



**Empowering the world's most  
ambitious** food & agribusinesses  
to make the right decisions

**FARRELLY  
& MITCHELL**



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International Food and Agribusiness  
Management Consultants

Ghana (Sub-Saharan Africa) Office







ABOUT FARRELLY & MITCHELL

**FARRELLY & MITCHELL  
EMPOWERS SOME OF THE  
WORLD'S MOST AMBITIOUS  
COMPANIES AND AGENCIES  
TO MAKE THE RIGHT  
DECISIONS.**

With expert insight, local market intelligence and solid recommendations, we build and implement sustainable strategies that allow our clients to restructure, transform and grow.

WHAT MAKES US DIFFERENT?

## **WE GO ABOVE AND BEYOND TRADITIONAL CONSULTANTS.**

As an international management consultancy, we specialise in the global food and agribusiness industry, with a particular focus on the implementation or execution of our recommendations.

In this way we are committed to working with our clients, not just in the development or planning phase of a project, but importantly in its full implementation.

## **OFFICES IN**

Europe, Africa & Middle East

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## **150+ PROJECTS**

completed in 30 countries worldwide

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## **FARM TO FORK**

Full value chain coverage

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## **OVER \$3 BILLION**

in consulting & due diligence projects completed

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## FOOD AND AGRIBUSINESS SPECIALISTS

We understand food and agribusiness; we built our experience in this sector, and we employ the best global talent to provide in-depth solutions by addressing real problems sustainably and creating new opportunities for our clients.

In the past decade, we have worked with clients worldwide and generated significant measurable results. We have worked on mandates across every link of

the food and agribusiness value chain from large-scale farming operations to food or beverage manufacturing, distribution, retail and hospitality.

Each member of our team of over 300 experienced consultants has worked in industry at an operational and executive level. We work globally with significant experience in Africa, Europe and the Middle East.



# WE WANT TO EMPOWER YOU TO MAKE THE RIGHT DECISIONS

Farrelly & Mitchell make growth and efficiencies possible through specialist expertise.

We are global food and agribusiness specialists. Since 2004, we have worked with forward-looking organisations, empowering them for growth by developing bespoke, sustainable and transformative strategies that seize on opportunities and future-proof businesses.

Our mission is to be your partner from strategy to execution; offering you expert advice and consulting services built on decades of practical experience across every link of the food and agribusiness value chain.

## OUR EXPERTISE

- » AGRIBUSINESS
- » FOOD & BEVERAGE
- » AGRI-FOOD M&A
- » FOOD SECURITY
- » SUSTAINABILITY & ESG
- » AGTECH & FOODTECH
- » GOVERNMENT & MULTILATERAL AGENCIES



# WE'LL BE YOUR PARTNERS IN CHANGE



Our sector experts have worked at operational and strategic levels all over the African, European, Middle Eastern, and broader international food and agribusiness sectors. We have seen projects through from paddock to plate.

We understand the challenges and opportunities presented by the growth of the food and agribusiness sectors, in Africa and across the globe. We work with primary producers, manufacturers, distributors and retailers to achieve measurable change, improvement or investments.

## HOW WE HELP

- » DUE DILIGENCE COMMERCIAL AND TECHNICAL
- » PROJECT EVALUATION & MANAGEMENT
- » FEASIBILITY AND FINANCIAL MODELLING
- » POLICY / STRATEGY DEVELOPMENT & EXECUTION
- » SUSTAINABILITY DUE DILIGENCE & AUDITING
- » MARKET INTELLIGENCE & INSIGHTS



WHO WE  
SERVE





## AGRIBUSINESS

The agribusiness industry is facing significant challenges driven by a changing global landscape — but with challenges come opportunities to invest. Sensing this, strategic and financial investors like you are keen to capture value from technological innovation and disruption in food and agriculture.

