

# Nashi Annual Investment Plan 2021/22

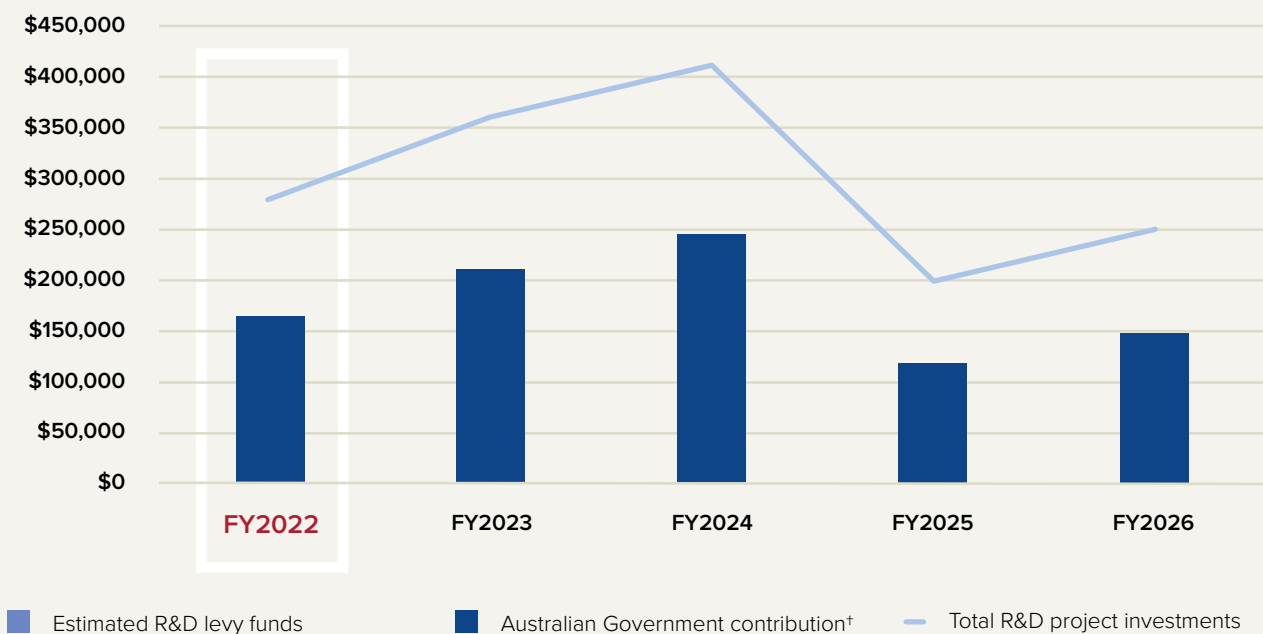


# The 5-year Strategic Investment Plan

The nashi Strategic Investment Plan (SIP) 2022-2026 provides a roadmap to guide Hort Innovation’s investment of nashi industry levies and Australian Government contribution, ensuring investment decisions are aligned with industry priorities.

Figure 1 provides an indicative overview of the Nashi Fund’s funding availability over the life of the SIP (FY2022-FY2026).

**FIGURE 1. INDICATIVE FUNDING** AVAILABILITY FOR THE NASHI FUND’S FIVE-YEAR INVESTMENT PROGRAM



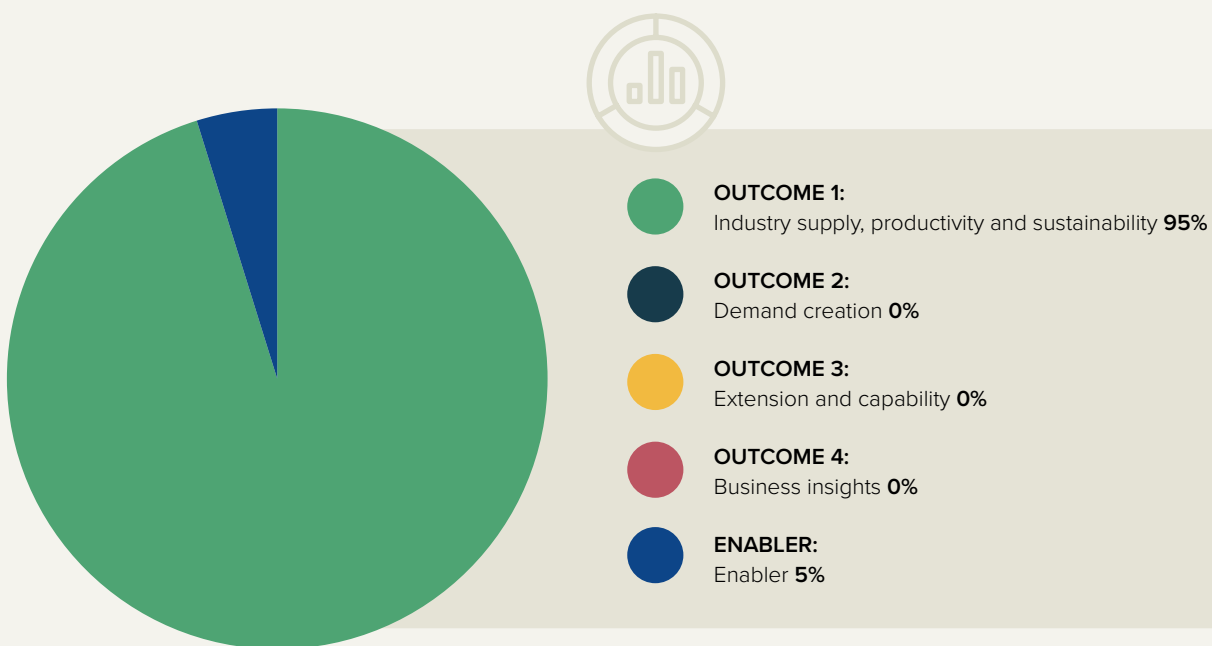
<sup>†</sup> Australian Government contribution is only applicable to the estimated levy funds for R&D.

