



Good Food, Good Life

# **Nestlé (Malaysia) Berhad**

January – June 2015

Financial Analysts' Briefing  
14<sup>th</sup> August 2015

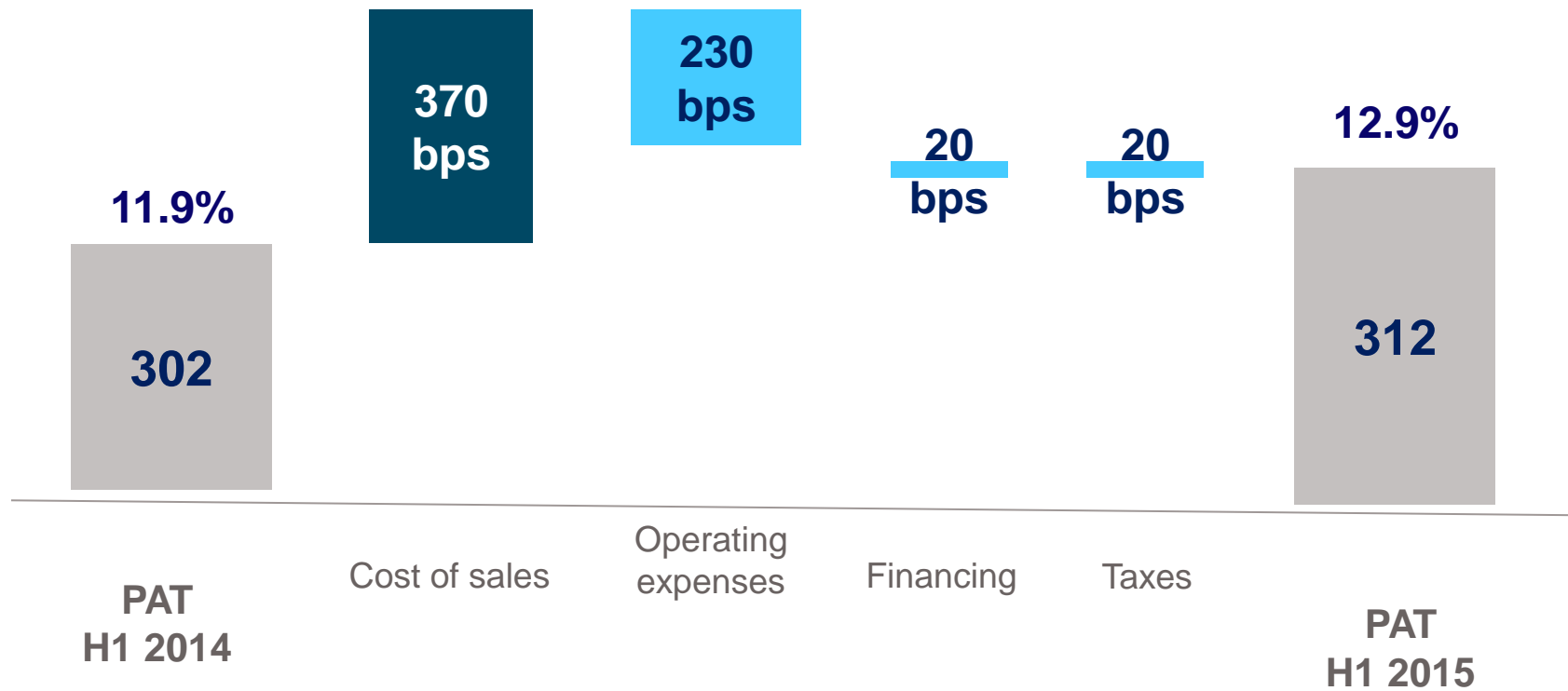


# Disclaimer

*This presentation contains forward looking statements which reflect Management's current views and estimates. The forward looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those contained in the forward looking statements. Potential risks and uncertainties include such factors as general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures and regulatory developments.*