That's where we come in to provide you with in-depth technical, operational, strategic advice or project implementation expertise across the global agribusiness value chain through the following sectors:

POULTRY

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DAIRY

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LIVESTOCK

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ROW & PERMANENT CROPS

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DATES

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NUTS

---

FRESH PRODUCE

---

GRAIN & RICE MILLING

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AGRI-INPUTS

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SUGAR AND OILS

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AQUACULTURE

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FARMLAND INVESTMENT

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## FOOD AND BEVERAGE

With a proven operational and M&A track-record and in-depth food and beverage sector knowledge, we have helped many clients improve the quality and efficiency of their food business and identify areas for investment in the following sectors:

PROCESSING

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FROZEN FOOD

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BAKERY

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PACKAGING & ASSEMBLY

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BEVERAGES

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SNACK FOODS

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SALES AND DISTRIBUTION

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RETAIL

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FOOD INGREDIENTS

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## AGRI-FOOD M&A

Strategic and financial investors worldwide aim to cash in on technological changes, trends and innovations in food and agriculture. We work with our clients and partners to raise agricultural productivity, increase incomes, create employment opportunities and reduce food insecurity, hunger and undernutrition in rural communities.

## FOOD SECURITY

Food security is a critical issue in developing and developed markets. We inform strategies to mitigate the risks. Concerns surrounding climate change, anticipated population explosion, fluctuations in food prices and disruptive incidents such as the Covid-19 pandemic are forcing policy makers to reconsider their food security policies and increase the robustness of food supply chains. We address these, and other challenges such as access to capital in Africa, giving your project opportunity for long term success.







## SUSTAINABILITY & ESG

Environmental and social governance (ESG) risks are increasingly recognised as financial risks. We transform these risks into opportunities today, for growth and prosperity tomorrow. We work with clients to optimise sustainability strategies and practices, planning for both environmental protection and socio-economic development.

## AGTECH & FOODTECH

Agriculture has transformed into a high-tech industry by the impact of climate change, growing population with evolving consumer and societal preferences and advancement of agricultural technology. We support clients through completing technical and commercial feasibility and market entry studies along with vendor and buyer due diligence.

## GOVERNMENT & MULTILATERAL AGENCIES

Increased scrutiny into policy and finances means government agencies need to operate in a more transparent way than ever before, while simultaneously delivering more public services more efficiently. We combine our in-depth local market knowledge with sector expertise to uncover the finer details that will guide your activities.



# FROM STRATEGY TO IMPLEMENTATION

## Select Project Experience



### GHANA

Rice Farming & Milling

Growth and development plan for forward integration of a rice farming operation (55k acres)



### NIGERIA

Poultry Farming & Processing

Commercial and technical due diligence for an integrated poultry and feed company



### BOTSWANA

Beef Processing

Market intelligence, analysis and benchmarking for beef processing grading system



### GHANA

Agri-food Investment Financing

Facilitation of Capex and Opex investments to agribusiness enterprises (\$168m)





## WEST AFRICA

Agri-Food Enterprises

Due diligence of various enterprises to provide solid technical backstopping in preparation for funding



## ANGOLA

FMCG Foods Market

Detailed market research on a range of non-alcoholic beverages and packaged consumer foods



## SUDAN

Forage & Crop Production

Detailed business plan for a largescale forage and arable crop operation



## SIERRA LEONE

Climate-Smart Technologies

Training over 7,000 smallholder farmers in advanced climate-smart technologies to improve productivity







## OUR CLIENTS

**Our team is proud to advise and work with some of the leading food and agribusiness corporates, government and multilateral agencies in Africa and globally.**



Project

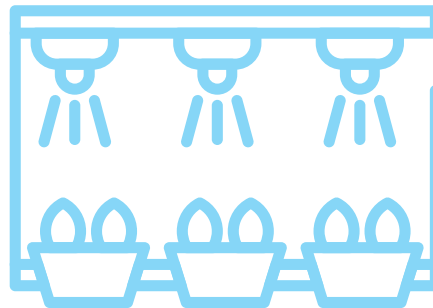
GROWTH & DEVELOPMENT PLAN

Location

GHANA

Sector

RICE FARMING & MILLING



Farrelly & Mitchell was retained to develop a forward-integrated expansion plan for an established large-scale, commercial rice farming business turning it into a high-value rice milling and consumer foods business.

This involved two large-scale land plots totalling 55,000 acres, located in the Northern and Volta Regions of the country. The objective of the new mill is to facilitate import substitution by supplying the significantly under-served domestic market, as well as regional export markets in West Africa, with high-quality, consumer-ready rice.

