



2011 First Quarter Sales

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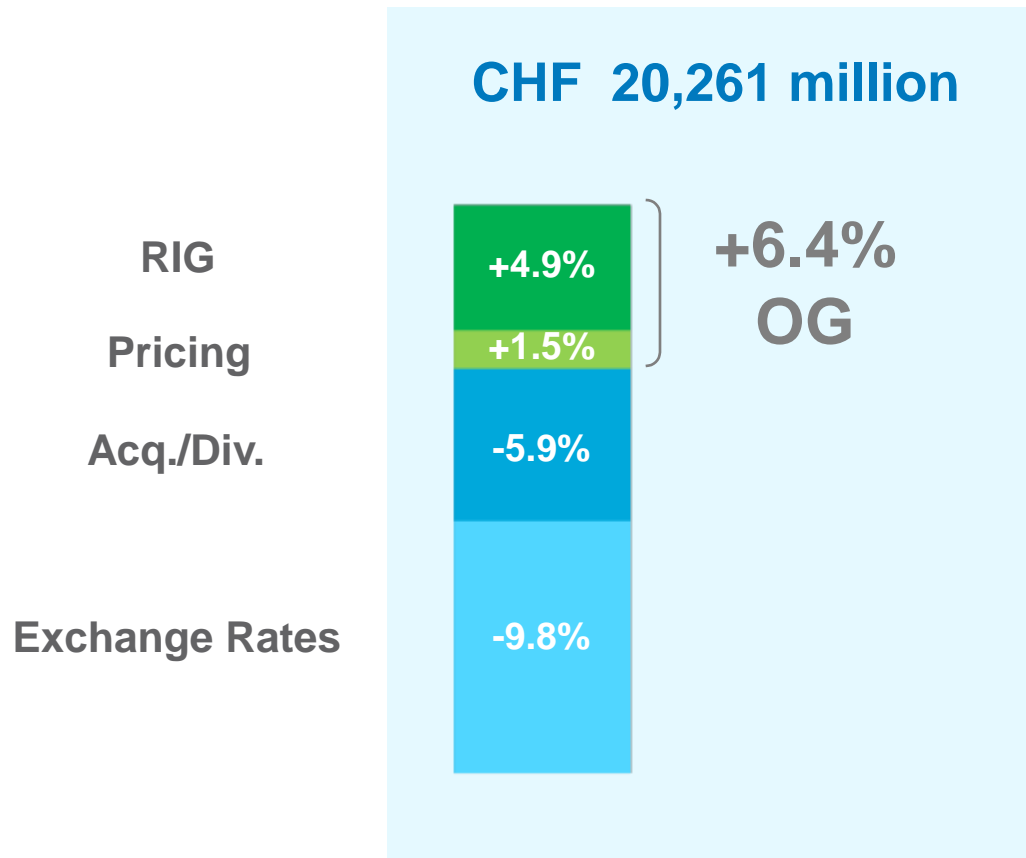
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This presentation contains forward looking statements which reflect Management's current views and estimates. The forward looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those contained in the forward looking statements. Potential risks and uncertainties include such factors as general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures and regulatory developments.

2010 momentum continues in Q1 2011

- Real internal growth of 4.9%
- Broad-based by geography and category
- Organic growth of 6.4%
- Raw material impact reconfirmed unchanged
- Guidance unchanged

