



AFRICA SUSTAINABILITY IMPACT REPORT

2023-2024 Edition

PRESENTED BY UPL CORP.



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ABOUT THE UPL CORP AFRICA SUSTAINABILITY REPORT 2023-2024:

Welcome to the 2023-2024 edition of UPL Corp Africa Sustainability Impact Report, a comprehensive review of our unwavering commitment to fostering sustainable agricultural development across the African continent. As we release the third edition of this unique initiative, we continue to reflect on the profound impact of our work on farmers, food systems, agricultural communities, and their surrounding environments.

For over 40 years, UPL has been a steadfast partner to African farmers, addressing their needs across a diverse spectrum—from large commercial enterprises to individual smallholders. Our expansive portfolio of innovative technologies, coupled with a wide range of services and an extensive distribution network, positions us as a leader in promoting sustainability in African agriculture. We see our presence on the continent not only as a business venture but a testament to our responsibility and opportunity to drive positive change.

Our African operations underscore the importance of providing farmers

with a holistic support system that extends beyond mere inputs. This support encompasses stewardship training, GAPs education, access to finance, and market opportunities. Hence, this report is also a tribute to our partners, recognizing the invaluable contributions of those who work with us to advance sustainable agriculture in Africa, and a call to action for public and private organizations looking for a dependable partner to scale up their impact.

This report is structured around five core pillars, each symbolizing a distinct aspect of our approach and contributions to sustainable agricultural practices:

1. Stewardship & Training: We are dedicated to equipping farmers with the knowledge and skills to implement good agricultural practices (GAPs), ensuring they can sustainably manage their resources and improve productivity.

2. Technology: our cutting-edge solutions enable farmers to enhance efficiency and resilience, supporting their growth and success in an ever-evolving agricultural landscape.

3. Food Chain: our role in connecting farmers to markets, helping to build robust food systems that are both secure and sustainable.

4. Partnerships: Collaboration is at the heart of our efforts. We work alongside donors, NGOs, development practitioners, research institutions, government agencies, and distributors to amplify our impact.

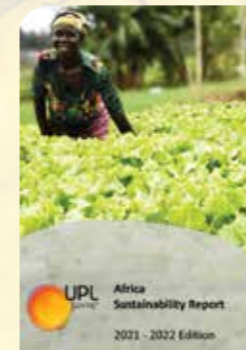
5. OpenHearts: Through charity-focused initiatives, we strive to uplift agricultural communities, fostering social and economic development beyond business practices.

We invite you to explore the achievements and progress of UPL Corp and our commitments as a leading contributor to advancing sustainable agriculture across the African continent.

PREVIOUS REPORT DOWNLOADS:

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Mr JAI SHROFF



Reflecting on the past year of our work in Africa, I am once again struck by the ingenuity and determination of our teams and the farmers with whom we work. Agricultural production has faced significant challenges over the past 12 months, with flash floods damaging crops in Eastern Africa and crippling droughts afflicting crop yields in the Western part of the continent. But the stories we are still able to share, and the demonstration of adaptation, resilience, and collaboration they reveal, make me extremely hopeful for the road ahead.

In October last year, I was fortunate to be invited to participate in the inaugural Qatar Africa Business Forum in Kigali, Rwanda, bringing together the Qatari government and a wide range of other stakeholders to discuss new investment in Africa. Not only was the event a great success, but it revealed the true extent of the interest and appetite to advance co-operation between emerging market countries which are each facing climate stress in a different way. Looking back to our roots in India and the lessons we have learned from working hand-in-hand with smallholders for the past 50 years, I have never been more persuaded of the opportunity for South-South development.

When I participated in the most recent BRICS Economic Forum in South Africa, I was proud to continue our advocacy for improved knowledge exchange between farms, food systems, and farmers across the developing world, and the crucial role it will play as we transition to more sustainable agriculture.

In this third edition of UPL's Africa Sustainability Impact Report, we illustrate some of these stories. Alongside my great admiration for the work that is being led by our teams across the continent, I also hope that these examples can inspire others to lead similar programmes or choose UPL as a partner to 'Reimagining Sustainability' wherever they are working. The stories in this report are so powerful because they don't just talk about sustainable impact, they deliver it.

I am particularly impressed by the interventions designed to overcome unpredictable weather events – often with too little rain, or too much of it. Our teams across Africa have been well prepared for this, and I am very proud to see the continued OpenAg® collaboration between UPL, ADVANTA Seeds, and outside entities in government and the private sector to promote new varieties of high-yielding, drought-tolerant field crops – a crucial intervention in the face of some of the most water and heat-stressed cropping conditions of recent times. Elsewhere in Africa, the cocoa crop has been terribly affected by less rain and more drought, but again I am so encouraged by the successful initiatives to drive crop diversification and help farmers to help manage fluctuations in price and production more effectively.

I am also encouraged that awareness of the power of sustainable agriculture is growing year on year too. At the end of 2023, food systems and agriculture were included in the COP28 negotiations for the first time, leading to the announcement of the 'Emirates Declaration on Sustainable Agriculture, Resilient Food Systems, and Climate Action.' This acknowledgement underlines the incredible role that farmers have to play – not only as the heroes of net-zero – but in ensuring that agriculture plays its part in the overall development of a food, energy, and climate secure future. I believe the significance of Africa's farmers in meeting this challenge will continue to grow and grow, especially as we see the first results of positive interventions in carbon farming, like our CarbonSmart project in South Africa which is helping to meet UPL's goal to sequester 1 billion tonnes of carbon through agricultural programmes.

Looking ahead, I know that the solutions to overcome climate stress and deliver farmer resilience will not be uniform, and that there is plenty of work still to do to improve the accessibility of the tools and technologies required. But if this report can do one thing, then I hope it can inspire you to see that the transition is already underway, the impacts are already being felt, and a sustainable future for agriculture is already here. I want to congratulate each and every one of my colleagues involved in the creation of this report, and thank everyone involved in the programmes and projects that it compiles.

Jai Shroff - Chairman & Group CEO UPL Jai Shroff - Chairman & Group CEO of UPL Group



Mr MIKE FRANK



On behalf of UPL Corporation and all of our leadership, I would like to welcome you to the third edition of our Africa Sustainability Impact Report. I also would like to thank you for your interest in the work we are leading to Reimagining Sustainability with holistic solutions to create growth and prosperity for growers, agriculture, and our planet.

These holistic solutions take on a compelling significance in the context of agriculture across the African continent, where the instability of climate and markets pose new challenges for our colleagues and customers every single day. But necessity is a fertile ground for innovation, and I am extremely proud of the industry-leading commitment and investment that UPL has made to farmers across Africa and of the results that we are seeing year in, year out.

As we celebrate the many success stories included in this year's report, I also want to acknowledge the leadership and vision that has gone before and that has laid the groundwork for greater innovation and greater resilience.

For many years now, innovation in Africa has been led through our NPP – Natural Plant Protection portfolio,

and we have seen great successes where our biosolutions have been paired with our convention crop protection products within our 'ProNutiva' approach. ProNutiva programmes have been successfully launched with strawberries in Morocco, maize in Kenya, and cocoa in Ivory Coast, with each package designed to support sustainable agricultural practices, improve grower economics, and meet evolving food chain requirements.

Our work in Africa offers an exceptional model for how we can do this, both for business and sustainability approaches. This includes our 'integrated model' of products and services, our Partnerships for Sustainability (P4S) outreach programme, as well as the platforms we develop to help farmers access high-quality inputs either through our bricks-and-mortar Farm Service Centres in the middle of rural areas, or through our CropVision digital tool that uses satellites to help farmers continuously monitor thousands of hectares of land. Through the above, we are answering the needs of farmers by finding or creating the right channels to meet them where they're at.

These are just some of the examples where technology, partnerships, food systems, stewardship and our OpenAg® purpose are driving sustainable agriculture, and I am delighted to see so many more – and so many recent – examples included in this year's report. Because it is so important that sustainability is not an optional-extra in our work at UPL but is central and core to our business.

This would not be possible without the work and dedication of our teams on

the ground, and I want to congratulate my colleagues for the excellent work that has gone into this report and the strength of results that this report brings together. I hope you enjoy reading the report and I welcome all stakeholders to join UPL as we accelerate the pace of building resilience and sustainability into African agriculture.

Mike Frank - CEO UPL Corp.



Mr MARCEL DREYER



Reflecting upon this third edition of UPL Corp's Africa Sustainability Report, I am extremely proud of our achievements in innovation and human impact across the African continent. UPL has supported African farmers for over 40 years, and as we work to define the future through sustainable agriculture, we continue to uphold this grower-first mindset.

It gives me great pleasure to present this report, showcasing our efforts on the continent in a tangible and measurable format. Witnessing these gains accumulate year on year is truly encouraging. It is also a compelling validation of our approach. This said, Africa's diverse cultural, climatic and socioeconomic landscape necessitates an agile approach to our business and how we engage with farmers. The past year has been no exception.

2023-2024 presented unique challenges for the African agricultural industry. Farming communities across the continent experienced first-hand the negative impacts of climate change. Excessive rainfall in West and Central Africa, the El Niño-induced drought leading to late summer rains in South Africa, as well as one of the worst drought conditions in North Africa, have negatively impacted agricultural production in the

region, posing a threat to food prices, food security, and farmer livelihoods. Coinciding with these negative climate impacts and threats to farmer incomes, international supply trends, most notably an oversupply of key agricultural inputs globally, resulted in broad-based declines in market prices in the region. This combined with ongoing geopolitical conflicts, and limited cash availability in the region, posed significant challenges for the availability of agricultural inputs for African farmers.

Yet, despite these challenges, our teams in Africa, servicing UPL's largest land area, have been well-equipped to handle these challenges. Leveraging four decades of UPL operational experience, including across Africa, the team has demonstrated remarkable adaptability. In fact, it is the Africa-centric approach to building a more resilient and sustainable agricultural industry that I'm most proud of. Efforts to empower women, promote sustainable and climate-smart agricultural practices, and the implementation of stewardship programs are testament to the team's dynamism, agility, and innovation. I applaud them and am delighted to touch on key projects.

In a major boost for waste management and environmental protection in West and Central Africa, 2023 saw the inauguration of the Callivoire incinerator in Ivory Coast. The incinerator is the first in the country to meet the stringent emission controls set by the European Directive 2000/76/EC. It is managing the disposal of empty packaging and contaminated products, but also has the capacity to treat a wider range of waste, including waste generated from the chemical, oil and pharmaceutical industries.

The impact of our pioneering CarbonSmart South Africa project has been significant. The project, a part of UPL's broader carbon programme, is working to equip farmers with the necessary tools, technologies, and knowledge to adopt sustainable agricultural practices and generate carbon credits. The first auditing cycle (still on-the-way) is expect-

ed to report over 20,000 carbon credits to be generated from 2,884 hectares (3 farmers). The pilot is scheduled to run until the end of 2024, after which we plan to expand the program to support more farmers in adopting climate-smart and sustainable practices.

Our stewardship training programs, operational in Africa for over a decade, continue to have a profound impact on sustainable farming as well as farmer livelihoods. Conforming to the UPL Global Stewardship Model, these programs cover essential topics: safe handling, calibration, and application of agricultural chemicals, product label interpretation, the importance of Personal Protective Equipment (PPE) and its correct use, and environmental safety. Additionally, the programs encompass Good Agricultural Practices (GAP), a crucial tool for developing countries where many rely on subsistence farming to feed their families. The programs are presented in local languages, address crop production relevant to the specific area or region, and are provided free of charge, with UPL covering all operational expenses.

Further, The UPL Women's Network Africa Chapter continues to gain momentum. In a sector historically dominated by males, this platform serves as a key driver to attract and develop female talent. Several events are held through the year with the intent to grow membership, enhance knowledge both internally and externally, promote women's health and wellness, and continue to increase the number of women in management and sustainability.

2023-2024 brought challenges, but we persevered. This success belongs to every member on the ground. – your contributions have further solidified UPL's position as a leading player in the African and global agriculture industry. I am grateful for your efforts, and I look forward to what lies ahead.

Marcel Dreyer - UPL Corp Region Head Africa



Mr FLORENT CLAIR



It is with great pride that I present the third edition of the UPL Corp Africa Sustainability Impact Report for the year 2023-2024. This report stands as a testament to the remarkable strides we have made in championing sustainability across the diverse and vibrant agricultural landscape of Africa. Over the past four decades, UPL has firmly rooted itself in this continent, dedicated to serving the needs of farmers. Our commitment to providing end-to-end solutions uniquely positions us as both a steward and a leader in sustainability.

Africa serves as a dynamic leadership laboratory for UPL in the realm of sustainability. Our innovative approaches and local initiatives here have not only been instrumental in driving positive change across African agriculture but are also being recognized and replicated in other regions globally. This regional sustainability report initiative is a symbol of how localized action can inspire global movement.

UPL's dedication to sustainability is brought to life through our numerous local initiatives across the continent. These efforts, deeply rooted in our five Africa Sustainability Pillars, underscore the diverse and impactful actions our teams are taking on the ground every day. From training thousands of farmers in good agricultural practices to forging powerful partnerships, our progress is both significant and inspiring. This year alone, we have seen a 137% increase in the number of individuals trained and a 198% rise in the number of farmers reached through our external partnerships. These figures highlight our teams' relentless commitment to fostering sustainable agricultural practices and nurturing change at a grassroots level.

I extend my heartfelt gratitude to all our African colleagues who have made this report a reality. A special thanks to Desere Ray, whose exceptional design skills and steadfast partnership over the past months have been invaluable in this duo job. I also want to acknowledge the P4S

local focal points; your contributions in sharing both quantitative and qualitative feedback have been crucial in crafting this comprehensive report. To every team member across our 17 offices, 4 factories, and countless fields, your daily efforts in advancing our sustainability agenda are deeply appreciated. This report is dedicated to you.

Lastly, I want to express my sincere appreciation to our global and African leaders for their unwavering trust and support throughout this journey. Your guidance and belief in our mission are what drive us to continue making impactful strides in sustainability.

Our journey in Africa is far from over, and the progress documented in this report serves as both a milestone and a motivator. Together, we will continue to harness our collective strengths to build sustainable agricultural systems that benefit not only our farmers but the broader communities and environments in which we operate.

Thank you for being part of this journey.

Florent Clair - Head of Partnerships for Sustainability - UPL Corp.



ABOUT UPL Corp

UPL Corporation Ltd. (UPL Corp), is a leading global crop protection business providing holistic solutions.

ABOUT UPL CORP

UPL Corporation Ltd. (UPL Corp), is a leading global crop protection business providing holistic solutions for the entire agriculture ecosystem. Our locally-driven portfolio of traditional crop protection products and biosolutions boasts more than 14,000 product registrations. We have access to 90% of the world's food basket, with a sales presence in over 130 countries, and annual revenue exceeding \$3.7 billion. With a grower-first mindset, and guided by our OpenAg® commitment, UPL Corp is working across food value chains, Reimagining Sustainability with holistic solutions to define the future through sustainable agriculture.

REIMAGINING SUSTAINABILITY:

UPL Corp is Reimagining Sustainability with holistic solutions to create growth and prosperity for growers, agriculture and our planet through our commitment to OpenAg®. We are harnessing the potential of agriculture as a force for good in global sustainability efforts. Focussed on three core pillars: Food Security, Economic and Social, and the Environment – we are mobilizing opportunities to create shared growth and secure positive real-world impacts. We are also making our footprint greener. As we advance efforts to become carbon neutral by 2040, we're implementing new green technologies, so that we can manufacture our products more sustainably.

HIGHLIGHTS :

#1
Agrochemical
company under
DJSI

SBTi
approved 2034
GHG reduction
commitments

**ESG 2023
Excellence
Award**
by KPMG India

REDUCING OUR ENVIRONMENTAL FOOTPRINT (FROM 2019-20 BASELINE):

47%
reduction in wa-
ter consumption
intensity

52%
reduction in waste
disposal
intensity

34%
reduction in
carbon
emissions



#5
In the Industry¹

Leader
in
BioSolutions

10k+
Employees

1. Based on revenue

UPL AT A GLANCE...