# We were able to increase our Profit ... ... in a sustainable manner

PAT as % of NNS



# Powerful I&R pipeline in 2015...

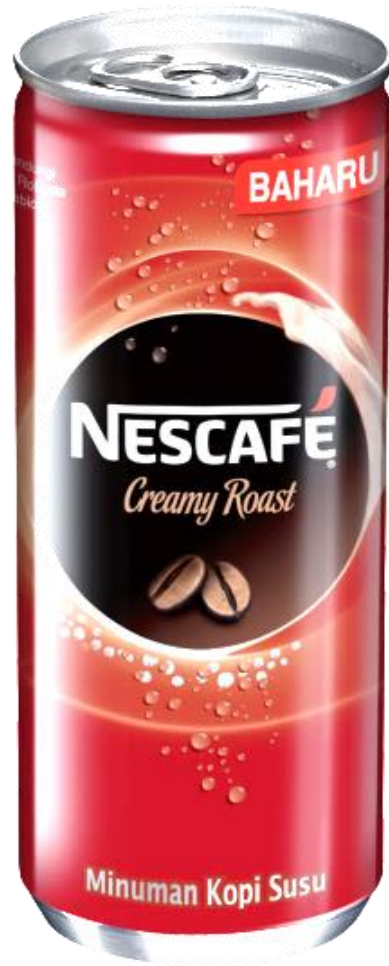




# Fertile opportunities: rich in excitement & exceptional value



# Fertile opportunities: rich in excitement & exceptional value







# Fertile opportunities: rich in excitement & exceptional value

## LA CREMERIA STICK RANGE

*Savour the moment as you bite through rich creamy ice cream with generous inclusions luxuriously covered with 100% imported milk chocolate*



*Vanilla ice cream with almond pieces coated with milk chocolate and almond slices*

*Rich chocolate ice cream with almond pieces coated with milk chocolate and crunchy cone crumbs*



*Delicious pecan flavored ice cream coated with milk chocolate and almond slices*





