

CMP: 2,313.20

INDEX DETAILS	
SENSEX	77500.57
NIFTY (S&P CNX)	23508.40

(Source: Capitaline, [Investing.com](https://www.investing.com))

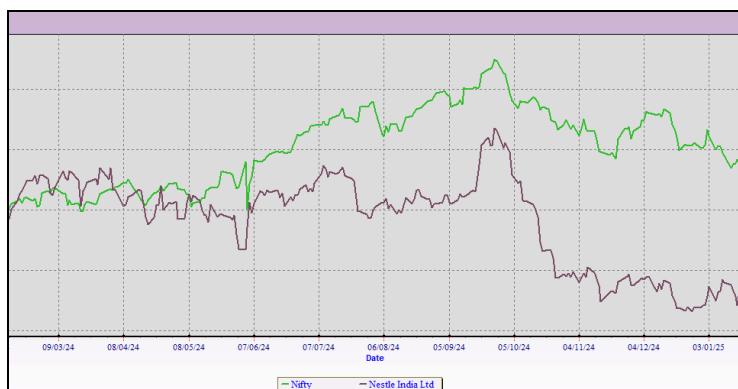
SCRIP DETAILS	
Industry	Packaged Foods
Mkt Cap (Rs in Crore)	223014.38
Book Value (Rs)	41.39
Free Float (%)	37.24
Avg Vol Weekly (NSE)	1076522
52 Week H/L (NSE)	2777.00 / 2131.50
Dividend Yield (%)	1.39
BSE Code	500790
NSE Code	NESTLEIND

(Source: [Investing.com](https://www.investing.com))

SHAREHOLDING PATTERN (%)		
PARTICULARS	LATEST QUARTER	PREVIOUS QUARTER
Promoters	62.76	62.76
FIIIs	10.26	11.94
DIIIs	10.14	8.89
Others	16.84	16.41
Totals	100	100

(Source: Capitaline)

Price Comparison with Nifty



PAT increased 6.18%

On standalone basis

Quarter ended December 2024 compared with Quarter ended December 2023

Net sales (including other operating income) of Nestle India has increased 3.90% to Rs 4,779.73 crore. Operating profit margin has declined from 23.80% to 22.70%, leading to 0.93% decline in operating profit to Rs 1,084.93 crore. Raw material cost as a % of total sales (net of stock adjustments) increased from 41.36% to 42.43%. Purchase of finished goods cost rose from 2.25% to 2.49%. Employee cost increased from 8.79% to 10.11%. Other expenses fell from 24.69% to 22.80%.

Other income fell 85.35% to Rs 4.44 crore. PBIDT fell 3.20% to Rs 1089.37 crore. Provision for interest up 50.76% to Rs 34.6 crore.

PBDT fell 4.33% to Rs 1054.77 crore. Provision for depreciation rose 21.92% to Rs 132.51 crore.

Profit before tax down 7.20% to Rs 922.26 crore. Provision for tax was expense of Rs 226.13 crore, compared to Rs 230.87 crore. Effective tax rate was 24.52% compared to 26.04%.

Profit after tax rose 6.18% to Rs 696.13 crore.

Promoters' stake was 62.76% as of 31 December 2024, compared to 62.76% as of 31 December 2023.

Full year results analysis

Net sales (including other operating income) of Nestle India has increased 13.19% to Rs 19,126.30 crore. Operating profit margin has jumped from 21.97% to 23.38%, leading to 20.43% rise in operating profit to Rs 4,470.99 crore. Raw material cost as a % of total sales (net of stock adjustments) decreased from 44.63% to 42.03%. Purchase of finished goods cost rose from 2.03% to 2.18%. Employee cost increased from 9.54% to 9.65%. Other expenses rose from 22.16% to 22.82%. Provisions writeoffs cost fell from 0.27% to 0.21%. Other provisions fell from 0.27% to 0.21%.