40+ Acquisitions in 25 years

1,4k+ Patents

14k+ Product Registrations

138 Countries with sales presence

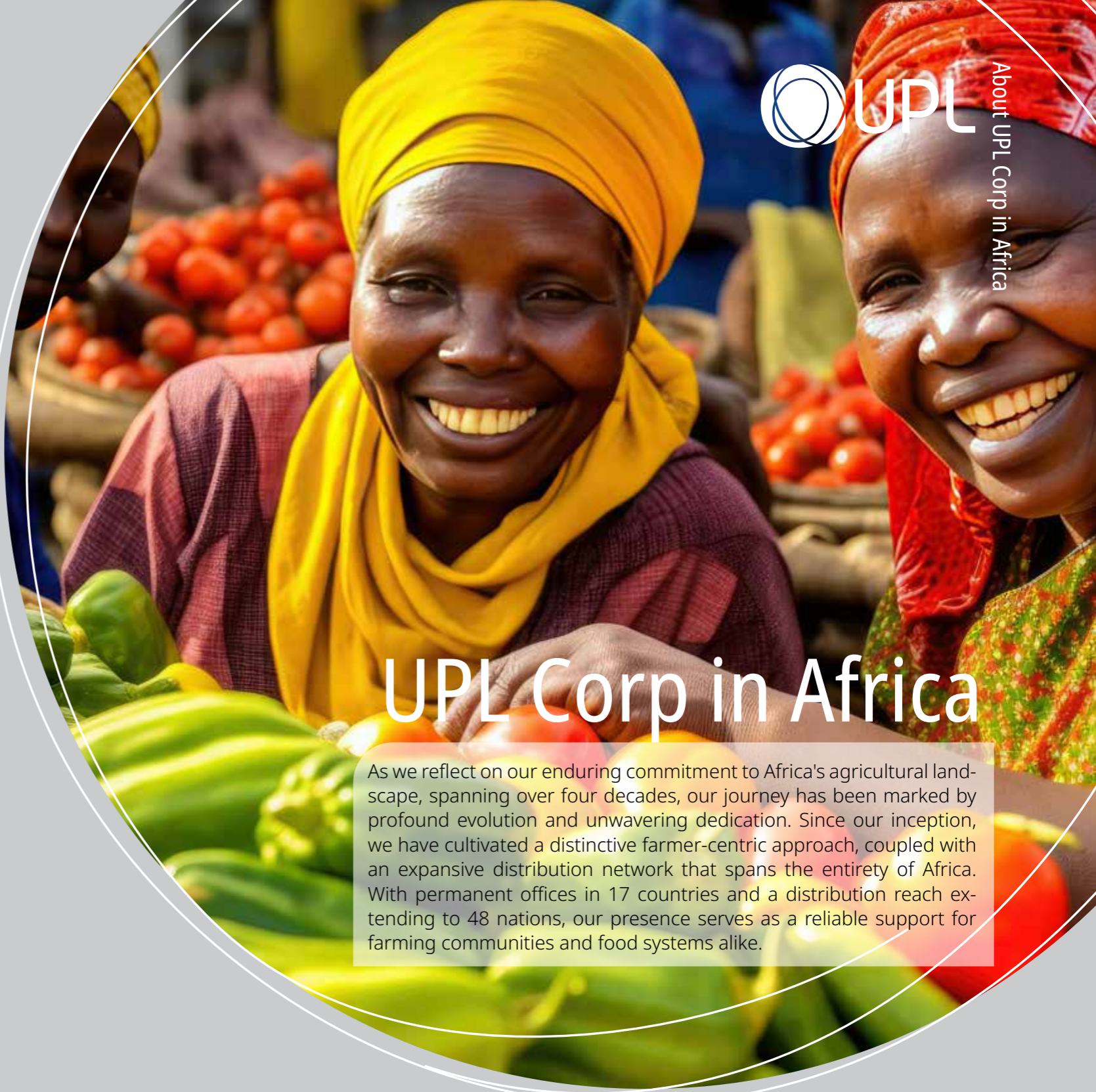
\$5.2b FY24 Revenue

\$666mn FY24 EBITDA

41 Manufacturing facilities

25 R&D facilities

90% Access to the world's food basket



UPL Corp in Africa

As we reflect on our enduring commitment to Africa's agricultural landscape, spanning over four decades, our journey has been marked by profound evolution and unwavering dedication. Since our inception, we have cultivated a distinctive farmer-centric approach, coupled with an expansive distribution network that spans the entirety of Africa. With permanent offices in 17 countries and a distribution reach extending to 48 nations, our presence serves as a reliable support for farming communities and food systems alike.



UPL CORP.



Natural Plant Protection by UPL



UPL LTD.

PROFESSIONAL MEMBERSHIPS



40+ Years active on the African continent

17 African countries with UPL offices

550+ Employees in Africa

UPL Corp in Africa

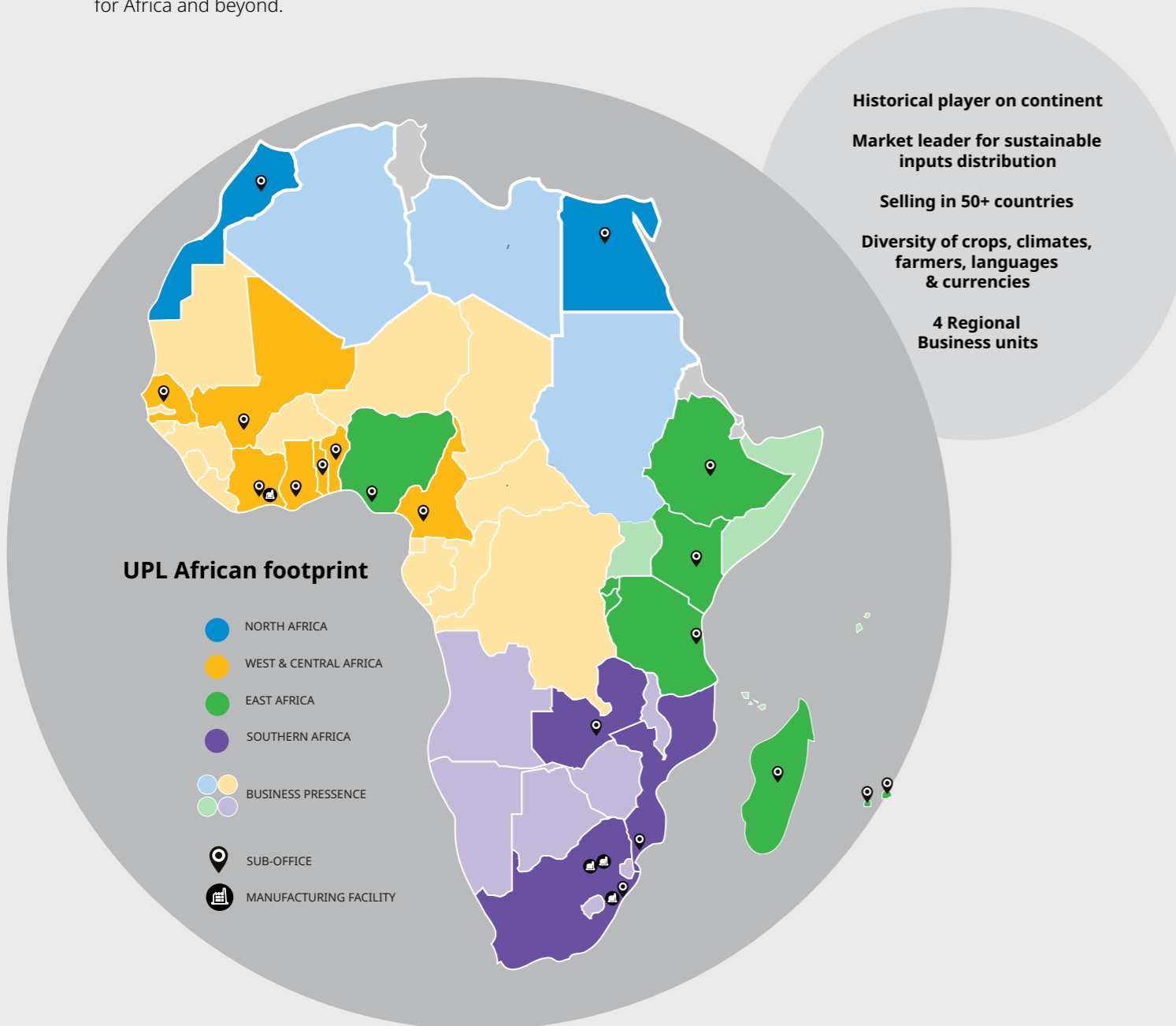
Our ethos revolves around a profound partnership with food value chains and development institutions, placing farmers at the heart of our endeavors. From the outset of our operations in Africa, mirroring our roots in India, we have remained attuned to the evolving needs and challenges facing farmers. This deep understanding has paved the way for a comprehensive portfolio of solutions tailored to address longstanding threats, combat new pests and climatic challenges, all while safeguarding environmental integrity.

Central to our approach is our 'integrated model,' a blueprint for sustainable and inclusive agricultural development across Africa. By seamlessly integrating high-quality seeds, crop protection products, biologicals, and equipment with training, demonstration programs, financial services, and market connections, we foster an enabling environment for farmers to unleash the full potential of their crops.

Beyond our operational footprint, we champion practical initiatives that drive tangible progress in sustainable agriculture. As proud supporters of esteemed coalitions and signatories to impactful initiatives like the Cocoa & Forests Initiative (CFI), we actively contribute to shaping the future of agriculture on a global scale.

Through strategic partnerships with governments, research organizations, civil society groups, and convening platforms, we traverse the agri-value chain, fostering inclusive growth and empowering Africa's farmers and food systems.

We are Reimagining Sustainability across the continent for real world impact – whether that's working with cocoa farmers to grow more on less land, fast-tracking food autonomy, or helping growers adopt regenerative agriculture practices meanwhile generating carbon credits. These endeavors hold the key to a net-zero, food-secure future for Africa and beyond.



- Historical player on continent
- Market leader for sustainable inputs distribution
- Selling in 50+ countries
- Diversity of crops, climates, farmers, languages & currencies
- 4 Regional Business units

Note: Nigeria forms part of the East Africa Region for operational purposes

Partnerships 4 Sustainability (P4S)

Our mission in Africa is two folds: to positively impact more farmer lives while catalysing adoption of sustainable technologies and practices. In line with our OpenAg philosophy, **we created the P4S initiative to develop collaboration with African and global partners seeking to change the game for African food systems at scale.**

The P4S initiative serves as our strategic platform to engage with a diverse array of stakeholders, including global institutions, African governments, National Research and Extension Systems, and key players within the food value chain. By aligning with partners who share our commitment to sustainable agricultural development, P4S becomes the driving force behind the realization of inclusive and sustainable food systems across the continent.

Within UPL, we possess an extensive portfolio of cutting-edge technologies, coupled with expertise in cropping systems, an expansive distribution network. Yet **introducing and fostering adoption of both innovative input technologies and sustainable agriculture practices is a challenge that requires a collaborative effort** involving multiple stakeholders and pooled resources.

We are therefore seeking food chain and development organizations support to change the game at scale. These strategic partners play a pivotal role in amplifying our impact by facilitating access to end-user farmers, securing input finance, enhancing extension and training capacities, and opening up avenues for market access for agricultural produce.

P4S is our implementation body for catalyzing impactful sustainability partnerships at scale that benefit Africa's farmers and food systems.

UPL P4S



Northern Africa



Nestled between the Mediterranean shore and the vast expanse of the Sahara Desert, the UPL North Africa team operates within one of the world's most dynamic and distinctive climates and landscapes. Since its inception in 1999, **UPL's presence in the region has been anchored by its operations in Morocco and Egypt**, with a dedicated office in Casablanca.

Covering six countries, including Morocco, Algeria, Tunisia, Libya, Egypt, and Sudan, our team of eighteen permanent staff members diligently works to address the agricultural needs of this diverse region. Of this workforce, eight are stationed in the Maghreb region, with the remaining ten overseeing operations in Egypt and Sudan.

With a robust portfolio boasting 283 registered products, our key focus crops, including tomatoes, citrus fruits, sugar beets, and cereals, form the backbone of our agricultural initiatives in the region. Through initiatives such as the **Biosolution Academy and Pronutiva**, we strive to not only enhance agricultural productivity but also promote sustainability practices. **With a large proportion of the region's produce destined for export markets, we are constantly providing new solutions to help farmers meet the evolving quality standards.**

Morocco, with its significant agricultural market, serves as a pivotal hub for our North Africa operations. Since 2010, our presence in Morocco has steadily grown, aligning with the changes and needs of the nation's agricultural sector. Emphasizing our commitment to inclusive growth, over 40% of our efforts are dedicated to supporting smallholder farmers.

Recognizing the importance of technology in modern agriculture, **we are also actively involved in promoting the adoption of digital tools, artificial intelligence, and drone spraying** to enhance farming efficiency and sustainability. By leveraging these advancements, we aim to empower farmers and contribute to the long-term prosperity of North Africa's agricultural sector.



Key Initiatives:

Biosolution Academy & Pronutiva

Beginning of Commercial activity:

2010 - Morocco
1999 - Egypt

Key focus crops:

Tomato, Citrus,
Sugar beet, Cereals

Western Africa



In the West & Central African region, UPL Africa continues its mission of sustainable agricultural advancement through its network of registered entities including SPIA, Callivoire, Callighana, Mali Protection des Cultures (MPC), and Arysta Cameroon. Covering 23 countries, our operations have been instrumental in fostering agricultural development since the **commencement of commercial activities in 1982**. With a dedicated team of 155 permanent staff members, we drive impactful initiatives on the ground, offering 495 registered products tailored to the needs of local farmers, focusing on pivotal crops such as cocoa, cotton, maize, sugarcane, rice, rubber, oil palm, and tomatoes, supporting both sustenance and cash crop farming.

Our interventions in cocoa and cotton sectors serve as catalysts for broader agricultural sustainability, with initiatives on crop diversification and stewardship training yielding tangible results year on year. Particularly in Ghana, Côte d'Ivoire, and Cameroon, where the majority of global cocoa production originates, our microfinance and training programs play a pivotal role in enhancing productivity and livelihoods while promoting sustainable cropping practices.

Our commitment to sustainability initiatives is also evidenced through our active participation in programmes like the Cocoa & Forests Initiative, ensuring sustainable cocoa production while preserving the forests. Our integrated projects in Ghana, Mali and Ivory Coast offer comprehensive support services, including training, market access, and financial assistance, empowering farmers across the value chain.

We also take great pride in the results achieved by MPC in Mali on emergency relief projects with NGO partners like Plan International and the International Rescue Committee (IRC), and communities' food crop empowerment programs with partners like USAID. Meanwhile, The Heart Mobile project has continued in rural Ivory Coast, offering free heart checks and health awareness campaigns to new communities each year.

Finally, our Ivorian subsidiary, Callivoire, recently celebrated the **launch of a new incinerator in Abidjan**. This addition marks a key step in our comprehensive environmental stewardship approach, which includes product innovation, farmer and agrodealer training through the Applique Bien program, and continuous efforts to reduce the environmental impact of our manufacturing operations.



Key Initiatives:

Cocoa & Forests Initiative, Field Expert, Applique Bien, PIM

Beginning of Commercial activity:

1982

Key focus crops:

Cocoa, Cotton, Maize,
Sugar Cane Rice, Rubber, Oil Palm,
Tomato & Veggies

Eastern Africa



Since its inception in 2002, UPL has been deeply embedded in the fabric of East Africa. Our presence has expanded significantly, now encompassing ten countries with registered entities in Kenya, Tanzania, Ethiopia, Nigeria, Madagascar, Mauritius, and Réunion Island.

Our first permanent subsidiary was established in Kenya. Today, with a workforce of 41 dedicated individuals spread across 8 countries and operating from 3 offices, we continue to uphold our core values while adapting to the evolving agricultural landscape of East Africa.

