

The image features a background of a lush green field of crops under a clear blue sky. At the top, the word "VERDANT" is written in a large, bold, green, sans-serif font with a white outline. Below it, the word "PARTNERS" is written in a smaller, white, sans-serif font, also with a white outline. A small green inverted triangle logo is positioned below the letter "T" in "PARTNERS".

# VERDANT

P A R T N E R S <sup>TM</sup>

## **BUSINESS OVERVIEW**

# Our Business

## ▼ Experience-based business brokerage and consulting

### ❖ Business Brokerage

- Mergers and acquisitions
- Divestitures
- Joint Ventures
- Strategic Alliances
- Technology Alliances

### ❖ Consulting

- Strategic Crop Genetics Development
- Business Plan Development
- Business Valuations





# Our Focus

## ▼ Crop Genetics Industry

- ❖ Seeds
- ❖ Field crops
- ❖ Fruits & Vegetables
- ❖ Horticulture
- ❖ Ornamentals
- ❖ Tree Crops
- ❖ Biotechnology

## ▼ Crop Agribusiness

- ❖ Agrochemical
- ❖ Seed Treatments
- ❖ Ag Inputs
- ❖ Biologicals
- ❖ Food and Feed Ingredients



# Our Philosophy

- ▼ Utilize industry management experience in executing client assignments
- ▼ Leverage long-standing industry relationships and professional contacts
- ▼ Focus on end result
  - ❖ A transaction or strategy recommendation that is:
    - Equitable
    - Beneficial
    - Achieves client objectives



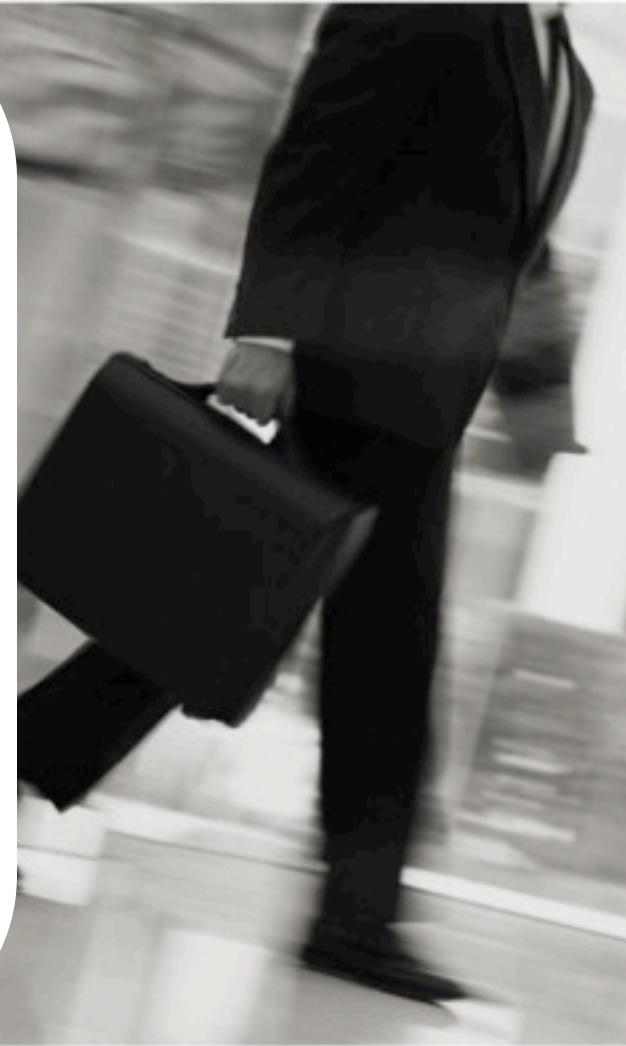
# Our Experience

## ▼ Principal Executives

- ❖ Located across North America, Europe, and Australia
- ❖ Expertise in varied business disciplines
- ❖ Over 500 years of combined professional experience in all crops and phases of agribusiness
- ❖ Each of our principals has executive management experience in leading agribusiness or financial companies

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*Together we have initiated and managed hundreds of successful transactions and alliances.*



# Our Reputation

- ▼ Recognized as the leading business brokerage and consulting group for the crop genetics industry
- ▼ Initiated and managed transactions and alliances valued at more than U.S. \$2 billion
- ▼ Respected advisors to privately held businesses, public corporations, multinationals, venture and buyout funds, and early stage technology companies throughout the world



# Examples of Past Projects

## **Mergers & Acquisitions**

- Divest a fresh produce company
- Divest a specialty food company
- Acquire an international vegetable seed co.
- Divest a cotton seed research and marketing co.
- Divest a global agronomic seed company
- Divest a research and development co.

