



The Chemical Company

Crop Protection

APM/H Ron Repage

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BASF / MON dicamba collaboration project team, Oct 22 minutes

Participants: Steven Bowe, Laura Sears, Susanne Lingard, Fredy Mariscal, Scott Asher, Mary Anne Kuhn, Tom Bereswill, Ron Repage

Minutes

1. Press release draft and background position document have been created and circulated to key content owners. Press release scheduled to go out next week. Key message is announcing progress. Steve Bowe indicated that the issue around volatility was not accurately portrayed in the background document and that BASF needs to make sure we do not make a bigger issue out of volatility than it really is. In addition Scott Asher indicated concern around mentioning "volatility" in the press release.
2. Ron posted minutes from the last 2 meetings to the new Quicr Team Room. Anyone that does not have access needs to let Ron know. Instructions were resent to Scott Asher and Fredy Mariscal, who did not originally receive the email, by Mary Anne today.
3. Weekly updates from the topic leaders need to be posted to the Team Room. Short, maybe 10 bullet points summing up the week's activities and concerns. Suggestion was that Ron create one document that everyone posts their update to, and it's a running list organized by date. (Laura Sears = regulatory, Steve Bowe = biology, Anne Burt = communications, Steve Brunt = formulations, Adam = finance, Ron Repage = marketing).
4. Modifications to Quicr will be made to accommodate posting of meeting minutes and weekly updates.
5. If everyone is o.k. with Monsanto's proposal for organizing the workstream into 3 teams, Regulatory, R&D and Commercialization, BASF will adopt. Laura suggested we need a regular meeting across all teams with Monsanto on a regular basis as well, because there's a lot of interdependency between the 3 teams. (Fredy asked if there should be a South American team that should be created, similar to what's happening in the U.S. Ron agreed that likely needed to happen fairly soon. Laura mentioned that if we want to launch the new DLVF with the launch of the new cropping system, we'll need to move quickly on the agreement to meet the herbicide commercialization schedule by 2014. Ron said he believed the patent applications on the new formulation will be published in March 2011.)
6. An umbrella agreement has been created between BASF and Monsanto that governs Intellectual Property and how the two companies will interact when developing projects, dicamba being one. The lead person for BASF is Reiner Emrich and the lead from Monsanto is Tom Adams.

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**EXHIBIT
PLTF-1106**

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Pltfs-1106.0001

Updates from Team Leaders

Regulatory (Laura Sears) – Had a meeting yesterday with Monsanto, setting the stage for what would be happening next with regulatory, addressing freedom to operate (comments from public comment period), Monsanto is very concerned about the perception issues with dicamba. Concern from the BASF side is that Monsanto's regulatory concerns are not well coordinated with communications and a strategy. It was agreed that we need to have an internal meeting with BASF first, get aligned, and then have a meeting with Monsanto. The meeting would involve Regulatory, Biology, Communications, and Marketing.

Noted that we need to be careful not to be too tightly tied to Monsanto from a public perception.

Regulatory is gathering off-site movement data from the state departments as a datapoint. Scott Asher is working with Rick Chamblee to pull information on dicamba complaints from the BASF complaint database. We'd like drift and volatility complaints for all pesticides, and then information specific to dicamba. Scott Asher indicated the complaints are very low.

Actions:

- Mary Anne to work with Anne to schedule a BASF meeting in the next 2 weeks (including regulatory, stewardship, public/government affairs [Greg and Daniel], stakeholder mapping, messages, milestones, data and field trials, spray drift team, DAC).
- Best Management Practice (BMP) Sounds like Bob Wolf, as a 3rd party independent guy, would be a good starting point to draft a non-herbicide specific best practice guideline for spraying. Laura will follow up with Scott Jackson (BASF) and Ron will follow up with Kim Magin (MON) to make sure we have consensus on path forward.
- Monsanto was looking to engage with CropLife International, as mentioned as a communications items, as way to further engage with influencers (similar to a biotech group Monsanto had established previously.)

Formulations / Biology (Steve Bowe) – Had a teleconference this week with formulations and EV group out of Wyandotte to discuss chelators and AMS replacements. Identified several potential leads. Analyzing which kind of chemistry makes sense for AMS replacements. Still a very challenging area. Most chelators are not cleared with EPA.

Actions:

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- MON and BASF biology teams will schedule a meeting in the next two weeks to discuss data development requirements to support DLVF and the DT system both short and longer term.

Communications (Mary Anne Kuhn on behalf of Anne Burt) – Draft of press release and Q&A is in the process of content agreement. Target date to send to media is next Tuesday. Scott Asher requested that the sentence about volatility be changed to “off-site movement”. There were 2 meetings this week with Monsanto, one addressing branding/co-branding of trait and herbicide, and communications (key messages, stakeholder communications, etc.) and the need to better align BASF and Monsanto strategies, tactics and messages; both pre and post contract.

Actions:

- Mary Anne and Anne will organize a meeting within the next 2 weeks for BASF key stakeholders related to communications messages and activities (regulatory, marketing, legal, etc.), followed by a similar meeting with Monsanto.
- Ron and Mary Anne to follow up on Scott’s request to change the word “volatility” to “off-site movement” in the press release.

Supply Chain (Thomas Bereswill)- Supply Chain team supporting the open items on the agreement with regard to forecasting, payment terms, supply term, and pricing adjustments.

Actions:

- Ron and Tom to coordinate conference call with MON to discuss open items.

Next Meeting

Friday, October 29, 2010, 9:00 am RTP time.

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