# Fertile opportunities: rich in excitement & exceptional value



# Fertile opportunities: rich in excitement & exceptional value



# Fertile opportunities: rich in excitement & exceptional value





# Fertile opportunities: rich in excitement & exceptional value





# Fertile opportunities: rich in excitement & exceptional value



# The investments have resulted in MS gains ...

MS development  
in Q2 2015

**MILO Powder**



**MAGGI Noodles**



**Culinary Solutions**



**Liquid Drinks**



**Milk powder**



**Nescafe**

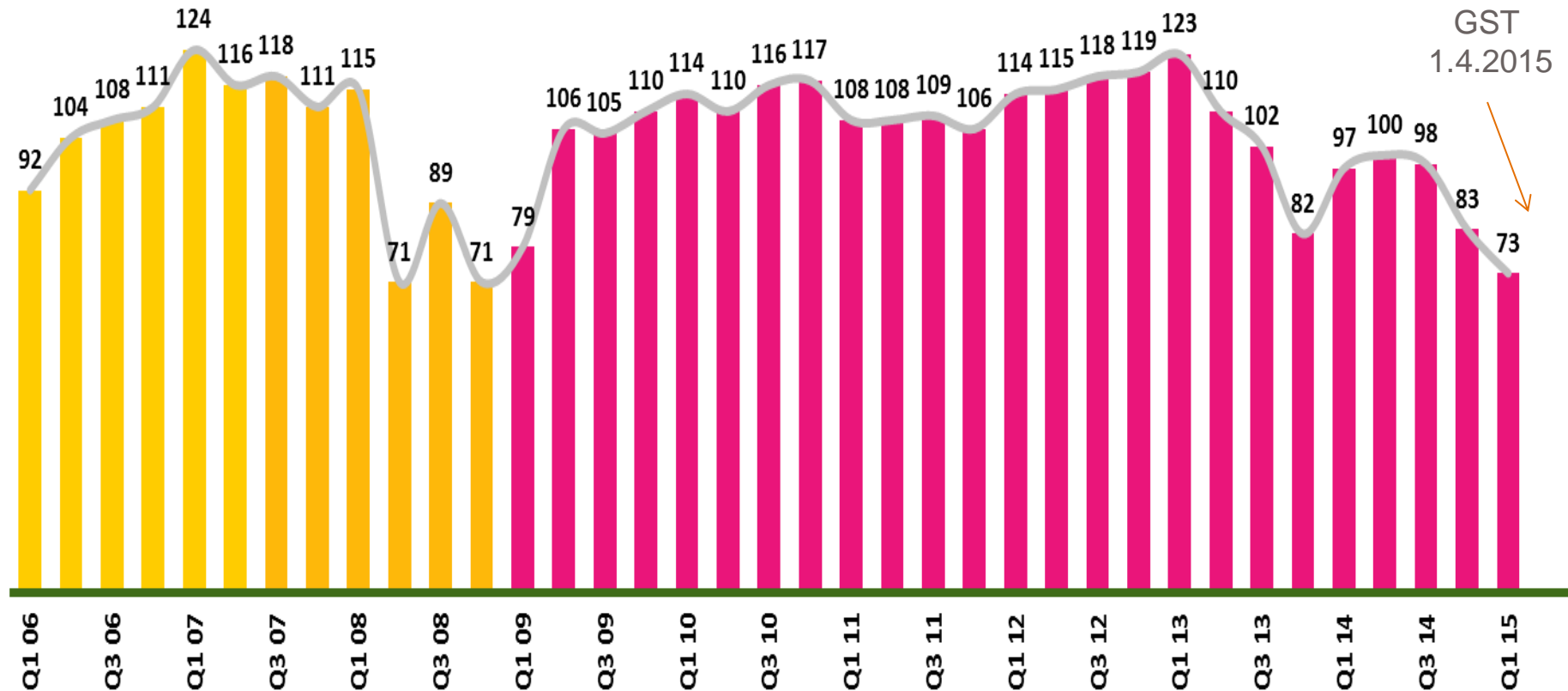


**Confectionery**



# Malaysian consumer confidence dropped to a 6 year low in Quarter 1

[CONSUMER CONFIDENCE INDEX](#) | [MALAYSIA](#) | [YTD MAR 2015](#)



Source: Malaysian Institute of Economic Research's (MIER), YTD Mar 2015

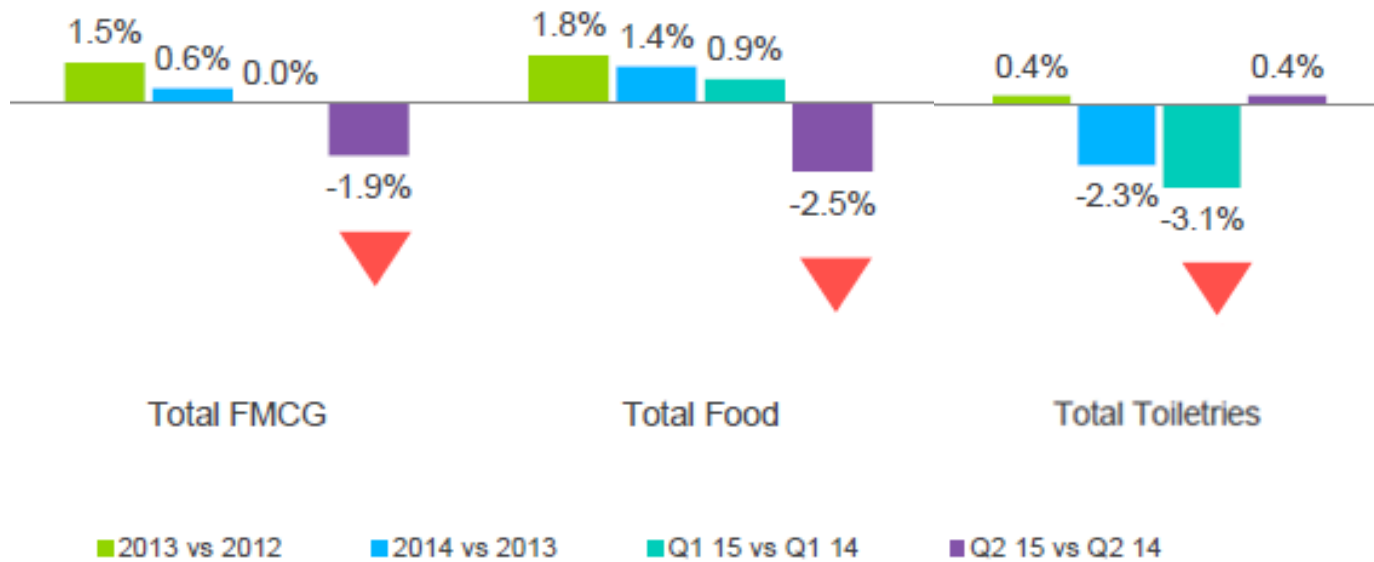
# FMCG SLOWDOWN – SIGNIFICANT DECELERATION ACROSS ASIA, MALAYSIA WORST HIT...

