

Tilbury and Frontier announce new strategic partnership

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PRESS RELEASE

New strategic partnership brings export opportunities for South East farmers

Port of Tilbury and Frontier Agriculture have today (14 January) announced a new strategic partnership. The agreement between London's major port and the UK's leading crop inputs and grain marketing business will see a significant amount of grain exported from the port's grain terminal each year.

Frontier is well known for its close relationships with farmers and grain consumers. It is this expertise and customer focus which attracted Tilbury to the partnership, and both parties are looking forward to the opportunities that this long term agreement will bring to growers in the region, consumer customers and to the grain terminal itself.

The grain terminal at Tilbury is one of the UK's largest, handling combinable crops each year both for export and UK markets. Throughout Frontier's 10 years of trading, it has enjoyed a strong working relationship with Port of Tilbury; indeed the association dates back even further, as its parent companies have worked with the port since the 1970s. The new agreement between Port of Tilbury and Frontier will begin on 1 July 2015, and

secures a continuing long-term partnership for the two businesses.

Commenting on the partnership, Charles Hammond, Group Chief Executive of Forth Ports Limited (owners of the Port of Tilbury) said: *“We are delighted to announce this significant partnership with Frontier Agriculture today. We have an excellent relationship with Frontier and their previous joint venture entities, which spans over 40 years and this new long-term agreement will further strengthen our grain terminal business at Tilbury for the future. We look forward to working with Frontier to grow our grain business over the coming years.”*

Simon Christensen, grain director of Frontier Agriculture, is looking forward to the opportunities that the alliance will bring to farmers in the region: *“This partnership will benefit growers in the South East of England, offering them a greater range of marketing options, and allowing them to work with us to further develop their farm businesses”* he said. *“We are very pleased to be cementing our relationship with Port of Tilbury, and to be working closely with a partner who shares our ambitions for the future.”*

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Notes to Editors

About The Port of Tilbury - the major gateway to London and the South East

The Port of Tilbury is London's major port, providing fast, modern distribution services for the benefit of the south east of England and beyond. A dynamic and diverse port handling the full range of cargoes with specialist expertise in the handling of paper and forest products, containers & Ro Ro, grain and bulk commodities and construction and building materials.

Tilbury's strategic location makes it the natural point for distribution with 18 million people living within 75 miles. Serving the UK's market, the port offers customers excellent transport links to and from the capital and across the South East where over 50% of the population live and work.

The Port is a diverse multi-modal hub, covering over 850 acres and is well positioned to access the M25 orbital motorway and the rest of the UK's national motorway network. In addition, there are direct rail connections within the Port, with access to the whole of the UK and dedicated barge facilities.

London Container Terminal (LCT) provides a unique combination of European Short Sea and Deep Sea services at the same facility. As the UK's third largest container terminal, Tilbury handles over half a million containers per year.

The London Construction Link (LCL) is a collaboration between the Port of Tilbury and S. Walsh, one of the leading construction solutions companies in London. The partnership is seeking to relieve congestion on the capital's roads, with associated cycling safety and CO2 benefits, through promoting greater use of construction consolidation and the use of the river for construction projects on or near the Thames. LCL builds upon the Tilbury's pedigree as the logistics and distribution hub for the 2012 Olympics and Paralympics and S. Walsh's success as the largest marine operator on the Thames. LCL is supported by British Cycling.

www.forthports.co.uk / www.londoncontainerterminal.com / www.londondistributionpark.com

About Frontier Agriculture

Frontier is recognised for its close customer relationships with farmers and grain consumers and its successful management of the whole arable supply chain.

Frontier was formed in 2005 as a 50% joint venture between Associated British Foods and Cargill plc and now turns over around £1.6 billion per annum. Frontier operates across the UK from 42 sites, with main offices in Perth, Berwick upon- Tweed, Cranswick, Witham St Hughs, Diss, Sandy, Andover and Ross-on-Wye. Frontier employs more than 900 people, and is unique in providing advice on all aspects of arable farming.

Frontier is committed to its mission of becoming the first choice partner for crop production and grain marketing, as well as the first choice employer in UK agriculture. The company values of Integrity, Customer Focus and Expertise drive Frontier's behaviour and great value is placed on the importance of developing long-term, close relationships with customers at both ends of the arable supply chain.

Frontier believes in making a difference to their customers and their farming businesses by providing first class advice, an innovative range of products and a service that is second to none.

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