

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
- Determining the needs and challenges for value chain finance
- Understanding financial sector practices for the agricultural sector

#### Day 2

- How to minimise risk for borrowers and lenders
- Understanding innovative financial services, their pros and cons for smallholders and financial institutions

#### Day 3

- Warehousing, factoring, leasing and other products; when and how?
- Contract farming; opportunities for leveraged financing of smallholders

#### Day 4

- Grants, guarantees, loans and equity financing
- Emerging value chains and financial sectors; the role and instruments of donors
- How to stimulate value chain finance development in your context

Training period	Costs in Euro
16 - 20 January 2011	1,850
13 – 16 June 2011	

[Register](#)

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