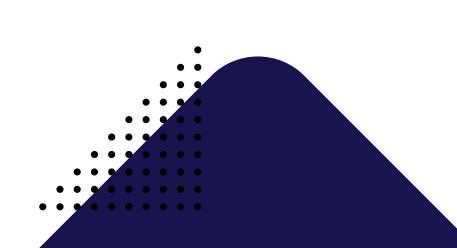


NESTLE INDIALTU RESULTS ANALYSIS

Q1 Results 2024



| SIMPLE SAFE SENSIBLE |





Beating street estimates, Nestle India has reported 26.81% rise in its net profit at Rs 934.17 crore for first quarter ended March 31, 2024 as compared to net profit of Rs 736.64 crore for the same quarter in the previous year on account of improved sales number with domestic sales crossing Rs 5,000 crore this quarter. Total income of the company increased by 8.84% at Rs 5294.34 crore for March quarter as compared to Rs 4864.22 crore for the corresponding quarter previous year.





Revenue from Operations of the company gained 9.05% to Rs 5,267.59 crore in the first quarter ended March 31, 2024 as compared to Rs 4,830.53 crore in the corresponding quarter previous year, while other income decreased 20.60% to Rs 26.75 crore in the first quarter ended March 31, 2024 as compared to Rs 33.69 crore in the same quarter in the previous year.





The company reported 4.65% rise in total expense to Rs 4,053.84 crore in the first quarter ended March 31, 2024 as compared to Rs 3,873.76 crore in the same quarter in the previous year, as purchases of stock-in-trade grew 19.66% to Rs 119.60 crore in the first quarter ended March 31, 2024 as compared to Rs 99.95 crore in the corresponding quarter previous year.

The company's employee benefits expense rose 7.18% to Rs 486.88 crore in the first quarter ended March 31, 2024 as compared to Rs 454.25 crore in the same quarter in the previous year, while depreciation and amortization expense increased 7.05% to Rs 108.87 crore in first quarter ended March 31, 2024 as against Rs 101.70 crore in the corresponding quarter previous year.





04

SALE OF PRODUCTS

The company's sale of products surged 9.28% to Rs 5,254.43 crore in the first quarter ended March 31, 2024 as against Rs 4,808.40 crore in the corresponding quarter previous year, as Domestic sales gained 8.86% to Rs 5,021.61 crore in first quarter ended March 31, 2024 as against Rs 4,612.73 crore in the corresponding quarter previous year.





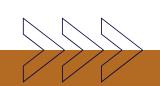


"I am pleased to share that we have delivered double-digit growth, despite challenges posed by rising food inflation and volatile commodity prices. We have witnessed a strong growth momentum across our product portfolio led by a combination of pricing and mix. Our domestic sales crossed Rs 5,000 crore this quarter, a notable milestone for us. I would like to extend my heartfelt gratitude to my colleagues, distributors, retailers and partners for their unwavering dedication, determination, and diligence."





