



Good Food, Good Life

Nestlé (Malaysia) Berhad

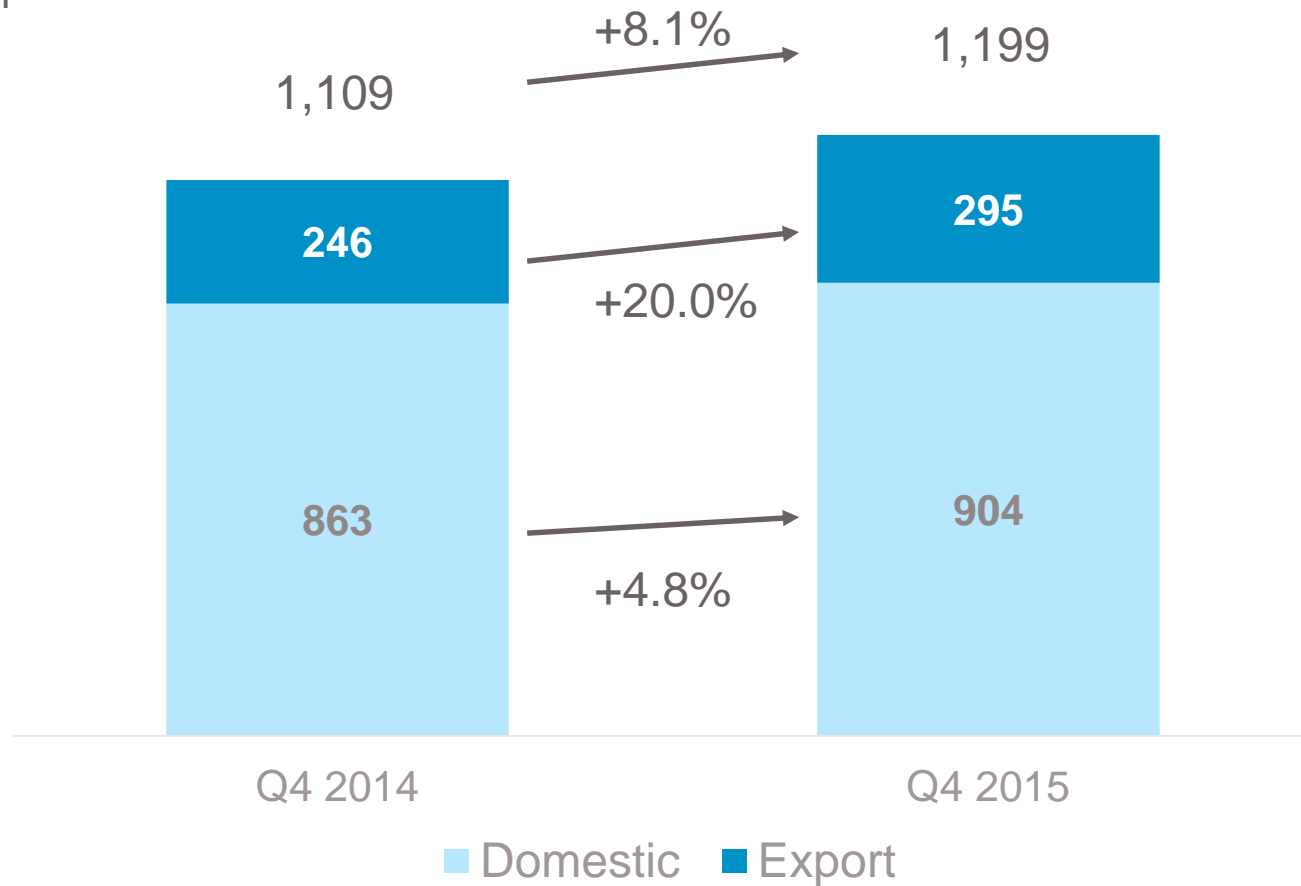
January – December 2015

Financial Analysts' Briefing
24th February 2016



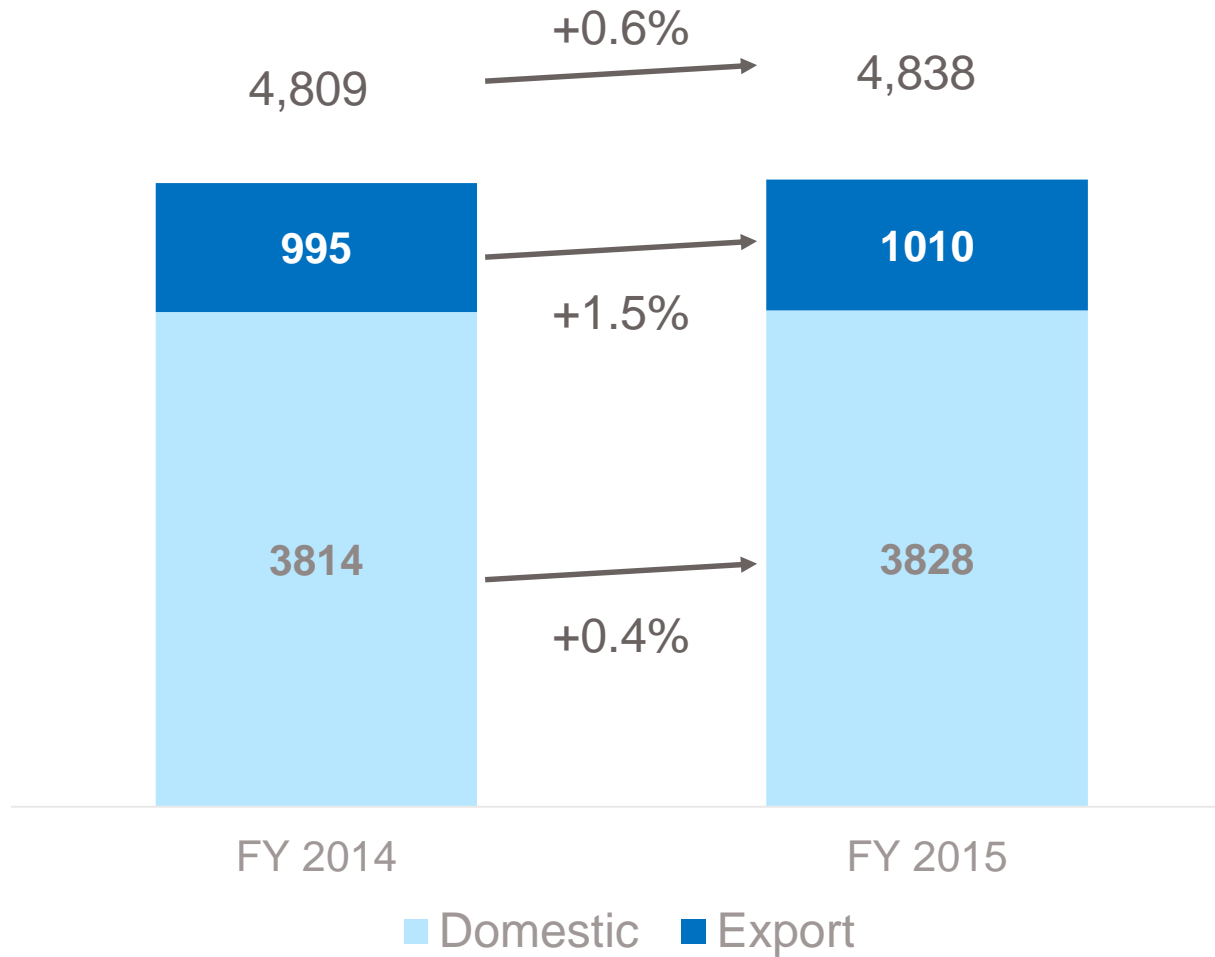
