



Good Food, Good Life

Nestlé (Malaysia) Berhad

January – March 2015

Financial Analysts' Briefing
22nd April 2015



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.

Agenda

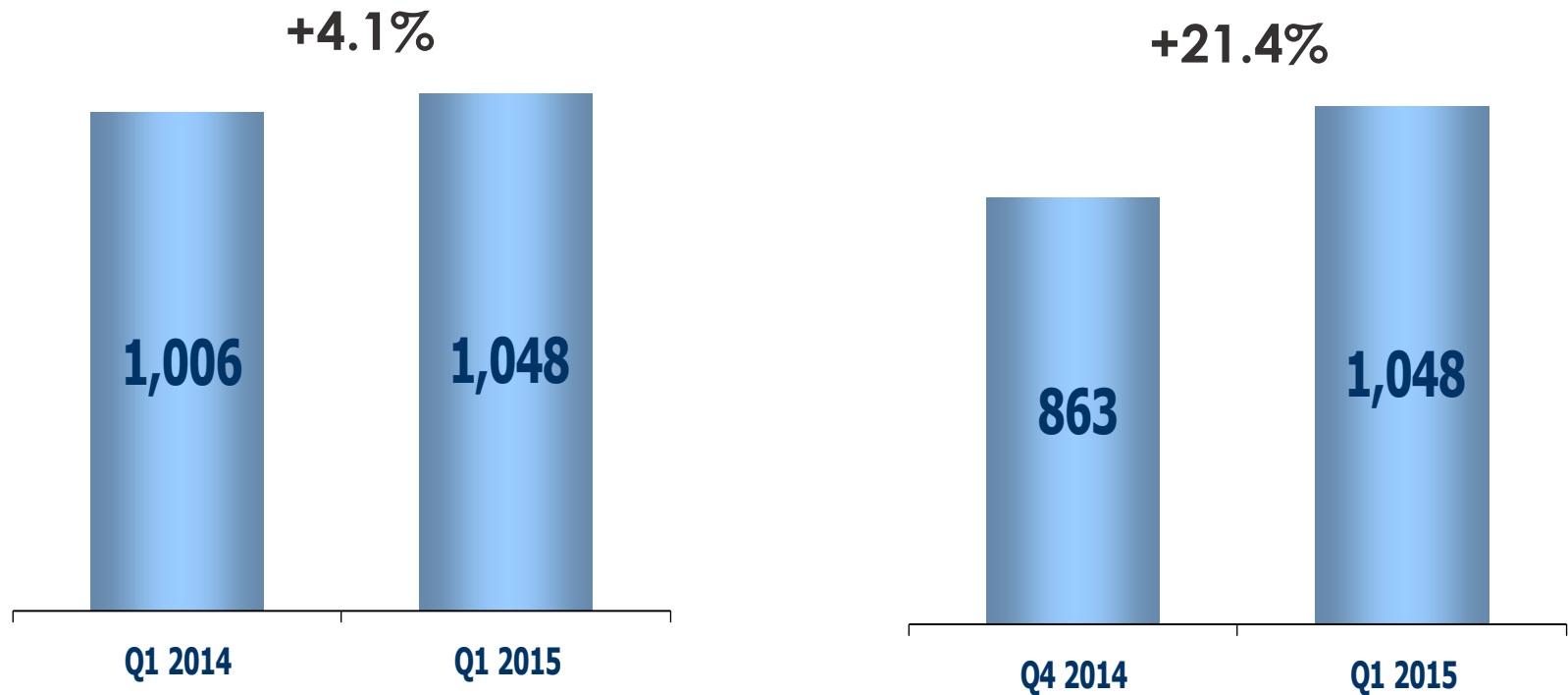
- Financials
- Questions & Answers

Agenda

- Financials
- Questions & Answers

Q1 showed a very solid growth in domestic business

On a year on year comparison as well as quarter on quarter basis

