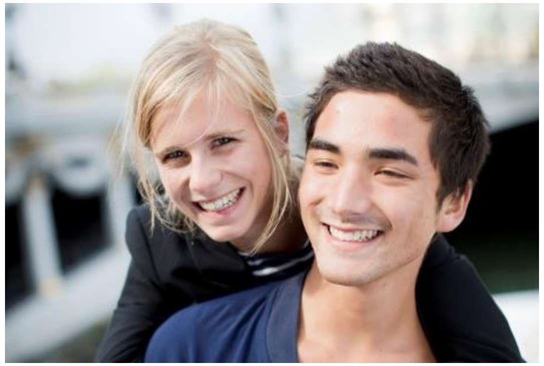
Nestlé Group in Italy



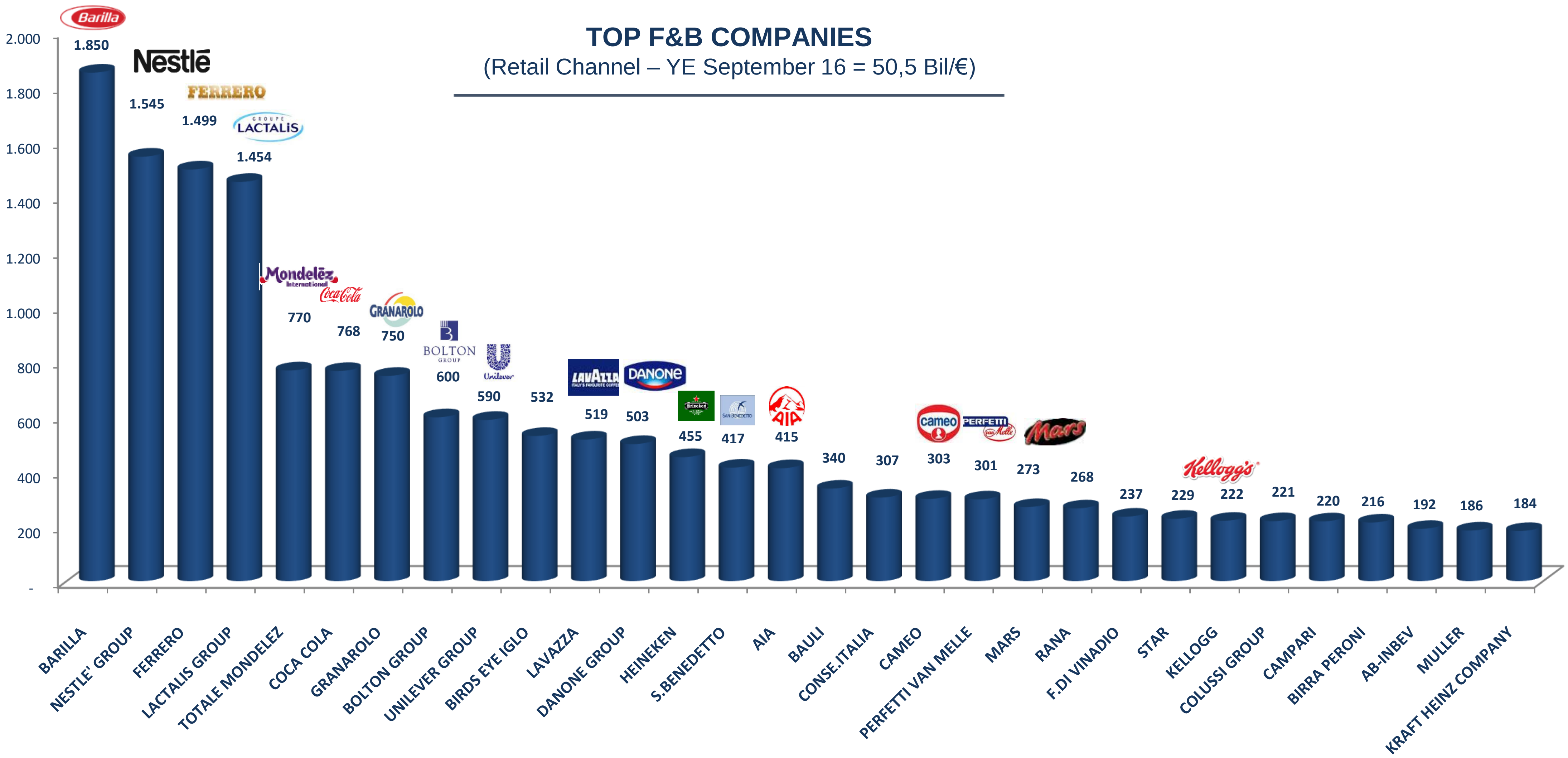





A 3S Footprint for a New AGE Value *Chain*

Marco Porzio

Nestlé: 2° Food Company in Italy



Fonte: Nielsen Top Manufacturers report MAT (settembre 2016)
Note: (*) Nespresso, Sanpellegrino Export and OOH escluse

Nestlé Group in Italy

Nestlé
Good Food, Good Life

GRUPPO SANPELLEGRINO
Nestlé Waters

NestléHealthScience

Nestlé Nutrition

NESPRESSO

CPW SA
Nestlé & General Mills
Cereal Partners Worldwide
Italy

PURINA
Your Pet, Our Passion.

