

**PKR:SG:JK: 32:2025-26**

**24<sup>th</sup> July 2025**

**BSE Limited (BSE)**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001

BSE Scrip Code: 500790

**National Stock Exchange of India Limited (NSE)**

Exchange Plaza, Plot No. C-1,  
G Block, Bandra Kurla Complex,  
Bandra (East), Mumbai - 400 051

NSE Symbol: NESTLEIND

**Subject: Outcome of Board Meeting:**

- I. **Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”): Unaudited Financial Results (standalone and consolidated) for the first quarter ended 30<sup>th</sup> June 2025; and**
- II. **Regulation 30 of the Listing Regulations: Appointment of Mr. Manish Tiwary (DIN: 02572830) as the Chairman.**

Dear Madam/ Sir,

This is to inform you that the Board of Directors of the Company, at its meeting held today, *inter alia*, considered and approved the following:

1. Unaudited Financial Results (standalone and consolidated) for the first quarter ended 30<sup>th</sup> June 2025:

Unaudited Financial Results (standalone and consolidated) of the Company for the first quarter ended 30<sup>th</sup> June 2025 (“UFRs”). Enclosed are the UFRs along with the Limited Review Report on the said UFRs issued by M/s. S. R. Batliboi & Co. LLP, Chartered Accountants, Statutory Auditors, and the Press Release relating to the UFRs. The same are also being uploaded on the Company’s website at [www.nestle.in](http://www.nestle.in). The UFRs shall be published in the newspapers as required under the Listing Regulations.

2. Appointment of Mr. Manish Tiwary as Chairman:

Appointment of Mr. Manish Tiwary as the Chairman of the Board, effective 1<sup>st</sup> August 2025. Accordingly, Mr. Tiwary will assume his office as Chairman and Managing Director of the Company, effective 1<sup>st</sup> August 2025. Mr. Suresh Narayanan, will relinquish his office as Chairman and Managing Director of the Company upon his retirement on 31<sup>st</sup> July 2025.

The meeting of the Board of Directors commenced at 10:00 hours and the above agenda items concluded at 11:00 hours.

This is for your information and record.

Thanking you,  
Yours truly,

**NESTLÉ INDIA LIMITED**

**PRAMOD KUMAR RAI  
COMPANY SECRETARY AND COMPLIANCE OFFICER**

Encl.: as above



### NESTLÉ INDIA LIMITED

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

#### Un-audited Standalone Financial Results for the Quarter Ended 30<sup>th</sup> June 2025

(₹ in million)