Asia FMCG Value movement	Q2 13 vs YA	Q3 13 vs YA	Q4 13 vs YA	Q1 14 vs YA	Q2 14 vs YA	Q3 14 vs YA	Q4 14 vs YA	Q1 15 vs YA	Q1 15 vs YA
China (Urban)	9%	9%	7%	6%	6%	6%	5%	5%	5%
Indonesia			10%	19%	17%	12%	12%	4%	1%
Thailand	9%	9%	5%	5%	4%	1%	1%	3%	0%
Urban Vietnam	8%	10%	9%	6%	5%	0%	4%	1%	2%
Rural Vietnam	11%	13%	13%	12%	11%	8%	8%	10%	7%
Taiwan	8%	2%	7%	1%	3%	0%	2%	4%	8%
<b>Malaysia</b>	<b>3%</b>	<b>0%</b>	<b>-1%</b>	<b>1%</b>	<b>2%</b>	<b>2%</b>	<b>-2%</b>	<b>0%</b>	<b>-2%</b>
India (Urban)	-4%	2%	7%	6%	8%	7%	4%	4%	5%

Source: Kantar Worldpanel, YTD Jun 2015



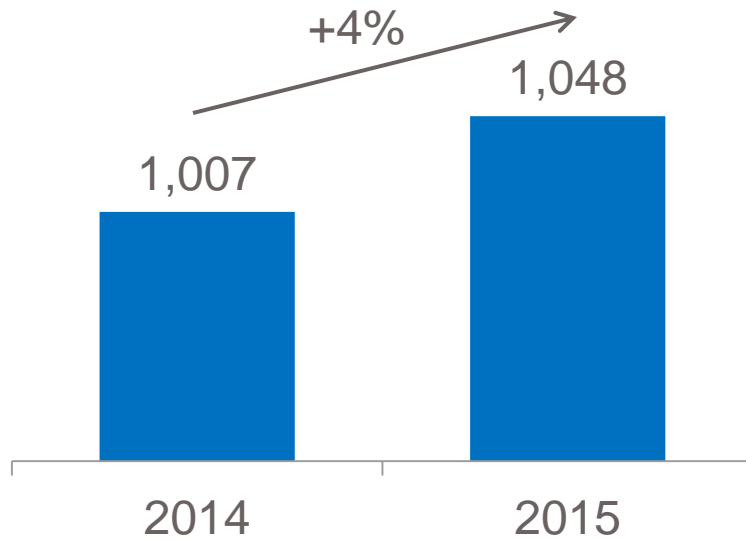
# FMCG SLOWDOWN – MALAYSIA (IN HOME): Food most impacted



