



Good Food, Good Life

Nestlé (Malaysia) Berhad

January – December 2014

Financial Analysts' Briefing
24th February 2015



Agenda

Introduction & overview

Financials

Questions & answers

Disclaimer

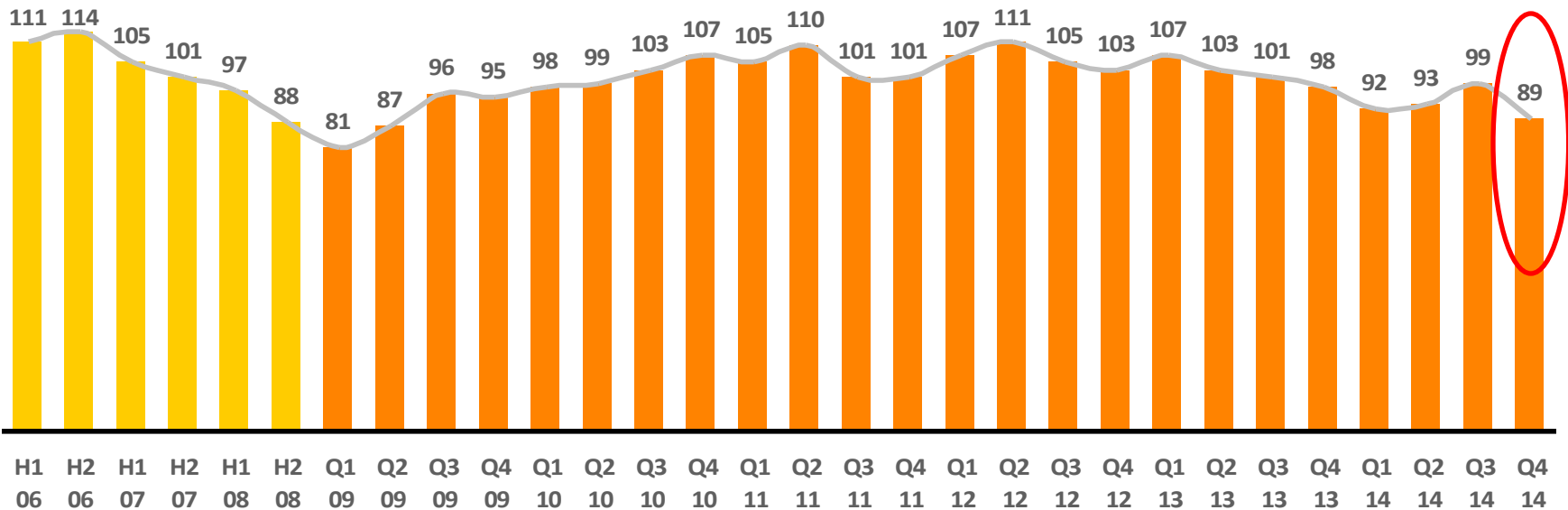
This presentation contains forward looking statements which reflect Management's current views and estimates. The forward looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those contained in the forward looking statements. Potential risks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

SALES GROWTH

Consumer sentiments plunged to 5 year low

CCI DECLINED IN Q4 2014

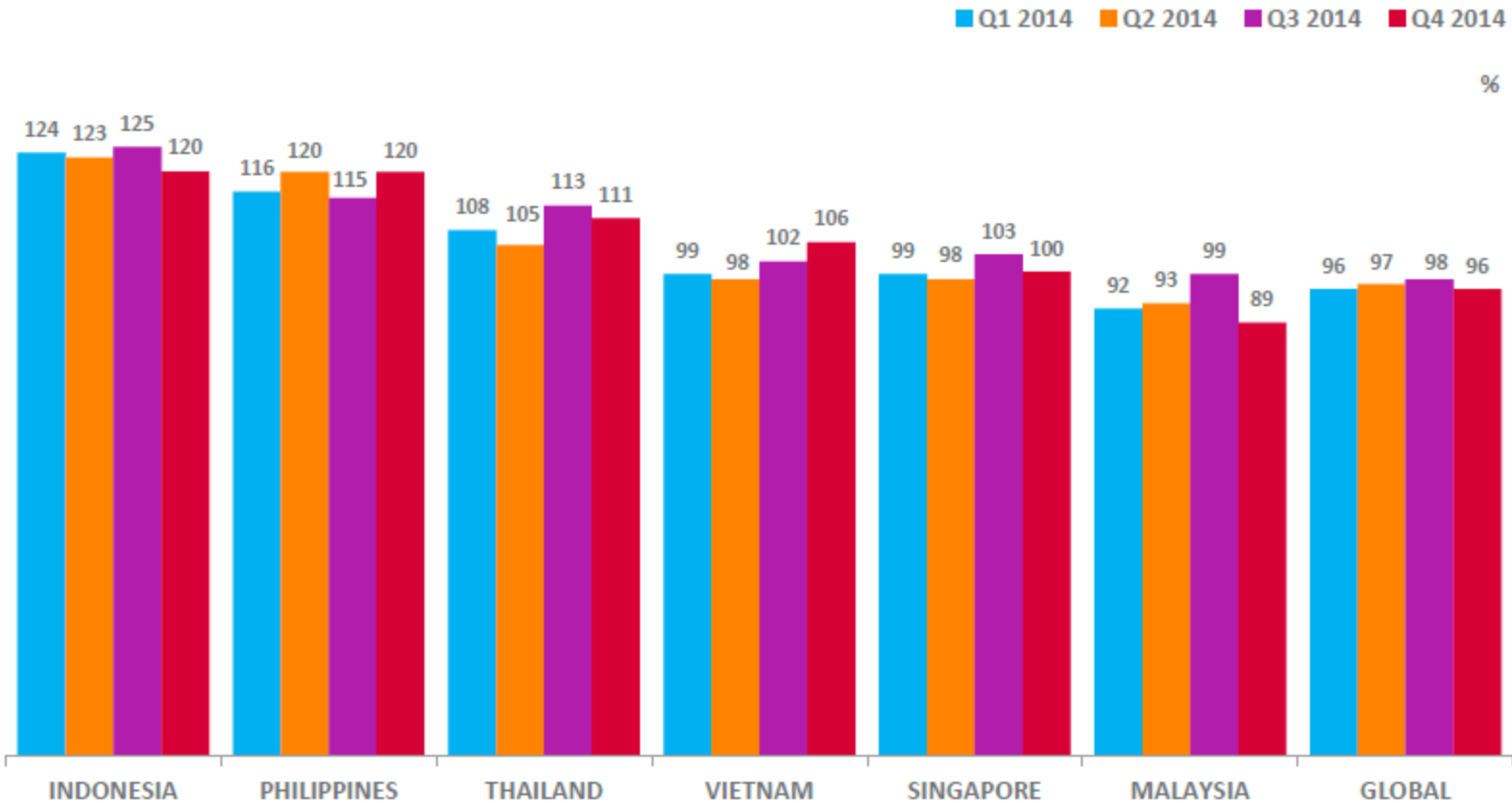
CONSUMER CONFIDENCE INDEX | MALAYSIA | Q4 2014



