

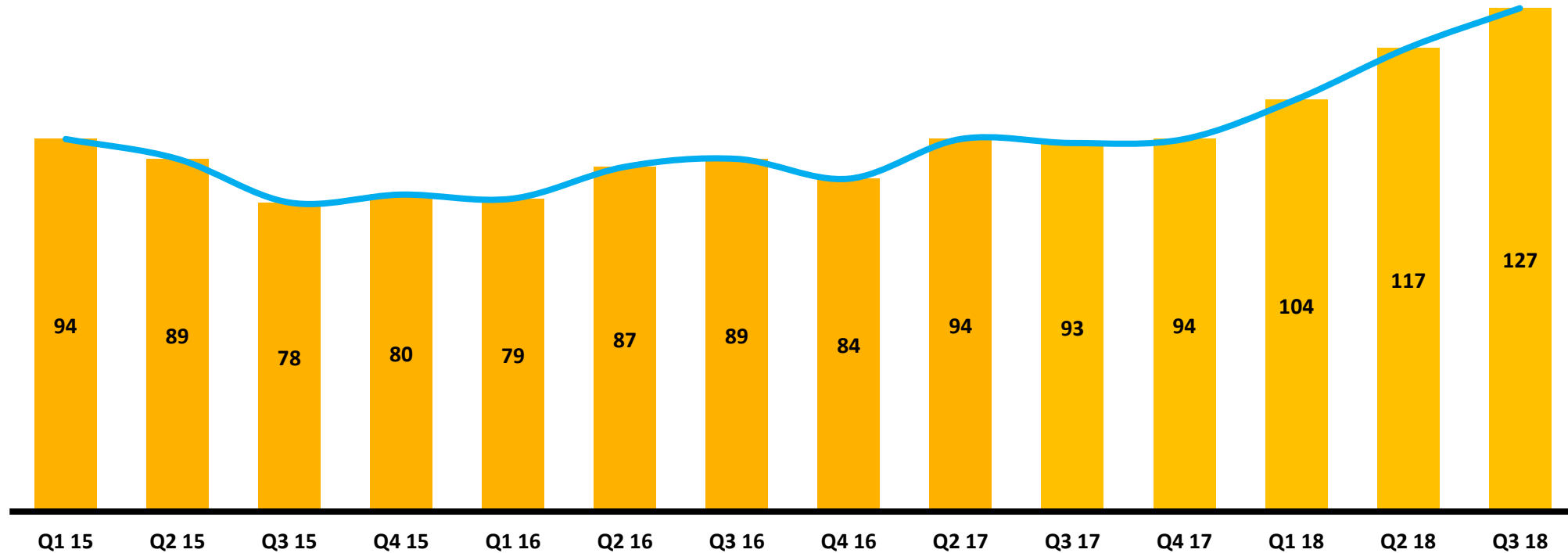


Nestlé (Malaysia) Berhad

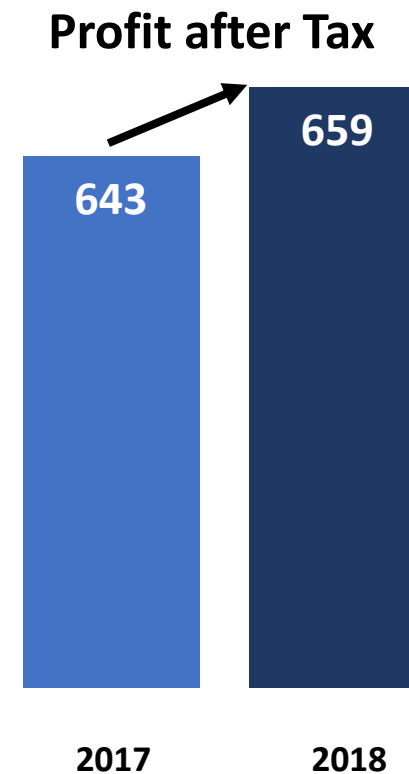
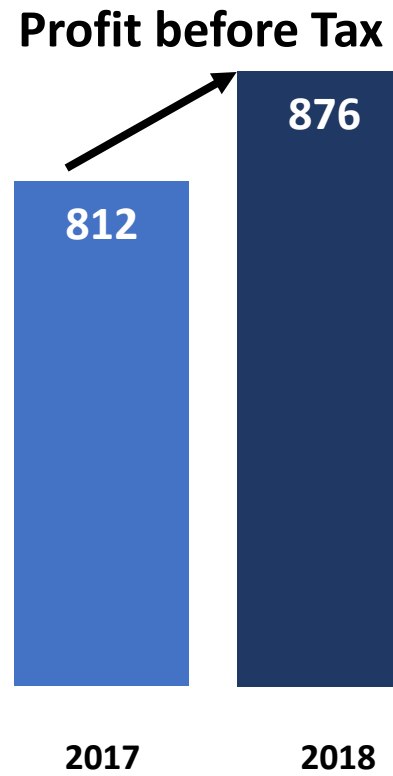
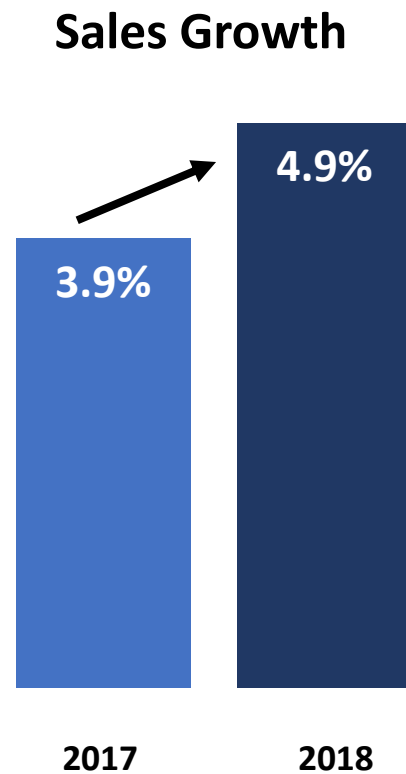
Analysts' Briefing
27 February 2019

