



Nestlé Good food, Good life

Nestlé Pakistan Ltd.

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INVITATION FOR CORPORATE BRIEFING SESSION

All Respected Analysts/ Investors/ Shareholders:

Nestlé Pakistan Limited hereby cordially invites respected investors/analysts/ shareholders to the Corporate Briefing Session (CBS) of the Company wherein the Company's Senior Management shall brief on the Company's Strategic/ Operational Developments, and Financial Performance for the year ended December 31, 2022.

The briefing will be held as follows:

Date:	Monday, April 17, 2023
Venue – For Physical Participation:	Head Office: Nestlé Pakistan Limited, Packages Mall, Shahrah-e-Roomi PO Amer Sidhu, Lahore
Video Link – For Virtual Participation	Click here to join the meeting
Presentation:	10:30 am
Q/A:	11:00 am

REGISTRATION :

Those who wish to attend CBS virtually or physically are requested to register through the below link latest by April 15, 2023:

<https://forms.office.com/e/RTgbAEf14c>



GUIDELINES FOR ONLINE PARTICIPATION:

- The participants will be able to login and participate in the CBS proceedings through their smartphones or computer devices from their homes or any convenient location after completing all the formalities required for the verification and identification of the respective participant.
- A detailed procedure shall be communicated through e-mail directly to the respective participant who has provided his/ her valid e-mail ID through registration, and the same shall be placed at the Company's website (<https://www.nestle.pk/>) in the investor relation section.
- We would request you to connect at least 10 Minutes in advance of the meeting.
- Please make sure that while entering the Meeting ID, kindly enter your name and Institution name in the following format to join the meeting:
 - In case of Analyst - 'Full Name - Institution'
 - In case of member - 'Full Name – Folio Number'
 - In case of Potential investors – 'Full Name – Investor'
- Participants are requested to stay on 'Mute' and 'off Camera' mode during the presentation.
- In case of any question or comment, a participant is either requested to type in the question in the Chatbox or raise his/her hand which will appear on the participants' list.
- Moderator will request participants to comment once they have written their request on chat.

****** In case of [Physical participation](#), you will receive a confirmation e-mail in response to your registration through above given Link/ QR Code.

