



Nestlé

Good Food, Good Life



## NESTLÉ USA

# INTERNATIONAL BRANDS DIVISION

### HEADQUARTERS

800 North Brand Blvd.  
Glendale, Calif. 91203  
(818) 549-6000  
Nestleusa.com

### DESCRIPTION

Nestlé International Brands Division celebrates the world's diverse appetite for convenient, nutritious and delicious food by importing products from more than 20 countries, and exporting products to more than 40 countries. Nestlé Emerging Markets Division has more than 30 employees and is made up of three business units: Domestic, International and Affiliate.

#### DOMESTIC:

The Domestic group is responsible for driving growth of authentic Nestlé ethnic brands with a strong emphasis on the U.S. Hispanic consumer. Top-selling products include: MAGGI® bouillon, soups and liquid seasoning, NESTLÉ® LA LECHERA® sweetened condensed milk, NESTLÉ® ABUELITA® Mexican Hot Chocolate, NIDO® milk powder and NESCAFÉ® CLASICO™ soluble coffees from Mexico.

#### INTERNATIONAL:

The International group is responsible for expanding availability and demand for Nestlé USA brands via third party distributors in countries where a Nestlé affiliate does not actively sell or promote a category or brand.

#### AFFILIATE:

The Affiliate group is responsible for facilitating Nestlé USA export sales through effective communication with affiliates and our Nestlé USA divisions. The Affiliate group markets and sells Nestlé USA products to more than 40 countries, with key markets including Canada, Mexico and Puerto Rico. Top-selling export brands include LEAN CUISINE®, NESTLÉ® COFFEE-MATE® coffee creamer, NESTLÉ® CARNATION® Milks, NESTLÉ® NESQUIK® flavored milk and NESTLÉ® CRUNCH® candy bars.

### PARENT COMPANY

Nestlé International Brands is part of Nestlé USA, which is owned by Nestlé S.A. of Vevey, Switzerland — the world's largest food company with a focus on Nutrition, Health & Wellness.

- Nestlé Emerging Markets Division branded Web sites:
  - ElMejorNido.com
  - Nestle-Abuelita.com
  - LaLechera.com
  - Descubremaggi.com



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## NESTLÉ USA INTERNATIONAL BRANDS DIVISION

Named one of “The World’s Most Admired Food Companies” in *Fortune* magazine for eighteen consecutive years, Nestlé provides quality brands that bring flavor to life every day. From nutritious meals with LEAN CUISINE® to baking traditions with NESTLÉ® TOLL HOUSE®, Nestlé USA makes delicious, convenient, and nutritious food and beverages that make good living possible. That’s what “Nestlé. Good Food, Good Life” is all about. Nestlé USA, with 2014 sales of \$9.7 billion, is part of Nestlé S.A. in Vevey, Switzerland — the world’s largest food company with a commitment to Nutrition, Health & Wellness — with 2014 sales of \$100 billion. For product news and information, visit [Nestleusa.com](http://Nestleusa.com) or Facebook.com/NestleUSA.

### FOR MORE INFORMATION CONTACT:

Edie Burge

Phone: (818) 551-3284

Fax: (818) 549-5884

Email: [edie.burge@us.nestle.com](mailto:edie.burge@us.nestle.com)