Significant improvement in consumer confidence in 2018

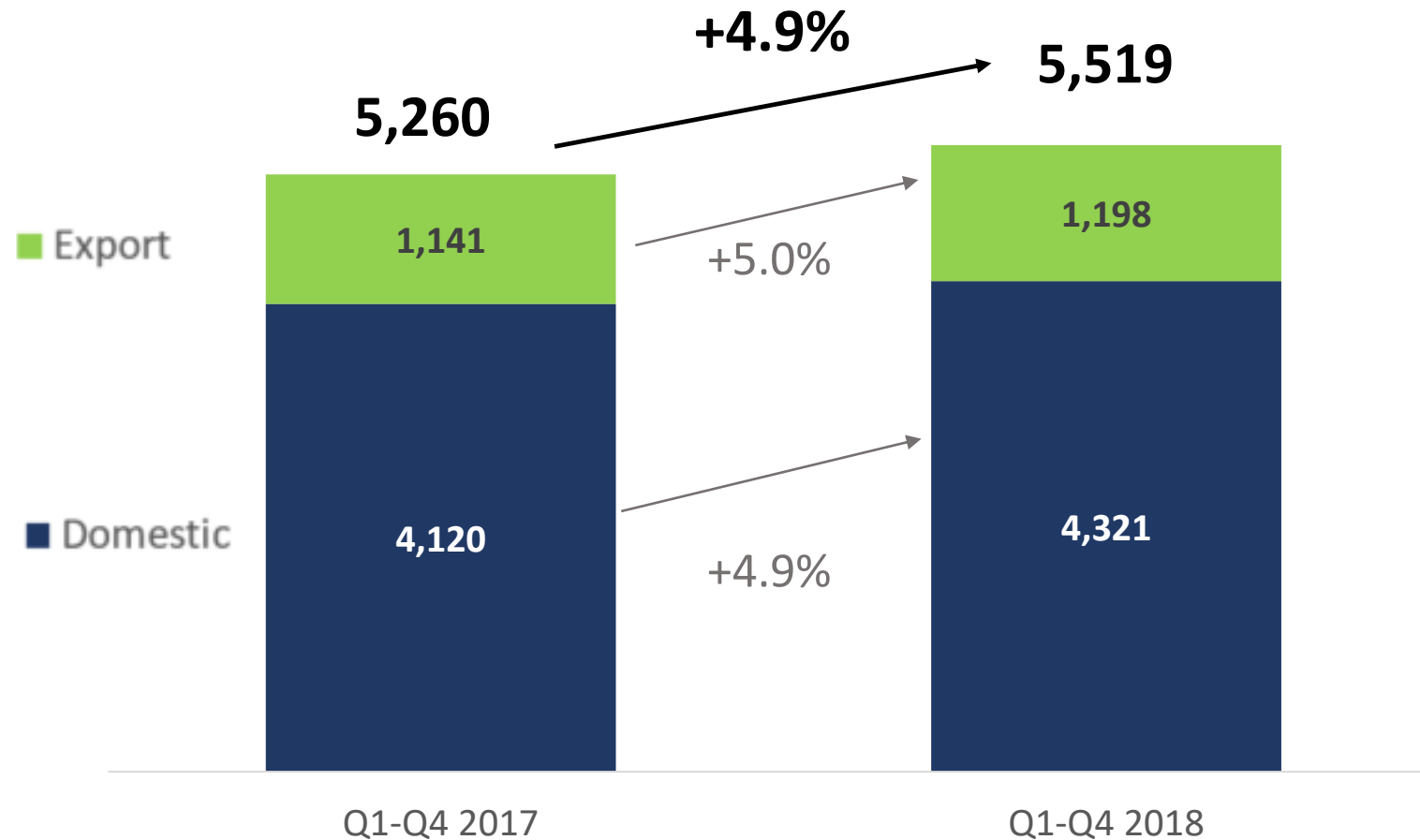
CONSUMER CONFIDENCE INDEX (CCI) | MALAYSIA | Q3 2018



Strong 2018..

