



Growing the Future

The Company
Kailis Organic

The Industry
Agribusiness

The Solution
Predictive Financial
Forecast Model

Overview

A rapidly growing agribusiness involved in management, processing, and marketing of organic olive oil.

Business Challenge

Kailis Organic had previously used other consultants to put together a financial model to assist with decisions about expanding the business and raising capital.

The model had been amended many times over its life by a number of different people. Because it was not well-documented or structured, many errors had crept in and management no longer had confidence in the results it produced.

How Access Analytic Helped

We were initially engaged to review the existing model however during our review, it became apparent that the existing model would not support a proper analysis of our client's expansion plans.

As such, we worked with our client to develop a new model that was a far better fit for their requirements.

Business Benefits

- Due to its flexible design, the model provides management with a powerful decision tool for confidently forecasting business performance under a variety of expansion scenarios.
- Since the new model is far more flexible, it increases the accuracy of the projections produced since the previous over-simplified assumptions are removed, and provides an analysis that is a much closer representation of reality compared to the previous model.
- Since the new model is structured in a modular fashion and is well-documented, it can be easily amended and adapted as requirements change.
- The new model was constructed so that various sections could be hidden or shown with a single click. This allowed the client to take the model to potential investors yet only show them the sections that were relevant for their interest.