At the heart of our operations lies a profound commitment to smallholder farmers, who constitute **80% of the agricultural workforce** in the region. Our portfolio of 397 registered products is meticulously crafted to cater to the diverse needs of farmers, with a particular emphasis on key crops such as maize, teff, coffee, roses, potato, sorghum, and beans.

In the past fiscal year, the region has faced one of the most severe drought periods in decades. The increasing awareness on the impacts of climate change is driving adoption of sustainable practices among farmers. Biosolutions are increasingly becoming integral components of farmers' portfolios, while initiatives aimed at promoting climate-smart agriculture are gaining traction, with a notable uptick in the participation of women and youth in training programs.

Noteworthy achievements from FY23-24 include the expansion of our Maize ProNutiva® Farmers Club; an exclusive loyalty program designed to empower farmers through access to crucial information, soil testing services, crop vision data, and discounts. Another highlight of our efforts has been the launch of our **agrodealers loyalty program M'Zawadi** in Kenya, and the introduction of several innovative biosolutions.

We remain steadfast in our commitment to driving positive change, fostering resilience, and empowering farmers to thrive in the region.



Key Initiatives:

Maize Pronutiva Farmers Club

Beginning of Commercial activity:

2002

Key focus crops:

Flowers, Maize, Sugarcane, Rice, Potatoes, Tomatoes, Coffee, Teff, Wheat, Cocoa, Cassava, Yam, Sorghum, Ground Nut, Sesame, Soybean, Oilpalm & Rubber

Southern Africa



Comprising ten countries, the UPL Southern Africa team represents some of the most significant agricultural markets on the continent. Agriculture is the primary source of income and employment for much of the rural population across Southern Africa and the region produces staple crops such as maize, soybeans, citrus fruits, sugar cane, cashew nuts, and cotton, which millions around the world depend upon.

Last season, as the region faced severe droughts, our UPL team remained dedicated to supporting farmer resilience and sustainable productivity. The team is primarily based in South Africa, with over 300 employees, and is backed by an additional workforce operating from our 7 offices across Southern Africa. In Mozambique, a country where 70% of the population is employed in the agricultural sector, AGRI-FOCUS (UPL Mozambique) has 65 dedicated employees that work to support farming communities.

UPL Southern Africa boasts a product portfolio of approximately 1,388 products, reflecting our commitment to offering diverse solutions to meet evolving farmer needs. **With three factories located in Canelands, Mooiplaats, and Derdepoort, we ensure timely and efficient distribution of our products to cater to the demands of our clientele.**

Our team has been instrumental in driving the adoption of digital and precision technology among farmers, empowering them with accurate data for informed decision-making in land management. In alignment with our commitment to ensuring farmers have access to the training and technologies necessary for their prosperity, we have launched innovative projects and platforms. Notable among these initiatives is our **CarbonSmart program, which advances carbon farming methods and rewards, contributing to environmental sustainability while supporting agricultural productivity.** Additionally, our CropVision platform enables farmers to autonomously monitor their fields through satellite imagery, enhancing efficiency and resource utilization.

Further, in Mozambique and through the Sustenta Program, **AGRI-FOCUS stands as a model of partnership development with local governments.** Sustenta works to improve the quality of life of rural households by promoting sustainable agriculture, supplying state-of-the-art crop protection, storage protection and improved seeds while also delivering training on best agriculture practices to thousands of farmers.



Key Initiatives:

Carbon Smart, UPL SA app, CropVision

Beginning of Commercial activity:

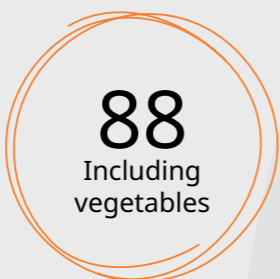
2000

Key focus crops:

Maize, Soybeans, Citrus, Sugar Cane, Cashew Nuts & Cotton

Advanta Seeds International

132 improved seed varieties



UPL seed company, Advanta provides innovative seed technologies to combat food insecurity and climate change. Originating in India, Advanta has a rich history of developing seeds for tropical and southern hemisphere regions, establishing a diverse portfolio over the years.

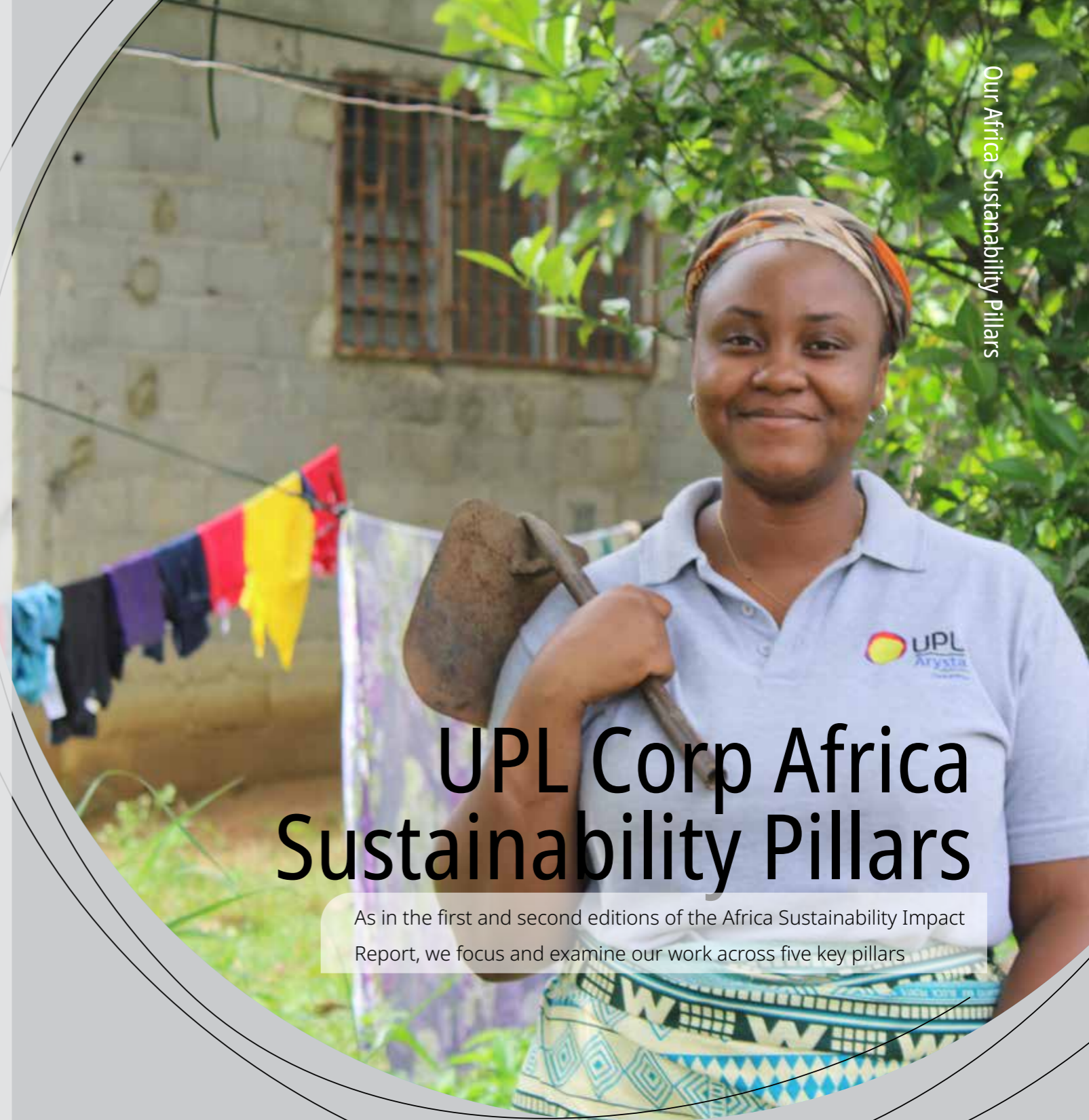
Operating under the premium brands of Advanta, Alta, and Pacific Seeds, the company maintains a strong presence in Africa with offices in Kenya, Tanzania, Zambia, and South Africa.

Advanta offers a diverse portfolio of **132 seed varieties across more than 40 field and vegetable crops**, and including 2 biofortified varieties. These varieties meet the specific needs of African farmers, enhancing productivity.

95% of Advanta's direct customers are smallholder farmers operating on less than 2 hectares. In partnership with leading development organizations, Advanta has worked with these growers to understand their unique challenges, including extreme and arid weather conditions. This has driven the development of climate-smart crops like drought-resistant sorghum, resulted in impact at scale, and built Advanta a trusted reputation within these communities.

Advanta's innovation pipeline goes beyond food crops. For instance, in Nigeria and Kenya, key interventions are helping farmers improve milk production through the adoption of improved pasture practices and sustainable fodder systems.

Advanta's contributions to sustainable agriculture have earned global recognition. The company was ranked No. 5 globally in the Access to Seeds Index in 2019 and No. 2 in the South and South-East Asia Index in 2021. Additionally, **Advanta secured the No. 4 spot in the Africa Access to Seeds Index 2021** for its contributions to the UN Sustainable Development Goals and food security, as highlighted by the World Benchmarking Alliance.



UPL Corp Africa Sustainability Pillars

As in the first and second editions of the Africa Sustainability Impact Report, we focus and examine our work across five key pillars



Introduction to our African Sustainability Pillars

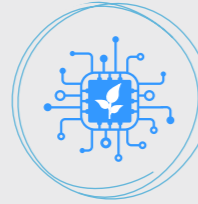
Our African Sustainability Strategy is based on 5 pillars: Stewardship and Training | Technology | Food Chain | Partnerships | OpenHearts.

These 5 pillars are UPL Corp Africa's unique strengths and key differentiators on the market. They also represent the variety of our work, the diversity of impacts we have in different domains of sustainability, and how we envisage our role as an agriculture leader on the continent. The next sections of this report are organized around these pillars, featuring key performance indicators and flagship project stories to illustrate and give tangible description to each of them.



STEWARDSHIP & TRAINING

Supporting farmers to engage in GAPs, better steward their environment, and use agricultural tools and technologies safely.



TECHNOLOGY

Advancing farmer-centered technological development – including seeds, biosolutions and digital applications – and getting them into the hands of farmers who need them the most.



FOOD CHAIN

Harnessing Africa's agri-potential and autonomy through strengthening the capabilities of local food value chains and reducing reliance on imported produce.



PARTNERSHIPS

Fostering meaningful partnerships with agri-players, development-finance institutions, civil society organizations, governments and beyond to combine ideas, capabilities, and resources and resources to catalyze inclusive change.



OPEN HEARTS

UPL's commitment to extending our impact beyond business practice and working to generate economic opportunity and social inclusion for all through addressing some of the biggest challenges communities face – spanning education, healthcare and sanitation.



The UPL Corp Annual Africa Sustainability Impact Report was first published in 2022



STEWARDSHIP & TRAINING



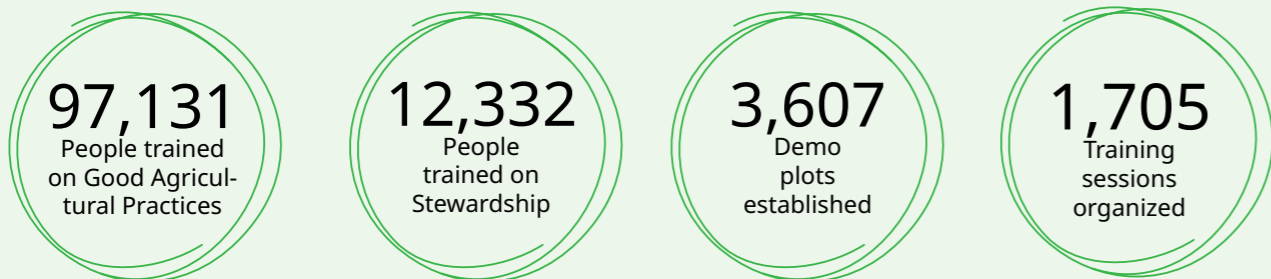
PILLAR 1





PILLAR 1 | Stewardship & Training

Stewardship & Training



At the heart of UPL Africa's mission is a profound commitment to building a sustainable agricultural ecosystem and fostering climate-positive food chains, which are crucial for the future of both our sector and the planet. Central to this vision are the concepts of stewardship and training, which serve as pivotal elements in advancing food systems. These principles aim to elevate farming communities, protect ecological diversity, and maintain the health of our environment. By providing access to knowledge, cutting-edge products, and innovative technologies, UPL enables farmers to become the vanguards of a food-secure and net-zero future.

For over four decades, UPL has supported smallholder farmers by not only supplying them with essential products and inputs to boost productivity but also equipping them with the necessary skills and knowledge to utilize these solutions effectively and safely. This comprehensive support system includes a variety of initiatives such as demonstration days, immersive training programs, and virtual tools that facilitate on-field capacity building. The impact of these initiatives is profound, as farmers experience immediate improvements in efficiency, safety, and yield. Moreover, these efforts yield long-term benefits, promoting regenerative practices that enhance soil health and strengthen farmer resilience.

The deep understanding of the specific challenges faced by farmers has allowed UPL to develop and implement tailored stewardship and training programs. These programs are specifically designed to modernize and elevate the practices of smallholder farming communities, particularly those in rural and remote areas.

In the 2023-2024 period, we trained 97,131 individuals on Good Agricultural Practices (GAPs), underscoring our commitment to advance the standard of farming practices across the continent. Additionally, 12,332 people were trained in stewardship, further embedding sustainable practices into the agricultural landscape. UPL also set up 3,607 demonstration plots, serving as practical, hands-on learning environments where farmers can witness the benefits of advanced agricultural techniques. Furthermore, 1,705 training sessions were organized, each serving as a platform for knowledge exchange and skills development, ensuring that farmers are equipped to meet the challenges of modern agriculture head-on.

Through these efforts, UPL continues to uphold its responsibility as a global leader in sustainable agricultural solutions. Our support to farmers extends beyond immediate solutions and is fundamentally about advancing regenerative agricultural systems across Africa.

Events Highlights:

- 94 Internal events organized
- 126 External events attended
- 25,408 People reached during events



Stewardship & Training

PILLAR 1 | Flagship Projects

Stewardship Training Program:

Cultivating Safe and Sustainable Agriculture Across Africa

The UPL Stewardship training program has been making waves across Africa for over a decade. Adapted from a successful Brazilian model, this **free training program launched in 2014** in Ivory Coast and Burkina Faso and has since expanded to **11 countries**, with full-time staff in 5 of them. Each country program uses a local name for improved adoption by local farmers: "Applique Bien" in Ivory Coast and Mali, "Nguso Papa" in Ghana, "Applique Bem" in Mozambique, and "Galela Kakhule" in South Africa.

It also mobilizes colleagues from R&D, Marketing, and Sales departments that deploy on the field for the occasion. These efforts were designed to maximize the **safe and effective use of UPL products**, ensuring that users are well-informed about the best practices in crop protection. The core mission of the Stewardship Program is to educate and empower agricultural communities on the safe and effective use of UPL products, fostering sustainable farming practices and safeguarding both human health and the environment. The training sessions cover crucial topics such as the **importance of personal protective equipment, how to read crop protection product labels, and how to maintain sprayers for optimal performance.**

Inspired by the Brazilian team's innovative approach of using **mobile units to reach remote areas** for safety training, UPL adopted a similar strategy in West Africa. The first autonomous truck was deployed to traverse challenging terrains, ensuring that training could reach every potential beneficiary, no matter how remote. This mobile unit model allowed UPL to provide essential education on sprayer diagnostics, maintenance, and safety practices directly to the farmers in their communities.

The Stewardship Program aims to raise awareness about the risks associated with crop protection products and the importance of managing these risks to prevent contamination. By promoting behavior change and the use of personal protective equipment, the program seeks to protect the health of farmers and their communities while also preserving the environment.

The program serves a diverse range of beneficiaries including **smallholder farmers, technicians, distributors, resellers, industrial plantations, exporters, cooperatives and cotton companies.** Public health structures and mechanics in small communities who maintain sprayers also benefit from the program. By strengthening the capacities of these stakeholders, UPL ensures that its products are used safely and efficiently, enhancing overall agricultural productivity.

