



Press Release

For immediate release

Nestlé Česko s.r.o. 2003 financial results **Leading Czech food company sales surpassed 8,7 billion CZK** **up 6,4% over previous year**

Prague, May 26th, 2004 *"Our 2003 results confirmed our ability to grow and to generate healthy profit in a highly competitive environment. These encouraging results further strengthen our position among leading Czech branded food companies. By the end of 2003 we successfully completed the restructuring of our Czech industrial base. Our position of "best in class" confectionery company in Central Europe gives us confidence about our ability to successfully compete in the enlarged EU",* said Bruno Le Cicolé, General Manager of Nestlé Česko.

Total Nestlé Česko 2003 sales reached 8.705.012.000.- CZK, while net profit reached almost 259 mio. CZK. While Nestlé portfolio offers a number of food categories, **about 2/3 of Nestlé Česko sales performance – some 5,4 billion CZK – comes from sales of Czech made chocolate and sugar confectionery to both domestic and export markets.** *"Our exports rose an impressive 26,5% over previous year and represent an ever more important factor for the future of our Czech factories",* added B. Le Cicolé. The Nestlé Česko exports reached almost 2,3 billion CZK – while the most important export markets remain Slovakia, Hungary and Poland, the Czech confectionery reached its customers also in the UK, the Baltics, Ukraine, Russia, USA and Australia.

"Our sales of Nestlé international brands - NESCAFÉ, KIT KAT bars, MAGGI products - also rose significantly", stated Bruno Le Cicolé. Dehydrated soups, bouillons, instant coffee and cocoa beverages, infant nutrition, chocolate wafers, mayonnaise, mineral water, petfood and cereal bars – branded products from other Nestlé companies placed by Nestlé Česko on the Czech market totalled **almost 3,3 billion CZK and grew by one fifth.**

Indicator (data from accounting, data not to be added)	In 000 CZK
Sales total	8.705.012
Sales domestic – total	6.408.569
Export	2.296.443
Sale of imported goods	3.295.020
Total sales of own production	5.409.992
Value added	1.667.580
After tax profit	258.977
Assets total	4.232.465
Liabilities	3.105.016
Employees (average number of persons)	2150

Nestlé, the international food company with headquarters in Switzerland, entered the Czech confectionery production as a strategic investor in the early 1990-ies. Its investment since that time exceeded 5 bln. CZK. In the Czech Republic Nestlé produces in its ZORA Olomouc and SFINX Holešov factories chocolate and sugar confectionery products under local **brands such as ORION, BON PARI, DELI, LENTILKY, MODRÉ Z NEBE.** Nestlé places on the Czech market branded food products under international brands - **KIT KAT** and **SVELTESSE** bars, **NESCAFÉ** instant coffee, **MAGGI** culinary products, **NESTLÉ** infant nutrition, **AQUAREL** mineral water, as well as **NESTLÉ** breakfast cereals such as **FITNESS** or **NESQUIK**, **PURINA**, **FRISKIES** and **DARLING** petfood brands. Through Schöller that remains a separate legal entity, consumers enjoy ice cream under **NESTLÉ** and **NESTLÉ SCHOLLER** brand such as **MANHATTAN**, **CORTINA**, **MOVENPICK**, **LA CREMERIA** and many others.

Media contact :

Martin Walter, Corporate Affairs Manager

Tel: 261 322 976, Fax: 261 322 507

Martin.Walter@cz.nestle.com www.nestle.cz