

Our **capabilities**

Processing & value-add

FARRELLY MITCHELL
Food & agribusiness specialists

Processing & value-add

The process of turning raw food materials into finished products is long and complex, with products often moving from producer to consumer via a network of processors, distributors, and retailers. Each stage in the chain is essential and serves to add value to the final product.

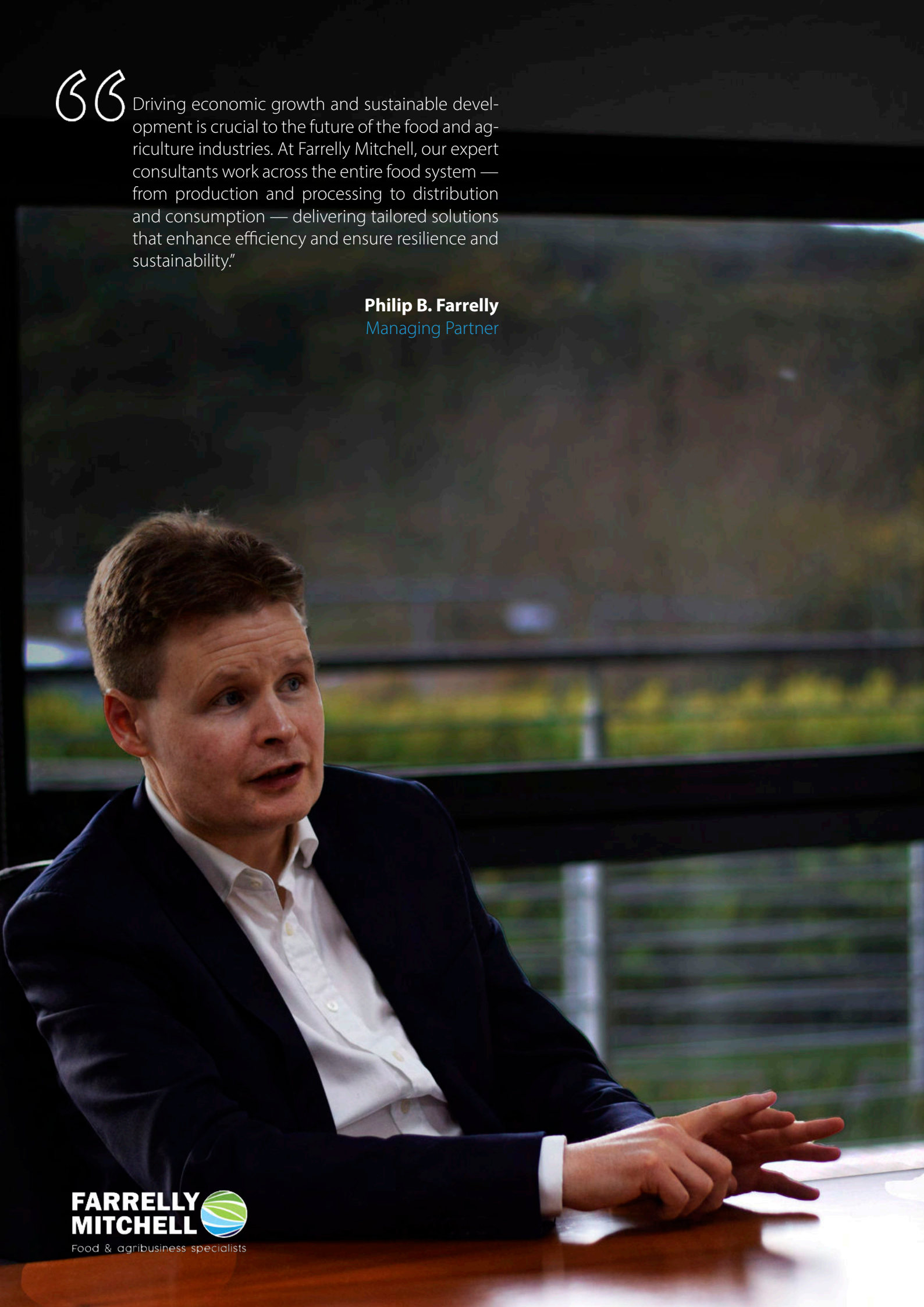


Optimising the **value chain**

In order to deliver food in a safe, timely, and cost-effective manner, stakeholders across the food value chain must ensure that their products are processed and moved quickly downstream. Efficiency and optimisation are crucial; inefficient logistical processes and poorly managed supply chain partnerships can lead to delays, causing significant food loss and food waste and harm the bottom line.

At Farrelly Mitchell, we work diligently with food and agribusinesses to develop efficient, resilient, and economically sound value chains. We understand that healthy and robust value chains are essential to delivering more productive and sustainable products. Our expertise covers every stage of the value-add process, from processing and manufacturing to logistics and retail. With our guidance, our clients can improve their efficiency, reduce operational costs, streamline supply chains, and adapt to the challenges of a rapidly changing global market.