Raw material supply for the new mill is to be sourced from the farms current and highly scalable operations as well as strategic partnership with a 4,500-strong member, local rice farmer co-operative.

We also helped the client with sourcing investment capital by way of equity investors on most favourable terms for the project. This included developing the necessary marketing collateral to promote and market the investment opportunity, such as investment teasers and a full growth and development plan.



Project

USAID FINANCING GHANAIAN  
AGRIC. PROJECT. (FINGAP)

Location

GHANA

Sector

MAIZE, RICE & SOYBEANS VALUE CHAINS



## Farrelly & Mitchell's SSA lead was retained under USAID's Financing Ghanaian Agriculture Project (FinGAP).

Our expertise played a central coordinating role assessing both the operational and financial needs of small, medium and large agribusiness enterprises working with financing institutions. These financial actors were incentivised to direct investments to companies in the maize, rice and soybean value chains in Ghana.

The objective was to identify and support weak agribusiness enterprises. Farrelly & Mitchell's SSA lead was used to enhance these businesses' management capabilities and reduce their risks while leveraging risk mitigation tools to make them investible. A total disbursement of \$168 million, funded by debt and private equity, was directed to finance approximately 3,000 agri-food enterprises over four years. Project management, monitoring and evaluation services were key inputs to this project.

Project

EXPORT TRADE DEVELOPMENT SERVICES

Location

GHANA

Sector

EXPORT TRADE & AGRIBUSINESS



Farrelly & Mitchell's Africa (SSA) lead office worked with forward looking agribusinesses, training and managing 25 of these export-oriented enterprises in the mango, cashew and pineapple value chains.

The objective was to improve efficiencies around production and packaging of these products for global standardised markets. It involved working closely with relevant institutions like Ghana Export Promotion Authority (GEPA) and the Federation of Association of Ghanaian Exporters (FAGE) to set up export standards, readiness and the identity of potential trading markets.

Key supply off take agreements were facilitated between producer groups in Eastern, Brong Ahafo and Northern mango belts and large-scale processors such as Blue Skies, HPW, Tamale Integrated Fruit Company (ITFC) and others. Vegetable and fruit producers were trained in sanitary and phytosanitary measures and GLOBAL GAP/Green Label audits. Certification trainings were also provided.



Project

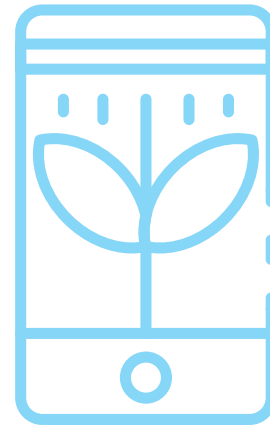
FOOD SECURITY & TECHNOLOGY TRANSFER

Location

WEST AFRICA

Sector

MAIZE, RICE, SOY, CASSAVA



Farrelly & Mitchell's team engaged several producer groups in Ghana and across West Africa, supporting in-project design, implementation and provision of monitoring plans to enhance productivity using innovative agricultural technologies.

Rigorous analysis of projects led to key milestone development and efficient monitoring mechanisms to guide progress and growth. The ultimate objective was to ensure optimised supply chains and strategies across complex and emerging market geographies.

The team led the design and promotion of innovative agriculture and climate-smart technologies. The work also involved promotion of the use of certified seeds, quality inputs, and improved post-harvest technologies and practices. The project involved training over 7,000 smallholder farmers in the subregion. Use of triple-layer hermetic bags was promoted to sustain produce quality for premium pricing.

## OUR APPROACH

### HELPING YOU EXPAND WITH EXPERT PERSPECTIVES

At Farrelly & Mitchell our efforts are hands-on, with a bias towards practicality, and an emphasis on implementation. With this experience, we also bring fresh, creative thinking. We have solid working knowledge and experience right across the agri-food value chain, and this guides our approach.