Other income up 20.01% to Rs 121.21 crore. PBIDT rose 20.42% to Rs 4592.2 crore. Provision for interest fell 22.82% to Rs 119.29 crore. Loan funds stood at Rs 270.52 crore as of 31 December 2023 to Rs 270.52 crore as of 31 December 2022. Inventories stood at Rs 1,928.77 crore as of 31 December 2023 to Rs 1,928.77 crore as of 31 December 2022. Sundry debtors stood at Rs 191.89 crore as of 31 December 2023 to Rs 191.89 crore as of 31 December 2022. Cash and bank balance stood at Rs 945.55 crore as of 31 December 2023 to Rs 945.55 crore as of 31 December 2022. Investments stood at Rs 777.54 crore as of 31 December 2023 to Rs 777.54 crore as of 31 December 2022.

PBDT rose 22.24% to Rs 4472.91 crore. Provision for depreciation rose 6.43% to Rs 428.91 crore. Fixed assets stood at Rs 3,402.06 crore as of 31 December 2023 to Rs 3,402.06 crore as of 31 December 2022.

Profit before tax grew 24.20% to Rs 4,044.00 crore. Provision for tax was expense of Rs 1039.62 crore, compared to Rs 865.45 crore. Effective tax rate was 25.74% compared to 26.58%.

Profit after tax rose 25.44% to Rs 2,998.67 crore.

Promoters' stake was 62.76% as of 31 December 2023, compared to 62.76% as of 31 December 2022.

Cash flow from operating activities increased to Rs 3,392.19 crore for year ended December 2023 from Rs 2,737.43 crore for year ended December 2022. Cash flow used in acquiring fixed assets during the year ended December 2023 stood at Rs 1,371.35 crore, compared to Rs 549.92 crore during the year ended December 2022.

Other Highlights

The board declared Second Interim Dividend of Rs 14.25 per equity share of the face value of Re 1 each for the Financial Year 2024-25. Record Date fixed for the purpose is 7th February 2025.

In Q3 FY25, domestic growth was 3.3% YoY.

Commodity Outlook: Commodity prices continue to be firm for coffee, cocoa and cereals and grains. Prices of edible oil have stabilised. Prices continue to remain stable for milk and packaging.

Management Comments:

Mr. Suresh Narayanan, Chairman and Managing Director, Nestlé India said, “This quarter 3 out of 4 product groups delivered healthy growth led by a combination of pricing and volume. Key brands continue to perform and this augurs well in a challenging environment. Our powdered and liquid beverages business was the largest growth contributor this quarter, with high double-digit growth. Beverages retail achieved a significant milestone by surpassing Rs. 2,000 crore business in the last twelve months, spearheaded by NESCAFÉ CLASSIC, NESCAFÉ SUNRISE, and NESCAFÉ GOLD. With this stellar performance, NESCAFÉ strengthened its leadership position by gaining market share and bringing 3.7 million households into the coffee category. I would like to thank our 5,000 coffee farmers in Karnataka, Kerala, and Tamil Nadu for their dedication and hard work in growing high-quality coffee beans that goes into making the perfect cup of coffee. I would like to express my gratitude to my colleagues at Nanjangud Factory, as well as those in the commercial organization and our partners, for their diligence and commitment to manufacturing and marketing NESCAFÉ and making it available to our valued consumers. The distribution reach of Nestlé India has also been enhanced in the last twelve months amongst Food & Beverage companies, wherein we have had one of the most impressive expansion of outlets by almost 5% according to Nielsen report. The RUrban strategy continues to enhance our footprint. This is an essential element of the ‘penetration led growth’ strategy and has resulted in maximum contribution to the expansion of our distribution reach. Our manufacturing capacity will witness a significant jump with the commissioning of the third Confectionery unit in Sanand factory to manufacture KITKAT towards fulfilling our ambition of INR 5,800 crore capital expenditure between 2020-2025. Earlier in 2024, we had announced that our super premium coffee portfolio NESPRESSO with its coffee capsules, machines, accessories and recipes will soon be available in India. I am pleased to inform you NESPRESSO website <https://www.nespresso.com/in/en/> went live and has received encouraging response from consumers, coffee aficionados and coffee connoisseurs in India. The first NESPRESSO boutique will open soon in Delhi, unlocking new coffee experiences for consumers. Further expansions are planned across other major cities. I am happy to inform you that confectionery recorded high single-digit growth with KITKAT delivering double-digit growth and building on new product launches. Prepared Dishes and Cooking Aids posted high single-digit growth led by MAGGI noodles, which returned to credible volume growth and Masala-ae-Magic which has had a strong, consistent performance on growth. In the nutrition business, products for toddlers’ milk and specific nutritional needs continued to deliver strong performance. The Petcare business witnessed highest growth this quarter since its integration into the Nestlé India business in 2022. Particularly noteworthy is the performance with ‘Felix’, a premium cat food brand. I am pleased to inform you that the Nestlé Health Science joint venture with Dr. Reddy’s Laboratories Ltd has integrated well and has seen good synergies in its business operations. It is reassuring and of significance that there is a unique convergence of relevance and resonance with consumer needs. We have seen strong growth in the overall portfolio of brands, and this augurs well for accelerating our focus on health and wellness as part of this joint venture. Our Out-of-Home business reported strong double-digit growth with significant acceleration in the food & beverage solutions portfolio. E-commerce continued its path of acceleration posting high double-digit growth and contributing 9.1% to domestic sales. New products launched since 2015 now contribute to approximately 7% of sales. It was a quarter that was marked with food inflation, moderation in urban consumption, with gradual recovery in rural consumption. I would like to extend my heartfelt appreciation to my colleagues, distributors, retailers and partners for their tenacity and resilience, despite the prevailing external pressures. Environmental sustainability remains fundamental to our business. It gives me immense pride to inform you that we have made strong strides in addressing climate concerns across our value chain and regularly assess the progress of environmental goals. To reduce methane emissions and provide renewable energy 5800 small and 200 large biodigesters have been installed in dairy