Source: Nielsen Consumer Confidence Index Survey Q4 2014

Consumer Confidence Index

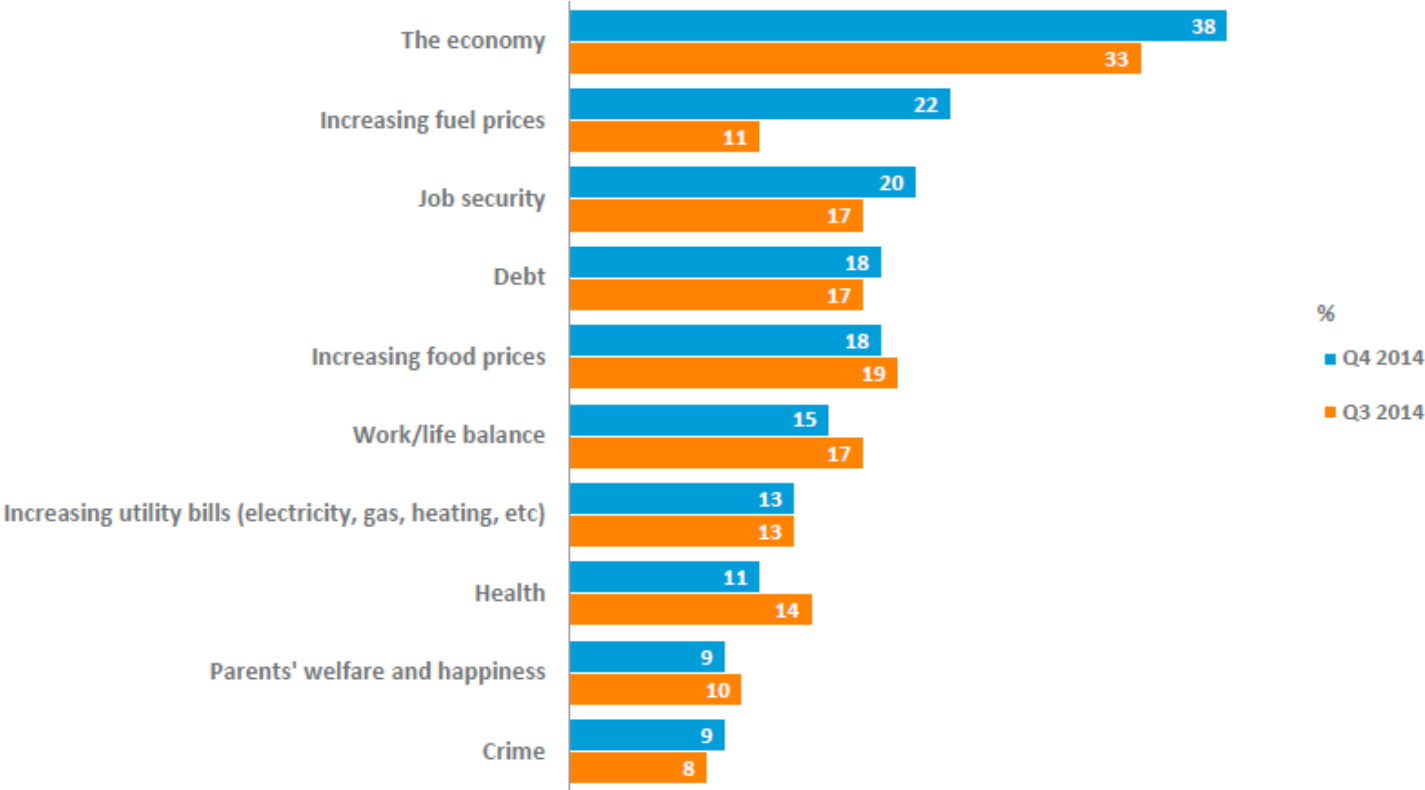
Southeast Asia vs. Global (Quarter-on-Quarter, 2014)



Consumer Confidence Index

TOP 10

Major concerns among Malaysian consumers

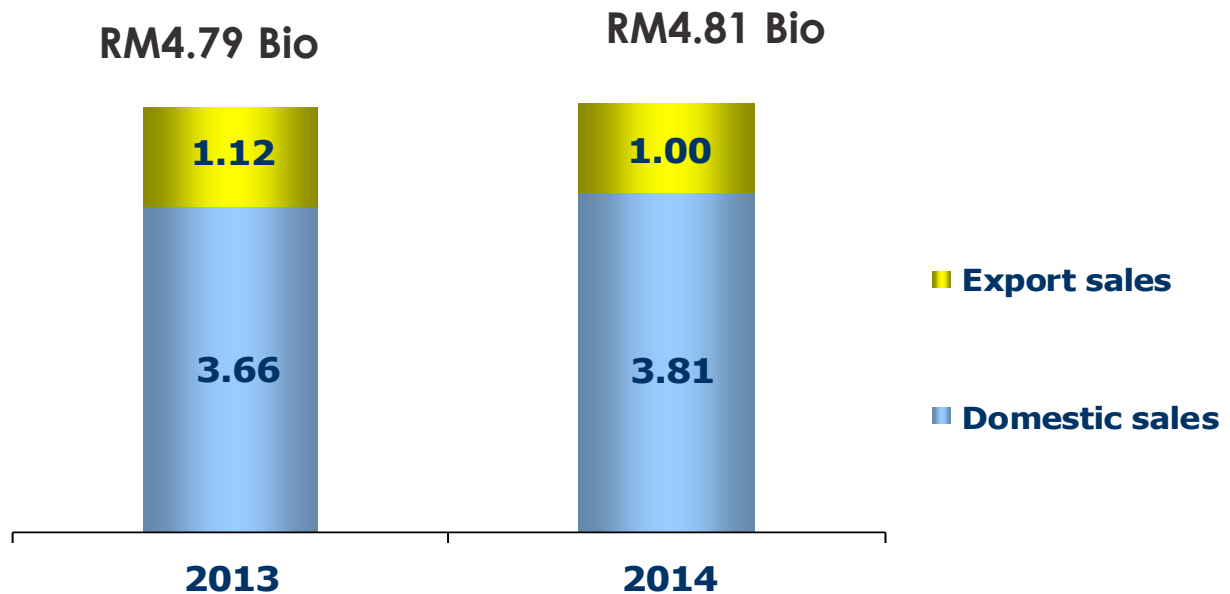
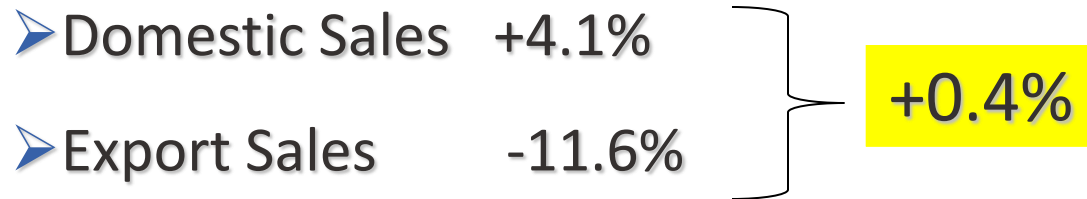


