

# Dedicated consulting for the agribusiness sector



## **Informa Agribusiness Consulting**

From inputs through producers and food manufacturers, to transport, bio-energy and policy, we are the only specialist agribusiness consulting group covering the whole value chain. Our timely, customized projects are backed up by trusted proprietary data, authoritative analysis and forecasts, helping you make critical decisions to seize key investment opportunities.

## **Feasibility Studies**

Processing and packing facilities require sizable capital investments, and companies have scarce resources to dedicate to any new business venture. Prior to entering a new business, it is important to understand the nature of the markets in which it will be operating, the expected financial returns and the risks that surround these expected outcomes.

A feasibility study addresses these issues. It provides financial metrics based on cash-flow projections and answers the question: Should my organization move forward with this project?

Informa Agribusiness Consulting has a deep understanding of the agriculture, renewable fuels and transportation industries, along with financial analysis skills. We leverage our proprietary data, analysis, forecasts, and information flow to provide unparalleled evaluation of the markets. This combination of experience, resources and skills is brought to bear in determining whether our clients' new business ventures have a sufficient likelihood of being feasible.

Additionally, on an as-needed basis, Informa Agribusiness Consulting can work with an engineering company to assess the technical feasibility of a new facility and add further depth to the financial analysis.





## Success stories

---

### Feasibility of a soybean-crushing facility

A study was conducted on the feasibility of establishing a soybean-crushing facility in the Western Corn Belt. Long-term projections were made of the supply/demand and prices of soybeans, meal and oil. Local availability of soybeans and the regional market for meal were assessed, and the issue of whether to include a refinery at the facility or sell the oil in crude form was considered. Ten-year financial projections were developed and feasibility metrics were calculated. An assessment of industry structure also was conducted, which informed multiple aspects of the study.

### Feasibility of a pork-packing facility

A study was conducted on the feasibility of establishing a new pork-packing facility in an Eastern Corn Belt state. Long-term forecasts of the hog and pork sector were constructed, the financial feasibility was determined, and the industry structure and related dynamics were evaluated.

### Due diligence and feasibility of a sugar refinery

Due diligence and market feasibility were conducted for a study of a proposed sugar refinery. A thorough analysis of the US sugar industry was conducted, and the economic impact and outlook for the new refinery were examined. The fundamental structural, economic, political, and trade issues related to the US sugar industry were considered, along with their implications for the long-term position and competitiveness of the proposed refinery.

### Feasibility and site selection for a multi-feedstock biodiesel facility

A feasibility and site-selection study was conducted to determine the financial outlook and optimal location for a multi-feedstock biodiesel facility in Canada. The study included the development of a 10-year financial model for several locations viewed as most attractive.

---

## Find out more about how we can help you compete.

Together with our clients, we have made a real impact in the agribusiness industry over the last few decades. Today, agribusiness is an increasingly volatile environment and the need to keep pace has never been higher.

Get in touch to see how we can help you compete and grow.

**North America:**

Tom Scott  
+1 (901) 766 4586

**Europe:**

Edward Oliver  
+44 (20) 701 75956

**South America:**

Richard Brostowicz  
+55 (11) 4504 1447

**Asia:**

Alena Barford  
+852 3757 9706