Nestlé PROFESSIONAL

5.000 employees

2,3 € billion Turnover

9 Factories, 4.500 SKU

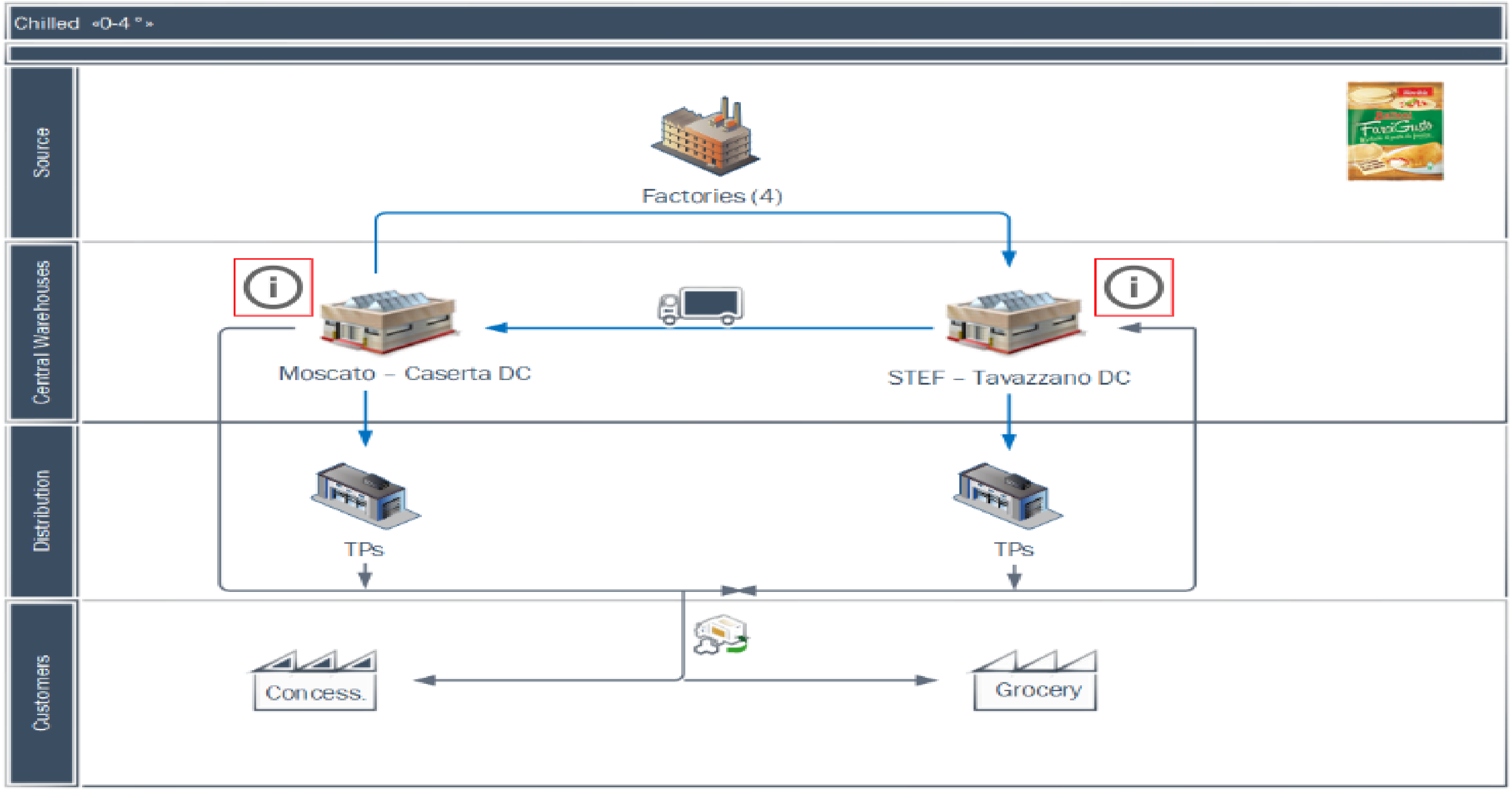