Nestlé Pakistan Limited

Corporate Briefing Session

Lahore, 17th April 2023



Our business

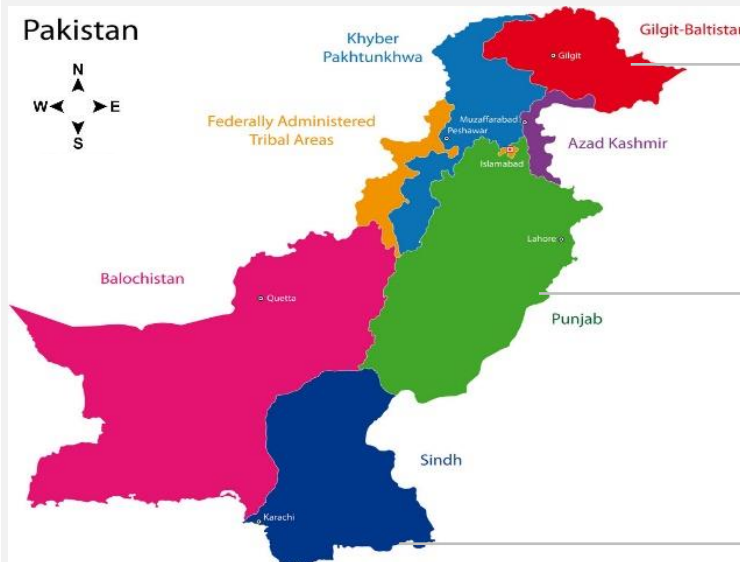
Key Figures 2022

Where

What

Sales

PKR 163 bio



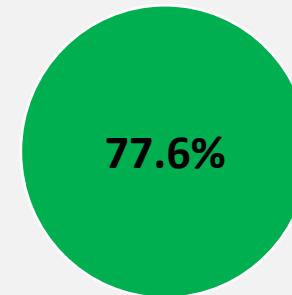
Direct Key accounts: 10%
Exports : 2%

North
27%

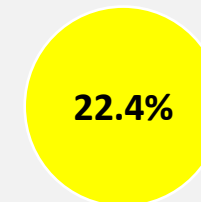
Center
30%

South
31%

Dairy &
Nutrition



Beverages



Others



* Others include Chocolate

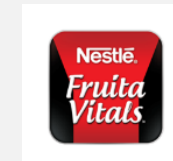
Employees

3,734

Factories

4

Top Brands



Our Purpose and Strategy

DELIVER SUSTAINABLE GROWTH

Win in the
Core Portfolio



Build
Future Pillars



Drive
Efficiency

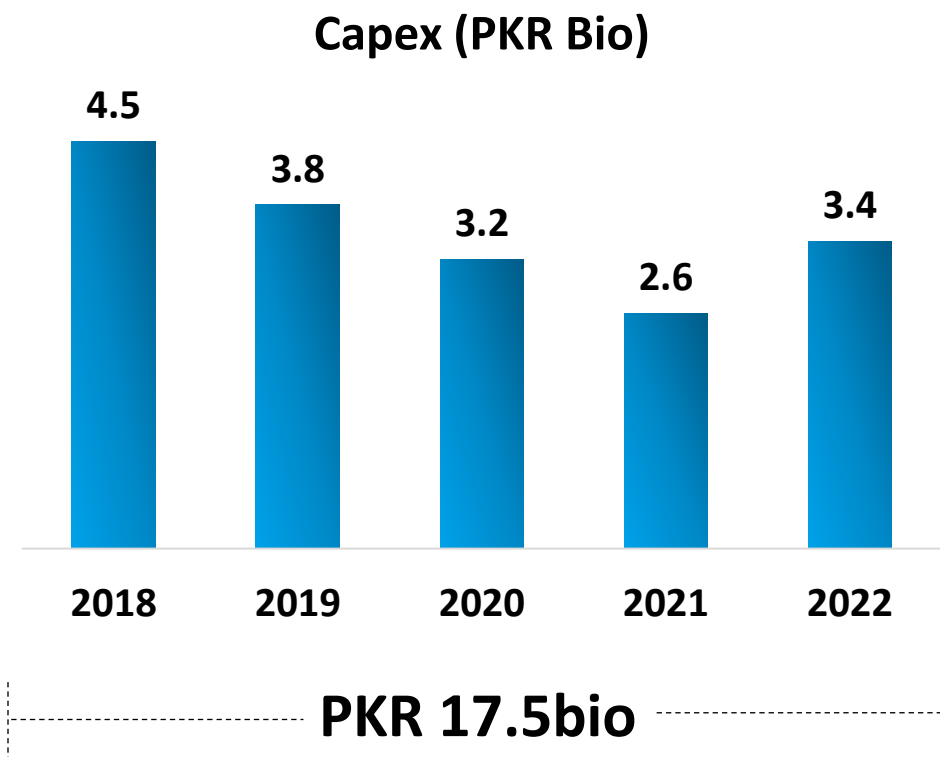


Develop Agile and
Diverse Teams



Lead sustainability agenda in the market to be recognized as a force for good

Investing for maximizing returns

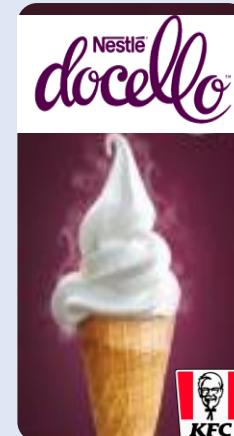


New launches 2022

DAIRY



Beverages and others



Nutrition



Contribution to the rural economy



PKR 32.7bio milk purchase



59,700 farmers



Supporting ~ 3,256 medium scale commercial farms



PKR 4.9 bio Procurement of Fruits, Sugar and Wheat Flour



For the Planet



Efficient water use



Promoting best farm practices (Chaunsa Project)



