Innovate UK
Global Business Innovation Programme

Agri-Tech
Technology visit to China
11th – 15th March 2019
The UK is globally renowned for its agricultural scientific research and innovation ecosystem. The agri-food supply chain, from agriculture to final retail and catering, contributes £112 billion to the UK economy, over 7% of UK Gross Value Added (GVA), uses 71% of the available land in the UK and employs 13% of the UK’s workforce. This makes the sector bigger than both aerospace and automotive.

Applied science and technology and effective collaboration between established centres of excellence and industry are enabling the UK to meet global challenges and exploit international markets. The sector is continuously commercialising innovative technologies and developing new approaches to food and farming systems.

In recent years, the UK has made significant technology advances in plant and animal breeding, remote sensing technology, weather prediction and the use of data. Global factors, such as increasing affluence in emerging economies, climate change and the need for sustainable use of limited resources (ie land, water and energy), are creating major opportunities for UK technology and innovation.

Today, most successful agri-food companies are major innovators. A typical example of this is the UK berry industry, which combines research and innovation with new systems, such as polytunnels, table top growing systems and computerised fertiliser/irrigation systems, to provide high quality products and increased productivity and profitability.

The UK is actively seeking international research and development collaboration partners to exploit and continue the development of its agri-tech technologies.

**UK R&D strength and government commitment**

The UK has unparalleled agri-tech expertise and extensive high calibre research capability in leading universities such as Nottingham, Manchester and Leeds. In addition, national institutes and facilities such as Rothamsted Research, John Innes, John Hutton and the Roslin Institute, provide world class research facilities.
The Queen’s University Belfast is recognised as having world leading expertise in food safety.

Many organisations, such as the Centre for Agriculture and Bioscience International (CABI) with its ‘research station’ and Nottingham University with its ‘Ningbo Campus’, have a permanent presence in China and have developed strong relationships to engage in joint research programmes.

**UK industry**

By 2025 it is anticipated the global agricultural technology sector will be worth more than £136 billion. This will be made up of over £129 billion in the autonomous farm equipment market and over £7 billion in the precision farming market. The UK, with its entrepreneurial high technology companies, is perfectly placed to exploit these high growth markets.

Global agri-tech companies with significant presence in the UK include Syngenta, Bayer Cropscience, Unilever, JCB, Case New Holland along with many other companies not necessarily normally associated with agri-tech (including Airbus, Microsoft and IBM). In addition to international corporations, there is also a dynamic fastgrowing community of small and medium sized high technology businesses.

**UK Agri-Tech Centres**

Joining up the UK’s agri-tech landscape are four Agri-Tech Centres which constitute a unique collaboration between government, industry and academia and include:

- **Agrimetrics** - the world’s first big data centre for agri-food.
- **Crop Health and Protection Centre (CHAP)** - focussing on the protection of crops, microbes and soils from economically damaging pests, pathogens and weeds.
- **Centre for Innovation Excellence in Livestock (CIEL)** - Europe’s largest applied animal research facility, bringing together 12 leading academic institutions, which provide solutions for the pig, poultry, beef and dairy as well as sheep sectors.
- **The Agri-EPI Centre** – a world leader in precision agriculture, involved in high profile projects in China, New Zealand and Paraguay.

Each of these Agri-Tech Centres is willing to work, on a confidential basis, with international companies and research organisations to develop applied solutions to solve real world problems across the whole supply chain.
Monday 11 March 2019
Beijing: British Embassy
In association with UKRI, Science and Innovation Network, and China International Technology Transfer Center
• Introduction to China
• Presentations from GBIP delegates, N8 Research Partnership, and University of Nottingham
• UK-Sino business meetings

Tuesday 12 March 2019
Hebei: Dingzhou National Agriculture Science and Technology Park
In association with Science and Technology Department of Hebei Province, Dingzhou Municipal Government, and China International Technology Transfer Center
• Introduction to Agri-Tech activities in Hebei Province
• Presentations from GBIP delegates
• UK-Sino business meetings
• Site visit

Wednesday 13 March 2019
Beijing: Chinese Academy of Agricultural Sciences
In association with China International Technology Transfer Center, UKRI
• Introduction to CAAS, agricultural research activities and current projects
• Tour of facilities and networking with industry and researchers
• Site visit

Thursday 14 March 2019
Nanjing: Jiangsu Academy of Agricultural Sciences
In association with Science and Technology Department of Jiangsu Province, Jiangsu Center of International Technology Transfer
• Introduction to JAAS, agricultural research activities and current projects
• Presentations from GBIP delegates, N8 Research Partnership, and University of Nottingham
• UK-Sino business meetings
• Site visit

Friday 15 March 2019
Shanghai: Jin Shan City Industrial Park
In association with Invest Shanghai
• Introduction to Jin Shan Industrial Park, agricultural research activities and current projects
• Industry Park Tour
• UK-Sino business meetings
• Networking dinner
Innovate UK

Innovate UK
Innovate UK is the UK’s innovation agency and its aims are to drive productivity and economic growth by supporting businesses to realise the potential of new technologies, develop ideas, and make them a commercial success.

With a strong business focus, Innovate UK drives growth by working with companies to de-risk, enable and support innovation and works to:
- determine which science and technology developments will drive future economic growth.
- meet UK innovators with great ideas.
- fund the strongest opportunities.
- connect innovators with the right partners they need to succeed.
- help innovators launch, build and grow successful businesses.

Enterprise Europe Network (EEN)
The Enterprise Europe Network forms a key part of Innovate UK’s ‘Connect Strategy’, which aims to help businesses connect with the right support, funding and opportunities. EEN helps businesses increase their innovation capacity, find new national and international partners and overcome the barriers they face in the commercialisation of their innovation.

EEN provides global reach to ambitious businesses seeking international partners for collaborative R & D, technology transfer or commercialisation opportunities.

The Enterprise Europe Network is the world’s largest business support network with 600 local offices in over 65 countries. Through a network of over 3000 innovation and sector specialists EEN provides a local route to free, tailored support and advice to help technology focused small and medium-sized enterprises (SMEs) innovate and accelerate their international growth.

The British Embassy, Beijing City
The British Embassy in Beijing maintains and develops relations between the UK and China, providing services to British nationals living in and visiting China.

China International Technology Transfer Center (CITTC), Beijing City
Established in 2012 by the China Ministry of Science and Technology and the Beijing Municipal Science and Technology Commission, in the heart of the National Innovation Cluster in Zhongguancun, the China International Technology Transfer Center is uniquely positioned to make strategic connections between policy, talent, capital, and end users by integrating cutting-edge technologies with new and exciting business models. CITTC aims to provide international businesses with the right partners and support to enter Chinese markets, overcome challenges and grow in this exciting and emerging economy.
Chinese Academy of Agricultural Sciences (CAAS), Beijing City
Established in 1957 CAAS is one of China’s leading agricultural research organisations and plays a critical role in shaping China’s agricultural and rural development and in solving sci-tech issues. CAAS has a total of 45 research institutes. 14, along with the graduate school, are located in Beijing. The other 30 are located in 16 provinces throughout China.

More recently CAAS set a strategic goal to become a recognised global leader in agricultural research. Aiming to build first-class disciplines CAAS is focusing on agricultural genomics and molecular breeding, agricultural information technology and big data, intelligent equipment, novel vaccines, agricultural nanotechnology and other cutting-edge research. CAAS sincerely welcomes researchers both at home and abroad to join it in its endeavours.

Beijing Technology Exchange and Promotion Center (BTEC), Beijing City
The Beijing Technology Exchange and Promotion Center is an agency of the Beijing Municipal Science and Technology Commission, and is positioned as a leading platform of knowledge exchange and innovation collaboration. With a focus on the central government’s seven strategic sectors, BTEC has developed programs for domestic and international collaborators that support innovation, technology and commercial partnerships. BTEC operates a number of platforms for the Municipality, including the CITTC and Enterprise Europe Network-Beijing.

BTEC is responsible for delivering EEN services in Beijing and offers support to European and Chinese companies seeking technology and business collaboration. With a deep Chinese network, BTEC provides vast opportunities for European businesses to enter Chinese markets.

Jiangsu Academy of Agricultural Sciences (JAAS), Jiangsu Province
Founded in 1931 Jiangsu Academy of Agricultural Sciences is China’s oldest agricultural research institution. JAAS has 16 campus and 11 regional research institutes, 2 research centres, 1 animal and 1 plant science experimental stations which focus on 17 key research areas including crops, plant protection, animal science and veterinary medicine, food safety and nutrition. JAAS boasts 63 scientific innovation platforms, is ranked first amongst provincial agricultural academies for comprehensive evaluation of agricultural research and new plant variety acquisition.

Jiangsu International Technology Transfer Centre (JITTC), Jiangsu Province
Jiangsu Centre of International Technology Transfer (JITTC) is a public funded technology transfer organisation. Under the leadership of Science and Technology
Department of Jiangsu Provincial Government, the Centre is devoted to fulfill the needs of the local enterprises with the latest international technologies, further commercialisation and boost the globalisation of Jiangsu’s economy.

Our Missions:

- **Global Reach:** Through our network construction, JITTC aims for access to the latest trends of the world’s advanced technologies that meet the demands of Jiangsu’s industries.
- **List your Technology:** Developers can use JITTC to reach audience of potential technology buyers and licensees in Jiangsu province. From small developers posting single listings, to large organisations publishing extensive catalogues, JITTC provides the platform to market technologies of all types.
- **Open Platform:** JITTC is an open platform designed to help companies and intermediaries enhance their service offerings. Working with JITTC, companies and technology transfer professionals are free to focus on transactions rather than researching and prospecting. We want to further cooperate with famous foreign R&D institutions and technology transfer organisations to build up a platform for international technology transfer and technological achievement transactions.
- **Unique Resources:** With the support of Science and Technology Department of Jiangsu Provincial Government, JITTC can reach more buyers, licensees and facilitate the commercialisation of technology in Jiangsu province.

