



Business Profile

- **Agri-investment**
- **Sustainable sourcing**
- **Market linkages and opportunities**
- **Public speaking**

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Credentials

- 15 yrs of working with sustainability leaders, incl. Unilever, M&S, Body Shop, SABMiller & Deutsche Bank
- Technical due diligence missions for individual investors as well as KfW, Afrexim Bank and AATIF
- Agronomy expert (PhD) with global hand-on experience. Background in horticulture and economics
- Track record of designing and leading innovative multi-partner projects
- Highly networked in the agri-foods industry, its suppliers, academia and NGOs / IGOs.

Work

Agri-investment

Investors are re-discovering agriculture. Together with a team of experienced experts in banking, accounting, agronomy and market development we offer the technical expertise to underpin investments:

- Technical and commercial due diligence of farming and agri-business projects; farm audits and ESG
- Opportunity development and linking investors and projects.

Sustainable sourcing

Agriculture and farming in 10 years will look very different from today. We support the agri-food industry with gearing its supply chains towards the environmental, social and commercial realities of tomorrow:

- Designing and implementing sustainable sourcing strategies and supplier engagement
- Climate, environmental and social risk mapping; strategies for security of supply
- Advising on agri-standards, certification, indicators and metrics.

Market linkages and opportunities

We help clients develop new business opportunities, supply chains and partnerships. Services include:

- Value addition: identifying and developing opportunities to strengthen existing supply chains
- Market studies: finding market niches, market entry points and new sourcing opportunities.

Public speaking

The breadth of our work gives us insights and current knowledge in a range of topics. I offer:

- Presentations on sustainability in the agri-food industry, standards, smallholder farming etc.
- Designing and organising workshops and events on topics related to sustainable agriculture.



Work in the past 18 months included

- Market survey of the African agri-business sector, with focus on cocoa, cassava and shea, for the African Export Import (Afrexim) Bank's \$100M Africoin facility
- Review and up-date the sustainable sourcing strategy and commitments of a major international natural cosmetics brand
- Design and test a sustainability appraisal tool kit for food retail clients of the European Bank for Reconstruction and Development (EBRD)
- Run a local farmer group for a multinational breakfast cereal brand and engage with technical experts to support introduction of improved practices
- Support the Indian tea industry in developing their 'trustea' sustainability code and scheme rules
- Design the environmental elements of the Global Shea Alliance's Sustainability Code and support the Alliance in developing an environmental strategy.
- Develop a Theory of Change and help re-shape CottonConnect's farmer monitoring and evaluation programme of 400k+ farmers to become more effective, scalable and aligned with business strategy
- Agricultural due diligence for AATIF, considering an \$18M business rescue of a 300kt tomato processing plant in South Africa, covering all aspects of agronomy, organisational structure and processing
- Develop the social footprint of the supply chain of a \$40bn multi-national food company.

Client Profile

Branded goods companies
NGOs and IGOs

Agri-investors and funds
Trade associations

Retailers
Consulting firms

Christof Walter career history

Unilever Procurement: Sustainable Sourcing Development Manager; 2010 – 2012, UK

Smallholder development, strategic sustainable sourcing projects, technical business partnering.

Unilever Supply Chain / Unilever R&D: Research Manager, Sustainable Agriculture; 2004 – 2010, UK

Set and execute Sus Ag research agenda, multi-partner projects, sustainability tools & capabilities.

Horticultural Extension Service Westfalen-Lippe: Research Scientist; 2000 – 2004, Germany

Field trials, developing sustainable farming practices in vegetable production, farmer liaison.

Memberships and Affiliations

- CCAFS (CGIAR Research Program): Vice-chair of Independent Science Panel (www.ccafs.cgiar.org)
- Earth Capital Partners LLP (funds management firm): Sustainability Council (www.earthcp.com).

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