



Good Food, Good Life



# ***Nestlé (Malaysia) Berhad***

FY 2019 results



Good Food, Good Life

**GRW**  
STRONGER TOGETHER  
JOM JUARA, MENANG BERSAMA

# 3 OBSESSIONS

1



**Drive Growth**

2



**Nurture the Love  
of our Brands**

3



**Enhance the  
Fundamentals**

# 1 MISSION

# PROTECT TRUST



# Strong execution across all channels



C S Tan  
Pondok

\*2018 impacted by port congestion in the PH



# With a robust innovation offering

POWER UP WITH MILO®  
**PROTEIN UP™**  
 YOUR PARTNER  
 IN STAYING FIT  
 #StartSmallFinishStrong

**NEW**  
**Nestlé MILO**  
**PROTEIN UP**  
**13g** PROTEIN  
 SETERUPAN 2 TELUR<sup>1</sup>  
 ✓ KURANG MANIS<sup>2</sup>  
 ✓ LESS SWEET

**HIGH IN PROTEIN**  
 13g Protein = Protein in 2 eggs<sup>1</sup>

PROTEIN HELPS:  
 • BUILD STRENGTH<sup>2</sup>  
 • MUSCLE RECOVERY

ENERGY TO GO FURTHER

**Nestlé MILO**

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

RASA KUBANG BEAS

**Nestlé MILO**  
**NUTRI PLUS**  
 2X KALKIUM  
 SLENDER PROTEIN

**=** CALCIUM EQUIVALENT TO 1 GLASS OF MILK

GOOD SOURCE OF PROTEIN  
 ESSENTIAL VITAMINS & MINERALS  
 LESS SWEET



**Nestlé**  
**NESCAFÉ GOLD**  
 MIXERS RELAUNCH

**KitKat Prosperity Pack**  
**Mandarin Orange Flavour**

**LA CREMERIA**  
 SUMMER BERRIES YOGURT

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# Successful completion of key transformational initiatives

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Creation of the worlds  
largest Milo Plant in Chembong

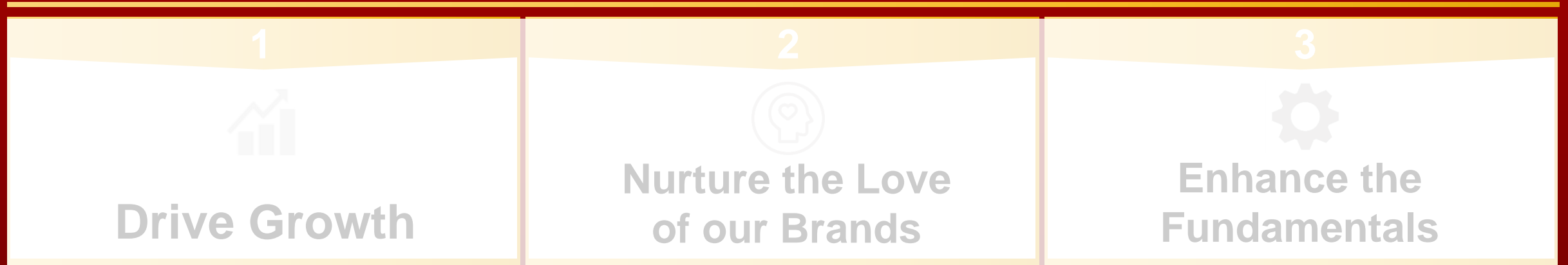


Successful divestment of the  
Chilled Dairy Business to Lactalis



# 1: Drive Growth

## 3 OBSESSIONS



**1 MISSION**  
**PROTECT TRUST**



# DESIGN FOR RECYCLING:

## *From multi-layer to mono laminates*

**All 3in1:  
Outer Bag Wrappers**  
100% recyclable mono PP

**MAGGI Noodles:  
Single & Multipack Wrappers**  
100% recyclable mono PP



**NESTLÉ Ice Cream:**  
Replaced plastic spoons with  
wooden sticks

# Successful Rollout of MILO 125ml Paper Straw:

- 1 Saves **40 million plastic straws** per year from going to the landfills
- 2 **First F&B company** in ASEAN to introduce paper straws for packaged drinks
- 3 Paper from **sustainable sources**



Pek UHT 125ml dengan  
**STRAW KERTAS**  
— Pertama di Malaysia —

UNTUK MAKLUMAT LANJUT, LAYARI: [WWW.MILO.COM.MY/CARETON-PROJECT](http://WWW.MILO.COM.MY/CARETON-PROJECT)

Tahukah Anda  
Pembalut plastik  
pada straw kertas  
kami melindunginya  
daripada kelembapan.