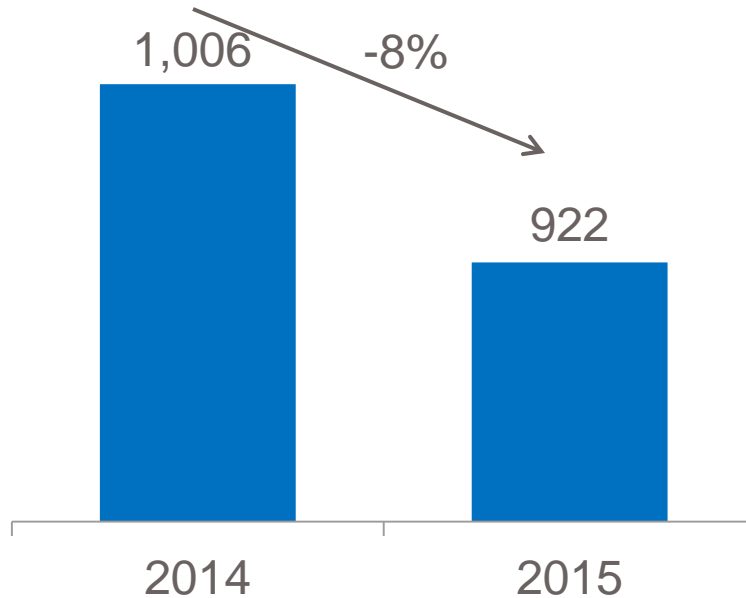
Source: Kantar Worldpanel, YTD Jun 2015

# ... all of this impacted our domestic Q2 Turnover

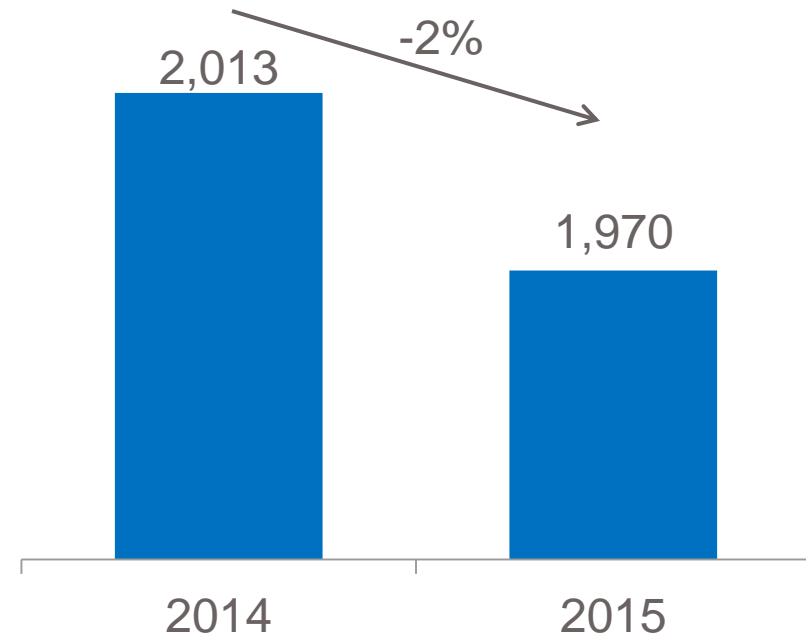
Q1 NNS  
in MYR Mio



