# Integrated Farm Solutions

Our Service Offerings to Governments, Family Groups, Private Equity Groups and Investment Houses



# Confidentiality

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# Integrated Farm Solutions LLC ("IFS Global")

### **Expertise in Project Management and Farm Management Operations**

Our Value
Proposition

Company Credentials

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History, Leadership and Key Personnel 03

Case Studies and Project Profitability

### **Company Credentials**

### **Background & Specialization**

- Established in 2008, IFS Global is the advisor of choice for companies operating within the Sustainable Agriculture Industry. These sectors predominantly include: Large scale land development, Integrated Sustainable Farming, Mega projects for crop production and cultivation, commercial grain farming for human and animal consumption and specialized horticulture
- With offices in UAE, Egypt & South Africa, IFS Global is backed by a team of experienced consultants, domain experts and a board of advisors which have a combined experience of over 70+ years
- Our core domains of expertise lie in the following areas that support each other in an integral way:
  - Project Management Operations
  - Architectural & civil construction, design & draughting
  - Farm Management Operations
  - Irrigation Design and Irrigation Equipment Supply
  - Irrigation and irrigation consultancy, Bulk Water Supply
  - Project Investment and Land Development
  - Business Advisory Services Development of Feasibility Studies and Strategic Advisory
  - Marketing and Trading set up and consultancy of Crop produce for commercial and human consumption



