

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

DELTA & PINE LAND CO  
Form 10-Q  
April 10, 2006

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549  
FORM 10-Q

Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 For the quarterly period ended February 28, 2006 or

Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number: 000-21788

Exact name of registrant as specified in its charter:  
DELTA AND PINE LAND COMPANY

State of Incorporation: Delaware  
I.R.S. Employer Identification Number: 62-1040440

Address of Principal Executive Offices (including zip code):  
One Cotton Row, Scott, Mississippi 38772

Registrant's telephone number, including area code:  
(662) 742-4000

Indicate by check mark whether Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. YES  NO

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act). YES  NO

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). YES  NO

APPLICABLE ONLY TO CORPORATE ISSUERS:

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Common Stock, \$0.10 Par Value, 35,577,779 shares outstanding as of March 31, 2006.

DELTA AND PINE LAND COMPANY AND SUBSIDIARIES

INDEX

PART I. FINANCIAL INFORMATION

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

### Item 1. Consolidated Financial Statements

Consolidated Balance Sheets - February 28, 2006,  
August 31, 2005, and February 28, 2005

Consolidated Statements of Operations - Three Months  
Ended February 28, 2006 and February 28, 2005

Consolidated Statements of Operations - Six Months  
Ended February 28, 2006 and February 28, 2005

Consolidated Statements of Cash Flows - Six Months  
Ended February 28, 2006 and February 28, 2005

Notes to Consolidated Financial Statements

### Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

### Item 3. Quantitative and Qualitative Disclosures About Market Risk

### Item 4. Controls and Procedures

## PART II. OTHER INFORMATION

### Item 1. Legal Proceedings

### Item 1A. Risk Factors

### Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

### Item 3. Defaults Upon Senior Securities

### Item 4. Submission of Matters to a Vote of Security Holders

### Item 5. Other Information

### Item 6. Exhibits

Signatures

## PART I. FINANCIAL INFORMATION

### Item 1. Consolidated Financial Statements

DELTA AND PINE LAND COMPANY AND SUBSIDIARIES  
CONSOLIDATED BALANCE SHEETS  
(in thousands, except share and per share amounts)  
(Unaudited)

	February 28, 2006	
	-----	-----
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 13,420	\$
Receivables, net	138,193	
Inventories	69,389	
Prepaid expenses	1,657	
Deferred income taxes	6,047	
	-----	-----
Total current assets	228,706	

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

PROPERTY, PLANT AND EQUIPMENT, NET	61,507	
EXCESS OF COST OVER NET ASSETS OF BUSINESSES ACQUIRED	4,183	
INTANGIBLES, NET	8,459	
OTHER ASSETS	1,214	
DEFERRED INCOME TAXES	11,238	
	-----	----
TOTAL ASSETS	\$ 315,307	\$
	=====	=====
LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES :		
Notes payable and current maturities of long-term debt	\$ 8,448	\$
Accounts payable	21,776	
Accrued expenses	120,814	
Income taxes payable	8,872	
	-----	----
Total current liabilities	159,910	
	-----	----
LONG-TERM DEBT	3,471	
	-----	----
MINORITY INTEREST IN SUBSIDIARIES	5,577	
	-----	----
COMMITMENTS AND CONTINGENCIES (Note 10 )		
STOCKHOLDERS' EQUITY:		
Preferred stock, par value \$0.10 per share; 2,000,000 shares authorized; Series A Junior Participating Preferred, par value \$0.10 per share; 501,989, 456,989, and 456,989 shares authorized; no shares issued or outstanding;	-	
Series M Convertible Non-Voting Preferred, par value \$0.10 per share; 1,066,667 shares authorized, issued and outstanding	107	
Common stock, par value \$0.10 per share; 100,000,000 shares authorized; 40,965,695, 40,928,929 and 40,788,040 shares issued; 35,495,589, 36,099,823 and 39,120,574 shares outstanding	4,097	
Capital in excess of par value	83,989	
Retained earnings	193,933	
Accumulated other comprehensive loss	(3,440)	
Treasury stock, at cost; 5,470,106, 4,829,106 and 1,667,466 shares	(132,337)	
	-----	----
TOTAL STOCKHOLDERS' EQUITY	146,349	
	-----	----
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 315,307	\$
	=====	=====

The accompanying notes are an integral part of these financial statements.

DELTA AND PINE LAND COMPANY AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF OPERATIONS  
FOR THE THREE MONTHS ENDED  
(in thousands, except per share amounts)  
(Unaudited)

February 28,  
2006

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

NET SALES AND LICENSING FEES	\$	114,97
COST OF SALES		74,14
		-----
GROSS PROFIT		40,83
		-----
OPERATING EXPENSES:		
Research and development		6,18
Selling		3,91
General and administrative		7,33
		-----
Total operating expenses		17,43
		-----
OPERATING INCOME		23,40
INTEREST INCOME, NET		17
OTHER EXPENSE, NET		(73)
EQUITY IN NET LOSS OF AFFILIATE		(78)
MINORITY INTEREST IN LOSS (EARNINGS) OF SUBSIDIARIES		13
		-----
INCOME BEFORE INCOME TAXES		22,19
INCOME TAX EXPENSE		7,68
		-----
INCOME BEFORE CUMULATIVE EFFECT OF ACCOUNTING CHANGE		14,51
CUMULATIVE EFFECT OF ACCOUNTING CHANGE, NET OF TAX		35
		-----
NET INCOME		14,87
DIVIDENDS ON PREFERRED STOCK		(16)
		-----
NET INCOME APPLICABLE TO COMMON SHARES	\$	14,71
		=====
BASIC EARNINGS PER SHARE BEFORE CUMULATIVE EFFECT OF ACCOUNTING CHANGE	\$	0.4
		=====
CUMULATIVE EFFECT OF ACCOUNTING CHANGE, NET OF TAX	\$	0.0
		=====
BASIC EARNINGS PER SHARE	\$	0.4
		=====
NUMBER OF SHARES USED IN BASIC EARNINGS PER SHARE CALCULATIONS		35,68
		=====
DILUTED EARNINGS PER SHARE BEFORE CUMULATIVE EFFECT OF ACCOUNTING CHANGE	\$	0.3
		=====
CUMULATIVE EFFECT OF ACCOUNTING CHANGE, NET OF TAX	\$	0.0
		=====
DILUTED EARNINGS PER SHARE	\$	0.4
		=====
NUMBER OF SHARES USED IN DILUTED EARNINGS PER SHARE CALCULATIONS		

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

	36,91
	=====
DIVIDENDS PER COMMON SHARE	\$ 0.1
	=====

The accompanying notes are an integral part of these financial statements.

DELTA AND PINE LAND COMPANY AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF OPERATIONS  
FOR THE SIX MONTHS ENDED  
(in thousands, except per share amounts)  
(Unaudited)

	February 28, 2006
	-----
NET SALES AND LICENSING FEES	\$ 124,80
COST OF SALES	80,80
	-----
GROSS PROFIT	43,99
	-----
OPERATING EXPENSES:	
Research and development	11,78
Selling	7,31
General and administrative	13,45
	-----
Total operating expenses	32,55
	-----
OPERATING INCOME	11,44
INTEREST INCOME, NET	1,20
OTHER EXPENSE, NET	(1,93)
EQUITY IN NET LOSS OF AFFILIATE	(1,59)
MINORITY INTEREST IN EARNINGS OF SUBSIDIARIES	(70)
	-----
INCOME BEFORE INCOME TAXES	8,41
INCOME TAX EXPENSE	3,19
	-----
NET INCOME	5,22
DIVIDENDS ON PREFERRED STOCK	(32)
	-----
NET INCOME APPLICABLE TO COMMON SHARES	\$ 4,90
	=====
BASIC EARNINGS PER SHARE	\$ 0.1
	=====
NUMBER OF SHARES USED IN BASIC EARNINGS PER SHARE CALCULATIONS	35,88
	=====

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

DILUTED EARNINGS PER SHARE	\$	0.1
=====		
NUMBER OF SHARES USED IN DILUTED EARNINGS PER SHARE CALCULATIONS		37,14
=====		
DIVIDENDS PER COMMON SHARE	\$	0.3
=====		

The accompanying notes are an integral part of these financial statements.

DELTA AND PINE LAND COMPANY AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
FOR THE SIX MONTHS ENDED  
(in thousands)  
(Unaudited)

	February 28, 2006	F
	-----	-----
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ 5,225	\$
Adjustments to reconcile net income to net cash used in operating activities:		
Depreciation and amortization	4,358	
Loss (gain) on sale of assets	59	
Equity in net loss of affiliate	1,594	
Foreign exchange loss (gain)	33	
Accretion of debt discount	227	
Minority interest in earnings of subsidiaries	701	
Stock-based compensation expense	1,641	
Change in deferred income taxes	(229)	
Changes in assets and liabilities:		
Receivables	90,695	
Inventories	(42,340)	
Prepaid expenses	226	
Intangibles and other assets	(52)	
Accounts payable	3,374	
Accrued expenses	(101,331)	
Income taxes payable	(4,070)	
	-----	-----
Net cash used in operating activities	(39,889)	
	-----	-----
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property and equipment	(5,336)	
Sale of investments and property	23	
Acquisition of business	(2,620)	
Investment in affiliate	(1,525)	
	-----	-----
Net cash used in investing activities	(9,458)	

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

CASH FLOWS FROM FINANCING ACTIVITIES:			
Payments of short-term debt		(5,925)	
Dividends paid		(11,034)	
Proceeds from short-term debt		266	
Minority interest in dividends paid by subsidiary		-	
Payments to acquire treasury stock		(15,083)	
Proceeds from exercise of stock options		712	
		-----	
Net cash (used in) provided by in financing activities		(31,064)	
		-----	
EFFECTS OF FOREIGN CURRENCY EXCHANGE RATES		756	
NET DECREASE IN CASH AND CASH EQUIVALENTS		(79,655)	
CASH AND CASH EQUIVALENTS, August 31		93,075	
		-----	
CASH AND CASH EQUIVALENTS, February 28	\$	13,420	\$
		=====	
SUPPLEMENTAL CASH FLOW INFORMATION:			
Cash paid during the six months for:			
Interest, net of capitalized interest	\$	-	\$
Income taxes paid	\$	6,859	\$
Noncash financing activities:			
Tax benefit of stock option exercises	\$	54	\$

The accompanying notes are an integral part of these financial statements.

