

Nestlé Pakistan Limited

Corporate Briefing Session

Lahore, 18th April 2024



Our business

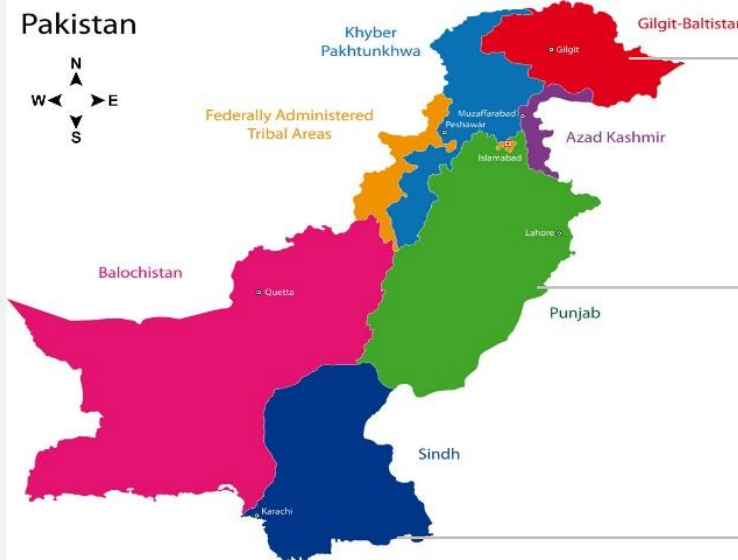
Key Figures 2023

Where

What

Sales

PKR 201 bio



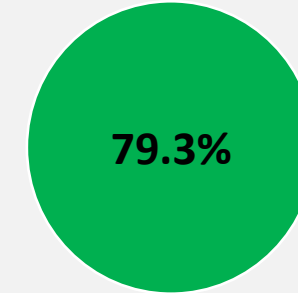
Direct Key accounts: 14%
Exports : 3%

North
26%

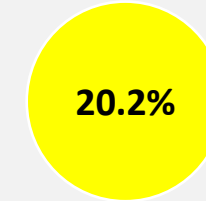
Center
29%

South
27%

Dairy & Nutrition



Beverages



Others



* Others include Breakfast Cereals, Confectionery & other products

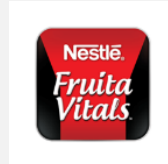
Employees

3,621

Factories

4

Top Brands



Our Purpose and Strategy

ACCELERATE PROFITABLE GROWTH

Win in the Core Portfolio



Build Future Growth Platforms



Achieve efficiencies across the organisation



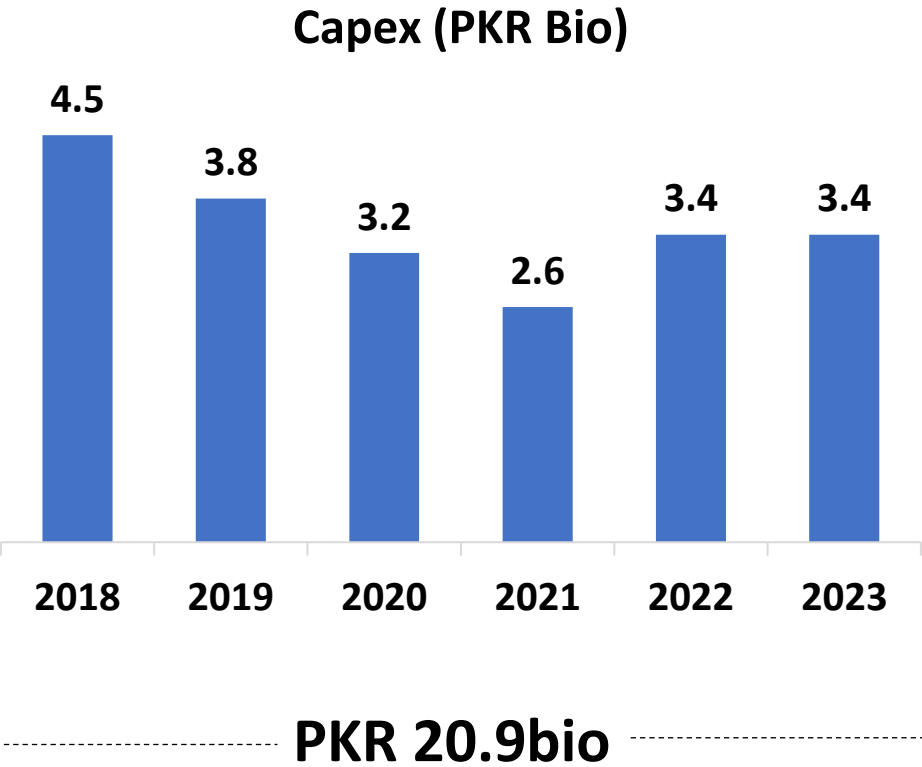
Develop Agile and inclusive organisation



