

Agri^oF^oOCUS

Intelligence on Brazilian Agribusiness

ABOUT US

AgriFOCUS is a Brazil-based, agribusiness-focused (technical-economic) consulting and advisory firm catering primarily to clients in the financial and investment communities, globally. Potential clients include Private Equity Firms, Investment Banks, Financial Advisory Firms, Investment Boutiques, Institutional Investors, Project Finance Sponsors, Sovereign Wealth Funds, Individual Investors, and the like. On top of our expertise in the Brazilian Agribusiness, what really differentiates us is our clear understanding of the perspective (and objectives) of the financial investor; thus enabling us to act as an effective interface between the agribusiness and the financial/investment worlds.

SERVICES

AgriFOCUS' portfolio of services includes:

- M&A Due Diligences & Advice
- Economic Feasibility Studies
- Industry and Sector Analysis
- Strategic Analysis & Advice
- Business Plan Development
- Site Selection Studies
- Appraisal of Farmland and other Agricultural Assets
- Farmland (pre-purchase) Legal & Environmental Due Diligences
- Econometric Modeling: Projections, Simulations & Optimizations

...and covers the following Agribusiness sub-sectors:

Agribusiness Sub-sectors	Primary Production	Processing	Logistics	Marketing
Grains & Oilseeds	✓	✓	✓	✓
Sugar, Ethanol & Electricity Co-generation	✓	✓	✓	✓
Biodiesel	✓	✓	✓	✓
Biomass for (Dedicated) Electricity Generation	✓	✓	✓	✓
Forestry	✓	✓	✓	✓
Cattle & Beef	✓	✓	✓	✓
Farmland Investment Schemes				

TEAM

Carlos Sahad

Principal & Managing Director

With over 20 years of professional experience, Carlos' career has been entirely focused on the agribusiness sector where he has worked in different organizations and in various capacities primarily related to research, business intelligence & advisory, and strategic analysis. Some of the previous positions held by Carlos include Director of Projects & Consulting at AgraFNP (part of AGRA INFORMA LTD, the commodities and agriculture division of INFORMA PLC GROUP), Manager of Sectoral Studies at JBS-FRIBOI GROUP (the world's largest meat protein processor), and Food & Agribusiness Research VP Analyst at RABOBANK INTERNATIONAL USA (based at the NYC office).

Carlos is agronomist and has a Masters Degree in Agricultural Economics (with specialization in Agribusiness Management) from the OKLAHOMA STATE UNIVERSITY. He also holds a Certificate in Finance from the NEW YORK UNIVERSITY.

Expert Consultants

AgriFOCUS counts on a network of seasoned associated specialist consultants encompassing a broad spectrum of specialties within agribusiness. Following is the list of areas for which we have experts:

- Soil Science
- Agroclimatology
- Hydrology & Irrigation
- Grains & Oilseeds Production and Processing
- Sugarcane Growing
- Sugarcane Processing
- Sugarcane Products Marketing
- Biodiesel Feedstock Growing and Sourcing
- Biodiesel Production
- Biodiesel Marketing
- Forestry
- Cattle Raising
- Meat Processing
- Farmland & Agricultural Assets Appraisal
- Farmland Legal & Environmental Requirements
- Econometric Modeling

TRACK RECORD

Following is a list of some consulting assignments our staff was involved with in recent years:

- Technical-Economic Study aimed at defining the optimal agricultural use for a farm located in Northern Brazil, commissioned by a Brazilian investment bank;
- Technical-Economic Due Diligence of a Brazilian multi-unit Sugar & Ethanol company, commissioned by a major US investment bank;
- Technical-Economic Due Diligence of a multi-unit Sugar & Ethanol company (owned by major multinational agribusiness corporation), commissioned by a British private equity firm;
- Technical-Economic Due Diligence of a Brazilian multi-unit Sugar & Ethanol company, commissioned by a major US investment bank;
- Technical-Economic Due Diligence of an integrated cotton operation in western Bahia state, commissioned by a British private equity firm;
- Appraisal of Agricultural Assets of an integrated cotton operation in western Bahia, commissioned by a British private equity firm;
- Validation of Assumptions underpinning business model aimed at capitalizing on farmland value appreciation for a start-up company;

TRACK RECORD (Cont.)

- Appraisal of Agricultural Assets in Mato Grosso state for a start-up company willing to purchase farmland;
- Identification and Analysis of possible M&A targets for South Korean Group willing to enter the Brazilian Sugar & Ethanol sector;
- Identification of farmland price drivers and farmland price projections for 3 selected regions in Brazil, commissioned by a major Japanese corporation;
- Validation of Technical Assumptions connected with launching of a new business, commissioned by a leading Brazilian Sugar & Ethanol group;
- Assessment of Potential for Farmland appreciation connected with launching of a new business, commissioned by a leading Brazilian Sugar & Ethanol Group;
- Technical-Economic Due Diligence of jathropha-based integrated biodiesel production project located in Northern Brazil, commissioned by a US private equity firm;
- Technical-Economic Due Diligence of sugarcane-based ethanol project located in Northern Colombia, commissioned by a French Investment Bank;
- Definition of a series of Technical-Economic assumptions of various agricultural activities (to be used as inputs in financial models), commissioned by an integrated multinational energy company.

CONTACT

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