DELTA AND PINE LAND COMPANY AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. BASIS OF PRESENTATION

The accompanying unaudited consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States (GAAP) for interim financial information and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for the fair presentation of the consolidated financial statements have been included. The business of Delta and Pine Land Company and its subsidiaries ("D&PL" ; or the "Company") is seasonal in nature; thus, the results of operations for the three and six month periods ended February 28, 2006 and 2005, are not necessarily indicative of the results to be expected for the full year. D&PL's investment in its 50%-owned affiliate DeltaMax Cotton, LLC ("DeltaMax") is accounted for using the equity method. For further information, reference should be made to the consolidated financial statements and footnotes thereto included in D&PL's Annual Report to Stockholders on Form 10-K for the year ended August 31, 2005.

Change in Accounting Principle

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

Effective September 1, 2005, the Company adopted Statement of Financial Accounting Standards ("SFAS") No. 123R (Revised 2004), "Share-Based Payments" ("SFAS 123R"). SFAS 123R requires, among other things, the Company to record compensation expense associated with the grant-date fair value of share option grants and other equity-based compensation. Upon adoption, the Company recognized a deferred compensation liability representing the fair value of certain options granted under the 2005 Omnibus Stock Plan (the "2005 Stock Plan") which, under the then terms of the 2005 Stock Plan, were to be cash settled in the event a change in control were to occur that is effected through the exchange of consideration other than registered shares of the acquiring company. The liability recognition upon adoption of SFAS 123R resulted in the recording of a non-cash charge of \$358,000 after tax (\$0.01 per diluted share).

In order to conform the comparable provisions of the 1995 Long Term Incentive Plan and the 2005 Stock Plan, the Company's Board of Directors modified the 2005 Stock Plan on December 29, 2005 such that the Compensation Committee of the Board of Directors has other redemption alternatives, in its sole discretion, upon a change in control in which registered shares are not received.

Subsequently, on February 3, 2006, the Financial Accounting Standards Board ("FASB") issued FASB Staff Position No. SFAS 123(R)-4 amending SFAS 123R to require companies to consider the probability that an event that could require cash settlement will occur when classifying the instruments as liabilities or equity. Under this guidance, the deferred compensation liability discussed above would not have been recognized, and the non-cash charge of \$358,000 would not have been recorded. The FASB Staff Position requires retrospective application; therefore, the non-cash charge was reversed in the second quarter ended February 28, 2006, and a deferred compensation liability is no longer reported on the Company's consolidated balance sheet.

For further information regarding the adoption of SFAS 123R see Note 4, "Stock-Based Compensation Plans" to these consolidated financial statements.

### New Accounting Pronouncements

In March 2006, the FASB issued SFAS No. 156, "Accounting for Servicing of Financial Assets, an amendment of SFAS No. 140". Among other changes, SFAS No. 156 requires an entity to recognize a servicing asset or servicing liability in certain situations and defines measurement methods for these assets and liabilities. SFAS No. 156 is effective for the fiscal year that begins after September 15, 2006. The Company does not expect the adoption of this statement to have a material impact on D&PL's consolidated financial statements.

In February 2006, the FASB issued SFAS No. 155, "Accounting for Certain Hybrid Financial Instruments, an amendment of SFAS No. 133 and SFAS No. 140." Among other changes, SFAS No. 155 further defines what constitutes a derivative as defined by SFAS No. 133, and addresses certain measurement issues regarding hybrid financial instruments. SFAS No. 155 is effective for all financial instruments acquired or issued after the beginning of the fiscal year that begins after September 15, 2006. The Company does not expect the adoption of this statement to have a material impact on D&PL's consolidated financial statements.

In May 2005, the FASB issued SFAS No. 154, "Accounting Changes and Error Corrections, a replacement of APB Opinion No. 20 and SFAS No. 3". Among other changes, SFAS No. 154 requires that a voluntary change in accounting principle be applied retrospectively with all prior period financial statements presented based on the new accounting principle, unless it is impracticable to do so. SFAS No. 154 provides that (1) a change in method of depreciating or amortizing a long-lived nonfinancial asset be accounted for as a change in estimate (prospectively) that was effected by a change in accounting principle, and (2)



## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

correction of errors in previously issued financial statements should be termed a "restatement." SFAS No. 154 is effective for accounting changes and correction of errors made in fiscal years beginning after December 15, 2005. The Company does not expect the adoption of this statement to have a material impact on D&PL's consolidated financial statements.

### 2. COMPREHENSIVE INCOME

Total comprehensive income for the three and six months ended February 28, 2006 and 2005, was (in thousands):

	Three Months Ended		
	February 28, 2006	February 28, 2005	Febru 20
Net income	\$ 14,876	\$ 19,160	\$
Other comprehensive income:			
Foreign currency translation gains	500	312	
Net realized and unrealized gains (losses) on hedging instruments	120	105	
Income tax expense related to other comprehensive income	(215)	(148)	
Other comprehensive income, net of tax	405	269	
Total comprehensive income	\$ 15,281	\$ 19,429	\$

### 3. SEGMENT DISCLOSURES

D&PL is in a single line of business and operates in two business segments, domestic and international. D&PL's reportable segments offer similar products; however, the business units are managed separately due to the geographic dispersion of their operations. D&PL breeds, produces, conditions and markets proprietary varieties of cotton and soybean planting seed in the United States. The international segment offers cottonseed in several foreign countries through both export sales and in-country operations. D&PL develops its proprietary seed products through research and development efforts in the United States and certain foreign countries.

D&PL's chief operating decision maker utilizes revenue information in assessing performance and making overall operating decisions and resource allocations. Profit and loss information is reported by segment to the chief operating decision maker and D&PL's Board of Directors. The accounting policies of the segments are substantially the same as those described in the summary of significant accounting policies in D&PL's Annual Report to Stockholders on Form 10-K filed for the year ended August 31, 2005.

Information about D&PL's segments for the three and six month periods ended February 28, 2006 and 2005, is as follows (in thousands):

	Three Months Ended		
	February 28,	February 28,	Februa

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

	2006	2005	2004
Net sales and licensing fees (by segment)			
Domestic	\$ 109,212	\$ 108,108	\$ 108,108
International	5,765	11,751	11,751
	\$ 114,977	\$ 119,859	\$ 119,859
Net sales and licensing fees			
Cottonseed	\$ 110,033	\$ 114,457	\$ 114,457
Soybean seed	4,400	4,813	4,813
Other	544	589	589
	\$ 114,977	\$ 119,859	\$ 119,859
Operating income (loss)			
Domestic	\$ 24,947	\$ 28,530	\$ 28,530
International	(1,547)	2,117	2,117
	\$ 23,400	\$ 30,647	\$ 30,647

4. STOCK-BASED COMPENSATION PLANS

Share-Based Payments. Effective September 1, 2005, the Company adopted SFAS No. 123R utilizing the modified prospective approach. Under the modified prospective approach, SFAS 123R applies to new awards and to awards that were outstanding on September 1, 2005 and are subsequently modified or cancelled. Additionally, compensation cost for the portion of awards for which the requisite service had not been rendered as of September 1, 2005, will be recognized over the remaining service period using the compensation cost calculated for pro forma disclosure purposes previously under SFAS No. 123, "Accounting for Stock-Based Compensation." Prior periods were not restated to reflect the impact of adopting SFAS 123R.

Prior to the adoption of SFAS 123R, the Company accounted for employee stock options and other equity-based compensation awards using the intrinsic value method of accounting prescribed by APB Opinion 25, "Accounting for Stock Issued to Employees." No compensation expense was previously recognized related to the Company's stock options because the number of shares was fixed at the grant date and each option's exercise price was set at or above the stock's fair market value on the date the option was granted. Under SFAS 123R, the Company charged to income \$982,000 of compensation expense for stock options, Restricted Stock and Restricted Stock Units in the second quarter of 2006, in addition to recording the reversal of the cumulative effect of \$358,000, net of tax, related to the initial adoption of SFAS 123R that was recorded in the first quarter of 2006, which is recorded as a separate component in the statement of operations (see Footnote 1 for more information on the reversal of the cumulative effect of accounting change). Total compensation expense recorded for the six-month period ended February 28, 2006 was \$1.64 million.

The 1995 Long-Term Incentive Plan, as amended and restated in March 2000, (the "LTIP") allows for the awarding of stock options to officers, key employees and directors. The amended and restated 1995 plan eliminates the ability of the Board of Directors to award stock appreciation rights, restricted shares of common stock and performance unit credits. Under the LTIP, options to purchase 5,120,000 shares (after effect of stock splits) of common stock of D&PL were available for grant. Shares subject to options and awards which expire

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

unexercised are available for new option grants and awards under the LTIP. The Compensation Committee of the Board of Directors administers the Plan and has sole discretion regarding the exercisability of the option grants.

The 2005 Omnibus Stock Plan ("2005 Stock Plan"), approved by the shareholders in January 2005, provides for the grant of (a) incentive stock options as defined in the Internal Revenue Code of 1986, as amended, (b) non-qualified stock options, (c) restricted stock, and (d) restricted stock units to D&PL's employees, independent contractors and members of the Board of Directors for the purpose of encouraging share ownership of D&PL. Up to 4,500,000 shares are available for grants of awards under the Plan. The maximum number of shares which may be issued for awards of restricted stock and restricted stock units is 2,100,000 shares and the maximum for options is 2,400,000. The Compensation Committee of the Board of Directors administers the Plan and has sole discretion regarding the exercisability of the option grants. Any lapsed awards shall again be available under this plan.