INNOVATION DRIVE 2014

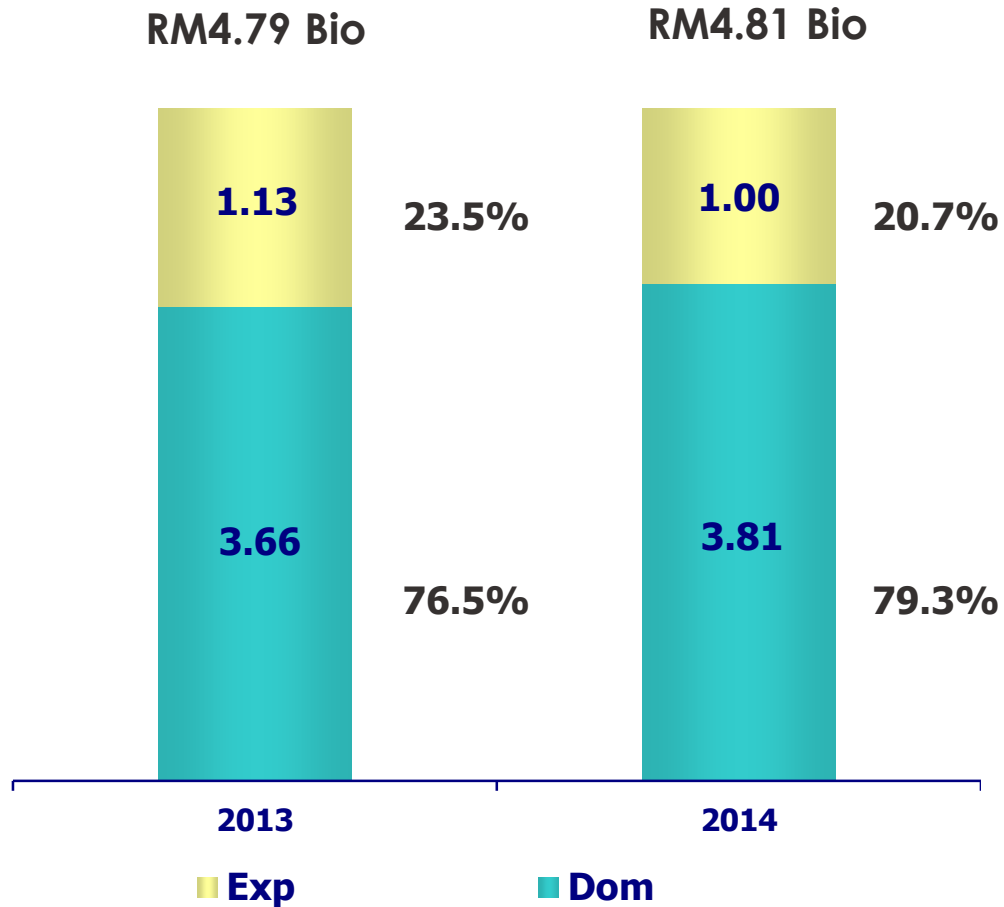


ONE TEAM, ONE GOAL, ONE NESTLÉ | Reigniting the Growth

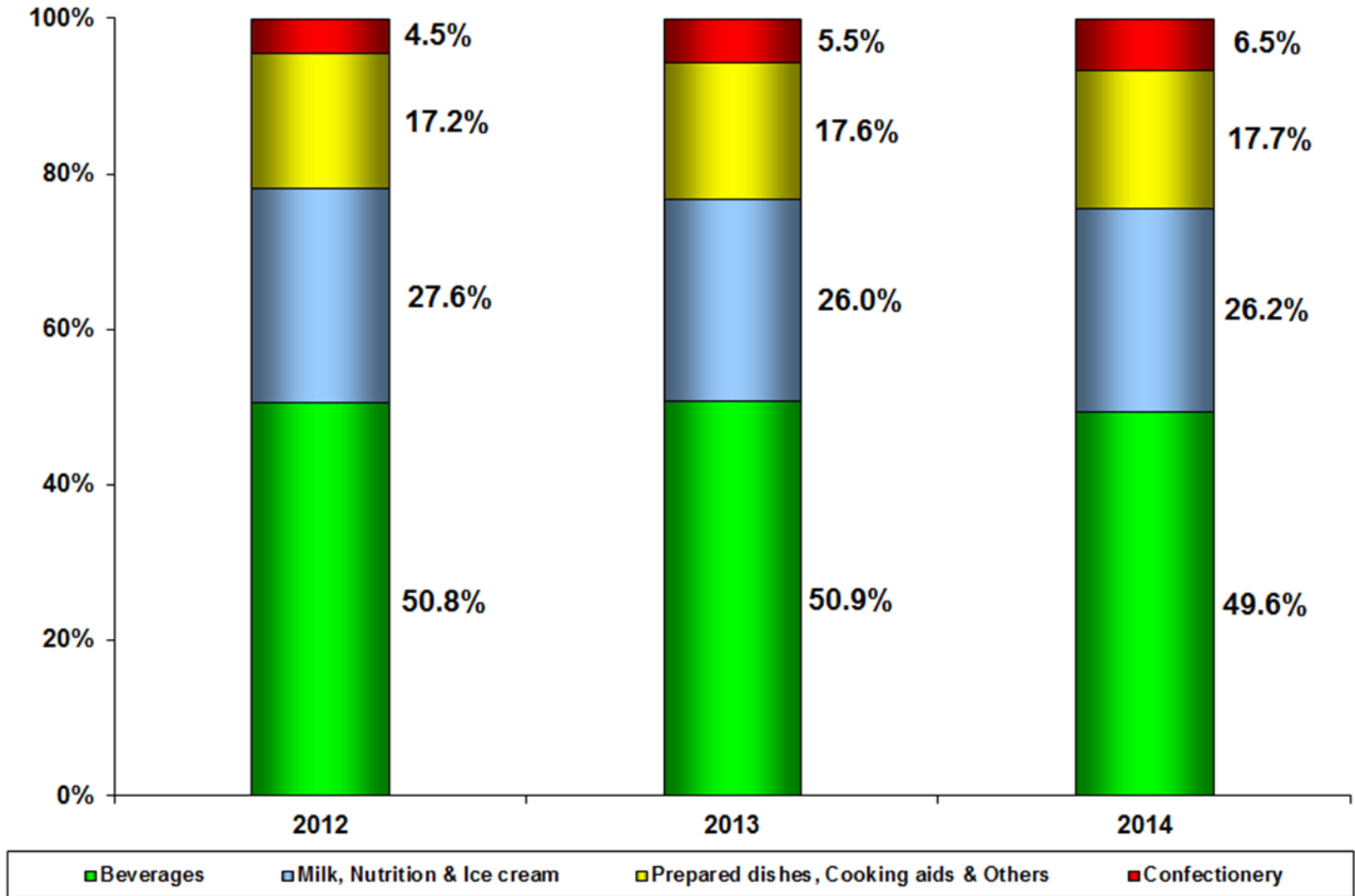
