



# Nestlé Malaysia Bhd

## Full Year Results 2013

Financial Analysts' Briefing  
25<sup>th</sup> February 2014



# Agenda

Introduction & overview

Financials

Questions & answers



## Disclaimer

This presentation contains forward looking statements which reflect Management's current views and estimates. The forward looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those contained in the forward looking statements. Potential risks and uncertainties include such factors as general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures and regulatory developments.

# FINANCIALS

# Focus on 7 value drivers

Operational



Financial



Strategic



## VALUE DRIVERS

1. SALES GROWTH
2. PROFIT MARGIN
3. WORKING CAPITAL INTENSITY
4. FIXED CAPITAL INTENSITY
5. INCOME TAX RATE
6. COST OF CAPITAL
7. VALUE GROWTH DURATION

SALES GROWTH

# FY 2013 Sales Evolution

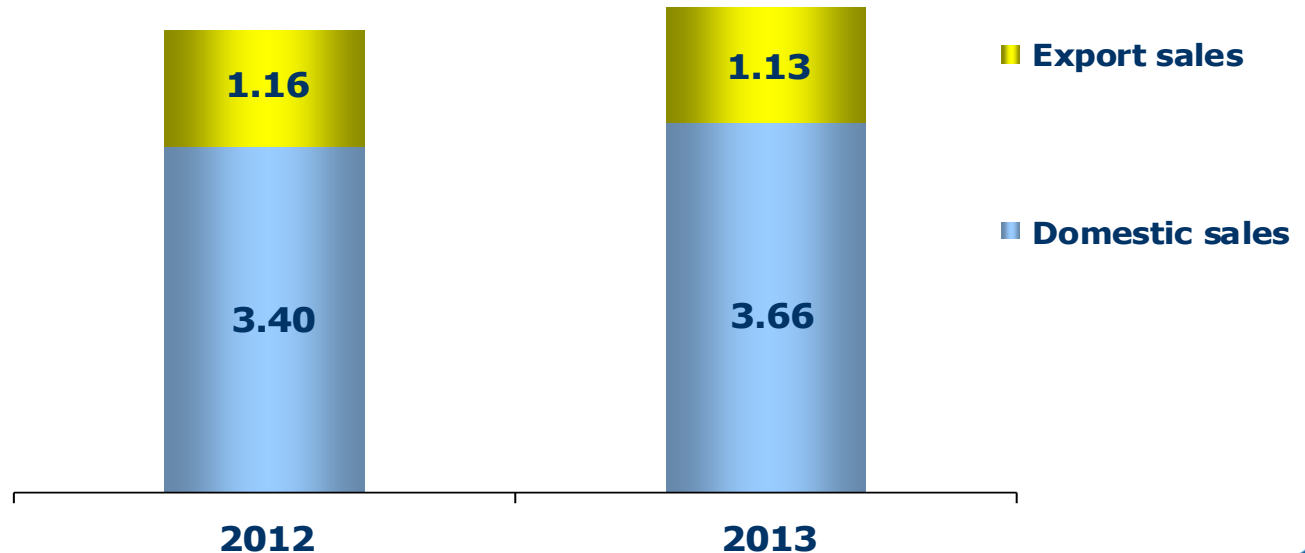
