

From: [Spencer Swayze](#)
To: [McCutchen, Bill](#)
Cc: [wlr@tamu.edu](#); [jmullet@tamu.edu](#); [Peter Mascia](#); [Denichiro Otsuga](#); [Clint Johnson](#)
Subject: Ceres, Inc.
Date: Friday, November 10, 2006 11:41:09 AM

Bill,

On behalf of Ceres, Inc., I want to thank you for the opportunity to visit with you in College Station on Wednesday. We very much enjoyed the review of your research focus and capabilities. We believe that there is a lot of potential for a formal relationship between our two organizations and look forward to continuing the dialogue toward our future collaborations. I would like to reiterate our invitation to visit Ceres in Thousand Oaks. Denny will be in touch to schedule a seminar for professors Mullet and Rooney.

I will follow-up with you over the next couple of weeks to learn the results of your internal discussions and to set-up an additional teleconference or additional meeting. In the meantime, please feel free to contact me if you have any questions or have ideas on when or how we can proceed. Thank you again for your time. I look forward to speaking with you again soon.

Best regards,

Spencer P. Swayze
Manager of Business Development
Ceres, Inc.
sswayze@ceres-inc.com
Office: (805) 376-6508
Mobile: (805) 407-8799
www.ceres.net

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From: [Spencer Swayze](mailto:Spencer.Swayze)
To: bmccutchen@tamu.edu
Cc: wlr@tamu.edu; [Clint Johnson](mailto:Clint.Johnson)
Subject: Follow-up
Date: Friday, October 06, 2006 6:31:01 PM

Bill,

I hope this message finds you well. I wanted to follow-up to our discussion yesterday. Our legal counsel is reviewing the NDA and we should have a version ready by Tuesday. In terms of having our colleagues meet at the USDA/DOE meeting next week, it may be difficult as only one person from Ceres will be attending due to other scheduling conflicts. However, I spoke with our Vice President of Product Development and we would like to make a trip to Texas to visit you and your team to discuss the sorghum germplasm and other possible collaborative activities between Texas A&M and Ceres, Inc. We would like to visit College Station on October 16th or 17th. Please let me know if you will be available on either of those dates. We would also like to invite you to visit Ceres in the near future, so please let us know when a visit would be appropriate. I will plan to follow-up with you on Tuesday of next week.

Best regards,

Spencer P. Swayze
Manager of Business Development
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From: [Spencer Swayze](#)
To: [Penn, Nancye B](#)
Cc: [McCutchen, Bill](#); [John Mullet](#); [Bill Rooney](#)
Subject: RE: Bill McCutchen & TAMU Visit
Date: Tuesday, October 10, 2006 5:03:26 PM

Nancye,

We can make it into College Station for the morning of November 8th. Let us know what works best from your end. I will look forward to hearing from you soon.

Best regards,

Spencer P. Swayze
Manager of Business Development
Ceres, Inc.
sswayze@ceres-inc.com
Office: (805) 376-6508
Mobile: (805) 407-8799
www.ceres.net

-----Original Message-----

From: Penn, Nancye B [mailto:npenn@tamu.edu]
Sent: Tuesday, October 10, 2006 2:36 PM
To: Spencer Swayze
Cc: McCutchen, Bill; John Mullet; Bill Rooney
Subject: RE: Bill McCutchen & TAMU Visit

Thanks so much for the quick response. I will get the date on everyone's calendar. Will you be coming into town the morning of November 8th? I will work with Dr. McCutchen to establish an agenda and get to you as soon as possible.

Nancye

Nancye B. Penn
Assistant to the Associate Directors
Texas Agricultural Experiment Station
113 Jack K. Williams Administration Bldg.
College Station, TX 77843-2142
Phone: 979-845-8486
Fax: 979-458-4765
E-mail: npenn@tamu.edu

From: Spencer Swayze [mailto:sswayze@ceres-inc.com]
Sent: Tuesday, October 10, 2006 1:27 PM
To: Penn, Nancye B
Cc: McCutchen, Bill
Subject: RE: Bill McCutchen & TAMU Visit

Nancye,

Thank you for the email. I spoke with my colleagues and it looks like November 8th would best fit our schedule. We would also like to see if we could schedule a brief exploratory

teleconference with Bill prior to our visit. Please feel free to contact me if you would like to discuss the details a little further.

Spencer P. Swayze
Manager of Business Development
Ceres, Inc.
sswayze@ceres-inc.com
Office: (805) 376-6508
Mobile: (805) 407-8799
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-----Original Message-----

From: Penn, Nancye B [mailto:npenn@tamu.edu]
Sent: Monday, October 09, 2006 4:08 PM
To: Spencer Swayze
Cc: McCutchen, Bill
Subject: Bill McCutchen & TAMU Visit

Mr. Swayze,

Dr. McCutchen asked that I contact you regarding your visit to College Station. He will be out of the office on October 16 & 17. Dr. McCutchen is traveling most of the remainder of the month. He would be available on the following dates and would very much like for you and your colleagues to visit.

November 3
November 8
November 9

Please let me know your availability and we will make further arrangements.

Thanks,
Nancye

Nancye B. Penn
Assistant to the Associate Directors
Texas Agricultural Experiment Station
113 Jack K. Williams Administration Bldg.
College Station, TX 77843-2142
Phone: 979-845-8486
Fax: 979-458-4765
E-mail: npenn@tamu.edu

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From: [Denichiro Otsuga](#)
To: wlr@tamu.edu; jmullet@tamu.edu
Cc: [Peter Mascia](#); [Clint Johnson](#); [McCutchen, Bill](#); [Spencer Swayze](#)
Subject: RE: Ceres, Inc.
Date: Wednesday, November 15, 2006 3:18:40 PM

Dear Bill and John,

It appears best time to invite you two (separately) will be next year (January).

Bill,

I will start checking availability for the January dates you indicated and get back to you.

John,

If you could let me know your available dates, I would appreciate it.

Thank you,

Denny

Denichiro (Denny) Otsuga, Ph.D.
Manager of Technology Acquisition and Licensing
Ceres, Inc.
1535 Rancho Conejo Blvd.
Thousand Oaks, CA 91320

TEL: 805-376-6504 Ext. 1145
Email: dotsuga@ceres-inc.com
Web: www.ceresbiotechnology.com

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-----Original Message-----

From: Denichiro Otsuga
Sent: Friday, November 10, 2006 10:59 AM
To: 'wlr@tamu.edu'; 'jmullet@tamu.edu'
Cc: Peter Mascia; Clint Johnson; 'McCutchen, Bill'; Spencer Swayze
Subject: RE: Ceres, Inc.

Professors Mullet and Rooney,

It was nice to meet both of you last Wednesday. As we discussed, we would like to invite you two to our facility. I understand that the holiday season is upon us and scheduling may be difficult but if you could let me know your schedule for December and January, I can start looking for the open dates that will fit your schedule on my end.

