



2012 Nine Months Sales

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Disclaimer

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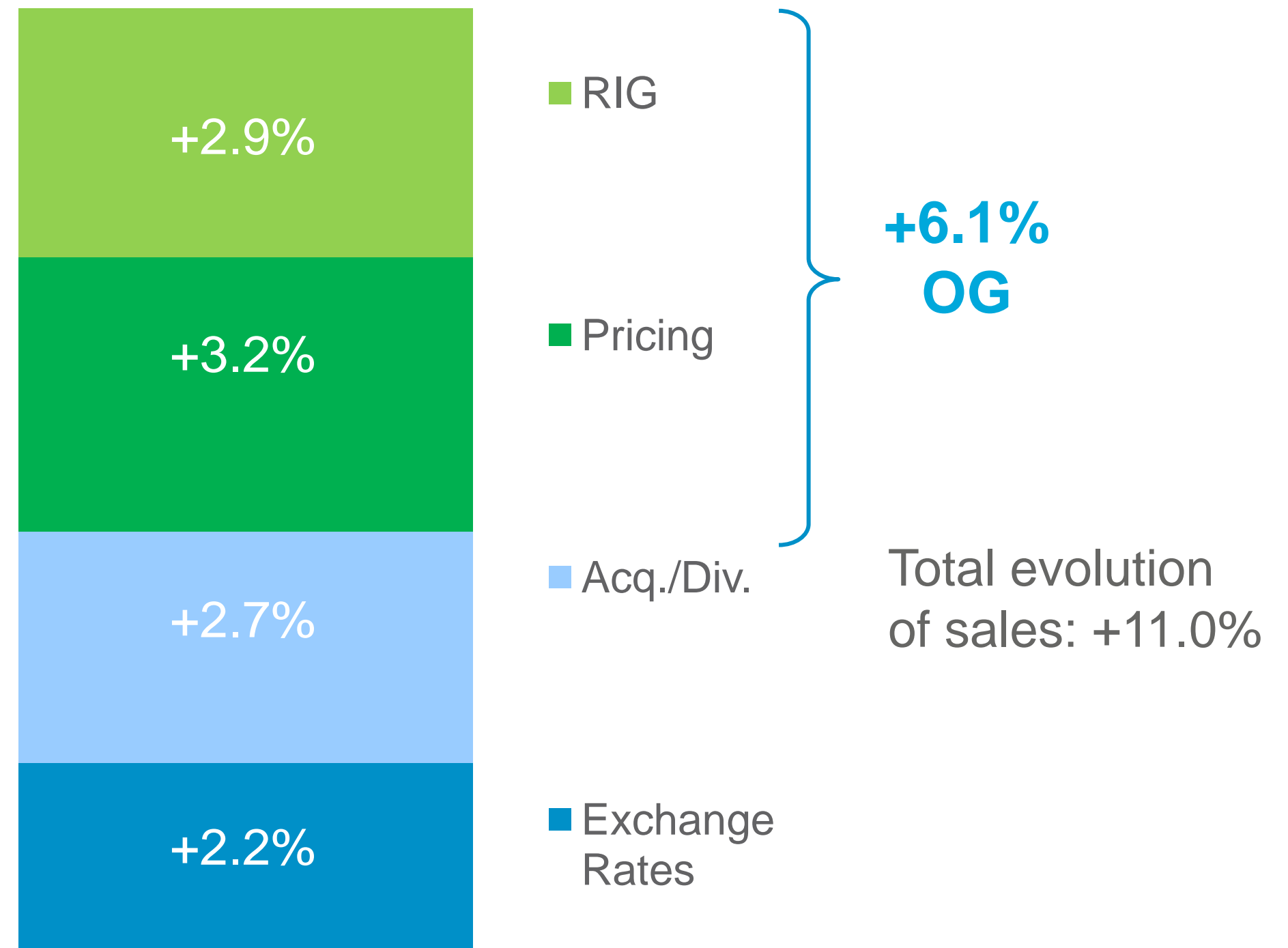
9 Months Highlights

- Sales up 11% to CHF 67.6 billion
- Organic growth: +6.1%
- Pricing +3.2%; +2.9% RIG
- Continued growth in developed as well as emerging markets
- Outlook confirmed: 5% to 6% organic growth, together with an improvement in margins and earnings per share in constant currencies



