JUPITER PRIME
Consulting • Training • Advisory
جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

Agri-Food Project Appraisal and Yield-Price Modelling Training Course

28 March – 1 April 2027
Muscat

Agri-Food Project Appraisal and Yield-Price Modelling Training Course

Ref: 2306_86004 **Date:** 28 March – 1 April 2027 **Location:** Muscat **Fees:** 5500 GBP

Agri-Food Project Appraisal and Yield-Price Modelling is a 1-week training course for agricultural lenders and agribusiness investment analysts who test farm, orchard, poultry and processing proposals and build an agribusiness investment model. Volatile harvests, swinging commodity prices and costly irrigation and cold-chain assets make every agri-food loan or equity cheque a bet on biology and markets at once. Jupiter Prime Training offers this course on agri-food project appraisal and yield-price modelling.

Why Agri-Food Project Appraisal and Yield-Price Modelling Matters Now

Two forces shape agri-food investment today. Weather extremes widen the spread between good and poor harvests, so single-point yield forecasts mislead. Commodity and feed prices move with global supply shocks, squeezing processors caught between farm-gate and retail prices. A lender that models yield and price jointly sizes debt it can recover through a bad season; one that relies on a static budget meets covenant breaches at the first drought or price slump. The course rests on discounted cash flow DCF appraisal, the debt service coverage ratio DSCR and Monte Carlo scenario simulation.

Who Gains Most from Agri-Food Project Appraisal and Yield-Price Modelling

- Agricultural credit officers who structure seasonal and term facilities for growers and herders
- Investment analysts who screen equity stakes in farms, greenhouses and food plants
- Project finance staff who size debt for mills, dairies and packhouses
- Credit risk reviewers who challenge yield and price assumptions in proposals
- Agribusiness finance leads who present expansion cases to boards and funders

Rural lending desks and food-sector investment funds gain most when credit, project and risk staff attend together.

Agri-Food Project Appraisal and Yield-Price Modelling Capabilities

Participants leave able to turn agronomic and market evidence into a defensible financing case for a farm or food plant.

- Build crop and herd cash cycles linking planting, calving and harvest to cash needs — seasonal facility sizing
- Calculate yield-per-hectare and feed conversion scenarios — credit committees
- Apply price decks and hedging options to commodity exposure — treasury and offtake negotiations
- Design a project model for a processing plant with throughput ramp-up and working capital — project lenders
- Test debt sizing against drought, disease and price-slump cases — covenant setting
- Communicate investment cases — boards and co-investors

Key Agri-Food Project Appraisal and Yield-Price Modelling Terms

- Cash cycle — the time between spending on seed, feed or stock and receiving sale proceeds from the harvest or herd.
- Seasonal facility — short-term credit drawn before planting or fattening and repaid from that season's sales.
- Yield curve per hectare — expected output per area across years, by crop maturity and weather.
- Price deck — a set of assumed future commodity prices used to test a project under different markets.
- Debt service coverage ratio — cash available for debt service divided by scheduled interest and principal.
- Throughput ramp-up — the gradual rise of a processing plant's output from start-up to design capacity.

Agri-Food Project Appraisal and Yield-Price Modelling Day by Day

Day 1: Agri-Food Value Chains and Cash Cycles

- Farm-to-Fork Value Chain Mapping — Where Margin and Risk Sit
- Crop Cash Cycle Calendars — Timing of Input Spend and Harvest Receipts
- Livestock and Poultry Cash Cycles — Breeding, Fattening and Offtake Timing
- Seasonal Facility Structuring — Drawdown, Repayment and Crop Liens
- Farm Financial Statements — Biological Assets and Inventory Valuation Questions

Day 2: Yield and Production Modelling

- Yield-per-Hectare Histories — Normalising Good and Poor Seasons
- Orchard and Plantation Maturity Curves — Revenue Before Full Bearing
- Feed Conversion and Mortality Rates — Herd and Flock Output Forecasts
- Irrigation and Greenhouse Effects — Yield Uplift Versus Capital Outlay
- Agronomic Due Diligence Checklist — Soil, Water and Variety Evidence

Day 3: Commodity Price Risk and Offtake

- Commodity Price Decks — Base, Low and High Market Cases
- Futures, Forwards and Price Floors — Hedging Choices for Growers and Processors
- Offtake and Contract Farming Agreements — Volume and Price Certainty
- Input Cost Pass-Through — Feed, Fertiliser and Energy Margin Squeeze
- Crop Insurance and Weather Index Cover — Residual Loss After Disaster

Day 4: Processing Project Models and Debt Sizing

- Processing Plant Capex Schedules — Mills, Dairies, Packhouses and Cold Stores
- Throughput Ramp-Up and Utilisation — Revenue Build in Early Years
- Working Capital for Stockpiles — Raw Material Buying Seasons
- DCF, NPV and IRR Appraisal — Accept, Reshape or Decline the Project
- DSCR-Based Debt Sizing — Tenor, Grace Period and Sculpted Repayment

Day 5: Practising the Agribusiness Investment Model

- Cash Cycle Applied — Seasonal Draw Profile for a Grower Case
- Yield Scenarios Applied — Drought and Disease Downside Runs
- Price Deck Applied — Hedged Versus Unhedged Project Returns
- Monte Carlo Simulation — Probability of Covenant Breach
- Agribusiness Investment Model — Credit Paper and Board Recommendation

Applying Agri-Food Project Appraisal and Yield-Price Modelling After the Course

- Rerun one live farm or processing proposal with a low-yield and low-price case and compare the resulting DSCR with the approved figure.
- Draft a crop and herd cash cycle calendar for the seasonal lending book and align drawdown dates to it.

Agri-Food Project Appraisal and Yield-Price Modelling Questions FAQ

What is agri-food project appraisal and yield-price modelling, and why does it matter now?

It is the financial testing of farm and food processing investments using linked yield and price scenarios. It matters now because weather extremes and commodity swings make single-point forecasts unreliable for lenders and investors.

Which roles gain most from agri-food project appraisal and yield-price modelling?

Agricultural credit officers, agribusiness investment analysts, project finance staff and credit risk reviewers gain most.

How does agri-food project appraisal and yield-price modelling differ from an agribusiness costing course?

It looks forward at investment and debt capacity rather than at product costing and selling.

What do you bring back from agri-food project appraisal and yield-price modelling?

You bring back a working investment model for a farm or processing project with yield, price and DSCR scenarios.

Agri-Food Project Appraisal and Yield-Price Modelling: The Way Forward

The agribusiness investment model first informs how much debt a grower or processor can carry and on what repayment profile. Credit officers, investment analysts and risk reviewers use it in credit papers and fund memos. After the first harvest or production year, compare actual yields and prices with the scenarios and recalibrate the downside cases.