

The big six:

BASF

BASF AG's strategy of investing approximately 10%/y of its sales to product innovation has been instrumental in its successful creation of a profitable crop protection chemical pipeline. In 2007, the company's crop protection chemicals sales reached \$1.09 billion, or 22% of the firm's total sales of \$4.67 billion. Two active ingredients have been launched by BASF in 2008: the broad-spectrum rice fungicide oryzastrubin that is intended for the Japanese market; and the insecticide metaflumizone that offers pest control for fruit and vegetable crops. In addition, it aims to launch in 2009 the new herbicide Kixor to address the glyphosate gaps. Meanwhile, BASF has entered into an exclusive agreement with Monsanto for the development of a new fungicide seed treatment for soybeans that utilises BASF's fungicide F 500. The new product is scheduled for a 2009 release. **CBNB**

Bayer CropScience

Bayer CropScience AG's strategy for addressing the challenge created by the rising demand for agricultural products for food, feed, and fibre, and as biofuel feedstock is to invest in innovative technologies. In 2000, it launched a programme aimed at commercialising 26 new crop protection products by 2011. For the 2009 season, it is scheduled to release the herbicide Ignite for the control of weed in corn and soybeans. Ignite will also be aimed for canola and cereals. In addition, Bayer is expecting to receive US approval for four new products: the herbicides Balance FLEXX and Corvus for corn applications; the Crop Safety Innovation (CSI) Safener; and the seed treatment insecticide for corn called Poncho 500. **CBNB**

Dow AgroSciences

The main thrust of Dow AgroSciences' research and development is on improving productivity of lands for cultivation in order to accommodate global demand. In 2007, the company's Herculex trait family was tapped for inclusion on a joint development project with Monsanto. The cross-licensing deal is for the creation of an eight-gene stack, composed of herbicide and insect tolerance traits, in SmartStax products. The new product has a target launch date of 2010. In addition, the company's weed control product Dow Herbicide Tolerance (DHT) technology traits has a 2012 launch date for corn, and a 2013 release date for soybeans and

cotton. Meanwhile, the company has announced that it is currently conducting global field tests for a novel sap feeding insecticide. **CBNB**

DuPont

The focus of DuPont Crop Protection's R&D efforts is on the discovery and development of new products as well as in supporting and renewing the company's current product line. The Pioneer Y Series soybean varieties, which were developed using the Accelerated Yield Technology (AYT), is pending for a 2009 launch. Also anticipated in 2009 is the worldwide release of three new insect control products: Altacor, Coragen, and Prevathon. These three new products feature the insecticide active ingredient Rynaxypyr. Meanwhile, four new herbicides are anticipated to be introduced during the 2009-2010 period: Freestyle, Traverse, Instigate, and Diligent. **CBNB**

Monsanto

About 10%/y of Monsanto's income, or over \$2 M/day, is being invested into the company's R&D projects with the aim of discovering and delivering innovative new technologies to farmers. This dedication to R&D research has yielded a number of firsts for the company in 2008. In corn research, studies on second-generation drought-tolerant corn have advanced to Phase 2, and first-generation drought-tolerant corn to Phase 3. In soybean research, dicamba-tolerant soybeans and Visitive III soybeans have both advanced to Phase 3. The Visitive III soybeans yield a low-saturated fat vegetable oil. Meanwhile, the company is looking into a controlled commercial launch for its Roundup Ready 2 Yield soybeans on 1-2 M acres in 2009. This is to be followed by a full-scale release on 5-6 M acres in 2009. **CBNB**

Syngenta

About \$800 M/y is being allocated by Syngenta on R&D research in support of its commitment to sustainable agriculture through innovative technology. In corn research, the company is looking to MIR 162, a broad Lepidoptera insect control product, corn amylase for the promotion of more efficient bio-ethanol production, and other second-generation trait technologies in 2009 and beyond. In soybean research, the company is expecting the launch of herbicide tolerance traits in 2011. Meanwhile, the firm announced the formation of two partnerships in 2008. The first one is with DuPont regarding access to its VIP/broad Lepidoptera (LEP) trait, while the second one is with Monsanto stipulating cross-enabling terms.

In addition, Syngenta and DuPont have agreed to work together in preparing regulatory studies for DuPont's broad-spectrum insecticide Cyazypyr, which is set to be rolled out in 2012. **CBNB**

Aquisitions, mergers and takeovers ...