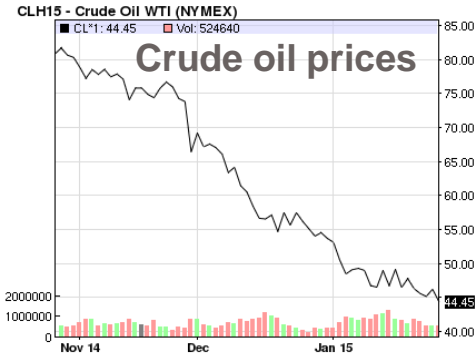
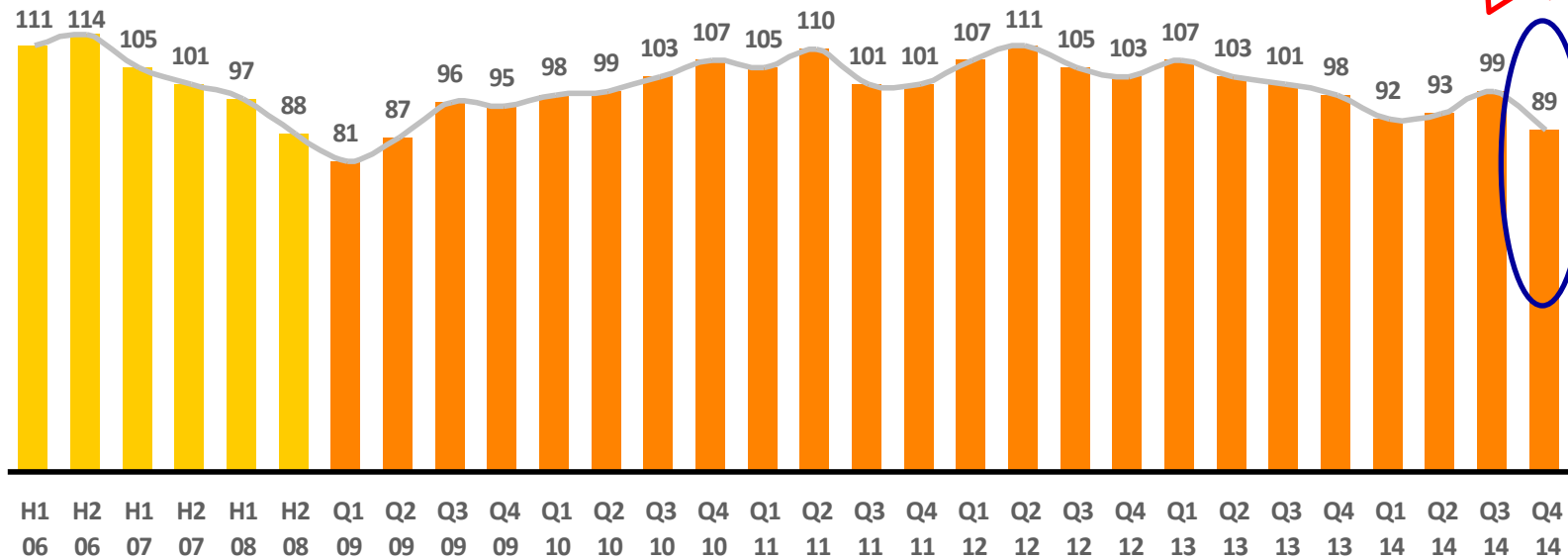


Values in MYR mio

Very solid performance considering a more challenging environment

CCI DECLINED IN Q4 2014

CONSUMER CONFIDENCE INDEX | MALAYSIA | Q4 2014



Strong New Product Launches as one key driver for the solid growth in the domestic business



“Lebih Nilai, Lagi Hebat” Promotion as another key driver for the solid domestic business

