AGROBOUSSOLE · PRE-QUALIFICATION OPINION

Broiler production, 2,000 birds per batch, four batches a year, for Bafoussam

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MATURITY OF THE IDEA

44 / 100

idea not ready

idea to be structured

EXPOSURE OF THE SITE AND THE SET-UP

high

8 signals detected

Non-compensatory index: it takes the maximum.

low: no single blocking point · moderate: several signals add up
high: at least one signal is enough to advise against committing as things stand

How to read this document

This opinion carries two results that do not mix. The first, the maturity score, says whether your idea is worked out enough to become a project: a weakness there can be offset by a strength, because a poorly framed objective can be rewritten. The second, the exposure index, says whether your site and your set-up can withstand what stops projects — energy, water, land tenure, supply, financing, maintenance, access to market.

This second index does not add up: it takes the most serious point. A single blocking signal puts the project at high exposure, even if everything else is in order. This is not severity for its own sake: a site without water, or financing that does not fit the cycle, cannot be offset by a well-written file. A blocking signal does not rule your project out — it asks that this point be dealt with before any money is committed.

Do not commit as things stand

An unfavourable combination. An honest opinion is worth more than a quotation: what has to change — the site, the financing arrangement or the scale — should be dealt with before coming back.

Summary

Your idea stands up in principle: demand for broiler meat in Bafoussam is real, your batch size is consistent with a semi-open house, and you plan to vaccinate, which many overlook. But the financial set-up is not at the level of the investment you have in mind. You plan to commit between five and ten million FCFA with less than ten per cent of your own money, on family land without title, funded by a loan of less than two years. Those three elements taken together cannot be made good by the quality of your husbandry. To them is added one decisive technical point: you suffer more than three power cuts a week, and you declare yourself that your production cannot withstand a twenty-four-hour stoppage. For day-old chicks that is exactly right, and it is what decides whether a batch survives. It is not your project that is in question: it is the way you plan to finance it and to keep it powered.

Your idea still needs to mature, and your ground is difficult: this is the least favourable of the four possible combinations, and it calls for a straight answer rather than a quotation. Two points block on their own — electricity and the distance to maintenance — and six others are added to them. A single blocking point is enough to class exposure as high: the index takes the maximum, it does not average. None of these eight points calls your project into question in principle; all of them can be dealt with. We would rather tell you before you buy the first batch of chicks.

Apparent critical dependencies

Exposure profile: P4 — Short-cycle intensive livestock. The index does not add up: it takes the maximum. A blocking signal does not rule the project out — it rules out taking it further before that point is dealt with. Investment threshold for this profile: 5,000,000 FCFA.

Signal	Severity	What it produces, and what must be dealt with
No energy source available, or more than three cuts a week with a product that cannot withstand a stoppage	blocking	You report more than three cuts a week and a product that cannot withstand a stoppage. A semi-open house of two thousand birds depends on ventilation and on watering: a few hours without power in full heat are enough to lose part of the batch. This is not a bad-year hypothesis; it is your weekly situation. To deal with first: Size and budget a back-up power supply, or change site. Without that, no costing means anything.
Maintenance technician more than 50 km away	blocking	The day the pump, the generator or the ventilation stops, your time to restart is counted in days on the road, not in hours. On a forty-five-day cycle, every day of downtime destroys working capital you do not have. To deal with first: Name a repairer who can be reached within the day, or keep the wearing parts in stock on site.
Loan of less than two years envisaged for an investment above the profile's threshold — investment amount to be specified	warning	A loan of less than two years on an investment of five to ten million imposes instalments that fall before the first batches have repaid anything at all. It is this mismatch, not the technique, that liquidates the greatest number of viable poultry projects. To deal with first: Establish the exact amount and renegotiate the term over the real cycle, grace period included.
Land rights not formalised for an investment above the profile's threshold — investment amount to be specified	warning	The land is family land, without title. While the investment stays modest, a verbal agreement holds. Once the houses are built, it offers nothing against a third party — not against an heir, not against a buyer, not against a bank you ask for a guarantee. To deal with first: Obtain at least a written attestation signed by the rightful holders, and start the certificate procedure.
Between a quarter and a half of purchases imported	warning	Feed, which you buy in full, is the largest item in your cost price, and a significant share of it depends on the exchange rate and on port delays. You also declare a single supplier: a stoppage at their end is a stoppage at yours. To deal with first: Identify a second supplier and cost the effect of a twenty per cent rise in feed.
Own contribution below 10%	warning	Less than ten per cent of your own money does not cover the hazards of start-up — a delay on chicks, mortality in the first batch, a rise in feed — and those hazards occur before the first revenue. You would be overdrawn at your most fragile moment. To deal with first: Raise the contribution above twenty per cent, or reduce the size of the first batch.
Timetable judged “tight” by the promoter themselves	warning	You judge your own timetable a little tight. That is the most reliable early indicator we have: over four to six batches a year, a delay on the first propagates to all the others and makes you sell out of step with the market. To deal with first: Rework the timetable batch by batch, with the real hatchery lead times and sanitary breaks.
Soil and climate not verified	warning	You answer “I think so”. On a semi-open unit in the West, natural ventilation and humidity control depend directly on how the site is exposed: an unfavourable orientation is paid for in mortality all year round. To deal with first: Have the exposure and drainage of the plot assessed by a technician before building.

