



CREATING SHARED VALUE

Nestlé and Nestlé Purina in the U.S.

Nestlé and Nestlé Purina -- We're Focused on Creating Shared Value in Every Aspect of our Business:

- Nutrition, Quality & Food Safety
- Environment
- Economic vitality and creating quality jobs
- Community Development



It All Began in 1867 When...



Henri Nestlé, a German pharmacist, developed the first infant formula

- Today, Nestlé is the world's largest Nutrition, Health & Wellness company and is committed to improving the nutritional value of our products without compromising taste.
- Nestlé brands are known on every continent, and some products – like Nescafé, Carnation and Maggi – are sold in more than 100 countries worldwide.

Nestlé Today



Vevey, Switzerland

- Headquartered in Vevey, Switzerland
- 2013 Sales: \$99 billion
- 333,000 employees worldwide
- Largest global R&D network of any food company

Nestlé

One of the World's Most Admired Food Companies

Named one of “World’s Most Admired Food Companies” in *Fortune* magazine for the 17th consecutive year, Nestlé provides quality brands and products that bring flavor to life every day.

Consumer Food Products 2014

1. Nestlé	7.98
2. Unilever	7.24
3. PepsiCo	7.15



Nestlé in the United States



Nestlé Purina – a Snapshot

Nestlé Purina PetCare in the Americas

HEADQUARTERS

for Nestlé Purina's U.S. operating company and Latin America and Caribbean region are located at Checkerboard Square in St. Louis, Mo., USA. Nestlé Purina Canada is headquartered in Mississauga, Ontario

APPROXIMATELY
\$8.2
BILLION
SALES IN 2013



EMPLOYS APPROXIMATELY

10,200
PEOPLE



(x1020)

THROUGHOUT THE AMERICAS

7,000 (U.S.)

2,600 (LATIN AMERICA)

600 (CANADA)

29

MANUFACTURING
PLANTS

WHERE WE OPERATE



Nestlé Purina manufactures
some of the **most popular**
and **trusted pet food**
brands in the Americas.

#1

A MARKET LEADER:

In the U.S., Nestlé Purina PetCare Company is the No. 1 PetCare Company in sales, volume and market share

As of Dec. 2013,
Nestlé Purina PetCare
Company has achieved
10 consecutive years
of improved sales
growth and profit





Purina Commitment to Nutrition,
Quality & Food Safety

Nutrition Philosophy

We believe in creating food that **nourishes the whole pet**, from giving them energy to chase a ball or conquer a feather, to providing them with cutting-edge nutrition that gives them **more healthy, happy years**.

Commitment to Nutrition

- Team of more than 500 global scientists aiming to make discoveries that better the lives of pets everywhere
- Variety of products for dogs and cats that provide balanced nutrition, as well as special diets for canine athletes, sensitive skin & stomach, grain-free, indoor cats and weight management



From Source to Bowl, the Quality of our Food is Assured by:

- Meeting or exceeding FDA, USDA or AAFCO standards
- Stringent standards for suppliers
- On-site QA labs and staff
- Sophisticated tracking systems
- Food Safety Management Systems

99% of Nestlé Purina brand pet food products sold in the U.S. are made in the U.S.



Purina Commitment to the Environment

Sustainability Related Initiatives have Long Been Part of our Business Plan

OUR SUSTAINABILITY APPROACH



- Prioritizing and managing what matters most in terms of our environmental impact
- Looking across our company for ways to increase efficiency, reduce waste and conserve resources
- Working up and down our supply chain to responsibly source our high-quality ingredients
- Learning from others, including our customers, environmental organizations, retailers and companies in other industries

We Take a Life Cycle Approach to Manage What Matters Most



Our sustainability-related efforts encompass the full life cycle of our products.

This means everything from sourcing ingredients responsibly to using energy, water and raw materials most efficiently, to utilizing protective and increasingly recyclable packaging while optimizing the amount of materials used, to transporting products using highly efficient methods.