Options. The Company determines the fair value of stock option awards using the Black-Scholes option-pricing model. Expected volatilities are based on the historical volatility of the Company's common stock. The Company uses historical data to estimate share option exercise and employee departure behavior used in the Black-Scholes option-pricing model. The expected term of share options granted is derived from the output of the option pricing model and represents the period of time that share options granted are expected to be outstanding. The risk-free rate is based on yields of U.S. Treasury securities with similar terms as the expected life. The following weighted-average assumptions were used to value D&PL's stock option awards in the second quarter of 2006: 6 year expected life; expected volatility of 24.6%; risk free rate of 4.46% and annual dividends of \$0.60 per share during the expected term of the options. The weighted-average fair value of options awarded in the second quarter of 2006 was \$5.66.

The Company recognized gross compensation cost associated with all of its outstanding stock option awards of \$566,000, prior to a tax benefit of \$201,000, in the second quarter of 2006, versus \$0 in the prior year period. At February 28, 2006, there was approximately \$2.4 million of unrecognized compensation cost related to stock option awards, net of an anticipated tax benefit of \$852,000, which is expected to be recognized over the remaining employees' service periods over a weighted-average period of two years.

All outstanding options have a contractual term of 7 to 10 years. All stock option awards made prior to May 18, 2005 became exercisable ratably over a five-year service period. Stock option awards made on May 18, 2005 become exercisable 45 days after issuance. Stock option awards made subsequent to May 18, 2005 become exercisable ratably over a five-year service period. Under both the LTIP and the 2005 Stock Plan, all outstanding stock options become exercisable immediately upon a change in control of the Company. There were approximately 2.4 million stock options available for grant at February 28, 2006.

The following table represents stock option activity for the quarter ended February 28, 2006:

	Number of Shares	Price Range		Intrinsic Value
	-----	-----	-----	-----
Outstanding at November 30, 2005	3,689,871	\$ 15.61	\$47.31	
Granted	40,824	22.69	23.43	
Exercised	(21,255)	17.85	22.36	

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

Lapsed or canceled	(400)	17.85	17.85	
Outstanding at February 28, 2006	3,709,040	15.61	47.31	\$11,498,
Exercisable at February 28, 2006	3,286,730	\$ 15.61	\$47.31	\$9,655,

The following table summarizes certain information about outstanding and exercisable stock options at February 28, 2006:

Exercise Price Range	Options Outstanding			Options
	Number	Weighted Average Remaining Contractual Life in Years	Weighted Average Exercise Price	Number
\$14.79 - \$19.99	1,615,263	4.7	\$ 18.99	1,377,039
\$20.00 - \$29.99	1,824,436	4.6	\$ 25.87	1,640,350
\$30.00 - \$39.99	267,341	5.3	\$ 31.51	267,341
\$40.00 - \$49.31	2,000	2.2	\$ 47.31	2,000
	3,709,040	4.7	\$ 23.29	3,286,730

Restricted Stock and Restricted Stock Units. In the second quarter of 2006, 5,119 shares of Restricted Stock or Restricted Stock Units were granted to employees or directors, with total compensation cost of approximately \$106,000 determined based on the market price of the Company's common stock at the time of award and considering dividend restrictions and expected forfeitures. Compensation cost will be recognized as expense ratably over the three-year vesting period.

For the three months ended February 28, 2006, the Company recognized gross compensation cost of approximately \$416,000, prior to a tax benefit of \$148,000, related to shares of Restricted Stock and Restricted Stock Units issued in 2005 and 2006 versus \$0 in the prior year period. At February 28, 2006, there was \$3.0 million of unrecognized compensation cost related to shares of Restricted Stock and Restricted Stock Units which is expected to be recognized, net of an anticipated tax benefit of \$1.1 million, over a weighted-average period of two years.

There were approximately 1.9 million shares available for grants of Restricted Stock and Restricted Stock Units at February 28, 2006. The following represents Restricted Stock and Restricted Stock Units activity for the quarter ended February 28, 2006:

	Restricted Stock		Restrictio
	Number of Shares	Weighted Avg. Grant Date Fair Value	Number of Shares
Non-vested at November 30, 2005	146,048	\$25.15	24,000
Granted	4,710	22.34	40,000

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

Forfeited	(537)	25.22	
	-----		-----
Non-vested at February 28, 2006	150,221	\$25.06	24,40
	=====		=====

The following table illustrates for the three and six months ended February 28, 2005 the effect on operating results and per share information had the Company accounted for share based compensation in accordance with SFAS 123R (in thousands).

	Three Months Ended	Six Mo
	February 28, 2005	Febr
	-----	-----
Net Income:		
As reported	\$ 19,160	\$
Add: Total stock-based compensation expense included in reported net income, net of related tax effects	-	
	-	
Less: Total stock-based compensation expense determined under the fair value based method for all awards, net of related tax effects	(700)	
	-----	-----
Pro forma	\$ 18,460	\$
	=====	=====
Basic earnings per share:		
As reported	\$ 0.49	\$
	-----	-----
Pro forma	\$ 0.47	\$
	=====	=====
Diluted earnings per share:		
As reported	\$ 0.48	\$
	-----	-----
Pro forma	\$ 0.46	\$
	=====	=====

5. INVENTORIES

Inventories consisted of the following as of (in thousands):

	February 28, 2006	August 31, 2005
	-----	-----
Finished goods	\$ 45,722	\$ 19,713
Raw materials	32,684	13,156
Growing crops	1,147	818

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

Supplies	1,192	1,101
	-----	-----
	80,745	34,788
Less reserves	(11,356)	(8,163)
	-----	-----
	\$ 69,389	\$ 26,625
	=====	=====

Finished goods and raw material inventory is valued at the lower of average cost or market. Growing crops are recorded at cost. Elements of cost in inventories include raw materials, direct production costs, manufacturing overhead and immaterial general and administrative expenses. Inventory reserves relate to estimated excess and obsolete inventory. The provision recorded for excess and obsolete inventory for the quarters ended February 28, 2006 and 2005 was approximately \$2,680,000 and \$3,766,000, respectively. The provision recorded for excess and obsolete inventory for the six-month periods ended February 28, 2006 and February 28, 2005 was approximately \$3,422,000 and \$3,923,000, respectively. See Note 9 for a description of hedging activities related to inventory.

6. PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment consisted of the following as of (in thousands):

	February 28, 2006	August 31, 2005
	-----	-----
Land and improvements	\$ 6,470	\$ 6,263
Buildings and improvements	45,107	43,018
Machinery and equipment	65,222	63,142
Germplasm	7,500	7,500
Breeder and foundation seed	2,000	2,000
Construction in progress	2,996	2,564
	-----	-----
	129,295	124,487
Less accumulated depreciation	(67,788)	(64,329)
	-----	-----
	\$ 61,507	\$ 60,158
	=====	=====

Depreciation expense during the quarters ended February 28, 2006 and February 28, 2005 was approximately \$2.1 million and \$2.0 million, respectively. Depreciation expense during the six-month periods ended February 28, 2006 and 2005 was approximately \$4.2 million and \$4.1 million, respectively.

7. INTANGIBLES

The components of identifiable intangible assets were as follows as of (in thousands):

February 28, 2006		August 31, 2005	
-----		-----	
Gross Carrying	Accumulated	Gross Carrying	Accumulated

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

	Amount	Amortization	Amount	Amortization
	-----	-----	-----	-----
Trademarks	\$ 3,182	\$ (997)	\$ 3,182	\$ (958)
Commercialization agreements	400	(135)	400	(121)
Licenses	3,507	(247)	1,100	(192)
Patents	1,954	(170)	1,640	(116)
Other	2,132	(1,167)	2,096	(1,071)
	-----	-----	-----	-----
	\$11,175	\$ (2,716)	\$ 8,418	\$ (2,458)
	=====	=====	=====	=====

Amortization expense for identifiable intangible assets during the quarters ended February 28, 2006 and 2005 was approximately \$90,000 and \$80,000, respectively. Amortization expense for identifiable intangible assets during the six-month periods ended February 28, 2006 and February 28, 2005 was approximately \$210,000 and \$200,000, respectively. Identifiable intangible asset amortization expense is estimated to be \$300,000 for the remainder of 2006, \$600,000 in fiscal year 2007 and \$500,000 in each of the fiscal years from 2008 to 2011.

On December 29, 2005, D&PL acquired Vikki's Agrotech Pvt. Ltd., an Indian cottonseed company, for cash of approximately \$2.6 million. The results of Vikki's operations have been included in D&PL's consolidated statements of operations from the date of acquisition. The initial allocation of the purchase price resulted in no goodwill and approximately \$2.3 million allocated to licenses. Pro forma results of operations for the three and six month periods ended February 28, 2006 if the acquisition had occurred at the beginning of the periods would not have been materially different than reported results for these periods.

8. INVESTMENT IN AFFILIATE

D&PL owns a 50% interest in DeltaMax Cotton, LLC, a limited liability company jointly owned with Verdia, Inc. Verdia was acquired by DuPont on July 2, 2004. Established in May 2002, the DeltaMax joint venture was formed to create, develop and commercialize herbicide tolerant and insect resistant traits for the cottonseed market. D&PL has licensed from DeltaMax the developed traits for commercialization in both the U.S. and other cotton-producing countries in the world. For the quarters ended February 28, 2006 and February 28, 2005, D&PL's equity in the net loss of DeltaMax was approximately \$780,000 and \$648,000, respectively. For the six-month periods ended February 28, 2006 and 2005, D&PL's equity in the net loss of DeltaMax was approximately \$1,594,000 and \$1,386,000, respectively.

