

## Nestlé India Limited

(CIN : L15202DL1959PLC003786)  
Nestlé House  
Jacaranda Marg  
M Block, DLF City, Phase – II  
Gurugram – 122002, Haryana  
Phone 0124 - 3940000  
E-mail: investor@IN.nestle.com  
Website www.nestle.in



BM: PKR: 50:20

23.10.2020

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort, Mumbai – 400 001

Scrip Code - 500790

**Subject : I. Regulation 33 of Listing Regulations: Unaudited Financial Results for the quarter and nine months ended 30<sup>th</sup> September 2020**  
**II. Regulation 30 of Listing Regulations:**  
- Declaration of interim dividend for the year 2020  
- Appointment of Mr Matthias C Lohner as Whole-time Director, designated as “Executive Director – Technical” w.e.f. 1<sup>st</sup> November 2020, subject to requisite approvals, in place of Mr Martin Roemkens

Dear Sir,

### **Unaudited Financial Results for the quarter and nine months ended 30<sup>th</sup> September 2020**

Enclosed please find unaudited financial results of the Company for the quarter and nine months ended 30<sup>th</sup> September 2020 approved by the Board of Directors at their meeting held today along with the Limited Review Report of M/s. B S R & Co. LLP, Chartered Accountants, Statutory Auditors of the Company. The unaudited financial results shall be published in newspapers as required. The same is also being uploaded on the Company's website.

Press Release relating to the unaudited financial results is enclosed.

### **Declaration of interim dividend for the year 2020**

The Board of Directors at their meeting held today declared interim dividend of Rs. 135/- (Rupees One Hundred Thirty Five only) per equity share of Rs. 10/- each for the year 2020 on the entire issued, subscribed and paid up share capital of the Company of 9,64,15,716 equity shares of the nominal value of Rs. 10/- each.

The interim dividend for the year 2020 will be paid on and from 20<sup>th</sup> November 2020 to those members whose names appear on the Register of Members of the Company and as beneficial owners in the Depositories, determined with reference to the Record Date of 2<sup>nd</sup> November 2020, already announced for the purpose vide letter no. BM:PKR:46:20 dated 15<sup>th</sup> October 2020.

### **Appointment of Mr Matthias C. Lohner as Whole-time Director, designated as “Executive Director – Technical” w.e.f. 1<sup>st</sup> November 2020, subject to requisite approvals, in place of Mr Martin Roemkens**

Further to letter no. BM:PKR:41:20 dated 10<sup>th</sup> September 2020, this is to intimate that the Board of Directors of the Company, on the recommendation of the Nomination and Remuneration Committee, approved the appointment of Mr Matthias C. Lohner, as Whole-time Director, designated as “Executive Director – Technical” with effect from 1<sup>st</sup> November 2020, for a term of five years, subject to requisite approvals, in place of Mr Martin Roemkens.

### **About Mr Matthias C. Lohner**

Mr Matthias has over 23 years of rich experience in Nestlé Group and held various positions of increasing responsibility in Vietnam, Mexico, El Salvador, Canada, Chile. Currently he is Operations Manager, Nescafé Dolce Gusto, Global Business Unit based in Switzerland. He brings with him a diverse background with experience around different Markets and Zones including Nestlé Head Office at Switzerland.

The meeting of the Board of Directors commenced at 14:45 hours and concluded at 17:50 hours.

Thanking you,

Yours very truly,

**NESTLÉ INDIA LIMITED**

**B. MURLU**

**SENIOR VICE PRESIDENT – LEGAL & COMPANY SECRETARY**

Encl. as above



Nestlé House, 23<sup>rd</sup> October 2020

## Nestlé India gets back to “Double Digit” growth – Commits investments for the future

Plans to invest a further INR 2600 Crore in India over the next three to four years

### Nestlé India – Q3 2020

- Total Sales of INR 3,525 Crore
- Total Sales Growth at 10.2%. Domestic Sales Growth at 10.2%.
- Profit from Operations at 22.9% of Sales
- Net Profit of INR 587 Crore
- Earnings Per Share of INR 60.89
- Interim Dividend INR 135 per equity share

### Key Highlights:

- INR 2600 Crore planned investment over the next three to four years
- Factories return to normal output
- Double digit growth in key brands, boosted by in-home consumption
- Demand in ‘Out of Home’ channels improved during the quarter
- E-commerce grew by 97%, contributing about 4% of domestic sales

The Board of Directors of Nestlé India met today, through audiovisual means, and approved the results for the third quarter and first nine months of 2020. Commenting on the results, **Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India** said, “I am extremely proud of my team, our distribution partners, hundreds of suppliers including MSMEs, many thousand farmers, agencies, service providers large and small, as well other stakeholders in our business, for their determination, anticipation, tenacity, imagination and sheer hard work that has helped us achieve a strong performance this quarter. This has been achieved in the face of daunting challenges in operations thrown at us by this pandemic.

We are proud of our 108-year long association with the nation and nearly six-decade long manufacturing journey. As a vindication of the confidence and trust in the Nestlé journey in India, I am pleased to share that we plan to invest INR 2600 Crore (INR 26 Billion) over the next three to four years to augment our existing manufacturing capacities, as well as towards our new under construction ‘state of the art’ factory in Sanand, Gujarat.

The quarter witnessed growth driven by an improved supply situation, as our factories returned to normal output. Boosted by an increase in in-home consumption, our key brands like MAGGI Noodles, MAGGI Sauces, KITKAT, Nestlé MUNCH, NESCAFÉ CLASSIC & NESCAFÉ SUNRISE witnessed double digit growth. Demand in ‘Out of Home’ channels improved during the quarter but continues to be impacted due to the overall environment. We continued our strong performance in the e-commerce channels, which grew by 97% and now contributes about 4% of domestic sales.”

### **Highlights for the quarter ended 30 September 2020:**

1. Total Sales and Domestic Sales both increased by 10.2% driven by volume and mix. Export Sales increased by 9.4%. Demand in Out of Home channel improved through the quarter but continues to be impacted by COVID.
2. Tax Expense for the quarter ended 30 September 2020 is not comparable. The cumulative effect of lower tax rate made applicable from 1 April 2019 was adjusted fully in quarter ended 30 September 2019. Net Profit after Tax and Earnings per share are also not comparable for the same reason.

### **Dividend:**

The Board of Directors have declared an interim dividend for 2020 of INR 135 per equity share (Face value INR 10/- per equity share) amounting to INR 13,016.1 million, which will be paid on and from 20 November 2020.

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#### 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](mailto:ambereen.shah@in.nestle.com) / [shashank.nair@in.nestle.com](mailto:shashank.nair@in.nestle.com) (with a CC to [media.india@in.nestle.com](mailto:media.india@in.nestle.com)); [investor@in.nestle.com](mailto:investor@in.nestle.com)

Website: [www.nestle.in](http://www.nestle.in)