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From: Danielle Thomas

FAX COVER SHEET

TO

COMPANY Michelle Impastato

FAX NUMBER 19857832067

FROM Danielle Thomas

DATE 2025-09-26 14:43:40 CDT

RE FAX - Michelle Impastato, Council Secretary from Phyllis Sims
36998.1

COVER MESSAGE

This fax is being sent on behalf of Phyllis D. Sims, please forward any further correspondence to their attention.

Phyllis D. Sims

P: 225.389.3717

F: 225.388.9133

Phyllis.sims@keanmiller.com

Thank you

Danielle Thomas

Office Services Manager

Kean Miller LLP

400 Convention Street, Suite 700

Post Office Box 3513 (70821-3513)

Baton Rouge, Louisiana 70802

225.382.4627 (direct)

danielle.thomas@keanmiller.com



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**FACSIMILE TRANSMISSION**

TO	Michelle Impastato, Council Secretary	FROM	Phyllis D. Sims
FAX	985-783-2067[Fax]	TELEPHONE	(225) 389-3717
TELEPHONE	985-783-5125	FILE NO.	36998-1
DATE	September 26, 2025	OPERATOR	Archie J. Kranske
PAGES	Cover + 23		

COMMENTS:

Ms. Impastato, please see attached. The hard copy will be delivered on Monday, September 29, 2025.

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Form 3101
Exhibit A
Appeal to Board of Review
by Property Owner/Taxpayer
For Real and Personal Property

Name: MONSANTO COMPANY Parish/District: St. Charles Parish
Taxpayer

Address: 12501 River Road City, State, Zip: Luling, LA 70070

Ward: 2 Assessment/Tax Bill Number: 250000001100 Appeal No. _____

(Attach copy of complete appeal submitted to the Board of Review)

Board of Review

Address or Legal Description of Property Being Appealed (Also, please identify building by place of business for convenience of appraisal)

12501 River Rd, Luling, LA 70070

I hereby request the review of the assessment of the above described property pursuant to L.R.S. 47:1992.

The assessor has determined Fair Market Value of this property at:

Land \$ _____ Improvement \$ _____ * Personal Property \$ 709,983,934

Total \$ 709,983,934

I am requesting that the Fair Market Value of this property be fixed at:

Land \$ _____ Improvement \$ _____ * Personal Property \$ 304,714,840

Total \$ 304,714,840

* If you are not appealing personal property, leave this section blank.

Please notify me of the date, place and time of my appeal at the address shown below.

NOTE: The Board of Review's decision may be appealed to the La. Tax Commission by completing and submitting Appeal Form 3103.A to the LTC within 30 calendar days of the Board of Review's decision. For further information, call the LTC at (225) 219-0339.

Monsanto Company (Jeff McFarland);
Tax Agent: DuCharme, McMillen & Associates – Richard Griffin
Property Owner/Taxpayer:

Address: 12710 Research Blvd, Suite 305
Austin, TX 78759

Telephone No.: 512-335-5900, ext. 1316;
Mobile: 512-569-9482

Email Address: rgriffin@dmmainc.com

PLEASE NOTE: You must submit all information concerning the value of your property to your assessor before the deadline for filing an appeal with the Board of Review. The failure to submit such information may prevent you from relying on that information should you protest your value.



September 26, 2025

St. Charles Parish Council – Board of Review
 St. Charles Parish Courthouse, Council Chambers
 15045 River Road
 P. O. Box 302
 Hahnville, LA 70057

RE: BAYER (f/k/a MONSANTO COMPANY) – Account 250000001100 - 12501 River Road, Luling, LA 70070

Dear St. Charles Parish Council,

Below and enclosed please find documentation supporting the taxpayers, Monsanto/Bayer, requested Fair Market Value illustrated on LAT Form 3101. Per the Rules contained in Louisiana Administrative Code, Title 61, Part V, §§ 307(A), 2501, and 3101, Bayer is providing this letter and attached documentation, which was also shared with Assessor Tab Troxler, illustrating external (economic) obsolescence has negatively impacted the fair market value of Monsanto's Luling, Louisiana Plant.

Pertinent information included in the attachments is outlined below:

1. Chinese competition has depressed prices for Bayer's Global Glyphosate division while costs of production have increased.
 - Since 2022 the estimated average selling price for a gallon of roundup has decreased by -57%
 - Since 2022 costs of production have increased by 26%.
 - The combination of decreased selling price and increased production costs has reduced gross income by -86% since 2022.
 - The impact of declining prices, rising production costs and litigation liabilities can be seen in the -193% decline in EBIT (Earnings Before Interest and Taxes) for the Bayer Crop Science Division (which the Luling Plant and Glyphosate are part of)

Crop Science (x1,000)	2022	2023	2024	2024 EBIT Percent Change From 2022
EBIT	2,950	-3,486	-2,756	-193%

2. Bayer/Monsanto recognized property, plant, and equipment impairments at this site that wrote the book value of the site's property plant and equipment down to zero.
 - When an asset is no longer expected to generate future economic benefit to support the current book value a company is required to write that asset's value down to the expected current market value.