**Dingzhou National Agriculture Science and Technology Park, Hebei Province**

Dingzhou National Agricultural Science and Technology Park, established by the China Ministry of Science and Technology, is based on the “One District and Multiple Parks” model, focusing on the creation of circular agricultural science and technology parks and ecological agriculture and forestry. The Park houses resources are geared towards enhancing agricultural products and food processing, transportation and logistics, animal husbandry, conventional farming techniques, dairy production, straw recovery, biogas utilisation, and machinery and equipment manufacturing.

**Shanghai Foreign Investment Development Board – Invest Shanghai**

Invest Shanghai is the only municipality-level professional two-way investment promotion agency in Shanghai under the Shanghai Municipal Commission of Commerce Headquartered in Shanghai, with overseas representative offices in Los Angeles, Osaka, London, Frankfurt, Gothenburg, Prague, Singapore, New Delhi, Bangkok and Dubai. INVEST SHANGHAI is dedicated to providing domestic and overseas investors with comprehensive and professional services to help them make the best investment decisions locally and globally. In line with the economic development goal of Shanghai city investors are supported to participate in Shanghai’s industrial upgrading and identify the best investment opportunities in the new five centre development (economic, financial, trade, shipping and science, technology innovation). Invest Shanghai delivers EEN services in Shanghai.
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Airponix is an award winning company with a game-changing agricultural system enabling sustainable growth of organic, high quality staple food crops (i.e. potatoes, wheat & rice) almost anywhere globally with minimum environmental impact and grower risk. Our system overcomes the limitations and challenges of current agriculture and provides local food security.

The smart, soilless and crop protection system is designed to be used on a massive scale and is suitable for use over poor quality, contaminated and non-arable soil. It can also be used on undulating land and steep slopes which are inaccessible by heavy machinery.

It utilises a unique aeroponic system which achieves environmental and plant growth control using aqueous nutrient rich fogs (as opposed to mists or sprays) to feed plant roots and foliage. Free from harmful chemicals and with minimal use of fertiliser it achieves a 95% water saving and at least a 100% increase in crop yields when compared to conventional methods.

Collaboration Opportunities
Chinese research facilities, agricultural centres and industrial partners to further develop, test and manufacture at scale Airponix’s® key technologies:
• Fog generating system.
• Low cost suspended growth-tubes that provide a protected & optimal environment for the plants which are extreme weather and climate-change resilient.
• A number of growth enhancement technologies based on our unique engineered fog that could enable a further 200% increase in crop yields.
• Partners interested in commercialisation opportunities and licencing our technology once fully developed and proven.

DETAILS
Name: Michael Ruggier
Email: michael@airponix.com
Telephone: +44 (0) 7496 544 975
Website: www.airponix.com
WeChat: FeedTheWorld
A biotechnology company specialising in crop nutrition. Our high quality, uniquely formulated amino-acid based bio stimulant products have a broad spectrum of activity and contain every essential amino-acid that plants synthesise throughout their growth cycle.

Products, used in combination with other agrochemicals and applied at any stage of the growing cycle to plants that are not already producing an optimal level of amino-acids, can positively impact on yield from anywhere between 5% -15% depending on the crop. This can significantly improve quality and shelf life of perishable fruit and vegetables.

The majority of products are purely natural and suitable for use in ecological organic systems. Our products can help to limit plant stress, boost yields and profits, reduce the use of pesticides and help to sustain the fragile ecosystem in our soils.

We are attracting interest from around the globe and have partners in Europe, India and South America. We are involved in a seed treatment development programme with European partners. We are keen to expand our international network into China and the Asia Pacific region.

Collaboration Opportunities
- Collaborative research and trialling of new compounds and products to be used in crop nutrition and seed treatments.
- Production of AminoA products under licence.
- Distribution of AminoA biostimulants in China.

DETAILS
Name: Richard Phillips
Email: richard@aminoa.co.uk
Telephone: +44 (0) 1633 894 300
Website: www.aminoa.co.uk
WeChat: AminoALtd
Established in 1993 Biotechnica specialises in developing innovative biological products for agriculture, horticulture and sports turf.

We are the UK’s largest manufacturer of seaweed extracts, which are suitable for use across a broad range of agricultural and horticultural crops. Seaweed extracts are particularly effective where crops suffer stress from poor soil conditions, nutrient deficiency, extreme weather conditions and drought.

Biotechnica also offers one of the most comprehensive ranges of biostimulants and biofertilizers as branded products and bespoke formulations.

Our products are particularly effective in conferring a level of resistance to abiotic stress and improve crop quality and yields. Improvements of around 14% have been demonstrated in a range of high value crops including potatoes and soft fruit.

Our technical team focuses on providing inputs that can demonstrate a return on investment for the end user. We aim to help farmers and growers reduce their dependence on chemical inputs whilst maintaining or improving their productivity and crop quality.

Biotechnica has a global network of partners who supply products worldwide.

**Collaboration Opportunities**
- Technical partners to help demonstrate the efficacy of our products in a wide range of commonly cultivated Chinese crops.
- Commercial partners to help with product registration and commercialisation of our products in China and the Asia Pacific region.

**DETAILS**

Name: Samantha Brown  
Email: Sam.brown@biotechnica.co.uk  
Telephone: +44 (0) 7771 605 667 / 1780 433 010  
Website: www.biotechnica.co.uk  
WeChat: wxid_xopoih6wwrs412
Today’s consumers expect fresh fruit, greens and salads to be safe to eat and free from bacterial contamination. Chickens and other poultry, that are reared intensively, need to have clean drinking water to maintain good health and growth to ensure quality consumer products.

Traditionally much of the water used on horticultural and agriculture holdings is supplied from rivers, streams, wells and boreholes. Such natural supplies can only be tested for microbiological contamination by sending samples to outside laboratories. These laboratories are often inaccessible, expensive and slow.

Brightwater Diagnostics offers an innovative microbiological testing technology to enable horticulturalists and poultry farmers to take control of their water quality. Our system enables non-technical personnel to test water supplies on the farm site. No specialist or technical qualification is required. Quantitative results are produced in less than 24 hours, enabling farmers to take immediate remedial action, minimise financial loss and reputational damage.

The system is quick, easy, reliable and cost-effective. The European Patent Office has recently approved our application for a patent. Additional patent applications have been made in major markets worldwide. Laboratory and field trials with horticultural companies have been completed successfully.

Collaboration Opportunities
- Leveraging our IP to develop new water testing systems to meet the needs of the Chinese and Asia-Pacific markets. Potential partners should be technology-led, with strong manufacturing and distribution capabilities.
- Scientific and technical collaborative research to explore ways in which the ‘Time-To-Result’ (TTR) for microbiological testing of water, can be reduced through improvements in biochemical reagents and advanced opto-electronic systems.
- Distribution agreements with established companies that supply water testing equipment in China and the Asia-Pacific region that are looking to broaden their range of products to end-users in horticulture and agriculture.

Details
Name: Dr Stephen Gundry
Email: stephen.gundry@brightwater-diagnostics.co.uk
Telephone: +44 (0) 7722 404 670
Website: www.brightwater-diagnostics.co.uk
WeChat: wxid_ytdfiprrq5x112
Climate Edge focus on climate smart agriculture. Our products have been created specifically for farming organisations in emerging markets and are currently focused on small farms growing cash crops particularly potatoes, tea, coffee and bananas.

Through our low cost weather station and Farm Tracker platform, that has been developed in collaboration with world leading academics, we deliver real time data so that farmers can make the right decisions and take the best action on their farms. Applications include optimal pesticide application, irrigation requirement and climate smart adaptation.

Our remote weather station has been designed to work in the most challenging of environments, and can simultaneously monitor conditions across multiple areas. Farm Tracker makes management simple and efficient and enables farmers to reduce risk and threats, improve productivity and profit.

Climate Edge is a partner on a World Bank funded project called ‘Digital Farm’ which aims to help smallholder farmers respond to climate risks by integrating multiple sources of data and providing personalised information on how to adapt and respond to specific challenges.

Climate Edge will be starting a collaboration with the James Hutton Institute which will focus on improving quality and yield of potato.

**Collaboration Opportunities**
- Research partners seeking to apply research results to smallholder farmers.
- Supply chain partners interested in improving yield and/or quality of crop production; specifically potato, banana and coffee.
- Farming organisations looking to improve crop production.

**DETAILS**

Name: James Alden  
Email: james@climate-edge.co.uk  
Telephone: +44 (0) 7714 523 869  
Website: www.climate-edge.com  
WeChat: JamesAldenCE
Established in 1968 Evans and Pearce Ltd has over 50 years of experience in the processing and safe long term storage and ventilation of bulk stored crops.

Our range of cooling and conditioning systems use ambient air to prevent storage insects and moulds having a negative impact on the quality and end price of the crop. With storage losses in some countries as high as 50%, when ventilation is neglected, our systems have the potential to significantly reduce waste, improve food security and profitability.

Our systems are cost effective, flexible and usually require no specialist installation. Ventilation cycles can be automated using modular control panels, which can provide onsite control and offsite cloud-based monitoring.

We currently export to the EU, USA and New Zealand providing solutions to help growers store a wide range of crops in many different environments.

With a rapidly rising population and increasing demands on food supply we believe there is huge potential for our grain ventilation and cooling systems in emerging markets.

