

# Agribusiness Training Directory

A comprehensive range of specialist  
agribusiness training programmes designed  
for practitioners by practitioners

[www.JH-CI.com](http://www.JH-CI.com)





# Agribusiness Training Directory - Contents

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# Why learning with JHCI makes a difference!

JH Consulting International is a multi-faceted training consultancy founded by two of the financial training industry's most experienced operators. With over five decades of experience working with stakeholders at all levels at some of the world's leading financial and corporate institutions from every continent, the firm creates significant value by creating customised training solutions unique to the needs of each client.

We operate across the spectrum of banking, finance and energy sectors including, Capital Markets, Risk Management, Corporate Finance, Project Finance, Trade Finance, Credit, Private Equity, Financial Crime, Operations, Fintech, Energy, Regulation and Compliance.

We deliver training in the major financial markets around the world with operations in London, Milan and North America.



## **Outstanding Faculty of Experts**

Our faculty is comprised of some of the leading subject matter experts in their field. You'll benefit from learning content 100% applicable to your needs.

## **Engaging Learning Experience**

We create learning experiences that are engaging, focused and state of the art. We embrace and utilize a range of platforms and tools to make sure you have an outstanding experience.

## **Content Customised to Your Needs**

A one-size fits all approach to learning and training is a thing of the past. Our courses are all customized to the specific needs of each client, guaranteeing the results you need.

## **We Know What Works**

With over five decades of experience in corporate learning and training, we have a depth of experience that other companies could only wish for. Our clients trust us to deliver.



# AGRIBUSINESS MASTERCLASS

## GLOBAL AGRICULTURE, FOOD & AGRICULTURAL COMMODITIES

### WHY DOES AGRIBUSINESS MATTER SO MUCH?

- Land and agricultural pricing
- Demography and the production of major agricultural commodities (including wheat, barley, rice, soybeans, sugar and livestock)
- Meteorology and climatology, including climate change
- Agricultural Production, yield growth, fertilizers, pesticides
- The increasing role of science and technology

**Case Study:** Review of recent key technological developments for agriculture and their value implications

### THE AGRICULTURAL SUPPLY CHAIN

- What is agribusiness?
- Food processing, packaging, transport/shipping and other components of the supply chain
- Upstream and downstream logistic supply chains
- How to evaluate supply chain efficiency
- Efficient management of agricultural supply chains
- Distinguishing between supply and value chains
- Agribusiness and food security in the Gulf and internationally

**Case Study:** The response of food chains to Covid-19 – challenges to food security and how they have been overcome

## SOURCES OF INFORMATION AND ANALYSIS

- Environmental aspects of agricultural production (including organics, GM crops, water use)
- Price volatility in agricultural commodities – causes, analysis and modelling
- The economics of food consumption
- Forecasting agricultural and commodity markets: methods and success

**Case Study:** Global consumers in the 2020s - meat eating, vegetarianism and agricultural production

## FARM MANAGEMENT – ISSUES, PRODUCTION FUNCTIONS, EFFECTIVE OPERATION, MODELS AND SOFTWARE

- Contract farming – how it works
- Farm financing – bank debt and equity investment
- The role of effective management in controlling risk (e.g. through diversification, liquidity management, and seed policies)
- International trade in agricultural products – statistics, tariffs, quotas and markets
- The ABCD companies and their markets

**Case Study:** Cargill – international agribusiness giant

## FOOD, AGRICULTURE, AND NATURAL RESOURCE POLICY

- Government agricultural support programmes (eg EU CAP, USDA)
- International programmes and organisations

**Case Study:** international regulation and agricultural trade

# AGRIBUSINESS MASTERCLASS continued

## AGRIBUSINESS INVESTMENT IN PRACTICE

### AGRIBUSINESS MARKETING

- Principles and practice of commodity marketing
- Marketing and price analysis in agriculture (including elasticities)

