



IHS Markit®

Agribusiness Consulting

Expertise tailored to bring you results in the food and agriculture industry



Leverage our expertise to propel your organization forward

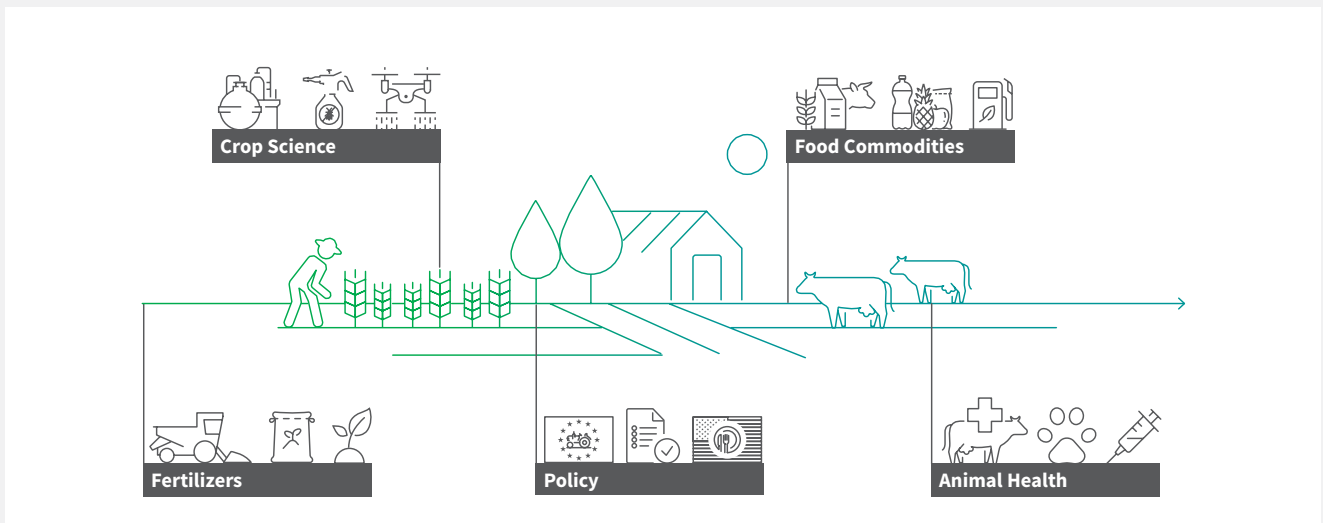


Complete value chain coverage

The Agribusiness industry extends from chemicals, machinery and fertilizers used as inputs into agriculture, to the commodities, food and byproducts that are an output of the agribusiness value chain, with policy, transportation, finance and regulation applied at every step.

Now as an extension of IHS Markit's Energy & Natural Resources services, Agribusiness' consulting group offers unrivalled expertise across the global industry that can offer your organization both the big picture as well as market-specific detail.

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



Unrivalled expertise

Our team of over 140 in-house consultants and analysts bring an unparalleled depth of understanding and expertise and have completed over 20,000 projects. Over 40 years of first-hand experience means we intuitively understand what matters most to your bottom line. We offer the specialist knowledge and the breadth of data you need to support successful engagements and drive real growth.

Navigate market shifts and capitalize on opportunities

Examples of how we have helped some of the biggest and most influential agribusiness organizations succeed



Long term forecasting

“Food 2040: The Future of Food and Agriculture in East Asia” looked at the drivers of change in East Asian food and agriculture, exploring and illuminating their plausible outcomes within a 30-year time frame. The study covers five core themes; consumer trends, competitive and regulatory landscape, food technology, agriculture and food distribution, and environment and resources. Key issues, driving forces, as well as potential implications and opportunities within each theme are explored and identified.



M&A due diligence

A pre-acquisition due diligence study of the oilseed crushing and biodiesel markets for the U.S., Europe, South America, China, India, Malaysia and Indonesia. The piece examines the structure of the market, the policy environment, the economics of crushing and biodiesel, oilseed availability in each country, as well as the ten-year supply/demand outlook of oilseed crushing and biodiesel production in each region.



Market study

A bankable market study on behalf of the Financial Arranger for a coal-based ammonia/ urea project in the United States. Coverage included U.S. and global market outlook, price and netback forecasts, a competitiveness review, an assessment of the off take contract and a review of the lenders’ financial model.



Risk management

The development of a Margin-at-Risk model to measure a client’s financial risk with their beef business, and construction of a Value-at-Risk model to monitor risk in their proprietary trading operation. Models measured and managed the procurement and hedging positions of the company.



Competitive analysis

A competitive evaluation of regional cattle and beef industry relative to the U.S., including the cow/calf, backgrounding, cattle feeding and packer/processor subsectors, with an emphasis on a SWOT analysis approach in determining strategies and recommendations.