The Applique Bien program has had a significant positive impact on both the direct beneficiaries and the broader community. In **FY23-24, the program ambitiously targeted training 8,000 individuals across various crops and reached 11,582!** This achievement underscores the dedication and effectiveness of the program in addressing a critical need for safe agricultural practices.

The broader community benefits indirectly through increased awareness, reducing the risk of non-concerned individuals encountering crop protection products. This helps protect consumers from potential poisoning due to improper use of these products. Moreover, the program emphasizes environmental protection. This includes the use of approved products, proper disposal of empty packaging, and management of contaminated water.

The Stewardship program also strengthens the relationship between UPL and its customers by providing invaluable technical support and field presence. By equipping farmers with the knowledge and tools they need, and through our hands-on approach, UPL has built a reputation as a trusted partner dedicated to sustainable agriculture in rural areas.





PILLAR 1 | Flagship Projects

Callivoire Incinerator:

Advancing Sustainable Waste Management in Côte d'Ivoire

Inaugurated in 2023, the Callivoire Incinerator, located at the Yopougon PK24 Callivoire plant, is now up and running. It represents a major step forward in waste management and environmental stewardship in the West and Central Africa region.

Meeting High Standards

UPL has a long tradition of environment and farmer stewardship in Africa, epitomized by its dedicated training program Applique Bien for growers, technicians, and retailers, but also by the innovation efforts in favor of more sustainable products, and collection schemes for agrochemical containers. This incinerator is a unique addition to this integrated offer of services, and the first in Côte d'Ivoire to meet the European emission standard Directive 2000/76/EC, known for its strict emission controls. Initially established to manage the disposal of empty packaging and contaminated or expired products, it can safely handle various types of waste, including solid, pasty, and liquid waste from the chemical, oil, and pharmaceutical industries.

With a capacity of 150 kg per hour, this facility not only highlights Callivoire's commitment to responsible waste management and sustainability, but also opens the door to an expanded offer of service and responsible business growth. By investing in this advanced incineration technology, Callivoire aims to enhance its product stewardship approach, which prioritizes the safe use of products and minimizes risks to human health and the environment.

Engaging with Stakeholders for Broad Benefits

The main goal of the Callivoire Incinerator project is to reduce the environmental impact of agricultural and industrial activities. This new activity is of interest for a wide range of stakeholders in the region. Private sector beneficiaries include crop protection firms, chemical manufacturers, oil companies, and health sector entities that seek responsible waste management solutions. The project is also set to benefit various agricultural production chain participants, such as farmers, cooperatives, and exporters with whom Callivoire has developed empty container collection schemes.

Public sector stakeholders include the Ministry of the Environment and Sustainable Development, the Ministry of Agriculture and Rural Development, and Customs authorities dealing with seized and counterfeit products.



Inaugurated
in
2023

Results achieved and way forward

In its first year of operation, the Callivoire Incinerator processed 6,861.5 kg of waste, including 3,672.5 kg of plastics (53% of the total) and 3,189 kg of paper waste. This waste primarily came from Callivoire's internal operations. For 2024, the focus is on optimizing operations and preparing the plant for full-capacity launch.

By addressing key waste management challenges and adhering to strict emission standards, the incinerator is contributing to responsible waste management in the region.



PILLAR 1 | Flagship Projects

NPP HELP Africa Project:

Empowering UPL Teams Through Training and Innovation

The NPP HELP project was launched by UPL Africa in July 2023 in conjunction with the official introduction of Natural Plant Protect (NPP). The project embodies a profound commitment to education and skills enhancement within the agricultural sector.

Underpinned by the acronym HELP, which stands for Harnessing Expertise & Learning in Practice. This framework reflects the project's core mission: to leverage the vast expertise within NPP and translate it into practical, actionable knowledge. This internal tool was envisioned as a **robust support system for the region's sales teams, equipping them with extensive training materials and resources. Since its inception, the project has developed nine comprehensive "toolboxes"** designed to facilitate both internal and external training. These toolboxes include technical leaflets customizable to meet regional needs, training decks available in both PowerPoint and PDF formats, "Learn from the Expert" videos featuring insights from leading UPL experts, and training modules accessible internally via UPL's Learning Management System (LMS).

The "Learn from the Expert" training videos, a key component of the HELP project, are crafted with contributions from esteemed UPL professionals worldwide. Some of the notable experts involved include Andre Monteiro, Estelle Moreau, Andrea Bergamaschi, Jesper Tas, Dr. Freddie Denner, and Dr. Bridgitta Steyn. These videos vary in length, tailored to the complexity of the products they cover, and address key areas such as mode of action, benefits, formulation, application, positioning, and trial results relevant to Africa. To maximize accessibility, especially in regions with limited internet connectivity, the videos are hosted on YouTube and are downloadable for offline use.

Content was created in a cost-effective fashion using MS TEAMS meeting recordings and all editing and subsequent course creation were done in-house.

The NPP HELP project's training materials encompass a diverse range of products, including Pollinus, Zeba/Reon, Microthiol, Africa Inoculant Portfolio, Thiopron, Ensign, Vacciplant, Yukon, and Novicure Disperss. These products are integral to promoting sustainable farming practices, enhancing crop yields, and ensuring long-term soil health.

All NPP HELP training videos are available on Percipio Skillsoft (OpenIntel), UPL Corp's internal LMS and is accompanied by quizzes and certificates to validate learning. Additionally, the videos can be accessed via YouTube. By offering valuable training resources and expert knowledge, the project supports sales teams and helps farmers across Africa adopt sustainable technologies and practices.

YouTube
Engagement
282

OpenIntel
Engagement
142

SharePoint
Engagement
957

NPP Natural Plant
Protection

Stewardship & Training

Stewardship & Training



PILLAR 1 | Flagship Projects

Biosolution Academy:

Empowering a Sustainable Future in Morocco

The Biosolution Academy, initiated in 2022 and ongoing through 2024, represents a significant stride in promoting sustainable agricultural practices across the Maghreb region. This project was spearheaded by UPL Morocco, recognizing an **untapped opportunity to cultivate expertise in the emerging biosolutions market**. By partnering with institutions such as the National School of Agriculture (ENA) and the Moroccan Office for Professional Training and Work Promotion (OFPPT), UPL set out to build a robust educational framework. This collaboration focused on equipping the next generation of agricultural professionals with the knowledge necessary to thrive in the biosolutions sector.

Through this initiative, UPL aimed to **enhance the knowledge and skills of young students and professionals**, while positioning UPL and the Natural Plant Protection (NPP) product range as pioneers in this space. The project outlined several key objectives, starting with imparting essential knowledge about biosolutions. Participants were educated on the fundamentals of biosolutions, familiarized with various product categories, and taught the importance of integrating biosolutions into organic farming practices. The second major objective was to raise awareness about NPP products. This involved upgrading the skillsets of distributors' salesforces and improving the understanding of NPP biosolutions among distributors and farmers.

Over the last fiscal year, the Biosolution Academy project has trained **225 farmers, 100 technicians, 40 professionals, and 250 students**, including staff from partner distributors like Calimaroc, El Mousseem, CPCM, Agriprotec, and Agrimatco. Farmers and aggregators such as Messem, specializing in apples, grapes, and citrus fruits, were also key participants.

The academic partnerships with ENA and OFPPT played a crucial role in the project's implementation, ensuring a broad reach and impactful educational experience. Training sessions and workshops were conducted both face-to-face and online, involving different experts from UPL Corp. and facilitating direct interaction between trainers and participants, fostering a deeper understanding of biosolutions.

Beyond these numbers, by promoting sustainable agricultural practices, the project has contributed to improved environmental stewardship. From a business perspective, the project has stimulated the demand for NPP products. Products such as Vacciplant, Thiopron, GBM, Parafinic Oils, Silwet Gold, and Argos saw increased awareness and utilization. Consequently, UPL reported a remarkable growth in NPP sales, confirming the appetite of the Moroccan market for these innovative sustainable technologies.

By working with, and equipping the next generation with essential skills and knowledge, UPL Morocco is accelerating food systems transformation in the Mahreb region and beyond.



Initiated
in
2022



PILLAR 1 | Flagship Projects

Transforming Agro-Pastoralist Livelihoods in Kenya:

The Success of Advanta Forages Project

The Advanta team's Kenya Forages project is a notable initiative under the Integrated & Climate Smart Innovation for Agro-pastoralist Economies and Landscapes (ICSIAPL) program in Kenya. This project is a **collaborative effort involving the European Union, the Netherlands Ministry of Foreign Affairs (DGIS), SNV, and the Kenya Agricultural and Livestock Research Organization (KALRO)**. It aims to address the pressing challenges faced by agro-pastoralist communities in the arid and semi-arid lands (ASALs) of Kenya, where livestock is a vital component of the agricultural sector, contributing significantly to the livelihoods of the local population.

In ASALs, livestock accounts for about 90% of family income and employment. However, the sector faces numerous challenges, including overgrazing, overstocking, competition for land use, declining soil fertility, and the impacts of climate change, such as prolonged droughts and flooding. These issues threaten both the vulnerable populations and their herds, necessitating innovative and sustainable solutions.

The three-year Improved Forage for ASAL Landscapes project, implemented in the counties of Taita Taveta, Kajiado, and Narok, focuses on **enhancing the livelihoods of agro-pastoralist communities through improved forage production and livestock husbandry. The project integrates market-driven, climate-smart innovations and sustainable landscape management practices** to build resilience and promote economic sustainability.

The project has made significant strides in training and empowering local communities. A total of **5,493 agro-pastoralists, including 2,645 men and 2,848 women, have been trained** through on-site demonstrations and the Farmer Field Schools approach. These efforts have not only improved the knowledge and skills of the participants but also fostered the adoption of new technologies across the forage value chain.

One of the key achievements of the project is the establishment of **72 demonstration sites across the three counties**. These sites serve as practical examples of improved forage production techniques and sustainable livestock management practices. Additionally, 2,520 acres of forages have been prepared and established, with 400 acres situated in ranches and conservancies, and the remaining acreage managed by smallholder farmers.

The impact of the project is evident in several areas. There has been a 10% increase in access to improved forage seed varieties and other inputs and services. This has led to a **reduction in the seasonality of production systems, overgrazing, mortality, and migration of herds**. The project has also contributed to environmentally and economically sustainable livestock-keeping systems, enhancing the resilience of agro-pastoralist communities to climate shocks while increasing their incomes and employment opportunities.

The project has also created opportunities for sector learning, upscaling, and replication through its proof of concept. By demonstrating the viability and benefits of climate-smart innovations and sustainable landscape management, the project provides a model that can be adopted and adapted in other regions facing similar challenges.

Through strategic partnerships and a focus on sustainable practices, this project addresses critical challenges and is building a more resilient future for the ASAL regions of Kenya.



5,493
agro-pastoralists
trained

Stewardship & Training



TECHNOLOGY

PILLAR 2

PILLAR 2 | Technology



As Africa braces for its population to almost double by 2050, UPL's Technology Pillar stands at the forefront of the agricultural evolution needed to meet the escalating demand for food. This challenge requires not just a surge in productivity but a transformation in how farming is approached, blending efficiency with sustainability.

The future of African agriculture hinges on sophisticated and accessible innovations that can revolutionize food security across the continent. Technologies such as improved seed varieties, biosolutions, precision agriculture, and AI-based crop monitoring systems are ushering in a new era. These advancements promise to make farming more resilient, productive, and sustainable. However, their true potential will be realized not merely through their existence, but through their thoughtful deployment and effective use. For technology to succeed, it must be tailored to local cropping conditions and backed by robust support systems that empower farmers to maximize its benefits.

At the heart of UPL's mission is a deep-rooted commitment to farmers' needs, reflecting a heritage that spans from our inception to our current initiatives. This farmer-first ethos is reinforced by our Southern Hemisphere identity and extensive global reach, which provides us with intimate access to the challenges and opportunities faced by farmers, both large and small. Our approach is driven by the conviction that technology should serve those at the grassroots level—particularly the 33 million smallholder farmers who account for 80% of Africa's farms.

UPL's extensive portfolio of products and services is designed to equip farmers with the tools they need to boost productivity, enhance livelihoods, and contribute to food security both locally and globally. By helping farmers achieve more on less land, modern technology also plays a crucial role in minimizing land use while preserving biodiversity.

Through our focus on climate-positive agricultural outcomes, we are empowering farmers to adopt technologies that optimize yields, protect crops naturally, and restore soil health. Our investment in new seeds, biosolutions, and soil health technologies underscores our commitment to fostering agricultural practices that are both productive and environmentally friendly.

In 2023-24 alone, we conducted 70 biosolutions trials and registered 103 products. More than 130 improved seed varieties are available to farmers, each designed to enhance productivity and resilience in the face of climate change and other agricultural challenges.

The emphasis on technology in African agriculture is not just about innovation for its own sake but about fostering practical, sustainable solutions that can transform the lives of millions of farmers. UPL's commitment to this vision ensures that the technological revolution in agriculture is inclusive, empowering, and fundamentally geared towards a more secure and sustainable future for Africa.





PILLAR 2 | Flagship Projects

CarbonSmart South Africa:

Promoting a Greener Future Through Regenerative Agriculture

The UPL CarbonSmart South Africa project, is a pioneering initiative launched in November 2022 as part of the Gigaton Carbon Goal, UPL's broader carbon programme, which aims at removing 1 Gigaton (1 billion tonnes) of CO₂ from the atmosphere by 2040. Our South African project aims to **empower farmers with the necessary tools, technologies, and knowledge to adopt sustainable agricultural practices and generate carbon credits**. This initiative stems from the intimate conviction that carbon credits can be great catalysts for the adoption of more sustainable practices in the short term, and will ultimately create value for the farmers, their soils, the environment, and communities at large.

By integrating Natural Plant Protection (NPP) solutions and regenerative agriculture principles, the initiative seeks to enhance economic and environmental resilience through improvements in soil health, crop yields, and income diversification. The primary objectives of the CarbonSmart project are to support pilot farmers with tailored technical assistance to aid their sustainability transitions and to collect data for baseline setting and validation and verification of outcomes necessary for the issuance of carbon credits. We have set ourselves an initial target of 10,000 ha, and as we speak we have enrolled **3 maize farmers in the programme, with a total of 2,884 ha**.

The key stakeholders involved in this project include UPL South Africa, Orizon Agriculture, and the UPL CarbonSmart farmers. One of the notable activities implemented under the CarbonSmart pilot was a **workshop held on May 17th and 18th, 2023, in Parys, Free State**. This two-day event, conducted in partnership with Orizon Agriculture, aimed to address the knowledge gap that often hinders the adoption of sustainable agricultural practices. The workshop brought together technical experts in regenerative agriculture and experienced farmers who shared their practical insights. The event was very well-received and allowed us to enroll our first pilot farmers.

The second major focus of this year has been on **data collection for baseline setting and auditing for validation and verification**. This involved assessing the baseline soil organic carbon stocks and reviewing the farmers' past practices, current changes, and planned future modifications. 103 physical soil samples were collected to ensure the accuracy of the soil organic carbon stock baselines. The collected data is **undergoing independent third-party verification according to Verra's Verified Carbon Standard**, ensuring that the generated carbon credits are genuine, additional, and adhere to international best practices.

The impact of the CarbonSmart project has been significant so far. The first auditing cycle (still on-the-way) is **expected to report over 20,000 carbon credits to be generated from 2.884 hectares (3 farmers)**. This estimates to an average of **7 tons of CO₂ per hectare sequestered/avoided over the past 3 to 4 seasons**, which is equivalent to **offsetting the annual emissions of over 4,000 South Africans!** This first batch of carbon credits is expected to be issued around October 2024, the rest of the credits emanating from the remaining hectares will be issued in future auditing cycles.

By increasing soil organic carbon, the project has helped reduce atmospheric carbon dioxide levels and improve the soil's water-holding capacity, making crops more resilient to heat stress during periods of low rainfall. Enhanced soil biology, water and nutrient-use efficiency have also been observed, contributing to better overall soil health, while the broader community and environment benefits from climate change mitigation.

The project also helped us create a closer relationship with farmers and increase their understanding and knowledge of the advantages of using biological and sustainable products from the NPP range.