Sales Evolution 2014 vs 2013



Channel Sales

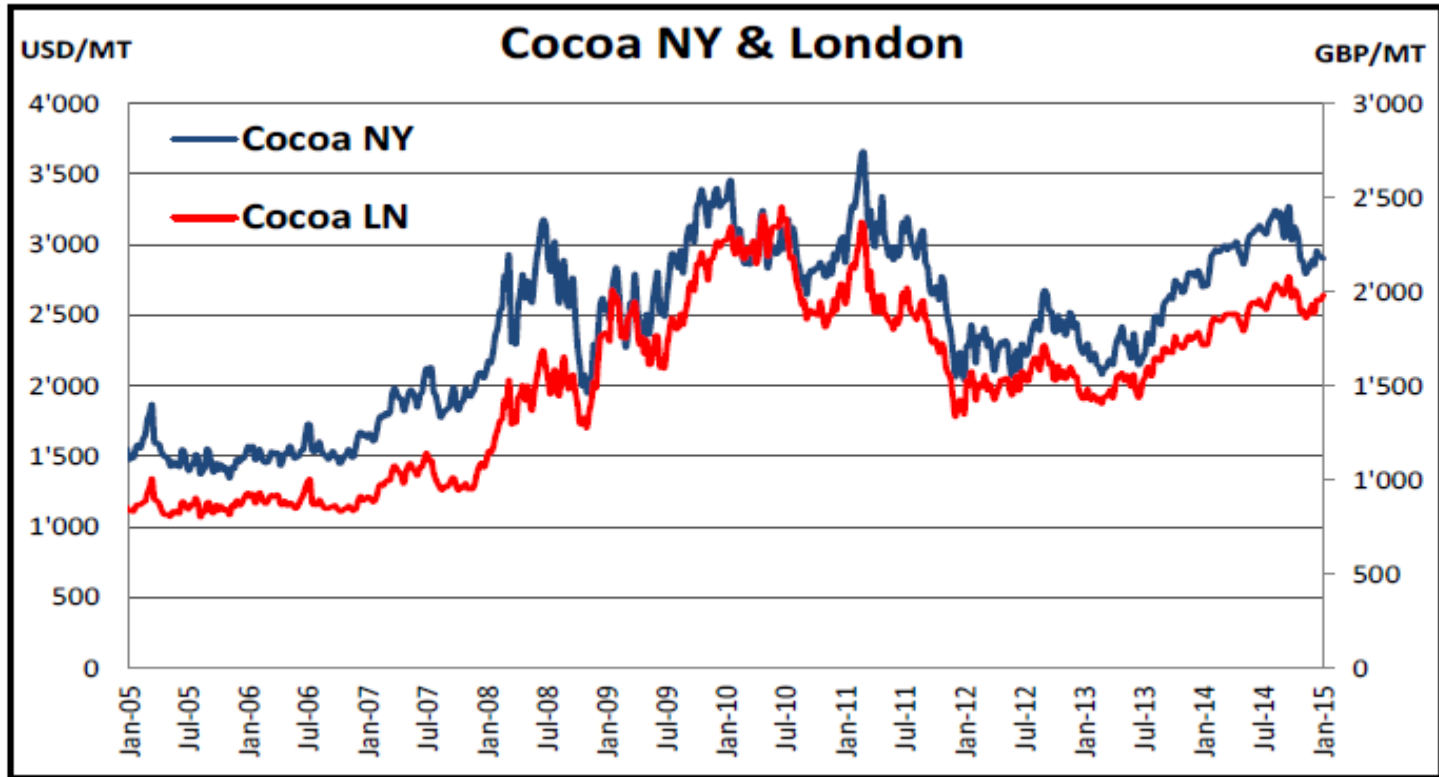


Sales by Product Categories

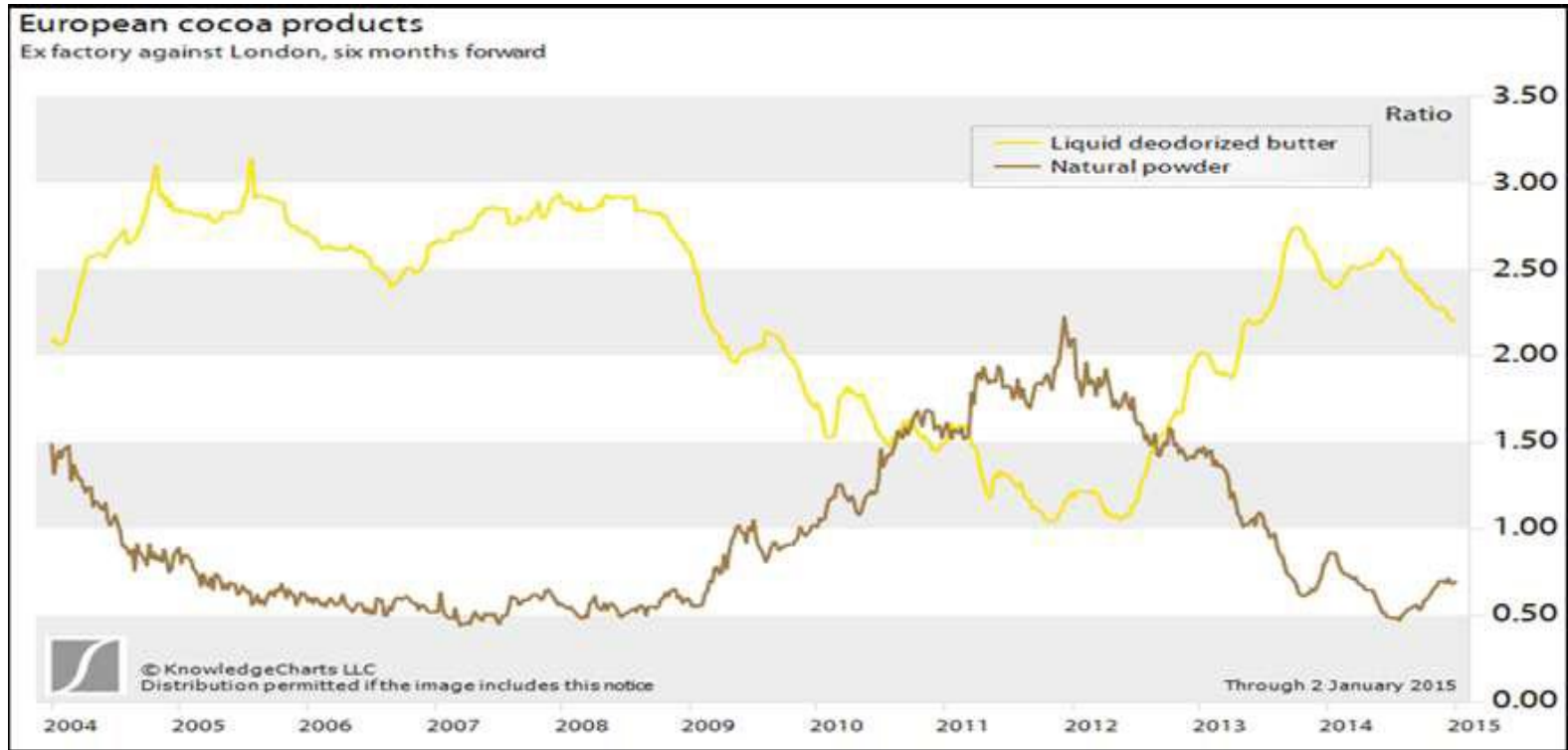


COMMODITY UPDATES

