

Smallholders need access to finance to operate and invest in their business. Using the links between smallholders and their suppliers and buyers increases their financial attractiveness for financial institutions. This should lead to commercially interesting financial services that match the needs of smallholders in the value chain.

### Participants

You are a value chain development practitioner working for donors and NGOs, aiming to link your value chain actors to an emerging financial sector. You are working for a bank or micro-finance institution, striving to enrich your portfolio with innovative products that can serve rural and agricultural clients. You are working as a policy maker for private and/or financial sector development, trying to create a conducive business environment.

### Course Objectives

By the end of the course you will be able to recognise the financial flows within value chains and to analyse the financing needs along the value chain. You will learn how to recognize the household, farm and crop financing needs of smallholders. You will understand how to increase the creditworthiness of smallholders and improve the provision of financial services based on smallholder position in the value chain,. You will learn about innovative financial products when and how they can be applied. You will be provided with instruments to motivate stakeholders to take action.



*Leveraging value chain linkages to improve smallholders' access to finance*

### Course Outline

#### Day 1

- Value chain development concepts and principles
- Understanding financial sector practices for the agricultural sector
- Determining the needs and challenges for value chain finance
- How to minimise risk for borrowers and lenders

#### Day 2

- Understanding innovative financial services, their pros and cons for smallholders and financial institutions
- Warehousing, factoring, leasing and other products; when and how?

#### Day 3

- Contract farming; opportunities for leveraged financing of smallholders
- Matching emerging value chains with emerging financial sectors
- How to stimulate value chain finance development in your context

#### Training period

25 - 27 January 2010

9 – 11 June 2010

#### Costs in Euro

1,500

[Register](#)

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