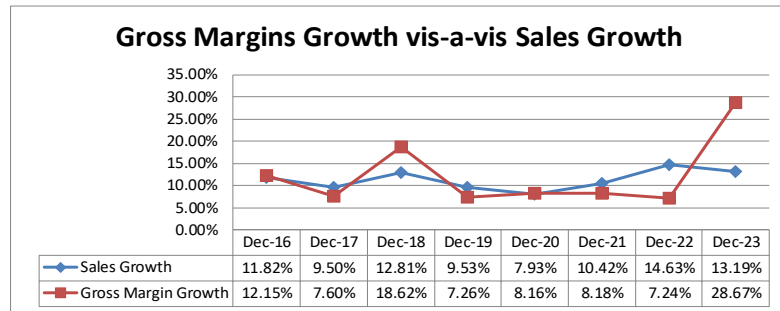


Ratio Analysis - NESTLE INDIA LTD											
Years	Dec-16	Dec-17	Dec-18	Dec-19	Dec-20	Dec-21	Dec-22	Dec-23	Trend	Mean	Median
Sales Growth	11.82%	9.50%	12.81%	9.53%	7.93%	10.42%	14.63%	13.19%		11.23%	11.12%
Gross Margin Growth	12.15%	7.60%	18.62%	7.26%	8.16%	8.18%	7.24%	28.67%		12.24%	8.17%



EBITDA Growth	70.93%	14.25%	26.53%	10.30%	5.50%	3.07%	10.54%	20.27%		20.17%	12.39%
EBT Growth	89.94%	19.02%	32.06%	10.07%	5.21%	1.58%	13.95%	24.03%		24.48%	16.49%
Net Profit Growth	77.78%	22.35%	31.16%	22.50%	5.79%	1.73%	12.85%	25.44%		24.95%	22.42%
Gross Margin	52.93%	52.01%	54.68%	53.55%	53.66%	52.57%	49.18%	55.91%		53.06%	53.24%
EBITDA Margin	21.77%	22.71%	25.47%	25.65%	25.07%	23.40%	22.57%	23.98%		23.83%	23.69%
PBT Margin	16.91%	18.38%	21.51%	21.61%	21.07%	19.38%	19.27%	21.11%		19.91%	20.23%
Net Profit Margin	10.95%	12.24%	14.23%	15.91%	15.60%	14.37%	14.15%	15.68%		14.14%	14.30%