

aDa co Proposal

SUDAN

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Project Definition

Why aDa is the right partner for your success?

Capabilities matrix

Fully dedicated team	Hands-on experience	Outstanding track record
Leaders in the business	Strong exposure in the agribusiness in Sudan	Fully acquainted with this type of opportunity
International exposure	Local and international network	Ability to mobilize locally
Flexibility and ability to work full time	Participant in the 2012 Arabfood security initiative	Customized and integrated solutions

History

- **aDa Group Türkiye** is a group of companies based in Turkey, it has been active in Agriculture, engineering and international trade for 20 years. Our company has branches in Italy, UAE, and Sudan. With these offices, we provide global services to our customers.
- **aDa Sudan** have realized the benefits that both the agro-industrial sector and potential investors can gain from the single broad-based consultancy with appropriate technical knowledge to handle the requirements of agribusiness projects and to give sound advice and sustainable solutions on the prospects of feasible projects.
- **aDa Sudan** has developed a unique business module that offers our clients great flexibility, more control and deep insight over their agribusiness investment opportunities and their relevant success enablers through offering comprehensive and sustainable solutions maximizing the return on investment.

Background and understanding

Project understanding

- The project is located in Sudan. Investments will be made in agriculture (for the irrigated and rain-fed sectors), the livestock sector, the manufacturing industry, and trade and services.
- The projects include but not limited to production under the follows:
 - 1- the irrigated sector, Potato, wheat and sunflower.
 - 2- rain-fed sector cotton soybean and sorghum.
 - 3- The animal production sector for castles fattening.

Investment Opportunities



Engagement objective

- The capital structure of the projects has not been defined yet, but it will be composed of equity and finance .
- Feasibility study of the projects can be an idea as a source of financing
- To prepare the production plan and supervise the implementation of the first crop season
- Optionally, to technically manage and supervise the production of the targeted crops and support on the logistics and marketing for the final product .

Overall projects implementation plan

(5weeks)

PHASE 1 Studies

Project site
assessment

feasibility study

Projects profile and
plan

(10 weeks)

PHASE 2 Project Implementation

Development of
farm design

Support on securing
required funds

Supply Project
Inputs

(5 years)

PHASE 3 Operation

Exciting the
operation plans

Securing HR

Perform Plantation

Manage crop

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The Technical Proposal

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Phase I: studies

Phase I: *Our scope services*

- The scope of services outlined below has been developed based on our long experience in engaging investors in agriculture and agribusiness, specially at the earlier stages of the investment.
- The service will be based on the known situation of the projects which has a secured developed land with the necessary infrastructure to produce agriculture products.
- Our service for this phase is limited to the final preparation of the feasibility study. The final report shall be used for the intended purpose, which is a note on the viability of the investment.

Key area	Activities	Output
Site Assessment	<ul style="list-style-type: none">➤ Review of the existing irrigation system specifications, design criteria, and its suitability to irrigate the scheme, and any proposed modifications➤ Review of the site soil reports and analysis➤ Review of the existing infrastructure, its suitability for the intended operation	<ul style="list-style-type: none">➤ A full report on the suitability of the site to produce the targeted crops and to install any planned processing plant will be prepared. The report will summarize the required modifications (if any) on the existing irrigation, infrastructure and soil.

Phase I: *Our scope services*

Key area	Activities	Output
Feasibility Study	<ul style="list-style-type: none">➤ Business environment review to assess the current economical and investment environment as well as the applicable laws and regulations.➤ A thorough market analysis for the targeted products will be prepared indicating the domestic and international market situation and the opportunity for the projects➤ A technical study will be prepared including the number and specification of the projects equipment, the production plans, variety selection, logistical requirements, and required infrastructure as well as the manpower plan➤ Preparation of a financial analysis showing the needed CAPEX and OPEX, Capital structure , and the financial indicators➤ A detailed project schedule will be included showing the different phases of the project and the timeline to complete the project and realize the targets	<ul style="list-style-type: none">➤ feasibility study with enough details and with the objective to be submitted to investors, banks, or lenders