Bayer CropScience plans investment of 3.4 billion in R&D through 2012

After an outstanding business development in the first six months in 2008, Bayer CropScience is now setting the course for the future. The company is launching an extensive research program to seize the long-term opportunities for growth on the agricultural markets. To this end, a total of 3.4 billion will be invested into research and development of innovative crop protection products and new solutions in seeds and plant biotechnology between 2008 and 2012. During the same period the company is planning to bring 10 new crop protection active ingredients to market which will have a combined peak sales potential of more than 1 billion. This new objective complements existing plans to achieve sales of 2 billion with active ingredients launched since 2000. The gratifying development of business indicates that this target will be reached as early as 2009, two years earlier than expected. The company also anticipates achieving an underlying EBITDA margin of approx. 25% in fiscal 2008. This figure was originally planned for 2009. (For more information: Bayer AG, 51368 Leverkusen, Germany; Tel: +49 214301; Fax: +49 214 305 8923; Website: <http://www.bayer.com>) **CBNB**

Bayer CropScience and the Chinese Academy of Agricultural Sciences sign MoU

On 4 November 2008, Bayer CropScience signed a Memorandum of Understanding (MoU) with the Chinese Academy of Agricultural Sciences (CAAS) on agricultural research for joint development and global marketing of agricultural products. CAAS and Bayer will initiate joint projects using the latest technologies in the areas of plant breeding, genetics, genomics and seed production. With this, Bayer CropScience strengthens its successful cooperation with CAAS and its institutes in agricultural research and enforces the company's commitment to expand its agriculture related business in China. The MoU was signed in Ghent, Belgium,

following a Cooperation Summit of Bayer CropScience and CAAS earlier in 2008. (For more information: Bayer AG, 51368 Leverkusen, Germany; Tel: +49 214301; Fax: +49 214 305 8923; Website: <http://www.bayer.com>) **CBNB**

Danisco acquires Agtech

Danisco has strengthened its animal nutrition platform with the acquisition of US biotechnology company Agtech Products for \$42 M. The deal should be finalized before end 2008. For 2007, Agtech (which specializes in microbiological products development, production and applications) registered sales of \$12 M. **CBNB**

Dow acquires hybrid seed company

Dow AgroSciences LLC announced that it has purchased Südwestsaat GbR (SWS), a hybrid maize company headquartered in Germany. SWS focuses on breeding, development, registration and production of high performing maize hybrids for Europe. Under the terms of the agreement, Dow AgroSciences would acquire the assets of SWS to include all these activities. The company is the third acquisition for Dow AgroSciences in Europe following Austria's Maize Technologies International (MTI), and Netherlands' Duo Maize in 2007. Financial terms of the agreement were not disclosed. (For more information: www.dowagro.com)

DuPont opens research facility in Hyderabad

DuPont India has established an integrated agriculture and industrial biotechnology research facility, the Biotech Research Center at DuPont Knowledge Center (DKC) in Hyderabad. This research facility, which is due for inauguration before the end of 2008, is the first one outside USA. Since the global demand for agricultural crops is on rise, the research center will be involved in the production of biofuels and biomaterials with the idea of introducing new crop genetics to the global market. The scientists at the DKC have further plans to develop the renewable feedstock based biocatalysts for the global market. **CBNB**

DuPont and Hexima collaboration

Hexima Ltd is an ag-biotech firm whose R&D activities revolve around the idea of enhancing plant resistance against insects and fungal pathogens through genetic modification. On 7 August 2008, the company entered into a collaborative agreement with DuPont concerning the

development of a fungal disease resistance technology for corn, soybeans and other crops. The deal will involve integrating certain anti-fungal protein assets of Hexima and the DuPont business Pioneer Hi-Bred. **CBNB**

Chemtura and Venomix JV project

Chemtura and Venomix have agreed to include in their collaboration the development of a spider venom peptide-based insecticide. Over 50 such peptides have been identified by Venomix. **CBNB**

Lantmannen, Svalof Weibull and BASF agree on share exchange

Lantmannen, owned by Swedish farmers, has become the sole owner of Svalof Weibull after acquiring the 40% share previously held by BASF Plant Science. At the same time, BASF has gained full ownership of BASF Plant Science by acquiring the 15% share previously held by Svalof Weibull. The respective agreements were signed on 22 October 2008. The resulting simplification will give the companies greater flexibility in responding to their respective strategic demands. Svalof Weibull will continue to provide field trial services for BASF Plant Science in Sweden and will allow BASF to access selected commercial seed varieties for research and commercialization purposes. (For more information: BASF SE, Germany; Website: <http://www.basf.com>) **CBNB**