**Collaboration Opportunities**

- R & D partners for our control and monitoring systems.
- Quality assurance auditors who require workable guidelines and systems for successful long-term crop storage.
- Partners involved in the design, build and management of crop storage facilities who require ventilation system expertise.
- Large crop storage and processing facilities that need to generate crop storage trend curves for quality assurance audits.
- Partners involved in safe storage of other products such as fertilisers and wood chip.

**DETAILS**

Name: Robert White  
Email: rob@evansandpearce.com  
Telephone: +44 (0) 1935 850 750  
Website: [www.evansandpearce.com](http://www.evansandpearce.com)  
WeChat: RobWhit
LettUs Grow design irrigation and design technology for indoor farms. Our integrated offering of aeroponic growing systems, farm management software and high-value research capabilities positions LettUs Grow as the go-to technology supplier for the rapidly growing indoor and vertical farming markets.

LettUs Grow’s patent-pending aeroponic technology and farm management software, Ostara™, consistently provides up to 70% greater crop yield compared to hydroponics. Roots are watered using a fine mist, giving more oxygen to the roots that stimulates faster growth rates, improves plant flavour and reduces water use by 95% compared to traditional agriculture. Ostara™ makes indoor farmers’ lives easier through automated data collection, operational planning tools and cloud-based optimisation from data collected across a network of farms.

Together this aeroponic technology is simple to use, efficient and sustainable. It delivers consistently high yields for vertical and glasshouse farms.

LettUs Grow has been awarded funding from Innovate UK, was in the top-5 of the International Green Challenge Competition 2018 and work with the UK Digital Catapult through their IoT Boost programme.

Collaboration Opportunities
• Collaboration with existing or new indoor farming facilities looking to maximise productivity and profitability whilst reducing operational costs.
• There are 3 positions available to join LettUs Grow’s pilot programme. We are looking for partners to pilot our Aeroponic Grow Bed and Ostara™ farm management systems in food production, research and medical environments.
• Licencing LettUs Grow aeroponic technology.
• Collaboration with sensor manufacturers and data scientists to create high density sensor networks within farm facilities.
• Develop strategic, long-term supplier relationships with PCB, PCBA and plastic part manufacturers and assembly houses.

DETAILS
Name: Charlie Guy
Email: charlie@lettusgrow.org
Telephone: +44 (0) 7854 053 045
Website: www.LettUsGrow.org
Multibox, the Insect Company, produce insect protein and fat for the compound feed market from food waste using innovative insect technologies. Using the larval form of the Black Soldier Fly that feeds off food waste, nutrient rich larvae is produced and processed into protein and fat that is used as an alternative to traditional livestock feed.

Multibox is collaborating with leading UK researchers at University of Bath, York and Bristol Robotics Laboratory to develop our technology and insect farm system.

We are in the process of establishing our first commercial scale insect farm in the UK and seek suppliers, technology partners, investors and customers. Our vision and goal is to be a circular economy company that delivers real value.

Using our technology, we believe we can produce affordable, superior insect protein for the fish feed market and insect fat which can be used as an additive for swine and poultry feeds. The technology is highly scalable and sustainable and provides a solution to the growing demands on food supply.

Collaboration Opportunities
- **Investment** – to finance development of our first commercial insect farm.
- **End users** of our final products. Samples are available to trial with livestock and systems.
- **Partners to licence** our world class insect farming system technology.
- **Food and drink manufacturers** producing waste. Multibox wishes to trial wastes and co-products to understand how viable they are to feed to insects. There is the potential to convert a burden into a valuable revenue stream by using waste to feed insect farms.

**DETAILS**

- **Name:** Paul Wright  
- **Email:** Paul.wright@multibox.farm  
- **Telephone:** +44 (0)7889 728 172  
- **Website:** www.multibox.farm  
- **WeChat:** paulabw
Quanotech Solutions was established in 2004 by Dr Sam Hoste after leading genetic, technical and software teams for three animal breeding companies. Our aim is to commercialise products and ideas that enhance the productivity and sustainability of animal agriculture by collaborating with industrial and research partners to optimise and complement our expertise.

Our technical focus is in genetics, data science and recording, agri-digital technologies, sensors, earth observation, image analysis and IoT where the goal is to enhance the productivity and sustainability of animal agriculture. We have strong business management and leadership skills which combined with core technical animal agriculture expertise (species: swine, dairy, beef, sheep, poultry and aquaculture) make us an ideal collaboration partner.

We have a successful history of bringing together whole supply chains to accomplish ‘system-wide innovation’. An example being a regional pig health initiative that brought together farmers, hauliers, processors, vets, industry organisations and retailers in three regions of the UK, many of whom still collaborate 10 years on.

Collaboration Opportunities
- Genetics: using sensors, IoT and image analysis to collect phenotypic livestock, animal health and carcase information.
- Prediction of grass traits: technologies that measure biomass, energy and protein content, etc. These include ground-based sensor technologies and earth observation, that together with modelling and weather data enable prediction.
- Animal Health: we are interested in presenting actionable animal health information to farmers for on-farm decision making. There are opportunities for partnering around pen-side diagnostics, novel tests and the presentation of actionable information via mobiles.
- Digitalisation of Agriculture: we are looking to share information and exchange knowledge to improve on-farm decision making.

DETAILS
Name: Sam Hoste
Email: sam@qtsuk.co.uk
Telephone: +44 (0)7981 961 062
Website: www.quantechsolutions.co.uk
WeChat: sam-hoste
Ridgeway Research Limited (RRL) is an agri-biotech company that services the global animal health market.

RRL’s expertise rests in three areas:

1. Fertility management specifically in the dairy industry;
2. Laboratory diagnostics and culturing for farm animals and poultry;

We have a growing portfolio of diagnostics available in 65 countries.

P4 Rapid is a low cost, accurate, quick, and easy to use pen side test for measuring progesterone levels in bovine milk. It is a reliable method of confirming the stage of the oestrous cycle and identifies when cows are ready for insemination. P4 Rapid enables farmers to build a more productive and profitable herd.

Progesterone ELISA tests offer a breeding aid to farmers. Testing progesterone levels in milk, plasma or serum allows farmers (veterinarians and researchers) to confirm the stage of the oestrous cycle in farmed animals (cows, pigs, sheep, horses) and identify the best time for insemination, give early pregnancy indication and the presence of ovarian cysts. Farmers can take early control, make early decisions and avoid financial ramifications.

We have a strong presence in Europe and are rapidly expanding our international network. We are seeking partners and clients in China and the Asia Pacific region.

**Collaboration Opportunities**

- Distributors in China interested in marketing and selling the P4 Rapid lateral flow dipstick, and ELISA testing kits for P4 and eCG;
- Chinese companies wishing to register veterinary medicines and feed additives in the EU.

**Details**

Name: Peter Holdsworth  
Email: enquiries@ridgewayscience.co.uk  
Telephone: +44 (0) 7968 696 683  
Website: www.ridgewayscience.co.uk  
WeChat: 54786029
Roboscientific Ltd.

RoboScientific Ltd. is a global leader in the development and manufacture of Volatile Organic Compound (VOC) analysers appropriate for use in horticulture and agriculture.

Working with leading researchers at Leeds University and industry partners, we have developed unique highly sensitive sensor technology that analyses VOCs quickly and accurately detecting outbreaks of infectious disease in livestock, salad crops and vegetable storage. Our solution can monitor the entire environment either remotely, alerting a farmer wirelessly, or via a cell phone, or on site using a handheld device. Continuous data is delivered for ongoing analysis. Deviations in results provide early warning and enable immediate intervention that, in turn, prevents food spoilage, reduces waste, ensures better food security, increases yield, and improves profit.

The technology can be operated by unskilled operators. It can be used to test in any environment and is capable of absorbing an odour sample for testing at a different location.

With poultry it is at TRL 7 and increases yield and quality. We will be running trials in China over the next two years. With plants it is at TRL 4 to 5 and reduces waste in growing and loss of crops in storage.

The technology is now being commercialised. We are looking to roll out the solution working with international partners.

Collaboration Opportunities
- Chinese partners interested in:
  - Investing in the commercialisation of the technology.
  - Distribution of our product range in China and the Asia Pacific region.
  - Research partners who can help to accelerate the development and commercialisation of our plant (vegetables & fruit) monitors and extend the technology to other applications.

DETAILS

Name: Ben Curtis
Email: ben@roboscientific.com
Telephone: +44 (0) 1353 865 312
Website: www.roboscientific.com
WeChat: BenCurtis55
Rothamsted Research is the world’s oldest agricultural research centre. For over 175 years we have been leading cutting-edge science and high-impact innovation.

We are partners with the four Agri-tech centres: Agrimetrics, Crop Health and Protection (CHAP), Center for Innovation Excellence in Livestock (CIEL) and Agricultural Engineering Precision Innovation Centre (Agri-EPI). We have world leading facilities, which support our research into agricultural use of arable and grass land.

The sensors and predictive modelling capability at Rothamsted’s North Wyke “Farm Platform” (NWFP) focus on grassland sustainability and make it one of the most technologically advanced farms in the world, capable of assessing whole life cycle analysis of livestock grazing systems from an economic, societal and environmental perspective. Our unique farm scale lab facility conducts research on various aspects of sustainable food production, environmental pollution and the impact of climate change.

Our research focuses on:
- Nutrient use efficiency – quality of production
- Water pollution – eutrophication and nitrate leaching
- Soil health – organic matter returns
- Carbon footprint – C sequestration, enteric methane, nitrous oxide
- Digital agriculture – high level of instrumentation

Other work includes a collaboration with leading South West UK universities, stakeholders and the Met Office. Through the Environment Futures and Big Data Impact Lab we are developing solutions to safeguard the environment for future generations.