➤ Domestic Sales +7.9%

➤ Export Sales -3.2%

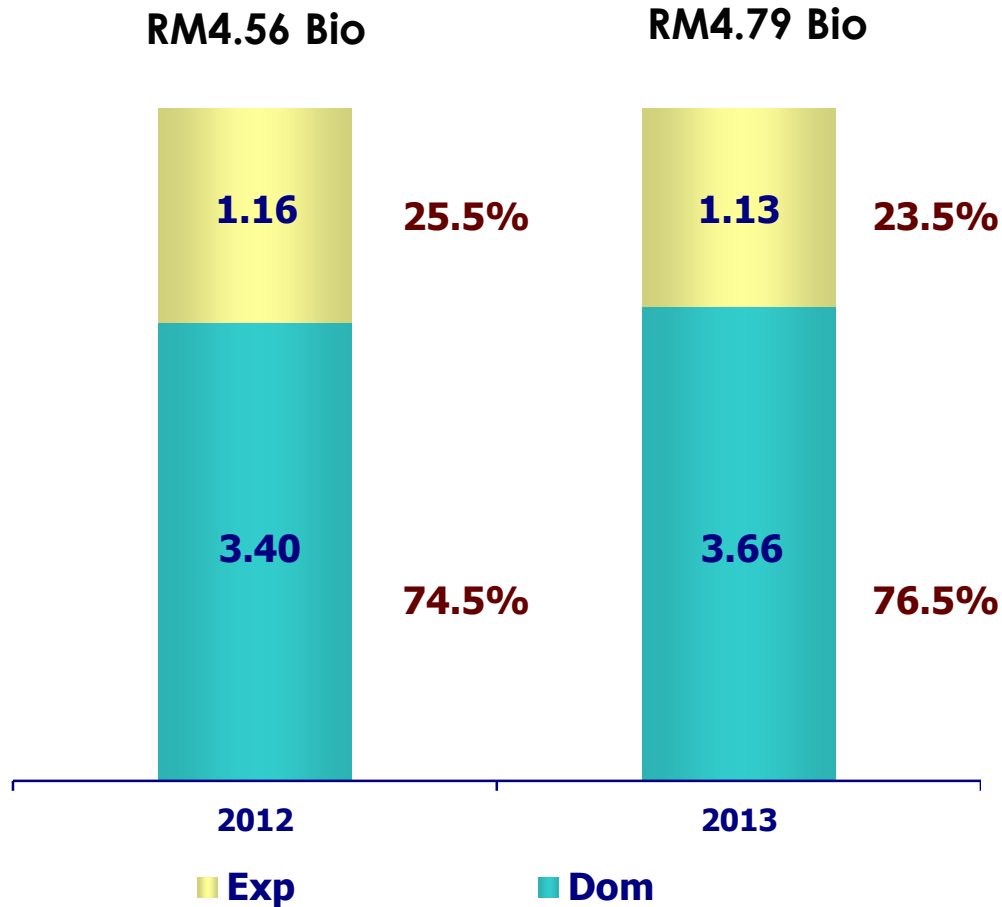
+5.1%

RM4.56 Bio

RM4.79 Bio

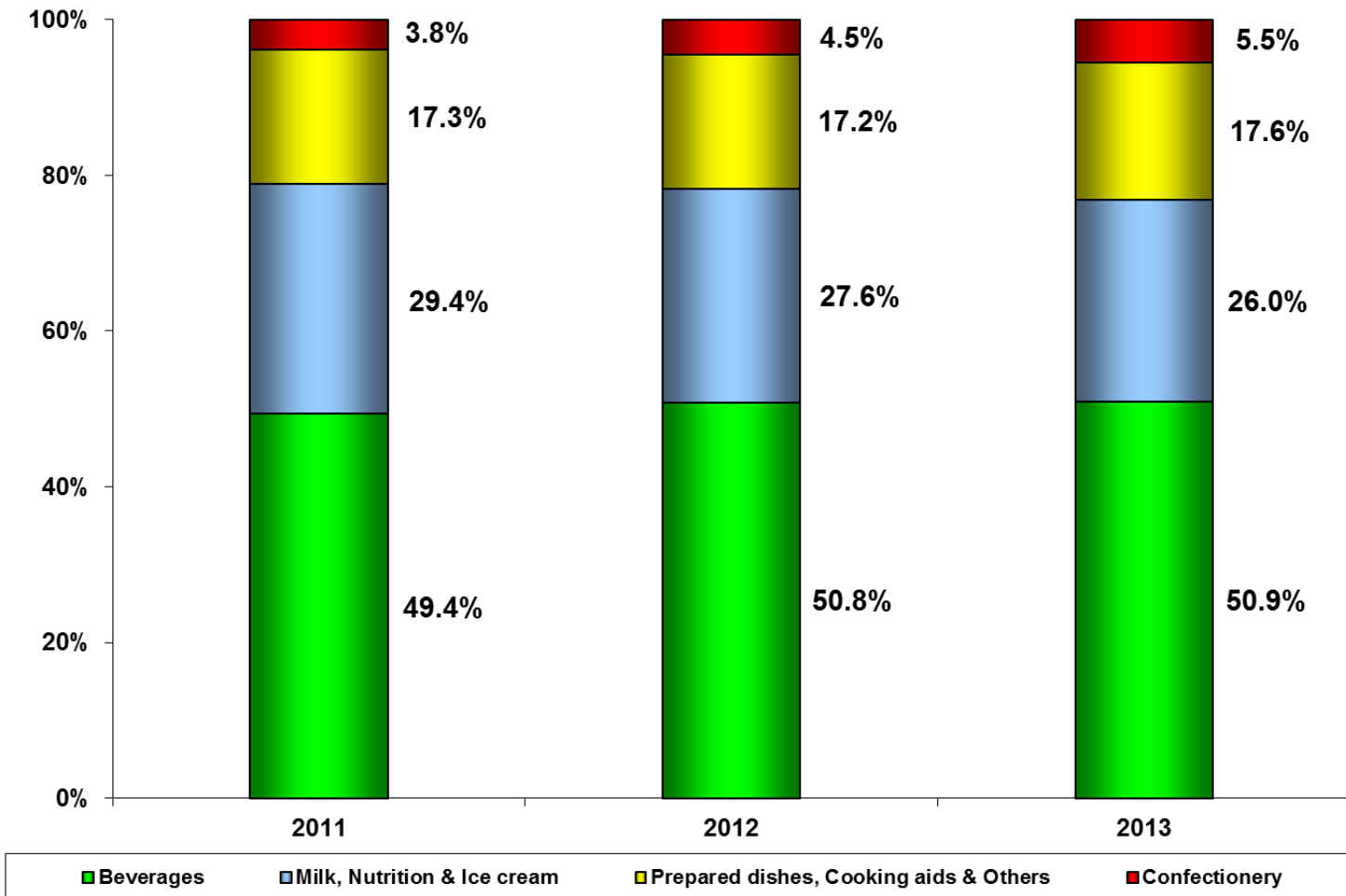


# Channel Sales





# Sales by Product Categories



# List of New Products

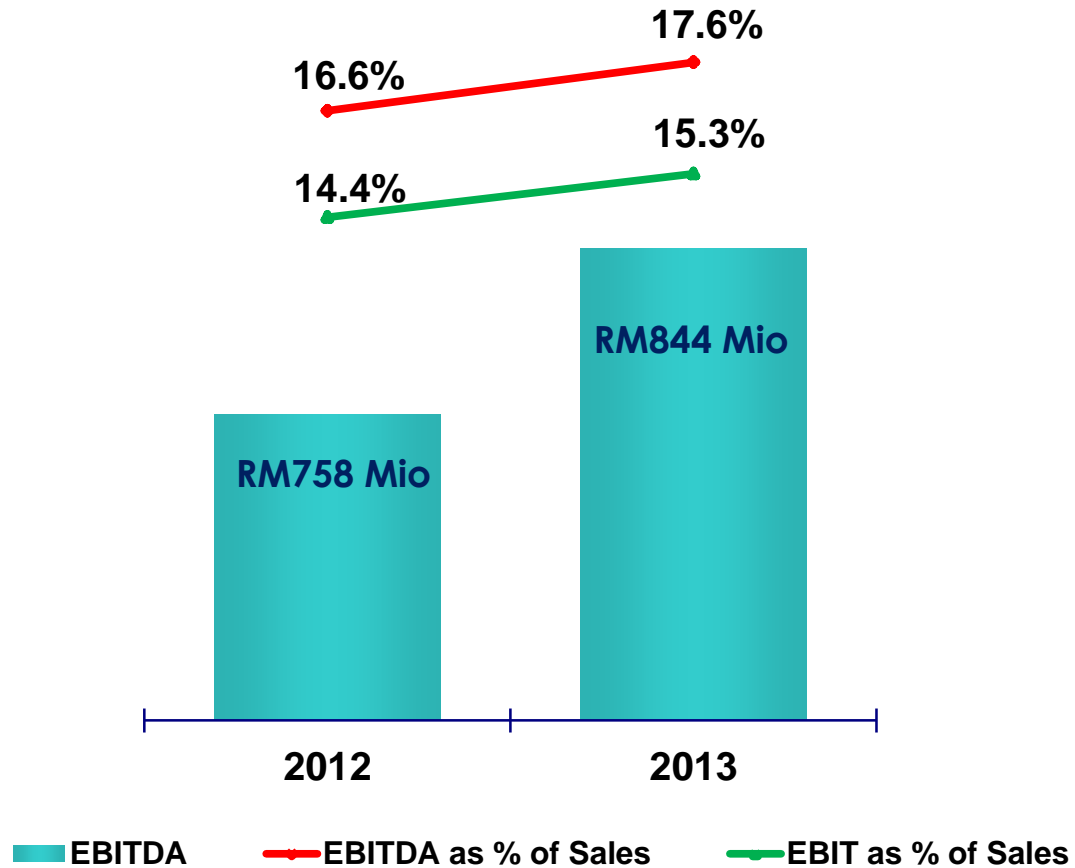
Q4'13

Products	
NESCAFÉ Smoovlatte	Nov'13



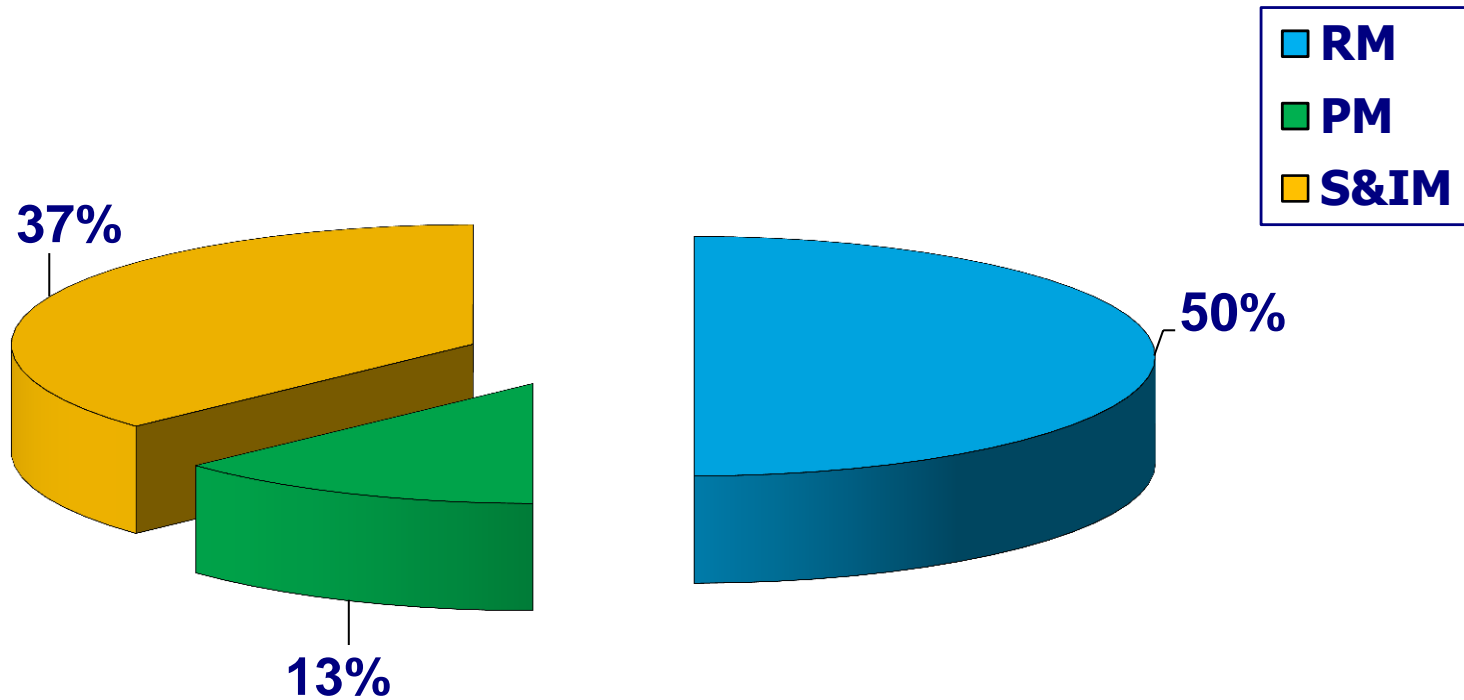
# EBITDA MARGIN

# Evolution of EBITDA



# Breakdown of Material & Services Consumed

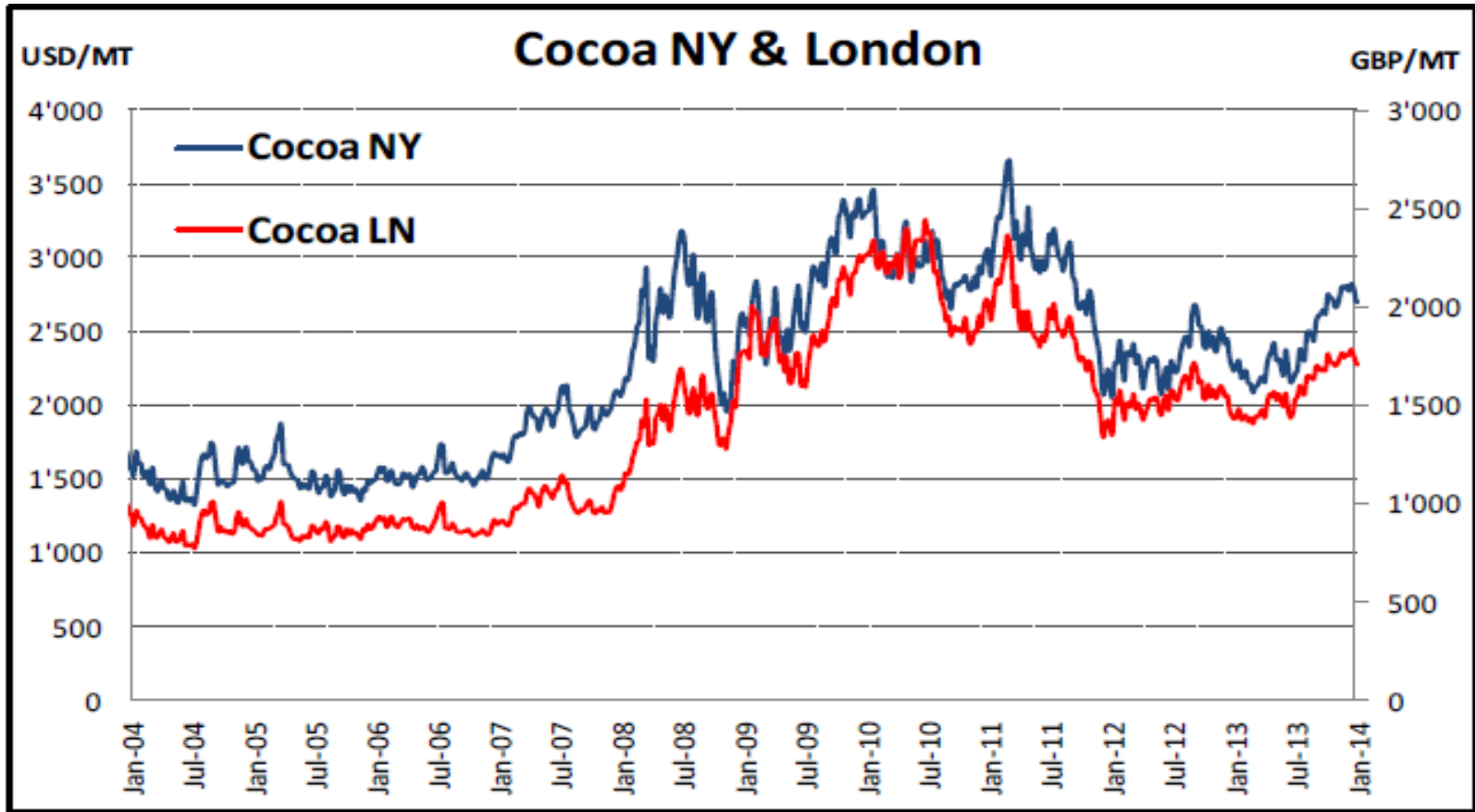
