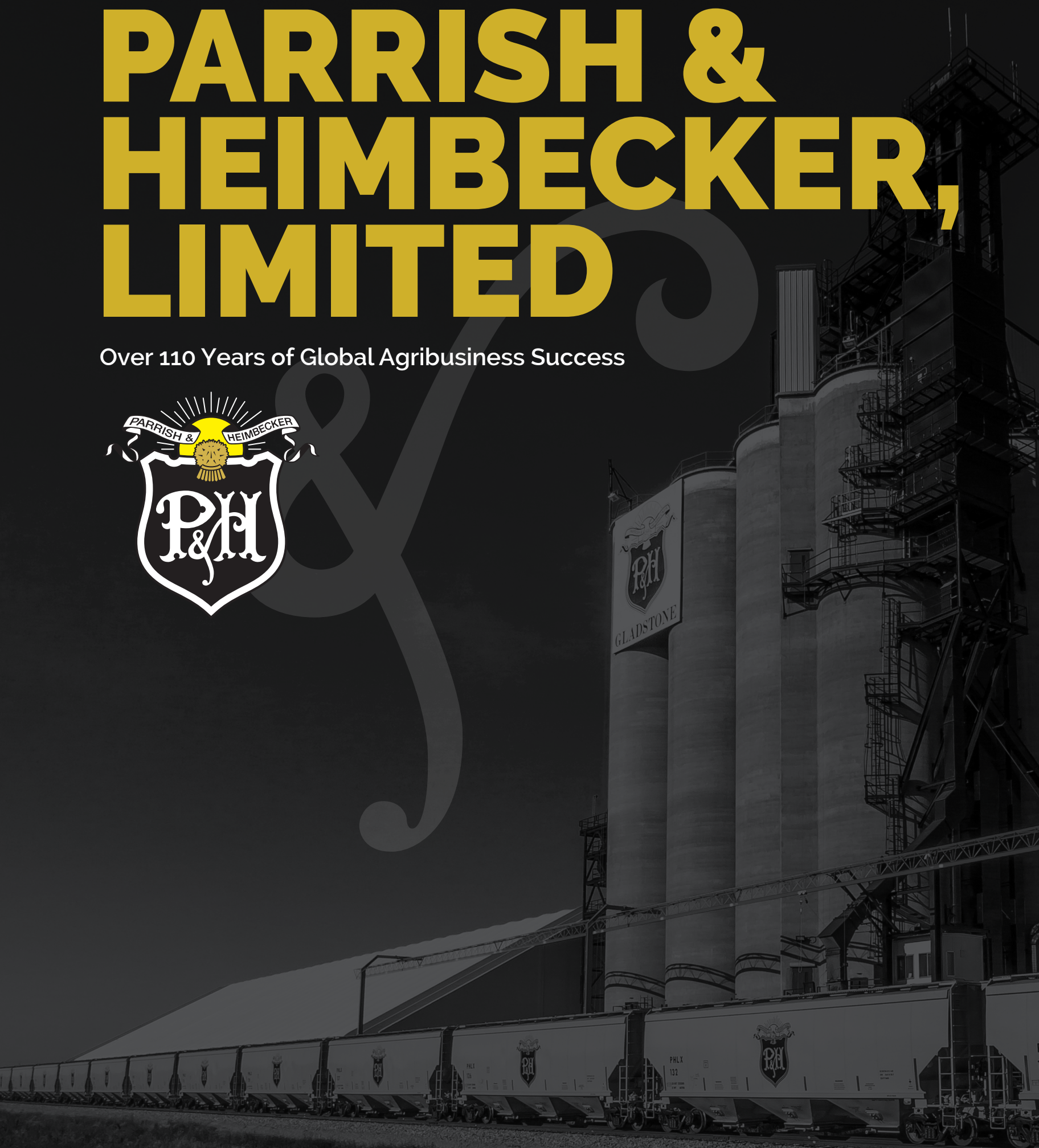


# PARRISH & HEIMBECKER, LIMITED

Over 110 Years of Global Agribusiness Success





Parrish & Heimbecker, Limited (P&H) is a Canadian, family-owned agribusiness, with over 110 years of success in the agriculture industry. We are a growth-oriented, diversified, and vertically integrated company with operations across Canada that include grain merchandising, crop inputs, flour milling, and feed mills. P&H's multiple divisions make us one of the largest integrated agri-food companies in Canada. We are the largest flour miller in the country and the third largest grain company.

