



Dear Customer:

Nestlé Professional sells market-leading brands, products, services and solutions to our operators and consumers. It is important to reinforce with our customers the value that our brands, products, services and solutions bring to the marketplace. We lead by innovating with new products, formats and packaging. We also distinguish ourselves by delivering value through our commitment to sustainability practices that are making a difference globally.

Nestlé Professional remains committed to investing in category growth through innovation and renovation, continued dedication to quality, and meeting the evolving needs of our distributors, operators, consumers, and shoppers at every turn.

Nestlé Professional continues to implement measures to reduce overall operational costs while absorbing market inflation. We will continue to optimize all our operations with a full commitment to product quality and safety.

Manufacturers are facing unprecedented levels of volatility and disruption in the market on ingredients, labor and transportation.

While product input costs fluctuate, we continually take proactive steps to mitigate the impact to our customers through several approaches, including:

- Implementing aggressive factory and manufacturing process efficiencies
- Short-term and long-term commodity purchasing practices and hedging
- Identifying and implementing sustainable energy and material reductions
- Reducing waste through portfolio mix optimization

With that said, it is nevertheless necessary to increase prices in those segments where our cost savings measures have been exhausted. We are in unprecedented times of value chain cost increases.

In response to the continued rise of labor, transportation, ingredient commodities, and packaging, pricing changes are being implemented across the Nestlé Professional food & beverage portfolio, through a cohesive and coordinated approach.

Details of the specific SKUs and increases can be found in the worksheet below.

Specifics:

We continually take proactive steps to mitigate, absorb and/or avoid impact to our customers. As a result, we have limited these price advance impacts to key categories and products to the following levels:

FOOD**Price Advance
(effective 5/15/2022)**

Chef-mate	+10.5% to +12.0%
Stouffer's	+8.0%
Minor's	+8.0%
Custom	+8.0% to +12.0%
Hot Pockets	+8.0%
Libby's	+10.0%
Trio	+8.0%
Sweet Earth	+6.5%
Nature's Heart	+3.0%
Desserts (Cookies & Milk)	+8.0% to +10.0%

BEVERAGES**Price Advance
(effective 5/15/2022)**

Coffee-mate	+7.5%
Nescafé, NDG, Starbucks	+8.0%
Express/Juice/PourOver/Handmix/BIB	+7.0%
Cocoa	+6.0%
Custom	+7.0%



BRANDED FOOD
AND BEVERAGE PRIC

Timing:

The advance will be effective May 15, 2022. Orders submitted with normal lead times calling for a requested delivery date on or before May 14, 2022 will be invoiced at the old (lower) price, provided customer's ordering pattern is consistent with its usual volume turn.

Should you have any questions, please contact me at . Thank you for your continued support.

Regards,

Nestlé Professional