding of the financial performance, the Company has chosen to present "Profit from Operations" as an additional information in the Statement of Profit and Loss. "Profit from Operations" is arrived from 'Profit before Exceptional items and Tax' after reducing Other Income and adding back Finance Costs (including interest cost on employee benefit plans), Net provision for contingencies (others) and corporate social responsibility expense.

**Transition to Indian Accounting Standards (Ind AS)**

The Company has adopted Ind AS w.e.f. 1 January 2017 with a transition date of 1 January 2016. Accordingly, results for the quarter and year ended 31 December 2017 have been prepared in accordance with Ind AS prescribed under Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India. Previous periods figures have been restated as per Ind AS to make them comparable.

Reconciliation of Profit for previous periods as reported in accordance with previous Indian GAAP to Total Comprehensive Income in accordance with Ind-AS is as under:

PARTICULARS	(₹ In million)	
	Quarter ended (Audited as explained in Note 12)	Accounting Year ended (Audited)
	31.12.2016	31.12.2016
<b>Profit for the period as reported in accordance with previous Indian GAAP</b>	<b>1,673.1</b>	<b>9,265.4</b>
(i) Actuarial loss on retiral defined benefit plans reclassified to Other Comprehensive Income	418.2	843.9
(ii) Changes in fair value of equity instruments reclassified to Other Comprehensive Income	-	200.0
(iii) Recognition of interest income on financial assets as per effective interest rate method	8.4	10.9
(iv) Application of hedge accounting for forward contracts	8.2	6.6
(v) Changes in fair value of investment in mutual funds	1.0	4.2
(vi) Recognition of Capital subsidy in the Statement of Profit & Loss	4.0	4.0
(vii) Others	(10.2)	(31.2)
Tax Impact on above	(148.6)	(290.2)
<b>Profit for the period in accordance with Ind AS - (A)</b>	<b>1,954.1</b>	<b>10,013.6</b>
<b>Other Comprehensive Income</b>		
(i) Re-measurement of retiral defined benefit plans	(418.2)	(843.9)
(ii) Changes in fair value of equity instruments	-	(200.0)
(iii) Changes in fair value of cash flow hedges	(21.2)	(13.1)
Tax Impact on above	152.1	296.6
<b>Total Other Comprehensive Income - (B)</b>	<b>(287.3)</b>	<b>(760.4)</b>
<b>Total Comprehensive Income in accordance with Ind AS - (C=A+B)</b>	<b>1,666.8</b>	<b>9,253.2</b>

Reconciliation of Equity as reported in accordance with previous Indian GAAP to Equity in accordance with Ind-AS is as under:

PARTICULARS	(₹ In million)	
	As at 31.12.2016 (Audited)	
<b>Equity as reported in accordance with previous Indian GAAP</b>	<b>30,137.0</b>	
(i) Recognition of interest income on financial assets as per effective interest rate method	50.4	
(ii) Application of hedge accounting for forward contracts	(3.3)	
(iii) Changes in fair value of investment in mutual funds	12.7	
(iv) Timing difference in recognition of proposed final dividend and dividend distribution tax thereon	2,669.0	
(v) Others	(31.2)	
(vi) Tax impact	(11.3)	
<b>Equity in accordance with Ind AS</b>	<b>32,823.3</b>	





**Notes: Comparisons with reference to full year ended 31.12.2016 unless otherwise specified:**

1. In accordance with Ind AS 18 on "Revenue" and Schedule III to the Companies Act, 2013, Sales for the previous year ended 31 December 2016 and for the period 1 January to 30 June 2017 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 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 quarter and year ended 31 December 2017 and in particular Sales, absolute expenses, elements of Working Capital (Inventories, Trade payable, other current assets/current liabilities etc.) and ratios in percentage of Sales are not comparable with the corresponding periods. 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.
2. (a) Reported Total Sales and Domestic Sales for the year increased by 7.7% and 8.2% respectively. These growth rates are adversely impacted due to lower reported sales by the change in structure of indirect taxes (refer note 1 above) and reduction in realisations to pass on the GST benefits. Domestic Sales Growth was supported by increase in volumes including rebuild of MAGGI Noodles, supplemented by better underlying realisations. "Export Sales" increased by 0.9%.  
  
(b) Reported Total Sales and Domestic Sales for the quarter increased by 10.9% and 10.8% respectively, on a base impacted by withdrawal of high denomination currency notes in circulation. These growth rates are adversely impacted due to lower reported sales by the change in structure of indirect taxes (refer note 1 above) and reduction in realisations to pass on the GST benefits. Domestic Sales Growth was supported by increase in volumes including rebuild of MAGGI Noodles, supplemented by better underlying realisations coming from previous periods. "Export Sales" increased by 12.7%.
3. "Other Income" has increased due to higher average liquidities partially offset by lower yields.
4. "Employee Benefits Expense" in the current year is adversely impacted by implementation of a longer-term approach towards compensation of most factory employees in line with industry practice and the increase due to higher production volumes.
5. "Net Provision for Contingencies" is mainly for matters related to litigations /related disputes and other uncertainties requiring management judgement. Provisions for Contingencies/ Contingent Liabilities are recognised/ disclosed after a careful evaluation of the facts and legal aspects of the matters involved, in line with Ind AS 37 on "Provisions, Contingent Liabilities and Contingent Assets".  
  