Ensure our business is a force for good



Investing for maximizing returns



SKP 2.6 MW



KBF 2.5 MW



ISB 266 KW



New launches 2023



Contribution to the economy



PKR 51.9bio milk purchase



24,870 farmers



Supporting ~ 2,698 medium scale commercial farms



PKR 6.5 bio Procurement of Fruits, Sugar and Wheat Flour



For the Communities



Clean Drinking Water for Communities



Clean Gilgit Baltistan Project



38,000 trees planted



Nestlé Pakistan is well on track to deliver 2025 targets...

Our path to regeneration for future generations

Our achievements till 2023

- D4R: 82%; VPR: 33% Neutrality: 24.7%
- Water regeneration (Nestlé Waters): 71% Water savings: 280,000 m³
- Sourced 33% of 14 key ingredients through responsible sourcing

Our plans for 2025

- D4R: >95%; VPR: 33% Neutrality: 50%
- Water regeneration (Nestlé Waters): positive water impact Water savings: 350,000 m³
- Source 50% of 14 key ingredients through responsible sourcing

Our ambitions till 2030

- Plant 700,000 trees
- D4R: 100% VPR 33% Packaging neutrality: 100%
- Water regeneration ((Nestlé Waters): Positive water impact
- Source 100% of 14 key ingredients through responsible sourcing

