agramondis

Agramondis opportunity scan

Objective

To identify agricultural opportunities that meet investor objectives (financial, entrepreneurial and social) and are suitable for the local agro-climatic conditions.

Approach

1. <u>Identify investor criteria</u>: Work with clients through a structured approach to identify and confirm their investment criteria. Investment criteria may be
   - Financial, such as e.g. amount invested, payback time, return on investment, financial risk
   - Entrepreneurial, such as business model, management experience, management attention and other resources
   - Social, such as job creation, food security, women's economic empowerment.
2. <u>Initial product selection</u>: Identify 6 to 10 agricultural products with a high potential in the local market. The selection of products will be informed by their agro-climatic suitability, macro-level demand (national food balance sheets), client's preferences, client insights into local markets, ease of implementation (low-hanging fruits) and risk.
3. <u>Product scoring</u>: We'll score the selected products against a number of qualitative criteria that match the investor criteria, using a transparent scoring method. This will generate a profile and overall score for each product.
4. <u>Shortlisting</u>: We will discuss the scoring results with the client and select 3 to 5 products with the client that best meet their requirements.
5. <u>Roadmap</u>: We'll develop a 'high-level' roadmap, outlining how the shortlisted products can be integrated in a coherent farming system, including
   - Phasing of products over time
   - Indicative investment demand
   - Where relevant, indicative ratios of production (e.g. crop rotations or animal feed production on own farm)
   - Critical success factors and key uncertainties to be addressed before implementation.

Deliverables

1. Initial consultation
2. Investor criteria and scoring method
3. List of 6 to 10 initial agricultural products for analysis
4. Profiles of these products against the scoring criteria
5. Interim consultation
6. Roadmap
7. Presentation of results and short summary report

Next steps

This opportunity scan is intended to narrow the broad range of possibilities into a manageable number of opportunities. It does not replace a full technical and financial feasibility study or an investment memorandum (IM), which may be necessary as next steps and before drawing up an implementation plan. Figure 1 shows the decision processes for which documents may be required. Agramondis supports its clients all the way through project implementation and beyond, through farm management services.
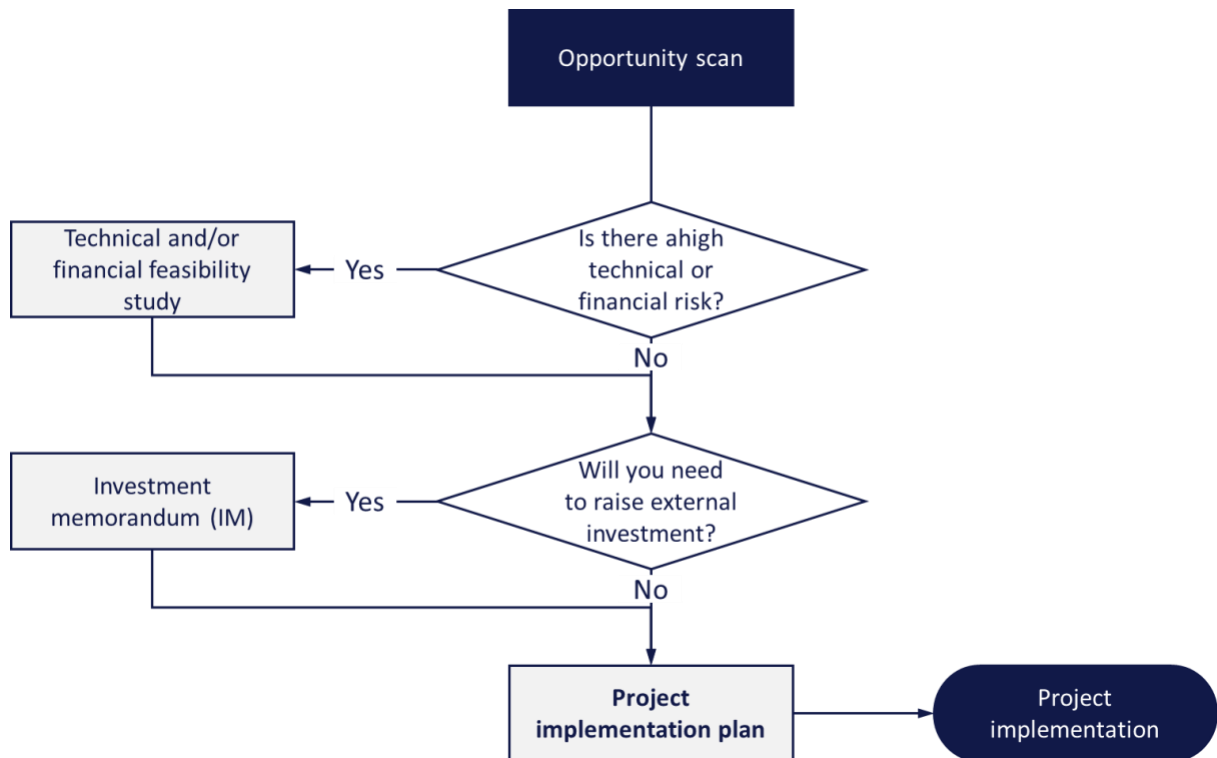

Figure 1: Next steps after completing this opportunity scan and before project implementation: Whether a feasibility study or an investment memorandum will be required depends on the level of risk and need for external investment.