



Good Food, Good Life

Nestlé (Malaysia) Berhad

January – September 2015

Financial Analysts' Briefing
23rd October 2015

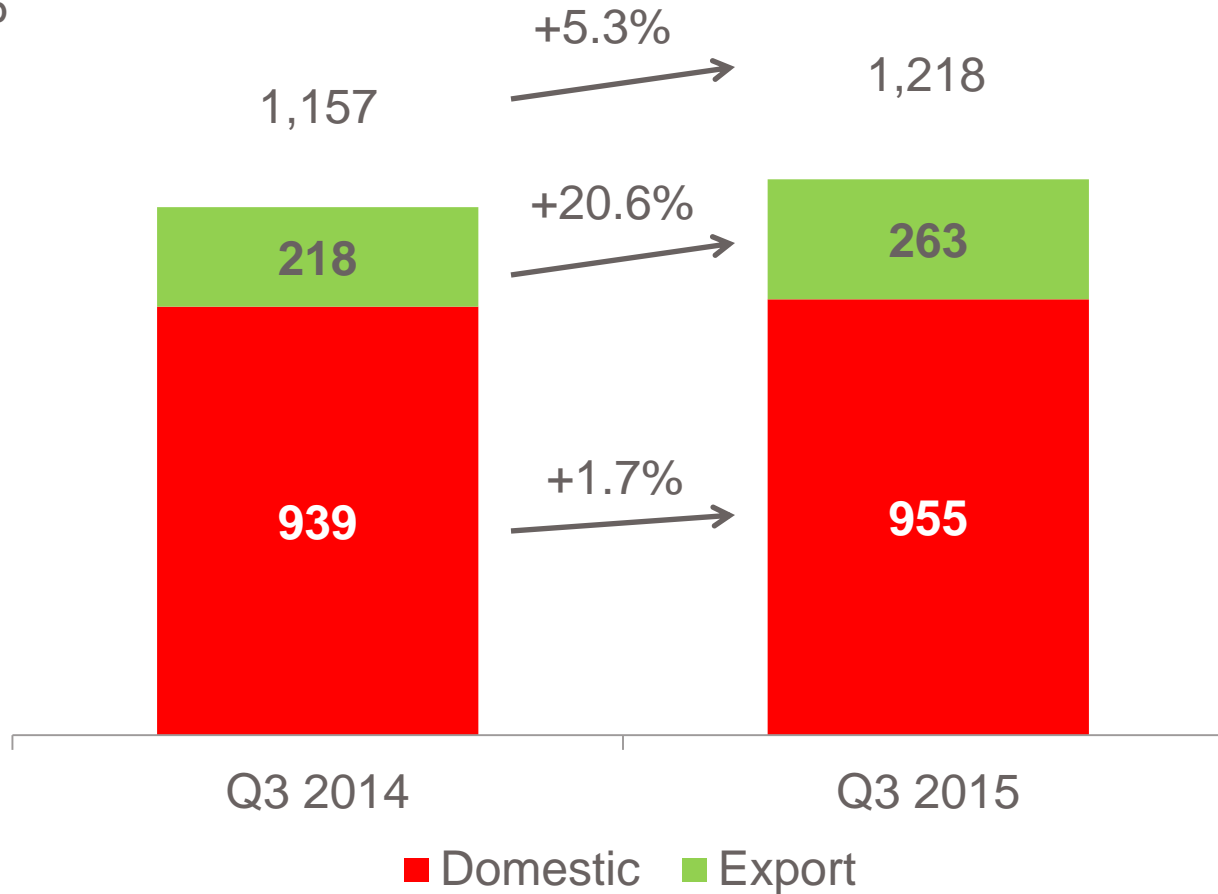


Disclaimer

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.

Q3 2015 showed first signs of recovery

Turnover Q3
in MYR Mio



What did we do to achieve the Q3 growth?

- Launch of new products:



- Corporate Campaigns
- Continued support for our Brands

The investments have resulted in MS gains ...

