

# Booker Tate

Your reliable partner in a changing world

**Agribusiness | Bioenergy | Ethanol | Smallholder Farming | Sugar | Sustainability**

## Who are we?

Booker Tate is a leading international sugar and agribusiness consultancy. We have extensive experience, knowledge and expertise in all aspects of the sugar industry, including cane, beet, sugar refining, ethanol and bioenergy. We also have significant expertise to offer the general agribusiness sector.

We were founded in 1988 from the amalgamation of Booker Agriculture International and Tate & Lyle Agribusiness, each with its own substantial history in sugar and agribusiness. We are owned by Bosch Projects (Pty) Ltd, a South African-based global engineering, consulting and project management company.

Booker Tate has worked in South America, the Caribbean & Central America, Africa, the Middle East, Asia and South Pacific.

## Countries where we have worked



## Our strengths ....

Booker Tate stands for **experience** .... we are truly international having successfully completed in excess of 1500 assignments in more than 100 countries over the past 50 years.

We offer **expertise** .... we have professional capability in field, factory, finance and markets.

We are committed to **improving livelihoods** .... we have expertise in developing sustainable small scale farming enterprises contributing to the economic transformation of rural communities.

We deliver **performance improvement** .... working alongside you we can improve your productivity and efficiency, reduce costs and maximise profitability.

We believe in **sustainability** .... we recognise our responsibility to create a sustainable future, holding equal respect for people, planet and profit.

Booker Tate is your **reliable partner** .... our team of in-house professionals can adapt to your requirements and offer you tailor-made services.

## What can we do for you?

**Already in the industry?** We can improve the performance of your existing business and assist with rehabilitation, expansion or new product lines.

**New to the industry?** We can prepare bankable documents and then analyse, plan, design, implement, construct, support and manage your operation according to your requirements.

**Need help with Sustainability?** Working in collaboration with you, or with certification or accreditation companies, we can help you to improve your sustainability credentials.

**Are you an investor or bank?** We can support you through project financing decisions, due diligence, verification and compliance checks, construction monitoring, and corporate, social and environmental risk mitigation.

## What we offer ....

An independent view and best practice methodology and systems, together with cost-effective, sustainable solutions utilising modern technology.

- Advisory Services
- Scoping Studies
- Market Intelligence
- Feasibility Studies
- Financial Modelling
- Due Diligence
- Development Plans
- Design Services
- Project Management
- Land Development
- Project Implementation
- Agricultural R&D
- Logistics Planning
- Water Management
- O&M Management
- Technical Audits & Services
- Performance Improvement
- Knowledge Transfer
- Smallholder Farming
- Sustainability Solutions



Further details:

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**BOSCH**  
PROJECTS

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## How we operate ....

- We execute all elements of an assignment in a highly professional and cost-effective manner.
- We work in partnership with clients to deliver our services in accordance with a well-defined brief.
- We can cover agricultural, factory, finance and commercial functions and provide 'joined up' solutions.
- We draw upon a wide network of contacts throughout the sugar and agribusiness world.
- We are not just a consultant – we also implement.



## A selection of our recent assignments

### The Americas:

- Due Diligence for a sugar and ethanol expansion project (2017).
- Due Diligence for a biofuels project (2017).
- Agronomy and economics services for Sugarcane R&D (2017).
- Irrigation Water Management Plan for sugarcane and rice (2016 to date).

### Africa:

- Two sugar factory Due Diligence and Development Plan (2017).
- Technical Assessment of a sugar and ethanol project (2017).
- Formulation of a PPP framework (2017).
- Sugar factory Technical Review (2017).

### Asia Pacific:

- Sugar Project Technical Services (2015 to date).
- Technical Services to a sugar company (2014 to date).
- Technical Services to a sugar project (2013 to date).
- Technical Services to the sugar operations of an agri-industrial company (2009 to date).

### Rest of the World:

- Training in Sugar Cane Production Systems (2017).
- Sugar Refinery Lender's Technical Consultant (2017 to date).
- Agronomy and Irrigation Technical Services to a beet sugar company (2014 – 2016).
- Technical Services for a sugar refinery project (2014 – 2016).



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