Water and Energy Nexus at the Factory Level

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Outline

1. Nestlé Waters
2. Water Use
3. Energy Use
4. Conclusions
1. Nestlé Waters at a Glance

Our Mission

• To be the world’s leading healthy hydration company

• Driven by two convictions...

  - To offer consumers products quality, reliable products which provide a healthy way to meet their daily hydration needs;
  - To fully assume our corporate social and environmental responsibilities.
### Key Figures 2013

<table>
<thead>
<tr>
<th></th>
<th>Nestlé</th>
<th>Nestlé Waters</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>CHF 92.2 billion</td>
<td>CHF 7.2 billion</td>
</tr>
<tr>
<td>Employees</td>
<td>339,000</td>
<td>33,000</td>
</tr>
<tr>
<td>Factories</td>
<td>468</td>
<td>102</td>
</tr>
<tr>
<td>Countries</td>
<td>86</td>
<td>36</td>
</tr>
</tbody>
</table>

### 2. Water Use
Use of fresh water consumed around the world

Available fresh water for withdrawals: 9,000 to 14,000 km³ / year

Fresh water withdrawn ~4,000 km³ / year

Nestlé: 0.004%
Nestlé Waters: 0.0009%

Bottled Water vs. Tap Water

Yearly water losses in the Lebanese distribution networks vs. Yearly volume of the Lebanese bottled water industry

63,8 Bio Litres (1)

700 Mio Litres (2)

Sources:
WATER IN LEBANON STRATEGIC MANAGEMENT DATA
NATIONAL ASSESSMENT MATRIX
UNESCWA – March 20, 2012

Continuous Reduction in Water Ratio in Past 4 Years with -7% vs. 2009

<table>
<thead>
<tr>
<th></th>
<th>Evolution 2013 versus 2009</th>
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</thead>
<tbody>
<tr>
<td>PRODUCTION VOLUMES</td>
<td>+21%</td>
</tr>
<tr>
<td>WATER WITHDRAWAL</td>
<td>+13%</td>
</tr>
<tr>
<td>WATER USE RATIO</td>
<td>-7%</td>
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</tbody>
</table>

Water Use Efficiency
-16 % if only related to additional water

<table>
<thead>
<tr>
<th></th>
<th>RATIO IN L/L</th>
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<tbody>
<tr>
<td>2009 ADDITIONAL WATER RATIO</td>
<td>0,68</td>
</tr>
<tr>
<td>2013 ADDITIONAL WATER RATIO</td>
<td>0,57</td>
</tr>
<tr>
<td>EVOLUTION</td>
<td>-16%</td>
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</tbody>
</table>
Energy Use Distribution in the Factory

- Compressors HP
- Blowers
- Shrink machine
- Compressor LP
- Chain conveyor
- Air veyor
- Well’s pump
- Water treatment
- Paletizer
- Labeler
- Filler
Continuous reduction in Energy Use Ratio in the past 4 years with -17% vs. 2009

<table>
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<tr>
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<th>Evolution 2013 versus 2009</th>
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</thead>
<tbody>
<tr>
<td>PRODUCTION VOLUMES</td>
<td>+21%</td>
</tr>
<tr>
<td>ENERGY CONSUMPTION</td>
<td>+1%</td>
</tr>
<tr>
<td>ENERGY RATIO</td>
<td>-17%</td>
</tr>
</tbody>
</table>

5. Conclusions
Conclusions...

- Nestlé Waters is an **exemplary water user** with high expertise in **water resources management** and water use efficiency.

- NW is continuously working on improving water and energy use ratio.

- The Nestlé **Creating Shared Values** model is going beyond sustainability, by creating value for shareholders & society - which is integrally linked to our core business strategies & operations.

« *We do not inheritate the earth from our parents, we borrow it to our children* »
Antoine de Saint-Exupéry

Thank YOU
Water Footprint in Beverages industry

Sources:
RDC – Global Environmental Footprint (BW)
Water Footprint Network (other beverages)
WWF (Soft Drinks)