



Good Food, Good Life



# *Nestlé (Malaysia) Berhad*

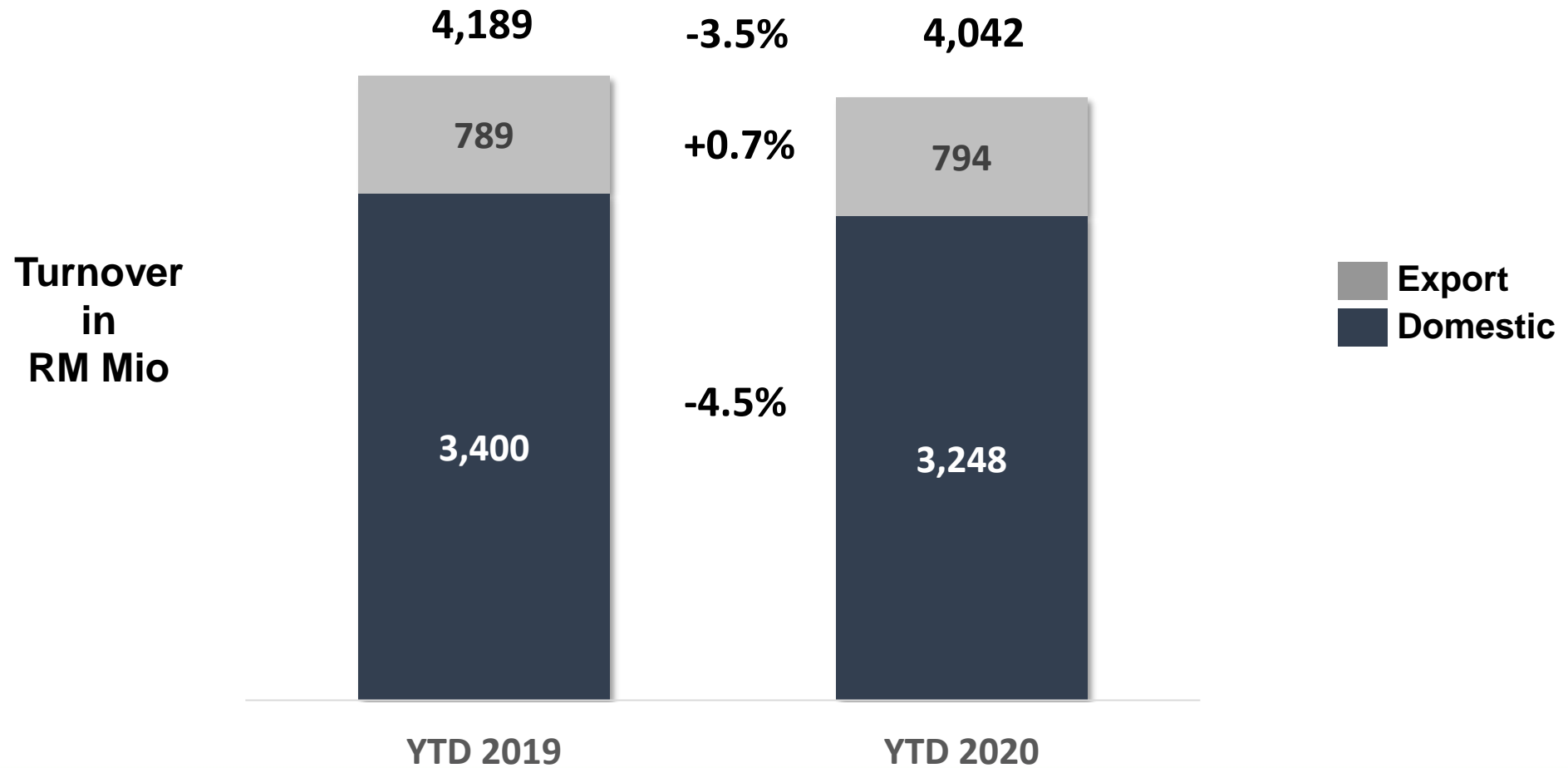
Q3 2020 results



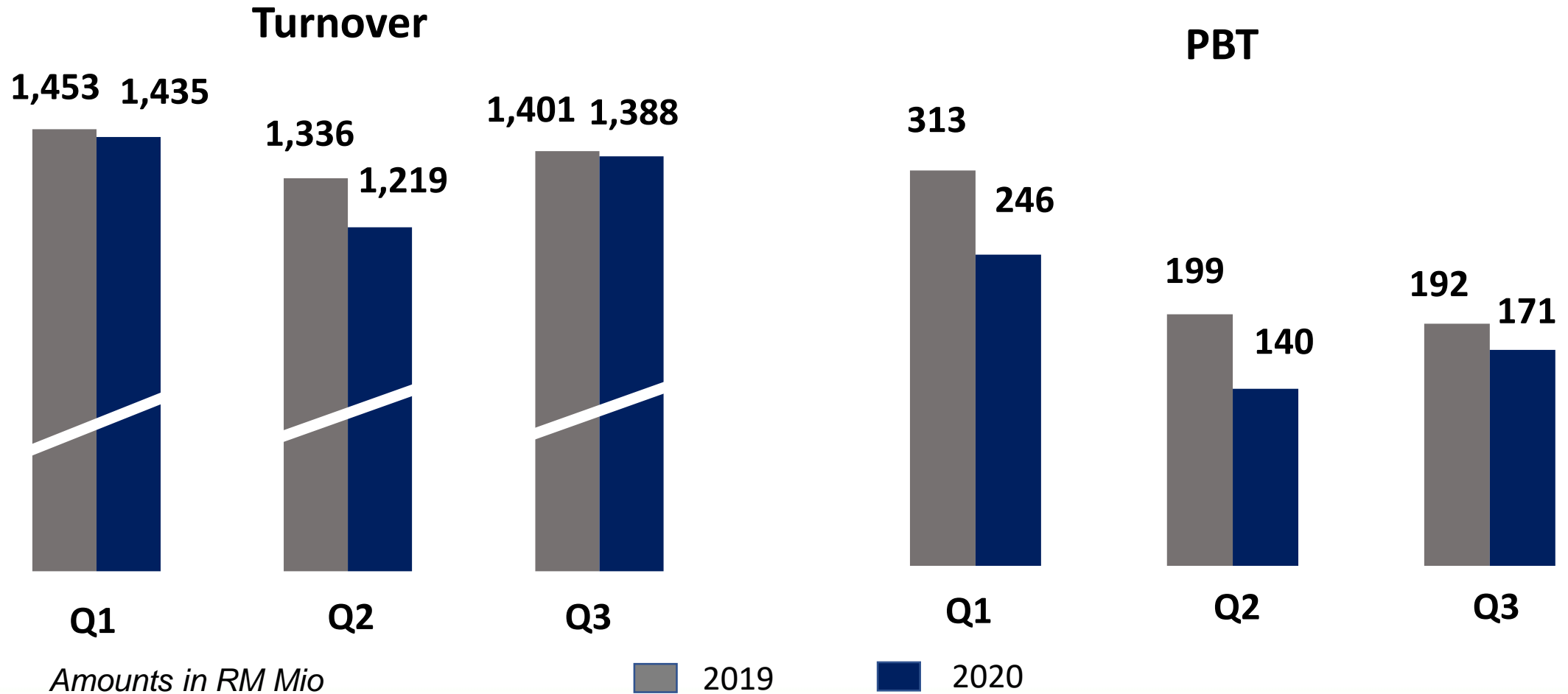
Good Food, Good Life

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

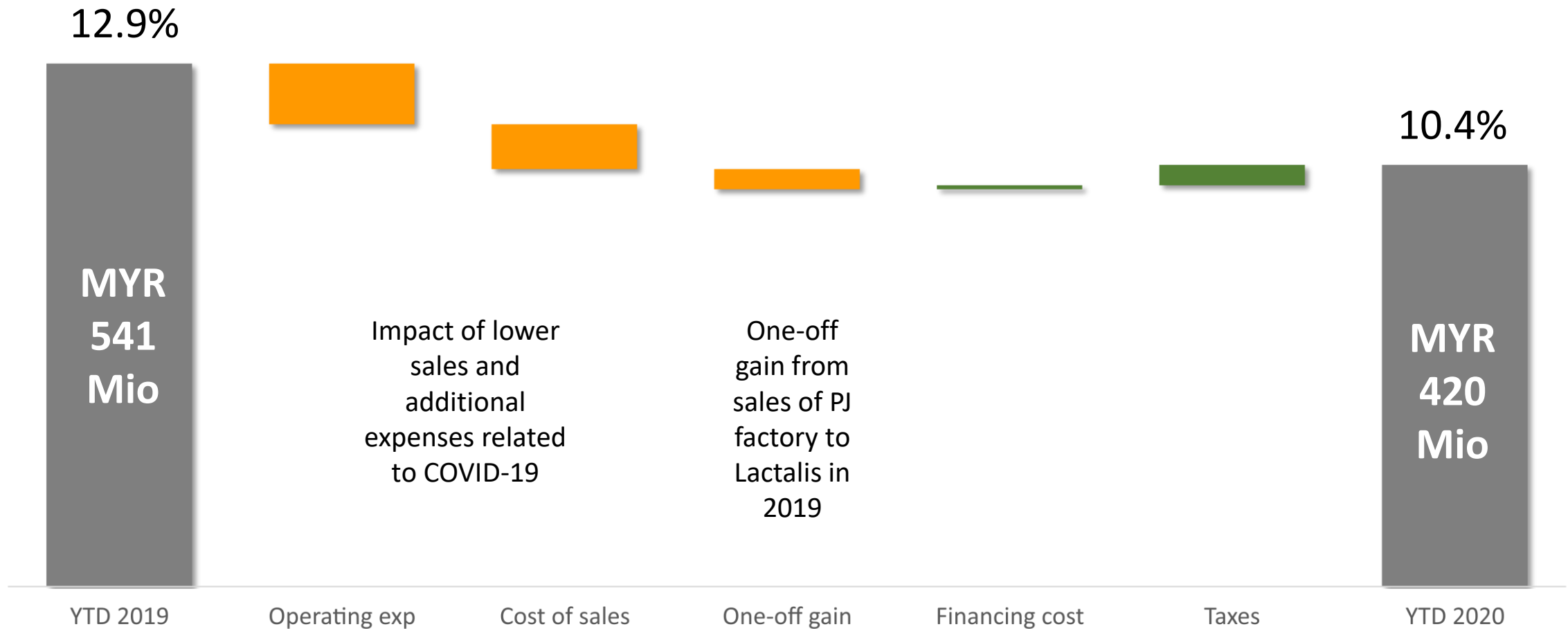
# YTD performance impacted by COVID-19



# Strong improvement in Q3 with gap narrowing significantly



# Profit After Tax evolution



# Strong cash flow with effective working capital management

<i>Amounts in MYR mio</i>	YTD 2019	YTD 2020
<b>PBT adjusted for depreciation &amp; interest</b>	<b>840</b>	<b>719</b>
→ (Increase)/Decrease in working capital	(237)	6
→ Income tax & others	(159)	(114)
<b>Net Cash from Operating Activities</b>	<b>444</b>	<b>611</b>
→ Capital investments	(90)	(101)
→ Others	102	2
<b>Cash Flow after Investing Activities</b>	<b>456</b>	<b>512</b>

2019 incl  
proceeds of  
RM 141 mio  
from sale of  
PJ factory

# Key Takeaways

## Key Priorities:

1

1. *Ensuring safety of employees*
2. *Ensuring supply of essential foods*
3. *Helping the community*

2

We continue to build our brands for long term success to capture all growth opportunities

3

We continue investing for the future, building capabilities, efficiency and environmental sustainability.



**BAHARU**

TENAGA &  
BERKHASIASAT

Nestlé  
**MILO**



**PLUS FIBRE**

KEBAIKAN  
BARLI MALT,  
SUSU & KOKO

RASA HEBAT MILO™

↑ 2.5X SERAT™

↓ 50%  
KURANG GULA  
TAMBAHAN™  
(Sukrosa)

900g

Minuman Malt  
Coklat Berkhasiat

**ENERGY TO  
GO FURTHER™**



**Nestlé™**



MS 1500:2009  
1019-05/2004

**NEW**



**FUSIAN™**



**LEE KWANG SOO,**  
MAGGI® FUSIAN'S AMBASSADOR







*Thank You*