3. Maintenance / Sustaining Capital

- Despite the aging assets declining in value, year over year the market value of the facility has increased from \$665.6mm (2024) to 709.9mm (2025) a \$44.3mm increase -- with a 56% increase in value since the 2022 tax year.

Account	Description	2022 Final Property Tax Market Value	2023 Final Property Tax Market Value	2024 Final Property Tax Market Value	2025 Proposed Property Tax Market Value
250000001100	Plant Personal Property	\$453,054,853	\$595,004,300	\$665,565,414	\$709,983,934

- The Luling plant needs to maintain operations. The capital invested in the last few years is sustaining capital to maintain and sustain the plant and does not contribute to increased supply or revenue growth that would add to the value of the plant.

4. Litigation Impacts

- Bayer has removed Glyphosate from the retail version of Roundup to limit litigation risk
- Bayer has settled approximately 93,000 lawsuits related to Glyphosate but has as many as 67,000 cases pending cases continuing to devastate the domestic manufacturer of Glyphosate
- Due to current lack of legal protections Bayer is considering exiting the production and sale of all Glyphosate products to end the litigation relating to Glyphosate. Anyone purchasing the Luling plant or considering producing Glyphosate in the United States would be subject to similar litigation issues.

2025 - The Exhibits included with this submission are outlined below.

- **Exhibit I:** Summary of issues illustrating economic obsolescence.
- **Exhibit II:** Bayer to End Glyphosate Sales to US Retail Consumers
- **Exhibit III:** Bayer may exit Glyphosate Business Amid Mounting Legal Pressure

In order to quantify how the external economic factors of increased competition, litigation liability, increased production costs, ending retail sales of glyphosate and economic impairments impacted the market value of the Bayer/Monsanto Luling facility, Bayer engaged an independent 3rd party appraiser to determine the 1/1/2025 property fair market value. Please refer to the below table for the indicated values that the appraiser determined for the Bayer/Monsanto facility.

Account	Description	2025 Expert Appraisal Indicated Market Value - Plant & Equipment	2025 Inventory and Supplies Value	2025 Indicated Total Market Value (Rounded)	2025 Indicated Total Assessed Value
250000001100	Plant Personal Property	\$285,189,850	\$19,524,994	\$304,714,840	\$45,707,226

The independent 3rd party appraiser correctly includes consideration for economic obsolescence and accurately reflects the current market value of the personal property plant and equipment which the current St Charles Parish appraisal does not.

Closing

Bayer / Monsanto has maintained open and transparent communication with Assessor Troxler and his staff, including hosting a plant tour on March 26, 2024, participating in a follow-up meeting at the Assessor's office on July 2, 2024, and a continued open dialogue with the Assessor's office over the past 18 months. While the Assessor has requested additional information in support of this matter, Bayer has sought clarification to ensure that any further submissions provide the valuation support. To assist in this process, Bayer is currently obtaining an expert appraisal report and will share it with the Assessor promptly upon completion.

Thank you for your consideration,



Richard Griffin

DMA – DuCharme, McMillen & Associates, Inc.

12710 Research Blvd, Suite 305, Austin, TX 78759

Phone: 512-335-5900 ext. 1316 | Cell: 512-569-9482 | Fax: 512-335-5825

rgriffin@dmainc.com

Exhibit I: Summary of Issues Illustrating Economic Obsolescence



Crop Science
United States

Summary point: Bayer is requesting a market value reduction as a result of obsolescence at their Luling Glyphosate plant.

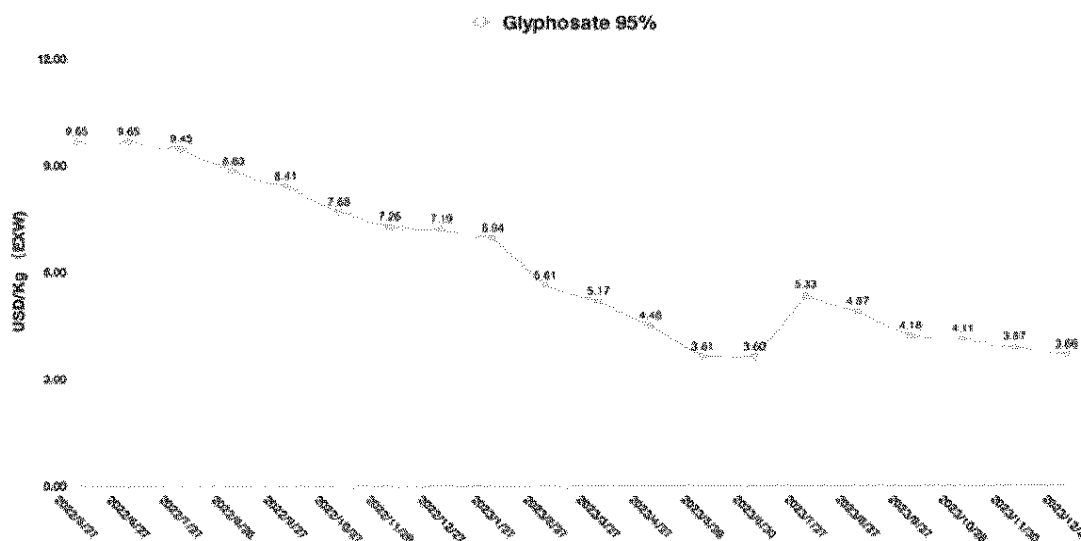
Obsolescence / Economic Obsolescence Definitions:

- External (Economic) Obsolescence – the loss of appraisal value (relative to the cost of replacing a property with property of equal utility) resulting from causes outside the property that suffers the loss. Usually locational in nature in the depreciation of real estate, it is more commonly market-wide in personal property and is generally considered to be economically infeasible to cure.¹
- These may include such things as the economics of the industry; availability of financing; loss of material and/or labor sources; passage of new legislation; changes in ordinances; increased cost of raw materials, labor, or utilities (without an offsetting increase in product price); reduced demand for the product; increased competition; inflation or high interest rates; or similar factors.²

Why is Bayer saying there is a loss in value for their Luling Plant?

The Luling Plant produces a chemical called *Glyphosate*. Global Glyphosate markets, inflation, and accusations around the carcinogenic properties of Glyphosate have been causing operational challenges, further described below.

- (1) **Increased Competition:** Foreign producers, particularly China, are driving competition in the glyphosate market. China can produce a lower cost product and at quantities that drive global market prices. During 2022 and 2023, Glyphosate prices declined by 63% as Chinese producers rapidly increased market supply.³



¹ Louisiana Tax Commission Manual – Chapter 3 – Definitions, January 2022.

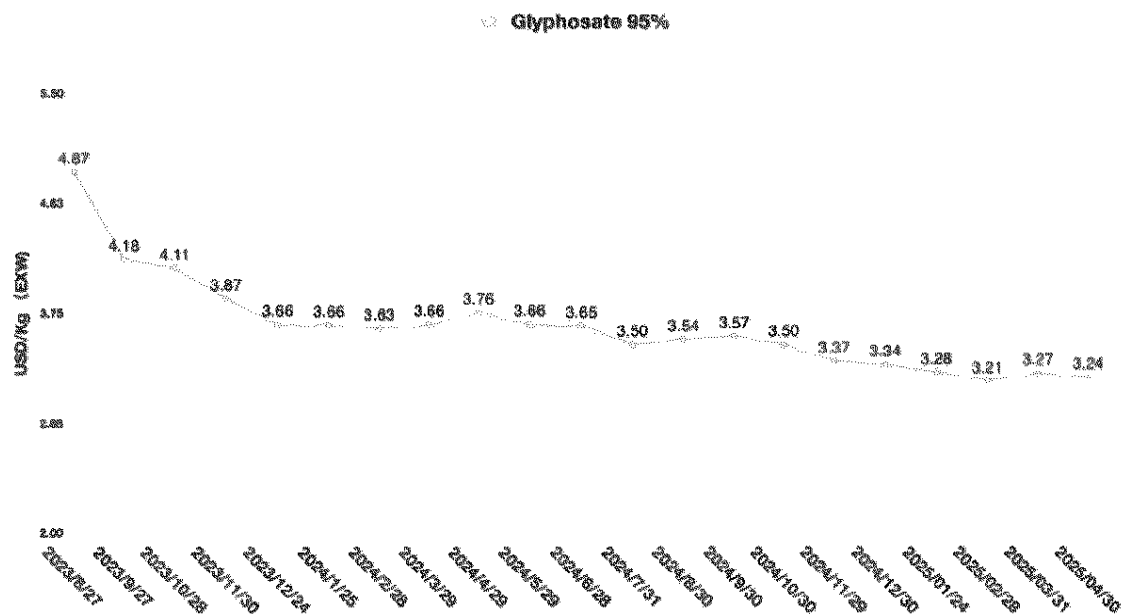
² American Society of Appraisers – Valuing Machinery and Equipment

³ www.agribusinessglobal.com



Crop Science
United States

As illustrated in the graph below, Glyphosate prices remained below \$4/Kg throughout 2024, causing Luling's profitability challenges to persist.



- (2) **Increased costs** in chemical inputs, labor and overhead are plaguing not just Bayer but many industries. Since 2020, operating costs per Roundup Equivalent Gallon ("REG") have increased by over 22%. Some companies can pass through increased operating costs through higher prices. Unfortunately, the Luling plant competes with manufacturers in China which makes it difficult to sell Glyphosate at a price point that recovers the cost increases.
- (3) **Glyphosate Litigation:** Bayer continues to be involved in significant litigation around Glyphosate, its active ingredient in Roundup. The approximately \$11 billion in Glyphosate litigation losses so far exceeds 2023 and 2024 world wide gross sales for the Bayer Crop Science division (this division includes and seed production). In addition to the approximately \$11 billion of current losses there are as many as 67,000 unresolved cases that could result in an additional \$6 billion in liabilities. Bayer has publicly stated (August 2025) that they may be forced to halt all glyphosate production in the US due to litigation concerns unless regulatory or legal changes are made regarding product liability litigation. Bayer has already stopped selling Glyphosate to US residential consumers to limit litigation risk (starting in January 2023). The US retail version of Roundup does not use Glyphosate as an active ingredient.