Phase I: *schedule and deliverables*

Schedule and deliverables

No	Activity	Week1	Week2	Week3	Week4	Week5
Feasibility Study						
1	Data collection and staff mobilization	■				
2	Sites visit	■	■			
3	Data analysis and report writing			■		
4	Draft report				■	
5	Client Review and final report					■

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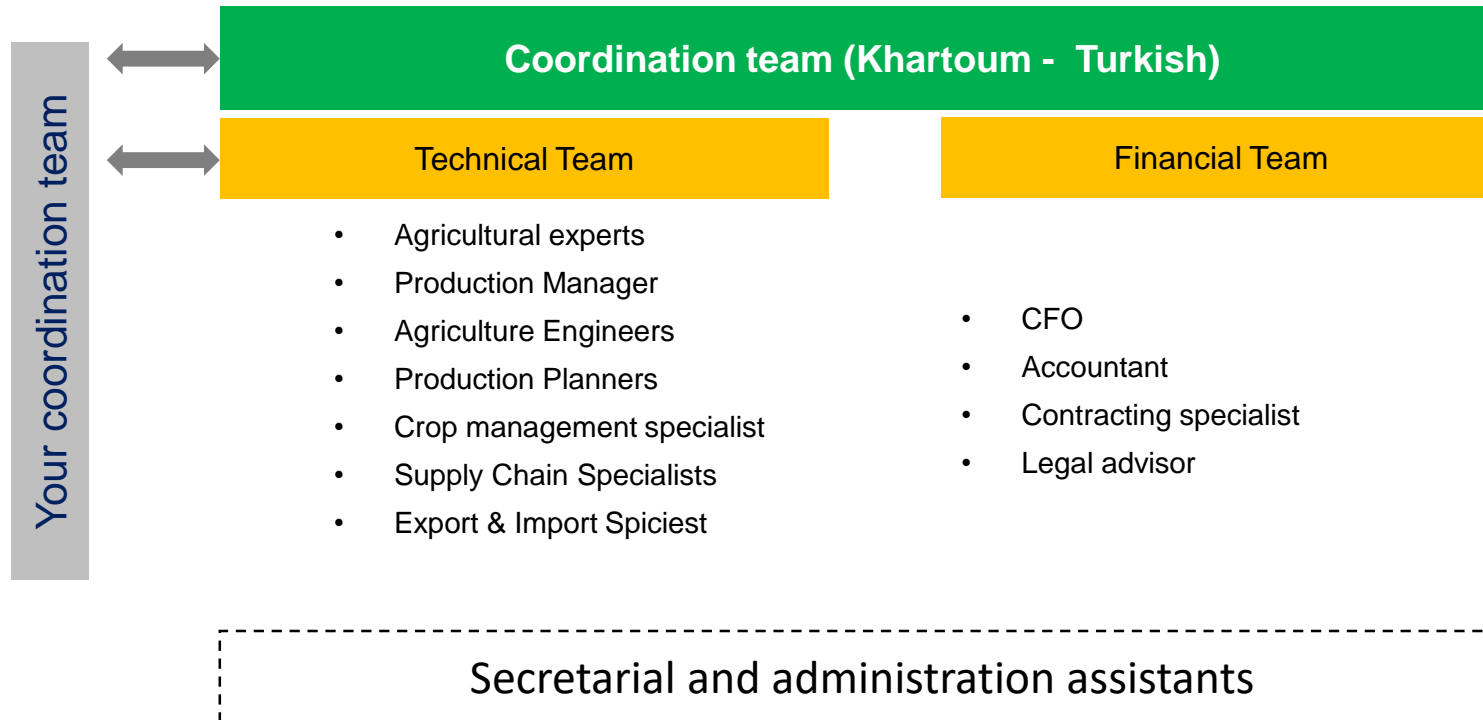
Phase II: Project Implementation Support

Phase II: *Our scope services*

- Our scope of work will be based on the outcome of the previous phase, Phase I.
- We are assuming you adopted the outcome of the feasibility and sourcing required funds.
- aDa will implement the project plan as per feasibility study and implementation manuals

Key area	Activities	Output
Implementation activities	<ul style="list-style-type: none">➤ Develop the farms design for the targeted crops➤ Develop the project layout and blueprint➤ Prepare the equipment specifications and identify the equipment suppliers.➤ Develop the detailed production plan➤ Provide the necessary support to source the required finance	<ul style="list-style-type: none">➤ Project layout and farm design➤ The production plan

Phase II: *Our team structure*



- Our team will compose of long experienced experts covering the execution technical areas stated in the scope
- Our execution team will be based in Sudan.