24,268
displays

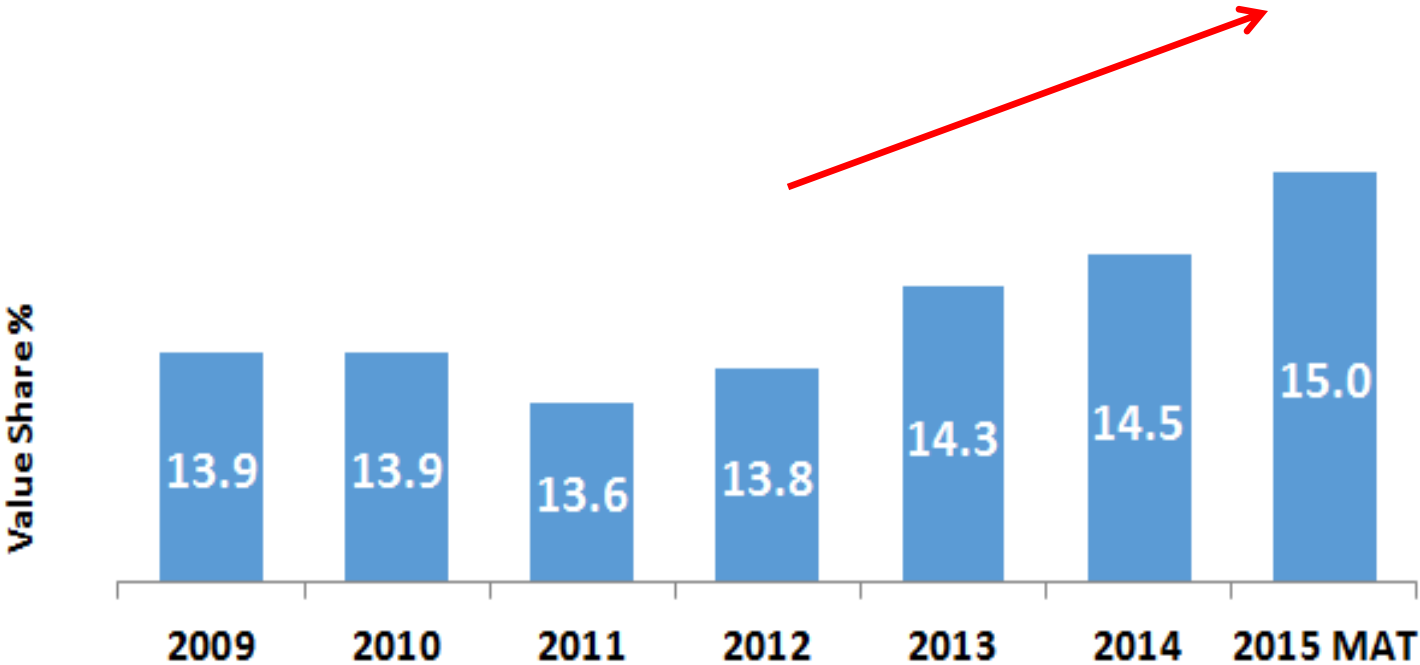


'Lebih Nilai, Lagi Hebat' Launch a Great Success!

Nestlé Malaysia's first and biggest consumer campaign for the year was launched by YB Dato' Sri Hasan bin Malek, Minister of Domestic Trade, Cooperatives and Consumerism at the Shah Alam Complex. He praised Nestlé Malaysia for our commitment to provide consumers with products of the best value in line with the Government's efforts to offer the best deals for Malaysian consumers.

- 2.2 million pledges – over **2 times** the anticipated number
- 20% incremental sales and record market share on all key brands

Nestlé MY driving record F&B market shares ...

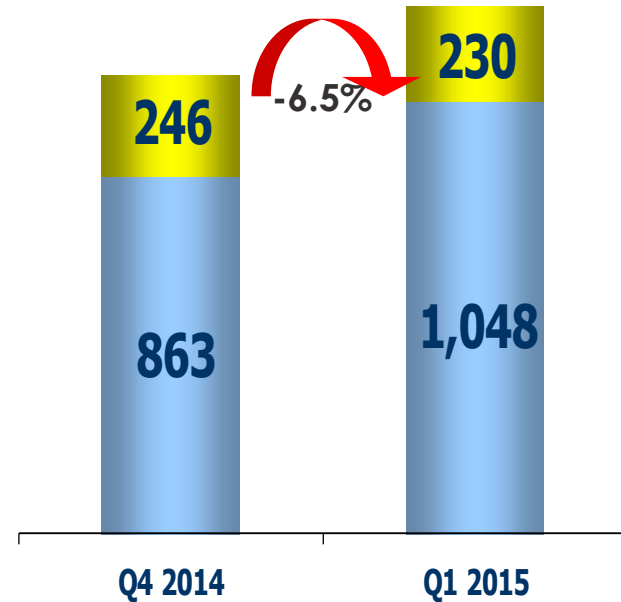
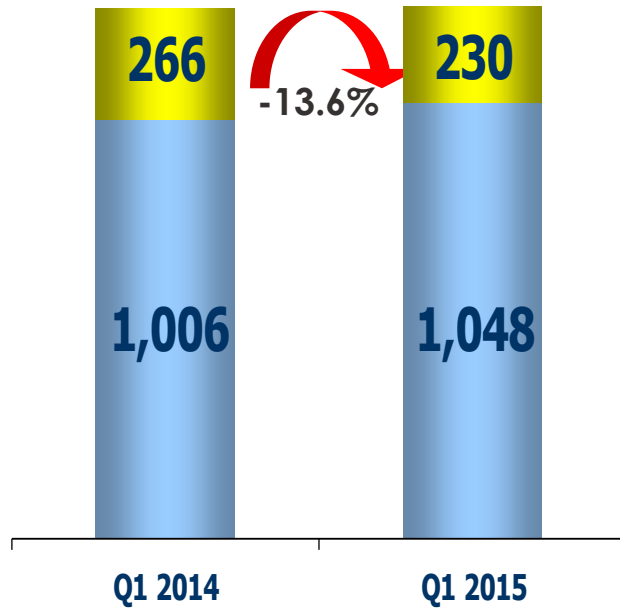