Policy analysis

An evaluation of the EU’s “General Food Law”, which underpins all EU legislation in the feed and food supply chain. The study was delivered as part of the European Commission’s Regulatory Fitness and Performance Program (Fitness Check), to ensure that EU laws deliver their intended benefits for citizens, businesses and society, while also removing red tape and lowering costs. The analysis assessed the continuing relevance of the main principles and provisions on which EU feed and food law is based, identifying areas that could be simplified, improved or developed.



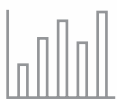
Market research

For a consortium of crop input companies, a detailed farmer profile was conducted. The “Brazilian Farmers’ Profiles and Habits” provides profile of the Brazilian farmer by crop/livestock activity, their purchasing habits and use of agricultural inputs, attitudinal profile related to rural activities, media habits, consulting sources and communion. Plus, the role of women in agriculture, credit/financing sources and technology applications.



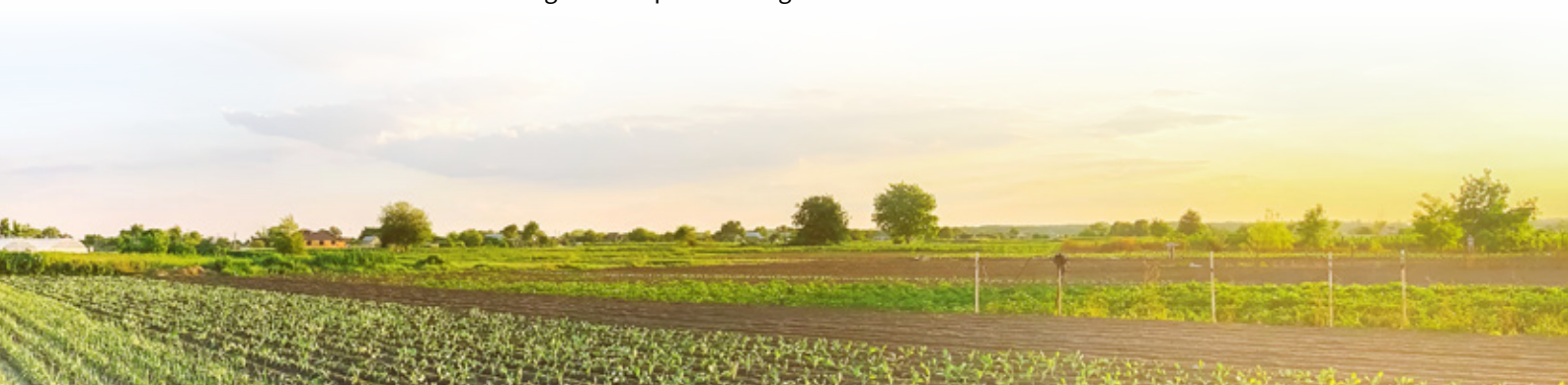
Feasibility studies

An in-depth consultation comparing pastureland revenue and returns with crops, resulting in the large-scale conversion of the farmland investor’s pasturelands. The process involved a detailed agronomic/endoclimatic evaluation of the farms as well as a 5-year NPV cash flow analysis, comparing beef cattle business with commodity crops such as soybeans and second crop corn.



Economic impact

A project engagement with U.S. Wheat Associates, USA Poultry, the Egg Export Council, Pear Bureau Northwest and the Foreign Agriculture Service of the United States Department of Agriculture. The analysis measures the economic impact of the USDA’s Foreign Market Development Program (FMD), Market Access Program (MAP) and industry market contributions through benefit-cost ratios (BCRs). The study also included future market promotion funding scenarios to give guidance on the implications of maintaining, increasing, or eliminating USDA Export funding.



Meet our experts

Our team of 140+ dedicated consultants and agribusiness analysts brings a highly-experienced expert group directly into your organization



Tom Scott
Global Consulting Director

Tom is involved in project consulting across all agriculture and food segments. His work involves taking medium and long-term outlooks for global and regional environments, then applying them to decision making situations.

He has been with us for 30 years and has extensive experience in business strategy, economic development and mark analysis.

Tom has a BA from Cornell University and a MBA from the Amos Tuck School of Business Administration at Dartmouth College.



Richard Brostowicz
Head of South America

Richard's expertise and experience in market research, crop protection products, biotechnology and commodity crops has been critical for regional and global market research and consulting efforts.

Richard has carried out and coordinated more than 300 market research projects and 150 consulting projects in Brazil, South America, Africa and Asia for over 45 years.

Richard has a BA in Business Administration from the University of Wisconsin and a post graduate degree from Organization of American States.



Juan Sacoto
Head of North America

Juan has over 20 years of experience in management consulting. He has extensive experience in business strategy, risk management, market research, feasibility, financial and competitive analyses, economic modelling, forecasting, economic development and impact, M&A and due diligence.

Juan has a BS in Finance and Economics from Jacksonville State University and an IMBA from University of Memphis.



