

# Nestlé Malaysia: 106 Years Providing Nutrition to Malaysians



*Enhancing **Quality of Life**, contributing to a **Healthier Future***

*Culture and Values Deeply Rooted in **Respect***



Good Food, Good Life



# ***Nestlé (Malaysia) Berhad***

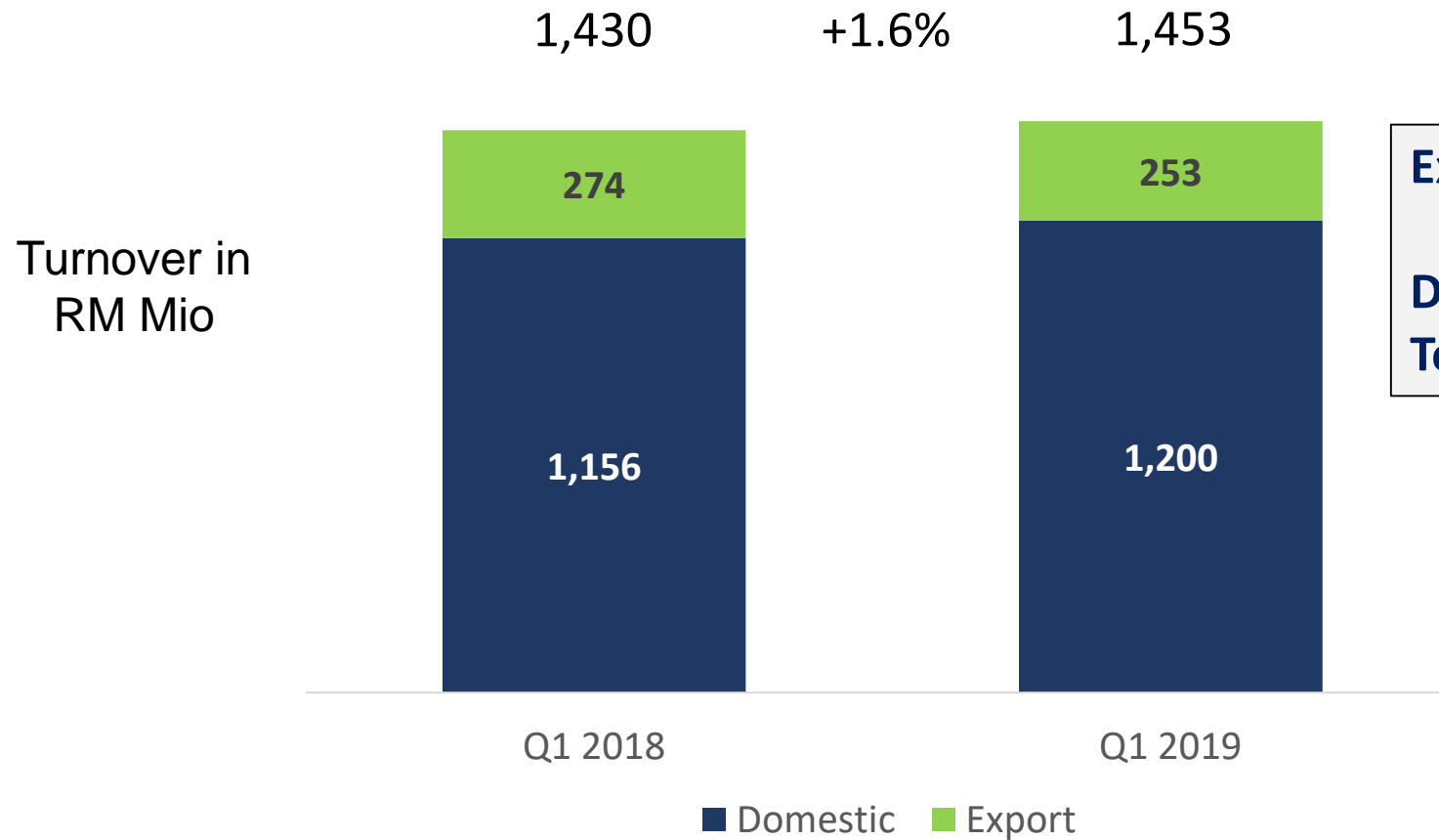
Q1 2019 results



Good Food, Good Life

