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BADER FARMS ET AL. v. MONSANTO ET AL.

EXHIBIT
PLTF-1009

HIGHLY CONFIDENTIAL

MDL_BASF247932

Pitfs-1009.0001

Engenia™ Herbicide
Strategic Update

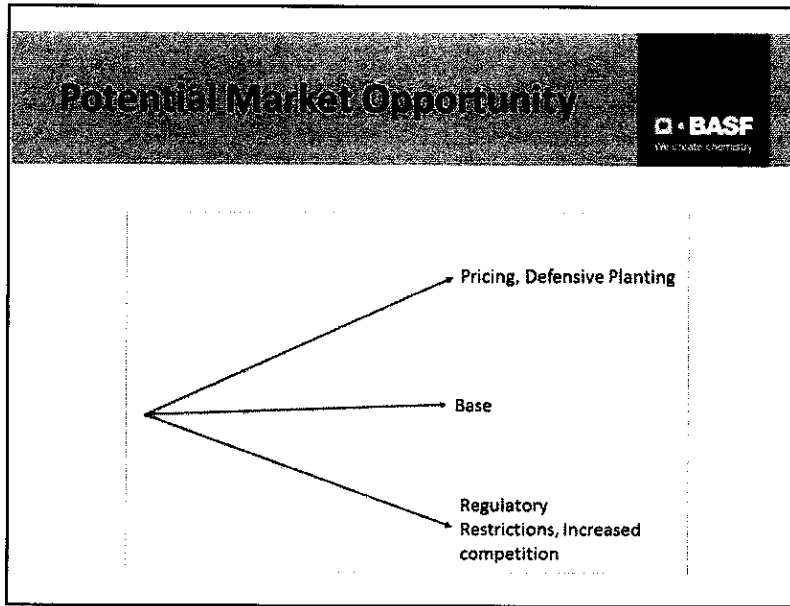
September 13 2016
Nathan Borgmeyer

BASF
We create chemistry

Grow Smart
with **BASF**

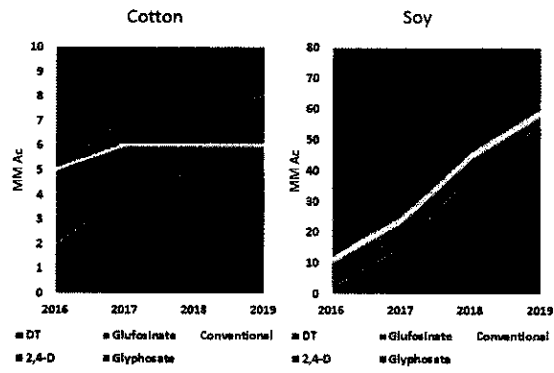
Additional Purposes only - Engenia Herbicide is not registered or Available for Sale

- DEDICATED PEOPLE
- INNOVATIVE PORTFOLIOS
- PERSONALIZED PLANS
- RISK PROTECTION



Engenia at 9.39 / Ac = 41% GP Engenia @ 10.70 / ac = 48% GP

Market Progression

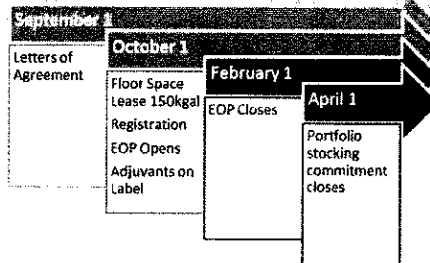


Engenia Commitment Calendar



40% 60% 75% 90%

Bulk Tanks
350kgal



0.9MM gal EDI
1.2MM Gal Inv

Stakeholder Support Update



- 1648 Requested Tank Mix Combos*
- 1243 "Approved" Tank Mix Combos (~75% pass rate)
- 25 Distributors participated
 - 11 have options without Gly

Distributor	Options	Pass	Fail	Total
CW	Pass	7	0	7
CPS	Pass	20	0	20
Growmark	Pass	0	0	0
Helena	Pass	11	0	11
MFA	Pass	5	0	5
Rosens	Pass	1	0	1
Southern States	Pass	1	0	1
United Suppliers	Pass	10	0	10
West Central	Pass	1	0	1
Wilbur Ellis	Pass	4	0	4
Winfield	Pass	20	0	20
Carolina Eastern	Fail	0	0	0
CHS	Fail	N/A	0	0
Hearland	Fail	0	0	0
Pinnacle	Fail	6	0	6
Triangle	Fail	1	0	1
Atlantic Pacific	...	...	...	...
Coastal Ag	...	...	...	...
Diamond R	...	...	...	...
Quinn	...	...	...	...
Fertizona	...	...	...	...
Kove	...	...	...	...
Meherin	...	...	...	...
Simplot	...	...	...	...
Van Diest	...	...	...	...

89%

7%

4%

* some duplicates in counts

Stakeholder Effort



Intent Letters Received:

WINFIELD / United Suppliers

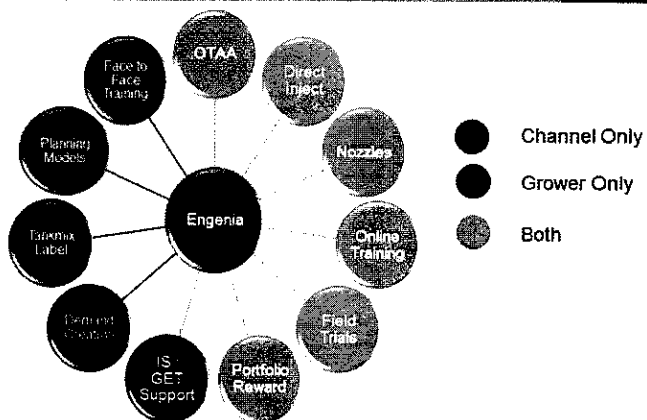
PINNACLE

WILBUR ELLIS

CPS* (pending)

Pay For Performance

Investing in our advantages

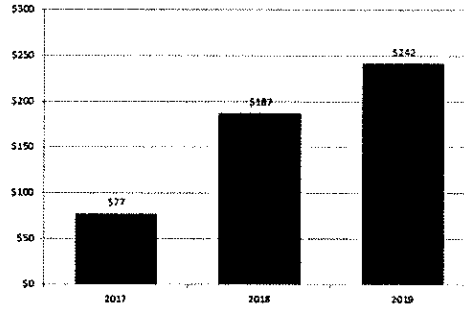


Engenia

Financials 2017-2019



Net Sales, MM USD



OT Acres, MM

17

45

63

BASF Acres, MM

9

21

31