

# TŪHANA

CONSULTING LTD

**Tūhana** empowers clients to  
deliver projects with sustainable  
commercial and social outcomes.





**We create commercial opportunities  
with positive social impacts in  
under-developed, developing,  
and developed markets.**

We strongly believe that long-term commercial outcomes are only sustainable when there are positive social impacts and links to local communities. It is this symbiotic relationship that Tūhana develops with our clients.

Our socio-economic skills are grounded by a deep understanding of the issues and needs of our clients, and their interactions with other stakeholders.

Our commercial skills are grounded by in-depth experience, particularly in primary and related sectors.

**Tūhana (*noun*) river-crossing pole**

A pole held breast high for linking people when crossing a river where the strongest people are positioned at each end of the pole, to prevent the smaller or weaker members of the party from being washed off their feet.

## Our Unique Approach

Our approach is based on our values of integrity and professionalism



**We bring together world class commercial and social expertise**



**We customise our response to suit the specific needs of our clients**



**We overcome high risk and complex challenges**

## Our Expertise

We have extensive commercial and social impact experience culminating in an uncommon combination of expertise.

Our skills include:

- › Commercial and socio-economic due diligence.
- › Corporate social responsibility.
- › Supply chain management.
- › Conflict management.
- › Industry and corporate strategy.

## Our Projects

Our skills and experience are illustrated by projects such as:

Investigation of the **Ethiopian dairy sector** for the Bill & Melinda Gates Foundation

**Dairy industry strategy** for the Government of Myanmar

**Landowner participation in State-Owned Enterprises** for the Government of Papua New Guinea

**Import substitution** in the Cook Islands

**Livelihood opportunities** for women in the Pacific

**Strategy development** for Enterprise Mauritius

**Policy and legislation** for the Autonomous Government of Bougainville

**Strategy** for the Fijian Dairy Industry

# Our People

Tim Gibson BA (Hons), LLB

## **MANAGING DIRECTOR**

Tim is Managing Director of Tūhana. He is a successful international executive with particular strengths in strategy development and implementation, stakeholder management, and building high performing teams. He has been a Chief Executive in Government and held Managing Director and senior executive positions in co-operative, and public companies. Tim is also a non-executive director of companies involved in the agriculture, logistics and property sectors.

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## Contact

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