If you have any questions regarding the visits, please do not hesitate to contact me.

Sincerely,

Denny

Denichiro (Denny) Otsuga, Ph.D.

Manager of Technology Acquisition and Licensing
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-----Original Message-----

From: Spencer Swayze
Sent: Friday, November 10, 2006 9:38 AM
To: McCutchen, Bill
Cc: 'wlr@tamu.edu'; 'jmullet@tamu.edu'; Peter Mascia; Denichiro Otsuga; Clint Johnson
Subject: Ceres, Inc.

Bill,

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I will follow-up with you over the next couple of weeks to learn the results of your internal discussions and to set-up an additional teleconference or additional meeting. In the meantime, please feel free to contact me if you have any questions or have ideas on when or how we can proceed. Thank you again for your time. I look forward to speaking with you again soon.

Best regards,

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From: [Denichiro Otsuga](#)
To: [Bill Rooney](#)
Subject: RE: Ceres, Inc.
Date: Thursday, November 16, 2006 12:50:09 PM

Bill:

Thank you for your reply.

Because of the distance between TX and CA, it will be at least a two-day event for you. First day, we will fly you in then may be a dinner with people. Second day, we would like you to present a seminar which is open to everybody at Ceres followed by meetings with the selected people either individually or in a small group. We can then put you on a late-afternoon flight back to TX.

If you prefer, we could keep you for the entire second day and put you on the flight in the morning of the third day to TX but it will make it a three-day event for you.

I have asked senior managements if we want longer meeting or not but do you have a preference in travel schedule?

Please let me know,

Denny

-----Original Message-----

From: Bill Rooney [mailto:wlr@tamu.edu]
Sent: Thursday, November 16, 2006 8:36 AM
To: Denichiro Otsuga
Subject: RE: Ceres, Inc.

Denny:

The week of Jan 22nd is the best for me. Should I expect to spend a day at Ceres? Is there any need for a longer visit?

Regards,

Bill

Dr. William L. Rooney
Sorghum Breeding and Genetics
Department of Soil & Crop Science
Texas A&M University
2474 TAMU
College Station, Texas 77843-2474
979 845 2151 (phone)
979 862-1931 (fax)

-----Original Message-----

From: Denichiro Otsuga [mailto:dotsuga@ceres-inc.com]
Sent: Wednesday, November 15, 2006 3:19 PM
To: wlr@tamu.edu; jmullet@tamu.edu
Cc: Peter Mascia; Clint Johnson; McCutchen, Bill; Spencer Swayze
Subject: RE: Ceres, Inc.

Dear Bill and John,

It appears best time to invite you two (separately) will be next year (January).

Bill,

I will start checking availability for the January dates you indicated and get back to you.

John,

If you could let me know your available dates, I would appreciate it.

Thank you,

Denny

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From: Denichiro Otsuga

Sent: Friday, November 10, 2006 10:59 AM

To: 'wlr@tamu.edu'; 'jmullet@tamu.edu'

Cc: Peter Mascia; Clint Johnson; 'McCutchen, Bill'; Spencer Swayze

Subject: RE: Ceres, Inc.

Professors Mullet and Rooney,

It was nice to meet both of you last Wednesday. As we discussed, we would like to invite you two to our facility. I understand that the holiday season is upon us and scheduling may be difficult but if you could let me know your schedule for December and January, I can start looking for the open dates that will fit your schedule on my end.

If you have any questions regarding the visits, please do not hesitate to contact me.

Sincerely,

Denny

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-----Original Message-----

From: Spencer Swayze
Sent: Friday, November 10, 2006 9:38 AM
To: McCutchen, Bill
Cc: 'wlr@tamu.edu'; 'jmullet@tamu.edu'; Peter Mascia; Denichiro Otsuga; Clint Johnson
Subject: Ceres, Inc.

Bill,

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I will follow-up with you over the next couple of weeks to learn the results of your internal discussions and to set-up an additional teleconference or additional meeting. In the meantime, please feel free to contact me if you have any questions or have ideas on when or how we can proceed. Thank you again for your time. I look forward to speaking with you again soon.

Best regards,

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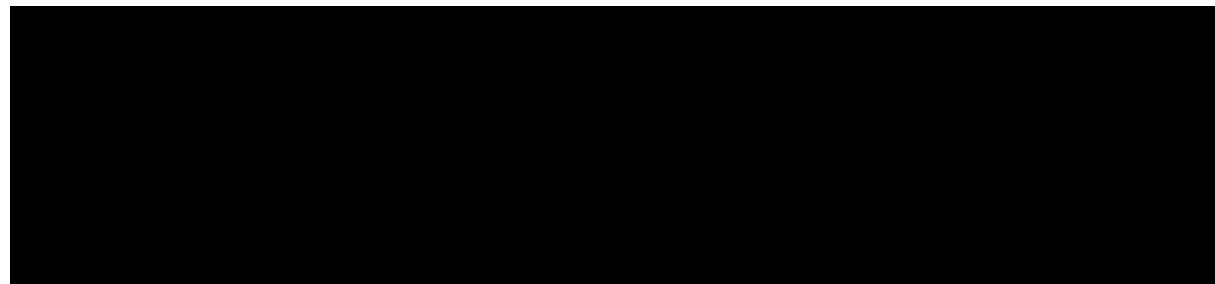
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From: [Spencer Swayze](#)
To: [McCutchen, Bill](#)
Cc: [Hussey, Mark](#); [Howell, Bill](#); [Riddle, David](#); [Avant, Bob](#); [Slovacek, Jackie](#); [Dugas, William](#); wlr@tamu.edu; jmullet@tamu.edu; [Peter Mascia](#); [Steven Thomas](#); [Denichiro Otsuga](#)
Subject: RE: Ceres, Inc.
Date: Wednesday, December 06, 2006 2:07:22 PM

All,

I want to thank you for the discussion Monday morning. We certainly enjoyed the dialogue and appreciate the insight you provided into what you believe would make for a strong working relationship between Ceres, Inc. and Texas A&M. As a follow-up to the discussion, I thought I would summarize the conclusions from our discussion. We appreciate your input to this below list. In addition, I think it might be helpful if we provide a discussion document that describes the next week.



I want to emphasize our excitement about the opportunity to collaborate with Texas A&M and, specifically, with Dr. John Mullet and Dr. Bill Rooney. As always, please feel free to contact me via cell phone if you have questions or suggestions. We look forward to meeting with you in Thousand Oaks.

Best regards,
Spencer P. Swayze
Manager of Business Development
Ceres, Inc.
sswayze@ceres-inc.com <<mailto:sswayze@ceres-inc.com>>
Office: (805) 376-6508
Mobile: (805) 407-8799
www.ceres.net

From: McCutchen, Bill [mailto:bmccutchen@tamu.edu]
Sent: Tue 11/28/2006 4:51 PM
To: Spencer Swayze
Cc: Hussey, Mark; Howell, Bill; Riddle, David; Avant, Bob; Slovacek, Jackie; Dugas, William
Subject: RE: Ceres, Inc.

Spencer,

I am on my way to DC and yes I would like to talk. I would like to have my immediate supervisor, Mark Hussey and Bob Avant (both TAES) as well as Bill Howell and David Riddle from OTC join us. Perhaps next week if possible.

Can you have someone contact Jackie to make telecon arrangements? In the interim perhaps we can put together a 30min to 1 hr agenda via email?

Bill

From: Spencer Swayze [<mailto:sswayze@ceres-inc.com>]
Sent: Tue 11/28/2006 10:52 AM
To: McCutchen, Bill
Subject: RE: Ceres, Inc.

Bill,

I hope this message finds you well. I wanted to follow-up to see if we could schedule a call over the next week or so to discuss the next steps we outlined at our meeting in College Station. Please let me know if there is a good time for us to get on the phone to discuss. I will look forward to speaking with you again soon.

Best regards,

Spencer P. Swayze

Manager of Business Development

Ceres, Inc.

sswayze@ceres-inc.com <<mailto:sswayze@ceres-inc.com>>

Office: (805) 376-6508

Mobile: (805) 407-8799

www.ceres.net

-----Original Message-----

From: McCutchen, Bill [<mailto:bmccutchen@tamu.edu>]

Sent: Monday, November 13, 2006 7:08 AM

To: Spencer Swayze

Cc: wlr@tamu.edu; jmullet@tamu.edu; Peter Mascia; Denichiro Otsuga; Clint Johnson; Slovacek, Jackie; Penn, Nancye B

Subject: RE: Ceres, Inc.

Spencer and all,

We certainly enjoyed the visit as well and we look forward to continued discussions. If you don't mind and since there are a number of people out and/or traveling, let's plan to make contact concerning potential collaborative discussions following Thanksgiving.

Best regards,

Bill

From: Spencer Swayze [<mailto:sswayze@ceres-inc.com>]
Sent: Friday, November 10, 2006 11:38 AM
To: McCutchen, Bill
Cc: wlr@tamu.edu; jmullet@tamu.edu; Peter Mascia; Denichiro Otsuga; Clint Johnson
Subject: Ceres, Inc.

Bill,

On behalf of Ceres, Inc., I want to thank you for the opportunity to visit with you in College Station on Wednesday. We very much enjoyed the review of your research focus and capabilities. We believe that there is a lot of potential for a formal relationship between our two organizations and look forward to continuing the dialogue toward our future collaborations. I would like to reiterate our invitation to visit Ceres in Thousand Oaks. Denny will be in touch to schedule a seminar for professors Mullet and Rooney.

I will follow-up with you over the next couple of weeks to learn the results of your internal discussions and to set-up an additional teleconference or additional meeting. In the meantime, please feel free to contact me if you have any questions or have ideas on when or how we can proceed. Thank you again for your time. I look forward to speaking with you again soon.

Best regards,

Spencer P. Swayze

Manager of Business Development

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From: [Spencer Swayze](#)
To: [McCutchen, Bill](#)
Cc: [Hussey, Mark](#); [Howell, Bill](#); [Riddle, David](#); [Avant, Bob](#); [Slovacek, Jackie](#); [Dugas, William](#); wlr@tamu.edu; jmullet@tamu.edu; [Peter Mascia](#); [Steven Thomas](#); [Denichiro Otsuga](#); [Cornwell, Brett L.](#)
Subject: RE: Ceres, Inc.
Date: Saturday, December 09, 2006 2:44:02 PM

Bill,

Thanks for the message. I wanted to follow-up with you to see if there were additional dates for you and your team in January as we want to make sure that everyone on our side is available. Regarding the dates you proposed below, did you mean the 22nd and 23rd of January (21st is a Sunday)? I will have additional dates available for Jackie when she contacts me (Cell Phone 805-407-8799) and will look forward to putting a meeting with you and your team onto our schedule.

I will plan to send the discussion document on Monday or Tuesday of this week. We are very excited about this meeting and look forward to your visit. Please feel free to contact me if you have any further questions or suggestions.

Best regards,

Spencer P. Swayze
Manager of Business Development
Ceres, Inc.
sswayze@ceres-inc.com
Office: (805) 376-6508
Mobile: (805) 407-8799
www.ceres.net

-----Original Message-----

From: McCutchen, Bill [<mailto:bmccutchen@tamu.edu>]
Sent: Thursday, December 07, 2006 12:12 PM
To: Spencer Swayze
Cc: Hussey, Mark; Howell, Bill; Riddle, David; Avant, Bob; Slovacek, Jackie; Dugas, William; wlr@tamu.edu; jmullet@tamu.edu; Peter Mascia; Steven Thomas; Denichiro Otsuga; Cornwell, Brett L.
Subject: Re: Ceres, Inc.

Spencer and All,

Let me say for Texas AM Agriculture that we are also excited about the potential opportunities to collaborate with Ceres and we look forward to upcoming discussions.

Thanks for this update and we will try to have something for you as it pertains to many of the items below the week of Dec 18th. And yes, please send us the discussion document that you propose.

In the interim, it would be a good idea to identify some potential dates - perhaps the 21st and 22nd of January. We are thinking of first half day for scientific discussions / presentations by Drs Rooney, Mullet and perhaps others. The morning of the 22nd we might save for collaboration discussions to include a discussion of a potential business strategy for TAMU and Ceres.

Anyway, I will have Jackie call you next week to work through details and align schedules.

Thanks again,

Bill

-----Original Message-----

From: Spencer Swayze <sswayze@ceres-inc.com>

To: McCutchen, Bill

CC: Hussey, Mark; Howell, Bill; Riddle, David; Avant, Bob; Slovacek, Jackie; Dugas, William; wlr@tamu.edu <wlr@tamu.edu>; jmullet@tamu.edu <jmullet@tamu.edu>; Peter Mascia <pmascia@ceres-inc.com>; Steven Thomas <sthomas@ceres-inc.com>; Denichiro Otsuga <dotsuga@ceres-inc.com>

Sent: Wed Dec 06 14:06:48 2006

Subject: RE: Ceres, Inc.

All,

I want to thank you for the discussion Monday morning. We certainly enjoyed the dialogue and appreciate the insight you provided into what you believe would make for a strong working relationship between Ceres, Inc. and Texas A&M. As a follow-up to the discussion, I thought I would summarize the conclusions from our discussion. We appreciate your input to this below list. In addition, I think it might be helpful if we provide a discussion document that describes the potential collaboration. I will plan to send you a copy of the discussion document early next week.