By supporting farmers in their transition to sustainable practices and leveraging carbon markets, UPL is driving meaningful environmental and economic change in the country. The pilot is scheduled to run until the end of 2024, after which we plan to expand the program to support more farmers in adopting climate-smart and sustainable practices.

Average of
7 tons of CO₂
p/ha sequestered
over
3-4 seasons



PILLAR 2 | Flagship Projects

CropVision:

Revolutionizing Farm Management Through Satellite Technology

African farmers are at the forefront of addressing two significant challenges: achieving food security and meeting environmental goals. The need to produce more food with fewer resources necessitates advanced tools that can help farmers optimize their practices. The CropVision project which started in April 2023 answers this need by enabling continuous field monitoring, performance tracking, and variance analysis, which are essential for **making data-driven decisions, maximizing yields, and ensuring crop health**.

Over the past year, CropVision has expanded significantly, now serving farming communities in five countries. Active across South Africa, Zimbabwe, Malawi, Côte d'Ivoire, Nigeria, and Kenya, CropVision harnesses cutting-edge satellite data to empower farmers. As of April 25, 2025, CropVision directly benefits **192 farmers and distributor agents, monitoring 2,000 fields on 338 farms across 91,441 hectares in six countries**. This represents a remarkable increase of 76,700 hectares and 1,600 fields compared to the previous year. The expansion beyond South Africa has been pivotal in achieving this growth.

The project's success is attributed to the collaboration with key technical partners, including Esri South Africa, Revolute Systems and Swift Geospatial. In fact, CropVision is based on the Normalized Difference Vegetation Index (NDVI) which is a way of measuring plant health in real-time. It helps early detection of any plant stress by identifying minimal colour changes in vegetation. Hence, by enabling early identification of crop-health issues, it helps organize timely interventions, thus **optimizing crop yields while significantly reducing the over-application of products which can harm both the environment and farmers' economic**.

Acting like a live crop monitoring system, the platform currently provides access to several functionalities including **continuous satellite crop monitoring visualised using NDVI field heat maps**. Users can also access services such as **soil scanning, targeted soil sampling, precision soil reports, fruit load counting, and fruit count** through our partner Revolute Systems. To ensure the platform remains relevant and user-friendly, we have recently improved access to field reports. Upcoming features will incorporate additional remote sensing analytics, such as indices for monitoring water stress and weed incidence. Additionally, the in-season yield prediction algorithm for maize will be extended to other crops like wheat, further broadening CropVision's applicability.

CropVision is offered at no cost to its users, providing significant value to UPL clients by enabling internal monitoring of trials and demo plots. In the future, the data collected through CropVision will be used to develop tailored spray programs and product recommendations, enhancing the overall agricultural productivity and sustainability in the region. By harnessing the power of technology, this approach not only boosts yields but also supports sustainable farming practices.

CropVision directly benefits **192 farmers and distributor agents, monitoring 2,000 fields on 338 farms across 91,441 hectares in 6 countries**.

Technology



PILLAR 2 | Flagship Projects

Empowering Agriculture through Digital Innovation:

Case Studies from Kenya and South Africa

Digital tools are revolutionizing the agricultural sector in Africa, providing farmers with unprecedented access to information, resources, and support. In a region where agriculture is a critical driver of economic growth and food security, the adoption of digital technologies is enhancing productivity, sustainability, and resilience. UPL is at the forefront of this transformation, leveraging cutting-edge digital solutions to empower farmers and agrodealers. By integrating advanced technologies into agricultural practices, UPL is not only improving the efficiency and effectiveness of farming operations but also fostering a more sustainable and inclusive agricultural ecosystem across the continent.

UPL Southern Africa app

The UPL Southern Africa app, launched in 2024, represents a significant stride in bridging the information gap for farmers and sales agents across the region. This innovative digital tool provides users with quick and easy offline access to UPL product labels, ensuring that critical product information is available regardless of connectivity issues. Given the prevalent challenge of limited cellphone signal in rural South Africa, this offline functionality is particularly useful, allowing users to access information anytime and anywhere, even in the most remote fields.

In addition to product labels, the app offers comprehensive access to UPL's product brochures, spray programs, sustainability initiatives, and other pertinent news. This holistic approach ensures that users are well-informed about the latest developments and best practices in crop production. One of the standout features of the app is the "Ask an Expert" function, which enables users to connect directly with UPL's technical experts for assistance with issues such as weed and disease identification. This feature is a game-changer, providing real-time support and empowering farmers with the knowledge they need to make informed decisions.

By reducing the time required to access critical information, the app helps prevent potential delays in crop interventions, which can be crucial for maintaining healthy and profitable harvests. This immediate access to information and expertise supports more effective and sustainable farming practices, contributing to the overall resilience of the agricultural sector.

With 205 direct beneficiaries, including farmers, technicians, professionals, and researchers, the app is enhancing the ability of South African agri-professionals to address challenges promptly, thereby improving their productivity and profitability.

UPL Kenya MZAWADI app

The UPL Kenya MZAWADI app is a pioneering loyalty program designed to strengthen the relationship between UPL and its network of stockists and agrodealers. This innovative program moves beyond traditional transactional loyalty by fostering a deeper, more relational loyalty through meaningful engagement and rewards. Launched to streamline UPL's route to market, **MZAWADI provides a clear view of product movement at every stage, enhancing market reach and boosting profitability.**

The app's primary objective is to reward stockists each time they purchase UPL products from distributors across the country. By integrating with existing UPL systems, the loyalty program can manage and monitor stockist activities, setting targets based on their purchasing history and potential. **The system sends weekly automated communications to stockists, updating them on their progress toward their targets and reminding them of the rewards they can earn.** These rewards are twofold: achieving set targets and surpassing them, ensuring continuous motivation for stockists to engage actively with UPL products.

One of the significant benefits of the MZAWADI program is the ability to gather valuable data on stockist behaviors, including their purchase patterns and regional distribution. This data provides crucial insights that help UPL make strategic decisions to enhance market penetration and customer engagement. **Stockists can accumulate points with each purchase, which can be redeemed as cash directly to their phones or for utilities like airtime tokens,** fostering an ecosystem of cross-industry rewards.

The MZAWADI app also significantly improves customer experience by making stockists feel valued and supported throughout their journey with UPL. The real-time performance tracking and automated reporting features of the app ensures that UPL can monitor and respond to market dynamics swiftly and efficiently.

By rewarding and recognizing the contributions of stockists, UPL is not only driving sales but also fostering a loyal and engaged network that is crucial for sustained growth and success in the competitive agricultural sector.



PILLAR 2 | Flagship Projects

Restoring South Africa's Grazing Lands:

UPL Approach to Alien Invasive Vegetation Control

The agricultural sector in South Africa faces significant challenges due to the spread of alien invasive vegetation. By degrading soil, depleting water resources, and reducing the nutritional value of pastures for livestock, the spread of invasive species not only disrupts ecological balance and biodiversity, affecting both plant and animal life, but also cattle growers' productivity and livelihood.

In response, for two decades, **UPL South Africa has specialized in producing state-of-the-art bush encroachment products to help farmers manage this issue and restore ecological balance.** Their key products, including Limpopo (Tebuthiuron), Browser (Picloram), and Triclon (Trichlopyr), target invasive species like Swarthak, Prosopis, and Driedoring without harming native grasslands. This approach helps restore grazing lands by eliminating invasive plants.

UPL South Africa prioritizes safety and environmental stewardship by conducting extensive research and testing to ensure precise application of their products. The company continually researches and develops new products to improve current solutions and address emerging invasive species. **Environmental stewardship is prioritized at every stage, we follow strict guidelines to minimize risks to livestock and ecosystems,** maintaining a strong commitment to sustainability and ensuring a fair balance between agricultural productivity and ecological preservation.

Farmers using UPL South Africa's products have reported positive impacts on their farming practices. These include a substantial reduction in the amount of land needed per head of livestock and decreased reliance on supplementary feed during lean seasons. **Effective management of invasive vegetation helps farmers maximize their land's potential, enhancing agricultural productivity.**

UPL South Africa also collaborates with government agencies like Working for Water, participating to capacity building and local job creation. The company also engages with local communities through educational programs, demonstration trials, and farmer outreach events. These initiatives help spread knowledge and best practices for alien vegetation management.

Restoring grazing lands and boosting agricultural productivity effectively contribute to food security, create employment opportunities, and promote the long-term sustainability of South Africa's agricultural sector. **UPL's comprehensive approach to vegetation management demonstrates the importance to adopt sustainable practices that preserve natural biodiversity for future generations.**





Foodchain



FOODCHAIN

PILLAR 3



PILLAR 3 | Foodchain



Foodchain



The Food Chain pillar of UPL Africa's sustainability strategy is driven by the vision that true food security is universal, extending to every individual across the continent. In the past year, the resilience of African food systems has been tested by severe droughts, floods, and the lingering impacts of the COVID-19 pandemic, including the fertilizer crisis. These challenges have underscored the vulnerability of local food chains. **While African food production has increased over time, it still falls short of matching the growing demand, leading to a reliance on imports. This dependency exposes local populations to global price fluctuations and highlights the urgency for building more autonomous, self-sufficient, and robust food value chains within Africa.**

UPL's mission, guided by the OpenAg® initiative, is to empower Africa's more than 33 million smallholder farmers by integrating them into comprehensive food value chains. This approach aims to **connect farmers with essential input suppliers, service providers, and offtake markets, fostering a cohesive ecosystem where each player thrives.** Through our collaborative efforts, we have established ourselves as a trusted technical partner to both the public sector and the agricultural community across the continent.

Central to our efforts is the ProNutiva® program, which represents a transformative approach to sustainable agricultural productivity. **By combining conventional crop protection methods with natural solutions, ProNutiva® enables farmers to achieve higher yields with fewer residues, thereby improving crop quality and marketability.** This program not only enhances grower economics but also helps farmers adapt to changing climate conditions. In the year 2023-24, ProNutiva® has made a significant impact, **reaching over 131,303 farmers across 91,688 hectares**, providing them with tailored crop input packages designed to boost productivity and sustainability.

Our commitment to strengthening African food chains extends beyond individual programs. UPL has been a pioneering participant in numerous high-impact food chain partnerships across the continent. Our involvement in platforms such as the Cocoa and Forests Initiative, the ECOWAS Rice Observatory, and the Food Action Alliance underscores our role in shaping critical conversations and driving collaborative efforts for positive change. At the regional level, our teams are deeply engaged with farmers, working to enhance the production of staple crops like maize, sorghum, rice, and vegetables, as well as export-oriented crops such as cocoa, cashew, or tobacco. **Through these integrated projects, we have reached 480,147 farmers**, demonstrating our dedication to improving local agricultural practices and outcomes.

Each year, our ambitions for creating robust African food chains are reinforced by the tangible progress observed in our programs and initiatives. By building stronger, more resilient, and more inclusive food value chains, we are not only supporting local farmers but also contributing to the broader goal of food security and economic prosperity for all of Africa.





PILLAR 3 | Flagship Projects

Morocco Pronutiva project:

Enabling farm-to-fork quality

The Moroccan strawberry sector, with 120,000 tons of strawberries exported annually, involves 600 farms and 12,500 employees. Despite its significant output, the sector faces numerous sustainability challenges. These include environmental concerns such as 30% higher pesticide usage and 25% more water consumption compared to average farms, social issues like 67% informal employment, and economic challenges marked by a 25% lower yield.

To tackle these issues, UPL Morocco's Pronutiva® project, launched in 2021, fosters the introduction of biosolutions and improved practices in the technical itineraries followed by strawberry farmers. The project, in collaboration with Messemer, a leading strawberry exporter to the EU, aims to **enhance strawberry productivity while ensuring compliance with strict EU regulations on crop protection products.**

The project covers 150 farmers managing 800 hectares and utilizes key products such as Vacciplant, BM Start, Calibra, and Biomite. These biosolutions are essential in managing various aspects of strawberry farming. For instance, BM Start aids in fruiting, Iodus controls Botrytis and powdery mildew, Calibra helps in sizing, and Biomite acts as a bio-acaricide. **This comprehensive approach ensures improved yield, high-quality fruits, and compliance with residue regulations.**

Pronutiva® not only addresses the immediate needs of the farmers but also supports a broader farm-to-fork sustainability approach. The project's impact extends beyond the initial 150 farmers, with a medium-term goal of encompassing all Messemer farmers. In the long term, it aims to influence other strawberry farms and berry programs, positioning UPL as a leader in biosolutions.

As it scales, the project promises significant economic benefits, including increased yields, premium market access, and higher profit margins due to better fruit sizes and quality. Socially, it improves spraying safety for farmers, while environmentally, it ensures reduced pesticide residues and better water usage.

Foodchain



Project covers 150 farmers, managing 800 hectares



PILLAR 3 | Flagship Projects

UPL's Integrated Project Approach :

Empowering farmers in Mali, Ghana, and Mozambique

Most African smallholder agronomic farmers face several well-known challenges (access to knowledge, finance, quality inputs, and output market) which are all obstacles to their development, whatever their potential may be. The integrated project is UPL signature approach to provide smallholder farmers with the necessary enabling environment for their adoption of improved technologies and practices, and ultimately foster their economic development.

UPL local entities have been leading integrated projects for more than 10 years, either through self-organized initiatives like in Mali, Ghana, Ivory Coast and Kenya, or by connecting to existing national initiatives like in Mozambique with the SUSTENTA program.

'In the 2023 season, we supported an impressive total of 480,147 farmers across the continent with the integrated approach. This covered a variety of crops including maize, rice, sorghum, cocoa, cashew and vegetables.

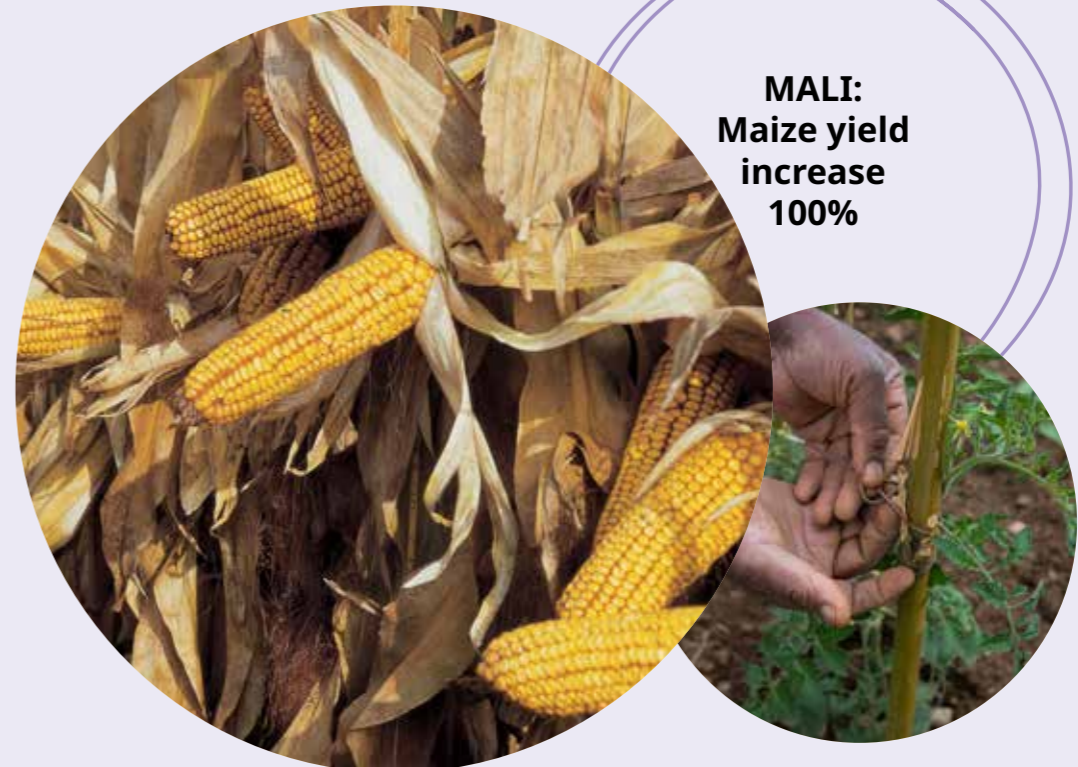
By focusing on training, providing quality inputs, facilitating market access, and fostering trust among stakeholders, these projects significantly enhance agricultural productivity and improve livelihoods. Here are a few specific examples of integrated projects implemented during the 2023 cropping season:

MALI

In Mali, the agricultural landscape is characterized by low productivity, insufficient technical expertise, and limited access to quality agricultural inputs and credit. The UPL project in Mali tackles these issues head-on, focusing on essential crops such as maize, onion, and tomato. Collaborations with key stakeholders, including the National Maize Interprofession Association (IPROFIM), the international NGO EDC-EUCORD, and USAID's SUGU YIRIWA program, form the backbone of this initiative. These partnerships are vital in establishing a comprehensive support system centered on addressing key farmer challenges. Activities include **training extension agents, providing input package kits (covering maize, onion, and tomato), and offering individual farmers connections to offtake markets.**

A core objective in Mali is to cultivate trust between farmers, financial institutions, national bodies, agricultural input suppliers, and offtakers. This holistic approach ensures mutual benefits and enhances profitability across the maize food chain. The results speak for themselves: **maize yields have surged from 2 to 5 tonnes per hectare, and farmers' revenues have doubled.** These outcomes highlight the project's substantial impact on agricultural productivity and economic development.

