

Our **capabilities**

Commercial & technical

FARRELLY MITCHELL
Food & agribusiness specialists

Commercial & technical

The food and agribusiness industry is complex and constantly evolving. Staying competitive requires strategic foresight and meticulous planning. Businesses must stay informed on emerging trends, technologies, and best practices to increase profitability, improve efficiency, reduce costs, and seize growth opportunities.

Identifying and implementing strategies for commercial and technical growth presents a unique set of challenges. Achieving sustainable scalability in the industry has never been harder, with stringent regulatory environments, shifting consumer preferences, and the impacts of climate change heavily impacting the sector. The need to invest in innovative technologies and sustainable practices is paramount, but securing the necessary funding and managing the transition can be daunting.



Seizing growth opportunities

At Farrelly Mitchell, we leverage deep commercial and technical experience to guide food and agribusinesses toward sustainable growth and long-term success. Our specialists excel at identifying growth opportunities and implementing bespoke strategies to seize them. We support a wide range of commercial and technical activities, such as facilitating market entry and expansion, guiding mergers and acquisitions, and leading operational transformation initiatives.

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"Commercial success in the agrifood industry demands agility. Agribusinesses must adapt to shifting markets, regulatory pressures, and environmental challenges. Our commercial and technical experts help businesses turn these challenges into growth opportunities, driving profitability, efficiency, and sustainable expansion."

Malachy Mitchell
Managing Director

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Due diligence

Food and agribusiness transactions are often complex and intricate in nature. The process of buying, selling, or investing in businesses and assets requires careful consideration as any number of pitfalls can occur. Thorough due diligence is essential to mitigating these risks and ensuring successful and responsible investment decisions.

At Farrelly Mitchell, we provide technical, commercial, operational, and ESG due diligence to both buy-side and sell-side clients. We have an extensive track record of due diligence projects, having supported more than $5B worth of acquisitions to date. We leverage global expertise and deep regional and sector-specific knowledge to ensure an independent, quick, and honest evaluation of businesses and assets.

Market intelligence & insights

Market data and analytics play a crucial role in strategic decision-making. However, many food and agribusiness lack the tools and techniques to gather, interpret and leverage this data effectively. This presents a problem, as without a comprehensive understanding of the market landscape, businesses may find themselves making decisions based on assumptions rather than informed insights. This lack of data-driven decision-making can result in a failure to anticipate market shifts, consumer trends, and emerging threats, ultimately impacting profitability and growth.

Farrelly Mitchell specialises in providing agrifood businesses with the market research and analytics they need to drive sustainable growth and build a competitive advantage. We equip clients with the expertise and insights necessary to convert complex market data into strategic intelligence, enabling more precise targeting, product development, and market positioning.



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Feasibility
& financial modelling

Making sound investment decisions is fraught with challenges. Without a thorough assessment of technical, commercial, and financial feasibility, businesses risk embarking on projects that are doomed to fail. At Farrelly Mitchell, we help mitigate these risks by providing clear "go/no-go" recommendations based on an in-depth analysis of a project's viability.

Our feasibility and financial modelling service provides clarity to the most complex business ventures, ultimately increasing the likelihood of success in competitive and often opaque agri-food markets.

By building a clear picture of a project's market potential, operational requirements, and financial projections, our feasibility studies and financial models not only save time and money but also ensure that investment decisions are well-informed, strategically sound, and aligned with your long-term business goals.

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Risk analysis & management

The agrifood industry is inherently high risk, with any number of challenges that can threaten its stability and profitability. Shifting market demands, new regulations, supply chain disruptions, fluctuating commodity prices, or the impacts of climate change can all significantly affect the sector. Companies that make a concerted effort to proactively identify and address these risks can mitigate their disruptive effects, establish resilience, and position themselves for sustainable success.

At Farrelly Mitchell, we excel at identifying market, financial, technical, and operational risks that can negatively impact performance or threaten your business. Our risk management consultants help manage and mitigate any ensuing disruptions and turn potential risks into growth opportunities.