I want to emphasize our excitement about the opportunity to collaborate with Texas A&M and, specifically, with Dr. John Mullet and Dr. Bill Rooney. As always, please feel free to contact me via cell phone if you have questions or suggestions. We look forward to meeting with you in Thousand Oaks.

Best regards,

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Sent: Tue 11/28/2006 4:51 PM
To: Spencer Swayze
Cc: Hussey, Mark; Howell, Bill; Riddle, David; Avant, Bob; Slovacek, Jackie; Dugas, William
Subject: RE: Ceres, Inc.

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Can you have someone contact Jackie to make telecon arrangements? In the interim perhaps we can put together a 30min to 1 hr agenda via email?

Bill

From: Spencer Swayze [<mailto:sswayze@ceres-inc.com>]
Sent: Tue 11/28/2006 10:52 AM
To: McCutchen, Bill
Subject: RE: Ceres, Inc.

Bill,

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Best regards,

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www.ceres.net

-----Original Message-----

From: McCutchen, Bill [<mailto:bmccutchen@tamu.edu>]

Sent: Monday, November 13, 2006 7:08 AM

To: Spencer Swayze

Cc: wlr@tamu.edu; jmullet@tamu.edu; Peter Mascia; Denichiro Otsuga;

Clint Johnson; Slovacek, Jackie; Penn, Nancye B

Subject: RE: Ceres, Inc.

Spencer and all,

We certainly enjoyed the visit as well and we look forward to continued discussions. If you don't mind and since there are a number of people out and/or traveling, let's plan to make contact concerning potential collaborative discussions following Thanksgiving.

Best regards,

Bill

From: Spencer Swayze [<mailto:sswayze@ceres-inc.com>]

Sent: Friday, November 10, 2006 11:38 AM

To: McCutchen, Bill

Cc: wlr@tamu.edu; jmullet@tamu.edu; Peter Mascia; Denichiro Otsuga;

Clint Johnson

Subject: Ceres, Inc.

Bill,

On behalf of Ceres, Inc., I want to thank you for the opportunity to visit with you in College Station on Wednesday. We very much enjoyed

the review of your research focus and capabilities. We believe that there is a lot of potential for a formal relationship between our two organizations and look forward to continuing the dialogue toward our future collaborations. I would like to reiterate our invitation to visit Ceres in Thousand Oaks. Denny will be in touch to schedule a seminar for professors Mullet and Rooney.

I will follow-up with you over the next couple of weeks to learn the results of your internal discussions and to set-up an additional teleconference or additional meeting. In the meantime, please feel free to contact me if you have any questions or have ideas on when or how we can proceed. Thank you again for your time. I look forward to speaking with you again soon.

Best regards,

Spencer P. Swayze

Manager of Business Development

Ceres, Inc.

sswayze@ceres-inc.com <<mailto:sswayze@ceres-inc.com>>

Office: (805) 376-6508

Mobile: (805) 407-8799

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From: [Spencer Swayze](#)
To: [McCutchen, Bill](#)
Cc: [Hussey, Mark](#); [Howell, Bill](#); [Riddle, David](#); [Avant, Bob](#); [Slovacek, Jackie](#); [Dugas, William](#); wlr@tamu.edu; jmullet@tamu.edu; [Peter Mascia](#); [Steven Thomas](#); [Denichiro Otsuga](#); [Cornwell, Brett L.](#)
Subject: RE: Ceres, Inc.
Date: Sunday, December 10, 2006 9:47:49 PM

Bill,

Thanks for the message. Jackie can contact Kim Norton at . She will be able to align our schedules.

Best regards,

Spencer

From: McCutchen, Bill [mailto:bmccutchen@tamu.edu]
Sent: Sat 12/9/2006 1:03 PM
To: Spencer Swayze
Cc: Hussey, Mark; Howell, Bill; Riddle, David; Avant, Bob; Slovacek, Jackie; Dugas, William; wlr@tamu.edu; jmullet@tamu.edu; Peter Mascia; Steven Thomas; Denichiro Otsuga; Cornwell, Brett L.
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Sent: Sat Dec 09 14:43:53 2006
Subject: RE: Ceres, Inc.

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Thanks for the message. I wanted to follow-up with you to see if there were additional dates for you and your team in January as we want to make sure that everyone on our side is available. Regarding the dates you proposed below, did you mean the 22nd and 23rd of January (21st is a Sunday)? I will have additional dates available for Jackie when she contacts me (Cell Phone 805-407-8799) and will look forward to putting a meeting with you and your team onto our schedule.

I will plan to send the discussion document on Monday or Tuesday of this week. We are very excited about this meeting and look forward to your

visit. Please feel free to contact me if you have any further questions or suggestions.

Best regards,

Spencer P. Swayze
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sswayze@ceres-inc.com
Office: (805) 376-6508
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From: McCutchen, Bill [<mailto:bmccutchen@tamu.edu>]
Sent: Thursday, December 07, 2006 12:12 PM
To: Spencer Swayze
Cc: Hussey, Mark; Howell, Bill; Riddle, David; Avant, Bob; Slovacek, Jackie; Dugas, William; wlr@tamu.edu; jmullet@tamu.edu; Peter Mascia; Steven Thomas; Denichiro Otsuga; Cornwell, Brett L.
Subject: Re: Ceres, Inc.

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Let me say for Texas AM Agriculture that we are also excited about the potential opportunities to collaborate with Ceres and we look forward to upcoming discussions.

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In the interim, it would be a good idea to identify some potential dates - perhaps the 21st and 22nd of January. We are thinking of first half day for scientific discussions / presentations by Drs Rooney, Mullet and perhaps others. The morning of the 22nd we might save for collaboration discussions to include a discussion of a potential business strategy for TAMU and Ceres.

Anyway, I will have Jackie call you next week to work through details and align schedules.

Thanks again,

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Sent: Wed Dec 06 14:06:48 2006
Subject: RE: Ceres, Inc.

All,

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I want to emphasize our excitement about the opportunity to collaborate with Texas A&M and, specifically, with Dr. John Mullet and Dr. Bill Rooney. As always, please feel free to contact me via cell phone if you have questions or suggestions. We look forward to meeting with you in Thousand Oaks.

Best regards,

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sswayze@ceres-inc.com <<mailto:sswayze@ceres-inc.com>>
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From: McCutchen, Bill [<mailto:bmccutchen@tamu.edu>]
Sent: Tue 11/28/2006 4:51 PM
To: Spencer Swayze
Cc: Hussey, Mark; Howell, Bill; Riddle, David; Avant, Bob; Slovacek, Jackie; Dugas, William
Subject: RE: Ceres, Inc.

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Can you have someone contact Jackie to make telecon arrangements? In the interim perhaps we can put together a 30min to 1 hr agenda via email?

