



Nestlé®

Good Food, Good Life™

NESTLE INDIA **RESULTS ANALYSIS**

Q1 Results 2023



NESTLE INDIA REPORTS 25% RISE IN Q1 NET PROFIT

Nestle India has reported 24.69% rise in its net profit at Rs 736.64 crore for first quarter ended March 31, 2023 as compared to net profit of Rs 590.77 crore for the same quarter in the previous year, helped by robust sales growth. Total income of the company increased by 21.18% at Rs 4,864.22 crore for March quarter as compared to Rs 4,014.08 crore for the corresponding quarter previous year.

Revenue from operations

Total revenue from operations of the company also increased 21% to Rs 4830.53 crore in the first quarter ended March 31, 2023 as compared to Rs 3992.64 crore in the corresponding quarter previous year.

Other Income

Other Income of the company increased 57.14% to Rs 33.69 crore first quarter ended March 31, 2023 as against Rs 21.44 crore in the corresponding quarter previous year.

Sale of Products

The company's sale of products surged 21.34% to Rs 4808.40 crore in the first quarter ended March 31, 2023 as against Rs 3962.84 crore in the corresponding quarter previous year.

Other operating revenues

The company's other operating revenues reported 25.74% fall to Rs 22.13 crore in the first quarter ended March 31, 2023 as compared to Rs 29.80 crore in the corresponding quarter previous year.

Management comments

Suresh Narayanan, Chairman and Managing Director, Nestle India said: "I am pleased to share that we have continued to deliver robust sales growth this quarter, which is broad based with a healthy balance of pricing, volume, and mix. This is the highest growth for the Company in a quarter in the last 10 years (excluding the exceptional quarter in 2016 which was off a low base in 2015). Yet again, I would single out the outstanding diligence, commitment and seizing every opportunity in the marketplace by our employees, partners, distributors, and stakeholders. Teamwork has triumphed once again!"



All our product groups delivered double digit growth, a notable feature in these past four quarters in a row. Confectionery led by KITKAT, and MUNCH posted a strong growth, supported by consumer led campaigns, innovation and engagement. Beverages turned in another quarter of robust growth and market share gains led by NESCAFÉ Classic, NESCAFÉ Sunrise, and NESCAFÉ GOLD. Prepared Dishes and Cooking Aids delivered strong growth across all products in its portfolio. One can discern portfolio upgradation happening.

Description	23-Mar	22-Mar	Var(%)	23-Mar	22-Mar	Var(%)	22-Dec	21-Dec	Var(%)
Sales	4,830.53	3,992.64	20.99	-	-	-	16,896.96	14,740.59	14.63
Other Income	33.69	21.44	57.14	-	-	-	101.00	120.15	-15.94
PBIDT	1,129.17	942.39	19.82	-	-	-	3,813.55	3,686.52	3.45
Interest	37.01	35.58	4.02	-	-	-	154.57	201.68	-23.36
PBDT	1,092.16	906.81	20.44	-	-	-	3,658.98	3,248.34	12.64
Depreciation	101.70	104.51	-2.69	-	-	-	403.01	391.02	3.07
PBT	990.46	802.30	23.45	-	-	-	3,255.97	2,857.32	13.95
TAX	253.82	211.53	19.99	-	-	-	865.45	738.91	17.13
Deferred Tax	-4.70	-4.67	0.64	-	-	-	-3.16	-5.48	-42.34
PAT	736.64	590.77	24.69	-	-	-	2,390.52	2,118.41	12.85
Equity	96.42	96.42	0.00	-	-	-	96.42	96.42	0.00



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