Foodchain



MALI: Maize yield increase 100%

UPL's Integrated Project Approach (continued) :

Empowering farmers in Mali, Ghana, and Mozambique

GHANA

In Ghana, the Callighana Integrated Project, implemented during the 2023 cropping season, focused on promoting the adoption and utilization of crop protection methods and high-yield seed varieties for **maize, sorghum, and rice**. The project operates in Northern Ghana, a region where access to inputs and reliable suppliers is a significant hurdle. By providing high-yield seed varieties and ensuring consistent access to premium inputs, the project aims to boost harvest volumes and improve livelihoods. The project also employs a payment plan system for input support, provides extensive farmer training, and monitors farming activities through field agronomists.

The Callighana team engaged with several critical stakeholders to connect to end user farmers and change the game at scale. Guinness Ghana Brewery Limited, through the 2SCALE program and its aggregator Faranaya, allowed the team to extend support to 5,000 sorghum farmers. 150 rice and maize farmers were supported via Idan Farms, and 25 maize farmers with Gunguna Farms. Additional offtaker partners such as Agromite and the Savannah Farmer Group, also played crucial roles in connecting the integrated offer of inputs and services to more than 760 maize farmers.

In total **the project benefitted 5,935 farmers, and more than 20 technicians and professionals, while promoting youth and women's participation in agriculture.**

MOZAMBIQUE

Mozambique presents a unique scenario with its predominantly rural population, where 97% of people engage in family farming. The SUSTENTA program, a national initiative, **integrates family farming into productive value chains, focusing on crops like cashew, cotton, and tobacco**. The program initiated by the Ministry of Agriculture and Rural Development prioritizes food security, family income, employment, social inclusion, and increased production and productivity.'

UPL's involvement through AgriFocus in the SUSTENTA program is extensive. It includes **training 500 farmers in the correct and safe use of pesticides, supplying 40 tons of bean and potato seeds, and providing products for fall armyworm control and stored product treatments**. These efforts aim to improve the quality of life for rural households by promoting sustainable agricultural practices. The program's extensive reach has **supported 255,000 smallholder farmers, including 32,500 cashew farmers, 133,000 cotton farmers, and 90,000 tobacco farmers**. Additionally, 4,000 extension agents have been trained to ensure the sustainability and long-term impact of these interventions.

GHANA: 156,178 farmers supported (including cocoa projects)

MOZAMBIQUE: 255,000 smallholder farmers supported



Transforming Rice Farming in Nigeria:

Advanta's Pioneering Hybrid Rice and GAP Training Initiative

In Nigeria, rice is a staple food and an essential part of the national diet, yet the country's average yield of two tons per hectare lags significantly behind global standards. This is largely due to the low adoption of new and improved rice varieties, a challenge that has persisted in the rice value chain for over four decades. In response to this pressing issue, the Advanta team, part of the UPL group, embarked on a groundbreaking initiative to pioneer rice hybridization adoption and promote Good Agricultural Practices (GAP) training aimed at smallholder rice farmers.

From June to November 2023, Advanta collaborated with WACOT Agro, a TGI Group company, to implement a project designed to revolutionize rice production in Nigeria. The initiative was centered on the introduction and demonstration of Advanta's selected hybrid rice varieties, specifically SWARNA 2 and PAC 801, across three major rice agro-ecological zones in the country. This partnership extended to the Rice Farmers Association of Nigeria and included key stakeholders such as the Kano State government, thereby ensuring broad-based support and engagement from local farming communities.

The primary objectives of this project were threefold: to significantly increase the productivity of smallholder rice farmers, to pioneer the widespread adoption of hybrid rice production as a means to achieve food security, and to improve the livelihoods of farmers by showcasing the higher return on investment (ROI) associated with using Advanta's hybrid rice varieties. Through practical proof-of-concept demonstrations, the project aimed to provide tangible evidence of the benefits of hybrid rice cultivation.

To achieve these goals, the project established 20 demonstration farms strategically located in the Northwest, Northeast, and North Central regions of Nigeria, which are key rice-producing areas. Training sessions and farmers' field days were organized in these zones to disseminate knowledge and practical skills. These events were designed to equip farmers with comprehensive agronomic practices, covering all stages of rice production from nursery to harvesting.

Farmers were introduced to advanced agronomic techniques that significantly improved their rice cultivation practices. **The training and demonstrations revealed that the ROI on Advanta's hybrid rice variety PAC 801 was three times higher than the conventional practice of using FARRO 44.** This remarkable increase in productivity and profitability has the potential to transform the economic landscape for smallholder rice farmers in Nigeria.

This initiative not only addresses the immediate challenges faced by rice farmers but also contributes to the broader goal of achieving long-term food security in the region. The success of this project underscores the critical role of innovation and collaboration in driving agricultural progress and improving livelihoods in farming communities.

ADVANTA
Modern Science - Traditional Values

Farmers testimonies:
Alhaji Ali Karfi & Saiki Gida kadawa (a traditional title holder and farmer) said he harvested 6 tons of rice from PAC 801 field compared to the local variety called Jemaima where he had yield of about 2 tons each.



Foodchain

PILLAR 3 | Flagship Projects

Promoting Smallholder Dairy Business in Northern Nigeria:

Advanta's improved pasture project

Historically, the Fulani people, who are the main cattle breeders in Nigeria, have focused on pastoralism with a primary emphasis on meat production. In this context, cows are traditionally owned by men, while milk is considered the domain of women.

As part of their work to reinforce local value chains, **Advanta has launched an initiative, set in the Paikon Kore Dairy Cooperative grazing reserves in Abuja, that addresses the critical gap between the local demand for dairy products, which stands at about 1.3 billion tons annually, and the mere 10% supplied locally.**

The project is built upon a partnership with Nestlé and the 2SCALE program, aiming to deepen and accelerate an inclusive business model that not only develops 1,000 hectares of grazing area but also showcases how improved pasture can enhance the productivity of indigenous cattle. This collaboration introduces a fresh milk value chain centered on the Fulani dairy cooperative model, fostering a systematic feed and fodder supply while encouraging a transition to smallholder dairy farming.

The project had several key objectives: establishing improved pastures to boost the productivity of local cattle, training Fulani dairy farmers in advanced pasture production techniques, building sustainable fodder systems, and ultimately increasing milk production among the Fulani dairy cooperative. These efforts were supported by a broad array of stakeholders, including the 2SCALE (IFDC) program team, Nestlé Nigeria PLC, the Federal Ministry of Agriculture in Abuja, CAM Dairies, Animal Care & Terratiga, and Solar Creed.

Practical activities included the establishment of a 0.5-hectare demonstration farm featuring the improved pasture variety Nutrifeed. Farmers were trained on advanced pasture production techniques, and feeding trials using improved feed were conducted over two to four weeks. Additionally, two field days were organized to showcase the results to a broader group of farmers, highlighting the benefits and practicalities of the new methods introduced.

The project directly benefited 3,400 smallholder farmers, including 200 who received training on improved pasture production during the field days. Moreover, 51 small and medium enterprises and 20 producer organizations were involved, enhancing the overall ecosystem. Youth training programs focused on advanced pasture production techniques, and initiatives were put in place to form women pasture producers, thus improving access to quality fodder.

This initiative is promoting a more resilient and self-sufficient local dairy industry in Northern Nigeria.



Farmer testimony: Mohammad Musa Bayero is a 42-year-old lead farmer from Paikon Kore. His farmland was used as a demonstration "I was one of the participants and beneficiaries of the GAP agronomic training using Nutrifeed demonstration farm and pasture production from 2SCALE/ADVANTA. My farmland of 0.5 hectare was used to plant the Nutrifeed seeds gotten from ADVANTA. In addition, our community was given one forage chopper, a drum of molasses and bags to package the silage during the dry season. The cows used to produce 0.5 liters to 1 litre daily but with consumption of Nutrifeed, during the first five days of consumption the cows produced 0.5 liters. From the 6th -10th day, the cows produced 1 litre, from the 11th -15th day the cows produced 2 liters and from 16th -20th day, 2.5 liters of milk was produced. This is great impact for us since we now have more milk to consume and sell. A litre of milk is sold for N300 (\$0.7) and this is a great source of income for our wives."



Partnerships



PARTNERSHIPS

PILLAR 4



Pillar 4 | Partnerships

72
Active Sustain-
ability partner-
ships

535,571
Farmers
reached through
partnerships

The challenges facing African farmers today are significant and multifaceted, including climate change, declining soil health, limited access to quality inputs, finance, and insufficient educational resources. To effectively tackle these issues, **we advocate for a collaborative approach that brings together diverse expertise, resources, skill sets, and capacities from various stakeholders both within and beyond the agricultural sector.**

Our vision is rooted in the belief that overcoming these challenges requires comprehensive solutions. This philosophy is encapsulated in our OpenAg® approach, which emphasizes collaboration and partnerships as the cornerstone of creating transformative, scalable results. Through OpenAg®, we aim to align industry efforts and combine resources to foster development opportunities within the agriculture sector, ultimately achieving higher food security for all.

Since the inception of our Partnerships 4 Sustainability (P4S) initiative in 2019, we have pursued and secured synergistic collaborations across Africa and with international stakeholders. These partnerships span critical areas such as research, development, policy, finance, and technology. By engaging with partners who share our sustainability and farmer-centric values, we strive to generate transformative, long-lasting impacts for African agricultural systems and farmer communities. The collaborative efforts of P4S allow us to provide holistic solutions tailored to the specific needs of farmers and their markets, thereby making African agricultural systems more productive, efficient, and sustainable.

Our mission under the P4S initiative is twofold: to positively impact the lives of more farmers and to catalyze the widespread adoption of sustainable agricultural technologies and practices. UPL offers a comprehensive portfolio of integrated agricultural solutions and has one of the largest distribution networks on the African continent. However, we recognize that technology alone is not sufficient to bring about the complete transformation of food systems.

It is imperative to involve local research, provide patient demonstrations and training, ensure access to tailored input finance, and promote forward-thinking food chains. **In 2023 alone, our active sustainability partnerships have grown to 72, reaching over 535,571 farmers through these collaborations.**

The impact of these collaborative efforts is evident in various initiatives across the continent. In West and Central Africa, our partnership with cocoa industry stakeholders has flourished, focusing on income diversification projects that enhance the livelihoods and food security of cocoa communities. In Mali, we have expanded partnerships with NGOs to support fragile and exposed rural communities in regions facing climate and political instability. Meanwhile, in Mozambique, UPL is a crucial partner in the governmental SUSTENTA Program, providing access to quality inputs and technical knowledge across all country districts, thus supporting the cultivation of vital crops for the national economy.

Through these efforts, we are not only enhancing agricultural productivity but also contributing to the economic empowerment and social well-being of African communities. The Partnership pillar is a tribute to our colleagues of the development world and agriculture industry who help us drive deeper, more meaningful change in African agriculture, ensuring that the continent's farmers are equipped not just to survive but to thrive in a rapidly evolving world.



PILLAR 4 | Flagship Projects

Cocoa Income Diversification Project:

Empowering Farmers in Côte d'Ivoire and Ghana

The Cocoa Income Diversification Project, started in 2019 in partnership with major cocoa industry players, is aimed at improving the livelihoods of cocoa farmers in Côte d'Ivoire and Ghana. This project is part of UPL's broader strategy to enhance sustainability and economic resilience in West and Central Africa, where cocoa plays a crucial economic role.

Côte d'Ivoire and Ghana collectively produce about two-thirds of the world's cocoa, making them pivotal players in the global cocoa market. Cocoa farming provides employment for approximately 1.6 million farmers in Côte d'Ivoire and 800,000 in Ghana, supporting millions of dependents and serving as a major revenue source for the governments. Despite this, cocoa farmers earn a meager 6.6% of the total value added to cocoa beans, translating to a daily income of only \$0.78, far below the international poverty line of \$1.90 per day. This precarious financial situation has been further exacerbated by climate change and the recent El Niño phenomenon severely affecting cocoa productivity during the 23-24 season, and by the fertilizer crisis impacting the African continent as a late consequence of the COVID-19 pandemic.

The primary goal of the Cocoa Income Diversification Project is to **enhance and diversify the incomes of cocoa farmers by introducing the cultivation of food crops.** This approach aims to provide new income streams, build resilience against economic shocks, reduce deforestation, and improve food security for the farming communities. It has also proved to be an excellent vehicle for **women empowerment.** In fact, the production of food crops is often led by women who regroup in Village Saving and Loans Associations (VSLA). These platforms are a great entry point for collective training, shared labour and investment.

UPL has been collaborating with major stakeholders in the cocoa industry, including Touton, OFI, Barry Callebaut, and Cargill to support their cocoa supply chain communities. These partnerships align with UPL's OpenAg® commitment and cocoa industry sustainability program objectives, which focuses on creating sustainable agricultural practices and fostering long-term relationships with farmers and communities.

Several key activities have been implemented to reach project goals. Cocoa cooperatives extension agents receive training from Callivoire and Callighana crop experts ahead of cropping season on the use of tailor-made food crop input packages (including high-quality seeds, crop protection and biostimulants). Evidenced through demonstration plots, this knowledge is then passed on to farmers and VSLA groups who voluntarily enroll in the project.

During fiscal year 23-24, **125 VSLA groups have been supported including 6,178 farmers in Ghana and 3,210 in Ivory Coast.** 150 demo plots of 8000 m² (2 acre) each were established in Ghana, and 220 plots of 1000 m² in Ivory Coast. Farmers decided to focus on **pepper, okra, and eggplant** kits this year. After witnessing **an average of a 6:1 return on investment**, farmer response to the diversification initiative has been overwhelmingly positive. By engaging in the cultivation of food crops, farmers have generated significant **additional income during the cocoa off-season** that not only improves their economic stability but also enhances their agricultural skills and food security.

The project has involved **27,626 farmers since 2019.** The project has also extended its reach by strengthening relationships with partners, impacting more than 150,000 cocoa farmers through the crop protection project. This project exemplifies the profound impact that well-planned and executed agricultural initiatives can have on enhancing livelihoods and promoting sustainable development in key regions of the world.



Project
has impacted
27,626 farmers
since 2019

Farmer & Stakeholder Testimonials:



Name: Abdulai Tanko
Community: Lineso
Cultivated crops: Chilli pepper and Okra

I have been a cocoa farmer for close to 15 years and did not have much knowledge and experience in vegetables cultivation. But through this project, I've been trained in vegetables nursery manage, fertilizer and pesticides application. This will help me understand vegetables production on my own in the future. Other Farmers in my community who are not Cargill Farmers can also consult me for knowledge when they want to venture into vegetables cultivation. Through the project, I was able to diversify my income sources when cocoa was out of season. I was able to pay the school fees of two of my children. Without the project, I could not have done it because at that time, cocoa which is the main source of my income was not giving me much. Again, I was able to supplement the nutritional needs of my household and save the money I would have spent on buying pepper and okra for consumption.