## **Financial Guidance**

- Brazilian seed company
- U.S. Soybean breeding program
- North American seed production company
- Leading global vegetable seed company
- Multinational seed company
- U.S. cotton seed company

## **Strategic Consulting**

- Crop-specific business model development
- Market access plan for new product introduction
- Technology value assessment and licensing
- Technology opportunities assessment
- Global seed strategy development and implementation

# Verdant's Partners



Dean V. Cavey  
*Managing Partner*  
Illinois

- ❖ Over 30 years of experience in worldwide seed industry, horticulture, and agribusiness
- ❖ President of AgriCapital Corporation, 1991 - 1998
- ❖ President and COO of United AgriSeeds, Inc., 1989 - 1990
- ❖ Vice President of Finance and Administration of United AgriSeeds, Inc., 1983 - 1988
- ❖ Vice President of Finance at Amfac Nurseries, 1977 - 1982
- ❖ Degree in finance and accounting from Ohio University, Athens, Ohio



Rod N. Stacey  
*Partner*  
California

- ❖ Over four decades of experience in international agricultural seed business, building entrepreneurial, research-based seed businesses
- ❖ President and COO of Calgene, Inc., 1992 - 1996
- ❖ President and CEO of Sun Seeds Genetics, 1989 - 1992
- ❖ Founding President and CEO of United AgriSeeds, Inc., 1981 - 1989
- ❖ Degree in agronomy and a diploma in economics from Reading University, United Kingdom



Thomas F. Hughes  
*Partner*  
Tennessee

- ❖ 30 years of experience in seed and crop genetics industry, seed production and business operations
- ❖ President and CEO of Stoneville Pedigreed Seed Co, 1992 - 2003
- ❖ Director of Operations for Stoneville / Calgene, 1988-91
- ❖ Cotton Production Manager for Cargill Hybrid Seeds, 1984 - 1988
- ❖ Past Regional Vice President of American Seed Trade Association
- ❖ Degree in Agricultural Sciences from Texas Tech University, Lubbock, Texas



# U.S. Based Professionals



Philip P. Ashcraft  
Colorado

- ❖ Over four decades of agribusiness management experience in the global seed, horticulture, and crop input industries
- ❖ Focus: Vegetables



Paul G. Bennett  
Hawaii

- ❖ Over 40 years of executive experience in a variety of products and markets focused on international agribusiness
- ❖ Focus: Produce and agribusiness



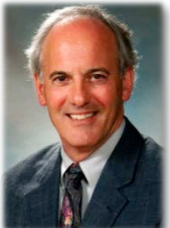
Don Goodwin  
Minnesota

- ❖ 30 year veteran of the produce industry; experience in procurement, wholesale, marketing and merchandising
- ❖ Focus: Fresh produce, retail marketing, brand management



Alan R. Gould  
Texas

- ❖ Ph.D. in cell biology; research and technology management in global crop agriculture since 1975
- ❖ Focus: Breeding, germplasm, and trait discovery & development



Mike A. Mazzocco  
Illinois

- ❖ Ph.D. in agricultural economics with over 20 years experience as a faculty member at two major universities; leads Verdant Agribusiness Consultants
- ❖ Focus: food & agribusiness and grain management, finance



Garrett L. Stoerger  
Illinois

- ❖ Experience with agricultural production operations, agribusiness management, and financial management
- ❖ Focus: Financial analysis, row crops, production agriculture

# Internationally Based Professionals



Alan Williams  
United Kingdom

- ❖ M&A, licensing, and consulting experience in life science industries, including healthcare, agrochemicals, animal breeding, biotechnology, and seeds
- ❖ Focus: Europe