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

# Strong Domestic performance in Q1 2019

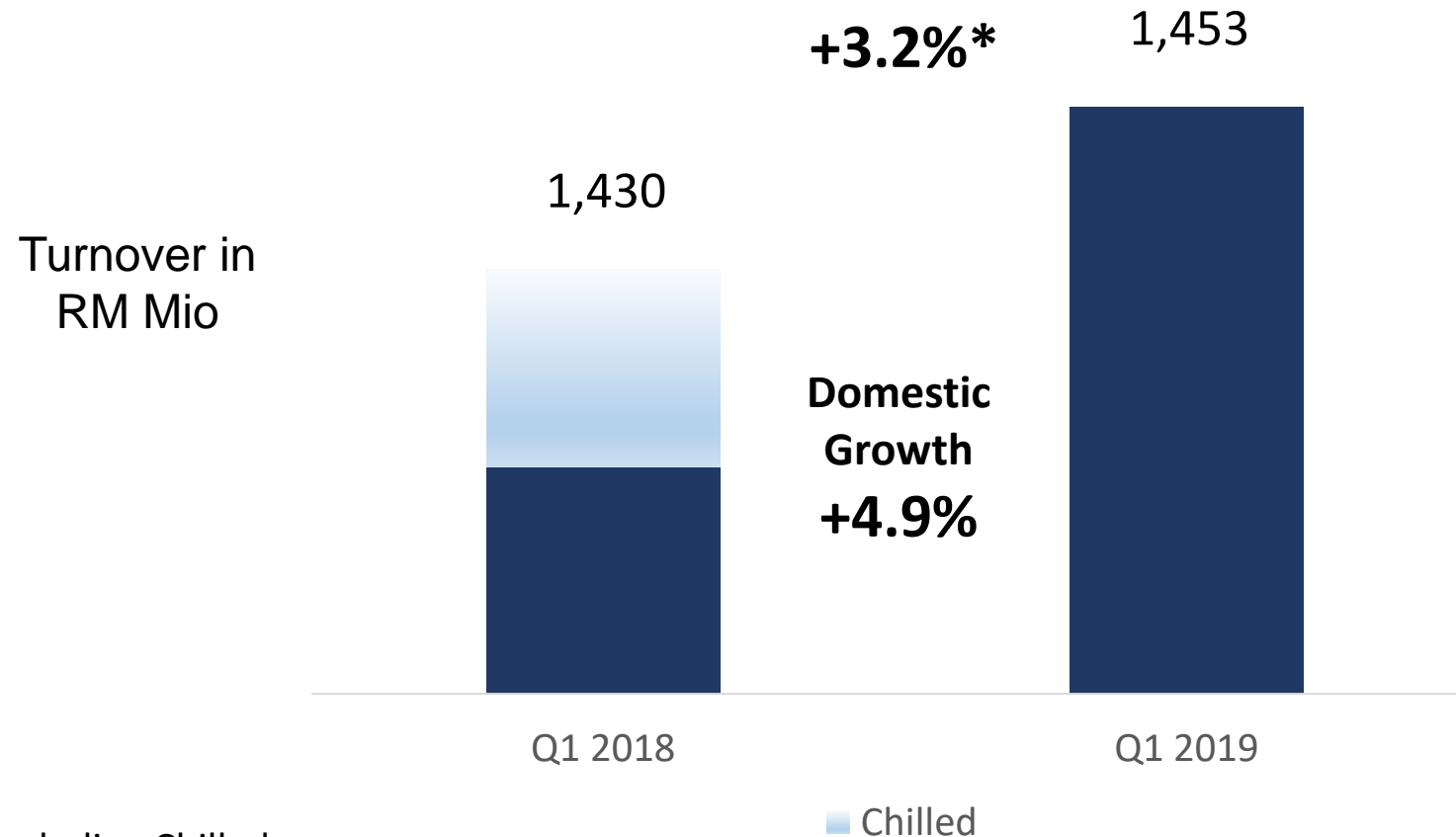


Excluding Chilled divestment

Domestic Growth = 4.9%

Total Growth = 3.2%

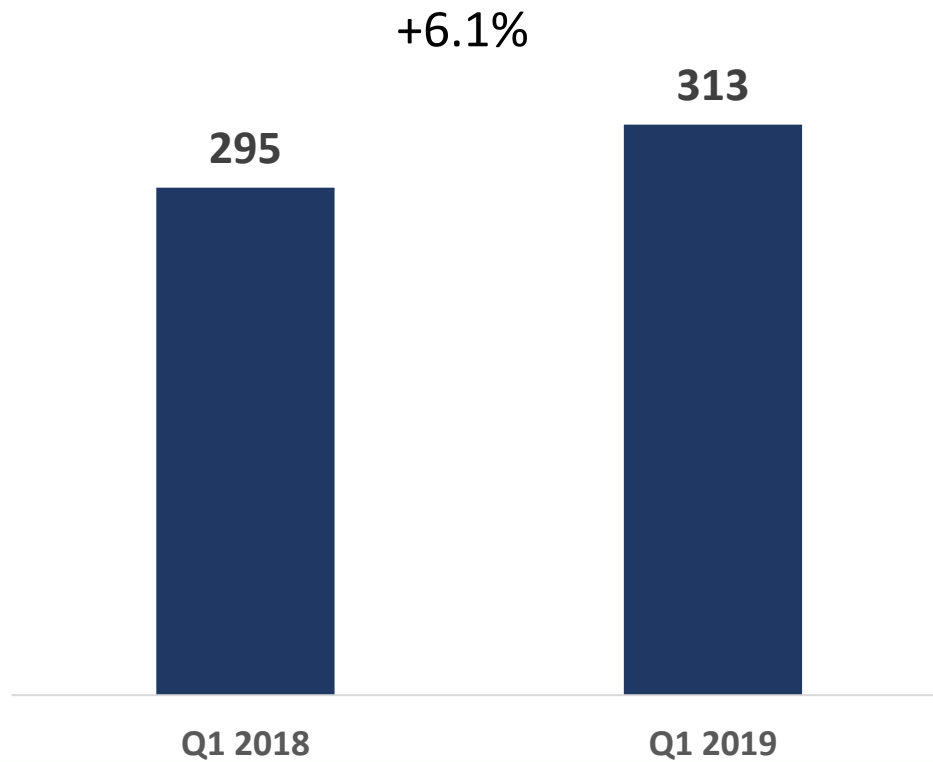
# Excluding Chilled Dairy business in 2018, total growth = 3.2%



