

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



PKR:GA: 12:23

16.02.2023

BSE Limited

Phiroze Jeejeebhoy Towers,

Dalal Street, Fort,

Mumbai – 400001

Scrip Code – 500790

Subject : Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"): Presentation for Earnings Call with Financial Analysts/ Investors on Financial Results for the Financial Year ended 31st December 2022

Dear Madam/ Sir,

Further to our letter PKR:GA:8:23 dated 31st January 2023 intimating about Earnings Call with Financial Analysts/ Investors on Audited financial results of the Company for the Financial Year ended 31st December 2022, and in terms of the requirement of Regulation 30 read with Part A of Schedule III of the Listing Regulations, please find enclosed herewith the presentation to be made to the Financial Analysts/ Investors at the Earnings Call scheduled to be held today at 4:15 P.M. (IST) and the same is also being uploaded on the website of the Company. The recording and transcript of the Earnings Call thereof will be uploaded, in due course on the website of the Company at www.nestle.in and the Stock Exchange, as prescribed under the Listing Regulations.

The above is for your information and further dissemination.

Thanking you,

Yours truly,

NESTLÉ INDIA LIMITED

PRAMOD KUMAR RAI

COMPANY SECRETARY AND COMPLIANCE OFFICER

Encl.: as above



Nestlé Good food, Good life

CONSISTENCY IN THE FACE OF STORM

Nestlé India Full Year Earnings Call

16 February 2023

Disclaimers

- Except for the historical financial information contained herein, this presentation may contain statements which reflect Management's current views and estimates and could be construed as forward-looking statements. You are cautioned not to place undue reliance on these forward-looking statements, which holds only as of the date.
- The future involves uncertainties and risks that could cause actual results to differ materially from the current views being expressed.
- Potential uncertainties and risks include but are not limited to factors such as changes in general economic, political or market conditions, commodities and currency fluctuations, competitive product and pricing pressures, industrial relations and regulatory developments.
- Significant disruptions in the operations due to unforeseen events (including spread of any disease)
- Volume and Mix and Organic Growth (OG) are basis Nestlé Internal Reporting Standards.
- Figures are regrouped / reclassified to make them comparable.
- Calculations are based on non-rounded figures.
- 'Analytical data' are best estimates to facilitate understanding of business and NOT meant to reconcile reported figures.
- Answers to Questions may be given basis generally available information in public domain.
- No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or presentation must not be relied upon as having been authorized by or on behalf of Nestlé India Limited
- Current year and previous year numbers have been restated to include the financials of acquired Pet Food Business as per requirements of Ind AS 103 – Business Combinations under Common Control

Agenda

16:15 – 16:55

Consistency in the face of storm

by Suresh Narayanan

16:55 – 17:15

Q&A





CONSISTENCY IN THE FACE OF STORM

By Suresh Narayanan

Key Takeaways Last Time



Securing growth matters

Robust performance continues



Petcare offers vibrant opportunities

Confidence and capability of strong brands to withstand



Gerber entry - a sign of the market potential



What We Will Go Through Today



Financial highlights and underlying performance – FY 22, Q4 22



Unlocking our RURBAN potential



Our digital analytics journey

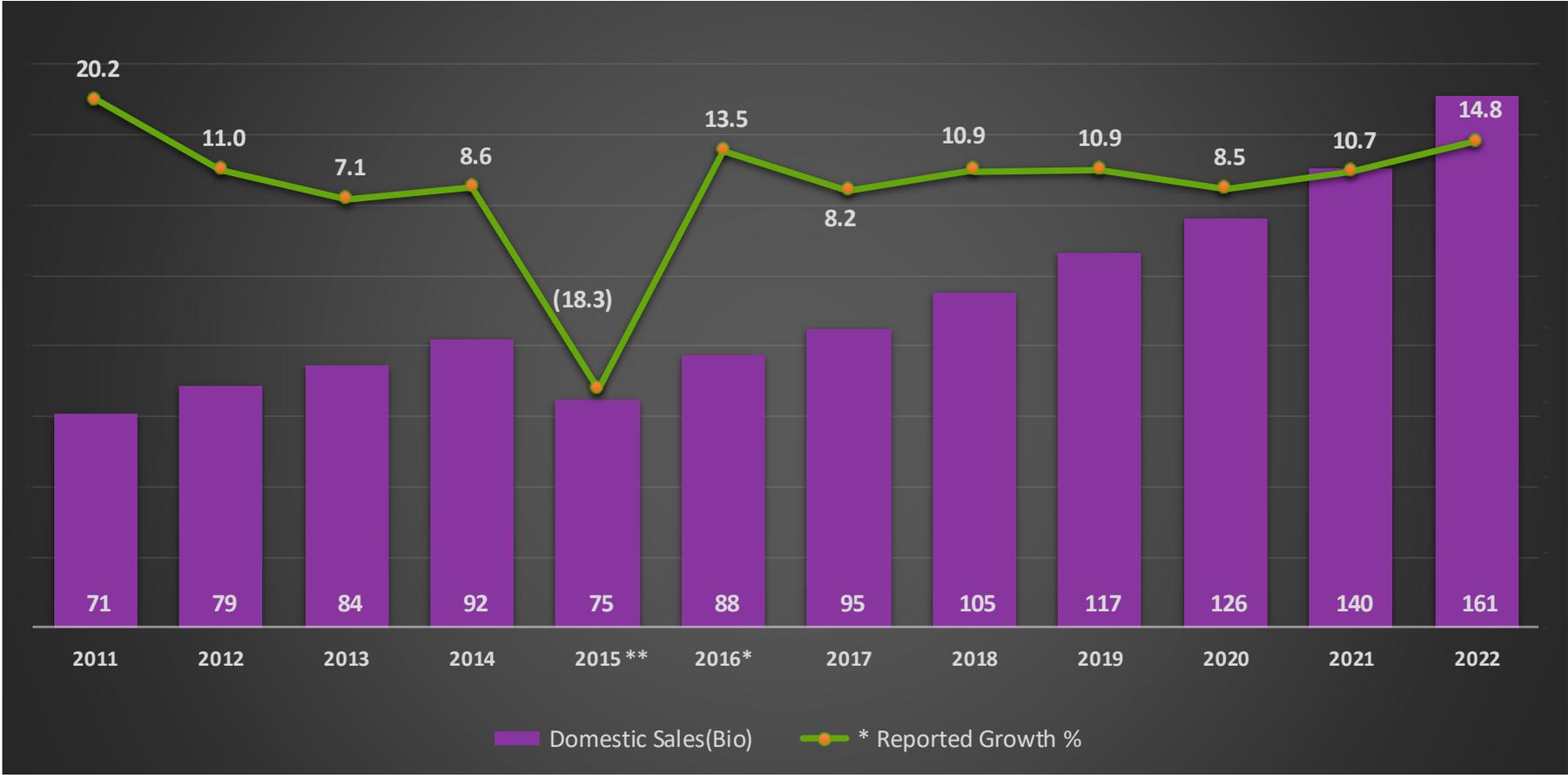


Our millets journey

The slide features a background collage of financial and urban imagery. On the left, there are stacks of silver coins. On the right, a city skyline at night is visible with several tall buildings. Overlaid on these images are several line graphs in orange and white, and semi-transparent rectangular boxes, suggesting data analysis and financial performance. A large green banner on the left side contains the main title in white text.

FINANCIAL HIGHLIGHTS AND UNDERLYING PERFORMANCE

A Decade Of Strong Domestic Sales Growth

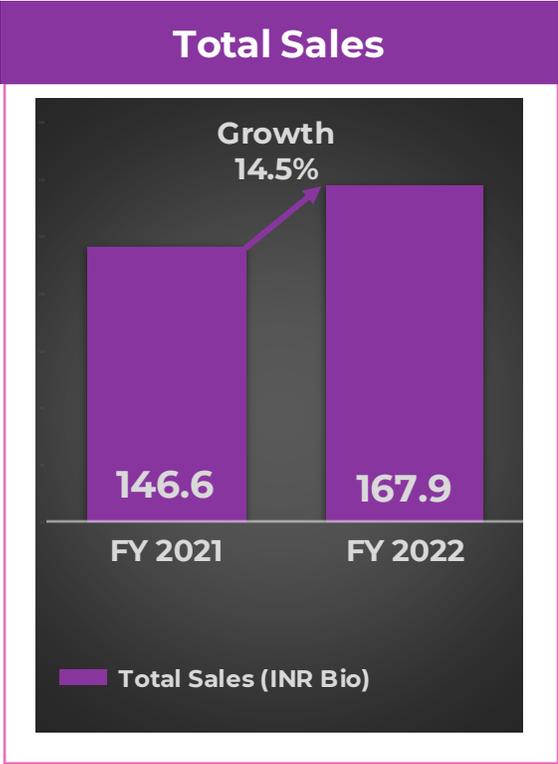


*2016 growth is restated due to IND-AS implementation

**2015 Sales impacted due to MAGGI issue

Highest Growth In A Decade

Profit From Operations Impacted

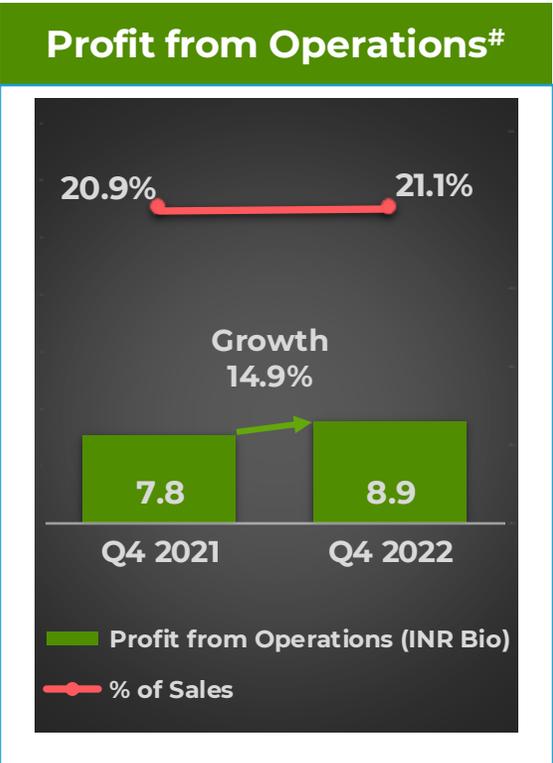
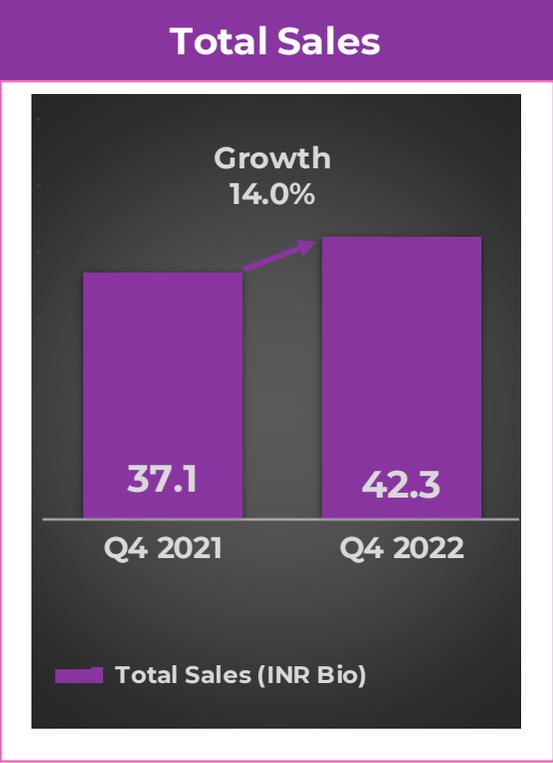


[#]Profit from Operations is derived from Profit before Tax less Other Income and adding back Finance Costs (Including Interest Cost on Employee Benefit Plans), Net Provision For Contingencies (Others), Corporate Social Responsibility Expense and Exceptional Items.