Collaboration Opportunities
Research/industry partners in these areas:
- Soil health and grassland agronomy
- Animal/plant genetics
- Ruminants nutrition
- Data driven solutions
- Enhancing nutrients use efficiency
- Improving outputs (product quality and human nutrition)
- Atmospheric pollution from agriculture
- Effect of pesticides pollution to rivers

DETAILS
Name: Dr Khalid Mahmood
Email: Khalid.mahmood@rothamsted.ac.uk
Telephone: +44 (0) 1837 512 300
Website: www.rothamsted.ac.uk
WeChat: wxid_35r5737c6pen12
Rice is the world’s number one food crop and vital for food security. However, its production is responsible for Greenhouse Gas (GHG) emissions that almost equal the combined emissions from all other crops around the world.

Methane emissions can be reduced by 50% if rice straw is removed from the field. Long-term trials have shown this to be sustainable for soil health. Rice straw is one of the largest global biomass resources and is largely untapped, with 300 million tonnes of it burned as waste each year in Asia. Straw Innovations specialises in using rice straw to produce food, fuel and other valuable products.

We are currently leading a £1.5M project in the Philippines, co-funded by Innovate UK, to demonstrate a range of technologies and business models for rice straw collection and processing. The project partners are QUBE Renewables Ltd, University of Southampton and Aston University.

Economical mass markets include using high-grade rice straw to produce mushrooms for meat-free ‘burger’ patties and low-grade straw for biogas production as an energy source.

Collaboration Opportunities
• Research institutes who can collaborate on further developing and perfecting mushroom production on rice straw, building on our innovations.
• Partners with expertise in other complementary products such as high value straw extracts or horticultural composts from our processed straw.

Name: Craig Jamieson
Email: craig@strawinnovations.com
Telephone: +63 91732 99876
Website: www.strawinnovations.com
The Vaccine Group (TVG) is developing a versatile animal vaccine platform that targets high-impact emerging pathogens and diseases in economically important livestock species.

Our focus is on developing vaccines for economically significant animal diseases such as bovine tuberculosis, bovine mastitis, antimicrobial resistant Streptococcus Suis in pigs, Classical and African Swine fever and porcine reproductive and respiratory syndrome virus. We are indirectly addressing human health by targeting animals that are the hosts for diseases that leap into the human population (e.g. Ebola, Lassa fever, avian and swine flus). Zoonotic diseases are estimated to account for more than 60% of all known human diseases and are responsible for 75% of diseases that have emerged over recent decades. The human and economic costs of zoonotic outbreaks are potentially enormous.

TVG is specifically working with benign herpes viruses as a versatile vaccine platform suitable for delivery of attenuated pathogen DNA to target infectious diseases in animals. Herpes viruses are a valuable delivery platform as they:

• Can be used to induce a strong immune response to the pathogen DNA whilst not leading to illness;
• Are highly effective and amenable to single use;
• Are highly host-specific, so they will only target single species or closely related animals.

TVG’s platform combines the qualities of ease of delivery into the animal population and ability to self-disseminate; rapid speed of vaccine development; low cost of manufacture and rapid scale-up; high immunogenicity, durability and safety.

**Collaboration Opportunities**
Seeking partners interested in engaging in vaccine development of TVG candidate vaccines who:

• Can accelerate time to market for such candidate vaccines
• Are interested in our platform technology
• Have specific economically valuable vaccine targets they wish to develop.

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**DETAILS**

Name: Matthew White  
Email: matthew.white@thevaccinegroup.co.uk  
Telephone: + 44 (0) 7384 112 347  
Website: www.thevaccinegroup.co.uk  
WeChat: matt-white
Developed and extensively tested over 25 years, Xcelbio technology is a 100% natural technology that accelerates the biological process and functions in an anaerobic environment.

It removes the need for chemical fertilisers that negatively impact soil microorganisms and severely restrict plant growth. Xcelbio does not involve the addition of bacteria or enzymes, is free from chemicals and ensures a healthy microbe population, which improves plant immune systems, disease resistance and grows healthy plants. Our technology can increase yield production in both traditional farming and hydroponics by at least 20% and improves crop shelf life.

Xcelbio’s natural biological process can be used to control and remove slime and biofilm residues from the pipelines and growing tanks, which is a major problem for hydroponic systems.

It can also remove and break down residual slime and biofilms within the feedline systems used in egg production. We have demonstrated an 8% reduction in feed consumption, a 4% increase in egg production and a 35% reduction in downgrades.

Xcelbio technology improves yields and profit while reducing environmental impact.

**Collaboration Opportunities**
- We are seeking to collaborate with partners who are interested in demonstrating, launching and rolling out the Xcelbio technology in China.
- Joint venture and licencing collaborations with established and trusted partners.

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**DETAILS**

Name: Ray Long  
Email: rayxcelbio@gmail.com  
Telephone: +44 (0) 7860 215 760  
Website: www.xcelbio.co.uk  
WeChat: WXID_gufn8tkt12
Leading the visit (UK)

**Louise Hooker**
Louise, Enterprise Europe Network South West Project Lead is overseeing the visit on behalf of Innovate UK and EEN.

**Email:** Louise.hooker@businesswest.co.uk  
**Telephone:** +44 (0)7850 300 575  
**Website:** www.enterprise-europe.co.uk

**John Woodruffe**
John, Enterprise Europe Network East Project Lead is supporting the visit on behalf of Innovate UK and EEN.

**Email:** j.woodruffe@eeneast.org.uk  
**Telephone:** +44 (0) 1707 398 711  
**Website:** www.enterprise-europe.co.uk

**Ian Holmes**
Ian is part of the Innovate UK, AgriTech Team, supporting international activity in the AgriTech and Bioeconomy areas and EU H2020 funding. He has delivered international innovation support and knowledge transfer for over a decade, predominantly in the areas of Resource Efficiency and AgriTech.

**Email:** ian.Holmes@innovateuk.ukri.org  
**Telephone:** +44 (0) 7795 605 723  
**Website:** www.gov.uk/government/organisations/innovate-uk
Leading the visit (China)

Mr. Huang is Director of the Beijing Technology Exchange and Promotion Center and, through his leadership, BTEC is delivering on the mandate of the Beijing Municipality through the China International Technology Transfer Center, China’s National Innovation Cluster in Zhongguancun, the Beijing Innovation Alliance, Enterprise Europe Network Beijing station, and the Capital Technology Innovation Vouchers program.

Name: Huang Ping  
Email: cittc@bjkw.gov.cn  
Telephone: +86 10 82696139 ext. 880  
Website: www.cittc.net

Ms. Choudhry is a Senior Manager of the Beijing Technology Exchange and Promotion Center, a department of the Beijing Municipal Science and Technology Commission. Her work has focussed on developing China’s National Innovation Cluster in Zhongguancun, facilitating international cooperation through the China International Technology Transfer Center platform, and helping her department become an Enterprise Europe Network station, which connects European SMEs and Science and Technology institutions to China.

Name: Kiran Choudhry  
Email: kiran@bjkw.gov.cn  
Telephone: +86 15210567469  
Website: www.cittc.net

Ms Chen is supporting the delegation on behalf of Invest Shanghai.

Name: Elsie Chen  
Email: chenying@investsh.org.cn  
Telephone: +86-21-6236 8800 ext. 239  
Website: www.investsh.org.cn
北京技术交易促进中心和中国国际技术转移中心主任。中心是首都科技条件平台、中国国际贸易促进会技术转移中心、欧洲企业网北京站、首都创新大联盟、中意技术转移中心、北京创业投资协会的建设运营单位，还承担着北京市重点实验室、北京市工程技术研究中心、北京市企业研发机构、首都科技创新券和技术合同登记等组织管理工作。

姓名：黄平
电子邮箱：cittc@bjkw.gov.cn
联系电话：+86 10 82696139 ext. 880
机构官网：www.cittc.net

柯斓已在北京市科学技术委员会下属单位北京技术交易促进中心工作6年。在此期间，积极推广北京与国际组织机构合作，包括参与中关村国家自主创新示范区建设和中国国际技术转移中心，促成北京技术交易促进中心成为欧洲企业网北京站，链接欧洲中小企业、科技机构与中国合作伙伴。

姓名：柯斓
电子邮箱：kiran@bjkw.gov.cn
联系电话：+86 15210567469
机构官网：www.cittc.net

陈莹代表上海市外国投资促进中心为本次活动提供支持。

姓名：陈莹
电子邮箱：chenying@investsh.org.cn
联系电话：+86-21-6236 8800 ext. 239
机构官网：www.investsh.org.cn
**John Woodruffe**  
姓名：约翰·伍德拉夫  
电子邮箱：j.woodruffe@eeneast.org.uk  
联系电话：+44 (0)1707 398711  
公司官网：www.enterprise-europe.co.uk

**Louise Hooker**  
姓名：露易丝·胡克  
电子邮箱：Louise.hooker@businesswest.co.uk  
联系电话：+44 (0)7850 300575  
公司官网：www.enterprise-europe.co.uk

**Ian Holmes**  
姓名：伊恩·霍尔姆斯  
电子邮箱：Ian.Holmes@innovateuk.ukri.org  
联系电话：+44 (0)7795 605723  
机构官网：www.gov.uk/government/organisations/innovate-uk
经过25多年精心研发和广泛测试，Xcelbio农业科技有限公司开发了一种用于在厌氧环境中加速作物生产的生物进程和功能效果的100%纯天然生物技术。使用化肥既会破坏土壤微生物，又会严重抑制植物生长，而应用该项技术可以让作物摆脱对化肥的依赖。Xcelbio公司旗下的产品不添加任何细菌或酶，不含任何化学物质，确保土壤中拥有健康的微生物群，从而增强作物的免疫系统和抗病能力，促进作物健康生长。该公司的农业生物科技可让传统种植和水栽种植的产量均提升至少20%，并同时延长农作物的保质期。