	Particulars	Three months ended			Financial year ended
		30.06.2025	31.03.2025	30.06.2024	31.03.2025
		(Un-audited)	(Audited) <sup>#</sup>	(Un-audited)	(Audited)
<b>A</b>	<b>Income</b>				
	Domestic sales	48,600.1	52,349.8	46,085.0	192,926.7
	Export sales	2,139.5	2,126.6	1,844.7	7,848.3
	<b>Sale of Products</b>	<b>50,739.6</b>	<b>54,476.4</b>	<b>47,929.7</b>	<b>200,775.0</b>
	Other operating revenue	222.0	562.4	209.8	1,240.6
	<b>Revenue from Operations</b>	<b>50,961.6</b>	<b>55,038.8</b>	<b>48,139.5</b>	<b>202,015.6</b>
	Other income	40.4	84.4	391.2	588.6
	<b>Total Income</b>	<b>51,002.0</b>	<b>55,123.2</b>	<b>48,530.7</b>	<b>202,604.2</b>
<b>B</b>	<b>Expenses</b>				
	i Cost of materials consumed	21,532.5	23,458.7	19,432.2	83,901.5
	ii Purchases of stock-in-trade	1,794.7	1,655.9	1,067.2	4,993.1
	iii Changes in inventories of finished goods, work in progress and stock-in-trade	(472.9)	(990.2)	(111.0)	(1,396.6)
	iv Employee benefits expense	5,156.7	5,219.8	5,054.0	20,237.1
	v Finance costs (including interest cost on employee benefits plans)	468.9	375.0	316.8	1,360.0
	vi Depreciation and amortisation	1,569.4	1,553.4	1,127.1	5,399.2
	vii Corporate social responsibility expense	180.2	204.1	185.3	766.2
	viii Other expenses	11,767.8	11,600.9	11,368.5	45,777.2
<b>Total Expenses</b>		<b>41,997.3</b>	<b>43,077.6</b>	<b>38,440.1</b>	<b>161,037.7</b>
<b>C</b>	<b>Profit before Exceptional Items and Tax (A-B)</b>	<b>9,004.7</b>	<b>12,045.6</b>	<b>10,090.6</b>	<b>41,566.5</b>
<b>D</b>	Exceptional items [Charge / (Credit)]	-	-	-	(2,908.2)
<b>E</b>	<b>Profit before Tax (C-D)</b>	<b>9,004.7</b>	<b>12,045.6</b>	<b>10,090.6</b>	<b>44,474.7</b>
<b>F</b>	<b>Tax Expense:</b>				
	Current tax	2,344.8	2,997.7	2,594.0	10,951.8
	Deferred tax	67.6	193.8	30.6	377.9
<b>G</b>	<b>Profit for the Period (E-F)</b>	<b>6,592.3</b>	<b>8,854.1</b>	<b>7,466.0</b>	<b>33,145.0</b>
<b>H</b>	<b>Other Comprehensive Income</b>				
a.	(i) Items that will not be reclassified to profit or loss				
	- Re-measurement of retiral defined benefits plans	-	241.1	12.3	(1,076.7)
	(ii) Income taxes relating to items that will not be reclassified to profit or loss	-	(60.7)	(3.1)	271.0
b.	(i) Items that will be reclassified to profit or loss				
	- Changes in fair value of cash flow hedges	(12.5)	28.5	2.4	12.4
	(ii) Income taxes relating to items that will be reclassified to profit or loss	3.1	(7.1)	(0.6)	(3.1)
<b>Total Other Comprehensive Income (a+b)</b>		<b>(9.4)</b>	<b>201.8</b>	<b>11.0</b>	<b>(796.4)</b>
<b>I</b>	<b>Total Comprehensive Income (G+H)</b>	<b>6,582.9</b>	<b>9,055.9</b>	<b>7,477.0</b>	<b>32,348.6</b>
J	Paid-up equity share capital (Face value - ₹1 Per share)	964.2	964.2	964.2	964.2
K	Other equity	46,790.2	40,207.3	39,921.7	40,207.3
<b>L</b>	<b>Earnings Per Share (EPS) (not annualised for the quarters)</b>				
	Basic / Diluted EPS (₹)	<b>6.84</b>	<b>9.18</b>	<b>7.74</b>	<b>34.38</b>
	<b>Additional Information:</b>				
	Earnings before interest, tax, depreciation and amortization [EBITDA] [C - A(ii) + B(v) + B(vi)]	11,002.6	13,889.6	11,143.3	47,737.1

**Notes:**

1. 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.
2. For better understanding of the financial performance, the Company has chosen to present Earnings before Interest, Tax, Depreciation and amortisation [EBITDA] as an additional information. EBITDA is derived from Profit before Exceptional Items & Tax [C], less Other income [A(ii)], adding back Finance costs (including the interest cost on employee benefits plans) [B(v)] and Depreciation (including impairment on property, plant and equipment) and amortisation [B(vi)].
3. Comparisons are with reference to quarter ended 30<sup>th</sup> June 2024 unless otherwise specified :
  - a) Total sales and domestic sales for the quarter ended 30<sup>th</sup> June 2025 increased by 5.9% and 5.5% respectively.
  - b) Cost of materials consumed [B(i)+B(ii)+B(iii)] as a % to sales has increased from 42.5% to 45.0% for the three months ended 30<sup>th</sup> June 2025.
4. The final dividend payable for the financial year ended 2024-25 of ₹10.00 per equity share (face value of ₹ 1/- each) as approved by the shareholders in the Annual General Meeting held on 26<sup>th</sup> June 2025, will be paid on and from 24<sup>th</sup> July 2025.
5. Based on the guiding principles given in Ind AS 108 Operating Segments, the Company's business activity falls within a single operating segment, namely Food. Accordingly, no separate segment information has been provided.
6. The figures for the quarter ended 31<sup>st</sup> March 2025 are the balancing figures between audited figures in respect of full financial year 2024-25 and the unaudited published figures up to the nine months of the relevant financial year, which were subjected to limited review by the statutory auditors.
7. Figures for previous year / period have been regrouped wherever necessary.
8. The statutory auditors have issued an unmodified report on the above financial results.