What is an impairment?

The overall goal of asset impairment is to periodically evaluate a company's assets to make sure the total value of the assets is not being overstated. An impaired asset is one that has a market value less than what is listed on the company's balance sheet.



Crop Science
United States

Bayer is required to have a third-party auditor do an annual test to see if the money they invested in Glyphosate assets will be recouped through cash from ongoing business operations. Third-party auditors determined the expected profits from the Luling operations will not be enough to justify the money invested in the equipment, and the overall operation cannot support the value of the assets. When cash is insufficient to recoup investment there is an "impairment" - a reduction in the value on the owner's books. Bayer recognized a global \$792.5M impairment on property, plant and equipment ("PP&E") at year-end 2023. Of that total, \$620M was associated with the Glyphosate business unit's PP&E, and **\$491M** of that figure was directly allocated to Luling's PP&E. Of the \$491M, **\$168.3M was associated with taxable assets at Luling**. Bayer recognized a global \$575M impairment on property, plant and equipment ("PP&E") at year-end 2024. Of that total, \$416M was associated with the Crop Science segment.⁴

Is this a long-term problem?

Yes. If a third-party auditor is expecting profits to improve, the expectation is built into their models and they will conclude that no impairment is necessary. Unfortunately, the issues plaguing the Glyphosate industry, specifically Bayer's Luling plant, are expected to be long-term. Hence, the material impairment was recognized on Bayer's financials.

Obsolescence Request

Increased Chinese competition, increased costs, Glyphosate litigation, declining prices and discontinuation of retail roundup are all external obsolescence factors that would affect the 1/1/2025 market value of the Luling, LA plant and equipment. To accurately quantify the 1/1/2025 market value and any necessary economic obsolescence for the site in Luling, LA site, Bayer hired KPMG to perform an appraisal of the site. KPMG is an outside independent 3rd part expert appraiser. KPMG's report is included and was included in our initial rendition and indicates a \$290mm market value for the plant and equipment at the site. The appraisal report values all personal property and industrial improvement assets on account 25000000100 (excluding inventories) and all assets associated with the exempt account E80000000080. The appraisal also does not value the deep well that is appraised on account 2500WD01100 or any land parcels.

⁴ Impairment losses on property, plant and equipment amounted to €556 million (2023: €718 million), of which approximately €402 million was due to impairment losses in the Crop Science segment. This figure included an impairment loss of €213 million pertaining to the sourcing of raw materials used in the production of glyphosate. This impairment loss arose from assets being assessed individually as part of regular impairment testing in the fourth quarter, and was due to updated assumptions about raw material prices. The impairment losses were recognized in the cost of goods sold. Source: Bayer Annual Report 2024



Crop Science
United States

Please see the below table for details on the proposed 1/1/2025 market values for the Bayer/Monsanto Luling, LA plant and equipment:

Account	Description	2025 Expert Appraisal Indicated Market Value - Plant & Equipment	2025 Inventory and Supplies Value	2025 Indicated Total Market Value (Rounded)	2025 Indicated Total Assessed Value
250000001100	Plant Personal Property	\$285,189,850	\$19,524,994	\$304,714,840	\$45,707,226
E80000000080	ITE Exempt Account	\$4,810,150	N/A	\$4,810,150	\$721,520
Total		\$290,000,000			

Thank you in advance for your consideration,

Jeffrey McFarland

Jeff McFarland
Tax Officer
Bayer Crop Science, LP

Attachments:

Appendix A: KPMG Appraisal
Appendix B: KPMG Appraisal Workpapers
Appendix C: Bayer to End Glyphosate Sales to US Consumers
Appendix D: Bayer may exit Glyphosate Business Amid Mounting Legal Pressure

Exhibit II: Bayer to End Glyphosate Sales to US Consumers

9/9/25, 8:35 AM

Bayer to end glyphosate sales to US consumers

**c&en**
CONSUMER & ENVIRONMENTAL NEWS

Log In

Pesticides

Bayer to end glyphosate sales to US consumers

Company will reformulate Roundup herbicide for residential lawn and garden use in 2023

by Britt E. Erickson

July 30, 2021 • 2 min read

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11

9/8/25, 8:35 AM

Bayer to end glyphosate sales to US consumers

Bayer plans to reformulate Roundup for residential use in 2023. | Credit: Shutterstock

As part of its plan to thwart future litigation, Bayer will stop selling glyphosate-based herbicides for residential use in the US beginning in 2023, the company said during a July 29 call with investors. The move “is exclusively geared at managing litigation risk and not because of any safety concerns,” Bayer CEO Werner Baumann stressed during the call. Glyphosate-based herbicides will still be available for professional and agricultural uses, Baumann said.

The company plans to reformulate its glyphosate-based residential herbicides, sold under the Roundup brand, but isn't saying what active ingredient it will use.