Xcelbio公司的纯天然生物工艺能够控制并去除营养液管道和作物生长槽中的污泥残渣和生物膜残留，完美解决水栽种植系统中的一大难题。此外，这一技术也能清除并分解蛋鸡养殖业饲喂系统中的污泥黏液和生物膜残留，使饲料消耗减少了8%，蛋产量整体提升了4%，不合格蛋的数量减少了35%。

总体来说，Xcelbio公司的农业科技不仅能够降低环境影响，同时能够有效提升作物产量，增加农产品销售利润。

合作机会：
- 该公司正在寻求有兴趣在中国展示和推广Xcelbio技术的合作伙伴；
- 期待与已建立合作关系且值得信赖的公司进行合资运营或以授权许可的形式进行合作。

联系人：
雷伊·朗(Ray Long)董事
电子邮箱：rayxcelbio@gmail.com
联系电话：+44 (0) 7860 215 760
推特账号：更新中
微信：WXID_qufn8tkt12
TVG动物疫苗有限公司正在开发一个多
功能动物疫苗培养基，所生产的疫苗专
门用于对抗对高经济价值牲畜品种影响
巨大病原体和疾病。

该公司专注于研发针对高经济价值农场
动物多发疾病的疫苗产品，比如牛结核
病疫苗、牛乳腺炎疫苗、针对抗生素耐
药性猪链球菌的疫苗、普通猪瘟疫苗、
非洲猪瘟疫苗，以及猪繁殖与呼吸障碍
综合症疫苗。动物会成为许多人畜共通
传染病（如埃博拉、拉萨热、禽流感
和猪流感）的病毒宿主。针对这些病毒
宿主进行动物疫苗研发，将病毒传染扼
杀在源头，不仅可以改善动物健康，也
可为人类健康事业做出贡献。据估计，
人畜共通传染病占到所有已知人类疾病
的60%以上，占近十年来新出现疾病的
75%以上，这类传染病的暴发很可能会
产生极其巨大的人力和经济损失。

TVG公司正在用良性疱疹病毒作为一个
多功能的疫苗培养基，这一病毒适合制
造生产减毒性病原体DNA，用来对动物
体内传染性疾病进行有针对性免疫。疱
疹病毒之所以可作为一种高价值疫苗培
养基是因为它:
• 可以在不致病的同时诱导动物身体对
病原体DNA产生强烈的免疫反应;
• 效果显著且易于单次使用;
• 具有极高的宿主特异性，只针对某个
单一物种或其近亲动物。

TVG公司研发的多功能培养基集高速疫
苗培养、低成本生产、能迅速扩大培养
规模等优点于一身，制作生产出的疫苗
易于进入动物体内，能够在体内自主扩
散，具有超高的免疫性，免疫时间长且
绝对安全。

合作机会:
寻求对加入TVG公司候选疫苗研发感兴
趣的合作伙伴，要求:
• 能够加快这些候选疫苗的上市时间;
• 对该公司的疫苗培养基技术感兴趣;
• 自身已有期待开发的高经济价值目标
疫苗产品

联系人:
马修·怀特(Matthew White)
电子邮箱: matthew.white@thevaccinegroup.co.uk
联系电话: + 44 (0) 7384 112 347
公司官网: www.thevaccinegroup.co.uk
微信: matt-white
水稻是世界头号粮食作物，对整体粮食安全来说至关重要。然而，这一作物所释放的温室气体（GHG）量几乎等于全球其他农作物释放量的总和。若将田地里收割完剩下的稻草清除，那么全球的甲烷排放量便可减少50%之多。长期的实验证明，稻草清除有利于长期保持健康的土壤环境。稻草秸秆是全球数量最多的生物质资源之一，然而它们中大部分都未被开发利用，每年在亚洲当废物焚烧处理掉的稻草秸秆高达3亿吨！而稻草革新有限公司则专注于将稻草循环再利用，用以生产食品、燃料及其他有价值的产品。

目前该公司在菲律宾牵头主导一个拥有150万投资的项目，该项目由英国创新署资助，旨在展示并推广一系列可用于稻草收集与处理加工的科学技术和商业模式，合作方包括英国QUBE可再生能源有限公司、英国南安普顿大学和阿斯顿大学。

该公司已开发的经济型大众市场包括：使用优质稻草生产各类可食用蘑菇，用于制作全素汉堡夹心；并将质量不佳的稻草用于沼气发酵和沼气能源生产。

合作机会：
• 寻求能在该公司现有创新技术的基础上进一步协作研发和完善稻草蘑菇生产的科研机构；
• 寻求在利用该公司加工的稻秸秆获取优质秸秆提取物或园艺堆肥等其他互补产品方面拥有专业知识的合作伙伴。

稻草革新有限公司

联系人：克雷格·贾米森（Craig Jamieson）
电子邮箱：craig@strawinnovations.com
联系电话：+63 91732 99876
公司官网：www.strawinnovations.com
Rothamsted Research

Rothamsted Research is one of the world’s oldest agricultural research centers. Since 1755, it has been at the forefront of agricultural science and high-impact agricultural innovation. Its partners include Agrimetrics, the Agricultural Health and Protection Center (CHAP), the Centre for Environment, Fisheries and Aquaculture Science (CEFRAS), the Centre for Innovation in Data Impact (CIDIPS), the Environment Futures and Big Data Impact Lab (EFBDIL), and the Centre for Innovation in Data Impact (CIDIPS). Rothamsted Research is a leader in developing world-leading agricultural research, focusing on:

1. Crop Nutrient Use Efficiency – Crop Yield Quality
2. Water Pollution – Water Eutrophication and Soil Nitrate Leaching
4. Grassland – Grassland Sustainable Use
5. Digital Agriculture – High-Tech Agricultural Equipment

Rothamsted Research also collaborates with top universities in the UK, industry partners, and the UK’s Environment Agency.

Contact:
Dr Khalid Mahmood
Khalid.mahmood@rothamsted.ac.uk
+44 (0) 1837 52 300

Rothamsted Research
UK

DETAILS

Contact:
Dr Khalid Mahmood
Khalid.mahmood@rothamsted.ac.uk
+44 (0) 1837 52 300
RoboScientific作物生长环境分析仪有限公司是全球领先的挥发性有机物（VOC）分析仪研发与生产公司。该分析仪可广泛适用于农业、园林等方面。

通过与来自英国利兹大学和行业合作伙伴的顶尖科研人员进行密切合作，该公司成功研发了一种独特的高灵敏度传感技术，能够快速分析环境中的有机挥发物，并精准探测到牲畜群、沙拉作物及蔬菜储藏中传染病的暴发。这款仪器既能通过无线信号或手机远程监控，又能通过手提设备现场监测，提醒农民整体环境的监测情况。由于实时接收周围环境中的数据并进行持续分析，当仪器的分析结果与预期标准之间出现偏差时，会向人们提供早期预警，让他们能够立即进行干预，从而防止粮食腐败变质，减少粮食浪费，更好地确保了粮食安全，提高粮食产量和利润。

无需具备特殊的专业技能便能轻松操控这项技术。该仪器可在任何环境中进行监测，需要在有两地或多地联合监测时，能够吸收存储一个地方的气味样本以供在另一个地方的检测分析使用。

在家禽养殖环境监测方面，这款仪器的技术就绪指数（TRL）为7（最高为9），并已被证实能有效帮助提升禽肉的产量和质量；它在作物植被生长环境监测方面的技术就绪指数（TRL）为4-5，能有效减少粮食作物在生长和储存过程中的报废率和损失。在未来的两年里，该公司计划在中国开展产品推广试点。

目前，这项技术正在商业化落地过程中，RoboScientific公司期待能与更多的国际合作伙伴协力推广这项技术。

合作机会：
寻求对以下几个方面感兴趣的中方合作伙伴：
• 对此项技术的商业化过程进行投资；
• 在中国和亚太地区分销该公司的系列产品；
• 能够帮助该公司加快植物（蔬菜与水果）生长环境监测仪的开发与商业化进程，并能将这项技术扩展应用到其他方面的科研型合作伙伴。

联系人：
本·柯蒂斯（Ben Curtis）
电子邮箱：ben@roboscientific.com
联系电话：+44（0）1353 865 312
推特账号：www.roboscientific.com
微信：BenCurtis55
Ridgeway酶联法测试研究有限公司

Ridgeway公司的专长包括三个方面：

1. 牲畜生育管理，尤其擅长乳制品行业
2. 家畜家禽的实验室诊断与培养
3. 专注兽医用品和饲料添加剂方面的合作研究

该公司正在为全球65个国家提供越来越多的牲畜健康诊断测试产品。

孕酮快速检测(P4 Rapid)是一项现场测试牛乳孕酮水平的方法，它准确、迅速、成本低且操作简单，可有效鉴定母牛所处的发情期阶段和受精准备情况，从而帮助农民培养出产量和利润更高的牛群。

孕酮的酶联免疫吸附试验(ELISA)可为农户提供育种辅助。通过检测牲畜乳汁、血浆和血清中的孕酮水平，有助于农户（以及兽医和相关科研人员）判断家畜（奶牛、母猪、母羊、母马）处于发情期的哪个阶段，由此推断最佳受精时间，及时发现动物的早孕指征和卵巢囊肿病症。

Ridgeway公司在欧洲已有较高的名气和影响力，目前正在努力拓展国际市场网络，希望在中国和亚太地区寻求合作伙伴和潜在客户。

合作机会：

• 寻求对孕酮快速检测(P4 Rapid)进行市场开发和销售感兴趣的中国合作分销商；
• 寻求希望在欧盟进行兽医药品和饲料添加剂商标注册的中国公司。

联系人：
彼得·霍尔兹沃思（Peter Holdsworth）
电子邮箱：enquiries@ridgewayscience.co.uk
联系电话：+44 (0) 7968 696 683
推特账号：www.ridgewayscience.co.uk
微信：54786029

Ridgeway酶联法测试研究有限公司
Quantech was established in 2004 by Dr. Sam Hoste, who had previously worked at three different animal breeding companies, leading the genetic, technology and software teams. The company’s mission is to work with the scientific community and industry to develop and commercialize products and solutions that can improve livestock productivity and sustainability.

