



Kent's world-class plant research facility

Page 1
Economic Regeneration
Advisory Board (ERAB)

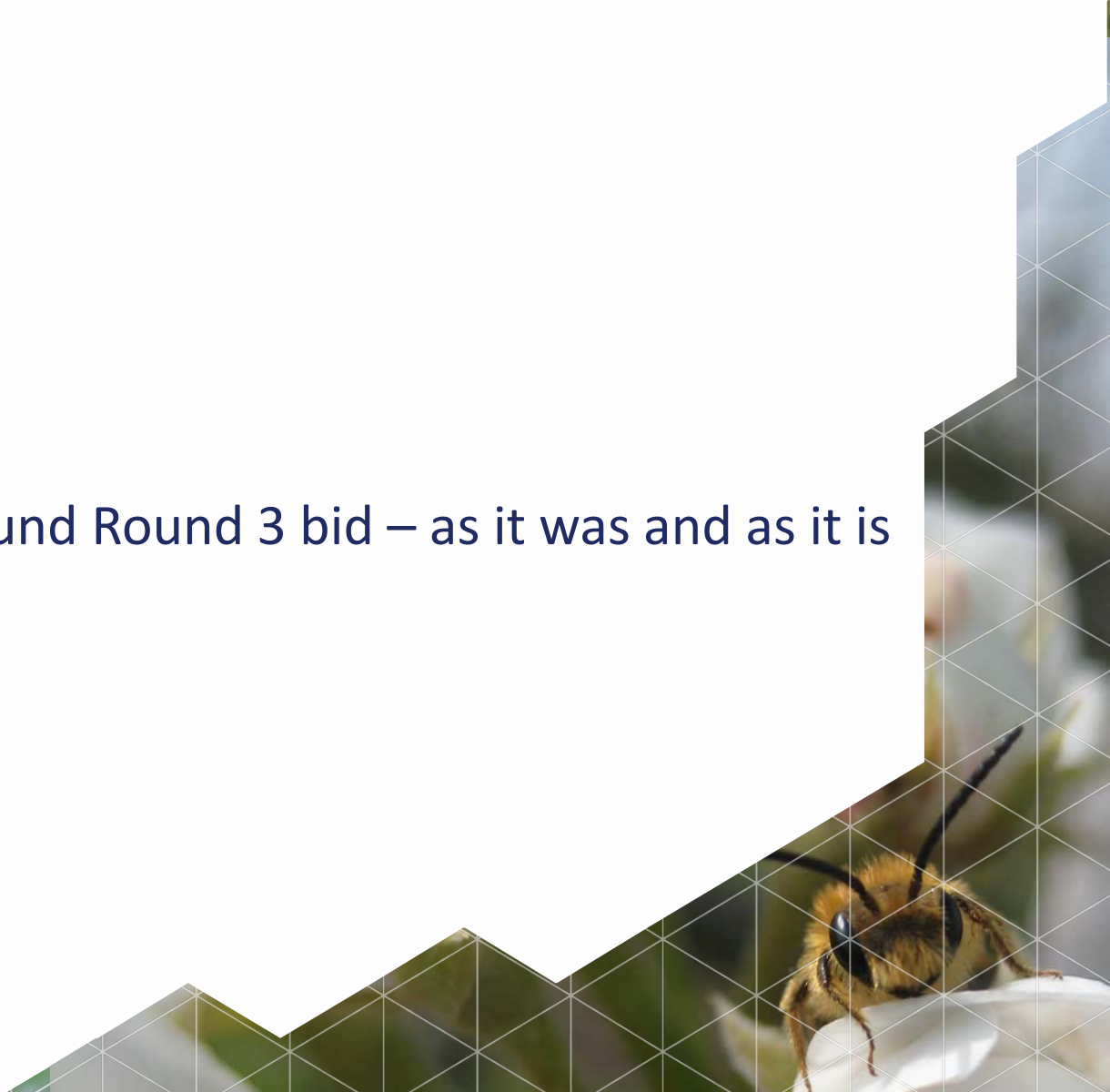
Ross Newham
Operations Director

This evening...

- Dawn of a new era
- One year on...
- New initiatives

Page 2

The Local Growth Fund Round 3 bid – as it was and as it is
East Malling Trust



Dawn of a new era

- 8/2/16 East Malling Research went in to administration
- Why?
 - 2004 – ‘start up’
 - Growth excellent but needed second round funding
 - 80-100% FEC – but not profit
 - Economies of scale - £6M pa
 - Long-term investment required in perennial crops
 - Could not raise capital for infrastructure

Page 3

Dawn of a new era

- Acquired by NIAB
- NIAB EMR is a wholly owned subsidiary of NIAB, and will continue to operate from its existing site at East Malling

● Page 4

NIAB Group

- Based in Cambridge
- Similar in many ways to East Malling Research
- Pedigree going back to 1919 (East Malling = 1913)
- Cambridge focus on arable/combinable crops (East Malling = perennial crops)
- Portfolio of industry and Government funded research