MS development
in Q3 2015

MILO Powder



MAGGI Noodles



Culinary Solutions



Liquid Drinks



Milk powder



Nescafe

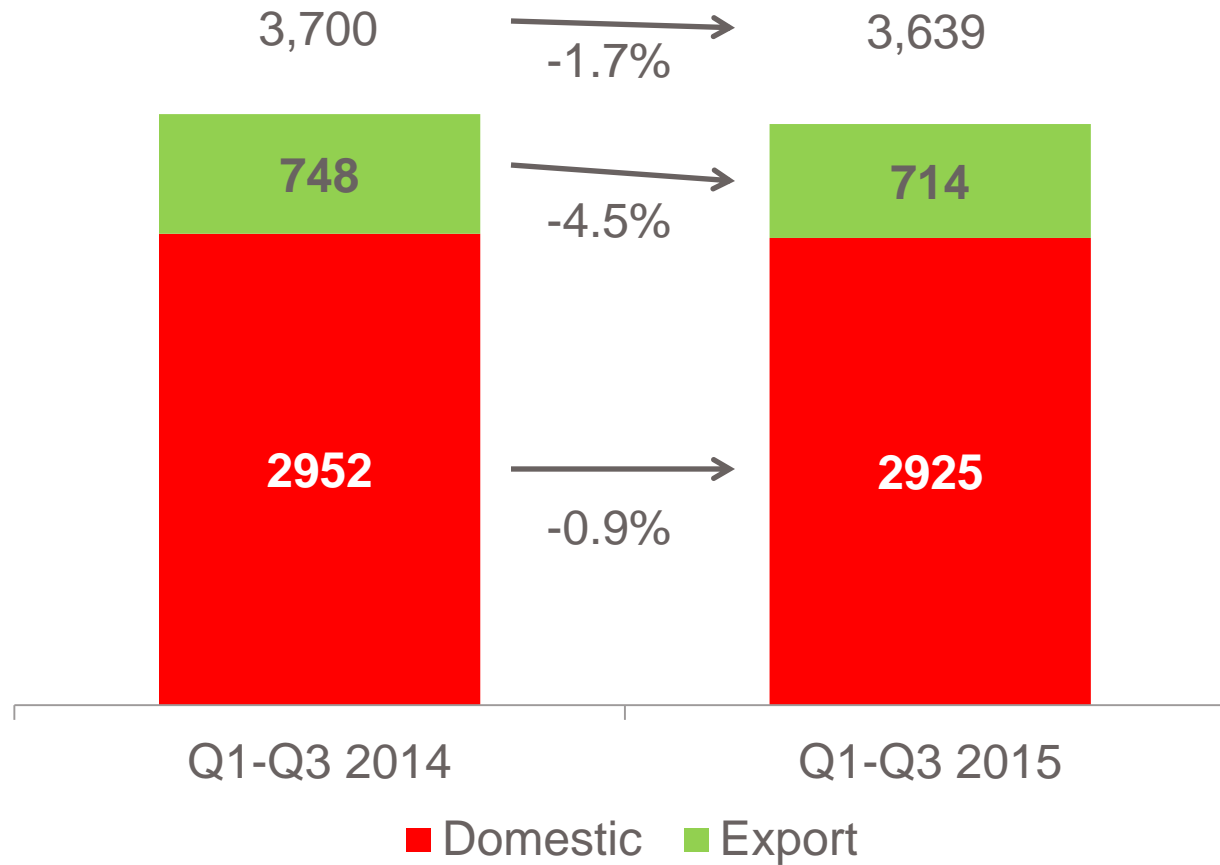


Confectionery

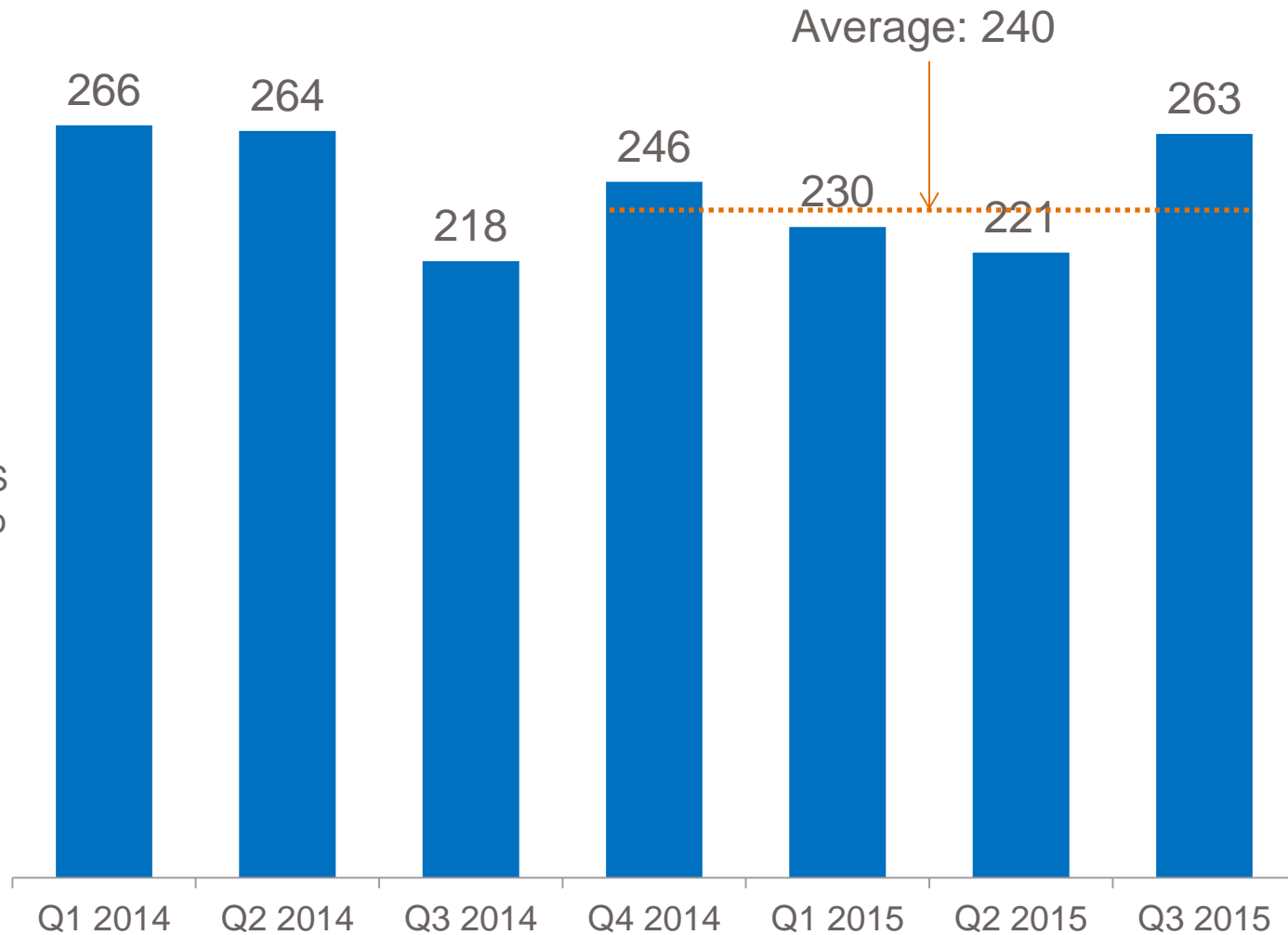


... via that our Q1-Q3 topline has improved ...