*Comparable values without the impact of Exceptional Item in base period (Transition cost of Pension Plan)

Robust Growth Continues

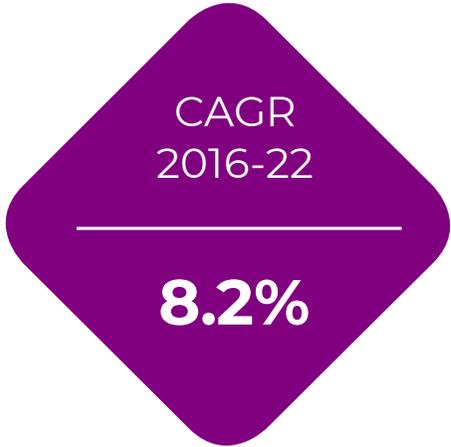
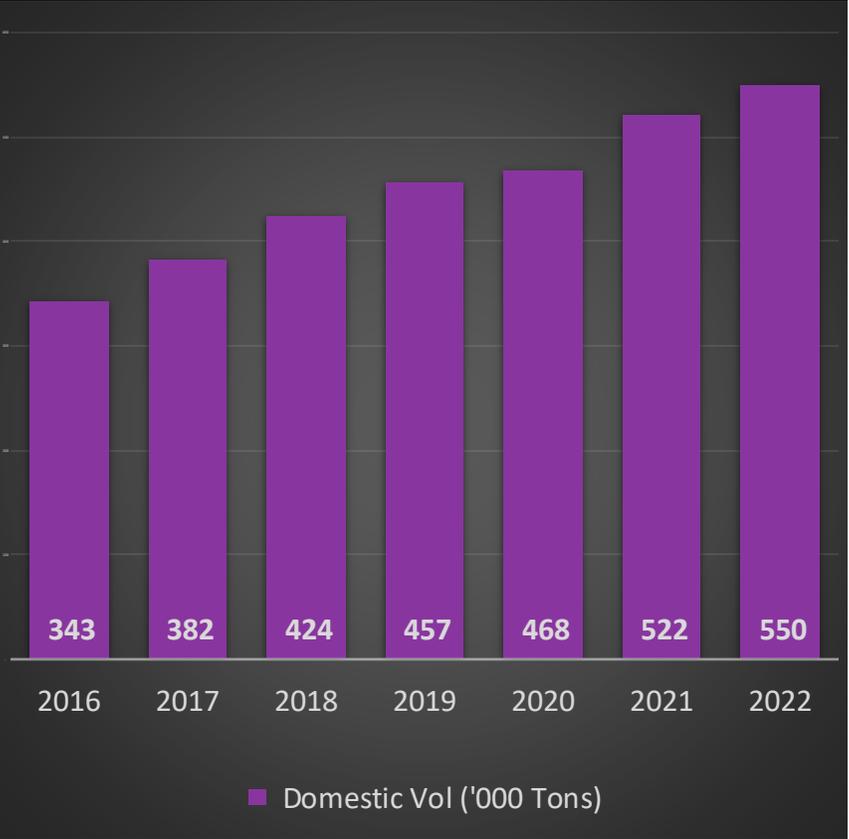
Profit From Operations Improved



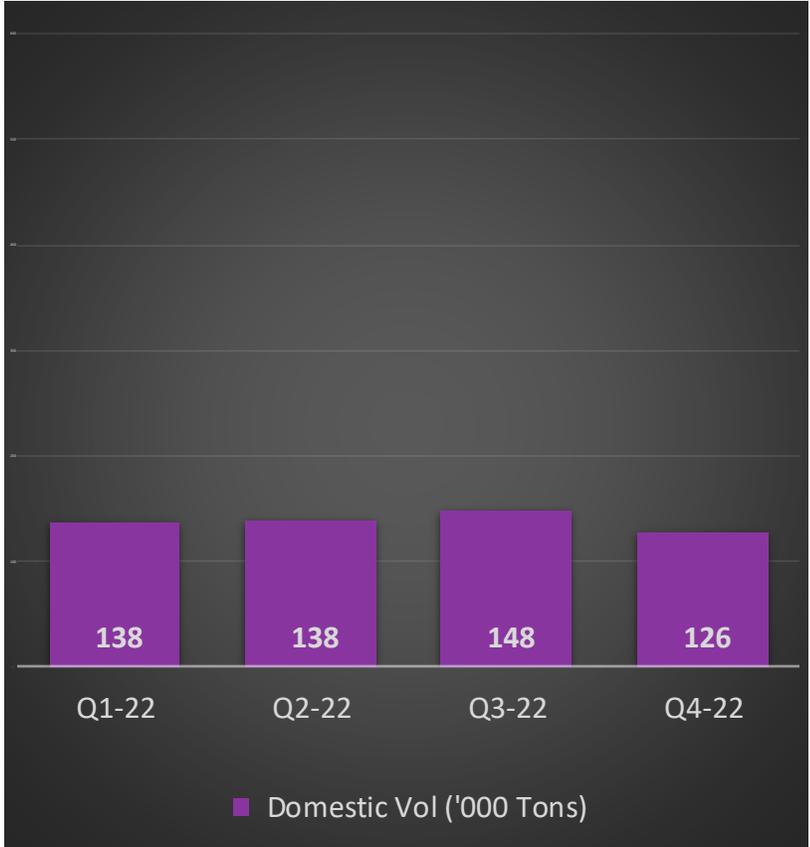
*Comparable values without the impact of Exceptional Item in the base period (Transition cost of Pension Plan)

#Profit from Operations is derived from Profit before Tax less Other Income and adding back Finance Costs (Including Interest Cost on Employee Benefit Plans), Net Provision For Contingencies, Corporate Social Responsibility Expense and Exceptional Items.

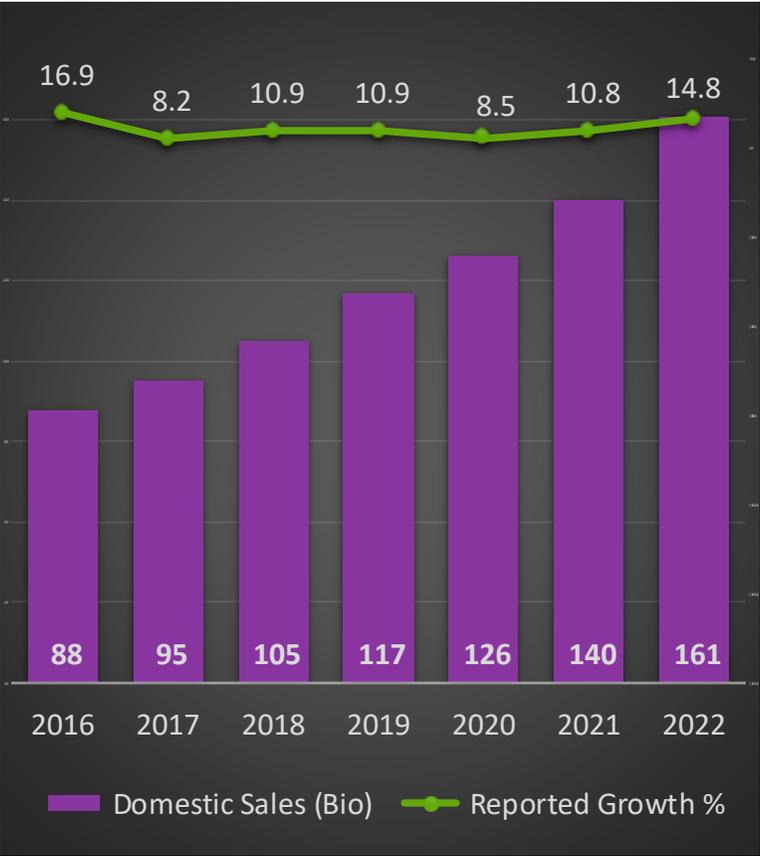
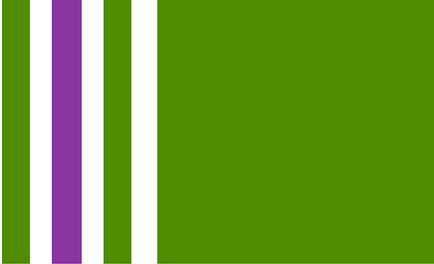
Sustained Volume Led Growth



