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

FARRELLY MITCHELL

Food & agribusiness specialists



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ABOUT **FARRELLY MITCHELL**

FARRELLY MITCHELL ENABLE AGRIFOOD CLIENTS TO ACHIEVE SUSTAINABLE, PROFITABLE, AND EQUITABLE GROWTH.

Our international food and agribusiness consultancy firm works alongside corporate, government, sovereign wealth, private equity, and institutional clients to build and implement sustainable strategies that allow our clients to restructure, transform and grow. We provide expert insights, local market intelligence and solid recommendations.

WHAT MAKES US DIFFERENT?

WE GO ABOVE AND BEYOND TRADITIONAL CONSULTANTS.

At Farrelly Mitchell, our food and agribusiness expertise is holistic. With offices around the world and a global network of subject matter experts at our disposal, we can provide a perfect blend of global industry insights and specific local expertise.

This enables us to deliver comprehensive and customised solutions that address industry trends and specific regional challenges, providing unparalleled value to our clients wherever they operate.

Our consulting services span the entirety of the agrifood value chain from production to consumption.

OFFICES IN
Europe, US, Middle East & Africa

150+ PROJECTS
completed in over 50 countries

OVER $20 BILLION
in consulting and due diligence completed to date



FOOD AND AGRIBUSINESS SPECIALISTS

Our global network of food and agribusiness specialists have the expert knowledge necessary to support all stages of the agrifood value chain. The support we offer is holistic, covering all commercial, technical, and operational aspects of a business.

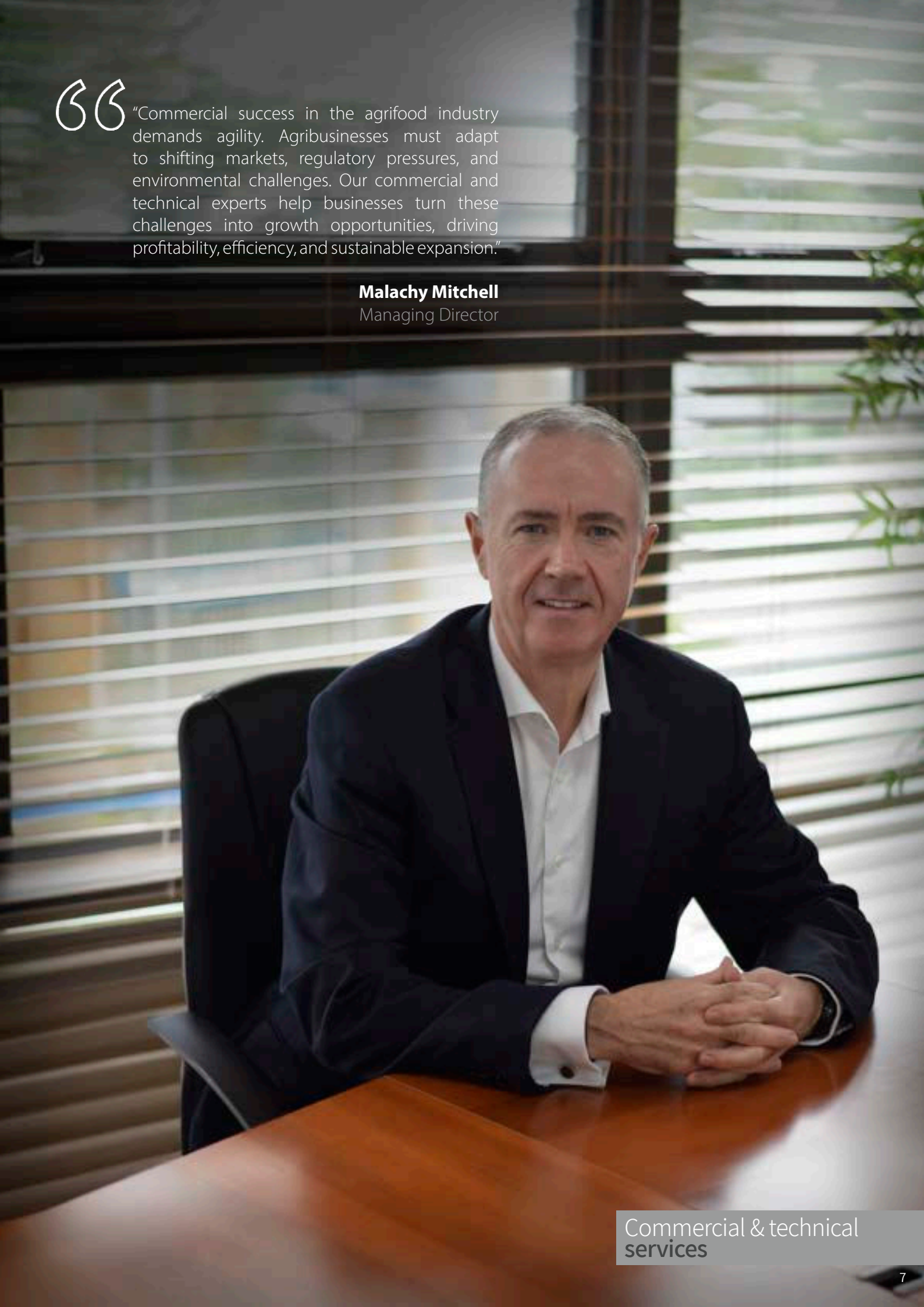
Our dedicated **commercial and technical team** supports businesses seeking profitability, efficiency, and growth amidst growing regulatory, market, and environmental challenges. Our services in this area include due diligence, feasibility & financial modelling, strategy & execution, risk analysis & management, and value creation.