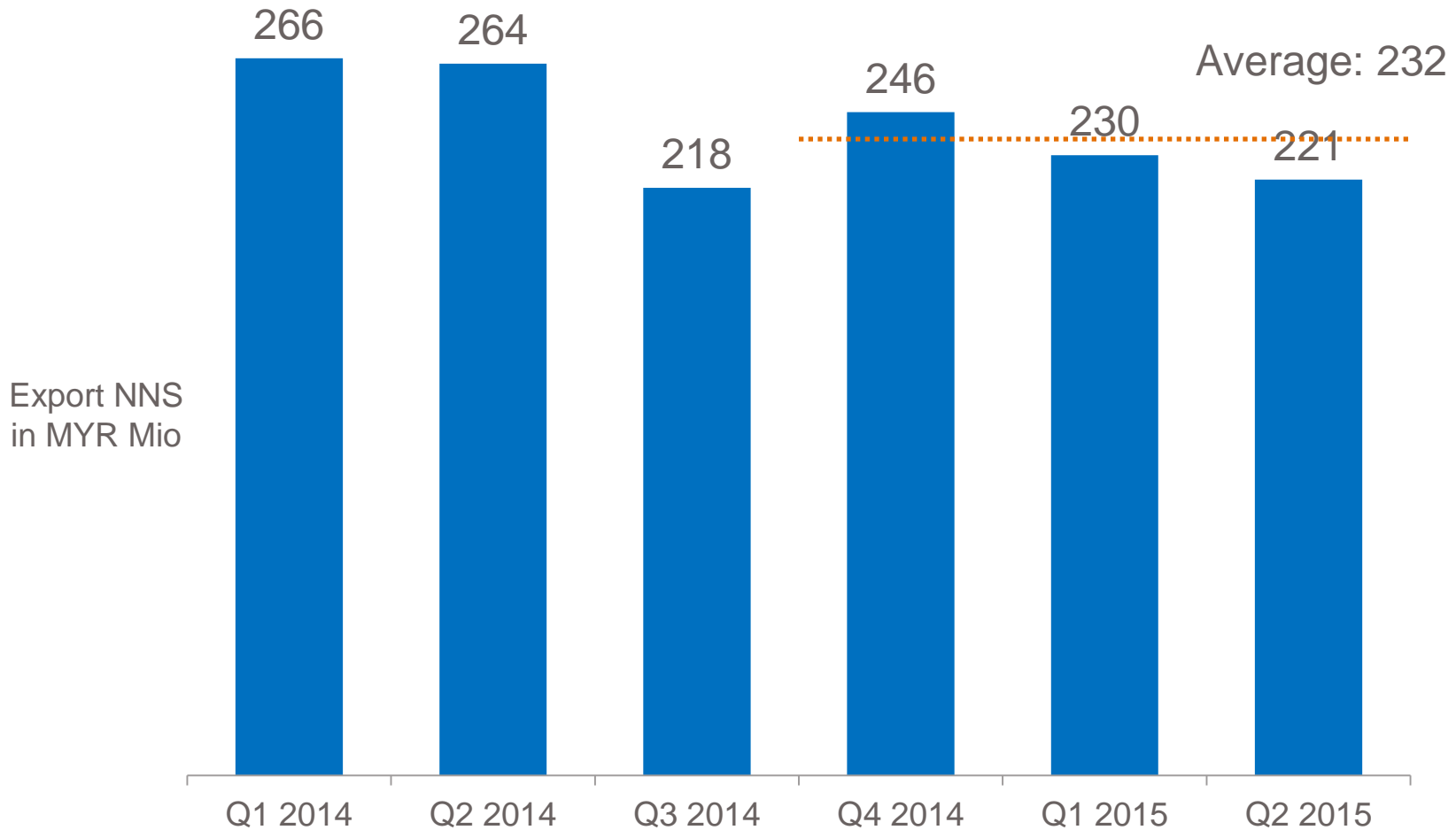
Q2 NNS  
in MYR Mio



H1 NNS  
in MYR Mio

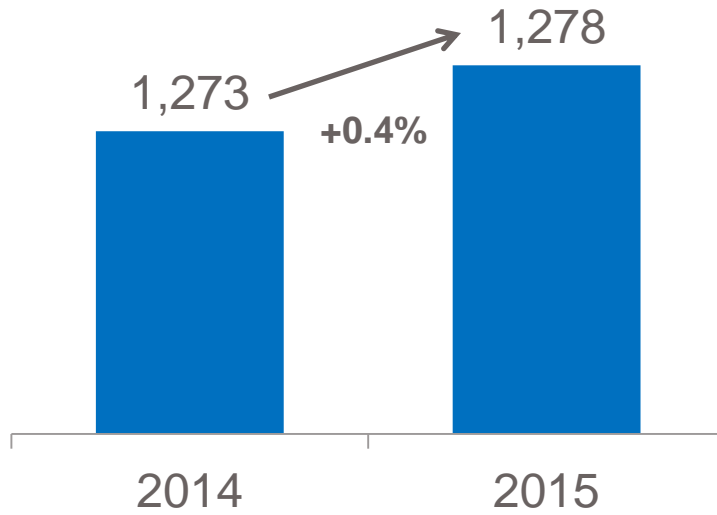


# Export has started to normalize

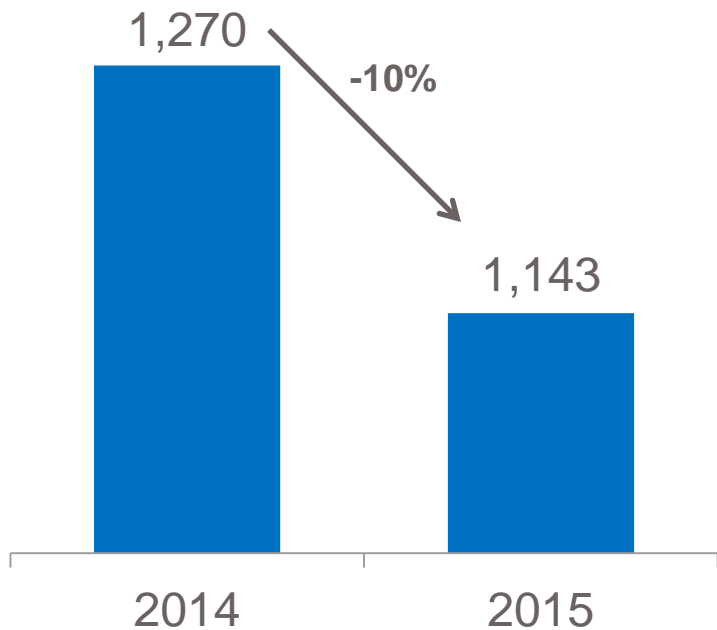


