



October 31, 2019

Dear Valued Partner,

At the beginning of April 2018, we had the opportunity to welcome you into the Ferrara family. Thank you for your support in the past year and a half! 2019 has been a time of integration and transformation, and we thank you for your patience and willingness to learn as you have embraced both a new organization and new ways of working together. To that end, we have some key integration deliverables in the coming months as we convert from the Legacy Nestle systems to the Ferrara systems, and we ask that you share this information with your assigned point people.

Key activities are outlined below. In addition, we want to call you attention to the following, tactical must-do's:

- If you are not an established Ferrara vendor, you will receive new Ferrara vendor numbers for 2020 purchase orders which will be issued by Ferrara at the end of November.
- All 2019 purchase orders will continue to be issued by Nestle for deliveries through December 21, 2019.
- Ferrara will begin issuing 2020 purchase orders at the beginning of January. These new Ferrara purchase orders will utilize the new Ferrara item numbers that you have already received. The exception will be seasonal Valentines Day and Easter orders which will be processed by Nestle through the end of March 2020.
- Purchase orders issued by Nestle and received in 2019 will be paid through the regular Nestle process and invoices for these purchase orders should be sent to Nestle Accounts Payable. Correspondingly, purchase orders for 2020 deliveries issued by Ferrara will be paid by Ferrara Accounts Payable and these invoices should be submitted to [accountspayable@ferrarausa.com](mailto:accountspayable@ferrarausa.com).
- There is a blackout period between December 17 and January 2 when no deliveries are permitted at Itasca or Ray Emerick. Ferrara distribution centers will not have a goods receipt black out period.
- Regarding packaging, please refer to the Ferrara Commercialization Process. All products currently have global Nestlé numbers; going forward all new or modified items will have Ferrara material numbers.
- As of October 1, 2019, all produced material should be labeled with the provided Ferrara material number.

Finally, we look forward to continuing to welcome you into the Ferrara Family. Thank you for your commitment to our business, and to helping us share delight in every bite with consumers.

Sincerely,

A handwritten signature in black ink, appearing to read "AHMET HEPDOGAN".

Ahmet Hepdogan  
Vice President of Procurement  
Ferrara