

Homework for Session 19

Case: The Nghe An Tate & Lyle Sugar Company

1. What is potentially attractive about this investment to Tate & Lyle?
2. What are the major risks for Tate & Lyle in this project?
3. Carefully identify the key parties to the success of the NATL project.
 - a. What does each party want?
 - b. What roles must each party play for the project to succeed?
 - c. If you were a farmer, would you adopt sugar cane? Why or why not?
4. How important are tariffs to this business strategy, and how would you assess whether the current tariff environment is stable?
5. Does corruption appear to be important in this case? Why or why not?
6. Why is NATL willing to pay wages above the local average?
7. Should the IFC participate?