What these signals call for

Ref.	Service	Reason
XPN-E1-02	Resilience assessment	Three or more signals, whichever they are
XPN-E1-03	Technical pre-feasibility study	Soil and climate not verified
XPN-E1-05	Land tenure diagnostic and securing of rights	Land rights not formalised for an investment above the profile's threshold — investment amount to be specified
XPN-E2-04	Energy study: load profile and mix	No energy source available, or more than three cuts a week with a product that cannot withstand a stoppage
XPN-E2-10	Supply plan and ABC classification	Between a quarter and a half of purchases imported
XPN-E2-14	Maintenance and technical autonomy plan	Maintenance technician more than 50 km away
XPN-E3-03	Use-matched financing plan and adequacy note	Loan of less than two years envisaged for an investment above the profile's threshold — investment amount to be specified

References from the XP-NOVA schedule of services. A mission quotation is only issued once the file is formally opened.

Maturity score in detail

Section	Score
Problem and relevance of the need	11 / 15
Objectives (general + specific)	6 / 10
Target beneficiaries	6 / 10
Context, activities and feasibility	7 / 15
Available resources	4 / 15
Partners and governance	4 / 10
Risks and constraints	4 / 10
Expected results and indicators	2 / 15
Overall score	44 / 100

Analysis, point by point

Problem and need

Demand for broiler meat around Bafoussam is real and you describe it without embellishment. No reservation here: you know what you want to produce and for whom.

Objectives

Two thousand birds per batch and four to six batches a year make a quantified objective, consistent with a semi-open house. What is missing is the target performance and the mortality rate you consider acceptable — two figures without which no funder can judge your projection.

Resources and financing

Less than ten per cent of your own money on an investment of five to ten million means the lender carries more than ninety per cent of the risk, on an activity you have not yet practised. No serious funder takes that position.

Land tenure

Family land without title carries the buildings but secures nothing. Once the houses are up, a family disagreement becomes a risk the bank will hold against you before it even looks at your technique.

Energy and continuity

More than three cuts a week on a production you declare sensitive to stoppage: that is the combination that kills batches. In brooding as at start-up, one night without ventilation or heating can cost part of the flock.

Supply

You buy all your feed, between a quarter and a half of it imported, and you declare a single possible supplier for one input. The day that supplier stops, you stop with them.

Clear sight of the risks

You identified disease and the price of feed, which is right. Financing, land tenure and energy — the three points that actually hold this file back — do not appear among the risks you perceive.

Main risks

Risk	P×I	Level	Mitigation
Loss of a batch during a power cut in brooding	4×5=20	critical	A back-up generator sized for the house alone, installed before the first batch, with the fuel budgeted per cycle.
Cash-flow asphyxia from a loan shorter than the payback period	4×4=16	critical	Renegotiate the term over the real cycle, with a grace period covering the first two batches.
Newcastle or avian influenza outbreak	3×5=15	critical	Sanitary break between batches, a footbath at the entrance, and the vaccination programme you already plan, kept to the letter.

Risk	P×I	Level	Mitigation
Feed running out at the single supplier	3×4=12	high	A second qualified supplier and one batch's worth of feed held in stock.
Challenge to the family land once the houses are built	3×4=12	high	A written deed signed by the rightful holders, then formalisation, before any construction.

Information still needed

- Exact investment amount in FCFA, item by item — the declared band does not settle two of the signals.
- The contribution you actually have available today.
- Purchase price of a bag of feed and the consumption expected per batch.
- Name of the hatchery and the lead time for chicks.
- Exact investment amount (CAPEX) in FCFA — it determines whether the financing and land-tenure signals are blocking.

Conclusion and recommendations

We do not recommend committing any expenditure as things stand, and we would rather say so plainly now. Your idea holds up and the market is there; what does not hold up is the way you plan to finance and power it. Three things must change before you come back, and none of them concerns your husbandry. Your own contribution must cover a difficult batch without a fresh loan. The loan must be spread over the real cycle rather than eighteen months. And the power supply must be secured before the first chicks arrive, because a night without ventilation costs more than a generator. Add to that a written deed on the land, which the bank will require anyway. An honest opinion is worth more than a quotation: come back with those four points settled, and the same project becomes financeable.

Short term — before any commitment

What has to be dealt with first.

- Raise your own contribution to a level that absorbs a difficult batch without a fresh loan: it is the first condition of everything else.
- Renegotiate the loan over the real cycle, with a grace period covering the first two batches.
- Obtain a written deed from the family on the land, then start formalisation before any construction.
- Get a back-up generator costed for the poultry house alone, and install it before the first batch.
- Qualify a second feed supplier before the first order.

Medium term — three to twelve months

Once the short term is cleared.

- Rework the timetable batch by batch, with the real hatchery lead times and sanitary breaks.
- Have the exposure and drainage of the plot assessed before building.
- Train someone on site in the first emergency actions on the ventilation.

Long term

Directions beyond start-up.

- Consider producing part of the feed on site once volumes are stable, to escape dependence on a single supplier.
- Aim at supplying one or two regular buyers steadily, rather than selling batch by batch.

Scope of this opinion

This opinion is based on your declarations alone: no data has been verified on site. The verdict concerns the maturity of your idea, not any acceptance by XP-NOVA. The opinion belongs to you — you may present it to the engineering firm of your choice.

Going further: the next step on the journey is stage E1 — Decide, a pre-feasibility study and a reasoned viability opinion. A first conversation, with no commitment: +237 690 048 000 · hello@xp-nova.com