farms in 24 districts across Punjab and Haryana. This has also improved manure management and encouraged sustainable agricultural practices. I firmly believe in business as a force for good. As part of our commitment, we launched Project Vriddhi five years ago, in Nuh district. Today, we celebrate the transformation of 14 villages through improved agricultural practices by engaging 1000 farmers, restoring eight ponds with 25 million litres of storage potential, imparting digital literacy and enhancing skills for women and children. This initiative has positively impacted the lives of 18,000 individuals and has witnessed a multiplier effect on several development indicators.”

Nestle India : Standalone Results

Particulars	Quarter ended			Year ended		
	Q3FY25	Q3FY24	Var.(%)	FY24	FY23	Var.(%)
Net Sales (including other operating income)	4,779.73	4,600.42	3.9	19,126.30	16,896.96	13.19
OPM (%)	22.7	23.8	-111 bps	23.38	21.97	140 bps
OP	1,084.93	1,095.12	-0.93	4,470.99	3,712.55	20.43
Other Inc.	4.44	30.3	-85.35	121.21	101	20.01
PBIDT	1,089.37	1,125.42	-3.2	4,592.20	3,813.55	20.42
Interest	34.6	22.95	50.76	119.29	154.57	-22.82
PBDT	1,054.77	1,102.47	-4.33	4,472.91	3,658.98	22.24
Depreciation	132.51	108.69	21.92	428.91	403.01	6.43
PBT	922.26	993.78	-7.2	4044	3255.97	24.2
PBT before EO	922.26	993.78	-7.2	4044	3255.97	24.2
EO Income	0	-107.3	-	-5.71	0	-
PBT after EO	922.26	886.48	4.04	4038.29	3255.97	24.03
Taxation	226.13	230.87	-2.05	1039.62	865.45	20.12
PAT	696.13	655.61	6.18	2998.67	2390.52	25.44
P/(L) from discontinued operations net of tax	0	0	-	0	0	-
Net profit after discontinued operations	696.13	655.61	6.18	2998.67	2390.52	25.44
EPS (Rs)*	7.22	7.62	-5.28	31.15	24.79	25.62

(Source: [NSE](#))

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