



## PRESS RELEASE

### **Nestle India Celebrates 100 years With Earnings per Share at ~ 100 Rupees**

- **NET SALES** : Rs.7490.8 Crores
- **NET PROFIT** : Rs. 961.6 Crores
- Domestic Sales : Rs.7095.0 Crores
- Enables contribution to exchequer of Rs.1872 Crores
- Capacity expansions on track
- Sustained focus on working with Communities on Nutritional Awareness, Water Sustainability and Rural Development.
- Recommends **Final Dividend** of Rs.12.50 Per share

**NESTLE HOUSE, Gurgaon 14<sup>th</sup> February, 2012:** The Board of Directors of Nestle India met today at Nestle House and announced results for the **Full Year 2011**.

Commenting on the results for full year 2011, Mr. A Helio Waszyk, Chairman and Managing Director, Nestle India said **“What an achievement to have our EPS touching 100 Rupees at the time Nestlé India is celebrating 100 years! This has been possible due to the strength of our Brands, the engagement of our People and the strong support provided by Nestle S.A. We are proud to be part of India’s success story and continue to create shared value with our business partners and in the communities where we operate. While the current environment is uncertain and volatile requiring cautious attention, we continue our journey. We are just starting to operate the Rs.2000 crores investments made in manufacturing and distribution creating additional jobs and at the same time continuing to reward our confident people - our main competitive advantage!”**

Contd..2

## NET SALES

Net Sales for the Full Year 2011 were Rs.7490.8 Crores and have increased by 19.8% over 2010. Domestic Sales increased by 20.2% on account of selling prices and volumes. Export growth has been adversely impacted by the ban on exports of Milk Powder.

## NET PROFIT

Net Profit at Rs.961.6 Crores for the year has increased from Rs.818.7 Crores in 2010. Earnings per Share increased to Rs.99.73.

The cost of materials for goods sold as percentage of Net Sales has decreased largely due to improved product/channel mix and Nestle Continuous Excellence initiatives, partially offset by the higher input cost inflation. The increase in employees cost is the result of our policy of continuing to invest in our people. In 2011 we continued to reward performance and have also added 1000 more employees.

The increase in Tax Expense is higher than the increase in Profit before Tax due to the fact that on completion of 5 years of the Pantnagar factory, the 100% income tax holiday was reduced to 30% of the profits of Pantnagar factory. Effective from April 2011, it will continue at the same rate for the next 5 years.

## QUARTER 4 ENDED DECEMBER 2011

Net Sales during Quarter 4 were Rs.1954.7 Crores and have increased by 17.0% over the same Quarter in 2010.

## DIVIDENDS

The Board of Directors has recommended a final dividend for 2011 of Rs. 12.50 per equity share (nominal value Rs.10/- per equity share). This is in addition to the two interim dividends for 2011, of Rs. 9.00 & Rs. 27.00 per equity share paid in May 2011 and December 2011 respectively. The total dividend per share in 2011 aggregates to Rs. 48.50, the same as in 2010 and 2009, and is in keeping with the financing needs for capital expenditure.



**HIMANSHU MANGLIK**  
Nestlé India Limited