Our **food systems consultants** offer guidance to public and private stakeholders on the tools, strategies, and technologies necessary to build robust and sustainable food systems. Our services cover everything from sustainability and policymaking, to supply chain optimisation, technology integration, and food safety processes.

Finally, our **development & impact team** offers crucial guidance to governments, NGO's, multilaterals, and private investors seeking to make a lasting impact in developing regions. This extends to food security consulting, capacity building & training, program design, institutional development, market linkages, value addition, and more.



Commercial & technical services



"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

Commercial & technical services

COMMERCIAL & TECHNICAL SERVICES

At Farrelly Mitchell, we combine extensive commercial and technical expertise to drive sustainable growth and long-term success for food and agribusinesses. Our specialists excel in identifying growth opportunities and crafting tailored strategies to capitalise on them. We support diverse commercial and technical activities, including market entry and development, mergers and acquisitions, and large-scale operational transformations.

Our services include due diligence, feasibility and financial modelling, risk analysis and management, strategic business planning, product development insights, and market intelligence.



HOW WE HELP

- » **DUE DILIGENCE**
- » **MARKET INTELLIGENCE & INSIGHTS**
- » **FEASIBILITY & FINANCIAL MODELLING**
- » **RISK ANALYSIS & MANAGEMENT**
- » **STRATEGY & EXECUTION**
- » **VALUE CREATION & IMPLEMENTATION**



DUE DILIGENCE

Food and agribusiness transactions are complex endeavours that require thorough due diligence to minimise risks and ensure informed investment decisions are made. Farrelly Mitchell provides comprehensive buy-side and sell-side due diligence, combining global expertise with in-depth sector knowledge. We conduct complete asset appraisals, considering all commercial, technical, operational, and ESG aspects of investment targets. We go to great lengths to ensure our findings are accurate, unbiased, and discreet.

MARKET INTELLIGENCE & INSIGHTS

Strategic decision-making requires accurate data and detailed market insights, which many agribusinesses struggle to gather and utilise effectively. Our consultants specialise in helping clients turn market data into actionable intelligence for better targeting, product development, and market positioning. This empowers companies to stay ahead of market shifts and emerging trends.

FEASIBILITY & FINANCIAL MODELLING

Sound investments require rigorous feasibility assessments to ensure projects are viable. Farrelly Mitchell's feasibility and financial modelling services offer precise "go/no-go" recommendations based on market potential, operational needs, and financial projections. This gives clients the confidence to pursue projects that align with their strategic goals.

RISK ANALYSIS & MANAGEMENT

The agrifood industry faces inherent risks like shifting markets, regulations, and supply chain disruptions. Farrelly Mitchell identifies and mitigates financial, technical, and operational risks to enhance business stability. Our strategies transform risks into growth opportunities, fostering resilience and sustainable success.





STRATEGY & EXECUTION

Changing markets, regulations, and value chains challenge businesses to align strategy with execution. Farrelly Mitchell guides organisations in developing and implementing strategies that generate competitive advantages. We help clients enter new markets, restructure, launch new products, secure investments, and achieve their performance targets.

VALUE CREATION & IMPLEMENTATION

For any business to thrive, it needs to produce products or services that are worth more than the cost of inputs. Farrelly Mitchell helps businesses develop growth opportunities by improving supply chain management, market development, and technology integration. Our consultants deliver sustainable growth and long-term success by optimising operations and competitive strategies.

CLIENT SUCCESS STORIES

Commercial & Technical

Project

TECHNICAL DUE DILIGENCE

Location

OMAN

Sector

DAIRY



Our client on this project was a vertically integrated dairy company in Oman, known for its large-scale food production capabilities and diverse portfolio of dairy products.

In alignment with government objectives to improve self-sufficiency in Oman, the client reached out to Farrelly Mitchell for a third-party analysis of its dairy operations, including technical and commercial due diligence. This would enable the client to better understand current performance and identify opportunities for operational and commercial improvement.

We delivered a multi-phase project, encompassing commercial market analysis, growth projections, competitive analysis, and a pricing review. We also performed operational and plant-processing reviews to pinpoint areas where efficiency and productivity could be improved.

Project
COMMERCIAL DUE DILIGENCE
Location
UNITED KINGDOM
Sector
AGRI INPUTS



The client on this project was a renowned provider of growth capital to private businesses for expansion, acquisitions, recapitalisations and shareholder reorganisations.

Having identified a potential investment opportunity in one of the oldest agricultural machinery companies in Europe, the client sought Farrelly Mitchell to assess the commercial and technical aspects of the target before committing to invest.