Purina is Involved in Responsible Seafood and Soy Sourcing Programs

Seafood has been our largest effort to date. good progress has been made:

NPP Leadership of
Nestlé's Seafood RSGs



Marine NGO Partners Apply Tools and
Expertise to Assess Source Fishery Health



Tracking our
Supply Chain



Purina is also involved in Soy Responsible Sourcing Guidelines implementation

NPP Leadership of Nestlé's Soy RSGs



Supply chain tracking in Brazil,
Argentina and the US

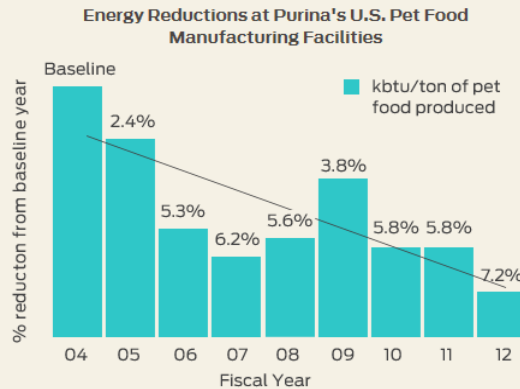


NGO partnerships in place

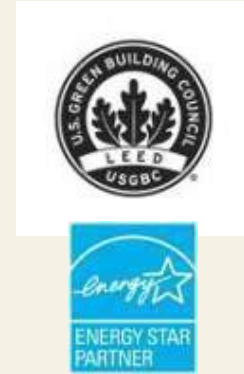


Manufacturing: NPPC has Made Significant Progress in Reducing Water, Energy And Waste

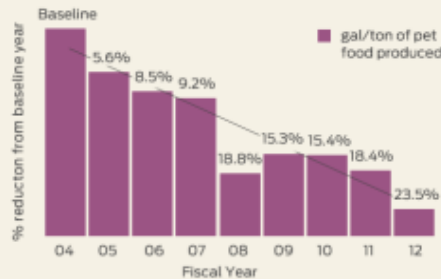
ENERGY



Reduced energy usage by 7.2 percent per ton of pet food produced from 2004 - 2012

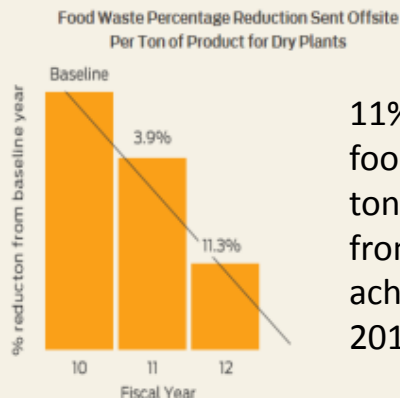


WATER



Reduced gallons per ton of pet food produced in wet plants by more than 23 percent from 2004 - 2012

WASTE



11% reduction of food waste per ton of product from dry plants achieved since 2010



St. Louis Campus Recycling Results

157,760 lbs single stream mixed waste recycled
 174,359 lbs. metals recycled
 67,375 lbs. of batteries recycled
 1,440 compact bulbs recycled
 25,542 linear ft. fluorescent bulbs recycled

Solar Power

As of 2014, we have solar arrays at five locations and annually generate over 1 megawatt of solar power.



Optimizing Packaging

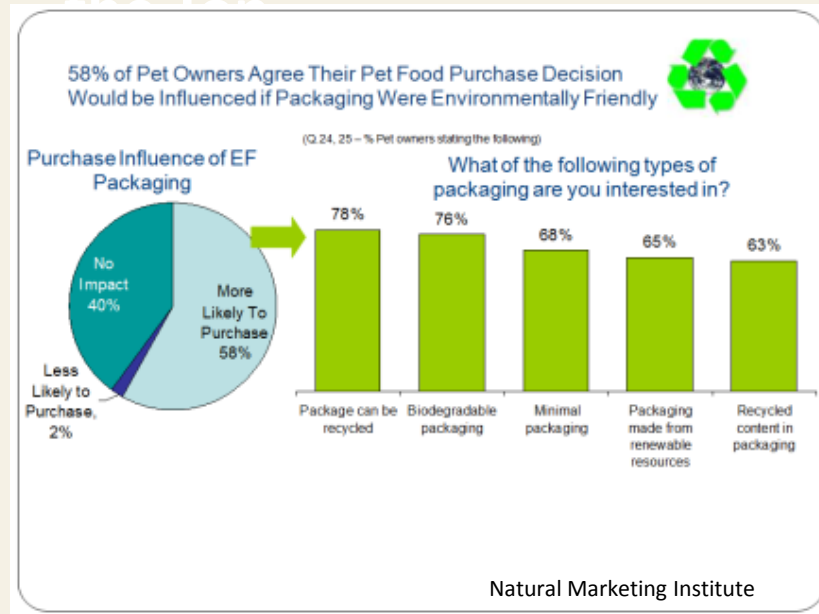
- By moving to large polypropylene woven bags for Beneful pet food alone, we reduced packaging weight by more than 2,000 tons.
- When possible, we use materials from sustainably managed renewable sources
- We support initiatives to recycle or recover energy from used packaging



