



Good Food, Good Life



Nestlé (Malaysia) Berhad

Q1 2021 results



Good Food, Good Life

GRW
STRONGER TOGETHER
JOM JUARA, MENANG BERSAMA

Agenda

1



**Nestle Malaysia
in the
New Normal**

2



**Q1
Business
Update**

3



**Innovation
&
Business
Initiatives**

Agenda

1



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**Innovation
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COVID-19: High Risk Context Remains

Priorities Unchanged: Ensure Safety and supply continuity

- Robust Antigen Testing
- Robust SOPs across all sites
- Short term costs remain relevant



Agenda

1



Nestle Malaysia
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New Normal

2



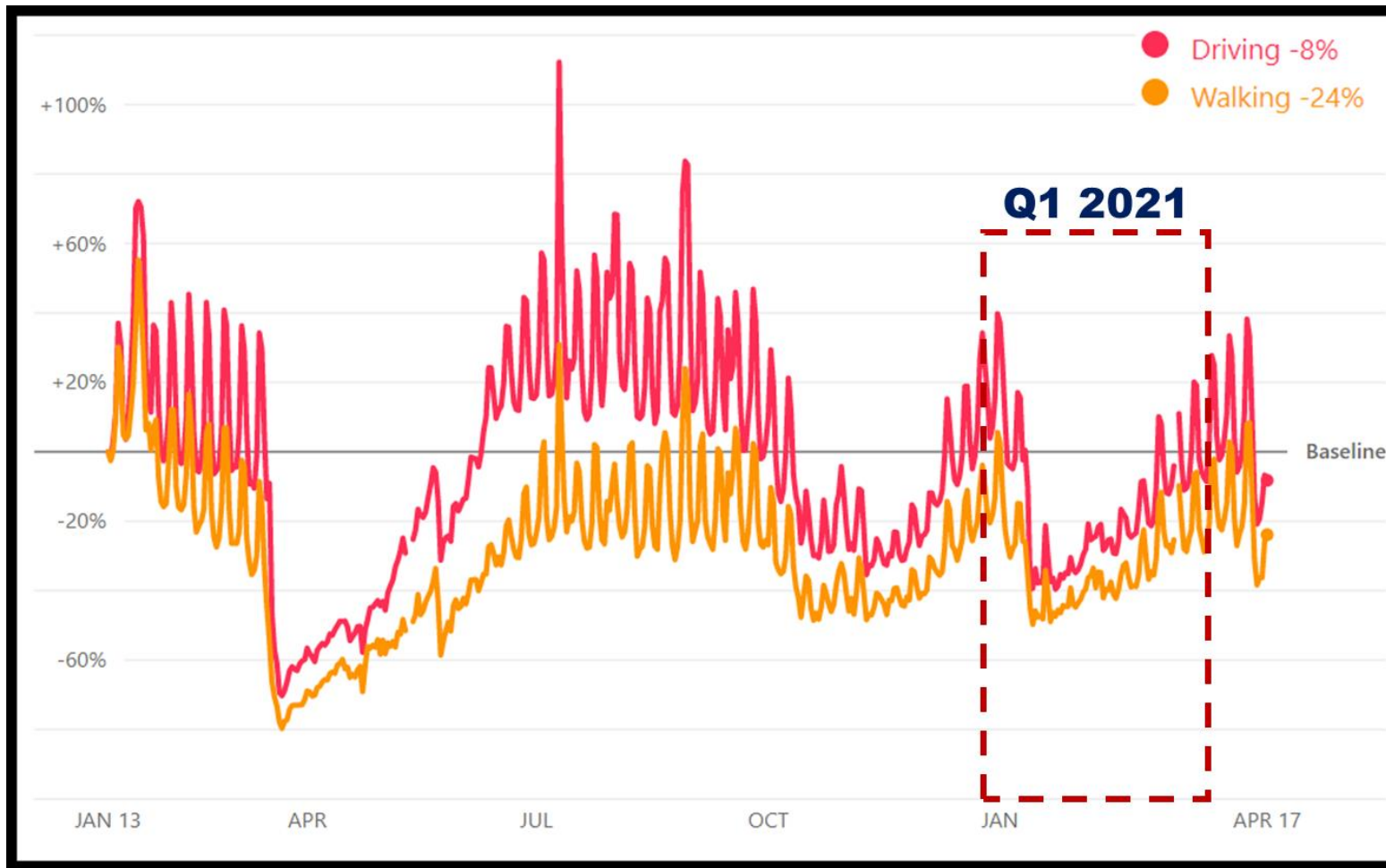
Q1
Business
Update

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Innovation
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Malaysian mobility severely impacted during MCO 2.0

