

Nestlé S.A. – Annual General Meeting 2014

Voting instructions to the Independent Representative

Please tick only **one** box per proposal ☒

	Yes	No	Abstention
1.1 Approval of the Annual Report, the financial statements of Nestlé S.A. and the consolidated financial statements of the Nestlé Group for 2013	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.2 Acceptance of the Compensation Report 2013 (advisory vote)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2 Release of the members of the Board of Directors and of the Management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3 Appropriation of profits resulting from the balance sheet of Nestlé S.A. (proposed dividend) for the financial year 2013	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4 Revision of the Articles of Association Adaptation to new Swiss Company Law	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1 Re-elections to the Board of Directors			
5.1.1 Mr Peter Brabeck-Letmathe	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.2 Mr Paul Bulcke	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.3 Mr Andreas Koopmann	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.4 Mr Rolf Hänggi	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.5 Mr Beat Hess	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.6 Mr Daniel Borel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.7 Mr Steven G. Hoch	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.8 Ms Naïna Lal Kidwai	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.9 Ms Titia de Lange	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.10 Mr Jean-Pierre Roth	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.11 Ms Ann M. Veneman	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.12 Mr Henri de Castries	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.1.13 Ms Eva Cheng	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Continued on the reverse side



Good Food, Good Life

Continued from the front side

	Yes	No	Abstention
5.2 Election of the Chairman of the Board of Directors			
Mr Peter Brabeck-Letmathe	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.3 Election of the members of the Compensation Committee			
5.3.1 Mr Beat Hess	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.3.2 Mr Daniel Borel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.3.3 Mr Andreas Koopmann	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.3.4 Mr Jean-Pierre Roth	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.4 Re-election of the statutory auditors KPMG SA, Geneva branch	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.5 Election of the Independent Representative Hartmann Dreyer, Attorneys-at-Law	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

In the event of a **new or modified proposal** by a shareholder during the General Meeting, I instruct the Independent Representative to vote according to the following instruction:

- ☐ vote in accordance with the proposal of the Board of Directors
- ☐ vote against the proposal of the Board of Directors
- ☐ abstain

Important: Without specific instructions on how to vote regarding one or several items listed above, I herewith instruct the Independent Representative to vote in favour of the proposals of the Board of Directors with regard to the items listed on the agenda and with regard to any new or modified proposal during the General Meeting.

Date:

Signature: