

INTERIM REPORT

NESTLÉ (MALAYSIA) BERHAD (198301015532 (110925-W)) (Incorporated in Malaysia)

The Directors are pleased to present the Interim Report for the period ended 31 December 2022 as follows:

CONDENSED AUDITED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2022

	3 months ended 31 December		ber	12 months ended 31 December		
	2022 RM'000	2021 RM'000	%	2022 RM'000	2021 RM'000	%
Revenue - Sale of goods	1,647,983	1,466,526	12.4%	6,664,145	5,733,816	16.2%
Cost of sales	(1,139,495)	(1,003,903)		(4,603,260)	(3,775,581)	
Gross profit	508,488	462,623	9.9%	2,060,885	1,958,235	5.2%
Other income	-	3,696		-	3,696	
Operating expenses	(311,259)	(308,999)		(1,157,954)	(1,175,819)	
Operating profit	197,229	157,320	25.4%	902,931	786,112	14.9%
Finance costs	(13,581)	(10,168)		(44,994)	(35,848)	
Finance income	31	103		721	828	
Share of profit of an equity-accounted associate, net of tax	(351)	(441)		819	725	
Profit before tax	183,328	146,814	24.9%	859,477	751,817	14.3%
Income tax expense	(50,476)	(34,710)		(239,143)	(182,006)	
Profit after tax	132,852	112,104	18.5%	620,334	569,811	8.9%
Minority interests	-	-		-	-	
Profit after tax and minority interest	132,852	112,104	18.5%	620,334	569,811	8.9%
Profit for the period/year	132,852	112,104	18.5%	620,334	569,811	8.9%
Other comprehensive (expense)/income, net of tax Item that may be reclassified to profit or loss in subsequent periods						
Cash flow hedge	(8,313)	1,297		(6,651)	2,790	
Item that will not be reclassified to profit or loss in subsequent periods						
Remeasurement of defined benefit liability	(2,574)	(3,000)		(2,574)	(3,000)	
Total other comprehensive expense for the period/year , net of tax	(10,887)	(1,703)		(9,225)	(210)	
Total comprehensive income for the period/year	121,965	110,401	10.5%	611,109	569,601	7.3%
Basic earnings per share (sen)	56.65	47.81		264.53	242.99	
Proposed/Declared dividend per share-net (sen)	122.00	102.00		262.00	242.00	
	AS AT END OF CURRENT QUARTER			AS AT PRECEDING	FINANCIAL YEAR	END
Net assets per share attributable to owners of the parent (RM)	of 2.67 2.48					

This interim financial report should be read in conjunction with the audited financial statements of the Group for the year ended 31 December 2021.

CONDENSED AUDITED CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2022

	As at 31.12.2022 RM'000	As at 31.12.2021 RM'000
Assets	,	
Property, plant and equipment	1,669,316	1,534,268
Right-of-use assets	184,583	208,232
Intangible assets	62,183	63,342
Investment in an associate	6,288	5,949
Deferred tax assets	24,140	23,874
Trade and other receivables	8,283	9,228
Total non-current assets	1,954,793	1,844,893
Trade and other receivables	445,201	377,050
Inventories	1,115,083	744,987
Current tax assets	30,763	11,003
Cash and bank balances	8,171	6,898
Total current assets	1,599,218	1,139,938
Total assets	3,554,011	2,984,831
Equity		
Share capital	267,500	267,500
Hedging reserve	(7,395)	(744)
Retained earnings	366,211	315,941
Total equity attributable to owners of the parent	626,316	582,697
Liabilities		
Loans and borrowings	300,000	100,000
Lease liabilities	120,036	141,351
Employee benefits	84,267	89,859
Deferred tax liabilities	164,421	142,496
Total non-current liabilities	668,724	473,706
Trade and other payables	4 704 070	1,626,072
, ,	1,724,873 486,890	
Loans and borrowings Lease liabilities	27,496	245,693 26,962
Current tax liabilities	19,712	
		29,701
Total Current liabilities	2,258,971	1,928,428
Total liabilities Total equity and liabilities	2,927,695 3,554,011	2,402,134
	=======================================	2,984,831
Net assets per share attributable to owners of the parent (RM)	2.67	2.48

This interim financial report should be read in conjunction with the audited financial statements of the Group for the year ended 31 December 2021.

CONDENSED AUDITED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2022

	Non-Dist	ributable	Distributable	
	Share capital	Hedging reserve	Retained earnings	Total Equity
	RM'000	RM'000	RM'000	RM'000
At 1 January 2021	267,500	(3,534)	293,170	557,136
Cash flow hedge	-	2,790	-	2,790
Remeasurement of defined benefit liability	-	-	(3,000)	(3,000)
Profit for the year	-	-	569,811	569,811
Total comprehensive income for the year	-	2,790	566,811	569,601
Dividends to owners of the parent				
- Interim dividend for the year 2020	-	-	(215,740)	(215,740)
- Interim dividend for the year 2021	-	-	(328,300)	(328,300)
At 31 December 2021	267,500	(744)	315,941	582,697
At 1 January 2022	267,500	(744)	315,941	582,697
Cash flow hedge	-	(6,651)	-	(6,651)
Remeasurement of defined benefit liability	-	-	(2,574)	(2,574)
Profit for the year	-	-	620,334	620,334
Total comprehensive income for the year	-	(6,651)	617,760	611,109
Dividends to owners of the parent				
- Interim dividend for the year 2021	-	-	(239,190)	(239,190)
- Interim dividend for the year 2022	-	-	(328,300)	(328,300)
At 31 December 2022	267,500	(7,395)	366,211	626,316

This interim financial report should be read in conjunction with the audited financial statements of the Group for the year ended 31 December 2021.

CONDENSED AUDITED CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2022

	12 months ended 31.12.2022 RM'000	12 months ended 31.12.2021 RM'000
Cash flows from operating activities		
Profit before tax	859,477	751,817
Adjustments for:		
Amortisation and depreciation	198,419	194,142
Impairment loss on property, plant and equipment	8,100	150
Impairment loss on rights-of-use asset	-	1,162
Net finance costs	44,273	35,020
Loss/(Gain) on disposal of property, plant and equipment	655	(3,696)
Net write-down of slow moving inventories	2,665	6,137
Add/Less:		
Movement in working capital	(353,817)	83,898
Income tax paid	(244,319)	(189,028)
Others	(3,928)	7,905
Net cash from operating activities	511,525	887,507
Cash flows from investing activities		
Acquisition of property, plant and equipment	(312,218)	(274,758)
Proceeds from disposal of property, plant and equipment	1,357	7,213
Others	1,201	1,218
Net cash used in investing activities	(309,660)	(266,327)
Cash flows from financing activities		
Finance costs paid	(44,994)	(35,848)
Proceeds from borrowings	265,000	15,000
Dividends paid	(567,490)	(544,040)
Payment of lease liabilities	(29,305)	(31,745)
Net cash used in financing activities	(376,789)	(596,633)
Net (decrease)/increase in cash and cash equivalents	(174,924)	24,547
Cash and cash equivalents at 1 January	(3,795)	(28,342)
Cash and cash equivalents at 31 December	(178,719)	(3,795)

This interim financial report should be read in conjunction with the audited financial statements of the Group for the year ended 31 December 2021.

INTERIM FINANCIAL REPORT

Notes:

1 Basis of preparation

This interim financial report is based on the audited financial statements for the year ended 31 December 2022 and has been prepared in accordance with the applicable disclosure provisions of the Listing Requirements of the Bursa Malaysia Securities Berhad and MFRS 134, Interim Financial Reporting in Malaysia and International Financial Reporting Standards. They do not include all of the information required for full annual financial statements, and should be read in conjunction with the consolidated financial statements of the Group for the year ended 31 December 2021.

- 2 There was no qualification made on the preceding audited financial statements.
- **3** The Group's operations are affected by economic cycles and festive seasons.

4 Items affecting assets, liabilities, equity, net income or cash flow

There were no unusual items affecting assets, liabilities, equity, net income or cash flow of the Group.

a. Property, plant and equipment

As at the end of this guarter, the Group has acquired / disposed the following assets:

Building (improvements and additions)
Plant and machinery, tools, furniture and equipment (including Asset Under Construction)
Motor vehicles
Information systems

3 months ended 31 Dec 2022		12 months ended 31 Dec 2022		
Assets acquired RM'000	Assets disposed / write-off RM'000	Assets acquired RM'000	Assets disposed / write-off RM'000	
27,237	-	32,797	6	
109,684	91	262,784	2,5	
397	141	4,398	6	
4,947	1	12,239		
142,265	233	312,218	3,9	

b. Right-of-use

As at the end of this quarter, the movement in the right-of-use assets is as follow:

Building
Tools and equipment

3 months ended 31 Dec 2022		
Addition & modification	Derecognition	
RM'000	RM'000	
	-	
2,605	-	
2,605	-	

12 months ended 31 Dec 2022		
Addition & Derecognition		
RM'000	RM'000	
5,872	-	
2,652	-	
8,524	-	

668

697

65 **3,983**

2,553

5 Changes in estimates

There were no significant changes in estimates for prior periods that have materially affected the results of this quarter.

6 Debts and equity security

There was no issuance of debts and equity security in this quarter.

7 Dividends paid

Dividends paid during the reporting period are as follows:

Interim dividend for the financial year ended 31 December 2022

1st interim: 70.00 sen per share (single-tier) 2nd interim: 70.00 sen per share (single-tier)

Interim dividend for the financial year ended 31 December 2021

3rd interim: 102.00 sen per share (single-tier)

Total

3 months ended 31.12.2022 RM'000	12 months ended 31.12.2022 RM'000
164,150	164,150
164,150	164,150
-	239,190
328,300	567,490

Operating segment

MFRS 8 requires separate reporting of segmental information for operating segments. Operating segments reflect the Group's management structure and the way financial information is regularly reviewed by the Group's chief operating decision maker, which is defined as the Executive Board.

The Group is focused in two areas of activity, Food & Beverages and Others which include Nutrition, Nestlé Professional, Nestlé Health Science and NESPRESSO.

Segment revenue and results

Revenue

Operating Profit

12 months ended 31 December 2022			
Food & Beverages	Others	Total	
RM'000	RM'000	RM'000	
5,495,663	1,168,482	6,664,145	
812,550	91,570	904,120	

12 months ended 31 December 2021			
Food & Beverages	Others	Total	
RM'000	RM'000	RM'000	
4,773,462	960,354	5,733,816	
717.313	70 252	787 565	

Segment revenue and results Revenue

Operating Profit

The comments on page 6 apply to both segments Food & Beverages (82% of total sales) and Others (18% of total sales).

Reconciliations of reportable segment operating profit:

Total operating profit for reported segments

Other unallocated expense

Consolidated operating profit

12 months ended	12 months ended	
31.12.2022	31.12.2021	
RM'000	RM'000	
904,120	787,565	
(1,189)	(1,453)	
902,931	786,112	

Valuation of property, plant and equipment

There were no changes or amendments to the valuation of property, plant and equipment from the previous annual financial statements.

Events subsequent to balance sheet date 10

There were no material subsequent events to the balance sheet date.

Changes in the composition of the Group 11

There were no changes in the composition of the Group in this quarter.

12 Changes in contingent liabilities

As of the date of this report, there were no other contingent liabilities to the Group except for material litigation as disclosed in Note 12 on page 8.

13 Related party transactions

Transactions related to Nestlé S.A. and companies owned by Nestlé S.A. and other affiliates are as follows:

Sales of goods Rendering of services Purchases of goods and services Purchases of plant and equipment Royalty expenses IT shared service expenses

Finance costs

3 months ended	12 months ended
31.12.2022	31.12.2022
RM'000	RM'000
367,024	1,367,955
6,612	37,417
523,373	1,649,707
7,962	25,588
76,150	318,324
11,976	48,784
3,431	9,281

These transactions have been entered into in the normal course of business and have been established under negotiated terms.

ADDITIONAL INFORMATION REQUIRED BY BURSA MALAYSIA LISTING REQUIREMENTS

1 Review of performance (Quarter 4, 2022 vs Quarter 4, 2021)

For the fourth quarter ended 31 December 2022, the Group recorded an increase in turnover from RM1.47 billion to RM1.65 billion, a 12.4% increase versus the same quarter of the previous year. This solid momentum was achieved on the back of higher domestic and export sales, which grew by 10.6% and 18.3% respectively on the back of effective demand generation efforts and the normalisation of post-pandemic economic activities.

The strong performance in the final quarter of the year reflects the ongoing efforts to keep our brands close and relevant to the needs and expectations of Malaysians. We continued to harness every opportunity to drive and fulfill strong demand for our brands, in keeping with our promise to deliver Good Food, Good Life to all.

The Group recorded Profit Before Tax (PBT) and Profit After Tax (PAT) of RM183.3 million and RM132.9 million respectively in Q4 2022, both of which were higher compared with the same period last year. This was achieved on the back of the increased turnover and despite higher commodity prices and unfavourable exchange rates, as well as the quarterly impact of *Cukai Makmur* (Prosperity Tax) on PAT.

2 Review of performance (Year-to-date, 2022 vs Year-to-date, 2021)

For the full year ended 31 December 2022, the Group registered improved sales of RM6.66 billion, a 16.2% increase from RM5.7 billion in the previous year. This was driven by the positive growth of both domestic and export sales, which increased by 12.9% and 29.3% respectively. The core Food and Beverage (F&B) segment maintained its positive momentum while the Out-of-Home (OOH) business serving restaurants, hotels and other hospitality-related sales channels bounced back strongly following the end of the remaining movement restrictions in the second quarter of 2022.

As we celebrated our 110 years in Malaysia, we remained focused on our mission to deliver high quality products under the brands trusted by millions of Malaysians who use our products on a daily basis, while playing our role to contribute positively to the society and to the environment. Once again, we focused on optimizing the end-to-end value chain of our core products, while delivering a notable stream of product innovations that have resonated well with the needs and expectations of Malaysians.

Amongst other activities, we continued to drive awareness on the benefits of plant-based diets with the consolidation of Harvest Gourmet as the brand of choice in this new emerging consumer space. MAGGI continued to bring great food and culinary solutions to the table of Malaysians, such as our healthier choice MAGGI Nutri-licious Noodles range and our range of marination recipes. We also catered for occasional moments of indulgence with the introduction of the NESCAFÉ GOLD Cappuccino Ice Cream, among other exciting products. This went hand in hand with effective consumer engagement and excellence in sales execution, covering all channels, both online and offline. Our Nestlé Professional business fully recovered from the impact of the pandemic, as Malaysians fully embraced the end of travel and hospitality restrictions.

For the full year under review, the Group turned in PBT of RM859.5 million and PAT of RM620.3 million, reflecting an increase of 14.3% and 8.9% respectively, compared with the previous year. Stronger sales, multiple cost-saving initiatives and reduced COVID-19 expenses helped to mitigate the impact of higher commodity prices, unfavourable exchange rates and the impact of the Prosperity Tax on PAT. The rebound in our exports sales post-COVID was critical to alleviate the pressure on our margins and helped to moderate the intensity of price increases needed to offset the impact of global food commodities inflation.

In line with the Group's commitment to deliver value to shareholders, the Board declared a third interim dividend of RM1.22 per share for the financial year ending 31 December 2022, 20 sen higher than the third interim dividend of 2021.

In tandem with financial performance, the Group's Environment, Social and Governance (ESG) efforts were again a key priority throughout 2022.

On the environmental side, we pioneered the adoption of renewable electricity through the Green Electricity Tariff framework; we took new and industry pioneering steps to eliminate the use of virgin plastics, such as the adoption of recycled-PET for all our range of NESCAFÉ and MILO Ready-to-Drink (RTD) bottles; and the adoption of paper to replace plastic in MAGGI bowls as well as in a growing number of Ice Cream products. Our ongoing community Door-to-Door Collection and Recycling programme grew to reach over 112,000 households in urban communities across Selangor and Kuala Lumpur, while we expanded also to rural areas of Selangor with our KitaR Recycling Programme. Through Project RELeaf, we also made further progress accelerating our tree planting efforts in line with our aspiration to plant three million trees by the second half of 2024.

Through our various community outreach programmes, we also contributed approximately RM15 million in donations to support and uplift communities in need throughout Malaysia. Our efforts were channelled via flood relief efforts by the Malaysian Red Crescent Society, supporting charity homes and distributing MAGGI bubur lambuk to B40 communities, alongside multiple other food aid initiatives.

3 Variation of results against previous quarter (Quarter 4, 2022 vs. Quarter 3, 2022)

For the fourth quarter ended 31 December 2022, the Group registered a marginally lower turnover of RM1.65 billion, 2.1% lower compared to the third quarter of 2022.

Profit Before Tax was higher at RM183.3 million, mainly due to timing of some expenses and cost saving initiatives.

4 Current year prospects

Moving forward in 2023, the volatile economic environment is expected to persist due to continued inflationary pressures alongside uncertainties in commodity and currency prices, with signs of recession looming in some of the world's major economies. Food commodities prices and food inflation in particular will remain high throughout the first half of 2023, but we expect a progressive improvement in the later part of the year.

Against this backdrop, we will redouble our efforts to stay focused on what matters: meeting and serving the needs of Malaysians while further investing in capabilities to drive sustainable profitable growth. We remain convinced that nurturing the strong bonds of the rakyat with our brands, on a foundation of trust and quality, while remaining in touch with the needs of evolving lifestyles will remain the best strategy to cope with a challenging external environment and deliver ultimately another year of solid and sustainable results.

5 Profit forecast

We do not issue any profit forecast.

Income tax expense 3 months ended 12 months ended 31.12.2022 31.12.2022 RM'000 RM'000 **Current tax** Malaysian - current period 41,854 218,858 (4,288)- prior year Total current tax expense 41,854 214,570 Deferred tax Origination and reversal of temporary differences 34,016 8,622 Over provision in prior year (9,443)8,622 24,573 Total deferred tax expense 50,476 239,143 Total income tax expense

The Group's effective tax rate for the current quarter and year ended 31 December 2022 were 27.5% and 27.8% respectively due to the impact of *Cukai Makmur* (Prosperity Tax) for YA2022.

7 Unquoted investments

6

Not applicable in this quarter.

8 Quoted investments

Not applicable to the Group.

9 Status of corporate proposals

There were no corporate proposals in this quarter.

10 Loans and borrowings

Group Borrowings and Debt Securities are:

	31.12.2022 RM'000
Short term - Unsecured loans	
Revolving credit	300,000
Bank overdraft	186,890
Total short term loans	486,890
Long term - Unsecured loans	
Loan from a related company	300,000
Total long term loans	300,000

As at

11 Derivatives

(a) Summary of outstanding derivative assets / (liabilities) as at 31.12.2022 :

Type of derivatives	Notional Value RM'000	Fair Value RM'000	Difference RM'000	Ageing
Forward exchange contracts	1,044,312	1,028,871	(15,441)	Less than 1 year

(b) Fair value changes of financial liabilities

Other than derivatives which are classified as liabilities only when they are at fair value loss position as at the end of the reporting period, the Group does not remeasure its financial liabilities at fair value after the initial recognition.

12 Material litigation

Nestlé Products Sdn. Bhd. ("NPSB"), the wholly owned subsidiary of Nestlé (Malaysia) Berhad ("the Company") was served with a sealed Writ of Summons and Statement of Claim dated 6 March 2019, filed by Mad Labs Sdn. Bhd. ("Mad Labs"). The claim by Mad Labs against NPSB is for amongst others, the sum of RM139,344,262.25. An amended Writ of Summons dated 21 March 2019 was further filed by Mad Labs and served subsequently on 25 March 2019.

