



UPL Announces Strategic Collaboration with TeleSense® to Reduce Food Waste and Increase Profitability for Farmers

MUMBAI, IN, AND SUNNYVALE, CALIF., USA – January 28, 2021 – [UPL Ltd.](#) today announced a strategic collaboration with [TeleSense®](#), a California-based IoT (Internet of Things) innovator revolutionizing post-harvest grain storage and transport. UPL will help TeleSense strengthen its sales channel by introducing monitoring solutions for post-harvest commodity storage and transport to multiple stakeholders across the agriculture value chain.

“Through our OpenAg Purpose, we collaborate with innovative partners to facilitate progress towards reducing food waste while enabling farmer resilience,” said Jai Shroff, CEO of UPL. “With around one third of global food production lost annually due to food waste, this is a problem our industry cannot ignore. Our partnership with TeleSense represents a new vision for how grain is stored, handled and transported by creating a more efficient, data-driven supply chain that will reduce food waste, improve food quality and increase sustainability.”

TeleSense uses scalable sensor technology on an artificial intelligence (AI) platform to monitor the temperature, humidity and carbon dioxide (CO₂) levels of stored grain. It leverages fixed and portable sensors to monitor the current and future condition of stored grain, while automating the detection and mitigation of potential issues such as hotspots, excess moisture, or pests. Machine learning algorithms provide users with alerts needed to effectively manage and predict grain quality, ensure safety, improve operational efficiency, and increase profitability. Adding TeleSense technology to UPL’s portfolio complements its robust range of gas monitoring, safety and detection devices as well as fumigants.

“Our partnership with UPL represents an unprecedented commitment to reducing food waste, ensuring food security, delivering supply chain sustainability, and increasing profitability for growers,” said Naeem Zafar, Co-Founder and CEO of TeleSense. “The food value chain continues to evolve and become more complex. It takes disruptive innovation to deliver solutions that will keep up with the rate of change, and TeleSense is uniquely positioned to lead the way in delivering the future of post-harvest grain management.”

Combining the strength of UPL's global footprint with TeleSense's innovative technology will provide new solutions to meet the requirements of both developed and developing countries. The partnership aligns with UPL's aim to support the United Nation's Sustainable Development Goals (SDGs) and its mission to make every single food product more sustainable.

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ABOUT UPL

UPL Ltd. (NSE: UPL & BSE: 512070) is a global provider of sustainable agriculture products & solutions, with annual revenue exceeding \$5 billion. We are a purpose-led company. Through OpenAg, UPL is focused on facilitating progress for the entire agricultural value chain. We are building a network that redefines the way an entire industry thinks and works – open to fresh ideas, innovative ways 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 13,600 registrations. We are present in more than 130 countries, represented by more than 10,000 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.

ABOUT TeleSense

TeleSense is digitizing the post-harvest grain supply chain. Utilizing advanced IoT, real-time environmental monitoring, and cloud-based AI technology, TeleSense provides grain managers with actionable insights about their stored grain, so that they can make storage decisions easily, quickly and accurately. The company's easy-to-use sensors and app work together to continuously monitor grain and automatically send issue alerts to users, mitigating spoilage, infestation and grain quality degradation. TeleSense also retrofits traditional temperature cable systems to integrate them with its fully wireless software ecosystem. Backed by a collection of high-profile investors and headquartered in Sunnyvale, California, TeleSense has offices in Europe and Australia. For more information, please visit www.telesense.com.

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