

Our **capabilities**

Development & impact

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Food & agribusiness specialists

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. We help our clients to improve agricultural productivity in these regions and make a profound impact on the lives and livelihoods of the people who suffer the most.



Making an impact

At Farrelly Mitchell, we are driven by a desire for positive change. We aim to address the root causes of the agrifood industry's most pressing issues and build a better, more equitable world in line with the UN's Sustainable Development Goals.

Our consultants are committed to enabling governments, NGO's and unilateral institutions to achieve transformative outcomes in food security, agricultural development, and sustainable practices. With decades of experience in rural development and trade facilitation, our experts can advise on food security programs, institutional development, governance, capacity building, training, market linkages, and much more.

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“Africa’s food and agribusiness sector holds the potential not only to feed the continent, but to drive inclusive economic growth and build resilience amid shifting global dynamics. Now is the time to translate that potential into execution, through targeted investment, robust systems, motivated people and strategic partnerships.”

Abah Ofon
Regional Director (Africa)

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Nutrition & **food security**

Despite significant advances in productivity and efficiency, global agricultural production still falls some way short of demand. The underlying causes for this gap are complex and varied. In many cases, ineffective food systems coupled with a lack of financial and institutional support has hindered production, while in other regions, harsh climactic conditions make food production difficult. As a consequence, over 2 billion people around the world lack reliable access to nutritious, safe, and sufficient food, causing widespread malnutrition, poverty, and suffering.

At Farrelly Mitchell, we recognise the urgency of these challenges, and we are committed solving them. We work tirelessly with public and private stakeholders to design robust and resilient food systems that boost agricultural productivity, foster economic growth, and break the cycle of malnutrition. Our services include policy and regulatory design, training and education initiatives, as well as food security program design.

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Institutional development

Institutional development is a critical component of agricultural transformation, as it fosters cooperation and innovation among stakeholders and promotes more efficient and sustainable agricultural systems.

At Farrelly Mitchell, we support this transformation by partnering with governments and NGOs to strengthen institutional frameworks and policies. We focus on building the capacity of local communities and agricultural stakeholders by improving collaboration and promoting innovative thinking. We provide expert advisory services and technical assistance that encourages participation and empowers policy makers and institutions to drive sustainability and resilience against future challenges.



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Capacity building & training

Capacity building and training processes are crucial to the continued growth and development of global agriculture. This includes the establishment and strengthening of institutions, agricultural communities, and private sector entities, enabling them to maximise their capabilities and foster sustainable development.

Our consultants are committed to training the next generation of agricultural experts and maximising the efficiency, productivity, and sustainability of both public and private agricultural initiatives and enterprises. We train workforces on best agricultural practices, financial literacy, and new technologies, furnishing them with the tools and knowledge needed to strengthen policies, programs, and decision-making processes.

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Market linkages & value addition

Smallholder farmers are the cornerstone of global agriculture, producing roughly a third of the world's food and contributing heavily to communities and larger economies. Despite this, many smallholders lack access to lucrative markets that would allow them to commercialise their business, increase their output, and move beyond subsistence farming.

Successfully linking smallholders to markets requires a long-term and wide-ranging approach. At Farrelly Mitchell, we help government organisations design and implement policies that foster smallholder integration and empowerment. Our consultants have hands-on experience with small-scale farming throughout the global south, and a deep knowledge of the strategies and tools necessary to link these businesses to broader markets. We can advise on access to inputs, infrastructural deficits, logistics processes, technological integration, and much more.

Program development & implementation

Fostering sustainable growth, enhanced resilience, and positive economic outcomes is imperative for the future of agriculture. However, the design, management, and execution of such programs can be challenging.

Farrelly Mitchell works with some of the worlds' most renowned institutions to develop projects that are grounded in best practices, aligned with global Sustainable Development Goals, and quantifiably successful across a range of metrics. With decades of experience in agricultural development, our experts can advise on developmental programs that improve food security, empower farmers, and strengthen food systems.





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Impact evaluation & monitoring

Effective development programs and policies requires an understanding of what works and what doesn't. Evaluation and monitoring systems are crucial to this process, as they allow policymakers to understand the efficiency and effectiveness of their work and make informed adjustments in real time.

At Farrelly Mitchell, we believe that the most impactful programs are designed with clear, measurable goals and objectives. We build and implement evaluation and monitoring systems that incorporate adaptive program management and allow our clients to fine-tune their programs on the go. With our guidance, you can uncover the true efficacy of your policies and programs, identify areas for improvement, and adjust accordingly.

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Farrelly Mitchell: Fostering true change

Sustainability and environmental stewardship are at the heart of everything Farrelly Mitchell does. We offer a suite of services to governments, institutional investors, multilaterals, businesses, NGOs, and DFI's who are looking to make a lasting impact and establish sustainable growth within the food and agribusiness industry.

We go to great lengths to ensure that our services are comprehensive and holistic, covering everything from strategy design to execution. The solutions we provide are tailored to the specific needs and capabilities of our clients and informed by a blend of practical experience and cutting-edge analytics tools. This means that the services delivered by our **commercial & technical**, **food systems** and **development & impact** teams are rooted in real-world application and supported by empirical data.



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Commercial & technical services

Our commercial and technical consultants help clients realise their goals and maximise their returns. Our clientele ranges from established multinational agribusinesses and innovative startups, to private equity and institutional investors. We have supported major investment projects, large operational changes, market entry strategies, mergers and acquisitions, and more.

- **Due diligence:**
  Analysing the commercial, technical, operational, and ESG performance of a business to evaluate opportunities, mitigate risks, and foster informed growth decisions.

- **Market intelligence & insights:**
  Providing deep, actionable insights into navigate market dynamics and consumer trends, that drive competitive advantages, and capitalise on growth opportunities.

- **Feasibility & financial modelling:**
  Delivering robust commercial and technical reports on your latest projects and offering detailed insights into the viability of investments.

- **Risk analysis & management:**
  Conducting thorough on-site audits and scanning markets and regulatory environments to identify threats and address them before they develop.

- **Strategy & execution:**
  Designing commercial, operational, and technical strategies that enable long-term success and bridge the gap between strategy and execution.

- **Value creation & implementation:**
  Designing and implementing improvement programs that enhance performance, drive sustainable growth, and generate long-term value for your business.

Food systems services

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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ABOUT US

With offices in Europe, North America, the Middle East, and Africa, Farrelly Mitchell is uniquely positioned to support public and private industry stakeholders at a global level.

We understand that every agrifood project presents its own unique set of commercial, economic, and environmental challenges, and our global presence enables us to address these challenges effectively, taking regional and local contexts into careful consideration.

Our consultants hold deep knowledge of the entire agricultural value chain, from farm to fork. With this, we can support clients throughout the industry as they look to optimise supply chains, build better safety and monitoring mechanisms, and adopt more responsible and sustainable practices that align with the best industry standards. To discover how we can help your organisation deliver measurable results speak to our team today.



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