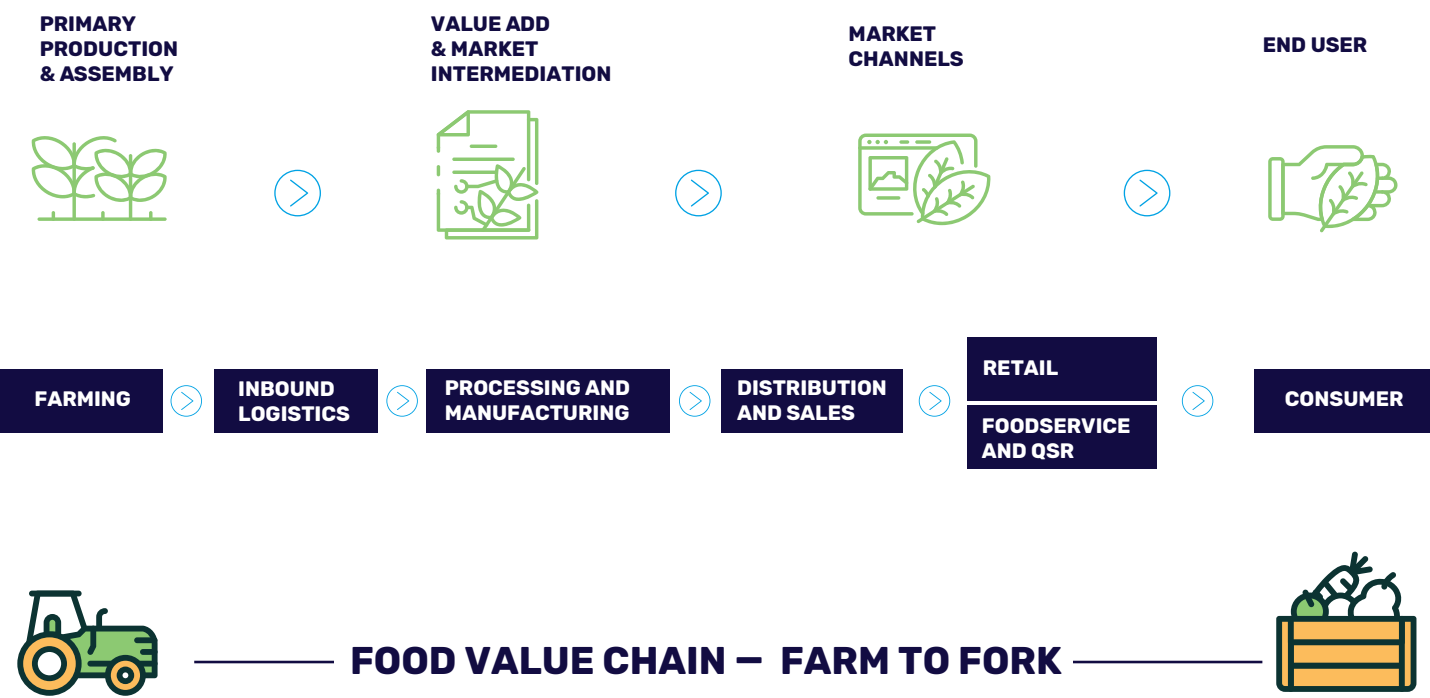
### FARM TO FORK EXPERTISE: OFFERING A COMPLETE SOLUTION

Our solutions are informed by the entire supply chain, which allows us to deliver the full picture to you. Our deep sector knowledge, ranging from upstream, primary production to downstream retail and food service, allows us to take a 360-degree view and deliver an integrated solution.