Jan '13 – Dec '13



**Total = RM 2.73 Bio.**

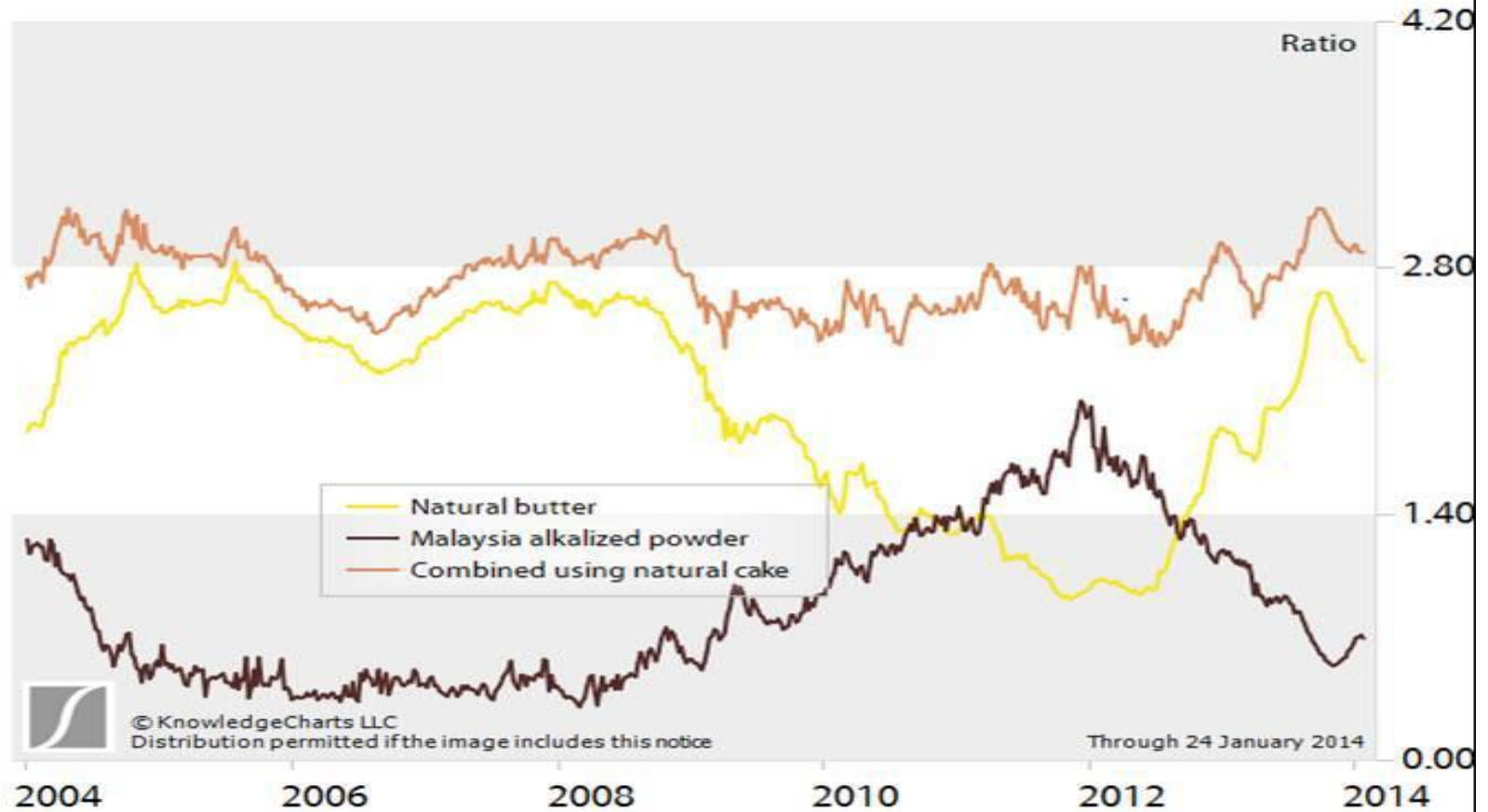
# COMMODITY UPDATES

# Cocoa Bean



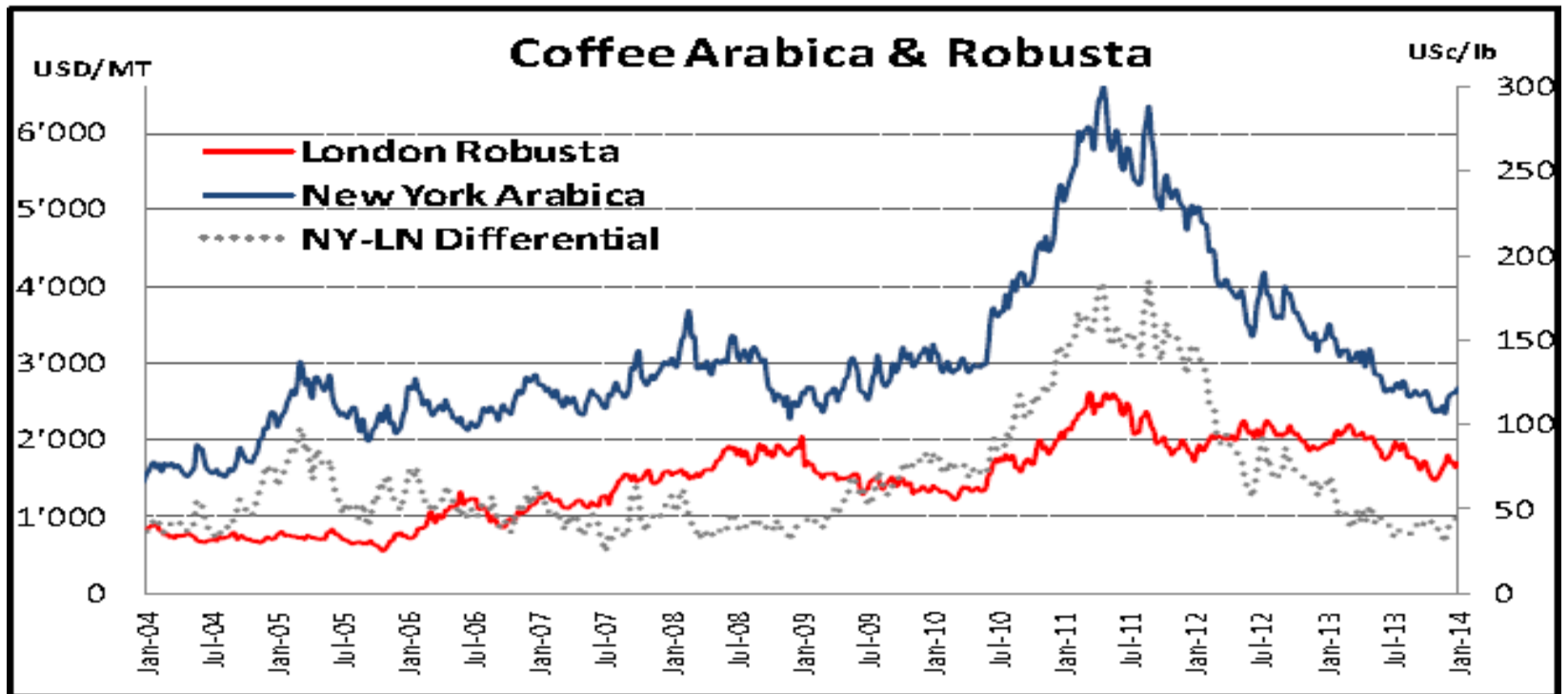
# Cocoa Powder Ratio

Far East product ratios, £  
FOB against London, six months forward

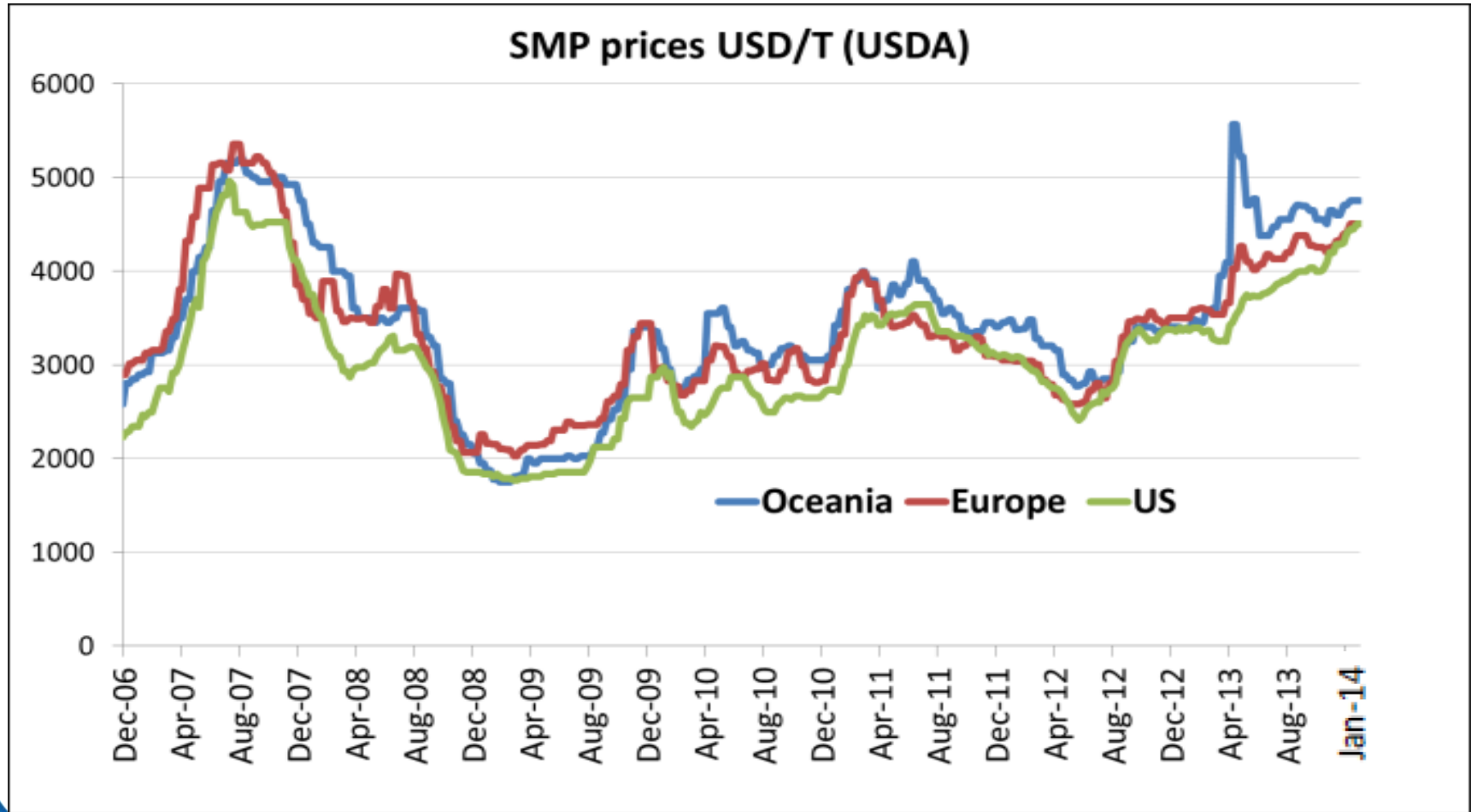




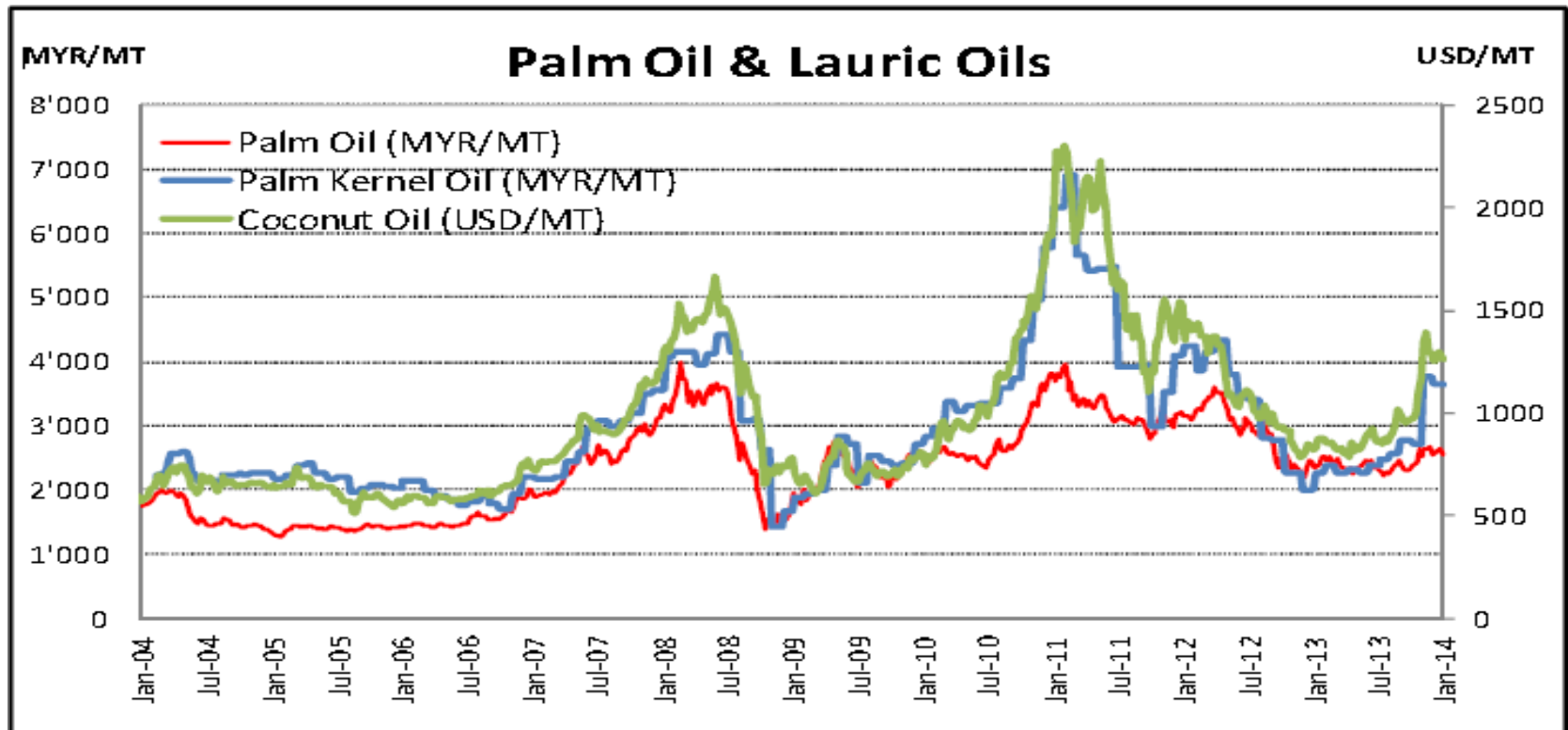
# Coffee bean



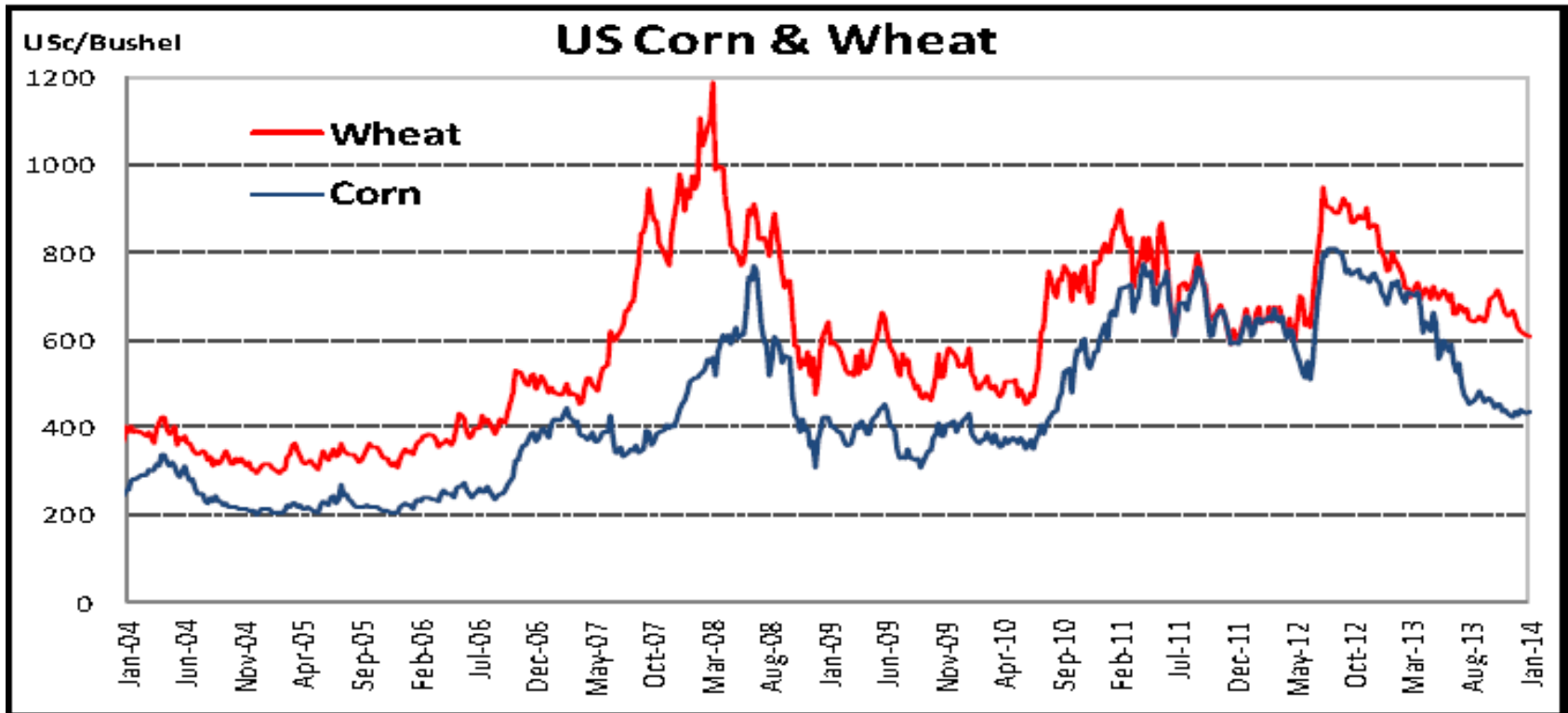
