



**REMARKS BY MARTIN WOOLNOUGH,
MANAGING DIRECTOR, NESTLÉ NIGERIA
FLOWERGATE FACTORY INAUGURATION
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Thank you, Samuel.

Good morning ladies and gentlemen, it is a great pleasure to be here today and on behalf of my team, I would like to extend a very special welcome to Mr Bulcke who is on his second visit to Nigeria.

Ladies and gentlemen, as some of you might be aware, Nestlé has a long history in Nigeria.

The first sales of Nestlé products in Nigeria date back to the beginning of the 20th century. This was through local importers who placed their orders directly with British trading companies active in the country. Imports were at first sporadic but became regular from the 1920s when Nestlé decided to set up an office in Nigeria to organize the import and distribution of products.

In 1961, one year after the Nigerian independence, the company officially created "Nestlé Products Nigeria Limited". This was the start of Nestlé operations in Nigeria as a wholly-owned subsidiary of Nestlé. Our first factory in Nigeria was built in 1971.

Today, many years later, Nestlé operates 2 factories in the country and provides direct employment to 3,300 employees. Our activities in Nigeria amount to around 59 billion Naira.

Nestlé Nigeria is part of Nestlé's Central and West Africa Region, also called CWAR. This structure was set up in 2005 to oversee the management of Nestlé operations in 22



countries, such as Nigeria and Ghana. Currently, we have 8 factories in CWA and around 5,500 employees.

Ladies and gentlemen, it gives me great joy and pride that our group CEO and Zone AOA Director have travelled all the way to Nigeria to join us in celebrating another important milestone in our history here: the inauguration of our Flowergate Factory.

This new plant is entirely dedicated to the production of one of our global brands – *MAGGI* – and is the third *MAGGI* Factory in the region. The factory complex, which occupies 36.3 hectares, has great potential for the production of other Nestlé products in the next phase of future expansion.

This investment of almost 90 million CHF shows Nestlé's high level of commitment and belief in the resilience of the Nigerian and African economy. And we are determined to continue to grow in Nigeria by sourcing locally, creating new local employment, offering nutritious products and helping in the further development of the country.

I would now like to hand over to our Group CEO Paul Bulcke.