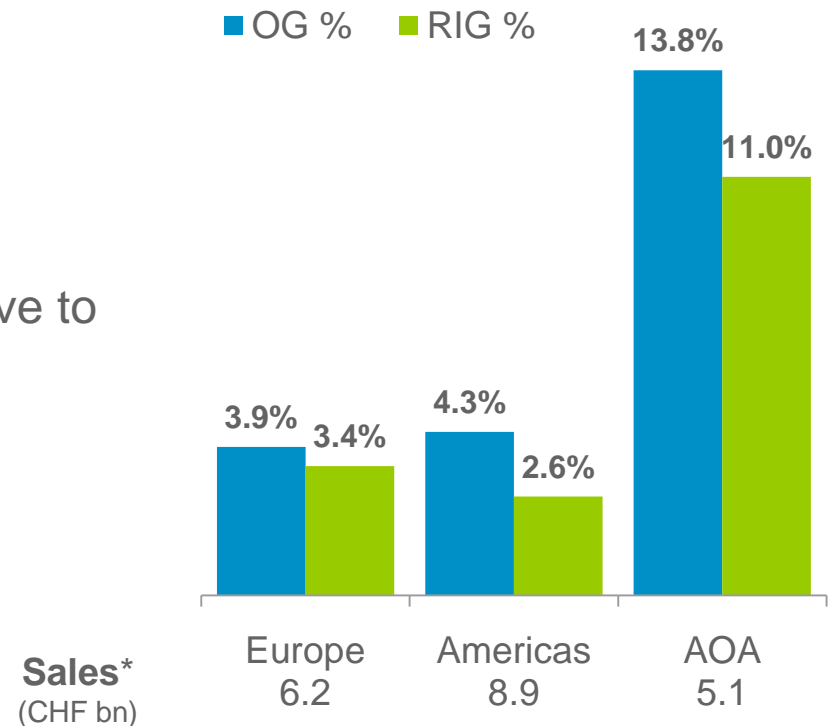
Q1 Sales Development



OG = Organic Growth
RIG = Real Internal Growth

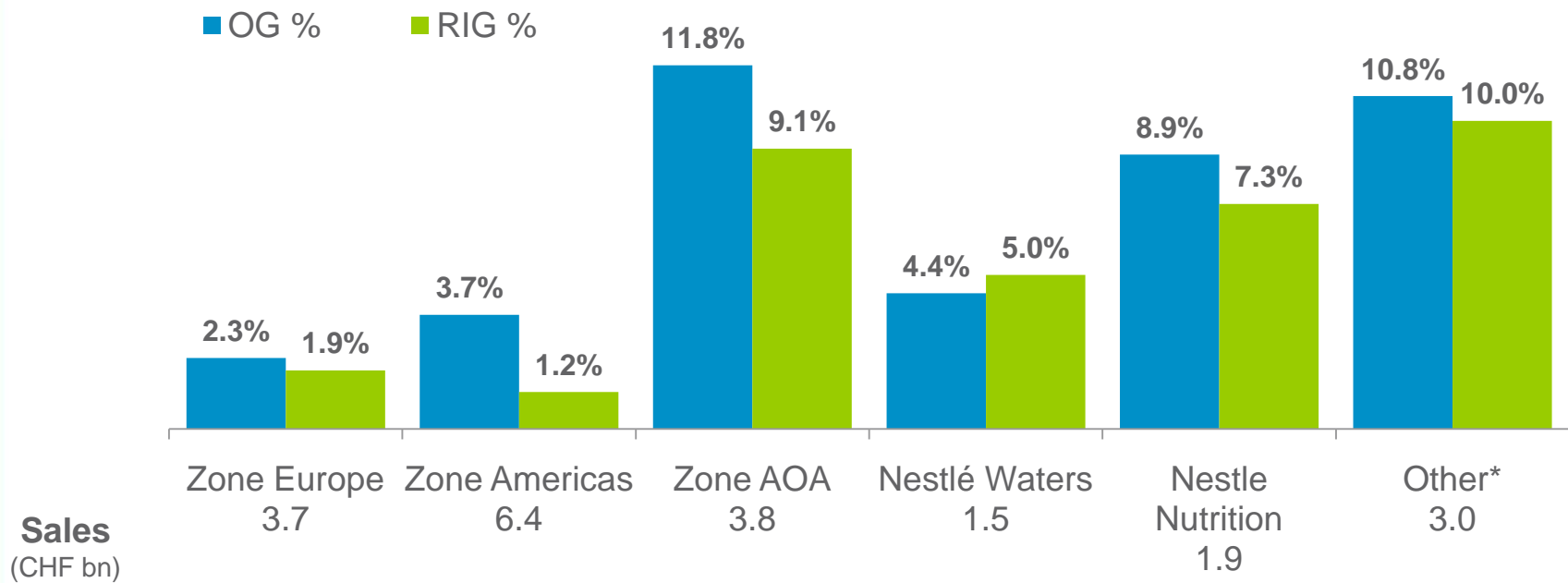
Growth across all geographies

- Broad-based – growth in all three regions
- AOA: double digit RIG & OG
- Emerging markets grow about 12%
- Globally managed business accretive to Zone growth in each region



* each region includes the Zones, Nestlé Waters, Nestlé Nutrition, Nestlé Professional, Nespresso, Nestlé Health Science and JVs

