



Good Food, Good Life



# ***Nestlé (Malaysia) Berhad***

Q4 / FY 2022 results



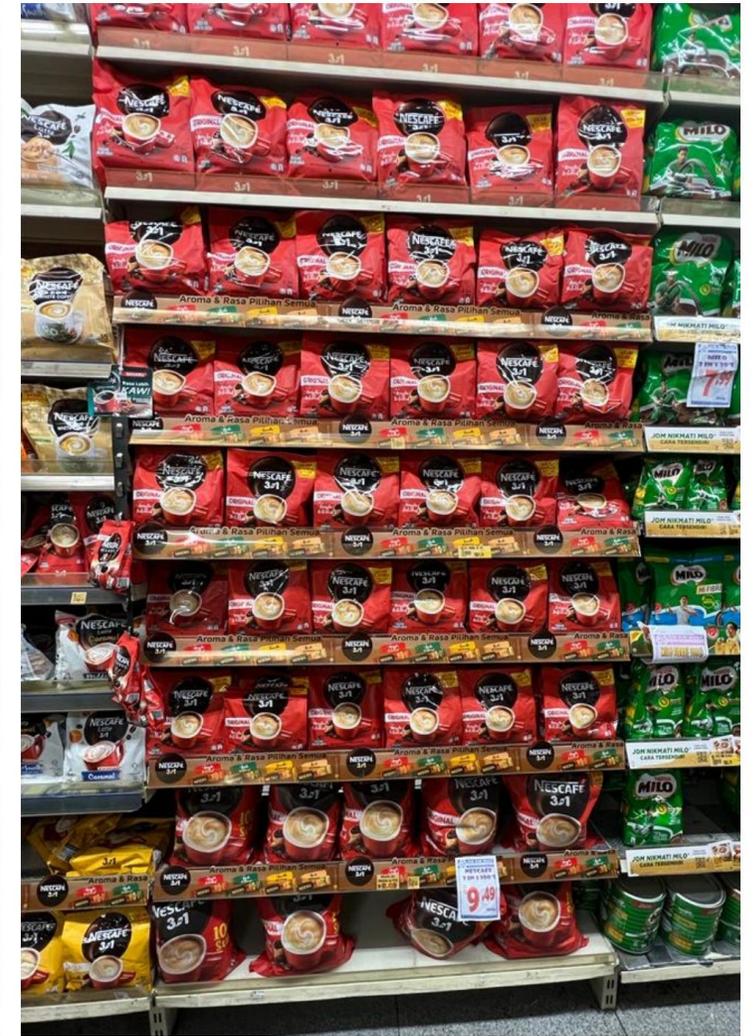
Good Food, Good Life

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

# 2022: Back to normal in OOH & Mobility Channels



# Further building brand relevance with solid execution



# Robust & Exciting Product Innovations Further Driving Success



# Acceleration in our journey to Net Zero

## Climate Change

- Reduced around 300,000 tonnes of Co2 in 2022 (Through Operation Projects, Green Electricity Tariff (GET) subscription & Premium Sourcing)
- Project REleaf: Planted around half a million of trees and 1 million seedling in 2022



## Sustainable Packaging

- Reduced over 1,000 tonnes of Virgin Plastic and achieved 75% of Design for Recycling in 2022
- Collected over 4,000 tonnes of plastic and reached out to more than 110,000 households (urban and rural) in 2022.



## Sustainable Sourcing

- 99% of our palm oil and palm oil products are RSPO-certified
- Engaged and Impacted 480 farmers through our Farmer Connect Programmes (Nestlé Chilli Club, Paddy Club and Nescafe Grown Respectfully)



## Caring for Water

- Provided clean and safe water for 9 villages in 2022, benefitting 160 *orang asli* families.
- 68,000m<sup>3</sup> of water use reduction in our factories through various manufacturing projects



# Key messages

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## **Resilient financial performance**