# Milk Solids



# Crude Palm Oil



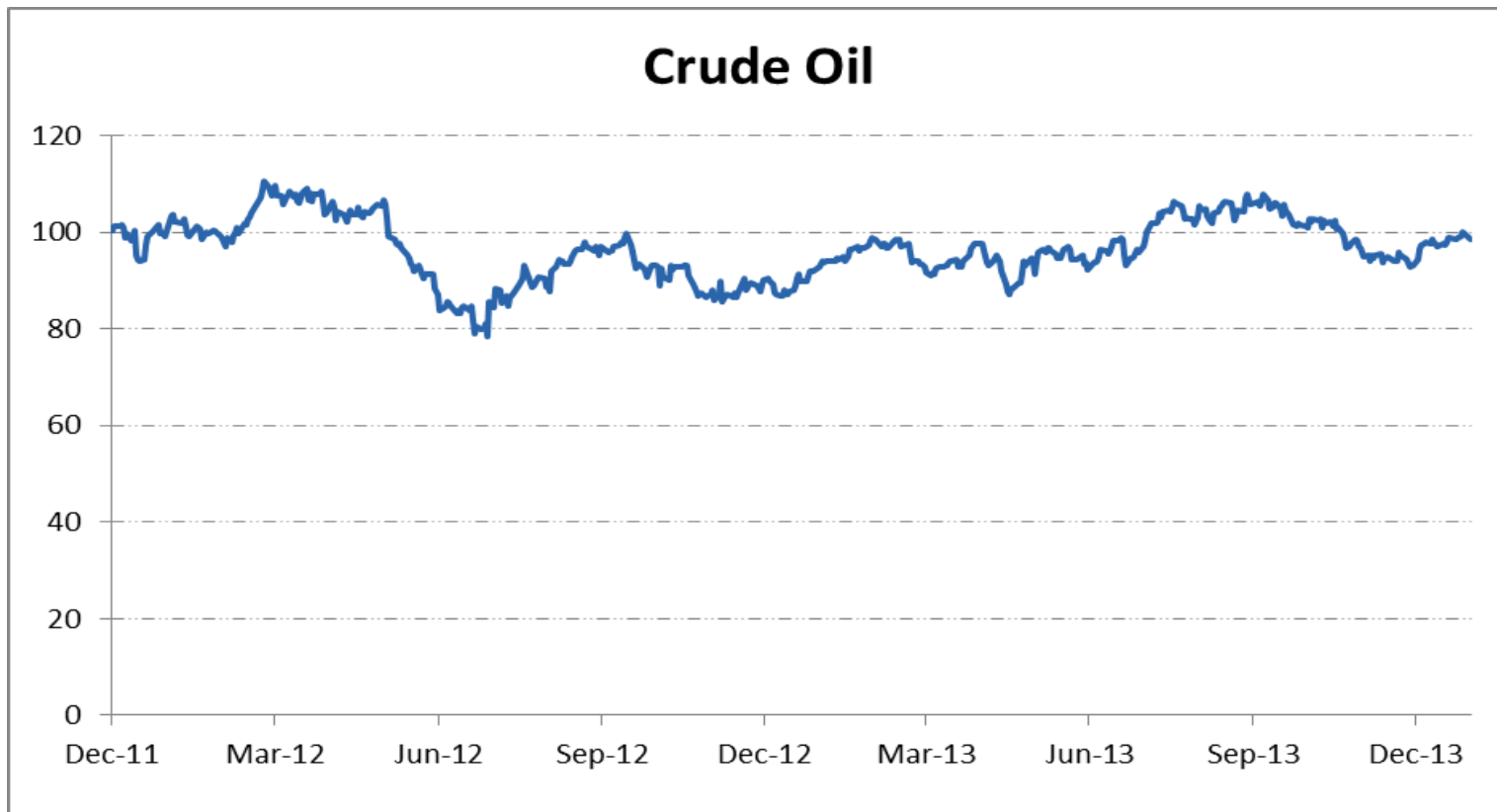
# Wheat



# Sugar

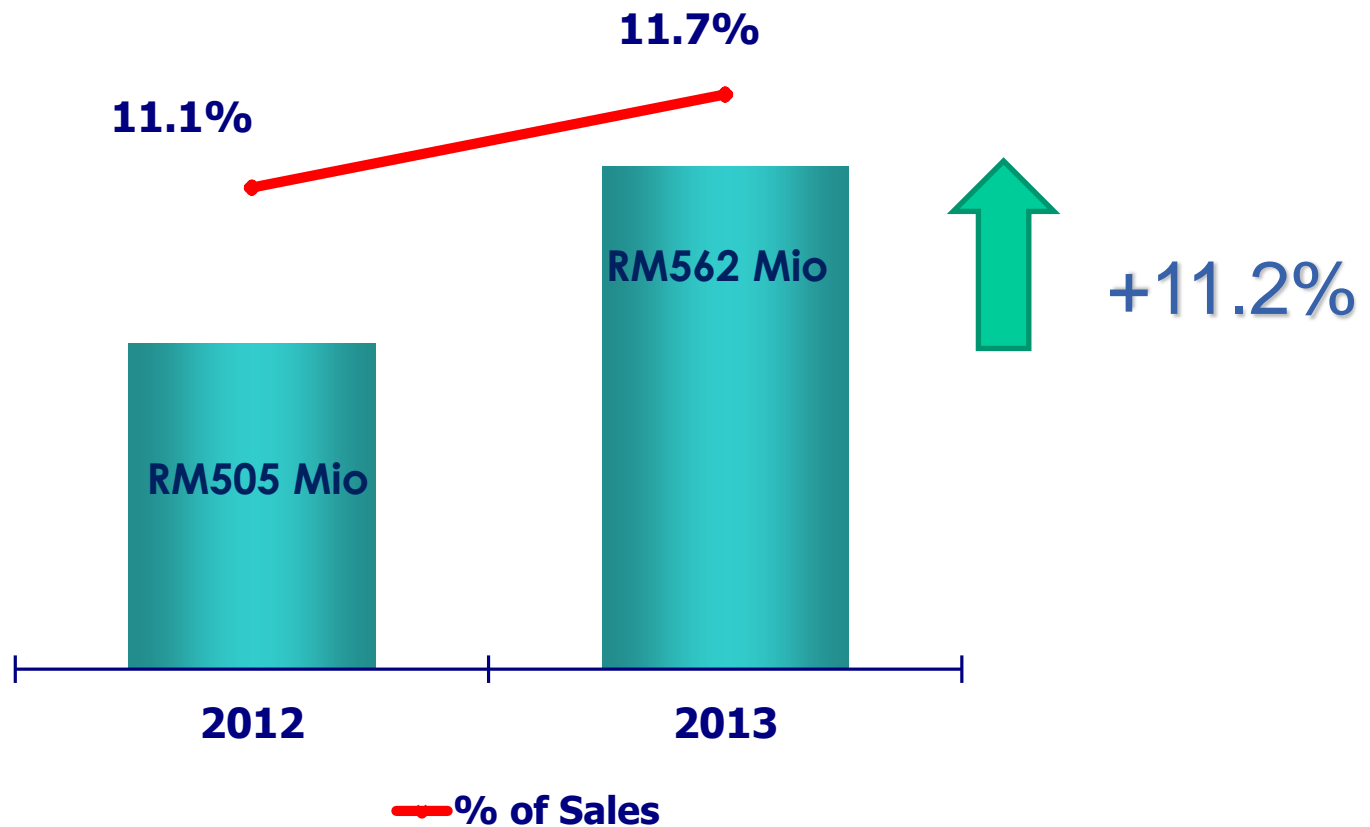


# Crude Oil



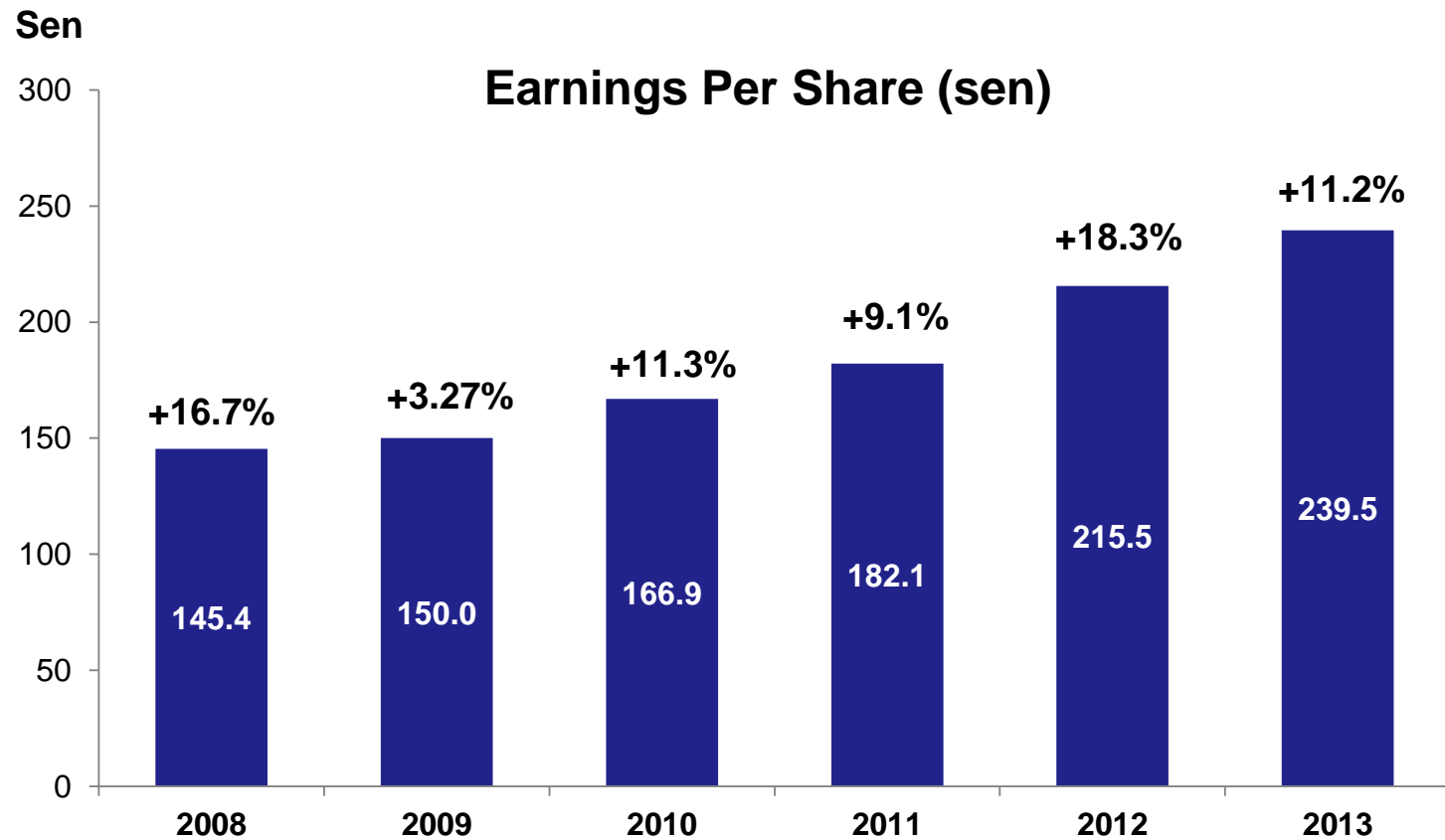
# NET PROFIT MARGIN

# Net Profit Evolution

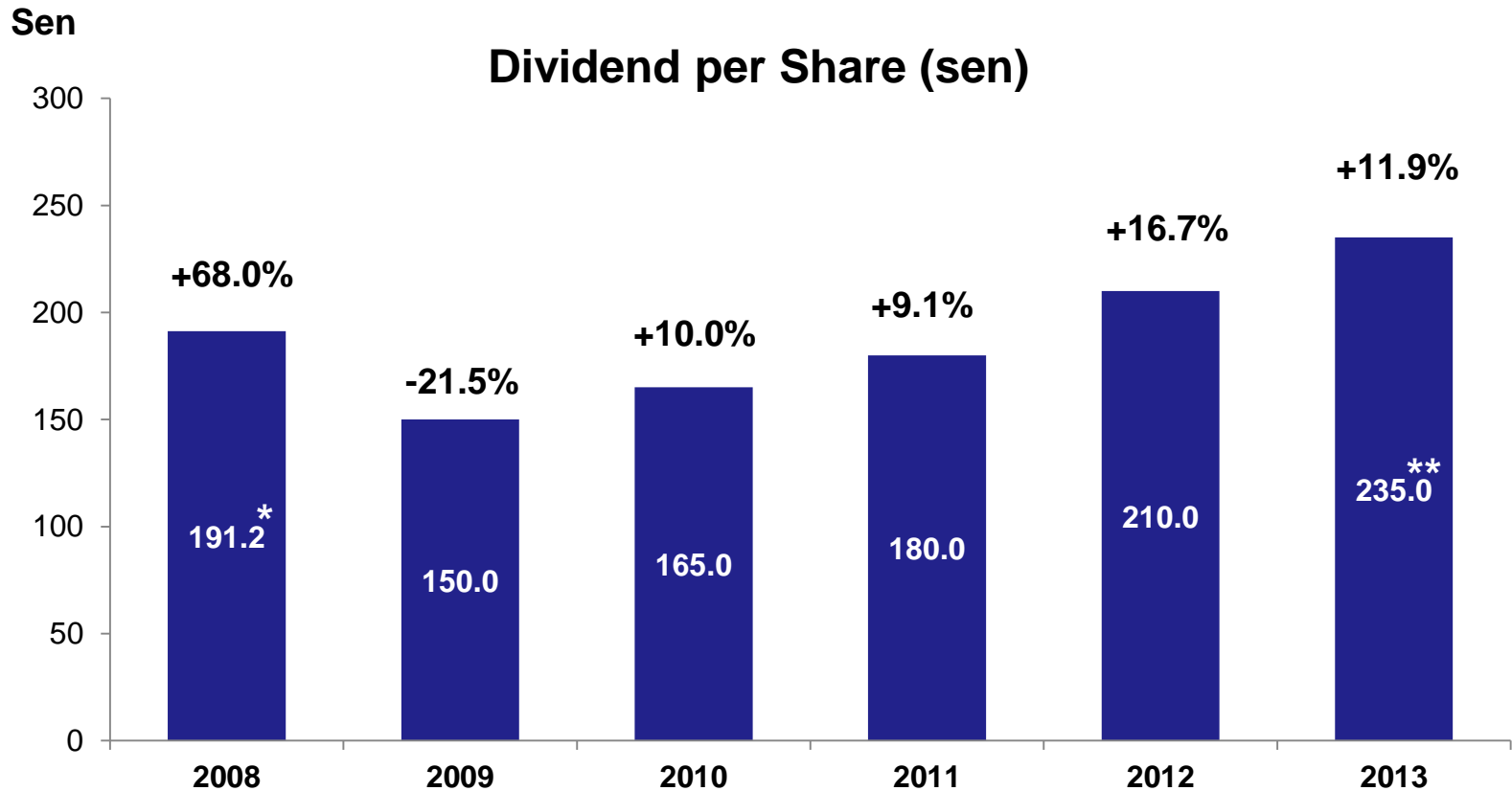




# Earnings Per Share Evolution



# Dividend Per Share Evolution



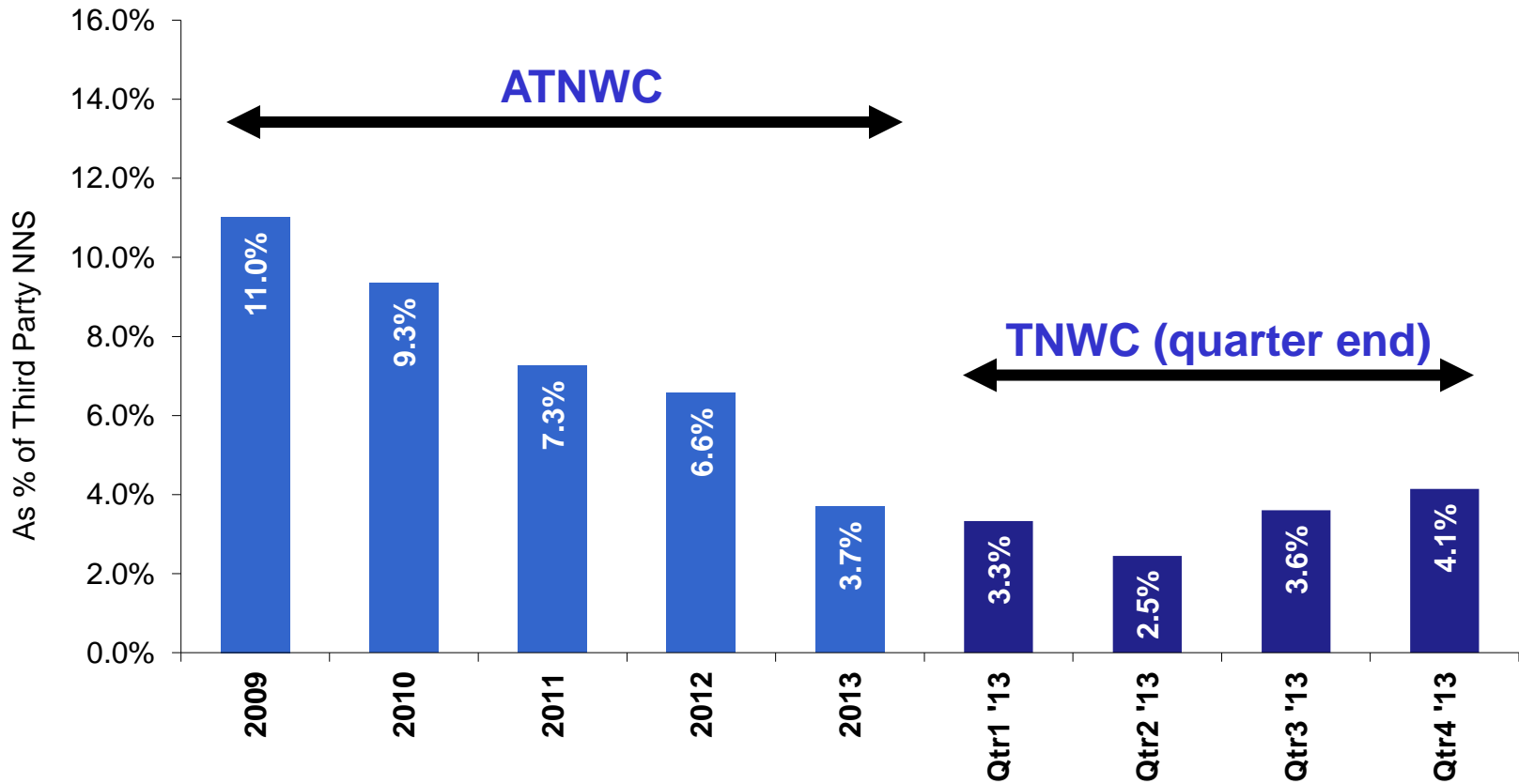
\* Excluding special dividend, the total payout for 2008 is 130 sen.

