

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: 08:18

14.02.2018

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

Scrip Code: 500790

**Subject : 1. Regulation 33 of Listing Regulations - Audited Financial Results for 2017;
2. Regulation 30 of Listing Regulations - Final Dividend for 2017 recommended; and
3. Regulation 42 of Listing Regulations - 59th Annual General Meeting and Book Closure**

Dear Sir,

1. Audited Financial Results 2017

The Board of Directors at their meeting today:-

- a) approved the audited financial results for the year ended 31st December, 2017. Enclosed are the audited financial results along with the Report of the Auditors thereon and the declaration in respect of Audit Reports with unmodified opinion for the Financial Year ended on 31st December, 2017. The audited financial results shall be published in newspapers as required.
- b) approved the Financial Statements of the Company for the year 2017 including Balance Sheet as at 31st December, 2017 and Statement of Profit and Loss and the Cash Flow Statement for the year ended on that date.

Also enclosed the Press Release relating to the results. The above are being uploaded on the Company's website.

2. Final Dividend recommended

The Board of Directors recommended final dividend for the year 2017 of Rs. 23.00 (Rupees Twenty Three only) per equity shares of Rs. 10/- each.

3. Annual General Meeting and Book Closure

At the Board Meeting today, the Board of Directors also approved the convening of 59th Annual General Meeting of the Company on Thursday, 10th May, 2018 ("59th AGM").

The Register of Members and Share Transfer Books of the Company shall remain closed from 18th May, 2018 to 19th May, 2018 (both days inclusive) for the purpose of Annual Closing and determining entitlement of the members to the final dividend for 2017. The final dividend, if approved by the shareholders at 59th AGM, shall be paid on and from 1st June, 2018. Intimation of Annual Book Closure is enclosed. Copies of the printed Annual

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Good Food, Good Life

Report and Notice of the 59th AGM shall be sent to you in due course. The same shall also be uploaded on the Company's website.

The meeting of the Board of Directors commenced at 11:30 hours and concluded at 16:45 hours.

Thanking you,

Yours truly,

NESTLÉ INDIA LIMITED

B. MURLI

SENIOR VICE PRESIDENT- LEGAL & COMPANY SECRETARY

Encl.: as above



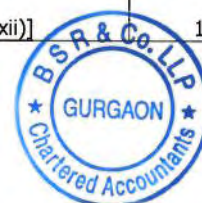
NESTLÉ INDIA LIMITED

Registered Office: 100 / 101, World Trade Centre, Barakhamba Lane, New Delhi – 110 001

STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31 DECEMBER 2017

(₹ In million)