Bayer has been plagued by more than 125,000 lawsuits from plaintiffs who claim the use of glyphosate-based herbicides contributed to their non-Hodgkin's lymphoma. The company resolved about 75% of the cases with a nearly \$10 billion settlement last year, but it still faces about 30,000 cases and possibly additional ones in the future. Most claims are associated with residential use of the herbicide on lawns and gardens.

Bayer plans to file a petition with the US Supreme Court in August seeking review of rulings in favor of Edwin Hardeman, one of three plaintiffs who went to trial against Bayer outside the settlement and won a multi-million-dollar verdict. If the high court reviews the case and rules in favor of Bayer, it “would effectively end potential future litigation,” Baumann noted. On the call, he announced that Bayer will set aside \$4.5 billion, on top of \$2 billion already in place, to address future lawsuits in case the court denies the request or rules against the company.

Environmental and public health groups welcome Bayer's decision to stop selling glyphosate-based herbicides to consumers in the US, but they are pressuring retailers to take action immediately rather than wait until 2023. Such groups are also urging the Environmental Protection Agency to ban all uses of the chemical, including on food crops. “As agricultural, large-scale use of this toxic pesticide continues, our farmworkers remain at risk,” Andrew Kimbrell, executive director of the Center for Food Safety, says in a statement.

Bayer argues that farmers rely on glyphosate to produce crops using approaches that minimize soil tillage, reducing both soil erosion and carbon emissions.

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Resurgence of Hazardous Herbicides Due to Litigation and Misinformation Surrounding Glyphosate | DISA

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NEWS

Resurgence of Hazardous Herbicides Due to Litigation and Misinformation Surrounding Glyphosate



By Press Room — September 19, 2025

No Comments



The Unraveling of an Herbicide Empire: How Roundup Went From Miracle to Pariah

For nearly half a century, Roundup reigned supreme as the herbicide of choice for farmers and home gardeners alike. Its active ingredient, glyphosate, promised efficient weed control with seemingly minimal environmental impact, a stark contrast to the toxic arsenal of herbicides available before its arrival in 1974. Yet, the very product that once revolutionized weed management is now facing a dramatic downfall, a technological rollback of

9/24/25, 12:23 PM

Resurgence of Hazardous Herbicides Due to Litigation and Misinformation Surrounding Glyphosate | DISA

unprecedented scale. The iconic Roundup label, once synonymous with glyphosate, now adorns jugs filled with a cocktail of older, less environmentally friendly herbicides, marking a significant retreat in agricultural technology. This shift arises from a complex interplay of scientific uncertainty, legal battles, and regulatory decisions, leaving consumers and farmers grappling with a return to pre-Roundup era weed control.

The story of Roundup's rise began in an era dominated by herbicides like Diquat, Paraquat, 2,4-D, and Dicamba – chemicals known for their acute toxicity and potential environmental hazards. Glyphosate, the cornerstone of Roundup, emerged as a seemingly benign alternative, offering broad-spectrum weed control with lower toxicity concerns. Its introduction revolutionized agricultural practices, enabling the widespread adoption of genetically modified crops engineered to withstand its application. This technological pairing – glyphosate-resistant crops and Roundup – streamlined farming, reduced tillage, and boosted yields. The widespread adoption of Roundup solidified its status as a cornerstone of modern agriculture, shaping farming practices and influencing global food production.

However, the seemingly unassailable reign of Roundup began to crumble under the weight of mounting concerns about its potential health risks. A wave of lawsuits alleging a link between glyphosate exposure and non-Hodgkin's lymphoma cast a long shadow over the herbicide's future. While the scientific community remains divided on the issue, with some studies suggesting a potential link while others find no conclusive evidence, the legal battles proved devastating for Roundup's manufacturer. Faced with billions of dollars in legal settlements, the company opted to reformulate Roundup for residential use, replacing glyphosate with a mixture of older herbicides. This decision marks a significant technological regression, forcing consumers to rely on pre-1974 technology for weed control, a technology that Roundup had effectively replaced due to its perceived superiority.

The irony of this technological rollback is striking. While society has embraced rapid advancements in countless areas, from communication to medicine, weed control has seemingly taken a step back in time. Imagine reverting other technologies to their 1974 equivalents – a world without smartphones, the internet, or advanced medical treatments. The prospect seems absurd, yet this is precisely the scenario unfolding in the herbicide market. Consumers, once accustomed to the convenience and perceived safety of glyphosate-based Roundup, are now faced with the task of utilizing a more complex and potentially hazardous array of chemicals, including some of the very same products that Roundup was designed to replace.

The reformulation of Roundup is not merely a product change; it represents a broader shift in the landscape of weed management. The return to older herbicides raises concerns about their potential environmental impact, including the risk of herbicide resistance development and the resurgence of weeds that glyphosate effectively controlled. Farmers, too, face new

9/24/25, 12:23 PM

Resurgence of Hazardous Herbicides Due to Litigation and Misinformation Surrounding Glyphosate | DISA

challenges. The absence of glyphosate-based Roundup may necessitate changes in planting practices, increase reliance on tillage, and potentially reduce yields. The ripple effects of this technological regression are likely to be felt throughout the agricultural sector, impacting both producers and consumers.