Engine of Growth
Continues to be
Penetration Led Volume
Growth

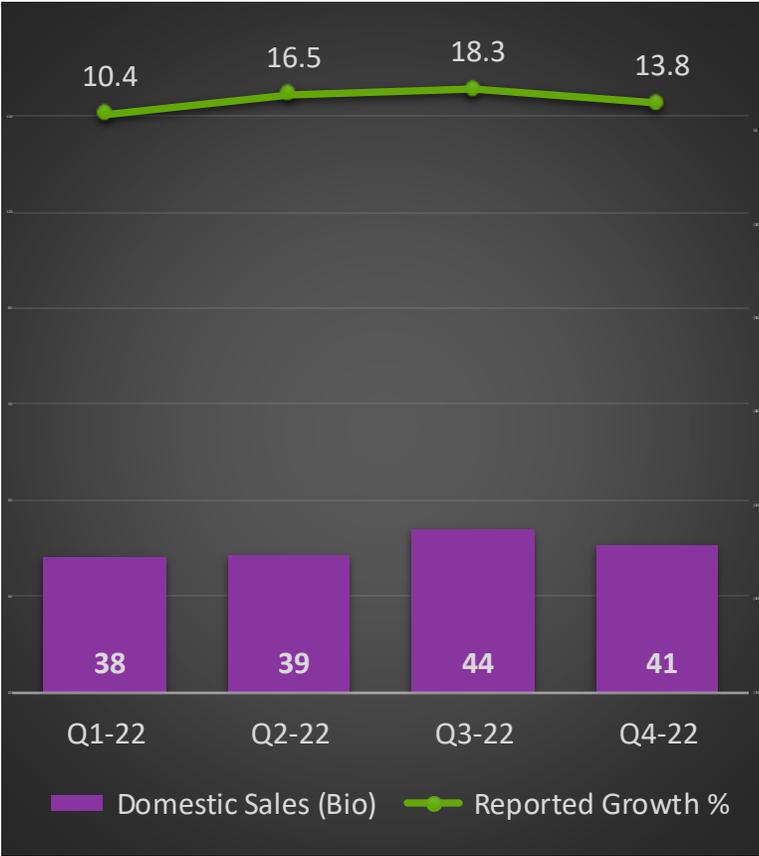


Leading To Strong Value Growth

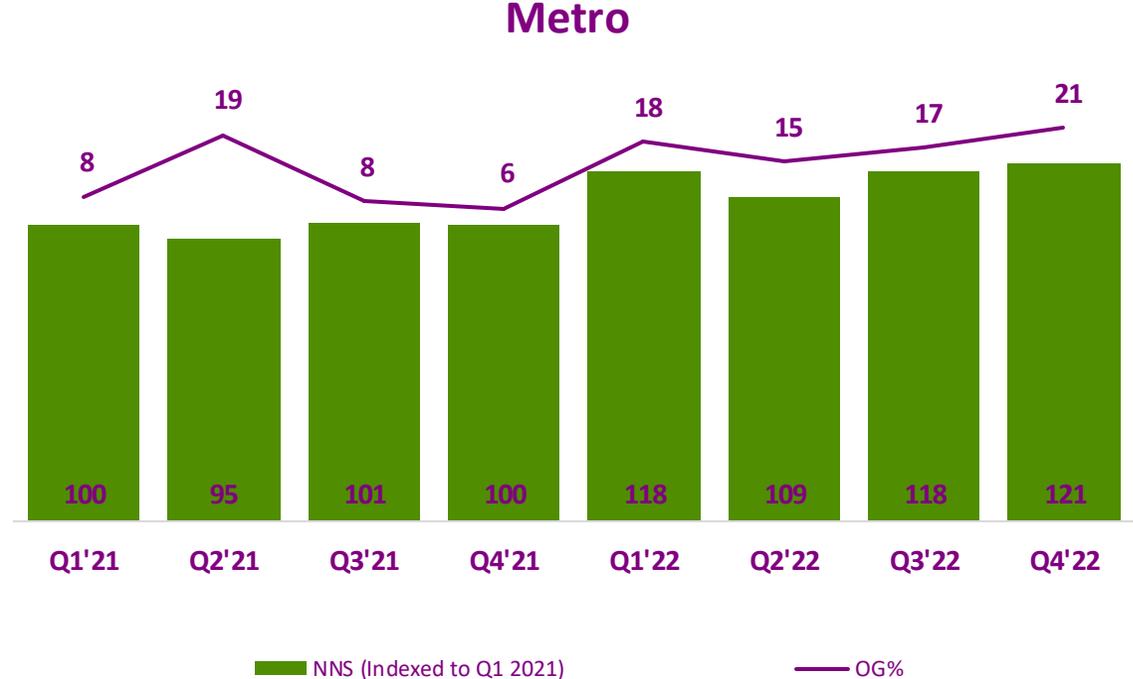
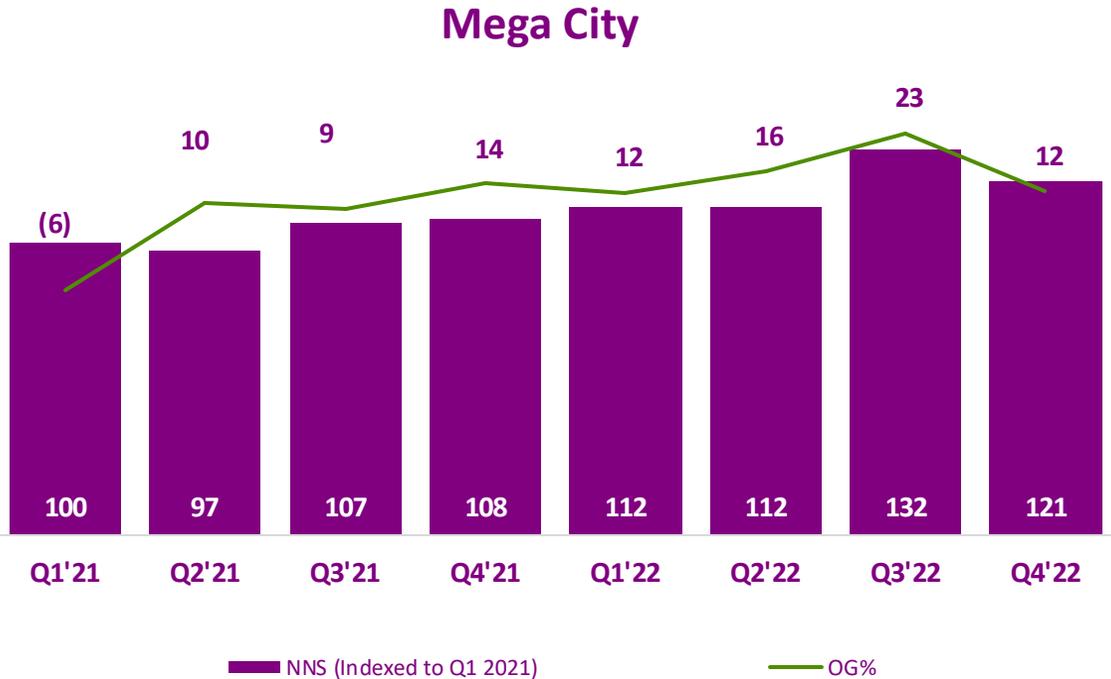


CAGR
2016-22

10.7%

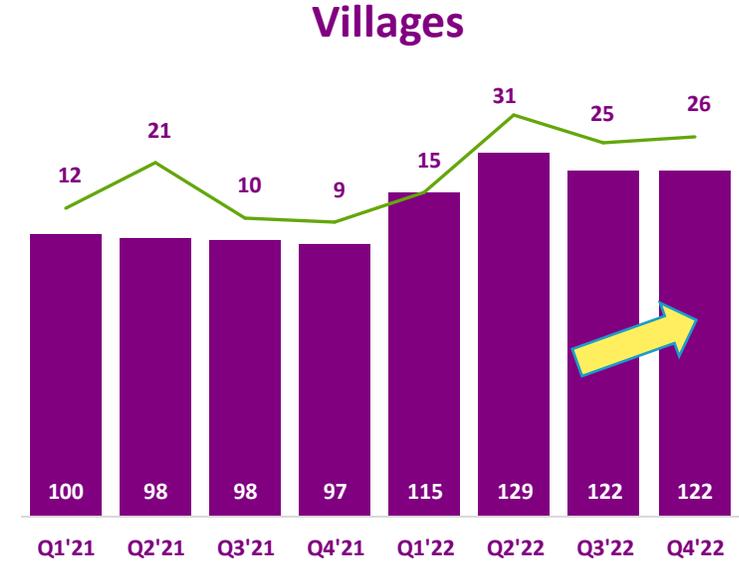
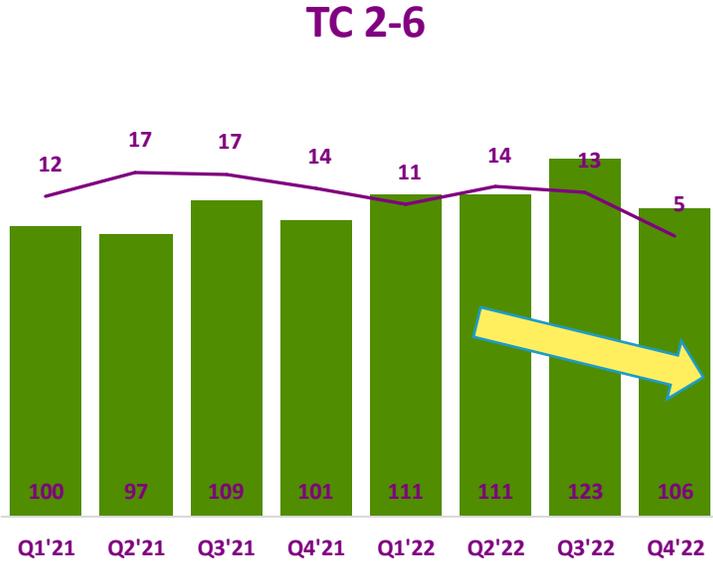
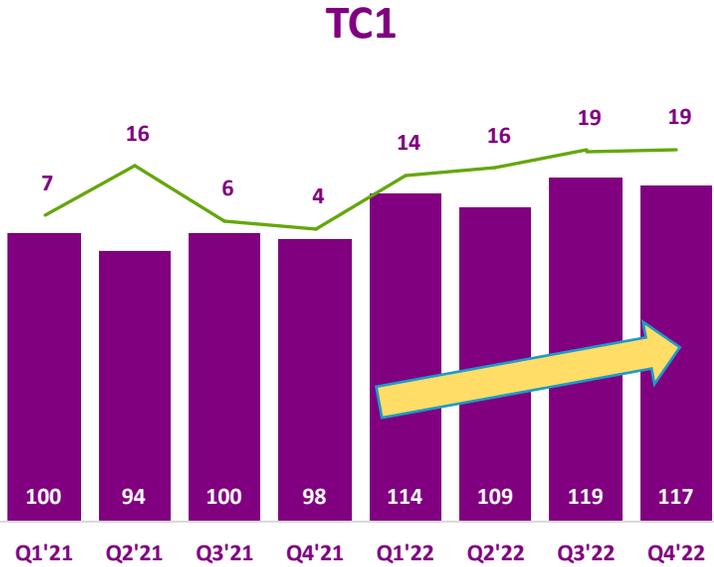


Town Class Growth In Mega Cities And Metros



Town Class based on population
 Mega City > 40L Metro >=10L & <40L

Town Class Growth In Small Cities/Villages



■ NNS (Indexed to Q1 2021)

— OG%

■ NNS (Indexed to Q1 2021)

— OG%

■ NNS (Indexed to Q1 2021)