THREE MONTHS ENDED			PARTICULARS	Accounting Year ended	
31.12.2017 (Audited as explained in Note 12)	30.09.2017 (Un-audited)	31.12.2016 (Audited as explained in Note 12)		31.12.2017 (Audited)	31.12.2016 (Audited)
			A INCOME		
24,012.4	23,407.5	21,676.0	DOMESTIC SALES	94,724.5	87,530.8
1,884.0	1,599.2	1,671.8	EXPORT SALES	6,626.6	6,565.2
25,896.4	25,006.7	23,347.8	SALE OF PRODUCTS	101,351.1	94,096.0
118.2	133.8	253.0	OTHER OPERATING REVENUES	570.7	649.7
26,014.6	25,140.5	23,600.8	i REVENUE FROM OPERATIONS	101,921.8	94,745.7
510.9	430.4	414.8	ii OTHER INCOME	1,769.2	1,509.0
26,525.5	25,570.9	24,015.6	TOTAL INCOME	103,691.0	96,254.7
			B EXPENSES		
10,989.6	10,106.9	9,951.7	i COST OF MATERIALS CONSUMED	42,316.6	37,750.9
573.5	436.6	345.0	ii PURCHASES OF STOCK-IN-TRADE	1,747.6	1,153.8
(870.5)	303.1	(695.5)	iii CHANGES IN INVENTORIES OF FINISHED GOODS, WORK IN PROGRESS AND STOCK-IN-TRADE	(795.6)	(76.6)
-	-	938.2	iv EXCISE DUTY	1,825.8	3,332.3
2,607.3	2,574.8	2,281.5	v EMPLOYEE BENEFITS EXPENSE	10,174.5	9,015.7
233.9	228.6	210.3	vi FINANCE COSTS (INCLUDING INTEREST COST ON EMPLOYEE BENEFIT PLANS)	919.0	909.1
837.6	863.9	873.4	vii DEPRECIATION AND AMORTISATION	3,422.5	3,536.7
6,175.0	5,761.4	5,775.7	viii OTHER EXPENSES	24,170.2	22,954.6
304.6	67.2	29.3	ix IMPAIRMENT LOSS ON PROPERTY, PLANT AND EQUIPMENT	371.8	118.3
			NET PROVISION FOR CONTINGENCIES		
316.9	(0.9)	91.3	x - OPERATIONS	383.6	418.0
492.9	-	810.3	xi - OTHERS	492.9	1,266.7
90.6	51.4	185.1	xii CORPORATE SOCIAL RESPONSIBILITY EXPENSE	269.1	313.6
21,751.4	20,393.0	20,796.3	TOTAL EXPENSES	85,298.0	80,693.1
4,774.1	5,177.9	3,219.3	C PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX (A-B)	18,393.0	15,561.6
-	-	(10.4)	D EXCEPTIONAL ITEMS	-	107.8
4,774.1	5,177.9	3,229.7	E PROFIT BEFORE TAX (C-D)	18,393.0	15,453.8
			F TAX EXPENSE:		
1,852.7	1,762.9	1,332.3	CURRENT TAX	6,491.7	5,611.9
(196.9)	(16.7)	(56.7)	DEFERRED TAX	(350.6)	(171.7)
3,118.3	3,431.7	1,954.1	G PROFIT FOR THE PERIOD (E-F)	12,251.9	10,013.6
			H OTHER COMPREHENSIVE INCOME		
			a. (i) ITEMS THAT WILL NOT BE RECLASSIFIED TO PROFIT OR LOSS		
(701.1)	(422.2)	(418.2)	- RE-MEASUREMENT OF RETIRAL DEFINED BENEFIT PLANS	(1,387.3)	(843.9)
-	-	-	- CHANGES IN FAIR VALUE OF EQUITY INSTRUMENTS	-	(200.0)
242.6	146.1	144.8	(ii) INCOME TAXES RELATING TO ITEMS THAT WILL NOT BE RECLASSIFIED TO PROFIT OR LOSS	480.1	292.1
			b. (i) ITEMS THAT WILL BE RECLASSIFIED TO PROFIT OR LOSS		
35.3	(17.8)	(21.2)	- CHANGES IN FAIR VALUE OF CASH FLOW HEDGES	26.7	(13.1)
(12.3)	6.2	7.3	(ii) INCOME TAXES RELATING TO ITEMS THAT WILL BE RECLASSIFIED TO PROFIT OR LOSS	(9.3)	4.5
(435.5)	(287.7)	(287.3)	TOTAL OTHER COMPREHENSIVE INCOME (a+b)	(889.8)	(760.4)
2,682.8	3,144.0	1,666.8	I TOTAL COMPREHENSIVE INCOME (G+H)	11,362.1	9,253.2
964.2	964.2	964.2	J PAID UP EQUITY SHARE CAPITAL (FACE VALUE – ₹10 PER SHARE)	964.2	964.2
32.34	35.59	20.27	K EARNINGS PER SHARE (EPS) BASIC/ DILUTED EPS (₹)	127.07	103.86
			ADDITIONAL INFORMATION:		
5,080.6	5,027.5	4,010.2	PROFIT FROM OPERATIONS [C - A(ii) + B(vi)+B(xi)+B(xii)]	18,304.8	16,542.0



STATEMENT OF ASSETS AND LIABILITIES AS AT 31 DECEMBER 2017

(₹ In million)