The Roundup saga serves as a cautionary tale about the complexities of technological advancement and the intricate interplay of science, regulation, and public perception. While glyphosate's long-term health effects remain a subject of ongoing debate, the legal and regulatory landscape has shifted dramatically. The decision to replace glyphosate with a mixture of older herbicides represents a significant setback in weed control technology, leaving consumers and farmers to grapple with a return to pre-Roundup practices. The future of weed management remains uncertain, with researchers and manufacturers seeking alternative solutions to address the challenges of weed control in a sustainable and environmentally responsible manner. The Roundup story underscores the need for continued research, transparent communication, and careful consideration of the long-term consequences of technological choices, particularly in areas as crucial as food production and environmental health.

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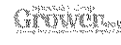
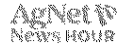
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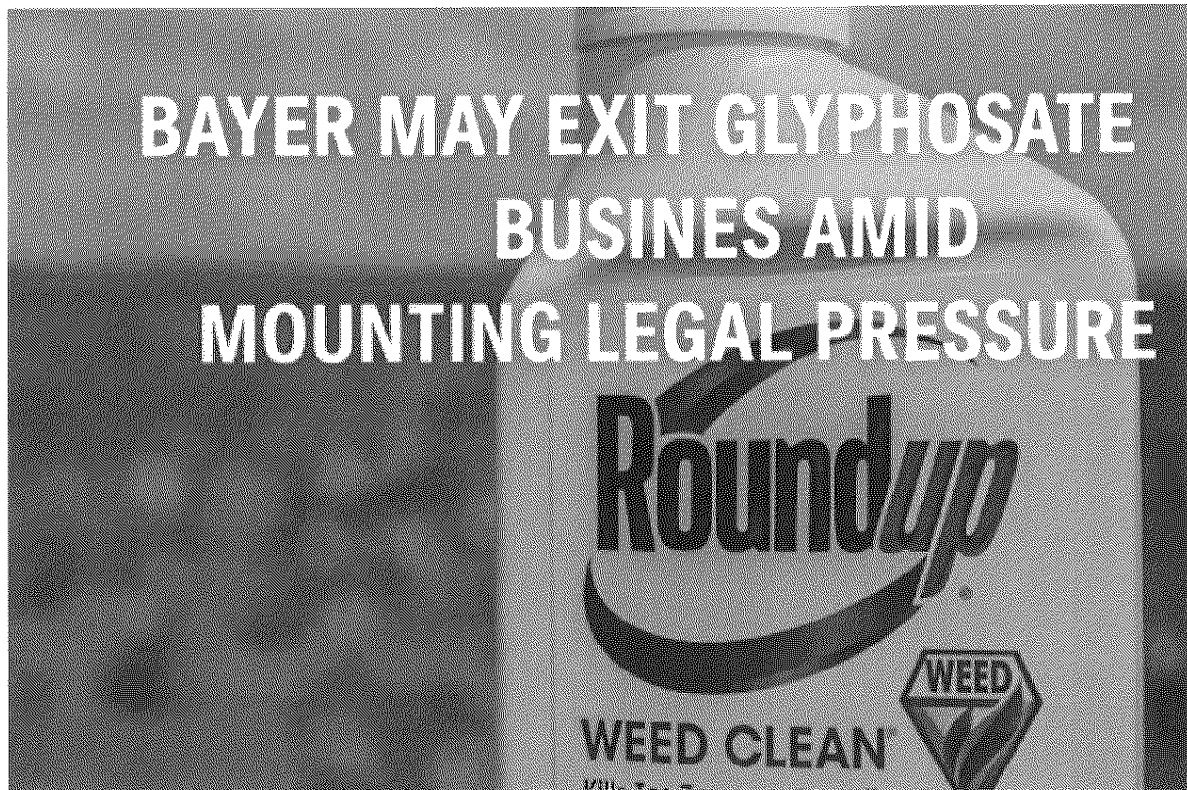
September 24, 2025

Exhibit III: Bayer may exit Glyphosate Business Amid Mounting Legal Pressure



Bayer May Exit Glyphosate Business Amid Mounting Legal Pressure

JUNE 10, 2025 / [AGRI-BUSINESS](#), [DISEASE](#), [ECONOMY](#), [PEST UPDATE](#), [REGULATION](#)



Billions in Lawsuits Push Company to Rethink Its Role in Herbicide Market

0:00 / 0:47

Bayer May Exit Glyphosate Business Amid Mounting Legal Pressure

After years of mounting legal battles and costly settlements, **Bayer** is signaling it may soon exit the **glyphosate business**. Company executives, including CEO **Bill Anderson**, have issued stark warnings to investors that the ongoing litigation tied to the herbicide **Roundup** could force a major strategic retreat.

In a recent call with shareholders, Anderson explained that despite meeting federal regulatory requirements, pesticide producers in the U.S. **remain legally vulnerable**. "There is no broad protection," he said, noting that even full compliance with **EPA labeling** does not shield manufacturers from **failure-to-warn lawsuits**.

