

2014 figures re-stated



We announced on September 26 of 2014 that two of our three geographical zones were to be re-defined, effective from January 1, 2015. The Nestlé Board decided to integrate the Mahgreb, the Middle East, the North East Africa region, Turkey and Israel from Zone Asia, Oceania and Africa into Zone Europe, which was re-named Zone EMENA (Europe, Middle East and North Africa). The Growing-up milks business in the zones has been transferred to Nestlé Nutrition, and the Bübchen business in Nestlé Nutrition to Other businesses. Nutrition and Health Science product segment was re-named following the creation of Nestlé Skin Health in July 2014.

We have re-stated 2014 3M sales (appendix 1), 2014 half-year figures (appendix 2), 9M sales (appendix 3) and 2014 full-year figures (appendix 4) on the basis of these changes to allow a direct comparison.

Nestlé Investor Relations

Three-month sales: January – March 2014

In millions of CHF	Jan. - Mar. 2014 restated *	Jan. - Mar. 2014 as published
	Sales in CHF millions	Sales in CHF millions
By operating segment		
Zone Europe, Middle East and North Africa ^(a)	4'227	3'533
Zone Americas	5'888	6'042
Zone Asia, Oceania and Africa	3'571	4'436
Nestlé Waters	1'603	1'603
Nestlé Nutrition	2'613	2'297
Other businesses ^(b)	2'920	2'911
Total Group	20'822	20'822
By product		
Powdered and Liquid Beverages	4'771	4'771
Water	1'499	1'499
Milk products and Ice cream	3'379	3'764
Nutrition and Health Science ^(b)	3'145	2'758
Prepared dishes and cooking aids	3'122	3'124
Confectionery	2'204	2'204
PetCare	2'702	2'702
Total Group	20'822	20'822

* Restated based on the following main transfers, effective as from 1 January 2015:

- the Maghreb, the Middle East, the North East Africa region, Turkey and Israel in Zone Asia, Oceania and Africa to Zone Europe;
- Growing-Up Milks business in the geographic Zones to Nestlé Nutrition;
- Bübchen business in Nestlé Nutrition to Other businesses.

(a) Renamed following the above mentioned reorganisation.

(b) Renamed following the creation of Nestlé Skin Health as from July 2014.

3. Analyses by segment for the period ended 30 June 2014

3.1 Operating segments

January - June
2014 restated *

In millions of CHF

	Sales ^(a)	Trading operating profit	Net other trading income/(expenses) ^(b)	of which impairment ^(c)	of which restructuring costs	Impairment of goodwill
Zone Europe, Middle East and North Africa ^(d)	8'744	1'344	(41)	(12)	(21)	—
Zone Americas	12'148	2'169	(30)	(3)	(5)	—
Zone Asia, Oceania and Africa	7'087	1'331	(14)	(2)	(2)	(52)
Nestlé Waters	3'669	383	—	(2)	(1)	—
Nestlé Nutrition	5'334	1'153	(70)	(45)	(8)	(4)
Other businesses ^(e)	5'999	1'100	(13)	—	(4)	—
Unallocated items	—	(1'040)	(7)	—	—	—
Total	42'981	6'440	(175)	(64)	(41)	(56)

January - June
2014 as published

In millions of CHF

	Sales ^(a)	Trading operating profit	Net other trading income/(expenses) ^(b)	of which impairment ^(c)	of which restructuring costs	Impairment of goodwill
Zone Europe	7'296	1'083	(36)	(12)	(20)	—
Zone Americas	12'465	2'247	(30)	(3)	(5)	—
Zone Asia, Oceania and Africa	8'880	1'676	(20)	(2)	(3)	(52)
Nestlé Waters	3'669	383	—	(2)	(1)	—
Nestlé Nutrition	4'692	990	(69)	(45)	(8)	(4)
Other ^(e)	5'979	1'101	(13)	—	(4)	—
Unallocated items	—	(1'040)	(7)	—	—	—
Total	42'981	6'440	(175)	(64)	(41)	(56)

* Restated based on the following main transfers, effective as from 1 January 2015:

- the Maghreb, the Middle East, the North East Africa region, Turkey and Israel in Zone Asia, Oceania and Africa to Zone Europe;
- Growing-Up Milks business in the geographic Zones to Nestlé Nutrition;
- Bübchen business in Nestlé Nutrition to Other businesses.