Key Elements of Sales

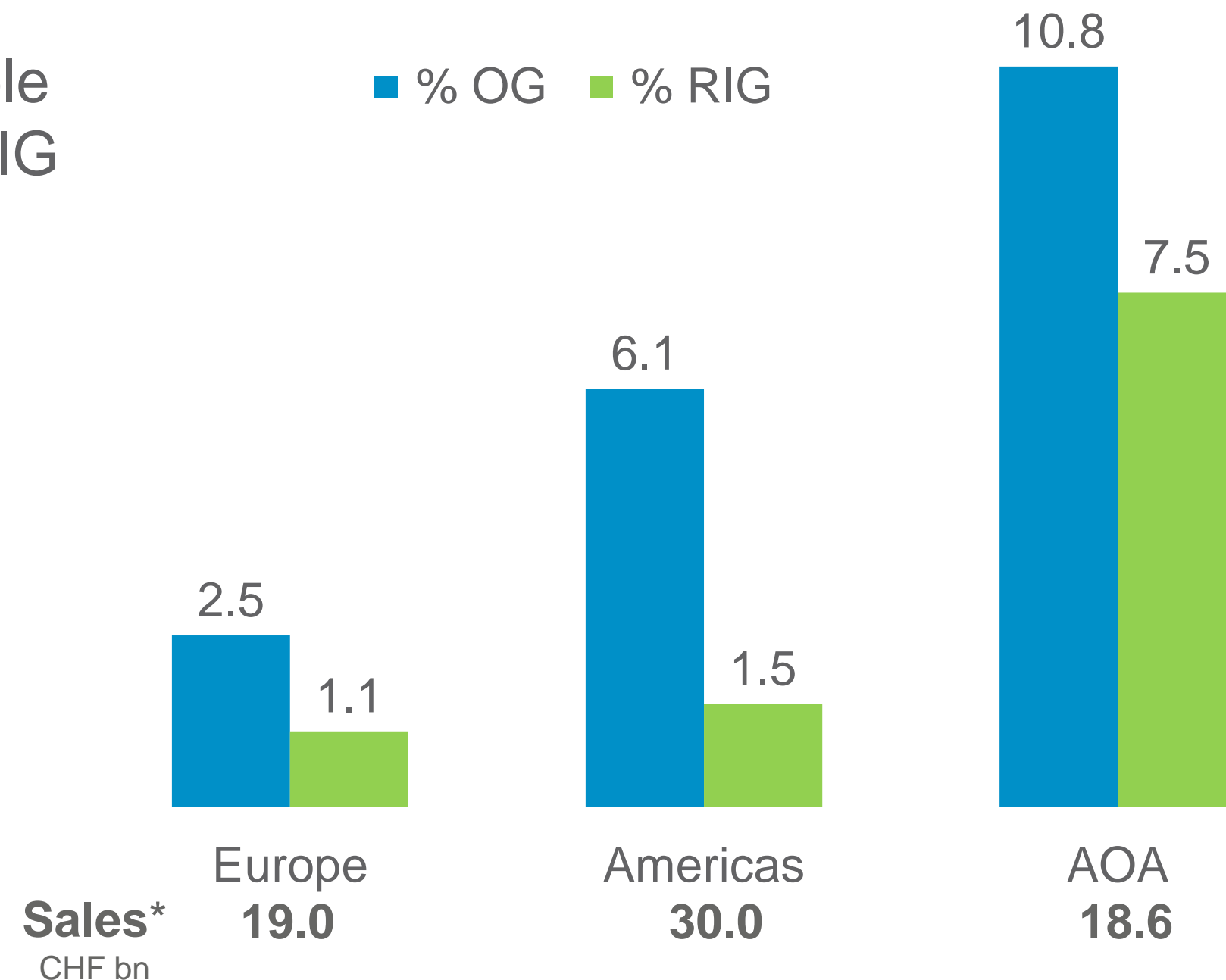
Well balanced
growth



OG = Organic Growth
RIG = Real Internal Growth

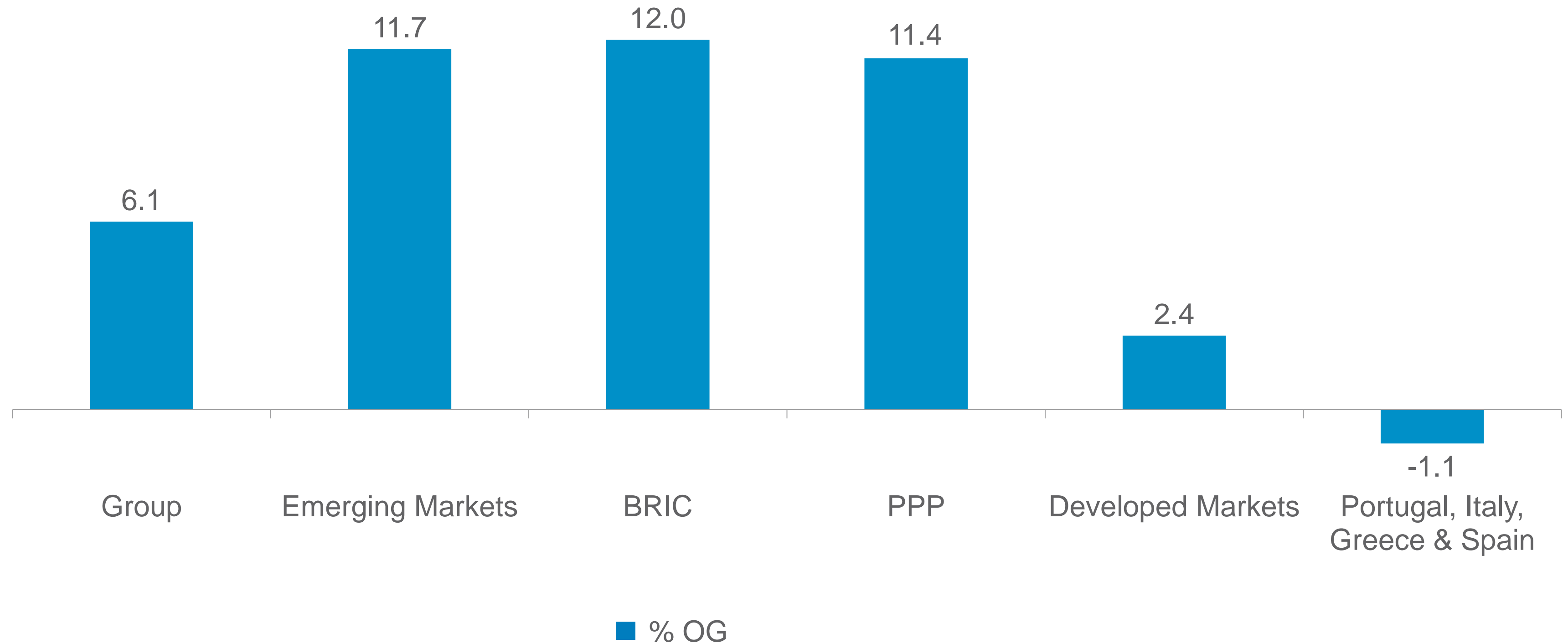
Regional Performance

- Growth in Europe & Americas: notable in view of economic environment - RIG accelerated in both
- AOA double digit in volatile environment