**THE ABOVE RESULTS AND THIS RELEASE HAVE BEEN REVIEWED BY THE AUDIT COMMITTEE OF THE BOARD AT THEIR MEETING HELD ON 23<sup>rd</sup> JULY 2025 AND APPROVED BY THE BOARD OF DIRECTORS AT THEIR MEETING HELD ON 24<sup>th</sup> JULY 2025.**

**For and on behalf of the Board**

SURESH  
NARAYANAN   
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NARAYANAN  
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**Suresh Narayanan  
Chairman and Managing Director**

**Date: 24<sup>th</sup> July 2025  
Place: Gurugram**

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  
e-mail Id: [investor@in.nestle.com](mailto:investor@in.nestle.com), Website: [www.nestle.in](http://www.nestle.in)  
Phone: 011-23418891

**Independent Auditor's Review Report on the Quarterly Unaudited Standalone Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended**

**Review Report to  
The Board of Directors  
Nestle India Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of Nestle India Limited (the "Company") for the quarter ended June 30, 2025 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. The Company's management is responsible for the preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The Statement has been approved by the Company's Board of Directors. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For S.R. Batliboi & Co. LLP**

Chartered Accountants

**ICAI Firm registration number:** 301003E/E300005

**Pankaj  
Chadha**

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email=pankaj.chadha@srb.in  
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**per Pankaj Chadha**

Partner

Membership Number: 091813

UDIN: 25091813BMORDR3001

Place: Gurugram

Date: July 24, 2025


**NESTLÉ INDIA LIMITED**

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

**Un-audited Consolidated Financial Results for the Quarter Ended 30<sup>th</sup> June 2025**

(₹ in million)

	Particulars	Three months ended			Financial year ended
		30.06.2025	31.03.2025	30.06.2024	31.03.2025
		(Un-audited)	(Audited) <sup>#</sup>	(Un-audited)	(Audited)
<b>A</b>	<b>Income</b>				
	Domestic sales	48,600.1	52,349.8	46,085.0	192,926.7
	Export sales	2,139.5	2,126.6	1,844.7	7,848.3
	<b>Sale of Products</b>	<b>50,739.6</b>	<b>54,476.4</b>	<b>47,929.7</b>	<b>200,775.0</b>
	Other operating revenue	222.0	562.4	209.8	1,240.6
	<b>Revenue from Operations</b>	<b>50,961.6</b>	<b>55,038.8</b>	<b>48,139.5</b>	<b>202,015.6</b>
	Other income	40.4	84.4	391.2	588.6
	<b>Total Income</b>	<b>51,002.0</b>	<b>55,123.2</b>	<b>48,530.7</b>	<b>202,604.2</b>
<b>B</b>	<b>Expenses</b>				
	i Cost of materials consumed	21,532.5	23,458.7	19,432.2	83,901.5
	ii Purchases of stock-in-trade	1,794.7	1,655.9	1,067.2	4,993.1
	iii Changes in inventories of finished goods, work in progress and stock-in-trade	(472.9)	(990.2)	(111.0)	(1,396.6)
	iv Employee benefits expense	5,156.7	5,219.8	5,054.0	20,237.1
	v Finance costs (including interest cost on employee benefits plans)	468.9	375.0	316.8	1,360.0
	vi Depreciation and amortisation	1,569.4	1,553.4	1,127.1	5,399.2
	vii Corporate social responsibility expense	180.2	204.1	185.3	766.2
	viii Other expenses	11,767.8	11,600.9	11,368.5	45,777.2
	<b>Total Expenses</b>	<b>41,997.3</b>	<b>43,077.6</b>	<b>38,440.1</b>	<b>161,037.7</b>
	<b>C</b> <b>Profit before Share of (Profit)/Loss of an Associate, Exceptional Items and Tax (A-B)</b>	<b>9,004.7</b>	<b>12,045.6</b>	<b>10,090.6</b>	<b>41,566.5</b>
D	Share of (profit) / loss of Associate, net of tax	126.4	124.2	-	239.5
E	<b>Profit before Exceptional Items and Tax (C-D)</b>	<b>8,878.3</b>	<b>11,921.4</b>	<b>10,090.6</b>	<b>41,327.0</b>
F	Exceptional items [Charge / (Credit)]	-	-	-	(1,834.2)
G	<b>Profit before Tax (E-F)</b>	<b>8,878.3</b>	<b>11,921.4</b>	<b>10,090.6</b>	<b>43,161.2</b>
H	<b>Tax Expense:</b>				
	Current tax	2,344.8	2,997.7	2,594.0	10,951.8
	Deferred tax	67.6	189.1	30.6	133.5
I	<b>Profit for the Period (G-H)</b>	<b>6,465.9</b>	<b>8,734.6</b>	<b>7,466.0</b>	<b>32,075.9</b>
J	<b>Other Comprehensive Income</b>				
	a. (i) Items that will not be reclassified to profit or loss				
	- Re-measurement of retiral defined benefits plans	-	241.1	12.3	(1,076.7)
	- Share of other comprehensive income of associate accounted for using the equity method (net of tax)	-	(0.3)	-	(0.3)
	(ii) Income taxes relating to items that will not be reclassified to profit or loss	-	(60.7)	(3.1)	271.0
	b. (i) Items that will be reclassified to profit or loss				
	- Changes in fair value of cash flow hedges	(12.5)	28.5	2.4	12.4
	(ii) Income taxes relating to items that will be reclassified to profit or loss	3.1	(7.1)	(0.6)	(3.1)
	<b>Total Other Comprehensive Income (a+b)</b>	<b>(9.4)</b>	<b>201.5</b>	<b>11.0</b>	<b>(796.7)</b>
K	<b>Total Comprehensive Income (I+J)</b>	<b>6,456.5</b>	<b>8,936.1</b>	<b>7,477.0</b>	<b>31,279.2</b>
L	Paid-up equity share capital (Face value - ₹1 Per share)	964.2	964.2	964.2	964.2
M	Other equity	45,594.3	39,137.9	39,921.7	39,137.9
N	<b>Earnings Per Share (EPS)</b> (not annualised for the quarters)				
	Basic / Diluted EPS (₹)	<b>6.71</b>	<b>9.06</b>	<b>7.74</b>	<b>33.27</b>
	<b>Additional Information:</b>				
	Earnings before interest, tax, depreciation and amortization [EBITDA] [C - A(ii) + B(v) + B(vi)]	11,002.6	13,889.6	11,143.3	47,737.1

