



2013 First Quarter Sales

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Disclaimer

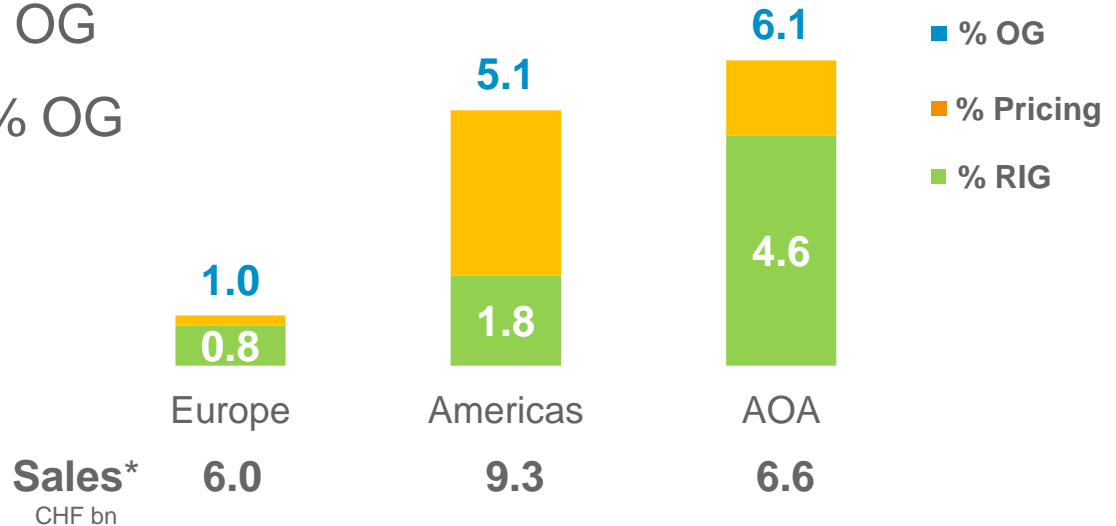
This presentation contains forward looking statements which reflect Management's current views and estimates. The forward looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those contained in the forward looking statements. Potential risks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

Introductory Remarks

- Sales up 5.4% to CHF 21.9 bn
- Organic Growth 4.3%
- RIG 2.3%
- Emerging markets now about 45% of sales
- Full Year 2013 outlook confirmed: organic growth of 5-6%, improved margin and underlying earnings per share in constant currencies & improvement in our capital efficiency

Regional Growth

- Growth in all three regions
- Emerging markets +8.4% OG
- Developed markets +0.9% OG



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

Zone Americas

Sales CHF 6.6 bn OG +5.3% RIG +1.5%

- Positive trend across the Zone
 - PetCare, Dairy & Confectionery strong
- Growth in North America
 - *Coffeemate* and *NESCAFÉ* highlights, market share gains in *Stouffers*, Pizza returns to growth
- Growth in Latin America
 - Brazil highlight, *Kit Kat* continues to build on successful launch



Zone Europe

Sales CHF 3.7 bn **OG** +1.5% **RIG** +1.7%

- Growth driven by innovation and premium
 - PetCare, Soluble coffee, Coffee systems and Confectionery were highlights
- Western Europe
 - Strong GB and Benelux regions, signs of improvement in Germany; France slow
- Eastern Europe
 - Russia continued to improve, driven by Coffee and Confectionery



Zone AOA

Sales CHF 4.7 bn OG +4.4% RIG +3.3%

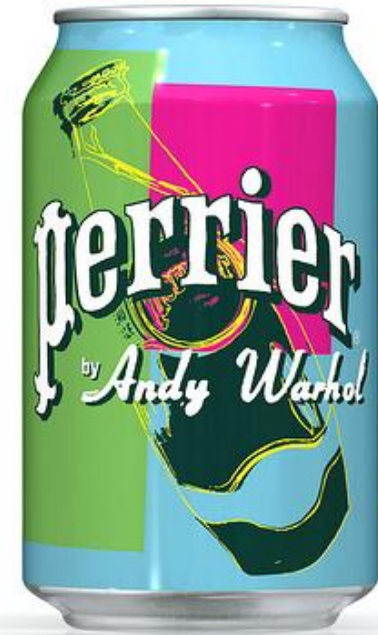
- Market shares holding or growing
- Emerging markets
 - Good start to the year in China, Turkey, Indonesia, and parts of Africa
 - Good performances in Ambient Dairy, Ice Cream, Confectionery and RTD
- Developed markets
 - Oceania returned to growth, Japan performed well



Nestlé Waters

Sales CHF 1.6 bn **OG** +1.8% **RIG** +0.1%

- Continued double-digit growth in emerging markets and for *Nestlé Pure Life* globally
- International sparkling waters continued to have good momentum
- Developed markets impacted by intense competition and poor weather