NPPC is Committed to Reducing Packaging Impact and Providing Recycling Advice to Consumers

Consumers are Looking to Manufacturers for information on packaging disposal

NPPC is Helping Consumers to Recycle Packaging or Dispose of Properly – Purina.com



Purina is Reducing Package Weight and Using Stronger, Lighter Materials



PURINA DOGS CATS MEET PURINA BETTER WITH PETS

Find Out How To Recycle Your Package

Find Your Purina Product
Select your Purina product to view a recommendation for responsibly disposing of your packaging.
For more information, check with your local recycling authorities or visit 1800recycling.com.

☐ DOG ☐ CAT

PLASTICS			METALS		PAPER	
HDPE	PP	OTHER	ALUMINUM	STEEL	PAPERBOARD	PAPER
High Density Polyethylene	Polypropylene	Mixed Materials	Aluminum Cans	Steel Cans	Cartons	Unlined Bags
Recycling facilities may not exist in your area	Recycled only in a few communities with appropriate recycling facilities	Recycled only in a few communities with appropriate recycling facilities	Widely recycled in many communities	Widely recycled in many communities	Widely recycled in many communities	Widely recycled in many communities

Polypropylene Pet Food Bag Recycling Pilot: Atlanta Q2 2015



Pilot
Concept

THE TAKE-BACK CAMPAIGN: cause as an incentive



The marketing and communication campaign will be an essential tool for awareness building and driving participation. The goal is to create an incentive for consumers to participate by making a donation to local pet welfare orgs based on the amount of bags returned. There will also be a supporting Paws2Recycle website with social media.



Optimizing Transportation from Factories to Retailers



➤ 93 percent of our products by value are transported in EPA SmartWay trucks and rail.

SmartWay



➤ New ways to load boxcars allow more product per load and therefore less loads shipped.



Carbon Neutral Shipping: Pilot to Measure and Managing Our E-commerce Footprint



SMALL STEPS FOR SUSTAINABILITY

Introducing carbon neutral shipping for all
Purina for Professionals™ and veterinary
clinic orders delivered by UPS

HOW IT WORKS

MEASURE. MANAGE. MITIGATE.

UPS® provides shipping services, then purchases and retires carbon offsets from carbon sequestration or carbon mitigation projects on our behalf, effectively creating a carbon neutral shipping supply chain.

HOW YOU KNOW

CALCULATED AND AUTHENTICATED.

UPS's Carbon Emissions Calculator and methodology are verified by SGS Environmental Services Inc., the world's leading carbon verification and certification company, and also certified by the Carbon Neutral Company.

ONE MORE REASON

YOU CAN BE PROUD TO PURCHASE PURINA PRODUCTS.

We understand the importance of being transparent, and we'll continue to share our sustainability journey with you, across all life cycle stages of our products. We're happy to work with like-minded companies, like UPS, toward shared goals for environmental improvement.