Positive RIG for all operating segments

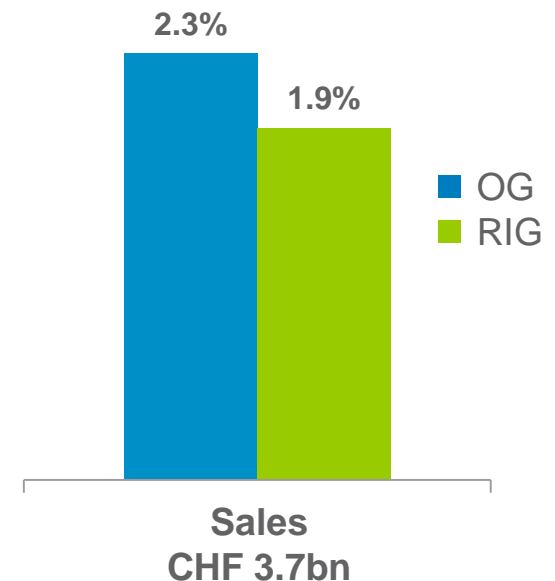


* Includes Nestlé Health Science, Nestlé Professional, Nespresso and JVs

Zone Europe: 2.3% organic growth



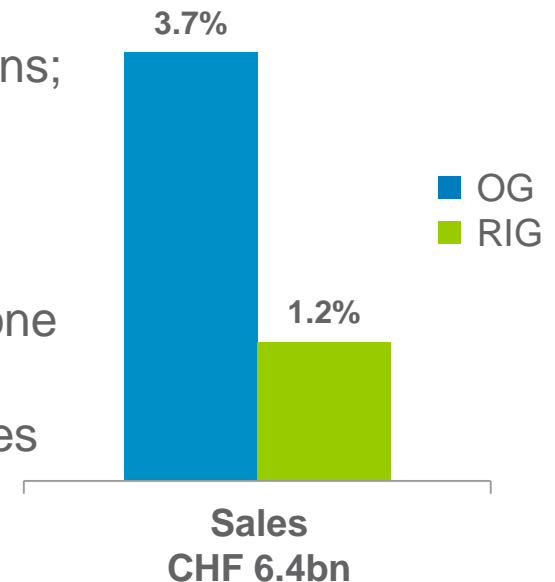
- Good start to the year, despite tough RIG comparative – market share gains
- Good performance generally in WE, but UK impacted by Easter timing
- Eastern Europe accretive to growth
- Strongest categories: PetCare, Soluble Coffee, Frozen & Chilled food



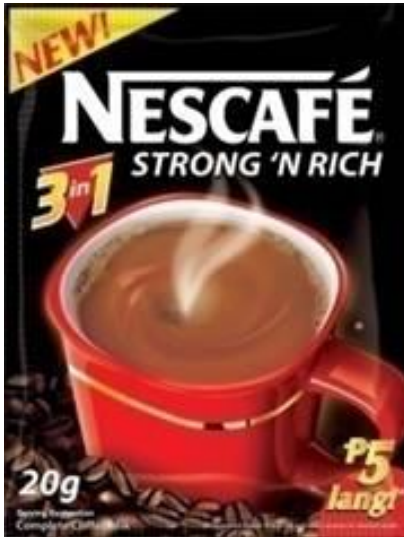
Zone Americas: 3.7% organic growth



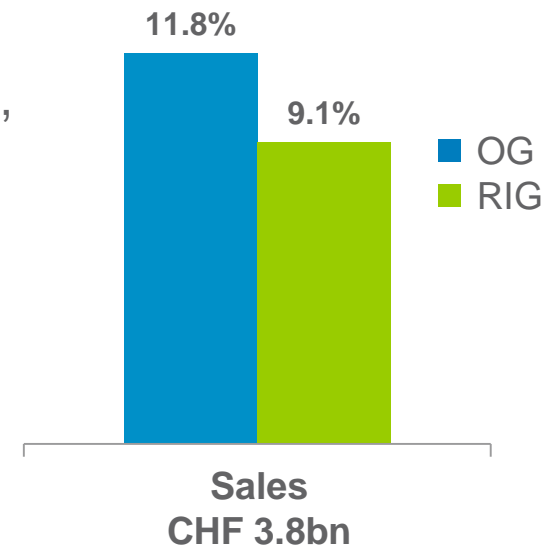
- Strong start in Latin America; North more subdued – but market share gains
- NA: Improving trends in Frozen; PetCare to accelerate; good performance in Soluble coffee
- LA: double digit in most regions; Brazil positive despite Easter timing
- Good performances in the Zone from soluble coffee, culinary, dairy and powdered beverages



