



Good Food, Good Life



Nestlé (Malaysia) Berhad

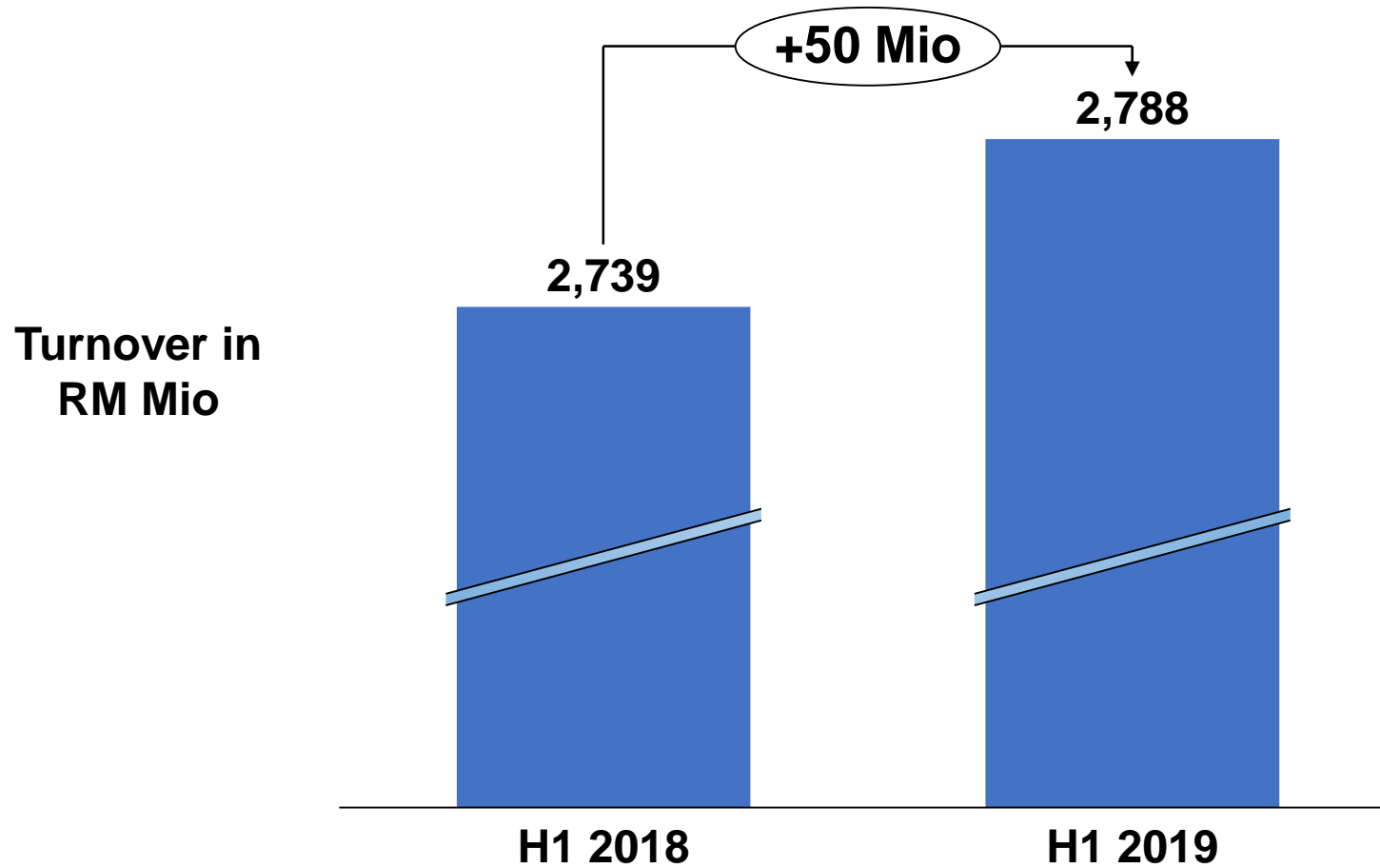
H1 2019 results



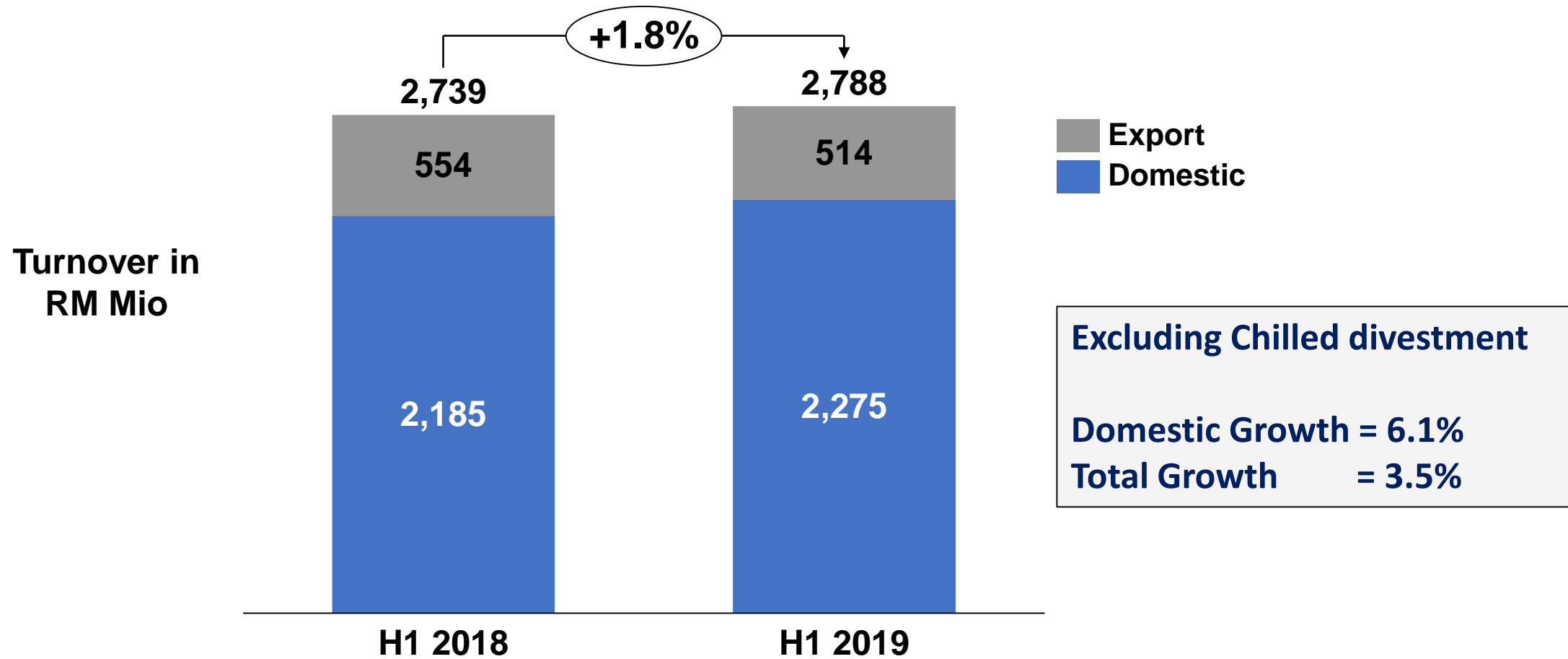
Good Food, Good Life

GRW
STRONGER TOGETHER
JOM JUARA, MENANG BERSAMA

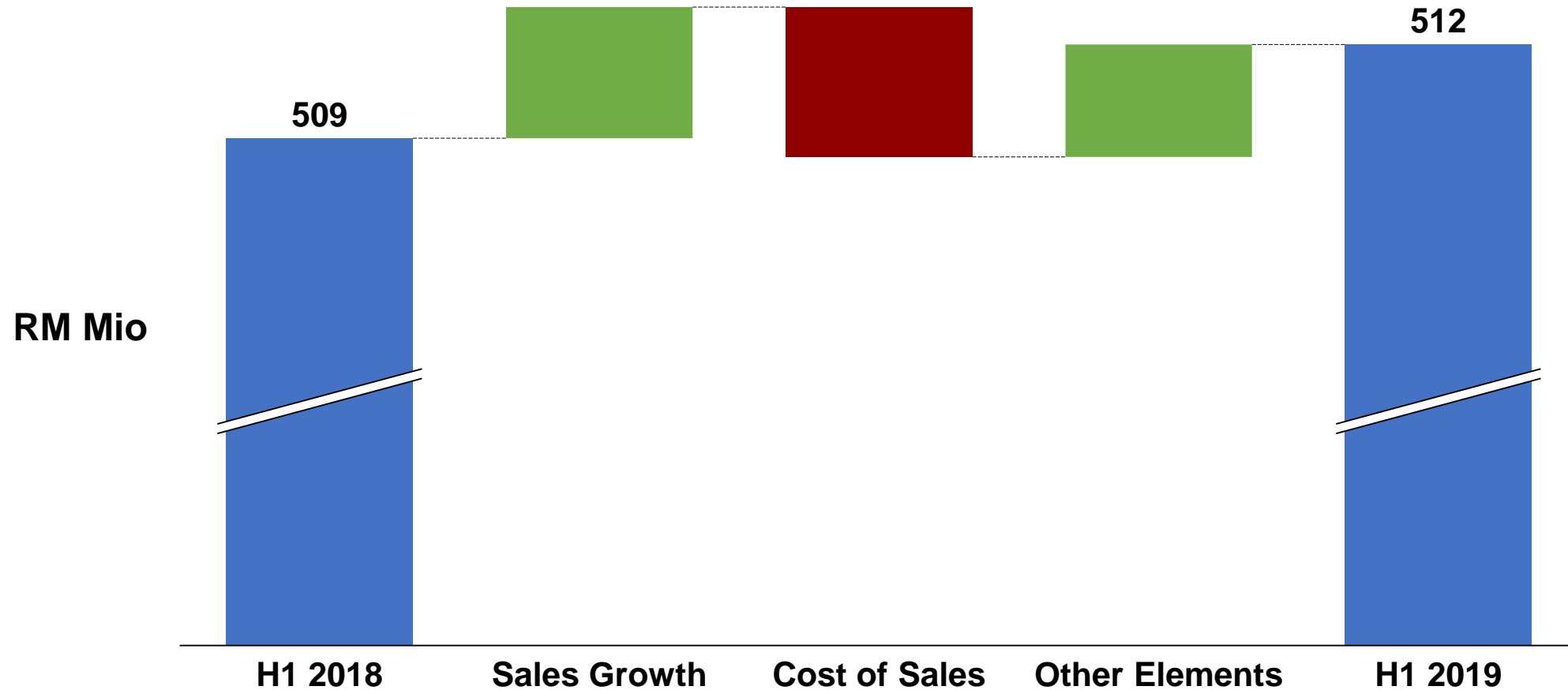
Solid growth in H1, with good momentum in Q2



Strong H1 domestic performance



Solid profitability, action taken to mitigate cost headwinds



Robust cash flow, with one-off impacts (*PJ factory divestment & CAPEX*)

<i>Amounts in MYR mio</i>	H1 2018	H1 2019
PBT adjusted for depreciation & interest	609	596
→ (Increase)/Decrease in working capital	(174)	(204)
→ Income tax & others	(65)	(83)
Net Cash from Operating Activities	369	309
→ Capital investments	(27)	(59)
→ Others	2	3
Cash Flow after Investing Activities	344	253