PARTICULARS		As at	As at
		31.12.2017	31.12.2016
		(Audited)	(Audited)
A	ASSETS		
1	NON-CURRENT ASSETS		
	(a) PROPERTY, PLANT & EQUIPMENT	26,161.8	27,301.4
	(b) CAPITAL WORK-IN-PROGRESS	941.6	1,881.7
	(c) FINANCIAL ASSETS		
	(i) INVESTMENTS	5,852.8	4,743.1
	(ii) LOANS	463.5	643.7
	(d) OTHER NON-CURRENT ASSETS	832.3	706.7
	Sub-total - NON-CURRENT ASSETS	34,252.0	35,276.6
2	CURRENT ASSETS		
	(a) INVENTORIES	9,024.7	9,400.6
	(b) FINANCIAL ASSETS		
	(i) INVESTMENTS	13,935.9	12,813.5
	(ii) TRADE RECEIVABLES	889.7	979.3
	(iii) CASH AND CASH EQUIVALENTS	14,476.9	8,693.2
	(iv) BANK BALANCES OTHER THAN CASH AND CASH EQUIVALENTS	97.3	106.8
	(v) LOANS	288.0	166.0
	(vi) OTHER FINANCIAL ASSETS	427.9	326.7
	(c) CURRENT TAX ASSETS (NET)	63.9	27.3
	(d) OTHER CURRENT ASSETS	169.6	314.6
	Sub-total - CURRENT ASSETS	39,373.9	32,828.0
	TOTAL-ASSETS	73,625.9	68,104.6
B	EQUITY AND LIABILITIES		
	EQUITY		
	(a) EQUITY SHARE CAPITAL	964.2	964.2
	(b) OTHER EQUITY	33,241.7	31,859.1
	Sub-total - EQUITY	34,205.9	32,823.3
	LIABILITIES		
1	NON-CURRENT LIABILITIES		
	(a) FINANCIAL LIABILITIES		
	(i) BORROWINGS	351.4	331.5
	(b) PROVISIONS	22,915.9	19,722.1
	(c) DEFERRED TAX LIABILITIES (NET)	1,219.6	1,553.4
	(d) OTHER NON-CURRENT LIABILITIES	6.0	6.8
	Sub-total - NON-CURRENT LIABILITIES	24,492.9	21,613.8
2	CURRENT LIABILITIES		
	(a) FINANCIAL LIABILITIES		
	(i) TRADE PAYABLES	9,846.4	7,991.6
	(ii) OTHER FINANCIAL LIABILITIES	3,140.2	3,116.4
	(b) PROVISIONS	874.6	538.0
	(c) OTHER CURRENT LIABILITIES	1,065.9	2,021.5
	Sub-total - CURRENT LIABILITIES	14,927.1	13,667.5
	TOTAL - EQUITY AND LIABILITIES	73,625.9	68,104.6



Notes:

Financial results have been presented in accordance with the requirements of SEBI's circular dated 5 July 2016, 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.

Transition to Indian Accounting Standards (Ind AS)

The Company has adopted Ind AS w.e.f. 1 January 2017 with a transition date of 1 January 2016. Accordingly, results for the quarter and year ended 31 December 2017 have been prepared in accordance with Ind AS prescribed under Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India. Previous periods figures have been restated as per Ind AS to make them comparable.

Reconciliation of Profit for previous periods as reported in accordance with previous Indian GAAP to Total Comprehensive Income in accordance with Ind-AS is as under:

PARTICULARS	(₹ In million)	
	Quarter ended (Audited as explained in Note 12)	Accounting Year ended (Audited)
	31.12.2016	31.12.2016
Profit for the period as reported in accordance with previous Indian GAAP	1,673.1	9,265.4
(i) Actuarial loss on retiral defined benefit plans reclassified to Other Comprehensive Income	418.2	843.9
(ii) Changes in fair value of equity instruments reclassified to Other Comprehensive Income	-	200.0
(iii) Recognition of interest income on financial assets as per effective interest rate method	8.4	10.9
(iv) Application of hedge accounting for forward contracts	8.2	6.6
(v) Changes in fair value of investment in mutual funds	1.0	4.2
(vi) Recognition of Capital subsidy in the Statement of Profit & Loss	4.0	4.0
(vii) Others	(10.2)	(31.2)
Tax Impact on above	(148.6)	(290.2)
Profit for the period in accordance with Ind AS - (A)	1,954.1	10,013.6
Other Comprehensive Income		
(i) Re-measurement of retiral defined benefit plans	(418.2)	(843.9)
(ii) Changes in fair value of equity instruments	-	(200.0)
(iii) Changes in fair value of cash flow hedges	(21.2)	(13.1)
Tax Impact on above	152.1	296.6
Total Other Comprehensive Income - (B)	(287.3)	(760.4)
Total Comprehensive Income in accordance with Ind AS - (C=A+B)	1,666.8	9,253.2

Reconciliation of Equity as reported in accordance with previous Indian GAAP to Equity in accordance with Ind-AS is as under:

