



Nestlé (Malaysia) Berhad

FY 2020 results


Agenda

1



**Nestle Malaysia
&
COVID-19**

2



**2020 Initiatives
&
Highlights**

3



**Nestle Malaysia
2020 Results**

Agenda

1



**Nestle Malaysia
&
COVID-19**

2



**2020 Initiatives
&
Highlights**

3



**Nestle Malaysia
2020 Results**

Protecting our employees & business continuity during the COVID-19 Pandemic

Enhanced Social Distancing



Antigen Testing Protocols



PPE Across all Sites



Segregated Shifts



Frontline Support



Nestlé Malaysia Leading the Way with Program for Prevention of Outbreak at Ignition Sites (POIS)



COVID-19 Management Sharing



1st Company in Selangor certified with POIS



Product Sharing



Demonstration of "Entry Check" by nurse



Tasting Demonstration


Agenda

1



Nestle Malaysia
&
COVID-19

2



2020 Initiatives
&
Highlights

3



Nestle Malaysia
2020 Results



Nestlé Fulfils RM15 Million Pledge to COVID-19 Relief Efforts





100% Paper Straws for UHT range: Nestlé will eliminate over 200 million Plastic Straws per year





Leading the way on Sustainability: Nestlé to Plant 3 Million Trees by 2023 in Malaysia





Nestlé Partners with MBPJ: Pioneering Recycling Programme launched in 2 townships & 1 PPR





KITKAT's Break Bus campaign to front liners



JUMLAH JARAK BATU DICAPAI

1, 1 6 5, 8 7 9



1,165,879 miles achieved in NESTLÉ OMEGA PLUS' first Walk A Million Miles virtual event