Higher receivables due to Lactalis payment of RM 140.9 mio received 1 Jul.

Higher capital investment due to MILO expansion in Chembong

We have successfully completed our Chilled Dairy divestment

January, 1st 2019

Chilled Dairy Business

Payment of RM 14.2 mio
received on 31.12.18

Extraordinary gain of RM 9.4 mio



July, 1st 2019

Petaling Jaya
Factory

Payment of RM 140.9 mio
received on 01.07.19

Extraordinary gain of RM 19.7 mio

Key Takeaways

1

ROBUST DOMESTIC GROWTH driven by innovation, strong festive sales and sustained consumer demand.

2

RESILIENT PROFIT in an environment of unfavorable exchange rates, commodity prices, and external volatility

3

We remain **CONFIDENT IN OUR FULL YEAR PERFORMANCE** against a backdrop of global uncertainties and volatility.



**Growth supported by
on trend, relevant &
exciting innovations**



POWER PACKED WITH PROTEIN



High in Protein

Power packed with 13g of protein which is equivalent to the protein in 2 eggs*



Protein Helps Muscle Recovery

Protein helps in maintaining and repairing body cells and tissues, including muscles wear and tear during exercise.



Protein Helps Build Strength**

Protein acts as one of the key building materials for muscles which supports our movements during everyday activities.



Nourishing Energy of MILO®

Packed with essential nutrients including Vitamin B that helps release energy, efficiently from the food you eat.



NEW

Exciting new products from



STARBUCKS At Home Launch



Our focus: Building equity for Nestlé Malaysia and our brands



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KLIA: Bringing a moment of relief to travelers & staff





Thank You