— Path to zero emissions by 2050
- - Business as usual

2018

18th April 2024

2021

2023

Nestlé Pakistan Limited
- Corporate Briefing
Session

2025

2030

2050

-17.3%
Emissions reduction

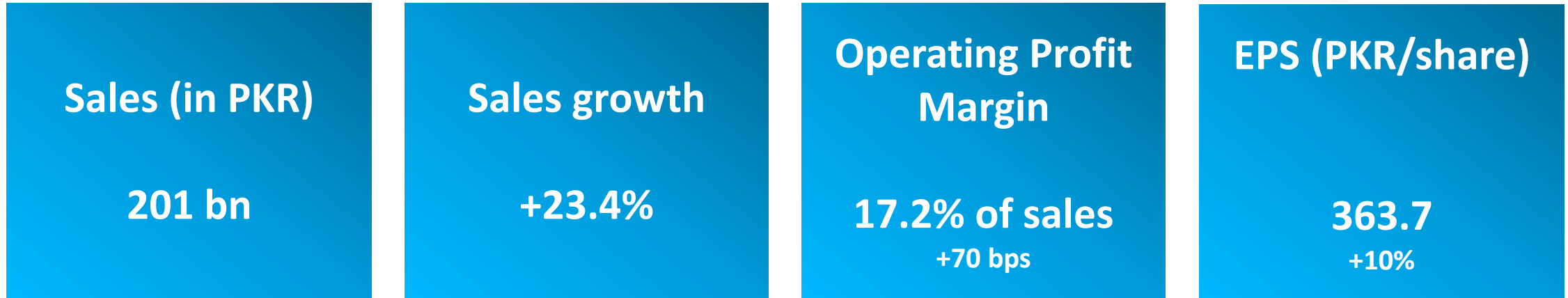
-20%
Emissions reduction

-50%
Emissions reduction

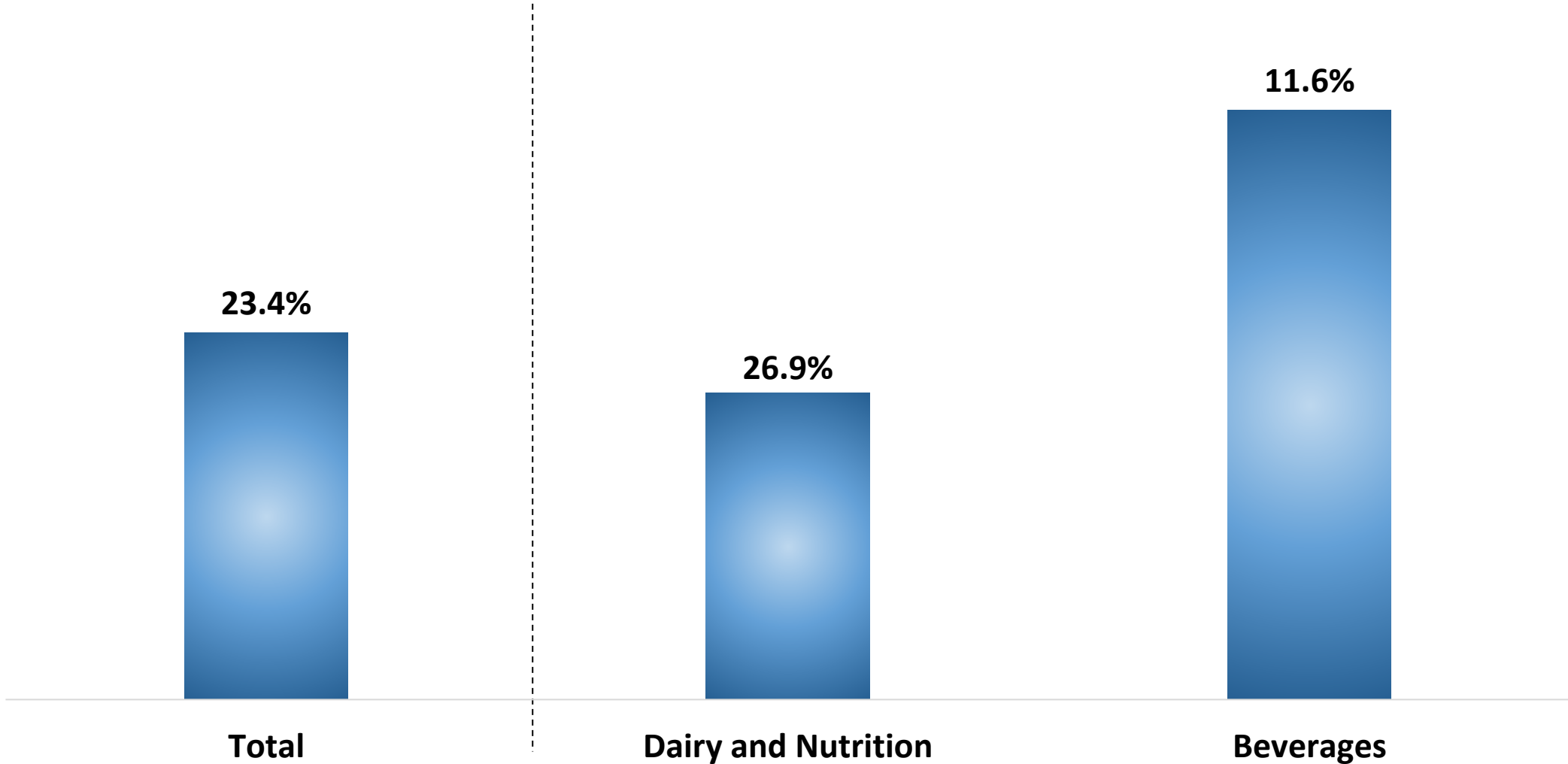
By 2050, we will reach

net zero

FY 2023 financial results



Sales growth – FY 2023



Key highlights – Dairy and Nutrition

	FY 2023	FY 2022
Sales (PKR Bio)	160.0	126.1
Sales Growth	26.9%	20.6%
Operating profit margin	18.9%	18.9%

- Strong growth in both Dairy and Nutrition powder portfolio
- 2X growth in Exports channel
- Maintained the Operating profit margin despite the inflationary and forex challenges supported by portfolio mix, better absorption of fixed costs, cost saving initiatives and responsible price increases