Metabolon and Syngenta sign expanded research agreement

Metabolon Inc announced an expanded, multi-year agreement with Syngenta. Through this agreement, Syngenta will have access to Metabolon's biochemical profiling technology for use in agricultural applications. Metabolon has extensive experience in profiling the biochemistry of plants and how certain crop traits present themselves at the cellular level. With data generated by Metabolon, Syngenta investigators will be able to make informed decisions on crop traits much sooner in the development cycle. This agreement expands upon initial studies performed by Metabolon for Syngenta to test the application of the technology. Metabolon is a diagnostics and services company offering the industry's leading biochemical profiling platform. (For more information: Metabolon Inc, 800, Capitola Drive, Suite 1, Durham, NC 27713, USA; Tel: +1 919 572 1711; Fax: +1 919 597 6679; E-mail: info@metabolon.com Website: <http://www.metabolon.com>) **CBNB**

Nippon Soda working on global expansion strategy for Agchems

Tokyo-based Nippon Soda plans to register its products in more countries, broaden the variety of crops to which they can be used, expand their modes of application, and launch new products in order to expand its agrochemical business in the global market. Nippon Soda aims to reach sales of over ¥15 billion/y (\$139 M) within a few years. The firm aims to register its pesticide Mospilan (acetamiprid) in more rapeseed-growing countries in Europe and file an application for Mospilan as a seed-treatment agent within two years. In Eastern Europe, Mospilan is widely used in rapeseed farming. Nippon Soda aims to register Mospilan as a pesticide in countries, including Germany and the UK. It will also work on boosting sales in the non-crop land sector and rationalise production to meet the robust demand for its Topsin-M (thiophanate-methyl) fungicide. **CBNB**

Sumitomo to build agchem ingredient plant in China

Sumitomo Chemical is considering setting up a JV in China that would produce agrochemical ingredients. The company has an earlier JV with Dalian Chemphy Chemical for agrochemical intermediates production earmarked for export. Sumitomo's planned JV may still have Dalian Chemphy Chemical as the company's partner since their first JV is said to be performing well. Sumitomo welcomes China's move to introduce more severe measures against imitations and change the country's registration system to stop inferior chemicals from entering the market. The agrochemical market in China is valued around ¥150 billion (\$1.4 billion)-200 billion/y. This may likely grow quickly in the wake of the mounting need for crop and food manufacture. **CBNB**

Sumitomo targeting top 10 global ranking for agchems

Sumitomo Corp plans to more than double its sales of agrochemical products from the current level to ¥100 billion/y (\$917 M) by ramping up its sales operations in China and advancing into the North American market. The target is in keeping with the Japanese company's objective of becoming one of the 10 leading global agrochemicals suppliers. Sumitomo intends to broaden its product line up further, including chemicals developed in-house, and introduce new proprietary chemicals to the market. To date, the company's sales network for its agrochemicals extends to 23 countries, and generates total sales of some ¥40 billion. **CBNB**

Syngenta makes 2 acquisitions in the US

Syngenta has acquired US company Yoder Brothers' chrysanthemums and asters business (which made a \$24 M turnover in 2007) for an undisclosed sum. The deal should be finalized before end 2008. It will give Syngenta ownership of Yoder Brothers' genetics programmes. The group will also take over 150 of Yoder's employees. A week after this acquisition was announced, Syngenta revealed that it had also bought seeds producer Goldsmith Seeds for \$74 M. The company employs 1500 people and makes a \$50 M turnover. The deal (which should be finalized in 4Q 2008) will expand Syngenta's floral seeds portfolio. The group's flowers division made a \$272 M turnover in 2007. **CBNB**

United Phosphorus eyes \$1 billion buy in Israel

Pesticides major United Phosphorus plans to acquire 39% stake in the Israel-based Makhteshim Agan Industries for about \$1 billion. If the acquisition plan is implemented, then United Phosphorus will become the world's largest generics agrochemical company. **CBNB**

Company performance ...

Bayer CropScience raises sales and earnings in all business units

For its 3Q 2008, the Bayer CropScience division of Bayer has reported sales of 1248 M (1157 M for its 3Q 2007), EBITDA of 167 M (166 M), and EBIT of 36 M (30 M). For the first nine months of its fiscal 2008, this division has reported sales of 5030 M (4505 M for the same period of its fiscal 2007), EBITDA of 1323M (10625 M), and EBIT of 927 M (649 M). (For more information: Bayer AG, 51368 Leverkusen, Germany; Tel: +49 214301; Fax: +49 214 305 8923; Website: <http://www.bayer.com>) **CBNB**