To meet the project's objectives, we performed commercial due diligence using a well-defined and proven process to gather, analyse, and interpret essential market intelligence.

This process involved analysing the agricultural machinery manufacturing market, conducting competitor analysis, and reviewing macroeconomic and key industry trends and drivers. It included a comprehensive assessment of the likely impact of Brexit and provided a thorough understanding the target's customer relationships, routes to market and opportunites for growth.

CLIENT SUCCESS STORIES

Commercial & Technical

Project

UAE FOOD LOGISTICS FEASIBILITY STUDY

Location

UAE

Sector

SALES & DISTRIBUTION



Our client on this project was a major international organisation, dedicated to promoting and investing in sustainable agricultural projects and technologies.

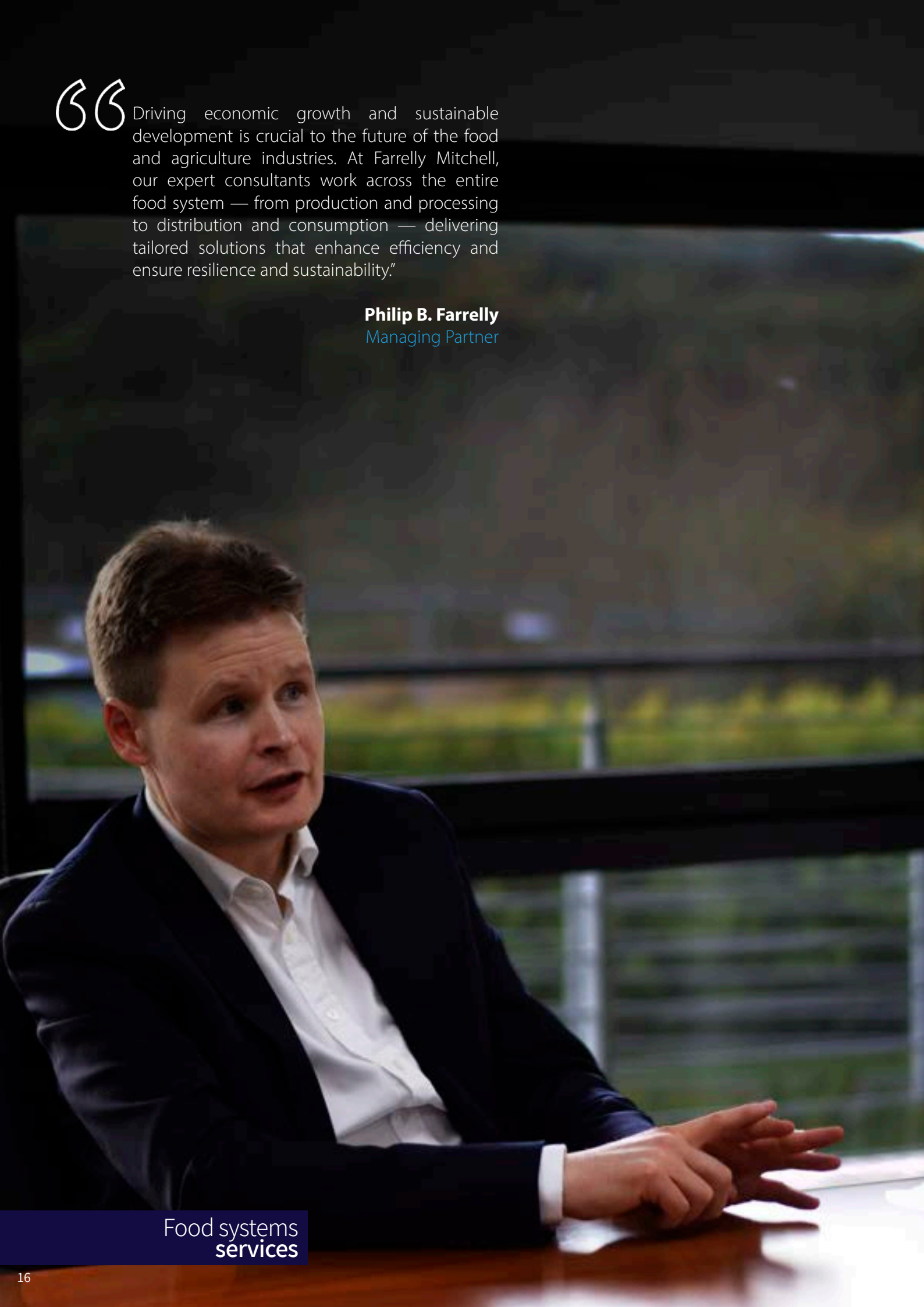
The client sought to develop a sustainable food storage facility and logistics hub in Dubai. This facility aimed to improve storage infrastructure and support the efficient distribution of perishable goods.

Farrelly Mitchell were engaged to conduct a comprehensive feasibility study on the project, to assess the viability of the proposed facility. We examined the current capabilities, limitations and logistical challenges facing the local food and beverage industry. This included an in-depth market analysis, technical evaluation of the proposed facility, and a financial assessment to project costs and revenues.