**Case Study:** How effective are cooperatives in gaining market and value share?

### INVESTMENT IN AGRIBUSINESS

- How to forecast agricultural cash flows
- The role of debt in agribusiness (including warehouse and trade finance)

**Case Study:** Comparison of bank lending criteria

- Valuation criteria (NPV, IRR, MIRR, etc)
- How to build an agribusiness model

**Group Exercise:** Auditing agribusiness investment models in Excel

- Accounting (IFRS) issues for agribusiness
- Public, fund and private equity investment

**Case Study:** How well have international agribusiness investment funds performed?

### THE IMPORTANCE OF BRANDING FOR AGRIBUSINESS

- ESG issues for agricultural investment
- Examples of investment reporting
- Focus on due diligence for agricultural investments

**Group Exercise:** Evaluating and comparing agribusiness investment opportunities

# AGRIBUSINESS INVESTMENT MODELLING

## AGRIBUSINESS MODELLING USING EXCEL

### USING EXCEL FOR MODELLING

- Worksheet organization
- Data input, management and verification
- Use of colour/add-ins
- Naming of cells
- Location of input variables
- Review of Excel functions and their use
- Macros and their use
- Goal seeking
- Optimisation
- Circularity and how to resolve it
- Working with range names
- Graphs and charts
- What is needed from Excel and what is superfluous
- Principles of spreadsheets and workbooks

**Case Study:** Optimum use of Excel for financial modelling

### BANK AND PRIVATE EQUITY PERSPECTIVES

- DSCR, ICR and other critical bank ratios and how to model them
- Equity NPV/ IRR and project IRR and how to model them
- Modelling cash flow and ratios:
- Allowing for accountancy - depreciation, tax and capital allowances
- The role of SPVs in agribusiness

**Group Exercise:** Auditing farm, agri-risk and agribusiness models

## BUILDING & RISK ANALYSING AN AGRIBUSINESS INVESTMENT MODEL

### DELEGATES WILL CONSTRUCT AND USE AN AGRIBUSINESS INVESTMENT MODEL. THIS GROUP EXERCISE WILL INCLUDE:

- Creating model inputs from management and legal documentation
- Using Excel Scenario Manager to analyse alternative investment strategies
- Forecasting operating revenues and costs
- loan assessment criteria
- Modelling loan amortization
- IRR NPV and other valuation analysis

### METHODS OF HANDLING RISK

- Incorporating agribusiness risks into an agribusiness financial model
- Using Excel scenario manager
- Using @RISK to analyse the risks of the model (Monte Carlo)

**Course Conclusion** – where now for agribusiness investment?



# AGRICULTURAL COMMODITY MARKETS & TRADING

## AGRICULTURAL COMMODITY MARKETS

### INTERNATIONAL AGRICULTURAL COMMODITY MARKETS

- Major agricultural commodities and their pricing and trading arrangements
- Principles of commodity trading
- Recent developments in trading agricultural commodities
- The dynamics of linkage between commodities and agribusiness
- Agricultural commodity volatility – history and underlying determinants

**Case Study:** Cotton price measurement, indexes and volatility

### COMMODITY PRICE FORECASTING

- International soft commodity stock levels and their determinants
- Local, national and international price differentials
- The role and cost of transport

**Case Study:** Methodologies and success of commodity price forecasting

### COMMODITY TRADING ARRANGEMENTS

- Differences between commodity (oil, natural gas, etc) and agricultural trade (e.g. grain, rice, coffee, cocoa, bananas, meat) arrangements
- Legal obligations of the parties (shipper, receiver, bank, vessel owner, insurer)
- Examples of contracts and issues between the parties (including multi-tolling mechanics)
- Establishing bank security interests/collateral management/pledges

- Pledges of warehoused goods – legal aspects
- Impact of Basel 3/4 on commodity trade finance