# The CAREton Project: MILO UHT's Commitment to the Environment



A drink pack recycling campaign to help put roofs over the heads of those in need



Over **60 million** cartons collected in **6 years** & still counting

2019 Achievement **35 million** cartons

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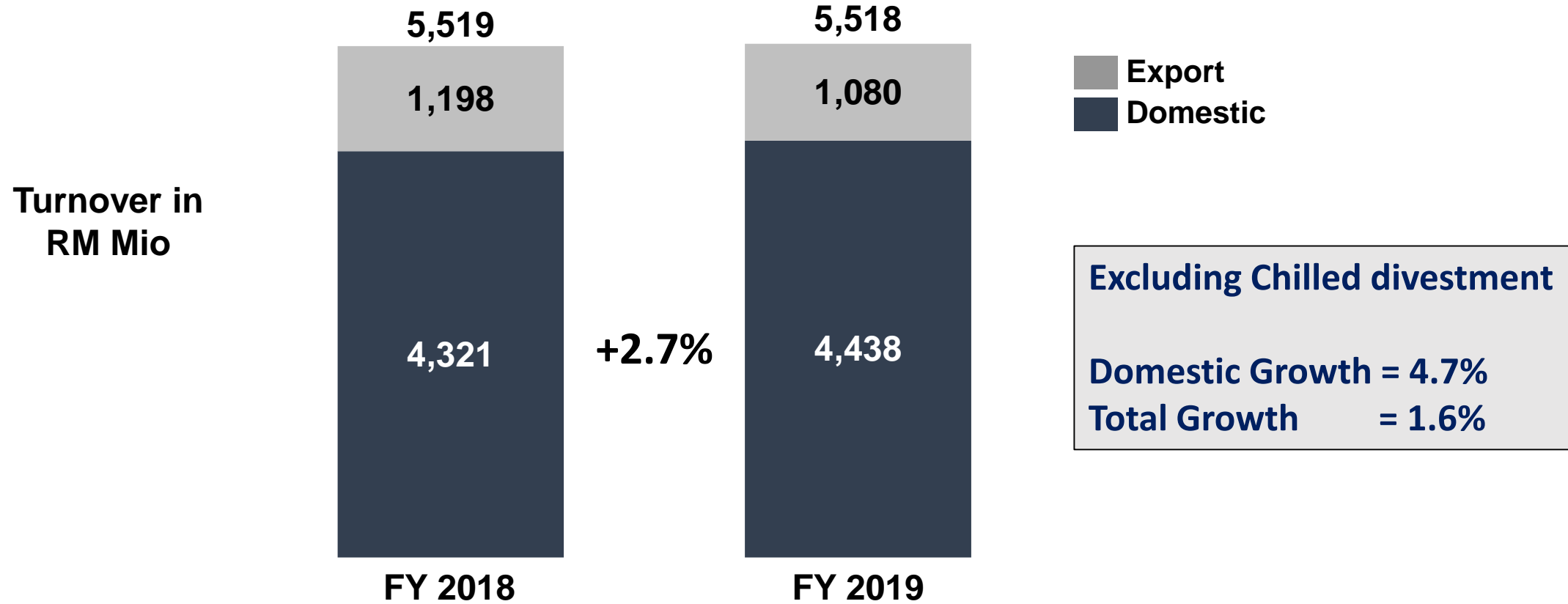
**Enhance the  
Fundamentals**

