



AGRI FRONTIER

*Company Profile*



# ABOUT US

Agri Frontier Limited is an agri investment and agri-business advisory firm specialised in helping to create world class farming and integrated agri-businesses across the value chain, with a focus on frontier markets, particularly East Africa.



**Agri Frontier works to provide innovative solutions and true value-added services to investors, and businesses operating in the Agri sector in diverse environments and situations.**



**We provide the following key services:**

- Development of strategy and business plans
- Financial modelling
- Feasibility studies
- Valuations
- Assisting businesses to become “investment ready” (expansion capital or outright sale) in order to raise finance (grant, debt and equity), and support thereof
- Identification of investment opportunities within the agricultural sector for a range of investors
- Merger and acquisition services, including commercial due diligence & post-acquisition support
- Agricultural research and policy advisory
- Business Development Support (BDS) and Technical Assistance (TA)
- Agronomy services (offered in conjunction with our partner, Crop Nutrition Laboratory Services)





We have a depth of knowledge and experience that is unrivalled, allowing us to add-value from the field to the boardroom.

Family owned

corporate  
agri-businesses

Impact, Developmental and  
Private Equity investors.



# WHAT WE DO

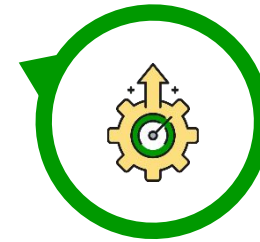


AGRI FRONTIER

Business Development  
Support and Technical  
Assistance



Agri Business Feasibility  
- Commercial, Market,  
Technical and Financial



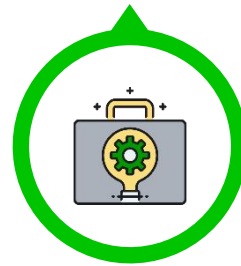
Finance and  
Investment



Business  
Valuations



Commercial Due  
Diligence





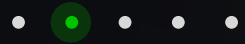
# 1. Business Development Support and Technical Assistance



Agri Frontier is highly experienced in the provision of Business Development Support (BDS) and Technical Assistance (TA) in the following areas:

- **Developing business plans and strategy**
- **Developing financial forecasts and models**
- **Mentoring and coaching**
- **Providing operational support to execute a business plan and investment**
- **Identification of management gaps and recruitment of the same**
- **Certification and accreditation (GLOBAL GAP etc.)**

## 2. Finance and Investment



We have an extensive network of funding sources, including private equity, impact and developmental investors who are able to invest a combination of equity, debt and grant funding, in addition to these areas:

### Investee Companies

- Building a capital raising plan
- Reviewing and creating capital raising documentation (business plans, teasers and investment presentations, financial models)
- Identifying interested investors and lenders
- Managing multiple interested investors
- Preparing for due diligence, including setting up and managing a data room
- Reviewing terms sheets and progressing an investor to completion

### Investors

- Provide credible opportunities for investors that are "investment ready" and that meet key investment and due diligence requirements.





## 3. Commercial Due Diligence



In support of investment funding or M&A transactions, we provide the following due diligence services:

- Commercial & Technical Evaluation
- Business Plan Evaluation
- Risk Assessment
- Valuation
- Co-ordination of Legal Due Diligence



# 4. Valuations



As a specialist African agri-business advisory firm, we have both the experience and the in house specialist skills to perform valuations of complex agri-businesses and assets for a variety of purposes including:

- **In support of balance sheet valuations for funds and companies**
- **As a component of due diligence in respect of M&A transactions**
- **In support of debt and equity capital issuance**
- **Sales transactions**





## 5. Agri Business Feasibility - Commercial, Market, Technical and Financial



We support agri & food businesses **through the following services** to bring clarity to investment decisions by delivering clear and concise investment rationale supported by robust analysis.

### How we help our clients:

- Evaluation of new business opportunities in agriculture and food
- Feasibility analysis with clear recommendations
- Business risks and mitigation strategy
- Market, technical and financial studies to support funding applications
- Detailed financial modelling to support a business plan



# LOCAL PROJECTS, GLOBAL OPPORTUNITIES

## AGRI FRONTIER UK OFFICE

### SOUTH SUDAN

### SIERA LEONE

### GHANA

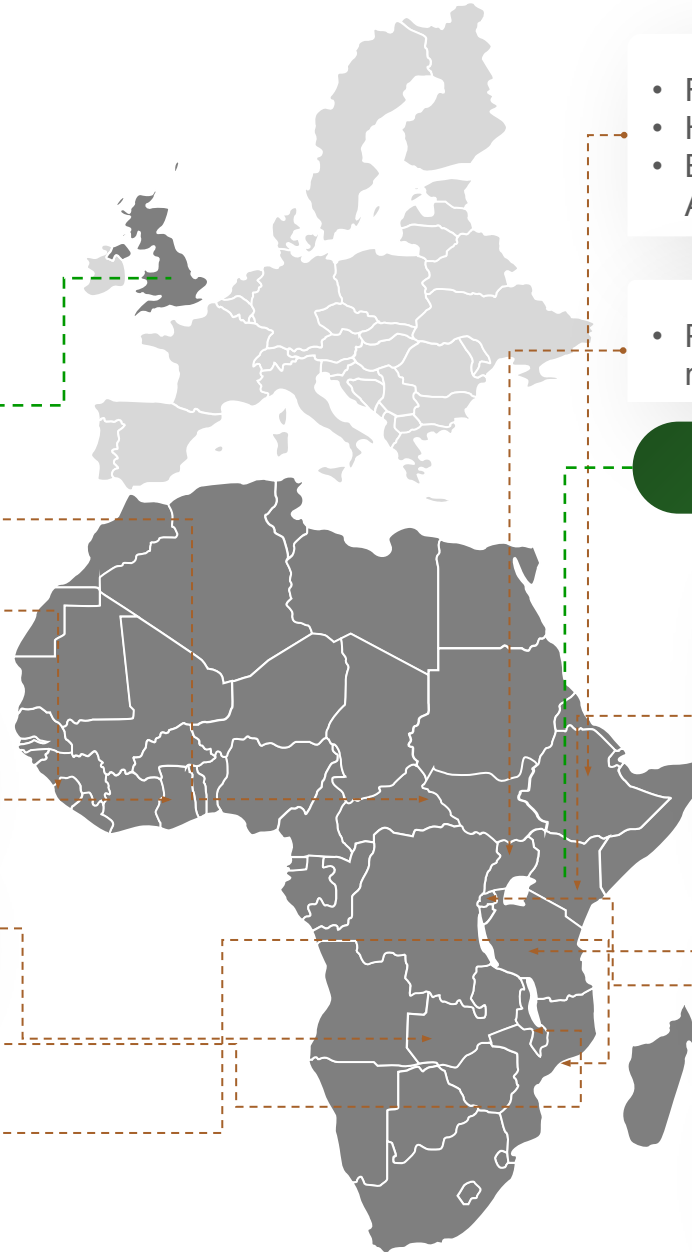
- Rice Contract Farming: Expansion Financing