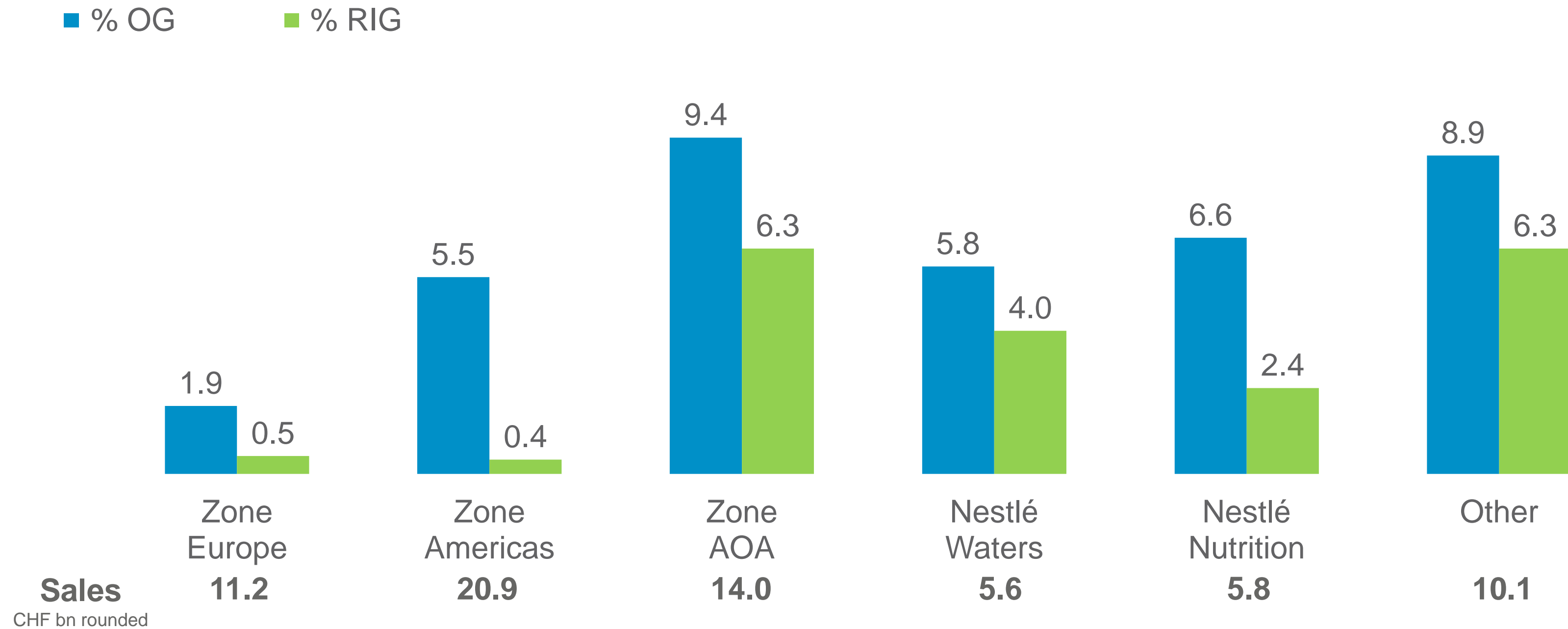


* Each region includes Zones, Nestlé Waters, Nestlé Nutrition, Nestlé Professional, Nespresso, NHSc, and JVs

Broad-spread Growth



Operating Segments – Growth Across the Board



Zone Americas

Sales CHF 20.9 bn **OG** 5.5% **RIG** 0.4%



Zone:

- RIG positive after H1 dip – North driver of acceleration

North America:

- General improvement in frozen aisle – to continue into Q4
- *Coffee-Mate*, *Nescafé*, *PetCare* performed well

Latin America:

- Growth in all categories, most countries and regions
- Xmas sell-in to benefit Q4 in Brazil (2011 benefit in Q3)

Zone Europe

Sales CHF 11.2 bn OG 1.9% RIG 0.5%

Western Europe:

- Good momentum in *Nescafé*, *PetCare*; a pick-up in ice cream
- France & the UK performed well; Greece resilient

Eastern Europe:

- Russia continued its trend of improvement
- Other regions also contributed positively



Zone Asia, Oceania & Africa

Sales CHF 14 bn

OG 9.4%

RIG 6.3%



- “Zone CNN” impact heavy in Q3: Business disruption
- Reported sales up 25.9% - Chinese partnerships
- Emerging markets double digit: Africa, Middle East, China...
- Japan growing – *Nescafé* and *Kit Kat*
- Most categories double digit – dairy, culinary, chocolate, powdered & RTD beverages, ice cream...

Nestlé Nutrition

Sales CHF 5.8 bn OG 6.6% RIG 2.4%

Infant Nutrition

- Strong performance in emerging markets
- Pick up in growth & improving shares in North America and Europe

Performance Nutrition & Weight Management

- Trends unchanged



Nestlé Waters

Sales CHF 5.6 bn

OG 5.8%

RIG 4.0%



- All segments drove growth in North America: *S. Pellegrino*, *Perrier*, regional brands & *Nestlé Pure Life*
- France, Italy & UK performed well as Europe had a good quarter
- Emerging markets continued to grow double digit