Originally introduced by **Monsanto in the 1970s**, glyphosate quickly became the most widely used **herbicide in the world**. It was a cornerstone of the agricultural weed control toolkit. But after Bayer acquired Monsanto in 2018, it also inherited thousands of lawsuits alleging that glyphosate exposure causes cancer—claims Bayer continues to contest.

Bayer has already removed glyphosate from **consumer herbicide products** sold in the U.S. Now, the company says litigation may undermine its ability to provide **glyphosate-based products to farmers and other professional users** as well.

The potential move would mark a dramatic shift in global agriculture and could have far-reaching implications for **crop management, weed control practices, and the future of chemical regulation**.

Lorrie Boyer reporting for AgNet West.

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
Gut Health for Baby Calves: Why Prebiotics and Probiotics Matter More Than Ever

AUGUST 5, 2025

9/8/25, 8:25 AM

Bayer tells US it could halt Roundup weedkiller sales over legal risks | Reuters

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Bayer tells US it could halt Roundup weedkiller sales over legal risks

By Patricia Weiss and Ludwig Burger

March 7, 2025 10:01 AM CST | Updated March 7, 2025



(1/2) The logo of Bayer AG is pictured at the facade of its historic headquarters of the German pharmaceutical and chemical maker in Leverkusen, Germany, April 27, 2020. [Bayer AG - Reuters Pictures](#)



Summary Companies

Glyphosate-based Roundup is widely used in US farming
Bayer paid about \$10 bln to settle, billions more at risk
German group has lobbied US lawmakers for legal relief
Source: Bayer could reach a point where it needs to withdraw

REUTERS (1/2), March 7 (Reuters) - Bayer (BAYE.DE) has told U.S. lawmakers it could stop selling Roundup weedkiller unless they can strengthen legal protection against product liability litigation, according to a financial analyst and a person close to the matter.

Bayer has paid about \$10 billion to settle disputed claims that Roundup, based on the herbicide glyphosate, causes cancer. About 67,000 further cases are pending for which the group has set aside \$4.9 billion in legal provisions.

9/8/25, 8:25 AM

Bayer tells US it could halt Roundup weedkiller sales over legal risks | Reuters

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The German company has said plaintiffs should not be able to take Bayer to court by invoking U.S. state rules given the federal U.S. Environmental Protection Agency has repeatedly labelled the product as safe to use, as have regulators in other parts of the world.

"Without regulatory clarity (Bayer) will need to exit the business. Bayer have been clear with legislators and farmer groups on this," analysts at brokerage Jefferies said in a note on Thursday, citing guidance Bayer's leadership provided in a meeting.

Bayer, which acquired Roundup under the \$63 billion takeover of Monsanto in 2018, said: "We are exploring every possibility to end this litigation." It declined to comment further.

Disclosing glyphosate sales numbers for the first time, Bayer on Wednesday said the product, one of the most widely used weedkillers in U.S. field farming, generated 2.6 billion euros (\$2.8 billion) in revenue last year.

"Bayer could reach a point in the future where the company is forced to discontinue the sale of the product in the United States," a person familiar with the matter told Reuters, requesting anonymity because of the sensitivity of the matter.

As it released fourth-quarter earnings on Wednesday, the company said it was working to "significantly contain" litigation by 2026.

It has repeatedly said it is working with farmers' associations to lobby U.S. federal and state legislators. It is also preparing to again petition the Supreme Court for legal protection, following a failed attempt in 2022.

Bayer, however, has not previously threatened to withdraw the product from the U.S. market, although it replaced glyphosate in U.S. consumer products with different weedkilling substances.

One of the world's largest seeds and pesticides makers, Bayer competes with Corteva ([CIV.N](#)), BASF ([BASF.n.DE](#)) and China's Syngenta.

It is the only glyphosate producer in the United States, where the U.S. farming sector, which also imports cheaper generic glyphosate from China, relies on modified soy and corn that are resistant to its weedkilling effect.

The glyphosate litigation, which Bayer inherited from a Monsanto deal that was masterminded by Anderson's predecessor, has weighed heavily on the stock, together with factors, including a drug development setback in 2023 and a weak agriculture markets.

Bayer said at the time of its results release on Wednesday it would internally separate the glyphosate business from the rest of the Crop Protection division.

When asked in an analyst call whether the glyphosate business could be sold, divisional head Rodrigo Santos said: "We're going to continue to discuss in the future, evaluating all the alternatives that we have for the business. That's always what we do".

Writing by Gerry Doyle and Barbara Lewis

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Farmers' Favorite Weedkiller Nears Its End, Bayer Warns

German company cites mounting costs from Roundup cancer litigation

By Patrick Thomas [Follow](#)

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A farmer spreads pesticide on a field. (AP Photo/Andrew S. Gault)

Roundup's time may be up.

Pharmaceutical and agriculture conglomerate [Bayer](#) [BAYN -0.60%](#) said it could stop producing the world's most popular weedkiller, unless it gets court protection against lawsuits blaming the herbicide for [causing cancer](#).