— OG%

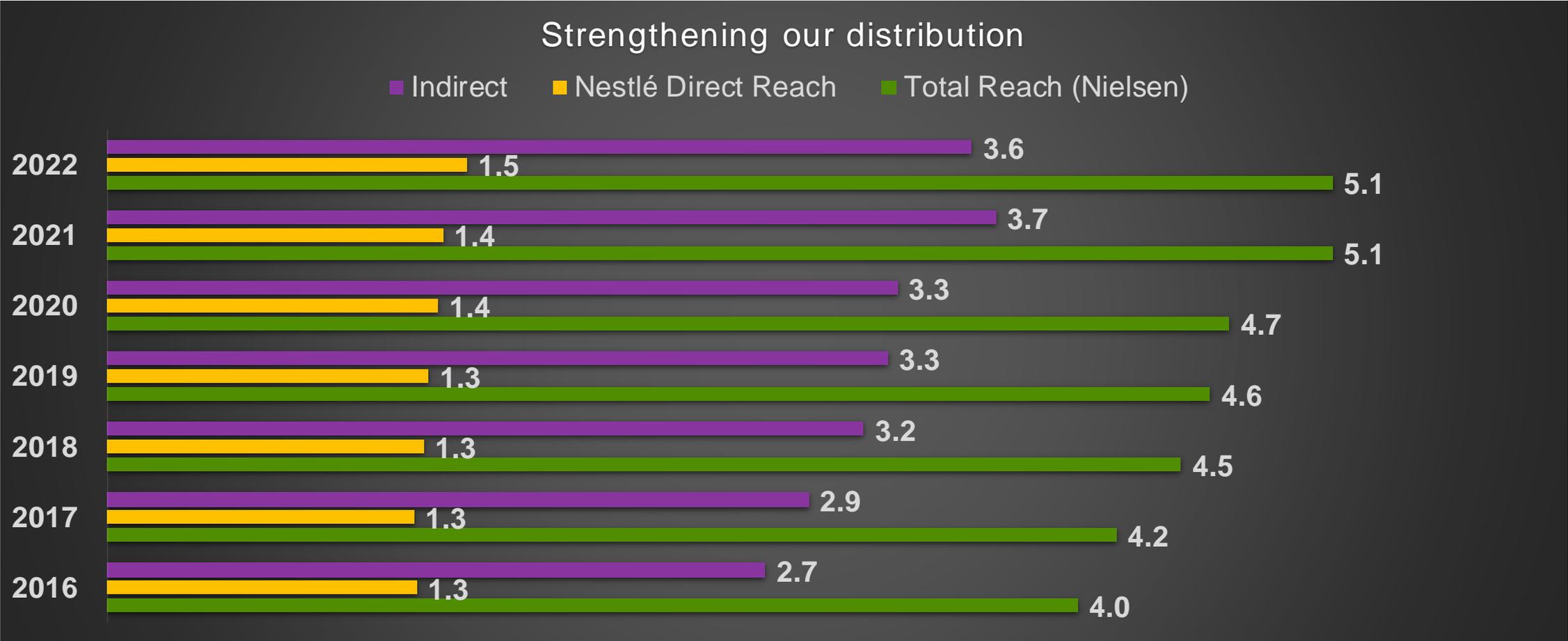
Town Class based on population

TC 1 >=1L & <10L

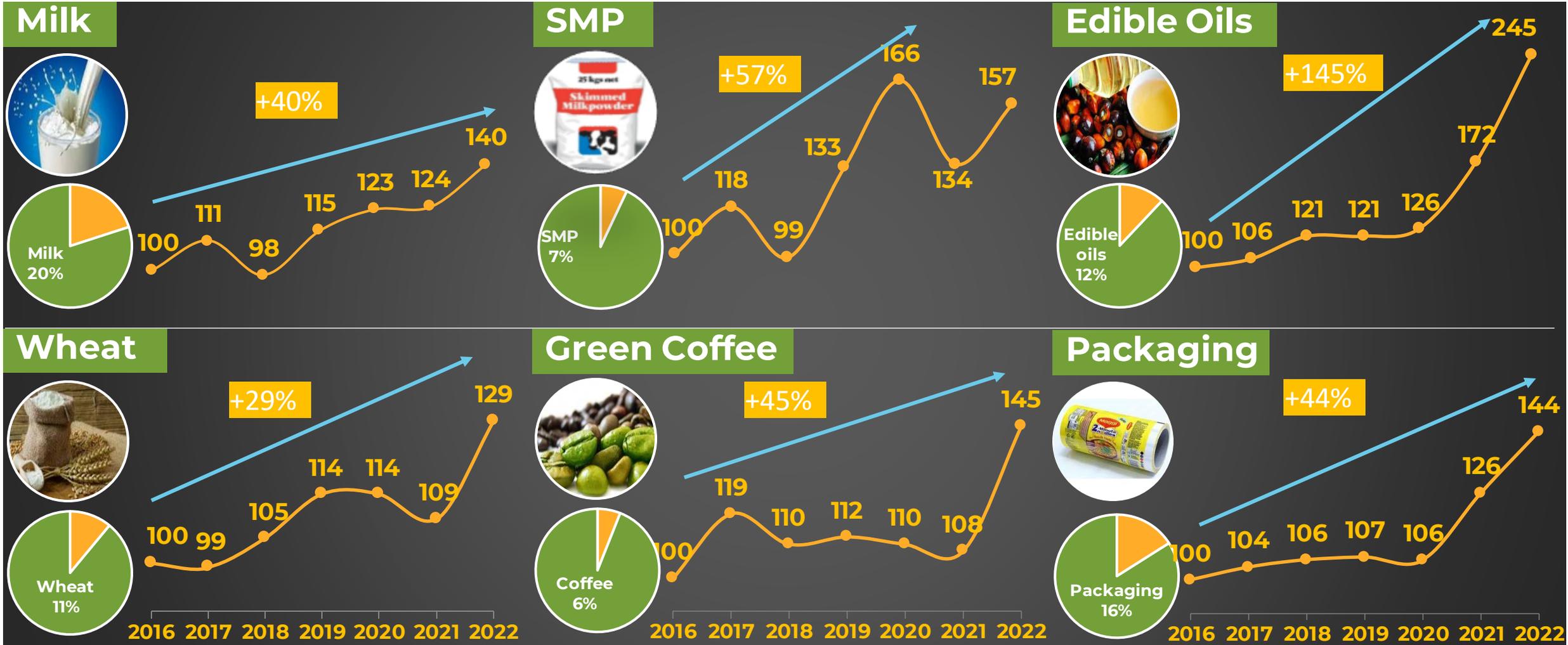
TC 2-6 <1L

Villages: 70%+ population occupation is agriculture

Acceleration Of Our Route To Market – Overall Reach End Of The Year

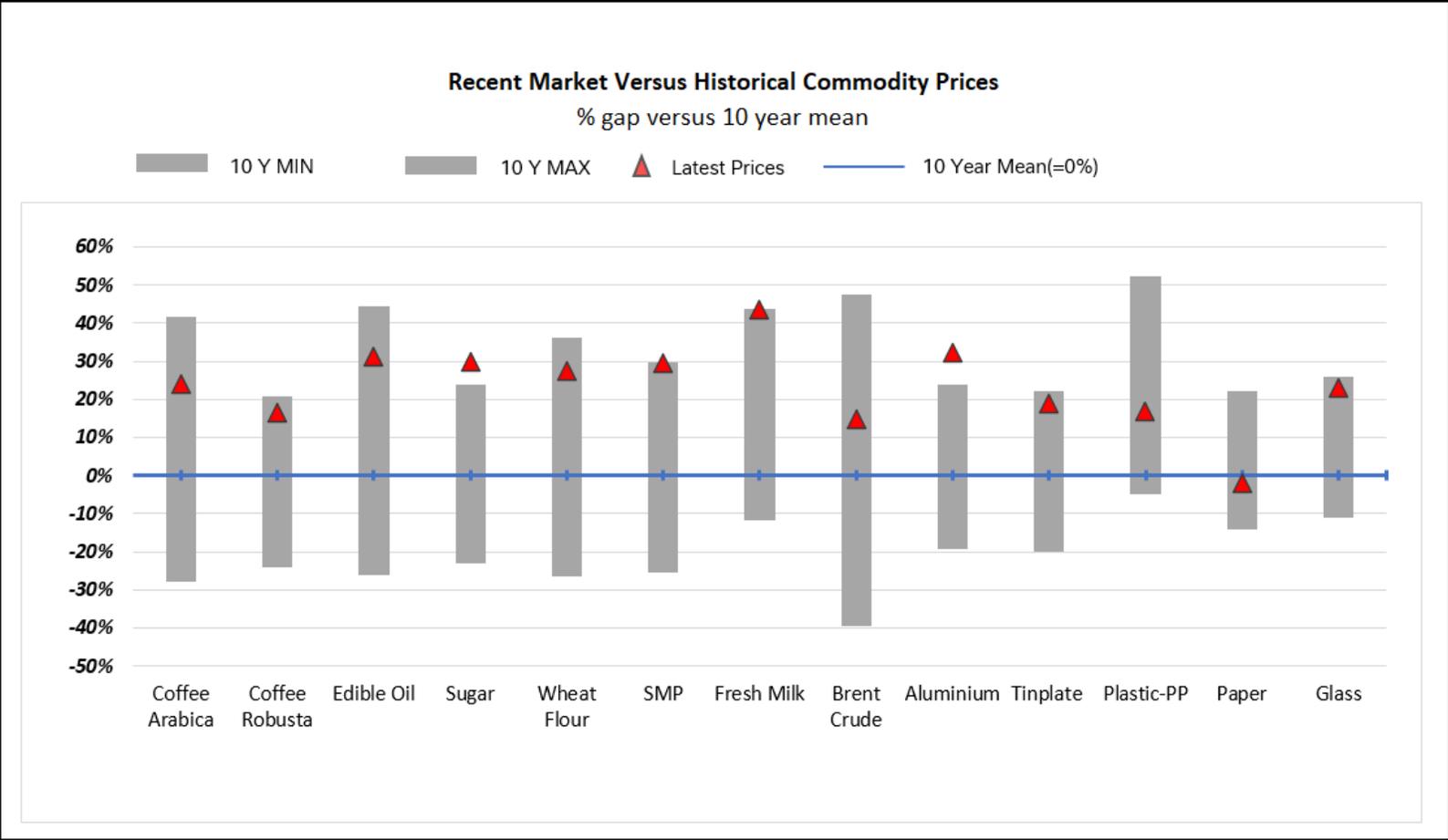


Severe Commodity Headwinds



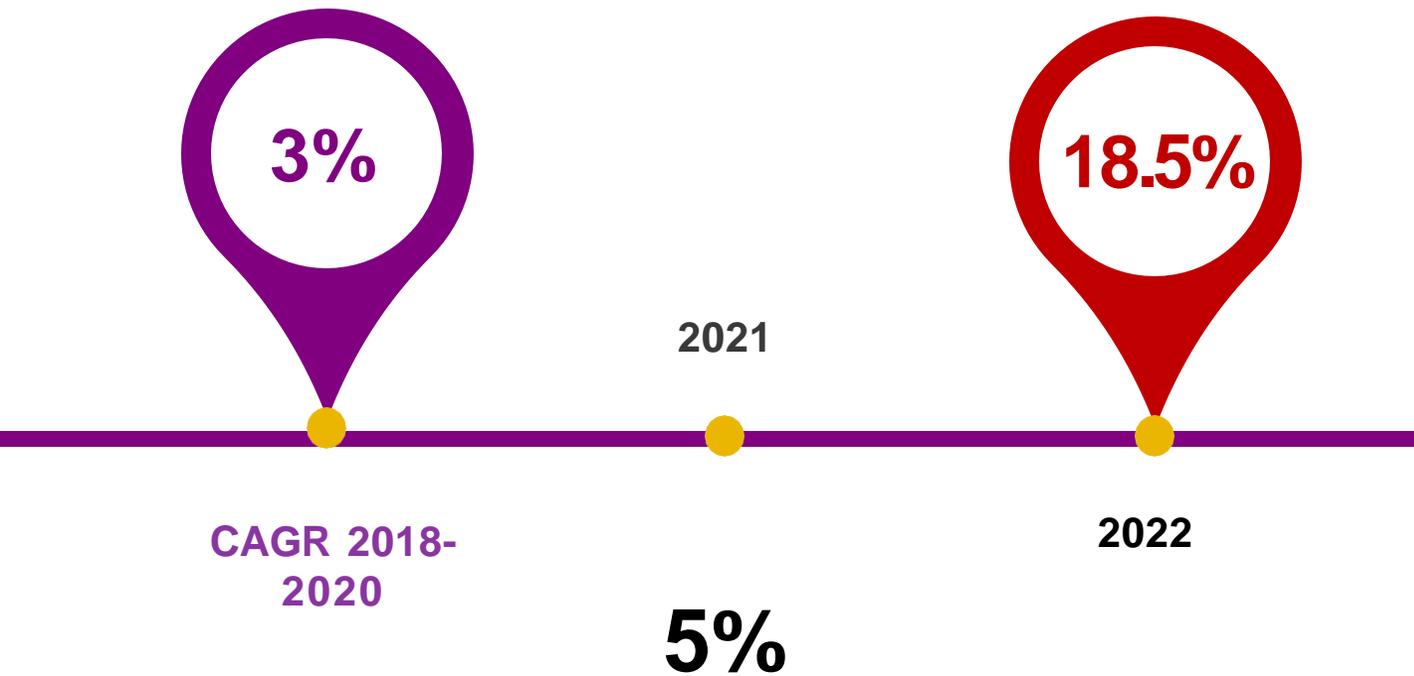
Note: Year values have been indexed taking 2016 as the base