#### A PROUD HISTORY

The company was founded in 1909 when two grain-trading families, led by W.L. Parrish from Brandon, Manitoba, and Norman Heimbecker from Hanover, Ontario, joined together to become Parrish & Heimbecker, Limited. Members of the two families still own and manage the company over a century later. P&H has enjoyed substantial growth year over year, and now includes more than 1,500 employees in Canada and customers in 24 countries.



*W.L. Parrish*



*Norman Heimbecker*

# GRAIN MERCHANDISING, CROP INPUTS, FLOUR MILLING, & FEED MILLS

**1,500 EMPLOYEES IN CANADA AND  
CUSTOMERS IN 24 COUNTRIES**

#### OUR NATIONAL NETWORK

P&H's National Grain Assets, Crop Input Network, Flour, and Feed Mills span from coast to coast in Canada. Our facilities are strategically located to match producer grain with the quality, quantity, and logistical requirements of domestic and export end users. This includes 43 grain and crop input sites and seven export terminals.





# THIRD LARGEST GRAIN COMPANY IN CANADA. 43 GRAIN AND CROP INPUT SITES. 7 EXPORT TERMINALS.

## **SUPERIOR MARKET INSIGHTS, COMPETITIVE LOCAL CASH BIDS, AND LOCAL EXPERTISE**

Our knowledgeable team of expert merchants provides superior market insights, competitive local cash bids, and local expertise by leveraging a broad network of established relationships with customers, dealers, and suppliers.

## **INSIGHT YOU CAN TRUST**

We offer a variety of grain contracting options for both buyers and sellers that suit delivery and risk tolerance requirements, so you can focus on your core business and feel confident in the value our merchants provide to you.

## **FULL-SERVICE CROP INPUT AND AGRONOMIC SERVICE PROVIDER**

P&H provides farming communities with a full range of quality crop input products and agronomic solutions. This includes crop protection products, certified seed, nutrients, and custom application.



Weyburn Inland Terminal: purchased in 2014 to complete a critical supply chain link to our eastern flour mills.



# CANADA'S LARGEST FLOUR MILLER

The P&H Milling Group supplies flour to customers throughout Canada, the United States, the Caribbean, the Middle East, Iceland, and Pacific Rim countries. We have mills across the country, including Lethbridge, Alberta; Saskatoon, Saskatchewan; Montreal, Quebec; Acton, Cambridge, Hamilton, and Hanover, Ontario; and Halifax, Nova Scotia.

## LARGEST USER OF ONTARIO WHEAT

Recent investments have made our Hamilton Flour Mill & Grain Terminal the single largest user of Ontario wheat. The flour mill initially came on-line in 2017 and was the first new flour mill to be built in Ontario in 75 years. It was twinned in 2019, which has doubled its initial capacity.

## CUSTOMERS THROUGHOUT CANADA, THE UNITED STATES, THE CARIBBEAN, THE MIDDLE EAST, ICELAND, AND PACIFIC RIM

P&H Milling Group is recognized as the largest Canadian-owned milling company. We source wheat from Western Canada, Ontario, Quebec, and Atlantic Canada to produce quality flour and cereal products. Our specialty milling operation in Saskatoon mills pea fractions.



## EIGHT FLOUR MILLS ACROSS CANADA



With a vertically integrated supply chain, P&H maintains control of quality and safety throughout the food chain by focusing on every step of processing wheat to flour. By connecting our world class farmers to our world class flour mills you can be assured that you're putting the best products possible on your dinner table.



