



Good food, Good life

## Press Release

Nestlé House, 28<sup>th</sup> July 2021

### Nestlé India Shows Resilience : Growth with Business Continuity

#### Nestlé India – Q2, 2021:

- Total Sales of INR 3,462 Crore
- Total Sales Growth at 13.8%. Domestic Sales Growth at 13.7%.
- Profit from Operations at 22.2% of Sales
- Net Profit of INR 539 Crore
- Earnings Per Share of INR 55.86

#### Key Highlights – Q2 2021:

- Domestic & Export Sales achieved double digit growth largely driven by volume & mix.
- Key products MAGGI Noodles, KITKAT, Nestlé MUNCH, MAGGI Sauces, MAGGI MASALA-AE-MAGIC posted strong double-digit growth.
- Strong performance in E-Commerce channels, grew by 105% and contributed 6.4% of domestic sales.
- In recent times, commodity prices have been rising across oils and packaging materials.

#### Key Highlights – H1 2021:

- Hyperlocal (quick commerce) channels grew by 147%.
- Contribution of innovations to domestic sales growing, now at 4.9%.
- Over 1,000 people through regular hiring, apprenticeship and internship joined the Nestlé India family.
- Invested about INR 25 Crore in a range of sustainability projects.

The Board of Directors of Nestlé India today approved the results for the second quarter of 2021. Commenting on the results, **Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India said**, “The needs of the community and supporting our people always take precedence over everything else in a crisis. Those are the values and the purpose that has defined us, which we take pride in and cherish. At the same time, as a leading food and beverage company, ensuring supplies of much needed products to consumers is the call of duty that unites all of us at Nestlé India!

Despite the enormous challenges during the devastating second wave of the pandemic in this quarter, I am immensely proud of the resolve of my team and our partners. An unwavering determination, empathetic teamwork, singular commitment and resolute focus ensured that much needed food and beverage products were available to our consumers. A simple, yet innovative example of this was the timely implementation of a ‘telecaller model’ to take orders across trade channels. Our front-line sales colleagues stood tall to overcome serious logistical obstacles and ensure availability. Our efforts to ensure last mile access were aided by e-commerce and in particular hyperlocal (quick commerce) channels which grew by 147% in the first half of this year.

Last year, our commitment to India made us articulate an ambition to invest INR 2,600 Crore (INR 26 Billion) over a 3-4-year period. I am pleased to announce that out of this, we have already invested about INR 1,000 Crore (INR 10 billion) thus far. This is a vindication of our confidence and trust in the Nestlé journey in India.

In moments of crisis like this pandemic, our strong values and purpose ensure that we never lose sight of the well-being of society at large, by being a “Force for Good”. We have continued to offer employment opportunities, developmental vistas for talent and have welcomed over 1,000 people through regular hiring, apprenticeship and internship into the Nestlé India family during the first half of this year. Generating employment is vital for the nation and we are trying to play our part towards this.

At the same time, providing succour to distressed and less fortunate sections of our society is also a calling we heed. We contributed about INR 15 Crore (INR 150 Million) towards CSR spends in the areas of nutrition awareness, COVID relief initiatives etc this quarter. Further, our unwavering focus on sustainability continues and we have invested about INR 25 Crore (INR 250 Million) in a range of projects in the first half of the year. ”

**Financial Highlights for the quarter ended 30 June 2021:**

Total Sales and Domestic Sales for the quarter increased by 13.8% and 13.7% respectively, on a base impacted by COVID 19 induced lockdown with production disruptions across factories. Domestic Sales growth was driven by volume & mix. Export Sales increased by 17.7% due to timing of exports to affiliates.

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