Global Commodity Prices High Except Edible Oil And Packaging Material



Unprecedented Commodity Headwinds

2022 Inflation - 6X Of Trend



Navigating Commodity Headwinds

What Did We Do Right



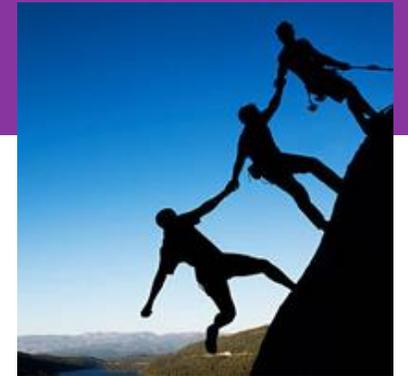
Accelerated economies of scale and sharp procurement strategies

SHARK saving programme reached new highs



Over 7,500 projects across Nestlé India, cost reduction, enhanced efficiency, speed of making decision

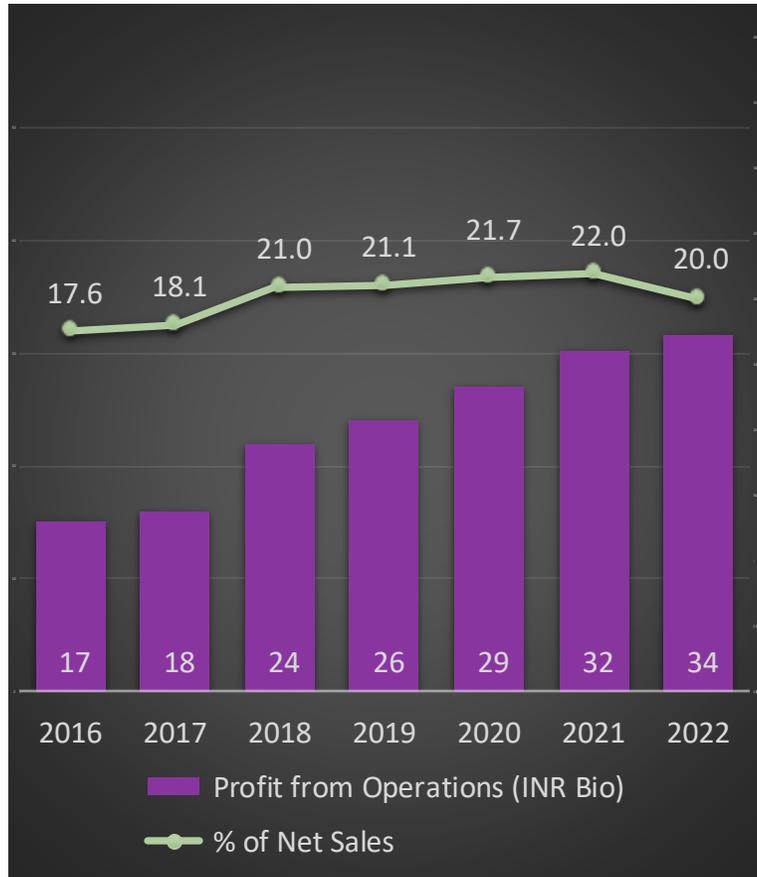
Calibrated consumer insight-based pricing decisions across all categories



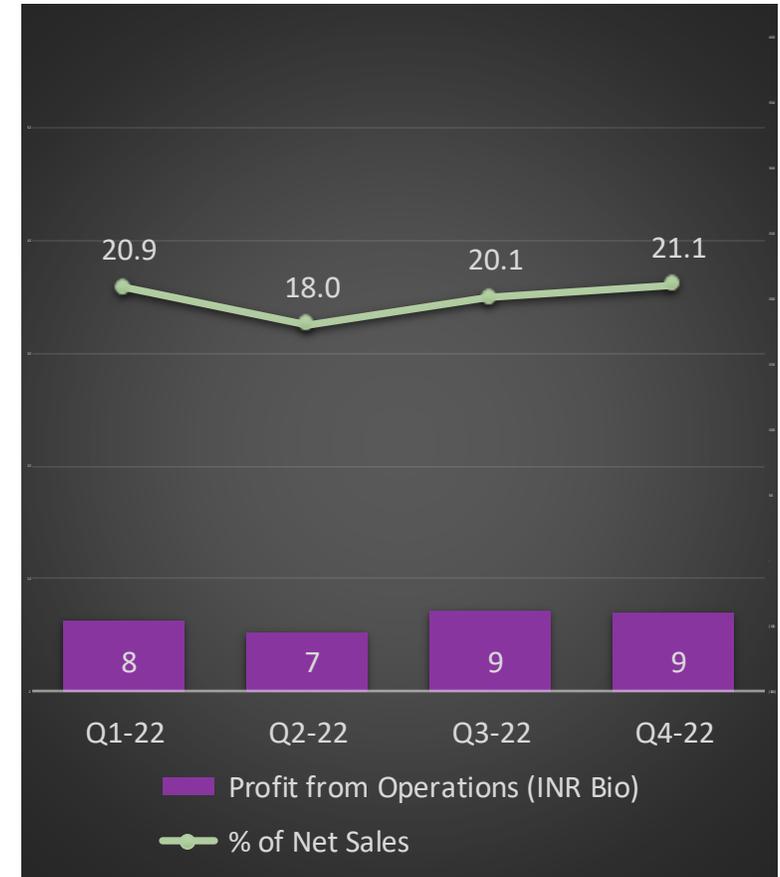
Alignment, courage and exceptional teamwork