# End-to-end Project Delivery

eam

Management

Farm

edicated

PMO - IFS GLOBAL

# Feasibility Studies and Design

Agro- industrial Facilities

Scientific and economic considerations

**Forward Strategy** 

#### Procurement, Shipping, Installation

Models, Varieties, Advantages

Building of components and erection

#### Study, Efficient Construction

Plumbing, Electrical Wiring, Containerized Packages

Examine potential soil water and cropping

#### **Irrigation**

Bulk Water Supply design and framework

LIDAR and SCADA

## Final PMO project delivery and Management

Scheduling and Reporting

Within Contractual Deadlines

### **FMO IFS GLOBAL**

#### **Farm Production**

Modern Techniques for higher efficiency

Reduce operational costs and achieve results

### **Agronomics**

Maximise crop productivity and yield

and Inhouse

Outsourced

ı

Consultants

Management

5

eam

Evaluate and Implement changes due to external factors

### **Cropping Expertise**

Creation and Operation of facilities for commercial crops

Optimum productivity in numerous scenarios

### Animal and Animal Feed Production

Waste conversion to meat and hides

Close attention to factors relating to customer appeal

#### **Food Processing**

High quality processed value adds for higher margins

Inventory controls, accurate forecasting

### Distribution

### Storage, Packing, Logistics

Expert design for efficient packaging

Equipment design and maintenance for storage

#### Market Demand and Supply Analysis

Market Data gathering and analytics , Subject Matter expertise

Primary interview facts, secondary fact finding

#### Gap Analysis and Pricing Strategy

Export Target markets, Geographies

Determination of Cost +, Market Price, Penetration Price

#### **Market Penetration**

Market Sizing & Entry Strategy

Opportunity Pipeline Assessment

#### **Distribution Model**

Determination of Outsource or Inhouse model

> World Class Business Development



# **Clients and Business Partnerships**





























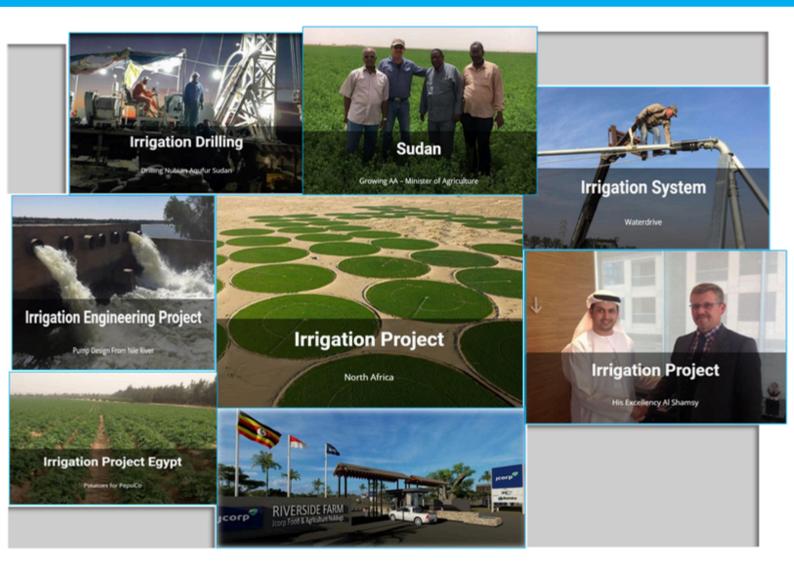
THE CARLYLE GROUP



**Jacobs** 



# **Latest Projects**





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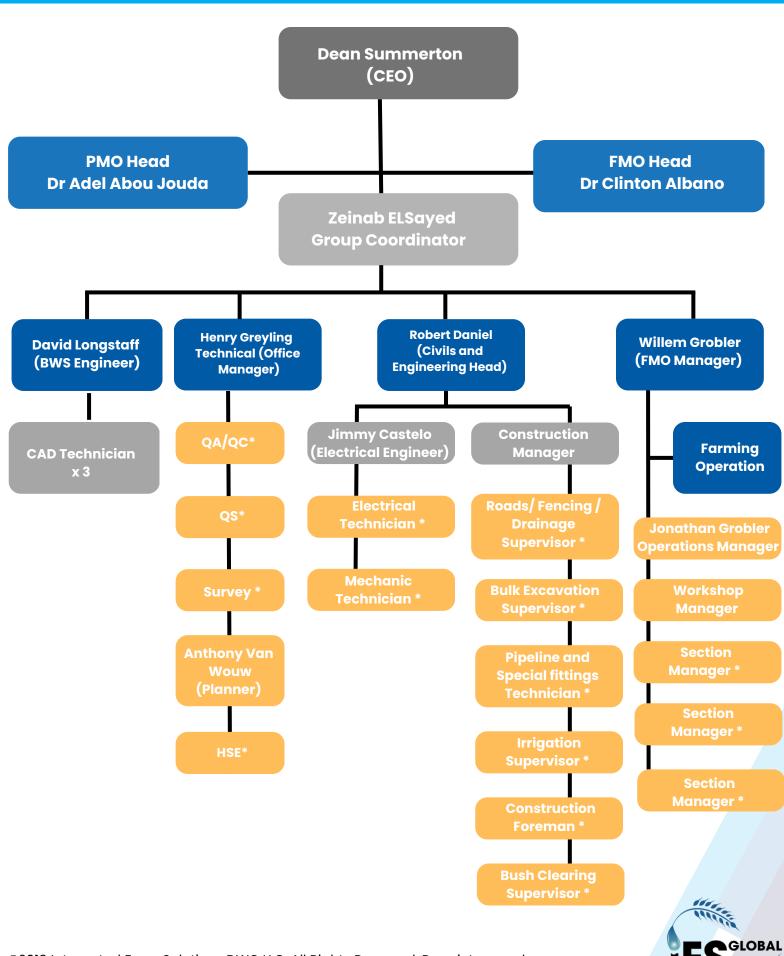
Case Studies and Project Profitability

### **History and Leadership and Key Personnel**

- Dean Summerton has been the pioneering spirit behind IFS Global and has been dynamic in sphere heading this organization, positioning it as one of the very few companies in the world to execute end-to-end Project Management and Farm Management operations
- Founded in 2016, IFS Global was Mr. Summerton's vision to consult agricultural ambitions in the Middle East and Africa
- Under his leadership and guidance, IFS Global has not only been able to attract some of the leading and experienced consultants across the Globe but has also brought to the table bright young individuals with expertise in a variety of domains which helps the company's strategic position in the Agriculture Industry
- Mr. Dean realized that a number of crucial factors play a significant role in the design and implementation of a greenfield project hence, he has recently set up an in-house team for budget controls, finance and predicted cash flows for execution of such projects. Crops to be grown and deep-rooted agronomy of how and when to grow and harvest for maximum returns are all critical for success
- It is with this in mind, that the founders of IFS have pooled their more than 50 years of expertise to help the investor avoid many of the costly farming project mistakes and help guide the investor to make excellent ROI in projects
- IFS is proud to combine the skills to top soil scientists, agronomists and civil and irrigation engineers who have all had deep rooted experience in Africa and the Middle East



IFS Global Organization structure is well defined. A team of 7 domain experts under the leadership of the Founder and CEO, Mr. Dean Summerton who is equally involved in all aspects of running the organization



# Project Management Team (1 of 3)

Key Personnel	Capacity	Relevant years of Experience	Area of Expertise
Dean Summerton	Chief Executive Officer	34 years	<ul> <li>Responsible for Marketing of Projects</li> <li>Client Acquisition and Interaction</li> <li>Facilitator and deriving the vision of the project for the Client</li> <li>Responsible for client interfacing</li> <li>Supervision and coordination between domain experts</li> <li>Review of final outputs</li> </ul>
Martin Jacobs	Project Head*	25 Years	<ul> <li>Responsible for project execution and deliverables</li> <li>Leading the following activities:         <ul> <li>Construction of project, civil engineering, roads and high voltage electrical layouts</li> <li>Site management</li> <li>Implementation of latest Farming methods</li> <li>Equipment, Soils, Drainage, Irrigation Design</li> <li>Planning, scheduling, Gantt charts</li> </ul> </li> </ul>
Willem Grobler	Manager - Farm Management Operations	20 years	<ul> <li>Responsible for Estate management, Workshops and mechanical setups, irrigation installation &amp; management, crop management and overall agronomy of the Project</li> <li>Establishing latest agricultural practices, soil conservation land-prep implements, precision planting and fertilizing systems and machinery</li> <li>Monitor and structure scheduling system to ensure cost saving and optimum water at optimum times giving for better yields and returns</li> <li>Implement systems and checks to ensure that there is accountability and responsibility on project to make it economically viable operation</li> </ul>