Key highlights – Beverages

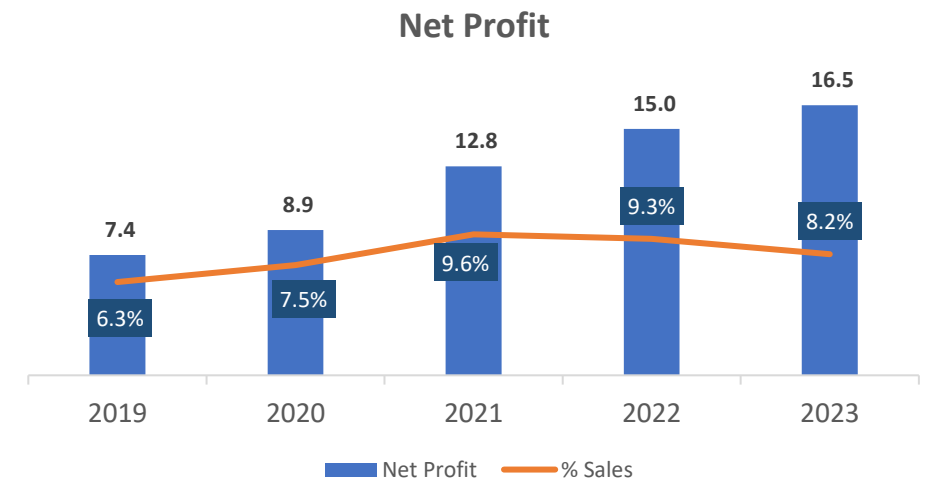
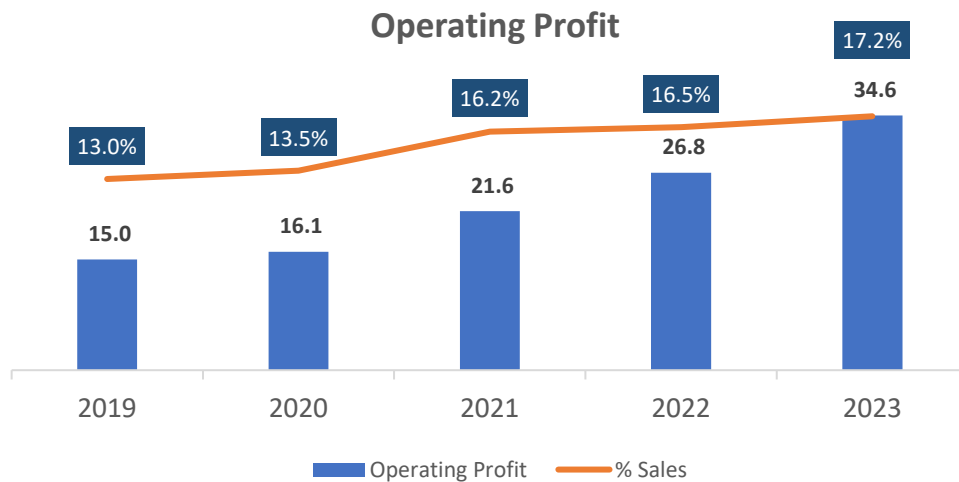
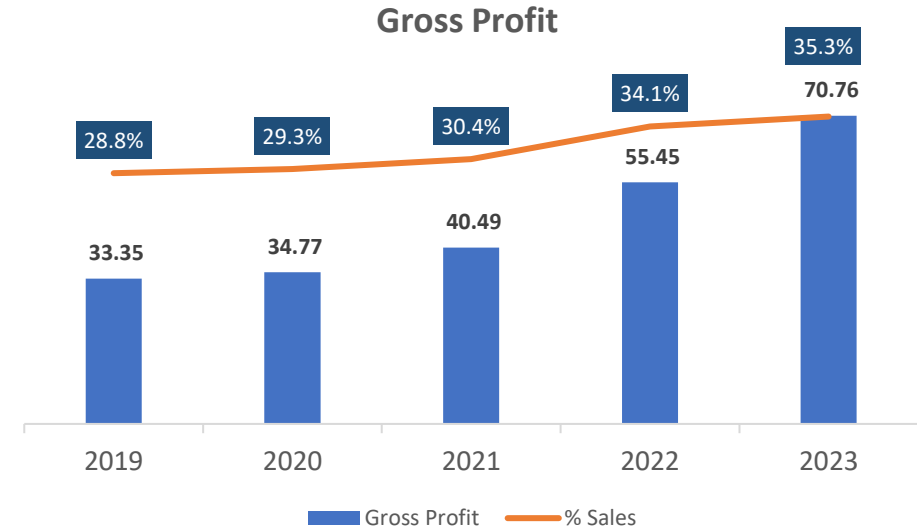
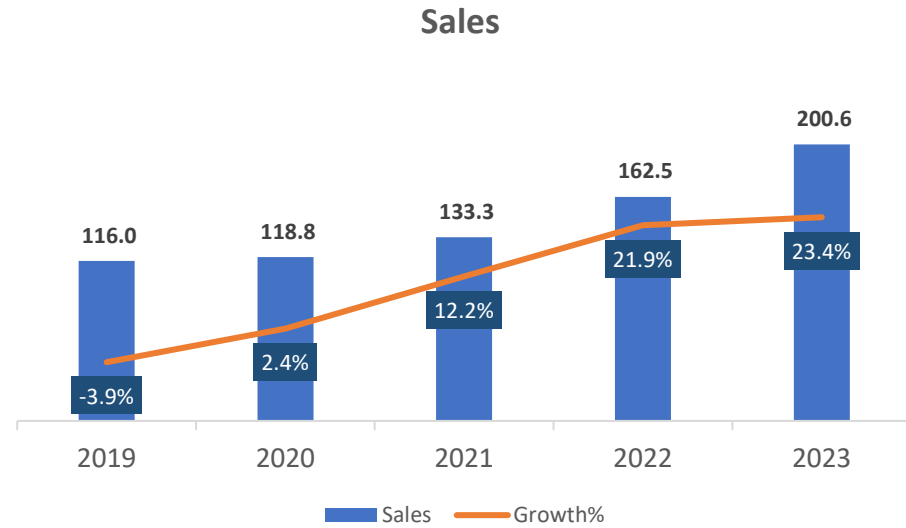
	FY 2023	FY 2022
Sales (PKR Bio)	40.6	36.4
Sales Growth	11.6%	26.7%
Operating profit margin	10.6%	8.2%

- Strong double-digit growth led by Coffee and Waters
- Operating profit margin improved across the segment due to better absorption of fixed cost and saving initiatives



