

## 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: 25:22

21.04.2022

BSE Limited

Phiroze Jeejeebhoy Towers

Dalal Street, Fort,

Mumbai – 400 001

**BSE Scrip Code: 500790**

- Subject :**
- 1. Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'); Unaudited Financial Results for the first quarter ended 31<sup>st</sup> March 2022; and**
  - 2. Regulation 30 of the Listing Regulations: Recommend to the members of the Company appointment of Ms Alpna Parida as an Independent Non-Executive Director of the Company for a term of five consecutive years effective from 1<sup>st</sup> June 2022**

Dear Sir/ Madam,

**1. Unaudited Financial Results for the first quarter ended 31<sup>st</sup> March 2022**

The Board of Directors, at their meeting held today, approved the Unaudited Financial Results (UFR) of the Company for the first quarter ended 31<sup>st</sup> March 2022. Enclosed the UFR of the Company for the first quarter ended 31<sup>st</sup> March 2022 alongwith the Limited Review Report of M/s. S R Batliboi & Co. LLP, Chartered Accountants, the Statutory Auditors of the Company and the Press Release relating to the UFR for the first quarter ended 31<sup>st</sup> March 2022.

The same are also being uploaded on the Company's website. The UFR shall be published in newspapers as per the Listing Regulations.

**2. Recommended to the members of the Company appointment of Ms Alpna Parida (DIN: 06796621) as an Independent Non-Executive Director of the Company for a term of five consecutive years effective from 1<sup>st</sup> June 2022**

The Board of Directors, at their meeting held today on the recommendation of the Nomination and Remuneration Committee, has recommended the appointment of Ms Alpna Parida (DIN: 06796621), as an Independent Non-Executive Director of the Company for a term of five consecutive years effective from 1<sup>st</sup> June 2022, for approval of the members of the Company by way of Special Resolution through Postal Ballot by electronic means. In terms of the Companies Act 2013 read with relevant Circulars issued by the Ministry of Corporate Affairs and Regulation 44 of the Listing Regulations, the Company shall provide remote e-voting facility for the said purpose.

The cut-off date of 22<sup>nd</sup> April 2022 has been fixed to determine the eligibility of the Members to cast their vote through Postal Ballot by remote e-voting facility.

Ms. Alpna Parida, aged 59 years, graduated from IIM-Ahmedabad and has a degree in Economics from St. Stephens, Delhi University.

Ms. Parida has more than two decades of experience in retail and marketing communications in India and in the United States of America. She is a Founder & Chief Executive Officer of Tiivra Ventures Private Limited. She has served as the Managing Director of DMA Yellow Works Limited. She has also been associated with Titan Industries Limited. Ms. Parida holds directorship on leading boards including GRP Limited, FSN e-Commerce Ventures Limited, Cosmo Films Limited, Nykaa Fashion Private Limited, Jivagro Limited, Tiivra Ventures Private Limited, FSN Brands Marketing Private Limited and Hindware Limited.

Ms. Parida has vast experience in the area of corporate governance, strategy, e-commerce, digital and new technologies, mergers and acquisitions, finance, audit, sustainability, innovation management and human resources. Ms. Parida has no relationship with any other Director on the Board of the Company and she is not debarred from holding the office of director by virtue of any SEBI order or any other such authority. The notice of Postal Ballot will be sent in due course.

The meeting of the Board of Directors commenced at 09:00 hours and the above agenda items concluded at 9:55 hours.

Thanking you,

Yours very truly,

**NESTLÉ INDIA LIMITED**

**B. MURLU**

**GENERAL COUNSEL & COMPANY SECRETARY**

Encl.: as above



Good food, Good life

## Press Release – Q1 2022

Nestlé House, 21<sup>st</sup> April 2022

### **Nestlé India continues to deliver strong volume and mix growth despite volatility and cost pressures**

The Board of Directors of Nestlé India today approved the results for the first quarter of 2022.

Commenting on the results, **Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India said**, “I am pleased to share that in this quarter we have delivered double-digit domestic sales driven by volume and mix, which once again demonstrates the strength of our brands, consumer resonance and the resilience of the Nestlé India team and our partners. Our key brands continue to perform well with *Maggi* Noodles, *KitKat*, *Nestlé Munch*, *Nescafé* Classic and *Sunrise* posting creditable double-digit growth in this quarter. This growth across a range of categories was enabled by a mix of innovative campaigns, attractive consumer promotions, analytics-based consumer insights, geo-targeted distribution drives and leveraging the opportunity of festive seasons. Our endeavour is to continue on the path of penetration led volume growth with determination.