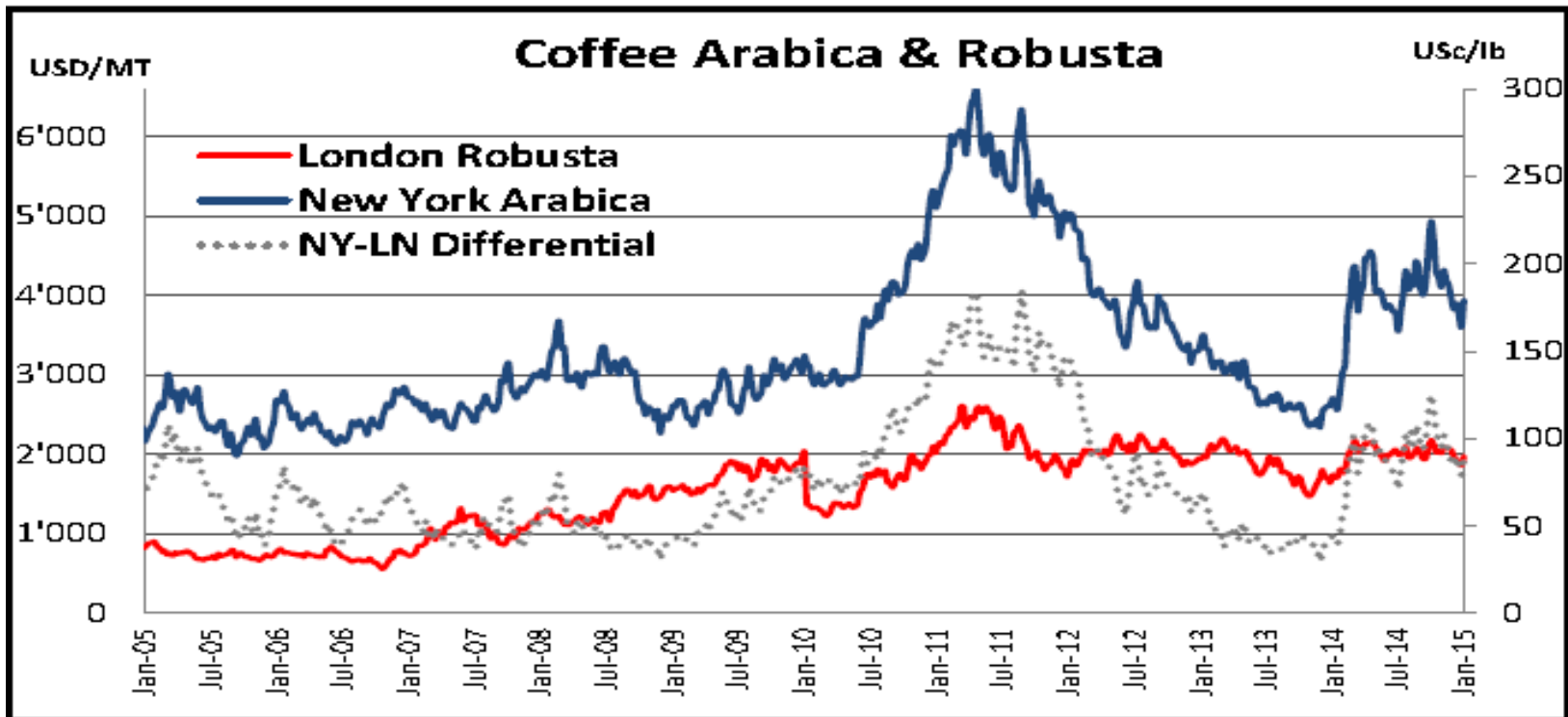
Cocoa Bean



Cocoa Powder Ratio



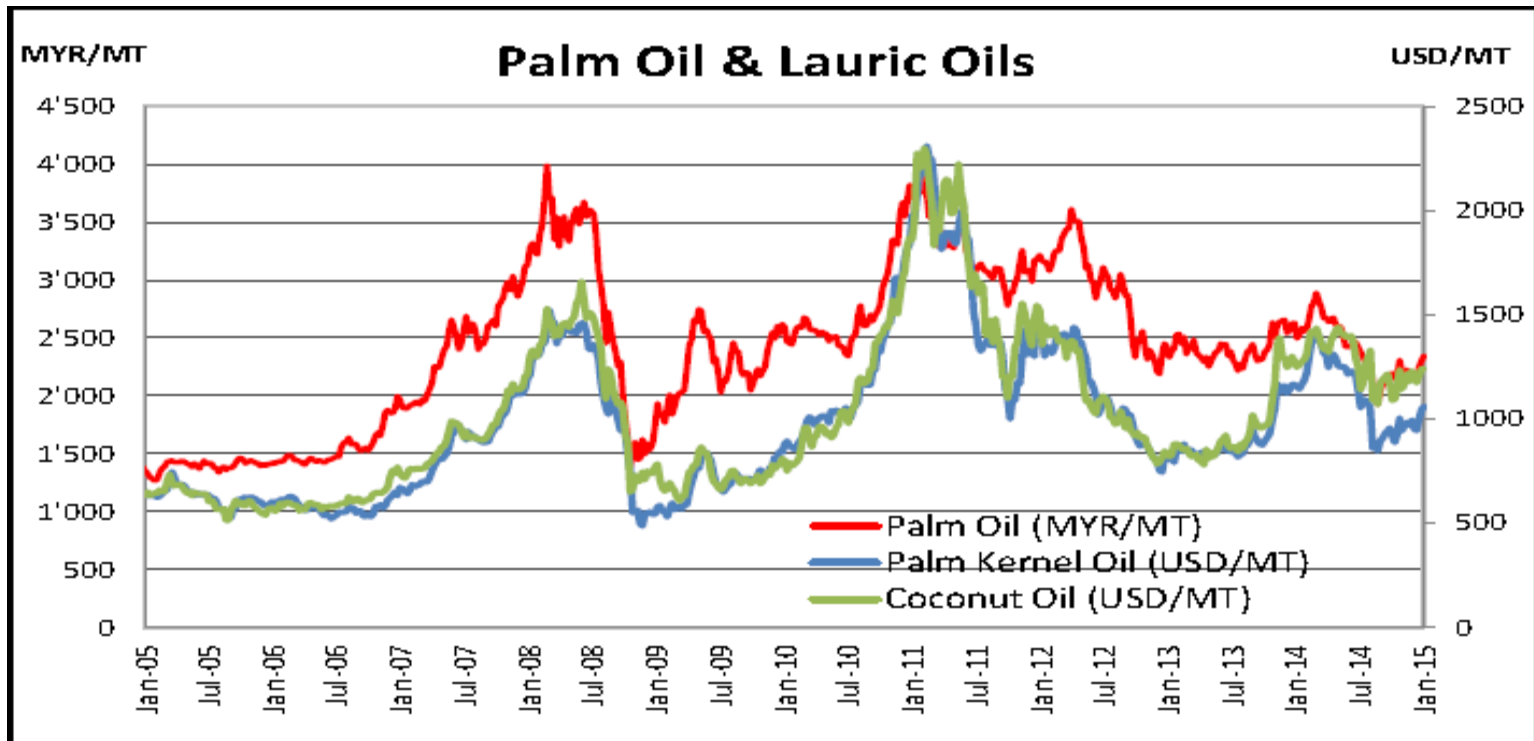
Coffee bean



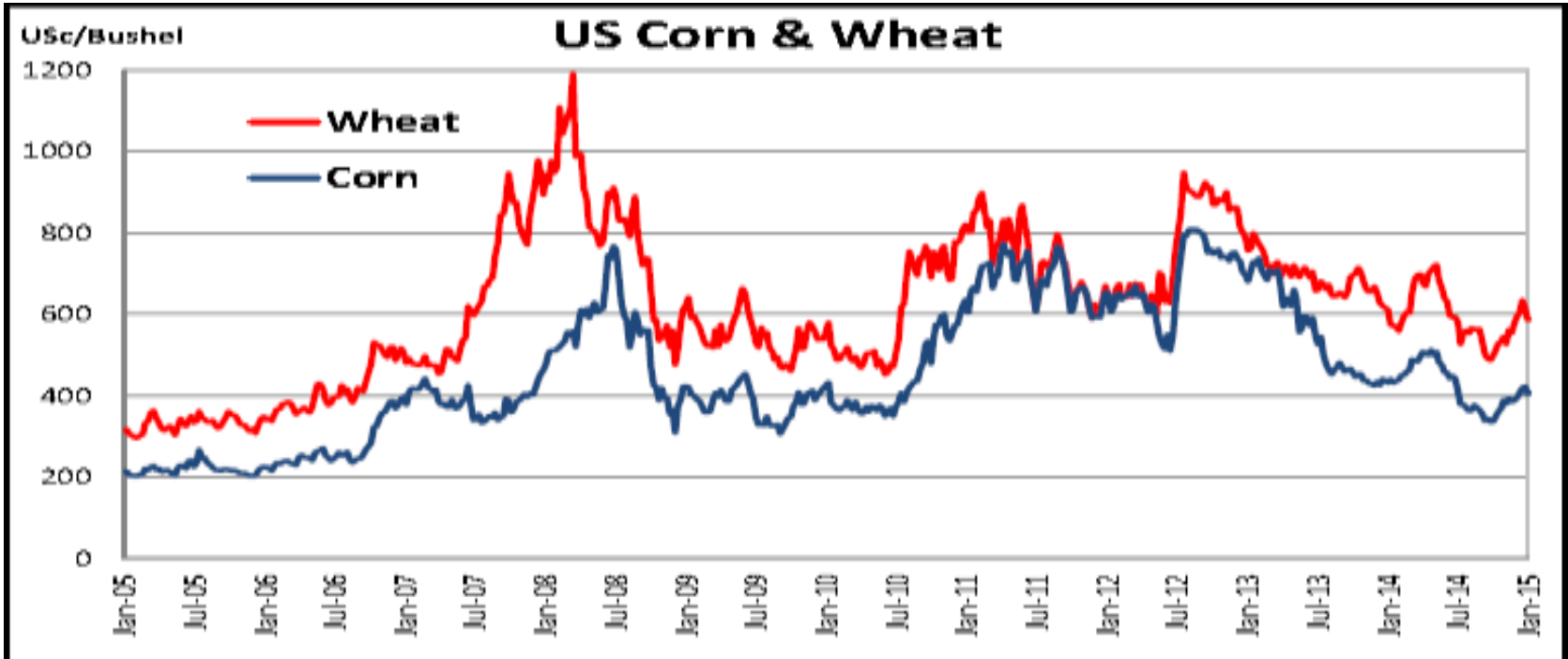
Milk Solids