| | Rs.in Millions | | | | | | | | |
|---------------|--|--|---|--|---|--|---|--|--|
| Quarter ended | | | Year to Date | | | Year ended | | | |
| Mar-24 | Mar-23 | % Var | | | %Var | Mar 24 | Dec-23 | % Var | |
| 52675.90 | 48305.30 | 9.05 | - | - | - | 243938.90 | 191263.00 | 27.54 | |
| 267.50 | 336.90 | -20.60 | - | 1 | - | 1479.60 | 1212.10 | 22.07 | |
| 13755.70 | 11291.70 | 21.82 | - | - | - | 59677.70 | 45922.00 | 29.95 | |
| 262.00 | 370.10 | -29.21 | - | - | - | 1454.90 | 1192.90 | 21.96 | |
| 13594.50 | 10921.60 | 24.47 | - | - | - | 58266.50 | 44672.00 | 30.43 | |
| 1088.70 | 1017.00 | 7.05 | - | - | - | 5377.80 | 4289.10 | 25.38 | |
| 12505.80 | 9904.60 | 26.26 | - | - | - | 52888.70 | 40382.90 | 30.97 | |
| 3164.10 | 2538.20 | 24.66 | - | • | - | 13560.30 | 10396.20 | 30.44 | |
| 4.30 | -47.00 | L to P | - | - | - | 403.50 | 399.20 | 1.08 | |
| 9341.70 | 7366.40 | 26.82 | - | _ | - | 39328.40 | 29986.70 | 31.15 | |
| 964.20 | 964.20 | - | - | - | - | 964.20 | 964.20 | - | |
| | Mar-24 52675.90 267.50 13755.70 262.00 13594.50 1088.70 12505.80 3164.10 4.30 9341.70 964.20 | Mar-24 Mar-23 52675.90 48305.30 267.50 336.90 13755.70 11291.70 262.00 370.10 13594.50 10921.60 1088.70 1017.00 12505.80 9904.60 3164.10 2538.20 4.30 -47.00 9341.70 7366.40 964.20 964.20 | Mar-24 Mar-23 % Var 52675.90 48305.30 9.05 267.50 336.90 -20.60 13755.70 11291.70 21.82 262.00 370.10 -29.21 13594.50 10921.60 24.47 1088.70 1017.00 7.05 12505.80 9904.60 26.26 3164.10 2538.20 24.66 4.30 -47.00 L to P 9341.70 7366.40 26.82 964.20 964.20 - | Mar-24 Mar-23 % Var 52675.90 48305.30 9.05 - 267.50 336.90 -20.60 - 13755.70 11291.70 21.82 - 262.00 370.10 -29.21 - 13594.50 10921.60 24.47 - 1088.70 1017.00 7.05 - 12505.80 9904.60 26.26 - 3164.10 2538.20 24.66 - 4.30 -47.00 L to P - 9341.70 7366.40 26.82 - 964.20 - - - | Mar-24 Mar-23 % Var 52675.90 48305.30 9.05 - 267.50 336.90 -20.60 - 13755.70 11291.70 21.82 - 262.00 370.10 -29.21 - 13594.50 10921.60 24.47 - 1088.70 1017.00 7.05 - 12505.80 9904.60 26.26 - 3164.10 2538.20 24.66 - 4.30 -47.00 L to P - 9341.70 7366.40 26.82 - - 964.20 964.20 - - - | Mar-24 Mar-23 % Var %Var 52675.90 48305.30 9.05 - - 267.50 336.90 -20.60 - - - 13755.70 11291.70 21.82 - - - 262.00 370.10 -29.21 - - - 13594.50 10921.60 24.47 - - - 1088.70 1017.00 7.05 - - - 12505.80 9904.60 26.26 - - - 3164.10 2538.20 24.66 - - - 4.30 -47.00 L to P - - - 9341.70 7366.40 26.82 - - - - | Mar-24 Mar-23 % Var %Var Mar 24 52675.90 48305.30 9.05 - - 243938.90 267.50 336.90 -20.60 - - 1479.60 13755.70 11291.70 21.82 - - 59677.70 262.00 370.10 -29.21 - - 1454.90 13594.50 10921.60 24.47 - - 58266.50 1088.70 1017.00 7.05 - - 5377.80 12505.80 9904.60 26.26 - - 52888.70 3164.10 2538.20 24.66 - - 13560.30 4.30 -47.00 L to P - - 403.50 9341.70 7366.40 26.82 - - - 39328.40 964.20 - - - - 964.20 | Mar-24 Mar-23 % Var %Var Mar 24 Dec-23 52675.90 48305.30 9.05 - - 243938.90 191263.00 267.50 336.90 -20.60 - - - 1479.60 1212.10 13755.70 11291.70 21.82 - - - 59677.70 45922.00 262.00 370.10 -29.21 - - - 1454.90 1192.90 13594.50 10921.60 24.47 - - - 58266.50 44672.00 1088.70 1017.00 7.05 - - 5377.80 4289.10 12505.80 9904.60 26.26 - - - 52888.70 40382.90 3164.10 2538.20 24.66 - - - 13560.30 10396.20 4.30 -47.00 L to P - - 403.50 399.20 9341.70 7366.40 26.82 - - - | |





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