We continue to invest behind exciting concepts & innovations

Limited Edition



✧ NESCAFÉ Classic KOPI KEDAH ✧



100% homegrown coffee, grown & harvested in **Kedah**



Smooth and authentic taste of local coffee



Grown with respect, to support the livelihoods of local farmers

Strong sales execution in 2020, looking forward to an exciting 2021



Agenda

1



Nestle Malaysia
&
COVID-19

2



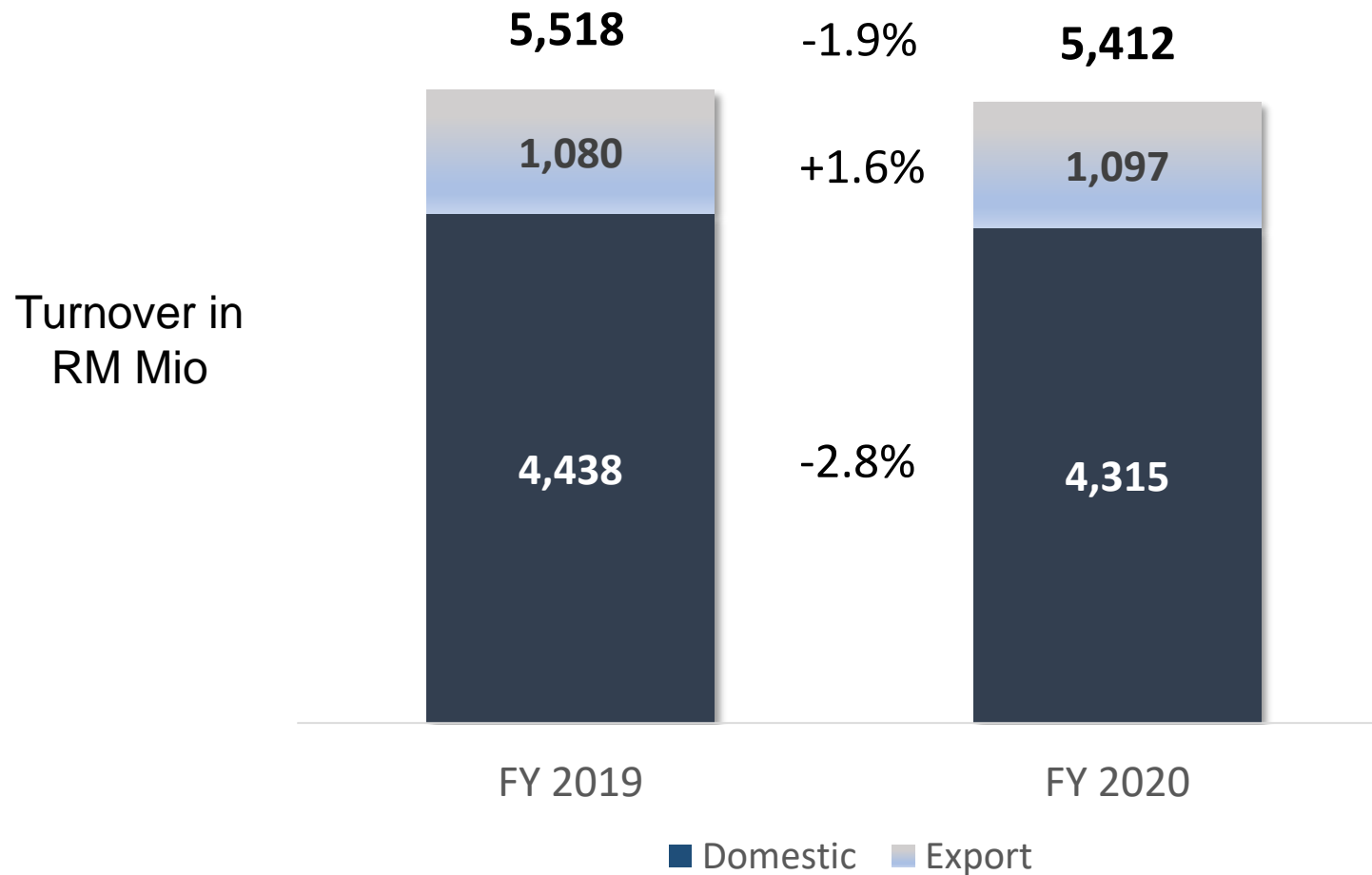
2020 Initiatives
&
Highlights

3

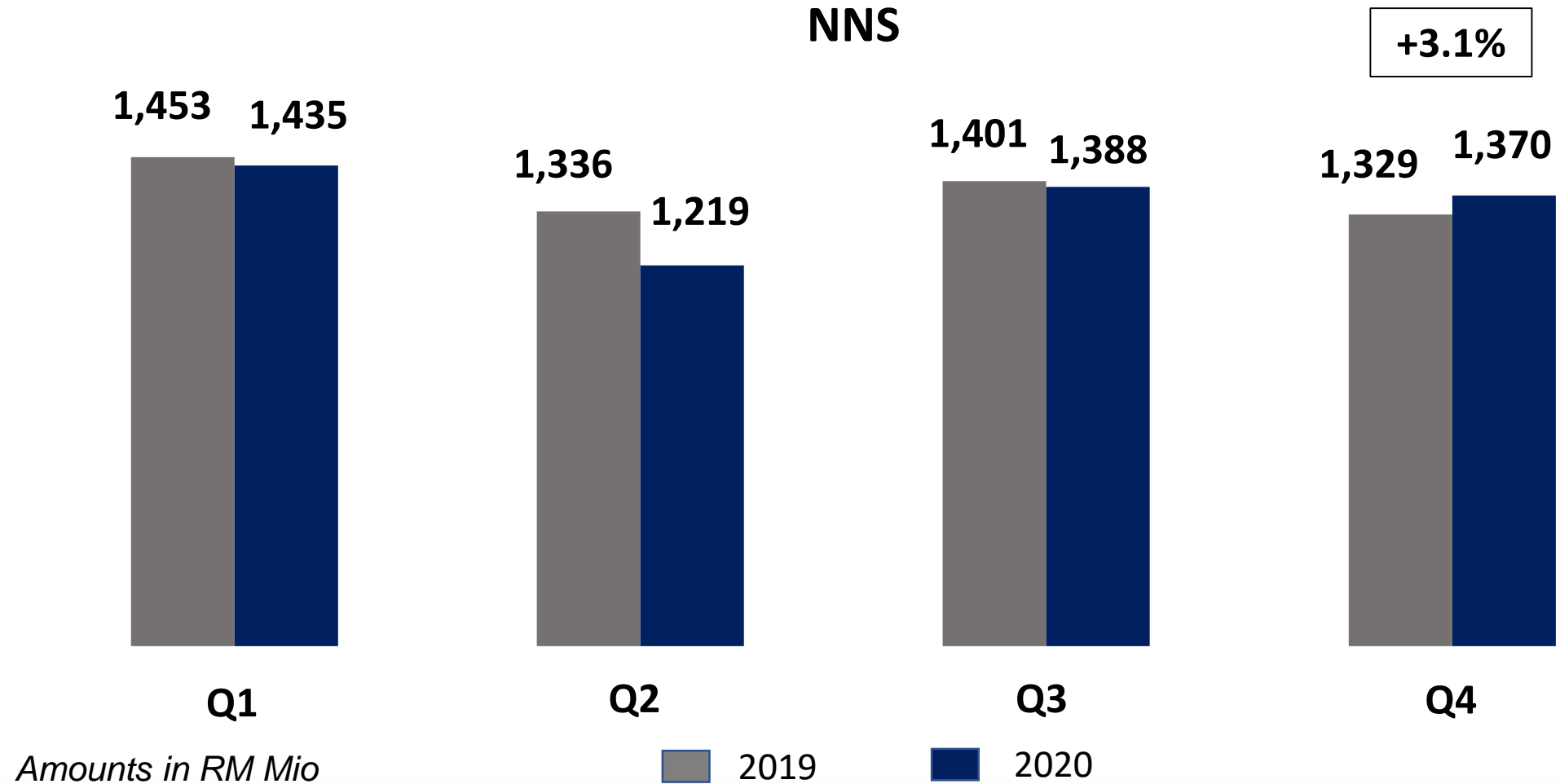


Nestle Malaysia
2020 Results

2020 performance was impacted by COVID-19

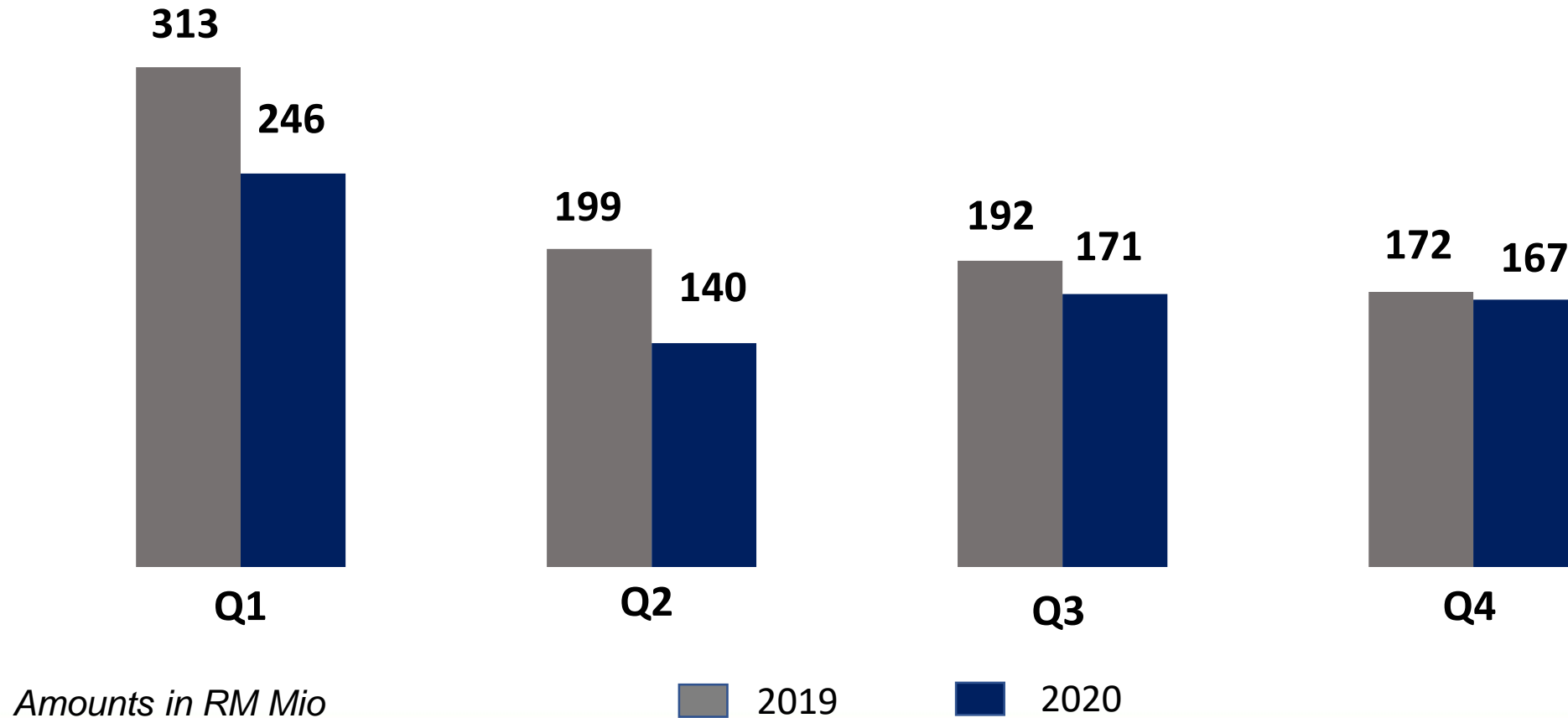


Strong improvement in Q4 with Topline returning to growth

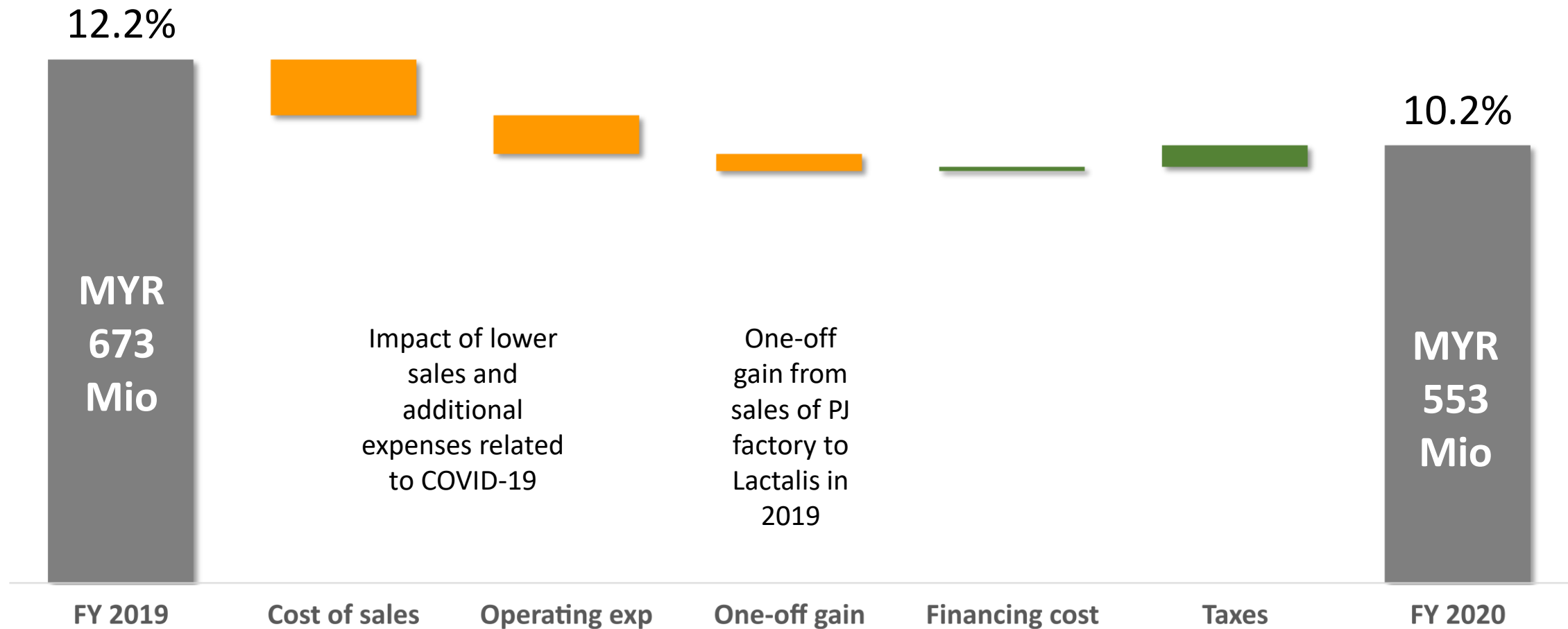


Strong improvement in Q4 with profit stabilizing

Profit Before Tax



Profit After Tax evolution

