

Today's Presentation:

Horticulture in China

Horticulture in a broader sense

UK Nursery Stock post Brexit



The Iconography of a Chinese Garden



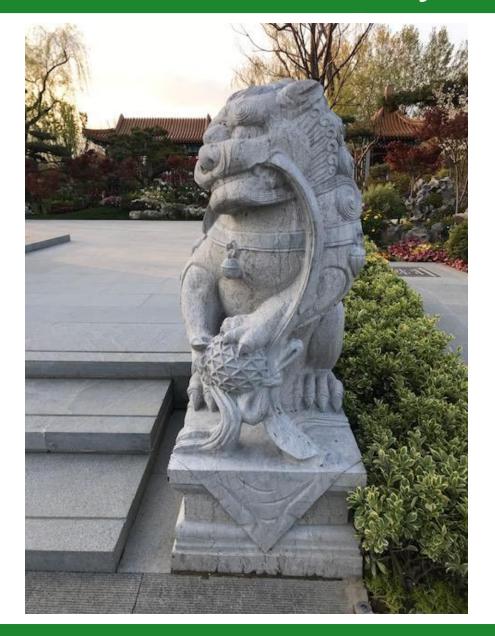
Doorway Drums







Doorway Lions







Auspicious Clouds!



Dragons (and their offspring)



Beijing Olympic Park





The vastness of China:

•1.4 Billion people!

Government is 'embedded' within companies

Reputation for a lack of respect for

Intellectual Property!



Horticulture in its Broader Sense

Other sectors of Horticulture are dominated by businesses far bigger than ours:

- Turnovers are massive, by comparison
- Business is global
- Innovation is key



Big Business Data







Big Business is...

- Global Taking advantage of local climate
- Taking advantage of local labour
- Adapting to local politics and government regimes



Will Nursery Stock move this way?

- Can our product be transported with such ease?
- Even if it could would biosecurity threats allow it to?
- Do our production methods have any appeal to Big Business?



Is change afoot?

- Will Large nurseries start to get larger?
- Will we start to see greater standardisation?
- Will we start to strive for 'Demand Forecasting'?
- Might Biosecurity start to drive some of this change?



Biosecurity

- The British Isles ARE a little different to the rest of Europe!
- Our Island Status gives us some degree of protection...
- And the opportunity to address issues other Europeans will have to accept
- Standardisation will allow data collection that will lead to better risk evaluation



Brexit!

- I see Pain ahead for the UK!
- •But concerns around Biosecurity DO make the UK government want to see greater UK production...
- That presents opportunities for our sector!
- The same might apply to Ireland!



The UK and the Future...

- The UK will adopt the new plant health regulations or something very similar!
- But we will then start to diverge from Europe in the way we interpret those regulations
- I believe we will always trade significantly with Europe...
- And that will quickly amount to 'A Deal'



