



Nestlé (Malaysia) Berhad

Q3 2019 results

3 OBSESSIONS

1



Drive Growth

2



**Nurture the Love
of our Brands**

3



**Enhance the
Fundamentals**

1 MISSION

PROTECT TRUST

POWER UP WITH MILO®
PROTEIN UP™

YOUR PARTNER
IN STAYING FIT

#StartSmallFinishStrong



**HIGH IN
PROTEIN**

**13g
Protein**

Protein in
2 eggs¹



**13g
PROTEIN**
SETIAP HIDANGAN/
PER SERVING

✓ **KURANG
MANIS²**
LESS SWEET

PROTEIN HELPS:

- BUILD STRENGTH²
- MUSCLE RECOVERY



1. Whole hen egg (53g), Nutrient Composition of Malaysian Foods.
2. Together with resistance training

ENERGY TO
GO FURTHER



Anda dan
Maggi
Sajikan
Kelainan

Dua cara lazat!

Sup
boleh!



Goreng
boleh!





SUMMER
BERRIES YOGURT
ICE CREAM

NEW



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PROTECT TRUST

Chembong plant is now fully operational

26 SEPTEMBER 2019 NEWS

Nestlé Malaysia expands Milo manufacturing plant at Chembong



Reviving Coffee farming in North Malaysia



**DISEMAI
DENGAN KASIH**
— NESCAFÉ 1938 —

Nestlé: Founding member of the Malaysian Plastic Pact



Nestlé is the first F&B Company in Malaysia to introduce paper straws for packaged drinks!