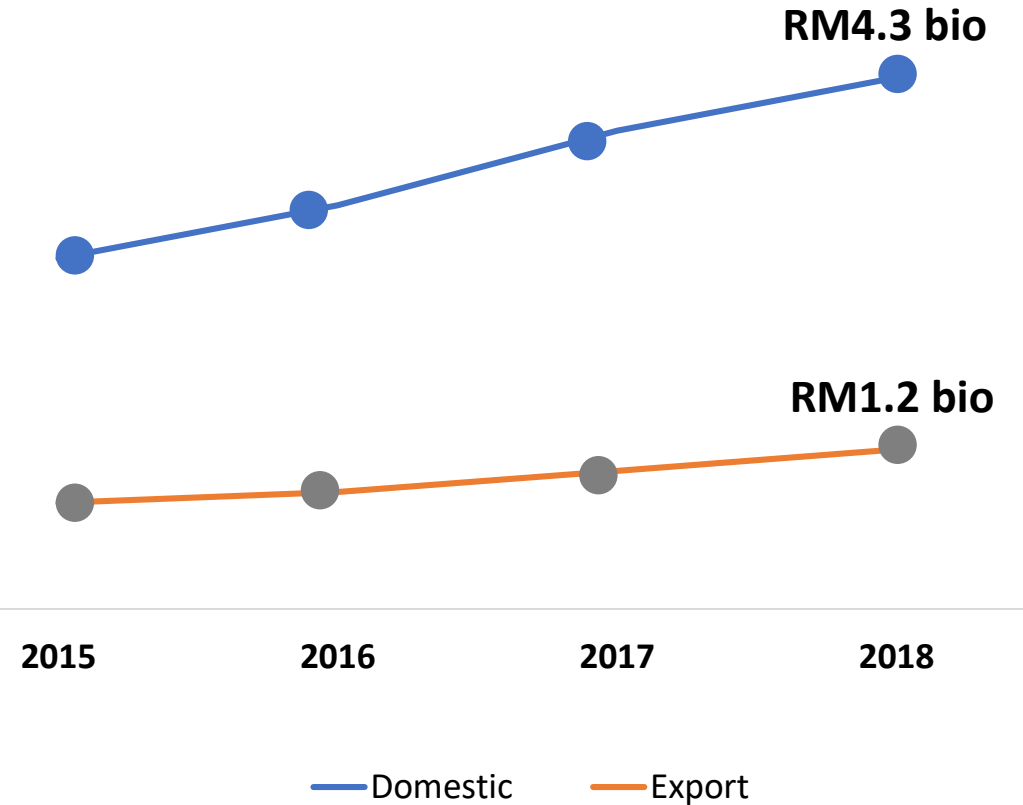
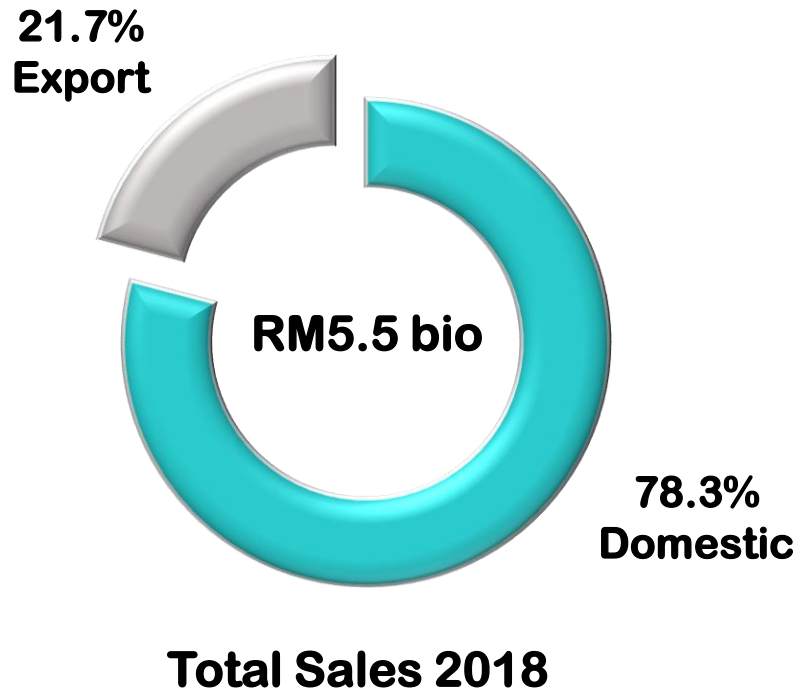


Exports and Domestic growing...

