

NESTLÉ NIGERIA PLC

FY 2025 Earnings Show

Tuesday 10th March 2026

Revenue growth strengthens operating performance

Nestlé Nigeria Plc delivered robust top-line growth in FY 2025, with revenue climbing to ₦1.21 trillion, up 26% year-on-year from ₦958.8 billion in FY 2024. Export sales also gained traction, surging 56% to ₦10.2 billion from ₦6.6 billion, indicating stronger penetration in regional markets.

The revenue growth translated into a marked improvement in operating performance as gross profit rose by 42%. Although operating expenses increased by 52%, operating profit advanced by 34% to ₦225.4 billion, highlighting the impact of ongoing efficiency initiatives and tighter cost management across the company's value chain.

In ₦ Million	FY 2025	FY 2024	YOY (%)
Revenue	1,207,773	958,815	26%
Gross Profit	435,891	306,355	42%
Other Income	1,152	737	56%
Operating Expenses	211,661	139,216	52%
Results from Operating activities	225,383	167,876	34%
Net Finance costs	(58,536)	(389,465)	-85%
Profit before tax	166,847	(221,589)	175%
Income tax expense/ credit	(61,881)	56,994	-
Profit for the year	104,966	(164,595)	164%
	FY 2025	FY 2024	YOY (%)
Assets	846,160	858,698	-1%
Liabilities	833,269	950,988	-12%
Equity	12,891	(92,290)	-114%
Staff Expenses	65,185	54,710	19%
Donations	678	287	136%
Staff Strength (Num)	2,603	2,565	1%

Sources: Company Financials, Norrnberger Research

FX gains drive bottom-line recovery

The company made a sharp recovery, with profit before tax (PBT) rebounding to N166.9 billion from a loss of ₦221.6 billion in FY 2024. The turnaround was primarily driven by a significant decline in net finance costs, supported by a 14-fold increase in finance income, largely reflecting foreign exchange gains following the 6.9% appreciation of the naira based on the company's applied exchange rate.

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Company Statistics (as at 10th March 2026)

Price (N)	3,250
Market Cap (N'Billion)	2,576.1
P/E Ratio	24.54X
Dividend Yield	N/A
Shares Outstanding (Million)	792.7
T12M EPS	132.42
Beta	1.10

Sources: Bloomberg, Norrnberger Research

Ownership Structure

Societe Des Produits Nestle S. A	70.81%
Others	29.19%

Sources: Company's Financial Statement, Norrnberger Research



Source: Bloomberg, Norrnberger Research

Business Description

Nestlé Nigeria Plc is one of Nigeria's largest and oldest food and beverage manufacturers, with a legacy spanning over six decades and serving millions of households nationwide. Established in 1961, the company began operations as *Nestlé Products Nigeria*. Then in 1979, became officially listed on the Nigerian Stock Exchange (now NGX) which marked an expansion into local manufacturing and deeper participation in the Nigerian economy.

Over the course of its existence, it has grown into one of Africa's most prominent consumer goods companies, operating as a publicly quoted subsidiary of Nestlé S.A., the largest food and beverage company globally. Headquartered in Ilupeju, Lagos, the

Consequently, profit after tax settled at ₦104.9 billion, reversing the ₦164.6 billion loss recorded in the prior year. The return to profitability significantly reduced accumulated losses and restored shareholders' equity to a positive ₦12.9 billion, compared with the ₦92.3 billion deficit recorded in FY 2024.

Balance sheet returns to positive equity

The balance sheet improved notably during the period. Total liabilities declined by 12% to ₦833.3 billion, supported by the early repayment of \$40 million in FX-denominated debt, while total assets remained broadly stable at ₦846.2 billion.

The company's return to profitability and easing FX pressures lifted equity back into positive territory at ₦12.9 billion, reinforcing the company's solvency position and improving balance sheet resilience.

Improved ratios highlight the depth of the turnaround

The company's stronger financial footing is clearly reflected in its key ratios. Net profit margin which stood at -17.2% in FY 2024, rebounded to approximately 8.7%, driven largely by the normalization of finance costs. Operating margin also improved to about 18.6%, up from 17.5%, supported by firmer gross profit performance and steadier operational execution. Meanwhile, returns surged as the ROA climbed to 12.4% from -19.2% and ROE rose sharply to 814.2%, reflecting the swing back to profitability and the transition from negative to positive shareholders' fund. Together, these metrics illustrate the operational improvements and establishing a solid foundation for future growth and value delivery.

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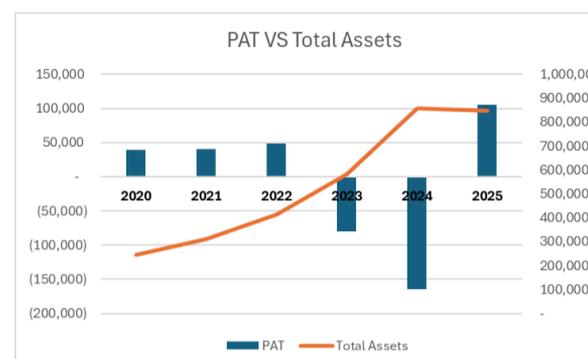
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company operates three manufacturing plants in Agbara, Flowergate (both in Ogun State) and Abaji (Abuja) supported by seven regional branch offices, making it one of the most deeply rooted FMCG supply chains in Nigeria. Nestlé Nigeria produces and markets a diverse portfolio of iconic brands that play a central role in Nigerian households.



Sources: Company Financials; NSL Research

Key Ratios	FY'25	FY'24
Net Profit Margin	8.7%	-17.2%
Return on Equity (ROE)	814.2%	N/A
Return on Assets (ROA)	12.4%	-19.2%
Asset Turnover	1.01	0.59
Debt to Equity	61.89	-10.05

Sources: Company Financials; Norrenberger Research

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