Selling Seed In China: A Retrospective

Barry Nelson
Research Scientist, Intellectual Property Asset Protection
Corteva Agriscience™, Agriculture Division of DowDuPont

U.S Corn Per Acre Yields

\[ y = 1.8361x - 3536.3 \]
\[ R^2 = 0.8915 \]

Source: fao.org

Options to Protect Parent Lines and Hybrids in The U.S.

Protection Mechanisms
- Plant Variety Protection (PVP)
- Utility Patents

Farmer Harvested Grain

Options to Protect Parent Lines and Hybrids in China

Protection Mechanisms
- Plant Variety Protection (PVP)

Farmer Harvested Grain

Source: fao.org
**Impact on the Seed Industry in China**

- Legitimate seed companies suffer from IP loss by illegal acquisition of parental lines.
- “Counterfeit” and “look-alike” products pressure legitimate seed companies on cost/value in the market.
- Enforcement of infringement is local, selective, and small in scale relative to the larger scale problem.
- A logistical challenge without strong central policy and attention to the legitimacy of the overall seed market.

**Our Approach In China**

- Utilize the Plant Variety Protection System.
- Conduct routine surveillance of competitor products.
- Establish local breeding capability in China using Chinese regulations and IP environment.
- Engage China Ministry of Agriculture and other agencies directly and through seed industry organizations.
- Work to improve policy and perspective on the China seed market, other industry IP have improved based on this approach.