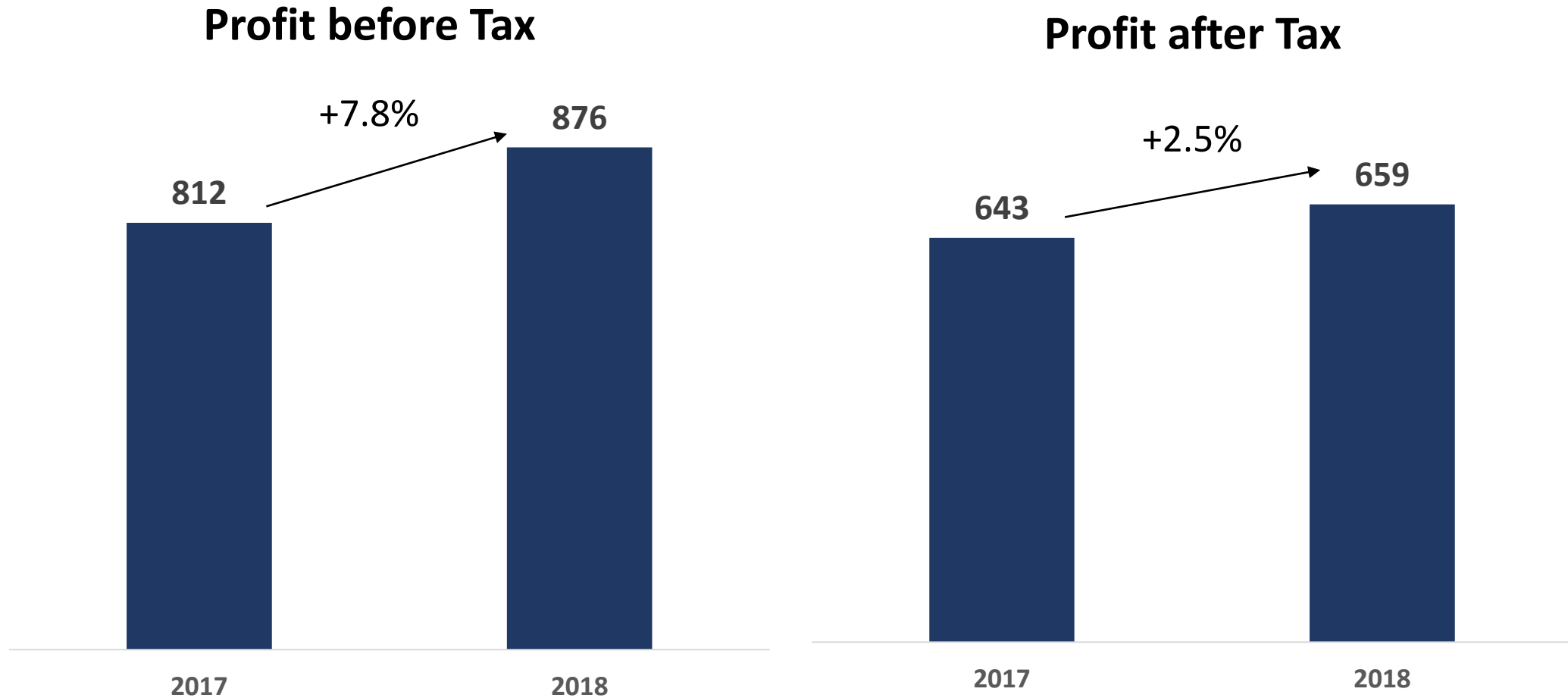


Turnover in RM Mio