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To: McCutchen, Bill
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Subject: RE: Ceres, Inc.
Date: Tuesday, December 12, 2006 3:54:48 PM
Attachments: [Discussion Document for TAMU 120806 vSPS_v1.1.ppt](#)

Bill,

Attached is the discussion document for your review. It is relatively high level and I am hopeful that it will facilitate additional dialogue. I will plan to follow-up with you after we put a date on the calendar for the meeting. In the meantime, please feel free to contact me if you have any questions or comments. I look forward to speaking with you again soon.

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From: [Denichiro Otsuga](#)
To: wlr@tamu.edu; jmullet@tamu.edu
Cc: [Peter Mascia](#); [Clint Johnson](#); [McCutchen, Bill](#); [Spencer Swayze](#)
Subject: RE: Ceres, Inc.
Date: Friday, November 10, 2006 1:03:57 PM

Professors Mullet and Rooney,

It was nice to meet both of you last Wednesday. As we discussed, we would like to invite you two to our facility. I understand that the holiday season is upon us and scheduling may be difficult but if you could let me know your schedule for December and January, I can start looking for the open dates that will fit your schedule on my end.

If you have any questions regarding the visits, please do not hesitate to contact me.

Sincerely,

Denny

Denichiro (Denny) Otsuga, Ph.D.
Manager of Technology Acquisition and Licensing
Ceres, Inc.
1535 Rancho Conejo Blvd.
Thousand Oaks, CA 91320

TEL: 805-376-6504 Ext. 1145
Email: dotsuga@ceres-inc.com
Web: www.ceresbiotechnology.com

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To: wlr@neo.tamu.edu
Cc: [Spencer Swayze](mailto:Spencer.Swayze@neo.tamu.edu)
Subject: RE: Visit to Ceres
Date: Wednesday, December 27, 2006 6:56:17 PM

Hi Bill,

I hope you had a good holiday weekend.

Sorry for the later than expected time to give you the flight option.

Since we have 2hr time difference, it is creating a bit of problem on the return flight.

The best we can do is following:

Depart 3PM at DFW and arrive LAX 4:25PM. Considering time for picking up luggage, renting a car, driving to hotel, checking into a hotel, I would say 6:30PM dinner start time is bit optimistic (limousine service might shave off 30min or so). This will be a very late dinner for someone flying in from the Central time zone. I hope you are ok with it.

Return flight is a bigger problem.

The last flight into the Collage Station Airport is 8:05PM arrival from DFW, which leaves DFW at 7PM. In order to arrive at DFW at 7PM, you have to take a flight that leaves LAX at 12:45 (arriving DFW at 6:30).

If you have to catch a 12:45 flight out of LAX, you have to leave Ceres at 11AM. This leaves very little time to spend with us on the February 7.

If you can stay another night here that would be best but if you have other engagement on Thursday, we will keep this schedule for this visit. We can always schedule another visit later.

Please let me know if you can stay another night here or not.

Thank you,

Denny

-----Original Message-----

From: Denichiro Otsuga
Sent: Sunday, December 24, 2006 1:51 PM
To: wlr@neo.tamu.edu
Subject: RE: Visit to Ceres

Hi Bill,

Thank you for the reply. I will ask my assistant to looking into the Feb. 6-7 travel plan for you first thing on Tuesday. I should be able to give you some options on the flight by Wednesday.

Have a nice holiday!

Denny

-----Original Message-----

From: wlr@neo.tamu.edu [<mailto:wlr@neo.tamu.edu>]

Sent: Sat 12/23/2006 10:13 AM

To: Denichiro Otsuga

Subject: RE: Visit to Ceres

Denny:

Sorry for the delay in responding, too many details to iron out and trying to take some time off during the holidays.

It appears the remainder of our group will be in CA Jan 22-23. I will not be able to make it at that time, and thus, I would like to keep the Feb 6-7 date. I could leave Dallas on any flight that leaves after 2:30 pm.

I usually fly either American or Continental as they are the only two that fly direct into College Station. I would like a flight from Dallas to CA and then return back to College Station as I will likely catch a ride to Dallas on Monday. That can be as late as possible so we have maximum time. If you like, I can make the arrangements or just have your folks contact me to approve the schedule.

As for driving, I have no problem driving and a rental will work just fine. Likewise, I don't need a fancy hotel just something convenient and decent near your location.

As we get finalized, let me know what you would like in a seminar and a tentative schedule.

I look forward to the visit! Have a Great Holiday SEason!

regards,

bill

> Bill,

>

>

>

> As we discussed on the phone the other day, we would like to fly you in

> on February 6 and back to TX on February 7.

>

> Do you have a preference on airline? We will try to accommodate you as

> much as possible. Also, do you like driving in new and strange places?

> If you are do-it-yourselfer, we can get a rental car for you. If you

> rather not have any pressure, we can get you a limousine service.

>

>

>
> 2/6 Late morning or early afternoon flight from Dallas to LAX or
> Burbank
>
> Drive to or picked up by limo to a hotel in Thousand Oaks
>
> Picked up by one of the executives for a dinner
>
>
>
> 2/7 Either you can eat on your own or picked up for a breakfast
> (please
> indicate your morning preference)
>
> Picked up from hotel (if you eat at hotel or you don't eat
> breakfast) or drive from breakfast to Ceres, Inc.
>
> Arrive Ceres, meet with individual scientists and executives,
> seminar late morning or early afternoon depending on the schedule
>
> Either drive back to airport or picked up by a limo to the
> airport
>
>
>
> Please let me know general time you would like to leave Dallas on 6th
> and CA on 7th back to Texas.
>
>
>
> Thanks,
>
>
>
> Denny
>
>
>
> Denichiro (Denny) Otsuga, Ph.D.
>
> Manager of Technology Acquisition and Licensing
>
> Ceres, Inc.
>
> 1535 Rancho Conejo Blvd.
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> Thousand Oaks, CA 91320
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>
> -----Original Message-----
> From: Denichiro Otsuga
> Sent: Saturday, December 02, 2006 12:06 PM
> To: 'Bill Rooney'
> Subject: Visit to Ceres

>
>
>
> Bill,

>
>
>
> I hope you had a good Thanksgiving.

>
> I am sorry for my late reply in getting back to you but it took me a
> while to ask senior people about length of your stay as many people
have
> been out of town. People at Ceres would like you to stay as long as
> possible but we can keep this visit short and as need arise, we can
> schedule another visit.

>
>
>
> So, how about fly you out from TX on the Monday (1/22/07) morning to
> arrive at CA in the afternoon. Meet people at Ceres and take you on a
> tour of our facility. I will arrange for the dinner with selected
> people for that evening.

>
>
>
> Next day, you could do a breakfast with selected people then you can
> present your seminar in late morning/early afternoon open to everybody
> at Ceres. After the seminar, I will schedule you for the individual

or
> small group meetings. You can take a late afternoon flight out of CA
so
> that you can be home at late Tuesday night.