Edward Oliver
Head of Europe & Middle East

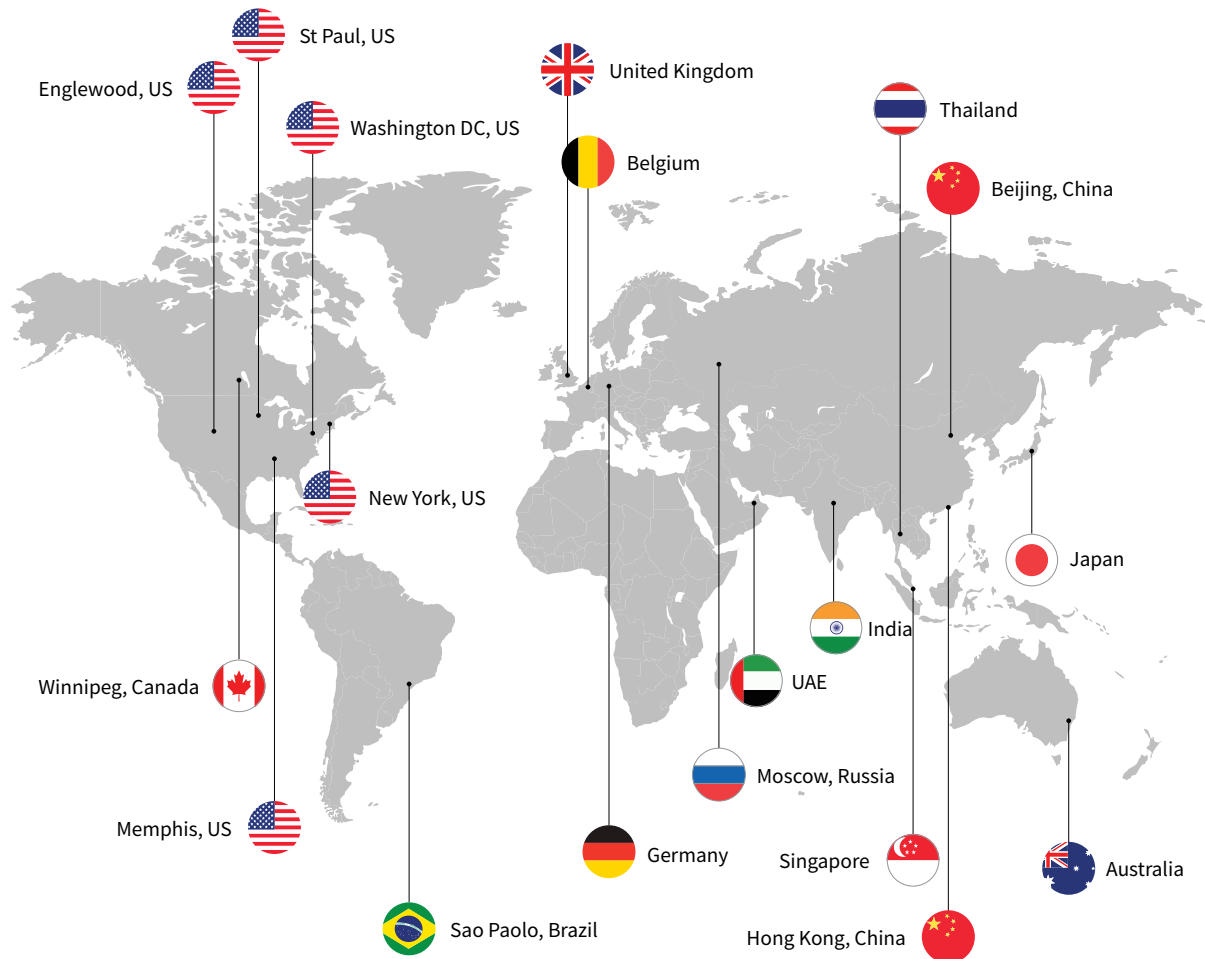
Edward specializes in assessing the economic and business impact of policy changes for both private and public sector clients. Much of his work involves assessing investment opportunities for companies and financial institutions. He has extensive experience in research, analysis and due diligence projects for clients in all areas of the livestock, arable, forestry and bio-energy supply chains.

Edward has a PhD in Agricultural Economics and Business Management from Imperial College London, UK and an MSc (Distinction) in Farm and Rural Business Management from the University of Aberdeen.

Discover more consultants and analysts on our Meet the Team page at agribusinessintelligence.com

Global reach, local knowledge

Located across 14 countries, we bring international expertise to you



Get in touch to find out how we can help you compete

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About IHS Markit

IHS Markit (NYSE: INFO) is a world leader in critical information, analytics and expertise to forge solutions for the major industries and markets that drive economies worldwide. The company delivers next-generation information, analytics and solutions to customers in business, finance and government, improving their operational efficiency and providing deep insights that lead to well-informed, confident decisions. IHS Markit has more than 50,000 business and government customers, including 80 percent of the Fortune Global 500 and the world's leading financial institutions. Headquartered in London, IHS Markit is committed to sustainable, profitable growth.