



Good Food, Good Life



Nestlé (Malaysia) Berhad

Q2 2020 results



Good Food, Good Life

GRW
STRONGER TOGETHER
JOM JUARA, MENANG BERSAMA

Agenda

1



**Nestle Malaysia
in the
New Normal**

2



**Q2 & H1
Business
Update**

3



**Innovation
&
Business
Initiatives**

Agenda

1



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**Innovation
&
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Initiatives**

Priorities under COVID unchanged... with business focus & intensity

SAFETY

Keep all of our employees safe, especially front liners

SUPPLY

Ensure supply of essential Foods and Beverages

SUPPORT

Play our part to support Malaysia at a time of national need



Agenda

1



Nestle Malaysia
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New Normal

2



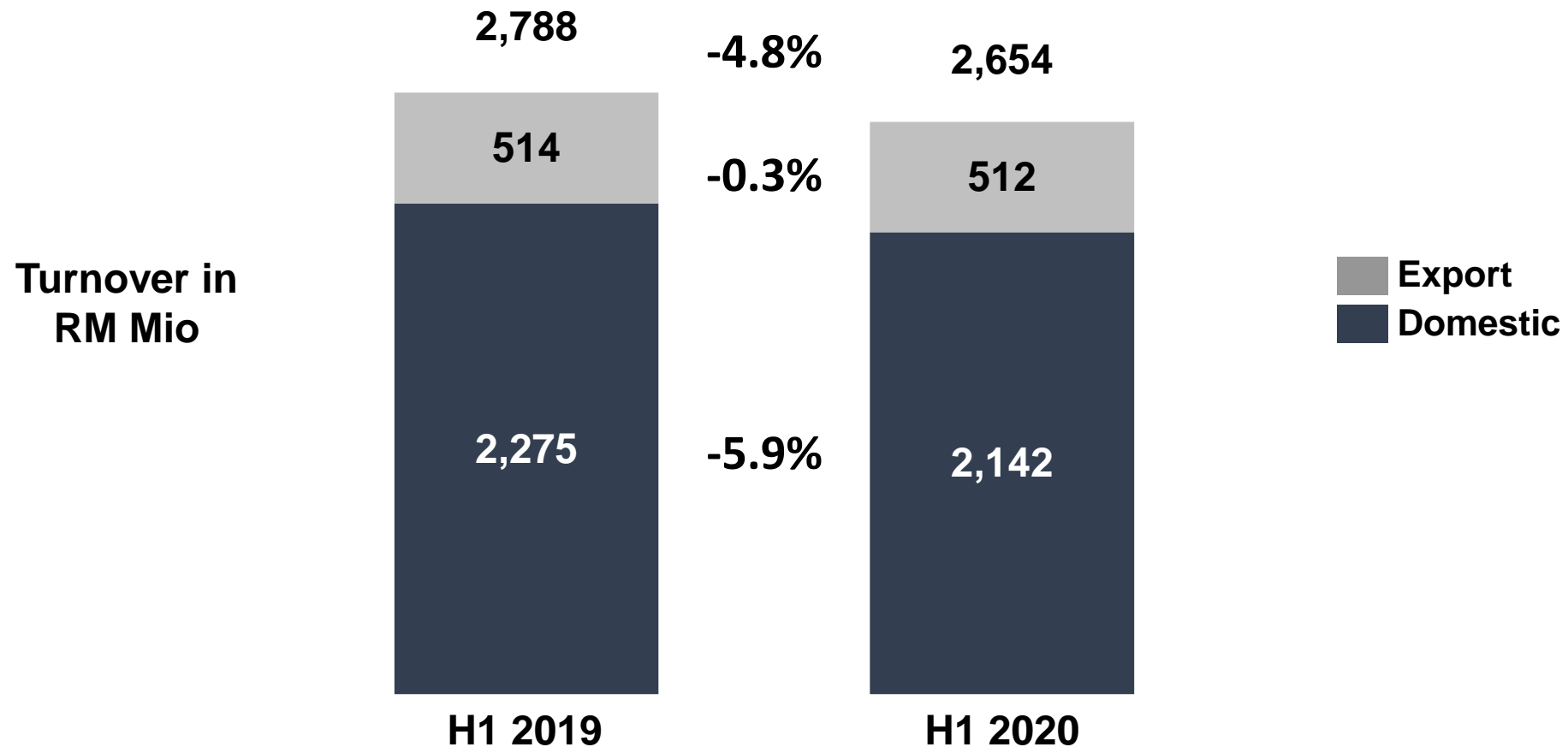
Q2 & H1
Business
Update

3

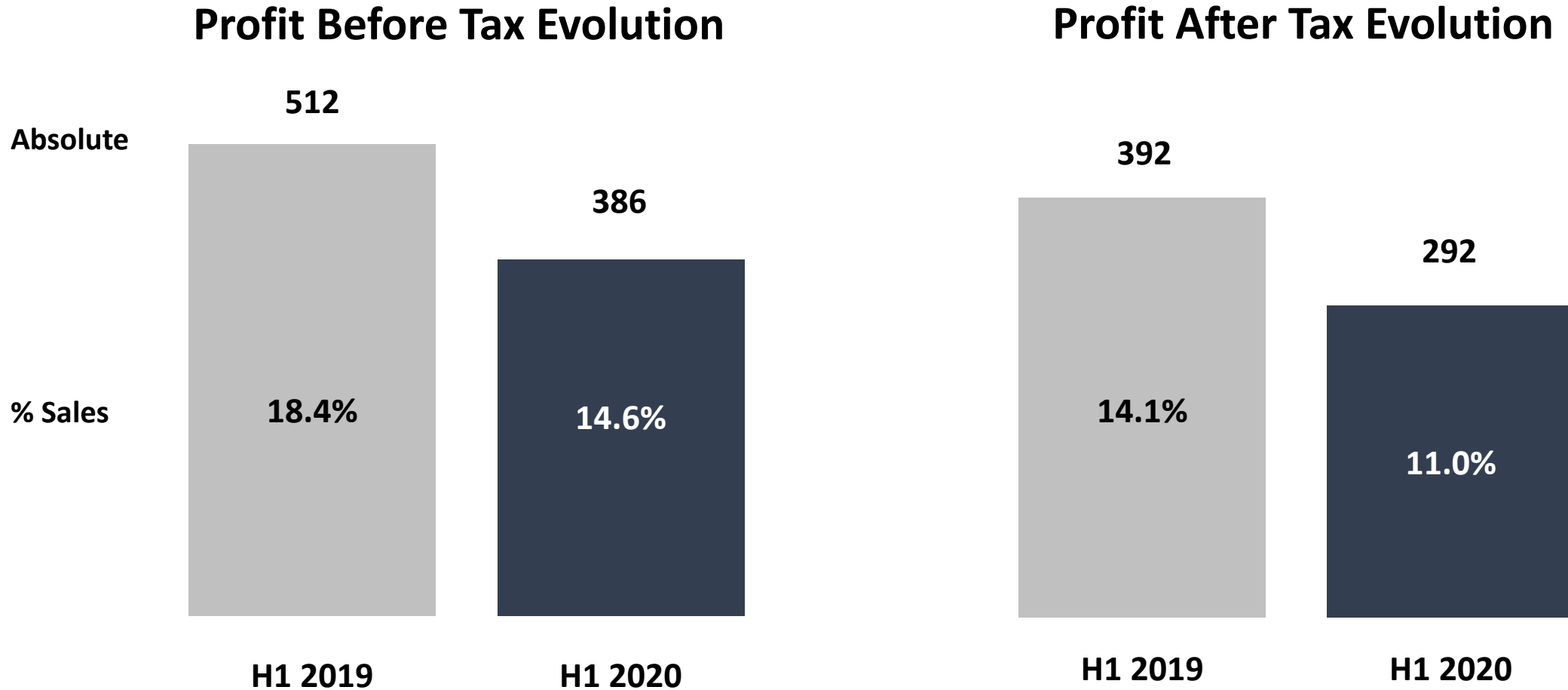


Innovation
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Initiatives

Resilient results against a backdrop of global uncertainties and volatility

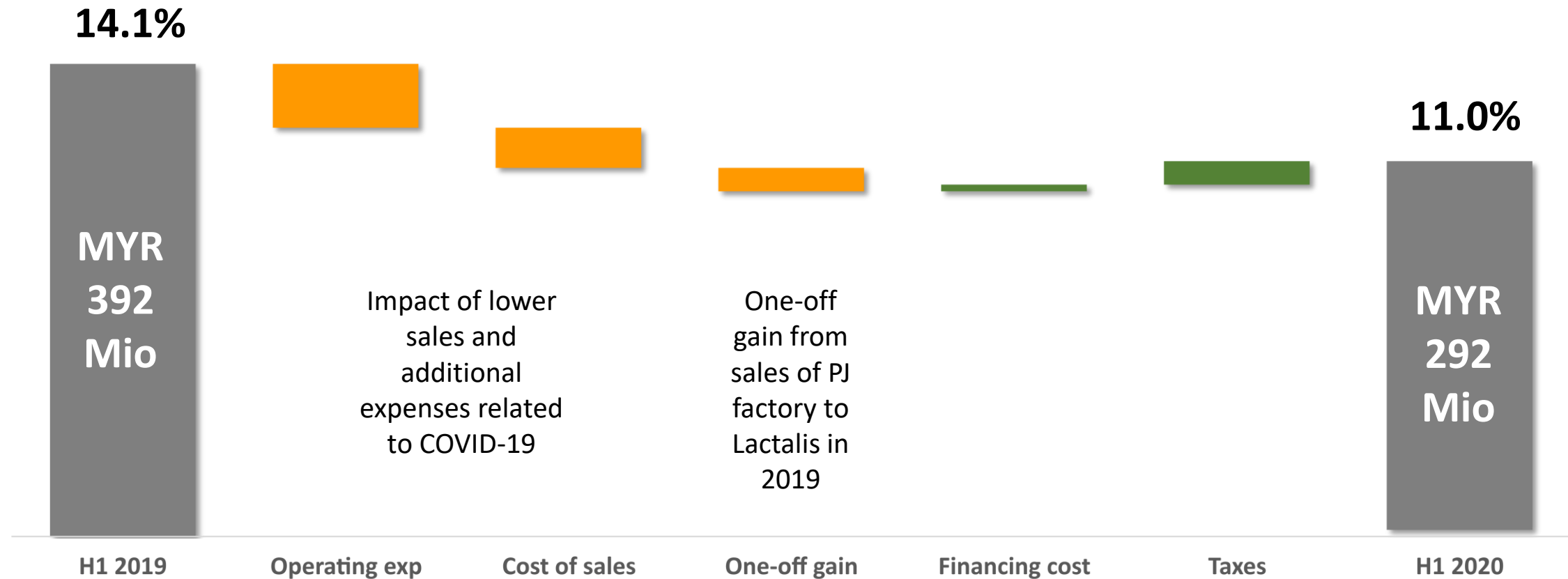


COVID-19: Contraction in HORECA & incremental expenses



RM 000's

Profit after tax evolution



Cash flow remains strong with solid working capital management

<i>Amounts in MYR mio</i>	H1 2019	H1 2020
PBT adjusted for depreciation & interest	597	489
→ (Increase)/Decrease in working capital	(204)	(54)
→ Income tax & others	(84)	(78)
Net Cash from Operating Activities	309	357
→ Capital investments	(58)	(34)
→ Others	2	2
Cash Flow after Investing Activities	253	325

Agenda

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**Innovation
&
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We continue to build our brands for long term success
to capture all growth opportunities

PERADUAN

Nestlé
MILO

70
TAHUN

KEBAIKAN

DALAM
70 HARI

20 JUL - 27 SEP 2020

Nourishing Malaysians with added MILO® goodness

MILO® ACTIV-GO PLUS FIBRE



↑ **2.5x**
FIBRE*

ONLY **~ 1/2**
TEASPOON OF
ADDED SUGAR
PER SERVE



WITH THE
GREAT MILO®
TASTE

HEALTHIER
CHOICE
APPROVED



1 SERVING = 12% DAILY FIBRE INTAKE



The Malaysian Ministry of Health, the recommended the daily intake for fibre is 25-30g per day.