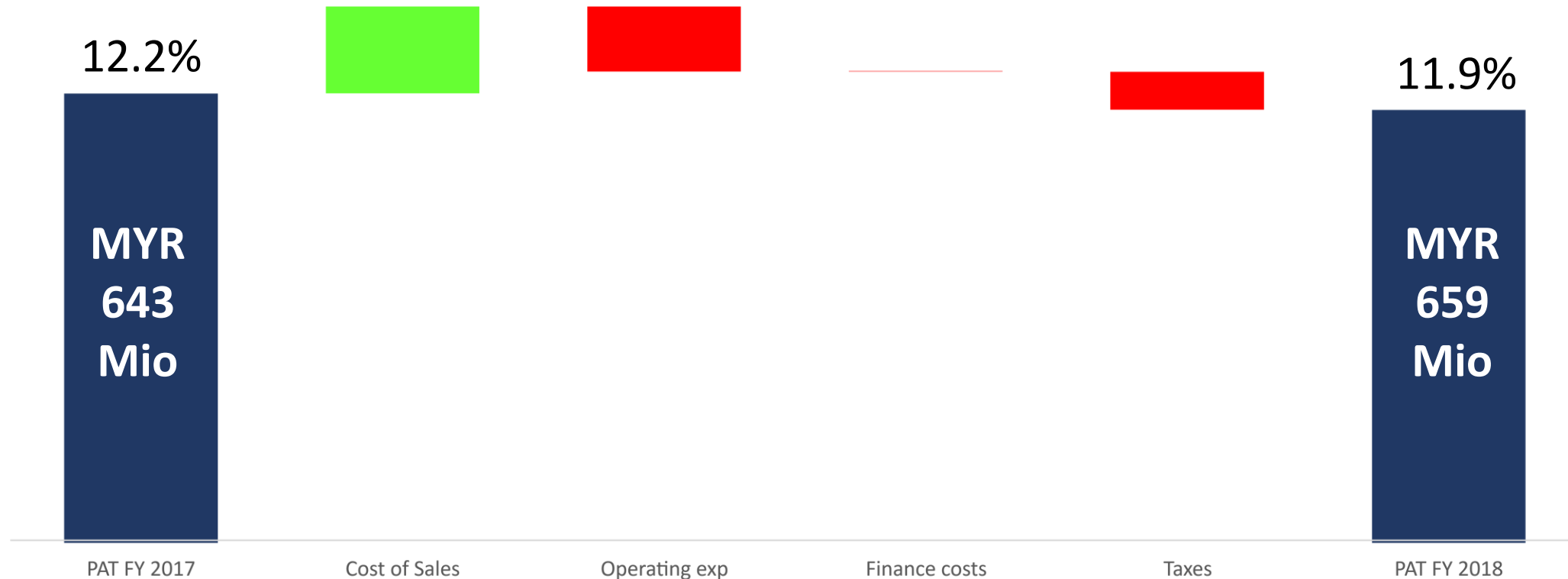
Both exports and domestic key to portfolio...