# Refer note 6

**Notes:**

1. 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.
2. For better understanding of the financial performance, the Company has chosen to present Earnings before Interest, Tax, Depreciation and amortisation [EBITDA] as an additional information. EBITDA is derived from Profit before Exceptional Items & Tax [C], less Other income [A(ii)], adding back Finance costs (including the interest cost on employee benefits plans) [B(v)] and Depreciation (including impairment on property, plant and equipment) and amortisation [B(vi)].
3. The Company has made an investment for 49% stake in Dr. Reddy's and Nestlé Health Science Limited for development of nutraceutical business. Pursuant to this, the investee entity has become an associate of the Company with effect from 24<sup>th</sup> July 2024. In compliance with section 129(3) of the Companies Act, 2013, the financial results of the Company have been presented on a standalone as well as consolidated basis. The figures presented in the comparative quarter ended 30<sup>th</sup> June 2024 are same as presented in the standalone financial results.
4. The final dividend payable for the financial year ended 2024-25 of ₹10.00 per equity share (face value of ₹ 1/- each) as approved by the shareholders in the Annual General Meeting held on 26<sup>th</sup> June 2025, will be paid on and from 24<sup>th</sup> July 2025.
5. Based on the guiding principles given in Ind AS 108 Operating Segments, the Company's business activity falls within a single operating segment, namely Food. Accordingly, no separate segment information has been provided.
6. The figures for the quarter ended 31<sup>st</sup> March 2025 are the balancing figures between audited figures in respect of full financial year 2024-25 and the unaudited published figures up to the nine months of the relevant financial year, which were subjected to limited review by the statutory auditors.
7. Figures for previous year / period have been regrouped wherever necessary.
8. The statutory auditors have issued an unmodified report on the above financial results.

**THE ABOVE RESULTS AND THIS RELEASE HAVE BEEN REVIEWED BY THE AUDIT COMMITTEE OF THE BOARD AT THEIR MEETING HELD ON 23<sup>rd</sup> JULY 2025 AND APPROVED BY THE BOARD OF DIRECTORS AT THEIR MEETING HELD ON 24<sup>th</sup> JULY 2025.**

**Date: 24<sup>th</sup> July 2025  
Place: Gurugram**

**For and on behalf of the Board**

SURESH  
NARAYANAN

**Suresh Narayanan  
Chairman and Managing Director**

Digitally signed by SURESH  
NARAYANAN  
Date: 2025.07.24 11:05:13 +05'30'

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  
e-mail Id: [investor@in.nestle.com](mailto:investor@in.nestle.com), Website: [www.nestle.in](http://www.nestle.in)  
Phone: 011-23418891

