

Programme on  
**Training cum-Exposure Visits to  
Agri-Business and Agri-Processing Projects**

September 11 – 16, 2017



*Exposure Visits to*

- BioTechnology & Green House Units
- Food Processing Units
- Hi-Tech Dairy and Milk Processing Units
- Integrated Agriculture and Allied Projects
- Farmer's Producer Organizations
- Agri-Tourism Unts



*Coordinator*  
**Dr Naveen Kumar K**



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

## Programme on Training cum-Exposure Visits to Agri-Business and Agri-Processing Projects

Developing economies are witnessing increasing pressure on land, which in turn is leading to a shortfall in food supply in many crops, thereby threatening several nations' food security. This can only be bridged through increasing farm yields, reducing wastage along the supply chain through better storage, and post-harvest infrastructure, improved technology and logistics. Thus, there is a need for commercialization of agriculture into agri-business, which will support the demand of both, the fast growing domestic market and the increasing acceptability of food products in the international market.

Further, in recent years, developing countries are witnessing a significant shift in their demographic profile in favour of a younger population, rising urbanisation, changing lifestyles and more demand for processed/packaged/branded food products and so on. This has also led to growth in both organised food retail as well as organised food service. The perceived change in agriculture towards high-value agri-business products needs large-scale investment in agri-infrastructure projects towards modern techniques of production, processing, storage, packaging, logistic and marketing facilities, farm-based energy development, etc.

Hence, banks have greater potential to lend for a large number of agri-business and allied projects. Against this backdrop, the captioned programme has been designed to provide exposure to executives to various high-value agriculture and allied projects and to have real time benefit to understand the bankability and sustainability of the projects. Further, the proposed interaction with entrepreneurs and bankers will enhance capability and knowledge on lending to these high-value projects along with improvement in technical and managerial skills and knowledge of the projects.

### Objectives

To understand and appreciate best practices on lending to various high-value agriculture and allied projects along with visits to agri-business and agri-processing projects, etc.

### Pedagogy

- Excel-based hands-on exercise on high-value agri-business projects.
- Field visits to agri-business and agri-processing projects.
- Interaction with successful agri-entrepreneurs and bankers.

### Coverage

- Approaches and methods of financing for high-value agri-business projects.
- Excel-based technical appraisal of agri-business and agri-processing projects.
- Hi-tech dairy, milk and by-products processing and cold storage units.
- Hi-tech poultry projects.
- Hi-tech mushroom enterprise and processing unit.
- High-value horticulture crops and integrated drip irrigation system.
- Food processing units, winery and fruits/vegetable processing units.
- Bio-technology, tissue culture and greenhouse projects on fruits, flowers and vegetables.
- Integrated agriculture and agri-business projects.
- Organic food products and organic fertiliser units.
- Farmers' producer organization and direct marketing of agri-business products.
- Agri-tourism projects.

### Target Group

- Branch Managers and Agriculture Officers.
- Credit Officers at various levels.
- Executives from MSME and agri-business domain from various levels.

### Programme Coordinator

Dr Naveen Kumar K

### Dates

September 11 – 16, 2017

The programme will commence at 9:00 am on September 11 and conclude by the evening of September 16, 2017. Participants are expected to reach the NIBM campus positively by the evening of September 10 and plan for their return journey after 5.00 pm on September 16, 2017.

### 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.

## Programme Coordinator

**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)

26716224 (Direct)

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E-mail : naveen@nibmindia.org

Web : www.nibmindia.org

**Last Date for Receiving Nominations:**

**September 1, 2017**

**Last Date for Availing Early Bird Incentive of 5%:**

**August 26, 2017**

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

## Programme Fee (per participant)

**US \$ 2400 for foreign participant**

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

	Fee	CGST	SGST	Fee+ CGST+SGST	TDS
<b>Mem. Banks</b> :	<b>50400</b>	<b>4536</b>	<b>4536</b>	<b>59472</b>	<b>5040</b>
<b>Non-Mem. Banks</b> :	<b>58800</b>	<b>5292</b>	<b>5292</b>	<b>69384</b>	<b>5880</b>

The fee includes the cost of tuition, board and lodging facilities, teaching material, etc. (Central Goods and Services Tax (CGST) @ 9%, State Goods and Services Tax (SGST) @ 9% 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 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\*

1. Name & Address of our Bankers : **Oriental Bank of Commerce  
C-2, Shop No. 4-5, Bramha Estate  
Kondhwe Khurd, Pune 411 048  
Maharashtra, India**
2. Name of the Account : **National Institute of Bank Management**
3. NIBM's Bank Account No. with Oriental Bank of Commerce : **Current A/C 11281131004402**
4. Bank's Swift Code : **ORBCINBBFCP**
5. Oriental Bank of Commerce A/c No. with Correspondent Bank : **36152559**
6. Preferred currency : **USD**
7. Correspondent Bank : **CITIBANK N.A.**
8. 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](mailto: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 NIBM website for early bird incentive, incentives for SAARC and other developing countries, mode of remittance, Pune City route map and local conveyance.