

# INNOVAPLANT | GUATEMALA

## Q & A

**Q** What is InnovaPlant Guatemala?

**A** InnovaPlant Guatemala is a purpose-built vegetative production farm operated as a joint venture between Sakata and Kientzler, created to support long-term, reliable production of Sakata genetics for North America.

**Q** Why did Sakata invest in a new farm?

**A** The investment provides greater control over genetics, quality standards, and long-term capacity planning, while reducing dependence on breeder-owned or competitive suppliers.

**Q** Where is the farm located?

**A** The farm is located approximately 50 km east of Guatemala City on a large, established agricultural property originally developed for commercial seed production.

**Q** When did production begin?

**A** Commercial shipments to North America began in January 2026 following trial and stock-build phases.

**Q** What products are produced there?

**A** Primary production includes SunPatiens® and SuperCal®, with additional vegetative genetics phased in as capacity expands.

**Q** How large is the facility?

**A** The property spans about 48.5 hectares (120 acres). Phase 1 includes six production greenhouses of approximately one acre each, with expansion underway to exceed four hectares of production space.

**Q** What differentiates this farm?

**A** The facility was rebuilt specifically for export-grade unrooted cuttings and includes modern environmental controls, high sanitation standards, and dedicated cold-chain handling.

**Q** How is quality ensured?

**A** Quality systems include segregated mother stock, automated fertigation, UV water treatment, thrips screening, and monthly preventative disease testing.

**Q** Will this impact availability?

**A** The transition was designed to protect continuity of supply through phased ramps, redundancy with Costa Rica production, and early stock building.

**Q** Does this limit customer choice?

**A** No. The strategy strengthens supply stability for our distribution partners.

**Q** Does this impact pricing?

**A** Pricing follows existing commercial agreements. The investment is focused on reliability and quality rather than pricing changes.

**Q** Key positioning statement

**A** InnoVaPlant Guatemala is a long-term supply investment that strengthens Sakata genetics, distribution, and grower confidence, especially for core programs like SunPatiens®.

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