Tavazzano - Benevento - San Sisto

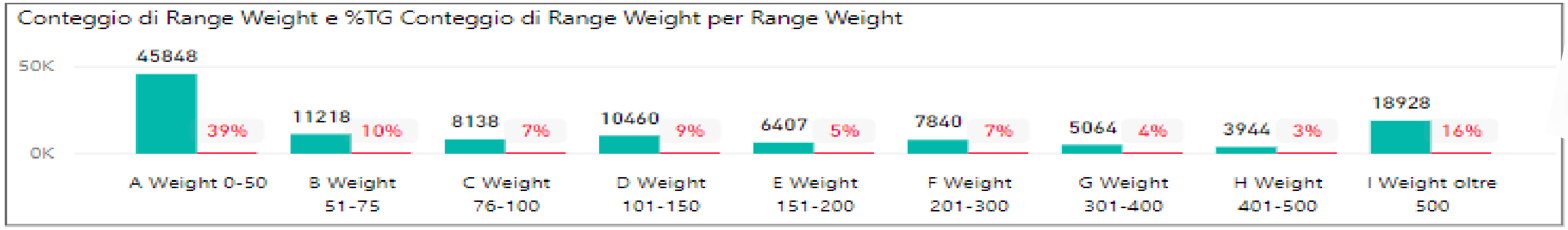
◀ Tavazzano

Benevento ▶

◀ San Sisto