Green Buildings

Danforth Building (St. Louis)
LEED Gold

Purina Event Center (Gray Summit, Mo.) and Office Building (Oklahoma City)
LEED Silver

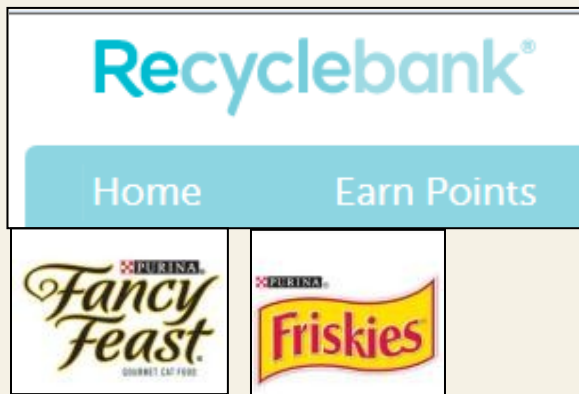
Two Office Buildings (St. Louis)
US. Environmental Protection Agency's Energy Star Certification



Consumer Communications: Telling Our Story



Purina.com/Sustainability



Aluminum Can Recycling Promotion



Earth Day St. Louis 2013



Facebook.com/Purina



Purina Economic Vitality and Creating Quality Jobs

Investing in our Business

In 2013, we invested
approximately \$229 million
across many projects in North
America.

Investing in our People

3% ↑
Job Growth

733
Openings in
past year

120
Average number of
applicants per opening

4%
Total voluntary
turnover in past year

88,154
Applicants in past year

*Figures from 2013

Diversity & Inclusion

We recognize that in order to have the best products, we must openly embrace diversity of all types.

Nestle Purina U.S. was named as one of the top 100 employers in 2013 by Diversity Employers Magazine



We value individual differences that bring us closer together to empower, inspire and impact the lives of others.

Recent Awards:

BEST PLACES TO WORK - U.S. 2014 Associate's Choice

Nestlé Purina ranked No. 10 on Glassdoor's 50 Best Places to Work – a 2014 Associates' Choice Award. This recognition is based on the feedback provided by associates who elected to take Glassdoor's anonymous company survey.



ARCUS AMEREN CORPORATE CITIZENSHIP AWARD - U.S.

In 2013, Nestlé Purina accepted the St. Louis Regional Chamber's Ameren Corporate Citizenship Arcus Award, which acknowledges overarching achievement in community leadership, economic development and philanthropy. We've received this prestigious honor two out of the past three years.

ST. LOUIS BUSINESS JOURNAL BEST PLACES TO WORK - U.S.

For the the seventh consecutive year Nestlé Purina has had the honor to receive this award from the St. Louis Business Journal. This award is based on associate feedback regarding a variety of topics, and identifies Nestlé Purina as one of the Top 20 Best Places to Work in St. Louis.

ST. LOUIS POST-DISPATCH TOP WORK PLACES - U.S.

Nestlé Purina was recognized as the Best Place to Work in The Greater St. Louis Area by the St. Louis Post Dispatch for 2014 for the third consecutive year.