Our findings provided valuable insights and a clear roadmap for improving productivity, reducing waste, and optimising supply chains within the UAE. These improvements are expected to contribute significantly to the region's food security and sustainability goals in the future.



Food systems **services**



“Driving economic growth and sustainable development is crucial to the future of the food and agriculture industries. At Farrelly Mitchell, our expert consultants work across the entire food system — from production and processing to distribution and consumption — delivering tailored solutions that enhance efficiency and ensure resilience and sustainability.”

Philip B. Farrelly
Managing Partner

Food systems **services**

FOOD SYSTEMS SERVICES

Developing sustainable and resilient food systems is essential to ensuring food security, protecting the environment, and fostering economic stability. When developed strategically, these systems can enhance productivity and profitability, while conserving resources, reducing waste, and improving process efficiencies.

At Farrelly Mitchell, we partner with businesses, governments, and organisations to develop integrated and resilient food systems. Our approach addresses key supply chain challenges while aligning with clients' commercial and ESG objectives. We specialise in optimising supply chains, implementing traceability systems, adopting new technologies, reviewing regulation, and managing food safety systems.

HOW WE HELP

- **SUSTAINABILITY & ESG**
- **TRACEABILITY & TRANSPARENCY**
- **SUPPLY CHAIN OPTIMISATION**
- **TECHNOLOGY & INNOVATION**
- **POLICY & REGULATION**
- **FOOD SAFETY**

SUSTAINABILITY & ESG

Farrelly Mitchell offers actionable insights and support to help clients develop robust food systems, adopting advanced technologies and strategies to reduce environmental impact, enhance social governance, and boost business performance. Our approach ensures that sustainability and ESG initiatives create value and competitive advantage without compromising commercial success.

TRACEABILITY & TRANSPARENCY

Farrelly Mitchell helps governments and businesses create transparent supply chains by assisting regulatory bodies in policy development and helping businesses optimise supply chain integrity. Our services not only improve the operational aspects of food distribution but also helps foster a positive relationship between consumers and businesses, which improves market standing and competitiveness.

SUPPLY CHAIN OPTIMISATION

We transform supply chains from cost centres into competitive advantages by helping our clients achieve the optimal balance between cost, availability, quality, and resilience. Our on-site assessments help identify improvements and ways to streamline and digitalise processes, enabling our clients to enhance supply chain efficiency while mitigating risks.





TECHNOLOGY & INNOVATION

Farrelly Mitchell's experts provide comprehensive assessments and vital guidance on the suitability and feasibility of food and agricultural technologies. We guide our clients through technology adoption, providing tailored solutions that cater to their unique challenges and circumstances.

POLICY & REGULATION

We support policymakers across the world in building fair and transparent agri-food regulatory systems, while also supporting corporates in understanding policies and achieving regulatory compliance. With extensive experience, our policy team can provide key supports to meet contemporary food safety, ESG, and SDG challenges.

FOOD SAFETY

We work with farmers, producers, distributers, and retailers to assess food safety risks, enhance food safety standards and respond to emerging threats. We also provide support to governments in designing effective policies and regulation, and help develop risk-based monitoring and enforcement programmes.

CLIENT SUCCESS STORIES

Food Systems

Project

NATIONAL TRACEABILITY SYSTEM REVIEW

Location

ROMANIA

Sector

PROCESSING & MANUFACTURING,
SALES & DISTRIBUTION



The client, an international development bank, partnered with Farrelly Mitchell to evaluate Romania's agrifood legislation and assess how it aligned with EU standards.

Our team performed a thorough review of current legal and regulatory structures, and identified areas where quality assurance and compliance could be improved. We aligned our suggestions with evolving EU directives to anticipate future policy changes and provided workshops to engage stakeholders and promote transparency.

This project resulted in a strengthened legislative framework that significantly improved traceability, quality assurance, and crisis management within Romania's agrifood sector. It also promoted greater transparency and accountability, laying the foundation for a more sustainable and resilient future for the country's agrifood industry.

Project

QUALITY ASSURANCE AND SUSTAINABILITY REVIEW

Location

EUROPE

Sector

SUPPLY CHAIN OPTIMISATION



The client on this project was a national body responsible for promoting the sale and marketing of agricultural products domestically and internationally.

Farrelly Mitchell was engaged to review and streamline the client's quality assurance and sustainability schemes. The goal of this was to identify potential efficiency gains and improve their auditing processes.

Our tasks included reviewing and updating existing standards, optimising the client's auditing processes, and refining their certification and reporting practices. We also developed practical support materials, such as guidance documents and training videos to support ongoing training and improvements.

Our work enabled the client to adopt new frameworks and reporting mechanisms which have streamlined their auditing and compliance processes. This significantly decreased their workload while improving oversight of key safety and quality assurance metrics.

