



UPL ANNOUNCES LONG-TERM COLLABORATION WITH CHR. HANSEN TO DEVELOP AND COMMERCIALIZE MICROBIAL SOLUTIONS FOR SUSTAINABLE AGRICULTURE

- *UPL is the largest manufacturer and distributor of bio-solutions worldwide, fifth-largest agribusiness globally.*
- *Chr. Hansen is the owner of one of the world's largest commercial collections of bacteria, with more than 28,000 strains*
- *The biosolutions market set to grow to \$10bn* USD by 2025 as consumers demand more sustainable food systems*

MUMBAI 14 October 2021: UPL Ltd. ('UPL')(NSE: UPL & BSE: 512070), a world-leading champion of sustainable agriculture and OpenAg™, has announced a long-term strategic collaboration with Chr. Hansen, a global bioscience company, to develop microbial-based biosolutions (including biostimulants and biopesticides) that will help growers around the world fight pests and diseases, and improve crop quality and yields.

Through this collaboration, UPL will use its global presence to undertake research and identify opportunities and product concepts to address farmers' pain points. From these insights, Chr. Hansen will design biological products based on their microbial capabilities and UPL will register and commercialize these products via its extensive global distribution network.

UPL is the world's largest manufacturer and distributor of biosolutions, and earlier this year launched 'NPP – Natural Plant Protection' – a new global business unit championing UPL's comprehensive portfolio of natural and biologically derived agricultural inputs and technologies.

Vicente Gongora, Chief Marketing Officer at UPL Ltd. said:

"Biosolutions are a core pillar of our global purpose and work to reimagine sustainability – for food systems, for farmers, and for our environment. Building on the launch of NPP earlier in the year, we are proud to partner with Chr. Hansen to further expand our portfolio of products and technologies – and to offer new and sustainable solutions for more farming communities.

Consolidating our distribution networks and R&D facilities alongside Chr. Hansen's unique microbial experience and expertise presents a powerful opportunity to change the game for farmers and for sustainable agriculture globally. We look forward to sharing more news on the biological solutions that we are developing for the future, and we are excited about the legacy we will build together."

Kim Christensen, Vice President of Plant Health at Chr. Hansen said:

"UPL is a significant distributor of biosolutions worldwide. Combining that with Chr. Hansen's significant innovations in research and development, as well as our unique microbial capabilities and ability to breed our own bacteria, will mean better, targeted products that can go to market faster. The partnership is an important step in our 2025 strategy of growing a better world naturally. In essence, the collaboration aims to establish a product pipeline that has the best interests of farmers at heart."

* Value for Biocontrol & BioStimulants Market

The UPL-Chr. Hansen partnership has already identified several projects relevant to farmers globally and aims to develop a product pipeline for all major crops that will enable farmers to fight crop diseases and increase their yields. The companies are expecting the first registrations to start coming by the end of 2022. **ENDS.**

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Notes to editors:

About UPL

UPL Ltd. (NSE: UPL & BSE: 512070) is a global provider of sustainable agriculture products & solutions, with annual revenue exceeding \$5.2 billion. We are a purpose-led company. Through OpenAg, UPL is focused on accelerating progress for the food system. We are building a network that is reimagining sustainability, redefining the way an entire industry thinks and works – open to fresh ideas, innovation and new answers as we strive towards our mission to make every single food product more sustainable. As one of the largest agriculture solutions companies worldwide, our robust portfolio consists of biologicals and traditional crop protection solutions with more than 14K registrations. We are present in more than 130 countries, represented by more than 10K colleagues globally. For more information about our integrated portfolio of solutions across the food value chain including seeds, post-harvest, as well as physical and digital services, please visit upl-ltd.com and follow us on [LinkedIn](#), [Twitter](#), [Instagram](#) and [Facebook](#)

About Chr. Hansen

Chr. Hansen is a global, differentiated bioscience company that develops natural ingredient solutions for the food, nutritional, pharmaceutical and agricultural industries. At Chr. Hansen we are uniquely positioned to drive positive change through microbial solutions. We have worked for over 145 years to enable sustainable agriculture, cleaner labels and healthier living for more people around the world. Our microbial and fermentation technology platforms, including our broad and relevant collection of around 40,000 microbial strains, have game-changing potential. Matching customer needs and global trends we continue to unlock the power of good bacteria to respond to global challenges such as food waste, global health and the overuse of antibiotics and pesticides. As the world's most sustainable biotech company, we touch the lives of more than 1 billion people every day. Driven by our legacy of

innovation and curiosity to pioneer science, our purpose – To grow a better world. Naturally. – is at the heart of everything we do.