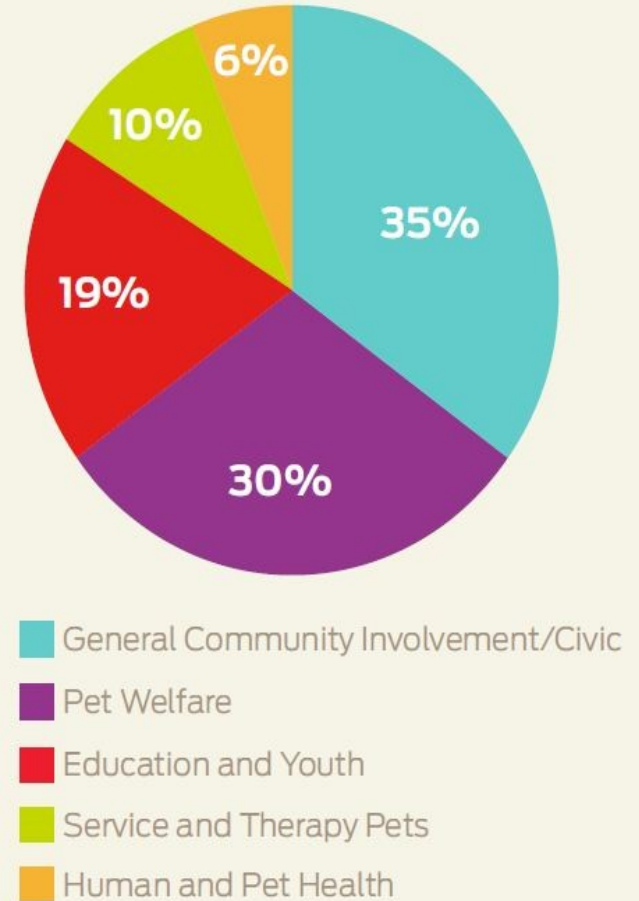




Community Development



In 2013, Nestlé Purina donated approximately **\$5.2 million** to U.S. pet-related charities and other community organizations and civic groups



Commitment to Pet Welfare

Real pets. Real people. Real change.



Touched the lives of more than **250,000** homeless pets and brought to life our true belief that pets and people are better together



\$200,000



Donated nearly \$200,000 to St. Louis-area pet welfare organizations that went toward pet welfare initiatives such as facility improvements; education for pet owners, staff and volunteers; and spay and neutering programs



Contributed more than

5 MILLION POUNDS

of pet food and litter to more than 600 pet shelter and rescue organizations in the U.S.

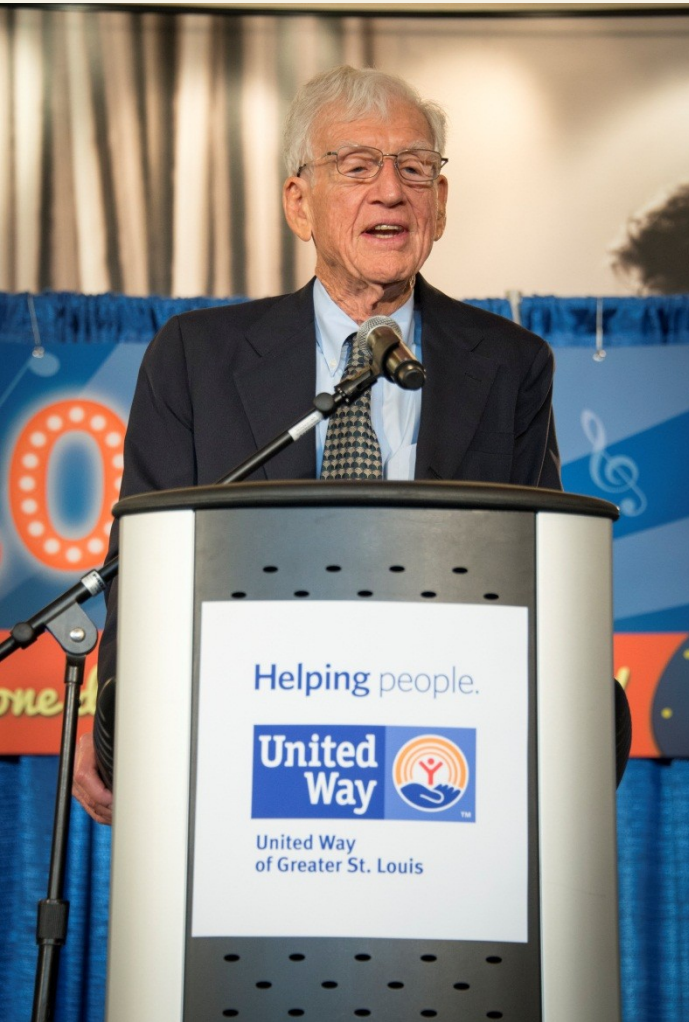


PETCARE PRIDE DAY:

An annual day of team-building through community service



United Way



Nestlé Purina and associates across North America contributed more \$1.5 million in 2013 to United Way

Education: Purina Farms



The 350-acre attraction, which features a visitor's center that is operated at no cost to guests, focuses on children ages 3-12 as a means to creating a more empathetic, respectful and responsible society when it comes to relating to others, including dogs and cats.

Education: Veterinary Schools



For more than a decade, the Nestlé Purina Veterinary College Program has established strong relationships with **all 28 U.S. Veterinary Schools**



Q-&-A