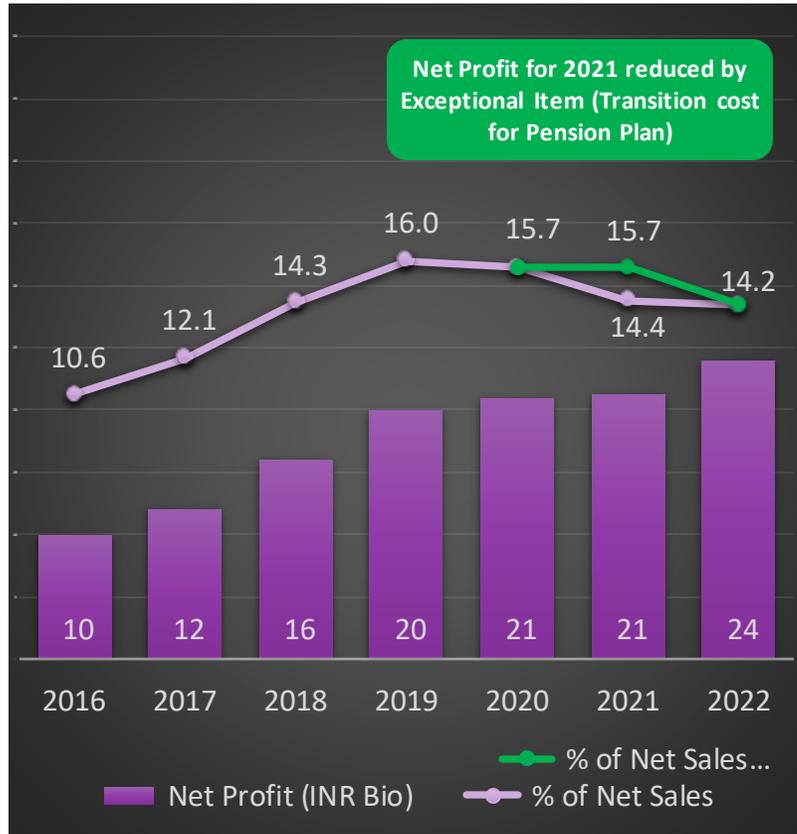
Robust Profit From Operations



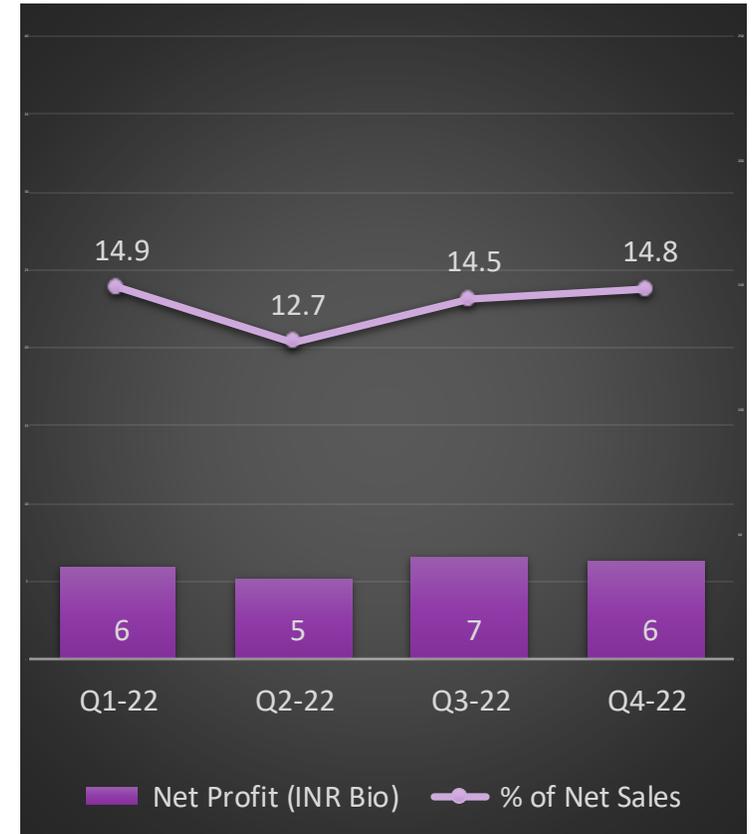
CAGR
2016-22
12.6%



And Sustained Net Profit



CAGR
2016-22
15.6%



Domestic Sales: Strong, Almost Double Digit Across All Product Groups



Milk Products and Nutrition

Prepared dishes and cooking aids

Confectionery

Powdered and liquid beverages



40.4%

9.5%

32.2%

15.6%

16.0%

25.0%

11.4%

19.2%

Contribution

Growth

Contribution

Growth

Contribution

Growth

Contribution

Growth



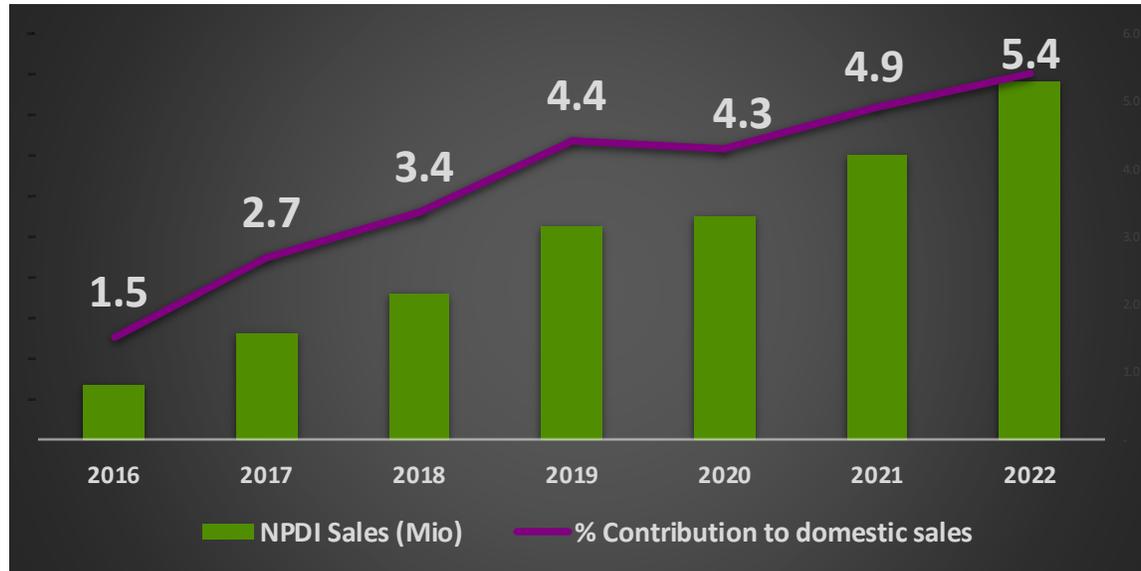
39% Growth

Out of Home
Nestlé Professional

14.8% Domestic Sales Growth

Data represents Jan-Dec 2022

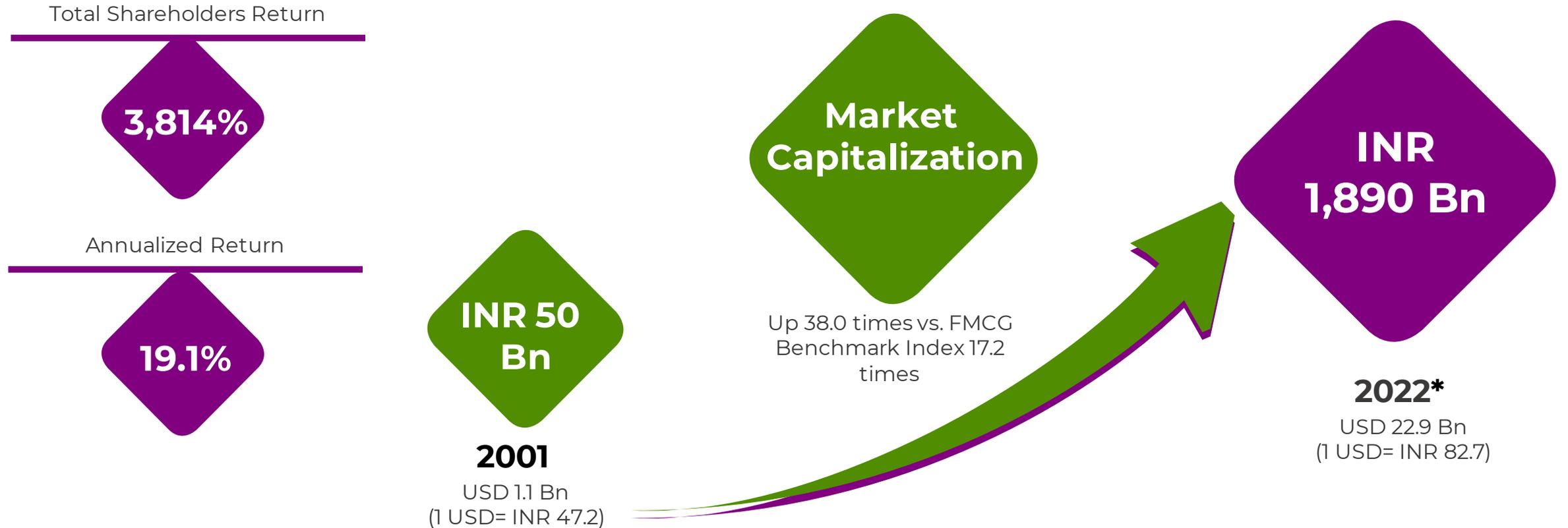
Products Launched Since 2015 Now Contribute To Over 5% Of Sales



Over 110 new products in last 7 years

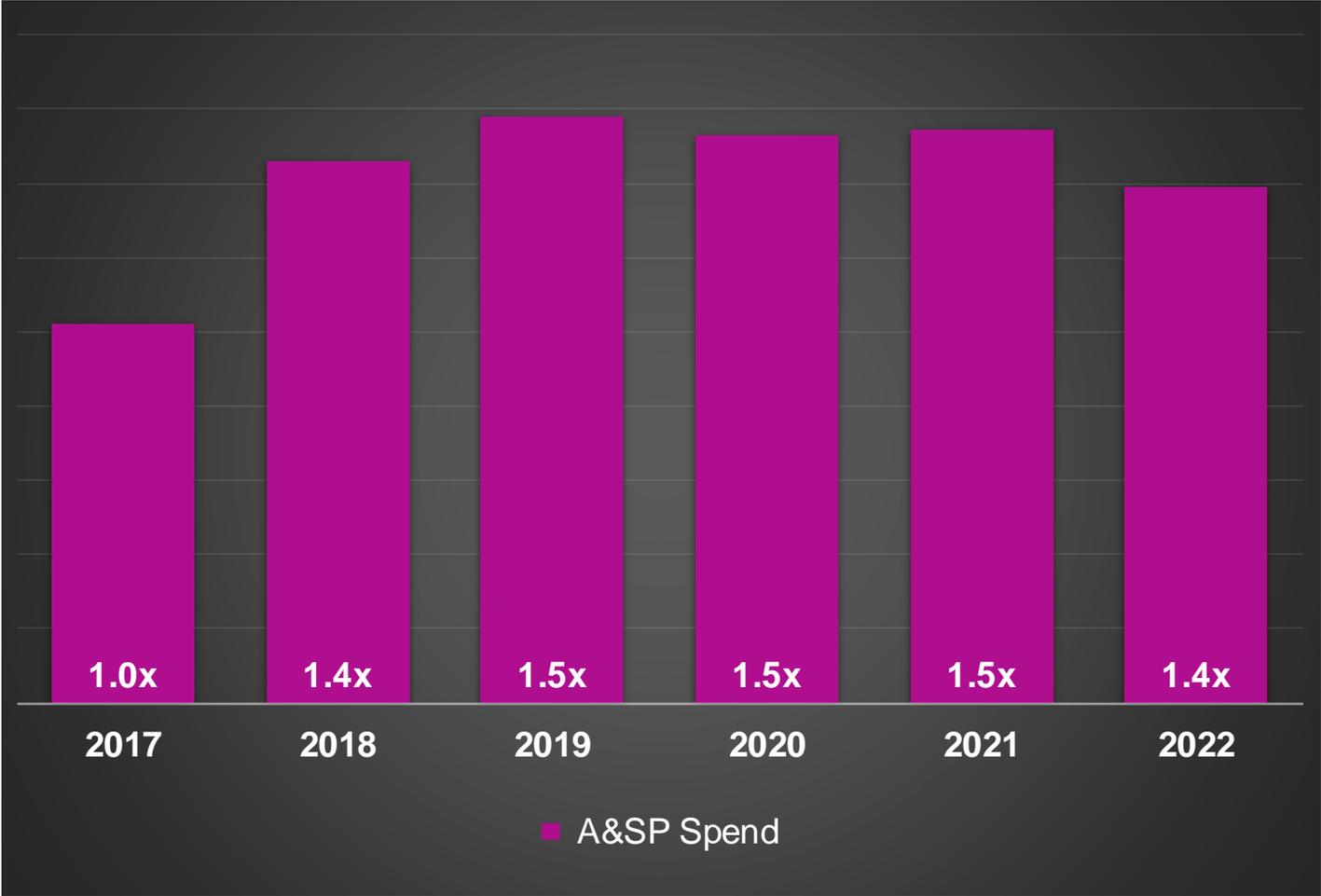
~ 30 new Projects in Pipeline

Thereby, Creating Significant Value For Investors



*As at 31st Dec 2022
INR Billion is INR 100 crore.
Source: Bombay Stock Exchange.

Consistent Media Support To Our Brands



Strong investment behind the growth-pillars

Improved efficiencies in buying media

Targeted communication by leveraging consumer clusters

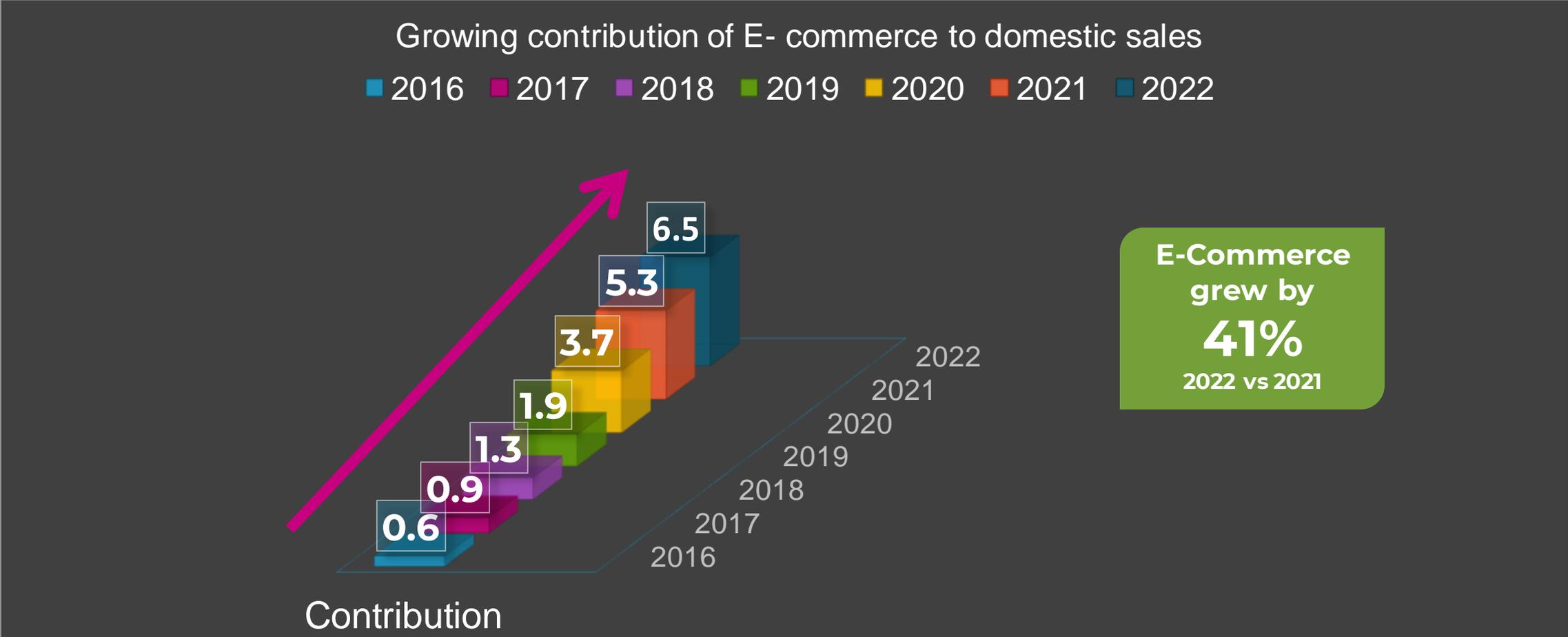
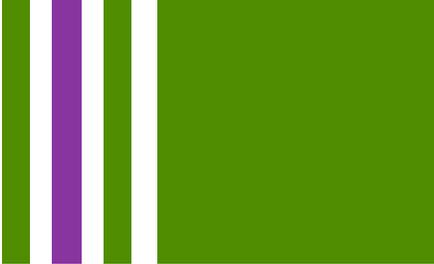
Accelerated digital spend

