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Developments in Precision Agriculture Use in Asia John Whitehead APAC Manager, Emerging Markets & Funded Projects Trimble Navigation Ltd. Asian **Irrigation Forum** 11-12 April 2012 • Asian Development Bank, Manila, Philippines

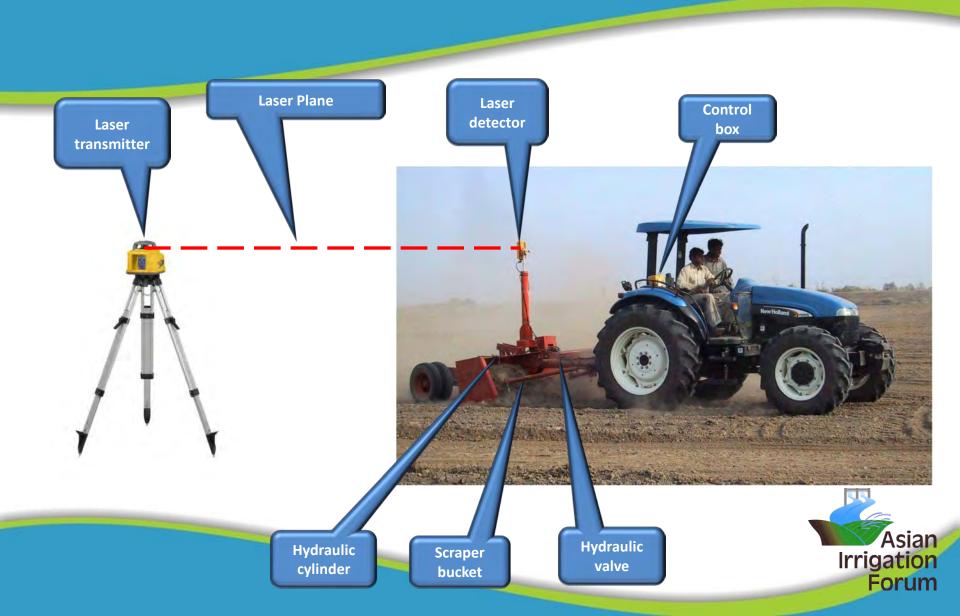


Laser Land Leveling

25-30% reduction in water20% reduction in manual labor

- + 20% reduction in fertilizer/seed
- = 20% Higher Yield & 20% Higher Income
- Over 5000 systems in operation in Asia today....





Old Investment Model

Subsidize procurement of tractors and leveling equipment in bulk

New Investment Model

Subsidize Operators & introduce top performing equipment

- supply-side competition (market mechanism) based on quality & price
- subsidy aligned with equipment purchase
- supports sustainability, and facilitates relationships between suppliers, operators and farming communities

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Nitrogen Management with Trimble GreenSeeker™

An optical sensor that utilizes NDVI

$$NDVI = \frac{\rho_{NIR} - \rho_{red}}{\rho_{NIR} + \rho_{red}}$$

Measures Crop Health

"LOCALIZES" Fertilizer Application

Develops a fertilizer response index according to NDVI value

Improves Nitrogen Use Efficiency and Yield





Nitrogen Management with Trimble GreenSeeker™

Scientists from Directorate of Wheat Research, GoI & leading agriculture research institutions found:

20+% Savings in Wheat crop

- Study in Northwest India suggests savings of over 50% in nitrogen with similar yield

25% Savings in Rice crop

 $\underline{
ho_{\scriptscriptstyle NIR}}$ – $oldsymbol{
ho_{red}}$

 $\rho_{_{NIR}} + \rho_{_{red}}$

NDVI =

Study in Karnataka State estimate savings of

Rs. 45 crore (US \$9 million/year for rice alone Asian

Additional Topic for Discussion

Financing Models

- Current subsidy programs are improving but cannot yet reach the poorest of the poor
- Microloans remain unobtainable in many regions where precision agriculture could be effective
- Does lease-financing make sense from the perspective of development institutions?



Thank You.

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