Strong topline performance in Q4 2015

Turnover in
MYR Mio

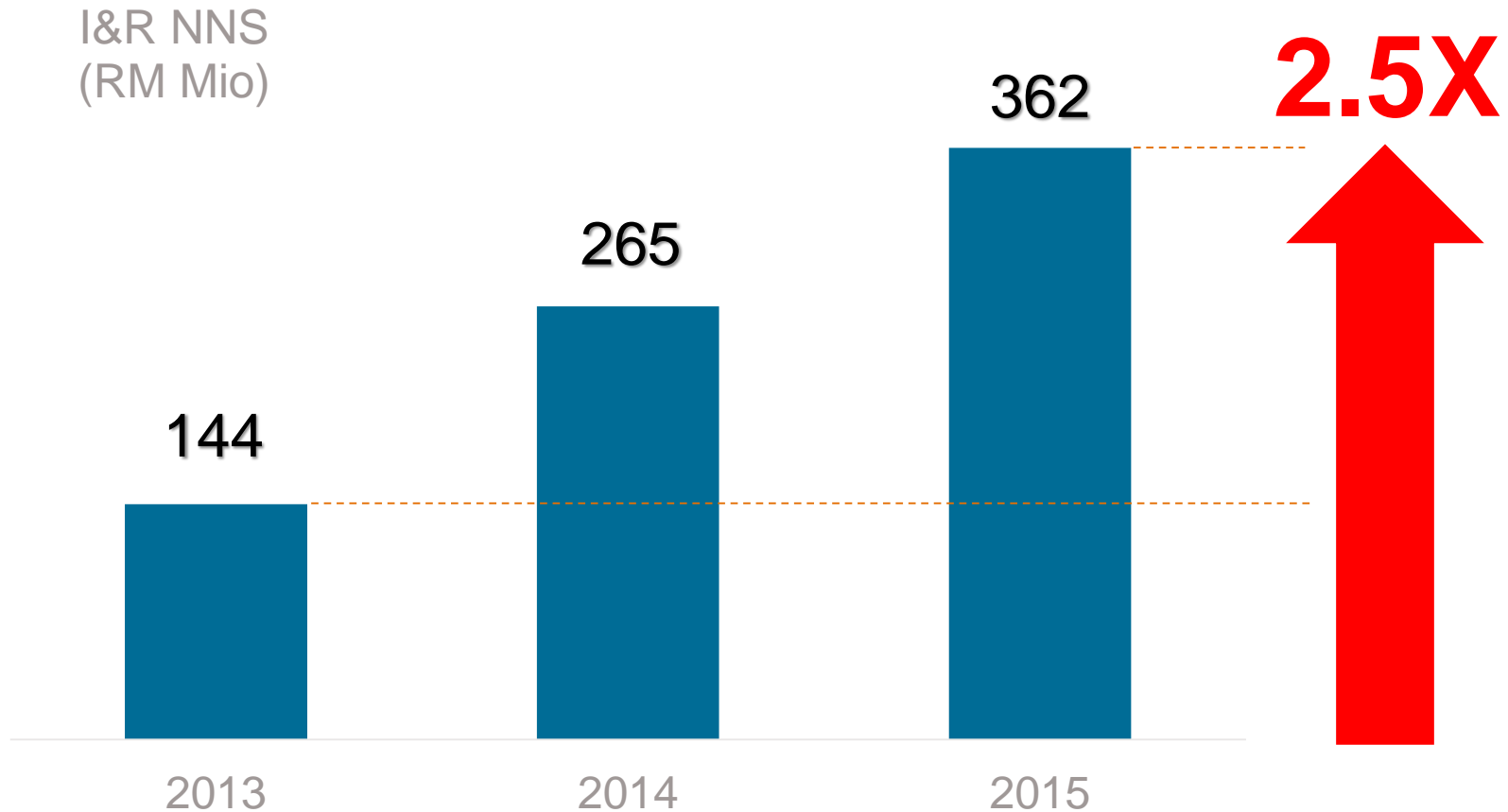


... contributed to (some) growth in FY 2015

Turnover in
MYR Mio

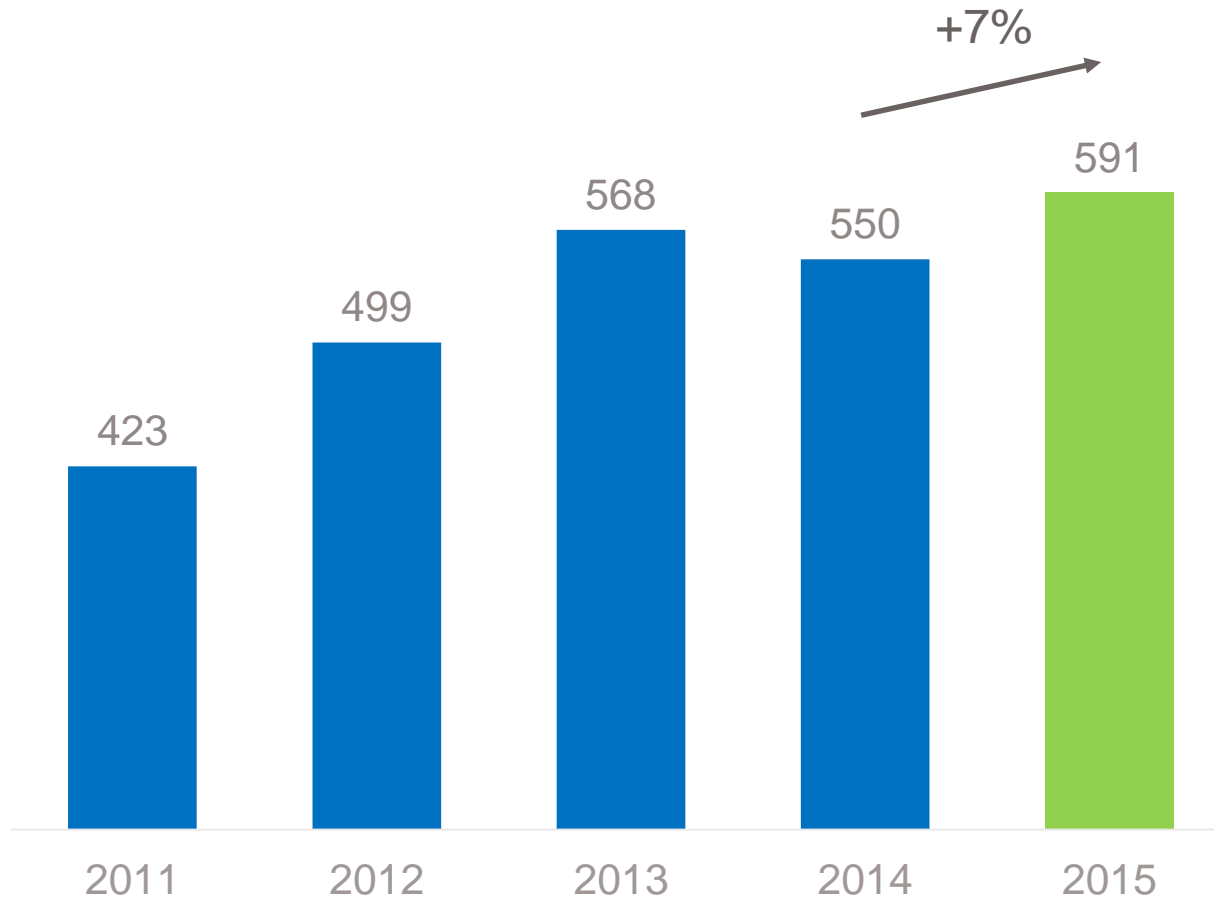