PARTICULARS	(₹ In million)
	As at 31.12.2016 (Audited)
Equity as reported in accordance with previous Indian GAAP	30,137.0
(i) Recognition of interest income on financial assets as per effective interest rate method	50.4
(ii) Application of hedge accounting for forward contracts	(3.3)
(iii) Changes in fair value of investment in mutual funds	12.7
(iv) Timing difference in recognition of proposed final dividend and dividend distribution tax thereon	2,669.0
(v) Others	(31.2)
(vi) Tax impact	(11.3)
Equity in accordance with Ind AS	32,823.3



Notes: Comparisons with reference to full year ended 31.12.2016 unless otherwise specified:

1. In accordance with Ind AS 18 on "Revenue" and Schedule III to the Companies Act, 2013, Sales for the previous year ended 31 December 2016 and 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 quarter and year ended 31 December 2017 and in particular Sales, absolute expenses, elements of Working Capital (Inventories, Trade payable, other current assets/current liabilities etc.) and ratios in percentage of Sales are not comparable with the corresponding periods. Profit from Operations in percentage of Sales and Net Profit in percentage of Sales are positively impacted as the percentages have been calculated on lower reported sales.
2. (a) Reported Total Sales and Domestic Sales for the year increased by 7.7% and 8.2% respectively. These growth rates are adversely impacted due to lower reported sales by the change in structure of indirect taxes (refer note 1 above) and reduction in realisations to pass on the GST benefits. Domestic Sales Growth was supported by increase in volumes including rebuild of MAGGI Noodles, supplemented by better underlying realisations. "Export Sales" increased by 0.9%.

(b) Reported Total Sales and Domestic Sales for the quarter increased by 10.9% and 10.8% respectively, on a base impacted by withdrawal of high denomination currency notes in circulation. These growth rates are adversely impacted due to lower reported sales by the change in structure of indirect taxes (refer note 1 above) and reduction in realisations to pass on the GST benefits. Domestic Sales Growth was supported by increase in volumes including rebuild of MAGGI Noodles, supplemented by better underlying realisations coming from previous periods. "Export Sales" increased by 12.7%.
3. "Other Income" has increased due to higher average liquidities partially offset by lower yields.
4. "Employee Benefits Expense" in the current year is adversely impacted by implementation of a longer-term approach towards compensation of most factory employees in line with industry practice and the increase due to higher production volumes.
5. "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".

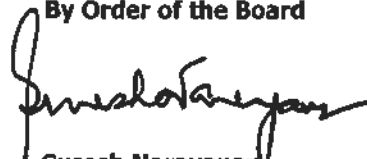
"Net Provision for Contingencies (Others)" is not fully comparable as the comparative period was adversely impacted due to completion of certain procedures relating to litigation/ disputed matters for more number of years as compared to only one year in current year.
6. "Tax Expense" in the current year has been impacted due to the end of first 5 years of Income Tax holiday @ 100% of the profits of Samalkha factory Unit II. For the next 5 years, Income Tax holiday will be applicable @ 30% for Samalkha factory Unit II. Also, Tax expense in the comparative period was adversely impacted due to higher non-deductible items.
7. "Re-Measurement of Retiral Defined Benefit Plans" represents actuarial gains/losses on defined benefit plans.
8. The Board of Directors have recommended a final dividend of ₹ 23.00 per equity share amounting to ₹ 2,217.6 million for the year 2017. The total dividend for 2017 aggregates to ₹ 86.00 per equity share which includes three interim dividends of ₹ 15.00 per equity share paid on 2 June 2017, ₹ 15.00 per equity share paid on 16 August 2017 and ₹ 33.00 per equity share paid on 22 December 2017. The final dividend is subject to approval by the shareholders at the ensuing Annual General Meeting of the Company and therefore has not been recognised as a liability as at the balance sheet date in line with Ind AS 10 on "Events after the Reporting Period".
9. 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.
10. 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
11. Previous period's figures have been regrouped/ reclassified to conform with the current year's classification /grouping.



12. Figures of last quarter are the balancing figures between audited figures in respect of the full year and the un-audited published figures upto the period ended 30 September.

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 14 FEBRUARY 2018.