\*\* Includes proposed final dividend of 175 sen per share.

**NESTLÉ MALAYSIA BERHAD**  
**KEY FIGURES**

<i>Amounts in RM mio</i>	<b>2013</b>	<b>2012</b>	<b>% Change</b>
<b>Sales</b>	<b>4,788</b>	<b>4,556</b>	<b>5.1</b>
Domestic	<b>3,663</b>	<b>3,394</b>	<b>7.9</b>
Export	<b>1,125</b>	<b>1,162</b>	<b>(3.2)</b>
<b>Operating Profit/(Loss)</b>	<b>735</b>	<b>657</b>	<b>11.8</b>
<i>% of Sales</i>	<b>15.3</b>	<b>14.4</b>	
<b>Net Profit</b>	<b>562</b>	<b>505</b>	<b>11.2</b>
<i>% of Sales</i>	<b>11.7</b>	<b>11.1</b>	
<b>Operating Expenses</b>	<b>963</b>	<b>896</b>	<b>7.5</b>
<b>Current Assets</b>	<b>930</b>	<b>841</b>	<b>10.6</b>
<b>Inventories</b>	<b>409</b>	<b>411</b>	<b>(0.6)</b>
<i>Days</i>	<b>15</b>	<b>14</b>	
<b>Trade Receivable</b>	<b>177</b>	<b>165</b>	<b>7.8</b>
<i>Days</i>	<b>16</b>	<b>14</b>	
<b>Capital Expenditure</b>	<b>214</b>	<b>83</b>	<b>157.2</b>

# MY Trade Net Working Capital



# Cash Flow FY 2013

	<u>RM (Mio)</u>	
	<b>2013</b>	<b>2012</b>
➤ <b>Profit Before Tax adjusted for depreciation &amp; interest</b>	<b>844</b>	<b>758</b>
➤ (Increase) / Decrease in working capital	(11)	180
➤ Income tax & others	(169)	(110)
➤ <b>Net cash from operating activities</b>	<b>664</b>	<b>828</b>
➤ Capital Investments	(212)	(158)
➤ Others	8	3
➤ <b>Cash Flow after Investing activities</b>	<b><u>460</u></b>	<b><u>673</u></b>

**Thank You**