>
>
>
> Does this sound good?

>
> If so, I will ask my assistant to coordinate details of the visit with
> you or your assistant (flight time, airline preference etc.).

>
>
>
> Denny
>
>
>
> Denichiro (Denny) Otsuga, Ph.D.

>
> Manager of Technology Acquisition and Licensing

>
> Ceres, Inc.
>
> 1535 Rancho Conejo Blvd.
>
> Thousand Oaks, CA 91320
>
>
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> TEL: 805-376-6504 Ext. 1145
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>
> -----Original Message-----
> From: Bill Rooney [<mailto:wlr@tamu.edu>]
> Sent: Thursday, November 16, 2006 2:11 PM
> To: Denichiro Otsuga
> Subject: RE: Ceres, Inc.

>
>
>
> Denny:

>
>
> Unless you folks want a full day and a second night is needed, I would
> prefer to leave in the late afternoon, rather than early the next
> morning.

>
>
> Just let me know what days will work and I'll get it on my schedule.

>
>
>
> Regards,

>
>
>
> Bill

>
>
>
> Dr. William L. Rooney
>
> Sorghum Breeding and Genetics
>
> Department of Soil & Crop Science

>
> Texas A&M University
>
> 2474 TAMU
>
> College Station, Texas 77843-2474
>
> 979 845 2151 (phone)
>
> 979 862-1931 (fax)
>
>
>

> -----Original Message-----

> From: Denichiro Otsuga [<mailto:dotsuga@ceres-inc.com>]
> Sent: Thursday, November 16, 2006 12:50 PM
> To: Bill Rooney
> Subject: RE: Ceres, Inc.

>
>
>
> Bill:

>
>
>
>
> Thank you for your reply.

>
> Because of the distance between TX and CA, it will be at least a
two-day

> event for you. First day, we will fly you in then may be a dinner
with

> people. Second day, we would like you to present a seminar which is
> open to everybody at Ceres followed by meetings with the selected
people

> either individually or in a small group. We can then put you on a
> late-afternoon flight back to TX.

>
>
>
> If you prefer, we could keep you for the entire second day and put you
> on the flight in the morning of the third day to TX but it will make
it

> a three-day event for you.

>
>
>
> I have asked senior managements if we want longer meeting or not but
do

> you have a preference in travel schedule?

>
>
>
>
> Please let me know,

>
>
>
>
> Denny

> -----Original Message-----

> From: Bill Rooney [<mailto:wlr@tamu.edu>]

> Sent: Thursday, November 16, 2006 8:36 AM
> To: Denichiro Otsuga
> Subject: RE: Ceres, Inc.
>
>
>
> Denny:
>
>
>
> The week of Jan 22nd is the best for me. Should I expect to spend a
day
> at Ceres? Is there any need for a longer visit?

> Regards,

> Bill

> Dr. William L. Rooney
> Sorghum Breeding and Genetics
> Department of Soil & Crop Science
> Texas A&M University
> 2474 TAMU
> College Station, Texas 77843-2474
> 979 845 2151 (phone)
> 979 862-1931 (fax)

> -----Original Message-----

> From: Denichiro Otsuga [<mailto:dotsuga@ceres-inc.com>]
> Sent: Wednesday, November 15, 2006 3:19 PM
> To: wlr@tamu.edu; jmullet@tamu.edu
> Cc: Peter Mascia; Clint Johnson; McCutchen, Bill; Spencer Swayze
> Subject: RE: Ceres, Inc.

> Dear Bill and John,

> It appears best time to invite you two (separately) will be next year
> (January).

> Bill,
>
> I will start checking availability for the January dates you indicated
> and get back to you.
>
>
>
> John,
>
> If you could let me know your available dates, I would appreciate it.
>
>
>
> Thank you,
>
>
>
> Denny
>
>
>
> Denichiro (Denny) Otsuga, Ph.D.
>
> Manager of Technology Acquisition and Licensing
>
> Ceres, Inc.
>
> 1535 Rancho Conejo Blvd.
>
> Thousand Oaks, CA 91320
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> TEL: 805-376-6504 Ext. 1145
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>
> -----Original Message-----
> From: Denichiro Otsuga
> Sent: Friday, November 10, 2006 10:59 AM
> To: 'wlr@tamu.edu'; 'jmullet@tamu.edu'
> Cc: Peter Mascia; Clint Johnson; 'McCutchen, Bill'; Spencer Swayze
> Subject: RE: Ceres, Inc.
>
>
>
> Professors Mullet and Rooney,
>

>
>
> It was nice to meet both of you last Wednesday. As we discussed, we
> would like to invite you two to our facility. I understand that the
> holiday season is upon us and scheduling may be difficult but if you
> could let me know your schedule for December and January, I can start
> looking for the open dates that will fit your schedule on my end.
>
>
>
> If you have any questions regarding the visits, please do not hesitate
> to contact me.
>
>
>
> Sincerely,
>
>
>
> Denny
>
>
>
> Denichiro (Denny) Otsuga, Ph.D.
>
> Manager of Technology Acquisition and Licensing
>
> Ceres, Inc.
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> 1535 Rancho Conejo Blvd.
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>
> -----Original Message-----
> From: Spencer Swayze
> Sent: Friday, November 10, 2006 9:38 AM
> To: McCutchen, Bill
> Cc: 'wlr@tamu.edu'; 'jmullet@tamu.edu'; Peter Mascia; Denichiro
Otsuga;
> Clint Johnson
> Subject: Ceres, Inc.
>

>

>

> Bill,

>

>

>

>

> On behalf of Ceres, Inc., I want to thank you for the opportunity to
> visit with you in College Station on Wednesday. We very much enjoyed
> the review of your research focus and capabilities. We believe that
> there is a lot of potential for a formal relationship between our two
> organizations and look forward to continuing the dialogue toward our
> future collaborations. I would like to reiterate our invitation to
> visit Ceres in Thousand Oaks. Denny will be in touch to schedule a
> seminar for professors Mullet and Rooney.

>

>

>

> I will follow-up with you over the next couple of weeks to learn the
> results of your internal discussions and to set-up an additional
> teleconference or additional meeting. In the meantime, please feel
free

> to contact me if you have any questions or have ideas on when or how
we

> can proceed. Thank you again for your time. I look forward to
speaking

> with you again soon.

>

>

>

> Best regards,

>

>

>

>

>

> Spencer P. Swayze

>

> Manager of Business Development

>

> Ceres, Inc.

>

> sswayze@ceres-inc.com <<mailto:sswayze@ceres-inc.com>>

>

> Office: (805) 376-6508

>

> Mobile: (805) 407-8799

>

> www.ceres.net

>

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> *****
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> *****

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> *****
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>
> *****
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From: [Denichiro Otsuga](#)
To: [Bill Rooney](#)
Subject: RE: Visit to Ceres
Date: Monday, December 18, 2006 9:04:43 PM

Bill,

As we discussed on the phone the other day, we would like to fly you in on February 6 and back to TX on February 7.