Roundup has generated tens of billions of dollars in sales over time for Bayer and [Monsanto](#), the biotech seed giant and developer of Roundup that Bayer [acquired in 2018](#). Bayer currently produces about 40% of the world's glyphosate, which farmers spray across fields to tame crop-threatening weeds.

But over the past decade, the herbicide has also brought Bayer [a wave of litigation](#), pressuring its share price and costing about \$10 billion in payouts to plaintiffs. In early March, Bayer told farmers, suppliers and retailers that it may stop selling Roundup, which would leave U.S. farmers reliant on imported glyphosate from China.

"We're pretty much reaching the end of the road," Bayer Chief Executive Bill Anderson said in an interview. "We're talking months, not years."

For many American farmers, agriculture without Roundup is like playing baseball without a glove. More than 90% of soybean, corn and cotton crops planted in the U.S. are genetically modified to withstand glyphosate-based weedkiller, according to the Agriculture Department. American farmers apply almost 300 million pounds of glyphosate, the main ingredient in Roundup, to their fields each year, according to data from the U.S. Geological Survey.

"Farmers use these products and rely on them," said Stu Swanson, a corn and soybean grower in northern Iowa who plans to spray glyphosate on his fields this spring.

Swanson, who is also president of the Iowa Corn Growers Association, said [farmers trust glyphosate's safety](#). "It helps us produce in an economic way and for products we raise to be cheaper."

Claims that glyphosate causes cancer have dogged Bayer since its purchase of [Monsanto](#), which marketed glyphosate under the Roundup brand since the 1970s and later revolutionized farming with seeds [genetically engineered to tolerate the weedkiller](#). About 67,000 cases alleging it caused plaintiffs' cancer are pending, and the company has so far set aside \$16 billion for settlements.



Bill Anderson became Bayer's CEO in 2023. (AP Photo/Phil Witte)

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<https://www.wsj.com/business/farmers-favorite-weedkiller-nears-its-en...>

Bayer maintains that Roundup is safe, citing reviews by the Environmental Protection Agency and other regulators.

Dropping Roundup could come with its own costs. Joel Jackson, an analyst at BMO Capital Markets, said the move could reduce the value of seed technology that Bayer licenses to other companies because Bayer has had problems securing regulatory approval for a different herbicide, dicamba, which is effective at killing glyphosate-resistant weeds.

U.S. farmers would likely turn to generic versions made in Asia, Jackson said. Some could shift to other, potentially more harmful herbicides.

Since taking over as Bayer's CEO in 2023, Anderson has said one of his goals is to get the glyphosate litigation under control by 2026. He said that in some years, Roundup-related litigation expenses eclipse Bayer's agriculture research-and-development budget.

"We barely break even on glyphosate production and distribution, and if you then factor in litigation, you're talking \$2 billion to \$3 billion in losses a year," Anderson said. Bayer said it brought in \$2.8 billion from glyphosate sales last year.

'Protect Glyphosate'

At a March farm conference in Denver, Bayer set up a towering grocery-store aisle display stocked with fake bread, strawberries, oranges and peanut butter. Sprawling weeds popped out from behind the aisle, with signs saying "Protect Crops" and bags for attendees that read "Keep Food Affordable," containing information sheets about glyphosate.

A Bayer-backed group that also consists of other companies and farm trade groups has spread similar messages in newspaper advertisements, on Iowa highway billboards and Missouri television commercials. Over the past year, the company has spent millions of dollars lobbying state and federal lawmakers to pass legislation that could protect the company from lawsuits.



A grocery display highlights crop-protection chemicals such as glyphosate, which is the main ingredient in Roundup. PHOTO BY AP/WIDEWORLD

In Missouri, Iowa, Georgia, North Dakota and other states, legislatures are discussing Bayer-supported bills that would protect pesticide companies from claims that they failed to warn that their product allegedly causes cancer if their product labels have been approved by the EPA without such designation.

Lawmakers in Georgia passed one such bill in March, which is awaiting a signature from Georgia Gov. Brian Kemp. About a week after it passed, Bayer was ordered to pay \$2.1 billion by a jury in a Georgia state court, its latest legal defeat over Roundup. The company said that it would appeal and that past judgments have been reduced by 90% overall after review.

Company officials see the state legislation helping reduce judgments like the one in Georgia, or getting pending cases thrown out.

Plaintiffs' attorneys have vowed legal challenges to such laws, if passed. "We'll fight them tooth and nail until the end," said Majed Nachawati, a Dallas-based lawyer representing about 5,000 Roundup claimants.

Bayer separately petitioned the U.S. Supreme Court this month, seeking to limit legal claims against Roundup. The company argues that consumers shouldn't be able to sue it under state law for failing to warn about potential cancer risks since the EPA has determined glyphosate doesn't require a cancer warning.

The top U.S. court in 2022 declined to hear Bayer's appeal of a 2018 jury verdict finding the company liable for a California plaintiff's non-Hodgkin lymphoma.

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Approved on the April 15, 1925, print edition as "Founding Member Her's First Name, Mary Wilson".

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