

June 24, 2019

Dear Suppliers,

We want to share with you the roadmap ahead on our Nestlé confectionery integration journey and activities. We are happy to inform you that our transition plan is on track and, through investment and focus, these iconic brands are returning to growth under the management of the Ferrara Candy Company. We are very proud of the progress we have made so far, and we appreciate your partnership during this initial phase of the transition, which will ensure a strong start to 2020.

As we look ahead to the next six months, there are important **changes that will go into effect during the first week of January 2020.**

- The former Nestlé USA chocolate brands will be integrated into Ferrero USA, which will assume responsibility for the Chocolate portfolio.
- Ferrara Candy Company will continue to manage the non-chocolate/sugar confections portfolio to provide scale and drive continued growth.

There are some unique characteristics that define our segments, and both companies bring different strengths to the table. It is in this spirit that we are segmenting the Nestlé USA portfolio into its chocolate and non-chocolate structure. This structure also allows us to focus on categories where we have leverage, expertise, and equity.

**In October, you will receive strategic, relevant information on how we will work together with you in 2020 and beyond.** You can expect to receive points of contact, billing processes and any other process updates. We will also be hosting workshops and webinars in Q4 to share key updates. **Until year-end 2019, your contacts and ways of working with us remain the same.**

Thank you again for your collaboration and commitment to our business. Quality is at the heart of everything that Ferrara and Ferrero do, and you are an important part of that commitment. We look forward to continuing to work with you, and if you have any questions, please feel free to reach out to your points of contact.

Best Regards,



**Paul D. Chibe**

President & CEO  
Ferrero North America



**Ahmet Hepdogan**

V.P., Procurement  
Ferrara Candy Company