# LIVESTOCK NUTRITION SINCE 1964

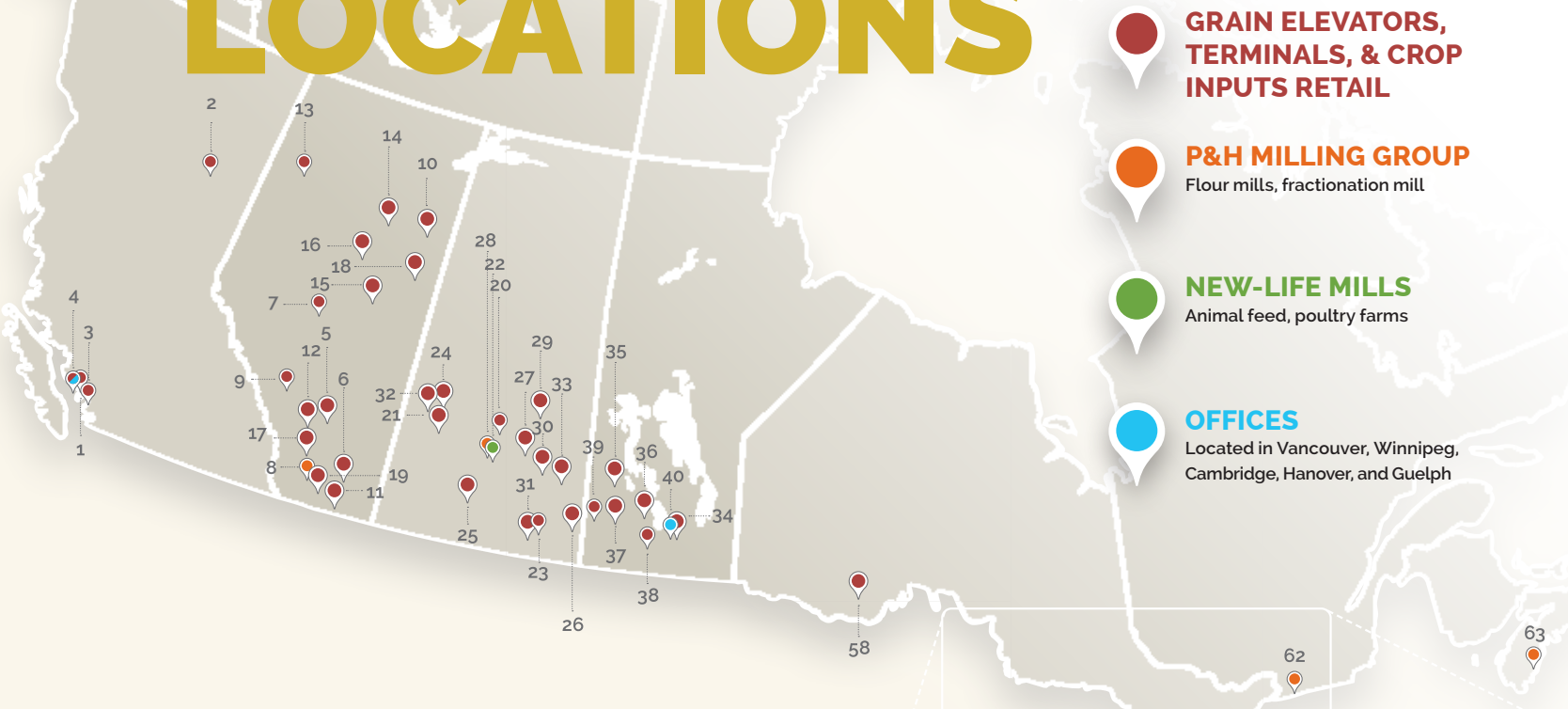
New-Life Mills, a division of P&H, is a Canadian manufacturer of livestock nutrition with five production facilities. Their dedicated team of experts in species management, nutrition, and production is committed to providing the best possible inputs, feed, and services for broiler chickens, eggs, turkey, beef, dairy, and swine.

## PROVEN ANIMAL NUTRITION FOR MORE PROFITABLE RESULTS

New-Life Mills' company-owned farms facilitate responsible nutrition and species management research. The production facilities adhere to strict quality control and assurance guidelines and operate under the Feed Assure certification program. New-Life knows that the dedication they put into their feed helps livestock get more out of it, and provides proven animal nutrition for more profitable results.



# DIVISIONS & LOCATIONS



### BRITISH COLUMBIA

- |   |              |               |
|---|--------------|---------------|
| 1 | AGT          | Grain         |
| 2 | Dawson Creek | Grain         |
| 3 | FGT          | Grain         |
| 4 | Vancouver    | Offices/Grain |

### ALBERTA

- |    |               |              |
|----|---------------|--------------|
| 5  | Bassano       | Inputs       |
| 6  | Bow Island    | Inputs       |
| 7  | Joffre        | Grain/Inputs |
| 8  | Lethbridge    | Flour        |
| 9  | Lyalta        | Grain/Inputs |
| 10 | Marwayne      | Inputs       |
| 11 | Milk River    | Inputs       |
| 12 | Mossleigh     | Inputs       |
| 13 | Rycroft       | Grain        |
| 14 | St. Paul      | Inputs       |
| 15 | Sedgewick     | Inputs       |
| 16 | Viking        | Grain/Inputs |
| 17 | Vulcan        | Grain/Inputs |
| 18 | Wainwright    | Inputs       |
| 19 | Wilson Siding | Grain/Inputs |

### SASKATCHEWAN

- |    |           |              |
|----|-----------|--------------|
| 20 | Aberdeen  | Grain/Inputs |
| 21 | Biggar    | Grain/Inputs |
| 22 | Clavet    | Feed         |
| 23 | Glenavon  | Grain/Inputs |
| 24 | Hamlin    | Grain/Inputs |
| 25 | Moose Jaw | Grain/Inputs |
| 26 | Moosomin  | Grain/Inputs |

