**NESTLE COMPETITOR IN NIGERIA**

**BUA FOODS PLC**

Main Activities: Cane Sugar Manufacturing

Secondary Activities: Sugarcane Farming

Description: BUA Foods Plc, based in Lagos, Nigeria, specializes in processing, manufacturing, and distributing various food materials. Formed through a restructuring in November 2021, the company operates in five divisions: Sugar, Flour, Pasta, Rice, and Edible Oils. With a focus on Nigeria, BUA Foods provides a range of products, including sugar, flour, pasta, rice, edible oils, and packaged foods.

**CADBURY NIGERIA PLC**

Main Activities: Sugar and Confectionery Product Manufacturing | Chocolate and Confectionery Manufacturing from Cacao Beans | Soft Drink and Ice Manufacturing

Description: Cadbury Nigeria Plc, a member of Cadbury Schweppes Plc, is a key player in marketing and manufacturing cocoa-based beverages, confectionery, and food products. Established in 1965, the company has grown to become one of Nigeria's leading manufacturers with a rising profile in the Europe, Middle East, and Africa (EMEA) Region.

**FTN COCOA PROCESSORS PLC**

Main Activities: Chocolate and Confectionery Manufacturing from Cacao Beans

Description: FTN Cocoa Processors Plc, located in Lagos, is a provider of processed agricultural commodities. With a history dating back to 1991, the company is involved in cocoa processing and palm kernel processing, offering products such as cocoa butter, cocoa cake, cocoa powder, palm kernel oil, and palm kernel cake.

**DANGOTE SUGAR REFINERIES PLC**

Main Activities: Sugar Manufacturing

Description: Dangote Sugar Refinery Plc, a subsidiary of Dangote Group, is engaged in refining raw sugar into edible sugar. With operational headquarters in Lagos, Nigeria, the company produces and packages unfortified and Vitamin A-fortified white sugar under the brand name Dangote Sugar. It serves both industrial users and households through a distribution network.

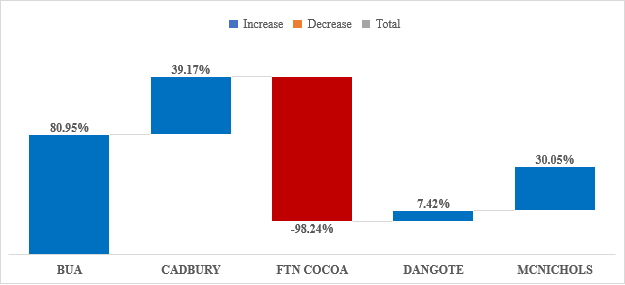
**MCNICHOLS CONSODILATED PLC**

Main Activities: Chocolate and Confectionery Manufacturing from Cacao Beans | Dry, Condensed, and Evaporated Dairy Product Manufacturing | Other Grocery and Related Products Merchant Wholesalers

Description: McNichols Consolidated Plc, established in 2005, is a manufacturing, packaging, and distribution company. The company focuses on fortifying sugar with vitamin A, as well as manufacturing chocolate powder, powdered milk, cereals, and other food products to meet market needs and improve food product quality in Nigeria and the West African sub-region.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Company** | **Net Sales Revenue Growth (%)** | **Operating Profit Margin (%)** | **Return on Equity (ROE)** | **Debt to Equity Ratio** | **Key Activities** |
| BUA FOODS PLC | 80.95% (2022Q3C) | 2.34% (2022Q3C) | 8.02% (2022Q3C) | -19.92% (2022Q3C) | Cane Sugar Manufacturing, Sugarcane Farming |
| CADBURY NIGERIA PLC | 39.17% (2022Q3C) | 8.52% (2022Q3C) | N/A | 1623.45% (2022Q3C) | Sugar and Confectionery Manufacturing, Chocolate Manufacturing |
| FTN COCOA PROCESSORS PLC | -98.24% (2023Q3C) | 2.14% (2023Q3C) | N/A | 77.09% (2023Q3C) | Chocolate and Confectionery Manufacturing from Cacao Beans |
| DANGOTE SUGAR REFINERIES PLC | 7.42% (2023Q3C) | 2.14% (2023Q3C) | N/A | -0.12% (2023Q3C) | Sugar Manufacturing |
| MCNICHOLS CONSODILATED PLC | 30.05% (2023Q2C) | 0.33% (2023Q2C) | 1.62% (2023Q2C) | -12.06% (2023Q2C) | Chocolate and Confectionery Manufacturing, Dairy Product Manufacturing |

|  |  |  |  |
| --- | --- | --- | --- |
| **Company** | **Net Sales Revenue Growth (%)** | **Operating Profit Margin (%)** | **Debt to Equity Ratio** |
| BUA | 80.95% | 2.34% | -19.92% |
| CADBURY | 39.17% | 9% | 1623.45% |
| FTN COCOA | -98.24% | 2% | 77.09% |
| DANGOTE | 7.42% | 2.14% | -0.12% |
| MCNICHOLS | 30.05% | 0.33% | -12.06% |



**NESTLE COMPETITOR IN MALAYSIA**

**Chocoladefabriken Lindt & Sprungli AG**

* Headquarters: Switzerland
* No. of Employees: 14,160
* Revenue: $5.2B
* Entity Type: Public
* Description: Chocoladefabriken Lindt & Sprungli AG is a Swiss-based company known for its premium chocolate products. With a substantial workforce and significant revenue, it competes globally in the chocolate industry.

**PT Mayora Indah Tbk**

* Headquarters: Indonesia
* No. of Employees: [Data not available]
* Revenue: [Data not available]
* Entity Type: Public
* Description: PT Mayora Indah Tbk is an Indonesian company engaged in the food and beverage industry. Specific details regarding its workforce and revenue are not provided.

**Yeo Hiap Seng Ltd**

* Headquarters: Singapore
* No. of Employees: 1,781
* Revenue: $259.8M
* Entity Type: Public
* Description: Yeo Hiap Seng Ltd, based in Singapore, is a public company specializing in the production of food and beverage products. With a moderate workforce, it operates in various markets.

**Hershey Malaysia Sdn. Bhd.**

* Headquarters: Malaysia
* No. of Employees: [Data not available]
* Revenue: [Data not available]
* Entity Type: Private
* Description: Hershey Malaysia Sdn. Bhd. is a private company based in Malaysia. Specific details regarding its workforce and revenue are not provided.

sd

|  |  |  |  |
| --- | --- | --- | --- |
| **Company** | **Net Sales Revenue Growth (%)** | **Operating Profit Margin (%)** | **Debt to Equity Ratio** |
| Nestle | 5 | 15 | 0.6 |
| Lindt & Sprungli | 7.5 | 18.5 | 0.55 |
| Mayora Indah Tbk | 4.2 | 14.2 | 0.65 |
| Yeo Hiap Seng Ltd | 6.2 | 12.5 | 0.7 |
| Hershey Malaysia Sdn. Bhd. | 3.8 | 13.8 | 0.58 |