Export business moderated the overall turnover growth

On a year on year comparison as well as quarter on quarter basis

1,272 $\xrightarrow{+0.4\%}$ 1,278

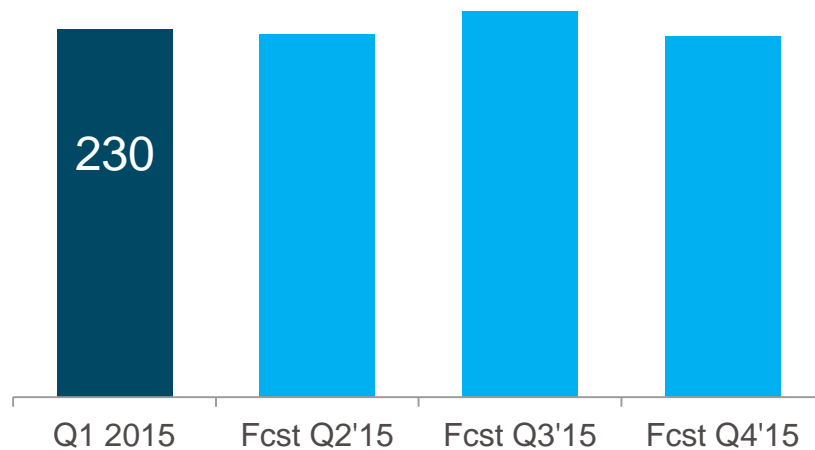
1,109 $\xrightarrow{+15.2\%}$ 1,278



Values in MYR mio

■ Domestic sales ■ Export sales

Export business with positive outlook in next quarters



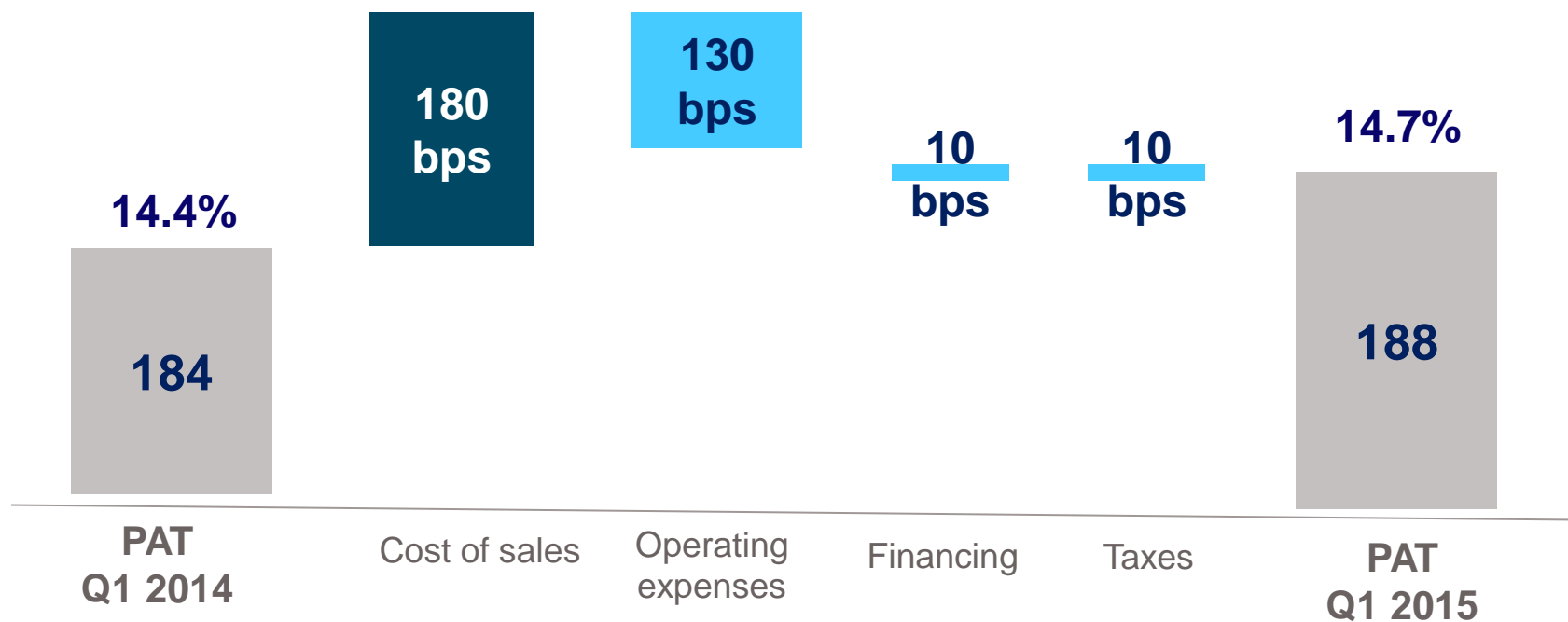
Export potential from:

