

Agricultural Value Chain Finance Training



Course Objectives: Using participatory adult learning methods, by the end of the course participants will:

- Understand value chain concepts and competitiveness and be able to assess risks and identify strategic opportunities to strengthen value chains;
- Recognize how cohesive value chains can be used to reduce risks and facilitate access to finance;
- Learn how to apply value chain financial products to meet the needs of various actors in the value chain.

Participants: Professionals involved in agricultural finance and/or agricultural development, including those in financial institutions, development organizations, donor agencies and governmental agencies.

Register: To find an upcoming training and register, please visit:

<http://connexuscorporation.com/news-events/trainings/>

The Agricultural Value Chain Finance Training is facilitated by **Connexus**.



There is a large demand for agricultural finance as farmers, suppliers, processors and buyers need access to finance to operate and develop their businesses. However, on the supply side, bankers often struggle to contain their risks and costs in financing agriculture which results in a large gap in adequate financing. At the Agricultural Value Chain Finance Training, participants will learn about developing commercially attractive financial services that meet the needs of the various actors in the value chain and how a value chain focus can result in market growth and reduced credit risk.

Course Outline

Day 1:

- Value chain development and finance concepts
- Building cohesive value chains
- Internal and external approaches to value chain finance
- Understanding financial risks

Day 2:

- Assessing a value chain
- Identifying opportunities and managing risks
- Understanding market needs
- Designing appropriate financial products (including panel of practitioners).

Trainers

All trainers have been trained on Connexus's curriculum and methodology.

Training Fees

Early Bird: \$995

Regular: \$1,295

**Note: fees may vary by location*

Contact us

For more information, please contact Melissa Matlock at mmatlock@connexus.email

DAY ONE

Time	Topic	Activities
9:00 – 9:30 AM	1. Introduction and Training Objectives	Ice breaker, training overview
9:30 – 10:00 AM	2. Introduction to Value Chains: Key Terms and Main Issues	Discussion
10:00 – 10:45 AM	3. How to Map an Agricultural Value Chain	Group exercise
10:45 – 11:00 AM	BREAK	Coffee/tea, Q&A
11:00 – 11:45 AM	4. Introduction to Agricultural Value Chain Finance: Main Issues and Range of Providers	Discussion, group exercise
11:45 – 12:30 PM	5. Business Models for Financing Agricultural Value Chains	Discussion
12:30 – 1:30 PM	LUNCH	Informal networking
1:30 – 3:30 PM	6. Agricultural Value Chain Finance Exercise I	Case study, group work
3:30 – 3:45 PM	BREAK	Coffee/ tea, Q&A
3:45 – 5:00 PM	7. Product Based Financing Instruments	Discussion

DAY TWO

Time	Topic	Activities
9:00 – 9:15 AM	Review of Day 1	Questions, clarifications
9:15 – 11:15 AM	8. Receivable-based Financing Instruments	Discussion
11:15 – 11:30 AM	BREAK	Coffee/tea, Q&A
11:30 – 12:30 PM	9. Physical Asset-based Financing	Discussion, activity
12:30 – 1:30 PM	LUNCH	Informal networking
1:30 – 2:30 PM	10. Risk Mitigation	Discussion, activity
2:30 – 2:45 PM	BREAK	Coffee/ tea, Q&A
2:45 – 4:30 PM	11. Case Studies and Lessons Learned	Case study, group work
4:30 – 5:00 PM	12. Training Wrap-up: Closing Remarks, Other Resources, Feedback Survey, Distribution of Certificates	Lecture, discussion