(a) Inter-segment sales are not significant.

(b) Included in Trading operating profit.

(c) Impairment of property, plant and equipment and intangible assets.

(d) Renamed following the above mentioned reorganisation.

(e) Mainly Nespresso, Nestlé Professional and Nestlé Health Science (renamed following the creation of Nestlé Skin Health as from July 2014).

3. Analyses by segment for the period ended 30 June 2014 (continued)

3.2 Products

January - June
2014 restated *

In millions of CHF

	Sales	Trading operating profit	Net other trading income/(expenses) ^(a)	of which impairment ^(b)	of which restructuring costs	Impairment of goodwill
Powdered and Liquid Beverages	9'835	2'337	(30)	(12)	(9)	—
Water	3'410	381	1	(2)	—	—
Milk products and Ice cream	7'319	1'102	(25)	(2)	(5)	—
Nutrition and Health Science ^(c)	6'429	1'325	(76)	(45)	(9)	(4)
Prepared dishes and cooking aids	6'390	814	(3)	(1)	(4)	—
Confectionery	4'184	443	(17)	(2)	(6)	(52)
PetCare	5'414	1'078	(18)	—	(8)	—
Unallocated items	—	(1'040)	(7)	—	—	—
Total	42'981	6'440	(175)	(64)	(41)	(56)

January - June
2014 as published

In millions of CHF

	Sales	Trading operating profit	Net other trading income/(expenses) ^(a)	of which impairment ^(b)	of which restructuring costs	Impairment of goodwill
Powdered and Liquid Beverages	9'835	2'337	(30)	(12)	(9)	—
Water	3'410	381	1	(2)	—	—
Milk products and Ice cream	8'085	1'297	(26)	(2)	(5)	—
Nutrition and HealthCare	5'659	1'126	(75)	(45)	(9)	(4)
Prepared dishes and cooking aids	6'394	818	(3)	(1)	(4)	—
Confectionery	4'184	443	(17)	(2)	(6)	(52)
PetCare	5'414	1'078	(18)	—	(8)	—
Unallocated items	—	(1'040)	(7)	—	—	—
Total	42'981	6'440	(175)	(64)	(41)	(56)

* Restated based on the following main transfer, effective as from 1 January 2015:

- Growing-Up Milks business in Milk products and Ice cream to Nutrition and Health Science.

(a) Included in Trading operating profit.

(b) Impairment of property, plant and equipment and intangible assets.

(c) Renamed following the creation of Nestlé Skin Health as from July 2014.

Nine-month sales: January – September 2014

In millions of CHF	Jan - Sept. 2014 restated *	Jan. - Sept. 2014 as published
	Sales in CHF millions	Sales in CHF millions
By operating segment		
Zone Europe, Middle East and North Africa ^(a)	13'213	11'087
Zone Americas	18'832	19'315
Zone Asia, Oceania and Africa	10'799	13'440
Nestlé Waters	5'686	5'686
Nestlé Nutrition	8'083	7'117
Other businesses	9'611	9'579
Total Group	66'224	66'224
By product		
Powdered and Liquid Beverages	14'701	14'701
Water	5'280	5'280
Milk products and Ice cream	11'346	12'498
Nutrition and Health Science	10'309	9'152
Prepared dishes and cooking aids	9'678	9'683
Confectionery	6'702	6'702
PetCare	8'208	8'208
Total Group	66'224	66'224

* Restated based on the following main transfers, effective as from 1 January 2015:

- the Maghreb, the Middle East, the North East Africa region, Turkey and Israel in Zone Asia, Oceania and Africa to Zone Europe;
- Growing-Up Milks business in the geographic Zones to Nestlé Nutrition;
- Bübchen business in Nestlé Nutrition to Other businesses.

(a) Renamed following the above mentioned reorganisation.