# Development of total Turnover

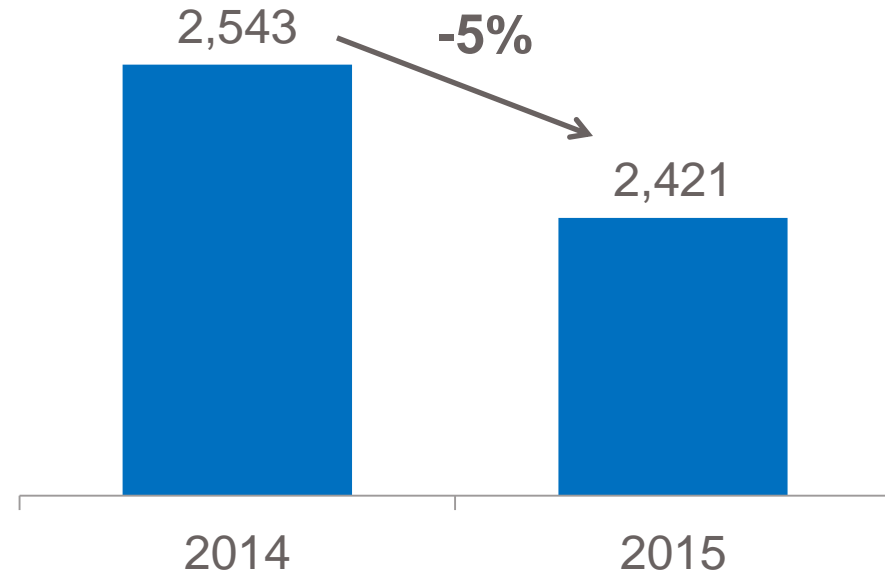
Q1 NNS  
in MYR Mio



Q2 NNS  
in MYR Mio



H1 NNS  
in MYR Mio





# Working Capital is continuously improving...