We have continued to progress well on our RURBAN journey and this has borne fruit with strong sustained rural growth performance, complemented by strong growth in smaller town classes and urban agglomerates. Our robust performance in e-commerce continued as the channel grew by 71% and now contributes 6.3% of domestic sales. We will continue to leverage e-commerce further through meaningful shopper insights, data analytics, speed, sharp communication and customization.

As highlighted in previous quarters, cost of key raw and packaging materials are witnessing 10-year highs, and costs continued to surge this quarter which has impacted profit from operations. Continued inflation is likely to be a key factor in the short to medium term. We are confident of facing this turbulence with strategies of scale, efficiencies, mix and pricing all of which we will deploy judiciously.

On the occasion of World Earth Day tomorrow, I am pleased to share that as an organization we continue to invest in our sustainability journey through various commitments across climate change, packaging, sourcing and water.”

### **Financial Highlights – Q1 2022:**

- Total Sales of INR 3,951 Crore
- Total Sales Growth at 9.7%. Domestic Sales Growth at 10.2%.
- Profit from Operations at 21.0% of Sales
- Net Profit of INR 595 Crore
- Earnings Per Share of INR 61.7
- Interim Dividend INR 25 per equity share declared on 11<sup>th</sup> April 2022

### **Business Comments – Q1 2022:**

- **E-commerce:** The channel showed strong acceleration with growths being largely fuelled by new emerging formats like 'quick commerce' and 'click & mortar' for the channel.
- **Organized Trade:** The channel witnessed strong broad based revenue growth as footfall normalized.
- **Out of Home (OOH):** Despite COVID wave 3 impacting January sales, the OOH Business posted better than expected Q1 results mainly resulting from faster channel opening & due to continuation of the business led revenue acceleration measure as per the agreed strategy (channel & geographical initiatives, portfolio transformation etc.)
- **Exports:** Our continuous focus remains towards proliferation of Indian product portfolio in new markets; expanding new categories like confectionery and our offerings with MAGGI range, fuelled with channel expansion in mainstream in the United Kingdom and Australia.

### **Category Performance – Q1 2022 (Domestic):**

- **Prepared Dishes and Cooking Aids:** Strong growth momentum continued in Noodles aided by media and mega portfolio activation. *Maggi Sauces* and *Maggi Masala-ae-Magic* growth was impacted by high base and gradual shift from in-home cooking to out-of-home consumption, with the progressive opening up of offices and schools.
- **Milk Products and Nutrition:** Nutrition performed well, coupled with pricing actions. Milk products continue to face challenges from competition.
- **Confectionery:** *KitKat* and *Nestlé Munch*, both registered double-digit growth. The strong performance was aided by media campaigns, strong festive interventions, attractive consumer promotions, trade inputs and focused distribution drives.
- **Beverages:** *Nescafé Classic* and *Sunrise* delivered double-digit growth, supported by generating demand inputs to leverage the consumption season.

### **Commodity Outlook in Short to Medium Term:**

Cost outlook for key commodities like edible oils, coffee, wheat, fuel remains firm to bullish while costs of packaging materials continue to increase amid supply constraints, rising fuel and transportation costs. Input costs are expected to be on bullish trend both globally and locally. Fresh milk costs are expected to remain firm with continued increase in demand and rise in feed costs to farmers.

### **Dividend:**

The Board of Directors on 11<sup>th</sup> April 2022 have declared an interim dividend for 2022 of INR 25.0 per equity share (Face value INR 10/- per equity share) amounting to INR 2,410.4 million, which will be paid on and from 6 May 2022 along with the final dividend for 2021 of INR 65.0 per equity share approved in the Annual General Meeting on April 12, 2022.

**Cautionary Statement:**

Statements in this Press Release, particularly those which relate to outlook, describing the company's projections, estimates and expectations may constitute 'forward looking statements' within the meaning of applicable laws and regulations. Actual results might differ materially from those either expressed or implied in the statement depending on the circumstances.

---

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)

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

Corporate Identity Number: L15202DL1959PLC003786

Email ID: [ambereen.shah@in.Nestlé.com](mailto:ambereen.shah@in.Nestlé.com) / [shashank.nair@in.Nestlé.com](mailto:shashank.nair@in.Nestlé.com) (with a CC to [media.india@in.Nestlé.com](mailto:media.india@in.Nestlé.com)); [investor@in.Nestlé.com](mailto:investor@in.Nestlé.com),

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