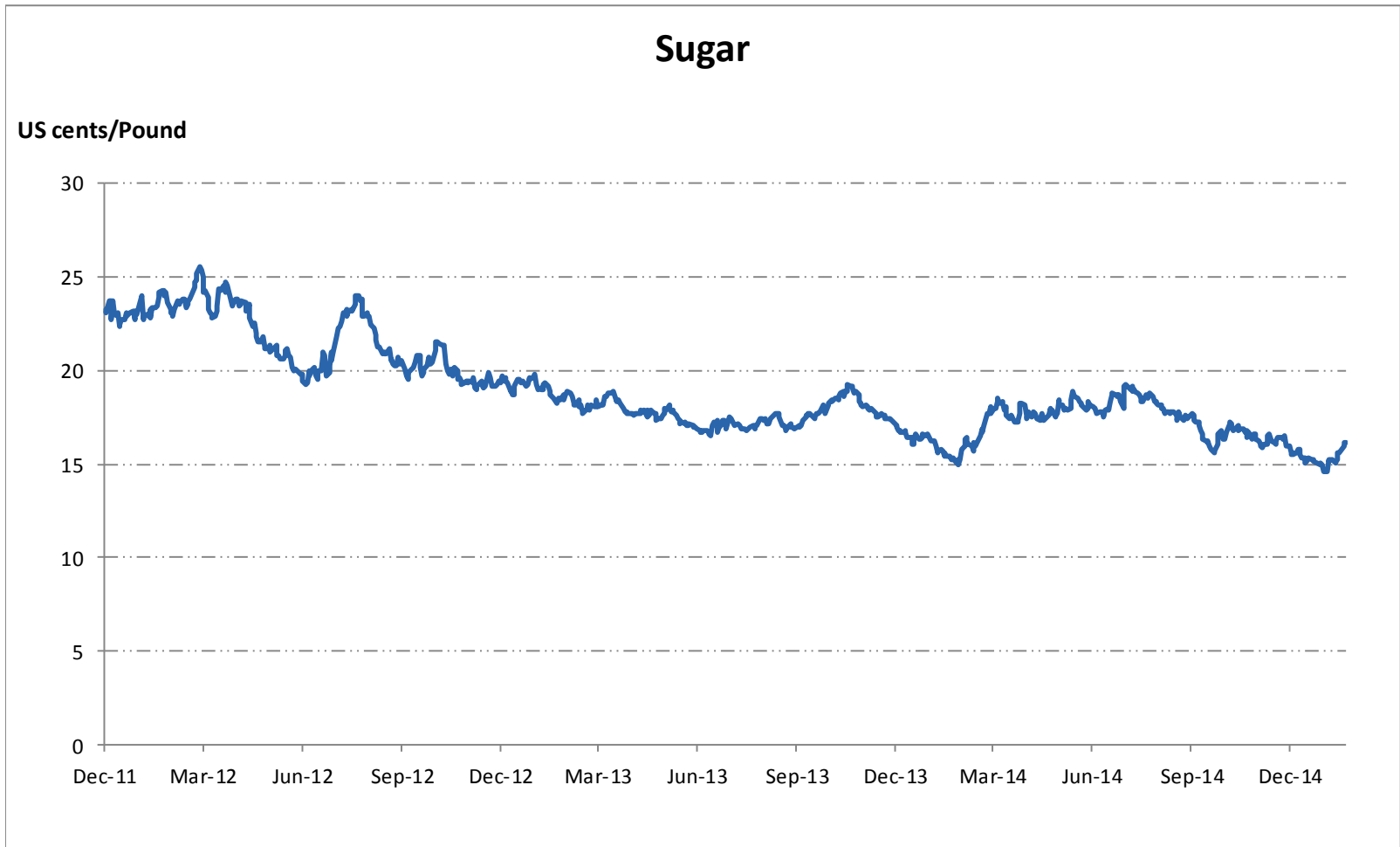
Crude Palm Oil



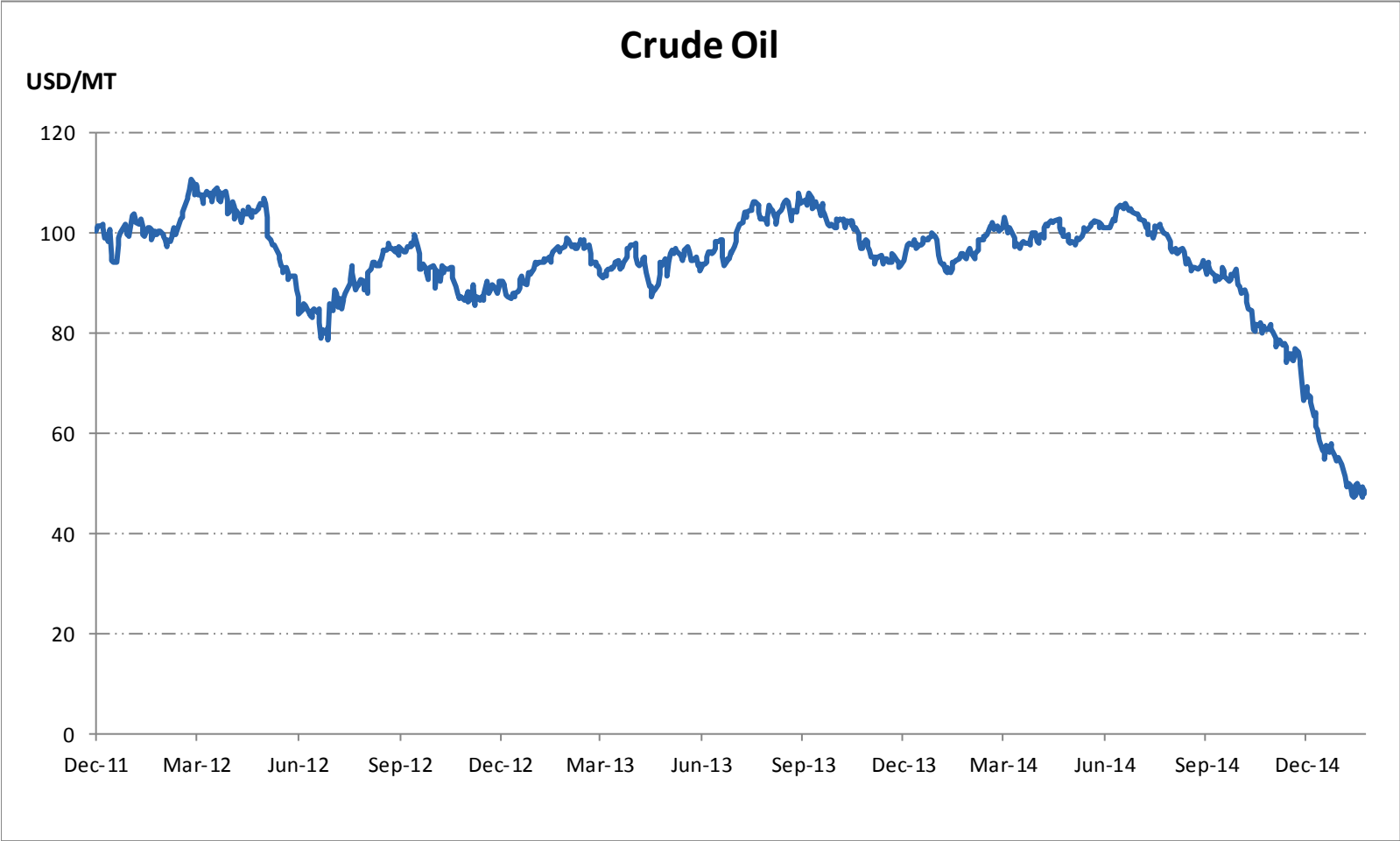
Wheat



Sugar

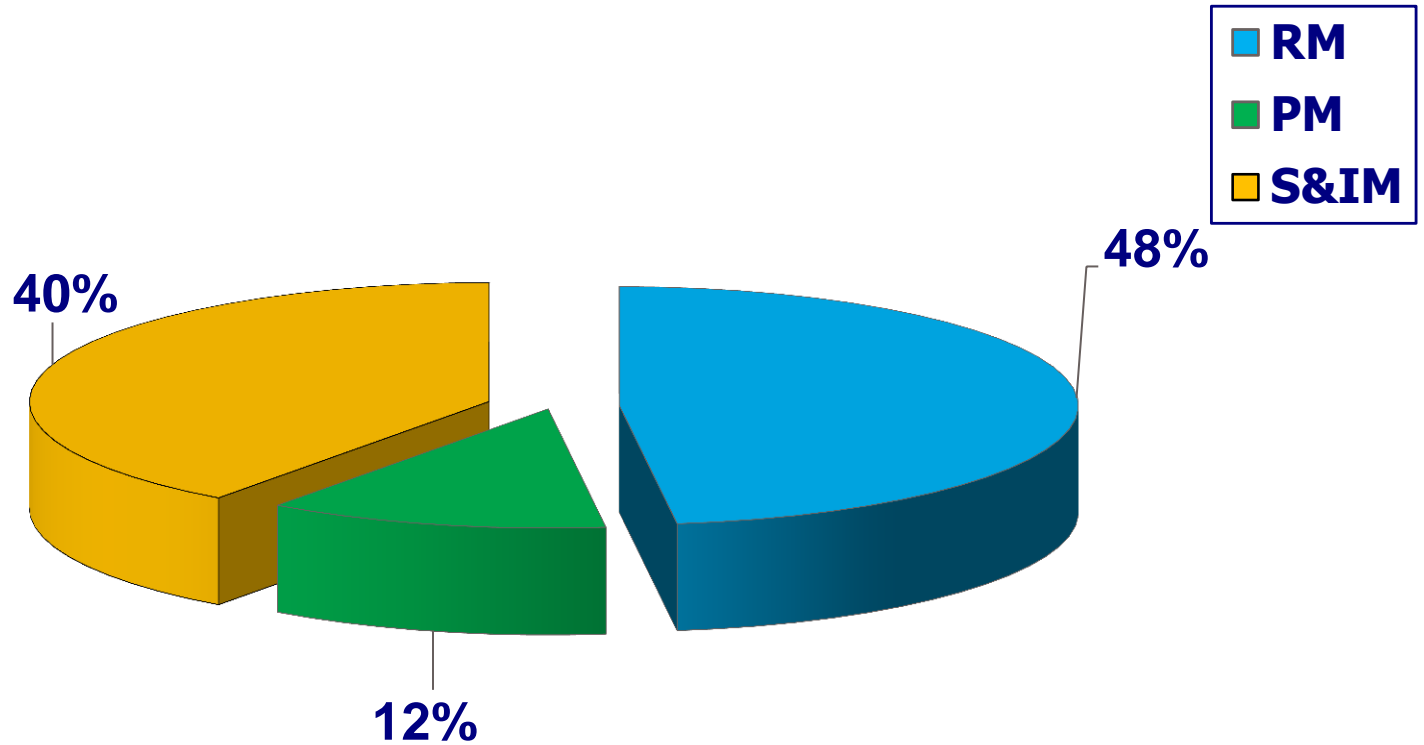


Crude Oil