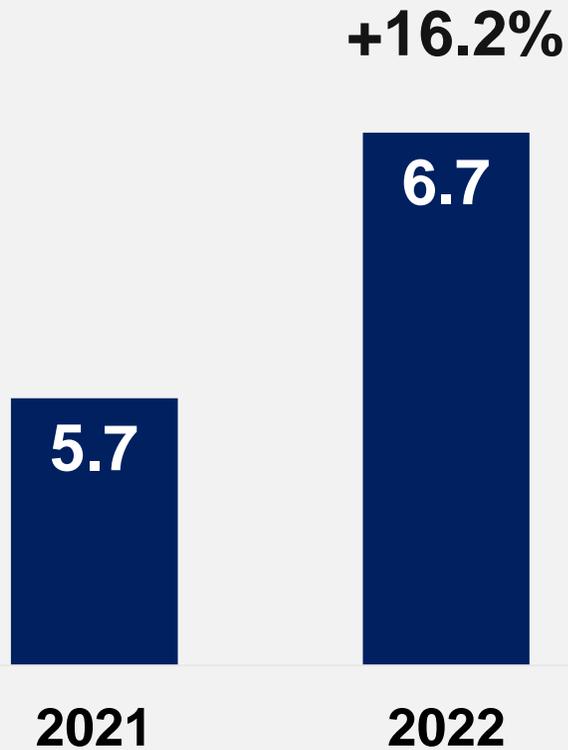
- Solid growth of 16.2%, supported by both domestic and export markets
- Steady operating profit margin amidst significant cost inflation, partially mitigated by cost efficiencies and revenue growth
- Earnings per share growth of 8.9%

## **Continued progress on our ESG agenda**

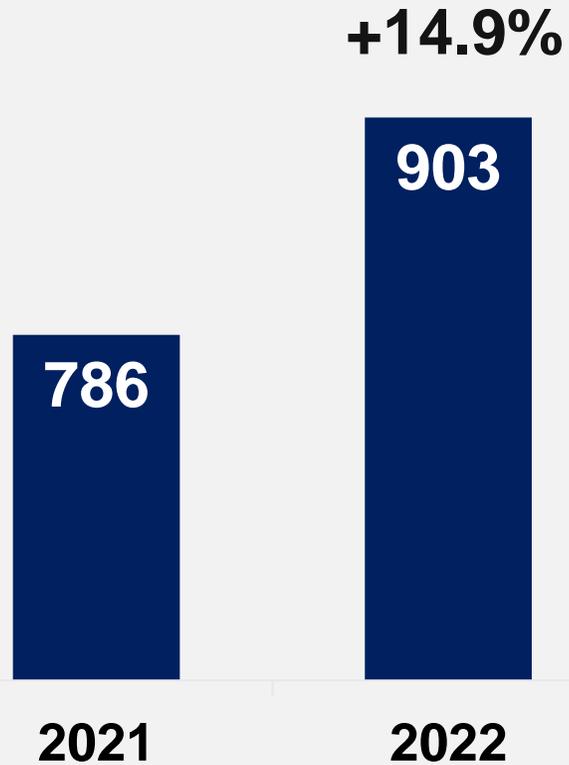
**Board proposes 3rd interim dividend of 122 sen, total dividend payout for the year 262 sen (an increase of 20 sen)**

# Resilient financial performance

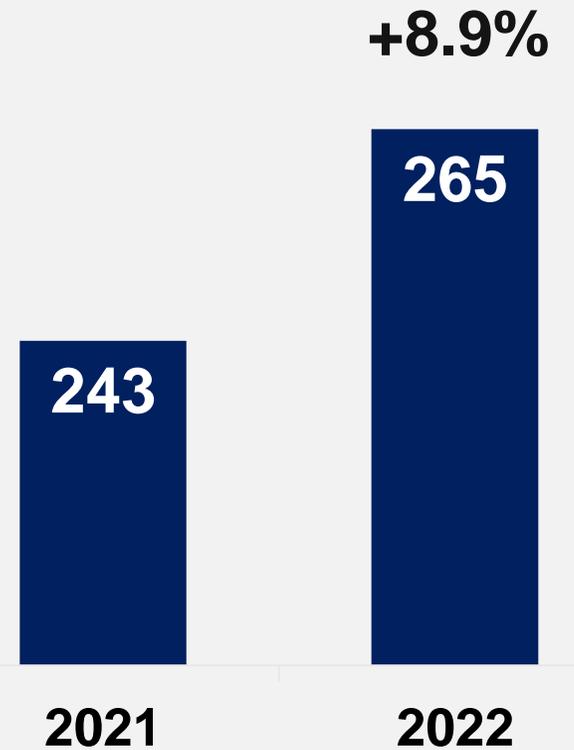
**Sales**  
(in RM billion)



