

## Nestlé India Limited

(CIN : L15202DL1959PLC003786)

Nestlé House

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BM: PKR: 66:18

26.10.2018

BSE Limited

Phiroze Jeejeebhoy Towers,

Dalal Street, Fort, Mumbai – 400 001

Scrip Code - 500790

**Subject : i) Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations") : Unaudited Financial Results for the quarter and nine months ended 30<sup>th</sup> September, 2018**  
**ii) Regulation 30 of Listing Regulations : Appointment of Ms. Roopa Kudva as Independent Non-Executive Director w.e.f. 1<sup>st</sup> January, 2019**

Dear Sir,

### **Reg. 33 : Unaudited Financial Results for the quarter and nine months ended 30<sup>th</sup> September, 2018**

Enclosed please find the unaudited financial results of the Company for the quarter and nine months ended 30<sup>th</sup> September, 2018 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, the 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 for the quarter and nine months ended 30<sup>th</sup> September, 2018 is enclosed.

### **Reg. 30 : Appointment of Ms. Roopa Kudva as Independent Non-Executive Director w.e.f. 1<sup>st</sup> January, 2019**

The Board of Directors, at their meeting held today, appointed Ms. Roopa Kudva as Independent Non-Executive Director of the Company w.e.f. 1<sup>st</sup> January, 2019 for a term of five years.

Ms. Kudva holds a postgraduate diploma in management from Indian Institute of Management, Ahmedabad and was recognized as a Distinguished Alumnus of the Institute. Ms. Roopa Kudva is partner at Omidyar Network and Managing Director of Omidyar Network India Advisors Private Limited. She leads overall investment strategy, operations and portfolio development in India. Prior to joining Omidyar Network, Ms. Kudva spent 23 years with CRISIL and was its Managing Director and Chief Executive Officer from 2007 till 2015. She led CRISIL's transformation from being India's premier ratings agency into a diversified global analytical company. Ms. Kudva also worked for Standard & Poor's, Paris, as director, financial institutions ratings. Ms. Kudva is Independent Director on the board of Infosys Limited and Tata AIA Life Insurance Company Limited. She is also on the Board of CRISIL Credit Information Services Limited and Irevna Research Services Limited.

The meeting of the Board of Directors commenced at 13:30 hours and concluded at 17:30 hours.

Thanking you,

Yours very truly,

**NESTLÉ INDIA LIMITED**

**B. MURLU**

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

Encl.: as above

**STATEMENT OF UN-AUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 30 SEPTEMBER 2018**

(₹ In million)