Nestlé Nutrition

Sales CHF 2.5 bn OG +7.6% RIG +5.0%



- Infant Nutrition
 - Double-digit growth, driven by emerging markets and continued roll out of innovations
 - Market share gains in all Zones, especially Russia, France, Brazil, the US, China and South Asia
- Weight Management remains challenged
- Performance Nutrition had a weak start

Other

Sales CHF 2.9 bn **OG** +4.2% **RIG** +2.7%

Professional

- Slowdown from 2012 but Beverage Solutions and Food Solutions continued to perform well

Nespresso

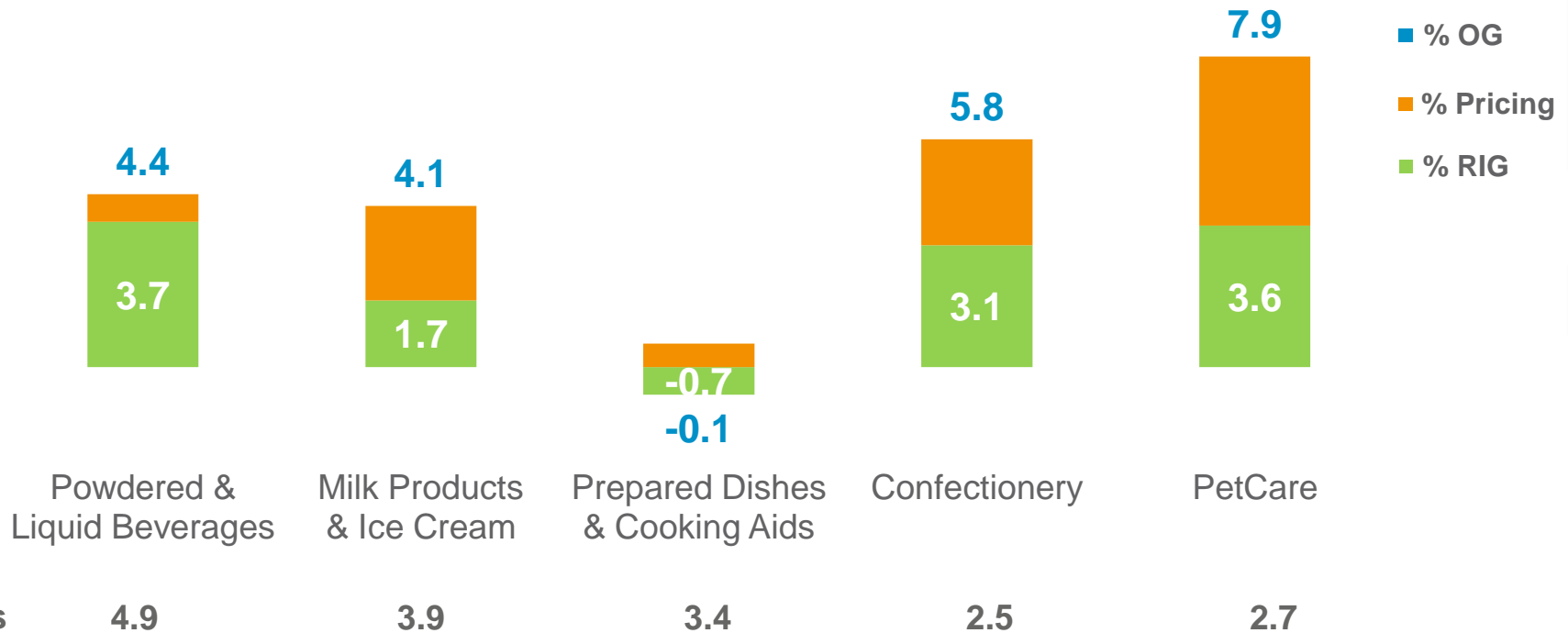
- Growth across all regions, innovations continued with new Grand Cru and Limited Edition coffees launched

Nestlé Health Science

- Slow start to the year, acquisitions and partnerships continue to build for the future



Category Review



Sales
CHF bn rounded

Summary

- Challenging start to the year – macro environment, late Spring weather, disruption in the Middle East
- We continue to look beyond the shorter term and remain focused also on delivering long term, sustainable value
- We expect to deliver the Nestlé Model in 2013:
 - organic growth between 5% and 6%
 - an improved trading operating profit margin and underlying earnings per share in constant currency
 - improvement in our capital efficiency



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Discussion

Appendix

Currency Overview

Weighted Average Exchange Rates

CHF per	Q1 2012	Q1 2013	(%)
US Dollar (1)	0.92	0.93	+1.2
Euro (1)	1.21	1.23	+1.7
£ Sterling (1)	1.45	1.44	-0.4
Real (100)	51.99	46.88	-9.8
Mex. Peso (100)	7.10	7.37	+3.8
Yen (100)	1.16	1.01	-13.1

Fx Impact

(%)	Q1 2013
Zone Americas	-2.6
Zone Europe	+1.2
Zone AOA	-1.0
Nestlé Waters	+0.9
Nestlé Nutrition	-1.9
Other	+0.2
Total	-0.9