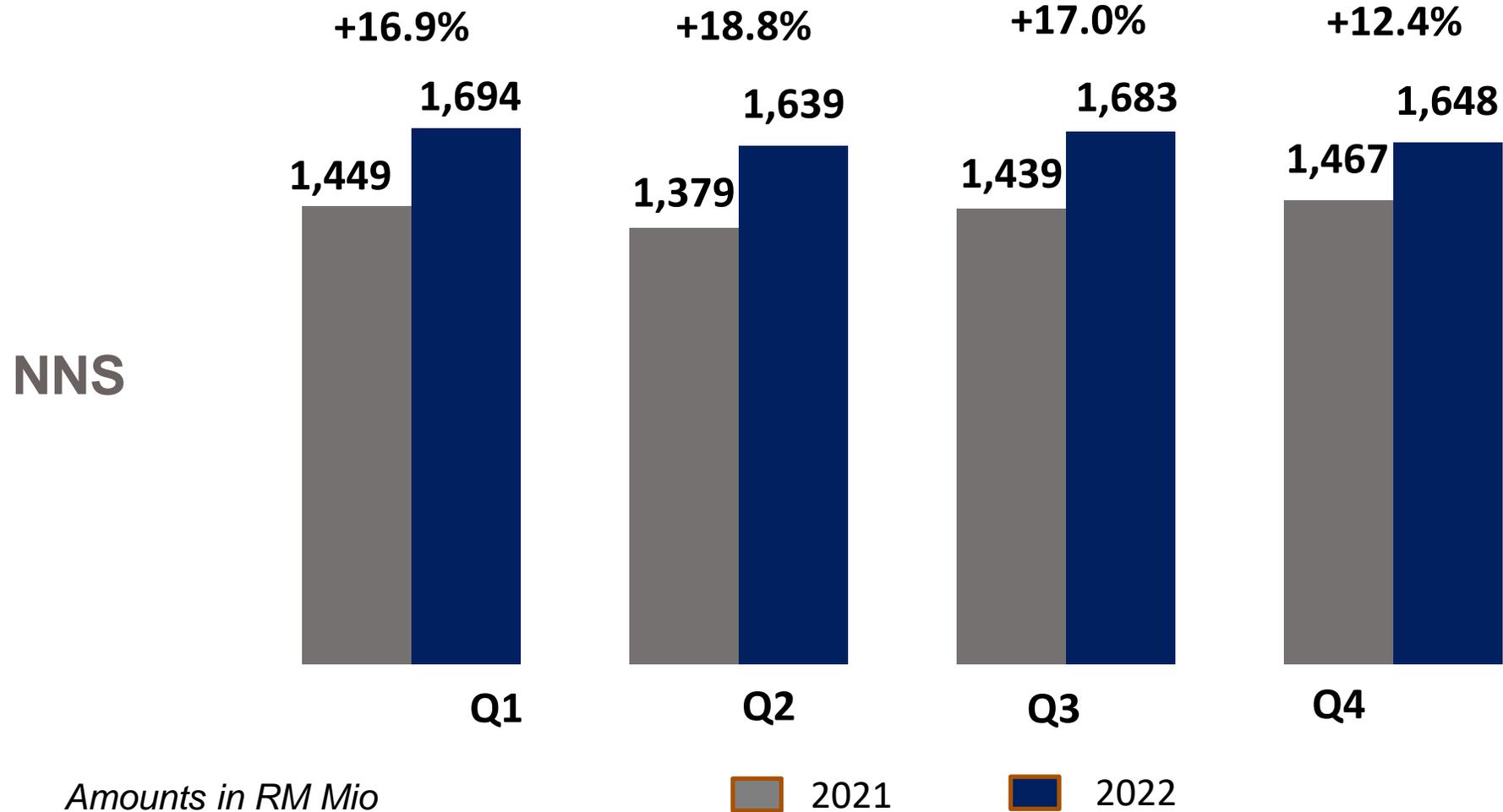
**Operating profit**  
(in RM million)



