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# **Agricultural Credit Enhancement Phase II (ACE-II)**

## **AGRICULTURE VALUE CHAIN FINANCE SENIOR AND EXECUTIVE LEVEL**

**Saturday March 24, 2018**

**09:00am – 04:00pm**



## Agriculture Value Chain Finance | Senior Level: CEO, COO, CFO, Board Members, Head of Organization, Influencers

The objectives of this program is to provide a series of comprehensive trainings on agriculture value chain finance (VCF) offered in March and April 2018 to support MFIs, commercial banks, non-banking financial institution that are currently engaged in agriculture loans or planning to enter the market. The courses are also suitable for other stakeholders such as funders, relevant government ministries, NGOs, and academic institutions interested in learning about agriculture finance. The courses have been designed to create a strong framework for deploying agriculture finance by targeting all relevant levels in the institutions.

By attending one or more of agricultural finance trainings, participants will not only learn about best practices in agricultural credit but also agricultural value chain finance instruments such as product-based finance, receivable-based finance and physical asset-based finance to developing commercially attractive financial services that meet the needs of the various actors in agricultural value chains and how a value chain focus can result in market growth and reduced credit risk.

While numerous trainings on agriculture finance have been offered in the past, what differentiates this series of trainings are a set unique features that have been not been offered before:

- Offered at three levels on senior level management and staff for the first time
- Offered in three provinces (Kabul, Herat and Mazar) for the first time
- 1-day high-level training for CEOs, COOs, Board Directors and Head of Organizations in decision-making capacity
- Special ToT for training managers to carry on trainings internally
- Taught by international agriculture finance expert
- Taught by Experienced national trainers

About ACE II: The Agricultural Credit Enhancement (ACE) project established and managed the Agricultural Development Fund (ADF) until it was transferred to the Afghan government in 2015. The follow-on project, ACE-II, seeks to build on results achieved by the previous program and expand access to agriculture-related credit to increase commercial viability of small- and medium-size farms and agribusinesses as a necessary condition for a thriving agricultural economy. ACE-II is providing technical assistance to improve ADF's management systems and catalyze its transition to a sustainable agricultural development financial institution.

BENEFITS OF THE TRAINING	<ul style="list-style-type: none"> <li>• Increase profitability of agriculture finance portfolio</li> <li>• Increase number of clients though value chain financing</li> <li>• Increase agriculture loan portfolio quality</li> <li>• Decrease risks of agriculture finance loans</li> <li>• Lower transaction costs though value chain finance</li> <li>• Build technical capacity of your staff to competently evaluate VCF loans</li> </ul>
LEARNING LEVEL	Senior Level
TARGET AUDIENCE	CEOs, COOs, Board Directors and Head of Organizations in decision-making capacity
LEARNING OUTCOME  (EXECUTIVE AND SENIOR LEVEL)	<p><b>Senior executives will get a better understanding of:</b></p> <ul style="list-style-type: none"> <li>• The business case for agriculture value chain finance</li> <li>• The entry points for various agriculture value chain financial products</li> <li>• Risk management, costs and returns</li> <li>• How to adapt institutional structure to engage in agriculture value chain finance from pilot to scale-up</li> </ul>

PROGRAM OUTLINE	<p>ToT will be taught by Ms. Stephanie Charitonenko, an international expert on agriculture finance. This strategic level training will focus on policy, product development and risk management in agricultural finance.</p> <ul style="list-style-type: none"> <li>• The business case for agricultural value chain finance</li> <li>• How to identify target value chains</li> <li>• Entry points for financial institutions</li> <li>• Value chain financial products</li> <li>• Risk management, costs and returns</li> <li>• How to adapt FI's structure and operations to accommodate increased agricultural value chain financing</li> </ul>
LEARNING METHODOLOGIS	Group Discussions, Case Studies, Lecture, Participatory and Adult learning method
LEARNING PARTENER'S PROFILE	<p>Ms. Stephanie Charitonenko is a financial services expert and trainer with over 20 years of experience working in areas such as: macroeconomic analysis; agricultural and financial sector assessment; development of rural and agricultural finance, microfinance, micro, small and medium-sized enterprise development; and financial sector development in Afghanistan, Angola, Armenia, Bangladesh, Bolivia, China, Egypt, Indonesia, Jordan, Kenya, Mexico, Moldova, Nepal, Nigeria, Philippines, Sri Lanka, South Sudan, Thailand, Ukraine, Uganda, Vietnam and West Bank/Gaza. Seasoned financial analyst with seven years cumulative consulting experience with the World Bank and other multi-lateral development banks. Skilled in credit risk evaluations of commercial banks and non-bank financial institutions, including governance, management, asset quality, credit extension and monitoring/collection procedures, deposit mobilization, internal controls, audit, and risk management, capitalization and asset/liability management.</p>
LANGAUGE	English
FEE	5,000 AFN
LOCATION	<p><b>Afghanistan Institute of Banking and Finance</b></p> <p>House # 68, Masjeed-e-Hiratee lane 1 , Share Now, Kabul, Afghanistan</p>
DATE AND TIME OF TRAINING	Saturday March 24, 2018- 09:00am to 04:00pm
REGISTRATION	Sailab Sahak / Public Relations/Marketing Manager AIBF P/H +93 (0) 788 635563/ Office +93 (0) 752 055021