Driving for 100% recyclable packaging



Our Sustainability Pillars and 2025 Commitments



Climate Action

20% reduction in carbon emissions vs 2018



Sustainable Packaging

- 95%+ recyclable packaging with the commitment to reach 100%
- 1/3rd virgin plastic reduction vs 2018



Caring for Water

Have a net positive impact for our Waters business



Responsible Sourcing

- 7% of Dairy volume
- 20% of NN Cereals volume



Our path to net zero carbon emissions: Regeneration for future generations




Our major initiatives in 2022




Climate Action

SAVED 57,037 TCO2E*


Fresh milk value chain



Import of 2,300 high-yield cows



Plantation of 25,000 Moringa trees



Renewable energy and energy optimization



Sustainable Packaging

Packaging transformation



89% (as per target) packaging designed for recycling



207 tons reduction in virgin plastic




780 tons collected and managed through Clean Gilgit Baltistan Project




Caring for Water

REGENERATED 58*% (AS PER 100% TARGET)

Wastage reduction



Drip irrigation on 139 acres of land that helps reduce water wastage



Smart soil moisture sensors on 548 acres

*41,377 tCO2e from Agri and 15,660 tCO2e from manufacturing



FY 2022 financial results

Sales (in PKR)

162.5 bn

Sales growth

+21.9%

**Operating Profit
Margin**

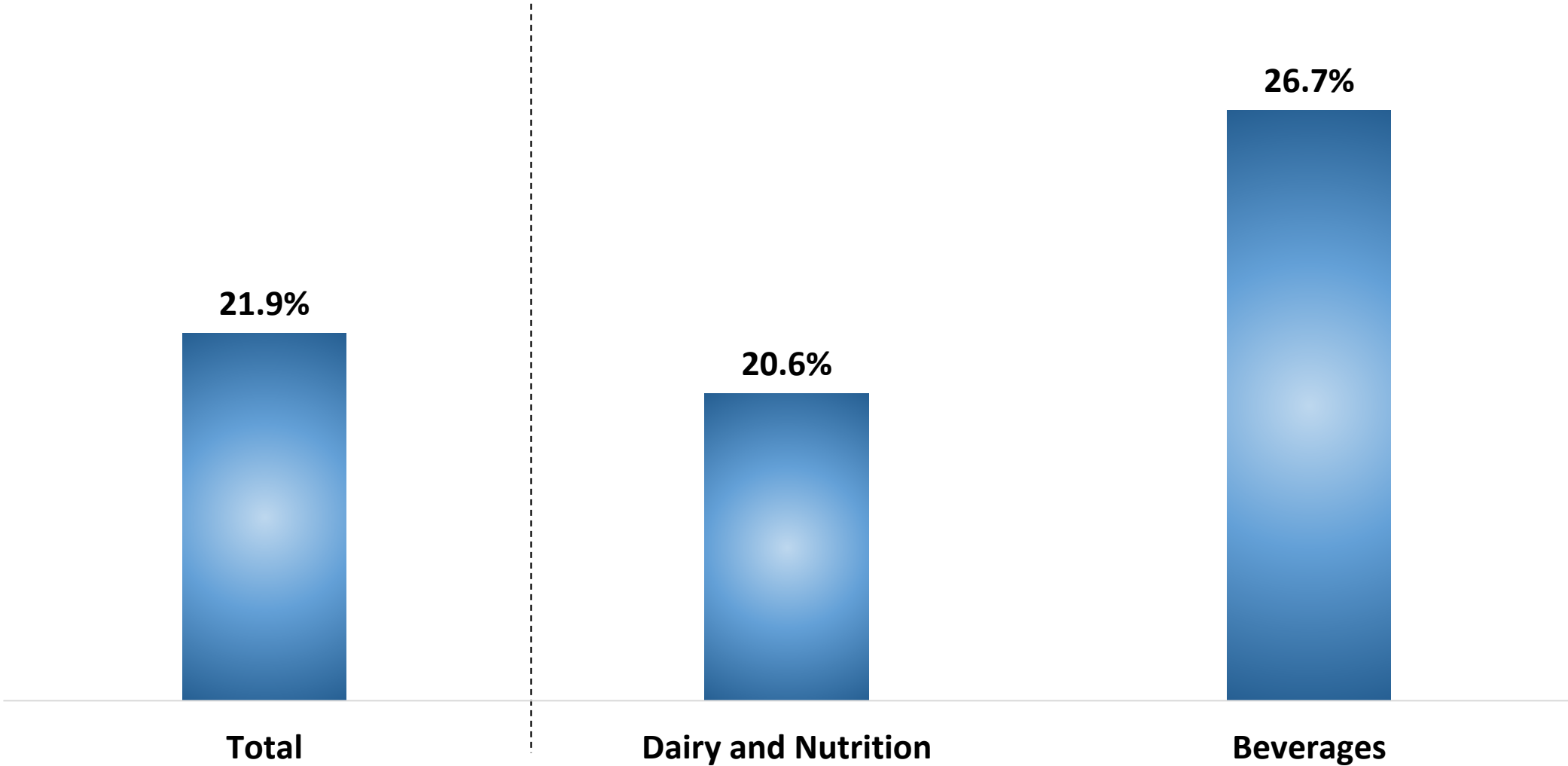
16.5% of sales
+30 bps

EPS (PKR/share)

331.9
+17.9%



Sales growth – FY 2022



Key highlights – Dairy and Nutrition

	FY 2022	FY 2021
Sales (PKR Bio)	126.1	104.6
Sales Growth	20.6%	9.9%
Operating profit margin	18.9%	18.3%

- Strong growth in powder portfolio in line with corporate strategy
- Excellent boost in Nutrition portfolio. 2x growth in e-commerce channel.
- Operating profit margin improved due to portfolio mix, better absorption of fixed costs and cost saving initiatives



Key highlights – Beverages

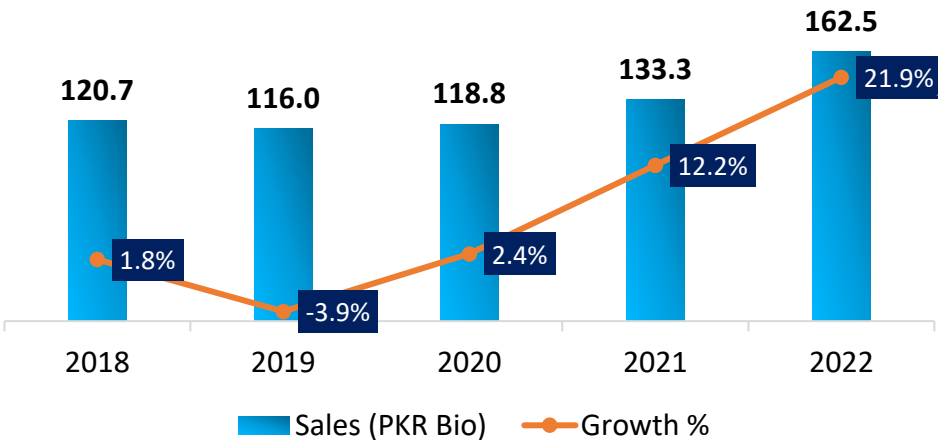
	FY 2022	FY 2021
Sales (PKR Bio)	36.4	28.7
Sales Growth	26.7%	21.9%
Operating profit margin	8.2%	8.5%

- Strong double-digit growth led by Coffee and waters
- New launches in Fruta vitals and Nescafe RTD supported the volume growth
- Operating profit margin deteriorated in the Coffee and Milo powder segments due to Rupee devaluation and increase in import duties