Network : Chilled





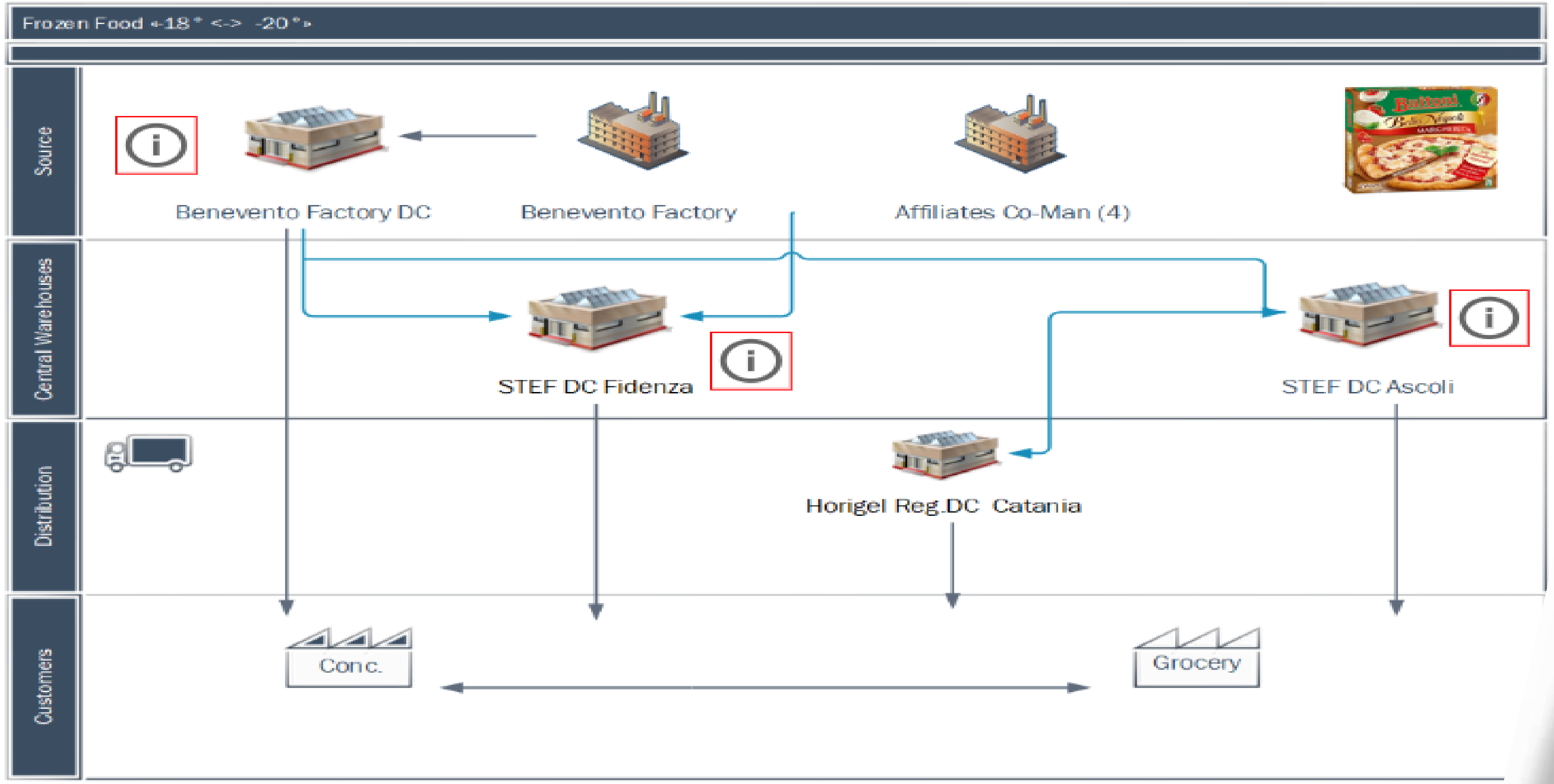
SKUs
52
vs. YTD:56 / -7,14%
vs. PY:61 / -14,75%