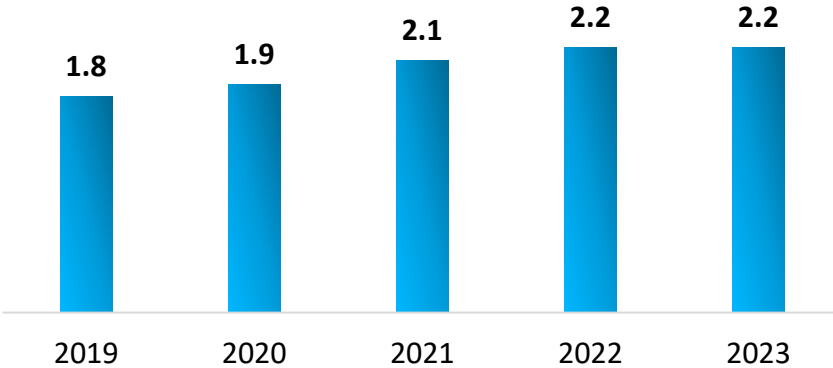
Delivering growth and profit in a challenging year

All values in PKR Bn
%s as of sales

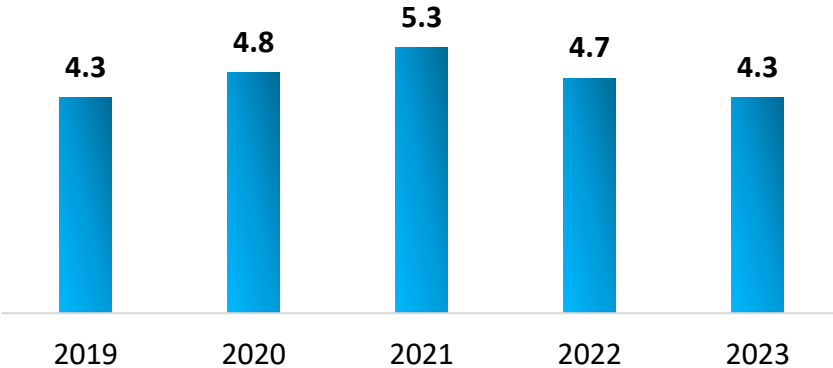


Generating efficiencies across the value chain

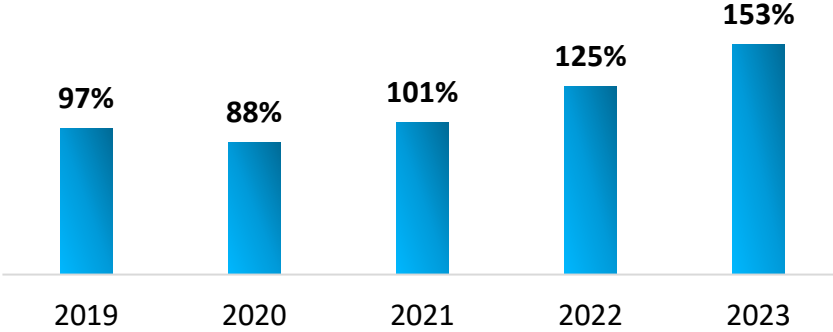
Asset Turnover ratio



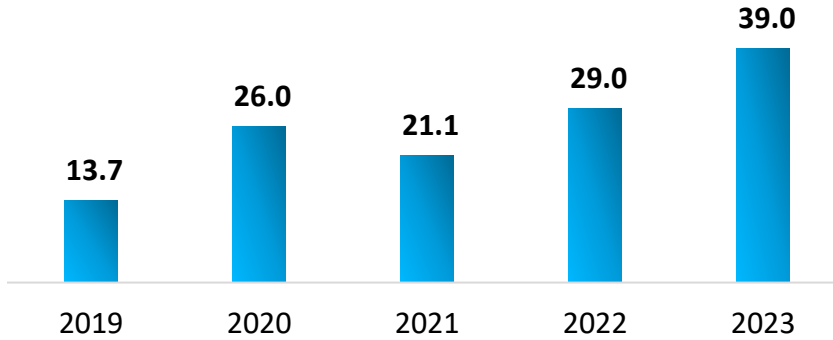
Inventory Turnover ratio



ROCE



Cash Generated From Operations



Q&A

