Introduction

Agriculture continues to be a fundamental instrument for sustainable development and poverty reduction; yet financial constraints in agriculture remain pervasive, and they are costly and inequitably distributed, severely limiting smallholders’ ability to compete. Sudden and dramatic changes in food prices have exposed the vulnerability of agricultural production in meeting global demand and call for increased investment in agriculture at all levels. The question is how the right amount of investment can be acquired, particularly in a challenging milieu where financial uncertainty causes a reduction in available resources along with increased fear and scrutiny of risk.

In this course you will learn how Agricultural value chain finance offers an opportunity to reduce cost and risk in financing and reach out to smallholder farmers. For financial institutions, value chain finance creates the impetus to look beyond the direct recipient of finance to better understand the competitiveness and risks in the sector as a whole and to craft products that best fit the needs of the businesses in the chain.

The Easy Way

To learn how Agricultural value chain finance offers an opportunity to reduce cost and risk in financing and reach out to smallholder farmers.

What you will learn

- Understand how Agricultural value chain finance offers an opportunity to reduce cost and risk in financing and reach out to smallholder farmers.
- Understand the competitiveness and risks in the Agric sector as a whole and to craft products that best fit the needs of the businesses in the chain.
- Understanding Value chain business models and their application in the Agric Value Chain.
- Understand the various Agricultural value chain finance instruments.
- Understand the impact of technological innovation in Value Chain Finance.
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Who Should Attend?
Professionals involved in agricultural finance and/or agricultural development, including those in financial institutions, development organizations, donor agencies and governmental agencies.

Day 1
Understanding agricultural value chain finance Context
- Defining value chain finance
- Why is there interest in value chain finance in agriculture?
- The concept of agricultural value chain finance
- Agricultural value chain finance as an approach
- Enabling environment
- Value chains and diversified livelihoods
Day 2
Value chain business models
- Producer-driven value chain models
- Buyer-driven value chain models
- Facilitated value chain models
- Integrated value chain models
- Case Study 1. Farm Concern International: commercial village approach

Day 3
Agricultural value chain finance instruments
- Product financing
- Receivables Financing
- Physical asset collateralization
- Risk mitigation products
- Financial enhancements
- Bringing it together: Case Study

Day 4
Strategy and design Recommendations of AVCF Programmes
- Design & implementation of agricultural value chain finance
- Defining a value chain finance strategy & business model
- Recommendations for partner selection and facilitation
- Capacity-building and facilitation support
- General principles and insights for sustainable agricultural development in India

Day 5
Innovations in the Agric Value Chain
- Value chain innovations
- Financial innovations
- Technological innovations
- Infrastructural innovations
- Policy and public sector innovations
- Case Study DrumNet and technological innovations
- Case Study Integrated agro food parks: avenues for sustainable agricultural development in Africa
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Practicality is emphasized. You will leave this seminar with specifics you can apply immediately.

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