Increased Contribution of Innovations and Renovations

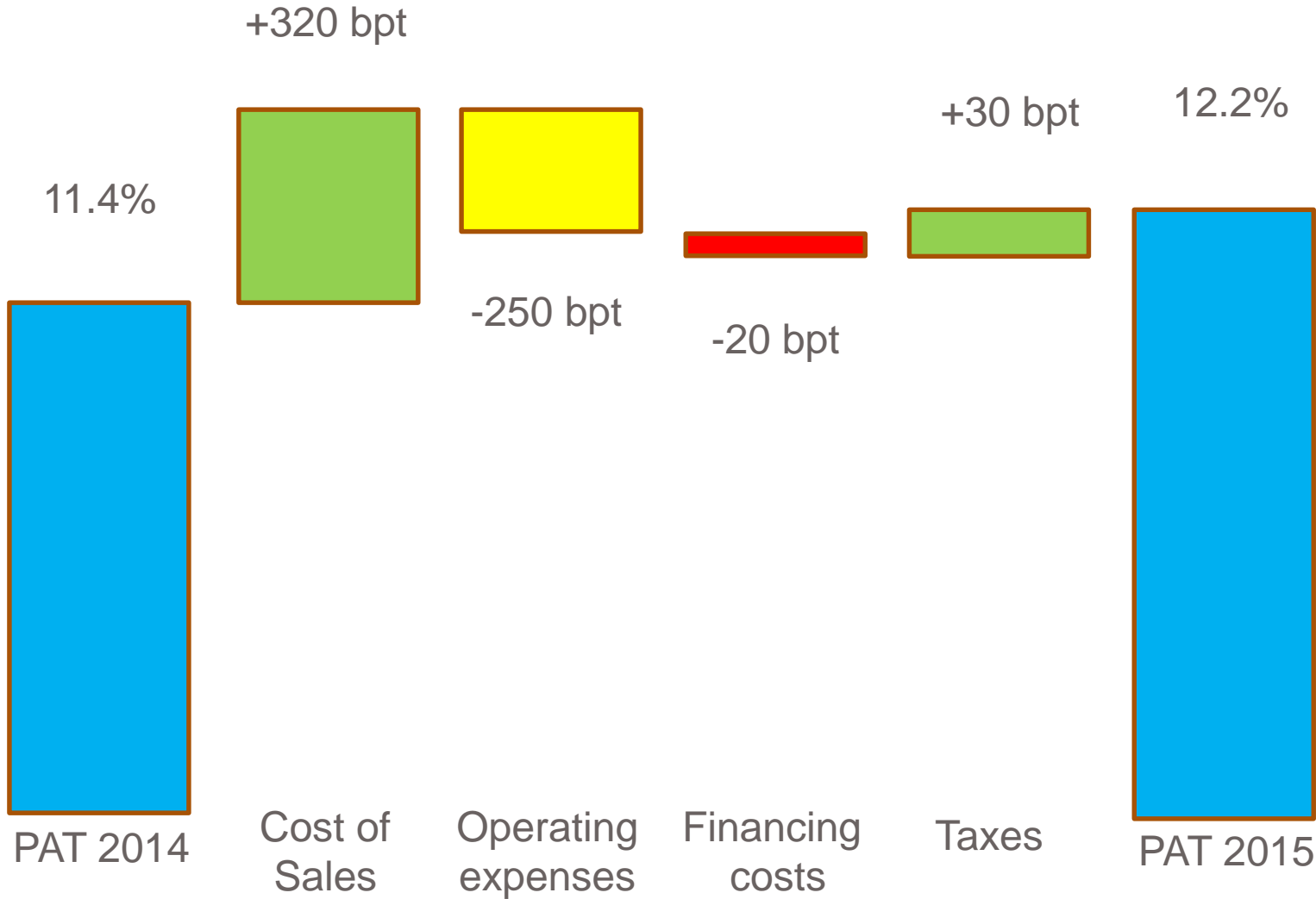


2015 with very high PAT

PAT in
MYR Mio



The structure of our Profit-development is healthy

