

FOR IMMEDIATE RELEASE

Hensall, Ontario, Canada - February 7th, 2023

Hensall Co-op Enters New Seed Distribution Agreement with Syngenta Seeds

Hensall Co-op has entered into a new agreement with Syngenta Seeds high-protein soybean distribution. This agreement, which is effective beginning the 2024 growing season, offers benefits directly to IP soybean growers as well as global end use customers. This agreement will give the entire supply chain the tools needed to achieve a higher level of success as a food ingredient industry. Put simply, it offers a full, value-added supply chain of growing, processing, marketing, and distributing Syngenta high-protein soybean varieties in conjunction with grower and end-use customer communications, seed forecasting and traceability for farm members and the end-use markets served by Hensall Co-op.

"Moving to this new distribution model will improve the traceability loop while increasing the confidence for our members, growers and overseas clients," says Brad Chandler, CEO of Hensall Co-op. "Additionally, having more representation and involvement in the entire production cycle will increase the transparency and accountability, strengthening and growing the established high-protein global soybean markets."

With infrastructure being in place for the start of the 2024 growing season, this agreement will address key areas, including seed supply stability and planning, within the IP soybean industry that will benefit from this licensing move.

"With having distribution control and forecasting completed directly by Hensall Co-op, it allows us to ensure our growers and dealers receive the support and product needed to have a successful planting season," says Jim Barclay, General Manager of Crop Services with Hensall Co-op.

Recent years have brought significant challenges to the agriculture industry, including supply chain disruptions. Chandler notes: "This agreement with Syngenta will further strengthen our IP program and shows our continued commitment and support to our members and customers, ensuring they receive the product they need to have success in their farming operations."

Hensall Co-op, which began as a buying group, has become a powerhouse in the agriculture sector with over \$1 billion in revenue and operations spanning across 25 locations. Contracting with farmers in Ontario, Quebec, Manitoba, Saskatchewan, Alberta, Minnesota,



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North Dakota, Idaho, New York, and Michigan. Hensall Co-op has an enviable record of growth since its inception, continues to be an independent Canadian owned Agricultural co-op, and is proud to be farmer owned to this day.

About Hensall Co-op:

Founded in 1937, Hensall Co-op is the 8th largest non-financial co-operative in Canada and is owned by 6,000 farm members across Canada. Having global customers in more than 45 countries and operations in Food Products (Dry Beans and Food Grade Soybeans), Agronomy and Crop Services, Grain and Ingredient Marketing, Energy (Fuel and Propane), Animal Nutrition, Food and Food Ingredient processing for retail and commercial markets and Global Freight Forwarding and Logistics, it has a proud tradition of enhancing value for its members. Hensall Co-op is proud to be an independent Canadian farmer-owned co-operative.

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