Other

Sales CHF 10.1 bn **OG** 8.9% **RIG** 6.3%

Nestlé Professional

- Good growth in a challenged environment

Nespresso

- Continued double-digit growth



Nestlé Health Science

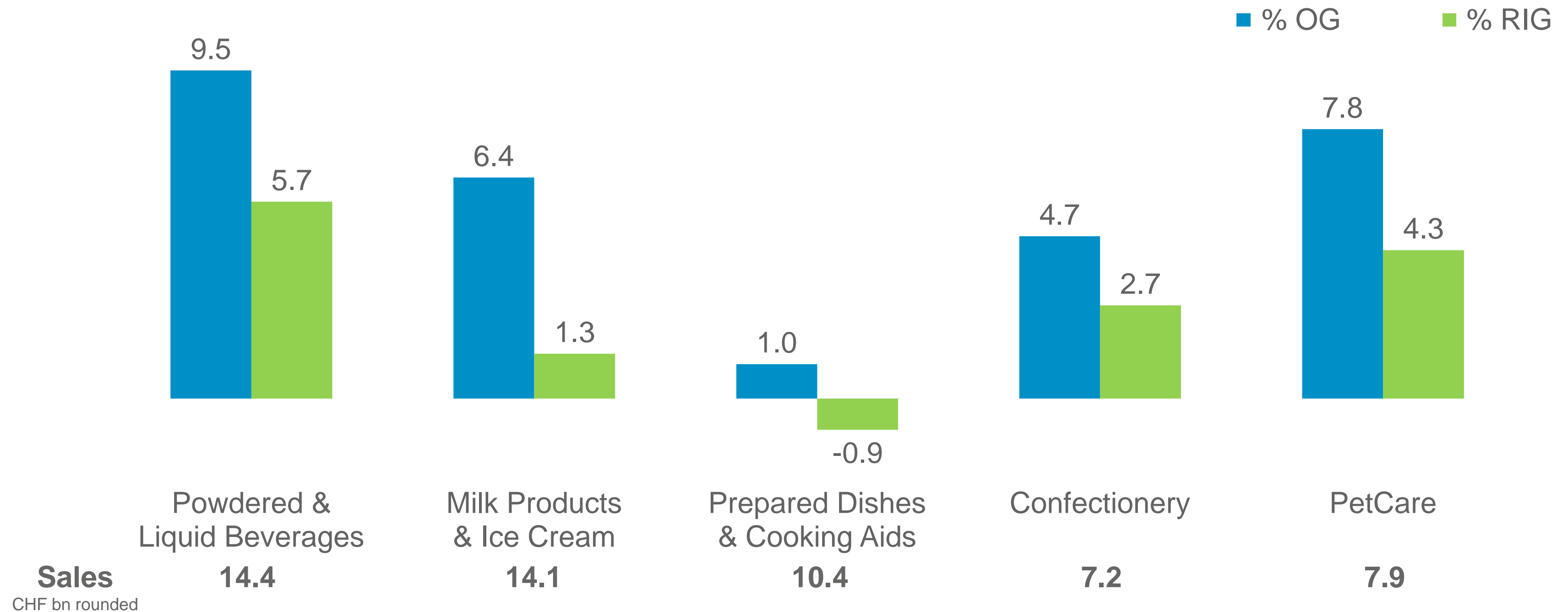
- Performed well; acquisitions integrated & in line with expectations

Joint Ventures

- Performed broadly in line with market



Product Categories – Growth Across the Board



Conclusion

- Quarter impacted by some one-offs:
Not a good guide to Q4
- RIG momentum is solid
- Outlook confirmed
5% to 6% organic growth, together with an
improvement in margins & EPS in constant currencies





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Discussion

Weighted Average Exchange Rates

CHF per	9m 2011	9m 2012	(%)*
US Dollar (1)	0.88	0.94	+7.3
Euro (1)	1.23	1.20	-2.4
£ Sterling (1)	1.42	1.48	+4.8
Real (100)	53.80	49.06	-8.8
Mex. Peso (100)	7.30	7.11	-2.6
Yen (100)	1.09	1.18	+8.1

* % rounded

FX Impact on All Businesses

(%)	1Q 2012	HY 2012	9m 2012
Nestlé Waters	-4.5	-0.5	+3.8
Zone Americas	-4.2	-0.8	+3.5
Nestlé Nutrition	-5.3	-2.6	+1.4
Zone AOA	-3.8	-0.6	+3.5
Other	-4.4	-2.4	+1.3
Zone Europe	-5.9	-4.4	-1.2
Total	-4.6	-1.8	+2.2