9. DERIVATIVE FINANCIAL INSTRUMENTS

Accumulated other comprehensive loss includes the following related to the Company's soybean hedging program for the six-month periods ended February 28, 2006 and 2005 (in thousands):

	2006
	-----
Deferred net gain (loss), as of August 31	\$ 224
Net losses on hedging instruments arising during the six months	(53)
Reclassification adjustment of (gains) losses on hedging instruments to earnings	(31)

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

Net change in accumulated other comprehensive loss	(84)
Deferred net gain (loss) on derivative instruments included in accumulated other comprehensive loss at February 28	\$ 140

The deferred net gain of \$140,000 included in accumulated other comprehensive loss at February 28, 2006 consists of net unrealized gains of \$32,000 and net realized gains of \$108,000. The deferred net unrealized gain of \$32,000 will be

recognized in earnings within the next twelve to eighteen months; however, the actual amount that will be charged to earnings may vary as a result of changes in market conditions. The net realized gain of \$108,000 will be reclassified into earnings in the period in which the forecasted transaction affects earnings, which is expected to occur during D&PL's third quarter.

For the six-month periods ended February 28, 2006 and 2005, D&PL recorded no gains or losses in earnings as a result of hedge ineffectiveness or discontinuance of cash flow hedges related to soybeans.

10. COMMITMENTS AND CONTINGENCIES

Product Liability Claims

D&PL is named as a defendant in various lawsuits that allege, among other things, that certain of D&PL's products (including those containing Monsanto's technology) did not perform as the farmer had anticipated or expected. In some of these cases, Monsanto and/or the dealer or distributor who sold the seed are also named as defendants. In all cases where the seed sold contained either or both of Monsanto's Bollgard and/or Roundup Ready gene technologies, and where the farmer alleged a failure of one or more of those technologies, D&PL has tendered the defense of the case to Monsanto and requested indemnity. Pursuant to the terms of the February 2, 1996 Bollgard Gene License and Seed Services Agreement (the "Bollgard Agreement") and the February 2, 1996 Roundup Ready Gene License and Seed Services Agreement (the "Roundup Ready Agreement") (both as amended December 1999, January 2000 and March 2003 and the Roundup Ready Agreement as additionally amended July 1996), D&PL has a right to be contractually indemnified by Monsanto against all claims arising out of the failure of Monsanto's gene technology. Pharmacia remains liable for Monsanto's performance under these indemnity agreements. Some of the product liability lawsuits contain varietal claims which are aimed solely at D&PL. D&PL does not have a right to indemnification from Monsanto for any claims involving varietal characteristics separate from or in addition to the failure of the Monsanto technology. D&PL believes that the resolution of these matters will not have a material impact on the consolidated financial statements. D&PL intends to vigorously defend itself in these matters.

Other Legal Matters

On December 9, 2003, Bayer BioScience N.V. and Bayer CropScience GmbH (collectively "Bayer") filed a suit in the Federal Court of Australia alleging that the importing, exporting, selling and other alleged uses by Deltapine Australia Pty Ltd., D&PL's wholly-owned Australian subsidiary ("Deltapine Australia"), of Bollgard II(R) cottonseed infringes Bayer's Australian patent that claims an alleged invention entitled "Prevention of Bt Resistance Development." The suit seeks an injunction, damages and other relief against Deltapine Australia. Deltapine Australia disputes the validity, infringement and enforceability of Bayer's patent. On April 16, 2004, Deltapine Australia



## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

responded to the suit, denying infringement and asserting affirmative defenses and cross claims. The suit is in pretrial proceedings. Due to the status of this matter, management is presently unable to determine the impact, if any, of this matter on the consolidated financial statements.

In July 2003, D&PL received a notice from Monsanto asserting that disputes exist among Monsanto, D&PL and D&M Partners, a partnership of D&PL (90%) and Monsanto (10%), pertaining to matters under the Bollgard and Roundup Ready Licenses for the United States and matters under license agreements for Argentina and the Republic of South Africa. In August 2003, D&PL and D&M Partners responded to Monsanto's positions on each issue and notified Monsanto of additional disputes, each concerning Monsanto's compliance with its obligations under the Bollgard and Roundup Ready Licenses for the United States. In accordance with the dispute resolution provisions of the subject agreements, the issues raised in Monsanto, D&PL and D&M Partners' notices were submitted to a panel of senior executives (the "Executive Panel"). Monsanto subsequently withdrew from the Executive Panel the issue involving the license agreements for the Republic of South Africa and submitted to the Executive Panel one additional issue of interpretation of the Bollgard and Roundup Ready Licenses for the United States. Issues arising from operations in Argentina and issues involving technology fees and interest have been settled and are no longer in dispute. On May 20, 2004, Monsanto submitted to arbitration before the American Arbitration Association two unresolved issues: whether D&M Partners has paid Monsanto all royalties due and whether D&PL has made unauthorized transfers of materials containing Monsanto technology. In this arbitration proceeding, Monsanto seeks an adjudication of its alleged right to terminate the Bollgard and Roundup Ready Licenses, to dissolve D&M Partners, to obtain an accounting and to receive monetary damages and a return or destruction of materials containing Monsanto technologies. D&PL denies the claims asserted by Monsanto in the arbitration filing and has filed appropriate responses to Monsanto's claims and filed three counterclaims based on the issues submitted by D&PL to the Executive Panel. The parties are currently conducting discovery. The Arbitration Panel has set an August 2006 final hearing date.

On November 8, 2004, Monsanto submitted one new claim allegedly involving a dispute under the license agreements to the Executive Panel. This issue has been resolved by the Executive Panel. On March 31, 2005, D&PL submitted an issue involving an international license under the 1996 Option Agreement between Monsanto and D&PL for resolution by the Executive Panel. The Executive Panel has

that claim under consideration. D&PL is committed to participating in good faith resolution of the issues in dispute through arbitration, or through the Executive Panel, as applicable. Due to the status of this matter, management is unable to determine the impact, if any, of this matter on the consolidated financial statements.

On February 17, 2006, D&PL submitted an additional issue for resolution under the dispute resolution process under the 1996 Option Agreement and the 2002 Bollgard Gene License. This dispute involves whether Monsanto's implementation of a farmer licensing system for the Bollgard Gene technology in Brazil violates D&PL's and its local affiliate's rights to an exclusive license to develop, produce and sell Bollgard planting seed in Brazil. On March 1, 2006, D&PL filed a suit against Monsanto in the Chancery Court of New Castle County, Delaware, seeking to enjoin Monsanto's implementation of the new farmer licensing system pending the resolution of the issues submitted to the Executive Panel. D&PL's motion for a preliminary injunction was denied; however, the Delaware Court retained jurisdiction of the case to consider D&PL's motion to compel arbitration. On March 27, 2006 D&PL submitted to arbitration before the American Arbitration Association the dispute on whether Monsanto's implementation of a farmer licensing system is in violation of D&PL's and its Affiliates' rights to

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

an exclusive license to develop, produce and sell Bollgard planting seed in Brazil. As part of this arbitration, D&PL is seeking to enjoin Monsanto's implementation of its farmer licensing system and for damages incurred by D&PL and its Affiliates.

In response to D&PL's submission of this dispute to the alternative dispute resolution, on February 23, 2006, Monsanto filed a suit for declaratory judgment in the Circuit Court of St. Louis County, Missouri, for the court to determine the issues in dispute. D&PL believes that this suit is barred by the binding alternative dispute resolution provisions in the subject contracts and will so respond, seeking to have this proceeding dismissed or stayed pending the completion of the contractually required dispute resolution process. D&PL is committed to participating in good faith resolution of this dispute through the dispute resolution process and, in particular, through the above described arbitration. MDM Sementes de Algodao Limitada, D&PL's affiliate in Brazil, is proceeding with a planned launch of sales of cotton seed containing Bollgard technology in Brazil in the 2006 sales season.

On February 20, 2006, D&PL submitted two additional issues for resolution under binding dispute resolution; one dispute arises under the most favored license provisions of the U.S. Bollgard License and the other under confidentiality provisions of the U.S. Bollgard and Roundup Ready Licenses. Monsanto has responded on each of these issues and D&PL expects to proceed with alternative dispute resolution through the Executive Panel or arbitration, as applicable.

On February 28, 2006, D&PL filed suit in the Circuit Court of Dunklin County, Missouri, seeking to recover Soybean Seed Services Fees in the amount of approximately \$2,200,000 which Monsanto has refused to pay D&PL with respect to soybean seed containing Monsanto's Roundup Ready technology sold by D&PL during the 2005 planting season. The suit also seeks a declaratory judgment that D&PL's payments of royalties under its Roundup Ready Soybean License have been correctly calculated and paid during the years 2002-2005.

In December 1999, Mycogen Plant Science, Inc. ("Mycogen") filed a suit in the Federal Court of Australia alleging that Monsanto Australia Ltd., Monsanto's wholly-owned Australian subsidiary, and Deltapine Australia have been infringing two of Mycogen's Australian patents by making, selling, and licensing cotton planting seed expressing insect resistance. The suit sought injunction against continued sale of seed containing Monsanto's Ingard(R) gene and recovery of an unspecified amount of damages. Consistent with its commitments, Monsanto agreed to defend D&PL in this suit and to indemnify D&PL against damages, if any were awarded. The claims by Mycogen and crossclaims by Monsanto and D&PL were dismissed with prejudice by an agreed order entered January 27, 2006. The settlement and dismissal of this case confirmed D&PL's rights to sell Bollgard planting seed in Australia on the existing terms of its license from Monsanto. D&PL incurred no material expense for the dismissal of this litigation.

### D&PL vs. Monsanto Company and Pharmacia Corporation

On December 20, 1999, Monsanto withdrew its pre-merger notification filed pursuant to the Hart-Scott-Rodino Antitrust Improvements Act of 1976 ("HSR Act") effectively terminating Monsanto's efforts to gain government approval of the merger of Monsanto with D&PL under the May 8, 1998 Merger Agreement. On December 30, 1999, D&PL filed suit in the First Judicial District of Bolivar County, Mississippi, seeking, among other things, the payment of the \$81 million termination fee due pursuant to the Merger Agreement, compensatory damages and punitive damages. On January 2, 2000, D&PL and Monsanto reached an agreement whereby D&PL would withdraw the suit, without prejudice, for the purpose of negotiating a settlement of D&PL's claims, and Monsanto would immediately pay the \$81 million. On January 3, 2000, Monsanto paid to D&PL the termination fee of \$81 million as required by the Merger Agreement. On January 18, 2000, after unsuccessful negotiations, D&PL re-filed its suit. D&PL seeks in excess of \$1

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

billion in compensatory and \$1 billion in punitive damages for breach of the Merger Agreement between the parties.