"Net Provision for Contingencies (Others)" is not fully comparable as the comparative period was adversely impacted due to completion of certain procedures relating to litigation/ disputed matters for more number of years as compared to only one year in current year.
6. "Tax Expense" in the current year has been impacted due to the end of first 5 years of Income Tax holiday @ 100% of the profits of Samalkha factory Unit II. For the next 5 years, Income Tax holiday will be applicable @ 30% for Samalkha factory Unit II. Also, Tax expense in the comparative period was adversely impacted due to higher non-deductible items.
7. "Re-Measurement of Retiral Defined Benefit Plans" represents actuarial gains/losses on defined benefit plans.
8. The Board of Directors have recommended a final dividend of ₹ 23.00 per equity share amounting to ₹ 2,217.6 million for the year 2017. The total dividend for 2017 aggregates to ₹ 86.00 per equity share which includes three interim dividends of ₹ 15.00 per equity share paid on 2 June 2017, ₹ 15.00 per equity share paid on 16 August 2017 and ₹ 33.00 per equity share paid on 22 December 2017. The final dividend is subject to approval by the shareholders at the ensuing Annual General Meeting of the Company and therefore has not been recognised as a liability as at the balance sheet date in line with Ind AS 10 on "Events after the Reporting Period".
9. Based on the guiding principles given in Ind AS 108 on 'Operating Segments', the Company's business activity falls within a single operating segment, namely Food. Accordingly, the disclosure requirements of Ind AS 108 are not applicable.
10. Legal proceedings in the MAGGI Noodles issue are currently on before the Hon'ble Supreme Court. The issue has been adequately explained in the Annual Report 2015 and also in the press releases in 2015 available on the Company's website [www.nestle.in](http://www.nestle.in)
11. Previous period's figures have been regrouped/ reclassified to conform with the current year's classification /grouping.

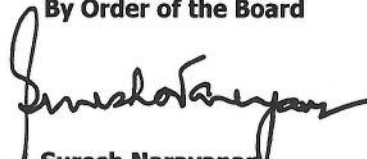
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12. Figures of last quarter are the balancing figures between audited figures in respect of the full year and the un-audited published figures upto the period ended 30 September.

**THE ABOVE RESULTS AND THIS RELEASE HAVE BEEN REVIEWED BY THE AUDIT COMMITTEE OF THE BOARD AND APPROVED BY THE BOARD OF DIRECTORS AT THEIR MEETING HELD ON 14 FEBRUARY 2018.**

**Date: 14 February 2018**  
**Place: Gurugram**

By Order of the Board  
  
**Suresh Narayanan**  
**Chairman and Managing Director**

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## Auditor's Report on the Statement of Financial Results of Nestle India Limited pursuant to the Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of  
Nestle India Limited

1. We have audited the accompanying Statement of Financial Results ('the Statement') of Nestle India Limited ('the Company') for the year ended 31 December 2017, attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated 5 July 2016. This Statement, which is the responsibility of the Company's Management and approved by the Board of Directors, has been compiled from the related Ind AS financial statements which has been prepared in accordance with the Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder ('Ind AS') and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement based on our audit of such Ind AS financial statements.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. We draw your attention to the fact that the figures for the quarter ended 31 December 2017 and the corresponding quarter ended in the previous year as reported in the Statement are the balancing figures between audited figures in respect of the full financial year and the published year-to-date figures up to the end of the third quarter of the current and previous financial year respectively. Also, the figures up to the end of the third quarter of the respective financial year had only been reviewed and not subject to an audit.
4. Further, we draw your attention to the fact that the figures for the quarter and year ended 31 December 2016 are based on the previously issued financial results and annual financial statements that were audited by the erstwhile auditors (vide their unmodified audit report of 15 February 2017) as adjusted for differences in the accounting principles adopted by the Company on transition to Indian Accounting Standards ('Ind AS'), which have been audited by us. These adjustments have been reconciled to the net profit for the quarter and year ended 31 December 2016 under the previously applicable Generally Accepted Accounting Principles with the total comprehensive income as reported in these financial results under Ind AS.

JS

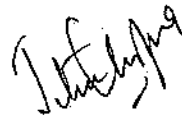
5. In our opinion and to the best of our information and according to the explanations given to us, the Statement:

- (i) is presented in accordance with the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated 5 July 2016 in this regard; and
- (ii) gives a true and fair view in conformity with the aforesaid Ind AS and other accounting principles generally accepted in India of the net profit and the total comprehensive income and other financial information of the Company for the year ended 31 December 2017.

**For B S R & Co. LLP**

*Chartered Accountants*

ICAI Firm Registration No.: 101248W/ W-100022



**Jiten Chopra**

*Partner*

Membership No.: 092894

Place: Gurugram

Date : 14 February 2018