3. Analyses by segment for the year ended 31 December 2014

3.1 Operating segments

January - December
2014 restated *
(unaudited)

In millions of CHF

	Sales ^(a)	Trading operating profit	Net other trading income/(expenses) ^(b)	of which impairment ^(c)	of which restructuring costs	Impairment of goodwill
Zone Europe, Middle East and North Africa ^(d)	17'965	2'735	(164)	(27)	(83)	—
Zone Americas	26'625	4'940	(310)	(58)	(58)	(1'835)
Zone Asia, Oceania and Africa	14'792	2'834	(51)	(11)	(29)	(52)
Nestlé Waters	7'390	714	(34)	(7)	(28)	(1)
Nestlé Nutrition	10'915	2'343	(113)	(48)	(14)	(4)
Other businesses ^(e)	13'925	2'651	(33)	(4)	(4)	(16)
Unallocated items	—	(2'198)	(92)	(4)	(41)	—
Total	91'612	14'019	(797)	(159)	(257)	(1'908)

January - December
2014 as published

In millions of CHF

	Sales ^(a)	Trading operating profit	Net other trading income/(expenses) ^(b)	of which impairment ^(c)	of which restructuring costs	Impairment of goodwill
Zone Europe	15'175	2'327	(105)	(27)	(81)	—
Zone Americas	27'277	5'117	(316)	(59)	(59)	(1'835)
Zone Asia, Oceania and Africa	18'272	3'408	(110)	(11)	(31)	(52)
Nestlé Waters	7'390	714	(34)	(7)	(28)	(1)
Nestlé Nutrition	9'614	1'997	(105)	(45)	(13)	(4)
Other businesses ^(e)	13'884	2'654	(35)	(6)	(4)	(16)
Unallocated items	—	(2'198)	(92)	(4)	(41)	—
Total	91'612	14'019	(797)	(159)	(257)	(1'908)

* Restated based on the following main transfers, effective as from 1 January 2015:

- the Maghreb, the Middle East, the North East Africa region, Turkey and Israel in Zone Asia, Oceania and Africa to Zone Europe;
- Growing-Up Milks business in the geographic Zones to Nestlé Nutrition;
- Bübchen business in Nestlé Nutrition to Other businesses.

(a) Inter-segment sales are not significant.

(b) Included in Trading operating profit.

(c) Impairment of property, plant and equipment and intangible assets.

(d) Renamed following the above mentioned reorganisation.

(e) Mainly Nespresso, Nestlé Professional, Nestlé Health Science and Nestlé Skin Health.

3. Analyses by segment for the year ended 31 December 2014 (continued)

3.2 Products

January - December
2014 restated *
(unaudited)

In millions of CHF

	Sales	Trading operating profit	Net other trading income/(expenses) ^(a)	of which impairment ^(b)	of which restructuring costs	Impairment of goodwill
Powdered and Liquid Beverages	20'302	4'685	(51)	(23)	(28)	(16)
Water	6'875	710	(34)	(7)	(27)	(1)
Milk products and Ice cream	15'190	2'295	(155)	(18)	(61)	(1'028)
Nutrition and Health Science	14'605	3'136	(130)	(48)	(17)	(4)
Prepared dishes and cooking aids	13'532	1'801	(146)	(37)	(29)	(807)
Confectionery	9'769	1'344	(129)	(4)	(42)	(52)
PetCare	11'339	2'246	(60)	(18)	(12)	—
Unallocated items	—	(2'198)	(92)	(4)	(41)	—
Total	91'612	14'019	(797)	(159)	(257)	(1'908)

January - December
2014 as published

In millions of CHF

	Sales	Trading operating profit	Net other trading income/(expenses) ^(a)	of which impairment ^(b)	of which restructuring costs	Impairment of goodwill
Powdered and Liquid Beverages	20'302	4'685	(51)	(23)	(28)	(16)
Water	6'875	710	(34)	(7)	(27)	(1)
Milk products and Ice cream	16'743	2'701	(162)	(19)	(62)	(1'028)
Nutrition and Health Science	13'046	2'723	(121)	(45)	(16)	(4)
Prepared dishes and cooking aids	13'538	1'808	(148)	(39)	(29)	(807)
Confectionery	9'769	1'344	(129)	(4)	(42)	(52)
PetCare	11'339	2'246	(60)	(18)	(12)	—
Unallocated items	—	(2'198)	(92)	(4)	(41)	—
Total	91'612	14'019	(797)	(159)	(257)	(1'908)

(a) Renamed following the above mentioned reorganisation.

- Growing-Up Milks business in Milk products and Ice cream to Nutrition and Health Science.

(a) Included in Trading operating profit.

(b) Impairment of property, plant and equipment and intangible assets.

(c) Renamed following the creation of Nestlé Skin Health as from July 2014.