



Ag Media Summit 2023

Palm Springs, CA

Media Packet



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About Valent BioSciences

Valent BioSciences is a worldwide leader in the research, development and commercialization of highly effective, low-risk, environmentally compatible technologies and products for the agricultural, public health and forest health markets. The company's mission is to reimagine agriculture and public health through the power of fermentation and microbiology. Valent BioSciences is renowned for its innovation, best-in-class quality in manufacturing, product performance and consistency and fully developed portfolio of sustainable solutions.

The biorational product portfolio includes:

- Crop protection products, including biofungicides, bioinsecticides, and bionematicides
- Plant growth regulators
- Biostimulants
- Technologies to enhance soil health and carbon capture
- Microbial seed treatments

These products are used in sustainable systems around the world and manufactured using proprietary fermentation processes that Valent BioSciences has been perfecting for more than 50 years.

The company has sales in an estimated 95 countries around the world and is a wholly owned subsidiary of Sumitomo Chemical Co., Ltd., a global leader in developing creative solutions for health and crop science.



Valent BioSciences Fast Facts

1. Valent BioSciences has more than 1,000 product registrations in approximately 95 countries.
2. The Melnik and Shafer Biorational Research Center in Libertyville, Illinois, serves as the company's global hub for product, research and development activities.
3. Our state-of-the-art manufacturing facility in Osage, Iowa, was the first manufacturing facility designed and built specifically to produce biorational products. It produces the company's broad portfolio of fermentation solutions.
4. Valent BioSciences has been issued 126 U.S. patents since 2000.
5. In lockstep with our parent company, Sumitomo Chemical, we are committed to reducing our carbon footprint by 50% by 2030 through operational initiatives and development of new biorational solutions and technologies.
6. Our work and biorational solutions directly impact more than half of the United Nations' 17 Sustainable Development Goals.
7. Sumitomo Chemical partners with EcoVadis, the world's most trusted provider of business sustainability ratings, and earned a Gold level rating for the third consecutive year, placing us in the top 5% of all companies reviewed.
8. According to recent data from Markets and Markets, the global biostimulant market segment in 2022 was valued at \$3.5 billion and is projected to reach \$6.2 billion by 2027. This makes the biostimulant segment one of the fastest growing areas of the agriculture market.
9. In 2022, Valent BioSciences launched its biostimulant business unit in the U.S., and in 2023, Valent BioSciences acquired FBSciences, a recognized leader in the biostimulant market.
10. The current portfolio of Valent Biosciences biostimulants includes AMF (arbuscular mycorrhizal fungi) technologies, as well as a GA3 (gibberellic acid) product. With the addition of FBSciences products, Valent BioSciences now also offers organic acid and specialty nutrition solutions.



Biostimulants Story Ideas

The Role of Biostimulants in the Future

While growers are experiencing increasing food and fiber demand for a growing population, surging input costs, a rising number of serious climate-related weather events and enhanced regulations, they are also encountering an increasingly discerning consumer base that demands sustainably grown food and sustainable products. As a result, the pressure for growers to maximize their production has never been higher.

Biostimulants enable growers to sustainably improve crop performance, efficiency and ROI while equipping their crops to be more tolerant of external stressors.

Biostimulants: Beyond Yield Boost

A yield boost is a given requirement for growers to try a product, but there is so much more to consider as sustainable and regenerative practices are becoming more important. Biostimulants are the total package. They provide the needed yield boost, improved plant health and increased stress tolerance as well as helping with improved nutrient use efficiency and water use efficiency. The result is a comprehensive solution that helps growers maximize efficiency of their system to achieve sustainable ROI.

The New Biostimulants Era

As the benefits of biostimulants become more widely known, growers are adopting more biostimulants in their operations. A Stratus Research Group study found that 23 percent of U.S. corn, soybean and wheat growers and 23 percent of Canadian growers reported using one or more biostimulants in 2022.

Another recent Stratovation Group study shows 59 percent of respondents in the U.S. were aware of the biostimulants category, and according to data, their interest in the category is driven by a need for improved yields and a decrease in fertilizer expenses.

Biostimulants Provide Next-Generation Crop Enhancement Tools

At one time, biostimulants were considered "snake oil." Now, there is more performance data for biostimulants than ever before, and farmers are seeing measurable benefits beyond a yield increase. Biostimulants provide the next generation of crop enhancement tools in farmers' toolboxes. They do provide a yield boost, but they also improve plant health, increase stress tolerance, and improve nutrient use and water use efficiency. So, when you've honed your production system with fertilizers and crop protection, biostimulants are the perfect solution to ensure growers get the best return on their acres.



Using Science to Shape Your Future Operation

New agricultural technologies are hitting the market every day. Remote-controlled drones, robot tractors, crop sensors and imaging, biologicals and more. Biostimulants may not get all the headlines, but the continued sound scientific advancements since their debut in 1933 make them headline-worthy.

How PGRs Fit in Biostimulants

Biostimulants can help stimulate important processes within the plant to create desired results, and that's also what Plant Growth Regulators (PGRs) do. Farmers can see improved plant growth and development, increased plant metabolism, and enhanced nutrient uptake. The only difference among traditional biostimulants and PGRs is who regulates them.

