



## News Release

---

### Bartering in Brazil to secure food's future

---

**Monheim, September 15, 2011** – Brazilian markets are volatile. Agriculture is impacted by fluctuating commodity prices and currencies. Brazilian farmers are faced with increasing production costs, due to high logistics and transport expenses resulting from a weak infrastructure. Brazilian farmers need better access to affordable financing resources.

To create financial solutions, Bayer CropScience is offering a different payment method (Barter). Instead of selling crop protection products in local currency, Bayer CropScience is accepting commodities (e.g. in sacks of soybeans) as a natural hedge. Bayer CropScience is using special barter operations in partnership with banks and trading companies – and makes this knowledge available to its customers.

As a result, financing of input costs until harvest is no longer an issue for farmers in Brazil. Due to the disconnecting from currency and price volatility farmers can plan for the long-term more efficiently. Barter provides Brazilian farmers more flexibility and increased planning reliability.

#### **About Bayer CropScience**

Bayer is a global enterprise with core competencies in the fields of health care, nutrition and high-tech materials. Bayer CropScience, a subgroup of Bayer AG with annual sales of EUR 6.830 billion (2010), is one of the world's leading innovative crop science companies in the areas of crop protection, non-agricultural pest control, seeds and traits. The company offers an outstanding range of products and extensive service backup for modern, sustainable agriculture and for non-agricultural applications. Bayer CropScience has a global workforce of 20,700 and is represented in more than 120 countries. This and further news is available at: [www.press.bayercropscience.com](http://www.press.bayercropscience.com).