



Good Food, Good Life



# *Nestlé (Malaysia) Berhad*

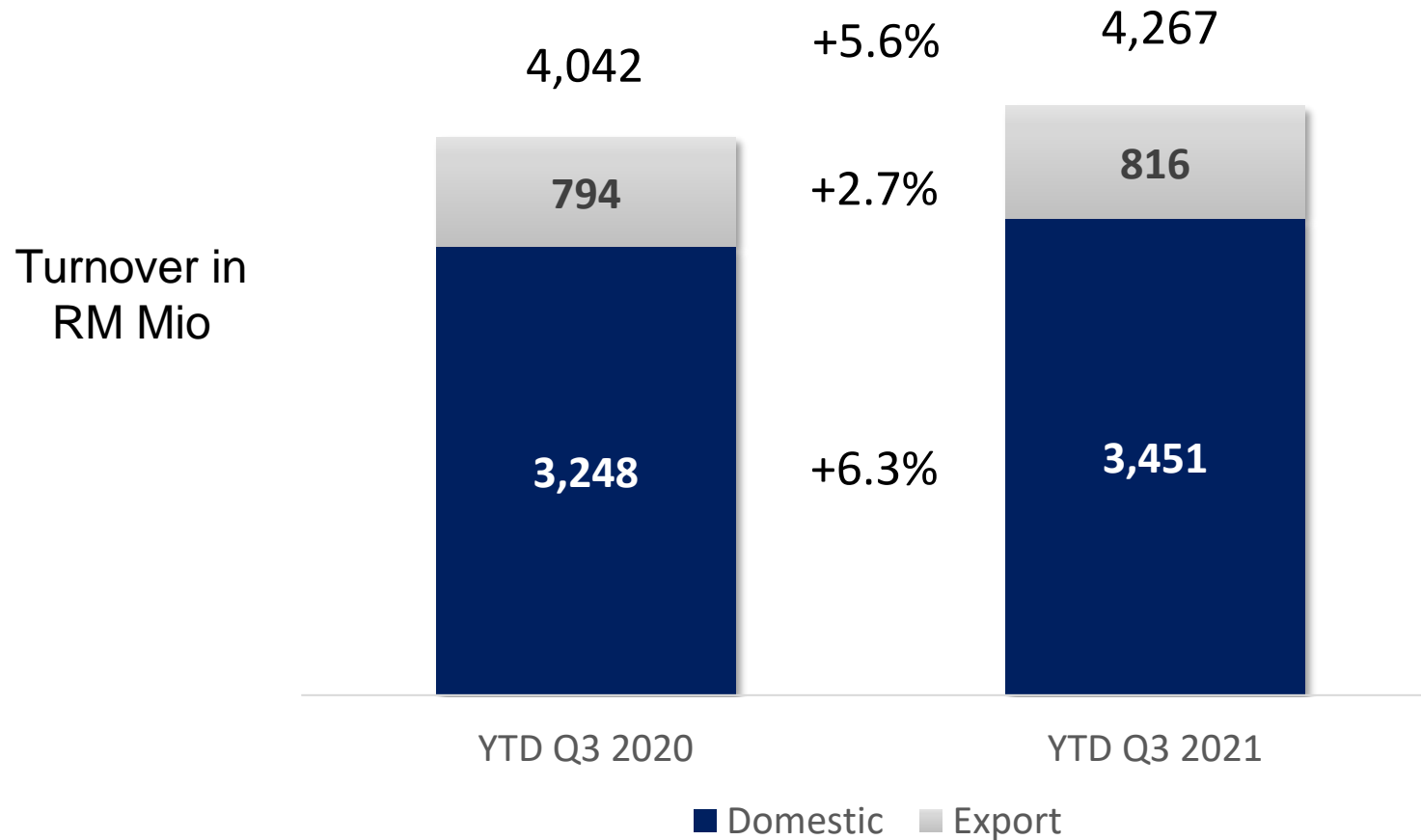
Q3 2021 results



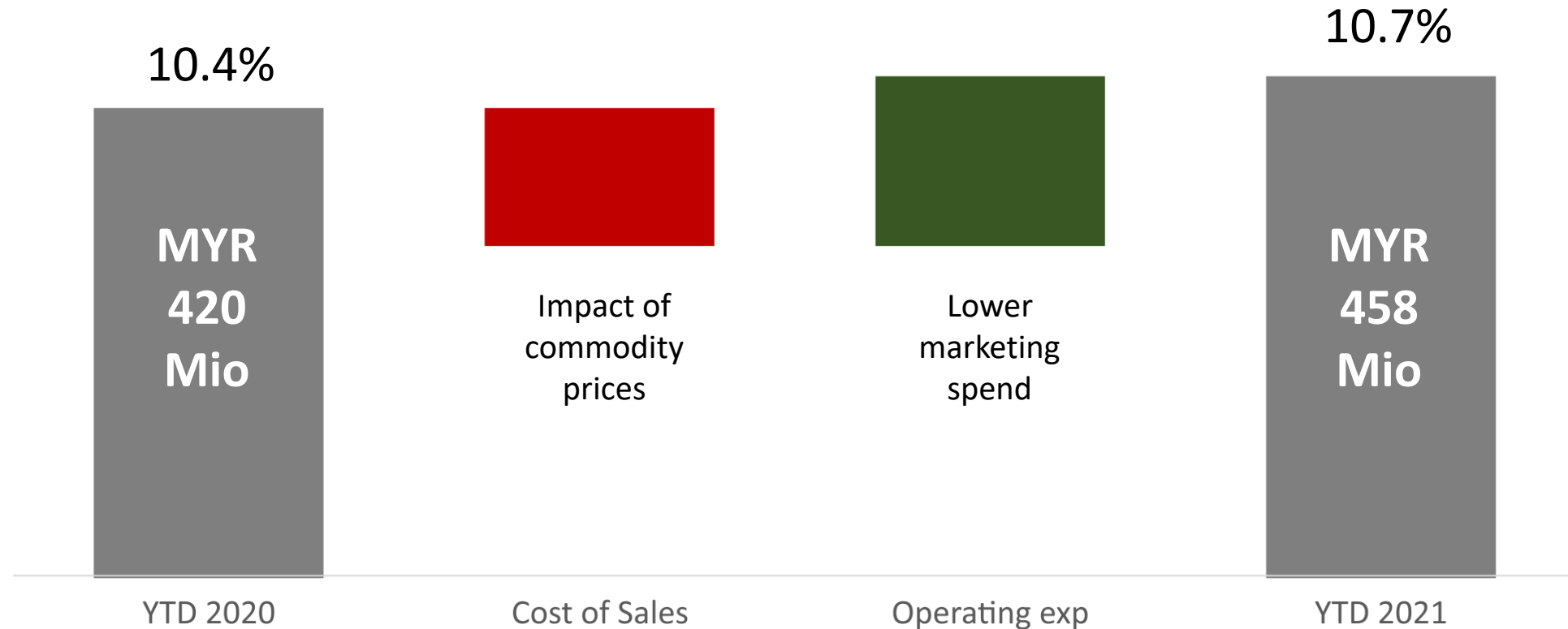
Good Food, Good Life

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

# Improvement in YTD driven by strong growth in Domestic



# PAT improvement driven by lower operating expenses



## Strong cash flow with improved profit & solid working capital management

<i>Amounts in MYR mio</i>	YTD 2020	YTD 2021
<b>PBT adjusted for depreciation &amp; interest</b>	<b>719</b>	<b>776</b>
→ (Increase)/Decrease in working capital	6	(5)
→ Income tax & others	(114)	(111)
<b>Net Cash from Operating Activities</b>	<b>611</b>	<b>660</b>
→ Capital investments	(101)	(123)
→ Others	3	1
<b>Cash Flow after Investing Activities</b>	<b>513</b>	<b>538</b>

# Priorities unchanged, but refocused post COVID!

## SAFETY

98% Vaccinated. Containment SOP to continue and discussing booster shots with MOH.