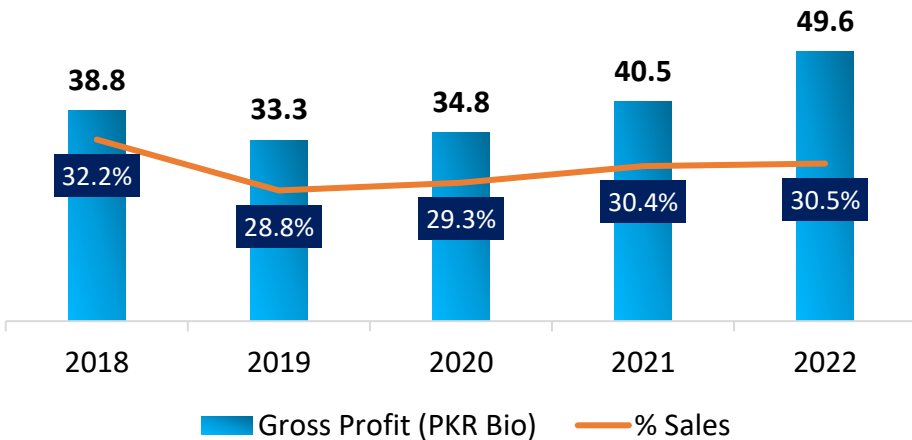


Delivering growth and profit in a challenging year

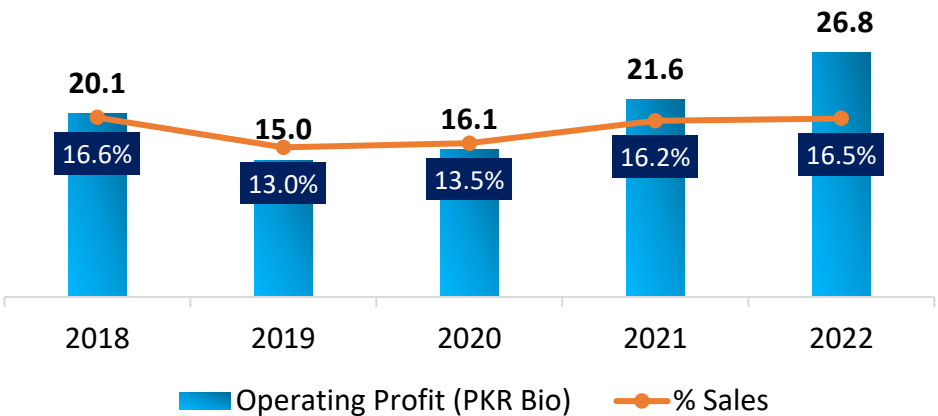
Sales



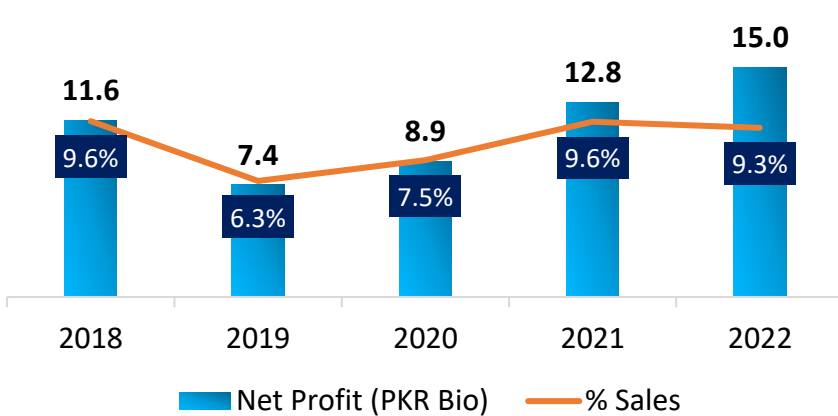
Gross Profit



Operating Profit

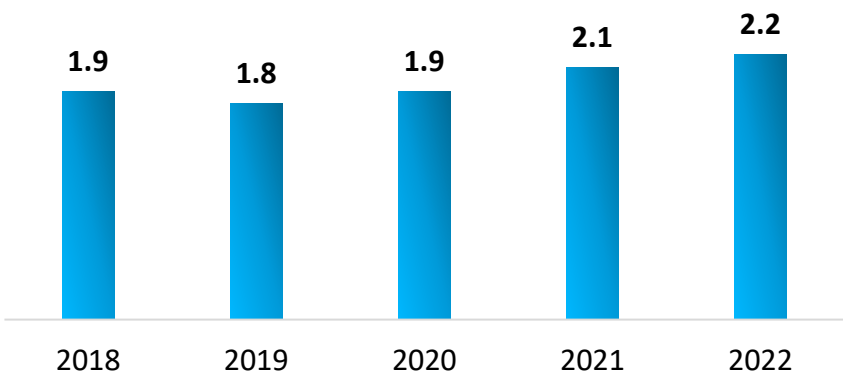


Net Profit

