

Acquisitions, mergers, takeovers, expansions

Arysta LifeScience acquires miticide from BCS

Arysta LifeScience has bought Bayer CropScience's miticide azocyclotin for an undisclosed price. Azocyclotin, with trade names Peropal and Caligur, has been sold internationally and has pesticides registrations in 25 countries including Italy, Morocco, Spain, Belgium and Peru. By acquiring the product, Arysta will widen its portfolio, particularly for fruit tree-uses in Brazil and Korea. CBNB

BASF sells insecticide line to American Vanguard

BASF AG has sold its global phorate insecticide line to American Vanguard subsidiary, Amvac Chemical Corp. The line includes Thimet, Granutox and Geomet, and had sales of around €14 M in 2004. The transaction includes production and formulation expertise, registration rights, intellectual property rights and inventories, as well as an exclusive licence for American Vanguard to use BASF's patented, closed delivery system for phorate in the US, Canada and Australia. (For more information see: <http://www.chemicalmarketreporter.com>) CBNB

BASF and Bayer in tussle with Chinese companies

BASF and Bayer have obtained injunctions against Chinese agrochemicals producers and prevented them from promoting their products at the trade exhibition of the BCPC International Congress in Glasgow, UK. The Chinese companies were offering BASF insecticides chlorfenapyr and fipronil and the fungicides epoxiconazole and kresoximethyl. These are all patented by BASF in the UK. They were also offering Bayer's imidacloprid insecticide. (For more information see: <http://www.cen-online.org>) CBNB

Kwizda Group restructures

Austrian Kwizda Group in Vienna and its subsidiaries changed their legal structure on 1 September 2005. F Joh Kwizda Unternehmensverwaltung GmbH has been renamed Kwizda Holding GmbH. The agrochemicals division became an independent company, Kwizda Agro GmbH. The Austrian production facilities of Kwizda Agro GmbH are located in Loebendorf and Marchtrenk. In addition to this, the company operates its own research and testing facility in Austria, the Agro Trial Center (ATC) in Gerhaus near Bruck/Leitha. Kwizda Agro also owns a production facility in Val d'Ize in France and its own distribution companies in France, Hungary and Italy. Kwizda Holding GmbH employed around 1200 staff in Austria and achieved a turnover of around €680 M in 2004. CBNB

Makhteshim Agan to launch post-patent imidacloprid insecticides

Makhteshim Agan of North America Inc expects to launch the first post-patent imidacloprid insecticides in the USA in September 2005. The insecticides, Alias and Pasada, would be launched for row crops by the company together with other affiliates, following a supply deal between Bayer CropScience and Makhteshim Agan Industries. CBNB

Makhteshim Agan opens unit specialising in Rimon production

In September 2005, Makhteshim Agan Industries (the world's largest producer of generic agrochemicals and the seventh largest producer of agrochemicals in general) opened a dedicated production unit in Israel making the group's sole proprietary product Rimon (a novaluron-based insecticide). Rimon is sold in 54 countries and in 2004 made sales of \$10 M. The new unit reflects Makhteshim Agan's desire to develop the product, particularly in Europe. Rimon is a member of the benzoyl urea

family of chemicals and is currently being registered in France for use on trees and vegetable crops. CBNB

Syngenta offers Avicta

Syngenta is to market Avicta Complete Pak seed treatment jointly with Delta and Pine Land Company. The product will be sold in the 2006 cotton season for protection against nematodes, insects and disease. (For more information see: <http://www.chemicalmarketreporter.com>) CBNB

Syngenta and Compo form joint venture in retail horticultural chemicals market

Syngenta and the Compo subsidiary of K + S AG are to form a joint venture in the retail gardening products market. Compo recorded 2004 turnover of €526 M of which 37.3% was in the retail gardening and horticulture market and 62.7% was in the professional crop protection chemicals market. The European gardening chemicals market is estimated to be worth €750 M. The joint venture company will operate in most of Europe excluding UK and Switzerland where the companies will operate independently. CBNB

United Phosphorus acquires Argentina's Reposo for \$11 M

United Phosphorus Ltd has acquired, through its UK subsidiary, 100% stake in the Buenos Aires-based crop protection products company Reposo for \$11 M in an all cash deal. Reposo, which derived revenues of \$12.5 M for the year ended January 2005, is a debt free company with 30 product registrations in Argentina. The company has its manufacturing base in Abbot, 90 km from Buenos Aires. The acquisition provides United Phosphorus a strong base in Latin American markets. Recently, United Phosphorus acquired the Spanish agrochem company Cequisa, which has 400 registrations globally besides acquiring the US-based Agvalue in

