

EMMA COWAN, MBA, BSC (HONS)

Agribusiness expert specialised in the emerging markets of East Africa and Brazil with in-depth knowledge of farm inputs (seeds & crop protection), animal protein and the animal feed industry. Experienced in serving financial investors, industry leaders and the donor community with market insight and project development knowhow.

Date of Birth: 18/04/1971


PROFESSIONAL HISTORY

CARDY-BROWN & CO LTD, INTERNATIONAL (2007-CURRENT)

Founder: Boutique Agribusiness Consultancy

www.cardy-brown.com

Key clients & assignments:

- Palladium (GRM), NuTec: Protein production in Northern Uganda: mapped & built development plan for Ugandan Animal Feed & Protein Industry 2016 -2017. Resulting public document available to view @: <https://www.dropbox.com/s/jjh4rq08ywh128p/FeedUgandaPUBLIC.pdf?dl=0>
- Sarasin Partners LLP: Food & Agri Opportunities Fund, supported fund development with agribusiness insight and advisory from inception to £150 million under management, 2007- 2017. <https://sarasinandpartners.com/fund/sarasin-food-and-agriculture-opportunities/#storeindividual>
- KPMG's African Enterprise Challenge Fund: AECF Senior Investment Project Manager representing Burundi, Rwanda, Uganda, Kenya & Tanzania, 2011-2014. Managed 12 separate investments from start-up to positive cashflows across diverse sectors including cashews, patchouli, plant tissue culture & coffee. <https://home.kpmg/ke/en/home/services/advisory/international-development-advisory-services/our-sectors-idas/agribusiness-sector/africa-enterprise-challenge-fund-programme.html>
- DFID: arable land development advisory in Tanzania, 2012.
- Armajaro LLP: agribusiness industry investment advisory for fund development. Africa & South America, 2012.
- Plukon BV: poultry market/due diligence. UK, 2011.
- Forbes Manhattan LLB: due diligence, oil palm & rice. Peru & Tanzania, 2011.
- Nutreco BV: identifying acquisition opportunities in animal feed sector. Brazil, 2008-2010.
- NMB Tanzania (Rabobank): feasibility study of agricultural banking in Uganda, Kenya & Tanzania, 2010.
- MCB Ukraine - Land Bank (80,000 ha arable): strategic advisory & finance restructuring, 2009. 
- FEFAC, COCERAL & UECBV (European Trade associations): Impact of EU Unauthorised GM's on the feed and livestock industry sectors 2008 -2009: <https://www.cardy-brown.com/wp-content/uploads/2009/01/impacts-of-eu-unauthorised-gms-on-the-feed-livestock-sectors.pdf>

AGRIINVEST PUBLICATIONS, SPAIN (2019-CURRENT)

Founder: Writing and publishing market insight papers targeted at both industry & investor readers.

www.agriinvestpublications.com

Publications include:

- "The Feed Review" (2019 -2021): a monthly market analysis for senior management & investors operating in or investing in the feed & animal protein industry. Annual subscribers included Cargill, Nutreco & Alltech.
- "Investing in Agricultural Land in Brazil" (2009).

RABOBANK INTERNATIONAL BV, UTRECHT, THE NETHERLANDS (2004-2007)

Senior Director – Food and Agri Research & Advisory

- Led a team of 12 global industry analysts in animal protein, aquaculture, and feed sectors
- Advised credit committee on Food and Agribusiness corporate clients
- Published industry market research: 'Emerging Markets' published October 2006 and "BRICs & Biofuels" published June 2007
- Industry deep dive evaluation of vertical integration of feed to meat
- Frequent speaker at industry conferences representing the bank

CORPORATE TRAINING:

- Finance & Credit Risk Management - Amsterdam Institute of Finance/INSEAD
- Dutch Language training from basic to advanced

SYNGENTA AG, SWITZERLAND (2001-2004)

Head of Business Planning

- Responsible for Seeds Division business planning (\$1bn turnover)
- Mergers and Acquisitions analysis
- Developed and published monthly industry review for Syngenta Global Leadership Team
- Facilitator of Seeds Leadership Team

MONSANTO – SEMINIS, THE NETHERLANDS (1998-2001)

Business Intelligence Manager - Vegetable Seeds division, Europe, Middle East & Africa

- Competitor & Market Analysis for M&A
- Identification of business development opportunities within farm to fork value chain
- Market Mapping EMEA's for seeds industry

NEDAPAGRI BV, THE NETHERLANDS (1997-1998)

Research Project as MBA Thesis

Implementing traceability into the beef market during BSE crisis through subcutaneous chips

EUROPA AMERICAS AGRO-PECUARIA LTDA, BRAZIL (1990-CURRENT)

Family-owned beef & soybean farm. Rondonopolis, Mato Grosso, Brazil

Supported the development of original 4000ha farm near Primavera do Leste, working as a cowgirl with a team of 4 cowboys managing approximately 1000cow herd + 25-30 horses 1990-1993. Since my father passed in 2020 I am responsible for the current 1000ha farm which is now rented out to soybean production. I witnessed and participated in the development of Mato Grosso as Brazil's biggest agricultural producing state seeing both positive (economic) and negative (environmental) sides.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION (MBA) INTERNATIONAL FOOD AND AGRIBUSINESS

Universidad do Valencia, Spain in partnership with Royal Agricultural College, Cirencester UK (Sponsored by European Union)

Graduated 1998

BACHELOR OF SCIENCE HONOURS DEGREE (BSC HONS 2.1) ANIMAL NUTRITION & PHYSIOLOGY

Leeds University, UK,

Graduated 1996

FOOD & WINE DIPLOMA

September 1989 – June 1990

Leith's School of Food & Wine, London, UK.

LANGUAGES

- English: Mother Tongue
- Dutch: Advanced
- Spanish: Intermediate
- Portuguese: Intermediate

OTHERS

- Piano Grade 6 Royal College of Music
- LAMDA Speech & Drama, Silver Medallion
- Certified Artificial inseminator of cattle! (PECPLAN Bradesco, Brazil)