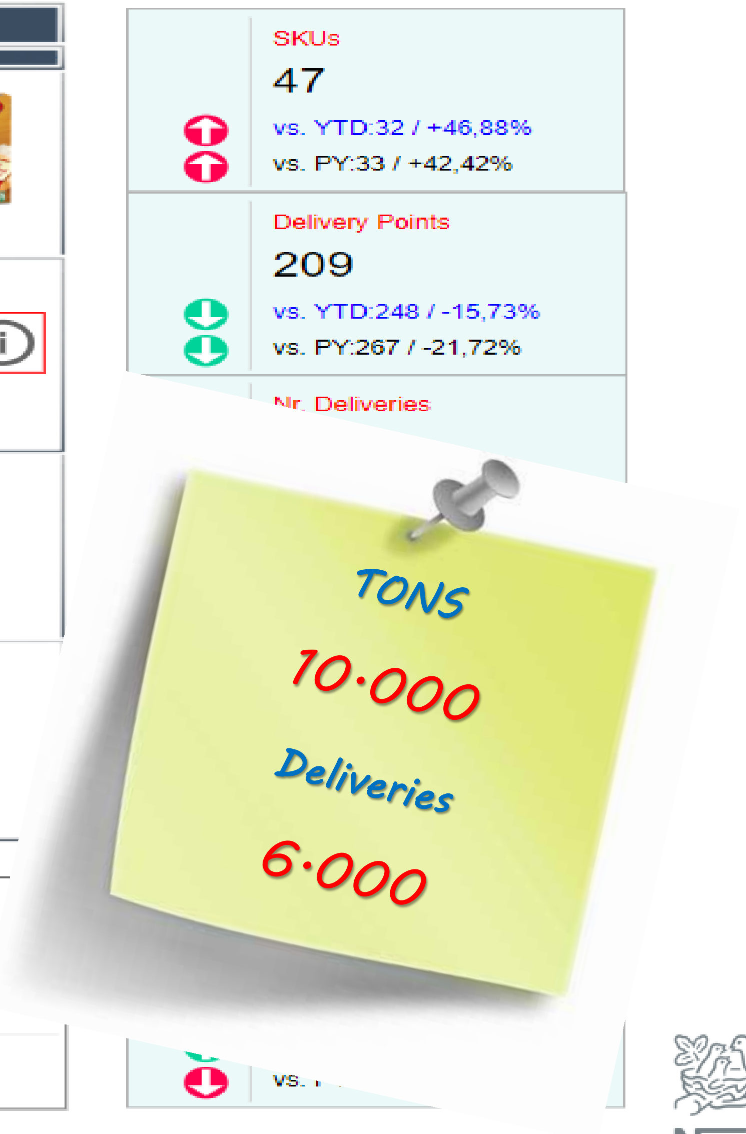
Delivery Points
475
vs. YTD:475 / 0,00%
vs. PY:493 / -3,65%

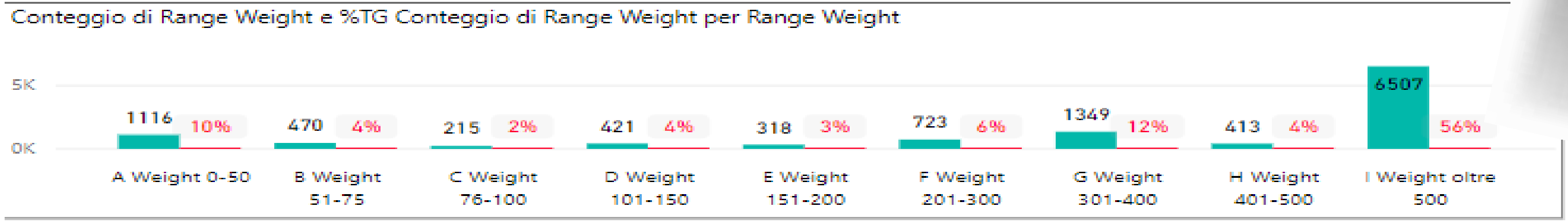
Nr Deliveries

vs. PY:...