Name: Baba Henry
Community: Kroboano
Cultivated crops: Pepper and Okra

The program helped in terms of knowledge acquisition and secondary income generation. Last year, I had the privilege of being a part of the Cargill veggies project. I count it privilege because of the benefits I have gained. I had some money from the project to supplement my income. I was able to attend social events that were held outside my community and honor my financial obligations. My children were well fed on the harvests of the project. And my share of the accrued revenue from the project, supported my children in school..



Gbadegbe Newlove,
 Farmer Livelihoods
 Coordinator for Cargill Ghana Representative on the Vegetable Project.

Can you share with us the activities and ambitions of the Vegetable Project and how it's supporting farmers in the cocoa supply chain? *The Vegetable Project is an initiative aimed at bolstering the economic resilience of cocoa farmers within the Cargill cocoa supply chain. It's designed to diversify their income streams by introducing vegetable cultivation alongside cocoa production. Vegetables offer a shorter production cycle and high demand in cocoa-growing areas, making them a suitable additional income source. The project seeks to enhance farmers' income through vegetable sales, promote vegetable consumption, and improve farmers' knowledge and skills in vegetable production.*

Could you elaborate on the roles of Cargill Ghana and CalliGhana in the project? *For the initial phases, Cargill Ghana provided funding while CalliGhana offered technical training for group leaders, farmer groups, and staff on chili pepper production. CalliGhana also procured and distributed necessary equipment and farm inputs*

and provided monitoring support. In subsequent phases, Cargill Ghana continued funding the project and organized training for stakeholders while CalliGhana facilitated procurement and delivery of equipment and inputs and continued to offer technical support and monitoring.

How long has the Vegetable Project been running with CalliGhana? *Three years.*

What economic impact has the project had so far? *The project has been instrumental in providing farmers with an additional income source, particularly amidst increasing financial challenges. On average, the return on investment has been 6.5, indicating a significant positive impact.*

Are farmers currently able to take over the project and create their own fields? *Yes, they are.*

Do you believe it's something that can be sensitized to more people? *Yes,, the success of the project demonstrates its potential to be replicated and scaled to benefit more farmers.*

How many farmers and women have benefited from the project since its inception? *To date, 6178 farmers and 2112 women have benefited from the project.*

What has been the economic impact of the project on farmers? *The project has significantly increased the disposable household income of participating farmers and provided employment opportunities for women engaged in vegetable sales. Additionally, 934 farmers have ventured into chili pepper cultivation independently, leveraging the knowledge gained from the project.*

Has the Vegetable Project had a positive impact on the overall sustainability project? *Yes, the project aligns with our Cargill Cocoa Promise, contributing to better incomes and living standards for farmers while promoting sustainable cocoa production. It has empowered farmers with alternative livelihood ventures and prevented land degradation by discouraging illegal mining (also known as Galamsey) activities.*

Finally, do you find CalliGhana's participation in the project mutually beneficial? *Absolutely, CalliGhana's expertise and support have been invaluable in driving the success of the Vegetable Project. Their participation has been mutually beneficial, contributing to the project's effectiveness and sustainability.*

Located in the middle of Sahel, Mali faces regular terrorist and food insecurity threats. In this context UPL's local subsidiary, MPC (Mali Protection des Cultures) has become a reliable partner for NGOs supporting the agricultural sector.

Throughout the fiscal year 2023-2024, MPC collaborated with several NGOs to strengthen the capacities of farmers and ensure access to quality agricultural inputs such as hybrid seeds, phytosanitary products, and biosolutions.

These NGOs in Mali recognized the need to introduce sustainable agricultural solutions within communities and to provide technical support to enhance their cropping techniques.

To achieve these goals, MPC established robust partnerships with various stakeholders, including **Plan International, CPHDA (under the USAID funded Keneya-Nieta project), International Rescue Committee (IRC) Mali, CNFA (under the USAID funded Sugu Yiriwa project), and AGRA**, among others. These partnerships allowed for a comprehensive implementation strategy involving MPC and the NGOs as implementers, and farmers, technicians, and agrodealers as the primary beneficiaries.

Training sessions were conducted for farmers and agrodealers, and workshops were held to enhance their knowledge and skills. Local fairs were also organized to showcase new agricultural products and technologies, while farmer field schools were established at the rural level to trial hybrid seeds and biosolutions. These field schools served as practical learning centers where farmers could observe and adopt best practices firsthand.

The impact of this project has been significant. Through collaboration with Plan International Mali, over **530 farmers were trained on best maize production** practices and organic fertilizer production, with 216 women participating. Additionally, **967 farmers were trained on vegetable crop production** and the effective use of seeds, biosolutions, and phytosanitary products. Among them, 917 were women, highlighting the project's commitment to gender inclusion. Furthermore, 25 technicians from Plan and government extension agents received training on various agricultural best practices, and over 50 agrodealers and professionals were equipped with advanced knowledge and skills.

The collaboration with **CNFA under the Sugu Yiriwa project saw 100 farmers and 116 hectares incorporated into the Maize Integrated Program.** Farmers were provided with high-performance maize input kits on credit, along with training, extension services, and direct market access. Similarly, under the Keneya-Nieta project with CPHDA, 124 lead trainers were trained across 62 villages, and 62 farmer field schools were established, showcasing horticultural input kits including seeds, crop protection, and biostimulants.

The project has not only directly benefited numerous farmers, technicians, and agrodealers but has also had a positive ripple effect on the broader community and environment. By improving crop productivity, these initiatives have boosted farmers' revenues and contributed to the sustainability of farming areas. Additionally, the introduction of hybrid seeds such as Kabamanoj maize, Raja tomato, Oxylus F1 cabbage, and NPP biosolutions like BM Start biostimulant and Zeba Soil Conditioner has created significant demand, ensuring the continued adoption of innovative agricultural practices.

This flagship project exemplifies the positive impact and mutual benefit of strategic partnerships between UPL local offices and development practitioners in transforming agricultural landscapes and securing livelihoods.



530
farmers
trained on
maize production

967
farmers trained
on vegetable
production



UPL - Advanta - AFAP Partnership in Uganda

In the face of escalating fertilizer prices and looming food insecurity, Sub-Saharan Africa faced an impending food crisis. To tackle this challenge, **UPL and Advanta joined forces with the Sustain Africa Program in Uganda sponsored by the Bill & Melinda Gates Foundation and Rabobank and implemented by AFAP**, a social enterprise that aims to increase access to inputs for farmers in Africa. From April to December 2023, this partnership made significant strides in promoting sustainable agricultural practices and enhancing food security in the region.

The crisis not only highlighted the over-reliance on imported chemical fertilizers but also underscored the necessity for sustainable agricultural approaches. Recognizing this, **the collaboration focused on demonstrating the importance of regenerative practices such as soil health management, and crop diversification.**

Under the Sustain Africa initiative, the partnership aimed to achieve several key objectives. These included supporting smallholder farmers in enhancing productivity and resilience, reducing food loss, improving soil health, and promoting sustainable farming practices.

The project's scope of work encompassed various activities, including the deployment of Community-Based Agents (CBAs) to facilitate outreach and training. UPL and Advanta provided a complete input package including hybrid seeds, crop protection products, soil health technologies and agronomic expertise, while AFAP coordinated program activities and engaged with stakeholders at the local level.

At the forefront of the project's success are the 8 meticulously managed demonstration plots strategically located in key agricultural hubs of Eastern and Central Uganda, **focusing on key food security crops such as maize and tomatoes.** These plots serve as living laboratories, showcasing the efficacy of sustainable farming practices in enhancing crop yields (up to 3 tons/acre!) and soil fertility.

The project's outreach efforts, including **field days** and **radio programs**, have catalyzed a paradigm shift in farmers' attitudes and practices. By disseminating knowledge and fostering dialogue, the initiative has empowered over **500 farmers and 60 agro-dealers** with the tools and insights needed to embrace sustainable agricultural practices.

Central to the project's success was the training of **53 Community-Based Agents (CBAs, including 29 Females & 24 Males)** in stewardship and safe chemical handling. These frontline ambassadors play a pivotal role in bridging the gap between agricultural innovation and grassroots communities, ensuring that knowledge is not only disseminated but also applied effectively on the ground.

The collaborative efforts between UPL, Advanta, and AFAP have yielded tangible improvements in seed, crop protection, and biosolutions availability and usage. By promoting these essential inputs and providing agronomic expertise, the partnership has empowered farmers to unlock their full agricultural potential, thereby bolstering food security and livelihoods.

Based on the success of this first collaboration in Uganda, the partners have decided to expand their collaboration to new crops and regions in 2024, with 12 new demonstration plots focusing on maize, sorghum, tomato and watermelon.



Advanta collaboration with Farm Africa in Tanzania

In July 2023, the Advanta team, in partnership with Farm Africa, and with funding from UNDP, worked on a transformative project in Longido district, Arusha region. This initiative was born out of the urgent need to address the economic hardships faced by the Maasaï community, who are traditional cattle breeders in this area. Pre-existing agricultural practices had proven inadequate for sustainable livelihoods, leaving the community vulnerable due to their reliance on rain-fed agriculture and pastoralism. **The project was set to leverage investments in horticulture and forage production, diversifying livelihoods and enhancing resilience among local farmers.**

This collaborative effort involved multiple stakeholders. **Farm Africa provided project management and coordination, while input companies such as Advanta supplied agricultural inputs and technical support.** The implementation team included staff from Farm Africa, Advanta, TARI, Seed Co, and Kilimo Halisi, who played crucial roles in executing project activities and offering on-the-ground support. The beneficiaries of this project were **1,224 smallholder farmers, including 669 females and 555 males, who received training, technical assistance, and access to improved agricultural inputs.**

Five demo farms were established, showcasing a variety of crops, providing practical learning opportunities for farmers to observe and replicate best practices in crop management. Notably, these demo farms highlighted Forage Sugargraze and Tomato ADV 1247 varieties.

This strategy aimed to boost income and employment opportunities for these vulnerable farmers, aligning with broader development goals of poverty reduction and economic empowerment. Another key objective was to **support smallholder farmers through training and technical assistance, empowering them to improve production, nutrition, and food security.**

The introduction of Forage Sugargraze has mitigated livestock losses among the Maasai community, contributing to improved food security and resilience to climate shocks. The project has also stimulated demand for improved tomato seeds like Advanta Tomato ADV 1247. This demand has created employment opportunities and fostered economic growth within the agricultural sector. The adoption of improved agricultural practices is expected to have positive ripple effects on local economies, including increased productivity, income generation, and market access for these farmers.



Tumaini Elibariki, Program Manager at Farm Africa, praised the collaborative efforts: *"Farm Africa in collaboration with Advanta Tanzania through UNDP funding has done tremendous work to support the Maasai Community with Climate Smart technologies in Longido Arusha, Tanzania. As a program manager, I have witnessed the Maasai community members approaching the performance of improved tomato seeds (Raja F1) enabled them to earn quick income during the dry season through selling tomatoes, and the Sugargraze seeds which enabled them to produce feeds for their cattle and rescued them from persistent drought. More engagement with the Maasai community, mostly pastoralists, will create great opportunities for improved animal feeding in the area."*




OPEN HEARTS

PILLAR 5

PILLAR 5 | Open Hearts

\$108,478
Charity Budget
invested in 23/24

93,750
Beneficiaries
reached

122
Man-days invest-
ed by UPL staff in
charity projects

The OpenHearts pillar embodies our dedication to uplifting the socio-economic fabric of the communities in which we operate. Beyond our core business, OpenHearts extends our impact to touch other facets of life in Africa, where agriculture is not merely an industry but the backbone of societal wellbeing. Africa's agricultural landscapes are often marked by remote and underserved areas where access to essential services, such as healthcare and education, is limited. Recognizing this, OpenHearts focuses on more than just enhancing agricultural productivity; it aims to enrich the lives of the people behind the produce. We believe that robust agricultural systems thrive only when they are part of a well-supported community. This philosophy drives our efforts to not just improve farming practices but to also invest in community-centric projects that address critical needs in healthcare, education, and social inclusion.

Throughout our journey in Africa, UPL has continuously invested in initiatives that make a tangible difference in people's lives. In 2023, our employees devoted 122 man-days to community service, reinforcing our role as a trusted ally to growers, their families, and their broader communities. This hands-on involvement highlights our commitment to fostering real-world impacts beyond the boundaries of our business.

Our collaboration with The Heart Fund in Côte d'Ivoire is a testimony of our dedication to far-reaching, sustainable health solutions. Through the 'Mobile Heart' campaign, we have traversed the country to provide vital healthcare screenings and raise awareness about cardiovascular risks. This initiative not only offers immediate health benefits but also builds long-term capacities by educating local doctors and community health workers.

The UPL Africa Women Network has also been instrumental in empowering women across our communities. By spearheading local initiatives and participating in international campaigns like 'Pink October,' we have raised awareness on critical health issues and supported female farmers and colleagues in their professional and personal growth.

In total, our community engagement efforts this year have reached and supported 97,700 people across the continent. Each of these individuals represents a step towards a more inclusive, healthy, and empowered Africa. OpenHearts is a testament to our belief in the power of community and our commitment to driving positive change beyond agriculture.





PILLAR 5 | Flagship Projects

The Heart Mobile:

Transforming Cardiovascular Health in Rural Côte d'Ivoire

Since 2021, UPL Group, the Shroff family and The Heart Fund have launched an ambitious five-year initiative titled "The Heart Mobile". This program targets underserved rural communities, particularly within UPL's operational regions, with the objective of enhancing the accessibility and effectiveness of cardiovascular health services.

The initiative aims to improve health outcomes in these communities through a two-pronged approach. First, it seeks to increase the accessibility and effectiveness of health services by promoting awareness, education, prevention, and treatment programs. Second, it focuses on strengthening local medical and health capacities, ensuring that Côte d'Ivoire can sustainably manage and improve its health outcomes.

Central to the program's strategy is the **democratization of access to cardiovascular health education and care**. By disseminating crucial information about cardiovascular health, the initiative empowers communities with knowledge and preventive measures. Extensive screening campaigns are conducted, along with disease management services to identify and treat cardiovascular conditions early.

The program also prioritizes the **capacity-building of local healthcare providers**. Advanced medical education and postgraduate training on hypertension and chronic coronary syndrome are provided to local health professionals. The initiative ensures a streamlined process for referring patients to specialized care and enhances diagnostic capabilities by equipping regional health centers with essential medical equipment, including mobile ultrasound machines.

The impact of the third year of project has been significant. Between January and July 2023, **seven campaigns have been conducted across seven departments**, visiting 21 villages over 21 days and covering 7,514 kilometers. The program has conducted **6,334 cardiology consultations, 534 ECGs, and 78 ultrasounds**. Through these efforts, **6,334 people have been directly made aware of cardiovascular risk factors**, indirectly affecting approximately 31,670 relatives. Print campaigns in schools and medical centers have covered 21 villages, impacting around 300,000 inhabitants.

In addition to medical outreach, the initiative emphasizes **nutritional education**. Food and Cardiovascular Diseases training workshops have engaged **2,700 individuals, and 164 individual consultations** have been provided. Local health professionals have also benefited, with 92 being trained on cardiovascular prevention through nutrition. Furthermore, 34 health professionals have attended advanced classes on hypertension and chronic coronary syndrome, and 46 community health workers have been trained in screening techniques.

The program has also enhanced the capabilities of medical centers by equipping one rural center with a mobile ultrasound. The referral system has been strengthened, resulting in **195 patients being referred to health professionals, and 476 patients receiving free treatment for hypertension, cholesterol, or cardiopathy**, significantly improving their health. 8% of patients screened have received free treatment for various cardiovascular conditions, and 13 patients diagnosed as needing specific cardiology care.

The Heart Mobile program exemplifies UPL Group and The Heart Fund's commitment to community health and sustainability beyond business. By integrating education, prevention, and medical capacity building, this initiative not only addresses immediate health needs but also lays the foundation for long-term cardiovascular health improvement in rural Côte d'Ivoire. As the program continues, it promises to bring even greater health benefits to these underserved communities.