In the Statement of Claim, Mad Labs is alleging inter alia, the unauthorised and/or unlawful use of Mad Lab's QR Code, breach of an implied contract between Mad Labs and NPSB by reason of NPSB's continued use of the QR Code, unjust enrichment of NPSB by the use of the QR Code, compensation for the services which Mad Labs has rendered to NPSB and NPSB's negligence in using Mad Labs's QR Code on its products/packaging. NPSB has filed and served its Statement of Defence dated 22 April 2019 to dispute the claims made by Mad Labs. In addition to filing the Statement of Defence, NPSB has separately filed an action at the Intellectual Property Court ("IP Court") against Mad Labs and its sole Director and shareholder, Chow Kien Loon ("CKL") for amongst others, to challenge the ownership of Mad Labs in the QR Code, negligence, unlawful interference with trade as well as defamation and trade libel. Mad Labs and CKL have been served the sealed Writ of Summons and Statement of Claim dated 23 April 2019 filed by NPSB through its solicitors.

On 9 December 2019, the Kuala Lumpur High Court has allowed the consolidation and transfer of Mad Labs' claim to the IP Court to be heard together with NPSB's claim. The high court trial at the IP Court which commenced on 10 June 2021 remains on-going. Parties have since completed cross-examining and re-examining all trial witnesses that were called/subpoenaed and filed the first round of written submissions on 3 January 2023. The IP Court has directed for Parties to file their reply submissions on 20 February 2023 and Parties' representing solicitors are to attend court on 10 March 2023 to further provide oral submissions.

Based on the initial opinion rendered by Messrs. Zaid Ibrahim & Co., the then solicitors of NPSB, NPSB has a reasonably strong case against Mad Labs and CKL. Accordingly, the Board is of the opinion that no provision needs to be made for this claim.

13 Dividend

The Board of Directors has proposed a third interim dividend of 122 sen per share (2021: 102 sen per share) in respect of year ended 31 December 2022 which will be paid on 17 May 2023 to shareholders whose names appear on the Record of Depositors on 19 April 2023. Under current rules, single-tier dividends are not taxable in the hand of shareholders.

3 months ended 31 Dec

12 months ended 31 Dec

- A Depositor shall qualify for entitlement only in respect of:
- a. shares transferred into the Depositor's Securities Account before 5.00 p.m. on 19 April 2023 in respect of ordinary transfers.
- b. shares bought on the Bursa Malaysia Securities Berhad on a cum entitlement basis according to the rules of the Bursa Malaysia Securities Berhad.

Total dividend year-to-date ("YTD") for the year ended 31 December 2022 is 262 sen per ordinary share (YTD 2021: 242 sen).

14 Profit for the period/year

	2022	2021	2022	2021
	RM'000	RM'000	RM'000	RM'000
Profit for the period/year is arrived at after charging:				
Depreciation of property, plant and equipment	39,549	41,567	165,087	157,991
Depreciation of right-of-use assets	8,147	7,318	32,173	34,993
Amortisation of intangible assets	289	289	1,159	1,158
Finance cost of lease liabilities	1,416	1,624	5,897	6,840
Impairment loss on property, plant and equipment	6,233	150	8,100	150
Impairment loss on right-of-use assets	-	1,162	-	1,162
Property, plant and equipment written off	91	2,276	1,971	2,675
Loss on disposal of property, plant and equipment	-	-	655	-
Net loss on derivatives	-	-	81	58
Impairment loss on trade receivables	41	-	-	-
Net write-down of slow moving inventories	-	5,474	2,665	6,137
Net foreign exchange loss	11,286	3,425	39,888	2,919
and after crediting:				
Gain on disposal of property, plant and equipment	105	4,305	-	3,696
Net gain on derivatives	16	-	-	-
Reversal of impairment loss on trade receivables	-	115	257	504
Reversal of provision of inventories	35,748	-	-	-

15 Basic earnings per share

a. Basic earnings per share

The calculation of the basic earnings per share is based on the net profit attributable to ordinary shareholders of RM620.3 million (RM569.8 million in December 2021) and the number of ordinary shares outstanding of 234.5 million (234.5 million in December 2021).

b. Diluted earnings per share

Not applicable for the Group.

BY ORDER OF THE BOARD
Tengku Ida Adura Binti Tengku Ismail
Company Secretary
(SSM PC No. 201908001581)
(MACS 01686)

Date: 21 February, 2023