CLIENT SUCCESS STORIES

Food Systems

Project

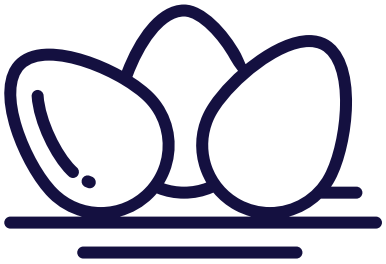
CIRCULAR ECONOMY INITIATIVE

Location

EU

Sector

POULTRY



The Client, a major European institution, sought to develop a circular initiative that would repurpose poultry feathers.

Farrelly Mitchell worked as a leading member of a consortium charged with developing the methods and strategies needed to transform poultry feathers into valuable by-products.

In Europe 3.6 million tonnes of waste feathers are generated per year from the poultry sector. Around 25% is used for animal feed or fertilisers while the rest is disposed in landfills or incinerated.

This project focused on creating efficient processing techniques that would enable large-scale production of feather-based keratin. Farrelly Mitchell's work centred on overcoming technical, logistical, and market challenges inherent to this supply chain and included conducting numerous feasibility studies.

Our efforts enabled the creation of economically-viable processes and systems for producing and keratin-based products derived from poultry feathers, and ensured that these products could be successfully sold and distributed.



Development & impact **services**



"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)

DEVELOPMENT & IMPACT SERVICES

Agricultural development is key to addressing some of the world's most pressing challenges such as enhancing food security, stimulating economies, and improving lives and livelihoods. At Farrelly Mitchell, we aim to build a sustainable, resilient, and prosperous future for the food and agricultural industry, particularly in the Global South. We collaborate with government agencies, multilateral organisations, NGOs, and private businesses to boost agricultural production and strengthen food systems in developing regions.

With decades of experience in agricultural development, our experts provide guidance on nutrition, food security programs, institutional development, governance, capacity building, training, market linkages, and more.

HOW WE HELP

- » **NUTRITION & FOOD SECURITY**
- » **INSTITUTIONAL DEVELOPMENT**
- » **CAPACITY BUILDING & TRAINING**
- » **MARKET LINKAGES & VALUE ADDITION**
- » **PROGRAM DEVELOPMENT & IMPLEMENTATION**
- » **IMPACT EVALUATION & MONITORING**

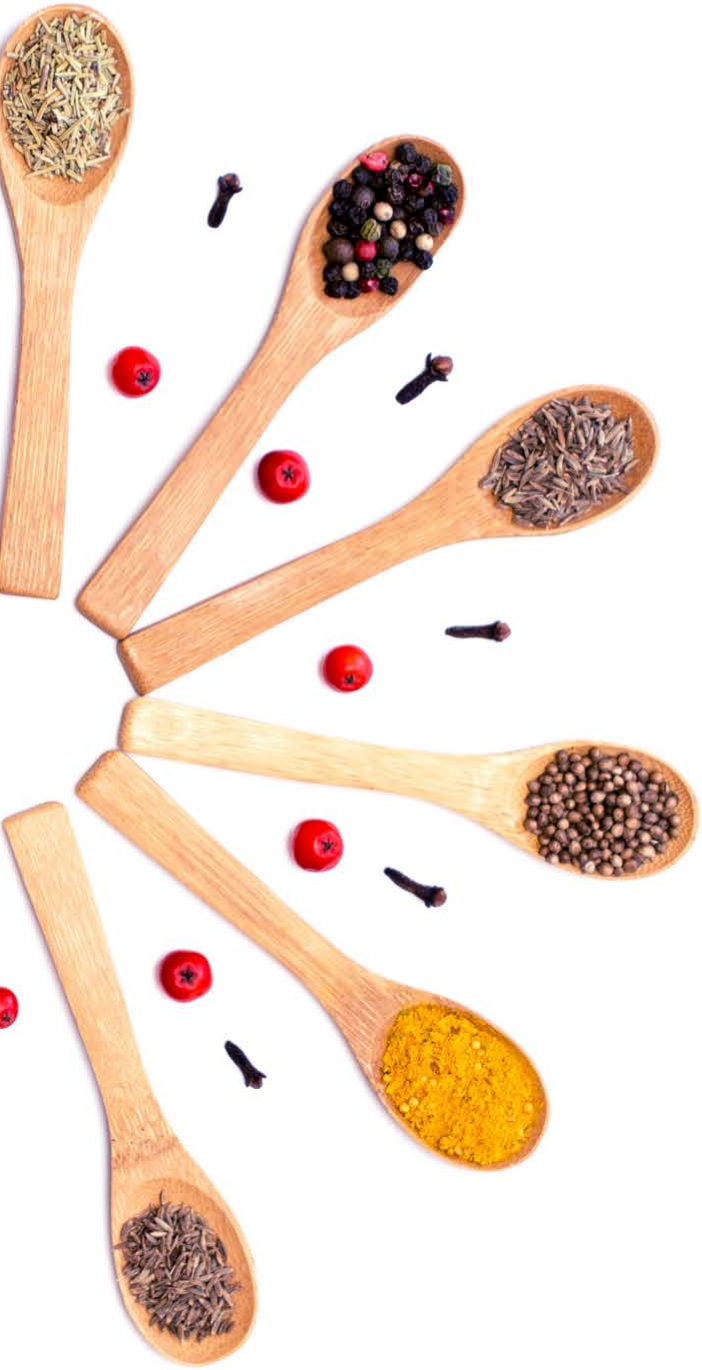
NUTRITION & FOOD SECURITY

Despite significant technological and operational advancements, global agricultural production still falls short of demand due to inefficient systems, harsh climates, and lack of support, leaving billions without reliable access to nutritious food. Farrelly Mitchell collaborates with stakeholders to design resilient food systems that enhance productivity and combat malnutrition through policy design, training, and food security programs.

