



Nestlé (Malaysia) Berhad

FY 2021 results

NESTLÉ Malaysia: 2021 In a Nutshell

TUAIAN 2021 ☉ Kopi Tempatan ☉ Pertama NESCAFÉ

EDISI 2021

NESCAFÉ CLASSIC

KOPI *Kedah* 85% KEMAMPUAN MENYUSUN KASIH

170g KOPI SEGEHA

DISEMAI DENGAN KASIH
— NESCAFÉ 1938 —

The advertisement features a central image of a smiling coffee farmer in a red jacket and hat, holding coffee cherries. To his right is a can of Nescafé Classic Kedah coffee. The background is a lush coffee plantation with green leaves and red cherries. A circular inset shows a modern kitchen. The overall theme is local coffee production and care.

A Year Of Growth Acceleration In Uncertain Conditions



JOM JUARA, MENANG BERSAMA

GR  **W** STRONGER TOGETHER

With COVID Constrained Operations & Vaccination Drive



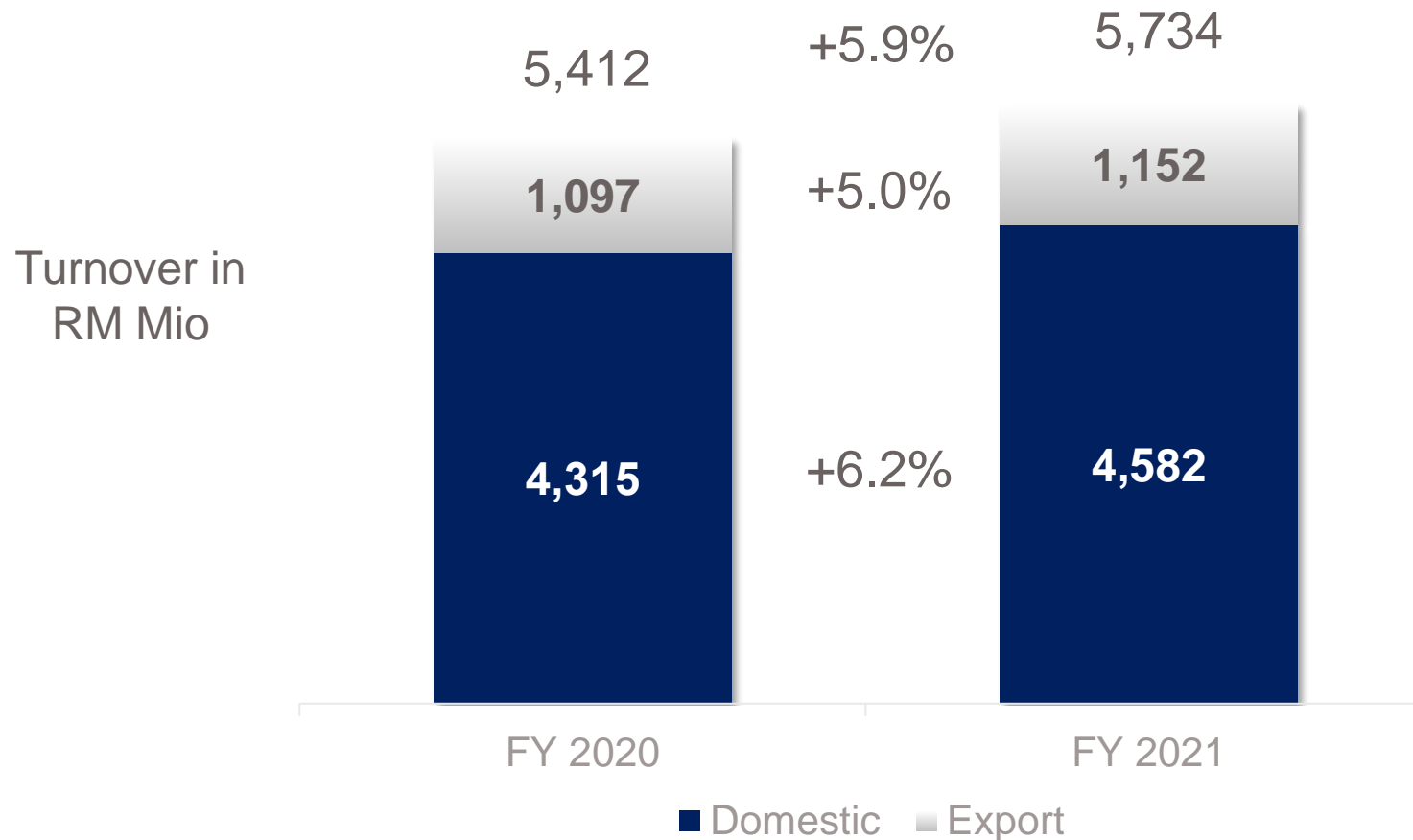
Continuing to drive new and exciting innovations