Investing in building brand equity vs short term promotion

Note: Year values have been indexed taking 2017 as the base

Nestlé India Full Year Earnings Call, 16th Feb 2023

Rapidly Accelerating Our Footprint On E-Commerce





STRENGTHENING OUR RURBAN APPROACH

RURBAN Footprint Is Growing

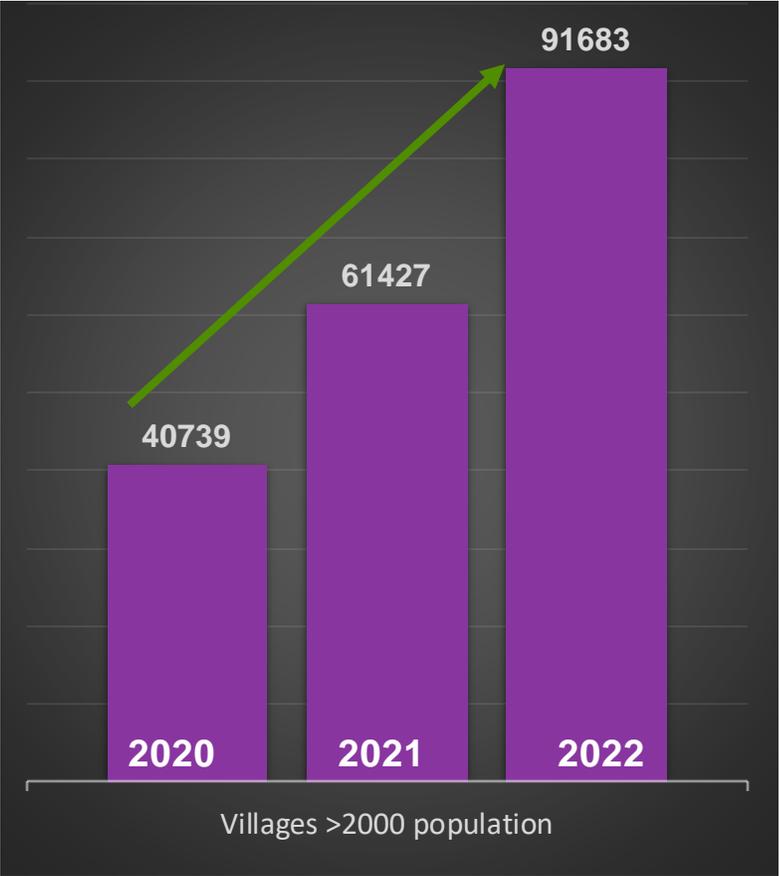
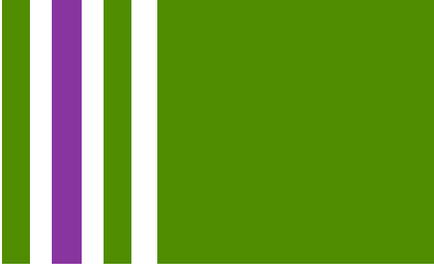
RURBAN IN LAST 5 YEARS

■ GROWTH%

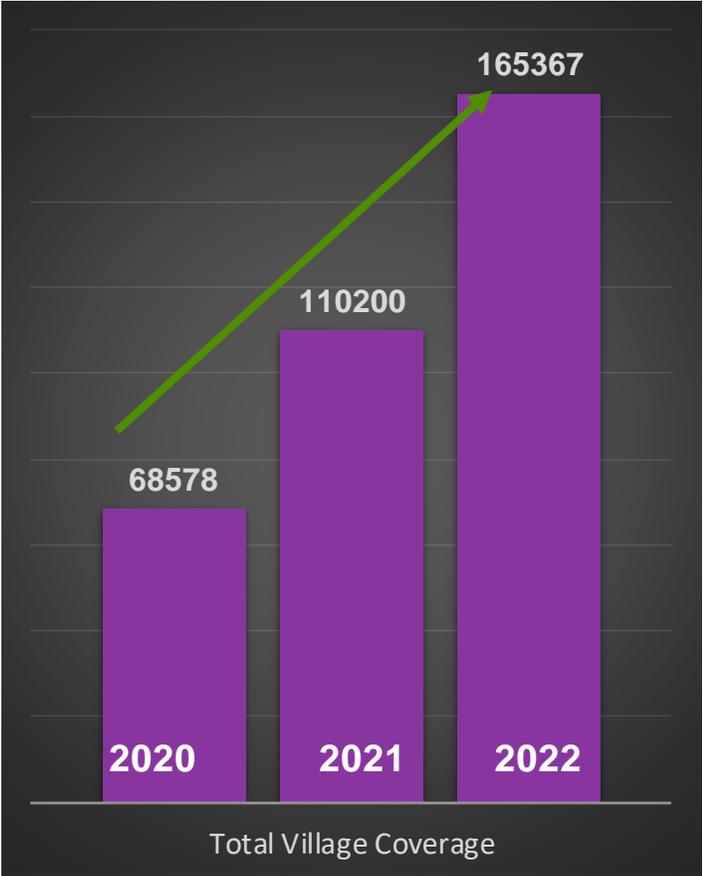


*Before 2019, we did not have RURBAN classification, therefore 2018 growth is for Town Class C and D (population below 1 lac)