## SUPPLY

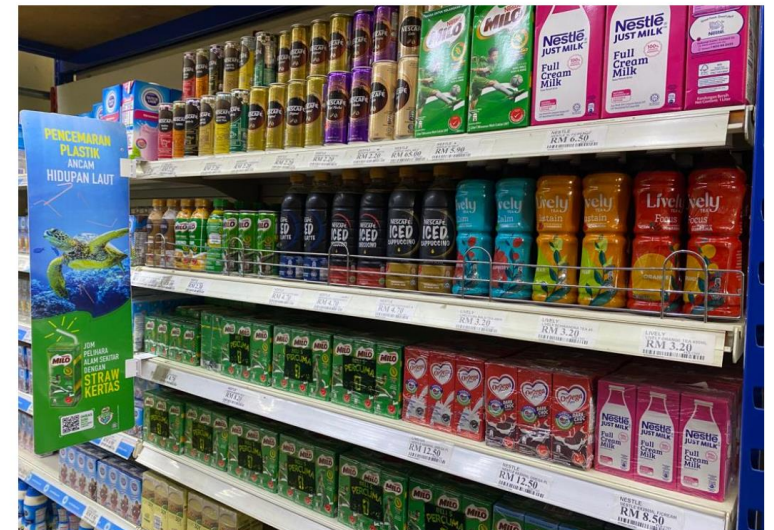
Ensure supply of essential Food and Beverages, in a context of multiple disruptions

## SUPPORT

Play our part to support Malaysia at a time when many are struggling



# Well Prepared For The Post Lockdown Phase



# Our Plant Based Product Rollout Continues



# We continue tapping on emerging consumer trends





Our brands continue to make a positive impact in the lives of Malaysians

**Walk A MILLION MILES** 2021  
Nestlé **Omega plus**

MELANGKAH BERSAMA JANTUNG DIJAGA

YAYASAN JANTUNG MALAYSIA  
FIFTY THOUSAND ONLY RM50,000.00

IJN FOUNDATION  
FIFTY THOUSAND ONLY RM50,000.00

EVERY STEP COUNTS!!  
#LANGKAHBERSAMA #JANTUNGDIJAGA

**RM100,000**  
**CONTRIBUTED IN**  
**SUPPORT OF HEART**  
**PATIENTS IN NEED**

# We Remain Committed To A Greener Malaysia



# We Translate Words Into Actions