Getting Positive Results from Your Biostimulants

Understanding that biostimulants can be challenging to harness to their full potential, Valent BioSciences is committed to helping customers achieve success and maximize their ROI on every acre. Local on-the-ground expertise with an experienced technical team is essential to reaching the potential of biostimulants. The team at Valent BioSciences has worked on plant growth enhancement for more than 60 years and is committed to delivering results for our partners.

What to Do When You're Considering Biostimulants

When considering incorporating biostimulants into your operation, there are a few ways you can prepare. Participating in a small-scale trial can be a low-risk way to test the waters and get comfortable with the new technology. University trial results in your area, discussing with your agronomist or connecting with other local farmers who are using a biostimulant can also allow you to see the potential impact before you take the leap. After you decide to try a biostimulant, it's important to work with a reputable company like Valent BioSciences to ensure you have a positive experience.



Valent BioSciences Key Spokespeople

At Ag Media Summit:

Steve Easterby

West Coast Agronomist

Steve joined Valent BioSciences in 2023 and serves as West Coast Region Agronomist. In his role, he works closely with customers and advises them about best practices for biostimulant use, hosts educational training sessions and webinars and conducts field research to validate product and portfolio performance in the field.

Prior to joining Valent BioSciences, Steve was a Key Account Advisor for Buttonwillow Warehouse Company. Earlier in his career, he held Pest Control Advisor (PCA) and Agronomist positions across the Western Region. His passion for the agriculture industry was inspired while serving abroad in the Peace Corps in Cape Verde.



Steve holds a Master of Science degree in soil science from the University of Missouri and a Bachelor of Science degree in Natural Resources Environmental Communications from Colorado State University.

Renee Harkins

Marketing and Portfolio Manager, Biostimulants

Renee Harkins serves as the Marketing & Portfolio Manager for biostimulants at Valent BioSciences. She is responsible for the marketing and brand strategy, communications plans and the next-generation product portfolio for biostimulants. In her role, she works closely with both the sales and product development teams to ensure seamless delivery of biostimulant technologies to the field.



Prior to joining the Valent companies, Renee was the Director of Product at a startup company that developed and commercialized upcycled fertilizers and biostimulants. Her professional career spans product and marketing roles across key agricultural input segments including PGRs, biostimulants, fertilizers and pheromones.

Renee holds a Master of Science degree in Horticulture from Oregon State University and a Bachelor of Art degree in Environmental Studies from the College of the Holy Cross.



Available Virtually After Ag Media Summit:

Kevin Forney
Biostimulants Field Technical Manager

Kevin Forney is responsible for the design, planning and execution of Valent BioSciences current and future field research and development in the U.S. Kevin has over 20 years' experience in the development and commercialization of PGRs, mycorrhizae and other biostimulant technologies. His professional career has spanned over 30 years in various product development and technical support positions with several major agri-business companies, including Arysta LifeScience and BASF. Kevin holds a Bachelor of Science degree in Plant Protection from the University of California, Davis, and a Master of Science degree in Agricultural Sciences from California State University, Fresno.





MEDIA ADVISORY

Ag Media Summit Participation

WHAT: According to a variety of recent studies, the biostimulants product category is one of the fastest-growing segments of the agricultural market.

With more than 60 years of success in agriculture, Valent BioSciences recently entered the U.S. biostimulants market with a broad science-driven portfolio of solutions and a strong level of expertise to help harness the full potential of biostimulants.

Valent BioSciences offers proven products that enable growers to improve nutrient uptake and efficiency, optimize fertilizer availability, increase water acquisition and retention, and enhance the stress tolerance of their crops.

We invite you to learn more about our commitment to biostimulants, success to date and future plans in this exciting market. Our experts will be available for on-site interviews at Ag Media Summit during the InfoExpo sessions and virtually following Ag Media Summit.

WHEN: Ag Media Summit
July 30-August 2, 2023
InfoExpo Sessions:
Monday, July 31 from 4:15-7 pm and
Tuesday, August 1 from 10:30am-12:30pm

WHERE: Ag Media Summit
Palm Springs, California
Renaissance Palm Springs Hotel
Ballroom Foyer



Contact Information

For future media inquiries, please contact Emily Stoutenborough or John Mandel to schedule time with the appropriate subject matter expert.

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Past News Release for Reference

Valent BioSciences Creates New Biostimulant Operating Unit Supporting Parent Company Sumitomo Chemical's Goal of Carbon Neutrality by 2050

LIBERTYVILLE, Illinois, February 16, 2022 – To further help support the goal of its parent company, Sumitomo Chemical Co., Ltd., to achieve carbon neutral status by 2050, Valent BioSciences LLC announced today that it is establishing a new operating unit designed to expand its biostimulant line with new internally and externally developed products for both the U.S. and global markets in this important and rapidly growing crop production segment.

The new organization will be created and fully staffed over the next few months, enabling it to become functional ahead of the 2023 crop season in the U.S. market.