# Project Management Team (2 of 3)

Key Personnel	Capacity	Relevant years of Experience	Area of Expertise
Clinton Albano	Farming Operations Advisor	23 years	<ul> <li>Installation, operation and erection of pivots</li> <li>Supervise day to day farm operations</li> <li>Develop and grow hybrid varieties of crops</li> <li>Implement Crop trials strategy</li> <li>Soil testing and soil analysis</li> <li>Overseeing Farming operations and produce</li> <li>Providing financial inputs to the finance team</li> </ul>
Henry Greyling	Technical Office Manager	21 Years	<ul> <li>Concept, design, draughting and coordination of architectural &amp; structural plans</li> <li>Construction project management, Cost estimating, procurement.</li> <li>Manage construction budget &amp; quality control</li> <li>Coordination with MS Projects coordinator</li> <li>Conceptual renders of stills and video walk throughs</li> <li>Implementation of Permitting and Regulation strategy</li> <li>Implementation of HSE policy and site HSE management</li> <li>Oversee Hydrology assessment, coordination with EIA consultant and Technical input</li> </ul>
Alex Roberts	Civils and Engineering Head	15 years	<ul> <li>Provide contract management and technical services to direct infrastructure operations</li> <li>Geological and environmental services</li> <li>Infrastructure planning</li> <li>Geotechnical services and survey</li> <li>Procurement of all necessary equipment for project development</li> <li>Oversee design and engineering of all developmental scope throughout the development phases of the project</li> <li>Supervision of test drilling and permanent wells, pump and pipeline installation, pivot erection and commissioning, concrete and civil works</li> </ul>



# Project Management Team (3 of 3)

Key Personnel	Capacity	Relevant years of Experience	Area of Expertise
Jonathan Grobler	Operations Manager	6 years	<ul> <li>Analyse and improve organizational processes, and work to improve quality, productivity and efficiency</li> <li>Develop, implement and review operational policies and procedures</li> <li>Help promote a company culture that encourages top performance and high morale</li> <li>Oversee budgeting, reporting, planning, and auditing</li> <li>Support worker communication with the management team</li> <li>Management of all companies' internal logistics with regards to staff travel, accommodation, budgeting and vehicles</li> <li>Management of staff rotations and covering of empty positions in case of emergency</li> </ul>
Zeinab ELSayed	Management Consultant	Preparation and presentation of Business Plans an Strategy Decks to Investors  Assistance to the CEO on Client Acquisition Preparation and presentation of financial model Determination of pay back for projects and financial feasibility Financial Compliance and Due Diligence Perform market studies and market research Implement internal corporate strategy	
JP Joubert	Legal Head	15 years	<ul> <li>Preparation and review of legal contracts</li> <li>Drafting and review of all PMO and FMO contracts</li> <li>Review of all sub-consultant and sub-contractor contracts</li> </ul>



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Case Studies and Project Profitability

## Case Study: Riverside Farm



Riverside is intended to be one of the most integrated and sustainable farming operations in East Africa.

The property is estimated to consist of 23,578 hectares of uncleared, undeveloped land.

Approximately 18,000 hectares are expected to be cleared and improved, of which 15,000 shall be irrigated crop land, 2,000 dryland cropping and 1,000 for operations and residential areas.

Riverside's main operational focus is maize crop production to process into maize fluor for human and animal consumption. Soybean and potato crops shall also be produced, with processing operations for each respectively to come in Year 3 of the project.

Client: - Jcorp Food and Agriculture Holding is an entity owned by Mr. Jimmy Budiarto, who is also the President Director, J Resources Asia Pasific Tbk PT. JResources currently owns 8 projects, four of which are operating mines and four of which are in development or at an advanced stage of exploration. The entire portfolio is located in Indonesia with the exception of the Penjom Mine which is located in Malaysia.



