



Good food, Good life

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## Our global approach to advocacy



We believe that the private sector has an important role to play in helping build healthy lives and a healthy planet.

The purpose of our advocacy is to find common ground and act collaboratively with stakeholders. We work with industry, governments, civil society and consumers at a local, regional, national and international level.

Our objective is to foster an open dialogue and help deliver bold positive outcomes for business and society, including rapid and sustained emissions reductions, the adoption of regenerative food systems, the protection of human rights and the protection, preservation, and restoration of biodiversity. All of our advocacy activities are carried out in line with the aims and ambitions of the Paris Climate Agreement.

We are also committed to providing constructive and science-based support to different governments' policy efforts to improve nutrition and health around the world, leveraging our global R&D (Research and Development) network and wider scientific knowledge wherever appropriate.

We favor transparent scientific dialogues with all experts from all parties and respect independent, peer-reviewed science.

### Our advocacy themes

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#### Nutrition

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Our ambition is to bring tasty and balanced diets within reach for billions of people, today and for generations to come.

To support our ambition, we advocate for the following on both national and global levels:

- Harmonized frameworks for product portfolio nutritional value reporting
- Getting more companies to disclose targets to grow the availability of more nutritious foods and beverages
- Voluntary marketing restrictions to children under 16 years of age
- Responsible marketing of breast-milk substitutes: we encourage implementation of the WHO (World Health Organization) Code into national laws. Nestlé supports regulating promotion of infant formula for babies aged 0-12 months globally

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Climate

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Human rights and environmental due diligence

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Packaging and circularity

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## Shaping our priorities

The journey to regenerative food systems and reaching net zero by 2050 requires coordinated action across sectors, industries and countries. This means supporting the development of food systems that aim to protect, renew and restore the environment, improving the livelihoods of farmers and enhancing the resilience and well-being of farming communities.

This is an ambitious journey that we cannot take alone, so we work with others and use our business and scientific knowledge and resources to move us forward. This includes participating in coalitions, trade associations and participating in key global dialogues. Multiple considerations shape our advocacy priorities, including:

- Our long-term business and societal strategy
- Internal cross-functional alignment on themes at global, regional and local levels, depending on the business context
- Internal policies and guidelines
- External consultations with/listening to key stakeholders

To advance our advocacy priorities, we rely on an extensive network of Nestlé employees from across our business and markets.

## Memberships and advocacy initiatives

Given our size and geographical presence, we are involved in multiple industry organizations and thinktanks at local, regional and global level. We believe in the power of collective action, especially on challenging topics that cannot be tackled alone, including many environmental and social issues.

We hold board seats in multiple industry organizations. This gives us the opportunity to constructively influence wide-ranging agendas with the aim of advancing the health of people and our planet, driving societal progress, and supporting the transition to a sustainable and healthy food system.

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Participation in global discussions

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Highlighting some of our Global Board seats and Global coalition memberships

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Regional and local advocacy

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Regional board seats

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Local Board seats – Latin America

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Organization	Nestlé's representative on the Board of Directors / Leadership Councils
<b>Conselho Empresarial Brasileiro para o Desenvolvimento Sustentável - CEBDS</b> ( <a href="https://cebds.org/">https://cebds.org/</a> )	Chief Executive Officer of Nestlé Brazil
<b>The Mexican Council of the Consumer Products Industry, A.C. - ConMexico</b> ( <a href="https://www.conmexico.com.mx/">https://www.conmexico.com.mx/</a> )	Chief Executive Officer of Nestlé Mexico
<b>Food and Beverage Trade Association - ABChile</b> ( <a href="http://abchile.cl/">http://abchile.cl/</a> )	Chief Executive Officer of Nestlé Chile
<b>Food and Beverage Trade Association - COPAL</b> ( <a href="https://copal.org.ar/">https://copal.org.ar/</a> )	Chief Executive Officer of Nestlé Argentina
<b>National Industry Association of Colombia - ANDI</b> ( <a href="http://www.andi.com.co/">http://www.andi.com.co/</a> )	Chief Executive Officer of Nestlé Colombia
<b>Camara Nacional de industriales de la leche – CANILEC</b> ( <a href="https://www.canilec.org.mx/nuestra-camara/">https://www.canilec.org.mx/nuestra-camara/</a> )	Head of Corporate and Public Affairs, Nestlé Mexico

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Local Board seats – North America

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Local Board seats – Europe

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Local Board seats - Greater China

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Local Board seats – Asia, Oceania and Sub-Saharan Africa

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## Considerations for collective action

### Dealing with consensus and conflicts

As strong believers in collective action, we work towards achieving consensus with all the organizations we collaborate with. Where conflict arises, we advocate for the highest common denominator to try to ensure solutions bring the maximum benefit possible.

