



Strathmore Business School

## Financing of agribusiness value chains

26th - 28th July 2017



### Introduction

Most financial institutions that exist today offer agribusiness credit facilities and loan products. However, agribusiness investors still face the challenges of inaccessible and expensive loan products, inflexible credit facilities that don't compliment the agribusiness dynamics and lack of knowledge about the sector by the financiers. Financiers on the other hand extend few credit facilities to this sector as compared to other sectors like constructions and manufacturing. There, thus remains a disconnect between supply and demand that can begin to be rectified when all players in this sector have adequate knowledge and appreciate these dynamics.

The Financing of Agribusiness Value Chains Program seeks to increase your knowledge and skills as a key player in this sector, to solve this mismatch. Through this program you will engage with industry peers and experts as you explore the uniqueness of each agricultural value chain and your role as a financier. You will also be able to identify and seize the opportunities in agribusiness lending. This program will provide you with a broad understanding of financing, investment and the most relevant and applicable financial modelling options in Kenya's agribusiness sector.

### Who Should Attend?

This program hosts an array of stake holders in agribusiness including agribusiness investment managers, agribusiness risk managers, lenders to the agribusiness sector, credit officers, relationship managers, accountants and lawyers, angel investors, auditors, policy makers in the agribusiness space, non- Governmental and Governmental agencies in the agribusiness sector.

Attending the program gave me a deeper understanding of the dynamics of agribusiness value chains. We have now been able to optimize our products to support our agribusiness model, inline with our new Brand.

**Peter Wanderi**  
Business Development Officer  
AMICA Savings and Credit  
(Formerly Murata Sacco)

Participant, Financing Agribusiness Value Chains Program  
2016



### Program partners

The program has been developed in collaboration with agribusiness experts and participants will be able to draw from their wealth of experience.

### Program Structure and format

The program is a 3 day program and will be facilitated by experienced faculty and industry experts.

### Benefits of attending

After attendance you will be able to,

- Understand the agricultural sector dynamics in depth.
- Understand the financing needs of agribusiness investors.
- Acquire relevant knowledge and skills to be able to grow your agribusiness loan book by exploiting all the opportunities within the agribusiness sector;
- Develop effective market intelligence techniques for the agribusiness sector exploration
- Acquire skills to enable you to develop relevant and market driven agribusiness loan products;
- Make use of effective monitoring and control metrics
- Proactively exploit agribusiness opportunities within your market niche.

### Your investments

Ksh 82,500 + your time. Full participation is required for completion.

### How to apply and contacts

Application can be done online or send the filled application form to : [pkibe@strathmore.edu](mailto:pkibe@strathmore.edu)  
Please call: 0739 149 151 for details.

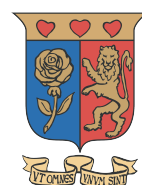


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