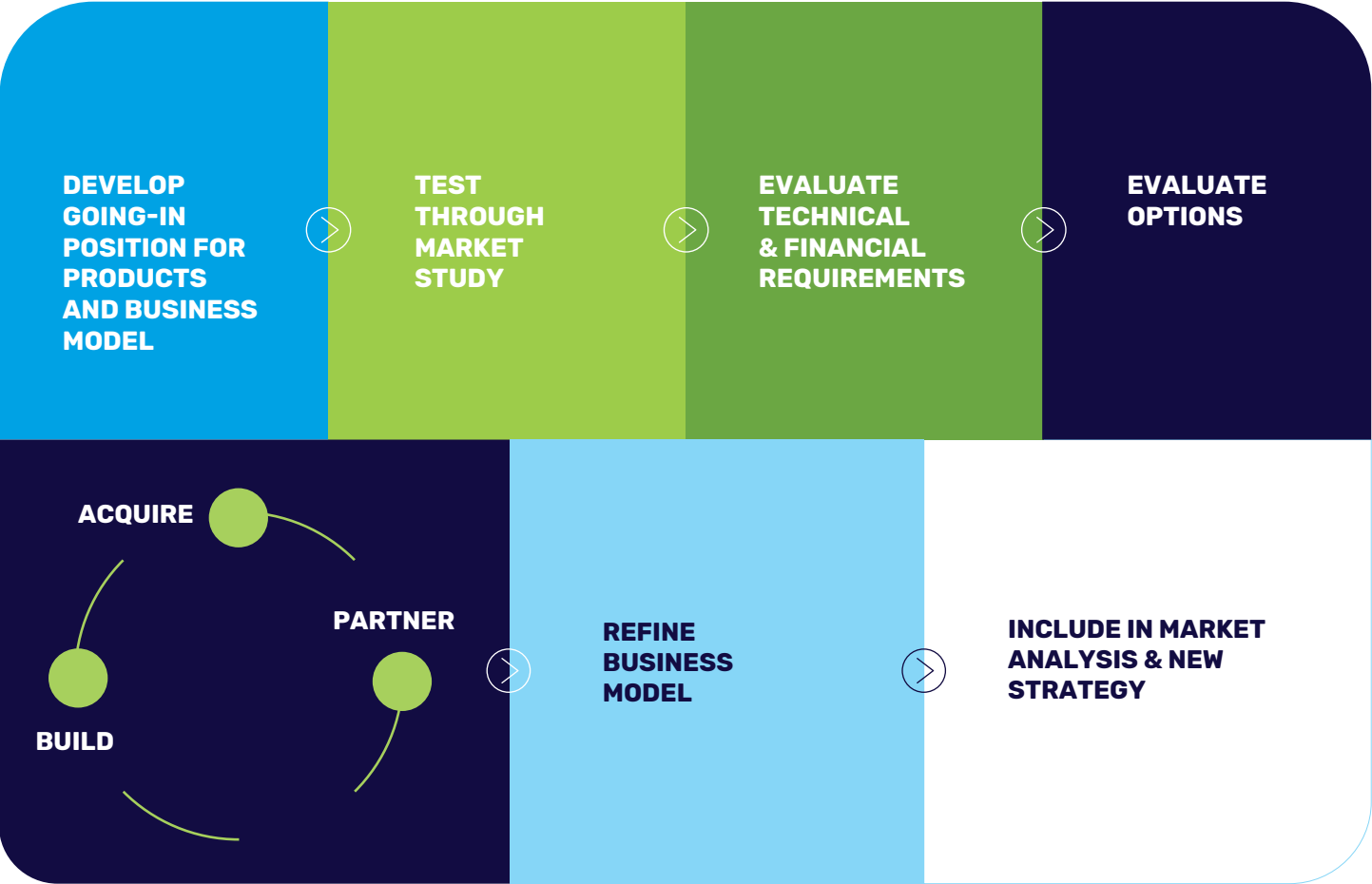




# WE PROVIDE FULL VALUE CHAIN COVERAGE



# HOW WE’LL WORK WITH YOU



# WHAT WE KNOW

As experts in our field, we make sharing what we know a priority. We've built an insights hub where we share our research and perspectives on the global food and agribusiness industry; a place where you can learn and go deeper into industry news and trends.

See our thinking, publications and news at [farrellymitchell.com](http://farrellymitchell.com)

## FOOD & AGRIBUSINESS PUBLICATIONS HUB

Featured publications & news – Examples from our website

### REPORT

#### HOW AFRICA CAN FEED THE WORLD

Africa is on the path to self-sufficiency. While the road ahead is uncertain, some steps would contribute to addressing food security issues by improving food production and distribution in Africa.