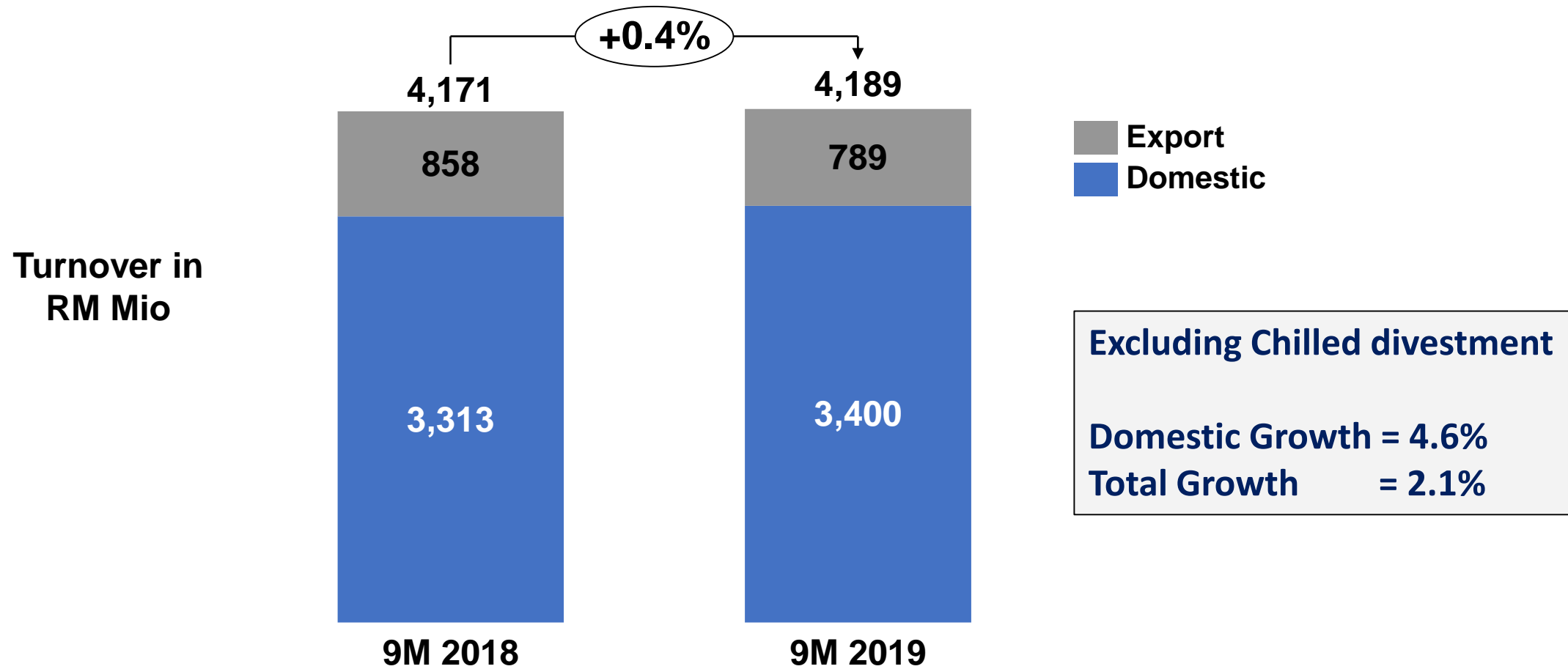
BEFORE



AFTER

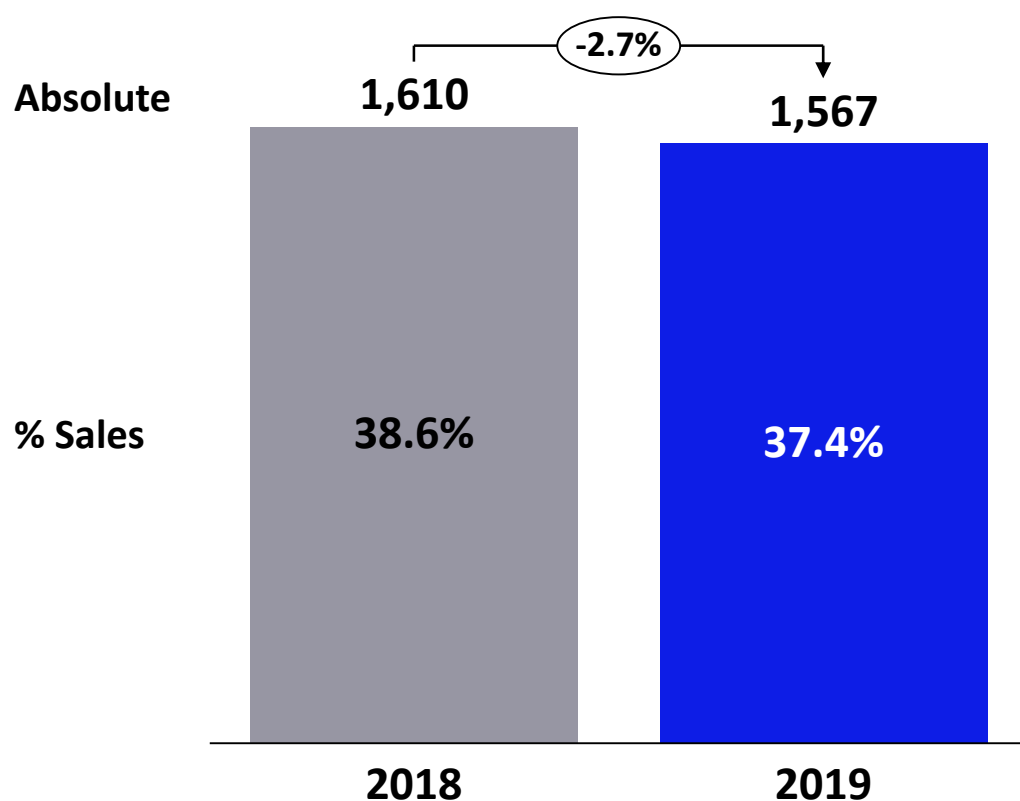


Strong domestic performance for YTD Q3 2019

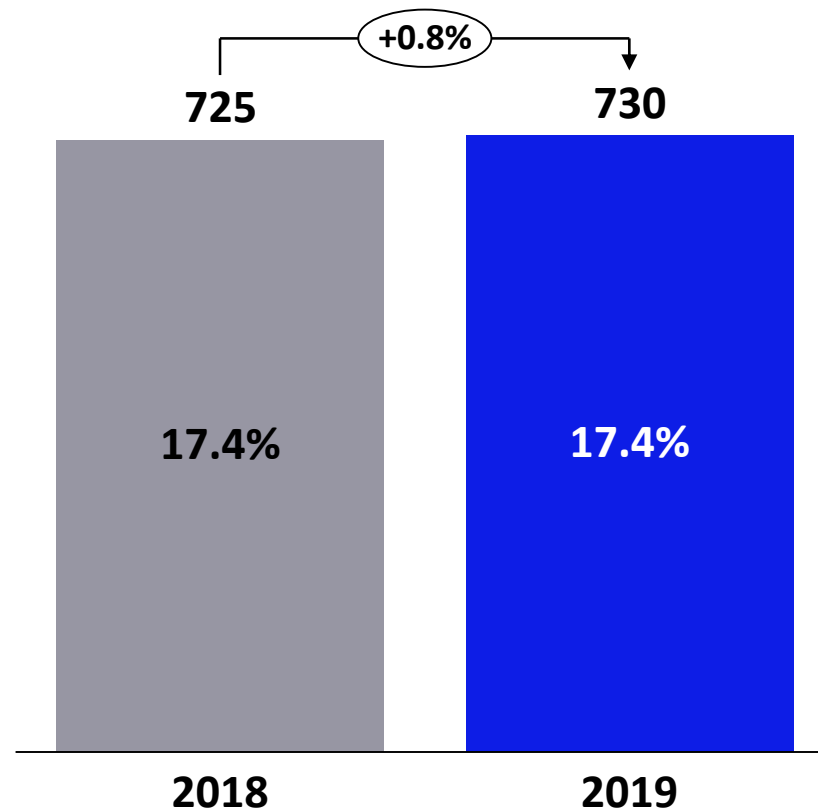


Margins relatively stable in spite of headwinds

9M Gross Profit Evolution



9M Operating Profit Evolution



RM 000's

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 and local uncertainties.





Thank You