

Voting instructions to the Independent Representative

	Yes	No	Abstention
1.1 Approval of the Annual Review, the financial statements of Nestlé S.A. and the consolidated financial statements of the Nestlé Group for 2017	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1.2 Acceptance of the Compensation Report 2017 (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 2017	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.1 Re-election of the Chairman and members of the Board of Directors			
4.1.1 Mr Paul Bulcke, as member and Chairman	<input type="checkbox"/>	<input type="checkbox"/>	<input 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 Beat W. Hess	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.1.5 Mr Renato Fassbind	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.1.6 Mr Jean-Pierre Roth	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.1.7 Ms Ann M. Veneman	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.1.8 Ms Eva Cheng	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.1.9 Ms Ruth K. Oniang'o	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.1.10 Mr Patrick Aebischer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.1.11 Ms Ursula M. Burns	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.2 Elections to the Board of Directors			
4.2.1 Mr Kasper Rorsted	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.2.2 Mr Pablo Isla	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.2.3 Ms Kimberly A. Ross	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.3 Election of the members of the Compensation Committee			
4.3.1 Mr Beat W. Hess	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.3.2 Mr Jean-Pierre Roth	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.3.3 Mr Patrick Aebischer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.3.4 Ms Ursula M. Burns	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.4 Election of the statutory auditors, KPMG SA, Geneva 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"/>

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 favour 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.