Do you have a preference on airline? We will try to accommodate you as much as possible. Also, do you like driving in new and strange places? If you are do-it-yourselfer, we can get a rental car for you. If you rather not have any pressure, we can get you a limousine service.

2/6 Late morning or early afternoon flight from Dallas to LAX or Burbank
Drive to or picked up by limo to a hotel in Thousand Oaks
Picked up by one of the executives for a dinner

2/7 Either you can eat on your own or picked up for a breakfast (please indicate your morning preference)

Picked up from hotel (if you eat at hotel or you don't eat breakfast) or drive from breakfast to Ceres, Inc.

Arrive Ceres, meet with individual scientists and executives, seminar late morning or early afternoon depending on the schedule

Either drive back to airport or picked up by a limo to the airport

Please let me know general time you would like to leave Dallas on 6th and CA on 7th back to Texas.

Thanks,

Denny

Denichiro (Denny) Otsuga, Ph.D.
Manager of Technology Acquisition and Licensing
Ceres, Inc.
1535 Rancho Conejo Blvd.
Thousand Oaks, CA 91320

TEL: 805-376-6504 Ext. 1145
Email: dotsuga@ceres-inc.com
Web: www.ceresbiotechnology.com

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-----Original Message-----

From: Denichiro Otsuga
Sent: Saturday, December 02, 2006 12:06 PM
To: 'Bill Rooney'
Subject: Visit to Ceres

Bill,

I hope you had a good Thanksgiving.

I am sorry for my late reply in getting back to you but it took me a while to ask senior people

about length of your stay as many people have been out of town. People at Ceres would like you to stay as long as possible but we can keep this visit short and as need arise, we can schedule another visit.

So, how about fly you out from TX on the Monday (1/22/07) morning to arrive at CA in the afternoon. Meet people at Ceres and take you on a tour of our facility. I will arrange for the dinner with selected people for that evening.

Next day, you could do a breakfast with selected people then you can present your seminar in late morning/early afternoon open to everybody at Ceres. After the seminar, I will schedule you for the individual or small group meetings. You can take a late afternoon flight out of CA so that you can be home at late Tuesday night.

Does this sound good?

If so, I will ask my assistant to coordinate details of the visit with you or your assistant (flight time, airline preference etc.).

Denny

Denichiro (Denny) Otsuga, Ph.D.
Manager of Technology Acquisition and Licensing
Ceres, Inc.
1535 Rancho Conejo Blvd.
Thousand Oaks, CA 91320

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-----Original Message-----

From: Bill Rooney [mailto:wlr@tamu.edu]
Sent: Thursday, November 16, 2006 2:11 PM
To: Denichiro Otsuga
Subject: RE: Ceres, Inc.

Denny:

Unless you folks want a full day and a second night is needed, I would prefer to leave in the late afternoon, rather than early the next morning.

Just let me know what days will work and I'll get it on my schedule.

Regards,

Bill

Dr. William L. Rooney
Sorghum Breeding and Genetics
Department of Soil & Crop Science
Texas A&M University
2474 TAMU
College Station, Texas 77843-2474

979 845 2151 (phone)

979 862-1931 (fax)

-----Original Message-----

From: Denichiro Otsuga [mailto:dotsuga@ceres-inc.com]

Sent: Thursday, November 16, 2006 12:50 PM

To: Bill Rooney

Subject: RE: Ceres, Inc.

Bill:

Thank you for your reply.

Because of the distance between TX and CA, it will be at least a two-day event for you. First day, we will fly you in then may be a dinner with people. Second day, we would like you to present a seminar which is open to everybody at Ceres followed by meetings with the selected people either individually or in a small group. We can then put you on a late-afternoon flight back to TX.

If you prefer, we could keep you for the entire second day and put you on the flight in the morning of the third day to TX but it will make it a three-day event for you.

I have asked senior managements if we want longer meeting or not but do you have a preference in travel schedule?

Please let me know,

Denny

-----Original Message-----

From: Bill Rooney [mailto:wlr@tamu.edu]

Sent: Thursday, November 16, 2006 8:36 AM

To: Denichiro Otsuga

Subject: RE: Ceres, Inc.

Denny:

The week of Jan 22nd is the best for me. Should I expect to spend a day at Ceres? Is there any need for a longer visit?

Regards,

Bill

Dr. William L. Rooney
Sorghum Breeding and Genetics
Department of Soil & Crop Science
Texas A&M University
2474 TAMU
College Station, Texas 77843-2474
979 845 2151 (phone)
979 862-1931 (fax)

-----Original Message-----

From: Denichiro Otsuga [mailto:dotsuga@ceres-inc.com]

Sent: Wednesday, November 15, 2006 3:19 PM
To: wlr@tamu.edu; jmullet@tamu.edu
Cc: Peter Mascia; Clint Johnson; McCutchen, Bill; Spencer Swayze
Subject: RE: Ceres, Inc.

Dear Bill and John,

It appears best time to invite you two (separately) will be next year (January).

Bill,
I will start checking availability for the January dates you indicated and get back to you.

John,
If you could let me know your available dates, I would appreciate it.

Thank you,

Denny

Denichiro (Denny) Otsuga, Ph.D.
Manager of Technology Acquisition and Licensing
Ceres, Inc.
1535 Rancho Conejo Blvd.
Thousand Oaks, CA 91320

TEL: 805-376-6504 Ext. 1145
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-----Original Message-----

From: Denichiro Otsuga
Sent: Friday, November 10, 2006 10:59 AM
To: 'wlr@tamu.edu'; 'jmullet@tamu.edu'
Cc: Peter Mascia; Clint Johnson; 'McCutchen, Bill'; Spencer Swayze
Subject: RE: Ceres, Inc.

Professors Mullet and Rooney,

It was nice to meet both of you last Wednesday. As we discussed, we would like to invite you two to our facility. I understand that the holiday season is upon us and scheduling may be difficult but if you could let me know your schedule for December and January, I can start looking for the open dates that will fit your schedule on my end.

If you have any questions regarding the visits, please do not hesitate to contact me.

Sincerely,

Denny

Denichiro (Denny) Otsuga, Ph.D.
Manager of Technology Acquisition and Licensing
Ceres, Inc.
1535 Rancho Conejo Blvd.
Thousand Oaks, CA 91320

TEL: 805-376-6504 Ext. 1145

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-----Original Message-----

From: Spencer Swayze

Sent: Friday, November 10, 2006 9:38 AM

To: McCutchen, Bill

Cc: 'wlr@tamu.edu'; 'jmullet@tamu.edu';

Peter Mascia; Denichiro Otsuga; Clint Johnson

Subject: Ceres, Inc.