- NESCAFE Blend & Brew
- MILO Nutri-G
- New MAGGI Noodle capacity production

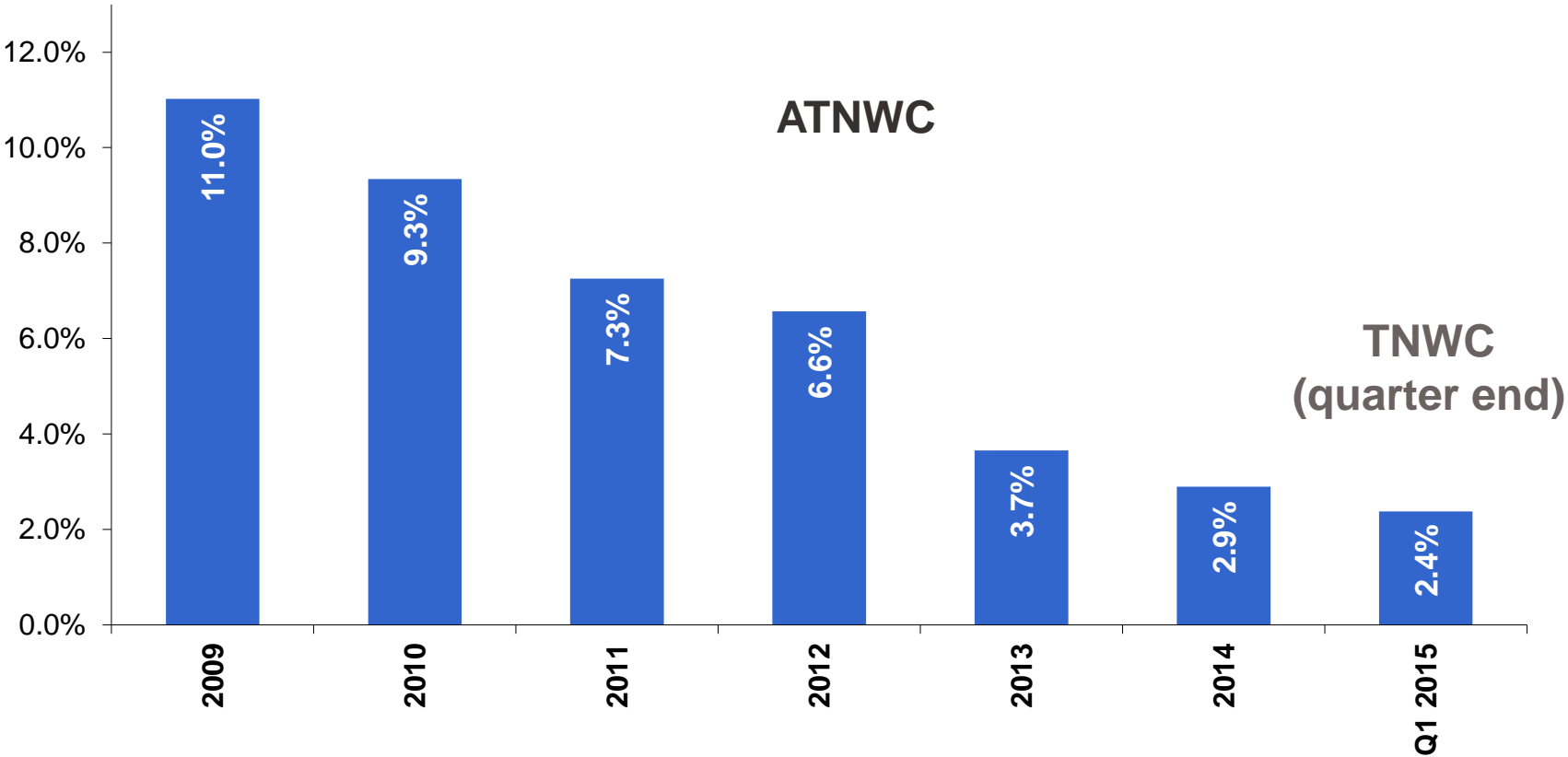
Values in MYR mio

The Profit has developed positively

PAT as % of NNS



Working Capital is continuously improving...



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TERIMA KASIH

谢谢 THANK YOU

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