### ZAMBIA

- Investment due diligence

### MALAWI

### MOZAMBIQUE



### ETHIOPIA

- Fresh flowers company: Investment facilitation \$10m
- Horticulture businesses: investment due diligence
- Business Development Support (BDS) and Technical Assistance (TA)

### UGANDA

- Project Development of the Agri-business sector in northern Uganda

## AGRI FRONTIER KENYA OFFICE

### KENYA

- Fresh flowers company: M&A Transaction advisory >\$20m
- Avocado feasibility study and grant funding
- Impact Investment Fund Acquisition due diligence
- Sustainability study on Fairtrade Horticulture
- Horticulture businesses: investment due diligence
- Company Valuation

### RWANDA

- Set up local country office, legal and financial advice, investment opportunities.

### TANZANIA

- Business Development Support (BDS) and Technical Assistance (TA)

# EXAMPLES OF ASSIGNMENTS

***M&A Transaction advisory >\$20m  
Fresh cut flower group (processing and  
export) Kenya & Ethiopia***

- commercial review
- due diligence
- negotiation of term sheets
- co-ordination of legal
- financial due diligence
- negotiation of term sheets
- SPA and SHA agreements through to financial close.







### ***Investment facilitation \$10m***

***Fresh cut flower producer, processor and exporter  
Ethiopia***

- develop business plan
- financial forecasts
- selecting the most relevant financial investors
- managing the process through to completion



### ***Acquisition due diligence***

***on behalf of an Impact Investment Fund  
Kenya***

- on-site commercial and technical evaluation
- analysis of historical and future forecast performance
- risk analysis
- valuations
- negotiate the acquisition
- process management to completion



***Expansion Financing for a Rice Contract Farming Provider to Smallholder Farmers  
Ghana***

- develop business plan
- financial forecasts
- investor presentations
- negotiating term sheets
- SPA and SHA agreements for equity and debt financing



***Business Development Support (BDS)  
and Technical Assistance (TA)  
Impact investor  
Rwanda, Uganda, Ethiopia and Tanzania***

- Developing business plans and strategy
- Developing financial forecasts and models
- Mentoring and coaching
- Providing operational support to execute a business plan and investment
- Identification of management gaps and recruitment of the same
- GLOBAL GAP Certification of smallholder farmers



# CORPORATE RESPONSIBILITY

*We support the UNDP's Sustainable Development Goals*

## ALIGNING WITH United Nation's Development Programme (UNDP) SUSTAINABLE DEVELOPMENT GOALS

Promoting long term economic, governance, environmental and social aspects in all that we do to bring positive societal and economic benefits to agriculture in Africa.



# TEAM



**Andrew Ritchie**

**Founder and Managing Director UK office**

- Over 15 years experience in African agri-business and investment management; has lived in East Africa between 2002 and 2014.
- Andrew has a BSc (Hons) Agricultural Business Management degree from the University of London
- Fellow of the Chartered Institute of Management Accountants.



**Nicholas Lodge**

**Investment Consultant Dubai**

- Over 20 years of experience in global agri-business, food supply & food security networks throughout the Middle Eastern and Africa.
- Nicholas has a B.Agr. (Agri-business and Business Management) from Massey University, New Zealand.



**Alexander Mureithi**

**Senior Consultant Kenya**

- 12 years of experience in Kenyan agricultural finance and investment sector.
- Alex has a BSc Accounting and Information Management degree from the University of Texas at Dallas
- Pursuing an MBA in Strategic Management from the United States International University.



**Josphat Irura**

**Senior Consultant Kenya**

- Over 10 years of experience in financial audit and corporate finance.
- Josphat is an accredited business accounting trainer, training entrepreneurs on “Building Financial Management Capacity”.



**Anu Menon**

**Finance Consultant UK office**

- Over 10 years of experience in engineering, corporate responsibility and reporting.
- Anu has a B.Eng and a Master of Business, both from Monash University, Australia.
- Pursuing a MSc from Royal Agricultural University, UK.



# CONTACT



[aritchie@agrifrontier.com](mailto:aritchie@agrifrontier.com)



[amenon@agrifrontier.com](mailto:amenon@agrifrontier.com)

## AGRI FRONTIER UK



The Alliston Centre  
Stroud Road, Cirencester,  
Gloucestershire, GL7 6JR, UK



UK: +44 (0) 7852 548152 (WhatsApp)

Kenya: +254 (0) 715 333808

Uganda: +256 (0) 789 952213