**Case Study:** How to Use Warehouse Receipts

**Group Discussion:** Agricultural commodities and trading in the pandemic

### KEY RISKS IN COMMODITY TRADE AND THEIR MANAGEMENT

- Licenses, export quotas, exchange controls & transfer risk
- Foreign exchange risk
- Price risk
- Default and payment issues
- Tools of bank credit analysis
- Rating agency techniques

**Case Study:** What constitutes price fixing in commodities?

**Case Study:** Volatility, Default and other issues for international commodity and agricultural trade

**Case Study:** Analysing the agricultural commodity portfolio of an integrated production and trading agribusiness

# AGRICULTURAL COMMODITY MARKETS & TRADING continued

## HEDGING & TRADING STRATEGIES FOR PRODUCTION & TRADING

### **FORWARD CONTRACTS FOR AGRICULTURAL COMMODITIES**

- Design and structure of forward contracts (including contract farming)
- Availability of forward contracts in developing country settings
- Auctions and other market mechanisms for agricultural commodities

**Worked examples:** agribusiness hedging strategies with forward contracts

### **AGRICULTURAL COMMODITY FUTURES**

- Commodity futures – how they work
- Breakdown of a futures contract specifications
- Exchange and OTC commodity futures for agricultural commodities
- Physical vs cash-settled delivery alternatives
- Execution issues:
  - client accounts and KYC
  - position limits
  - order entry
  - margin and margin financing (SPAN and other systems)
  - clearing and clearing houses
  - settlement prices/methods
  - other execution issues
  - costs of trading
- Problems of commodity futures: liquidity, basis risk and the portfolio problem for agribusinesses

**Worked examples:** agribusiness hedging strategies with futures

## **USING AGRICULTURAL COMMODITY OPTIONS**

- Options and Swaps/Swaption Mechanics
- Multi-commodity options and other exotics
- Worked examples: agribusiness hedging strategies with futures contracts
- Structured Finance for commodities
- Commodity-linked notes and bonds
- Pricing callable bonds
- Convertibles
- SPV and project financing for commodity markets
- Group Exercise: designing and implementing a risk management policy for a range of agribusinesses
- Trading operations in commodity markets
- Success and failure in soft commodity trading

## **REGULATION, ACCOUNTING AND MODELLING**

- Regulatory background to derivatives use – international and local perspectives
- Accounting issues for agricultural commodity derivatives
- Derivative management software
- Modelling agribusiness risk – sensitivity analysis, scenario analysis and Monte Carlo

**Worked Example:** Implications of hedging policy for agribusiness investment returns in an Excel model

**Course Conclusion:** Agricultural commodities after Covid-19 – profitability, risk and hedging



# Final thoughts on partnering with JH Consulting International



All our trainings are built around the specific needs of your business and the groups being trained – everything we do is customised for you at no extra charge!



You'll be able to implement your new skills immediately – our courses are designed by practitioners for practitioners.



Our courses can be delivered via virtual platforms or delivered in person where it is safe and appropriate to do so.



We know how to make virtual trainings engaging, impactful and highly effective – don't waste your time with a boring trainer talking to a set of PowerPoint slides!



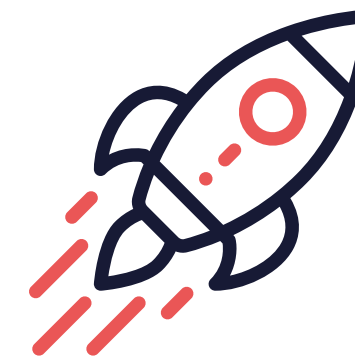
We are focused on creating value, by giving you the best possible training for the best possible price – we know our fees are better than our competitors, but so is our service!



You'll receive a level of service that is so unique you'll ask why other providers don't go the extra mile the way we do!



We have relationships with universities and professional bodies around the world and are able to secure academic accreditation where appropriate.



With five decades of international training experience under our belts, you can trust us to deliver.



Let's make some amazing learning  
happen

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