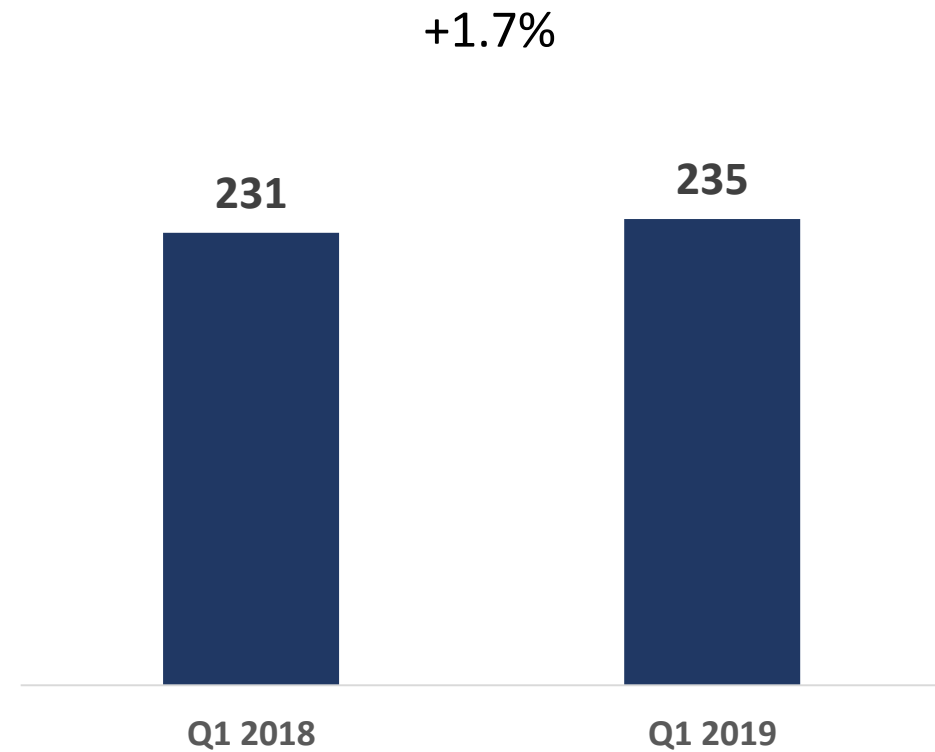
\* Sales growth excluding Chilled

# Improved Profitability, PBT and PAT ...

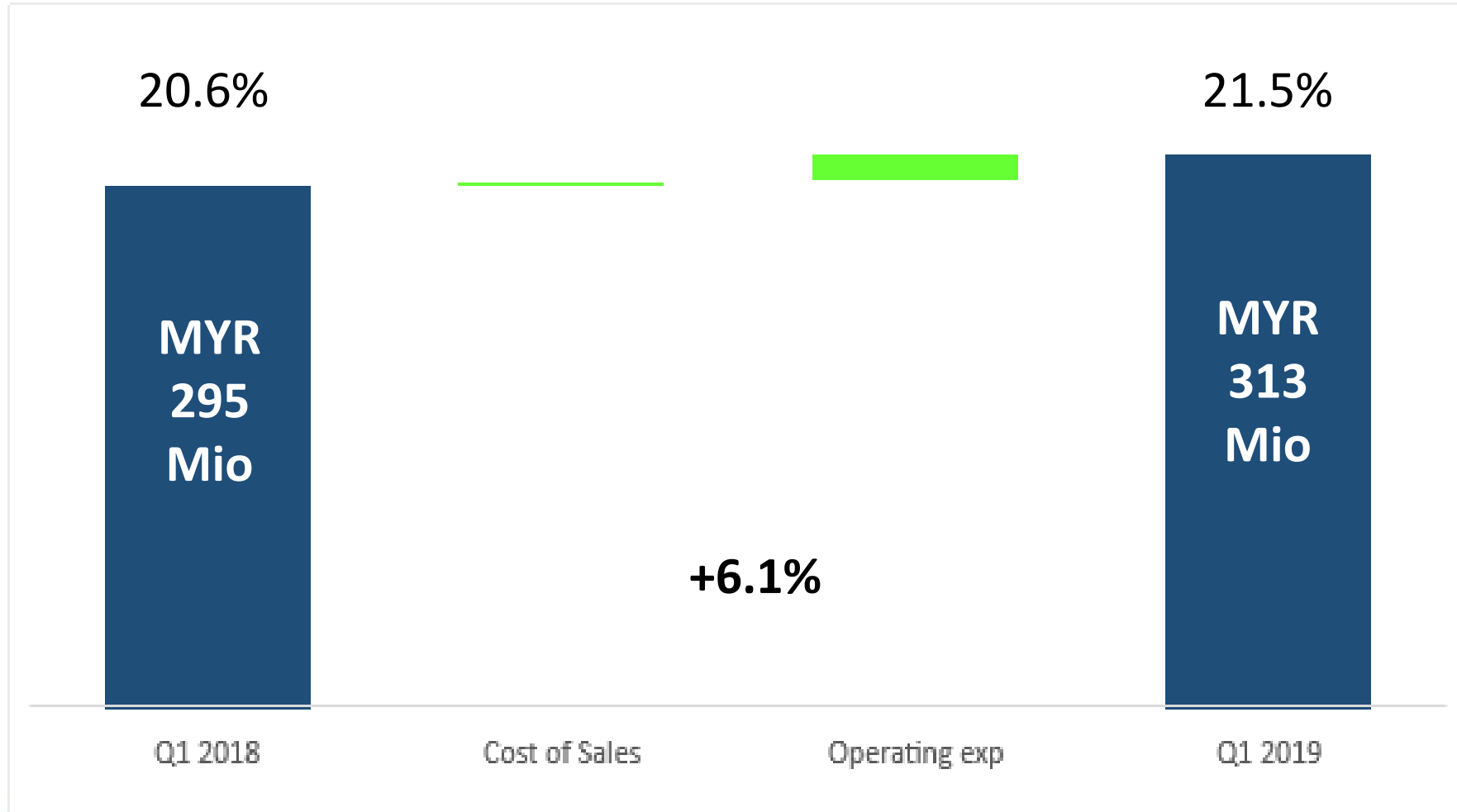
## Profit before Tax



## Profit after Tax



# PBT increased by 6.1%



# Strong cash flow generation in Q1 2019

<i>Amounts in MYR mio</i>	Q1 2018	Q1 2019
<b>PBT adjusted for depreciation &amp; interest</b>	<b>344</b>	<b>366</b>
→ (Increase)/Decrease in working capital	(168)	(135)
→ Income tax & others	(47)	(46)
<b>Net Cash from Operating Activities</b>	<b>129</b>	<b>185</b>
→ Capital investments	(10)	(21)
→ Others	1	1
<b>Cash Flow after Investing Activities</b>	<b>120</b>	<b>165</b>