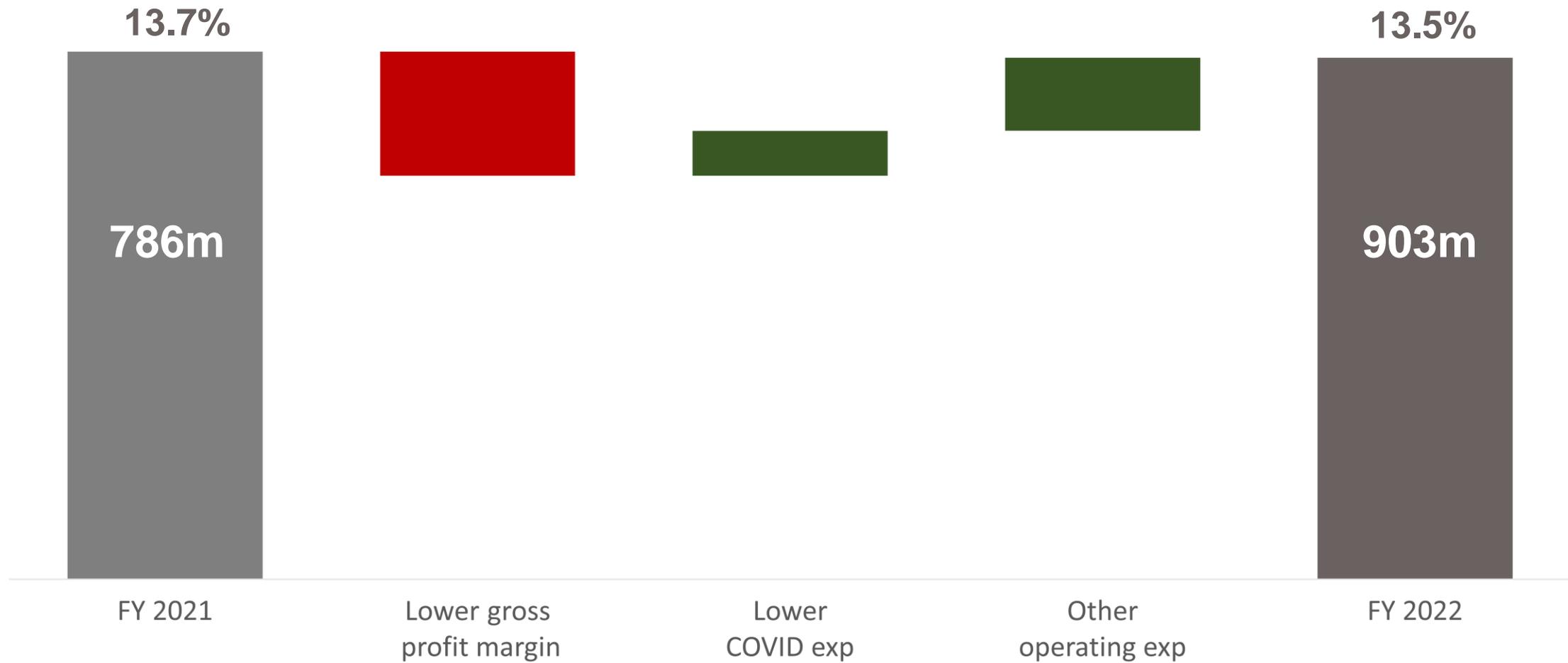
**EPS**  
(in sen)



# Double digit growth in Topline in Q4 2022



# FY 2022: Operating Profit Margin Evolution



# Evolution of Profit After Tax

(Figures in RM Mio)

|                                |        |
|--------------------------------|--------|
| Profit after tax – FY 2021     | 569.8  |
| <b>Changes</b>                 |        |
| + Operating profit             | 116.8  |
| + Share of profit of associate | 0.1    |
| - Finance cost                 | (9.3)  |
| - Taxation                     | (57.1) |
| Profit after tax – FY 2022     | 620.3  |

## Cash flow impacted by increase in working capital, particularly inventories

| <i>Amounts in RM mio</i>                    | 2022       | 2021       |
|---|------------|------------|
| PBT adjusted for depreciation & interest    | 1,114      | 985        |
| → (Increase)/Decrease in working capital    | (354)      | 84         |
| → Income tax & others                       | (248)      | (181)      |
| <b>Net Cash from Operating Activities</b>   | <b>512</b> | <b>888</b> |
| → Capital investment                        | (312)      | (275)      |
| → Others                                    | 2          | 8          |
| <b>Cash Flow after Investing Activities</b> | <b>202</b> | <b>621</b> |



***Thank You***