November 2004.
Company performances

CBNB

DuPont reports 3Q 2005 earnings

DuPont reported results for 3Q and nine months ended September 2005. Consolidated net sales for 3Q 2005 were \$5.9 billion, up 2% versus 3Q 2004. Net income for 3Q 2005 was a loss of \$82 M (net income of \$331 M in 3Q 2004). The segment sales were \$6.2 billion for 3Q 2005. Segment pretax operating income (PTOI) for 3Q 2005 was \$545 M (\$438 M in 3Q 2004). In Agriculture and Nutrition: PTOI increased \$49 M with a seasonal loss of \$134 M for 3Q 2005 (\$183 M loss in 3Q 2004) and sales were \$1 billion. (For more information see: DuPont, DuPont Building, 1007, Market Street, Wilmington, DE 19898, USA; Website: <http://www.dupont.com>)

CBNB

Monsanto Co reports 4Q and 2004-2005 results

Monsanto reported that net sales increased 3% to \$1.3 billion in 4Q 2004-2005. For 2004-2005, net sales were \$6.3 billion, a 16% improvement compared with net sales for 2003-2004. Monsanto recorded a 4Q 2004-2005 net loss of \$125 M (net loss of \$42 M in 4Q 2003-2004). For 2004-2005, Monsanto reported net income of \$255 M (net income of \$267 M in 2003-2004). Research-and-development expenses increased by 34% to \$187 M for 4Q 2004-2005, an increase of \$47 M compared with 4Q 2003-2004, primarily driven by research and development related to the Seminis and Emergent businesses. For 2004-2005, research and development expenses were \$588 M (\$509 M in 2003-2004). The Seeds and Genomics segment consists of the global seeds and related trait business, and genetic technology platforms. The 4Q 2004-2005 net sales of \$545 M for the Seeds and Genomics

segment improved 53% (\$357 M in 4Q 2003-2004). For 2004-2005, sales for the Seeds and Genomics segment increased by 40% to about \$3.3 billion (\$2.3 billion in 2003-2004). The Agricultural Productivity segment consists of crop protection products, lawn-and-garden herbicide products, and the company's animal agricultural businesses. Net sales in the Agricultural Productivity segment for 4Q 2004-2005 decreased 17% to \$729 M (\$876 M for 4Q 2003-2004). Lower sales of Roundup and other glyphosate-based herbicides and selective herbicides in the US were the primary reason for the decrease. For 2004-2005, Agricultural Productivity sales decreased 2% to \$3 billion, primarily driven by decreased sales of Roundup agricultural herbicides and selective herbicides in the US. Lower sales for 2004-2005 were partially offset by increased sales of Roundup and other glyphosate-based herbicides in Europe and Brazil. Monsanto management has raised its growth projections for 2005-2006. Monsanto now expects earnings/share (EPS) to be in the range of \$2.35-\$2.50 (+20% \$2.08/share in 2004-2005). The company also indicated research and development expenses as a percent of sales are expected to be in the range of 10%. (For more information see: Monsanto Co, 800 N, Lindbergh Boulevard, St Louis, MO 63137, USA; Tel: 1 314 694 1000, Website: <http://www.monsanto.com>)

CBNB

Rallis 2Q 2005-2006 net profit doubles on pesticide sales

Rallis India Ltd (Rallis) has reported a profit-after-tax of Rup 281.7 M on total revenues of Rup 2214.6 M for 2Q ended September 2005 (profit-after-tax of Rup 140.8 M on total revenues of Rup 1763 M in 2Q ended September 2004). The higher profit is attributed to the 20% increase in pesticide sales and a gain of Rup 106.6 M from the sale of a business unit. The market declined by

Rup 2.5 billion to Rup 17.5 billion for 2Q 2005-2006. During 1H ended September 2005, Rallis recorded a net profit of Rup 309 M on sales of Rup 3437.8 M (net profit of Rup 161.7 M on sales of Rup 2902.5 M in 1H ended September 2004).

CBNB

Higher turnover for Syngenta in 3Q 2005

Syngenta achieved a 2% rise in turnover to \$1.39 billion in 3Q 2005 due to favourable sales in North and South America and in Asia. Turnover of the Seeds Division increased by 5% to \$228 M. The Pesticides Division achieved a turnover increase of 1% to almost \$1.2 billion. Sales of new products increased by 39%. Syngenta's turnover increased by 14% to \$6.8 billion in January-September 2005.

CBNB

Snippets

Bayer CropScience has substantially raised its forecast for annual sales of crop protection products containing new active ingredients to €2 billion/y. The company has introduced 16 new substances since 2000, which have already posted revenues of €517 M in 1H 2005. Eleven further substances are scheduled for launch between now and 2011. (For more information see: Bayer AG, Corporate Communications, Geb. W4, D-51368 Leverkusen, Germany; Tel: 49 214 30 57618; Fax: 49 214 30 71985; website: <http://www.bayer.com>)

CBNB

Glyphosate accounts for almost 20% of pesticides sold worldwide. China is the leading producer and exporter. Around 80% of glyphosate produced in China is exported. Herbicides account for 50% of China's pesticide exports, by value, with glyphosate accounting for 70% of total herbicide exports. In 2004, exports of glyphosate by China totalled \$416 M.

*CBNB: These abstracts are taken from Chemical Business NewsBase (CBNB) which is produced by Elsevier. E-mail: cbnb@elsevier.com, Website: <http://www.chemvillage.org>