# Highly successful execution of Chinese New Year





# On trend new products in Q1 2019



# Building solid partnerships to win online

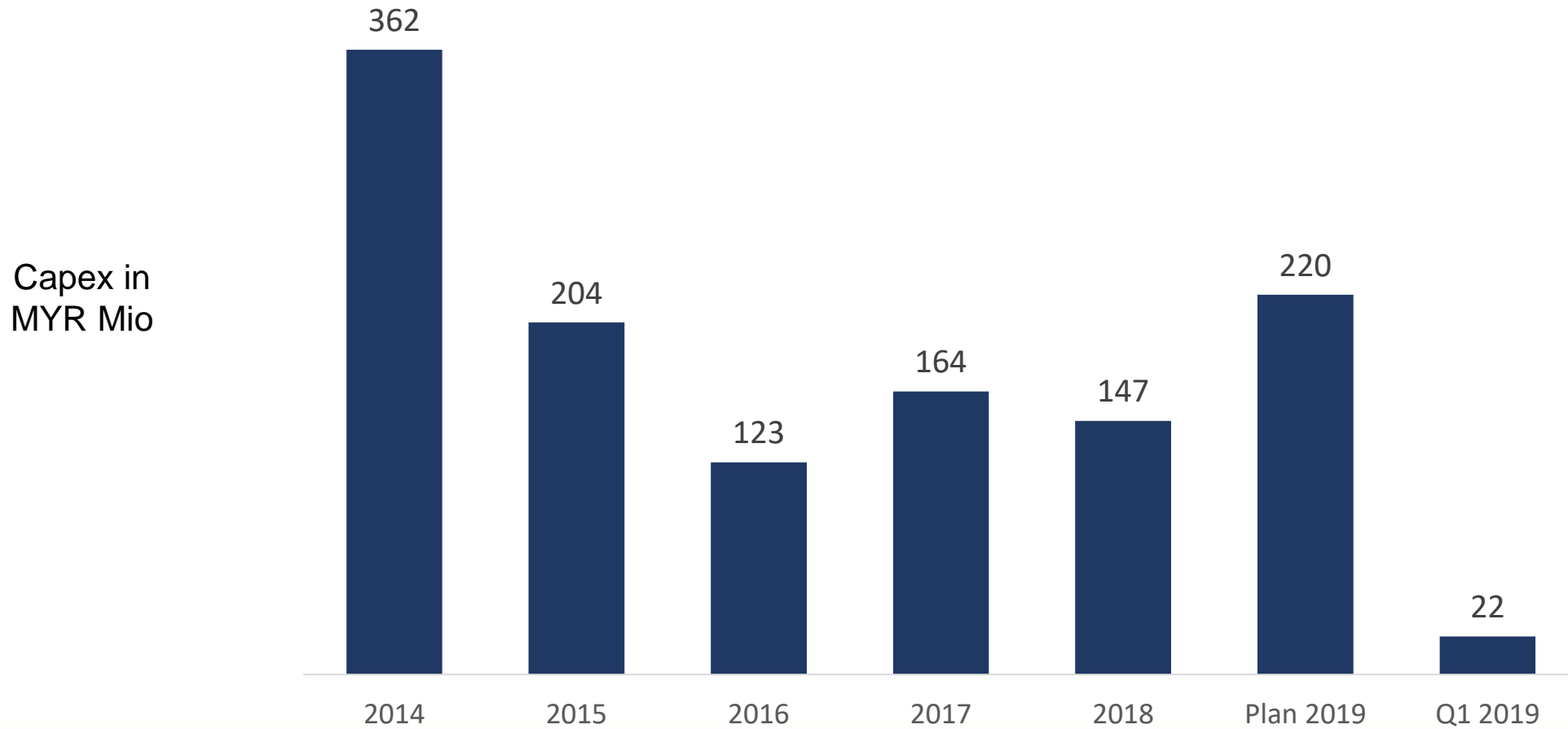


**SHOPEE SUPER BRAND DAY:**  
Pioneering to Bring New Experiences  
to our Consumers

**1<sup>st</sup>** in Malaysian e-Commerce  
F&B industry to implement  
Super Brand Day, as well as  
outside China

**4x** sales uplift vs.  
11/11 last year

# Highest Capex investment in 5 years





*Thank You*