David J. Palmer  
United Kingdom

- ❖ Fully qualified English lawyer; career devoted to managing and advising companies involved in international field crops business
- ❖ Focus: Field crops – Europe



Howard C. Morris  
Australia

- ❖ A 35-year veteran of the global seed industry, with experience in multiple crops, production, logistics, and business development
- ❖ Focus: Australia, New Zealand, Asia Pacific Region

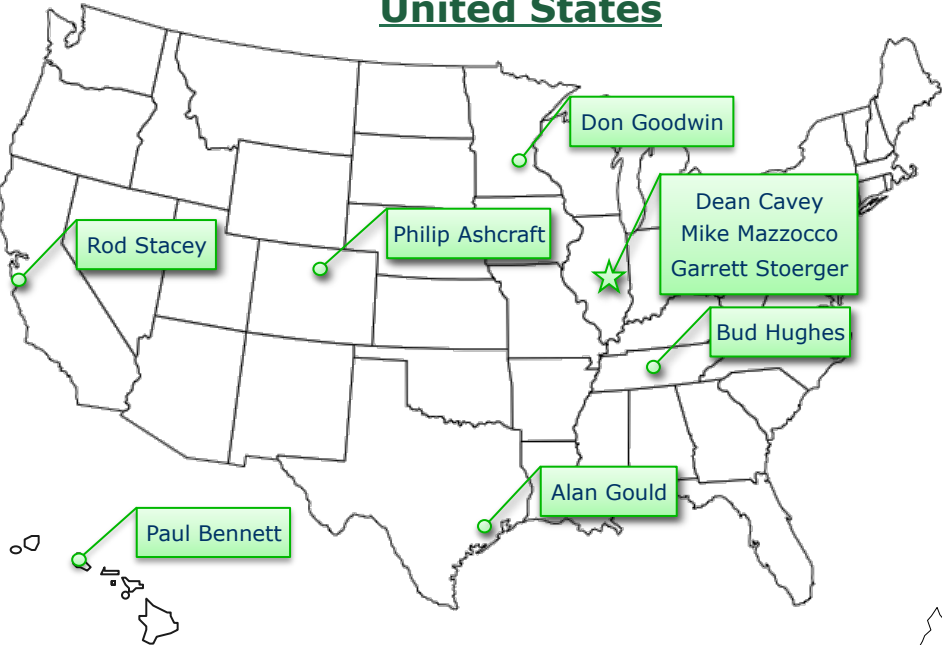


Lajos Zubek  
Hungary

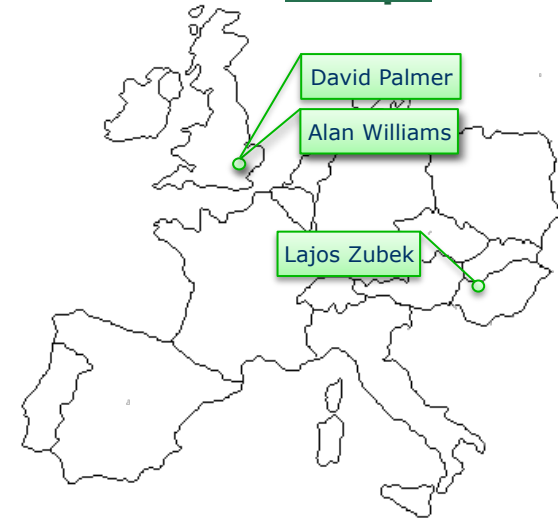
- ❖ Registration and production experience with sunflowers, corn, soybeans, safflower, and rapeseed; International experience in Latin America and Africa, as well as several countries in Europe
- ❖ Focus: Central & Eastern Europe