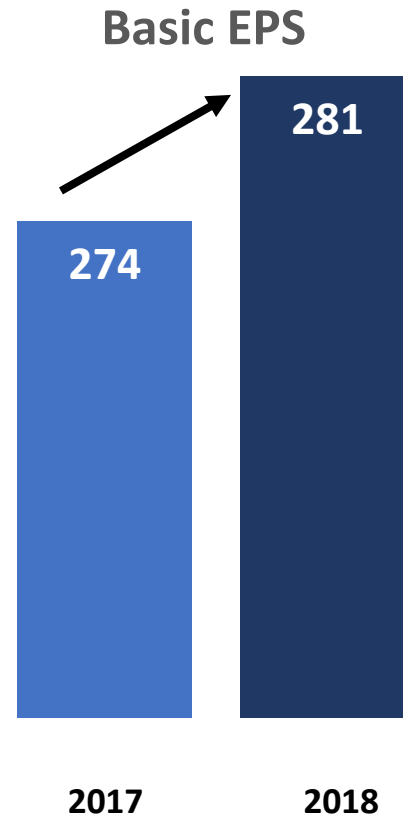
Improved Profitability, PBT and PAT..



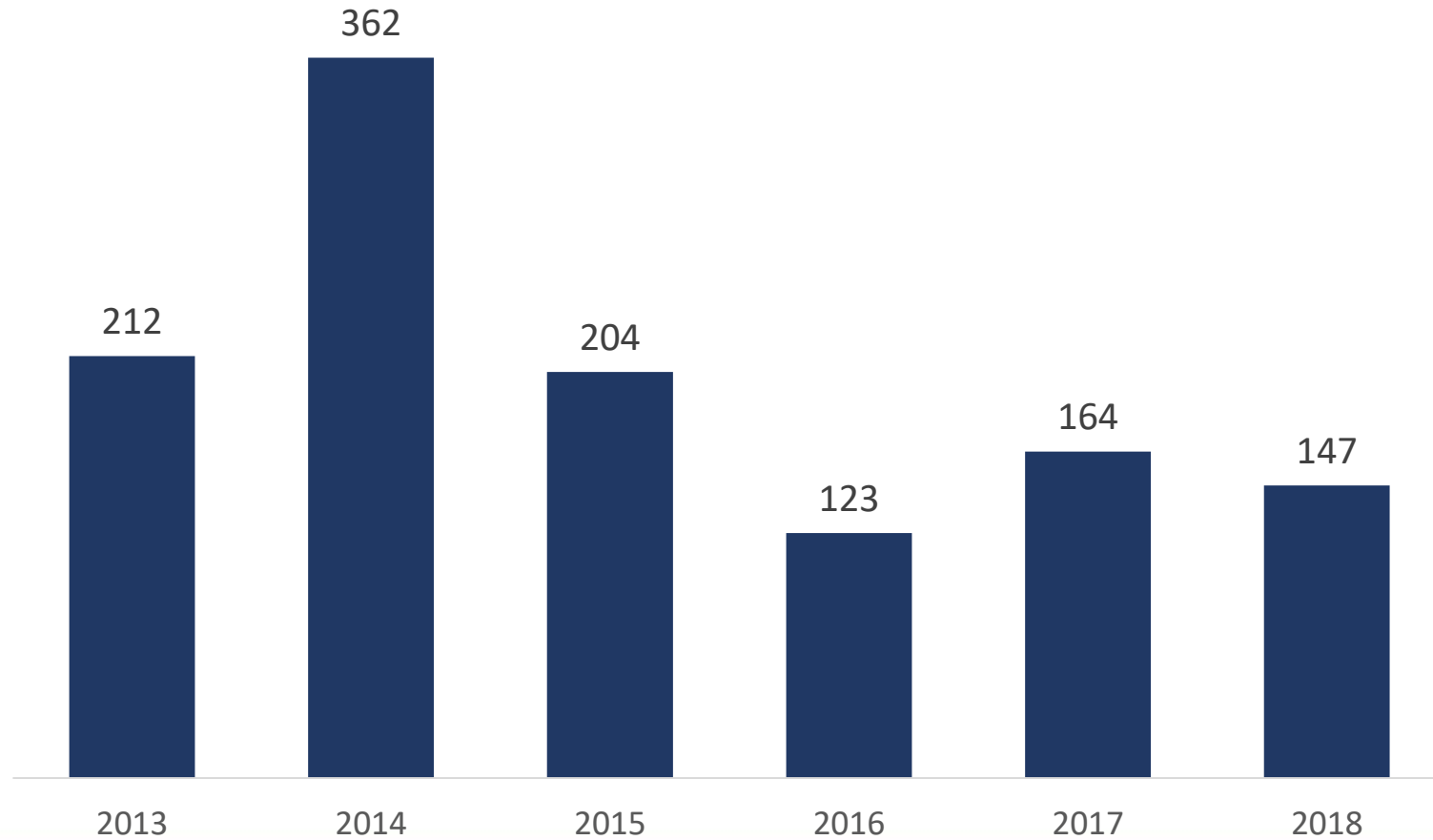
Evolution of 2018 profit with investment...



EPS continues to improve..



Investment remains key to growth of the business.



Capex in MYR Mio

We have successfully divested our Chilled Dairy business

January, 1st 2019

Chilled Dairy Business

Payment of RM 14.2 mio
received on 31.12.18

Extraordinary gain of RM 9.4 mio



