

# PERSPECTIVES ON . . .

## ADAPTING TO A CHANGING CLIMATE



### Stan Koster

Senior Vice President  
Koch Agronomic Services



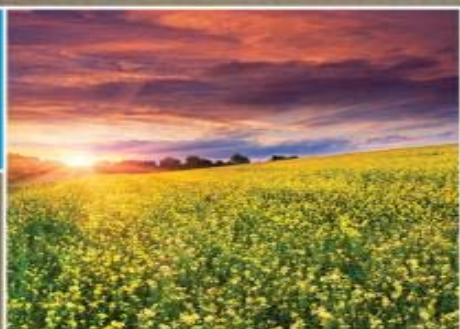
### Sees The World AS A...

- Global Supplier of Fertilizer and Technologies
- Opportunity To Generate Profitable Growth
- System of Risks & Returns, And Of Costs and Revenues



# Fertilizer Outlook and Technology Conference

*Stan Koster*  
*Senior Vice President, Koch Agronomic Services*



THE POWER TO MAKE THINGS GROW

Who is Koch Industries, Koch Agronomic Services

What we believe will drive changes  
in technologies in the future

Technologies we believe will have  
the biggest impact on the industry

Challenges we've experienced in  
bringing new solutions to the market

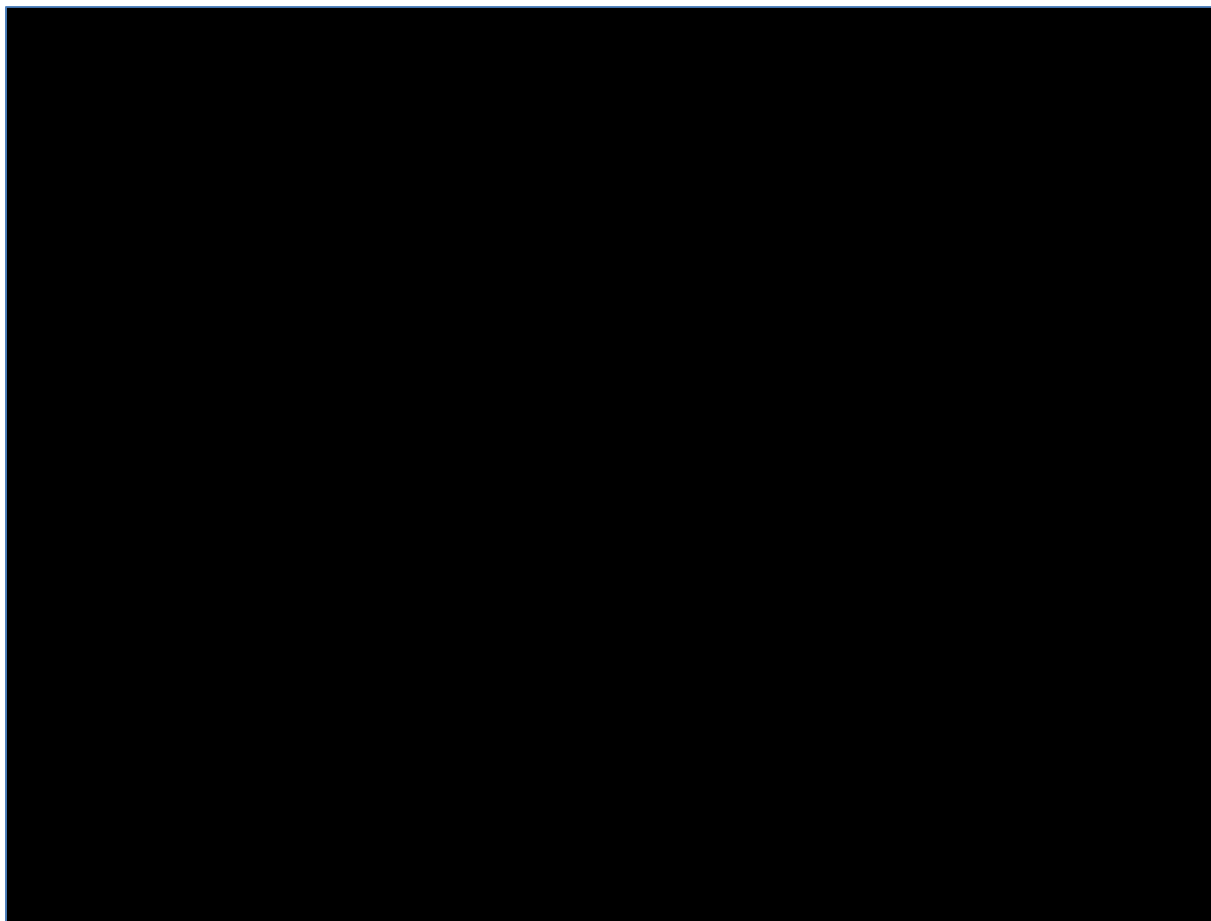


...help people improve their lives by providing products and services they value more than their alternatives and to do so while consuming fewer resources...

Built on a **Win-Win Philosophy**



To be the leading technology solutions provider focused on maximizing plant performance and minimizing environmental impact.



## Drivers of Technology

Consumers Want

**EFFICIENCY &  
TRANSPARENCY**

**FREEDOM TO  
INNOVATE**

**WIN-WIN**

FOR

Inventor  
Manufacturer  
Distributor  
Retailer  
Farmer

## Impact on the Industry

**ACCELERATION  
OF KNOWLEDGE**

**PRECISION  
AGRICULTURE**  
MAXIMIZE YIELD

**ENHANCED EFFICIENCY FERTILIZERS**  
MINIMIZE NUTRIENT LOSS

**BIOLOGICALS**  
IMPROVE  
CROP EFFICIENCY

## Challenges in New Product Development

**INVESTMENT &  
CAPABILITIES**

**COMPLEXITIES &  
OBTAINING REGISTRATION**

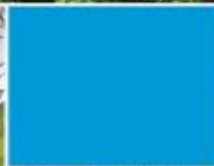
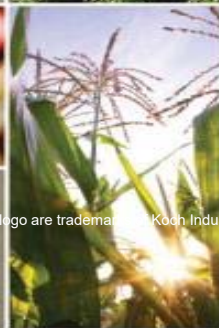
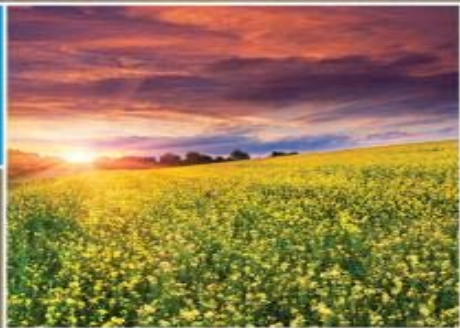


**PARADIGM SHIFTS &  
ADOPTION RATE**





Thank you



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