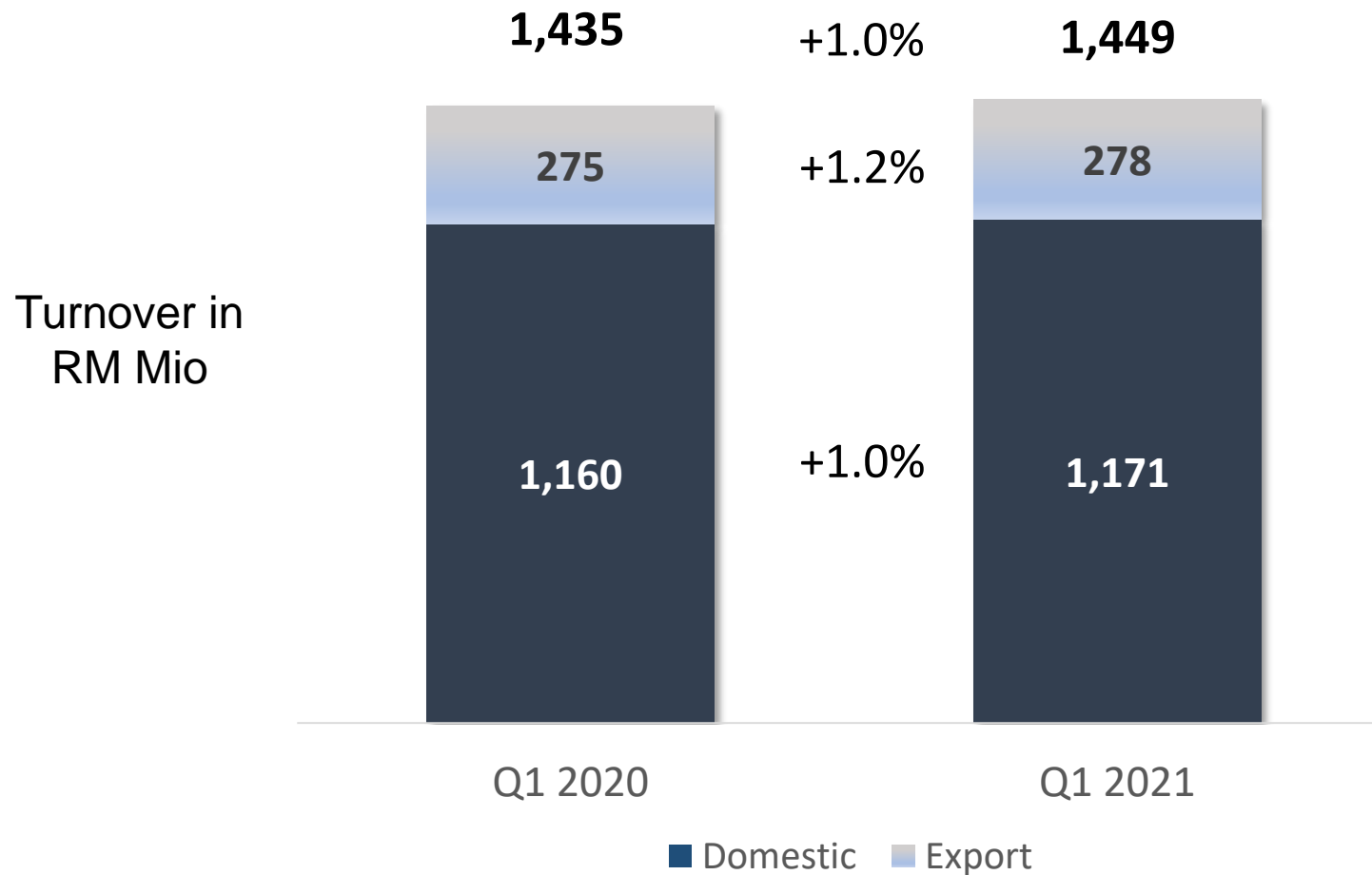


Malaysian Mobility in Q1

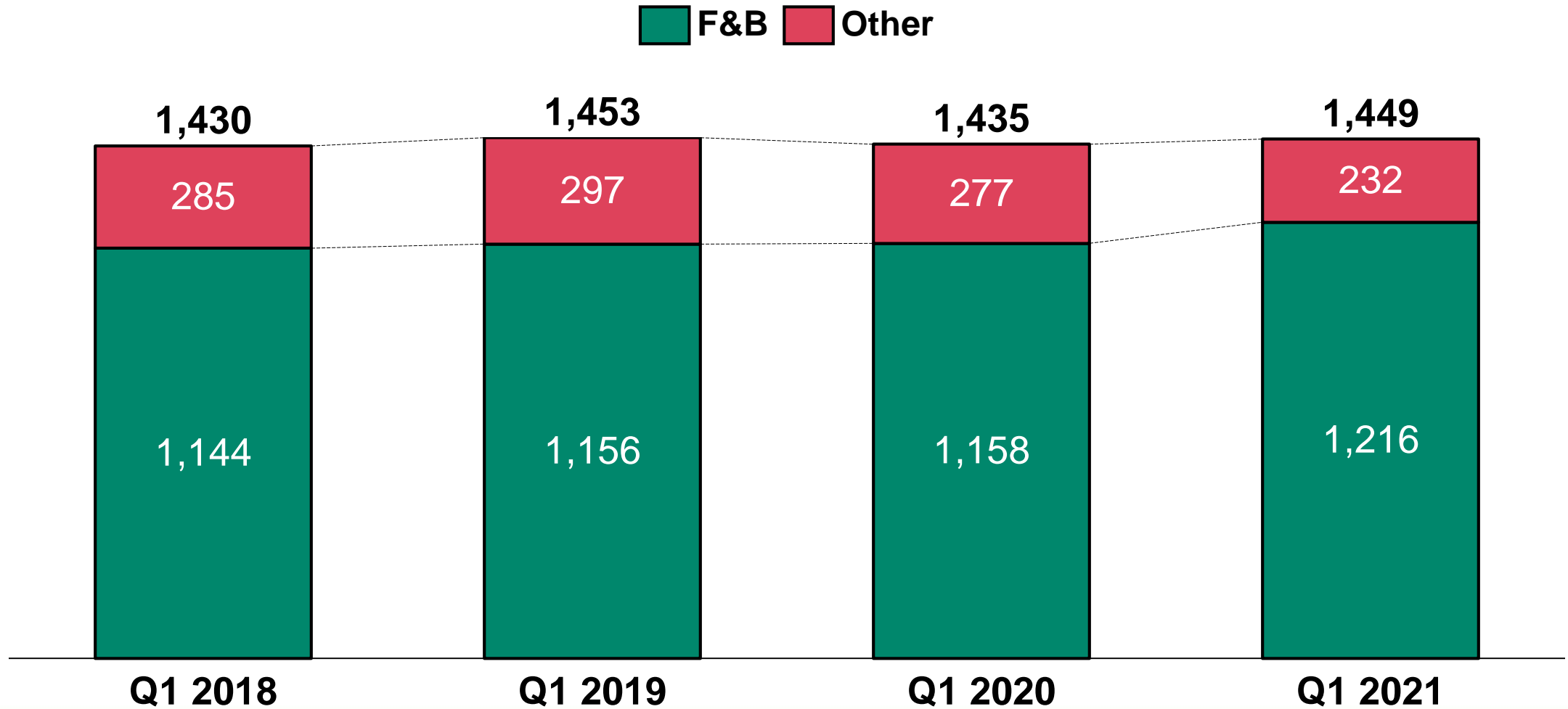
- Q1 Mobility lower by up to 40% compared to Jan 2020 Baseline.
- Recovery to baseline only in final weeks of Q1. Full recovery will take time.
- HORECA sector remains heavily impacted throughout the quarter.

Source: Apple Mobility Trends Report

Improvement in both Domestic and Export sales



Q1 Evolution, MCO impact continues to be felt in 'others'



