

Prioritizing our commitment to licensing

Meet Tony Klemm, Vice President, Business Development & Licensing, Corteva Agriscience

The Corteva licensing team is pleased to announce the newly created role, Vice President of Business and Development, and excited to welcome Tony Klemm into this role. As part of his role, Tony will be working at the global level to expand Corteva's lineup of trait and product options available for licensing in the future. This position will support the important work we do for companies like yours and reaffirms Corteva's commitment to growing opportunities in licensing.

Tony grew up on a farm in Iowa and has worked in the ag industry his entire career. He started in field sales at Dow AgroSciences almost 30 years ago and has continued to grow with the organization. He helped commercialize the Enlist® trait and the Enlist® weed control system, and most recently spent the last 10 years leading the Global Corn business for Corteva and its heritage companies. "I have spent much of my career working to deliver the best in traits, technologies and germplasm to farmers. Being able to support licensees is just one more way we can deliver innovations that help make farmers more productive and profitable," Klemm shared.

From the outset, Corteva has been all about farmer choice. This is why our business model gives farmers the option of buying from brands like yours that license our technologies. This approach has served our company—and farmers—well because it's the right one. Farmers can do business the way they want.

We know that without independent seed companies like yours, a piece of the puzzle is missing. Your brands complete the picture and help get game-changing advances into the hands of more farmers who can benefit from them.

Licensing continues to be such a vital pillar in how Corteva serves farmers that it was recently recognized among five core areas where we want to grow, invest and compete. We recognize that you've spent years—in some cases generations—building

your brand and a loyal customer base. Our commitment is to continue supporting that with outstanding technology licensing opportunities—technologies from an American company focused solely on agriculture. With licensing in a priority position, there are several things you can expect from Corteva.

- 1. New traits are in the pipeline:** Our goal is continue developing top performing traits and germplasm that add value to your lineups and bushels to your customers' yields.
- 2. We're invested in this business:** That includes research and development to bring new innovations to market, as well as resources to support our licensing organization and, in turn, businesses like yours.
- 3. We're not going anywhere:** This isn't an afterthought. It's not a "nice to have" along with the other ways we sell seed. Licensing is fundamental to our philosophy for bringing farmers products in ways that match their needs and buying preferences.

Choosing to license Corteva seed technologies is a decision that will serve your business and American farmers for many years to come. That's our commitment to you, and one we couldn't be more excited to support. "My work in agriculture has taken me around the world, and one thing is true everywhere in this business: success comes from putting farmers first," Klemm said. "The companies we get to work with in licensing understand that better than anyone. It's a real privilege to be supporting them in the work they do for farmers."



As part of his new role, Tony Klemm, Vice President, Business Development & Licensing, will work on expanding opportunities and access in the licensing space.