On September 12, 2003, Monsanto amended its answer to include four counterclaims against D&PL. Monsanto is seeking unspecified damages for its counterclaims, including the \$81 million paid by Monsanto to D&PL as a termination fee and related expenses. D&PL answered the counterclaims, denying all liability, and D&PL intends to vigorously defend itself against these counterclaims. On December 21, 2004, Monsanto filed a motion to amend its answer to withdraw two of its four counterclaims. On February 17, 2005, D&PL filed a motion with the trial court to amend its complaint to add a claim against Monsanto for fraudulently inducing D&PL to extend the deadline to complete the merger with Monsanto. The Mississippi Supreme Court has stayed the proceedings in this case pending the resolution of two interlocutory appeals filed by D&PL. Due to the status of this matter, management is unable to determine the impact of this matter on the consolidated financial statements.

### 11. EARNINGS PER SHARE

Dilutive common share equivalents consist of both D&PL's Series M Convertible Non-Voting Preferred shares and the outstanding options to purchase D&PL's common stock and Restricted Stock and Restricted Stock Units that have been issued under the 1995 Long-Term Incentive Plan and the 2005 Omnibus Stock Plan. Approximately 1,682,000 and 119,000 outstanding stock options were not included in the computation of diluted earnings per share for the three months ended February 28, 2006 and February 28, 2005, respectively, and approximately 1,640,000 and 192,000 outstanding stock options were not included in the computation of diluted earnings per share for the six months ended February 28, 2006 and February 28, 2005, respectively, because the exercise price exceeded the average market price of D&PL's common stock for each respective reporting date. These excluded options expire at various dates from 2007 to 2015.

The table below reconciles the basic and diluted per share computations:

(in thousands, except per share amounts)	For the Three Months Ended		
	February 28, 2006	February 28, 2005	Fe
	-----	-----	-----
Income:			
Net income	\$ 14,876	\$ 19,160	\$
Less: Preferred stock dividends	(160)	(128)	
Net income for basic EPS	\$ 14,716	\$ 19,032	\$
Effect of Dilutive Securities:			
Convertible preferred stock dividends	160	128	
Net income available to common stockholders plus assumed conversions - for diluted EPS	\$ 14,876	\$ 19,160	\$
Shares:			
Basic EPS shares	35,688	38,763	
Effect of Dilutive Securities:			
Options to purchase stock	117	446	
Restricted Stock and Restricted Stock Units	42	-	
Convertible preferred stock	1,067	1,067	

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

Diluted EPS shares	36,914	40,276	
Per Share Amounts:			
Diluted	\$ 0.40	\$ 0.48	\$

12. EMPLOYEE BENEFIT PLANS

Substantially all full-time employees are covered by a noncontributory defined benefit plan (the "Plan"). Benefits are paid to employees, or their beneficiaries, upon retirement, death or disability based on their final average compensation over the highest consecutive five years. D&PL's funding policy is to make contributions to the Plan that are at least equal to the minimum amounts required to be funded in accordance with the provisions of ERISA.

Effective January 1992, D&PL adopted a Supplemental Executive Retirement Plan (the "SERP"), which will pay supplemental pension benefits to certain employees whose benefits from the Plan were decreased as a result of certain changes made to the Plan. The benefits from the SERP will be paid in addition to any benefits the participants may receive under the Plan and will be paid from Company assets, not Plan assets. For further information about D&PL's employee benefit plans, reference should be made to Note 11 to the consolidated financial statements contained in D&PL's Annual Report on Form 10-K for the year ended August 31, 2005.

The components of net periodic pension expense for D&PL's Plan and SERP follow as of (in thousands):

	Pension Three Months Ended		
	February 28, 2006	February 28, 2005	
Service cost	\$ 273	\$ 213	\$
Interest cost	287	274	
Expected return on assets	(295)	(272)	
Amortization of prior service cost	4	1	
Recognized net actuarial loss (gain)	180	101	
Net periodic pension expense	\$ 449	\$ 317	\$

	Pension Six Months Ended		
	February 28, 2006	February 28, 2005	
Service cost	\$ 546	\$ 426	\$
Interest cost	575	548	
Expected return on assets	(590)	(544)	

**Edgar Filing: DELTA & PINE LAND CO - Form 10-Q**

Amortization of prior service cost	7		2	
Recognized net actuarial loss (gain)	360		202	
	-----		-----	-----
Net periodic pension expense	\$ 898		\$ 634	\$
	=====		=====	=====

The amount of the minimum pension liability that is recorded as a component of Accrued Expenses at February 28, 2006 was \$7.1 million. As of February 28, 2006, D&PL had not made any contributions to the Plan. D&PL anticipates contributing \$2 million to the Plan in 2006.

As of February 28, 2006, no contributions have been made to the SERP. D&PL presently does not anticipate contributing any amounts to the SERP in 2006.

**13. CREDIT FACILITY**

On April 15, 2005, Delta and Pine Land Company and certain of its subsidiaries entered into an unsecured \$75 million credit agreement (the "Credit Agreement") with Bank of America, N.A. (the "Bank"). The Credit Agreement provides for unsecured revolving loans up to a maximum aggregate amount outstanding of \$75 million, plus Letters of Credit which were outstanding prior to the execution of the Credit Agreement in the amount of approximately \$2 million. Of the total commitment, \$50 million represents a seasonal commitment available from October to July of each year. The Credit Agreement was originally set to expire on July 31, 2006. However, on December 5, 2005, pursuant to the Company's request as provided for in the Credit Agreement, the Company and the Bank agreed to extend the Credit Agreement until July 31, 2007, at which time all outstanding amounts under the Credit Agreement will be due and payable, subject to the Company's right to request an additional one-year extension and the Bank's acceptance of that request.

In general, borrowings under the Credit Agreement bear interest at a rate calculated according to a Eurodollar rate, plus .55%. The Eurodollar rate is generally the 30-day, 60-day or 90-day LIBOR rate. The Company is required to pay an annual fee of 0.125% of the daily-unused portion of the Credit Agreement.

The primary financial covenant requires the Company's funded indebtedness under the Credit Agreement to not exceed 50% of certain current and long-term assets, defined in the Credit Agreement and determined as of the last day of each quarter.

As of February 28, 2006, there was \$266,000 outstanding under the Credit Agreement, in addition to the existing Letters of Credit discussed above. The applicable interest rate at February 28, 2006, under the Credit Agreement was 5.155%. Borrowings under the Credit Facility did not occur until February 28, 2006, thus the weighted-average interest rate under the Credit Facility for the three and six-month periods ended February 28, 2006 was the same as the interest rate at February 28, 2006.

**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

**OVERVIEW/OUTLOOK**

Cottonseed shipments to our customers in the U.S. market began in earnest late in the second quarter and planting is under way in south Texas, western Arizona and the San Joaquin Valley. We will continue to process and ship cottonseed until early in the fourth quarter. Our sales are being led by DP 555 BG/RR, DP

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

444 BG/RR, and a more recent entry to the cottonseed market, DP 445 BG/RR, a mid-maturing variety that has experienced heavy demand this year. Due to the introduction of new cottonseed treatments, primarily the AVICTA(TM) Complete Pak from Syngenta, we are experiencing a shift in sales from the second quarter to the third quarter as our customers finalize decisions on treatment options. Because of the shift in sales from the second quarter to the third quarter, our unit shipments were down in the second quarter of this fiscal year compared to the prior year, but our domestic revenues are slightly higher due to additional revenue from the seed treatments and higher cottonseed and technology prices. We did experience an increase in sales of Pima cottonseed varieties in the second quarter compared to the prior year, due to an increase in acres planted to Pima varieties. Our per unit cost for cottonseed is higher this year due primarily to the cost of the seed treatments.

Internationally, shipments began in the second quarter to our customers in countries in the Northern hemisphere, primarily Greece, Mexico and Spain, and continued at our joint ventures in Brazil and China. For the six-month period ended February 28, 2006, international operating results are down from the prior year due to lower sales in Australia (as a result of increased competition), Brazil (due to a reduction in acreage planted to cotton), and China (as a result of increased competition). Sales to Greece, Mexico and Spain are lower through February 28, 2006 compared to prior year levels, but we believe that this is primarily due to a shift in sales from the second quarter to the third quarter, as shipments to these countries have increased thus far in the third quarter. However, we expect that overall international shipments will be lower in the 2006 fiscal year compared to 2005, due to issues surrounding the revision of laws governing the planting of transgenic crops in Mexico that delayed our ability to import certain transgenic varieties, and due to other factors discussed above.

Due to the amount of cash that we have returned to shareholders in the form of stock repurchases totaling approximately \$85 million in fiscal 2005 and an additional \$15 million through March 31, 2006 and increased dividends, and strategic uses that we have made of our cash, including the acquisition of the VipCot licenses from Syngenta, we borrowed from our credit facility for the first time at the end of the second quarter. We expect to continue borrowing under this credit facility to meet working capital needs through mid-May, and expect to have fully repaid our borrowings by the end of our third quarter. We will continue to explore alternatives for uses of our cash that we will generate as we collect receivables from our seed sales, including the expansion into new markets, acquisitions of technology, share repurchases and dividends, as well as other options. We expect to continue to repurchase shares in the open market.

### 2006 Earnings Guidance

On April 4, 2006, we announced that we were raising our earnings guidance for the 2006 fiscal year to \$1.15 to \$1.25 per diluted share, after charges of \$0.10 per diluted share related to our lawsuit against Pharmacia and Monsanto. In the first quarter we announced earnings guidance for the 2006 fiscal year of \$1.10 to \$1.20, after charges of \$0.10 per diluted share related to our lawsuit against Pharmacia and Monsanto. Our 2006 guidance takes into consideration additional revenues expected to be derived from higher technology fees from Monsanto's new traits and seed mix changes, partially offset by additional costs related to product development and the launch of new technologies, expenses related to share-based compensation and sales and marketing expenses.