# Our Locations

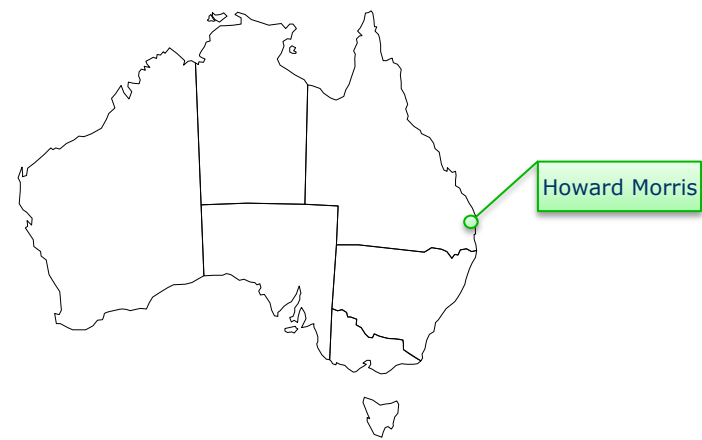
## United States



## Europe



## Australia



- ★ Headquarters
- Satellite Locations




# Selected Clientele



# Mergers & Acquisitions Experience

**Lallemand Specialties Canada Inc.  
d.b.a. Lallemand Plant Care**  
Montreal, Quebec, Canada

Has acquired the intellectual property rights and associated assets related to the biologicals product portfolio of



**BrettYoung Seeds Limited**  
Winnipeg, Manitoba, Canada

March 2014


Verdant Partners advised BrettYoung Seeds Limited



CHAMPAIGN, IL

**BAYER CROPSCIENCE**  
Monheim, Germany


Has Acquired the Business of



**FN Semillas S.A.**  
Buenos Aires, Argentina

December 2013


Verdant Partners initiated this transaction and advised FN Semillas S.A.



CHAMPAIGN, IL

**VILMORIN & CIÉ**  
Chappes, France


Has Acquired 100% of the Shares of



**Eureka Seeds, Inc.**  
Woodland, California

October 2013

Verdant Partners initiated this transaction and advised Eureka Seeds, Inc.



CHAMPAIGN, IL

**NORDSAAT SAATZUCHT GmbH**  
Langenstein, Germany

**SAATEN-UNION RECHERCHE SAS**  
Estrées-Saint-Denis, France

and



**Elsoms**

**Elsoms Seeds Limited**  
Spalding, United Kingdom

Have joined forces in UK wheat breeding.

August 2013


Verdant Partners Europe advised Elsoms Seeds Limited in this transaction.



CHAMPAIGN, IL

**DLF-TRIFOLIUM A/S**  
Roskilde, Denmark

Has Acquired 100% of the Shares of




**PICKSEED**  
*good things growing...*

**The Pickseed Companies Group**  
Lindsay, Ontario, Canada

August 2013

Verdant Partners initiated this transaction and advised The Pickseed Companies Group



CHAMPAIGN, IL

**BLUE RIBBON GROUP**  
Queensland, Australia

Has acquired the Wondai facilities, including the seed storage area, seed grading plant, and offices, and Pedigreed Seed merchandising business of



**HSR Group Pty. Ltd.**  
Queensland, Australia

August 2013

Verdant Partners' affiliate, SeedServ International Pty. Ltd., initiated this transaction and advised HSR Group Pty. Ltd.



CHAMPAIGN, IL

**MONSANTO COMPANY**  
St. Louis, Missouri

Has Acquired the Oilseed Rape and Rye Seed Business Areas and the Distribution of Corn and Sunflower Seeds of



**Dieckmann GmbH & Co. KG**  
Nienstädt, Germany

August 2013

Verdant Partners Europe initiated this transaction and advised Dieckmann GmbH & Co.



CHAMPAIGN, IL

**Nuseed**  
A wholly owned subsidiary of NuFarm Limited  
Queensland Australia

Has Acquired the Hybrid Sorghum Assets of



**HSR Group Pty. Ltd.**  
Queensland, Australia

July 2013

Verdant Partners' affiliate, SeedServ International Pty. Ltd., initiated this transaction and advised HSR Group Pty. Ltd.



CHAMPAIGN, IL

**NOVOZYMES A/S**  
Bagsværd, Denmark

Has Acquired 100% of the Shares of



**TJ Technologies, Inc.**  
Watertown, South Dakota

June 2013

Verdant Partners initiated this transaction and advised TJ Technologies, Inc.



CHAMPAIGN, IL

**SYNGENTA AG**  
Basel, Switzerland

Has Acquired the Greenhouse Vegetable Breeding Programs of



**MayAgro Seed Corp.**  
Bursa, Turkey

April 2013

Verdant Partners initiated this transaction and advised MayAgro Seed



CHAMPAIGN, IL



# Contact Information



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