Training Course on Financing of Agribusiness Value Chains

Professional Development Training Course Outline

Category	Agriculture	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Do you finance agribusiness ventures? Seek to understand the agribusiness and its uniqueness compared to other industries. This programme will provide a complete overview of investment, finance modelling options in East Africa agribusiness. The programme is meant for financiers of the industry. You will interact with financing authorities from different sectors. The five-day programme orients you to an industry that feeds East Africa population of about 40 million people. Agribusiness comprises of primary production to sale of value-added farm commodities.

Programme Curriculum

Training Course on Financing of Agribusiness Value Chains

Introduction

The agribusiness sector plays a vital role in global food security, rural development, and economic transformation. However, access to sustainable and inclusive financing remains a critical barrier to unlocking its full potential. Training Course on Financing of Agribusiness Value Chains is designed to equip professionals with the knowledge, strategies, and financial instruments needed to mobilize capital, manage risks, and strengthen value chains. The course provides a deep dive into innovative financing models such as blended finance, climate-smart investment, digital agri-finance, and public-private partnerships that are transforming how agri-value chains are funded across emerging markets.

Participants will gain hands-on experience in analyzing value chain dynamics, identifying financial bottlenecks, and developing bankable agribusiness investment plans. This highly practical and interactive training bridges

the gap between finance and agriculture by focusing on real-world case studies, successful models, and key performance indicators (KPIs) for agribusiness financing. Whether you're in banking, development, agronomy, or agri-entrepreneurship, this course empowers you to drive scalable and impactful financing solutions across the agricultural ecosystem.

Course duration

5 Days

Course Objectives

1. Understand the structure and dynamics of agribusiness value chains.
2. Identify key financial gaps and opportunities across value chain actors.
3. Apply risk management tools and agricultural insurance solutions.
4. Design blended finance models for inclusive agribusiness growth.
5. Analyze case studies on climate-resilient agricultural financing.
6. Develop financial products tailored for smallholder farmers.
7. Explore digital agri-finance platforms and fintech innovations.
8. Understand impact investing in sustainable agriculture.
9. Structure public-private partnerships (PPPs) in value chain financing.
10. Design value chain investment plans with bankability criteria.
11. Leverage ESG (Environmental, Social, and Governance) metrics in agri-finance.
12. Assess financing models for post-harvest management and agribusiness logistics.
13. Integrate gender-sensitive and youth-inclusive financing strategies.

Organizational Benefits

1. Improved capacity to structure agri-value chain financing programs.
2. Enhanced financial risk assessment across agricultural segments.
3. Better alignment of finance products with farmer needs.
4. Strengthened agri-SME creditworthiness evaluation.
5. Accelerated development of climate-smart investment portfolios.
6. Greater impact through blended and catalytic finance approaches.
7. Integration of digital technologies for scalable agri-finance.
8. Improved ROI on agricultural development programs.
9. Better compliance with donor and regulatory frameworks.

10. Strengthened stakeholder engagement and financial inclusion.

Target Participants

- Agribusiness Managers
- Bankers and Financial Officers
- Development Practitioners
- Agricultural Extension Officers
- Policy Makers in Agriculture and Finance
- Donor and NGO Representatives
- Agricultural Cooperatives
- FinTech and AgriTech Innovators
- Impact Investors and Fund Managers

Course Outline

Module 1: Introduction to Agribusiness Value Chains

- Definition and components of agribusiness value chains
- Mapping stakeholders and their financial roles
- Value chain upgrading and market linkages
- Challenges in agricultural financing
- Case Study: Coffee Value Chain in East Africa

Module 2: Agricultural Finance Landscape

- Overview of rural and agri-finance markets
- Key agri-financing institutions and actors
- Barriers to access to finance
- Innovations in agricultural credit

- Case Study: Warehouse Receipt Systems in Kenya

Module 3: Risk Management in Agri-Finance

- Types of agricultural risks and their impact
- Role of weather-index insurance
- Credit guarantees and de-risking instruments
- Risk-sharing in PPPs
- Case Study: Crop Insurance Programs in India

Module 4: Blended Finance and Investment Models

- Introduction to blended finance tools
- Crowdfunding and concessional finance
- Designing inclusive investment vehicles
- Performance-based grants and subsidies
- Case Study: Blended Finance for Cocoa Farmers in Ghana

Module 5: Digital Agri-Finance and Innovation

- Mobile banking for farmers
- Blockchain and traceability in financing
- Agri-wallets and digital vouchers
- Role of fintechs in smallholder financing
- Case Study: Digital Credit Platforms in Nigeria

Module 6: Climate-Smart and Green Financing

- Climate adaptation in agriculture
- ESG and sustainable financing principles
- Accessing green bonds and climate funds

- Integrating resilience into finance models
- Case Study: Climate-Smart Dairy Farming in Rwanda

Module 7: Gender and Youth Inclusive Financing

- Gender barriers in agri-finance
- Designing youth-targeted financing programs
- Inclusive investment strategies
- Social impact metrics
- Case Study: Women-Led Agribusinesses in Ethiopia

Module 8: Developing Bankable Agribusiness Proposals

- Elements of a bankable business plan
- Financial modeling and projections
- Risk and sensitivity analysis
- Presentation to financiers and donors
- Case Study: Financing a Maize Aggregation Center

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

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