**Independent Auditor's Review Report on the Quarterly Unaudited Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended****Review Report to  
The Board of Directors  
Nestle India Limited**

1. We have reviewed the accompanying Statement of unaudited consolidated financial results of Nestle India Limited (the "Holding Company") and its associate for the quarter ended June 30, 2025 (the "Statement") attached herewith, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. The Holding Company's management is responsible for the preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The Statement has been approved by the Holding Company's Board of Directors. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the Master Circular issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the results of following entities:

**Holding Company**

- a) Nestle India Limited

**Associate**

- a) Dr. Reddy's and Nestle Health Science Limited

# **S.R. BATLIBOI & Co. LLP**

Chartered Accountants

5. Based on our review conducted and procedures performed as stated in paragraph 3 above , nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For S.R. Batliboi & Co. LLP**

Chartered Accountants

**ICAI Firm registration number:** 301003E/E300005

**Pankaj  
Chadha**

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o=Personal,  
email=pankaj.chadha@srb.in  
Date: 2025.07.24 11:12:16 +05'30'

**per Pankaj Chadha**

Partner

Membership Number.:091813

UDIN: 25091813BMORDS5651

Place: Gurugram

Date: July 24, 2025



Nestlé Good food, Good life

## Press Release

Nestlé House, 24<sup>th</sup> July 2025

### **Nestlé India returns to volume-led growth largely across business categories**

The Board of Directors of Nestlé India today approved the results for the first quarter of financial year 2025-26.

Commenting on the results, **Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India said**, “I am pleased to inform you that we have delivered a balanced growth in three out of our four product group categories. Prepared Dishes and Cooking Aids, Powdered and Liquid Beverages and Confectionery have bounced back to volume-led growth. Seven out of twelve top brands grew at double-digit. I would like to extend my gratitude to the resilience and resolve of our employees, the commitment of our sales force, the relentless efforts of our distributors and retailers and the trust of our consumers and shareholders.

The quarter was impacted by elevated consumption prices across the commodity portfolio. In addition, we witnessed higher operations costs as a result of significant expansion in manufacturing in the last seven to eight months. Moreover, borrowing from commercial banks to fund temporary operational cash-flow requirements resulted in higher finance costs in the quarter. However, we have noticed stabilizing prices for edible oil and cocoa, a declining trend in coffee and stabilizing to modest increase in pricing of milk.

The Powdered and Liquid Beverages category sustained its position as one of the largest growth drivers with another robust performance this quarter registering strong double-digit growth. This performance builds on a strong foundation following high double-digit growth in the corresponding quarter. NESCAFÉ further solidified its leadership in the coffee category by gaining additional market share. The brand continued to democratize coffee through affordable packs, while also expanding the premium segment with NESCAFÉ Gold and NESCAFÉ Roastery. NESCAFÉ RTD continued to demonstrate strong growth.

The Prepared Dishes and Cooking Aids category swung back to volume growth, recording double-digit growth for MAGGI noodles. Masala-Ae-Magic continued to demonstrate strong performance at a double-digit rate.

The Confectionery category saw high double-digit growth, driven by robust underlying volume growth. KITKAT emerged as the largest growth driver, achieving double-digit growth, particularly in RUrban markets, while continuing to gain market share. MUNCH regained momentum with double-digit growth, and MILKYBAR too posted high double-digit growth. We take pride in Confectionery having brands that are more digitally connected and distributed within our portfolio.

Milk Products and Nutrition category had mixed growth performance with certain segments showing growth, while a few had muted performance. Nonetheless, we are encouraged by improving underlying trends in some segments.

Nestlé Breakfast Cereals business reported high double-digit growth. Business acceleration was led by the recent launch of MUNCH CHOCO Fills cereals.

The Pet Food business witnessed a strong performance, primarily driven by the Cat portfolio. Purina Felix and Purina Friskies reported robust growth. We strengthened our route to market and infrastructure in major cities, resulting in increased coverage of the business. I am delighted to inform you that we launched a 'Staff Pet Feeding Policy'. This initiative was complemented by 'pawternity leave'—a two-day leave for employees to take care of their pets.

E-commerce has maintained its growth momentum, contributing to 12.5% of domestic sales, driven by Quick Commerce and new launches.

Nestlé India's Out-of-Home business consistently grew at double-digit rates, making it the fastest-growing business across Beverages and Foods portfolio. I am pleased to inform you that Nestlé Professional also achieved a landmark milestone with 1,000 Retail One kiosks operational across India through our flagship NESCAFÉ Corners, MAGGI Hotspots and KITKAT Break Zones.