Date: 14 February 2018
Place: Gurugram

By Order of the Board

Suresh Narayanan
Chairman and Managing Director

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 – 110 001
Corporate Identity Number: L15202DL1959PLC003786
Email ID: investor@in.nestle.com, Website: www.nestle.in
Phone: 011-23418891, Fax: 011-23415130



B S R & Co. LLP

Chartered Accountants

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Telephone: + 91 124 719 1000
Fax: + 91 124 235 8613

Auditor's Report on the Statement of Financial Results of Nestle India Limited pursuant to the Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of
Nestle India Limited

1. We have audited the accompanying Statement of Financial Results ('the Statement') of Nestle India Limited ('the Company') for the year ended 31 December 2017, attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated 5 July 2016. This Statement, which is the responsibility of the Company's Management and approved by the Board of Directors, has been compiled from the related Ind AS financial statements which has been prepared in accordance with the Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder ('Ind AS') and other accounting principles generally accepted in India. Our responsibility is to express an opinion on the Statement based on our audit of such Ind AS financial statements.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. We draw your attention to the fact that the figures for the quarter ended 31 December 2017 and the corresponding quarter ended in the previous year as reported in the Statement are the balancing figures between audited figures in respect of the full financial year and the published year-to-date figures up to the end of the third quarter of the current and previous financial year respectively. Also, the figures up to the end of the third quarter of the respective financial year had only been reviewed and not subject to an audit.
4. Further, we draw your attention to the fact that the figures for the quarter and year ended 31 December 2016 are based on the previously issued financial results and annual financial statements that were audited by the erstwhile auditors (vide their unmodified audit report of 15 February 2017) as adjusted for differences in the accounting principles adopted by the Company on transition to Indian Accounting Standards ('Ind AS'), which have been audited by us. These adjustments have been reconciled to the net profit for the quarter and year ended 31 December 2016 under the previously applicable Generally Accepted Accounting Principles with the total comprehensive income as reported in these financial results under Ind AS.

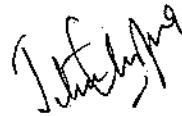
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5. In our opinion and to the best of our information and according to the explanations given to us, the Statement:
- (i) is presented in accordance with the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated 5 July 2016 in this regard; and
 - (ii) gives a true and fair view in conformity with the aforesaid Ind AS and other accounting principles generally accepted in India of the net profit and the total comprehensive income and other financial information of the Company for the year ended 31 December 2017.

For B S R & Co. LLP

Chartered Accountants

ICAI Firm Registration No.: 101248W/ W-100022



Jiten Chopra

Partner

Membership No.: 092894

Place: Gurugram

Date : 14 February 2018

Nestlé India Limited

(CIN : L15202DL1959PLC003766)

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Good Food, Good Life

Your Ref :

Our Ref :

Date :

FEBRUARY 14, 2018

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

Scrip Code - 500790

Subject : Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Declaration in respect of Audit Reports with unmodified opinion for the Financial Year ended on 31 December 2017

Dear Sir,

Pursuant to SEBI Circular No. CIR/CFD/CMD/56/2016 dated May 27, 2016; this is hereby declared that the Auditors of the Company, M/s. B S R & Co. LLP, Chartered Accountants, has issued the Audit Reports for Financial Statements as prepared under the Companies Act, 2013 and Financial Results as prepared under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 for the Financial Year ended on 31 December 2017 with unmodified opinion.

Nestlé India Limited



Shobinder Duggal
Director – Finance & Control and CFO

Nestlé House, Gurugram, 14th February, 2018

Historic Year for Nestlé India - Clocks Over ₹ 10,000 Crores in Revenue

Nestlé India – Full Year, 2017

- Total Sales of ₹ 10,135 Crores
- Domestic Sales Growth at 8.2%. Comparable Growth estimated at 11.8%.
- Profit from Operations at 18.1% of Sales
- Net Profit of ₹ 1,225 Crores
- Enables contribution to exchequer of ₹ 2,727 Crores
- Operating cash flow at ₹ 1,818 Crores
- Earnings Per Share of ₹ 127.07
- Final Dividend Recommended ₹ 23.00 per equity share
- Total Dividend including final dividend ₹ 86.00 per equity share

The Board of Directors of Nestlé India met today at Nestlé House and approved the results for the full year 2017. Commenting on the results, **Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India** said, “It is extremely pleasing that we ended year 2017 on a strong note by reaching a historic milestone of over ₹ 10,000 Crores in Revenue, in a year where we had to adapt to significant changes in the external environment. I owe a debt of gratitude to the dedication and energy of all our employees, farmers, suppliers, shareholders and trade partners who laid the foundation of this company and ensured that the growth stayed true to its course. We renew ourselves to the values of trust and respect, and to be inspired by our purpose for the future.