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Our experience

Collectively and individually we expanded our experience around the globe

Who we are



Vision

To be the preferable solution provider to the agribusiness sector

Mission

We commit ourselves to provide the agribusiness with the most innovative, sustainable, and cost-effective solutions

Code of ethics

1. We perform our engagements to provide high quality services and in a manner to bring respect to our professional.
2. We practice our job with integrity, honesty, trust, and transparency.
3. We are loyal to our employees and we treat them with fairness regardless to race, gender, religion, or national origin, or age.
4. We maintain in confidence the affairs of our clients and we do not disclose their confidential information obtained in the course of professional engagement.
5. We care about the communities and the environment and we provide solutions which are safe and in partnership with communities and environment
6. We respect the laws and regulations of any country we work in and shall never violate the law
7. We are loyal to our clients as we see them as our success partners.

Our aim

- Our aim is to provide investors a gateway to Africa and the region to a wider market. aDa Projects can also utilize the current boom in the GCC countries and food security initiatives for investment opportunities.
- aDa Projects module to achieve this ambitious objective is focused on making sure that client's investments are initiated at the right time in the right place and by the people for the right reasons, to insure this aDa Projects a best practice process that typically recommends clients to follow even and offers to facilitate the whole journey or any parts of it as per the wishes of clients.

Market focus



Sugar Business

- Our services and support expands from the cane growing, agriculture practices, harvesting, up to the sugar processing and production. We work with our clients for efficiency improvement and process optimization through the business processes



Animal Production

- We provide our services and support to our clients in the animal production cycle including the animal feed production, meat production, dairy business and poultry



Agroindustry

- Our services cover a wide range of agribusiness. The sectors we support includes: edible oil production, fruit and vegetable processing, packaging, marketing and logistics of agriculture products, and animal feed production



Renewable and alternative source of Energy

- With the rising concern of the environmental conservation, we committed ourselves to green solutions. Our solutions include, power generation from agriculture and agro-industry by-products, ethanol, and solar energy.

Agriculture

- We support our clients in a wide range of agriculture activities in the small, medium and large scale farming. This includes: irrigated and rain fed farming as well as enclosed production systems such as green housing. Crops managed by our team include: fruits, vegetables, oil seeds, green fodders, and cereals

Services



Investment Services

- We provide a full support to our clients during the initial phase of their investment. This includes: investment assessment, bankable feasibility studies, pre-investment studies, due diligence, preparation of CIM and PPM, and technical support during roadshows and promotion



Engineering and Consultancy

- Our team is experienced in conceptual, basic and detailed designs using international standards and state of the art tools and software. In the markets we operate in, we provide designs, for agriculture operations, irrigation systems, agro-industry, and infrastructure supporting our clients operation



Project Management

- Success of projects are measured by delivery efficiency and control. Our experience project managers, help our clients achieve successful investment delivery through controlling the time, cost, quality and benefits. Our support on procurement management, starting from tendering through closure ensures client objectives are met



Organization Planning

- One of the key success factors of an investment is the human capital. We support our clients in planning their operating organizations, building the organization capabilities through industry tailored applications and selections, acquisition and development of the operation staff. We design the appropriate capability scheme to help our clients achieve their long term business objectives.

Farm Development

- For small and medium farming, we provide our clients with an integrated and sustainable solution, through integrated designs, conservation of energy, mix farming, vertical production and forward and backward integration.

Farm management

- We provide farm management solutions. Our team is experienced in managing produced farms applying agriculture best practices and advanced crop management techniques using automated systems

***We are in partnership
with our clients.....
achieving success
together....***

Thank you..