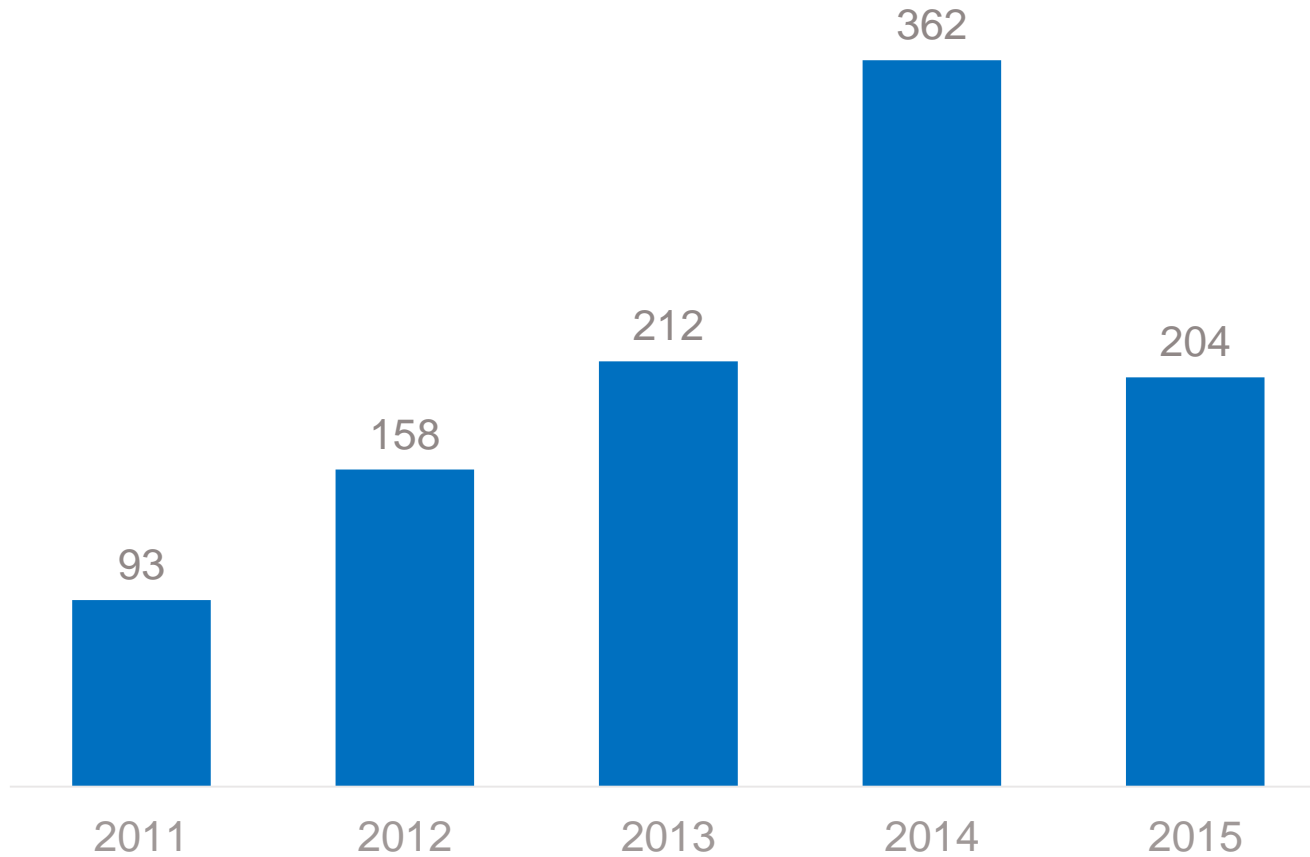


Our BS is a mirror of our second Interim Dividend, Hedging and our Capex investments

	31.12.15	31.12.14	Development		
	MYR Mio	MYR Mio	MYR Mio	%	
Non-current assets	1,473	1,410	+63	+5%	Capex 204 Mio
Current assets	1,015	893	+122	+14%	Increase Hedge Assets: 92 Mio
Total assets	2,488	2,303	+185	+8%	
Equity	709	777	-68	-9%	2 nd Interim: -152 Mio Hedge Res.: 92 Mio
Non-current liabilities	255	220	+35	+16%	
Current liabilities	1,525	1,306	+219	+17%	2 nd Interim: 152 Mio
Total liabilities	1,780	1,526	+254	+17%	
Total Equity+liabilities	2,488	2,303	+185	+8%	