### INSIGHTS

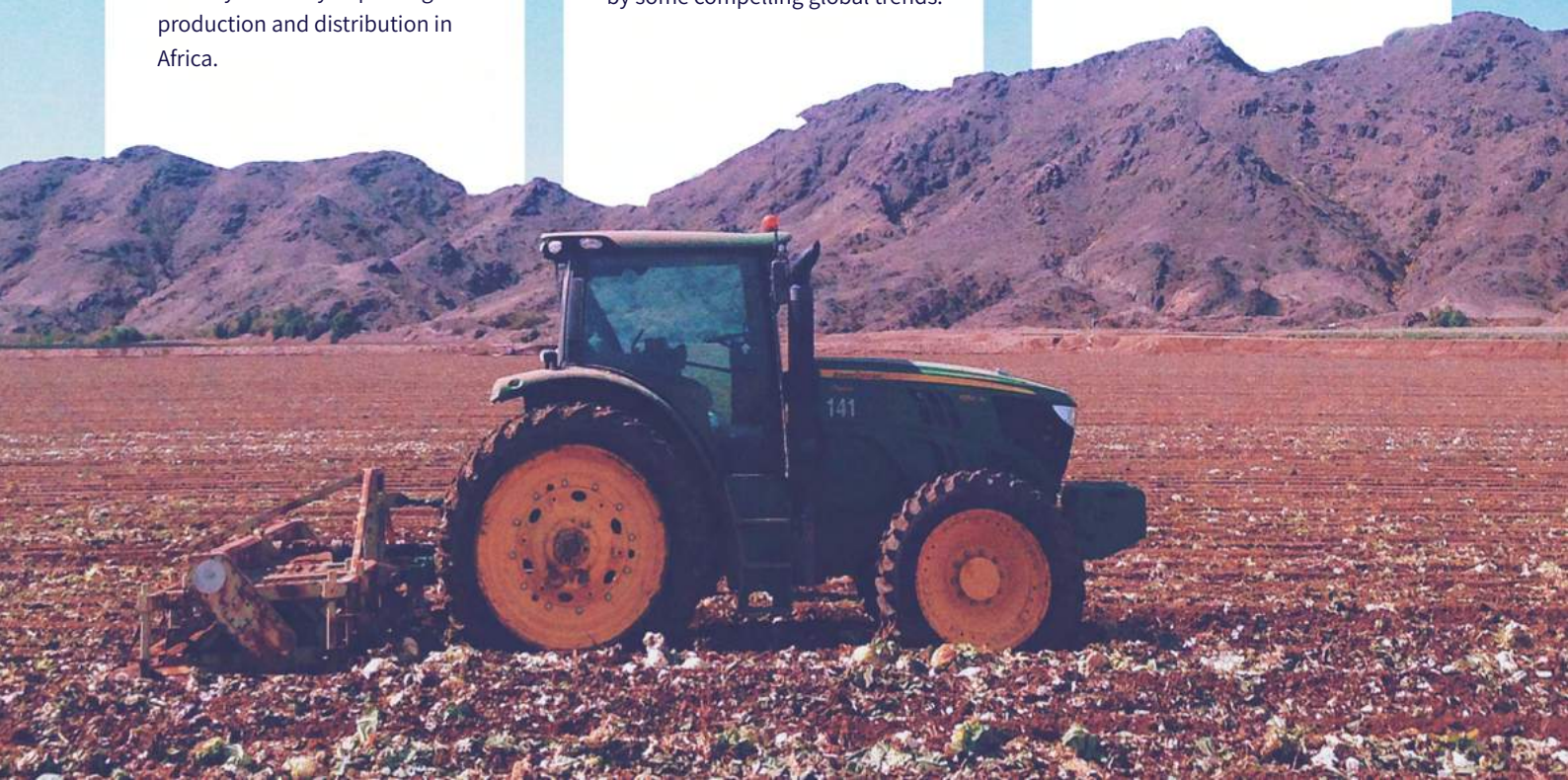
#### KEY TRENDS IN GLOBAL AGRI-FOOD INVESTMENT

The Agri-food value chain offers a growing number of attractive investment opportunities, driven by some compelling global trends.

### VIDEO

#### PROJECT HARVEST

High impact integrated rice farming and milling value chain in Ghana





# MEET YOUR EXPERTS IN FOOD, BEVERAGE AND AGRIBUSINESS

Our senior team has gained their credentials through working for leading food and agribusiness companies around the world in finance, operations, technical, marketing and sales roles. We also work with over 300 sector experts across the food and agribusiness value chain.

## OUR LEADERSHIP TEAM



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**FARRELLY  
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Food & Agri-Business Specialists



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