UPL has been supporting The Heart Fund since 2021



Open Hearts

PILLAR 5 | Flagship Projects

UPL Corp Africa Women's Network:

Empowering women throughout the African Continent

As part of UPL Corp's commitment to empowering women, it established the UPL Women's Network as a **platform to attract and develop female talent, enabling them to uplift their personal and professional lives with success, joy and pride**. The Network provides a unique platform for gender and equality to be discussed, advanced, and understood better – and involves several activities led at global and regional levels. Through this initiative, UPL is driving inclusiveness and raising awareness around gender diversity across the company and the wider sector.

The UPL Women's Network Africa Chapter has gone from strength to strength over the past year. The Network has focussed its attention on five key areas: increasing membership, furthering education both internally and externally, promoting women's health and wellness, partnering with HR to support them increase the number of women in management and sustainability.

In terms of internal education, the team continued on the back of the previous year's success by hosting events featuring inspirational speakers. **This year saw the inaugural "Women in Agriculture Celebration"**, which was hosted in Durban, South Africa in August 2023, to coincide with South Africa's National Women's Day. The event hosted local female employees, suppliers, clients, and other stakeholders and was streamed live globally to extend reach beyond Durban. Dr Phumla Mnganga, an academic and businesswoman and Dr Imtiaz Sooliman, Founder of the International Humanitarian Organisation, Gift of the Givers were the keynote speakers at the event.

Other educational employee events in South Africa included the UPL Women's Book club, which met monthly to discuss women's issues in the workplace. UPL Women's Network members were gifted copies of Sheryl Sandberg's best-selling book "Lean In". The book covers topics such as "gender and leadership", "early exposure to gender roles", "cultural depictions of career women", "impostor syndrome", "success and likeability" and many more interesting topics. The steering committee also organised outreach events, in association with the UPL marketing department, which included both KwaZulu Natal and Gauteng Women's Network members at Farmer's Field days in both provinces. These events exposed female staff to elements of the UPL business they would not normally encounter, such as product training, demo trials and client interaction.

On the external training front, the South African Chapter facilitated **stewardship training and the donation of PPE for the Westview High School**. The school based in Gqeberha (formerly Port Elizabeth) in the Eastern Cape province of South Africa, caters for pupils with learning difficulties. In addition to an academic curriculum, it also offers a technical occupational curriculum which features an Agricultural Studies Department. Training was conducted by UPL South Africa's stewardship unit called Galela Kakuhe and covered UPL's Global Stewardship model, which covers topics such as: Safe handling, calibration and application of agricultural chemicals, product label interpretation and the importance and correct use of PPE (Personal Protective Equipment) and environmental safety.

The WECA region of the Women's Network organised several activities for its members throughout the year, these included: **International Day of Rural Women run through the month of October**. This initiative is a Photo Challenge, open to all female employees in which they are invited to depict a scene typical of their client environment. The winning result of this year's challenge is proudly displayed on the front page of this report and features Karina Meye who works at UPL Cameroon (Arysta LifeScience Cameroon).

The UPL Corp Africa Women's Network has grown from strength to strength over the last year





PILLAR 5 | Flagship Projects

UPL Corp Africa Women's Network (continued):

Empowering women throughout the African Continent

International Women's Rights Day saw activations in Ivory Coast and Cameroon. A **conference on "Empowering women, accelerating the pace"** was held in Ivory Coast and featured Sylvie Opono, Head of sustainability at ECOM as guest speaker. The event was also streamed to the rest of the region. In Cameroon our small female staff component joined an initiative of Socopalm (industrial palm oil plantation) where they partook in a fitness programme, skincare workshop and finally a training session on the making of cleaning products for household consumption.

October is the month of women's health and breast cancer awareness. The **UPL Women's Network Africa Chapter celebrated Pink October on 31 October 2023** with a women's health awareness event which was held at the UPL Head Office in Durban, South Africa. The pink themed event was also attended online by colleagues from across the African Continent. Women's Health practitioner Dr Trish Manilall spent an informative session with delegates reiterating the importance of self-examination, highlighting risk factors, and discussing other recommended women's health checks.

The 2023 AGRF Summit theme was Recover, Regenerate, Act: Africa's Solutions to Food Systems transformation. The 2023 theme focused on building back better food systems, with focus on youth and women. Naturally as the theme was announced, the AME Women's Network Africa Chapter set out to contribute to the event in a unique and sustainable manner. **Fabric used in previous UPL exhibitions from various trade shows and events on the African Continent were up-cycled and formed the basis of the conference bags that were distributed to delegates visiting our stand at AGRF 2023.**

Subtle branding highlighted the 'sustainability story' behind the bags and explained the mission and work of the UPL Women's Network in Africa. In total, 300 unique bags were produced, and approximately 243m² of fabric, that would otherwise have ended up in a landfill were repurposed.



243m² of fabric, that would otherwise have ended up in a landfill, were repurposed into the AGRF 2023 Conference Bags



PILLAR 5 | Flagship Projects

UPL Corp Southern Africa

Various Corporate Social Responsibility (CSR) Initiatives

At UPL, our commitment to community benefit extends beyond our business practices. We believe in fostering sustainable growth and development that positively impacts the lives of those around us. Our dedication to social responsibility is reflected in numerous initiatives aimed at supporting local communities, promoting healthcare, education, nutrition, elder care and animal welfare. By integrating charitable efforts and donations into our core values, UPL strives to create a meaningful difference, ensuring that our contributions help build a better future for all.

UPL Corp Head Office Durban South Africa CSR Outreach - Food for Life South Africa

On 1 March 2024 UPL AFRICA Head Office staff participated in a UPL/Food for Life SA outreach. **In addition to a ZAR 30 000 donation (US\$ 1580) to the organization, our teams served hot meals to 1600 children** at two underprivileged schools in the Durban area.

Food for Life South Africa (FFLSA) is a registered non-profit organisation with over 24 branches country wide. They're part of Food For Life Global and are the world's largest vegetarian food relief programme. Their vision is to alleviate hunger in South Africa by serving freshly cooked, plant-based meals made with love.

Their volunteers come from many diverse backgrounds. They are proud of the melting pot of religion, culture, age, gender and race that come together to raise funds, cook and serve food to the most vulnerable members of the community.

All of FFLSA's efforts are made possible through donations from citizens and grant aid. Combined, the FFLSA branches in South Africa serve 30 000 plates of food per week.

Charity outreach - UPL South Africa Marketing Teams

UPL's charity outreach in South Africa has an expansive footprint. In 2023, three charity organizations benefitted from UPL interventions.

The UPL South Africa Marketing Team in Mpumalanga **provided stationery packs for 25 males** at Ebenezer Boys, a charity that works to uplift and improve the lives of young boys in the Ermelo region.

In 2023, over the Christmas or festive season, the UPL Northern team organized a "braai" (barbeque) for the residents of the Paul Roux Old Age Home, based in the Free State. These elders are reliant on the local community for their daily meals, and our team set out to spread the "Christmas cheer."

The SPCA (Society for the Prevention of Cruelty to Animals) benefitted in both the Eastern and Western Cape from our interventions. **The SPCA in Qonce, a city in the Eastern Cape received a ZAR 20 000 (US\$1053) donation from UPL.** UPL chose the location as it forms the base from which its stewardship program called "Galela Kakuhle" operates. This is UPL South Africa's third consecutive year of sponsoring this organization. Further, the SPCA in South Africa's Western Cape province, received donations of food and cleaning products facilitated by the UPL Western Cape Marketing team.



Open Hearts

Technologies Highlight

ASIR – Technologies Highlight



Seed & Plant Stimulation	Description	Target crops
GOACTIV	Liquid seaweed-extract biostimulant technology for nutrient use efficiency, activates nutrition enzymes and flowering hormones.	Fruits and vegetables, leaf crops, roots and tuber
TURBOCROP	Turbocrop is NPP's unique speciality nutrition; activates crop's vegetative vigor with continuous economic benefits for the producer.	Maize, sweet corn, sorghum, millet, wheat, barley, oat, rye, soybean, groundnut, dry bean, green bean, peas, lentils, clover, alfalfa



Soil Health	Description	Target crops
ZEBA	Patented starch-based soil enhancement technology designed to keep a constant supply of moisture available to germinating seeds, seedlings, and plants throughout the growing season. Improves soil structure and CEC, water, and nutrient use efficiency.	All crops
Maxi Soil	Maxi Soil is a liquid formulation of beneficial microbes designed to enhance soil health by increasing the abundance and richness of beneficial microorganisms, supporting organic material utilization and plant growth through soil application.	All crops



Nutrient Availability	Description	Target crops
Inoculants	Our inoculant portfolio for legume crops features a range of beneficial microbes (<i>Rhizobium</i>) designed to enhance nitrogen fixation, boosting crop yield by promoting optimal nitrogen uptake.	Legume crops
Pseudomonas	Pseudomonas are bacteria that colonize the roots of the plant, solubilize soil Phosphorus to make it available for the plants and increase P uptake, improve root development and growth and increase yield.	All crops



Other	Description	Target crops
POLLINUS	A novel honeybee attractant that enhances & improves performance of honeybees as crop pollinators.	All fruits and vegetables with flowers



ASIR – Technologies Highlight

Disease Management	Description	Target crops
THIOPRON	An innovative contact liquid multisite fungicide with increased protection for the control of foliar disease.	Banana, grapevine, pome fruits, stone fruits, citrus, vegetables, tree nuts, rice, cereals, citrus, flowers
KASUMIN	Kasumin is a systemic bactericide that provides preventive and curative activity for the control of several plant pathogenic bacterial species. It is the most effective when applied preventatively (FRAC Group 24).	Citrus, corn, pome & stone fruits, potato, rice, tree nuts, vegetables



Seeds	Description	Observed results
KABAMANOJ maize	Hybrid maize variety adapted to tropical climate, short cycle, yield potential up to 10 tons/ha, corn rich in protein, ideal for food and poultry feed	Yield: up to 10 T / ha Cob size: 26 cm Maturity: 105 days Yellow colour 12 - 14 rows / cob
PAC 740 maize	Hybrid maize variety, High yield potential, rapid drying at the end of the cycle, spikes provided, full kernels, bright orange color, good tolerance to Helminthosporiosis (MLB) and high humidity levels	Yield: up to 11 T / ha Cob size: 30 cm Maturity: 115 days Long, orange-colored cob 14 rows / cob
PAC 501 F1	Hybrid sorghum variety, Early maturity, high yield potential, Suitable for brewing, sturdy and drought tolerant	Yield: 4 to 4.5 T / ha Plant height: 180 to 190 cm Leaf characteristics: Dark green, broad Pearly white, bold grains
RAJA F1 tomato	Hybrid tomato variety with very high yield potential, good tolerance to bacterial wilt, short cycle, adapted to African climate	Yield: 50 to 55 T/ha Precocity: 65 - 67 days Very firm fruits, bright red in color and square in shape
SIKA F1 tomato	Hybrid tomato variety, extra early and high yielding, Good tolerance to ToLC, Verticilium, high temperatures and foliar diseases, Suitable for dry and hot season & long transportability	Yield: 55 to 65 MT/ha Precocity: 62 - 65 days
SWARNA F1 rice	Hybrid rice variety with high yield potential, Rusticity, adapted to climatic hazards, suitable for both irrigated and rainfed cultivation, good tolerance to diseases (Pyriculariosis ...), sweet and fragrant aroma	Yield: up to 12 T / ha Maturity: 135 - 140 days Medium, tasty and elongated grains Sweet and fragrant aroma High grain quality: amylose content 25.3%, milling 75%



KEY PERFORMANCE
INDICATORS
(FULL DATA SET)

KPI - Stewardship & Training



	KEY PERFORMANCE INDICATORS	TOTAL	WA	EA	SA	NA	ADVANTA
STEWARDSHIP & TRAINING	No. of people trained on Good Agric Practices	97,131	14,959	44,272	3,987	947	32,966
	No. of GAP training sessions organized	1,705	440	512	305	30	418
	No. people trained on Stewardship	12,332	9,899		1,683	750	
	No. Stewardship training sessions performed	365	276		89		
	No. of demo plots set up	3,607	290	1,831	39	14	1,433
	No. of demo days performed	780	99	495	11	3	172



KPI - Technology



	KEY PERFORMANCE INDICATORS	TOTAL	WA	EA	SA	NA	ADVANTA
TECHNOLOGY	No. R&D Biosolutions trials done	70	8	3	37	22	0
	No. of seed varieties commercialized in 23/24	132					132
	Total no. of product registrations	2,563	495	397	1,388	283	
	No. of new registrations granted in 23-24	103	28	28	35	12	0



KPI - Foodchain



	KEY PERFORMANCE INDICATORS	TOTAL	WA	EA	SA	NA	ADVANTA
FOODCHAIN	No. Ha covered with Pronutiva® programs	91,688	62	12,597	79,025	4	0
	No. of farmers reached through Pronutiva® programs	131,303	150	31,102	100,043	8	0
	No. of farmers reached through integrated projects	480,147	220,592	4,552	255,003	0	0
	No. and list of formalized partnership with foodchain actors	21	10	7	0	0	4



KPI - Partnerships



	KEY PERFORMANCE INDICATORS	TOTAL	WA	EA	SA	NA	ADVANTA
PARTNER-SHIPS	No. and list of existing sustainability partnerships	72	20	5	10	2	35
	Total No. farmers reached through partnerships	535,571	139,797	14,028	350,503	6	31,237



KPI - Open Hearts



	KEY PERFORMANCE INDICATORS	TOTAL	WA	EA	SA	NA	ADVANTA
OPEN HEARTS	Charity Budget invested in 22/23	\$108,478	\$100,000	0	\$4,028	\$3,000	\$1,450
	No. beneficiaries reached	93,750	92,000	0	1,650	0	100
	Number of man-days invested by UPL staff in charity projects	122	60	0	60	0	2



Abbreviations List for ASIR 2023-2024

- AFAP:** The African Fertilizer and Agribusiness Partnership
- AGRA:** Alliance for a Green Revolution in Africa
- AGRF:** Africa Green Revolution Forum
- ASAL's:** Arid and Semi-Arid Lands
- CFI:** Cocoa and Forests Initiative
- CNFA:** Cultivating New Frontiers in Agriculture (CNFA) is an international agricultural development organization that specializes in the design and implementation of sustainable, enterprise-based initiatives.
- CPHDA:** Center for Promotion of Human Rights and Development in Africa. CPHDA is an NGO which works in the fields of education, health, governance and sustainable development
- CSR:** Corporate Social Responsibility
- DJSI:** Dow Jones Sustainability Indices (DJSI)
- DGIS:** the Netherlands Ministry of Foreign Affairs
- ECOWAS:** Economic Community of West African States
- ENA:** National School of Agriculture (Morocco)
- EU:** European Union
- FFLSA:** Food for Life South Africa
- GAP:** Good Agricultural Practices
- ICSIAPL:** the Integrated & Climate Smart Innovation for Agro-pastoralist Economies and Landscapes
- IFDC:** International Fertilizer Development Center
- IProfIM:** the National Maize Inter-profession Association (Mali)
- IRC:** International Rescue Committee
- IVM:** Industrial Vegetation Management
- KALRO:** Kenya Agricultural and Livestock Research Organization
- LMS:** Learning Management System
- MPC:** Mali Protection des Cultures
- NDVI:** Normalized Difference Vegetation Index
- NPP:** Natural Plant Protection
- NPP HELP:** Natural Plant Protection Harnessing Expertise & Learning in Practice
- OPFPT:** the Moroccan Office for Professional Training and Work Promotion
- PIM:** Projet Intégré Maïs, Mali integrated maize project
- SNV:** Netherlands Development Organisation
- SPIA:** Société de Produits Industriels & Agricoles
- TARI:** Tanzania Agricultural Research Institute
- UNDP:** United Nations Development Programme
- USAID:** U.S. Agency for International Development
- VSLA:** Village Saving and Loans Association
- WECA:** West and Central Africa region



Explore UPL Corp's Global Sustainability mission at:
www.upl-ltd.com/sustainability



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