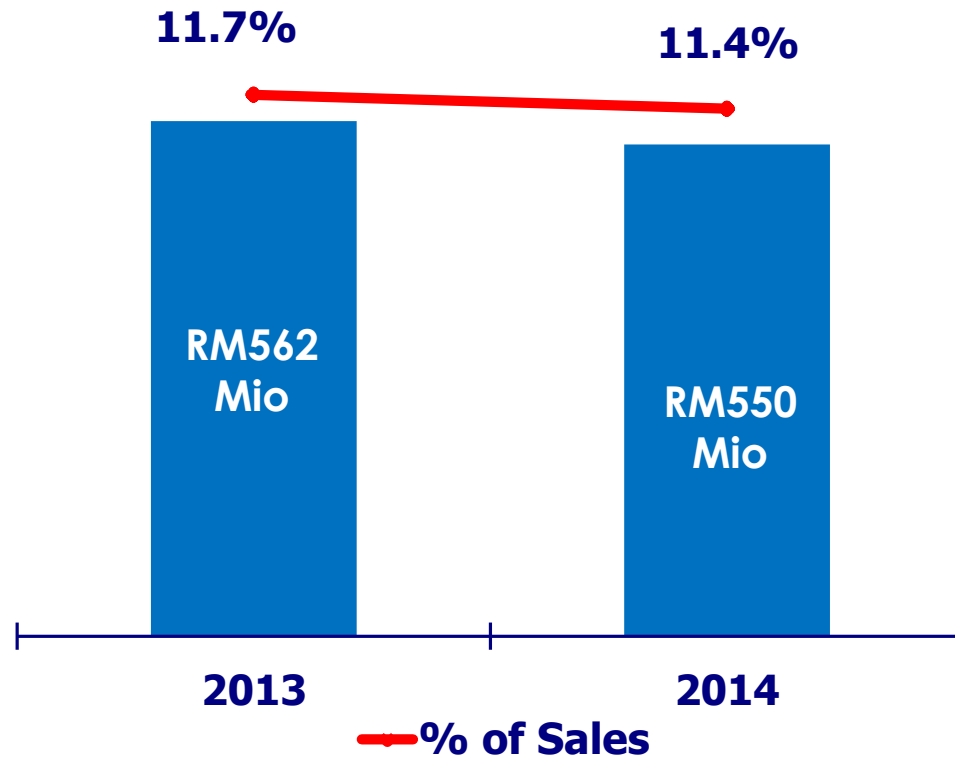
PROFIT DEVELOPMENT

Breakdown of Material & Services Consumed Jan '14 – Dec '14



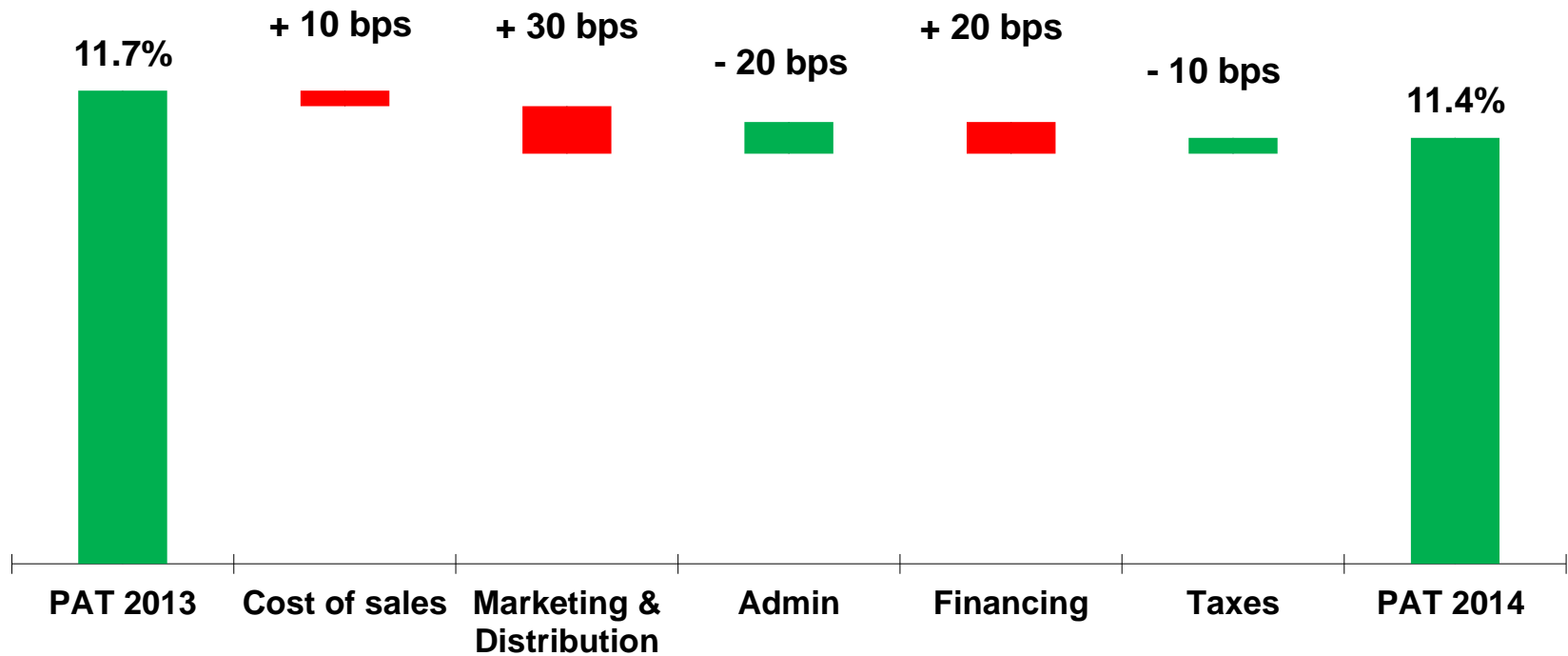
Total = RM 2.86 Bio.

