

**REMARKS BY PIERRE TROUILHAT,  
Region Head of NESTLÉ Equatorial African Region  
MEDIA CONFERENCE, NAIROBI,  
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Good afternoon ladies and gentlemen.

A very warm welcome to each and every one of you present here today. I am Pierre Trouilhat, the Region Head and CEO of the Nestlé Equatorial African Region or what we call Nestlé EAR.

Before we start the conference, I would like to introduce our distinguished guests.

Roger Stettler, Senior Vice President in charge of Africa; Frits Van Dijk, Executive Vice President, Zone Asia, Oceania and Africa and Paul Bulcke, Chief Executive Officer of the Nestlé Group.

On behalf of my team, I would like to extend a very special welcome to Mr Bulcke who is on his first visit to this new region. While on their visit this week, our guests travelled to the Democratic Republic of Congo, Mozambique and are now in Kenya to get a first hand feel of the dynamic Equatorial African market.

Ladies and Gentlemen, as some of you might be aware, Nestlé's Equatorial African Region, with its headquarters here in Nairobi, was set up in April 2008 to

oversee the management of the Nestlé operations in 20 countries. This region includes Angola, the Congo's, the Horn of Africa, the EAC, South East Africa and the Indian Ocean islands.

The countries were brought together as one region since they share somewhat similar social and economic development conditions, and we were therefore able to develop a long term strategy for the region which is much more focused and consistent. We've made substantial progress in developing the organization in the two short years of its existence:

- We've grown from just 6 people in the regional office to our current pool of 145 talented and skilled employees.
- We've launched two entirely new country businesses, Nestlé Congo SPRL and Nestlé Zambia Trading Company
- We've added five new distribution centers to the three that we had originally
- And we've recently launched a series of new products adapted to the needs of this region

It gives me great joy and pride that such an important delegation from our Swiss Headquarters has traveled all the way to Nairobi to witness the state of Nestlé operations two years after our initial set up, and to see the tremendous potential this region has to offer.

I now would like to hand over to our CEO Paul Bulcke who has some important announcements to make.

Thank you.