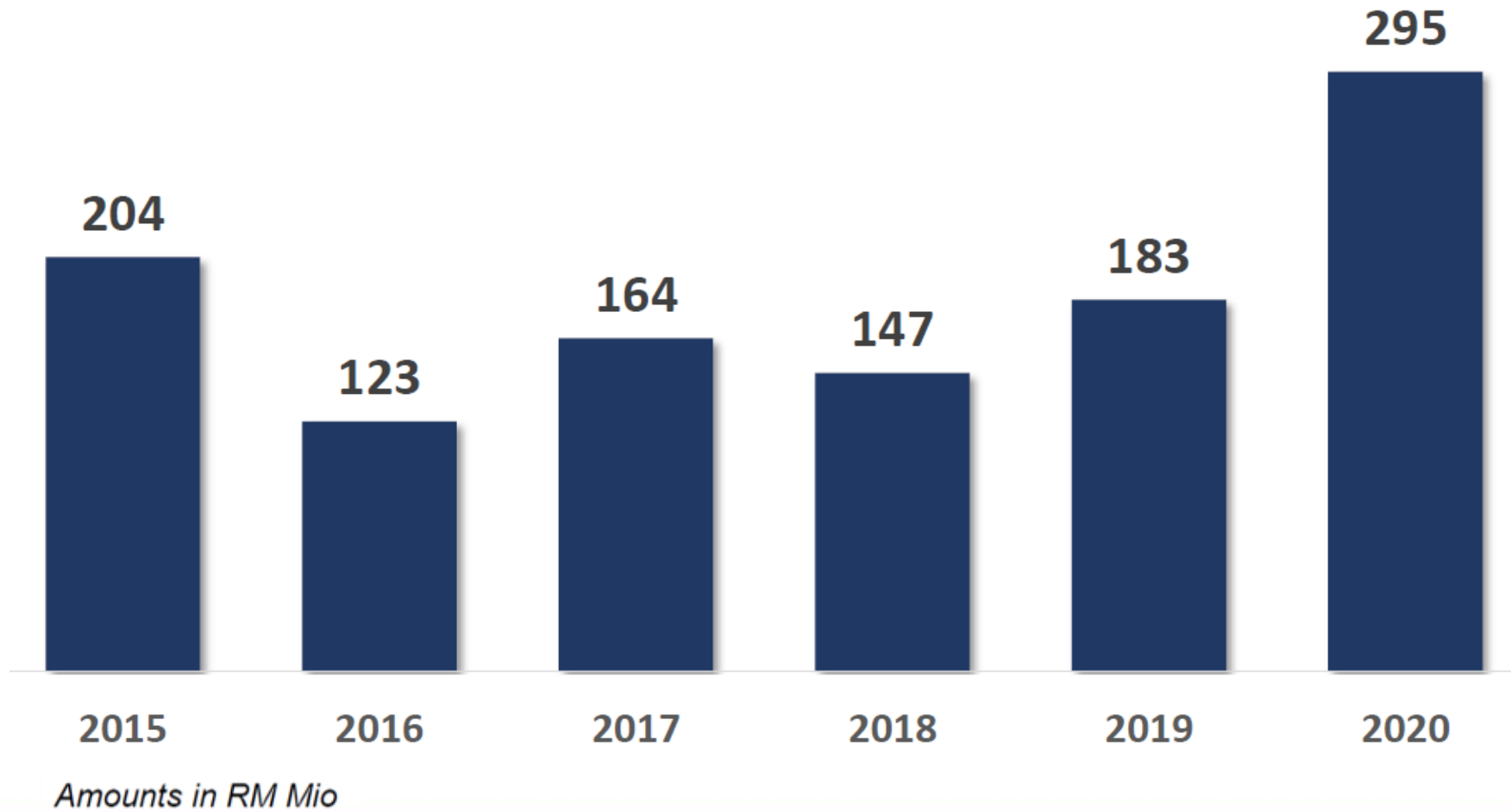


Strong cash flow with effective working capital management

<i>Amounts in MYR mio</i>	YTD 2019	YTD 2020
PBT adjusted for depreciation & interest	1,068	939
→ (Increase)/Decrease in working capital	(151)	133
→ Income tax & others	(191)	(163)
Net Cash from Operating Activities	726	909
→ Capital investments	(183)	(295)
→ Others	105	5
Cash Flow after Investing Activities	648	619

2019 incl
proceeds of
sale of PJ
factory

Highest CAPEX investment in six years



Batu Tiga
Capacity Expansion



Plant Based
Meal Factory

Key Takeaways

Key Priorities:

1

1. *Ensuring safety of employees*
2. *Ensuring supply of essential foods*
3. *Helping the community*

2

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

3

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





Thank You