

**Programme on
Term Loan and Working Capital Finance for
Agri & Rural Infrastructure, Agribusiness and
Agro Processing Enterprises**

May 13 – 16, 2019

Coordinator

Dr Naveen Kumar K



**National Institute of Bank Management
Pune, India**

Programme on Term Loan and Working Capital Finance for Agri & Rural Infrastructure, Agribusiness and Agro Processing Enterprises

Background

Agriculture cannot be looked at in isolation. It needs to be connected with other sectors of the economy. As agriculture forms the resource base for a number of agro-based industries and agro-services, it would be more meaningful to view agriculture not as farming alone, but as a holistic value chain, which includes input market, farming, wholeselling, warehousing (including logistics), processing, and retailing.

Therefore, farming is the biggest enterprise for many countries. It attracts the private sector involvement through infusion of new technologies (production and storage), mainstreaming of the fragmented small holders by integration of rural business/service hubs at the back end and agro-processing industry and organized retailing at the front end. Hence, working together with a 'win-win strategy' has many advantages to agriculture and agri-entrepreneurs. This will definitely provide ample opportunities for the banks and financial institutions to finance various projects of agri & rural infrastructure, agribusiness and agro processing enterprises.

Over the last two decades Indian economy has attained very high and steady growth, substantial rise in household income and dramatic change in the lifestyle of people. It is expected that the growth momentum will continue for several decades in the future. All these have contributed to increasing demand for processed and packaged food. As of now most of the agri-infrastructure, agribusiness and agro processing units are outside the gamut of formal banking due to micro and being small in size. Therefore, there is a need for understanding the characteristics and financial services requirements of these enterprises in order to do the credit appraisal of Agro units. Banks and financial institutions will find tremendous opportunities in financing agri and rural infrastructures, agribusiness, agro processing units and MSMEs.

The paradigm shift of agriculture finance to agribusiness finance, including agri-MSMEs in the areas of rural and agriculture infrastructures, agro processing space, banks need to adopt a well calibrated strategy for financing wide ranging agri based enterprises. This calls for an integrated skill sets for bankers which must include technical/functional competence together with knowledge on the emerging areas of bank lending opportunities in agri-enterprise sector as a viable business proposition.

Objectives

The programme has been designed to equip the participants with necessary knowledge, skills and techniques to appraise term loan and working capital for agri and rural infrastructure, agribusiness and agro processing projects (MSMEs) in order to make right lending decisions.

Pedagogy

The programme will be driven largely by case studies, group discussions and hands on exercises. Interaction with professionals in the banking industry along with a field visit on modern agribusiness/agro processing units will also be arranged.

Day-Wise Programme Coverage

Day 1: Foundation

- Agri & Rural Infrastructure, Agribusiness and Agro Processing Enterprises: Market Overview
- Appraisal of Projects – Projection of Project Cash Flows, NPV, IRR, DSCR, Sensitivity & Scenario Analysis
- Financial Statements Analysis
- Cash Flow Statements
- Working Capital Financing

Day 2: Appraisal of Agri and Rural Infrastructure, Agribusiness Projects/Enterprises (Case studies on term loan and working capital)

- Financing of Rural Godowns and Cold Storage and Financing against Warehouse Receipt/Pledge
- Appraisal of Farm Mechanization
- Financing Hi-Tech Agriculture Projects: Emerging Technology based Agri Projects
- Appraisal of Solar Energy Projects
- Financing of Horticulture/Greenhouse/Playhouse Technology

Day 3: Appraisal of Agri MSMEs (Case studies on term loan and working capital)

- Concept of MSMEs, as applicable to Agri Enterprises and Agro Enterprise Credit
- Financing Food Processing Enterprises
- Govt. Schemes for Agro / Food Processing Industries
- Appraisal of Projects for Agro Exports/Export MSMEs
- Half day field visit to Agribusiness/Agro Processing Units

Day 4: Agritech and Emerging Delivery Models for Agribusiness

- Agri Startups and Agritech Companies
- Agri Value Chain Financing
- Contract Farming
- Financing Farmer Producer Companies
- Loan Documentation & Legal Aspects of Lending
- Tax Implications / GST as applicable for Agro Processing Industries

Target Group

Officers of Scheduled Commercial Banks, including Regional Rural Banks & Small Finance Banks and Rural & Urban Cooperative Banks, involved in Lending to Agriculture, Agribusiness and Agri MSMEs can be nominated for the course.

