

Introduction

Congratulations on your well-earned appointment as Minister of Science, Innovation and Technology. We wish you success in your new post and look forward to working with you to create even better economic, environmental and social outcomes for New Zealand.

This document aims to offer you an overview of the role of agritech as it relates to our science, innovation and technology ecosystem. It provides a foundation for our initial discussions about your policy priorities. It sets out:

- upcoming opportunities in the next three months
- information on AgriTechNZ and its recent work and priorities
- strategic opportunities and challenges for the next 3-6 years

We look forward to discussing your priorities for the portfolio, the priorities of the government, and how the agritech industry can collectively assist.

Upcoming opportunities in the next three months

With our science, innovation and technology ecosystem in mind, several initiatives could support improved capabilities:

Sending a message of innovation-intent

Setting clear expectations and mandates for CRIs to develop new knowledge and IP into commercial outcomes. This means collaborations with organisations capable of executing in global markets and incentives to spin-out more opportunities. Agritech solutions contain demonstrable examples of success in this dynamic.

Genetic technology regulations

Regarding our national strengths in animal and plant genetics, our membership, and that of our sister association BioTechNZ, includes several stakeholders with direct and varied interests in gene technologies. We stand ready to facilitate industry engagement on this topic.

AgriTechNZ ecosystem (members, representation and network)



170 member organisations



Who employ 6k people



Accounting for most of the \$2b in sector rev.



7 international partnerships



Independent through member funding



A representative voice for the sector



Member of NZTech's Tech Alliance

An elected Executive Council governs us on 2-year terms. Our current representatives are:

Bridgit Hawkins, CropX (Chair); Brenna Townshend, Trev (Vice-Chair); Sarah Adams, Gallagher; Blair Smith, LIC; Matt Flowerday, Landkind; Katherine Sandford, UBCO; Peter Barrowclough, Lincoln Agritech. We also have several appointed positions: Graeme Muller, NZTech; Mavis Mullins (Iwi Rep); Simon Yarrow, Callaghan Innovation (Govt Rep); Sam Waugh, New Zealand Young Farmers (Farmer Rep); Ruth Leary/David McDonald, AgriZeroNZ (shared Independent seat)

AgriTechNZ's recent work and priorities

Our work is based on unleashing our members' collective impact and facilitating the sector's growth. We partner with Government agencies to promote strategies and industry engagement for their work in supporting the sector. Recent and active projects include:

- Highlighting New Zealand's successes and reputation as an innovative agritech nation
- Leading industry engagement on an extensive range of topics
- Published and ongoing research into the adoption of digital technologies in primary industries
- Building solid international partnerships and pathways for collaboration with global scale partners and exports
- Hosting inbound and online engagements from the UK, Ireland, USA, Chile, Brazil and Taiwan
- Piloting AI-powered tools to match NZ agritech components to global challenges and opportunities

Strategic opportunities and challenges for the next 3-6 years

Agritech in and from New Zealand represents a significant platform for growth. We highlight the following for your consideration:

- Agritech is the technology-horizontal that supports our most significant industry, food and fibre production. From this position of national strength and global reputation, it can grow from 2b in revenues to 8b by 2030, most of that being in exports. This will occur through:
 - Global-scale partnerships and greater levels of internal collaboration (including science commercialisation) that will be inspired by accessing more extensive global opportunities.
 - An openness to productive foreign direct investment. As well as going out, we need to connect international partners into the New Zealand ecosystem. New Zealand has the potential to be a significant agritech test bed and incubator for global agritech opportunities.
 - A policy and regulatory environment that will allow innovation and growth to occur, especially in our scale-up businesses.
 - Continued support in developing entrepreneurial skills, the foundational capabilities of growth-enabling activities.

Conclusion

AgriTechNZ is proud to be a trusted and committed partner for the Government.

As the expression of innovation from our most vital sector (primary industry), and the lead for New Zealand's role in global food production challenges, the agritech sector is collectively willing and able to support many policy priorities for improved New Zealand outcomes.

We would welcome a 15-minute meeting to discuss your portfolio priorities and how we might support you. Thank you for your attention at this busy time.