INSTITUTIONAL DEVELOPMENT

Institutional development is crucial for fostering cooperation and innovation within sustainable agricultural systems. At Farrelly Mitchell, we partner with public and private stakeholders to strengthen policies, stimulate institutional investment, and empower communities, delivering technical assistance that drives collaboration and equips institutions for sustainability and resilience.





CAPACITY BUILDING & TRAINING

Capacity building is key to improving global agricultural production. Our team focuses on training the next generation of agricultural experts, developing their skills and knowledge to create a more efficient workforce. We improve productivity by introducing industry best practices, promoting financial literacy, and implementing new technologies. Our efforts support both public and private sector initiatives, enabling them to enhance their programs and decision-making processes. This comprehensive approach benefits the entire agrifood industry, fostering sustainable growth and improved performance across the sector.

MARKET LINKAGES & VALUE ADDITION

Smallholder farmers play a crucial role in global agriculture but often lack access to lucrative markets and the broader benefits of modern globalised agriculture. Farrelly Mitchell advises governments on policies and strategies that promote economic inclusion and development. We provide guidance on logistics, infrastructure, and technologies that strengthen market linkages and enable small and medium-sized enterprises to actively participate in broader markets.

PROGRAM DEVELOPMENT & IMPLEMENTATION

Developmental programs play a key role in stimulating growth in developing nations, however the design and implementation of these programs can be challenging. We collaborate with global institutions to create projects aligned with best practices and SDGs. Our experts help develop impactful programs that strengthen food security and empower smallholders and SMEs.

IMPACT EVALUATION & MONITORING

Monitoring and evaluation are crucial for assessing a program's impact and guiding future progress. Our consultants build systems that enable adaptive management, allowing clients to optimise strategies and continuously improve their outcomes. Our approach ensures programs are data-driven, effective, and measurable, enabling informed decision-making and enhanced accountability.



Project
PROGRAM DEVELOPMENT
Location
MOZAMBIQUE
Sector
COFFEE



The client, a multilateral organisation, partnered with Farrelly Mitchell to design a 10-year national strategy for the development of the Mozambique coffee sector.

In a two-step process, our experts conducted a thorough analysis of Mozambique's coffee value chain, identifying key challenges such as insufficient market data, inconsistent policy frameworks, and relevant socio-economic factors impacting the industry. This comprehensive examination revealed several areas where improvements and investments could significantly benefit the sector.

Building on these insights, we designed a comprehensive 10-year strategy for Mozambique's coffee sector. This long-term plan aligns with national priorities and incorporates industry best practices. It outlines specific measures including new governance structures, policy documents, capacity building initiatives, research programs, and investment promotion strategies that ought to ensure long-term growth and sustainability for Mozambique's coffee sector.

CLIENT SUCCESS STORIES

Development & Impact

Project

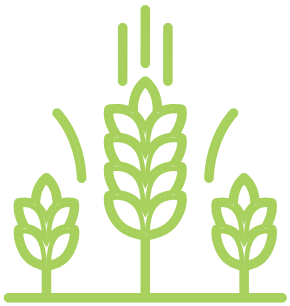
CAPACITY BUILDING & TRAINING

Location

GHANA

Sector

RICE, SOYBEAN, AND MAIZE PRODUCTION



The client on this project was a major multinational bank operating across Africa. They engaged Farrelly Mitchell to develop and deliver a comprehensive farm training program to 800 farmers specialising in rice, soybean, and maize production.

Our team conducted a series of capacity-building training sessions to equip farmers with technical skills and practices that would enhance production efficiency and output quality. This initiative included the development of a suitable strategy and methodology for effective knowledge transfer, sharing advanced production and postharvest techniques, and creating maize production materials. Training sessions were conducted both on-farm and in the classroom utilising hands-on trial sessions, field demonstrations, and open discussions, all of which encouraged active participation and ensured the practical application of learned techniques.

Following the training, a monitoring exercise revealed several positive outcomes. Farmers expanded their production areas, hired more farmhands, reduced time spent on tasks such as spraying herbicides and land preparation, increased their use of machinery and adopted more environmentally conscious practices regarding agrochemical use and disposal.