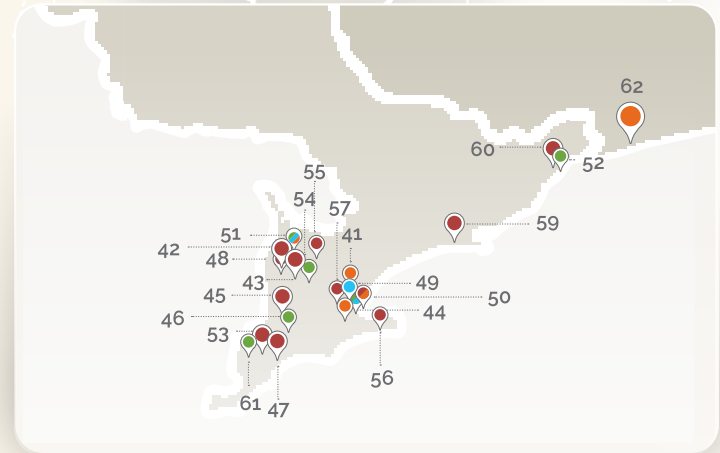
- |    |            |                          |
|----|------------|--------------------------|
| 27 | Quill Lake | Grain/Inputs             |
| 28 | Saskatoon  | Flour/Fractionation Mill |
| 29 | Tisdale x2 | Grain/Inputs             |
| 30 | Watrous    | Grain/Inputs             |
| 31 | Weyburn    | Grain/Inputs             |
| 32 | Wilkie     | Grain                    |
| 33 | Yorkton    | Grain/Inputs             |

### MANITOBA

- |    |           |              |
|----|-----------|--------------|
| 34 | Dugald    | Grain/Inputs |
| 35 | Dutton    | Grain/Inputs |
| 36 | Gladstone | Grain/Inputs |
| 37 | Glossop   | Grain/Inputs |
| 38 | Rathwell  | Grain        |
| 39 | Virden    | Grain        |
| 40 | Winnipeg  | Offices      |

### ONTARIO

- |    |                     |                    |
|----|---------------------|--------------------|
| 41 | Acton               | Flour              |
| 42 | Amberley/Kincardine | Grain/Inputs       |
| 43 | Blyth/Walton        | Grain/Inputs       |
| 44 | Cambridge           | Flour/Feed Offices |
| 45 | Centralia           | Grain/Inputs       |
| 46 | Denfield            | Feed               |
| 47 | Glencoe             | Grain/Inputs       |
| 48 | Goderich            | Grain              |
| 49 | Guelph              | Offices            |
| 50 | Hamilton            | Grain/Flour        |



- |    |                |                    |
|----|----------------|--------------------|
| 51 | Hanover        | Flour/Feed Offices |
| 52 | Inkerman       | Feed               |
| 53 | Kerwood        | Grain/Inputs       |
| 54 | Listowel       | Feed               |
| 55 | Owen Sound     | Grain              |
| 56 | Port Colborne  | Grain              |
| 57 | Shantz Station | Grain              |
| 58 | Thunder Bay    | Grain              |
| 59 | Trenton        | Grain              |
| 60 | Winchester     | Grain              |

- |    |         |      |
|----|---------|------|
| 61 | Wyoming | Feed |
|----|---------|------|

### QUEBEC

- |    |          |       |
|----|----------|-------|
| 62 | Montreal | Flour |
|----|----------|-------|

### NOVA SCOTIA

- |    |         |       |
|----|---------|-------|
| 63 | Halifax | Flour |
|----|---------|-------|



# IMPRESSIVE GROWTH & CONTINUED INVESTMENT IN CANADA

1909

Company founded by W.L. Parrish and Norman Heimbecker.

1975

Acquisition of the Ellison Milling Company.

1975

1964

Acquisition of Knechtel Milling: first entry into flour milling business.

2004

New high throughput facility in Ontario with 100 car spot completed.

Major expansion of Hanover Flour Mill completed.

2006

Purchased high throughput elevator at Moosomin, Saskatchewan.  
Constructed turkey barn in Ontario and improved elevator system in Ontario.

2007

Purchased significant ownership shares in the Alliance Grain Terminal (AGT).

Purchased a previously farmer-owned facility at Watrous, Saskatchewan.

2008

Purchased elevator in Glossop, Manitoba.

