



**Nestlé** Good food, Good life



# Creating Shared Value

## Nestlé Paraguay

October, 2021



# Nestlé at a glance

Providing safe,  
quality nutrition  
for **155 YEARS**

**2 000 +**  
**BRANDS**  
worldwide

Around  
**273 000**  
employees

Number of  
country we sell  
in **186**

**376**  
**FACTORIES**  
in 81  
countries

**CHF 84.3 BILLION**  
Group sales in  
2020

**1 BILLION NESTLÉ  
PRODUCTS SOLD  
EVERY DAY**

# Nestlé Paraguay



USD MIO 40

8% of  
total Sales  
Plata Region

100% Importer

- 1 Head Office
- 1 Shared Services Center (NBS Latam)

Lead Food & Beverage  
Chamber



## Our People

**+370** Direct Employees  
**+250** Indirect Employees



44%  
MEN



56%  
WOMEN

**+70 YEARS IN PY**  
**WITH OUR BRANDS**



We promote formal  
trade



Leader in nutrition, health and wellness





# Nestlé is currently the 5th Food & Beverage player





# Present in all life stages of Paraguayans since 1946





# Continuous innovation with relevant brands delighting our consumers







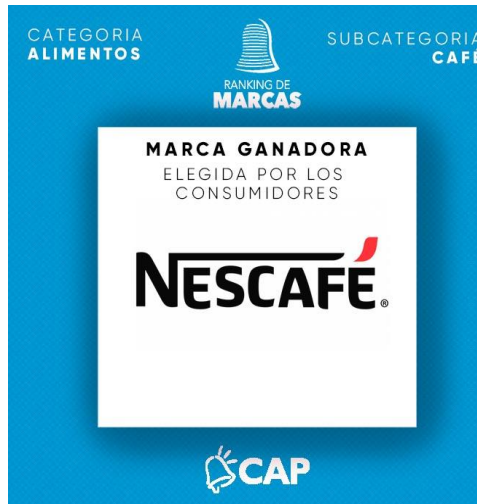
# NESCAFÉ 'Top of mind' award during 9 consecutive years



**NESCAFÉ**



**+9 YEARS** winner of  
renowned awards in  
the category





# CHOCOLATES with outstanding presence in the Market



ENHANCE QUALITY  
OF LIFE  
THROUGH MOMENTS  
OF DELIGHT





# 1st Shared Service Center in Paraguay

2019

NBS ARRIVED IN PARAGUAY

## NBS ASU at a glance

SERVICES TO **20** COUNTRIES

OVER **320** EMPLOYEES

AVERAGE AGE **26**

**2** LANGUAGES



**83%**

employees  
belong to Generation "Y"

Based in Paraguay:



- Macroeconomic stability
- Competitive tax advantages
- Young talent
- Spanish Language (America)



2022

EXPANSION PLAN

## Our Services



ORDER TO CASH



SOURCE TO PAY



HIRE TO RETIRE



RECORD TO REPORT



DIGITAL & SOCIAL MEDIA



# "We unlock the power of food to enhance quality of life for everyone, today and for generations to come"



## FOR INDIVIDUALS & FAMILIES

Enabling healthier and happy lives

NESTLÉ por  
NIÑOS SALUDABLES

With the support  
of:



## FOR COMMUNITIES

Helping to develop with greater prosperity and self-sufficiency



With the Support  
of:



## FOR THE PLANET

Preserving natural resources for future generations.







# Building solid Nutritional foundations in Paraguayan children and their environment

**+20** years of  
alliance with



Validated by:



MINISTERIO DE  
**EDUCACIÓN  
Y CULTURA**



NESTLÉ por  
**NIÑOS SALUDABLES**



**WE TEACH ABOUT HEALTHY  
EATING AND HYGIENE HABITS**





# Our ambition is to help young people have access to economic opportunities.

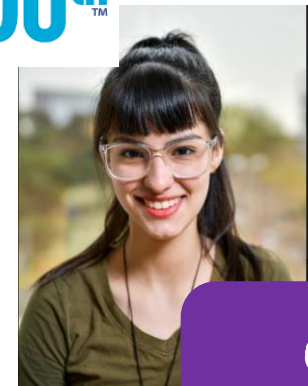
GET HIRED



GET SKILLED



needs  
**YOU<sup>th</sup>**



GET  
SUPPORT

GET MORE  
OPPORTUNITIES

## Areas of action

- Hiring of young people **UNDER 30**
- **FIRST JOB** opportunities (Internships, Dual Practices)
- **TRAINING AND COACHING** to promote employment and entrepreneurship.
- **ALLIANCES** with companies and government entities



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# Creating opportunities for rural & agro-entrepreneurs



fundación  
paraguaya

- **Support** for the future Fundación Paraguaya cheese factory. “**learn by doing**”
- **Trainings** for young agro-entrepreneurs

**+400 YOUTH AND  
FAMILIES IMPACTED**







# 1st Multinational Company to adopt Dual Education program to empower future generations



Platform of future talents with specific training

In alliance with



Ministerio de  
**TRABAJO, EMPLEO  
Y SEGURIDAD SOCIAL**



**+32** trainees hired

**70% PRACTICAL – 30% THEORY**



Announcement of Dual Education in Paraguay at the “Youth Summit Mercosur 2021”



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# Nestlé Paraguay hosted 3rd “Mercosur Youth Summit”



**100% VIRTUAL AND FREE EVENT** that seeked to inspire and provide tools and opportunities for young people

**+27.000 CONNECTED**  
**+2.300 JOB OPPORTUNITIES**



**VIRTUAL JOB FAIR**

**+ 30 Companies**

**+27 live workshops**

**+ 32.000 visits**



# Accelerate Circular Economy Initiatives



Alliance with:   

"Recycling is giving it a try again.  
Recycling is a small gesture of love"



"PROGRAM TO PROMOTE THE CIRCULAR ECONOMY IN  
PARAGUAY"



CAPSULES RECYCLING  
PILOT PROGRAM  
First Stage



CONSUMER  
EDUCATION THROUGH  
RE CAMPAIGN

RE-USAGE OF BOXES



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thank you!

