

## **Broad-based organic growth for 2011**

Nestlé experienced good growth in developed markets and double-digit growth in emerging markets last year.

Paul Bulcke, Nestlé CEO, said, 'In a tough environment, we continued to build our capabilities and positions for the future while maintaining strong growth across regions and categories. The constant renovation of our existing product portfolio, together with our strong pipeline of game-changing innovations, resulted in many market share gains. For the past year, despite input cost pressures, we expect to slightly over-perform against our long-term organic growth range of five to six per cent and continue to strive for a margin improvement in constant currencies.'

In emerging markets, Nestlé delivered double digit growth, and most categories were high single or double digit. 'We continued to deepen our involvement in the development of Africa,' Bulcke continued, 'making new investments and expanding our distribution networks to support popularly positioned product rollouts for categories including culinary, dairy, powdered beverages and soluble coffee.'

Across the zone as a whole, growth was broad-based with pricing increasing over the course of the year. □