Net Profit Evolution

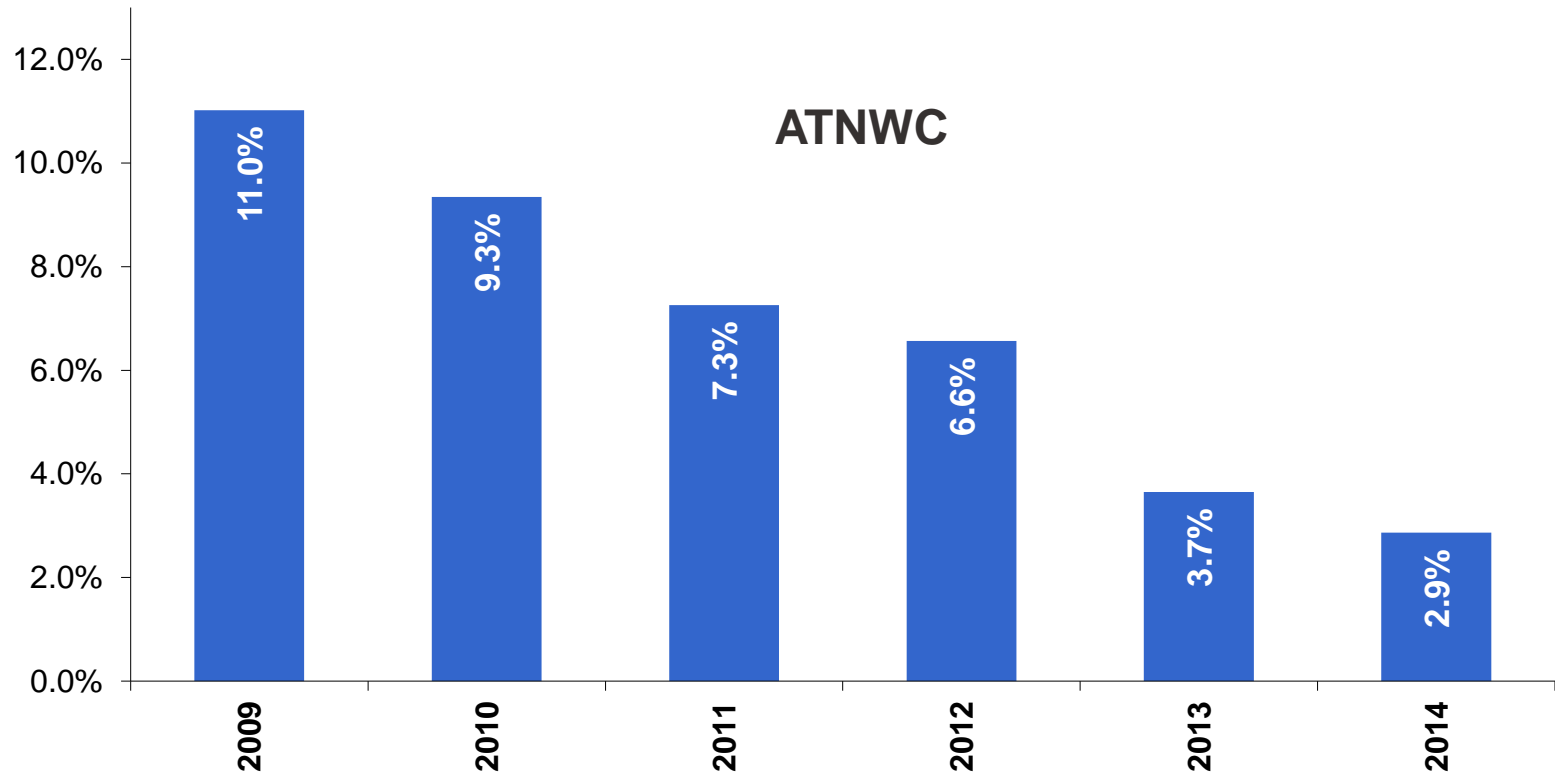


2014 Profit Margin very close to 2013 level

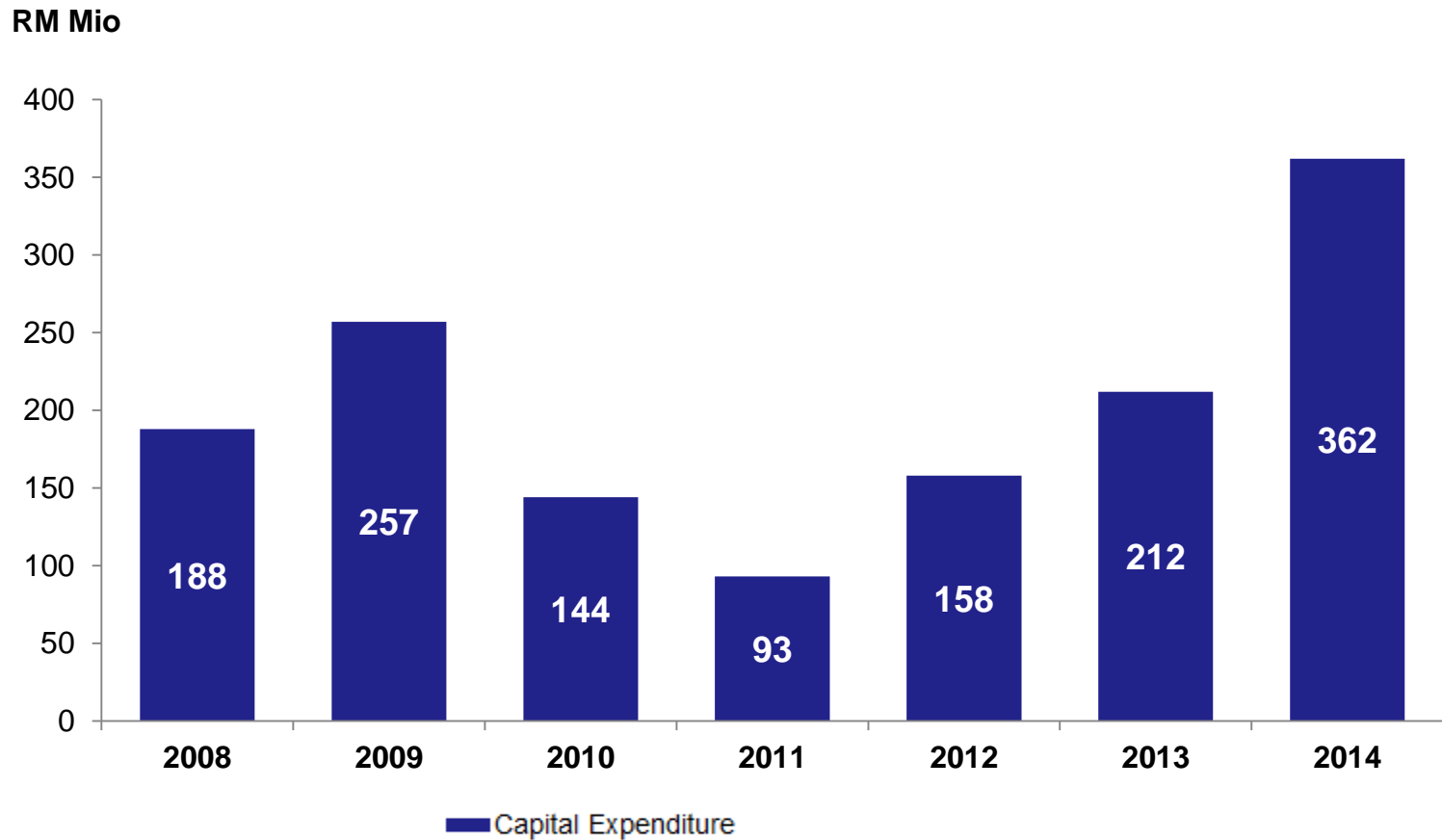
PAT as %
of NNS



MY Trade Net Working Capital



CAPEX Evolution



Cash Flow 2014

| | <u>RM (Mio)</u> | |
|---|-------------------|-------------------|
| | 2014 | 2013 |
| ➤ Profit Before Tax adjusted for depreciation & interest | 837 | 844 |
| ➡ (Increase) / Decrease in working capital | 192 | (11) |
| ➡ Income tax & others | (147) | (169) |
| ➤ Net cash from operating activities | 882 | 664 |
| ➡ Capital Investments | (361) | (212) |
| ➡ Others | 3 | 8 |
| ➤ Cash Flow after Investing activities | <u>524</u> | <u>460</u> |

TERIMA KASIH

谢谢 THANK YOU

நன்றி