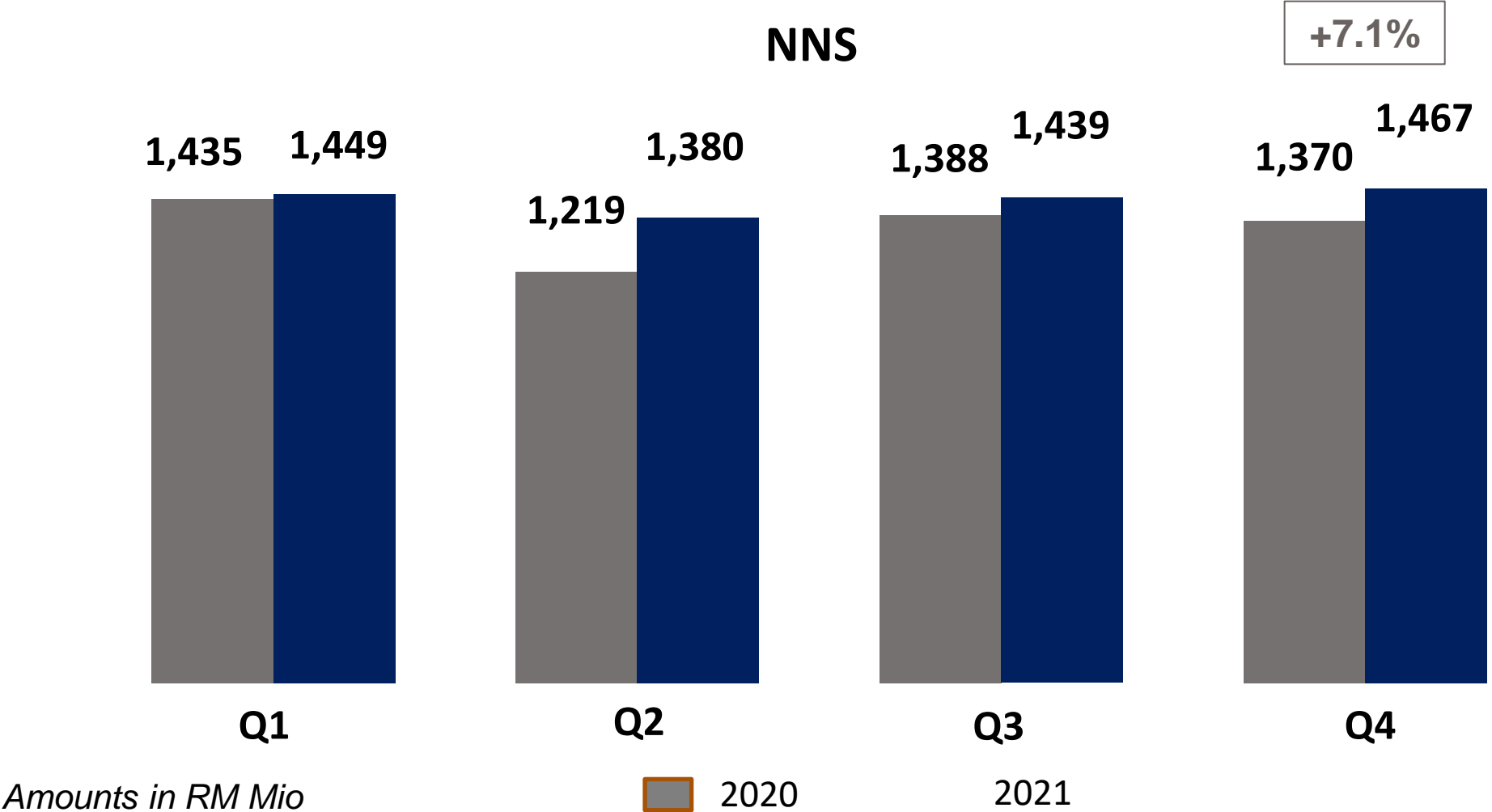
And Environmental Sustainability Remaining a Priority