Project
SCOPING REVIEW
Location
AFRICA
Sector
TEXTILES AND FIBRES

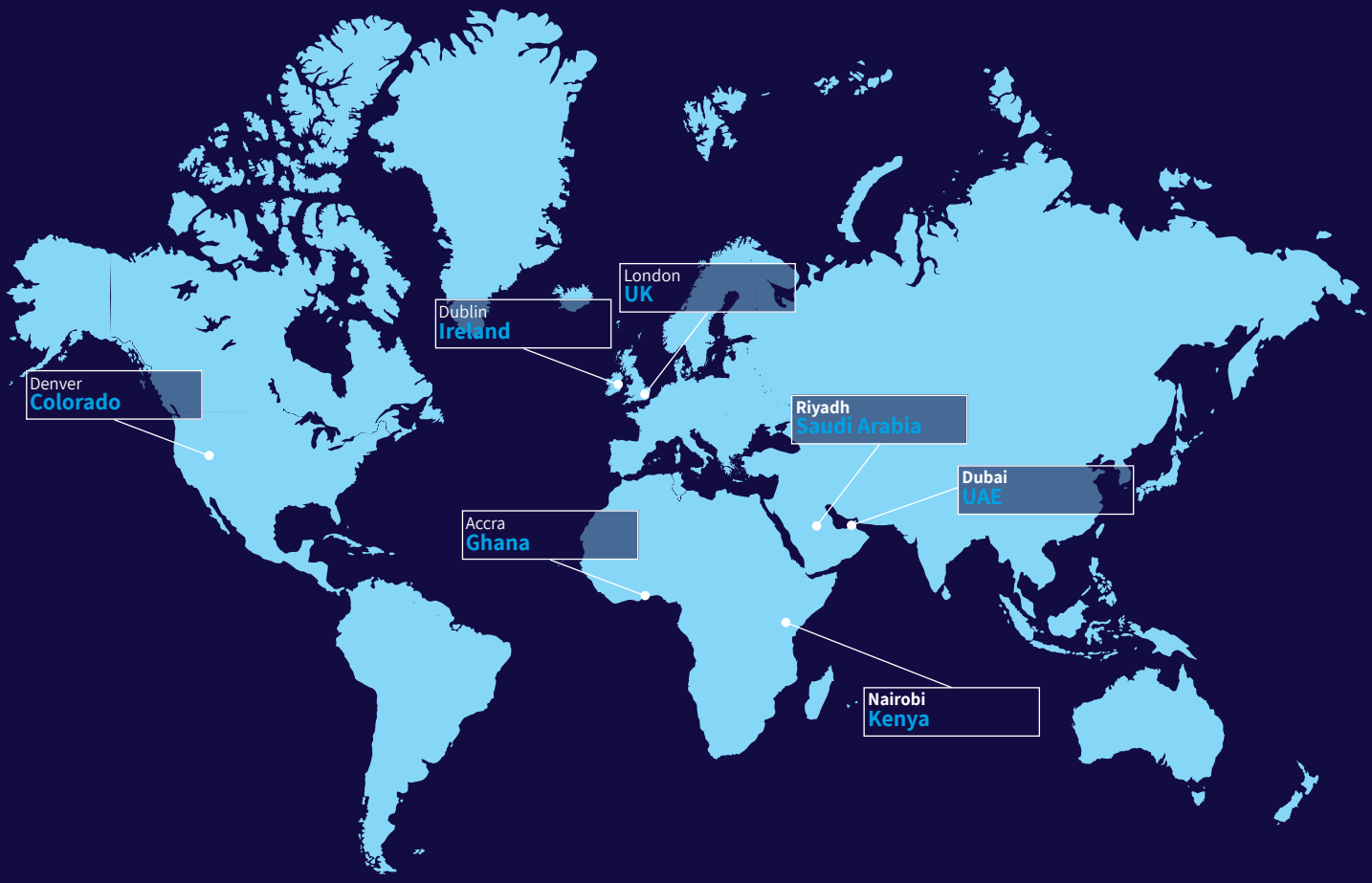


The client on this project was a pan-African multilateral financial institution who, in collaboration with a major European textiles association, sought to enhance the African textiles & apparel industry through a comprehensive industrialisation program.

This initiative aimed to boost value-added textile manufacturing, provide financial and skill development resources, and promote export activities in Africa's underdeveloped textiles and apparel (T&A) industry.

To support this program, Farrelly Mitchell conducted an in-depth scoping review of the African T&A sector. Our study analysed existing market data and regulatory environments, as well as stakeholder engagement. Local market intelligence was gathered through interactions with industry players and workshops with experts.

Our study revealed key investment opportunities that could significantly impact Africa's T&A industry. The report identified strategies to enhance regional value chains, upskill the workforce, strengthen trade ties, promote eco-friendly technologies, and provide a foundation for strategic investment within the sector.



OUR LOCATIONS

With strategic offices in Europe, 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.



