

Voting instructions to the Independent Representative**Yes No Abstention**

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|--------|---|-------------------------------------|--------------------------|-------------------------------------|
| 1.1 | Approval of the Annual Review, the financial statements of Nestlé S.A. and the consolidated financial statements of the Nestlé Group for 2019 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 1.2 | Acceptance of the Compensation Report 2019 (advisory vote) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2 | Discharge to the members of the Board of Directors and of the Management | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3 | Appropriation of profit resulting from the balance sheet of Nestlé S.A. (proposed dividend) for the financial year 2019 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1 | Re-election of the Chairman and of the members of the Board of Directors | | | |
| 4.1.1 | Mr. Paul Bulcke, as member and Chairman | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| 4.1.2 | Mr. Ulf Mark Schneider | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1.3 | Mr. Henri de Castries | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1.4 | Mr. Renato Fassbind | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1.5 | Mrs. Ann M. Veneman | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1.6 | Mrs. Eva Cheng | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1.7 | Mr. Patrick Aebischer | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1.8 | Mrs. Ursula M. Burns | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1.9 | Mr. Kasper Rorsted | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1.10 | Mr. Pablo Isla | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1.11 | Mrs. Kimberly A. Ross | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1.12 | Mr. Dick Boer | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.1.13 | Mr. Dinesh Paliwal | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.2 | Election to the Board of Directors
Mrs. Hanne Jimenez de Mora | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.3 | Election of the members of the Compensation Committee | | | |
| 4.3.1 | Mr. Patrick Aebischer | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.3.2 | Mrs. Ursula M. Burns | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.3.3 | Mr. Pablo Isla | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.3.4 | Mr. Dick Boer | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.4 | Election of the statutory auditors Ernst & Young SA, Lausanne branch | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4.5 | Election of the Independent Representative
Hartmann Dreyer, Attorneys-at-law | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5.1 | Approval of the compensation of the Board of Directors | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5.2 | Approval of the compensation of the Executive Board | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 6 | Capital reduction (by cancellation of shares) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

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In the event of any **yet unknown new or modified proposal by a shareholder** during the General Meeting, I instruct the Independent Representative to vote as follows:

- Yes (vote in favor of any such yet unknown proposal)
- No (vote against any such yet unknown proposal)
- Abstain

The Board of Directors recommends to vote "No" on any such yet unknown proposal.