Earnings are significantly affected by planted cotton acreage in the U.S. Based on current market conditions (primarily commodity prices and the cost of inputs), we now expect cotton plantings in the U.S. to increase over 2005 plantings of 14.2 million acres by 3%, based on various industry estimates. Our updated earnings guidance is based on increased cotton acreage as well as assumptions regarding the maintenance of our market share and product/sales mix

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

targets being met. The USDA issued its Planting Intentions report on March 31, 2006, and has estimated 2006 cotton acreage of 14.6 million acres, which represents a 3% increase over the prior year, or 439,000 acres.

### RESULTS OF OPERATIONS

Due to the seasonal nature of our business, we typically incur losses in our first and fourth quarters because the majority of our domestic sales are made in our second and third quarters. Sales in the first and fourth quarters are generally limited to those made to export markets and those made by our non-U.S. joint ventures and subsidiaries located primarily in the Southern hemisphere.

The following sets forth selected operating data of D&PL (in thousands):

	For the Three Months Ended		
	February 28, 2006	February 28, 2005	
Operating results-			
Net sales and licensing fees	\$ 114,977	\$ 119,859	\$
Gross profit	40,832	44,684	
Operating expenses	17,432	14,037	
Operating income	23,400	30,647	
Income before income taxes	22,198	29,658	
Net income applicable to common shares	14,716	19,032	

The following sets forth selected balance sheet data of D&PL at the following dates (in thousands):

	February 28, 2006	August 31, 2005	February 28, 2005
Balance sheet summary-			
Current assets	\$ 228,706	\$ 356,679	\$ 315,586
Current liabilities	159,910	263,013	150,091
Working capital	68,796	93,666	165,495
Property, plant and equipment, net	61,507	60,158	62,005
Total assets	315,307	439,184	398,761
Outstanding borrowings	11,919	17,349	22,514
Stockholders' equity	146,349	164,023	230,989

Three months ended February 28, 2006, compared to three months ended February 28, 2005:

For the quarter ended February 28, 2006, we reported net income of \$14.9 million, compared to net income of \$19.2 million in the comparable prior year quarter. This decrease was primarily due to a shift in the number of domestic cottonseed units shipped from the second quarter to the third quarter in the current year versus the prior year, lower international net sales and licensing fees, and an increase in operating expenses.

Net sales and licensing fees decreased approximately \$4.9 million to \$115.0 million and gross profit decreased approximately \$3.9 million to \$40.8 million. Domestically, lower cottonseed shipments were offset by higher prices for both

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

seed and technology. Margin earned on those cottonseed sales was lower due to lower margins earned on cottonseed treatments and an increase in incentive payments made to our distributor customers. Historically, we have earned a rebate on sales of third-party cottonseed treatments, which was recorded as a component of Net Sales and Licensing Fees. However, beginning in 2006, we are now invoicing our customers for those treatments (which is recorded as revenue), and remitting a portion of that revenue to the manufacturer of the seed treatments (which is recorded as cost of goods sold). Additionally, net sales and licensing fees in Greece and Mexico were lower primarily due to an anticipated shift in product shipments from the second quarter to the third quarter.

Operating expenses increased approximately \$3.4 million to \$17.4 million in the second quarter of 2006. This increase primarily related to increased spending on research and development activities, higher professional fees related to litigation (other than the Pharmacia/Monsanto suit), and stock-based compensation costs.

We reported net other expense of approximately \$730,000 for the quarter ended February 28, 2006 compared to \$973,000 for the same period in the prior year. The decrease is attributable to lower legal fees related to the Pharmacia/Monsanto litigation. In the three months ended February 28, 2006, we incurred \$755,000, or \$0.01 per diluted share, related to the Pharmacia/Monsanto litigation expenses, compared to \$1.5 million, or \$0.02 per diluted share, in the three months ended February 28, 2005.

The first quarter of 2006 included a non-cash charge of \$358,000 after tax (\$0.01 per diluted share) for the cumulative effect of an accounting change related to stock-based compensation. However, changes in accounting guidance promulgated since that time that are to be applied retroactively necessitate the need for us to reverse the non-cash charge, which we have done in the second quarter of 2006. See Note 1 to Consolidated Financial Statements for the three months ended February 28, 2006 for further discussion of this accounting change.

Six months ended February 28, 2006, compared to six months ended February 28, 2005:

For the six-month period ended February 28, 2006, we reported net income of \$5.2 million, compared to net income of \$14.8 million reported in the comparable prior year period. This decrease was primarily due to a shift in the number of domestic cottonseed units shipped in the current year versus the prior year, a reduction in international net sales and licensing fees, and an increase in operating expenses.

Net sales and licensing fees decreased approximately \$12.5 million to \$124.8 million and gross profit decreased approximately \$9.7 million to \$44.0 million. Domestically, lower cottonseed shipments were offset by higher prices for both seed and technology, but the margin earned on those cottonseed sales was lower due to lower margins earned on cottonseed treatments (see discussion above in the three-month discussion) and an increase in incentive payments made to our distributor customers. The decrease in net sales and licensing fees is also attributable to international operations, particularly in South America, Australia, Greece and Mexico. Sales in South America were lower primarily due to a reduction in the acreage planted to cotton in Brazil and the decrease in sales in Australia relates to lower volumes as a result of increased competition, both of which we reported in the first quarter of 2006. Sales to Greece and Mexico were lower in the second quarter due to a shift in product shipments from the second quarter to the third quarter.

Operating expenses increased approximately \$6.5 million to \$32.6 million in the six months ended February 28, 2006. This increase primarily related to increased



## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

spending on research and development activities, higher professional services fees related to litigation (other than the Pharmacia/Monsanto suit), and share-based compensation costs.

We reported net other expense of approximately \$1.9 million for the six-month period ended February 28, 2006 compared to \$2.5 million for the same period in the prior year. The decrease is attributable to lower legal fees related to the Pharmacia/Monsanto litigation. In the six months ended February 28, 2006, we incurred \$2.0 million, or \$0.03 per diluted share, related to the Pharmacia/Monsanto litigation expenses, compared to \$3.0 million, or \$0.05 per diluted share, in the six months ended February 28, 2005.

### OFF-BALANCE SHEET ARRANGEMENTS

We do not currently utilize off-balance sheet arrangements.

### CONTRACTUAL OBLIGATIONS

As of February 28, 2006, we owed approximately \$5.7 million for a portion of our raw materials that had been received from the 2005 production season. This amount represents the amount due on seed production delivered that had not yet been paid. It does not include other amounts that may become due from contingencies contained in seed production contracts. The amount owed of \$5.7 million is included in Current Liabilities in our Consolidated Balance Sheet at February 28, 2006.

### APPLICATION OF CRITICAL ACCOUNTING POLICIES

The preparation of financial statements in accordance with accounting principles generally accepted in the United States requires management to adopt accounting policies and make significant judgments and estimates to develop amounts reflected and disclosed in the financial statements. In many cases, there are alternative policies or estimation techniques that could be used. We maintain a thorough process to review the application of our accounting policies and to evaluate the appropriateness of the many estimates that are required to prepare our financial statements. However, even under optimal circumstances, estimates routinely require adjustment based on changing circumstances and the receipt of new or better information.

Information regarding our "Critical Accounting Policies and Estimates" can be found in our Annual Report to Stockholders on Form 10-K for the year ended August 31, 2005. The four critical accounting policies that we believe are either the most judgmental, or involve the selection or application of alternative accounting policies, and are material to our financial statements are those relating to revenue recognition, provision for damaged, obsolete and excess inventory, deferred income taxes and contingent liabilities. Management

has discussed the development and selection of these critical accounting policies and estimates with the Audit Committee of our Board of Directors and with our independent registered public accounting firm.

### LIQUIDITY AND CAPITAL RESOURCES

In the United States, we purchase seed from contract growers in our first and second quarters. Seed conditioning, treating and packaging commence late in the first quarter and continue through the third quarter. Seasonal cash needs normally begin to increase in the first quarter and cash needs peak in the third quarter. Cash is generated and loan repayments, if applicable, normally begin in the middle of the third quarter and are typically completed by the first quarter of the following year. In some cases, we offer customers financial incentives to

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

make early payments. To the extent we attract early payments from customers, bank borrowings, if any, are reduced.

In the U.S., we record revenue and accounts receivable for technology licensing fees on transgenic seed sales upon shipment, usually in our second and third quarters. Receivables from seed sales generally become due in May and June. The licensing fees are due in September, at which time we receive payment. We then pay Monsanto its royalty for the Bollgard and Roundup Ready licensing fees, which is recorded as a component of cost of sales. As a result of the timing of these events, licensing fees receivable and royalties payable peak at our year end, August 31.

The seasonal nature of our business significantly impacts cash flow and working capital requirements. Historically, we have maintained credit facilities, and used cash generated from operations and other available cash to meet working capital needs. We continue to evaluate potential uses of our cash for purposes other than for working capital needs. Potential uses of our cash in the future may be the acquisition of, or funding of, alternative technologies (such as, or in addition to, DeltaMax and Syngenta) that could be used to enhance our product portfolio and ultimately our long-term earnings potential and/or an investment in new markets outside the U.S. Another potential use is the repurchase of our shares pursuant to our recently announced \$50 million share repurchase program. We are currently considering other potential uses of our cash, including increasing the dividend rate or repurchasing additional shares depending on market considerations and other factors. As a part of this analysis, we continue to evaluate the Company's liquidity needs and its capital structure.