THREE MONTHS ENDED (Un-audited)			PARTICULARS	NINE MONTHS ENDED (Un-audited)		Accounting Year ended (Audited)
30.09.2018	30.6.2018	30.09.2017		30.9.2018	30.9.2017	31.12.2017
			<b>A INCOME</b>			
27,495.0	25,073.3	23,407.5	DOMESTIC SALES	78,170.3	70,712.1	94,724.5
1,724.9	1,712.4	1,599.2	EXPORT SALES	5,203.7	4,742.6	6,626.6
<b>29,219.9</b>	<b>26,785.7</b>	<b>25,006.7</b>	<b>SALE OF PRODUCTS</b>	<b>83,374.0</b>	<b>75,454.7</b>	<b>101,351.1</b>
173.7	198.3	133.8	OTHER OPERATING REVENUES	576.0	452.5	570.7
<b>29,393.6</b>	<b>26,984.0</b>	<b>25,140.5</b>	<b>i REVENUE FROM OPERATIONS</b>	<b>83,950.0</b>	<b>75,907.2</b>	<b>101,921.8</b>
670.3	602.3	430.4	ii OTHER INCOME	1,836.9	1,258.3	1,769.2
<b>30,063.9</b>	<b>27,586.3</b>	<b>25,570.9</b>	<b>TOTAL INCOME</b>	<b>85,786.9</b>	<b>77,165.5</b>	<b>103,691.0</b>
			<b>B EXPENSES</b>			
10,800.3	9,687.3	10,106.9	i COST OF MATERIALS CONSUMED	31,648.2	31,327.0	42,316.6
668.3	514.3	436.6	ii PURCHASES OF STOCK-IN-TRADE	1,694.9	1,174.1	1,747.6
372.6	688.3	303.1	iii CHANGES IN INVENTORIES OF FINISHED GOODS, WORK IN PROGRESS AND STOCK-IN-TRADE	664.9	74.9	(795.6)
-	-	-	iv EXCISE DUTY	-	1,825.8	1,825.8
2,903.9	2,848.8	2,574.8	v EMPLOYEE BENEFITS EXPENSE	8,442.6	7,567.2	10,174.5
274.6	282.5	228.6	vi FINANCE COSTS (INCLUDING INTEREST COST ON EMPLOYEE BENEFIT PLANS)	867.8	685.1	919.0
930.1	817.1	863.9	vii DEPRECIATION AND AMORTISATION	2,572.5	2,584.9	3,422.5
7,176.3	6,512.3	5,761.4	viii OTHER EXPENSES	20,094.3	17,995.2	24,170.2
-	41.4	67.2	ix IMPAIRMENT LOSS ON PROPERTY, PLANT AND EQUIPMENT	41.4	67.2	371.8
168.2	155.7	(0.9)	x - OPERATIONS	474.5	66.7	383.6
-	-	-	xi - OTHERS	-	-	492.9
52.0	85.5	51.4	xii CORPORATE SOCIAL RESPONSIBILITY EXPENSE	218.3	178.5	269.1
<b>23,346.3</b>	<b>21,633.2</b>	<b>20,393.0</b>	<b>TOTAL EXPENSES</b>	<b>66,719.4</b>	<b>63,546.6</b>	<b>85,298.0</b>
<b>6,717.6</b>	<b>5,953.1</b>	<b>5,177.9</b>	<b>C PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX (A-B)</b>	<b>19,067.5</b>	<b>13,618.9</b>	<b>18,393.0</b>
-	-	-	D EXCEPTIONAL ITEMS	-	-	-
<b>6,717.6</b>	<b>5,953.1</b>	<b>5,177.9</b>	<b>E PROFIT BEFORE TAX (C-D)</b>	<b>19,067.5</b>	<b>13,618.9</b>	<b>18,393.0</b>
			F TAX EXPENSE:			
2,395.6	2,150.8	1,762.9	CURRENT TAX	7,001.1	4,639.0	6,491.7
(139.1)	(148.0)	(16.7)	DEFERRED TAX	(585.3)	(153.7)	(350.6)
<b>4,461.1</b>	<b>3,950.3</b>	<b>3,431.7</b>	<b>G PROFIT FOR THE PERIOD (E-F)</b>	<b>12,651.7</b>	<b>9,133.6</b>	<b>12,251.9</b>
			H OTHER COMPREHENSIVE INCOME			
(86.3)	(86.2)	(422.2)	a. (i) ITEMS THAT WILL NOT BE RECLASSIFIED TO PROFIT OR LOSS			
-	-	-	- RE-MEASUREMENT OF RETIRAL DEFINED BENEFIT PLANS	(262.4)	(686.2)	(1,387.3)
30.1	30.1	146.1	- CHANGES IN FAIR VALUE OF EQUITY INSTRUMENTS	(100.0)	-	-
			(ii) INCOME TAXES RELATING TO ITEMS THAT WILL NOT BE RECLASSIFIED TO PROFIT OR LOSS	91.5	237.5	480.1
(7.8)	(16.2)	(17.8)	b. (i) ITEMS THAT WILL BE RECLASSIFIED TO PROFIT OR LOSS			
2.7	5.7	6.2	- CHANGES IN FAIR VALUE OF CASH FLOW HEDGES	(59.1)	(8.6)	26.7
			(ii) INCOME TAXES RELATING TO ITEMS THAT WILL BE RECLASSIFIED TO PROFIT OR LOSS	20.6	3.0	(9.3)
<b>(61.3)</b>	<b>(66.6)</b>	<b>(287.7)</b>	<b>TOTAL OTHER COMPREHENSIVE INCOME (a+b)</b>	<b>(309.4)</b>	<b>(454.3)</b>	<b>(889.8)</b>
<b>4,399.8</b>	<b>3,883.7</b>	<b>3,144.0</b>	<b>I TOTAL COMPREHENSIVE INCOME (G+H)</b>	<b>12,342.3</b>	<b>8,679.3</b>	<b>11,362.1</b>
964.2	964.2	964.2	J PAID UP EQUITY SHARE CAPITAL (FACE VALUE – ₹10 PER SHARE)	964.2	964.2	964.2
<b>46.27</b>	<b>40.97</b>	<b>35.59</b>	<b>K EARNINGS PER SHARE (EPS) BASIC/ DILUTED EPS (₹)</b>	<b>131.22</b>	<b>94.73</b>	<b>127.07</b>
			ADDITIONAL INFORMATION:			
6,373.9	5,718.8	5,027.5	PROFIT FROM OPERATIONS [C - A(ii) + B(vi)+B(xi)+B(xii)]	18,316.7	13,224.2	18,304.8

**Notes:**

Financial results have been presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, 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.

