USE CASE · ESTATE OPERATIONS · FICTIONAL TRAINING DATA

Estate Production Review

Peak crop season is here. Is every estate keeping up? Find out in 20 minutes with Copilot in Excel.

The situation

- Hijau Lestari Plantations runs **6 oil palm estates** in 3 regions: North, South and East.
- Each month, estates report harvested fresh fruit bunches (FFB), rainfall, harvesters and harvesting cost.
- Yield normally rises from April to September as the peak crop season starts.
- The **Head of Estate Operations** wants a one-page review before the October planning meeting.

6
estates, 3 regions

6 months
April to September 2026

14,200 ha
mature planted area

Your task

Step	What you produce	Copilot mode
P.R.E.P	A clean, proven table with yield and cost per tonne	Chat only, Plan, Allow editing
S.C.A.N	A view of yield by estate and month, and what stands out	Allow editing, Chat only
Insights	3 insights: WHAT happened + WHY it matters + WHAT to do	Chat only
Report	A one-page dashboard with a management summary	Plan, Allow editing

The data

File: `Estate_Production_Apr-Sep_2026.xlsx`. The sheet **Estate_Data** is a raw export. It has some data quality problems on purpose.

Column	Meaning
Month	Harvest month, Apr to Sep 2026
Estate / Region	Estate name and region
Mature_Hectares	Planted area that is producing fruit
FFB_Tonnes	Fresh fruit bunches harvested, in tonnes
Rainfall_mm	Rainfall in the month
Harvesters	Number of harvesters on the estate
Harvest_Cost_RM	Harvesting cost in the month

Other sheets	Use
Control_Totals	Totals from the source system. Prove your clean data against them.
.Rules	Rules that Copilot follows in this workbook. Keep it visible.

Key terms

Term	Meaning
Yield (t/ha)	FFB_Tonnes divided by Mature_Hectares. The main productivity measure.
Cost per tonne	Harvest_Cost_RM divided by FFB_Tonnes.
Peak crop	The months of highest fruit production, usually from August.

The company, estates and figures are fictional. For training only. Real work: follow the company policy for AI tools and data.