

Agricultural Value Chain Finance & Market Development Training



African Shea Butter Processors

Farmers, suppliers, processors, and buyers need access to finance to operate and develop their businesses. Also, microfinance institutions and banks often struggle to contain their risks and costs in financing agriculture. At the Agricultural Value Chain Finance & Market Development Training, you will learn about how to assess value chain market opportunities and develop commercially attractive financial services that meet the needs of the value chain actors (including small farmers), resulting in market growth and reduced risk.

Course Objectives: Using participatory adult learning methods, by the course's end 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, insurance companies, development organizations, donor agencies and governmental agencies.

Schedule: Find a training location near you.

Dates	Location	Language
Oct. 16-17, 2019	Dakar, Senegal	English/French

Register: Please email info@connexus.email to register for a training.



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.

TRAINERS

This training will be led by Agricultural Finance Expert who has 20+ years facilitating agricultural finance in Africa, Asia and Latin America.

TRAINING FEES

Early Bird: \$995

Regular: \$1,295

CONTACT US

For more information, please contact us at info@connexus.email or (703) 914-5533.

Agricultural Value Chain Finance & Market Development Training Agenda

DAY ONE

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

DAY TWO

Time	Topic	Activities
9:00 – 9:15 AM	Review of Day 1	Questions, Clarifications
9:15 – 10:00 AM	7. Product-Based Financing	Discussion
10:00 – 11:00 AM	8. Receivable-based Financing	Discussion, Activity
11:00 – 11:15 AM	BREAK	Coffee/tea, Q&A
11:15 – 12:15 PM	9. Physical Asset-based Financing	Discussion, Activity
12:15-1:00 PM	10. Risk Mitigation in Agricultural Value Chain Finance	Discussion, Activity
1:00 – 2:00 PM	LUNCH	Informal networking
2:00 – 4:30 PM	11. New Product Development	Case study, group work
4:30 – 5:00 PM	12. Training Wrap-up: Closing Remarks, Feedback, Distribution of Certificates	Lecture, discussion