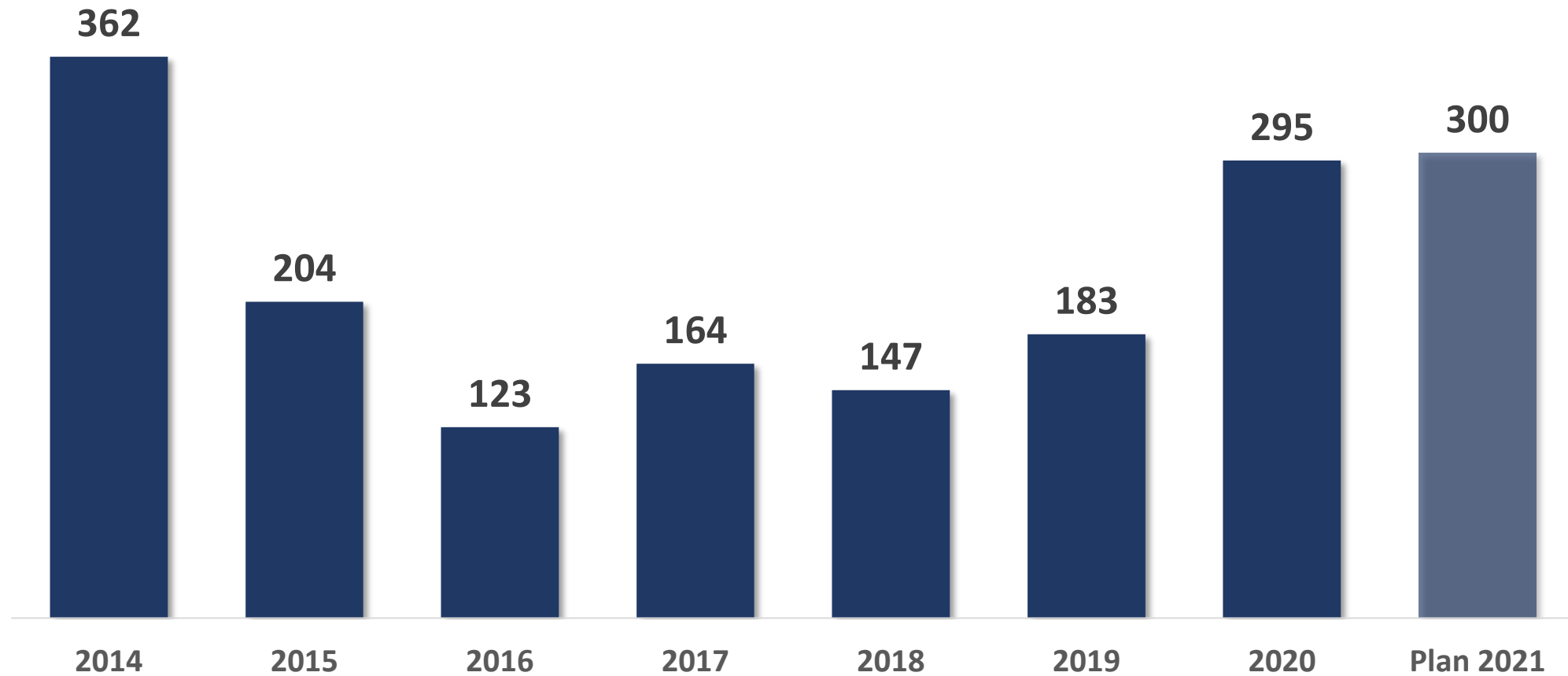
Profit still impacted by COVID



Strong cash flow with effective working capital management

<i>Amounts in MYR mio</i>	Q1 2020	Q1 2021
PBT adjusted for depreciation & interest	298	276
→ (Increase)/Decrease in working capital	(22)	45
→ Income tax & others	(38)	(43)
Net Cash from Operating Activities	238	278
→ Capital investments	(9)	(43)
→ Others	1	1
Cash Flow after Investing Activities	230	236

Highest capital investment since 2015



Amounts in RM Mio

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**Innovation
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Driving growth with strong sales execution during CNY



Supported by strong innovations in Ice Cream



Our journey into plant based territory accelerates

Factory official opening and Harvest Gourmet retail range launch



Launch of Nestlé Dairy Free Drinks under Milo and Nescafe



THE NEW NESTLE DAIRY FREE DRINKS



**NESTLE Malaysia FIRST,
Available now!**



Have a break, have a 

#1 ICE CREAM PRODUCT

[YTD VALUE SALES, NIELSEN RETAIL AUDIT]

MOST SUCCESSFUL NPD WELL-LOVED BY MALAYSIAN



Renovated to WIN in fast growing recipe mixes paste segment

NEW



Made with fresh ingredients and 'rempah asli' (authentic spices)



Sustainability efforts remain a priority

**MAREA: 1st Voluntary EPR
in Malaysia**



**Partnership for Kerbside Collection:
Phase I: 8,000 HH, Phase II: 12,000**



Milo Sayang Bumi kickstarts Milo's journey to CO2 & Plastic neutrality



Key Takeaways

1

Employees Safety and Supply continuity remain as non-negotiable priorities.

2

Solid growth momentum, with positive expectations on OOH progressive recovery

3

Tension on commodity markets partially mitigated by hedging policies in H1.





Thank You