



Get to know...East-West Seed รู้จักกับเรา...อีสท์ เวสต์ ซีด

Netherlands Thailand Business Forum 25 September 2024
Maaik Groot, Global Head of Communications and Public Affairs

Updated May 2022

Enhancing The Lives Of Smallholder Farmers



FARMERS
at the heart of everything we do

A man and a woman are walking hand-in-hand on a dirt path in a lush green field. The woman on the left is wearing a light blue patterned shirt and a large, dark, wide-brimmed hat. The man on the right is wearing a blue polo shirt with a logo on the chest and a light-colored wide-brimmed hat. The background is filled with green foliage and trees.

A GOOD SEED CAN CHANGE THE LIVES OF MILLIONS

We bridge knowledge with West and East, developing tropical vegetable varieties that enhance farmers' livelihoods around the world.





**“A good seed can change
the lives of millions”**

**“เมล็ดพันธุ์ที่ดี
สามารถเปลี่ยนแปลงชีวิตคนนับล้าน”**

Mr. Simon N. Groot

ผู้ก่อตั้ง บริษัท อีสท์ เวสต์ ซีด

ได้รับรางวัลอันทรงเกียรติจากมูลนิธิเวิลด์ฟู้ดไพรซ์



**THE WORLD
FOOD PRIZE**




BETTER SEEDS
for
BETTER YIELD®

Who we are

East-West Seed is **one of the world's leading vegetable seed companies**, dedicated to improving the lives of farmers with **better seeds and better farming practices**, rapidly expanding in **Asia, Africa and Latin America**.

What we do

We specialize in **breeding, producing, and distributing high-quality tropical vegetable seeds**.

Our outstanding achievements

#1 in the Access to Seeds' Global Index for Vegetables (2016, 2019) and the Regional Index for South and Southeast Asia (2019, 2021)

#28 out of 53 in Fortune's annual "Change the World" list (2020)

Thailand Technology Excellence Award for Digital Agriculture (2023)

Renewable Energy Adoption Award at the ESG Business Awards (2023)

Our Business Model



R&D



- Utilizes a combination of conventional breeding techniques and application of new technologies
- Upgrades the quality of vegetables

SEED PRODUCTION



- Seeds are produced on a contract farming-basis with smallholder farmers
- Contract farming creates employment for farmers in rural areas

SEED PROCESSING & QA



- State-of-the-art seed processing facility
- ISTA certified QA laboratory
- Seed technology to add value

MARKETING & DISTRIBUTION



- Local distribution network
- Export to regional market in 80+ countries

KNOWLEDGE TRANSFER



- Knowledge transfer to farmers on sustainable and profitable practices
- On-field demos
- Peer learning

East-West Seed Around the World



22
R&D Locations
in 9 Countries

Knowledge Transfer
Active Countries

Bangladesh
Cambodia
Ghana
India
Indonesia
Myanmar
Nigeria
Philippines
Tanzania
Uganda



Direct Presence in
14 COUNTRIES

Thailand, Philippines, India, Indonesia,
Malaysia, Cambodia, Vietnam, Myanmar,
Bangladesh, Guatemala, Tanzania,
Nigeria, Mexico, Brazil

R&D Locations

Benin
Brazil
Guatemala
India
Indonesia
Philippines
Tanzania
Thailand
USA

10
Knowledge Transfer
Active Countries

Exports to
83 MARKETS

Our brand is well-known by vegetable farmers
in the tropics



EAST-WEST SEED

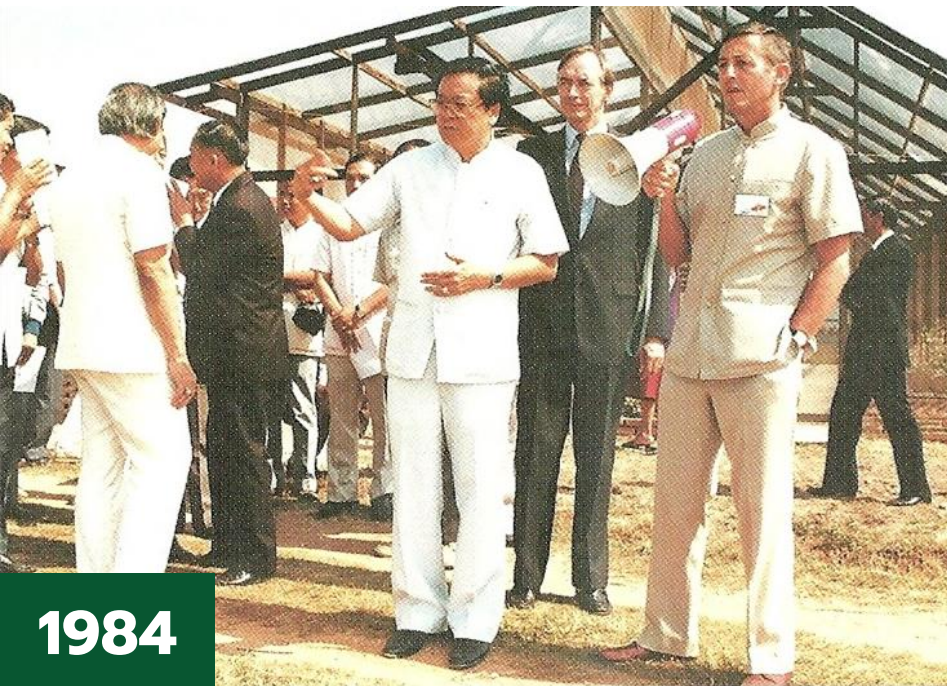
EAST-WEST SEED In THAILAND



Our History



1984



Establishment of East-West Seed Co. Ltd in Nonthaburi, Thailand, and become East-West Seed Headquarters