INTRODUCING MAGGI® MI GORENG



CITA RASA MALAYSIA YANG DITUNGGU-TUNGGU...



CILI
KAMPUNG



SAMBAL
TUMIS
BILIS



Good food, Good life

MS 1500 2009
1619-05/2004
Nestlé Malaysia Products Sdn. Bhd. (183279-A)

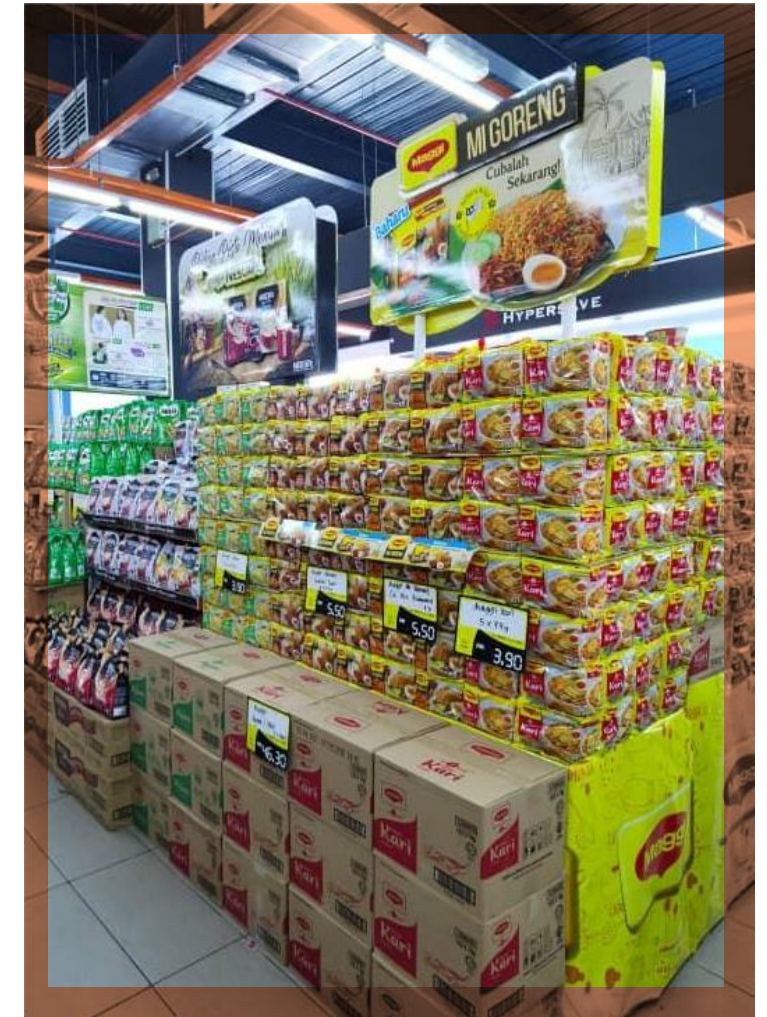
New ways to enjoy Nescafé



Innovations to meet Malaysians love for peanut butter



Strong sales execution across all channels



Engage and excite Malaysians, driving brand relevance



Nestle's salary for life season closed with a nationwide TV game show to choose the final winners

#1 program across all Malaysia TV channels for timeslot

Reached over 1.9million audiences

We continue investing for the future, building capabilities, efficiency and environmental sustainability.

REDUCING SINGLE USE PLASTIC



Nestle Malaysia rolls out 100% paper straws for entire UHT range by end 2020!