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Strategy & execution

As markets and regulations shift, value chain issues emerge, and sustainability concerns arise, there is an increasing need for food and agribusinesses to plan and act strategically. These factors can create a challenging environment for businesses and many companies are struggling to align their strategic goals with operational realities. This has led to missed opportunities and suboptimal performance.

Our consultants help public and private organisations create sustained value by designing strategies and translating them into frontline activities that drive sustained success and competitive advantage. Whether you're looking to restructure your business, develop new products, enter new markets, or invest in assets, our consultants can ensure you have the best strategy to ensure that your performance targets are met.



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Value creation & implementation

Value creation is fundamental to the success and sustainability of any business. It represents the core objective of any enterprise: to develop products that are worth more than the cost of the inputs used to create them. Ultimately, this process determines the viability of a business and those who do not effectively engage in the value creation process risk facing diminishing returns, and ultimately, operational failure.

At Farrelly Mitchell, we are committed to providing sustainable growth, competitive advantage, and long-term commercial success for our clients.

Our team thrives in competitive environments and can quickly identify and capitalise on exciting growth opportunities that drive value creation. Our expert consultants can create value for your business through operational optimisation, supply chain management, market development, and technology integration.

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Achieving commercial excellence

The agrifood industry is characterised by complexity and constant evolution. At Farrelly Mitchell, we understand the critical importance of staying ahead of emerging trends, technologies, and best practices.

We help organisations to pursue new markets, adopt new technologies, and craft bespoke strategies that keep our clients ahead of the competition. Our approach is designed to help our clients increase profitability, improve efficiency, reduce costs, and capitalize on growth opportunities. We support businesses through a wide range of business processes including market entry and development, mergers and acquisitions, product development and operational transformation.

Our comprehensive support system is designed to mitigate risks, inform investment decisions, and drive sustainable growth. In addition to our commercial and technical services, we also offer a range of **food systems** and **development & impact** services.

Food systems

Our food systems specialists have decades of experiencing working with all facets of food production and consumption. We design solutions that deliver long-term economic, health, and environmental outcomes.

- **Sustainability & ESG:**
  Building a brighter future through environmental sustainability and social governance initiatives.
- **Traceability & transparency:**
  Meeting rising consumer and regulatory demands for authenticity and accountability.
- **Supply chain optimisation:**
  Maximising efficiency and value in the agricultural supply chains through tailored optimisation strategies.
- **Technology & innovation:**
  Helping agribusinesses foster innovation with cutting-edge and innovative new tools.
- **Policy & regulations:**
  Strengthening and applying agricultural policies for a safe and reliable future.
- **Food safety:**
  Upholding the highest standards of food safety and quality control to ensure healthy, safe, and nutritious agricultural products.



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Development & impact

Agricultural development is one of the most powerful tools for improving food security, stimulating economies, and building safe, secure, and sustainable food systems. In many developing countries, poor management, weak infrastructure, and a lack of industrialisation has directly led to widespread inequality, poverty, and malnutrition. Our experts seek to improve agricultural productivity in these regions and make a profound impact on the lives and livelihoods of the people who suffer the most.

- **Nutrition & food security:** Driving nutritional and economic improvements by strengthening food control systems.
- **Institutional development:** Building robust agricultural institutions for stronger, more efficient sector governance and development.
- **Capacity building & training:** Regional training programs targeting modern farming techniques and technology.
- **Market linkages & value addition:** Empowering smallholders and strengthening supply chains with greater market access and value-adding processes.
- **Programme design & implementation:** Supporting the design and mplementation of impactful and sustainable agri-development programs.
- **Impact evaluation & monitoring:** Measuring success and driving improvement with thorough impact assessments and ongoing monitoring in the agricultural sector.

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Contact us

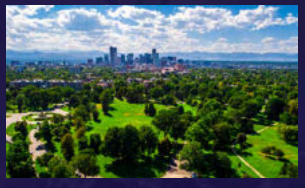
Achieving commercial and technical excellence requires a comprehensive understanding of internal processes and external opportunities, risks, and trends. With our support, you can expertly navigate complex, mission-critical business ventures and position your organisation for commercial growth. Contact our team today to learn more.



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