Zone AOA: 11.8% organic growth



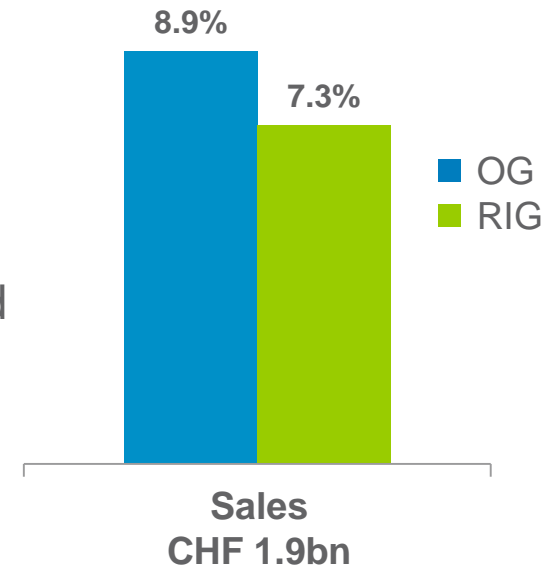
- Emerging markets delivering strong growth, including China, India, Africa, the Middle East
- Strong start to the year in Japan; Australasia slower
- Strongest categories: Ambient dairy, Soluble coffee, Culinary, RTD beverages



Nestlé Nutrition: 8.9% organic growth



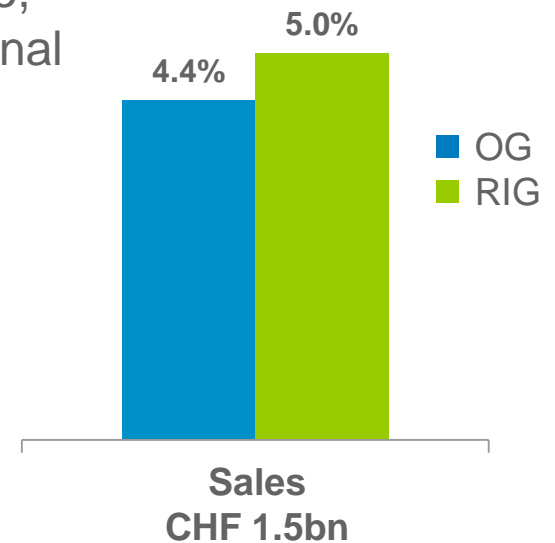
- Infant Nutrition delivered double-digit organic growth
- AOA: particularly strong performance
NA: good progress in all areas
Europe: France & Russia performing well,
Germany slower
- Jenny Craig slow in the US
European launch going well
- Performance Nutrition started the year well



Nestlé Waters: 4.4% organic growth



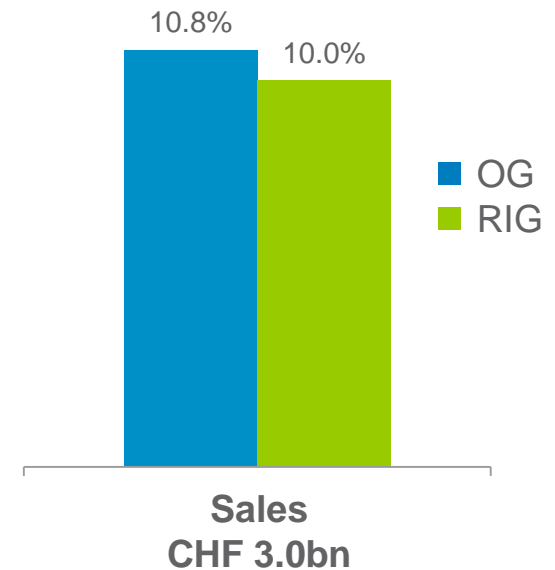
- Double digit growth in emerging markets
- Good growth in Europe & North America
- Market share gains in all key markets
- Nestlé Pure Life, S. Pellegrino, Perrier and many of the regional brands performed well