Nestlé Shaping a Waste-Free Malaysia



JOM JUARA, MENANG BERSAMA

GRW STRONGER
TOGETHER

Program Mentor Wanita Cukup Berani MAGGI®



JOM JUARA, MENANG BERSAMA

GRW STRONGER TOGETHER

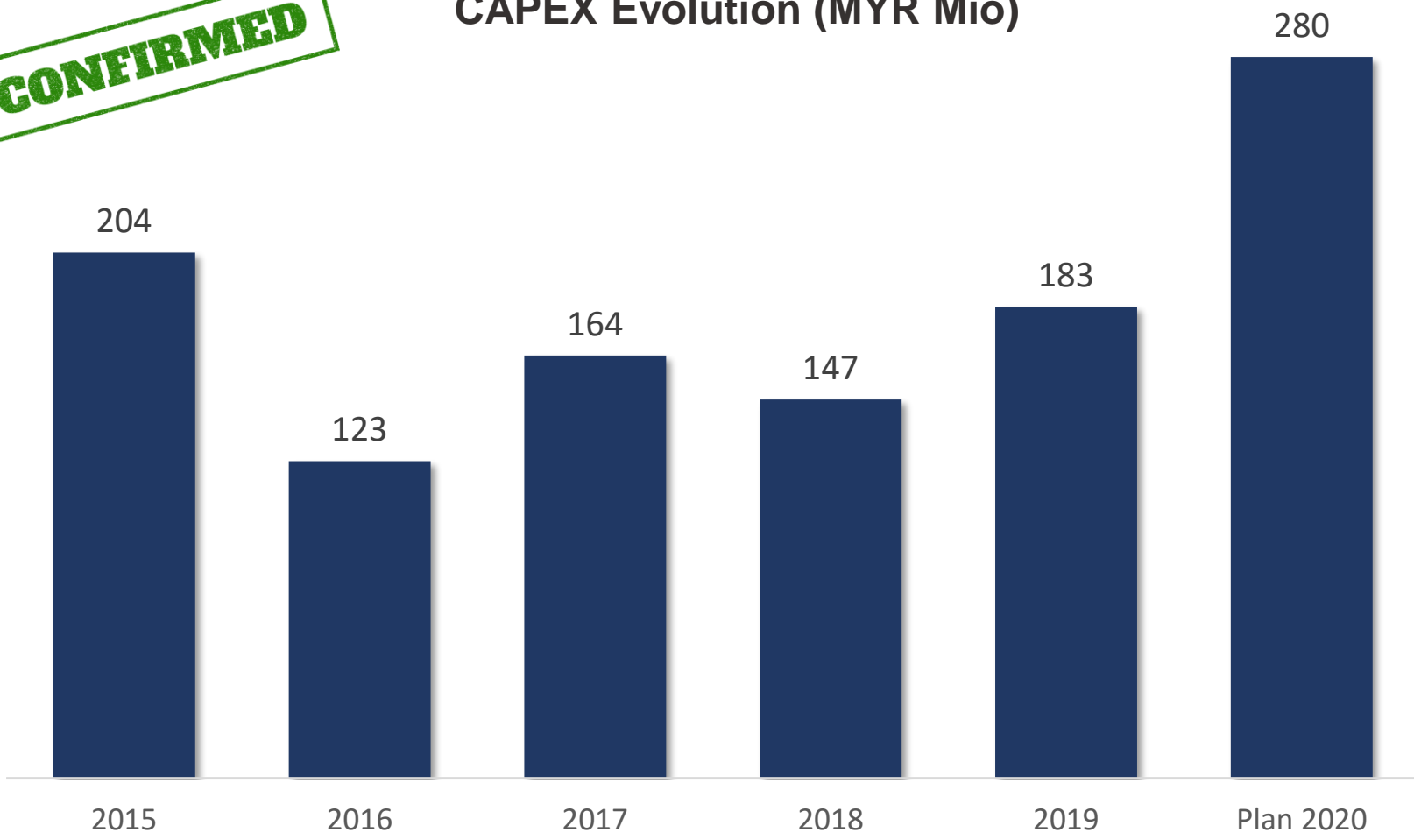
Nestlé Malaysia Creating Job Opportunities for 500 Youths by 2021



Nestlé Commits Six-year High Investment in 2020: Proof of confidence in Malaysia

CONFIRMED

CAPEX Evolution (MYR Mio)



Batu Tiga
Capacity Expansion



Entrance in New High
Growth Categories

**Malaysia will host
one of two Plant
Based Meal
Solutions
factories in Asia**



Plant Based products are a growing trend meeting expectations and aspiration for healthier and more environmentally efficient diets



- **Fast Growing Demand**
- **Better-For-You**
- **Better-For-Environment**

2020 guidance

1

Immediate priorities:

- *Safety of employees*
- *Ensuring supply of essential foods*
- *Helping the community*

2

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3

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Thank You