Bill,

On behalf of Ceres, Inc., I want to thank you for the opportunity to visit with you in College Station on Wednesday. We very much enjoyed the review of your research focus and capabilities. We believe that there is a lot of potential for a formal relationship between our two organizations and look forward to continuing the dialogue toward our future collaborations. I would like to reiterate our invitation to visit Ceres in Thousand Oaks.

Denny will be in touch to schedule a seminar for professors Mullet and Rooney.

I will follow-up with you over the next couple of weeks to learn the results of your internal discussions and to set-up an additional teleconference or additional meeting. In the meantime, please feel free to contact me if you have any questions or have ideas on when or how we can proceed. Thank you again for your time. I look forward to speaking with

you again soon.

Best regards,

Spencer P. Swayze
Manager of Business Development
Ceres, Inc.
sswayze@ceres-inc.com
Office: (805) 376-6508
Mobile: (805) 407-8799
www.ceres.net

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From: [Denichiro Otsuga](#)
To: [Bill Rooney](#)
Subject: Visit to Ceres
Date: Saturday, December 02, 2006 2:06:31 PM

Bill,

I hope you had a good Thanksgiving.

I am sorry for my late reply in getting back to you but it took me a while to ask senior people about length of your stay as many people have been out of town. People at Ceres would like you to stay as long as possible but we can keep this visit short and as need arise, we can schedule another visit.

So, how about fly you out from TX on the Monday (1/22/07) morning to arrive at CA in the afternoon. Meet people at Ceres and take you on a tour of our facility. I will arrange for the dinner with selected people for that evening.

Next day, you could do a breakfast with selected people then you can present your seminar in late morning/early afternoon open to everybody at Ceres. After the seminar, I will schedule you for the individual or small group meetings. You can take a late afternoon flight out of CA so that you can be home at late Tuesday night.

Does this sound good?

If so, I will ask my assistant to coordinate details of the visit with you or your assistant (flight time, airline preference etc.).

Denny

Denichiro (Denny) Otsuga, Ph.D.
Manager of Technology Acquisition and Licensing
Ceres, Inc.
1535 Rancho Conejo Blvd.
Thousand Oaks, CA 91320

TEL: 805-376-6504 Ext. 1145
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-----Original Message-----

From: Bill Rooney [mailto:wlr@tamu.edu]
Sent: Thursday, November 16, 2006 2:11 PM
To: Denichiro Otsuga
Subject: RE: Ceres, Inc.

Denny:

Unless you folks want a full day and a second night is needed, I would prefer to leave in the late afternoon, rather than early the next morning.

Just let me know what days will work and I'll get it on my schedule.

Regards,

Bill

Dr. William L. Rooney
Sorghum Breeding and Genetics
Department of Soil & Crop Science
Texas A&M University
2474 TAMU
College Station, Texas 77843-2474
979 845 2151 (phone)
979 862-1931 (fax)

-----Original Message-----

From: Denichiro Otsuga [mailto:dotsuga@ceres-inc.com]
Sent: Thursday, November 16, 2006 12:50 PM
To: Bill Rooney
Subject: RE: Ceres, Inc.

Bill:

Thank you for your reply.
Because of the distance between TX and CA, it will be at least a two-day event for you. First day, we will fly you in then may be a dinner with people. Second day, we would like you to present a seminar which is open to everybody at Ceres followed by meetings with the selected people either individually or in a small group. We can then put you on a late-afternoon flight back to TX.

If you prefer, we could keep you for the entire second day and put you on the flight in the morning of the third day to TX but it will make it a three-day event for you.

I have asked senior managements if we want longer meeting or not but do you have a preference in travel schedule?

Please let me know,

Denny

-----Original Message-----

From: Bill Rooney [mailto:wlr@tamu.edu]
Sent: Thursday, November 16, 2006 8:36 AM
To: Denichiro Otsuga
Subject: RE: Ceres, Inc.

Denny:

The week of Jan 22nd is the best for me. Should I expect to spend a day at Ceres? Is there any need for a longer visit?

Regards,

Bill

Dr. William L. Rooney
Sorghum Breeding and Genetics
Department of Soil & Crop Science
Texas A&M University

2474 TAMU
College Station, Texas 77843-2474
979 845 2151 (phone)
979 862-1931 (fax)

-----Original Message-----

From: Denichiro Otsuga [mailto:dotsuga@ceres-inc.com]
Sent: Wednesday, November 15, 2006 3:19 PM
To: wlr@tamu.edu; jmullet@tamu.edu
Cc: Peter Mascia; Clint Johnson; McCutchen, Bill; Spencer Swayze
Subject: RE: Ceres, Inc.

Dear Bill and John,

It appears best time to invite you two (separately) will be next year (January).

Bill,

I will start checking availability for the January dates you indicated and get back to you.

John,

If you could let me know your available dates, I would appreciate it.

Thank you,

Denny

Denichiro (Denny) Otsuga, Ph.D.
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-----Original Message-----

From: Denichiro Otsuga
Sent: Friday, November 10, 2006 10:59 AM
To: 'wlr@tamu.edu'; 'jmullet@tamu.edu'
Cc: Peter Mascia; Clint Johnson; 'McCutchen, Bill'; Spencer Swayze
Subject: RE: Ceres, Inc.

Professors Mullet and Rooney,

It was nice to meet both of you last Wednesday. As we discussed, we would like to invite you two to our facility. I understand that the holiday season is upon us and scheduling

may be difficult but if you could let me know your schedule for December and January, I can start looking for the open dates that will fit your schedule on my end.

If you have any questions regarding the visits, please do not hesitate to contact me.

Sincerely,

Denny

Denichiro (Denny) Otsuga, Ph.D.
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-----Original Message-----

From: Spencer Swayze

Sent: Friday, November 10, 2006 9:38 AM

To: McCutchen, Bill

Cc: 'wlr@tamu.edu'; 'jmullet@tamu.edu'; Peter Mascia; Denichiro Otsuga; Clint Johnson

Subject: Ceres, Inc.

Bill,

On behalf of Ceres, Inc., I want to thank you for the opportunity to visit with you in College Station on Wednesday. We very much enjoyed the review of your research focus and capabilities. We believe that there is a lot of potential for a formal relationship between our two organizations and look forward to continuing the dialogue toward our future collaborations. I would like to reiterate our invitation to visit Ceres in Thousand Oaks. Denny will be in touch to schedule a seminar for professors Mullet and Rooney.

I will follow-up with you over the next couple of weeks to learn the results of your internal discussions and to set-up an additional teleconference or additional meeting. In the meantime, please feel free to contact me if you have any questions or have ideas on when or how we can proceed. Thank you again for your time. I look forward to speaking with you again

soon.

Best regards,

Spencer P. Swayze
Manager of Business Development
Ceres, Inc.
sswayze@ceres-inc.com
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