On April 15, 2005, we entered into an unsecured \$75 million credit agreement (the "Credit Agreement") with Bank of America, N.A. (the "Bank"). The Credit Agreement provides for unsecured revolving loans up to a maximum aggregate amount outstanding of \$75 million, plus Letters of Credit which were outstanding prior to the execution of the Credit Agreement in the amount of approximately \$2 million. Of the total commitment, \$50 million represents a seasonal commitment available from October to July of each year. The Credit Agreement was originally set to expire on July 31, 2006. However, on December 5, 2005, pursuant to the Company's request as provided for in the Credit Agreement, the Company and the Bank extended the Credit Agreement to July 31, 2007, at which time all outstanding amounts under the Credit Agreement will be due and payable, subject to the Company's right to request an additional one-year extension and the Bank's acceptance of that request.

In general, borrowings under the Credit Agreement bear interest at a rate calculated according to a Eurodollar rate, plus 0.55%. The Eurodollar rate is generally the 30-day, 60-day or 90-day LIBOR rate. We are also required to pay unused fees of 0.125% annually calculated on the daily-unused portion of the Credit Agreement. The primary financial covenant requires the Company's funded indebtedness under the Credit Agreement to not exceed 50% of certain current and long-term assets, defined in the Credit Agreement and determined as of the last day of each quarter.

As of February 28, 2006, there was \$266,000 outstanding under the Credit Agreement, other than the existing Letters of Credit as discussed above. Through March 31, 2006, borrowings under the Credit Agreement were \$27.5 million. We anticipate that all borrowings under the Credit Agreement (other than the Letters of Credit) will be repaid before the end of our third fiscal quarter, May 31, 2006.

Capital expenditures were \$5.3 million and \$3.6 million in the six months ended February 28, 2006 and 2005, respectively. We anticipate that capital expenditures will approximate \$8.0 million to \$10.0 million in 2006.

For the six months ended February 28, 2006, aggregate dividends of \$11.0 million

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

have been paid on common and preferred shares. The Board of Directors anticipates that quarterly dividends of \$0.15 per share will continue to be paid in the future; however, the Board of Directors reviews this policy quarterly. Based on a quarterly dividend of \$0.15 per share in 2006, aggregate preferred and common stock dividends should approximate \$22.0 million in 2006.

### Cash Used for Share Repurchases

From September 1, 2005 through March 31, 2006, we repurchased 649,400 shares at an aggregate purchase price of approximately \$15.3 million under the June 30, 2005, share repurchase program. We expect to repurchase shares under this plan over time and through a variety of methods, which generally will include open market purchases. The timing and amount of repurchases under this program will depend on market conditions, legal restrictions and other factors.

The following table presents the number of shares purchased monthly for the three-month period ended February 28, 2006:

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of S Purchased as Par Publicly Announced
December (December 1, 2005 to December 31, 2005)	105,000	\$ 23.57	1
January (January 1, 2006 to January 31, 2006)	215,000	\$ 22.97	2
February (February 1, 2006 to February 28, 2006)	106,000	\$ 23.85	1
<b>Total</b>	<b>426,000</b>		<b>4</b>

Cash provided from operations, cash on hand, early payments from customers and borrowings under the credit facility should be sufficient to meet our 2006 working capital needs.

### Availability of Information on Our Website

Additional information (including our annual report on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and amendments to those reports filed or furnished pursuant to Section 13(a) and 15(d) of the Exchange Act, and statements of beneficial ownership) is available free of charge at our website at [www.deltaandpine.com](http://www.deltaandpine.com) under Media & News, as soon as reasonably practicable after we electronically file such material with or furnish such material to the Securities and Exchange Commission.

### Item 3. Quantitative and Qualitative Disclosures About Market Risk

We have exposure relative to fluctuations in the price of soybean raw material inventory, foreign currency fluctuations and interest rate changes. For more information about market risk and how we manage specific risk exposures, see Notes 1 and 15 to our consolidated financial statements contained in our Annual Report on Form 10-K for the year ended August 31, 2005. Also see Note 9 of the Notes to Consolidated Financial Statements in Item 1 of this Quarterly Report on Form 10-Q for further details about our exposure to market risk.

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

The fair value of derivative commodity instruments outstanding as of February 28, 2006, was \$28,900. A 10% adverse change in the underlying commodity prices upon which these contracts are based would result in a \$171,000 loss in future earnings (not including the gain on the underlying commodities).

Our earnings are also affected by fluctuations in the value of the U.S. dollar compared to foreign currencies as a result of transactions in foreign markets. We conduct non-U.S. operations through subsidiaries and joint ventures in, primarily, Argentina, Australia, Brazil, China, South Africa and Turkey. At February 28, 2006, the result of a uniform 10% change in the value of the dollar relative to the currencies in which our transactions are denominated would not cause a material impact on net earnings.

For the three months ended February 28, 2006, a 10% adverse change in the interest rate that we earned on our cash that we invested would not have resulted in a material change to our net interest income or cash flow.

### Item 4. Controls and Procedures

#### (a) Evaluation of Disclosure Controls and Procedures.

D&PL's chief executive officer and chief financial officer have evaluated the effectiveness of the design and operation of D&PL's disclosure controls and procedures (as defined in Exchange Act Rule 13a-15(e)) as of February 28, 2006. Based on that evaluation, the chief executive officer and chief financial officer have concluded that D&PL's disclosure controls and procedures are effective to ensure that material information relating to D&PL and D&PL's consolidated subsidiaries is made known to such officers by others within these entities in order to allow timely decisions regarding required disclosure.

#### (b) Changes in Internal Controls.

There have not been any changes in D&PL's internal control over financial reporting or in other factors that have materially affected, or are reasonably likely to materially affect, D&PL's internal control over financial reporting.

## PART II. OTHER INFORMATION

### Item 1. Legal Proceedings

A complete discussion of all known pending litigation in which D&PL is named as a defendant and a description of other legal matters can be found in Part I, Item 3, of D&PL's Annual Report on Form 10-K for the year ended August 31, 2005. The following discussion only relates to changes in the status of items reported in that Annual Report on Form 10-K, or new items that have come to the Company's attention since that time.

Regarding the interlocutory appeal before the Mississippi Supreme Court in the March 14, 2002, Holmes County, Mississippi lawsuit, oral argument was presented to the Mississippi Supreme Court on February 16, 2006, and the parties are now awaiting the Court's decision.

Regarding the December 2002 suit filed by D&PL against Nationwide Agribusiness and other insurance companies in the Circuit Court of Holmes County, Mississippi, Motions for Summary Judgment filed separately by Nationwide and D&PL were orally argued on March 15, 2006 and March 20, 2006. On March 21, 2006, the Court entered a minute docket entry taking the case under advisement. On March 31, 2006, the District Judge entered an Order Denying D&PL's Summary Judgment Motion and Granting Nationwide's Summary Judgment Motion. D&PL is now considering whether or not to appeal the District Judge's decision.

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

Regarding the October 6, 2005 suit filed by multiple plaintiffs against D&PL, Monsanto and another seed producer in the United States District Court for the Eastern District of Texas, Marshall Division, the litigation has been concluded with no material impact to D&PL. Accordingly, D&PL has withdrawn from the lawsuit filed September 6, 2005 by Monsanto in the United States District Court, Western District, Austin Division that D&PL joined on November 30, 2005 (as discussed in Part II, Item 1 of our Form 10-Q filed for the quarter ended November 30, 2005).

On February 17, 2006, D&PL submitted an issue for resolution under the dispute resolution process under the 1996 Option Agreement and the 2002 Bollgard Gene License. This dispute involves whether Monsanto's implementation of a farmer licensing system for the Bollgard Gene technology in Brazil violates D&PL's and its local affiliate's rights to an exclusive license to develop, produce and sell Bollgard planting seed in Brazil. On March 1, 2006, D&PL filed a suit against Monsanto in the Chancery Court of New Castle County, Delaware, seeking to enjoin Monsanto's implementation of the new farmer licensing system pending the resolution of the issues submitted to the Executive Panel. D&PL's motion for a preliminary injunction was denied; however, the Delaware Court retained jurisdiction of the case to consider D&PL's motion to compel arbitration. On March 27, 2006, D&PL submitted to arbitration before the American Arbitration Association the dispute on whether Monsanto's implementation of a farmer licensing system is in violation of D&PL's and its affiliates' rights to an exclusive license to develop, produce and sell Bollgard planting seed in Brazil. As part of this arbitration, D&PL is seeking to enjoin Monsanto's implementation of its farmer licensing system and for damages incurred by D&PL and its Affiliates.

In response to D&PL's submission of this dispute to the alternative dispute resolution process, on February 23, 2006, Monsanto filed a suit for declaratory judgment in the Circuit Court of St. Louis County, Missouri, for the court to determine the issues in dispute. D&PL believes that this suit is barred by the binding alternative dispute resolution provisions in the subject contracts and will so respond, seeking to have this proceeding dismissed or stayed pending the completion of the contractually required dispute resolution process. D&PL is committed to participating in good faith resolution of this dispute through the dispute resolution process and, in particular, through the above described

arbitration. MDM Sementes de Algodao Limitada, D&PL's affiliate in Brazil is proceeding with a planned launch of sales of cotton seed containing Bollgard technology in Brazil in the 2006 sales season.

On February 20, 2006, D&PL submitted two additional issues for resolution under binding dispute resolution; one dispute arises under the most favored license provisions of the U.S. Bollgard License and the other under confidentiality provisions of the U.S. Bollgard and Roundup Ready Licenses. Monsanto has responded on each of these issues and D&PL expects to proceed with alternative dispute resolution through the Executive Panel or arbitration, as applicable.

On February 28, 2006, D&PL filed suit in the Circuit Court of Dunklin County, Missouri, seeking to recover Soybean Seed Services Fees in the amount of approximately \$2,200,000 which Monsanto Company has wrongly refused to pay D&PL with respect to soybean seed containing Monsanto's Roundup Ready technology sold by D&PL during the 2005 planting season. The suit also seeks a declaratory judgment that D&PL's payments of Royalties under its Roundup Ready Soybean License have been correctly calculated and paid during the years 2002-2005.