The company’s core technology involves genetics, data science, and digital recordkeeping, as well as digital agriculture, sensor technology, earth observation, image analysis, and the Internet of Things, all aimed at increasing productivity and sustainability in livestock farming. Quantech has strong business management and leadership capabilities, and a strong technical expertise specializing in pig, sheep, cattle, poultry, aquaculture, and dairy, making them an ideal partner for businesses.

We have a track record of success in integrating the complete supply chain, with several notable examples, such as a regional pig health cooperation program that brought together farmers, transporters, processors, veterinarians, and pork retailers in the UK. Many of the relationships formed in the program have continued to today.

**Partnership opportunities:**

- **Genetics:** Using sensor, IoT, and image analysis technology to collect phenotypic data on livestock, animal health and mortality.
- **Crop and feed traits:** Measuring crop and feed properties using ground sensors, earth observation, and scientific modelling to predict.
- **Animal health:** Providing farmers with the valuable animal health information to make better decisions on their farms. Partnership opportunities include animal health pen diagnostics, livestock health new testing methods, and mobile information display for livestock health.

**Agriculture Digitalization:**
We welcome discussion and sharing of information and knowledge to optimize agricultural decision making.

**Industry Digitalization (ID):**
We are looking for partners interested to explore industry digitalization opportunities in the agri-food sector, particularly in meat.

**Food Traceability:**
We are interested in exploring collaboration opportunities in meat traceability and validation.

**Contact Us:**
Dr. Sam Hoste (Sam Hoste)  
Email: sam@qtsuk.co.uk  
Tel: +44 (0) 7981 961 062  
Website: www.quantechsolutions.co.uk  

Sam Hoste

Quantech Innovation Farm Solutions
Multibox昆虫饲料有限公司采用创新型昆虫培养技术从食物垃圾中“变废为宝”，为复合饲料市场生产供应昆虫蛋白与昆虫脂肪。黑水虻的幼虫以食物残渣为食，将这些营养丰富的幼虫们加工成蛋白质和脂肪产品，可用作传统牲畜饲料替代品。Multibox公司正在与英国巴斯大学、约克大学以及布里斯托大学机器人实验室的顶尖科研人员合作，一同开发公司的核心技术和昆虫农场养殖系统。

目前，该公司正在英国建立第一个具有商业规模的昆虫养殖农场，并积极寻求相关供应商、技术合作伙伴、投资者和客户群。其愿景和目标是成为一家能提供实用价值的循环经济公司。利用自主研发的技术，该公司有信心为鱼类饲料市场生产出价格合理、质量上乘的昆虫蛋白，并制作出可以用作猪和家禽饲料添加剂的昆虫脂肪。这一技术具有高度的可延展性和可持续性，为当今日益增长的粮食需求提供了优质的解决方案。

合作机会：
• 寻求可以资助该公司开发首个商业性昆虫养殖农场的投资；
• 可为该公司最终成品的终端用户提供样品，在牲畜和其他各类养殖系统中进行试点试用体验；
• 寻求可为该公司世界级昆虫养殖系统技术申请相关许可的合作伙伴；
• Multibox公司愿与产生大量食物垃圾的食品饮料制造商进行合作，希望能先试用潜在合作商提供的食物垃圾和其他副产品，以了解它们是否适用于喂养昆虫。通过使用废弃垃圾来养殖昆虫，将负担转化为可观的收入来源。

Multibox昆虫饲料有限公司

联系人：保罗·赖特（Paul Wright）
电子邮箱：Paul.wright@multibox.farm
联系电话：+44 (0)7889 728 172
公司官网：www.multibox.farm
LettUs Grow室内农场科技有限公司专注于室内农场灌溉和监控技术研发。该
公司提供新兴的气耕栽培系统和农场管理软件，具备进行高价值科研的能力。
这些综合优势让LettUs Grow公司成为当今快速发展的室内和垂直农场市场中
技术供应商的首选。

使用LettUs Grow公司正在申请专利的气耕栽培技术和自主研发的农场管理软
件Ostara™后，与水耕栽培法相比，作物产量提高70%。该栽培技术采用细密
水雾浇灌作物根部，为根部呼吸提供更多的氧气，从而刺激植物更快生长，改
善作物风味，与传统农业种植法相比，可节约95%的用水量。农场管理软件
Ostara™通过自动化数据收集、农场运营规划工具以及对农场网络收集的数据
进行云优化等，让室内农场主们能够更加轻松地管理自己的农场。

总体来说，该公司所研发的这种气耕栽培技术易用、高效且具有可持续性，能
够让垂直和温室农场实现持续高产。

LettUs Grow公司获得了英国创新署资助，并在2018年的“国际绿色科技挑战
赛”(International Green Challenge Competition)中进入前五强，同时
也通过英国数字弹射中心(UK Digital Catapult)旗下的物联网促进项目与该
机构展开密切合作。

合作机会:
- 希望与寻求在降低运营成本的同时实现产量和利润最大化的现有或新兴室
  内农场机构展开合作；
- LettUs Grow公司的试点项目中目前仍有三个合作商位置的空缺，正在寻找
  能够让该公司的气耕种植床和农场管理软件Ostara™在食品生产、农业
  科研以及医疗环境中进行试点的合作伙伴；
- 在LettUs Grow公司气耕栽培技术的许可申请方面进行合作；
- 与传感器制造商和数据专家展开合作，一同在农场设施中创建高度密集
  的传感器网络；
- 与印刷电路板、印刷电路板组件以及塑料零件的制造商和装配厂建立战略
  性的长期供应关系。

LettUs Grow

联系方式:
查理·盖伊(Charlie Guy)工程硕士(荣誉学位)
电子邮箱: charlie@lettusgrow.org
联系电话: +44 (0) 7854 053 045
公司官网: www.LettUsGrow.org
伊万斯与皮尔斯作物存储加工有限公司

创立于1968年，在批量农作物加工、通风和长期安全储存方面拥有50余年的经验。该公司提供的一系列作物冷却和调节系统使用周围环境中的新鲜空气来为作物通风，可有效防止昆虫和霉菌对长期储存的农作物的质量和最终价格造成不良影响。目前在一些国家，由于对通风的忽视，作物储存损失高达50%，而该公司的通风系统可显著减少存储期间的作物报废率，从而有效提高粮食安全保障和粮食利润。

伊万斯与皮尔斯公司的粮食通风和储存系统低成本高效益，操作灵活简单，无需专业安装。此外，通过系统配套的现场操控与远程云端控制“双控合一”的模块化控制面板，可轻松实现自动通风循环。

目前，该公司产品出口欧洲、美国和新西兰，帮助各国种植从业者在多种不同的环境下安全储存各类作物。随着当今全球人口的快速增长和对食品供应需求的不断增加，相信该公司的谷物通风和冷却系统在众多新兴市场中具有巨大的发展潜力。

合作机会：
• 为该公司的作物调节和监控系统寻求研发合作伙伴；
• 寻求需要可行的粮食质检指导方针和作物通风调节系统来成功地长期储存农作物的粮食质量审核机构；
• 寻求从事设计、建造和管理作物储存设备但仍需要通风系统方面专业知识的合作伙伴；
• 寻求需要生成作物储存效率曲线走势供粮食质量审核机构参考的大型作物加工存储工厂；
• 寻求从事木屑、农业肥料等其他产品安全储存经营的合作伙伴。

联系人：罗伯特·怀特（Robert White）
电子邮件：rob@evansandpearce.com
联系电话：+44 (0) 1935 850 750
公司官网：www.evansandpearce.com
Climate Edge智能气候监测有限公司

专注于实现与推广气候智能型农业。该公司的产品专为新兴市场的农业机构而打造，目前专注于为种植经济作物的小型农场提供服务，特别是土豆、茶叶、咖啡豆和咖啡这些作物的种植户。

该公司与世界领先的农业专家合作研发了一款低成本的小型智能气象站和农场气象监测软件（Farm Tracker）。这款软件可提供实时气象数据，使农民能及时做出正确决策，并针对农场情况采取最合适应对措施。此外，该公司开发的应用程序拥有包括农药应用指导、灌溉要求提醒以及智能气候适应调节在内的多种优质功能。

Climate Edge公司的远程气象站能够在各类极具挑战性的环境中正常工作，并同时监控多个区域的农场状况。同时，该公司的农场气象监测软件（Farm Tracker）让农场气候和作物监控管理变得更加简单高效，帮助农民降低种植过程中的风险并减少气候因素所带来的威胁，从而提升作物产量和收成利润。

Climate Edge公司是世界银行资助项目“数字农场”的合作机构之一，这一项目旨在通过整合多个数据来源，提供有关如何适应和应对具体气候挑战的个性化信息，帮助小型农户对抗各类农业气候风险。

该公司即将与英国著名的詹姆斯·赫顿研究所（James Hutton Institute）展开合作，专注于有关提升土豆质量和产量的研究。

合作机会：
• 寻求希望将研究成果应用于小型农户种植中的合作科研机构；
• 寻求对提升作物（尤其是土豆、香蕉和咖啡豆）产量和/或质量感兴趣的供应链合作伙伴；
• 寻求希望改善作物种植状况的农业机构合作伙伴。