Nestlé is over a 105 years old in India and is building for the next 100 years. This is showcased by our continuous thrust on innovation and renovation with over fifteen products launched last year. The highlights being MAGGI Nutri-licious Noodles, MILKYBAR Moosha, KIT KAT Dessert Delight, MILO RTD as well as new variants of GREKYO. Also, we completed 3 wonderful years of the Nestlé Healthy Kids Program in association with Magic Bus India Foundation which has already benefited over 150,000 adolescents.

We will continue to be responsive, committed to society, nimble-footed and an organization that lives up to its purpose of enhancing quality of life and contributing to a healthier future. “

Highlights for the full year 2017:

In accordance with Ind AS 18 on “Revenue” and Schedule III to the Companies Act, 2013, Sales for the previous year ended 31 December 2016 and 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 quarter and year ended 31 December 2017 and in particular Sales, absolute expenses, elements of working Capital (Inventories, Trade payable, other current assets/current liabilities etc.) and ratios in percentage of sales are not comparable with the corresponding periods. Profit from Operations in percentage of sales and Net Profit

in percentage of Sales are positively impacted as the percentages have been calculated on lower reported sales.

- **Total Sales and Domestic Sales** for the year increased by 7.7% and 8.2%, respectively. These growth rates are adversely impacted due to lower reported sales by the change in structure of indirect taxes and reduction in realisations to pass on the GST benefits. On a comparable basis the domestic sales growth is 'estimated' at 11.8% due to increase in volumes including rebuild of MAGGI Noodles, supplemented by better underlying realisations. "Export Sales" increased by 0.9%.
- **Profit from Operations and Net Profit in percentage of Sales** are positively impacted by 60 bps and 40 bps respectively as the percentages have been calculated on lower reported sales

Highlights for the quarter ended 31st December, 2017:

- **Total Sales and Domestic Sales** for the quarter increased by 10.9% and 10.8%, respectively on a base impacted by withdrawal of high denomination currency notes in circulation. These growth rates are adversely impacted due to lower reported sales by the change in structure of indirect taxes and reduction in realisations to pass on the GST benefits. On a comparable basis the domestic sales growth is 'estimated' at 18.1% due to increase in volumes including rebuild of MAGGI Noodles, supplemented by better underlying realisations coming from previous periods. "Export Sales" increased by 12.7%.
- **Profit from Operations and Net Profit in percentage of Sales** are positively impacted by 110 bps and 70 bps respectively as the percentages have been calculated on lower reported sales

Dividend:

The Board of Directors have recommended a final dividend of ₹ 23.00 per equity share amounting to ₹ 2217.6 million for the year 2017. The total dividend for 2017 aggregates to ₹ 86.00 per equity share which includes three interim dividends of ₹ 15.00 per equity share paid on 2 June 2017, ₹ 15.00 per equity share paid on 16 August 2017 and ₹ 33.00 per equity share paid on 22 December 2017.

For more information:

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Corporate Identity Number: L15202DL1959PLC003786

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(CIN : L15202DL1959PLC003786)

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14.02.2018

1. BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort, Mumbai – 400 001
2. National Securities Depository Limited
Trade World, 4th Floor
Kamala Mills Compound
Senapati Bapat Marg, Lower Parel,
Mumbai – 400 013
3. Alankit Assignments Ltd.
1E/13 Jhandewalan Extension
New Delhi – 110 055
4. Central Depository Services (India)
Limited
Phiroze Jeejeebhoy Towers
16th Floor, Dalal Street
Mumbai – 400 001

BSE Scrip Code: 500790**ISIN : INE239A01016**

Subject : Annual Closing and dates for determining entitlement of the shareholders to the final dividend 2017.

Dear Sir,

Furnished below is the Book Closure details for the purpose of Annual Closing and dates of determining entitlement of the shareholders to final dividend for the year, 2017:

Name of the Company : Nestlé India Limited

SECURITY CODE	TYPE OF SECURITY AND PAID UP VALUE	BOOK CLOSURE	PURPOSE
500 790	EQUITY SHARES Rs. 964,157,160/- (Rs. 10/- per equity share)	(From 18 th May, 2018 to 19 th May, 2018 both days inclusive)	Annual Closing and for determining entitlement of the shareholders to the final dividend for the year 2017.

Thanking you,

Yours truly,

NESTLÉ INDIA LIMITED**B. MURLU****SENIOR VICE PRESIDENT – LEGAL & COMPANY SECRETARY**