



# *Nestlé (Malaysia) Berhad*

Q1 2024 results



**Nestlé**

Good Food, Good Life





# Excellent on ground CNY execution





# KITKAT CNY Golden Dragon launch



JOM JUARA, MENANG BERSAMA

**GRW** STRONGER TOGETHER



# FIRST-EVER PUFF PASTRY SOLUTION



✓ **Crispy & Flaky  
Gourmet Pastry**

✓ **Made with  
Plant Ingredients**

✓ **Asian Flavours  
You Love!**



**Sell In : January 2024**





Crafted by:



**BERRY  
BURST**

MADE WITH FRUITS.  
**ZERO FAT**



RRP RM 2.50

## A **BERRY-LICIOUS** & Healthy Snack! Launching in Feb 2024

Enjoy the **refreshing burst** of tangy delight  
made with **5 types of premium berries** –  
*Strawberry, Elderberry, Blackberry, Blueberry & Raspberry.*

**Sell In : February 2024**



# Big and bold on ground Raya displays and execution





# Active shopper engagement





**BAHARU!**

Crafted by :



# Lime and Vanilla FLAVOUR



**Sell In : January 2024**





Nestlé®  
**KitKat®**

**Ketupat Pandan**



-  1<sup>st</sup> KitKat® Ketupat stamped chocolate in the world
-  Ketupat, an iconic staple during festive Raya
-  Malaysian's local favourite flavour – Pandan
-  Unique Duo Concept of Pandan green top with signature KitKat® brown milk chocolate base



**Launch  
March 2024**





# MUG

Perisa

# Kari

A savoury snack in the  
comfort of your own mug



**FUN  
COMFORT  
SNACK**



COMES IN  
2 WELL-LOVED FLAVOURS

**KARI** **AYAM**



Launch: March 2024





# Collaboration with MAHAR to support local Palestinians and Syrians



- Donated totaling RM300,000 worth of essential products and “duit raya” to the local Palestinians and Syrians in need



- Benefited over 2,000 individuals and mobilized 80 Nestlé CARES volunteers for 3 days packing and distribution



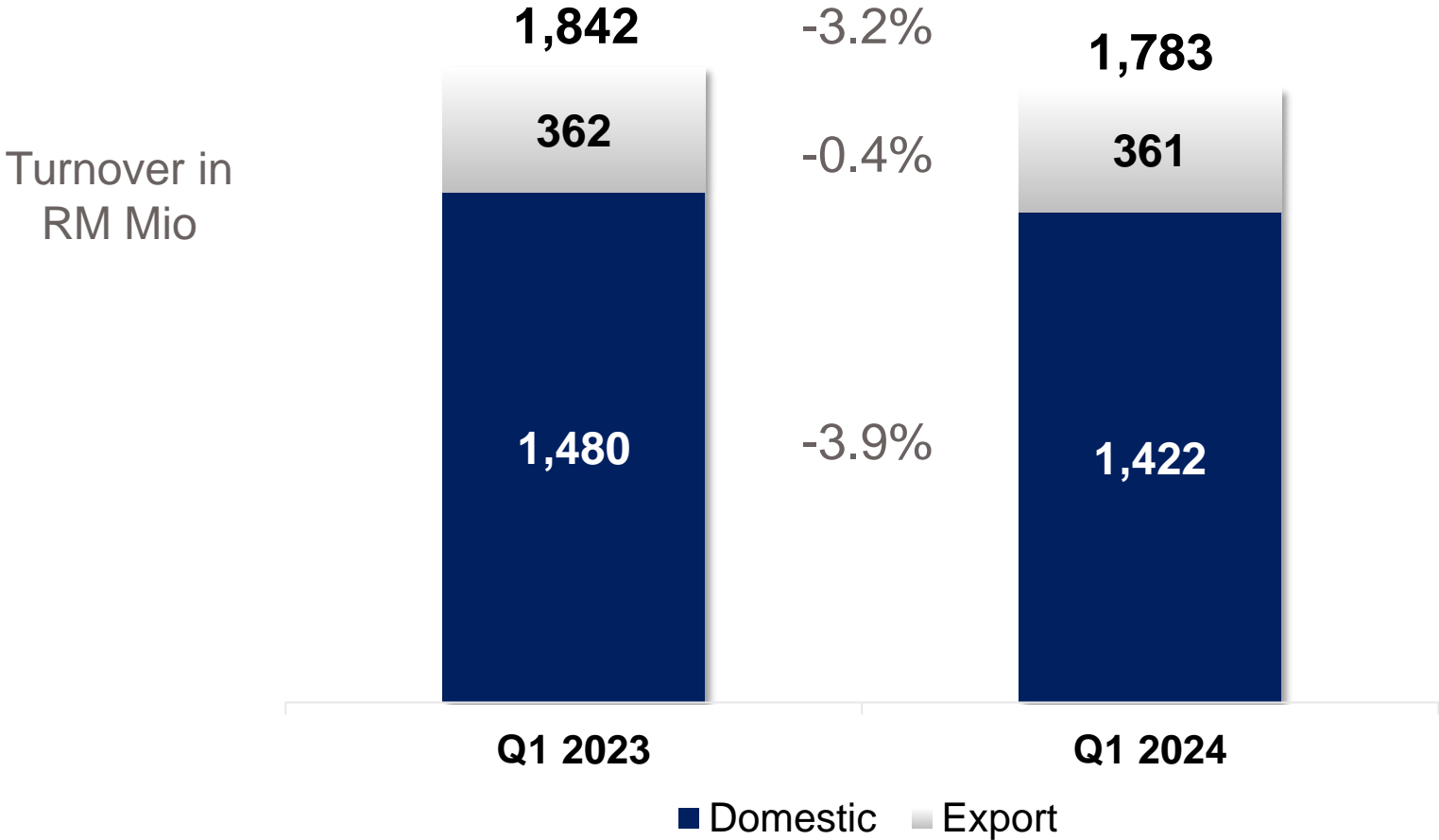
# Making MILO Greener with Biomass Boiler