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“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

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Food & agribusiness specialists



Processing & **manufacturing**

Food processing and manufacturing is essential for turning raw food materials into edible products. For most food products, this is a complex process. Processors must be able to identify and source the right ingredients, convert them into a sellable product, and quickly transport them to downstream partners. This requires a sound procurement strategy, labour and equipment management, storage and packaging systems, and an efficient logistics process. At the same time, processors and manufacturers must navigate competitive markets, fluctuating commodity prices, evolving consumer trends, and emerging regulatory requirements that can impact their operations.

At Farrelly Mitchell, we specialise in improving and streamlining food products and processing systems. Our consultants deliver actionable insights and strategic solutions to the industry's most pressing challenges, including process optimisation, equipment selection, quality control, regulatory compliance, and more.

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Sales & distribution

The food sales and distribution industry acts as an intermediary between production and retail, gathering products, storing them, and transporting them to wholesalers such as supermarkets, restaurants, and other food service providers. Safety, quality control, and speed are crucial in this process, as slow distribution, poor storage systems, and human error can pose the risk of food spoilage and waste.

We work with food distributors to enhance operational performance, reduce product waste and damage, and optimise the logistics process. Our supply chain specialists can identify suitable solutions to your distribution challenges and ensure that your inventory is packed, processed, and shipped quickly and cost-effectively. By assessing market trends and fluctuations, we can inform sales/demand forecasting. Furthermore, we provide actionable regulatory advice related to traceability, transparency, food safety, and more.



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Food service & retail

As the final point of contact for consumers, it is crucial for food service and retail businesses to maintain the highest standards of food safety, quality, and convenience. The growing popularity of online food delivery services has transformed consumer expectations for convenience, speed, and variety, requiring traditional establishments to innovate their service models to stay competitive. Additionally, changing market demands and shifts in consumer behaviour have compelled businesses to adapt their sourcing, marketing, and delivery strategies.

At Farrelly Mitchell, we provide holistic support to food service and retail companies. With a deep knowledge of market trends, consumer behaviour, regulatory demands, and supply chain management, our experts can quickly assess and address risks, opportunities, or areas for improvement. With our help, our clients can confidently and position their business for maximum growth.

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Food ingredients **& alternative proteins**

Market trends and consumer patterns are constantly evolving. In recent years, a growing interest in animal welfare, environmental conservation, and responsible sourcing has cause a surge in demand for new ingredients and sources of protein. With the global plant-based food market expected to reach USD77.8 billion by 2025, and an ever-growing population of vegetarian and vegan consumers, the opportunities for market entry and development are clear.

At Farrelly Mitchell, we recognise the potential of this rapidly growing market, and we work diligently to stay on top of the latest R&D, products, and growth opportunities in this space. With a deep knowledge of market trends, consumer behaviour, and business planning, we can accurately assess the financial feasibility of new products and develop bespoke strategies for entering or developing new markets.

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Agri-industrial zones

By integrating producers, processors, and manufacturers in one location, agro industrial parks can maximise operational synergies, achieve economies of scale, and link farmers to larger markets. In emerging economies where the agrifood industry is often underdeveloped and fragmented, agro industrial parks can play a crucial role in consolidating activities and resources and catalysing agricultural production.

With a comprehensive understanding of food systems and value chains, our experts can support the establishment and smooth running of agro industrial parks. We offer advice on park design and aid in the selection of participatory businesses. Moreover, we can facilitate external investment from NGO's, DFI's, and private investors to ensure the financial sustainability and growth of these parks. We enable agro industrial parks to become hubs of innovation and productivity by helping them overcome common challenges, such as infrastructure deficits, limited access to technology, and regulatory hurdles.



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How **Farrelly Mitchell** catalyses value chains

Our experienced agrifood consultants know what it takes to turn inefficient processes and supply chains into streamlined and agile systems. We provide a range of services to food and agribusinesses across the chain, helping them to analyse and optimise their operations and develop new and prosperous partnerships.

Our approach is defined by a blend of practical experience and rigorous analysis. With decades of industry experience, our specialists can design tailored strategies that turn the most pressing challenges into opportunities.

In addition to enabling organisations to analyse and optimise their workflows we provide a comprehensive range of solutions that address the multifaceted challenges faced by food and agribusinesses. From optimising operations and enhancing profitability to fostering sustainable practices and safeguarding food security, we are committed to ensuring our clients achieve operational excellence, drive innovation, and create value. Our services are delivered by three primary teams:

- **Commercial & technical**
- **Food systems**
- **Develvopment & impact**

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Commercial & technical

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 materialise.
- **Strategy & execution:** Designing commercial, operational, & technical strategies and putting them into action for long-term success. We bridge the gap between strategy and execution, turning ambitious plans into tangible results.
- **Value creation & implementation:** Designing and implementing improvement programs that enhance performance, drive sustainable growth, and generate long-term value for your business.

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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.

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 production 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

Building efficient and effective value chains is essential for the future of the agrifood industry. With our guidance, you can optimise your operations, streamline your supply chains, establish new partnerships, and forge a productive and profitable future. Contact our team today to learn more about our services across the food value chain and position your food and agribusiness for growth.



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