

## ERRATA

Please note that there are corrections on pages 18 and 19 of the Creating Shared Value Report 2011.  
The corrected information is highlighted herein in grey for your easy reference.

Any inconvenience caused is deeply regretted.

Thank you.

By Order of the Board

**Mohd. Shah Bin Hashim**

Company Secretary

[LS0006824]

Petaling Jaya

9 April 2012

# SUMMARY OF KEY PERFORMANCE DATA

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In line with the Global Reporting Initiative, we have included a set of economic indicators in this year's CSV Report:

	GRI Reference	2009	2010	2011
<b>The Marketplace</b>				
<b>NUTRITION</b>				
Products meeting or exceeding Nutritional Foundation profiling criteria (as % of sales)	N/A		74%	78%
Products meeting or exceeding consumer taste preference (as % of sales)			81%	78%
Products with nutritional plus over competitors (as % of sales)			54%	54%
Products with a nutritional claim on front of pack			64%	68%
Products covered with NESTLÉ NUTRITIONAL COMPASS (as % of sales)			100%	100%
Products with GDA labelling (as % of sales)			57%	69%
<b>Our Environmental Footprint</b>				
Total energy (GJ)		1,435,477	1,468,295	1,501,802
Total amount of energy per tonne (GJ/tonne)	EN5	4.68	4.39	4.13
Total direct and indirect greenhouse gas emissions (tonne CO <sub>2</sub> )	EN16	134,172	131,078	134,344
Total water withdrawal by source (m <sup>3</sup> /year)	EN8	1,595,691	1,693,229	1,802,451
Volume of water recycled per reused (m <sup>3</sup> /year)	EN10	N/A	N/A	19,278
Landfill waste (tonne)		3,418	2,472	2,386
Materials recycled (tonne)		N/A	N/A	7,091
<b>Our People</b>				
Workforce size	LA1		5,004	5,424
Lost Time Injury Frequency Rate	LA7		0.78	1.16
Leadership positions held by women	LA13		23%	29%
Employee turnover	LA2		8%	6%

	GRI Reference	2009	2010	2011
<b>Our Community</b>				
Potential number of children impacted from the Nestlé – Raleigh Kindergarten project	#		50	60
Number of PEWANIS members impacted from the Setiu Wetlands Project with WWF-Malaysia (active & non-active)			13	33
Number of camps launched under the 'MILO PLAY MORE LEARN MORE' campaign			6	12
Number of participants who took part in the World Walking Day event			12,500	18,477
Number of farmers impacted from the Nestlé Paddy Club Project, Kedah			N/A	105
NESTLÉ EMPLOYEE VOLUNTEER PROGRAMME (ROCKS)				
Total number of volunteers participating in 2010 activities (employees & non-employees)			72	247
Number of hours (total)			393.5	592.5
<b>Economic</b>				
OPERATIONAL FOOTPRINT				
Number of total factories	#		7	7
Number of product lines	#		224	212
VALUE GENERATION				
MY total sales	EC1	RM4,026,319,000	RM4,700,994,000	
VALUE DISTRIBUTION				
Net proceeds of sales	EC1	RM4,026,319,000	RM4,700,994,000	
Operating costs		RM856,801,000	RM962,689,000	
Taxes		RM74,346,000	RM102,508,000	
Net profit		RM391,398,000	RM456,301,000	
Earnings per share (sen) <sup>1</sup>			166.91	194.58
Net dividends per share (sen)			165.00	180.00
Dividend yield			3.8%	3.2%

1. Earnings per share are based on profit after tax

# Nestlé-specific indicators