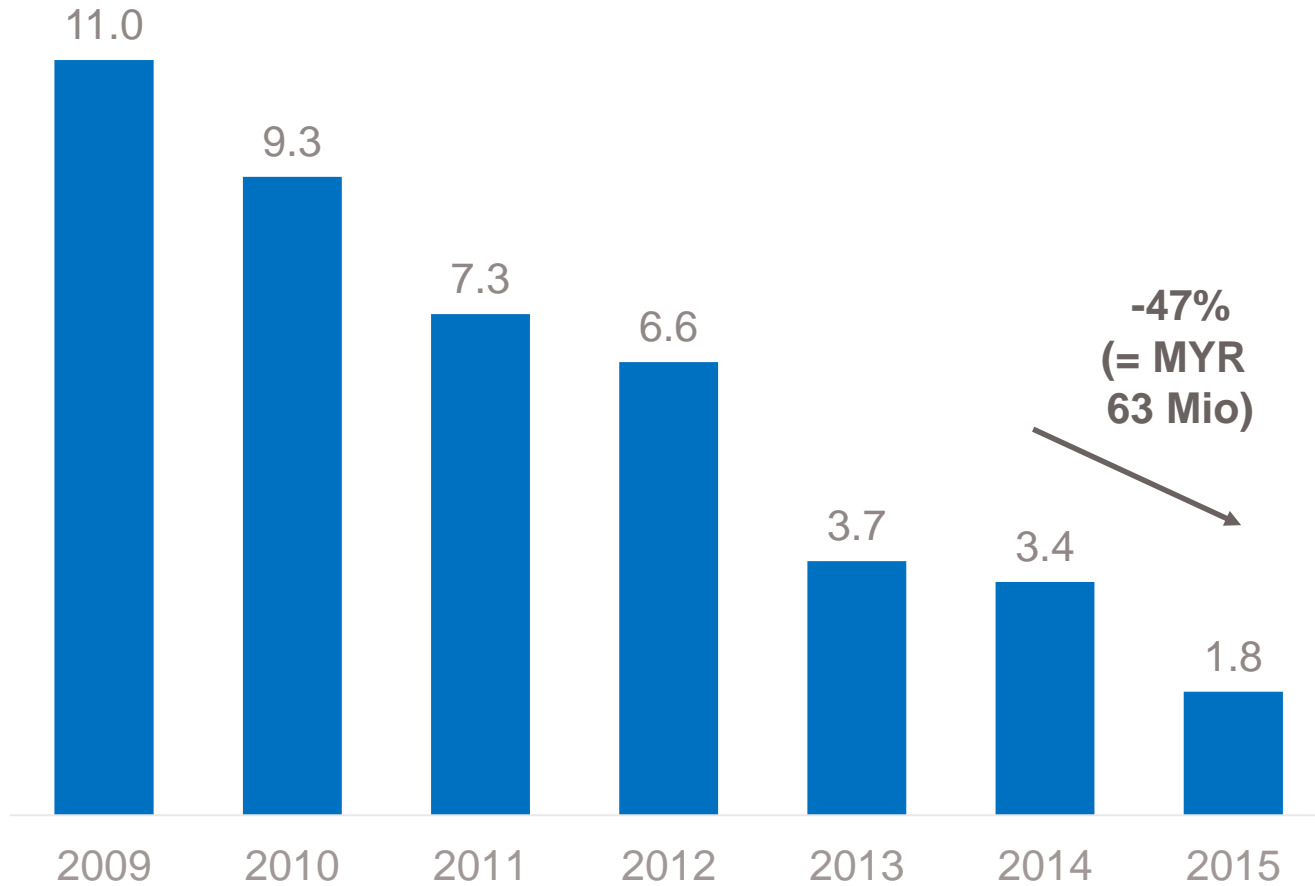
Normalization of Capex spending in 2015

Capex in
MYR Mio



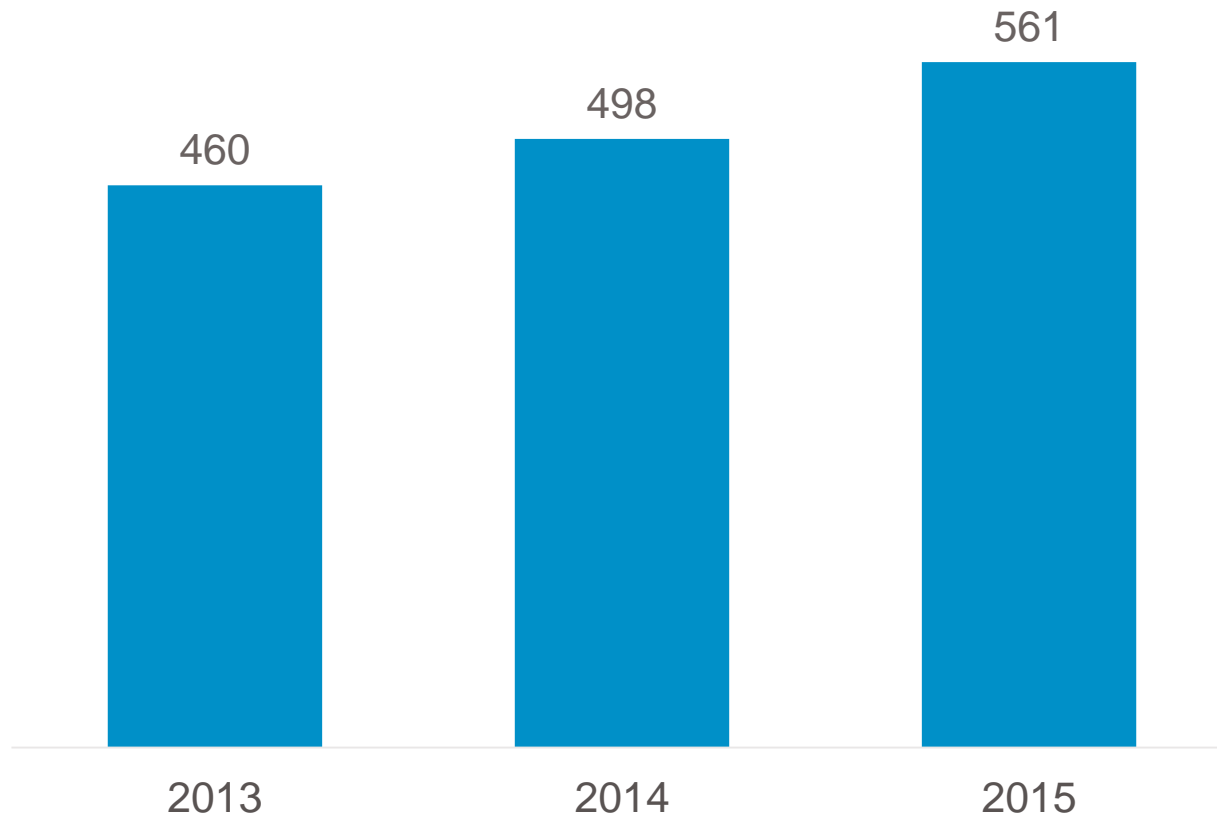
Our ATNWC has improved by 47%

ATNWC in
% of NNS



Year-on-year improvement of CF over the last three years

Operating CF
after Investments
in MYR Mio



A few Financial KPIs

	NMB 31.12.15	NMB 31.12.14	Change
EPS (sen)	252	235	+7%
Net assets/share (RM)	3.02	3.31	-9%
Share price (RM)	73.40	68.80	+7%
P/E ratio	29	29	
Dividend (RM)	2.40	2.35	+2%
Dividend yield (%)	3.3%	3.4%	
Market Cap. (MYR Bio)	17.2	16.1	+7%