2009

Purchased remaining shares of Dover Industries, which added five flour mills.  
Construction of feed manufacturing facility in Inkerman, Ontario.

2010

Addition to our Acton Flour Mill.  
First boat loaded in Hamilton, Ontario.

2010

2013

Acquisition of Thirdscost Limited (formerly Goderich Elevators) complete.  
Construction of new feed manufacturing facility in Clavet, Saskatchewan.

2014

Purchase of Weyburn Inland Terminal.

2015

Construction of new high throughput elevator in Biggar, Saskatchewan, complete.  
Expansion at Tisdale, Saskatchewan, terminal.

2016

Completed construction of grain and crop inputs facility in Gladstone, Manitoba.  
Acquisition of Fischer Family Feeds in Listowel, Ontario.  
First 100 rail cars purchased.

2018

AGT loader upgrade.  
Expansion of feed manufacturing facility in Listowel, Ontario.

2017

Acquisition of four crop input locations in Alberta.  
Completion of Hamilton, Ontario, flour mill complete.

2020

Completed expansion of Hamilton, Ontario, mill and grain terminal, doubling capacity.

2021

Completion of Fraser Grain Terminal (FGT) and new grain and crop input location in Dugald, Manitoba.

2022

Completion of Yorkton, Saskatchewan grain and crop inputs location.

BY MAINTAINING CONTINUED INVESTMENTS AND EXPANSIONS ACROSS ALL DIVISIONS, P&H HAS BECOME ONE OF THE FASTEST GROWING GRAIN COMPANIES IN CANADA



# COASTAL TERMINALS FOR GLOBAL REACH

P&H has high-capacity terminals that serve both the Pacific and Atlantic coasts. These locations offer impressive vessel and container loading capabilities that deliver worldwide exports with true global reach. We have the most lake terminals in Ontario, allowing us to provide more flexibility than anyone else in the business.

## WESTERN

### ALLIANCE GRAIN TERMINAL (AGT)

- Located on south shore of Burrard Inlet
- Two deep water berths
- 102,000 MT storage
- Ship loader with load speeds up to 2,000 MT per hour
- Annual loading capacity of approximately 5 MMT

### FRASER GRAIN TERMINAL (FGT)

- 75,000 MT storage capacity, handling capacity of over 4 MMT per year
- High speed rail unload with ability to unload unit trains in under 12 hours
- Ship loader with load speeds of up to 2,000 MT per hour
- Direct rail access to CP, CN, and BNSF bypassing most congested areas of lower mainland
- On-site container loading

### SUPERIOR TERMINAL

- Located in Thunder Bay
- Storage of 176,000 MT
- Loading capacity of 1,500 MT per hour
- Annual capacity around 2.5 MMT per year



## EASTERN

### PORT COLBORNE

- Located on Lake Erie, accessible by vessel, rail, and truck
- 60,000 MT storage
- 25 rail car spot by CN and CP

### GODERICH

- Located on Lake Huron, accessible by vessel, rail, and truck
- 110,000 MT storage
- 5 truck receiving pits
- Full seaway draft available for vessel
- Vessel loading rate of 1,000 MT per hour
- 25 car spot by CN

### HAMILTON

- Located on Lake Ontario, accessible by vessel, rail, and truck
- 85,000 MT storage
- Vessel loading rate of 2,000 MT per hour
- Full seaway draft available for vessel

### OWEN SOUND

- Located on Georgian Bay within the city of Owen Sound, accessible by vessel and truck
- 102,000 MT storage
- Unload rate of 700 MT per hour for trucks



# THANK YOU FOR YOUR INTEREST IN P&H

I am so very pleased to have the opportunity to share with you a small piece of the 113-year-old history of Parrish & Heimbecker Limited. From its humble beginnings in 1909, P&H has grown from a small independent grain company into a fully diversified industry-leading agribusiness. Through a combination of organic growth and acquisitions, P&H has become Canada's largest flour milling company, has a significant presence in the animal feed and nutrition sector, and has become the third-largest grain company on the back of its recent purchase of Louis Dreyfus's 10 country elevators as well as the completion of its state-of-the-art West Coast export terminal (Fraser Grain Terminal).

Throughout its long history, Parrish & Heimbecker has been impacted by the many changes that have occurred in the grain trade, both domestically and globally. Despite these changes, P&H has endured and continues to be optimistic about its future within the agribusiness sector. P&H continues to be committed to building strong relationships with its customers and suppliers and looks forward to doing business for another 100 years.



John Heimbecker



We look forward to working with you in the future and adding your company to our 113-year history. Please contact us with any questions you have about what P&H can do to feed your success.





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