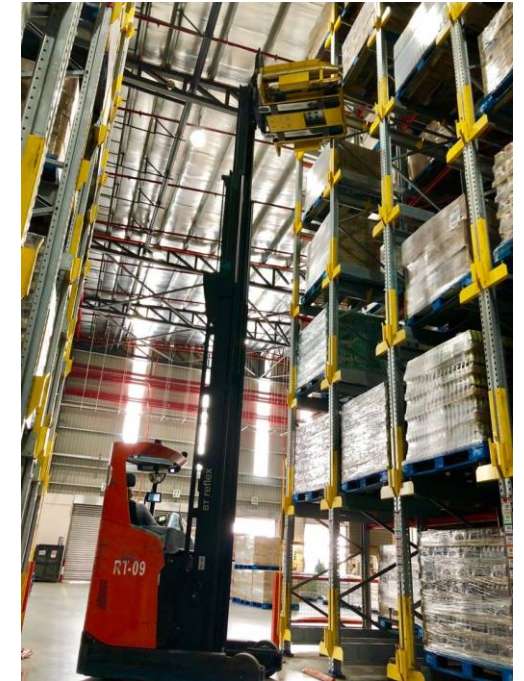
July, 1st 2019

Petaling Jaya
Factory

Payment of RM 141.1 mio
expected on 30.06.19

We continue to develop infrastructure

- New National Distribution Center designed for Safety and Productivity
- High density storage with higher storage capacity (capacity of 80,000 pallet space)
- 20% lower in size but 11% higher in pallet spaces with 65% semi-automated Satellite racking