- Officially launched by YAB Dato' Seri Aminuddin, Chief Minister Negeri Sembilan,
- Reduce ~ GHG emission 14,000t CO2 per annum
- Advancing our commitment and we achieved 25% of carbon reduction in 2023 with various initiatives



# Slight reduction driven by domestic sales



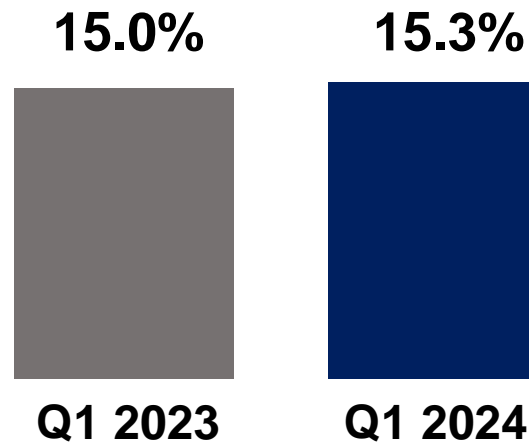


# Margin remains solid

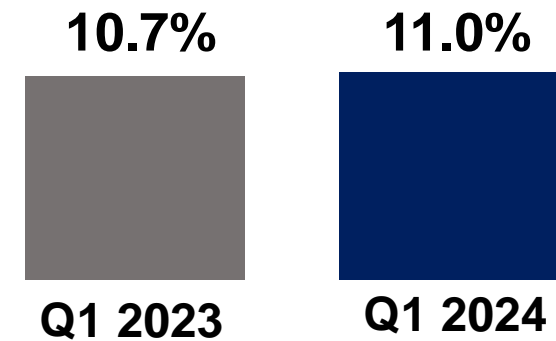
## Gross Profit



## Operating Profit



## Profit After Tax





## Cash flow is impacted mainly by temporary increase in working capital

<i>Amounts in RM mio</i>	Q1 2024	Q1 2023
PBT adjusted for depreciation & interest	333	342
→ (Increase)/Decrease in working capital	-88	-16
→ Income tax & others	-82	-66
<b>Net Cash from Operating Activities</b>	<b>163</b>	<b>260</b>
→ Capital investment	-66	-33
→ Acquisition of subsidiary	-	-
→ Others	-	-
<b>Cash Flow after Investing Activities</b>	<b>98</b>	<b>227</b>





Nestlé. Good food, Good life



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

*Thank You*