Sumitomo Chemical has announced a commitment to achieve carbon neutrality by 2050, aiming to reduce the amount of greenhouse gases emitted by its production activities and business activities toward zero. Another area of focus to achieve carbon neutrality is the development of products and technologies across Sumitomo Chemical that can help advance the goal of carbon neutrality for society as a whole.

The new biostimulant unit will work with partners in discovering, developing, and commercializing arbuscular mycorrhizal fungi (AMF) products.

AMF technology supports this initiative effectively because AMF form a symbiotic relationship with approximately 90% of terrestrial plant species (including crops and forest trees) that provides many benefits, including the sequestration of carbon and improved soil health. As a result of this process, mycorrhizal fungi act as a direct air capture technology, which is trademarked as EcoDac™ by Sumitomo Chemical.

“Establishment of this new operating unit will assist us in growing our AMF business and helping meet rising U.S. crop production market industry demands for carbon-smart technologies,” said Salman Mir, Valent BioSciences’ Chief Commercial Officer and Chief Operating Officer of Mycorrhizal Applications. “This will benefit not only our customers, but society as a whole as we focus on helping growers in sequestering more carbon. It will also spur rapid development of global biostimulant products, which continue to attract increased interest and acceptance from growers around the world.”

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Past News Release for Reference

Valent BioSciences Announces the Acquisition of FBSciences

LIBERTYVILLE, Illinois, January 30, 2023 – Valent BioSciences LLC, a global leader in the discovery, development, and commercialization of highly effective, low-risk, environmentally compatible technologies and products for agriculture, public health, and forest health, announces its acquisition of FBSciences Holdings, Inc., a leader in the discovery and commercialization of naturally derived plant, soil, and climate health solutions. With this acquisition, Valent BioSciences and its parent company, Sumitomo Chemical Co., Ltd., now offer an innovative and proven portfolio of integrated biorational solutions, including biostimulants, biopesticides, and crop nutrition solutions.

The acquisition of FBSciences, a recognized leader in biostimulants headquartered in Collierville, Tennessee, greatly strengthens Valent BioSciences' participation in the rapidly growing \$3.5 billion global biostimulant market. On October 1, 2022, Valent BioSciences began selling biostimulant products directly to its U.S. customer base. This acquisition will provide a significant growth platform for the two companies' wide range of crop enhancement and crop protection products and forms a key pillar in the overall business strategy.

FBSciences' portfolio of biorational technologies is naturally derived, renewable, and sustainable, and forms the foundation of a wide offering of innovative solutions for agriculture. The company's core technologies are derived from natural organic matter (NOM) utilizing proprietary production processes that target and extract a diverse mixture of unique and biologically active compounds that transform plant, soil, and climate health. With a science-based approach and decades of research, FBSciences delivers powerful technologies and products with a track record of superior performance and proven commercial success.

The company's flagship biostimulant technology, FBS Transit[®], forms the foundation of its crop nutrition and nutrient use efficiency product lines for use on all crops. It works inside the plant to increase the uptake and translocation of all nutrients, leading to healthier plants that can withstand stress, which results in increased yields and quality.

FBSciences' biopesticide technology, FBS Defense[™], works within the plant to increase its ability to defend itself from biotic stresses, including insects and diseases, and increases harvestable yields.

Both companies are well recognized for their industry-leading research and development capabilities, which will spark rapid innovation and commercialization of new technologies and products to deliver substantial growth for the biorationals arena.

"The acquisition of FBSciences is a natural next step in the evolution of our organization as a global leader in biorationals, including biostimulants," said Ted Melnik, President and CEO of Valent BioSciences. "Our combined organizations have many decades of

experience leading our respective markets with science-based technology and innovation. The wide range of biostimulant, biopesticide, and crop nutrition products and technologies in the FBSciences portfolio augments Valent BioSciences' broad family of biorational products, thereby creating an unmatched range of value-added and sustainable solutions that no other company can provide."

Sumitomo Chemical has pledged to achieve carbon neutrality by 2050, aiming to reduce the amount of greenhouse gases emitted by its production and business activities.

"Valent BioSciences' keen focus on developing products that sequester atmospheric carbon, combined with FBSciences' technologies, will help accelerate this effort," said Nobuaki Mito, Director and Senior Managing Executive Officer of Sumitomo Chemical.

"This acquisition will step forward our Green Transformation strategy initiatives and contribute to realizing sustainable agriculture and society in the future."

"The acquisition of FBSciences by Valent BioSciences is a major leap forward for the biorational industry," said Courtenay Wolfe, CEO and Chairwoman of FBSciences. "This tremendous milestone for FBSciences recognizes 16 years of success developing and commercializing transformative plant, soil, and climate health solutions. Our companies share a common rooted-in-science approach coupled with a mission to better society and our planet. Adding FBSciences' expertise, innovative solutions, and entrepreneurial spirit to Valent BioSciences' global powerhouse of resources and robust solutions will deliver a platform unrivaled in the industry and continue to propel Valent BioSciences' leadership position in the rapidly growing biorational space."

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