Improvement in both Domestic and Export sales

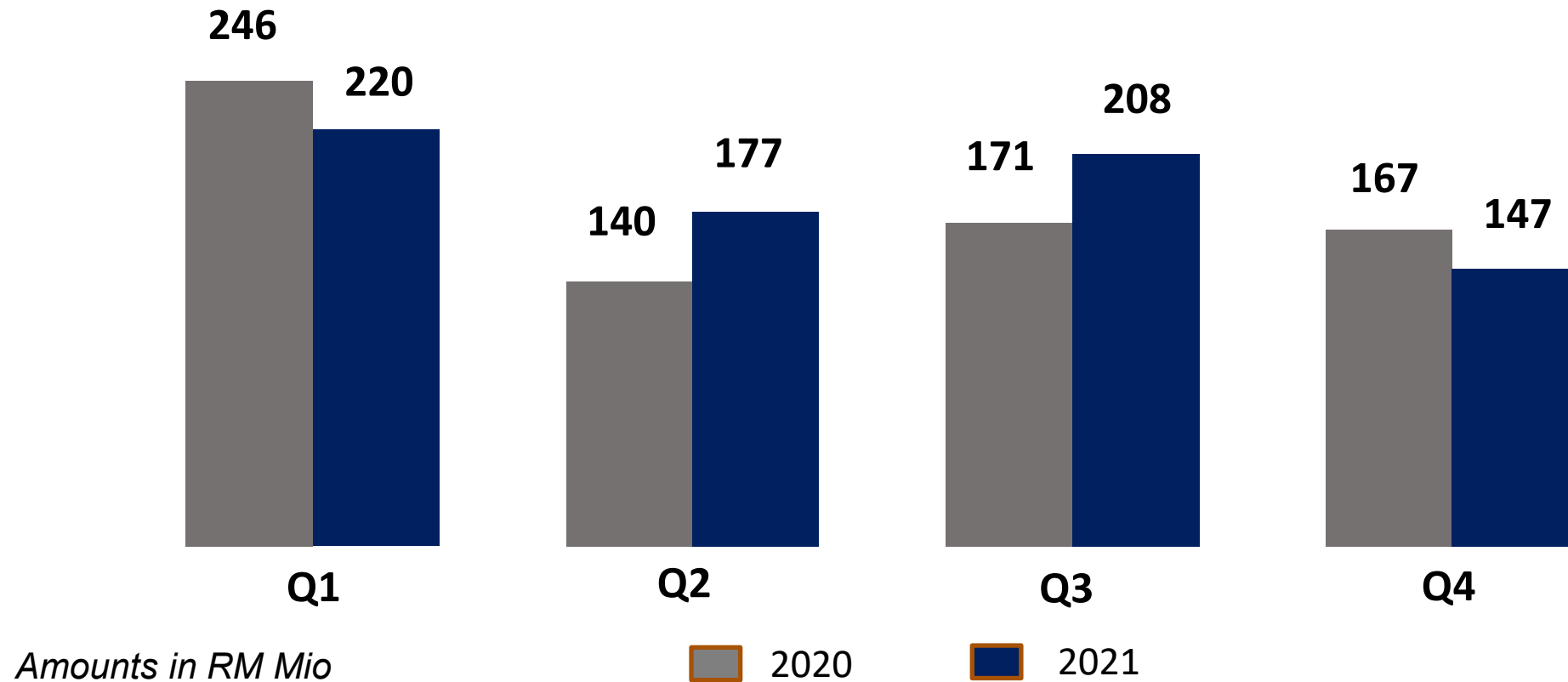


Topline continued to improve in Q4 2021

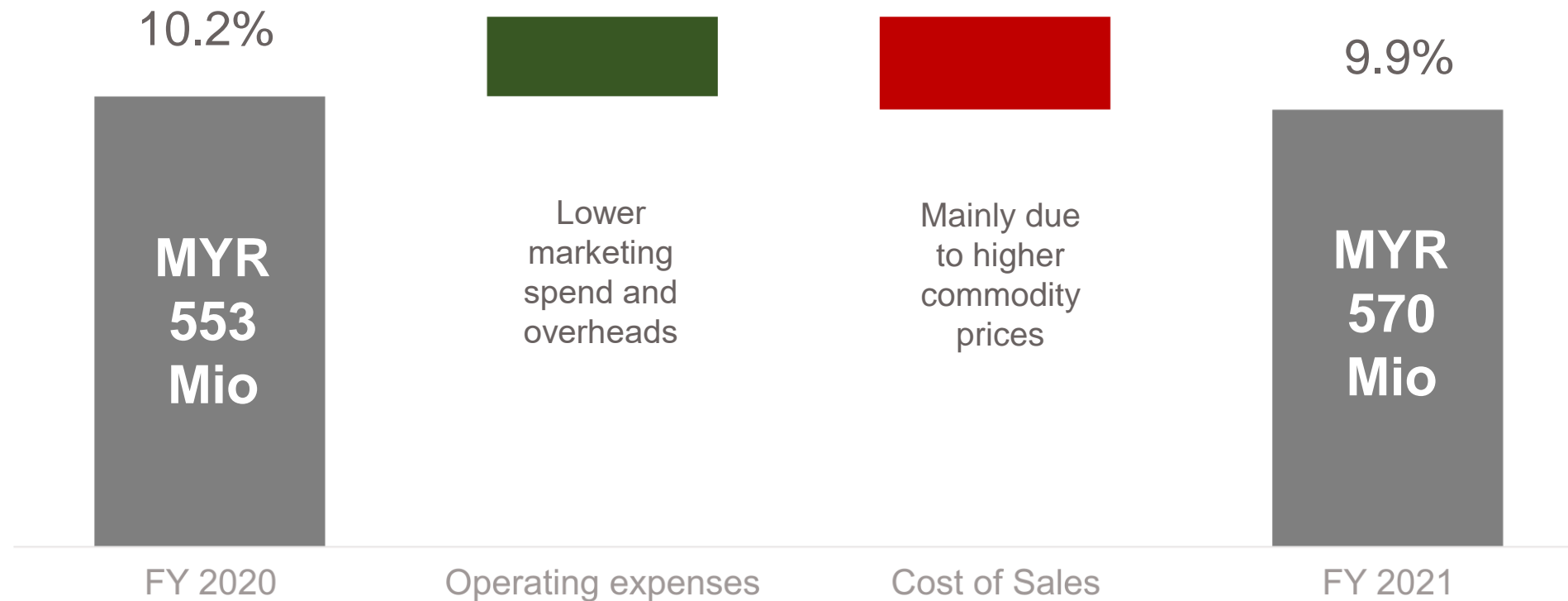


FY 2021 profit improved but Q4 impacted by commodity prices

Profit Before Tax



PAT margin lower mainly due to higher cost of sales



Strong cash flow with improved profit & solid working capital management

<i>Amounts in MYR mio</i>	YTD 2020	YTD 2021
PBT adjusted for depreciation & interest	939	979
→ (Increase)/Decrease in working capital	133	84
→ Income tax & others	(163)	(176)
Net Cash from Operating Activities	909	887
→ Capital investments	(295)	(275)
→ Others	5	9
Cash Flow after Investing Activities	619	621



Thank You