In December 1999, Mycogen Plant Science, Inc. ("Mycogen") filed a suit in the Federal Court of Australia alleging that Monsanto Australia Ltd., Monsanto's

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

wholly-owned Australian subsidiary, and Deltapine Australia have been infringing two of Mycogen's Australian patents by making, selling, and licensing cotton planting seed expressing insect resistance. The suit sought injunction against continued sale of seed containing Monsanto's Ingard(R) gene and recovery of an unspecified amount of damages. Consistent with its commitments, Monsanto agreed to defend D&PL in this suit and to indemnify D&PL against damages, if any were awarded. The claims by Mycogen and crossclaims by Monsanto and D&PL were dismissed with prejudice by an agreed order entered January 27, 2006. The settlement and dismissal of this case confirmed D&PL's rights to sell Bollgard planting seed in Australia on the existing terms of its license from Monsanto. D&PL incurred no material expense for the dismissal of this litigation.

### Item 1A. Risk Factors

Various statements included herein constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on current expectations and are indicated by words or phrases such as "anticipate," "estimate," "expect," "project," "believe," "is or remains optimistic," "currently envisions" and similar words or phrases and involve known and unknown risks, uncertainties and other factors which may cause actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Forward-looking statements include statements relating to such matters as anticipated financial performance (including when earnings estimates are discussed), existing products, technical developments, new products, new technologies, research and development activities, and similar matters. These forward-looking statements are based largely on our expectations and are subject to a number of risks and uncertainties, many of which are beyond our control. Actual results could differ materially from these forward-looking statements as a result of, among others, changes in the competitive marketplace, including the introduction of new products or pricing changes by our competitors, changes in the economy and other similar events. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. In light of these risks and uncertainties, we cannot assure you that the forward-looking information contained herein will in fact transpire. The risks and uncertainties that may affect the operations, performance, development and results of our business include those noted elsewhere herein and the following:

#### Demand for and supply of planting seed

Demand for our seed will be affected by government programs and policies and by weather in all countries where we sell products and operate. Demand for seed is also influenced by commodity prices, the cost of other crop inputs, and the demand for a crop's end-uses such as textiles, animal feed, cottonseed oil, food and raw materials for industrial use. Weather impacts crop yields, commodity prices and the planting decisions that farmers make regarding both original planting commitments and, when necessary, replanting levels. These factors all also influence the cost and availability of seed for subsequent seasons.

#### Competition

The planting seed market is highly competitive, and our products face competition from a number of seed companies, diversified crop protection product companies, agricultural biotechnology companies, governmental agencies and academic and scientific institutions. In addition, several of our distributors/customers have also entered the cotton planting seed business. These competitors will launch in 2006 varieties containing the Bollgard II and Roundup Ready Flex technologies at the same time we expect to launch those technologies in our varieties. A number of crop protection

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

product and biotechnology companies have seed production and/or distribution capabilities to ensure market access for new seed products and new technologies that may compete with the Bollgard, Bollgard II and Roundup Ready gene technologies of Monsanto, our principal licensor of such

technology. Our seed products and technologies contained therein may encounter substantial competition from technological advances by others or products from new market entrants. Many of our competitors are, or are affiliated with, large diversified companies that have substantially greater resources than we have.

### Litigation and other legal matters

We currently are engaged in a dispute resolution and arbitration process with Monsanto, the principal licensor of our cotton technology and competitor of ours in the cotton planting seed business. In the arbitration, Monsanto is seeking a determination by the arbitrators of its right to terminate certain agreements between our companies, including the Bollgard and Roundup Ready licenses. In addition, we are currently engaged in litigation with Monsanto concerning the failed merger of the companies. The result of this litigation (and the process of litigating) may materially affect the results of our business. (See Part I, Item 3, of D&PL's Annual Report on Form 10-K for the year ended August 31, 2005.)

### New technologies

There is no assurance that new technologies such as the DeltaMax and the Syngenta technologies will result in commercially viable products or that such technologies will be developed in the time frame or for the amounts estimated to complete development. Also, there is no assurance that regulatory approval will be obtained for the products.

### Governmental policies

The production, distribution or sale of crop seed in or to foreign markets may be subject to special risks, including fluctuations in foreign currency, exchange rate controls, expropriation, nationalization and other agricultural, economic, tax and regulatory policies of foreign governments and shipping disruptions. Particular policies which may affect our domestic and international operations include the use of and the acceptance of products that were produced from plants that have been genetically modified, the testing, quarantine and other restrictions relating to the import and export of plants and seed products and the availability (or lack thereof) of proprietary protection for plant products. The absence or lack of enforcement of intellectual property laws may lead to counterfeit and farmer-saved seed which negatively impacts our sales. In addition, United States government policies, particularly those affecting foreign trade and investment, may impact our international operations.

### Regulatory matters

The publicity related to genetically modified organisms ("GMOs") or products made from plants that contain GMOs may have an effect on our sales in the future. In 2005, approximately 95% of our cottonseed that was sold in the United States contained either or both of Monsanto's Bollgard, Bollgard II and Roundup Ready gene technologies, and 96% of our soybean seed sales contained the Roundup Ready gene technology. Although many farmers have rapidly adopted these technologies, the concern of some customers and governmental entities over finished products that contain GMOs could impact demand for crops (and ultimately seed) raised from seed

## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

containing such traits. In addition, regulatory approvals for Monsanto's Bollgard and Bollgard II technologies expire in 2006. Monsanto is responsible for obtaining and maintaining regulatory approvals and is planning to seek re-registration of both Bollgard and Bollgard II, but there is no assurance that their efforts will be successful, nor what the terms and conditions of any re-registration will be.

### International operating risks

Due to the varying levels of agricultural and social development of the international markets in which we operate and because of factors within the particular international markets we target, international profitability and growth may be less stable and predictable than domestic profitability and growth. Furthermore, actions taken by the U.S. government, including that taken by the U.S. military, the war in Iraq, and conflicts between major cotton producing nations, may serve to further complicate our ability to execute our long range ex-U.S. business plans because those plans include future expansion into Uzbekistan, Pakistan and India. World health concerns about infectious diseases also affect the conduct of our international business.

### Subsidies and trade agreements

Our farmer customers in many markets, including the U.S., benefit from government subsidy programs. The Farm Security and Rural Investment Act of 2002 expires on January 1, 2007 (although the bill includes the 2007 cotton planting season), and future U.S. farm subsidy programs are uncertain.

Various other countries, including Brazil, have challenged, and may continue to challenge, the appropriateness of U.S. farm subsidies through the World Trade Organization ("WTO") or other forums. In particular, the WTO has ruled in Brazil's favor in its challenge that certain U.S. subsidies violate the provisions of the WTO. It is not clear if, when, or to what extent, U.S. subsidies will be modified as a result of this ruling. However, in the event changes to subsidies are made, they may negatively impact U.S. farmers which could result in a decline in planted cotton acreage. Also, in WTO discussions in Hong Kong in late December 2005, U.S. negotiators committed to reduce cotton export subsidies (the "Step 2" program) in 2007, and to reduce overall agricultural export subsidies by 2013. U.S. farm programs, including government subsidies, and WTO rulings impacting such programs may materially affect the results of our business. In addition, the U.S. Congress, in an attempt to reduce the U.S. government's budget deficit, may also revise the farm subsidy program and/or its agricultural policy.

### Other

Overall profitability will depend on the factors noted above, as well as worldwide commodity prices, our ability to successfully open new international markets, the technology partners' ability to obtain timely government approval (and maintain such approval) for existing and for additional biotechnology products on which they and D&PL are working, the terms of such government approvals, our technology partners' ability to successfully defend challenges to proprietary technologies licensed to us and our ability to produce sufficient commercial quantities of high quality planting seed of these products. Any delay in or inability to successfully complete these projects may affect future profitability. In addition, earnings forecasts do not consider the impact of potential transactions, their related accounting and other factors, that may be under consideration by the Company, but have not yet been completed or their effect determined



## Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

at the date of a particular filing.

### Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

The disclosure required under this Part II, Item 2 of this Quarterly Report on Form 10-Q is contained in Part I, Item 2 hereof under the heading "Cash Used for Share Repurchases" and is incorporated herein by reference.

### Item 3. Defaults Upon Senior Securities

None

### Item 4. Submission of Matters to a Vote of Security Holders

The Annual Meeting of the Shareholders of Delta and Pine Land Company was held on January 16, 2006. The following matters were brought to a vote with the noted results:

Item	For	Against	Abs
1. Re-election of Class I Director Dr. Nam-Hai Chua	33,750,040	0	640
2. Re-election of Class I Director W. Thomas Jagodinski	33,957,660	0	432
3. Re-election of Class I Director Stanley P. Roth	33,954,839	0	435
4. Ratify appointment of KPMG LLP as the independent public accountants for the fiscal year ending August 31, 2006	34,198,428	187,455	4,

### Item 5. Other Information

None

### Item 6. Exhibits.

Exhibits.

4.09 Notice of Removal of Rights Agent and Appointment of Successor Rights Agent and Amendment No. 3 to the Rights Agreement.

31.1 Certification of Chief Executive Officer Pursuant to Rule 13a-14(a) Under the Securities Exchange Act of 1934.

31.2 Certification of Chief Financial Officer Pursuant to Rule 13a-14(a) Under the Securities Exchange Act of 1934.

32.00 Certification of Chief Executive Officer and Chief Financial Officer Pursuant to Rule 13a-14(b) Under the Securities Exchange Act of 1934 and Section 1350 of Chapter 63 of Title 18 of the United States Code.

SIGNATURES

Edgar Filing: DELTA & PINE LAND CO - Form 10-Q

Pursuant to the requirements of the Securities and Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

DELTA AND PINE LAND COMPANY

Date: April 10, 2006 /s/ W. Thomas Jagodinski  
-----  
W. Thomas Jagodinski  
President, Chief Executive Officer and Director  
(Principal Executive Officer)

Date: April 10, 2006 /s/ Kenneth M. Avery  
-----  
Kenneth M. Avery  
Vice President - Finance, Treasurer and Assistant  
Secretary  
(Principal Financial and Accounting Officer)