Network : Frozen Pizza

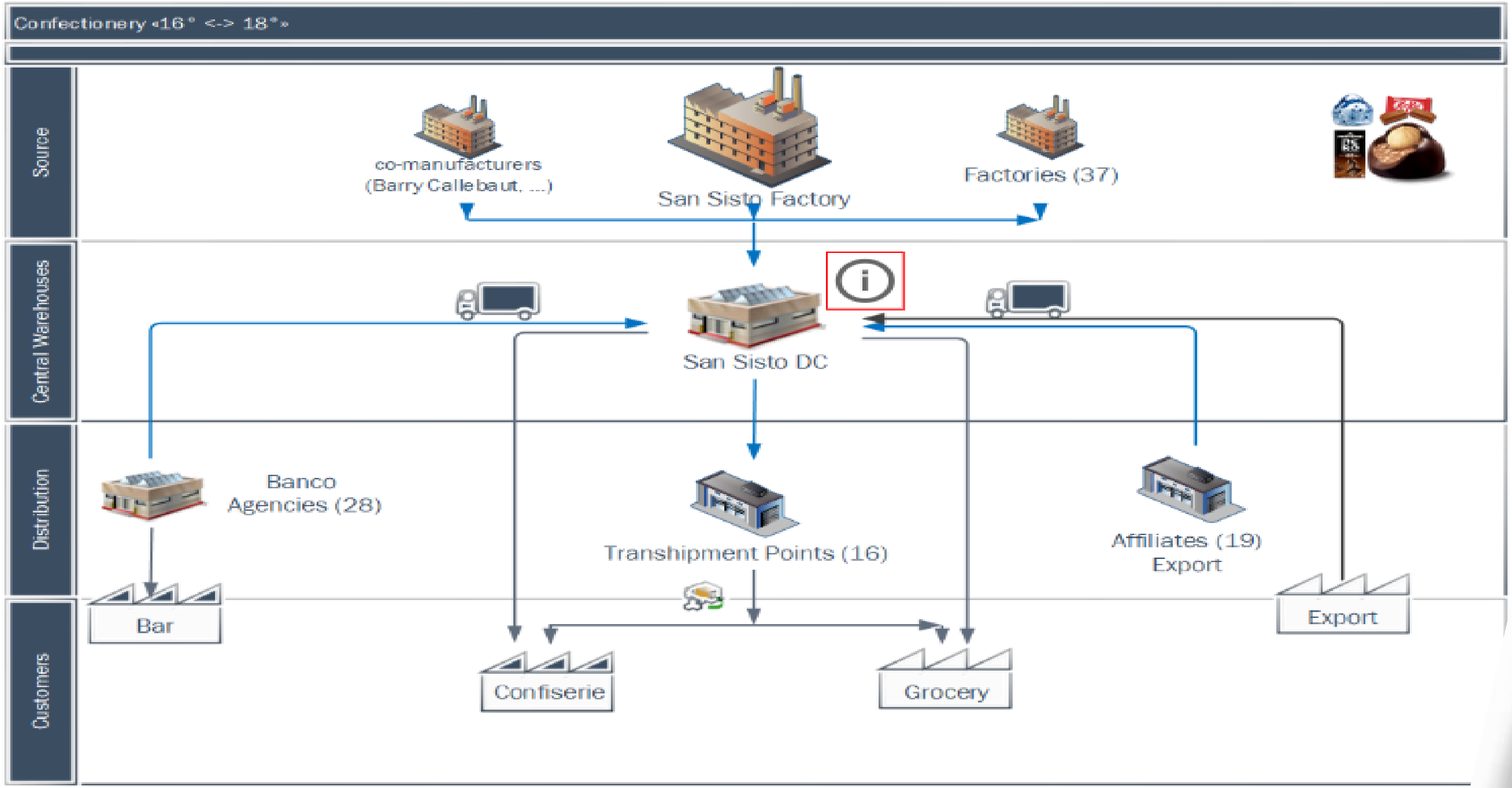


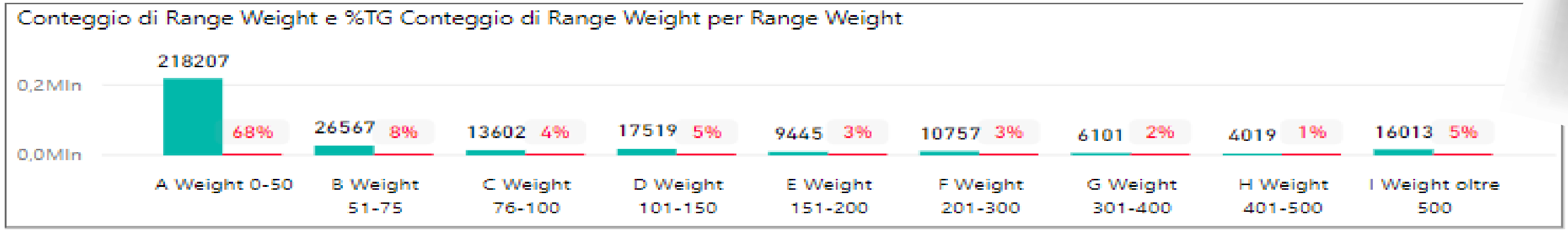




Nestlé

Network : Confectionery





SKUs
1.362
vs. YTD:1.375 / -0,95%
vs. PY:1.532 / -11,10%

Delivery Points
35.967
vs. YTD:39.240 / -8,34%
vs. PY:51.548 / -30,23%

Nr. Deliveries

vs. PY:144.9..

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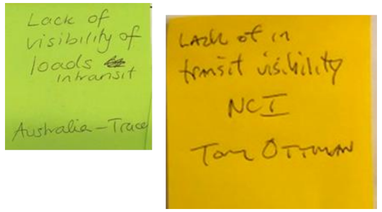
More and more the Value Chain needs ……..

Better Visibility & Predictive Alerts

Current situation:

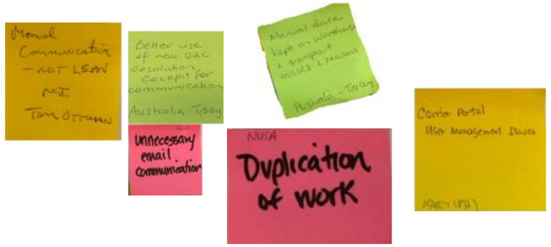
- Lack of visibility of loads in transit
- Lack of issues visibility by not having alerts



E2E & Internal Transportation collaboration

Current situation:

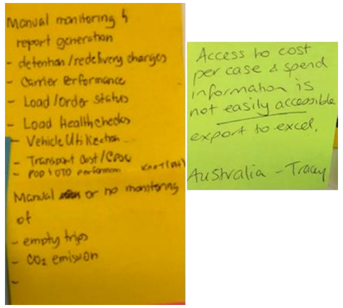
- Manual and unnecessary email communication
- Better use of new O2C Resolution cockpit for communication
- Duplication of work
- Reasons not known for failure



Robust Reporting

Current situation:

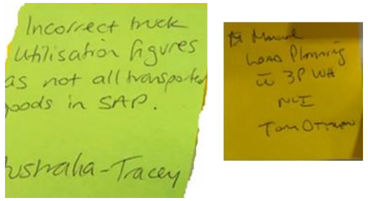
- Access to cost per case & spend information not easy to export to excel
- Manual reporting for load monitoring (Load/order status, Carrier Performance, Load Health checks, etc.)



Modern and Digital Tools

Current situation:

- Manual load planning for third parties
- Incorrect Truck utilization figures



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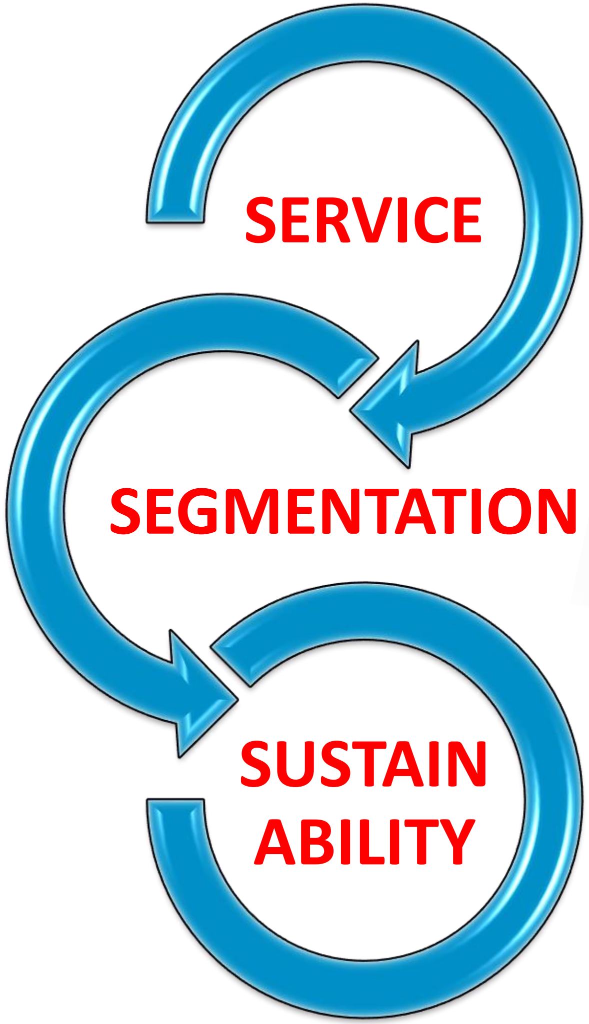
A new Value Chain with .... 3 S Footprint



Punctuality

Speed

Real Time Data

Omni Channel

«Last Mile» redesign

Truck FullFilling

Drivers Welfare & Gender Balance

Infrastructure Enhancement and Itermobility

Innovation and new technologies

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Logistic Process Digitalization

Working in Synergy with Partners

Manage Customer Complexity and Fragmentation

Reduce Costs and create Competitive Advantages

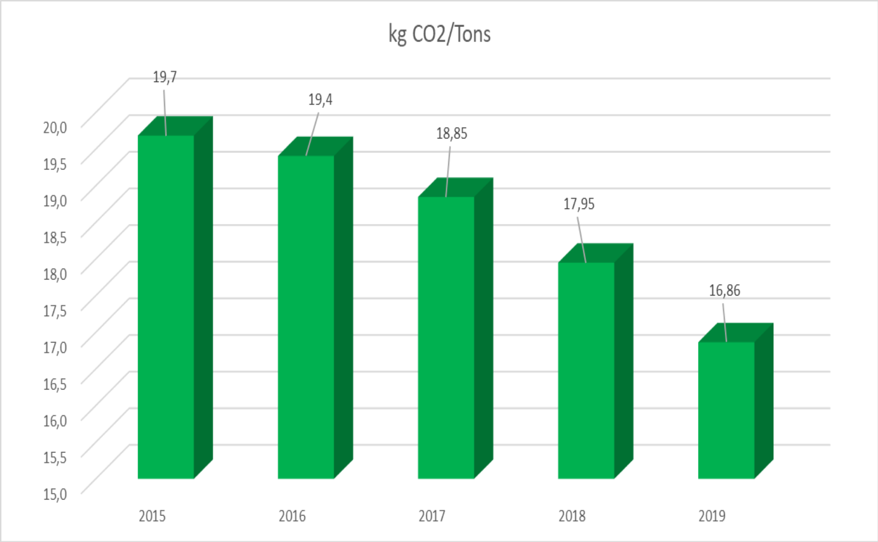
Create Transparency

SUSTAINABILITY

A further expansion of the intermodal

Activation of a new intermodal line: the Marche-Abruzzo Adriatic route

Strong reduction trend in CO2 emissions



pollution class	% Co2 emissions from 2015 to 2018		
Euro2	4%		0%
Euro3	18%		11%
Euro4	13%		4%
Euro5	33%		28%
Euro6	10%		35%
Intermodality	22%		21%
Gas Truck	0%		1%

Introduction into the truck fleet of LNG TRUCKS

Nestlé

A 3S Footprint for a ………….. New AGE Value Chain

A gile

G reen

E fficient