联系人：
詹姆斯·奥尔登（James Alden）
电子邮箱：james@climate-edge.co.uk
联系电话：+44 (0) 7714 523 869
公司官网：www.climate-edge.com
微信：JamesAldenCE
当今的消费者都希望买到安全且不受任何细菌污染的新鲜水果、蔬菜和沙拉等。集中饲养的鸡或其他家禽需要干净的水源来保证并维持它们的健康生长，以确保产出优质的肉类消费品。园艺和农业种植的传统灌溉水源大都来自河流、溪水、水井和水渠。这些天然水源只能通过取样送去专业实验室来检测水质和微生物含量，而这些实验室通常非常遥远、收费昂贵且检测过程缓慢。

Brightwater水质检测有限公司提供了一种创新型水质微生物检测科技来解决这一难题，让园艺师和家禽养殖户能够轻松掌控所用水源的水质。

该公司的水质检测系统操作简单，即使不是水质检测的专业技术人员也能够在自己的农场上轻松完成这项工作，无需任何专业知识或技术资质。24小时之内即可获得水质定量检测结果，便于农民及时采取所需的补救措施，将经济和声誉损失降到最低。总体来说，这套水质检测系统方便快捷、易于操作、结果可靠，可谓是超值划算之选！

该公司的专利申请近期获得了欧洲专利局审批。同时，它也在全球其他主要市场进行着相应的专利申请。此外，这一公司已成功与许多园艺公司合作完成了实验室和实地试验。合作机会：
• 利用该公司的知识产权继续开发能够满足中国和亚太市场的全新水质检测系统。潜在合作对象倾向于拥有强大生产制造和分销能力的技术主导型企业；
• 合作开展科技研究，探索通过改进化学试剂和先进光电系统来缩短水质检测时间（Time-To-Result）的方法；
• 积极与已在中国和亚太地区供应水质检测设备并且在园艺和农业领域寻求产品系列拓展的公司签订分销协议。

联系人：
斯蒂芬·冈德里博士（Dr Stephen Gundry）
首席执行官
电子邮箱：stephen.gundry@brightwater-diagnostics.co.uk
联系电话：+44 (0) 7722 404 670
公司官网：www.brightwater-diagnostics.co.uk
微信：wxid_ytdfiprrq5x112
Biotechnica生物农学有限公司创立于1993年，专注研发用于农业、园艺和运动场草坪的创新生物产品。该公司是英国最大的农用海藻提取物产品生产商，这些产品可广泛应用于农业和园艺作物。对于遭受土壤贫瘠、营养匮乏、极端恶劣天气和干旱等环境因素影响而产生巨大生长压力的作物，海藻提取物的效果尤其显著。

Biotechnica公司生产并销售的生物刺激剂和生物肥料种类范围之广可称得上是全球佼佼者，既有品牌产品也有定制配方产品。该公司的农用产品在提高作物的非生物因素抗逆性、质量及产量方面有着显著效果。经验证，可使土豆、无核水果等高价值作物的产量提升14%左右。

Biotechnica公司的技术团队专注于为终端用户带去能提供投资回报的农用产品，致力于帮助农民和其他种植者在维持并提高作物产量和质量的同时减少对化学类农业药剂和肥料的依赖。

Biotechnica公司已建立起一个全球性的合作伙伴关系网，将产品销往全球各地。

合作机会：
• 寻求能够帮助展示和证明该公司产品对众多在中国广泛种植的作物有显著功效的技术型合作伙伴；
• 寻求能够帮助该公司在中国和亚太地区进行产品注册和产品商业化的商业合作伙伴。

Biotechnica生物农学有限公司

联系人：萨曼莎·布朗（Samantha Brown）
电子邮箱：Sam.brown@biotechnica.co.uk
联系电话：+44 (0) 7771 605 667 / 1780 433 010
公司官网：www.biotechnica.co.uk
微信：wxid_xopoih6wwrs412

Biotechnica生物农学有限公司
AminoA生物刺激剂有限公司是一家专注于作物营养液的生物科技公司。该公司独家配方的高品质氨基酸生物刺激剂产品具有广泛的生物活性，并含有植物在整个生长周期合成的所有必需氨基酸。

将该公司的生物刺激剂产品与其他农用化学制品结合使用，并在生长周期的任何阶段施用于氨基酸合成尚未达到最佳水平的植物或农作物上，可有效提高产量5%-15%(具体涨幅取决于植物种类)，并能显著提高易腐烂蔬菜水果的整体果实质量并大大延长它们的保质期。

AminoA公司的产品是纯天然的，适用于生态有机种植系统。同时，它的产品有助于限制不良生长环境给植物带来的压力和影响，提升产量和利润，减少农药的使用，并能够更好地维护脆弱的土壤生态环境。

AminoA公司的产品正吸引着全球的目光，在欧洲、印度和南美均有长期合作伙伴。它正与欧洲的合作伙伴一起参与一个种子处理研发项目，并非常希望能继续拓展公司的国际合作网络，进入中国和亚太地区市场。

### 合作机会:
- 合作研究并试验可用于作物营养液和种子处理剂的全新化合物和产品;
- 持照合作生产AminoA旗下产品;
- 在中国分销AminoA公司产品

### 联系人:
### 理查德·菲利普斯 (Richard Phillips) 董事总经理

### 电子邮箱:
richard@aminoa.co.uk

### 联系电话:
+44 (0) 1633 894 300

### 公司官网:
www.aminoa.co.uk

### 微信:
AminoALtd
作物喷洒系统有限公司是一家屡获殊荣的农业科技公司，拥有颠覆传统种植方法的革新性农业喷洒系统，可在全球任何角落实现有机优质主食作物（如土豆、小麦和大米）的可持续生长，并将对环境的影响和种植者的风险降至最低。该公司的作物喷洒系统成功克服了当今农业的众多局限和挑战，为各地带来可靠的粮食安全保障。

这一智能无土栽培作物维护系统专为大面积种植而设计，就连受到污染和腐蚀的土壤（甚至是碱性土和盐渍土）以及地形起伏和非耕地土壤也同样适用。它利用自身独特的气耕栽培系统，用富含水和营养的雾气（与普通水雾和喷雾不同）去滋养植物的根部和茎叶，从而有效控制种植环境和作物生长状况。与传统农业喷洒方法相比，该系统不含任何有害化学物质并且只使用极少量的农业肥料，节约了95%的用水量，作物产量提高了至少一倍。

合作机会：希望在未来，中国的科研机构、农业中心和产业合作伙伴能够大规模开发、测试并生产作物喷洒系统的核心技术产品：
• 在工业喷墨打印头技术的基础上研发而成的作物营养雾生成系统；
• 为极端天气和非正常气候条件下作物生长提供保护和最佳生长环境的低成本悬挂式作物种植管；
• 基于该公司经过独特农学工程设计的营养雾研发出的一系列作物生长促进技术，可让作物产量再上涨两倍；
• 寻求在全面开发并经过有效验证之后有兴趣将该公司技术商业化并为它们申请许可证的合作伙伴。

联系人：
迈克尔·鲁吉尔（Michael Ruggeri）
电子邮箱：michael@airponix.com
联系电话：+44 (0) 7496 544 975
公司官网：www.airponix.com
微信：FeedTheWorld
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www.multibox.farm
江苏省农业科学院
江苏省农业科学院是由省政府直接领导的综合性农业科研机构，前身为1931年国民政府创立的中央农业实验所，是我国最早按照现代农业科技创新组织架构建立的农业科研院所，在我国农业科技发展史上具有重要地位和深远影响。新中国成立后，历经华东农科所、中国科学院江苏分院等历史时期，1977年更名为江苏省农业科学院。

江苏省跨国技术转移中心
江苏省跨国技术转移中心2008年在江苏省对外科学技术交流中心基础上挂牌成立，是江苏省科技厅下属的专职开展跨国技术转移工作的事业单位，旨在推动海外优质创新资源向江苏集聚，服务江苏企业国际创新合作需求，促进海外先进技术项目的落地实施，提升江苏产业创新能力开放合作水平。

主要业务内容：
• 收集、评估海外先进、适用的科技成果，提供跨国技术转移的中介服务，促进海外先进技术成果在江苏实现产业化；
• 打造全省跨国技术转移服务网络和业务支持平台，开展与全球知名研发机构和技术转移机构的合作；
• 做好项目对接、技术评估、知识产权等服务工作，协助企业参与中外政府间产业研发合作计划；
• 利用跨国技术转移服务平台和手段，为我省园区和企业“走出去”开展国际科技合作提供相关支持和服务；
• 围绕跨国技术转移业务策划和组织相关的境内外技术交流、研讨和展览等活动。

定州国家农业科技园区
2018年11月，定州国家农业科技园区入选通过验收的国家农业科技园区名单。河北定州国家农业科技园区围绕循环畜牧和生态苗木、农产品物流加工三大主导产业，力争到2020年建成辐射华北、服务全国的农业科技集成区、科技企业孵化器、技术培训新平台和现代农业增长极。

模式：一区多园
核心三园：循环农业、生态农林、农产品加工
规模：入驻企业383家，知名品牌48个
产业链：畜牧、苗木、农牧机械、深加工

上海市外国投资促进中心
上海市外国投资促进中心是上海市唯一一家市级双向投资促进机构，隶属于上海市商务委员会领导。中心总部位于上海，在洛杉矶、大阪、伦敦、法兰克福、哥德堡、布拉格、新加坡、新德里、曼谷和迪拜设有海外代表处，致力于为国内和海外投资者提供全面和专业服务，帮助他们在当地和全球做出最佳投资决策。中心根据上海市经济发展目标，支持投资者参与上海产业升级，积极加入上海国际经济、金融、贸易、航运、科技创新“五个中心”建设。
中国国际技术转移中心

