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Agricultural Credit Enhancement Phase II (ACE-II)

AGRICULTURE VALUE CHAIN FINANCE TRAINING OF TRAINERS

**March 25-27, 2018
09:00am – 04:00pm**



Agriculture Value Chain Finance | Training of Trainers (TOT)

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"> • Increase profitability of agriculture finance portfolio • Increase number of clients though value chain financing • Increase agriculture loan portfolio quality • Decrease risks of agriculture finance loans • Lower transaction costs though value chain finance • Build technical capacity of your staff to competently evaluate VCF loans
LEARNING LEVEL	Basic and Intermediate
TARGET AUDIENCE	Training Manager, Training Officers, Human Resources, and relevant persons in charge of imparting training to their organizations
LEARNING OUTCOME (TOT COURSE)	Build institutional capacity to train loan officers, branch managers, regional managers and operations managers in how to: <ul style="list-style-type: none"> • Screen potential clients for agriculture value chain finance opportunities; • Assess risk and design various types of agriculture value chain financial

	<p>products to mitigate risk; and</p> <ul style="list-style-type: none"> • Monitor and enforce timely and full repayment of agriculture value chain finance lending.
PROGRAM OUTLINE	<p>ToT will be taught by Ms. Stephanie Charitonenko along with AIBF national trainers.</p> <p>The courses are designed to provide skills to effectively analyze financial viability of agricultural projects for different applicants in the agricultural value chain - right from input to placing products to the final consumer. It is designed to cover both retail and wholesale.</p> <p>Middle level management personnel like branch/regional managers or operations managers will be able to create networks and linkages in the agricultural value chain but at the same time be in position to influence organizational policy and procedure.</p> <p>The training will also cover recovery of difficult loans that are beyond the capacity of loan officers.</p>
LEARNING METHODOLOGIS	<p>Participatory methodology that will utilize analysis skills of participants, provide examples of value chain financing, value chain mapping exercise, case studies and role playing games to give context and exercise that will allows participants to develop their own products and provides specific guidance on how to manage the borrower relationships and credit risks.</p>
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>
FEE	5,000 AFN
LOCATION	<p>Afghanistan Institute of Banking and Finance</p> <p>House # 68, Masjeed-e-Hiratee lane 1 , Share Now, Kabul, Afghanistan</p>
DATE AND TIME OF TRAINING	March 25-27, 2018- 09:00am – 04:00pm
REGISTRATION	<p>Sailab Sahak / Public Relations/Marketing Manager AIBF P/H +93 (0) 788 635563/ Office +93 (0) 752 055021 sailab.sahak@aibf.af / www.aibf.af</p>