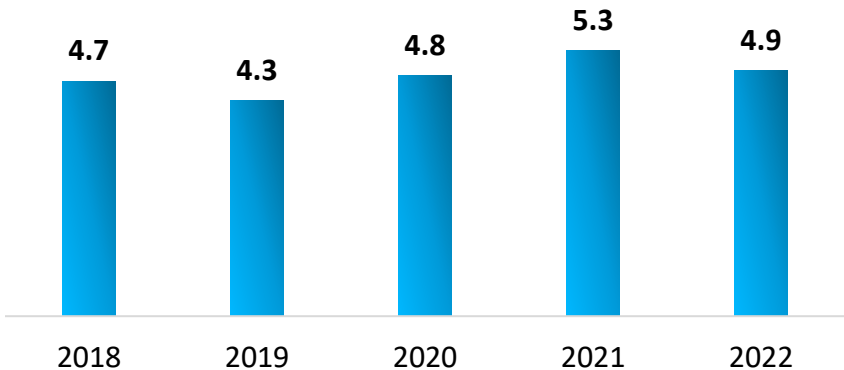


Generating efficiencies across the value chain

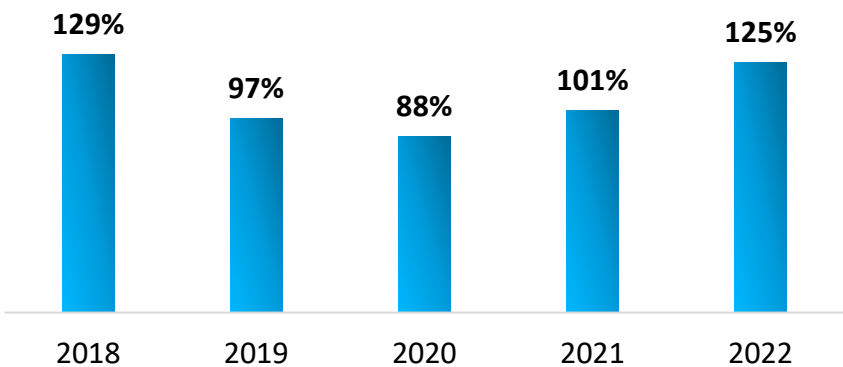
Asset Turnover ratio



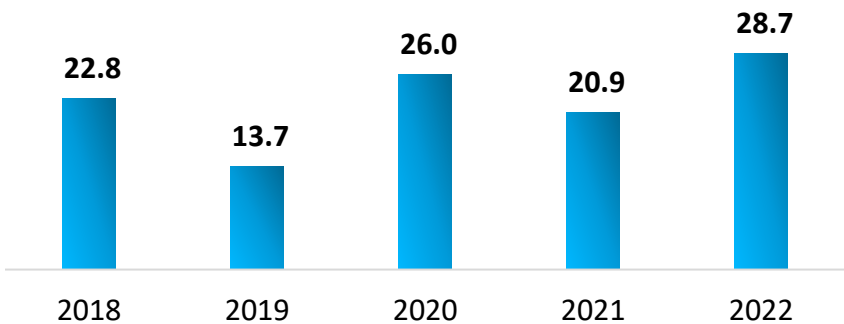
Inventory Turnover ratio



ROCE



Cash Generated From Operations



Q&A