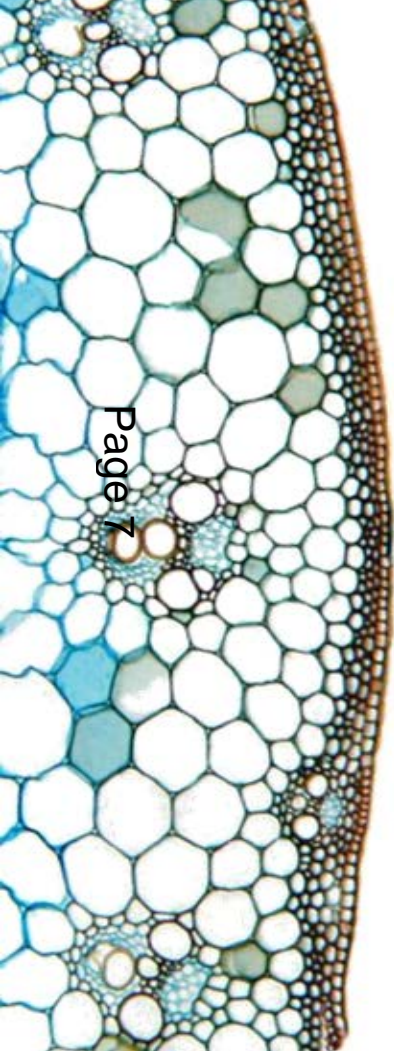
● page 5

A major international centre for plant science, crop evaluation and agronomy

Page 6



To provide independent, science-based research and information to support, develop and promote agriculture and horticulture; helping the industry to fulfil its potential in supplying food and renewable resources, while respecting the natural environment.



- **1919** – NIAB established, responding to the need for quality seed and improved varieties in safeguarding food supplies post-WW1, ‘better seeds, better crops’
- **1996** - NIAB privatisation
- **2005** - Development of genetic research & pre-breeding capabilities.
- **2010** - Integration of TAG to extend coverage and capabilities in applied agronomy research and KT onto farm
- **2010** - NIAB Innovation Farm opened to showcase plant genetic innovation
- **2014** - CUF Potato Agronomy Unit moves to NIAB
- **2015** - Alliance with University of Cambridge to develop the Cambridge Centre of Crop Science (3CS) at NIAB
- **2016** - Integration of East Malling Research.



One year on...

- Economies of scale introduced:
 - No need to duplicate senior posts at EM
 - Group has 350 staff
 - £24M pa turnover
- Robust cuts made
- Income still continuing to climb
- A lot of positives...including Malling Centenary

Page 9

But...

- The vast majority of projects won across the NIAB Group will only attract 80-100% full economic recovery.
- Operates out of dated glasshouse facilities.
- Lacks some of the infrastructure equipment now required to solve future technical challenges of the industry.
- Target – To be covering all costs in two years time.

Thankfully...

- NIAB EMR very much has the:
 - Technical know how and IP
 - People
 - Customers
 - Markets

Page 11

To engage industry and develop technical solutions

Some new initiatives...

- **Professor Mario Caccamo**
- Over 15 years' experience in life science research and big data, including specific projects to apply the latest DNA sequencing technologies and bioinformatics methods to advance scientific understanding of crop genetics and the interaction of agricultural crops with their environment.
- Former positions include Director of The Genome Analysis Centre (TGAC), which is now known as The Earlham Institute.



WET Centre

- UK Centre for WATER Efficient Technologies
- Soft fruit trickle irrigation has doubled in the last 5/7 years
- Growers need crop specific, 'hands on' technical support and operator training
- Equipment suppliers a key source of information, but equipment often not compatible and integrated / total system support needed
- Research Organisations need to focus more on translating new technologies into commercial use



WET Centre

- Develop and promote an integrated portfolio of high performance, 'state of the art' technologies and systems
- Demonstrate on a commercial scale how these technologies can improve water productivity and enable growers to achieve industry leading yields /financial returns
- Provide growers with crop specific technical support to enable them to successfully adopt these technologies through demonstrations, workshops, operator training and 1:1 support
- Even with 'sponsorship' from the irrigation sector, we cannot generate essential infrastructure funding to complete works...

PhD Studentship Programme

- BBSRC-funded collaborative training partnership (CTP) award.
- £1.9M postgraduate programme for scientific research on fruit crops.

Running from October 2017 to September 2023

- With the Universities of Cambridge, Nottingham and Reading to provide research expertise and facilities to deliver a unique postgraduate training environment.



PhD Studentship Programme

- Industry partners forming the consortium span the supply chain, from primary production and marketing:
 - Berry Gardens Growers Ltd
 - Worldwide Fruit Ltd
 - M&W Mack Ltd
 - Univeg UK Ltd
 - National Association of Cider Makers
 - Marks & Spencer plc
- Knowledge exchange capability is provided by the Agriculture and Horticulture Development Board

ARTIS – *Industry training to boost productivity*

- NIAB EMR is now embarking on new training packages for the fruit sector
- Using NIAB EMR's scientists to deliver best practice and the latest scientific results on key industry topics
 - SWD
 - Pheromones trapping
 - Pear Sucker

The Local Growth Fund Round 3 bid...

- With the help of Tonbridge & Malling (and KCC)...
- The purpose was for East Malling to fulfil its role as a product development centre for industry.
Support existing business and generating new high-value opportunities.
- Was a proposal to act as a catalyst to grow industry and enable the predominantly Kent-based fruit sector to remain competitive.

The Local Growth Fund Round 3 bid...

- Still stands as an essential step to further the role that NIAB EMR undertakes to underpin the employment of food-related jobs in the south east.
- Generated high-calibre jobs in the county
- Supported business growth and employment in Kent
- **BUT...** Lacked any housing provision in the area.



East Malling Trust

- Working together with NIAB EMR on an estate plan.
 - Including long-term planning and investment on the East Malling site.
- Development of the site now includes housing.

To conclude...

- Kent's world-class plant research facility ceased trading in Feb 2016.
- Research facility acquired by NIAB.
- Many new initiatives in place that is turning round the outlook for the site.
- Generating essential infrastructure funding to progress the UK fruit industry will continue to be extremely challenging.

To conclude...

- NIAB EMR needs further direct support to help it to help the sector prosper.
- The earlier bid is still very much where we need support.
Proposals for the EM estate now include provision of housing.
- As a charity, we are also not a political organisation so the assistance of T&M and KCC is very much appreciated on all fronts.

Questions?

Page 23

This page is intentionally left blank