Other: 10.8% organic growth

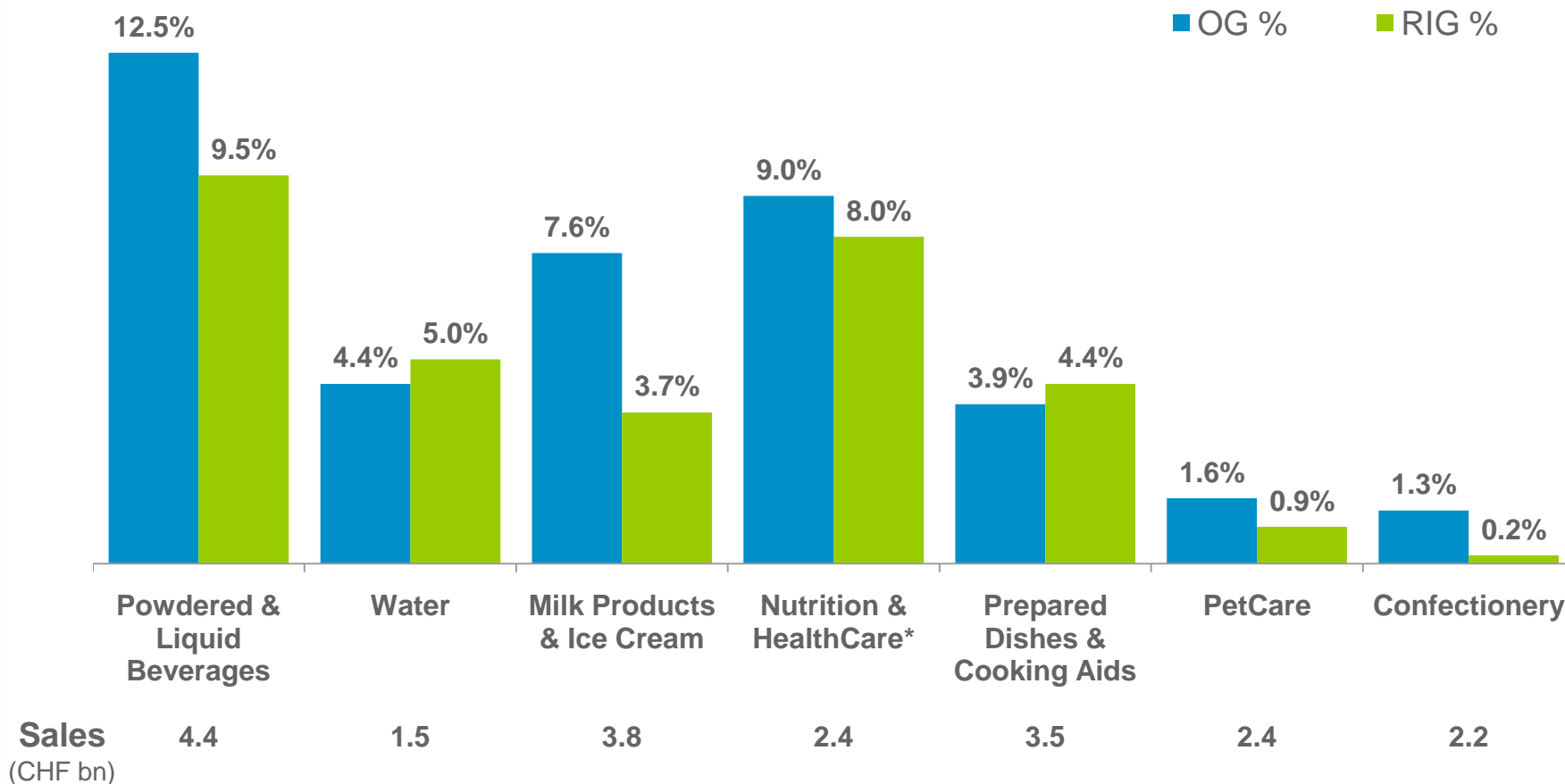


- All constituents performed well
- Nestlé Professional grew double digit in emerging markets (35% of its sales) & was accretive to the retail business overall
- Nespresso grew around 20%
- Nestlé Health Science grew double digit
- JVs performing well



Constituents: Nestlé Professional, Nespresso, Nestlé Health Sciences, Cereal Partners Worldwide, Beverage Partners Worldwide, Galderma, laboratoires innéov

Product segments



* Constituents: Nestlé Nutrition, Nestlé Health Sciences, Pharma JVs

Conclusion

- Input costs pressures within our range (CHF2.5bn-CHF3bn)
- Reported pricing to tick up during the year
- Good momentum in the business: top line & efficiencies
- FY 2011 outlook re-confirmed



Weighted average exchange rates

CHF per	Q1 2010	Q1 2011	(%)
U.S. Dollar (1)	1.06	0.94	- 11.2
Euro (1)	1.46	1.29	- 12.0
£ Sterling (1)	1.65	1.51	- 8.5
Real (100)	58.88	56.22	- 4.5
Mex. Peso (100)	8.28	7.81	- 5.7
Yen (100)	1.17	1.14	- 2.3

Operating Segment FX Impact On Sales

(%)	1Q11	HY11	9M11	FY11
Zone Europe	-10.8			
Zone Americas	-9.4			
Zone AOA	-8.1			
Nestlé Waters	-11.5			
Nestlé Nutrition	-10.5			
Other	-9.9			
Total	-9.8			



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