# About the nashi Annual Investment Plan

Investment decisions in the Nashi Fund are guided by the nashi SIP 2022-2026 and prioritised based on potential industry impact, as well as availability of levy funds each year. Specific investments to address the SIP outcomes and strategies, and how they align with industry strategic priorities are outlined in detail through the nashi AIP each year.

Figure 2 summarises how the AIP will invest in the SIP outcome areas for FY2022.

**FIGURE 2.** NASHI STRATEGIC INVESTMENT PLAN EXPENDITURE ANALYSIS FY2022



**\$15,516**

THE **TOTAL AMOUNT COMMITTED FROM EXISTING INVESTMENT** IN THE NASHI FUND FOR 2021/22

# Nashi Annual Investment Plan in detail

The financial table on the following pages provides detail on current investments and how new investments will be made in the Nashi Fund in FY2022. Outcomes in the nashi SIP 2022-2026 are defined below for your reference when reading the financial table.

## Outcome 1 – Industry supply, productivity and sustainability

The Australian nashi industry has increased profitability, efficiency and sustainability through innovative research and development, sustainable best management practices and varieties.

## Outcome 2 – Demand creation

Demand creation supports the Australian nashi industry to develop existing and future domestic markets.

## Outcome 3 – Extension and capability

Improved capability and an innovative culture in the Australian nashi industry maximises investments in productivity and demand.

## Outcome 4 – Business Insights

The Australian nashi industry is more profitable through informed decision-making using consumer knowledge and tracking, and benchmarking.

## Enabler

Investments that support the delivery of the Strategic Investment Plan.

**TABLE 1. INDICATIVE ESTIMATES** FOR THE NASHI ANNUAL INVESTMENT PLAN 2021/22 AS AT **1 JULY 2021**

## RESEARCH AND DEVELOPMENT

	\$
<b>OPENING FUND BALANCE</b>	<b>862,623</b>
Levy income	–
Levy collection costs	–
Australian Government contribution	164,618
Other income	–
<b>TOTAL INCOME</b>	<b>164,618</b>

### Contracted R&D projects

Outcome	Strategy	Project code	Project title	Quarter 1 \$	Quarter 2 \$	Quarter 3 \$	Quarter 4 \$	Total \$
Industry supply, productivity and sustainability	Identify innovations that reduce the cost of thinning. (e.g., by leveraging tools and technologies from other industries)	NA20000	Cost effective thinning for Nashi (desktop evaluation and grower workshops)	5,371	9,398	–	–	14,769
Enabler	Enabler	NA20910	Industry Advice & Grower Consultation	747	–	–	–	747
<b>Contracted investment</b>				<b>6,118</b>	<b>9,398</b>	<b>–</b>	<b>–</b>	<b>15,516</b>

## Uncontracted new marketing investments

Outcome	Strategy	Project code	Project title	Quarter 1 \$	Quarter 2 \$	Quarter 3 \$	Quarter 4 \$	Total \$
Industry supply, productivity and sustainability	Identify/trial new varieties that may be more resistant/robust to scuffing and bruising and/or suited to waxing	TBC	Access to new varieties for Australian Nashi	–	–	–	–	70,000
Business insights	Increase industry alignment with quality and brand-positioning opportunities driven by consumer insights*	MT21004	Behavioural Data	–	–	–	–	6,000
Business insights	Increase industry alignment with quality and brand-positioning opportunities driven by consumer insights*	MT21003	Demand Spaces	–	–	–	–	–
Business insights	Increase industry alignment with quality and brand-positioning opportunities driven by consumer insights*	MT21200	Usage and attitudes	–	–	–	–	–
<b>Uncontracted new investment</b>								<b>76,000</b>
<b>Available for new investment</b>								<b>181,489</b>
<b>CCR</b>								<b>49,236</b>
<b>Projected end balance</b>								<b>705,000</b>

**Disclaimer:** All figures are indicative only and may change depending on milestone achievements and actual income and expenditure.

\* Foundational investments provide data and information that underpin the delivery of other SIP outcome areas and will be aligned to this strategy. Foundational investment areas include:

- Consumer behavioural data
- Consumer usage and attitudes, and brand health tracking data
- Impact assessments
- Trade data
- Crop protectant data.

## Financial table definitions:

**Opening fund balance:** Forecast opening fund balance

**Net levy income:** Net levy income/revenue that is generated and collected by levy revenue services (LRS)

**Australian Government contribution:** Amount of contribution from the Australian Government on R&D levy-funded expenditure

**Contracted investment:** Estimated value of contracted projects

**Uncontracted investment:** Represents the estimated dollar value that is available for potential new investments for industry subject to industry advice

**CCR:** Cost to implement and manage R&D and marketing investment programs for each industry

**Projected end balance:** Forecast of the anticipated final position of each fund

**Enabler:** Investments that support the delivery of the SIP

**Available for new investment:** Uncontracted projects and the figure indicated in the SIP as available for new investment

Find out more information on the Nashi Fund  
at [www.horticulture.com.au/nashi/](http://www.horticulture.com.au/nashi/)