

From: [REDACTED] (SG)
Sent: 27 October 2016 12:08
To: HARDEMAN Hilde (CAB-KATAINEN); [REDACTED] (SG)
Cc: [REDACTED] (SG)
Subject: Meeting of VP Katainen with BAYER, 27 September 2016, conclusions

Participants:

Mr. [REDACTED] (CEO, Bayer), Mr. [REDACTED] (head of liaison office, Bayer)
 VP Katainen, Ms. Hardeman (DHoC Kainen), Mr. [REDACTED] (SG E/1)

Background:

The meeting had been requested by Bayer to present ongoing issues, including Bayer's ongoing acquisition of Monsanto. The meeting lasted 45 minutes.

Conclusions:

- Bayer presented the ongoing changes in the corporative landscape (various mergers; synergies are sought between chemistry, biology, and IT/digitalisation). Bayer sketched out the *rationale* and state of play of the ongoing acquisition of Monsanto.
- Bayer presented the challenges and visions of modern agriculture: more data (analysis) driven, adapted "components" of a full, aligned set of agricultural technologies (seeds, plant protection products, biotechnology, forecast data, etc.). The "far future" would be "guaranteed yields". The important R&D share of Bayer's and Monsanto's revenues were highlighted.
- Bayer argued that "big players" would not decrease competitiveness, and that the aim was not "bundling" products for farmers but offering them distinct, adapted components.
- Bayer underlined the overwhelming importance of innovation—"the lifeline of European business"—for competitiveness and indeed for tackling environmental challenges, and called upon the Commission to contribute to a more factual, fact-based discussion. This was the most important contribution the Commission could make to fostering innovation, along with applying the innovation principle in balance with the precautionary principle. VP Katainen underlined the importance of societal acceptance, the importance of science in decision making, and agreed on the need for fact-based discussion.
- Bayer referred to the discussion on agricultural technologies and mentioned glyphosate, GMOs and new breeding techniques as examples where a fact-based discussion would be important. VP Katainen agreed that science should be the basis for decision-making in these areas.
- Regarding TTIP, Bayer mentioned as one example of potential benefit the mutual recognition of certificates of compliance of pharmaceutical manufacturing sites with good manufacturing practice.

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