

THE LUMINARIES



Nestlé believes in long term partnerships and promises to deliver high-quality and health-centric products for years to come. Meralco is proud to honor Nestlé Philippines, Inc. as its Corporate Industrial Luminary for 2014.

Nestlé and Meralco: Together through more than a century of growth

It's rare to find a Filipino whose life hasn't been touched by a Nestlé product. Since establishing a foothold in Binondo, Manila in 1911, the Swiss multinational company has woven itself into the fabric of Filipino lives. That's over a century of Filipinos growing up to endearing staples such as Bear Brand, Nescafé, Nido, Milo and Cerelac.

Indeed Nestlé Philippines Inc. (NPI) is a brand that knows the Filipino, from childhood to adulthood.

For these years of valuable partnership, Meralco recently awarded Nestlé as the Corporate Industrial Luminary at the 2015 Meralco Luminaries Awards. The Luminaries is Meralco's annual program that highlights the best collaborations between the utility and the private and public sector, and showcases originality and excellence in strategy, thought leadership, execution, and application of technology.

Meanwhile, Nestlé's Pulilan facility took advantage of Meralco's Peak/Off-Peak (POP) program, a pricing scheme that offers lower generation charges for eligible clients who maintain 24/7 operations and intensive energy consumption during off-peak hours and Sundays. This enrollment in POP allows Pulilan to save P1 million yearly.

"With their power concerns in the plants resolved, NPI can focus on what it does best: to give Filipino families the quality products that we all love and grew up with," said Alfredo S. Panlilio, Meralco Senior Vice President and Head, Customer Retail Services and Corporate Communications.

This year, the Nestlé Cabuyao plant is giving something else back. To address an anticipated power shortage in the summer of 2015 and augment the limited power supply, the Laguna plant volunteered to participate in the Interruptible Load Program (ILP).

Developed by the Department of Energy, the ILP invites companies with large embedded generation capacities to temporarily operate their generator sets during peak hours when supply reserves are precariously at low-levels. The ILP counts on the altruism of big businesses with loads of at least 1 MW to participate. Cabuyao has committed to using 8.5 megawatts from its own generating capacities.

Long term commitments

An acknowledged food industry global leader, Nestlé holds a long-term view of enhancing nutrition, health, and wellness. It continues to invest heavily in research and development to improve the nutritive values of its products.

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- Alfredo S. Panlilio
Senior Vice President and Head,
Customer Retail Services
and Corporate Communications
The Manila Electric Co. (Meralco)

This relentless pledge to improve mandates the optimal use of company resources: manpower, facilities, and equipment. This also translates to deeper and longer involvement with its energy partner – not just in terms of power sourcing but also in terms of providing Nestlé with total energy solutions.

"We believe in long term partnerships. Likewise we have a very long term commitment to the Philippines. These are values that Meralco and Nestlé share. While our partnership is about service, it is also about a shared vision. I believe that Meralco and Nestlé make a very good team," said Miller.

"Filipinos have been witness to Nestlé's 100-year journey, and Nestlé has been with Meralco for a long time," said Panlilio. "Meralco is proud to say we were there right from the beginning, helping and aiding in Nestlé's growth."

To learn more about Meralco partnerships, speak to your Relationship Manager, or contact the Meralco Corporate Partners at meralcocorporatepartners@meralco.com.ph or visit www.meralco.com.ph/corporatepartners.



Coming from self-generation, Nestlé worked with Meralco in returning to the main electricity grid to ensure stable and quality power vital to Nestlé's daily plant operations. In this photo, Nestlé Philippines Tanauan Factory Manager Jan Tenk (left) consults with Relationship Manager Mico Cornejo (center) and Relationship Manager Lead for F&B Team Gabriel Delfin (right) from Meralco Corporate Partners.

Seeing the Philippines emerge as a key market, Nestlé found it fitting to set up a local production site and has opened more manufacturing facilities in the country. The bulk of the factories' production (95 percent) is consumed by the domestic market, while the remaining 5 percent is exported to countries in Southeast Asia, South Africa and Europe.

Its strong sales performance puts Nestlé Philippines in the Top 10 markets of Nestlé worldwide and Number 1 in Asia. That's an impressive endorsement of the country's relevance.

"The Philippines is an extremely important market for Nestlé in Asia," said NPI Chairman and Chief Executive Officer John Martin Miller. "All our factories are well utilized. We're very much investing to ensure we meet the demands of the Filipino consumers, and we're planning for further expansion."

An energy icon as growth partner

The Manila Electric Company (MERALCO), another iconic institution with more than a century of doing business, was there to support Nestlé in its growth right from the beginning.

Three of Nestlé's five production facilities are located within the Meralco franchise (Cabuyao, Laguna; Tanauan, Batangas; and Pulilan, Bulacan). Through the years, the power distributor has collaborated with Nestlé as the manufacturer grew and its load requisites rose.

In December 2013, Nestlé engaged Meralco's Energy Solutions team to conduct a Power Quality Audit to resolve problematic voltage supply fluctuation and circuit tripping at its Cabuyao Factory, which affected production. At that time, the plant was relying on its own diesel-powered generator set.

To address the problem, Meralco guided the Cabuyao location, Nestlé's Asian Nutrition Center, to switch back to Meralco for its power needs.



Nestlé Philippines, Inc. Chairman & CEO John Martin Miller (second from left) receives a trophy as Meralco's Corporate Industrial Luminary for 2014. He is joined in this photo by Meralco President & CEO Oscar S. Reyes (extreme left), Meralco Chairman Manuel V. Pangilinan (second from right), and Meralco SVP and Head, Customer Retail Services & Corporate Communications Alfredo S. Panlilio (extreme right).