**Comparisons with reference to quarter ended 30.9.2017 unless otherwise specified:**

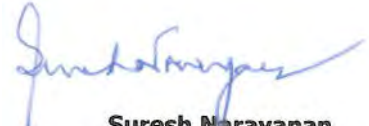
1. In accordance with Ind AS 18 on "Revenue" and Schedule III to the Companies Act, 2013, Sales for the period 1 January to 30 June 2017 were reported gross of Excise Duty and net of Value Added Tax (VAT)/ Sales Tax. Excise duty was reported as a separate expense line item. Consequent to the introduction 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 nine months ended 30 September 2018 and in particular Sales, absolute expenses and ratios in percentage of Sales are not comparable with the figures of corresponding periods. Profit from Operations in percentage of Sales and Net Profit in percentage of Sales for the nine months ended 30 September 2018 are positively impacted as the percentages have been calculated on lower reported sales.
2. "Total Sales" for the quarter increased by 16.8%. "Domestic Sales" increased by 17.5% supported by broad based volume growth on a base quarter in which GST was implemented. "Export Sales" increased by 7.9%.
3. "Other Income" has increased due to higher average liquidities as well as higher yields.
4. "Cost of materials consumed" [B(i)+B(ii)+B(iii)] has been favourably impacted by lower commodity prices.
5. "Other Expenses" has increased due to step up in marketing activities and surge in fuel prices.
6. "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".
7. "Re-Measurement of Retiral Defined Benefit Plans" represents actuarial gains/losses on defined benefit plans.
8. 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.
9. 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).
10. Previous period's figures have been regrouped/ reclassified to conform with the current year's classification /grouping.

**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 26 OCTOBER 2018.**




**Limited Review** - The limited review, as required under Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 has been completed and the related report forwarded to the stock exchange. The report does not have any impact on the above 'results and notes' for the quarter ended 30 September 2018.

**By Order of the Board**



**Suresh Narayanan**  
**Chairman and Managing Director**

**Date: 26 October 2018**  
**Place: Gurugram**



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Chartered Accountants

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## Limited review report on the Statement of Financial Results of Nestlé India Limited pursuant to the Regulations 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

To

Board of Directors of **Nestlé India Limited**

We have reviewed the accompanying statement of unaudited financial results ("the Statement") of **Nestlé India Limited** ("the Company") for the quarter ended 30 September 2018 and the year-to-date results for the period from 1 January 2018 to 30 September 2018 attached herewith, being submitted by the company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations").

This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial results based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* specified under section 143(10) of the Companies Act, 2013. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited standalone financial results prepared in accordance with applicable accounting standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **B S R & Co. LLP**  
Chartered Accountants  
Firm Registration No.: 101248W/ W-100022

**Jiten Chopra**  
Partner  
Membership No.: 092894

Place: Gurugram  
Date: 26 October 2018



Nestlé House, Gurugram, 26<sup>th</sup> October 2018

## Nestlé India Continues Growth Momentum

### Nestlé India – QE September 2018

- Total Sales of ₹2,922 Crores
- Domestic Sales Growth at 17.5%
- Profit from Operations at 21.8% of Sales
- Net Profit of ₹446 Crores

The Board of Directors of Nestlé India met today at Nestlé House and approved the results for the quarter ending September 2018. Commenting on the results, **Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India** said, “The quarter has witnessed another strong performance from the organization, as we continue to deliver broad based volume driven growth. Our focus on innovation and renovation continued with the introduction of MAGGI Special Masala Noodles, MAGGI Dip and Spread, KITKAT Dessert Delight Brownie Kubes, NESCAFÉ É coffee machine and NESPLUS Breakfast Cereals. We have stepped up marketing activities in order to strengthen our brands. We are witnessing headwinds in commodity and crude oil prices coupled with currency depreciation.

We believe that as Nestlé India we need to participate in enhancing our environment engagement capabilities, including managing plastic waste. As part of this, we have joined hands with other companies as well as NGOs and are presently working across 12 states in India. We have also taken the initiative to launch a consumer awareness campaign - ‘2 Minute Safai Ke Naam’, focusing on proper collection and disposal of plastic waste in few geographies, with every hope of extending our involvement in other areas in future.

### Highlights for the quarter ended (QE) 30<sup>th</sup> September 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 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 nine months ended 30 September 2018 and in particular Sales, absolute expenses and ratios in percentage of Sales are not comparable with the figures of corresponding periods. Profit from Operations in percentage of Sales and Net Profit in percentage of Sales for the nine months ended 30 September 2018 are positively impacted as the percentages have been calculated on lower reported sales.

- **Total Sales and Domestic Sales** for the quarter increased by 16.8% and 17.5% respectively supported by broad based volume growth on a base quarter in which GST was implemented.



- **Net Profit at ₹ 446 Crores** for the quarter has increased from **Net Profit at ₹ 343 Crores** in the same period in 2017.

For more information:

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