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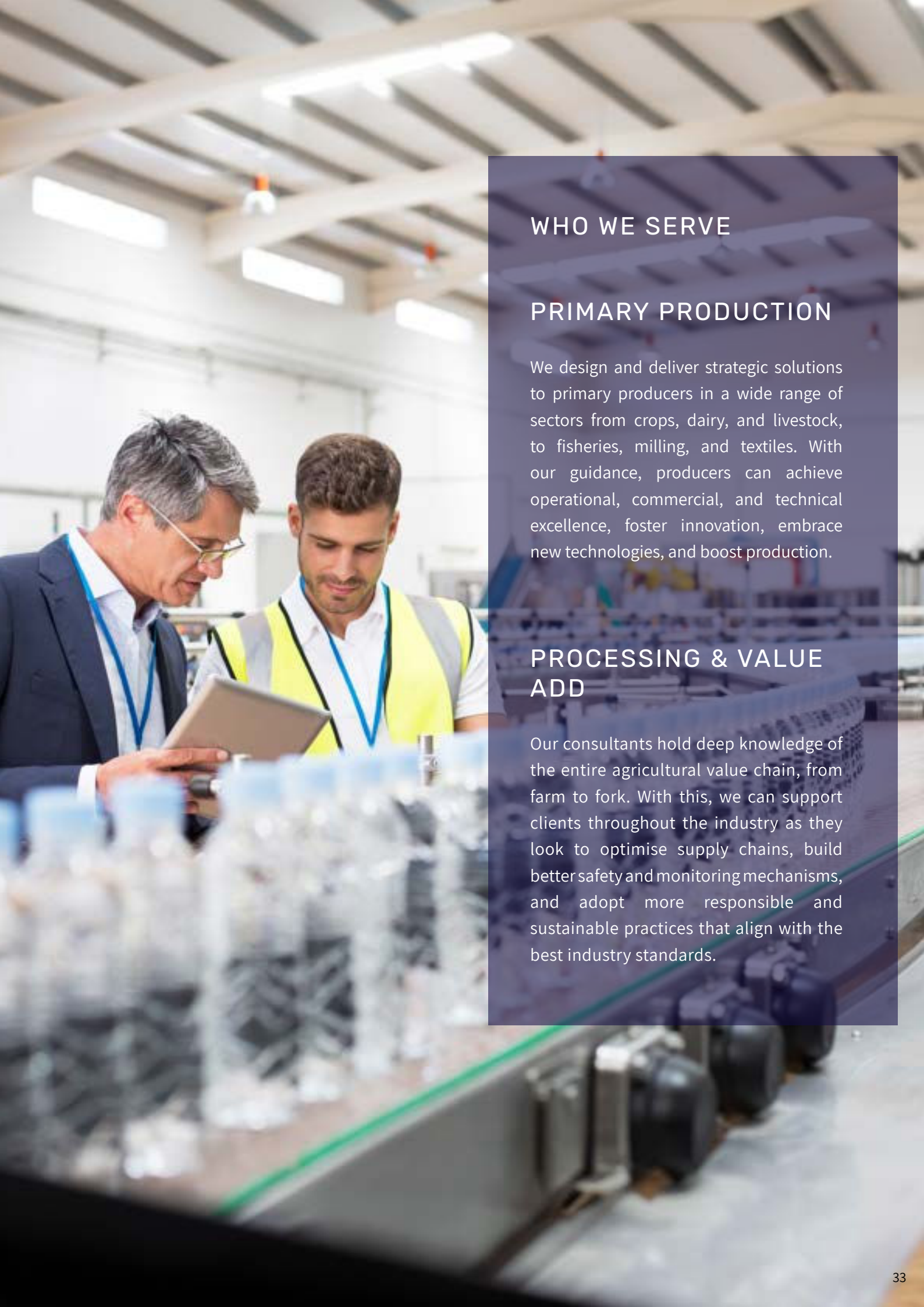


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FARRELLY MITCHELL
Food & agribusiness specialists



WHO WE SERVE

PRIMARY PRODUCTION

We design and deliver strategic solutions to primary producers in a wide range of sectors from crops, dairy, and livestock, to fisheries, milling, and textiles. With our guidance, producers can achieve operational, commercial, and technical excellence, foster innovation, embrace new technologies, and boost production.

PROCESSING & VALUE ADD

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.

OUR CLIENTS

Our team is proud to collaborate with leading public and private sector stakeholders in the global food and agribusiness industry. From government agencies, NGOs, and DFIs to large-scale corporations, investment funds, private equity firms, and businesses, we have a proven track record of enabling sustainable growth and economic development.



OUR VALUES

At Farrelly Mitchell, sustainability is not just a corporate initiative but a fundamental principle that underpins every aspect of our business. We understand that the agrifood industry stands at a critical juncture, facing unprecedented challenges in balancing food security, economic viability, and environmental stewardship. Climate change, resource depletion, and biodiversity loss are no longer distant threats but immediate concerns that require decisive action.

In response to these challenges, we have developed a comprehensive sustainability framework that aligns all levels of our internal operations with best practices, global benchmarks and the United Nations' Sustainable Development Goals. By setting ambitious targets for ourselves and consistently benchmarking our progress against them we aim to lead by example and help set the standard for others to follow.

As food and agribusiness consultants, we are equally conscious of our role in helping our clients to achieve their long-term global sustainability goals. Our ESG and sustainability experts have worked on countless projects worldwide, advising businesses, governments, and agencies on the most sustainable practices.

Through these efforts, we aim to facilitate significant, lasting environmental stewardship across the entire food and agribusiness landscape.

FARRELLY MITCHELL

Food & agribusiness specialists

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