This course is designed basically for those with no or limited experience in term loan and working capital lending and will be extremely useful for newly recruited bank officers who have been posted / likely to be posted in agri based branches or are handling agriculture/agri MSME portfolio at the controlling office or head office level. Trainers of training institutions of banks including potential trainers can also be nominated for this course.

Programme Coordinator

Dr Naveen Kumar K

Dates

May 13 – 16, 2019

The programme will commence on May 13, 2019 at 9.00 a.m. and conclude by 5.00 p.m. on May 16, 2019. Participants are requested to reach NIBM Campus by the evening of May 12, 2019.

Venue

NIBM Campus, Kondhwe Khurd, Pune, India.

Hostel Accommodation

The programme is fully residential. Participants will be provided well furnished single room AC accommodation in the Institute's hostel complex on the Campus. However, they will not be permitted to bring their family members to stay on the campus. In case any Officer/Executive with physical/medical disability is being nominated, kindly inform us in advance with particulars of disability to facilitate necessary arrangements.

The Institute has facilities for outdoor and indoor games and a large walking/jogging trail for physical fitness besides a yoga centre. Participants are, therefore, encouraged to bring the appropriate clothes/gears.

About the Programme Coordinator

Dr Naveen Kumar K
(Assistant Professor)

Dr Naveen Kumar K holds a PhD in Economics. He has coordinated many national and international level Executive Development Programmes (EDPs) at NIBM. He conducts EDPs in the areas of Agricultural Finance, Agri-business and Value Chain Finance, Rural Infrastructure Finance, Financing of Farm and Non-farm activities, Microfinance, Financial Inclusion, Micro-enterprise Development, etc. Dr Naveen Kumar K has undertaken research and consultancy work for national and international agencies in the area of rural and agricultural finance.

Nominations and Enquiries

Please address your enquiries and nominations to:

Dr Naveen Kumar K
Programme Coordinator

National Institute of Bank Management
NIBM Post Office, Kondhwe Khurd
Pune 411 048, India

Tel : 0091-20-26716000 (EPABX)
0091-20-26716224 (Direct)

Fax : 0091-20-26834478

E-mail : naveen@nibmindia.org

Web : www.nibmindia.org

Last Date for Receiving Nominations:
May 3, 2019

Last Date for Availing Early Bird Incentive 5%:
April 27, 2019

(See Fee Structure on home page of the NIBM website)

Programme Fee (per participant)

US \$ 1600 for foreign participant

(See fee structure on home page of the website for incentive)

	Fee	GST	Fee + GST	TDS
Mem. Banks :	36000	6480	42480	3600
Non-Mem. Banks :	42000	7560	49560	4200

The fee includes the cost of tuition, board and lodging facilities, teaching material, etc. (Goods and Services Tax (GST) @ 18%, and TDS @ 10%. Kindly send the TDS Certificate on priority to NIBM).

Mode of Payment for Indian Participants

- The fee may preferably be transferred by RTGS/NEFT/ECS to our A/c No. 20002400021 with Bank of Maharashtra, NIBM Branch, Pune (IFSC Code MAHB0001124). NIBM PAN No. AAATN0040P and NIBM GSTIN No. 27AAATN0040P1ZJ.
- National Institute of Bank Management
NIBM Post Office, Kondhwe Khurd, Pune 411 048, INDIA.

Mode of Payment for Foreign Participants

Mode of Remittance: SWIFT*

- Name & Address of our Bankers : Oriental Bank of Commerce
C-2, Shop No. 4-5, Bramha Estate
Kondhwe Khurd, Pune 411 048
Maharashtra, India
- Name of the Account : National Institute of Bank Management
- NIBM's Bank Account No. : Current A/C 11281131004402
with Oriental Bank of Commerce
- Bank's Swift Code : ORBCINBBFCP
- Oriental Bank of Commerce A/c No. : 36152559
with Correspondent Bank
- Preferred currency : USD
- Correspondent Bank : CITIBANK N.A.
- Swift code for Citi Bank : CITIUS33

*** The Foreign Bank Charges/ SWIFT charges/Commission is to be borne by the remitter. The fees mentioned in the invoice/brochure is to be paid to NIBM, net of all bank charges.**

***Payments will be accepted only through electronic mode. Cheques/DDs/Pay Orders will not be accepted.**

- For all electronic remittances, kindly send a confirmatory e-mail at: accounts@nibmindia.org giving details of the remitter and participant, name and dates of programme, etc.

Please see programme fee structure on home page of the website for early bird incentive, incentives for SAARC and other developing countries, mode of remittance, Pune City route map and local conveyance.