Deepening Rural Reach

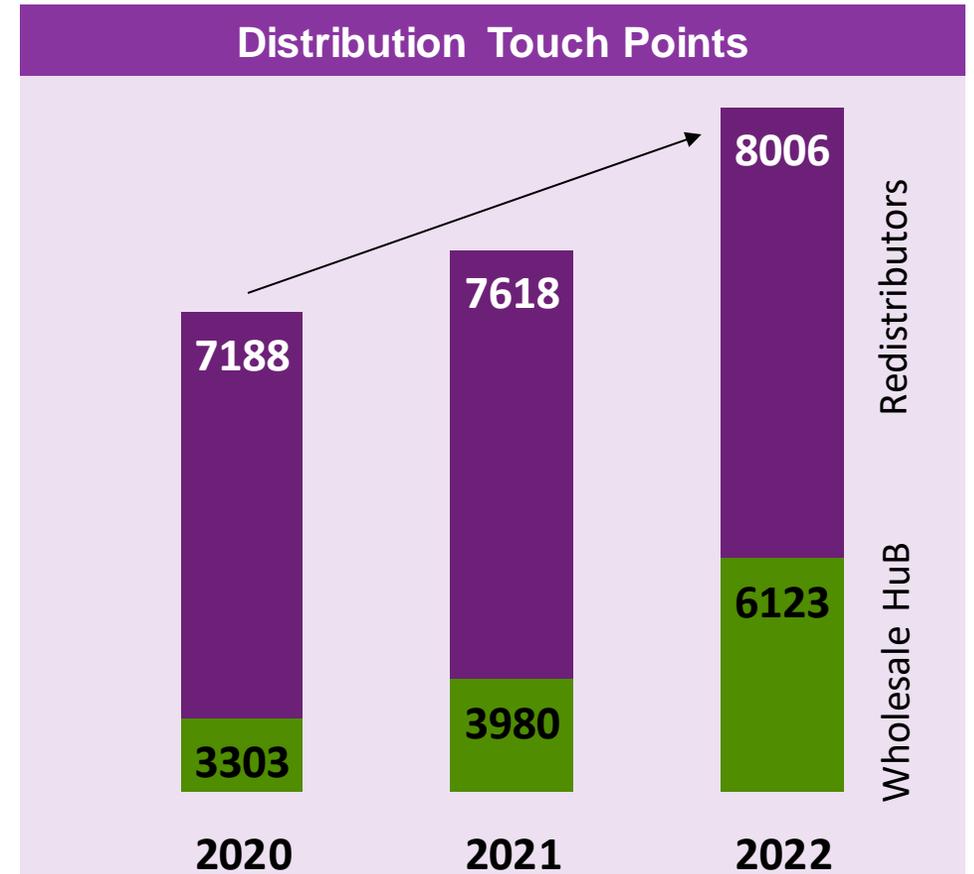


**Ambition
120,000
Villages by 2024
(Population
over 2000)**



Increasing Presence In RURBAN

1. Strengthened distribution infrastructure

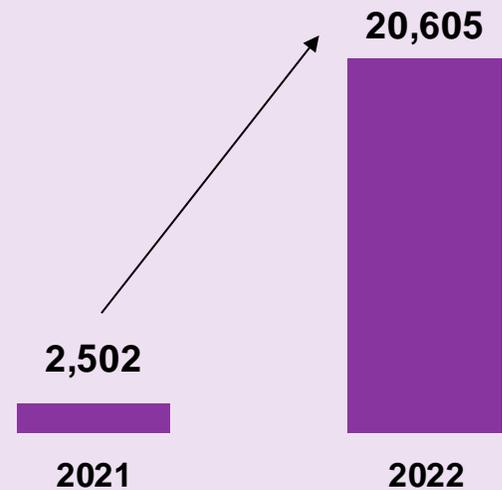


Increasing Presence In RURBAN

2. Scaled up HAAT activation

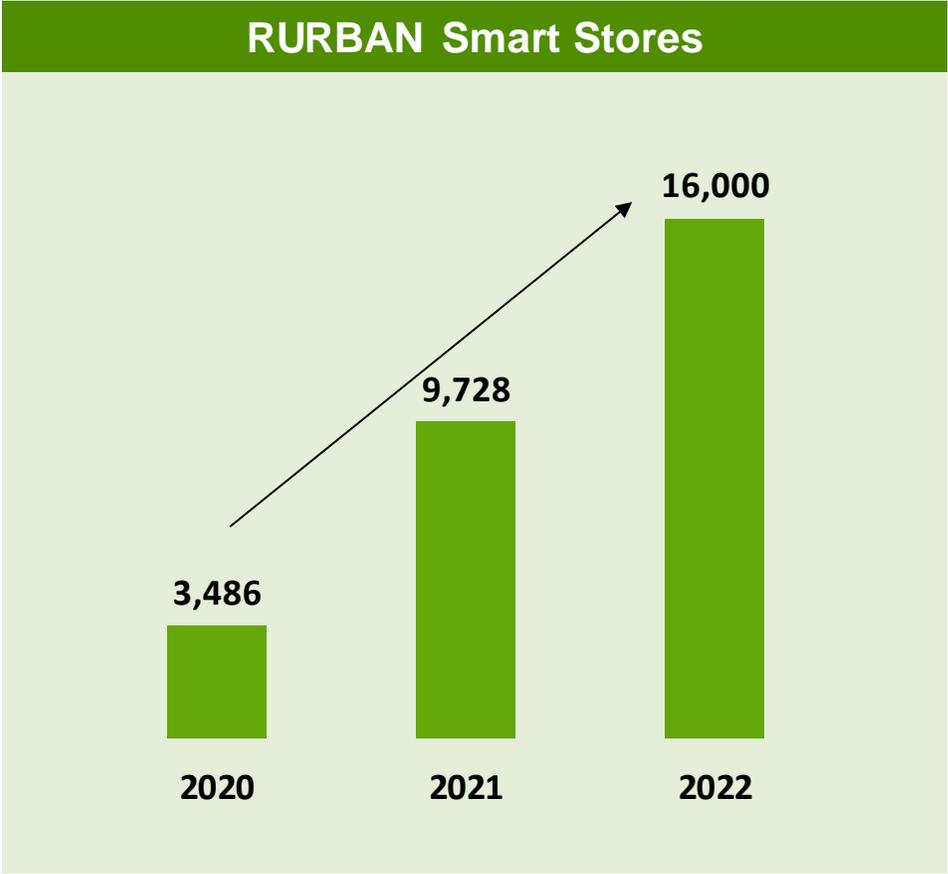


HAAT Activity as Consumer Engagement



Increasing Presence In RURBAN

3. Improved in-shop visibility



Project Swabhimaan - Empowering Rural Women



Fostering
entrepreneurial spirit
in rural women

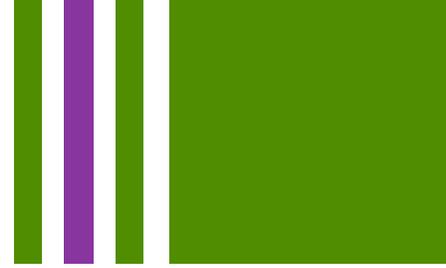


Upskilling and training



Scaled up in 2022 to 19
states with more than
600+ rural women
entrepreneurs

Building Portfolio, Leveraging Technology To Win RURBAN



Increasing Category Relevance



Power of Data Analytics & Digital



Must Sell SKU @ Pincode



Sales Automation

Real People And Real Voices From Rural India

“स्वाद के साथ क्वालिटी का भरोसा भी पाओ”

खाओ
तो
खाओ

श्रद्धा जी,
ग्राम - हरिहरपुर

Maggi
2-Minute
noodles

TRULY GOOD
Made with finest quality spores
with Goodness of IRON

Instant Noodles with Seasoning
Masala

*Nielsen Retail Index डेटा के अनुसार भारतीय बाज़ार में वर्मीसेली और नूडल्स के इंस्टेंट नूडल्स सेगमेंट में MAT अप्रैल 2022 की अवधि के लिए Nestlé India Ltd. का दावा।
रचनात्मक चित्रण। पूरे विवरण के लिए पैक देखें। अपने MAGGI® Noodles (स्टीम्ड, ड्राइड और फ्राइड) का आनन्द लीजिए और सब्जियाँ, फल और दूध जैसे विभिन्न आहारों का उपभोग कीजिए।



Nestlé

Good food, Good life



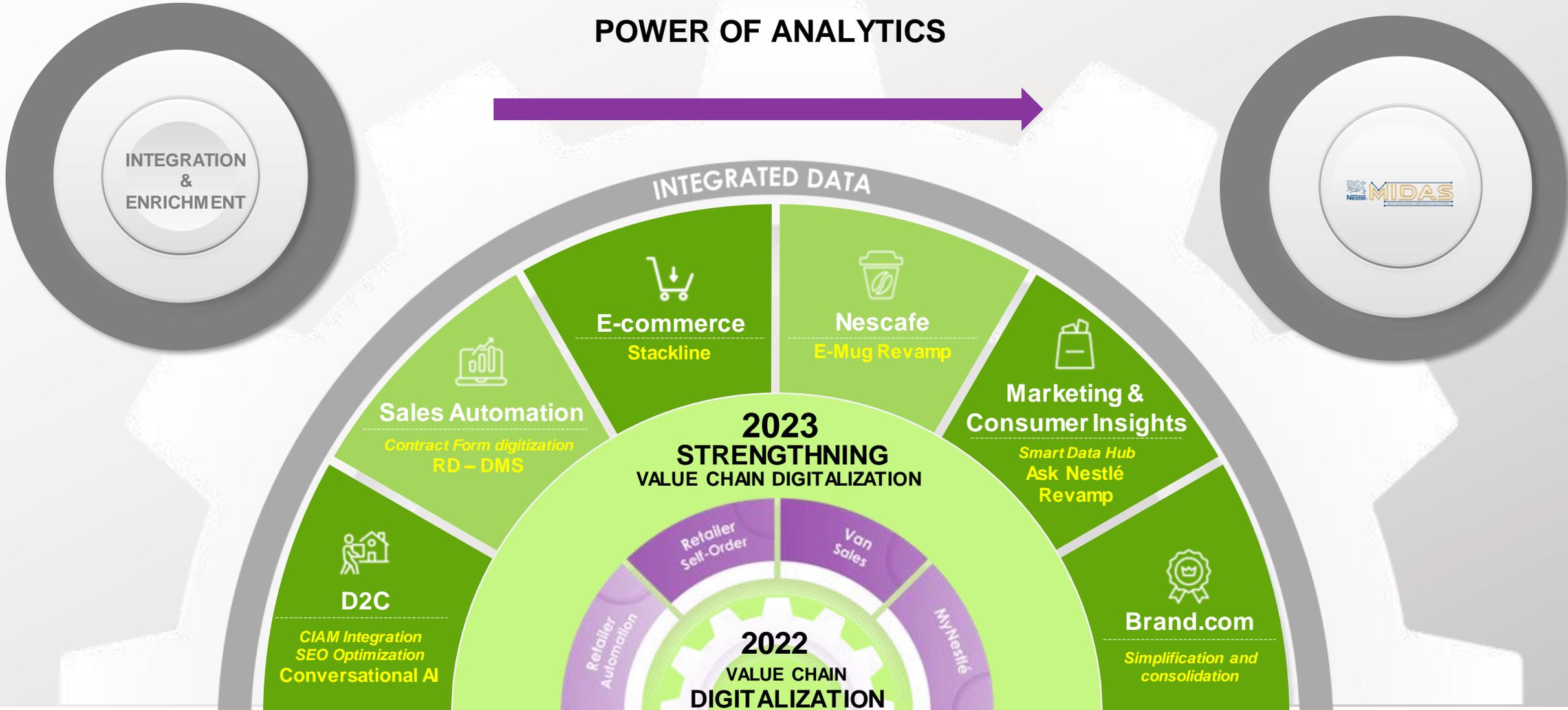
Nestlé Good food, Good life



OUR DIGITAL ANALYTICS JOURNEY

Enhanced Customer Experience

POWER OF ANALYTICS



Nestlé Business Services

Managing Transactions, Digitalisation, Analytics at Scale



Financial Services

HR Business Services

Procurement Support Services

Talent Acquisition

Tax Support

Customer Management

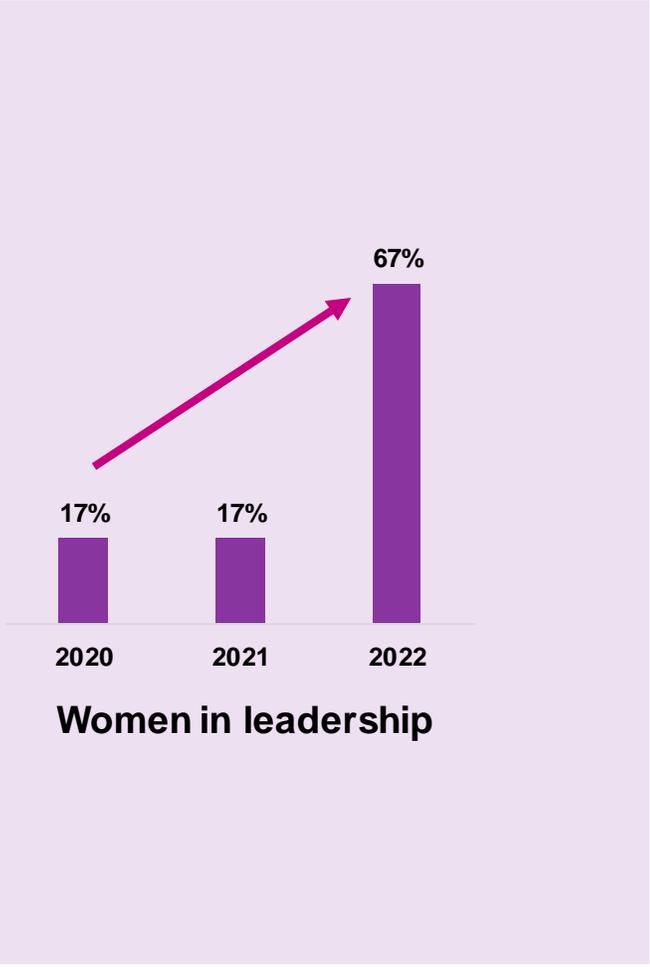
Total Employees
189



Gender Diversity
48.7%



People with Disabilities
7





2023: UN YEAR OF MILLETS



Integrating Millet Into Product Categories

Unlocking the Power of Food

- 20% of global millet production is from India
- Smart food with high nutritional content
- Climate resilient

MOU with Nestlé R&D Centre India subsidiary of Nestlé S.A and Nutrihub, ICAR-Institute of Millet Research

- Millet Processing
- Health and nutrition benefits
- Sustainable and regenerative agricultural practices
- Building consumer awareness
- Start-up collaborations

Creating Millet Moments

- Launching new products
- Consumer awareness
- Millet recipes



2023 UN The International Year of the Millets

OUR MILLET JOURNEY

Tasty & Nutritious

Inspired by popular millet recipes.
*Made with traditional ingredients like ragi, wheat, milk, and ghee to deliver tasty & nutritious^ bowl for three to six year old.

Nutri Cereal Ragi

Grown for over 4000 years, ragi, has been a part of traditional food in major parts of India. It is also known by different names like nachni, mandua, keppai, taidalu, finger millet.

With Immuno Nutrients

Vitamin A, C, D, Iron & Zinc help support normal immune system function.

Grain Selection™

Assuring a bowl of dense nutrition.^
Inspired by traditional ingredients.*

40 Assured Quality Checks
To ensure good quality product for your three to six year old.

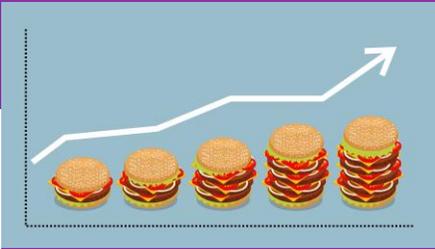
No Added Color, Flavor



Key Takeaways



Strong and sustained almost double-digit growth across all categories



Strong comeback of *Out Of Home* (Nestlé Professional)



Acceleration in E-commerce, entry into D2C exploring new channels of growth



Unleashing our power of SHARK methodology for cost effectiveness, efficiency and speed



Accelerated digitalization, analytics and building scale competencies



Invested to unlock RURBAN opportunities



Pragmatic, bold, insight-based decision on pricing



Power of people and partnerships

Year of Millets

Excitement and opportunity of millets – locally and globally relevant