

Ballance Agri-Nutrients ClearView PGP Quarterly Report Public Summary

Report for Quarter ended 30 June 2013:

During the last quarter, activities have focused on:

- Evaluation of a soil N test and development of a decision support system (*N Guru*) for farmers
- Further refinement and testing of *Mitigator*, a software tool to manage nutrient losses on farms.
- Product safety trials
- Completion of a number of field trials for new nutrient products not yet in the public domain
- Collaboration with Farm IQ PGP programme to develop product validation and demonstration farm sites
- Collaboration with the Dairy NZ PGP programme to develop and deliver 22 sustainable milk production plans and certification of Ballance extension staff in nutrient management advisory services
- Further development of best practice extension systems to maximise product up take.

The end of the 2012-13 financial year represents the completion of the first 21 months of investment in the Clearview PGP Programme with a significant number of science activities coming to completion with the focus now moving to advancing the most promising product concepts. This will lead to a commercialisation stop/go decision point for a number of projects.

A period of review will now ensue, in order to evaluate what the current projects have achieved, and what this means in terms of gap closure to the programmes overall objectives.

In terms of programme management, regular face-to-face meetings with the project teams have continued to assist the project team in making decisions in a timely manner, as well as facilitate more in-depth product development discussion. As each activity progresses closer to commercial outcomes Ballance cross functional project teams are established to foster them to market readiness.