Turnover Q1-Q3
in MYR Mio

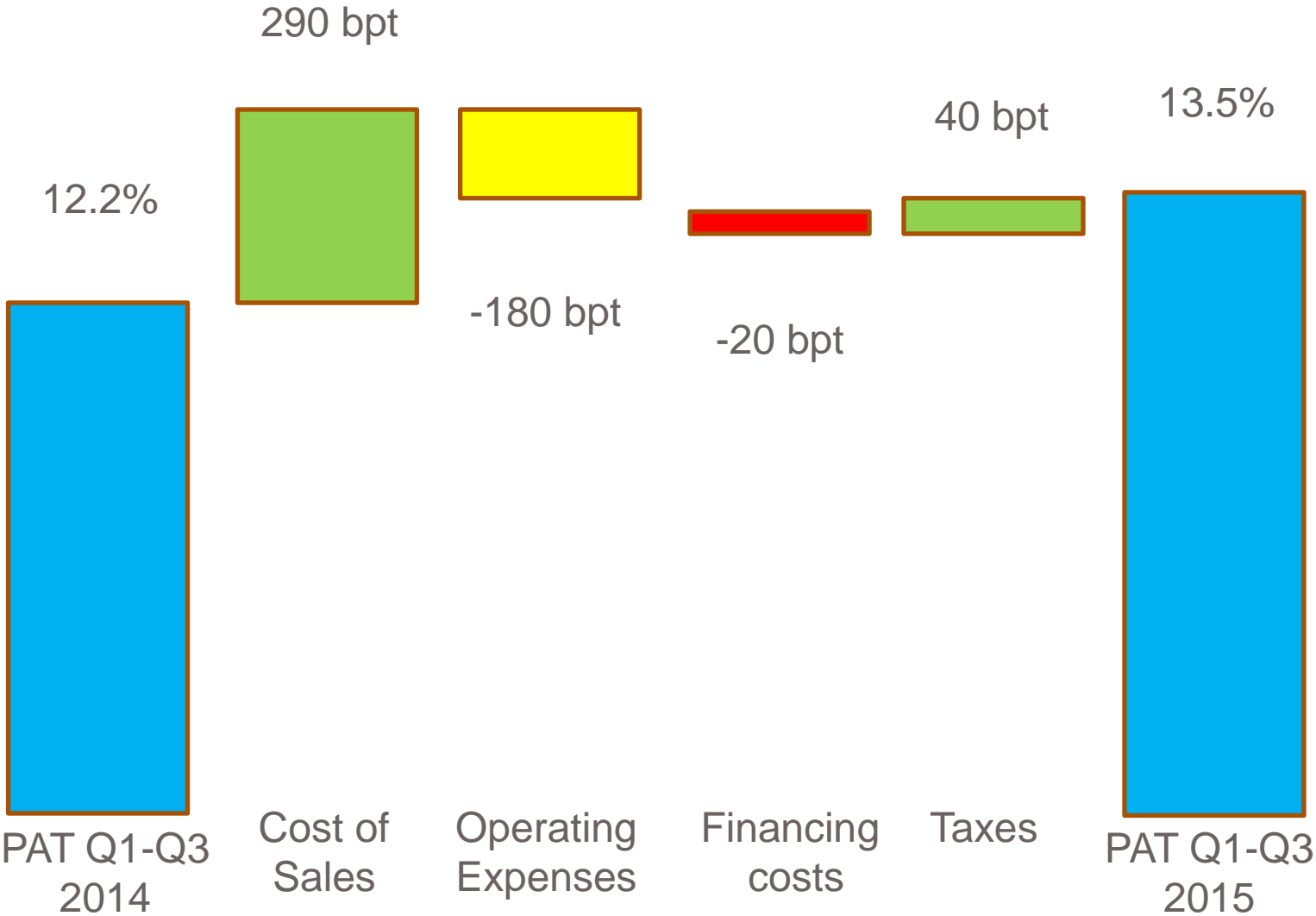


Export has started to normalize



Export NNS
in MYR Mio

The structure of our Profit-development is healthy



Working Capital is continuously improving...

**ATNWC
as % NNS**