主办单位：中国国际技术转移中心

为推动北京成为全球原始创新策源地和全球开放创新的核心区，在科技部和北京市人民政府的指导下，2012年3月北京市科委与海淀区人民政府共建中国国际技术转移中心（以下简称“CITTC”）。作为首个国家级技术转移促进机构，CITTC始终致力于通过搭建市场化的国际技术转移专业服务平台打造对内带动、对外引入，链接国内外创新活动的国际技术转移枢纽。形成了面向全球的技术转移集聚区，为促进中关村地区产业转型升级、支撑全国科技创新中心建设。逐步完善市场化、国际化、专业化服务体系，加速国内外高端科技成果的转化和落地。

中国农业科学院

中国农业科学院成立于1957年，是国家综合性农业科研机构，担负着全国农业重大基础与应用基础研究、应用研究和高新技术研究的任务，致力于解决我国农业及农村经济发展中基础性、方向性、全局性、关键性的重大科技问题，在推动农业科技创新、服务地方经济、培养高层次科研人才、促进国际科技交流与合作等方面发挥重要作用。

中国农业科学院以“追求卓越、服务社会”为宗旨，围绕国家农业科技发展需求，开展科技创新和科技服务，为推动农业科技进步和产业发展提供有力支持。目前，中国农业科学院已发展成为拥有34个直属研究所、超万名职工、在国内外有重要影响力的国家级综合性农业科研机构。形成了作物、园艺、畜牧、兽医、资源与环境、工程与机械、质量安全与加工、信息与经济等8个学科集群、130多个学科领域、300多个研究方向的学科体系。

北京技术交易促进中心（欧洲企业网北京站）

北京技术交易促进中心直属于北京市科学技术委员会，是中国国际技术转移中心的建设运营单位、国家技术转移示范区建设的主要承担单位，是欧洲企业网北京站。曾荣获首批国家技术转移示范机构、中国技术市场金桥奖、国家国际科技合作基地等多项荣誉。

中心以“提供规范优质的创新创业全程服务”为使命，为政府、企业、高校院所等提供专业化服务，搭建了对接国际创新资源与国内创新机构和产业需求的服务平台，利用全球科技创新资源提升企业自主创新能力。中心曾多次成功举办中国（北京）跨国技术转移大会、中意创新论坛，逐步发展成为北京国际技术转移和科技创新的高端品牌。
主办单位
英国创新署

英国创新署(Innovate UK)是英国政府设立的创新机构，致力于支持英国企业创新技术、开发创意等商业化，促进经济发展。工作职能包括，通过与企业合作降低创新风险，支持赋能创新，推动企业发展；帮助企业对接合作伙伴、客户和投资人，帮助他们将想法转化成可商业化产品和服务，促进企业成长；资助商务、研发合作，加速企业创新进程，促进企业研发投入；支持范围包括所有经济部门、价值链和英国地区的企业。

欧洲企业网

欧洲企业网(EEN)由欧盟委员会创立，由1987年成立的欧洲信息中心和1995年成立的欧洲创新中心于2008年合并组成。旨在为中小企业提供技术创新、成果转化、经贸支持等服务的机构，是全球覆盖范围最广、影响力最大的服务平台。欧洲企业网覆盖全球60多个国家，拥有600多个技术转让与商业合作组织。

欧洲企业网英国站

欧洲企业网英国站(EEN UK)是英国创新署“联络战略”的重要构成部分，为企业提供必要的支持、资助与合作机会，帮助企业提高创新能力，拓展国内外合作渠道，解决创新商业化过程中遇到的问题。EEN UK业务范围涵盖全球，致力于为寻求联合研发、技术转移和商业合作的企业提供服务。

英国驻华大使馆

英国驻华大使馆主要致力于扩大英国的利益，增进世界各国更紧密合作，特别是在发展英国与中国之间的贸易与投资往来，加强两国在政治、经济、文化、国防等领域的联系，提供快捷公正的签证服务，为英国公民提供有效外交保护，同时与中国政府在国际发展的共同目标上进行合作。

工作涵盖了各种不同的领域，包括从维护国际安全到加强双边经济繁荣，从建立更加稳固的民间交流到为在中国的英国公民提供协助。
活动议程（2019年3月11日-15日）

2019年3月11日（星期一）
北京: 英国驻华使馆
联合主办: 英国研究创新中心、英国驻华使馆科技与创新处和中国国际技术转移中心
—
中国商务环境报告 (仅英方参会代表)
—
项目路演: 全球商业创新计划企业代表、N8农业食品研究联盟、诺丁汉大学
—
中英企业对接会

2019年3月12日（星期二）
河北: 定州国家农业科技园区
联合主办: 河北省科技厅、定州市人民政府和中国国际技术转移中心
—
定州国家农业科技园区介绍
—
项目路演: 全球商业创新计划企业代表
—
中英企业对接会
—
企业调研

2019年3月13日（星期三）
北京: 中国农业科学院
联合主办: 中国国际技术转移中心和英国研究创新中心
—
中国农业科学院介绍，农业科研活动和合作项目交流
—
参观并与产业代表和科研人员交流
—
企业调研

2019年3月14日（星期四）
南京: 江苏省农业科学院
联合主办: 江苏省科技厅和江苏省跨国技术转移中心
—
江苏省农业科学院介绍，农业科研活动和合作项目交流
—
项目路演: 全球商业创新计划企业代表、N8农业食品研究联盟、诺丁汉大学
—
中英企业对接会
—
企业调研

2019年3月15日（星期五）
上海: 金山工业园区
联合主办: 上海市外国投资促进中心
—
金山工业园区介绍，农业科研活动和合作项目交流
—
金山工业园区参观
—
中英企业对接会
—
交流晚宴
英国农业前瞻

到2025年，全球农业科技行业的总价值预计超过1360亿英镑（约11875多亿元），其中自动农耕设备市场超过1290亿英镑（约1126多亿元），精准农业市场超过70亿英镑（约611多亿元）。

英国拥有众多卓越的高科技农业初创企业，具备开发这些高速增长新兴市场的绝佳优势。

在英国拥有大量业务的全球性农业科技公司包括先正达集团（Syngenta）、拜耳作物科学公司（Bayer Cropscience）、联合利华（Unilever）、JCB挖掘机有限公司、凯斯纽荷兰环球公司（Case New Holland）、空客（Airbus）微软（Microsoft）和IMB。还有众多较少涉及农业技术领域的科技公司，如

除了上述国际大型企业，英国也有许多充满活力、快速成长的中小型高科技企业。

英国农业技术中心

政府、企业、学术机构特别合作建立的四个农业技术中心构成了英国农业科技领域的蓝图：

• Agrimetrics农业计量中心——全球首个农业食品大数据中心
• 农作物健康与保护中心（CHAP）——专注于保护农作物、微生物和土壤不受虫害、病原体和杂草侵害，避免不必要的经济损失。
• 家畜卓越创新研究中心（CIEL）——欧洲最大的应用动物研究部门，汇集12家全球领先学术机构，专注为猪、家禽、羊、牛养殖部门以及乳制品产业提供科学的解决方案。
• 精准农业工程创新中心（The Agri-EPI Centre）——引领全球精准农业科技，参与多个中国、新西兰和巴拉圭的高端农业项目。

在严格保密的基础上，上述所列农业技术中心愿与国际公司和科研机构展开合作，共同开发应用解决方案，一起攻克农业食品供应链产业中的现实难题。
英国农业科技概况

英国拥有享誉全球的农业科研和创新生态系统。从种植到最终零售、餐饮，英国整个农业食品供应链利用全国71%的可用土地资源，雇佣劳动力占全国就业人口的13%，产业附加值占国家总附加值（GVA）的7%以上，对国家经济的贡献高达1120亿英镑（约9779亿美元）。农业产业规模远远大于本国航空航天和汽车产业。

前沿的应用科技以及现有卓越中心与产业之间的有效合作使得英国能够自信迎接全球挑战并开拓国际市场。英国农业不断将创新科技商业化，并持续推进食品和农业系统研发。

近年来，英国在动植物育种、遥感技术、天气预报以及数据使用这几个方面取得了重大技术进步。日益富裕的新兴经济体、气候变化、有限资源（如土地、水和能源）的可持续利用等全球性因素正在为英国的科技创新创造重要机遇。

当今大部分成功的农业食品公司都是卓越的创新者，其中一个典型的例子便是英国的浆果产业——它将研究创新与隧道式温室大棚、桌面种植系统、计算机化施肥/灌溉系统等新兴农业技术相结合，提升了浆果质量和产量，也增加了利润。

英国目前正在积极寻求国际研发合作伙伴，一起携手继续开发和推进该国的农业科技研究。

英国的研发实力与政府承诺

英国拥有诺丁汉大学、曼切斯特大学和利兹大学等众多一流大学，具有超高水平的农业科技专家和超高水平的科研能力。此外，英国拥有众多国家级农业科研机构，如洛桑研究所（Rothamsted Research）、约翰·英纳斯中心（John Innes Centre）、詹姆斯·胡顿研究所（James Hutton Institute）以及罗斯林研究所（Roslin Institute），为产业发展提供了世界一流的研发后备力量。

同时，贝尔法斯特女王大学被业界公认是拥有世界领先食品安全专业知识和科研储备的一流高等学府。

除此之外，以英国国际农业与生物科学研究中心（CABI）和英国诺丁汉大学为首的众多学术机构，以全球性科研工作站和中国分校等多种形式在中国常驻扎根，推动两国建立起稳固的科研合作关系，共同致力于两国的联合研究项目。
中英农业科技创新合作

2019年3月11日-15日