

Nestlé India Limited

(CIN : L15202DL1959PLC003786)

Nestlé House

Jacaranda Marg

'M' Block, DLF City, Phase – II

Gurugram – 122002, Haryana

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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 30th September, 2018
ii) Regulation 30 of Listing Regulations : Appointment of Ms. Roopa Kudva as Independent Non-Executive Director w.e.f. 1st January, 2019

Dear Sir,

Reg. 33 : Unaudited Financial Results for the quarter and nine months ended 30th September, 2018

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

Reg. 30 : Appointment of Ms. Roopa Kudva as Independent Non-Executive Director w.e.f. 1st 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. 1st 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

Nestlé House, Gurugram, 26th 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) 30th 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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