The first R&D station in Thailand is Lert Phan Farm, located in Chiangmai, Thailand



OUR COMPANY LOCATED IN THAILAND



สุพรรณบุรี
EAST WEST SEED CO., LTD.
ผลิตและจำหน่ายเมล็ดพันธุ์พืชผัก



We employ > 700 employees

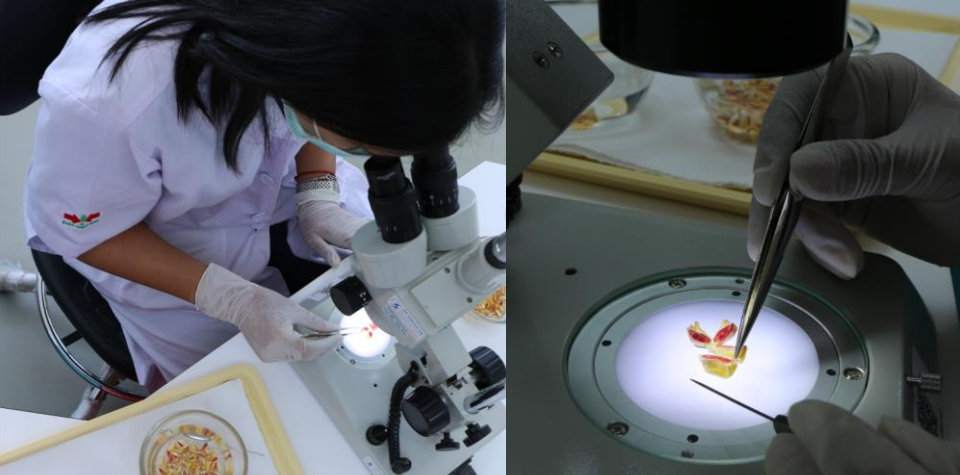
We work with > 150 seed production farmers

We transfer knowledge on agronomic practices to > 20,000 Thai farmers every year

อีสท์ เวสต์ ซีด (เชียงใหม่)



**EAST-WEST SEED THAILAND
R&D CENTER AND FARM IN CHIANG MAI**

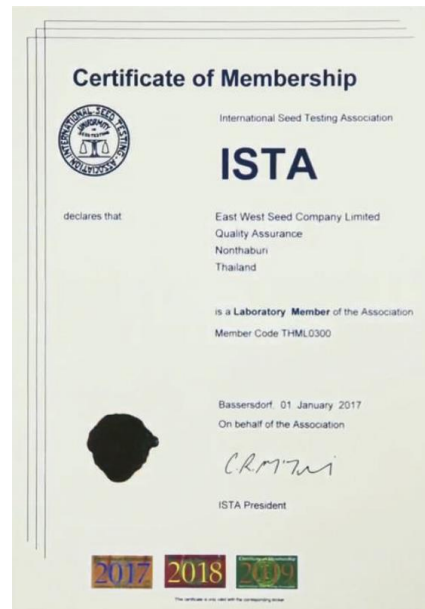


Seed quality is our TOP priority



Our ISTA Accredited Seed Quality Testing Laboratory is one of the three ISTA accredited laboratories in Thailand

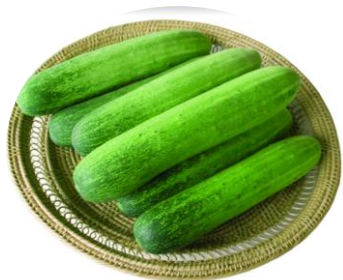
**ห้องปฏิบัติการส่วนประกันคุณภาพ
ที่ได้รับการรับรองตามมาตรฐานของ ISTA**



Our Top 10 Crops in Thailand (by sales)



Waxy Corn
Sweet Corn



Cucumber



Yard Long Bean



Pumpkin



Watermelon
Bitter Gourd



Luffa Angular



Hot Pepper



Tomato



BETTER SEED for BETTER YIELD

Farmers gain better income
(meet high demand of the market)



Consumers' satisfaction
(taste, nutrition, freshness, etc)



Value creation across the food supply chain

Our commitments on social responsibility in Thailand



Preservation of domestic varieties
"Small Pouch X Chan ka Pak" initiative with
Her Royal Highness Princess Maha Chakri
Sirindhorn



Young smart farmer training program



THANK YOU!

www.eastwestseed.com



Better Seeds for Better Yield®