### Satellite Image and Key Facts of the Land under consideration

### **Key Facts**

Pakwach, Northern Uganda

Total Area

Location

92 Sq Miles

Farmable Area

**23,700 Hectare** 

Proximity to Nile River

20 KM White Nile Frontage

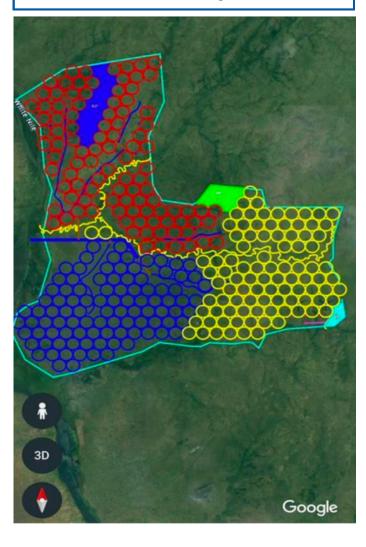
Area under Irrigation

15,200 Hectares

**Project Value** 

> 350 Million

### **KMZ File Snapshot**





### Snapshots of the Design and Development of Infrastructure as created by IFS (1 of 2)





## Snapshots of the Design and Development of Infrastructure as created by IFS (2 of 2)











Visit to the President of Uganda, Mr. Yoweri Museveni and Minister of Energy, Mr. Patrick Bitature to discuss impact of the Project on the Ugandan Economy





# Profitability for the Project over 2 years of the PMO Contract

Revenue	
Project Management Fees	17,500,000
Other revenue	
Total Revenue	17,500,000
Direct Expenses	
Salaries	
- Employees	528,000
-Consultants	3,060,000
Food and Mess Running Expenses	446,400
Travel	
Travel - Consultants	36,000
Travel - Management	144,000
Rentals	
Office Rental	200,000
Housing/ Accommodation	360,000
Vehicles	223,200
Premiums	
Medical Insurance	1,200,000
Prof. Indemnity Insurance	875,000
Others	
Fuel	100,800
Total Direct Expenses	7,173,400
Direct Expenses as % of Revenue	41%
Net Profitability	10,326,600

Revenue Assumptions	
Estimated Contract Value	USD 350,000,000
Period of Contract (Months)	24
Fees %	5%
Direct Cost Assumptions	
Employees/ Consultants	
No. Of Consultants	15
No. of Employees	10
No. of Management members	3
Average Consultant fees per month	USD 8,500.00
Average Employee salary per month	USD 2,200.00
Medical Insurance per person	USD 2,000.00
Rentals	
Average rental per annum (Office)	USD 100,000.00
Average rental per annum (Housing/ Accommodation)	USD 180,000.00
Average rental per Day (Vehicle)	USD 75.00
No. of cars to be hired on an average	4
Food Allowances	
Average allowance per consultant per day	USD 40.00
Travel	
Trequency for Consultants' Travel (per annum)	2
Frequency for Management Travel (per annum)	6
Average Travel Allowance per travel (Consultant)	USD 600.00
Average Travel Allowance per travel (Management)	USD 4,000.00
Others	
Fuel	
Cost per Litre	USD 2.10
Per month consumption (Innlitres)	500

### **Case Study: Egypt Canal Project**







IFS Global has come a long way in developing a sustainable agricultural strategy for Egypt. The key was finding a powerful partner who could fast track farm infrastructure, Electromechanical, well drilling and Irrigation. The surprising solution has been the mighty Egyptian Airforce! (EAF)

- Never in the history of Egypt has a Farm project been able to be rolled out so fast and yet in such a sustainable way
- Starting in May 2017 the EAF has rolled out over 1000 x 75 feddan pivots in less than one year from the start date
- Installing all pumps, wells, roads etc. to make it a truly amazing project

https://www.youtube.com/watch?v=m\_xfEJ6LxD8#action=share

https://www.youtube.com/watch?v=zfgvsvlkSsl#action=share



### Case Study: Al Kafaar Project - Sudan







Contracted to Raii (Al Rajih Agriculture International Investments) a Saudi based company as a Project Manager in Sudan to complete a large scale pivot irrigation and development plan. Project scope included erecting and commissioning of 50 center pivots, Pivot and pump selections for the new scheme, Canal layouts main and sub-main canals, Canal

construction and assisting in selection of suitable areas for pivots. Overseeing the construction of new 12m3/sec pump station on the Nile, Site selection and construction of new 6m3/sec booster pump station, Construction 6 x 5000t silo unit with dryers, elevators, control room and loading facilities, Assisting on the technical advice component for the solar driven irrigation pilot project, Correct utilization of heavy plant and equipment on site, Running MS Projects software program, Overseeing all relevant engineers on site, Weekly reporting of progress and on-going works on site.

The project also included - Establishment of 50 Pivots of Alfalfa, Cutting and baling program for the pivots and ensuring all quality controls in place for export contract to K.S.A



# Case Study: Al Kafaar Project – Sudan















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