Significant rise in demand over recent quarters has led to growth in urban markets. RUrban markets too have demonstrated positive growth, signalling a favourable shift in market dynamics and contributing to overall market resilience.

Over the past ten financial years, Nestlé India has achieved remarkable progress, with our revenue growing at a **CAGR of 10.3%**. During this period, profits from operations as a percentage to sales increased by **500 basis points**, profit after tax soared by **490%**, and sales rose by **150%**. Our market capitalization grew **3.9 times**, and we achieved a **Total Shareholder Return (TSR) CAGR of 17%**. These accomplishments would not have been possible without your faith and commitment.

As I conclude my tenure as the Chairman and Managing Director of Nestlé India, I extend my heartfelt thanks to our partners, distributors, retailers and suppliers for their collaboration and support. The esteemed Board of Directors for their guidance, trust and wisdom, in both good and more stressful times. Finally, my gratitude to the heartbeat of our company, our employees whose integrity, dignity and determination have been instrumental in making things happen. All this would not have been possible without our consumers, I remain indebted to them for their loyalty and love for our brands.

I am confident that Nestlé India will continue to thrive and soar new heights - moving forward with greater focus and readiness for the future, fostering an inclusive and compassionate environment where every voice is valued. With much gratitude, it has truly been an honour and privilege to serve you. I carry with me cherished memories of the decade gone by.

I take this opportunity to extend my best wishes to Mr Manish Tiwary as he takes on the role of Chairman and Managing Director of Nestlé India from 1<sup>st</sup> August 2025."

#### **Financial Highlights - Quarter 1, 2025-26:**

- Total Sales of INR 5074.0 crore
- Total Sales Growth at 5.9 %. Domestic Sales Growth at 5.5%.
- EBITDA at 21.7% of Sales
- Net Profit of INR 659.2 crore
- Earnings Per Share of INR 6.84

### **Business Comments - Quarter 1, 2025-26:**

- **E-commerce:** Growth was supported by targeted on-platform interventions aligned with portfolio relevance and evolving preferences of shoppers.
- **Organized Trade:** Widespread growth across categories, driven by the expansion of stores and supported by effective in-store activations that enhanced consumer accessibility and strengthened connection with shoppers.
- **Out of Home:** Continued to deliver strong growth and becoming a total solution provider for every operator need.
- **Export:** Registered high double-digit growth, driven by foods, coffee, Instant Tea, and Breakfast Cereals, despite commodity headwinds. Launched Masala-Ae-Magic in the United Kingdom.

### **Product Groups Performance (Domestic) - Quarter 1, 2025-26:**

- **Prepared Dishes and Cooking Aids** – MAGGI portfolio registered strong growth, with consumption trends showing positive signs of uptick. Both Quick Commerce as well RUrban contributed to the overall performance of the portfolio. Double Masala Classic Noodles as well Spicy range, which includes Spicy Garlic, Spicy Cheesy, Spicy Pepper and Spicy Manchurian generated positive momentum.
- **Milk Products and Nutrition** – MILKMAID delivered single-digit growth. Growing up milk continued to gain momentum bolstered by renovation and scaled up its market share.
- **Confectionery** – Growth driven by rural acceleration, premiumization, and increased in-home penetration, supported by quick commerce. Launched KITKAT Duo, KITKAT Lemon n Lime, and KITKAT Dark Sharebag.
- **Powdered and Liquid Beverages** – NESCAFÉ Classic, NESCAFÉ Sunrise, and NESCAFÉ GOLD continued to witness strong performances, achieving double-digit growth driven by successful cold coffee activations in the summer months. NESCAFÉ's premium portfolio continued to drive the development of the coffee market in the country while simultaneously enhancing the overall brand equity of NESCAFÉ, with accretive contributions to both top line and bottom line.

### **Commodity Outlook:**

Coffee prices expected to remain range-bound at current lower levels, as the upcoming Vietnam crop appears to be normal. Cocoa and Edible Oil prices have stabilized and remain range-bound. Milk prices are anticipated to decrease with the onset of a favorable monsoon and flush season.

### **Cautionary Statement:**

Statements in this Press Release, particularly those which relate to outlook, describing the company's projections, estimates and expectations may constitute 'forward looking statements' within the meaning of applicable laws and regulations. Actual results might differ materially from those either expressed or implied in the statement depending on the circumstances.

#### For more information

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