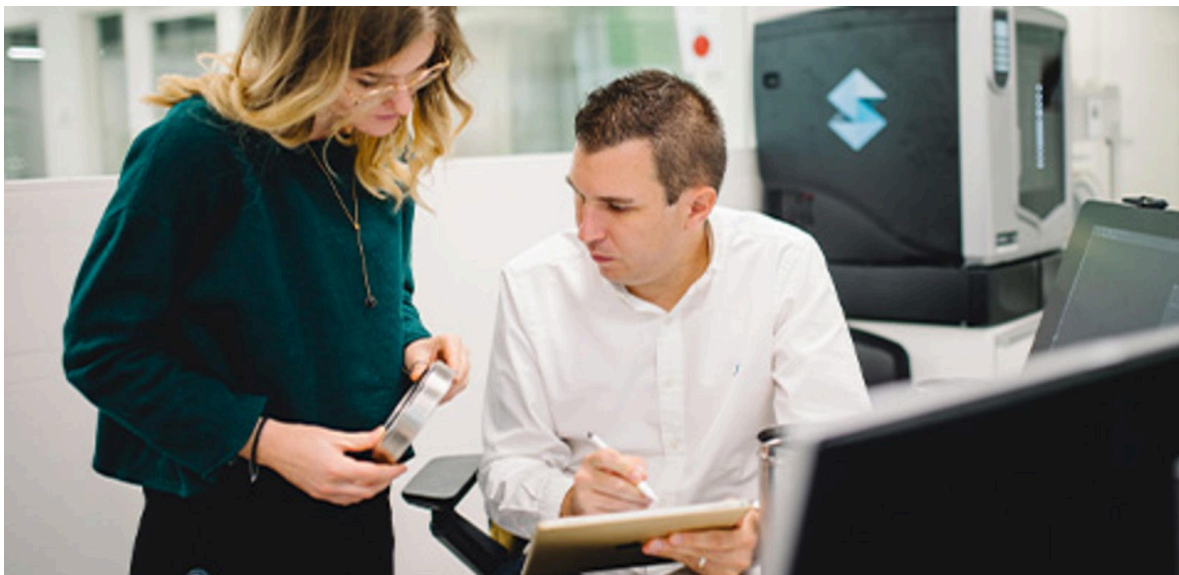
In circumstances when we do not agree with an agenda or a position of an industry association industry alliance or other member companies, we communicate transparently our position, and reserve our right to act as an individual company and engage independently with public authorities or other stakeholders.

## Assessing our involvement in industry and trade organizations

We regularly review our involvement in industry and trade organizations to assess the relevance of our participation to our strategy and the achievements delivered.

The decision to resign from an industry organization is informed by several considerations, including when:

- We are regularly in opposition with the positions and/or agendas of the organization (this includes inappropriate lobbying practices)
- The organization has not delivered the outcomes expected over many years
- Weak governance is putting Nestlé's reputation at risk
- The evolution of the membership of the organization is not in alignment with our agenda, values and principles



## What is the difference between advocacy and lobbying?

Definition for advocacy

Definition for lobbying

Transparency International

Examples of funding of local lobbying activities

Generally, Nestlé does not carry a specific global budget for lobbying activities. Our major lobbying activity is done locally through industry associations, to ensure we comply with local legislations and contexts. The spending is covered by annual membership fees paid to these organizations.

Our spending on lobbying (including third parties) is publicly available where it is required by law. For example:

- **In the United States** (<https://lda.senate.gov/system/public/>), we file quarterly reports with the government that outline the issues on which we have lobbied, in addition to how much money we spent on these activities. We disclose details such as the percentage of salaries for lobbyists, office space expenses and trade association dues. In 2022, Nestlé USA (United States of America) reported expenses of USD (United States Dollar) 763 000.
- **In the European Union** (<https://ec.europa.eu/transparencyregister/public/homePage.do>), we report on our estimated budget for lobbying activities to the EU (European Union) Transparency Registry. The amounts we report on relate to an estimation of annual gross salaries of the team that deals with advocacy based in Brussels. For 2022, a budget of between EUR (Euro) 400 000 and EUR (Euro) 499 000 was reported.

- In France, we transparently report the lobbying expenses to the High Authority for Transparency in Public Life (**EUR 400,000 - 500,000 FY 2020**) (<https://www.hatvp.fr/fiche-organisation/?organisation=542014428#%23>)

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Integrity

Responsible lobbying framework

Creating Shared Value and Sustainability Report

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More in Responsible business



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CARE Social Audit Program



Materia

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## Nestlé

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



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