Dow reports 3Q 2008 results

The Dow Chemical Co (Dow) reported results for 3Q ended September 2008. Sales for 3Q 2008 increased 13% from 3Q 2007 to \$15.4 billion. Earnings for 3Q 2008 of \$0.46/share were unfavourably impacted by certain items

such as the hurricanes (\$0.09/share in costs and \$0.03/share in margin on lost sales), purchased in-process research and development charges of \$0.03/share, and acquisition-related expenses of \$0.02/share. Agricultural Sciences set a new 3Q 2008 sales and EBIT record, with sales up 24% to \$976 M. Price was up 16% and volume up 8% compared with 3Q 2007. (For more information: Dow Chemical Co, 2030, Dow Center, Midland, MI 48642, USA; Tel: +1 989 636 1000; Fax: +1 989 636 3518; Website: <http://www.dow.com>) **CBNB**

DuPont reports solid 3Q results; emerging markets sales grow 25%

EI du Pont de Nemours and Co (Dupont) reported results for 3Q and nine months ended September 2008. For the nine months ended September 2008, earnings/share were \$3.05, up 13 % excluding significant items. Global Consolidated Sales grew 9% to \$7.3 billion. Sales outside the US grew 16% and accounted for 68% of worldwide sales. Sales in emerging markets grew 25%. Net income for 3Q 2008 was \$367 M versus \$526 M in 3Q 2007. Excluding the hurricane charge in 3Q 2008 and a litigation charge in 3Q 2007, net income was \$513 M for 3Q 2008 versus \$552 M in 3Q 2007. Segment pre-tax operating income (PTOI) was \$682 M for 3Q 2008, down 26% versus 3Q 2007. Excluding significant items, total segment PTOI for 3Q 2008 was \$909 M versus \$956 M in 3Q 2007. Agriculture & Nutrition's sales for 3Q 2008 grew 22% to \$1.3 billion due to herbicide pricing, strong demand for fungicides and insecticides in Brazil, increased seed share and acres in Brazil, and strong demand for oilseeds in Europe. (For more information: DuPont Building, 1007, Market Street, Wilmington, DE 19898, USA; Website: <http://www.dupont.com>) **CBNB**

FMC Corp announces 3Q 2008 results

FMC Corp reported 3Q and nine months ended September 2008 results. Net income was \$80 M, or \$1.05/diluted share, for 3Q 2008 (net income of \$37.1 M, or \$0.48/diluted share, in 3Q 2007). The 3Q 2008 revenue of \$820.8 M

increased 31% (\$626.6 M in 3Q 2007). Revenue in Agricultural Products of \$263.8 M for 3Q 2008 was 37% higher than 3Q 2007, as increases were realised in most regions, particularly Latin America. (For more information: FMC Corp, 1735, Market Street, Philadelphia, PA 19103, USA; Tel: +1 215 299 6000; Website: <http://www.fmc.com>) **CBNB**

Nagarjuna Agrichem: Results for 2Q 2008-2009

Agrochemicals manufacturer Nagarjuna Agrichem Ltd has reported a net profit of Rup 113.6 M on net sales/income from operations of Rup 1628 M for 2Q ended September 2008 (net profit of Rup 107.6 M on net sales/income from operations of Rup 1272.9 M in 2Q ended September 2007). During 1H ended September 2008, the company registered a net profit of Rup 200.5 M on net sales/income from operations of Rup 2947.1 M (net profit of Rup 155.3 M on net sales/income from operations of Rup 2154.9 M in 1H ended September 2007). **CBNB**

Favourable results for Syngenta for first nine months 2008

Syngenta achieved a 29% rise in turnover to \$9572 M in January-September 2008. During 3Q 2008 sales of pesticides rose by 26% in value and 12% in volume. Prices increased by 14%. Syngenta achieved growth rates of 48% in the NAFTA region, 25% in Latin America and Asia and 12% in Europe, Africa and the Near East. Turnover with pesticides in Eastern Europe rose by 50% in 3Q. Syngenta forecasts a rise in profits per share of 35% for 2008 and predicts a rise of between 15-20% for 2009. Turnover of the pesticides division rose by 29% to \$7429 M (selective herbicides \$2063 M, +21%; fungicides \$2103 M, +35%; and insecticides \$1089 M, +16%). **CBNB**

United Phosphorus 2Q 2008-2009 PAT rises 38.25%

Agrochemicals manufacturer United Phosphorus has posted a 38.25% higher profit-after-tax (PAT), including income from associate companies, at Rup 1220.4 M for 2Q ended September 2008 (PAT of Rup 882.7 M in 2Q ended September 2007). **CBNB**

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