

2018 Grower Soybean Fungicide Pair-up Program

Effective: October 1, 2017

OBJECTIVE:

To promote the use multiple fungicide products to combat a broad spectrum of diseases in soybeans through the offer of an incentive on qualifying purchases.

OFFER SUMMARY:

| PARTICIPATING BASF BRANDS | ACTIVITY | INCENTIVE |
|--|--|---|
| Priaxor® fungicide | BASF Authorized Grower must purchase equal amounts of Priaxor fungicide and a Participating Qualifying Fungicide at the prescribed use rate per acre, 4 fl. oz/acre of each participating brand, by September 30, 2018 | BASF Authorized Grower may earn \$3/acre on qualifying purchases. Payment to be made on or before November 24, 2018 |
| PARTICIPATING QUALIFYING FUNGICIDES | | |
| Any solo propiconazole containing fungicide labeled for control or suppression of frogeye leaf spot in soybeans. | | |

| PROGRAM PERIOD | EFFECTIVE AREA |
|--|---|
| The "2018 Season" (October 1, 2017 through September 30, 2018) | Alabama, Arkansas, Delaware, Illinois, Indiana, Kentucky, Louisiana, Maryland, Mississippi, Missouri, North Carolina, South Carolina, Tennessee, Texas and Virginia |

DETAILS OF THE OFFER:

A BASF Authorized Grower will earn \$3 per acre for qualifying Priaxor fungicide and paired Participating Qualifying Fungicide purchases when 4 fluid ounces of Priaxor fungicide is paired with 4 fluid ounces of a Participating Qualifying Fungicide. BASF Authorized Growers are encouraged to retain a copy of each receipt/invoice and supporting Proof of Product Purchase.

BASF will only pay a rebate to a BASF Authorized Grower up to the valid Point-of-Sale (POS) volume for Priaxor fungicide reported by an Authorized Retailer when combined with valid invoices for Participating Qualifying Fungicides purchased from a BASF Authorized Retailer that are submitted by the retailer no later than October 5, 2018. Payment will be made to the BASF Authorized Grower on or before November 24, 2018. Only incentives greater than or equal to \$50.00 will be fulfilled.

In the event that Grower chooses to refuse to provide consent or to subsequently withdraw consent to the collection and/or use of Grower's Personally Identifiable Information ("PII") by BASF, then Grower shall no longer be eligible for payments under this Program and BASF shall be unable to access the required data regarding Grower's qualification under the Program. Grower's disqualification will be effective as of the date of Grower's decision to refuse or withdraw consent to the collection and/or use of Grower's PII by BASF, and will be retroactive to the initial enrollment date in the Program.

Program Rules and Conditions:

1. Only Priaxor purchases from BASF Authorized Retailers will be eligible for the rebate offer. A list of all BASF Authorized Retailers is available on the website at www.GrowersAdvantage.basf.us.
 2. This program requires information on Priaxor fungicide submitted through Point-of-Sale (POS) and propiconazole fungicide by way of mailed in invoice(s).
 - a. The following information is required when reporting Priaxor product sales to BASF Authorized Growers:
 - i. Valid Grower First and Last Name or Farm Name
 - ii. Valid Grower or Farm Address (includes mailing and/or physical address, city, state, and zip code)
 - iii. GLN: Global Location Number (if known Priaxor POS only)
 - b. All Priaxor POS information must be reported by October 5, 2018 through the established data collection systems of Agrimine, Data Dimensions or EDI. No information submitted past October 5 for the 2018 season will be included in the payment fulfillment calculation.
 - c. All propiconazole invoices must be mailed to the following address and post-marked by October 5, 2018. Mail to:
2018 BASF Grower Soybean Fungicide Offer
PO Box 222037
Charlotte, NC 28222Invoices must contain the:
 - i. Grower First and Last Name or Farm Name
 - ii. Grower Address, City, State and Zip Code
 - iii. BASF Authorized Retailer Name, City, State and Zip Code
 - iv. Invoice number and date of purchase
 - v. Propiconazole Brand Name, Unit of Measure, number of unitsIf insufficient information is received provided a letter notifying the grower of the non-conforming submission will be sent.
 - d. Monthly reporting of Priaxor POS and submission of propiconazole invoices is preferred. If Electronic Reporting is the established method utilized, sales must be submitted in accordance with the established timelines (8th of the month for the previous month's sales, with the exception of October 5, 2018).
3. Payment incentives will be paid to the BASF Authorized Grower or entity identified as the purchaser on the invoice and must be the same across multiple invoices.
4. No hand-written Proof of Purchase documents will be accepted without prior written approval from BASF. Proof of purchase invoice(s) must include BASF Authorized Retailer name, address, grower name and address, Product name(s), volume(s), and price(s), purchase date(s) and invoice number(s).
5. BASF Authorized Grower may only receive incentive for product used on acres that are within the defined geographies, as well as owned and/or controlled by the BASF Authorized Grower that is identified on the invoice(s) in the 2018 Growing Season. Individual BASF Authorized Growers may not aggregate purchases in order to qualify for a payment under this offer.
6. BASF reserves the right to audit all program claims as respects BASF Authorized Retailer and BASF Authorized Grower reported information, and reserves the right of final decision on payments due.
7. The BASF Authorized Retailer's and BASF Authorized Grower's pertinent records, which are sufficiently detailed (as determined by BASF in its discretion) to enable verification of Program compliance, shall be made available, upon request, to BASF or its independent accountant. If BASF or its independent accountant (in its sole judgment) determines that a claim for any benefit, payment or reward offered under any BASF program submitted by or on behalf of the BASF Authorized Grower contains false, misleading, or inaccurate information, then BASF reserves the right to withhold all benefits, payments and rewards under all impacted BASF programs until the discrepancies are resolved.
8. Responsibility for total rebate dollar amount will be paid by BASF as per the terms and conditions set forth within a separate contractual agreement.
9. Any BASF Authorized Retailer or BASF Authorized Distributor believed to be participating in fraudulent activities, or activities intended to manipulate payments made under this offer, will forgo all BASF program and incentive payments for the 2018 season. Fraudulent activities include, but are not limited to, electronic transactions reported where no product was shipped to the BASF Authorized Retailer, back dating invoices, providing false invoices, submitting invoices as BASF Authorized Grower sales where product is transferred to another retailer or exchange, submitting invoices for sales to non-growers, and invoicing product without intending to transfer and/or actually transfer ownership.
10. Only a BASF Authorized Retailer's product purchases from a BASF Authorized Distributor are eligible under this incentive. BASF Authorized Retailers must have EDI transactions that correspond to BASF Authorized Grower sales. Any variance between EDI and Point-of-Sale (POS) or invoice(s) submitted that cannot be reconciled will be deducted from a BASF Authorized Retailer's year end payment and result in that Retailer's removal from the list of BASF Authorized Retailers.
11. Sales to other Retailers and/or to Distributors, or through on-line product exchanges or auctions, or co-ops/buying groups, or to end-users that the BASF Authorized Retailer knows, or has reason to know, intends to resell product, will not qualify for payments under this Program.

12. BASF reserves the right to assign BASF obligations (including the obligation to make payment), in whole or part, under this program to a third party without notice to, or the consent of, the BASF Authorized Grower.
13. BASF reserves the right to cancel or modify this program at any time without any notice.