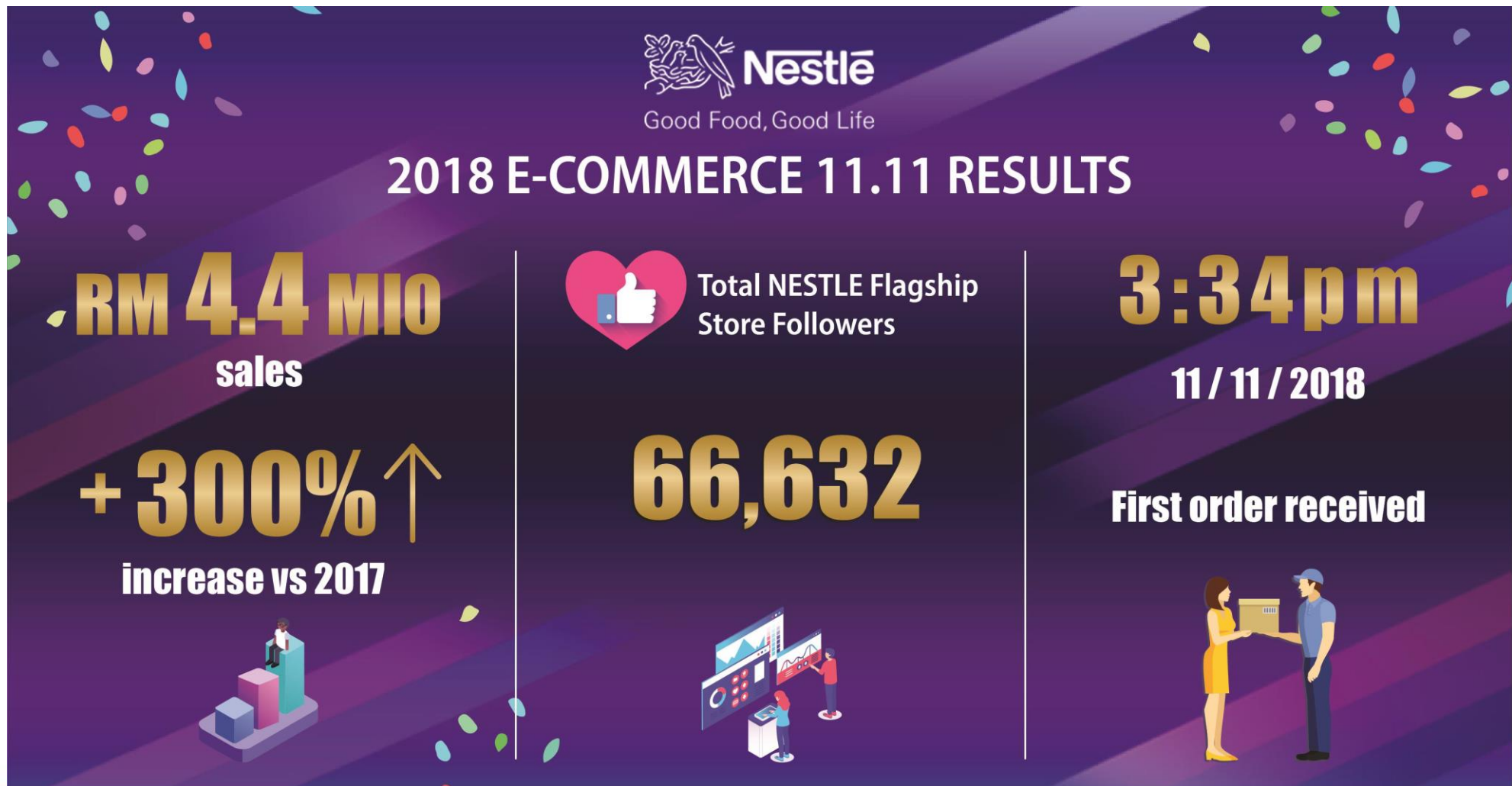
Strong innovation and renovation



More strong I&R



Looking at multiple channels..



Record turnout for MILO Breakfast Day





Thank You