



Nestlé (Malaysia) Berhad

Q1 2023 results

Nestlé Malaysia Kicks Off NESCAFÉ Grown Respectfully in Kelantan



- KESEDAR demarcating **200 acres** in Gua Musang for coffee planting under the NESCAFÉ Grown Respectfully programme
- Nestlé in return will provide **200 seedlings** for the demo farm and **800 seedlings** as mother plants for the nursery



- **3 editions** of Malaysia's homegrown coffee
- We have trained **270 farmers**, distributed **270k seedlings** and planted **150 acres** of coffee



**STRAWBERRY
CHEESECAKE
FLAVOR COATING**

**TANGY STRAWBERRY
& CRUNCHY WAFER
PIECES**

KITKAT WAFER ICE CREAM



PINK

A NEW PINK-TASTIC ICE CREAM



MS 1500
1019-05/2004



Limited Edition



Celebrate the festive season with our first ever Raya icon, *Ketupat* stamped on KITKAT® 4-Finger's smooth milk chocolate with crispy wafer.

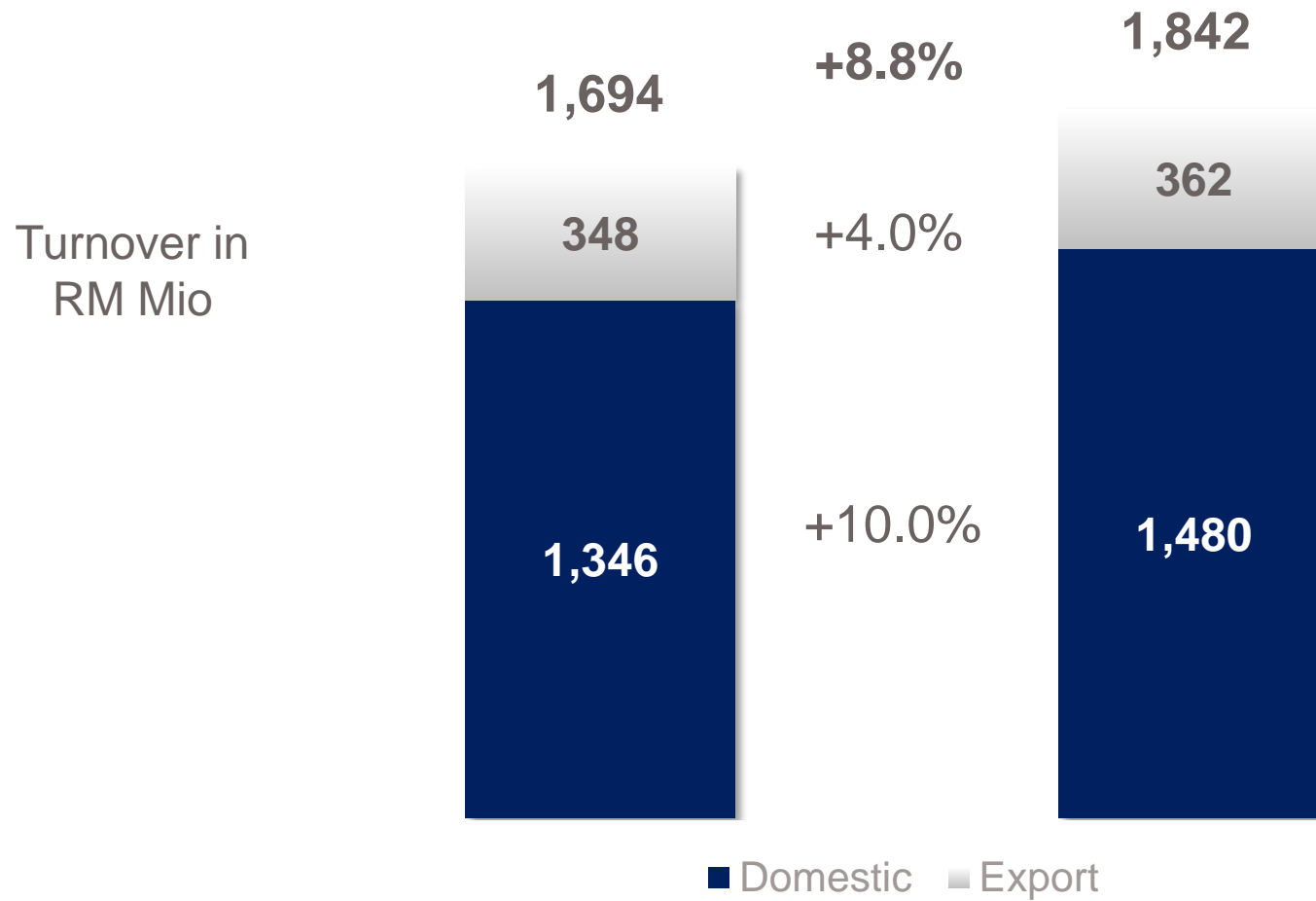


MS 1500
1019-05/2004

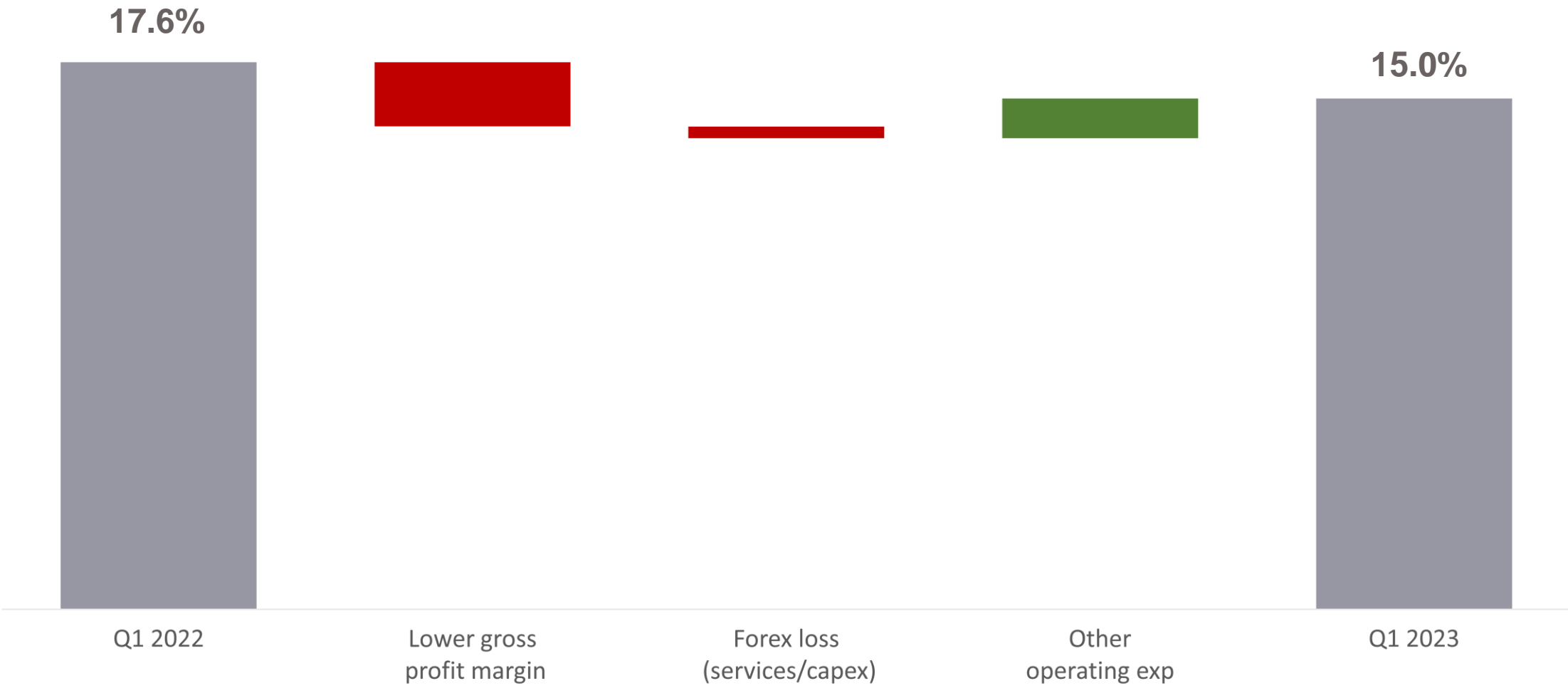
Strong sales execution to drive Raya festive offtake



Solid Growth in both Domestic and Export sales



Operating Profit Margin Evolution



Evolution of Profit After Tax

(Figures in RM Mio)

| | |
|--------------------------------|--------|
| Profit after tax – Q1 2022 | 205.2 |
| Changes | |
| - Operating profit | (20.7) |
| - Share of profit of associate | (0.3) |
| - Finance cost | (5.4) |
| + Taxation | 18.3 |
| Profit after tax – Q1 2023 | 197.1 |

Cash flow improved mainly due to working capital movement

| <i>Amounts in RM mio</i> | Q1 2023 | Q1 2022 |
|---|------------|------------|
| PBT adjusted for depreciation & interest | 342 | 346 |
| → (Increase)/Decrease in working capital | (16) | (166) |
| → Income tax & others | (66) | (39) |
| Net Cash from Operating Activities | 260 | 141 |
| → Capital investment | (33) | (25) |
| → Others | 0 | 1 |
| Cash Flow after Investing Activities | 227 | 117 |



Thank You