# 1 MISSION

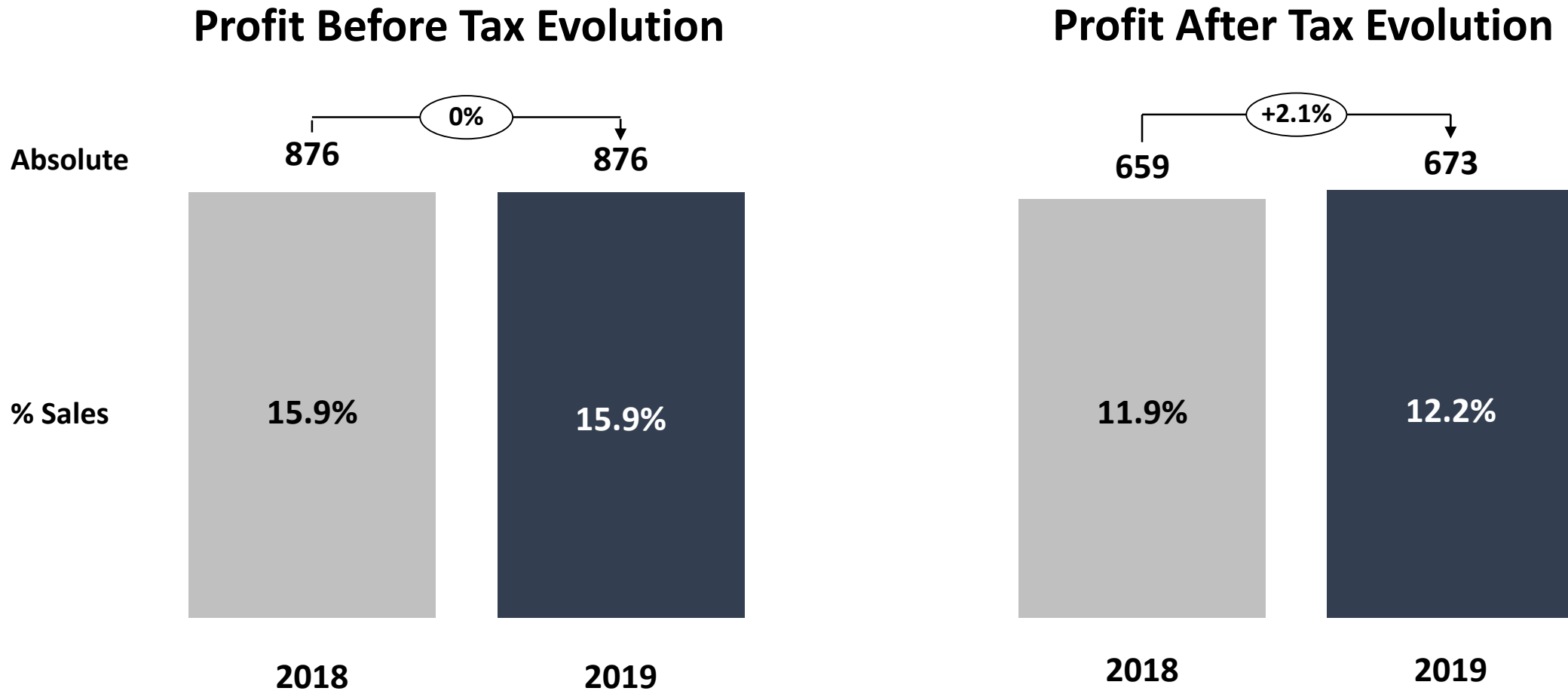
# PROTECT TRUST



# Strong domestic performance for 2019



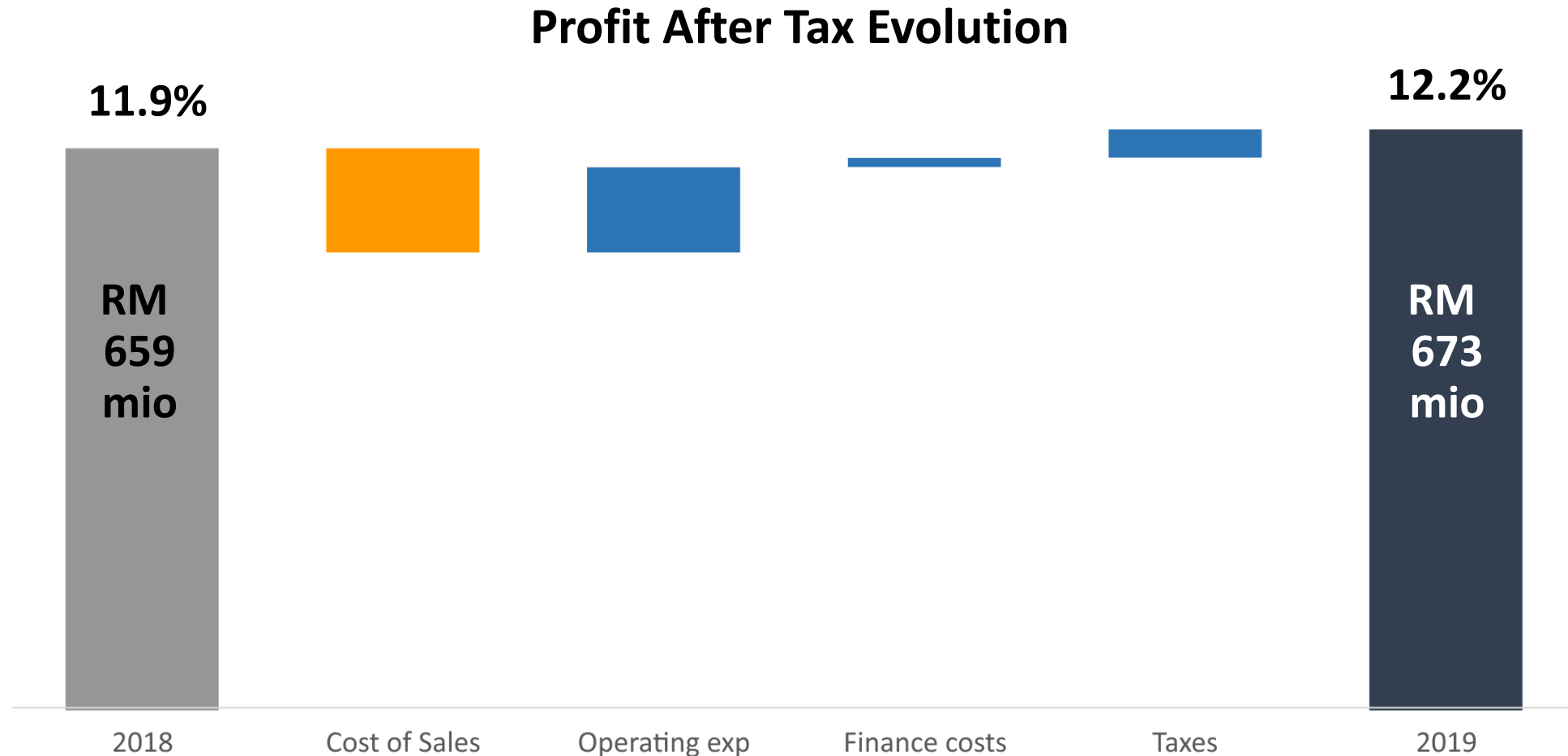
# Margins stable in spite of headwinds



RM 000's



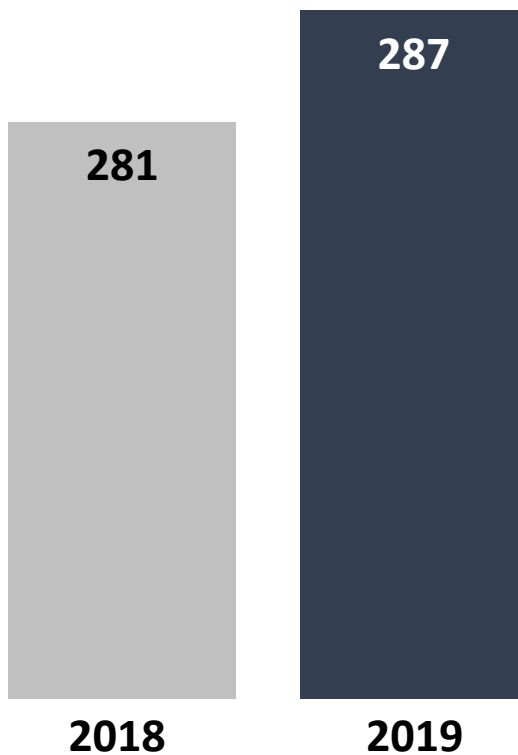
# Efficiencies and savings helped mitigate headwinds



# Earnings per share continue to improve

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## Basic EPS





# Key Takeaways

1

**ROBUST DOMESTIC GROWTH** driven by strong sales execution, successful product innovations and effective marketing activities.

2

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

3

We will continue **NURTURING OUR BRANDS** while delivering **SUSTAINABLE** and **PROFITABLE GROWTH**.

# 2020: NESTLÉ's biggest contest in Malaysia!

## The Mechanic



- Purchase min RM15 in single receipt & be entitled for 1 entry
- 2x Grand prize winners get RM3,000 monthly for life\*
- 10x Consolation winners get RM3,000 monthly for a year
- 550x weekly winners get RM500

## The Supports

TV: >17,500 GRPs



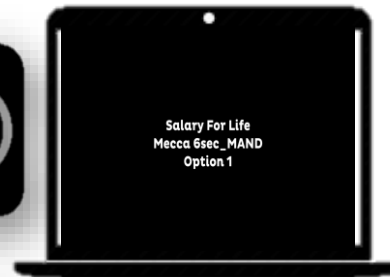
Click here: TVC Umrah

Click here: TVC MPV

Radio: >5,000 GRPs



53mio impressions



: 950mio impressions



Print ads: 6 insertions



In-store activations: 32,000 days

## The Execution



In-store visibility: 7,000 spots



PR launch with great media turnout on 13<sup>th</sup> Feb





*Thank You*