

Lilian Ebner-Stoll
Executive Director
Cooperación LISTO Maní+, S.A.



August 2019

Dear Mr. Antonio Guterres,

Cooperación LISTO Maní+, S.A. (LISTO) is a Guatemalan social enterprise fighting infant malnutrition.

In Guatemala, 1 in 2 children suffers from chronic malnutrition. Most kids affected grow up in poverty, and the majority is discriminated against because of their Mayan heritage.

The deficiency of the essential nutrients growing up hinders their cognitive, physical, and social development - a sentence of lifelong underachievement. These children will have greater difficulties in school and drop out earlier than their normally nourished peers. Later, they will have fewer opportunities for fair labor and income. Moreover, adults who grew up malnourished are more prone to chronic diseases, and in Guatemala, there is no adequate health care for low-income families.

In a country like Guatemala, with 50% of the children growing up malnourished, malnutrition affects the entire economy and cements the status quo of extreme inequality, leaving many families no other choice but to begin a dangerous journey, hoping to live with dignity elsewhere.

That's why LISTO creates scalable solutions against malnutrition. We believe that preventing and treating infant malnutrition is the stepping stone for systemic change. When children have the chance to normally develop their cognitive and physical abilities, education programs will have the desired effect and productivity will increase. This will contribute to innovation and attract investment into the region, creating more opportunities for all - the primary conditions for development, democracy, and peace.

Together with the Institute of Nutrition of Central America and Panama, LISTO started off adapting the fortified peanut pastes, which are used globally to combat malnutrition, to the specific deficiencies prevalent in the diets of small Guatemalan children.

Our first product was called Maní+. We distributed it to NGOs working in the region alongside with our nutrition education programs in local languages. They have shown significant impact: First, children become more active, they have the energy to learn and play. Then, they build a stronger immune system and get less sick. And lastly, they recuperate their growth.

We reached 5,000+ kids with Maní+ and strengthened their mothers and families through more knowledge on nutrition, health, and hygiene. While we are proud of our accomplishments, Guatemala needs more. With 1,200,000+ children under 5 years of age affected by chronic malnutrition and many more in a vulnerable state, we are currently retooling our operations to create a product that can reach the local shops. While we will continue to implement cross-sector programs and partnerships, we also want families to have access to highly nutritious foods independently of charity.

LISTO treats everyone like an appreciated customer, 1) because dignity and respect to everyone are our most important imperatives, and 2) because it is the only way to create solutions families truly want (rather than a foreign aid product). Working closely with families living below the poverty line, we developed a new product line called Nutri, that children love. It has the ideal nutritional profile for the region and will be available at GTQ 1 (USD 0.12) in tiendas. This price is affordable even for families at the Bottom of the Pyramid. Parents also like the high-quality and graphic packaging, designed to overcome local language barriers and illiteracy. We plan to launch the new products in November this year.

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We innovate to make a dent in the crisis of infant malnutrition and become a role model on how to combat hunger globally, building a model that can be replicated throughout the world. By focusing on results and achieving scale, we hope that we can, one day, even become an implementation partner to the UN's aid organizations. By strategically expanding our product portfolio and educational programs, we aim to accomplish our goal of diminishing infant malnutrition by 10% within the next seven years in Guatemala.

We designed LISTO specifically to contribute to the Sustainable Development Goal 2, Zero Hunger. However, we support all SDGs and are building our business highly responsibly. Of course, we also adhere to the Ten Principles of the United Nations Global Compact on human rights, labor, environment, and anti-corruption. At LISTO, every step of our value chain is fair and sustainable. Our employees, collaborators, and shareholders are from all over the world, and we do not tolerate any form of discrimination.

We are committed to making the UN Global Compact and its principles part of LISTO's strategy, culture, and day-to-day operations. As the ecosystem of Central America is rather small and we are one of the most renowned social enterprises in the region, we use our sphere of influence to promote human rights, labor rights, environmental consciousness and anti-corruption practices to inspire others to take action towards more peace and development as well. Being part of the UN Global Compact will give our messages even more weight.

We already engage in numerous collaborative projects which advance the broader development goals of the United Nations and are always actively building cross-sector alliances nationally and abroad.

We recognize that a critical requirement for participation in the UN Global Compact is the annual submission of a Communication on Progress that describes our company's efforts to implement the Ten Principles. We support public accountability and transparency, and therefore commit to report on progress within one year of joining the UN Global Compact, and annually after that, according to the UN Global Compact COP policy.

This includes:

- A statement signed by the chief executive expressing continued support for the UN Global Compact and renewing our ongoing commitment to the initiative and its principles. This is separate from our initial letter of commitment to join the UN Global Compact.
- A description of practical actions that the company has taken to implement the UN Global Compact principles in each of the four-issue areas. A measurement of outcomes (i.e., the degree to which targets/performance indicators were met, or other qualitative or quantitative analyses of results).

We created LISTO with a social DNA. It is a hybrid between an NGO and a commercial business. Our sole purpose is to expand sustainable impact, and we do that by growing our organization. When LISTO sells more products, it helps more children, and by building more partnerships, we can multiply our educational reach.

We would very much appreciate the opportunity to be part of the UN Global Compact. The Ten Principles reflect our core values by which we live every day. We also see in the Global Compact a catalyst for new programs and partnerships. We want to learn from the network and share our knowledge. Together, we want to grow LISTO's impact, contributing to more equality, peace, and prosperity in the region.

Sincerely yours,
Lilian Ebner-Stoll

Executive Director - Cooperación Listo Maní+, S.A.