



Lactalis Headquarter of R&D, Retiers, FRANCE

2018, December 13th

Dear prof. Luisa Pellegrino,

Lactalis R&D welcomed the outcomes of your research activity that have led to the identification of a “new marker” of gelation for UHT milk.

We have the pleasure to inform you that the finding of the new marker, together with the data that confirm its reliability in predicting gelation (project promoted by Parmalat), have been shared with Lactalis Group Top Management .

Our Group considers that this “marker” is of high industrial value due to the impact of gelation issue on the market and brand reputation, even though gelation is a very rare event.

We therefore welcome the funding of a 1 year research grant for a young post PhD, made available by Parmalat, in order to consolidate the data obtained, to find the conditions to improve the detection sensitivity of the marker and to carry out industrial trials.

Finally, we hope to pursue this fruitful collaboration with the University of Milan and in particular with your Group, to promote research allowing to seek new analytical tools that will help ensure the sanitary-hygienic and nutritional quality standards of products.

Best Regards

Christophe LATRON

R&D General Director, Group LACTALIS

A handwritten signature in blue ink, appearing to read "CLatron", positioned below the printed name and title.