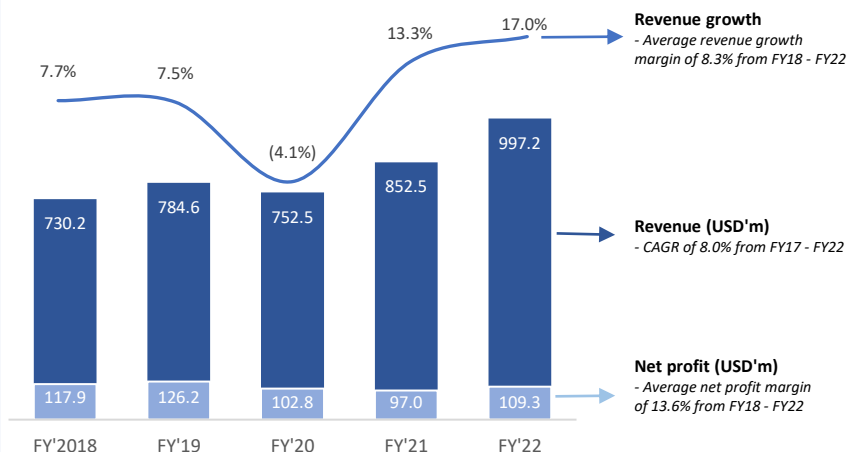


Nestlé Nigeria Plc (NGSE:NESTLE)

Overview as at 31st December 2022

Revenue and Profit historical performance



Source: Nestle Nigeria Plc financials & publicly available data

- Nestlé Nigeria Plc manufactures, markets, and distributes food products in Nigeria. The company operates through two segments, Food and Beverages.
- It offers food products under the Maggi, Cerelac, SMA, Nan, Lactogen, and Golden Morn brands; and beverage drinks under the Milo, Milo energy cube, Nescafe, Milo ready-to-drink, and Nestlé Pure Life brands; and coffee products under the Nescafé brand.
- The Company began trading operations in Nigeria in 1961 and was listed on the Nigerian Stock Exchange on April 20, 1979.
- In the past 7 years, the business has invested over USD1.87 million (N1.5 billion) on training and capacity building to develop and support our people to bring value to themselves and to the organization

Total staff
2,320



6th
company with the highest
market capitalization on
the NGX

Nestle Nigeria Plc (NGSE: Nestle)

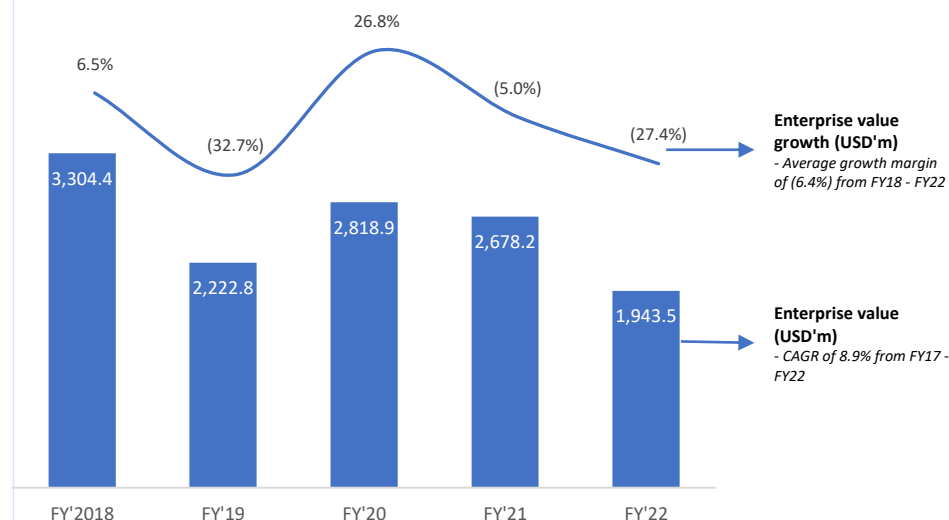
values in USD'm	FY'2018 Jan-Dec	FY'19 Jan-Dec	FY'20 Jan-Dec	FY'21 Jan-Dec	FY'22 Jan-Dec
Revenue	730.2	784.6	752.5	852.5	997.2
EBITDA	197.4	218.9	188.0	193.0	212.9
Profit for the year	117.9	126.2	102.8	97.0	109.3

Enterprise value EV	3,304.4	2,222.8	2,818.9	2,678.2	1,943.5
EV/LTM EBITDA	16.74x	10.15x	14.99x	13.88x	9.13x

Revenue growth	7.7%	7.5%	(4.1%)	13.3%	17.0%
EBITDA margin	27.0%	27.9%	25.0%	22.6%	21.3%
Net profit margin	16.1%	16.1%	13.7%	11.4%	11.0%
EV growth	6.5%	(32.7%)	26.8%	(5.0%)	(27.4%)

Source: Nestle Nigeria Plc financials & publicly available data

Enterprise value from FY'2018 – FY'22



Source: Nestle Nigeria Plc financials & publicly available data